

N/NW SUBURBS

NEIGHBORHOOD MARKET REPORT

Insight, trends and outlook on your local real estate market

UPDATED OCTOBER 16, 2020



Algonquin

Local Market Update / September 2020

- 15.9%

+ 66.0%

- 62.0%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

	September			Trailing 12 Months		
	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	51	42	- 17.6%	829	664	- 19.9%
Under Contract (includes Contingent and Pending)	27	42	+ 55.6%	466	524	+ 12.4%
Closed Sales	38	63	+ 65.8%	468	508	+ 8.5%
Median Sales Price*	\$310,000	\$289,900	- 6.5%	\$280,500	\$285,000	+ 1.6%
Average Sales Price*	\$312,708	\$293,304	- 6.2%	\$288,224	\$289,061	+ 0.3%
Percent of Original List Price Received*	96.1%	97.3%	+ 1.2%	96.4%	96.1%	- 0.3%
Average Market Time	130	70	- 46.2%	81	88	+ 8.6%
Inventory of Homes for Sale at Month End	159	49	- 69.2%	--	--	--

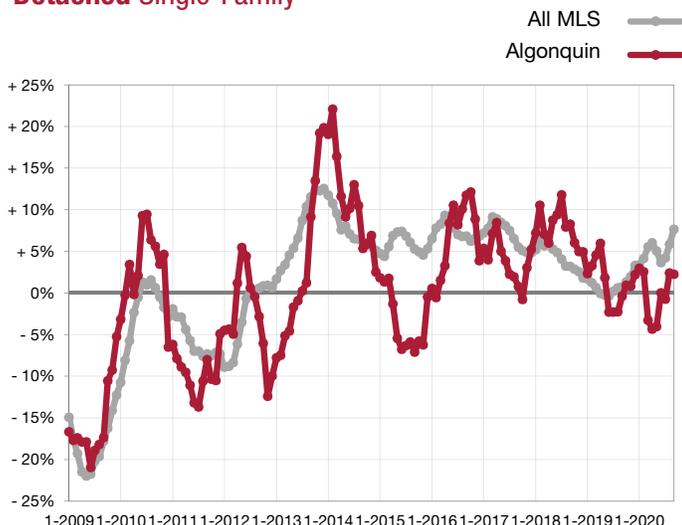
Attached Single-Family

	September			Trailing 12 Months		
	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	18	16	- 11.1%	227	216	- 4.8%
Under Contract (includes Contingent and Pending)	14	17	+ 21.4%	167	160	- 4.2%
Closed Sales	12	20	+ 66.7%	177	155	- 12.4%
Median Sales Price*	\$184,950	\$192,000	+ 3.8%	\$185,000	\$181,000	- 2.2%
Average Sales Price*	\$174,898	\$200,045	+ 14.4%	\$189,169	\$188,648	- 0.3%
Percent of Original List Price Received*	95.6%	96.9%	+ 1.4%	96.4%	96.3%	- 0.1%
Average Market Time	38	47	+ 23.7%	63	47	- 25.4%
Inventory of Homes for Sale at Month End	25	21	- 16.0%	--	--	--

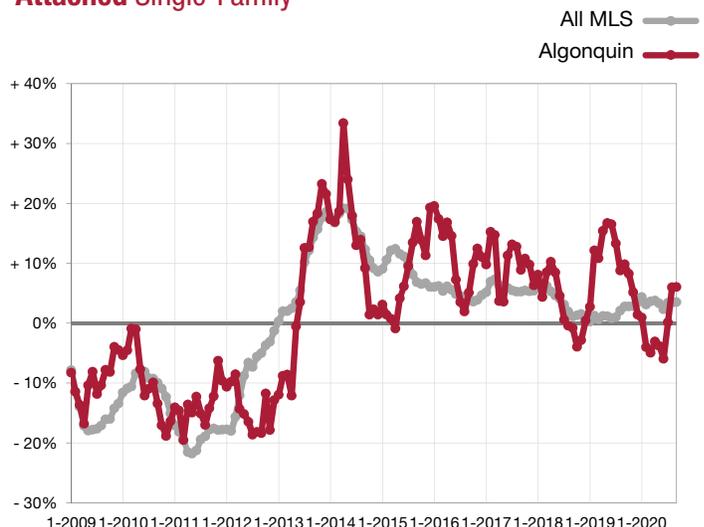
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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Antioch

Local Market Update / September 2020

- 26.0% **+ 86.8%** **- 47.7%**

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

	September			Trailing 12 Months		
	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	72	51	- 29.2%	708	661	- 6.6%
Under Contract (includes Contingent and Pending)	31	45	+ 45.2%	372	451	+ 21.2%
Closed Sales	34	66	+ 94.1%	369	420	+ 13.8%
Median Sales Price*	\$213,700	\$236,750	+ 10.8%	\$230,000	\$229,990	- 0.0%
Average Sales Price*	\$219,870	\$243,868	+ 10.9%	\$239,276	\$238,209	- 0.4%
Percent of Original List Price Received*	96.3%	97.0%	+ 0.7%	94.5%	95.4%	+ 1.0%
Average Market Time	78	66	- 15.4%	98	86	- 12.2%
Inventory of Homes for Sale at Month End	166	87	- 47.6%	--	--	--

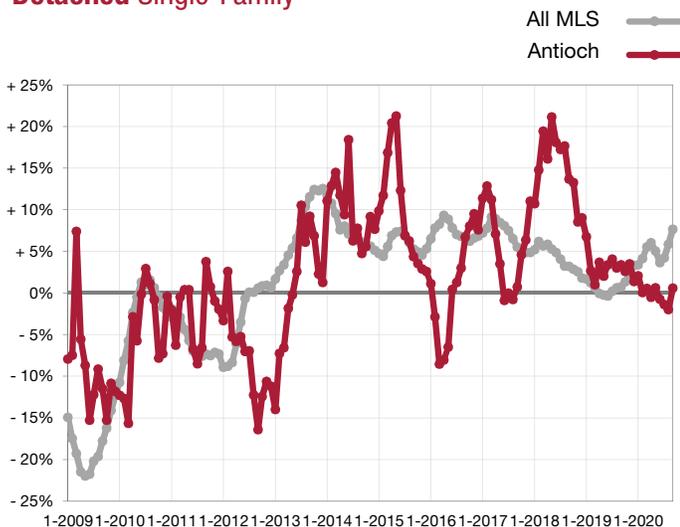
Attached Single-Family

	September			Trailing 12 Months		
	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	5	6	+ 20.0%	45	45	0.0%
Under Contract (includes Contingent and Pending)	4	2	- 50.0%	33	29	- 12.1%
Closed Sales	4	5	+ 25.0%	32	31	- 3.1%
Median Sales Price*	\$167,250	\$172,500	+ 3.1%	\$147,000	\$149,500	+ 1.7%
Average Sales Price*	\$190,500	\$163,280	- 14.3%	\$159,659	\$158,513	- 0.7%
Percent of Original List Price Received*	95.5%	99.7%	+ 4.4%	95.4%	96.5%	+ 1.2%
Average Market Time	52	20	- 61.5%	61	49	- 19.7%
Inventory of Homes for Sale at Month End	8	4	- 50.0%	--	--	--

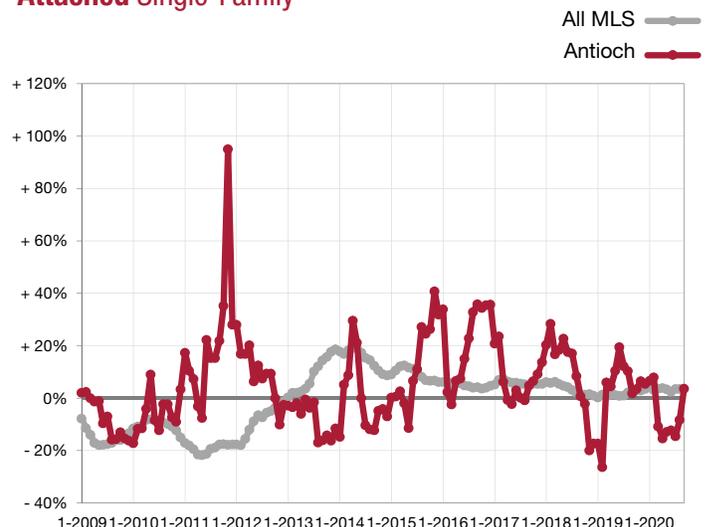
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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Arlington Heights

Local Market Update / September 2020

- 5.6%

+ 56.3%

- 35.2%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

September

Trailing 12 Months

	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	149	137	- 8.1%	1,871	1,615	- 13.7%
Under Contract (includes Contingent and Pending)	45	85	+ 88.9%	740	902	+ 21.9%
Closed Sales	53	88	+ 66.0%	736	857	+ 16.4%
Median Sales Price*	\$387,000	\$395,000	+ 2.1%	\$366,000	\$375,000	+ 2.5%
Average Sales Price*	\$411,397	\$427,583	+ 3.9%	\$408,856	\$406,802	- 0.5%
Percent of Original List Price Received*	94.1%	96.3%	+ 2.3%	94.9%	95.9%	+ 1.1%
Average Market Time	91	63	- 30.8%	104	92	- 11.5%
Inventory of Homes for Sale at Month End	335	177	- 47.2%	--	--	--

Attached Single-Family

September

Trailing 12 Months

	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	82	81	- 1.2%	921	808	- 12.3%
Under Contract (includes Contingent and Pending)	34	54	+ 58.8%	509	461	- 9.4%
Closed Sales	34	48	+ 41.2%	498	417	- 16.3%
Median Sales Price*	\$180,000	\$149,875	- 16.7%	\$167,775	\$159,000	- 5.2%
Average Sales Price*	\$225,776	\$188,639	- 16.4%	\$195,467	\$193,493	- 1.0%
Percent of Original List Price Received*	95.4%	95.0%	- 0.4%	94.7%	94.9%	+ 0.2%
Average Market Time	60	78	+ 30.0%	68	78	+ 14.7%
Inventory of Homes for Sale at Month End	142	132	- 7.0%	--	--	--

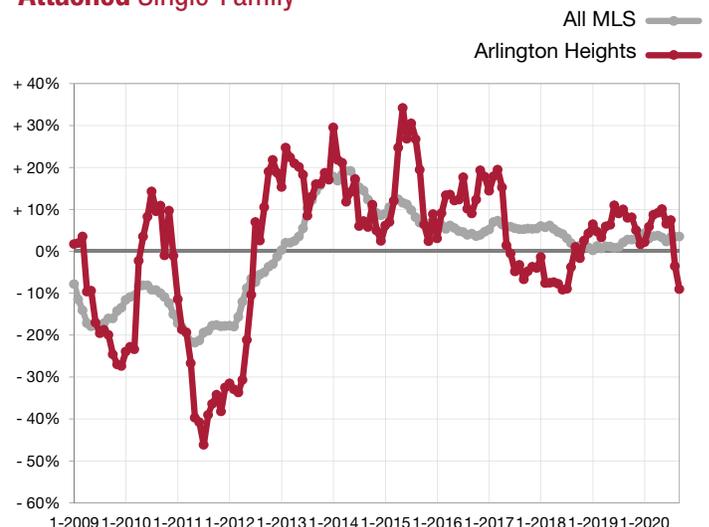
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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Barrington

Local Market Update / September 2020

- 11.4%

+ 98.2%

- 41.8%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

September

Trailing 12 Months

	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	146	117	- 19.9%	1,582	1,455	- 8.0%
Under Contract (includes Contingent and Pending)	45	85	+ 88.9%	555	828	+ 49.2%
Closed Sales	42	89	+ 111.9%	531	768	+ 44.6%
Median Sales Price*	\$446,500	\$535,000	+ 19.8%	\$500,000	\$500,000	0.0%
Average Sales Price*	\$499,329	\$611,143	+ 22.4%	\$562,892	\$549,485	- 2.4%
Percent of Original List Price Received*	90.9%	93.8%	+ 3.2%	91.8%	92.4%	+ 0.7%
Average Market Time	165	150	- 9.1%	187	180	- 3.7%
Inventory of Homes for Sale at Month End	573	316	- 44.9%	--	--	--

Attached Single-Family

September

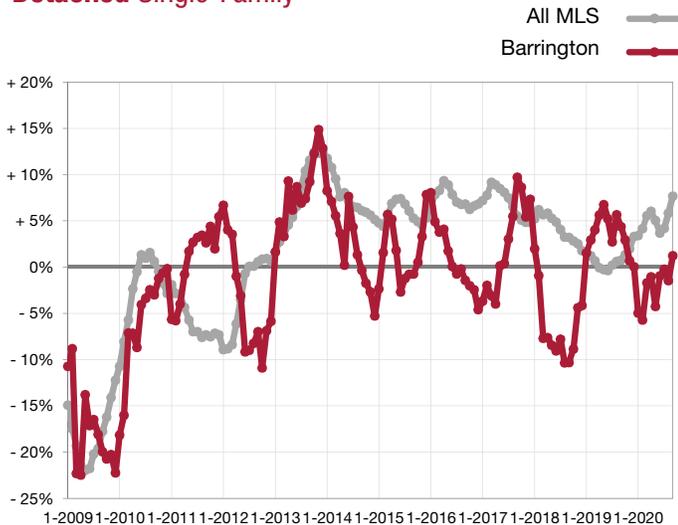
Trailing 12 Months

	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	21	31	+ 47.6%	254	273	+ 7.5%
Under Contract (includes Contingent and Pending)	11	20	+ 81.8%	122	151	+ 23.8%
Closed Sales	13	20	+ 53.8%	111	135	+ 21.6%
Median Sales Price*	\$246,000	\$271,000	+ 10.2%	\$260,000	\$288,000	+ 10.8%
Average Sales Price*	\$278,877	\$288,350	+ 3.4%	\$280,687	\$296,852	+ 5.8%
Percent of Original List Price Received*	94.0%	95.3%	+ 1.4%	94.0%	93.5%	- 0.5%
Average Market Time	137	72	- 47.4%	107	109	+ 1.9%
Inventory of Homes for Sale at Month End	70	58	- 17.1%	--	--	--

