

NORTH SHORE

NEIGHBORHOOD MARKET REPORT

Insight, trends and outlook on your local real estate market

UPDATED OCTOBER 18 2017



Barrington

Local Market Update / September 2017

- 1.7%

Change in
New Listings
All Properties

- 7.0%

Change in
Closed Sales
All Properties

- 4.2%

Change in
Inventory of Homes
All Properties

Detached Single-Family

	March			Trailing 12 Months		
	3-2016	3-2017	+ / -	3-2016	3-2017	+ / -
New Listings	149	154	+ 3.4%	1,426	1,522	+ 6.7%
Under Contract (includes Contingent and Pending)	63	78	+ 23.8%	631	611	- 3.2%
Closed Sales	44	46	+ 4.5%	605	610	+ 0.8%
Median Sales Price*	\$555,000	\$483,750	- 12.8%	\$500,000	\$488,750	- 2.3%
Average Sales Price*	\$557,159	\$549,969	- 1.3%	\$571,367	\$565,682	- 1.0%
Percent of Original List Price Received*	91.3%	92.4%	+ 1.2%	91.4%	92.0%	+ 0.7%
Average Market Time	188	203	+ 8.0%	165	173	+ 4.8%
Inventory of Homes for Sale at Month End	514	512	- 0.4%	--	--	--

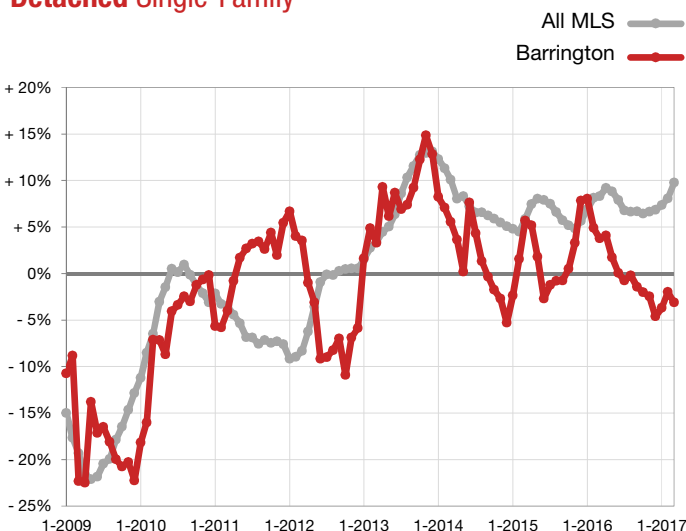
Attached Single-Family

	March			Trailing 12 Months		
	3-2016	3-2017	+ / -	3-2016	3-2017	+ / -
New Listings	29	21	- 27.6%	257	210	- 18.3%
Under Contract (includes Contingent and Pending)	14	12	- 14.3%	146	158	+ 8.2%
Closed Sales	13	7	- 46.2%	136	164	+ 20.6%
Median Sales Price*	\$213,000	\$315,000	+ 47.9%	\$216,000	\$228,000	+ 5.6%
Average Sales Price*	\$234,631	\$280,629	+ 19.6%	\$238,715	\$248,402	+ 4.1%
Percent of Original List Price Received*	90.2%	92.5%	+ 2.5%	91.1%	93.1%	+ 2.2%
Average Market Time	256	168	- 34.4%	135	109	- 19.3%
Inventory of Homes for Sale at Month End	77	54	- 29.9%	--	--	--

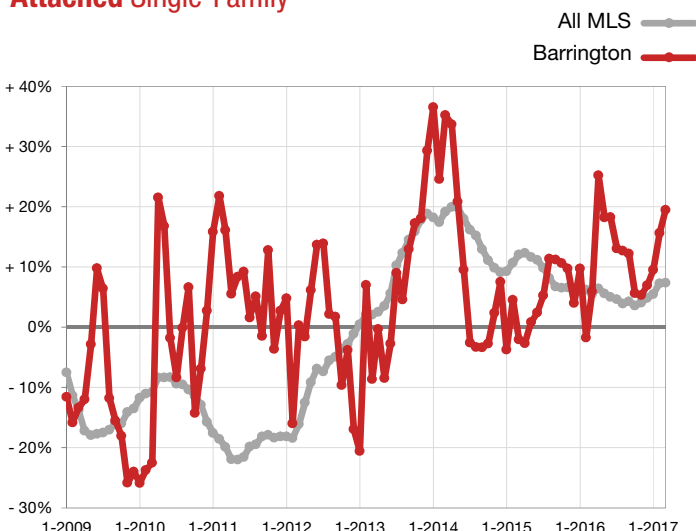
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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

Detached Single-Family



Attached Single-Family



Deerfield

Local Market Update / September 2017

0.0%

- 18.2%

+ 15.6%

Change in
New Listings
All PropertiesChange in
Closed Sales
All PropertiesChange in
Inventory of Homes
All Properties