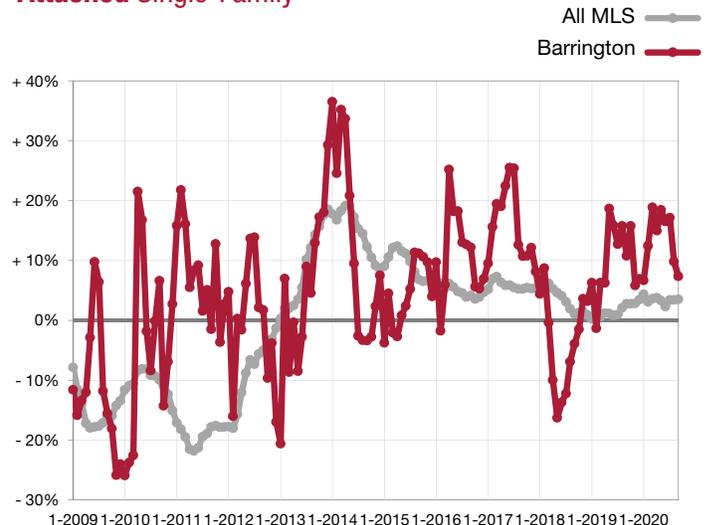
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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- 22.0% **+ 29.7%** **- 30.0%**

Buffalo Grove

Local Market Update / September 2020

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

September

Trailing 12 Months

	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	91	67	- 26.4%	928	668	- 28.0%
Under Contract (includes Contingent and Pending)	37	47	+ 27.0%	407	407	0.0%
Closed Sales	34	37	+ 8.8%	393	386	- 1.8%
Median Sales Price*	\$358,000	\$343,500	- 4.1%	\$353,500	\$350,000	- 1.0%
Average Sales Price*	\$382,647	\$367,714	- 3.9%	\$373,760	\$370,044	- 1.0%
Percent of Original List Price Received*	95.0%	95.3%	+ 0.3%	94.9%	95.3%	+ 0.4%
Average Market Time	78	75	- 3.8%	84	81	- 3.6%
Inventory of Homes for Sale at Month End	146	82	- 43.8%	--	--	--

Attached Single-Family

September

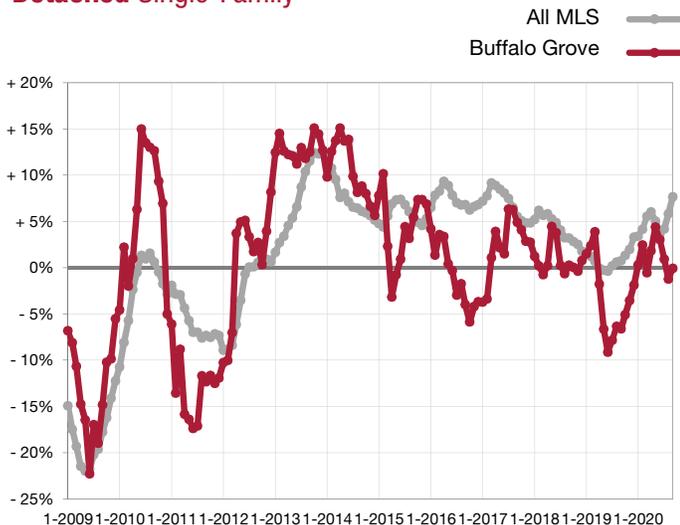
Trailing 12 Months

	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	59	50	- 15.3%	681	639	- 6.2%
Under Contract (includes Contingent and Pending)	22	27	+ 22.7%	338	361	+ 6.8%
Closed Sales	30	46	+ 53.3%	344	342	- 0.6%
Median Sales Price*	\$167,273	\$215,000	+ 28.5%	\$207,000	\$205,000	- 1.0%
Average Sales Price*	\$188,675	\$204,780	+ 8.5%	\$217,830	\$216,564	- 0.6%
Percent of Original List Price Received*	94.1%	94.4%	+ 0.3%	94.4%	94.4%	0.0%
Average Market Time	71	74	+ 4.2%	65	78	+ 20.0%
Inventory of Homes for Sale at Month End	121	105	- 13.2%	--	--	--

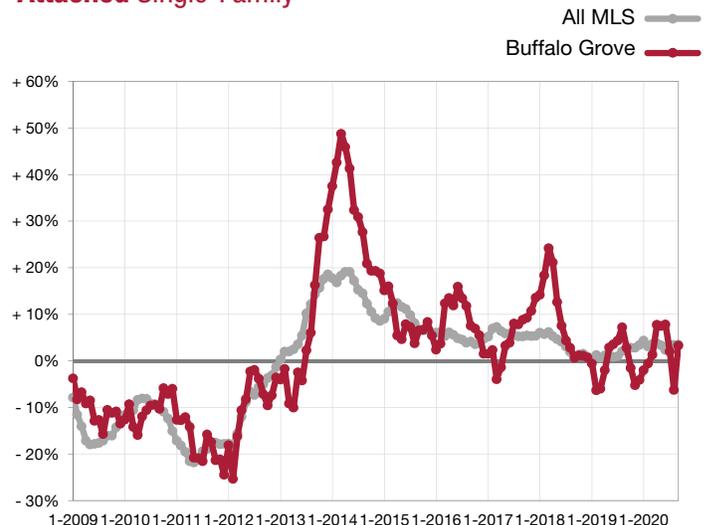
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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Cary

Local Market Update / September 2020

- 2.1%

+ 16.7%

- 54.5%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

September

Trailing 12 Months

	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	37	34	- 8.1%	521	483	- 7.3%
Under Contract (includes Contingent and Pending)	31	41	+ 32.3%	318	367	+ 15.4%
Closed Sales	27	34	+ 25.9%	314	354	+ 12.7%
Median Sales Price*	\$252,000	\$319,750	+ 26.9%	\$252,250	\$265,000	+ 5.1%
Average Sales Price*	\$261,048	\$336,807	+ 29.0%	\$262,702	\$285,386	+ 8.6%
Percent of Original List Price Received*	94.2%	98.7%	+ 4.8%	95.5%	96.1%	+ 0.6%
Average Market Time	47	44	- 6.4%	73	73	0.0%
Inventory of Homes for Sale at Month End	107	39	- 63.6%	--	--	--

Attached Single-Family

September

Trailing 12 Months

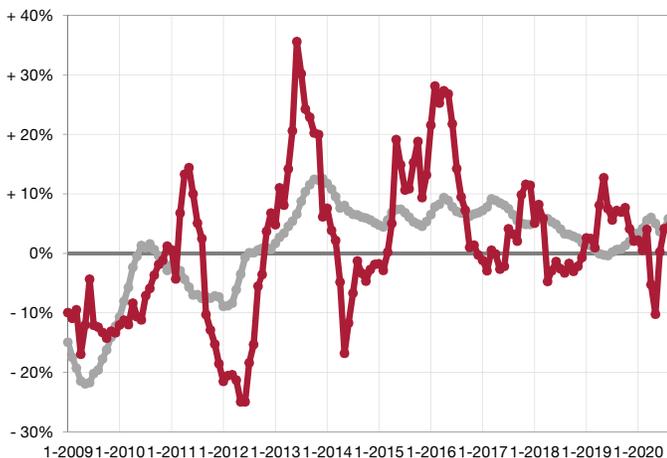
	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	10	12	+ 20.0%	169	165	- 2.4%
Under Contract (includes Contingent and Pending)	7	8	+ 14.3%	93	118	+ 26.9%
Closed Sales	9	8	- 11.1%	102	109	+ 6.9%
Median Sales Price*	\$192,500	\$181,500	- 5.7%	\$170,750	\$170,000	- 0.4%
Average Sales Price*	\$187,932	\$191,155	+ 1.7%	\$180,266	\$178,565	- 0.9%
Percent of Original List Price Received*	97.7%	98.0%	+ 0.3%	96.9%	96.9%	0.0%
Average Market Time	23	37	+ 60.9%	52	75	+ 44.2%
Inventory of Homes for Sale at Month End	27	22	- 18.5%	--	--	--

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Change in Median Sales Price from Prior Year (6-Month Average)**

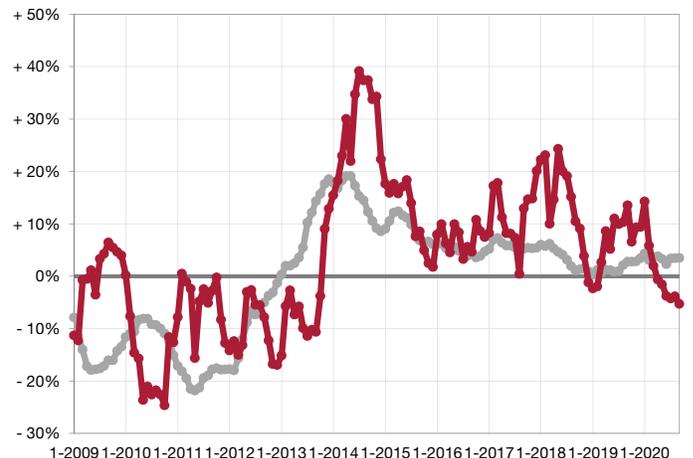
Detached Single-Family

All MLS —
Cary —



Attached Single-Family

All MLS —
Cary —



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Crystal Lake

Local Market Update / September 2020

- 11.3%

+ 39.3%

- 60.5%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

September

Trailing 12 Months

	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	105	95	- 9.5%	1,293	1,111	- 14.1%
Under Contract (includes Contingent and Pending)	70	91	+ 30.0%	787	859	+ 9.1%
Closed Sales	62	93	+ 50.0%	751	827	+ 10.1%
Median Sales Price*	\$247,500	\$289,900	+ 17.1%	\$247,500	\$271,500	+ 9.7%
Average Sales Price*	\$272,287	\$323,931	+ 19.0%	\$263,371	\$287,467	+ 9.1%
Percent of Original List Price Received*	94.0%	96.6%	+ 2.8%	95.9%	96.5%	+ 0.6%
Average Market Time	61	71	+ 16.4%	68	80	+ 17.6%
Inventory of Homes for Sale at Month End	283	111	- 60.8%	--	--	--

Attached Single-Family

September

Trailing 12 Months

	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	28	23	- 17.9%	269	257	- 4.5%
Under Contract (includes Contingent and Pending)	18	27	+ 50.0%	202	232	+ 14.9%
Closed Sales	22	24	+ 9.1%	204	219	+ 7.4%
Median Sales Price*	\$189,950	\$177,450	- 6.6%	\$160,375	\$174,000	+ 8.5%
Average Sales Price*	\$204,713	\$178,223	- 12.9%	\$159,902	\$173,936	+ 8.8%
Percent of Original List Price Received*	96.4%	98.3%	+ 2.0%	95.8%	96.3%	+ 0.5%
Average Market Time	43	21	- 51.2%	42	57	+ 35.7%
Inventory of Homes for Sale at Month End	51	21	- 58.8%	--	--	--

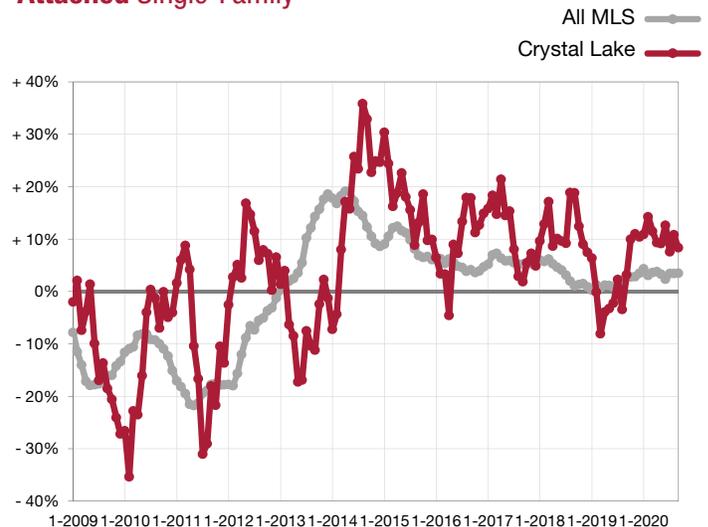
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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Des Plaines

Local Market Update / September 2020

+ 15.9% **+ 42.7%** **- 32.3%**

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

September

Trailing 12 Months

Detached Single-Family

	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	95	95	0.0%	1,008	906	- 10.1%
Under Contract (includes Contingent and Pending)	42	64	+ 52.4%	503	555	+ 10.3%
Closed Sales	50	67	+ 34.0%	492	527	+ 7.1%
Median Sales Price*	\$294,000	\$285,000	- 3.1%	\$288,375	\$290,000	+ 0.6%
Average Sales Price*	\$306,877	\$302,476	- 1.4%	\$299,867	\$303,557	+ 1.2%
Percent of Original List Price Received*	96.3%	98.7%	+ 2.5%	95.8%	95.7%	- 0.1%
Average Market Time	52	58	+ 11.5%	75	78	+ 4.0%
Inventory of Homes for Sale at Month End	210	115	- 45.2%	--	--	--

September

Trailing 12 Months

Attached Single-Family

	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	87	116	+ 33.3%	909	973	+ 7.0%
Under Contract (includes Contingent and Pending)	39	62	+ 59.0%	569	551	- 3.2%
Closed Sales	39	60	+ 53.8%	571	520	- 8.9%
Median Sales Price*	\$163,500	\$181,500	+ 11.0%	\$174,000	\$175,000	+ 0.6%
Average Sales Price*	\$166,816	\$195,043	+ 16.9%	\$183,635	\$186,435	+ 1.5%
Percent of Original List Price Received*	94.5%	94.7%	+ 0.2%	95.3%	94.9%	- 0.4%
Average Market Time	38	58	+ 52.6%	60	61	+ 1.7%
Inventory of Homes for Sale at Month End	158	134	- 15.2%	--	--	--

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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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- 29.9% **+ 126.3%** **- 33.6%**