September

Trailing 12 Months

	September			Trailing 12 Months		
	9-2016	9-2017	+ / -	9-2016	9-2017	+ / -
Detached Single-Family						
New Listings	34	31	- 8.8%	528	591	+ 11.9%
Under Contract (includes Contingent and Pending)	14	16	+ 14.3%	229	225	- 1.7%
Closed Sales	22	17	- 22.7%	226	225	- 0.4%
Median Sales Price*	\$505,000	\$400,000	- 20.8%	\$463,875	\$510,000	+ 9.9%
Average Sales Price*	\$483,059	\$477,723	- 1.1%	\$521,590	\$585,706	+ 12.3%
Percent of Original List Price Received*	90.3%	93.2%	+ 3.2%	93.2%	93.5%	+ 0.3%
Average Market Time	77	163	+ 111.7%	114	123	+ 7.9%
Inventory of Homes for Sale at Month End	140	155	+ 10.7%	--	--	--

September

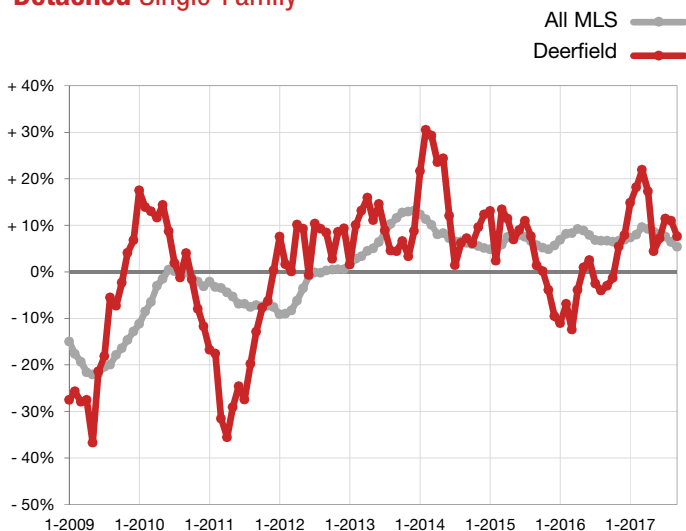
Trailing 12 Months

	September			Trailing 12 Months		
	9-2016	9-2017	+ / -	9-2016	9-2017	+ / -
Attached Single-Family						
New Listings	9	12	+ 33.3%	167	161	- 3.6%
Under Contract (includes Contingent and Pending)	10	7	- 30.0%	116	98	- 15.5%
Closed Sales	11	10	- 9.1%	120	93	- 22.5%
Median Sales Price*	\$184,500	\$255,500	+ 38.5%	\$225,500	\$236,500	+ 4.9%
Average Sales Price*	\$261,522	\$254,246	- 2.8%	\$240,597	\$260,770	+ 8.4%
Percent of Original List Price Received*	96.6%	95.3%	- 1.3%	95.0%	95.6%	+ 0.6%
Average Market Time	59	56	- 5.1%	53	57	+ 7.5%
Inventory of Homes for Sale at Month End	27	38	+ 40.7%	--	--	--

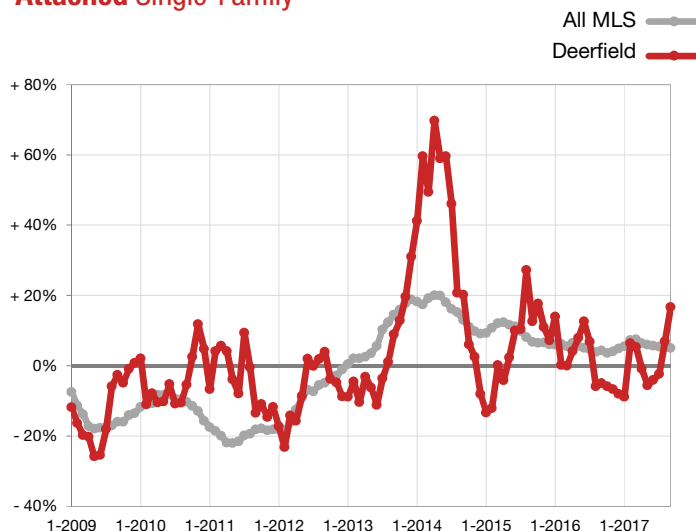
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



**Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | All data from Midwest Real Estate Data LLC. Powered by 10K Research and Marketing. A RESEARCH TOOL PROVIDED BY MIDWEST REAL ESTATE DATA LLC. RESIDENTIAL ACTIVITY ONLY

Evanston

Local Market Update / September 2017

- 5.0%

- 21.9%

- 3.7%

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

	9-2016	9-2017	+ / -	9-2016	9-2017	+ / -
New Listings	69	64	- 7.2%	746	737	- 1.2%
Under Contract (includes Contingent and Pending)	30	35	+ 16.7%	485	467	- 3.7%
Closed Sales	40	33	- 17.5%	496	458	- 7.7%
Median Sales Price*	\$487,500	\$515,000	+ 5.6%	\$525,000	\$535,000	+ 1.9%
Average Sales Price*	\$625,675	\$624,448	- 0.2%	\$594,926	\$632,402	+ 6.3%
Percent of Original List Price Received*	95.0%	95.5%	+ 0.5%	95.3%	95.7%	+ 0.4%
Average Market Time	44	64	+ 45.5%	75	72	- 4.0%
Inventory of Homes for Sale at Month End	135	144	+ 6.7%	--	--	--

Attached Single-Family

September

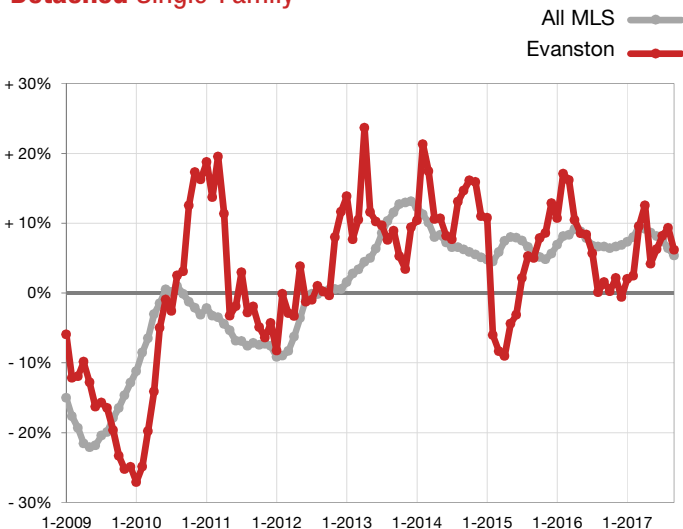
Trailing 12 Months

	9-2016	9-2017	+ / -	9-2016	9-2017	+ / -
New Listings	70	68	- 2.9%	863	868	+ 0.6%
Under Contract (includes Contingent and Pending)	43	44	+ 2.3%	663	631	- 4.8%
Closed Sales	56	42	- 25.0%	675	628	- 7.0%
Median Sales Price*	\$207,500	\$259,250	+ 24.9%	\$220,000	\$247,375	+ 12.4%
Average Sales Price*	\$249,765	\$288,746	+ 15.6%	\$253,721	\$282,733	+ 11.4%
Percent of Original List Price Received*	95.0%	94.2%	- 0.8%	94.1%	95.6%	+ 1.6%
Average Market Time	61	46	- 24.6%	85	61	- 28.2%
Inventory of Homes for Sale at Month End	160	140	- 12.5%	--	--	--

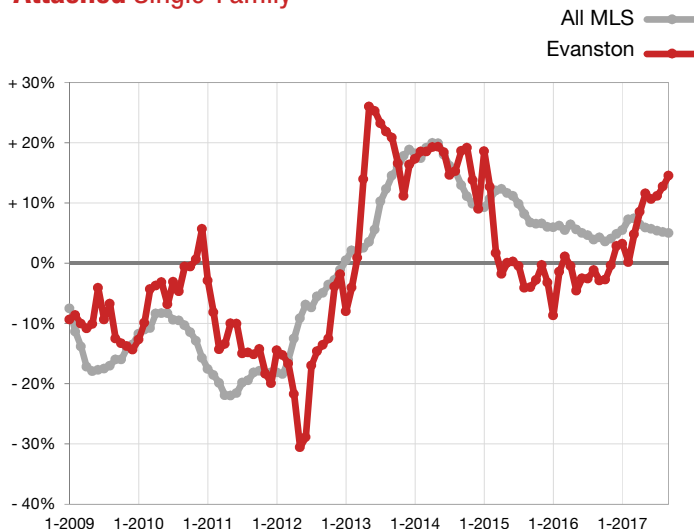
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



Glencoe

Local Market Update / September 2017

+ 4.5%

- 70.0%

+ 1.9%

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

	9-2016	9-2017	+ / -	9-2016	9-2017	+ / -
New Listings	20	22	+ 10.0%	312	316	+ 1.3%
Under Contract (includes Contingent and Pending)	6	11	+ 83.3%	138	140	+ 1.4%
Closed Sales	18	5	- 72.2%	140	135	- 3.6%
Median Sales Price*	\$827,500	\$985,000	+ 19.0%	\$964,500	\$866,000	- 10.2%
Average Sales Price*	\$1,016,667	\$1,085,000	+ 6.7%	\$1,154,451	\$1,114,403	- 3.5%
Percent of Original List Price Received*	86.6%	88.3%	+ 2.0%	91.3%	90.5%	- 0.9%
Average Market Time	203	99	- 51.2%	157	143	- 8.9%
Inventory of Homes for Sale at Month End	97	102	+ 5.2%	--	--	--