Elmwood Park

Local Market Update / September 2020

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

September

Trailing 12 Months

	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	45	30	- 33.3%	461	444	- 3.7%
Under Contract (includes Contingent and Pending)	20	37	+ 85.0%	216	270	+ 25.0%
Closed Sales	14	34	+ 142.9%	199	239	+ 20.1%
Median Sales Price*	\$259,750	\$308,500	+ 18.8%	\$275,000	\$293,000	+ 6.5%
Average Sales Price*	\$271,989	\$325,372	+ 19.6%	\$283,981	\$307,861	+ 8.4%
Percent of Original List Price Received*	92.3%	97.5%	+ 5.6%	95.1%	96.6%	+ 1.6%
Average Market Time	72	44	- 38.9%	78	79	+ 1.3%
Inventory of Homes for Sale at Month End	79	43	- 45.6%	--	--	--

Attached Single-Family

September

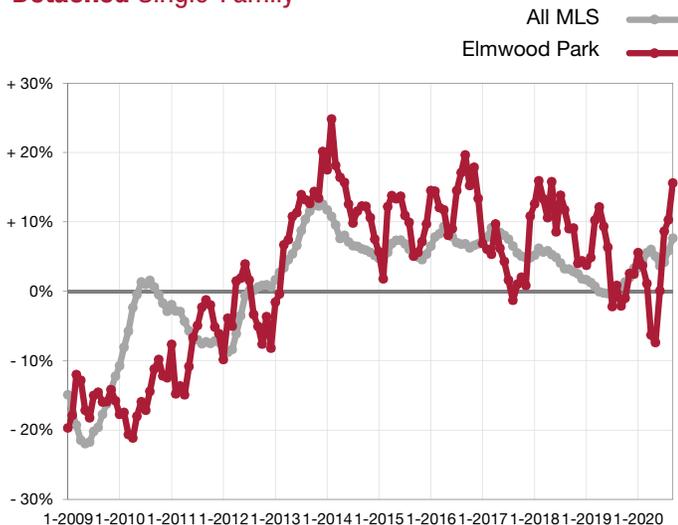
Trailing 12 Months

	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	22	17	- 22.7%	171	217	+ 26.9%
Under Contract (includes Contingent and Pending)	6	7	+ 16.7%	91	103	+ 13.2%
Closed Sales	5	9	+ 80.0%	95	95	0.0%
Median Sales Price*	\$129,250	\$129,750	+ 0.4%	\$122,475	\$134,000	+ 9.4%
Average Sales Price*	\$123,950	\$131,883	+ 6.4%	\$145,656	\$139,794	- 4.0%
Percent of Original List Price Received*	97.5%	94.4%	- 3.2%	95.0%	95.0%	0.0%
Average Market Time	44	57	+ 29.5%	70	94	+ 34.3%
Inventory of Homes for Sale at Month End	43	38	- 11.6%	--	--	--

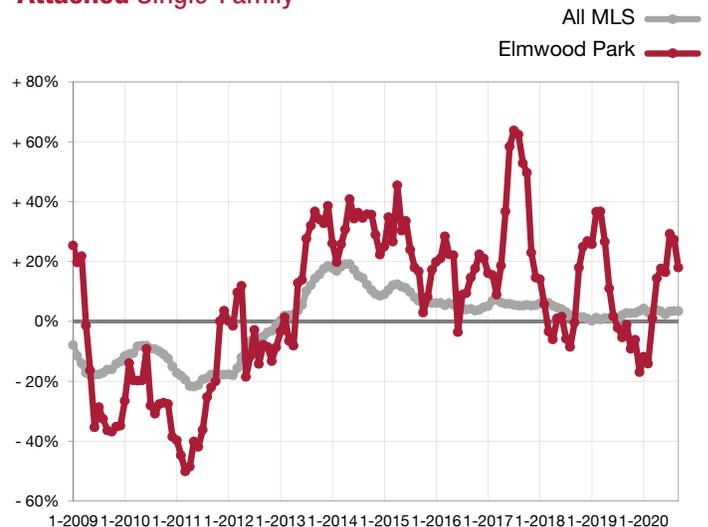
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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+ 8.7%

- 2.0%

- 27.1%

Elk Grove Village

Local Market Update / September 2020

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

	September			Trailing 12 Months		
	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	47	45	- 4.3%	524	461	- 12.0%
Under Contract (includes Contingent and Pending)	26	31	+ 19.2%	281	295	+ 5.0%
Closed Sales	25	31	+ 24.0%	271	285	+ 5.2%
Median Sales Price*	\$295,000	\$325,000	+ 10.2%	\$294,000	\$299,000	+ 1.7%
Average Sales Price*	\$308,744	\$336,285	+ 8.9%	\$310,520	\$309,083	- 0.5%
Percent of Original List Price Received*	96.6%	97.6%	+ 1.0%	95.4%	96.1%	+ 0.7%
Average Market Time	58	41	- 29.3%	64	68	+ 6.3%
Inventory of Homes for Sale at Month End	80	44	- 45.0%	--	--	--

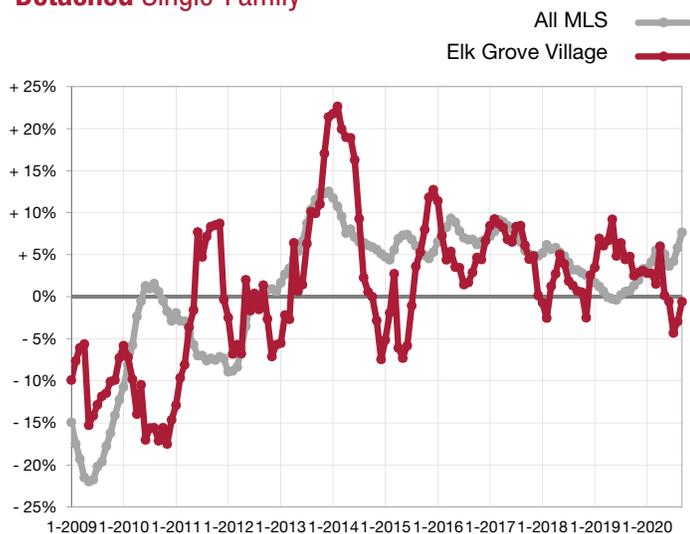
Attached Single-Family

	September			Trailing 12 Months		
	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	33	42	+ 27.3%	311	332	+ 6.8%
Under Contract (includes Contingent and Pending)	17	20	+ 17.6%	202	205	+ 1.5%
Closed Sales	24	17	- 29.2%	199	194	- 2.5%
Median Sales Price*	\$167,000	\$214,000	+ 28.1%	\$172,900	\$178,000	+ 2.9%
Average Sales Price*	\$163,321	\$195,612	+ 19.8%	\$169,706	\$178,959	+ 5.5%
Percent of Original List Price Received*	95.3%	96.1%	+ 0.8%	95.2%	95.7%	+ 0.5%
Average Market Time	54	73	+ 35.2%	61	59	- 3.3%
Inventory of Homes for Sale at Month End	49	50	+ 2.0%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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- 10.5% **+ 133.3%** **- 37.2%**

Forest Park

Local Market Update / September 2020

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

	September			Trailing 12 Months		
	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	22	15	- 31.8%	230	169	- 26.5%
Under Contract (includes Contingent and Pending)	6	10	+ 66.7%	101	114	+ 12.9%
Closed Sales	5	13	+ 160.0%	98	110	+ 12.2%
Median Sales Price*	\$323,500	\$330,000	+ 2.0%	\$310,000	\$309,500	- 0.2%
Average Sales Price*	\$322,150	\$339,754	+ 5.5%	\$306,899	\$311,078	+ 1.4%
Percent of Original List Price Received*	99.7%	92.3%	- 7.4%	93.6%	95.2%	+ 1.7%
Average Market Time	57	71	+ 24.6%	81	97	+ 19.8%
Inventory of Homes for Sale at Month End	39	20	- 48.7%	--	--	--

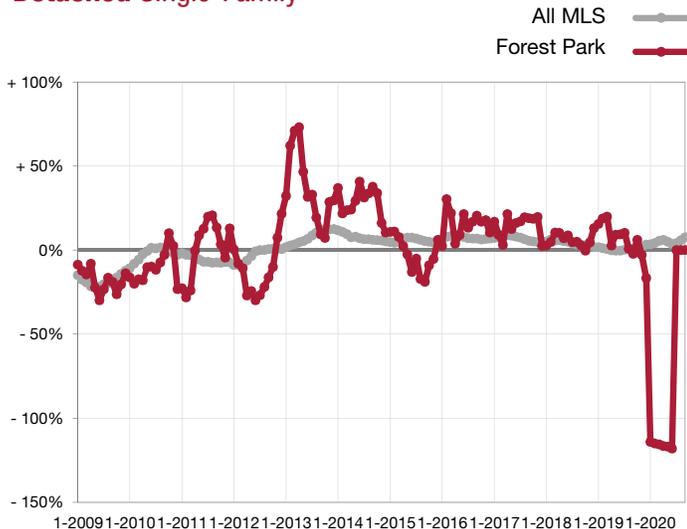
Attached Single-Family

	September			Trailing 12 Months		
	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	16	19	+ 18.8%	223	221	- 0.9%
Under Contract (includes Contingent and Pending)	7	13	+ 85.7%	138	146	+ 5.8%
Closed Sales	7	15	+ 114.3%	142	146	+ 2.8%
Median Sales Price*	\$130,000	\$172,000	+ 32.3%	\$182,450	\$171,000	- 6.3%
Average Sales Price*	\$155,286	\$174,433	+ 12.3%	\$221,264	\$182,187	- 17.7%
Percent of Original List Price Received*	95.9%	95.5%	- 0.4%	95.6%	95.8%	+ 0.2%
Average Market Time	70	47	- 32.9%	65	63	- 3.1%
Inventory of Homes for Sale at Month End	39	29	- 25.6%	--	--	--

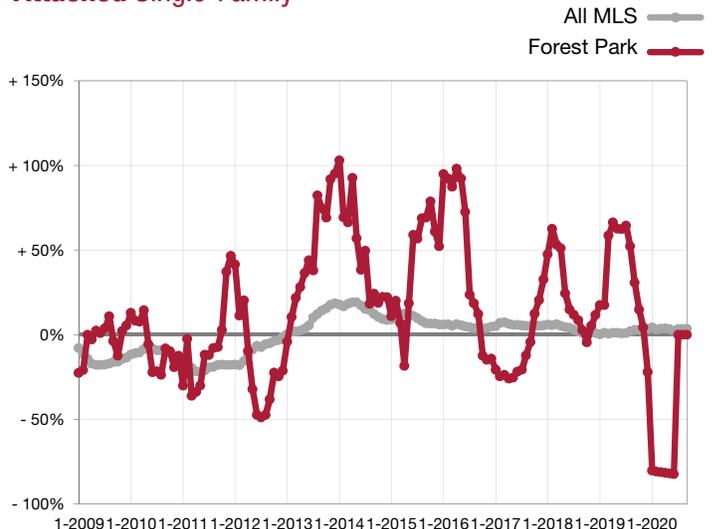
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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Grayslake

Local Market Update / September 2020

+ 15.0%	+ 54.4%	- 45.7%
Change in New Listings All Properties	Change in Closed Sales All Properties	Change in Inventory of Homes All Properties

Detached Single-Family

	September			Trailing 12 Months		
	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	81	91	+ 12.3%	991	912	- 8.0%
Under Contract (includes Contingent and Pending)	41	70	+ 70.7%	525	656	+ 25.0%
Closed Sales	42	65	+ 54.8%	508	613	+ 20.7%
Median Sales Price*	\$209,500	\$250,000	+ 19.3%	\$223,750	\$240,000	+ 7.3%
Average Sales Price*	\$210,902	\$263,517	+ 24.9%	\$226,450	\$243,356	+ 7.5%
Percent of Original List Price Received*	93.0%	97.3%	+ 4.6%	94.2%	95.3%	+ 1.2%
Average Market Time	95	75	- 21.1%	90	89	- 1.1%
Inventory of Homes for Sale at Month End	220	118	- 46.4%	--	--	--

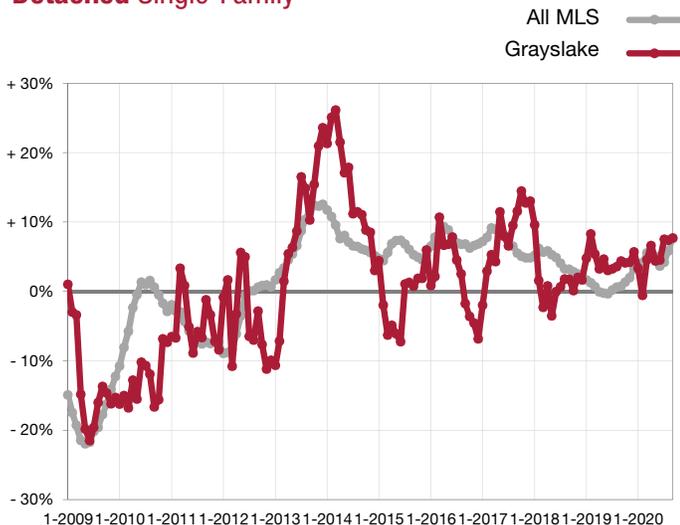
Attached Single-Family

	September			Trailing 12 Months		
	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	26	32	+ 23.1%	347	326	- 6.1%
Under Contract (includes Contingent and Pending)	13	32	+ 146.2%	229	231	+ 0.9%
Closed Sales	15	23	+ 53.3%	229	203	- 11.4%
Median Sales Price*	\$157,000	\$175,000	+ 11.5%	\$163,000	\$162,000	- 0.6%
Average Sales Price*	\$156,480	\$183,772	+ 17.4%	\$164,982	\$166,415	+ 0.9%
Percent of Original List Price Received*	96.3%	97.5%	+ 1.2%	95.6%	96.2%	+ 0.6%
Average Market Time	61	35	- 42.6%	68	58	- 14.7%
Inventory of Homes for Sale at Month End	56	32	- 42.9%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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Gurnee

Local Market Update / September 2020

- 2.2%

+ 37.0%

- 36.5%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

September

Trailing 12 Months

Detached Single-Family

	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	65	64	- 1.5%	737	722	- 2.0%
Under Contract (includes Contingent and Pending)	28	47	+ 67.9%	419	452	+ 7.9%
Closed Sales	38	53	+ 39.5%	420	420	0.0%
Median Sales Price*	\$271,500	\$320,000	+ 17.9%	\$285,000	\$292,750	+ 2.7%
Average Sales Price*	\$282,283	\$328,302	+ 16.3%	\$289,978	\$304,354	+ 5.0%
Percent of Original List Price Received*	96.9%	98.1%	+ 1.2%	95.7%	96.5%	+ 0.8%
Average Market Time	56	52	- 7.1%	97	84	- 13.4%
Inventory of Homes for Sale at Month End	133	88	- 33.8%	--	--	--

September

Trailing 12 Months

Attached Single-Family

	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	25	24	- 4.0%	244	242	- 0.8%
Under Contract (includes Contingent and Pending)	16	18	+ 12.5%	169	188	+ 11.2%
Closed Sales	16	21	+ 31.3%	172	180	+ 4.7%
Median Sales Price*	\$140,300	\$154,900	+ 10.4%	\$149,250	\$159,000	+ 6.5%
Average Sales Price*	\$143,291	\$149,229	+ 4.1%	\$154,839	\$160,862	+ 3.9%
Percent of Original List Price Received*	94.7%	95.9%	+ 1.3%	95.9%	96.3%	+ 0.4%
Average Market Time	37	35	- 5.4%	52	46	- 11.5%
Inventory of Homes for Sale at Month End	45	25	- 44.4%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



0.0% **+ 49.2%** **- 50.8%**

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Hoffman Estates

Local Market Update / September 2020

Detached Single-Family

	September			Trailing 12 Months		
	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	76	74	- 2.6%	1,017	833	- 18.1%
Under Contract (includes Contingent and Pending)	29	52	+ 79.3%	465	561	+ 20.6%
Closed Sales	40	68	+ 70.0%	461	539	+ 16.9%
Median Sales Price*	\$312,000	\$316,500	+ 1.4%	\$309,900	\$316,500	+ 2.1%
Average Sales Price*	\$320,429	\$319,036	- 0.4%	\$327,921	\$326,643	- 0.4%
Percent of Original List Price Received*	95.2%	96.3%	+ 1.2%	96.0%	96.1%	+ 0.1%
Average Market Time	62	67	+ 8.1%	83	95	+ 14.5%
Inventory of Homes for Sale at Month End	194	75	- 61.3%	--	--	--

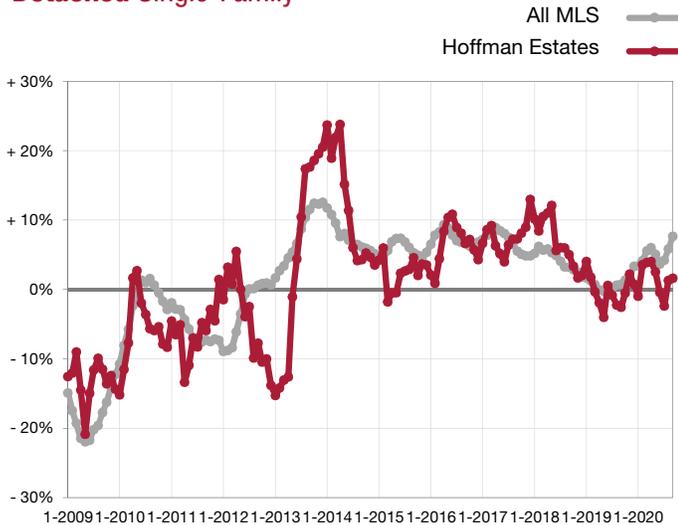
Attached Single-Family

	September			Trailing 12 Months		
	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	42	44	+ 4.8%	456	362	- 20.6%
Under Contract (includes Contingent and Pending)	30	31	+ 3.3%	293	258	- 11.9%
Closed Sales	23	26	+ 13.0%	297	236	- 20.5%
Median Sales Price*	\$137,950	\$209,250	+ 51.7%	\$155,000	\$192,000	+ 23.9%
Average Sales Price*	\$153,076	\$205,727	+ 34.4%	\$169,706	\$186,806	+ 10.1%
Percent of Original List Price Received*	94.3%	96.7%	+ 2.5%	95.4%	95.8%	+ 0.4%
Average Market Time	47	42	- 10.6%	60	50	- 16.7%
Inventory of Homes for Sale at Month End	70	55	- 21.4%	--	--	--

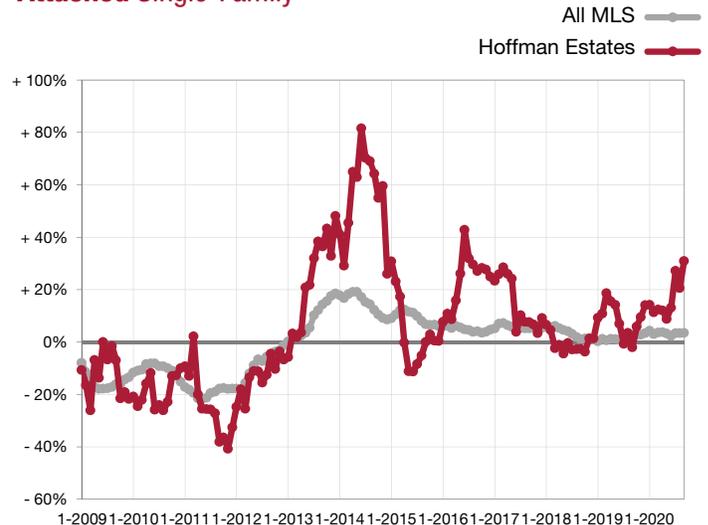
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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+ 9.0% **+ 34.1%** **- 50.7%**

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Lake In The Hills

Local Market Update / September 2020

Detached Single-Family

	September			Trailing 12 Months		
	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	57	54	- 5.3%	529	498	- 5.9%
Under Contract (includes Contingent and Pending)	26	35	+ 34.6%	345	388	+ 12.5%
Closed Sales	30	43	+ 43.3%	339	370	+ 9.1%
Median Sales Price*	\$253,500	\$283,000	+ 11.6%	\$247,900	\$262,000	+ 5.7%
Average Sales Price*	\$272,245	\$284,614	+ 4.5%	\$252,244	\$269,360	+ 6.8%
Percent of Original List Price Received*	95.0%	99.4%	+ 4.6%	98.1%	97.7%	- 0.4%
Average Market Time	70	49	- 30.0%	61	59	- 3.3%
Inventory of Homes for Sale at Month End	92	43	- 53.3%	--	--	--

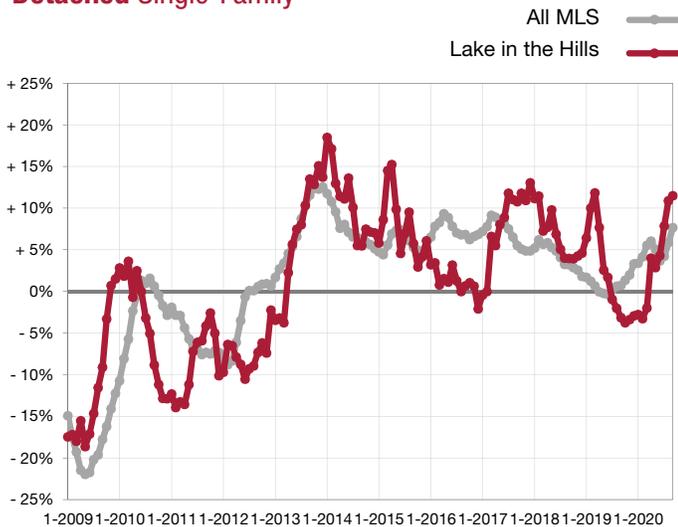
Attached Single-Family

	September			Trailing 12 Months		
	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	21	31	+ 47.6%	222	227	+ 2.3%
Under Contract (includes Contingent and Pending)	7	19	+ 171.4%	164	169	+ 3.0%
Closed Sales	14	16	+ 14.3%	168	150	- 10.7%
Median Sales Price*	\$167,500	\$195,250	+ 16.6%	\$165,000	\$172,700	+ 4.7%
Average Sales Price*	\$158,893	\$193,900	+ 22.0%	\$178,210	\$184,500	+ 3.5%
Percent of Original List Price Received*	95.7%	97.9%	+ 2.3%	96.4%	97.1%	+ 0.7%
Average Market Time	33	39	+ 18.2%	46	61	+ 32.6%
Inventory of Homes for Sale at Month End	46	25	- 45.7%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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- 10.8% **+ 33.3%** **- 58.0%**

Lake Villa

Local Market Update / September 2020

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

	September			Trailing 12 Months		
	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	35	31	- 11.4%	567	435	- 23.3%
Under Contract (includes Contingent and Pending)	22	34	+ 54.5%	339	341	+ 0.6%
Closed Sales	29	37	+ 27.6%	350	323	- 7.7%
Median Sales Price*	\$235,000	\$290,000	+ 23.4%	\$231,500	\$242,000	+ 4.5%
Average Sales Price*	\$273,575	\$298,635	+ 9.2%	\$245,451	\$257,211	+ 4.8%
Percent of Original List Price Received*	95.3%	98.4%	+ 3.3%	95.3%	95.4%	+ 0.1%
Average Market Time	54	68	+ 25.9%	96	82	- 14.6%
Inventory of Homes for Sale at Month End	95	40	- 57.9%	--	--	--

Attached Single-Family

	September			Trailing 12 Months		
	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	2	2	0.0%	33	18	- 45.5%
Under Contract (includes Contingent and Pending)	2	4	+ 100.0%	23	18	- 21.7%
Closed Sales	1	3	+ 200.0%	21	17	- 19.0%
Median Sales Price*	\$165,000	\$185,000	+ 12.1%	\$165,000	\$149,000	- 9.7%
Average Sales Price*	\$165,000	\$173,000	+ 4.8%	\$175,852	\$162,122	- 7.8%
Percent of Original List Price Received*	94.3%	99.8%	+ 5.8%	95.9%	95.6%	- 0.3%
Average Market Time	24	14	- 41.7%	67	71	+ 6.0%
Inventory of Homes for Sale at Month End	5	2	- 60.0%	--	--	--

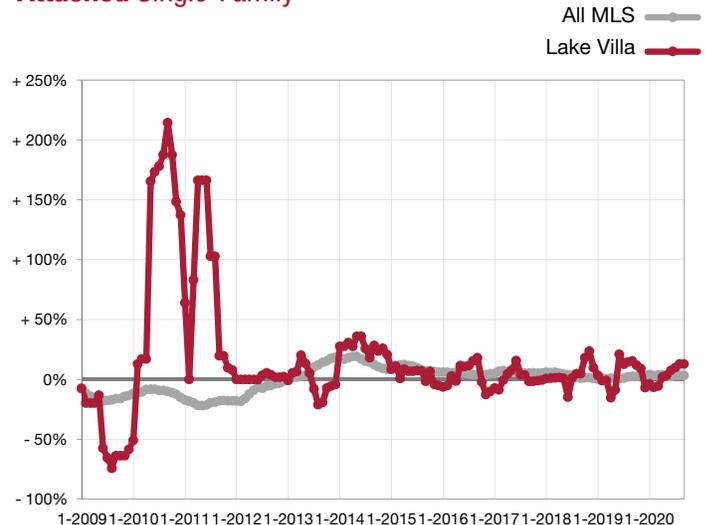
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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+ 25.0% **+ 108.7%** **- 36.8%**

Lake Zurich

Local Market Update / September 2020

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

September

Trailing 12 Months

Detached Single-Family

	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	40	54	+ 35.0%	582	544	- 6.5%
Under Contract (includes Contingent and Pending)	19	38	+ 100.0%	276	315	+ 14.1%
Closed Sales	21	43	+ 104.8%	276	288	+ 4.3%
Median Sales Price*	\$340,500	\$345,000	+ 1.3%	\$329,500	\$336,000	+ 2.0%
Average Sales Price*	\$332,786	\$380,074	+ 14.2%	\$343,875	\$344,312	+ 0.1%
Percent of Original List Price Received*	94.0%	96.3%	+ 2.4%	94.9%	95.9%	+ 1.1%
Average Market Time	70	63	- 10.0%	93	90	- 3.2%
Inventory of Homes for Sale at Month End	102	67	- 34.3%	--	--	--

September

Trailing 12 Months

Attached Single-Family

	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	8	6	- 25.0%	109	110	+ 0.9%
Under Contract (includes Contingent and Pending)	4	8	+ 100.0%	51	66	+ 29.4%
Closed Sales	2	5	+ 150.0%	48	59	+ 22.9%
Median Sales Price*	\$287,750	\$275,000	- 4.4%	\$250,750	\$240,001	- 4.3%
Average Sales Price*	\$287,750	\$265,600	- 7.7%	\$252,621	\$253,576	+ 0.4%
Percent of Original List Price Received*	95.6%	96.8%	+ 1.3%	95.3%	95.8%	+ 0.5%
Average Market Time	129	143	+ 10.9%	97	64	- 34.0%
Inventory of Homes for Sale at Month End	23	12	- 47.8%	--	--	--

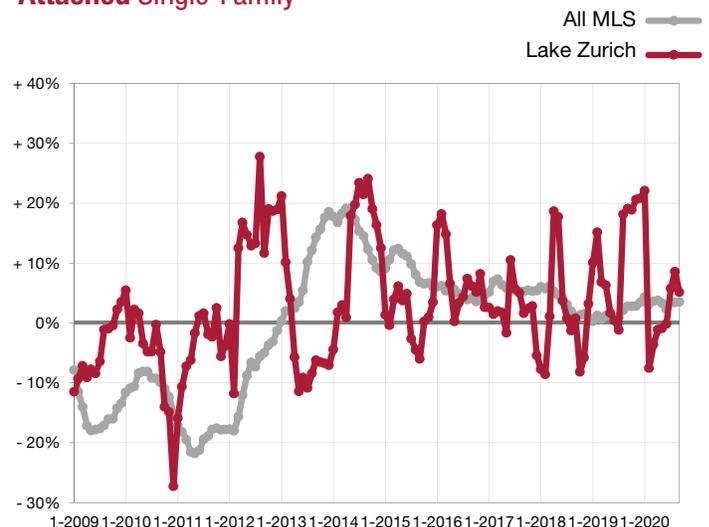
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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Libertyville