September

Trailing 12 Months

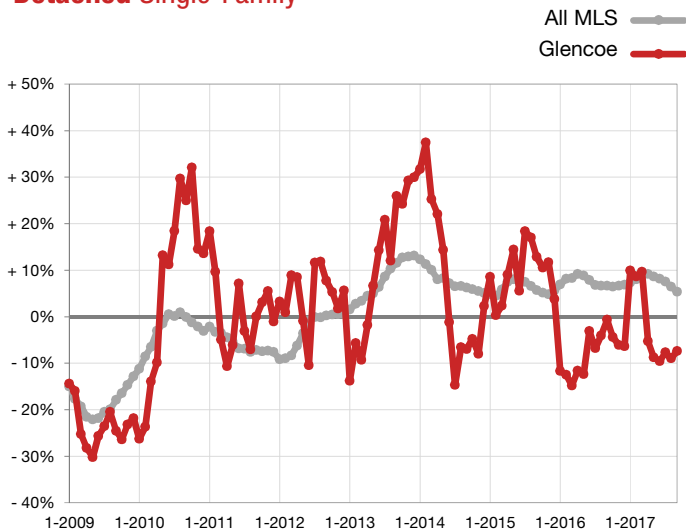
Attached Single-Family

	9-2016	9-2017	+ / -	9-2016	9-2017	+ / -
New Listings	2	1	- 50.0%	27	17	- 37.0%
Under Contract (includes Contingent and Pending)	2	0	- 100.0%	16	12	- 25.0%
Closed Sales	2	1	- 50.0%	16	13	- 18.8%
Median Sales Price*	\$178,750	\$235,000	+ 31.5%	\$231,500	\$212,500	- 8.2%
Average Sales Price*	\$178,750	\$235,000	+ 31.5%	\$261,212	\$241,077	- 7.7%
Percent of Original List Price Received*	94.0%	95.9%	+ 2.0%	95.3%	92.2%	- 3.3%
Average Market Time	181	315	+ 74.0%	83	129	+ 55.4%
Inventory of Homes for Sale at Month End	7	4	- 42.9%	--	--	--

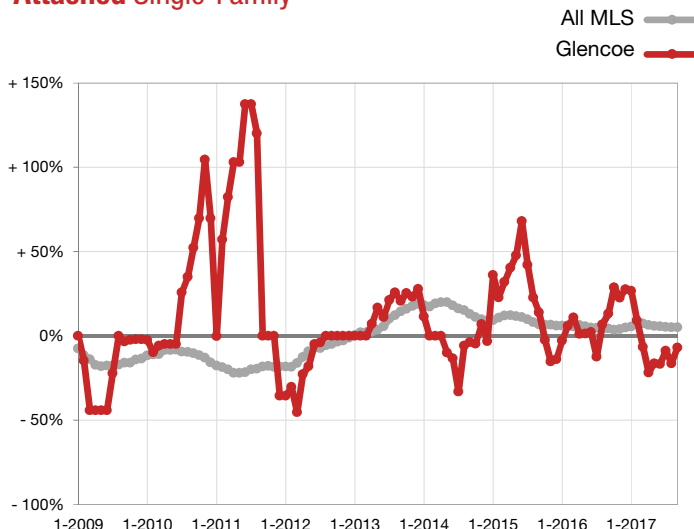
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



Glenview

Local Market Update / September 2017

- 7.7%

Change in
New Listings
All Properties

- 1.4%

Change in
Closed Sales
All Properties

- 16.9%

Change in
Inventory of Homes
All Properties

Detached Single-Family

September

Trailing 12 Months

	9-2016	9-2017	+ / -	9-2016	9-2017	+ / -
New Listings	105	88	- 16.2%	1,162	1,149	- 1.1%
Under Contract (includes Contingent and Pending)	49	42	- 14.3%	557	588	+ 5.6%
Closed Sales	47	49	+ 4.3%	538	595	+ 10.6%
Median Sales Price*	\$487,500	\$497,500	+ 2.1%	\$525,000	\$560,000	+ 6.7%
Average Sales Price*	\$596,424	\$589,197	- 1.2%	\$614,575	\$651,180	+ 6.0%
Percent of Original List Price Received*	92.8%	94.2%	+ 1.5%	94.0%	94.2%	+ 0.2%
Average Market Time	85	98	+ 15.3%	95	109	+ 14.7%
Inventory of Homes for Sale at Month End	320	271	- 15.3%	--	--	--

Attached Single-Family

September

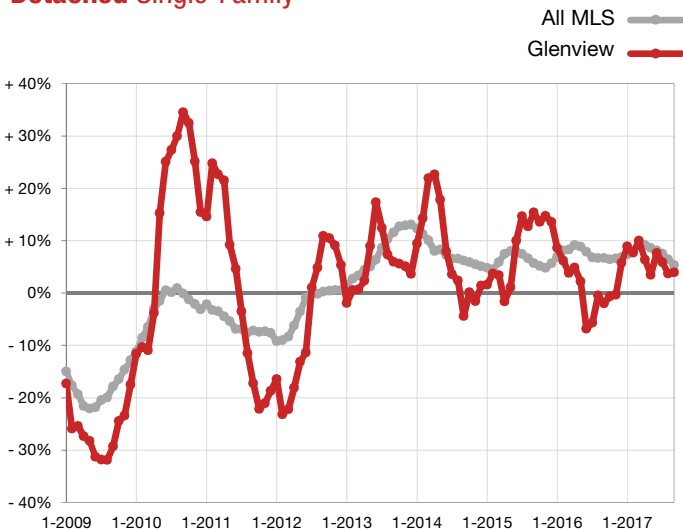
Trailing 12 Months

	9-2016	9-2017	+ / -	9-2016	9-2017	+ / -
New Listings	37	43	+ 16.2%	470	463	- 1.5%
Under Contract (includes Contingent and Pending)	23	20	- 13.0%	315	306	- 2.9%
Closed Sales	25	22	- 12.0%	316	312	- 1.3%
Median Sales Price*	\$247,000	\$332,500	+ 34.6%	\$260,750	\$270,500	+ 3.7%
Average Sales Price*	\$310,052	\$360,136	+ 16.2%	\$304,470	\$309,413	+ 1.6%
Percent of Original List Price Received*	94.2%	98.4%	+ 4.5%	94.2%	95.3%	+ 1.2%
Average Market Time	60	46	- 23.3%	68	70	+ 2.9%
Inventory of Homes for Sale at Month End	93	72	- 22.6%	--	--	--