Local Market Update / September 2020

+ 1.1%

+ 76.5%

- 35.7%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

September

Trailing 12 Months

	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	75	71	- 5.3%	902	864	- 4.2%
Under Contract (includes Contingent and Pending)	30	46	+ 53.3%	352	443	+ 25.9%
Closed Sales	31	55	+ 77.4%	350	405	+ 15.7%
Median Sales Price*	\$466,000	\$480,000	+ 3.0%	\$447,350	\$458,000	+ 2.4%
Average Sales Price*	\$537,008	\$517,552	- 3.6%	\$502,173	\$504,646	+ 0.5%
Percent of Original List Price Received*	93.9%	95.4%	+ 1.6%	93.5%	94.4%	+ 1.0%
Average Market Time	180	84	- 53.3%	138	134	- 2.9%
Inventory of Homes for Sale at Month End	238	142	- 40.3%	--	--	--

Attached Single-Family

September

Trailing 12 Months

	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	12	17	+ 41.7%	158	163	+ 3.2%
Under Contract (includes Contingent and Pending)	15	8	- 46.7%	106	87	- 17.9%
Closed Sales	3	5	+ 66.7%	101	88	- 12.9%
Median Sales Price*	\$157,500	\$370,000	+ 134.9%	\$245,000	\$269,950	+ 10.2%
Average Sales Price*	\$177,900	\$283,900	+ 59.6%	\$267,948	\$289,491	+ 8.0%
Percent of Original List Price Received*	90.5%	94.4%	+ 4.3%	95.0%	94.9%	- 0.1%
Average Market Time	46	123	+ 167.4%	78	70	- 10.3%
Inventory of Homes for Sale at Month End	34	33	- 2.9%	--	--	--

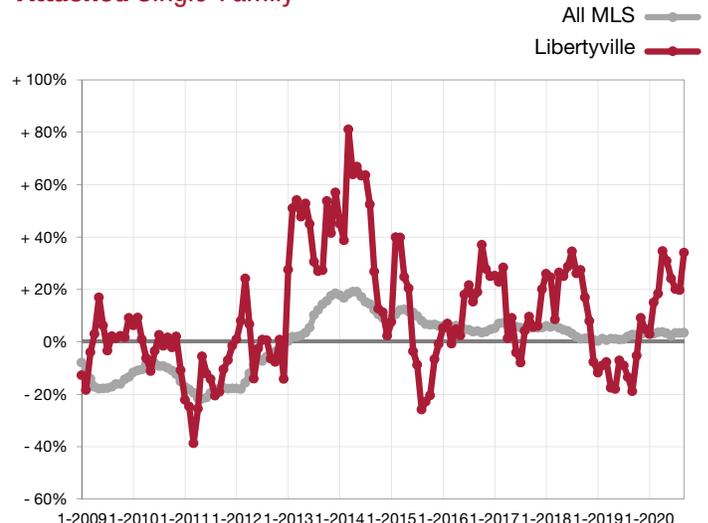
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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- 10.3% **+ 69.2%** **- 57.6%**

Lindenhurst

Local Market Update / September 2020

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

	September			Trailing 12 Months		
	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	64	57	- 10.9%	901	769	- 14.7%
Under Contract (includes Contingent and Pending)	34	64	+ 88.2%	562	603	+ 7.3%
Closed Sales	46	76	+ 65.2%	570	570	0.0%
Median Sales Price*	\$234,000	\$263,000	+ 12.4%	\$226,500	\$235,000	+ 3.8%
Average Sales Price*	\$266,830	\$276,314	+ 3.6%	\$241,494	\$252,302	+ 4.5%
Percent of Original List Price Received*	95.4%	97.8%	+ 2.5%	95.5%	95.9%	+ 0.4%
Average Market Time	52	51	- 1.9%	87	76	- 12.6%
Inventory of Homes for Sale at Month End	156	66	- 57.7%	--	--	--

Attached Single-Family

	September			Trailing 12 Months		
	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	4	4	0.0%	109	91	- 16.5%
Under Contract (includes Contingent and Pending)	4	7	+ 75.0%	76	77	+ 1.3%
Closed Sales	6	12	+ 100.0%	73	76	+ 4.1%
Median Sales Price*	\$162,500	\$182,250	+ 12.2%	\$148,500	\$160,921	+ 8.4%
Average Sales Price*	\$162,167	\$171,617	+ 5.8%	\$158,654	\$162,889	+ 2.7%
Percent of Original List Price Received*	96.1%	97.7%	+ 1.7%	96.6%	96.8%	+ 0.2%
Average Market Time	52	46	- 11.5%	50	52	+ 4.0%
Inventory of Homes for Sale at Month End	16	7	- 56.3%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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- 4.9% **+ 155.8%** **- 41.4%**

Long Grove

Local Market Update / September 2020

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

September

Trailing 12 Months

	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	133	131	- 1.5%	1,782	1,584	- 11.1%
Under Contract (includes Contingent and Pending)	49	89	+ 81.6%	620	764	+ 23.2%
Closed Sales	40	99	+ 147.5%	605	694	+ 14.7%
Median Sales Price*	\$397,000	\$462,500	+ 16.5%	\$450,000	\$440,000	- 2.2%
Average Sales Price*	\$429,333	\$474,583	+ 10.5%	\$467,288	\$466,745	- 0.1%
Percent of Original List Price Received*	93.3%	95.9%	+ 2.8%	94.6%	94.6%	0.0%
Average Market Time	93	126	+ 35.5%	123	137	+ 11.4%
Inventory of Homes for Sale at Month End	417	242	- 42.0%	--	--	--

Attached Single-Family

September

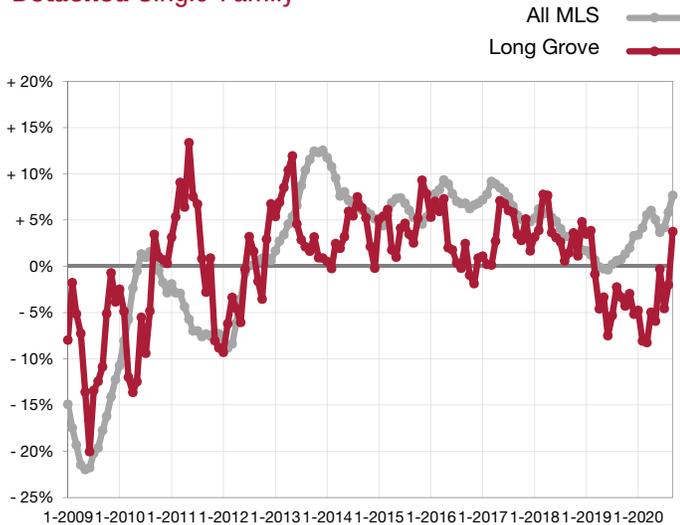
Trailing 12 Months

	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	11	6	- 45.5%	143	144	+ 0.7%
Under Contract (includes Contingent and Pending)	4	9	+ 125.0%	56	84	+ 50.0%
Closed Sales	3	11	+ 266.7%	53	74	+ 39.6%
Median Sales Price*	\$315,000	\$315,000	0.0%	\$258,000	\$254,000	- 1.6%
Average Sales Price*	\$296,833	\$313,594	+ 5.6%	\$259,872	\$271,960	+ 4.7%
Percent of Original List Price Received*	94.6%	91.9%	- 2.9%	95.0%	94.5%	- 0.5%
Average Market Time	115	178	+ 54.8%	97	93	- 4.1%
Inventory of Homes for Sale at Month End	35	23	- 34.3%	--	--	--

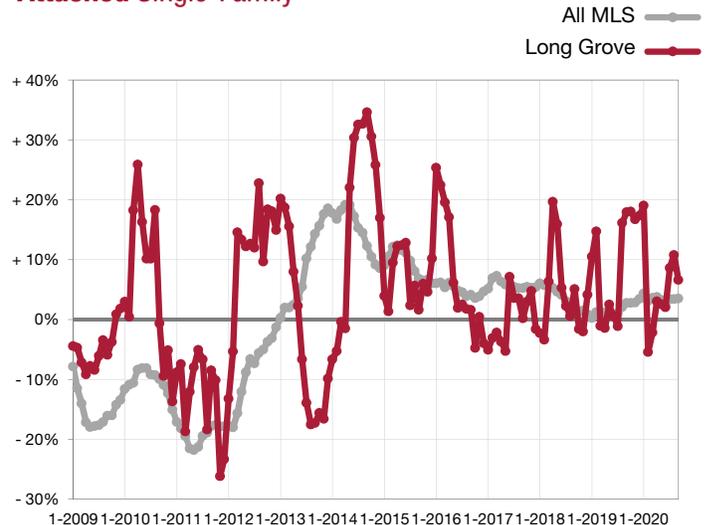
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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Mount Prospect

Local Market Update / September 2020

+ 2.4%

+ 19.7%

- 35.7%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

	September			Trailing 12 Months		
	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	94	66	- 29.8%	1,115	892	- 20.0%
Under Contract (includes Contingent and Pending)	45	38	- 15.6%	491	546	+ 11.2%
Closed Sales	44	67	+ 52.3%	483	526	+ 8.9%
Median Sales Price*	\$309,500	\$355,000	+ 14.7%	\$325,000	\$330,500	+ 1.7%
Average Sales Price*	\$328,004	\$391,023	+ 19.2%	\$347,738	\$352,443	+ 1.4%
Percent of Original List Price Received*	95.6%	97.0%	+ 1.5%	95.0%	95.9%	+ 0.9%
Average Market Time	76	63	- 17.1%	76	93	+ 22.4%
Inventory of Homes for Sale at Month End	197	94	- 52.3%	--	--	--

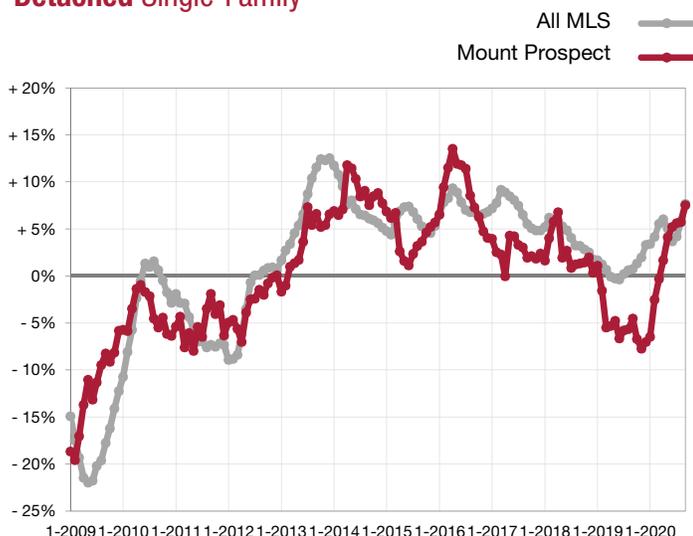
Attached Single-Family

	September			Trailing 12 Months		
	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	31	62	+ 100.0%	455	444	- 2.4%
Under Contract (includes Contingent and Pending)	20	35	+ 75.0%	257	248	- 3.5%
Closed Sales	32	24	- 25.0%	260	231	- 11.2%
Median Sales Price*	\$193,750	\$214,500	+ 10.7%	\$180,750	\$174,000	- 3.7%
Average Sales Price*	\$215,087	\$200,466	- 6.8%	\$192,899	\$187,861	- 2.6%
Percent of Original List Price Received*	94.1%	95.3%	+ 1.3%	94.8%	94.9%	+ 0.1%
Average Market Time	78	55	- 29.5%	72	77	+ 6.9%
Inventory of Homes for Sale at Month End	69	77	+ 11.6%	--	--	--

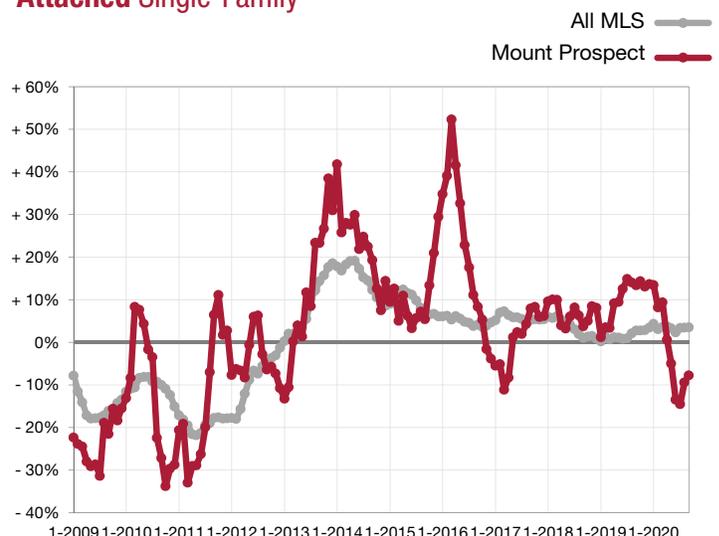
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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Mundelein

Local Market Update / September 2020

+ 24.0%

+ 39.1%

- 42.1%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

	September			Trailing 12 Months		
	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	43	55	+ 27.9%	640	614	- 4.1%
Under Contract (includes Contingent and Pending)	35	48	+ 37.1%	371	435	+ 17.3%
Closed Sales	36	53	+ 47.2%	379	416	+ 9.8%
Median Sales Price*	\$307,500	\$285,000	- 7.3%	\$279,900	\$290,000	+ 3.6%
Average Sales Price*	\$304,745	\$317,227	+ 4.1%	\$301,650	\$302,498	+ 0.3%
Percent of Original List Price Received*	95.2%	97.5%	+ 2.4%	96.0%	96.0%	0.0%
Average Market Time	55	44	- 20.0%	63	82	+ 30.2%
Inventory of Homes for Sale at Month End	135	82	- 39.3%	--	--	--

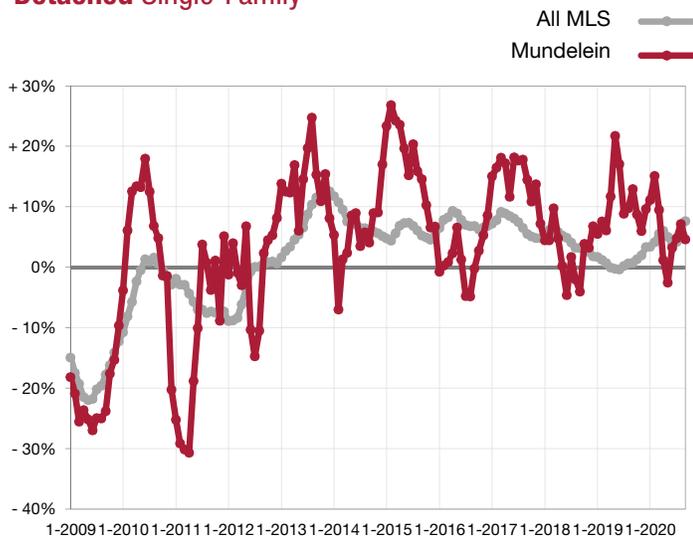
Attached Single-Family

	September			Trailing 12 Months		
	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	7	7	0.0%	171	138	- 19.3%
Under Contract (includes Contingent and Pending)	8	5	- 37.5%	128	98	- 23.4%
Closed Sales	10	11	+ 10.0%	134	96	- 28.4%
Median Sales Price*	\$185,500	\$227,000	+ 22.4%	\$187,750	\$196,000	+ 4.4%
Average Sales Price*	\$221,400	\$211,650	- 4.4%	\$190,437	\$201,470	+ 5.8%
Percent of Original List Price Received*	95.9%	95.7%	- 0.2%	96.7%	104.9%	+ 8.5%
Average Market Time	55	55	0.0%	51	58	+ 13.7%
Inventory of Homes for Sale at Month End	24	10	- 58.3%	--	--	--

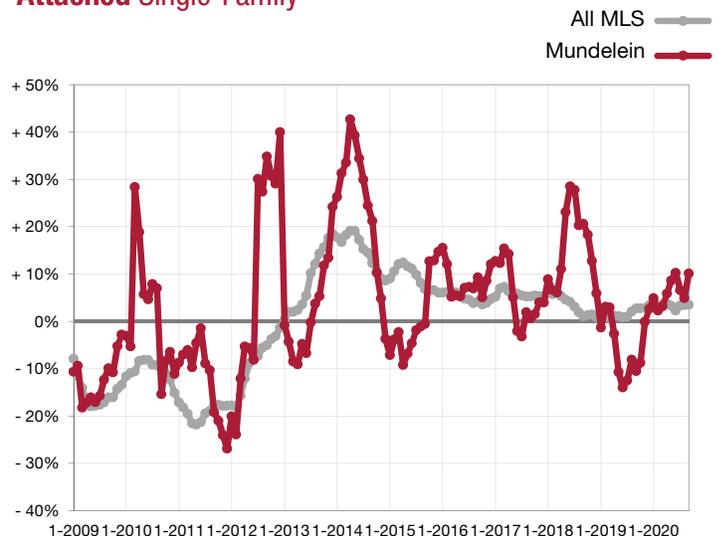
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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Palatine

Local Market Update / September 2020

+ 6.8%

+ 40.4%

- 25.7%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

September

Trailing 12 Months

Detached Single-Family

	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	129	116	- 10.1%	1,407	1,099	- 21.9%
Under Contract (includes Contingent and Pending)	40	66	+ 65.0%	564	611	+ 8.3%
Closed Sales	52	64	+ 23.1%	561	579	+ 3.2%
Median Sales Price*	\$327,500	\$319,750	- 2.4%	\$325,000	\$325,000	0.0%
Average Sales Price*	\$366,385	\$355,091	- 3.1%	\$358,588	\$359,138	+ 0.2%
Percent of Original List Price Received*	94.4%	97.0%	+ 2.8%	95.0%	95.4%	+ 0.4%
Average Market Time	128	119	- 7.0%	104	108	+ 3.8%
Inventory of Homes for Sale at Month End	288	163	- 43.4%	--	--	--

September

Trailing 12 Months

Attached Single-Family

	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	107	136	+ 27.1%	1,262	1,138	- 9.8%
Under Contract (includes Contingent and Pending)	58	80	+ 37.9%	687	676	- 1.6%
Closed Sales	62	96	+ 54.8%	698	641	- 8.2%
Median Sales Price*	\$184,900	\$160,000	- 13.5%	\$174,000	\$170,000	- 2.3%
Average Sales Price*	\$196,359	\$172,736	- 12.0%	\$190,185	\$186,988	- 1.7%
Percent of Original List Price Received*	95.7%	95.5%	- 0.2%	95.6%	95.2%	- 0.4%
Average Market Time	49	53	+ 8.2%	65	73	+ 12.3%
Inventory of Homes for Sale at Month End	203	202	- 0.5%	--	--	--

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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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- 28.6% **+ 71.1%** **- 27.2%**

Park Ridge

Local Market Update / September 2020

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

September

Trailing 12 Months

Detached Single-Family

	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	146	105	- 28.1%	1,262	1,108	- 12.2%
Under Contract (includes Contingent and Pending)	37	56	+ 51.4%	473	553	+ 16.9%
Closed Sales	24	57	+ 137.5%	469	517	+ 10.2%
Median Sales Price*	\$426,500	\$529,500	+ 24.2%	\$430,000	\$463,000	+ 7.7%
Average Sales Price*	\$522,913	\$566,980	+ 8.4%	\$483,989	\$522,398	+ 7.9%
Percent of Original List Price Received*	95.5%	97.4%	+ 2.0%	95.4%	95.0%	- 0.4%
Average Market Time	95	61	- 35.8%	96	91	- 5.2%
Inventory of Homes for Sale at Month End	227	150	- 33.9%	--	--	--

September

Trailing 12 Months

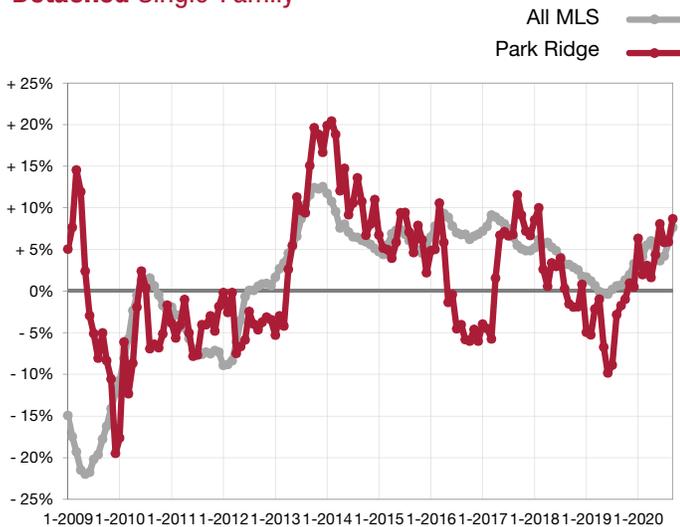
Attached Single-Family

	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	36	25	- 30.6%	310	258	- 16.8%
Under Contract (includes Contingent and Pending)	13	18	+ 38.5%	139	134	- 3.6%
Closed Sales	14	8	- 42.9%	137	129	- 5.8%
Median Sales Price*	\$297,500	\$229,250	- 22.9%	\$295,000	\$285,000	- 3.4%
Average Sales Price*	\$306,779	\$240,250	- 21.7%	\$313,379	\$308,141	- 1.7%
Percent of Original List Price Received*	97.0%	96.1%	- 0.9%	95.7%	95.0%	- 0.7%
Average Market Time	63	52	- 17.5%	87	87	0.0%
Inventory of Homes for Sale at Month End	49	51	+ 4.1%	--	--	--

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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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Prospect Heights

Local Market Update / September 2020

0.0%

+ 52.6%

- 47.5%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

September

Trailing 12 Months

Detached Single-Family

	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	17	18	+ 5.9%	242	193	- 20.2%
Under Contract (includes Contingent and Pending)	8	16	+ 100.0%	92	106	+ 15.2%
Closed Sales	6	15	+ 150.0%	93	92	- 1.1%
Median Sales Price*	\$359,750	\$420,000	+ 16.7%	\$350,000	\$375,000	+ 7.1%
Average Sales Price*	\$367,917	\$445,467	+ 21.1%	\$385,155	\$391,640	+ 1.7%
Percent of Original List Price Received*	95.4%	95.9%	+ 0.5%	93.8%	93.9%	+ 0.1%
Average Market Time	148	179	+ 20.9%	132	153	+ 15.9%
Inventory of Homes for Sale at Month End	56	18	- 67.9%	--	--	--

September

Trailing 12 Months

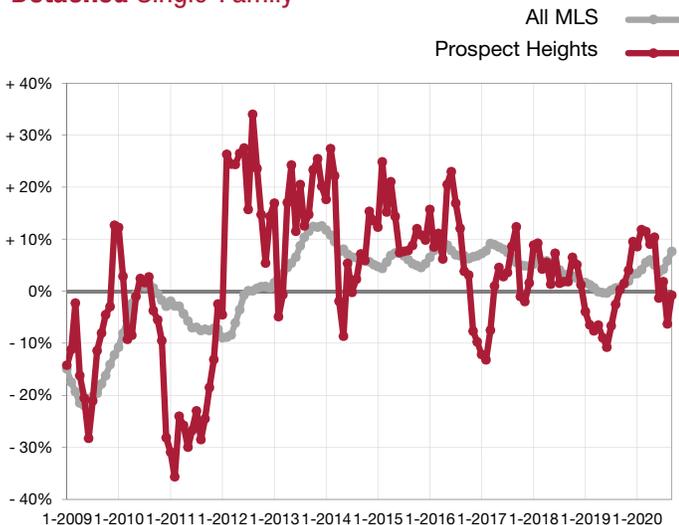
Attached Single-Family

	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	20	19	- 5.0%	243	185	- 23.9%
Under Contract (includes Contingent and Pending)	11	11	0.0%	142	118	- 16.9%
Closed Sales	13	14	+ 7.7%	133	118	- 11.3%
Median Sales Price*	\$148,900	\$196,700	+ 32.1%	\$141,000	\$160,000	+ 13.5%
Average Sales Price*	\$161,762	\$211,536	+ 30.8%	\$170,236	\$190,826	+ 12.1%
Percent of Original List Price Received*	95.3%	96.8%	+ 1.6%	95.0%	94.2%	- 0.8%
Average Market Time	94	35	- 62.8%	76	73	- 3.9%
Inventory of Homes for Sale at Month End	43	34	- 20.9%	--	--	--

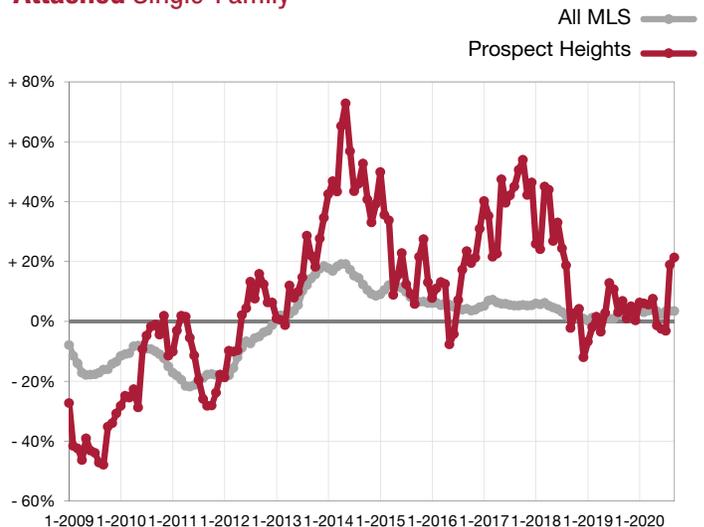
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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+ 8.3%

+ 81.3%

- 24.5%

River Forest

Local Market Update / September 2020

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

September

Trailing 12 Months

Detached Single-Family

	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	28	27	- 3.6%	268	277	+ 3.4%
Under Contract (includes Contingent and Pending)	17	12	- 29.4%	110	144	+ 30.9%
Closed Sales	7	21	+ 200.0%	96	144	+ 50.0%
Median Sales Price*	\$777,500	\$625,000	- 19.6%	\$693,500	\$677,500	- 2.3%
Average Sales Price*	\$710,143	\$720,466	+ 1.5%	\$768,356	\$748,860	- 2.5%
Percent of Original List Price Received*	91.7%	95.0%	+ 3.6%	91.8%	99.0%	+ 7.8%
Average Market Time	102	49	- 52.0%	112	127	+ 13.4%
Inventory of Homes for Sale at Month End	67	50	- 25.4%	--	--	--

September

Trailing 12 Months

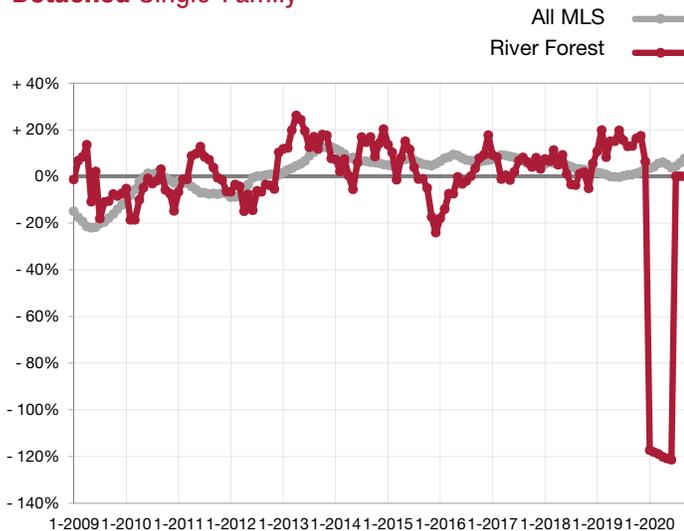
Attached Single-Family

	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	8	12	+ 50.0%	134	139	+ 3.7%
Under Contract (includes Contingent and Pending)	9	6	- 33.3%	80	54	- 32.5%
Closed Sales	9	8	- 11.1%	71	57	- 19.7%
Median Sales Price*	\$115,000	\$234,850	+ 104.2%	\$170,000	\$213,000	+ 25.3%
Average Sales Price*	\$163,444	\$248,900	+ 52.3%	\$195,097	\$257,212	+ 31.8%
Percent of Original List Price Received*	88.5%	94.5%	+ 6.8%	94.2%	93.9%	- 0.3%
Average Market Time	132	142	+ 7.6%	73	86	+ 17.8%
Inventory of Homes for Sale at Month End	35	27	- 22.9%	--	--	--