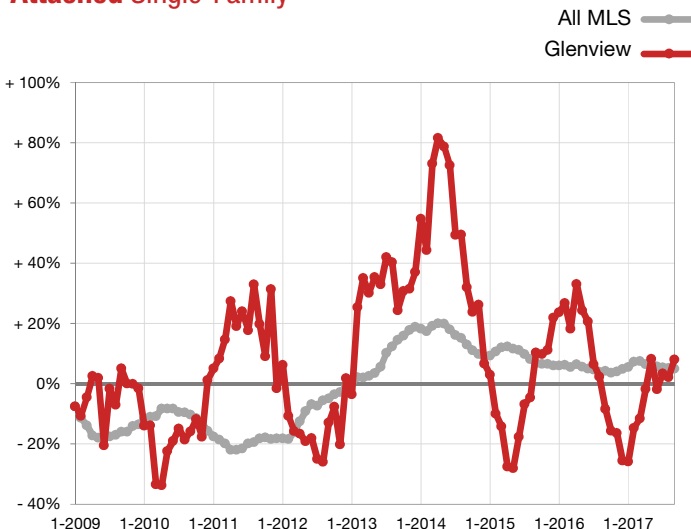
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



Highland Park

Local Market Update / September 2017

- 13.9%

Change in
New Listings
All Properties

- 13.6%

Change in
Closed Sales
All Properties

- 3.7%

Change in
Inventory of Homes
All Properties

Detached Single-Family

September

Trailing 12 Months

	9-2016	9-2017	+ / -	9-2016	9-2017	+ / -
New Listings	83	77	- 7.2%	855	924	+ 8.1%
Under Contract (includes Contingent and Pending)	33	26	- 21.2%	407	426	+ 4.7%
Closed Sales	35	28	- 20.0%	413	431	+ 4.4%
Median Sales Price*	\$595,000	\$528,250	- 11.2%	\$537,000	\$522,000	- 2.8%
Average Sales Price*	\$616,027	\$612,696	- 0.5%	\$626,908	\$620,544	- 1.0%
Percent of Original List Price Received*	92.1%	90.8%	- 1.4%	91.5%	90.4%	- 1.2%
Average Market Time	120	143	+ 19.2%	133	133	0.0%
Inventory of Homes for Sale at Month End	313	304	- 2.9%	--	--	--

Attached Single-Family

September

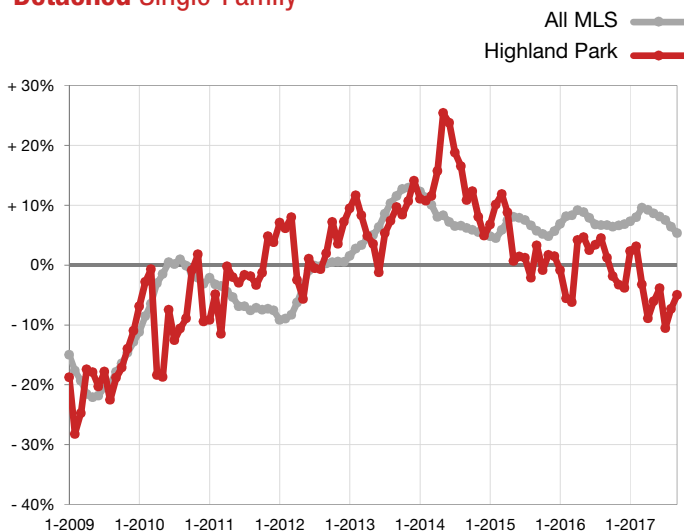
Trailing 12 Months

	9-2016	9-2017	+ / -	9-2016	9-2017	+ / -
New Listings	25	16	- 36.0%	190	211	+ 11.1%
Under Contract (includes Contingent and Pending)	10	6	- 40.0%	97	109	+ 12.4%
Closed Sales	9	10	+ 11.1%	96	113	+ 17.7%
Median Sales Price*	\$243,500	\$291,000	+ 19.5%	\$309,000	\$300,000	- 2.9%
Average Sales Price*	\$289,278	\$401,130	+ 38.7%	\$352,771	\$356,399	+ 1.0%
Percent of Original List Price Received*	92.9%	91.3%	- 1.7%	92.2%	92.0%	- 0.2%
Average Market Time	71	110	+ 54.9%	90	133	+ 47.8%
Inventory of Homes for Sale at Month End	67	62	- 7.5%	--	--	--

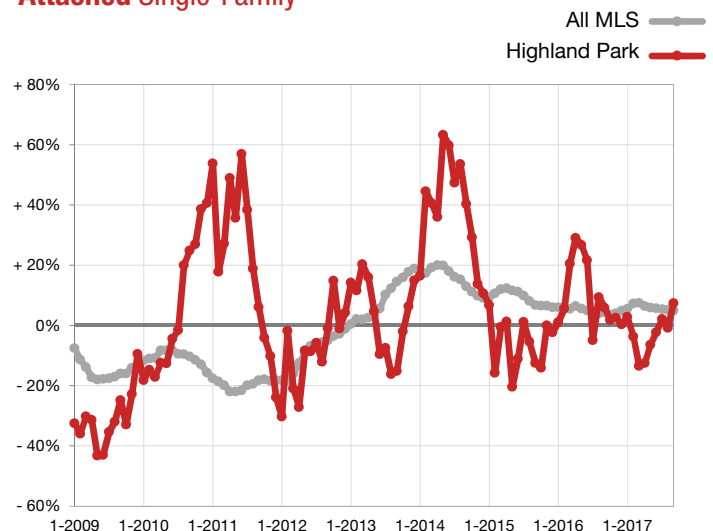
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