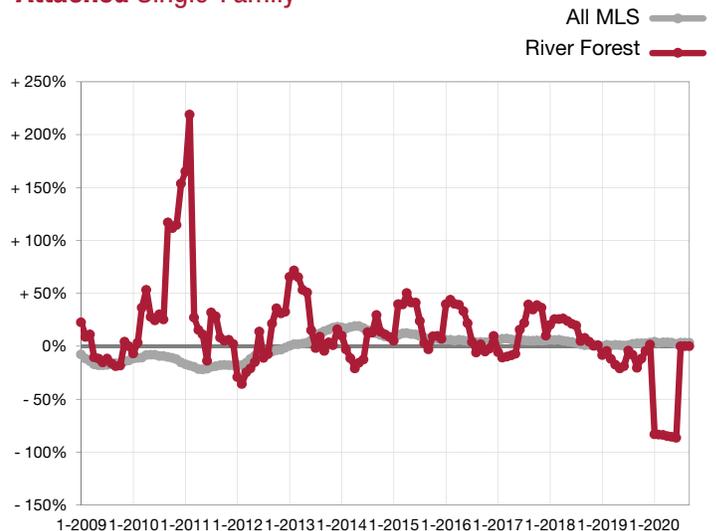
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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- 8.7%

+ 33.3%

- 18.5%

Rolling Meadows

Local Market Update / September 2020

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

September

Trailing 12 Months

	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	42	33	- 21.4%	400	316	- 21.0%
Under Contract (includes Contingent and Pending)	14	24	+ 71.4%	173	204	+ 17.9%
Closed Sales	12	13	+ 8.3%	180	189	+ 5.0%
Median Sales Price*	\$246,250	\$272,500	+ 10.7%	\$249,950	\$255,000	+ 2.0%
Average Sales Price*	\$281,042	\$325,638	+ 15.9%	\$276,249	\$271,328	- 1.8%
Percent of Original List Price Received*	95.7%	96.4%	+ 0.7%	95.8%	95.6%	- 0.2%
Average Market Time	76	29	- 61.8%	77	76	- 1.3%
Inventory of Homes for Sale at Month End	67	46	- 31.3%	--	--	--

Attached Single-Family

September

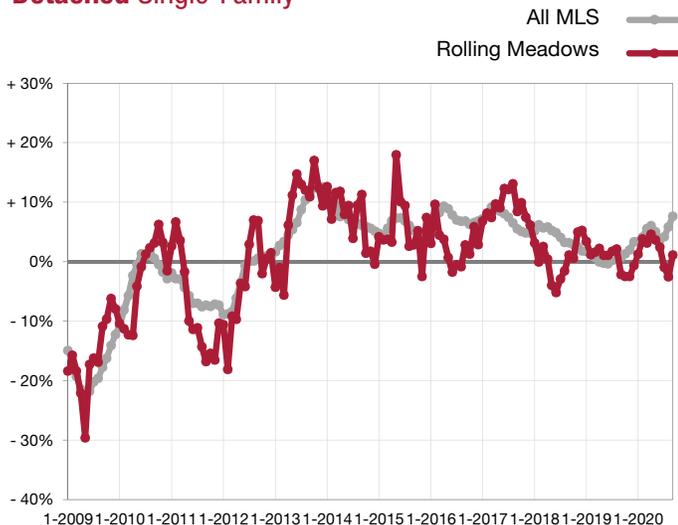
Trailing 12 Months

	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	27	30	+ 11.1%	271	341	+ 25.8%
Under Contract (includes Contingent and Pending)	11	19	+ 72.7%	139	189	+ 36.0%
Closed Sales	15	23	+ 53.3%	144	172	+ 19.4%
Median Sales Price*	\$182,000	\$206,500	+ 13.5%	\$142,250	\$135,000	- 5.1%
Average Sales Price*	\$168,900	\$199,108	+ 17.9%	\$159,671	\$159,621	- 0.0%
Percent of Original List Price Received*	95.8%	96.8%	+ 1.0%	94.7%	95.1%	+ 0.4%
Average Market Time	45	53	+ 17.8%	60	74	+ 23.3%
Inventory of Homes for Sale at Month End	57	55	- 3.5%	--	--	--

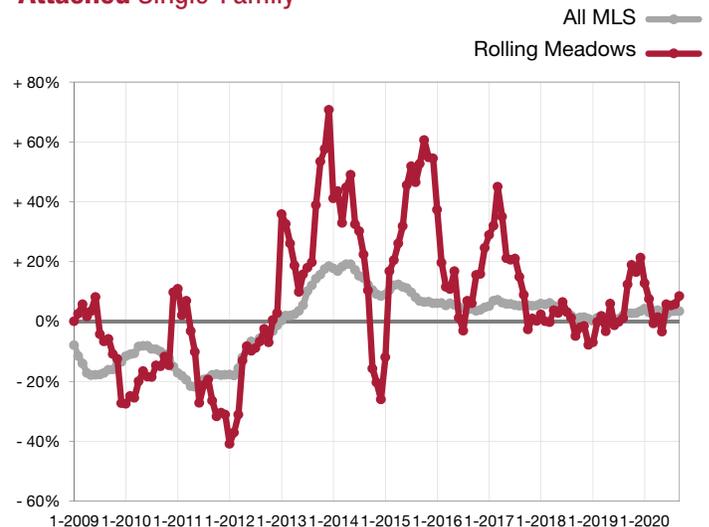
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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+ 2.0%

- 5.6%

- 42.7%

Round Lake

Local Market Update / September 2020

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

September

Trailing 12 Months

	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	28	25	- 10.7%	333	307	- 7.8%
Under Contract (includes Contingent and Pending)	10	23	+ 130.0%	219	233	+ 6.4%
Closed Sales	25	21	- 16.0%	229	210	- 8.3%
Median Sales Price*	\$240,000	\$249,000	+ 3.8%	\$227,000	\$237,000	+ 4.4%
Average Sales Price*	\$237,880	\$230,507	- 3.1%	\$220,789	\$230,990	+ 4.6%
Percent of Original List Price Received*	96.2%	97.6%	+ 1.5%	95.6%	96.2%	+ 0.6%
Average Market Time	71	58	- 18.3%	75	66	- 12.0%
Inventory of Homes for Sale at Month End	59	27	- 54.2%	--	--	--

Attached Single-Family

September

Trailing 12 Months

	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	21	25	+ 19.0%	185	212	+ 14.6%
Under Contract (includes Contingent and Pending)	16	19	+ 18.8%	140	167	+ 19.3%
Closed Sales	11	13	+ 18.2%	133	162	+ 21.8%
Median Sales Price*	\$149,500	\$162,000	+ 8.4%	\$150,000	\$156,725	+ 4.5%
Average Sales Price*	\$149,450	\$161,385	+ 8.0%	\$148,895	\$154,839	+ 4.0%
Percent of Original List Price Received*	98.6%	97.7%	- 0.9%	97.2%	97.0%	- 0.2%
Average Market Time	33	48	+ 45.5%	42	53	+ 26.2%
Inventory of Homes for Sale at Month End	30	24	- 20.0%	--	--	--

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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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+ 20.5% **+ 36.0%** **- 45.6%**

Round Lake Beach

Local Market Update / September 2020

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

September

Trailing 12 Months

	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	31	35	+ 12.9%	378	321	- 15.1%
Under Contract (includes Contingent and Pending)	15	33	+ 120.0%	262	253	- 3.4%
Closed Sales	18	25	+ 38.9%	271	230	- 15.1%
Median Sales Price*	\$172,625	\$182,000	+ 5.4%	\$163,000	\$175,000	+ 7.4%
Average Sales Price*	\$175,597	\$193,460	+ 10.2%	\$158,754	\$167,949	+ 5.8%
Percent of Original List Price Received*	95.9%	99.9%	+ 4.2%	96.9%	96.0%	- 0.9%
Average Market Time	57	32	- 43.9%	61	53	- 13.1%
Inventory of Homes for Sale at Month End	61	29	- 52.5%	--	--	--

Attached Single-Family

September

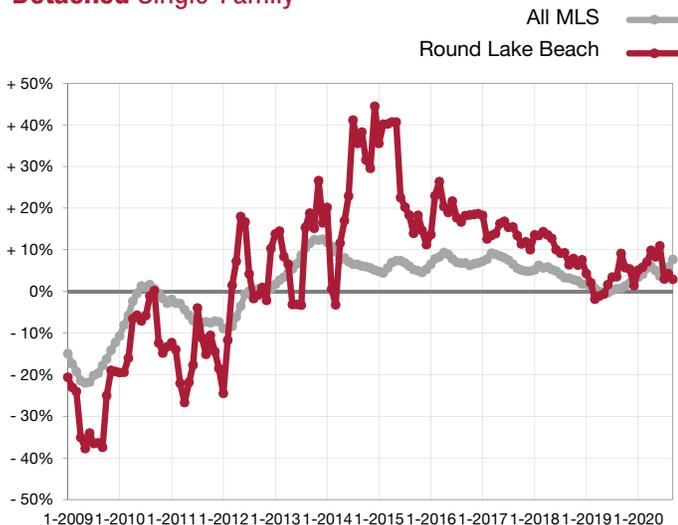
Trailing 12 Months

	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	8	12	+ 50.0%	133	110	- 17.3%
Under Contract (includes Contingent and Pending)	11	7	- 36.4%	94	91	- 3.2%
Closed Sales	7	9	+ 28.6%	85	94	+ 10.6%
Median Sales Price*	\$104,900	\$122,000	+ 16.3%	\$105,000	\$117,375	+ 11.8%
Average Sales Price*	\$118,471	\$122,444	+ 3.4%	\$113,166	\$123,169	+ 8.8%
Percent of Original List Price Received*	97.2%	98.6%	+ 1.4%	96.0%	97.5%	+ 1.6%
Average Market Time	52	20	- 61.5%	35	28	- 20.0%
Inventory of Homes for Sale at Month End	18	14	- 22.2%	--	--	--

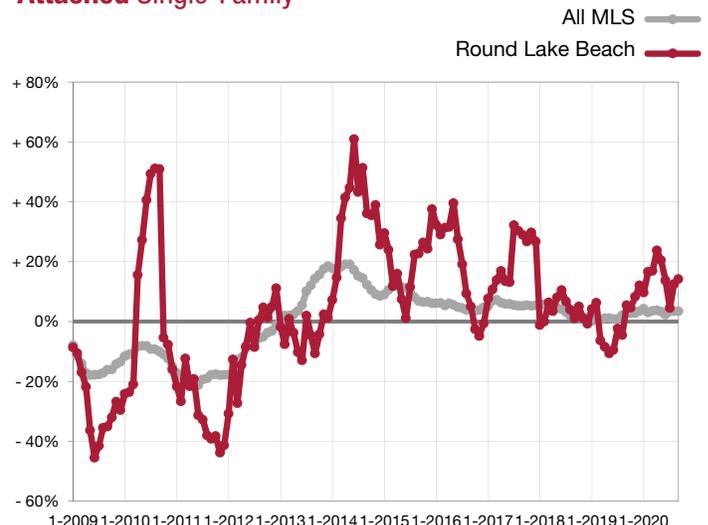
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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+ 0.5% **+ 28.8%** **- 34.9%**

Schaumburg

Local Market Update / September 2020

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

	September			Trailing 12 Months		
	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	76	62	- 18.4%	886	661	- 25.4%
Under Contract (includes Contingent and Pending)	30	50	+ 66.7%	465	484	+ 4.1%
Closed Sales	39	51	+ 30.8%	463	453	- 2.2%
Median Sales Price*	\$290,000	\$343,500	+ 18.4%	\$322,500	\$332,000	+ 2.9%
Average Sales Price*	\$321,900	\$358,229	+ 11.3%	\$342,683	\$343,870	+ 0.3%
Percent of Original List Price Received*	95.9%	98.5%	+ 2.7%	96.0%	96.7%	+ 0.7%
Average Market Time	62	46	- 25.8%	59	66	+ 11.9%
Inventory of Homes for Sale at Month End	150	73	- 51.3%	--	--	--

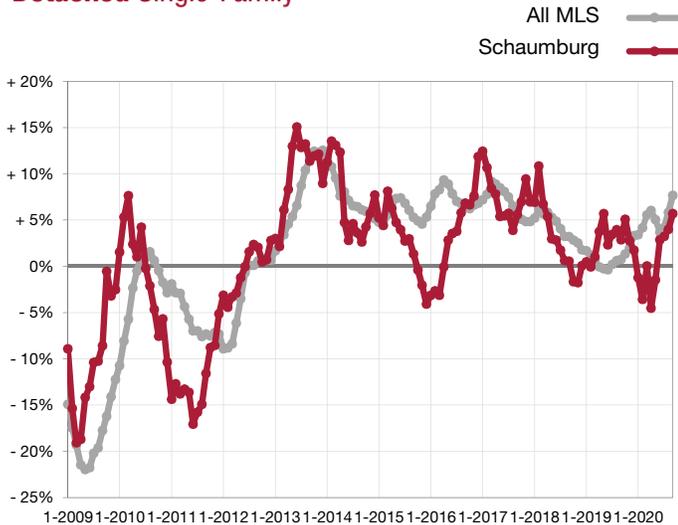
Attached Single-Family

	September			Trailing 12 Months		
	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	113	128	+ 13.3%	1,291	1,191	- 7.7%
Under Contract (includes Contingent and Pending)	69	74	+ 7.2%	835	815	- 2.4%
Closed Sales	79	101	+ 27.8%	837	790	- 5.6%
Median Sales Price*	\$170,000	\$175,000	+ 2.9%	\$173,000	\$175,250	+ 1.3%
Average Sales Price*	\$178,707	\$192,859	+ 7.9%	\$183,505	\$187,969	+ 2.4%
Percent of Original List Price Received*	95.5%	97.3%	+ 1.9%	96.0%	96.3%	+ 0.3%
Average Market Time	58	37	- 36.2%	47	56	+ 19.1%
Inventory of Homes for Sale at Month End	197	153	- 22.3%	--	--	--

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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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+ 18.5% **+ 54.5%** **- 40.9%**

Vernon Hills

Local Market Update / September 2020

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

September

Trailing 12 Months

	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	37	38	+ 2.7%	524	415	- 20.8%
Under Contract (includes Contingent and Pending)	8	29	+ 262.5%	188	235	+ 25.0%
Closed Sales	24	27	+ 12.5%	197	201	+ 2.0%
Median Sales Price*	\$380,500	\$495,000	+ 30.1%	\$411,000	\$395,000	- 3.9%
Average Sales Price*	\$400,975	\$485,064	+ 21.0%	\$470,117	\$434,865	- 7.5%
Percent of Original List Price Received*	93.8%	96.7%	+ 3.1%	95.5%	95.9%	+ 0.4%
Average Market Time	115	178	+ 54.8%	108	131	+ 21.3%
Inventory of Homes for Sale at Month End	120	56	- 53.3%	--	--	--

Attached Single-Family

September

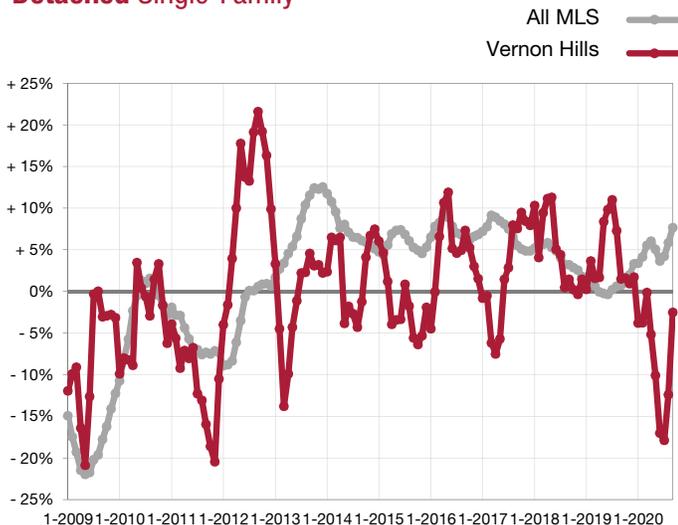
Trailing 12 Months

	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	28	39	+ 39.3%	381	338	- 11.3%
Under Contract (includes Contingent and Pending)	13	24	+ 84.6%	219	201	- 8.2%
Closed Sales	9	24	+ 166.7%	225	184	- 18.2%
Median Sales Price*	\$168,750	\$163,000	- 3.4%	\$190,000	\$182,500	- 3.9%
Average Sales Price*	\$194,861	\$209,529	+ 7.5%	\$213,250	\$212,901	- 0.2%
Percent of Original List Price Received*	94.8%	95.7%	+ 0.9%	95.7%	95.0%	- 0.7%
Average Market Time	57	78	+ 36.8%	44	81	+ 84.1%
Inventory of Homes for Sale at Month End	66	54	- 18.2%	--	--	--

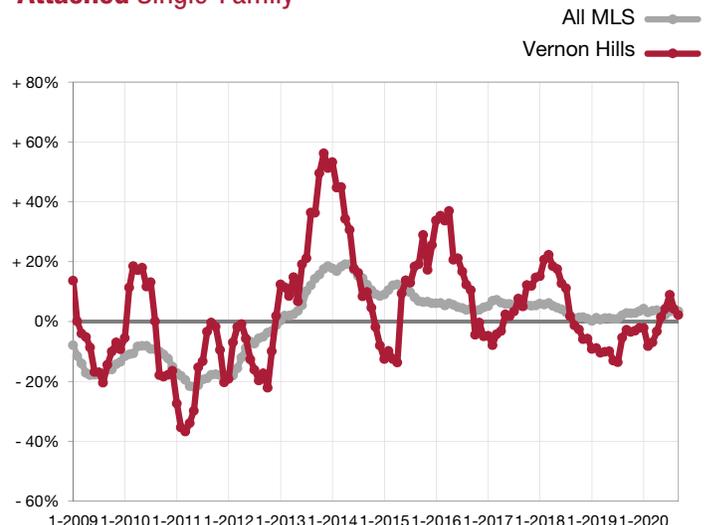
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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Wauconda

Local Market Update / September 2020

0.0%

+ 60.0%

- 57.1%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

September

Trailing 12 Months

Detached Single-Family

	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	27	31	+ 14.8%	381	290	- 23.9%
Under Contract (includes Contingent and Pending)	10	21	+ 110.0%	208	218	+ 4.8%
Closed Sales	11	15	+ 36.4%	208	209	+ 0.5%
Median Sales Price*	\$257,000	\$308,000	+ 19.8%	\$247,250	\$261,250	+ 5.7%
Average Sales Price*	\$239,177	\$291,740	+ 22.0%	\$247,923	\$263,587	+ 6.3%
Percent of Original List Price Received*	92.4%	98.0%	+ 6.1%	94.8%	95.5%	+ 0.7%
Average Market Time	71	35	- 50.7%	99	116	+ 17.2%
Inventory of Homes for Sale at Month End	74	36	- 51.4%	--	--	--

September

Trailing 12 Months

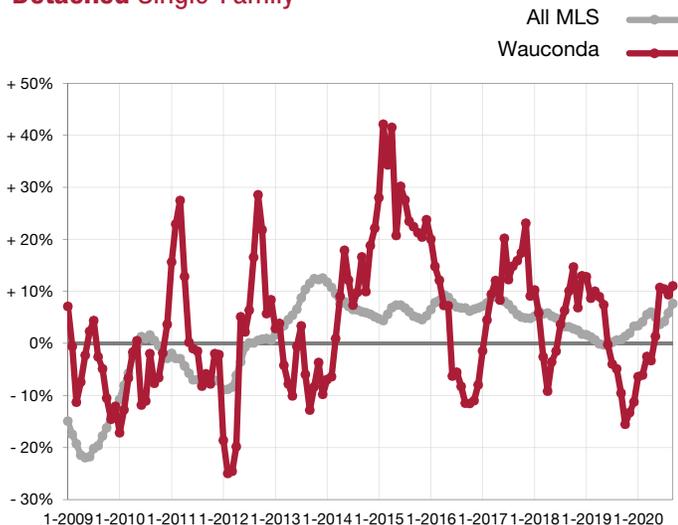
Attached Single-Family

	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	10	6	- 40.0%	112	88	- 21.4%
Under Contract (includes Contingent and Pending)	11	7	- 36.4%	79	70	- 11.4%
Closed Sales	4	9	+ 125.0%	72	77	+ 6.9%
Median Sales Price*	\$241,950	\$132,500	- 45.2%	\$179,500	\$175,000	- 2.5%
Average Sales Price*	\$266,975	\$183,333	- 31.3%	\$189,704	\$178,425	- 5.9%
Percent of Original List Price Received*	97.1%	97.8%	+ 0.7%	95.2%	94.4%	- 0.8%
Average Market Time	27	44	+ 63.0%	61	70	+ 14.8%
Inventory of Homes for Sale at Month End	17	3	- 82.4%	--	--	--

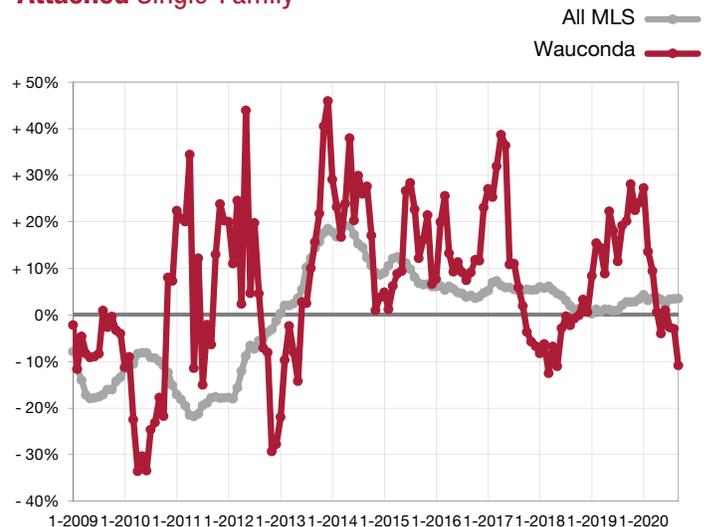
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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- 15.9%

- 2.0%

- 55.6%

Waukegan

Local Market Update / September 2020

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

September

Trailing 12 Months

	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	62	50	- 19.4%	738	611	- 17.2%
Under Contract (includes Contingent and Pending)	41	55	+ 34.1%	444	465	+ 4.7%
Closed Sales	45	45	0.0%	436	438	+ 0.5%
Median Sales Price*	\$135,000	\$160,000	+ 18.5%	\$136,000	\$149,900	+ 10.2%
Average Sales Price*	\$139,448	\$162,998	+ 16.9%	\$138,593	\$152,941	+ 10.4%
Percent of Original List Price Received*	96.1%	97.6%	+ 1.6%	96.7%	96.4%	- 0.3%
Average Market Time	52	39	- 25.0%	53	64	+ 20.8%
Inventory of Homes for Sale at Month End	128	54	- 57.8%	--	--	--

Attached Single-Family

September

Trailing 12 Months

	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	7	8	+ 14.3%	65	67	+ 3.1%
Under Contract (includes Contingent and Pending)	2	5	+ 150.0%	40	52	+ 30.0%
Closed Sales	5	4	- 20.0%	42	43	+ 2.4%
Median Sales Price*	\$147,900	\$135,950	- 8.1%	\$127,000	\$126,500	- 0.4%
Average Sales Price*	\$142,450	\$119,225	- 16.3%	\$110,070	\$117,680	+ 6.9%
Percent of Original List Price Received*	97.1%	94.4%	- 2.8%	94.9%	94.8%	- 0.1%
Average Market Time	18	27	+ 50.0%	47	60	+ 27.7%
Inventory of Homes for Sale at Month End	14	9	- 35.7%	--	--	--

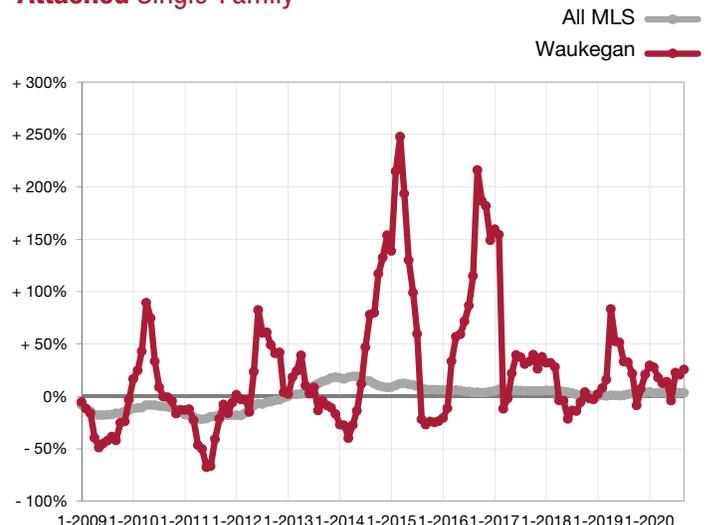
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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+ 3.2%

+ 21.4%

- 9.0%

Wheeling

Local Market Update / September 2020

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

September

Trailing 12 Months

	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	20	15	- 25.0%	292	238	- 18.5%
Under Contract (includes Contingent and Pending)	15	9	- 40.0%	153	141	- 7.8%
Closed Sales	11	14	+ 27.3%	152	141	- 7.2%
Median Sales Price*	\$226,500	\$273,250	+ 20.6%	\$250,000	\$269,900	+ 8.0%
Average Sales Price*	\$239,264	\$281,221	+ 17.5%	\$270,781	\$270,008	- 0.3%
Percent of Original List Price Received*	95.5%	97.1%	+ 1.7%	96.4%	94.4%	- 2.1%
Average Market Time	72	59	- 18.1%	61	91	+ 49.2%
Inventory of Homes for Sale at Month End	46	29	- 37.0%	--	--	--

Attached Single-Family

September

Trailing 12 Months

	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
New Listings	42	49	+ 16.7%	590	543	- 8.0%
Under Contract (includes Contingent and Pending)	28	32	+ 14.3%	323	301	- 6.8%
Closed Sales	31	37	+ 19.4%	323	289	- 10.5%
Median Sales Price*	\$180,000	\$206,000	+ 14.4%	\$180,000	\$182,000	+ 1.1%
Average Sales Price*	\$185,731	\$209,372	+ 12.7%	\$187,924	\$196,983	+ 4.8%
Percent of Original List Price Received*	95.3%	94.8%	- 0.5%	94.7%	94.7%	0.0%
Average Market Time	50	61	+ 22.0%	67	78	+ 16.4%
Inventory of Homes for Sale at Month End	88	93	+ 5.7%	--	--	--

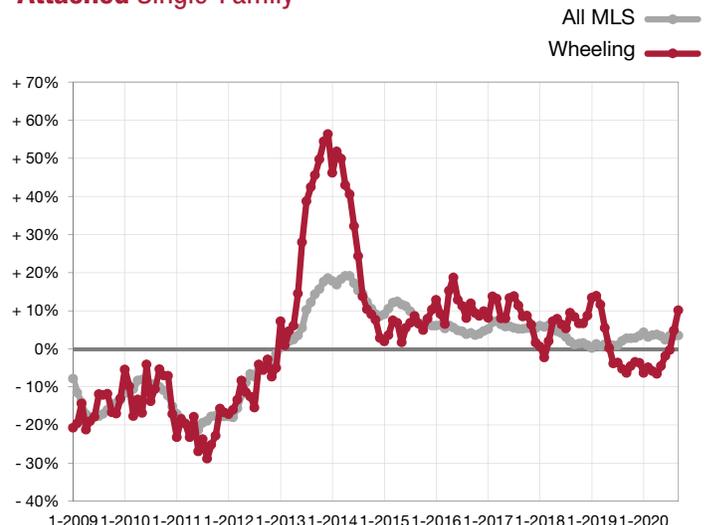
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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