Kenilworth

Local Market Update / September 2017

- 25.0%

- 50.0%

- 27.8%

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

	9-2016	9-2017	+ / -	9-2016	9-2017	+ / -
New Listings	12	9	- 25.0%	134	120	- 10.4%
Under Contract (includes Contingent and Pending)	2	2	0.0%	46	61	+ 32.6%
Closed Sales	4	2	- 50.0%	46	60	+ 30.4%
Median Sales Price*	\$1,222,500	\$1,649,500	+ 34.9%	\$1,235,000	\$1,389,500	+ 12.5%
Average Sales Price*	\$1,451,250	\$1,649,500	+ 13.7%	\$1,550,219	\$1,432,500	- 7.6%
Percent of Original List Price Received*	87.6%	92.4%	+ 5.5%	87.7%	89.3%	+ 1.8%
Average Market Time	195	80	- 59.0%	279	229	- 17.9%
Inventory of Homes for Sale at Month End	53	39	- 26.4%	--	--	--

Attached Single-Family

September

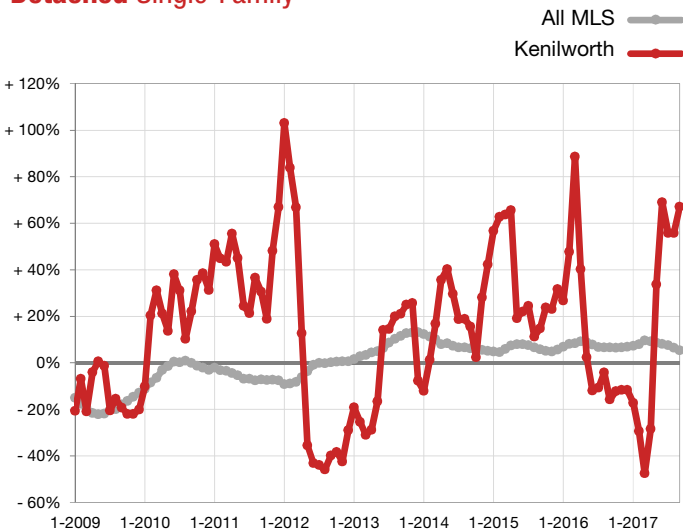
Trailing 12 Months

	9-2016	9-2017	+ / -	9-2016	9-2017	+ / -
New Listings	0	0	--	2	2	0.0%
Under Contract (includes Contingent and Pending)	0	0	--	0	1	--
Closed Sales	0	0	--	0	1	--
Median Sales Price*	\$0	\$0	--	\$0	\$660,000	--
Average Sales Price*	\$0	\$0	--	\$0	\$660,000	--
Percent of Original List Price Received*	0.0%	0.0%	--	0.0%	94.4%	--
Average Market Time	0	0	--	0	134	--
Inventory of Homes for Sale at Month End	1	0	- 100.0%	--	--	--

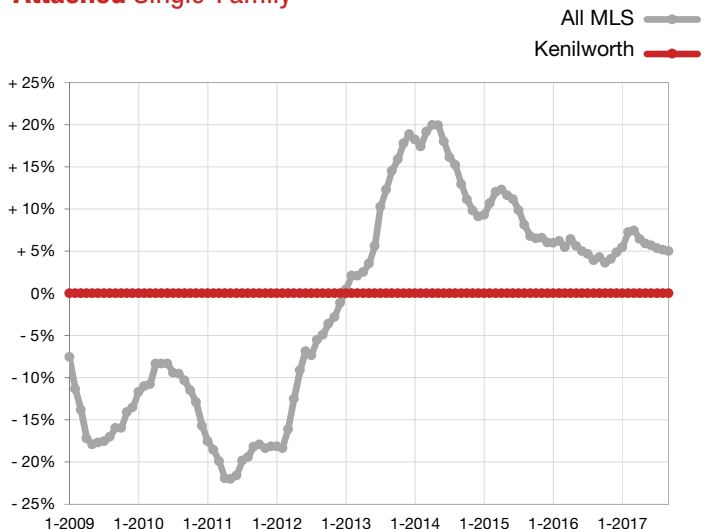
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



Lake Bluff

Local Market Update / September 2017

- 5.7%

Change in
New Listings
All Properties

- 42.9%

Change in
Closed Sales
All Properties

- 14.4%

Change in
Inventory of Homes
All Properties

Detached Single-Family

September

Trailing 12 Months

	9-2016	9-2017	+ / -	9-2016	9-2017	+ / -
New Listings	26	23	- 11.5%	249	241	- 3.2%
Under Contract (includes Contingent and Pending)	7	8	+ 14.3%	136	136	0.0%
Closed Sales	6	7	+ 16.7%	140	139	- 0.7%
Median Sales Price*	\$440,000	\$620,000	+ 40.9%	\$547,500	\$525,000	- 4.1%
Average Sales Price*	\$560,450	\$621,286	+ 10.9%	\$695,844	\$635,146	- 8.7%
Percent of Original List Price Received*	94.4%	91.6%	- 3.0%	91.8%	91.6%	- 0.2%
Average Market Time	27	117	+ 333.3%	112	127	+ 13.4%
Inventory of Homes for Sale at Month End	87	69	- 20.7%	--	--	--

Attached Single-Family

September

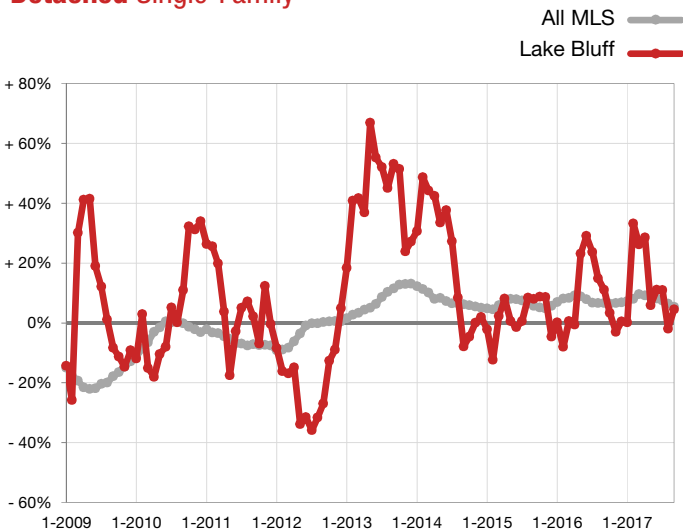
Trailing 12 Months

	9-2016	9-2017	+ / -	9-2016	9-2017	+ / -
New Listings	9	10	+ 11.1%	76	65	- 14.5%
Under Contract (includes Contingent and Pending)	5	6	+ 20.0%	47	42	- 10.6%
Closed Sales	8	1	- 87.5%	45	39	- 13.3%
Median Sales Price*	\$128,600	\$530,000	+ 312.1%	\$176,000	\$217,000	+ 23.3%
Average Sales Price*	\$153,400	\$530,000	+ 245.5%	\$212,274	\$233,115	+ 9.8%
Percent of Original List Price Received*	92.5%	92.2%	- 0.3%	92.7%	92.3%	- 0.4%
Average Market Time	57	251	+ 340.4%	79	78	- 1.3%
Inventory of Homes for Sale at Month End	17	20	+ 17.6%	--	--	--

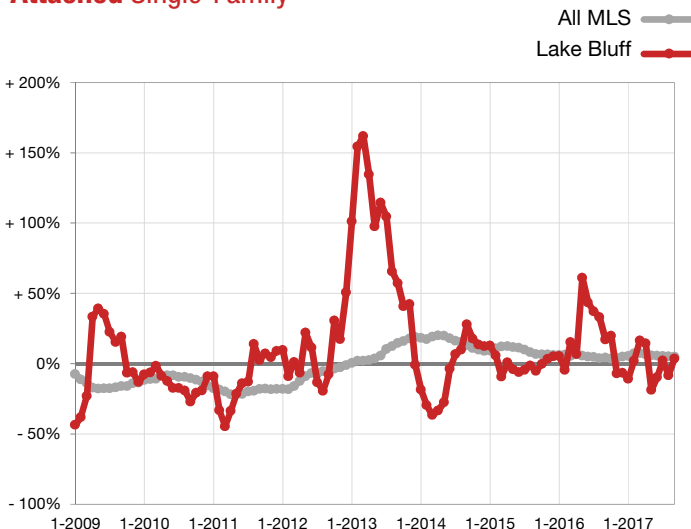
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



Lake Forest

Local Market Update / September 2017

+ 37.5%

+ 3.4%

- 6.7%

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		
	9-2016	9-2017	+ / -	9-2016	9-2017	+ / -
New Listings	51	63	+ 23.5%	706	652	- 7.6%
Under Contract (includes Contingent and Pending)	30	16	- 46.7%	260	276	+ 6.2%
Closed Sales	25	26	+ 4.0%	250	296	+ 18.4%
Median Sales Price*	\$735,000	\$810,000	+ 10.2%	\$825,000	\$818,500	- 0.8%
Average Sales Price*	\$948,975	\$1,116,220	+ 17.6%	\$1,025,590	\$1,034,319	+ 0.9%
Percent of Original List Price Received*	86.1%	88.0%	+ 2.2%	88.8%	89.2%	+ 0.5%
Average Market Time	188	109	- 42.0%	178	186	+ 4.5%
Inventory of Homes for Sale at Month End	346	316	- 8.7%	--	--	--

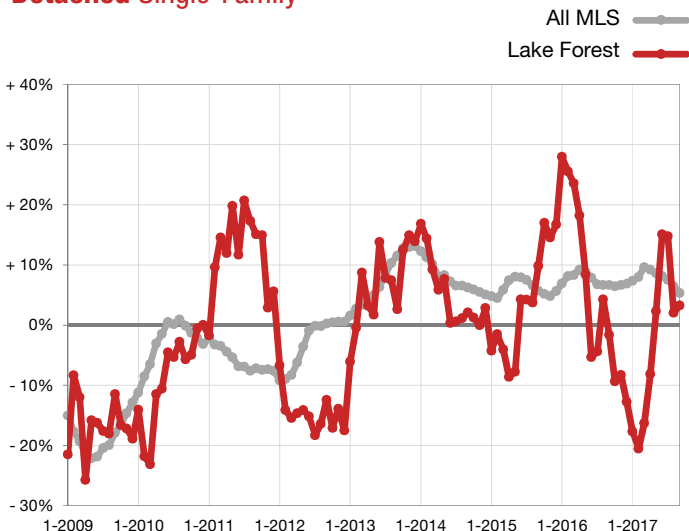
Attached Single-Family

	September			Trailing 12 Months		
	9-2016	9-2017	+ / -	9-2016	9-2017	+ / -
New Listings	5	14	+ 180.0%	83	131	+ 57.8%
Under Contract (includes Contingent and Pending)	1	8	+ 700.0%	53	71	+ 34.0%
Closed Sales	4	4	0.0%	54	57	+ 5.6%
Median Sales Price*	\$420,250	\$629,500	+ 49.8%	\$409,750	\$375,000	- 8.5%
Average Sales Price*	\$507,625	\$568,500	+ 12.0%	\$521,941	\$437,674	- 16.1%
Percent of Original List Price Received*	87.2%	82.6%	- 5.3%	93.1%	89.4%	- 4.0%
Average Market Time	151	103	- 31.8%	126	166	+ 31.7%
Inventory of Homes for Sale at Month End	41	45	+ 9.8%	--	--	--

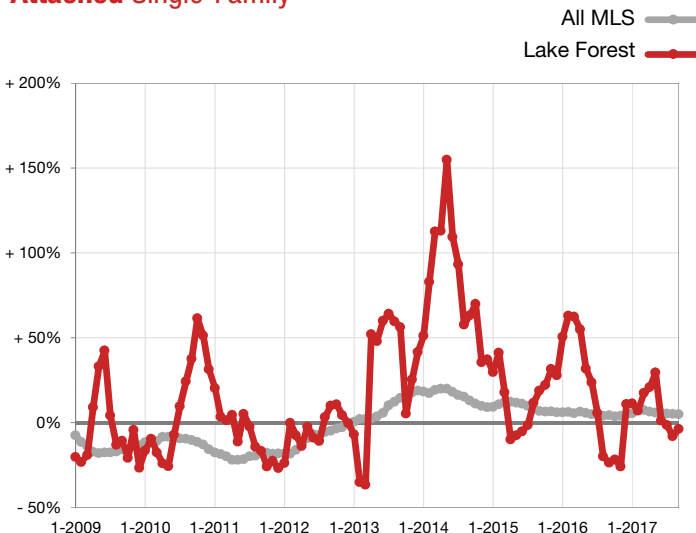
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



Lincolnshire

Local Market Update / September 2017

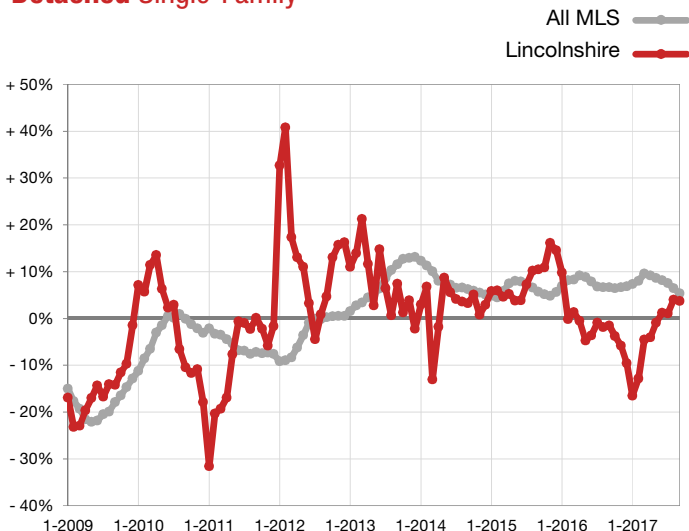
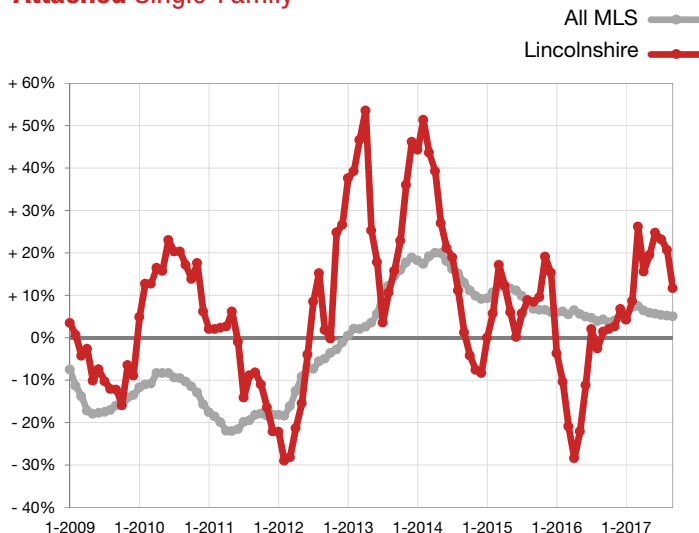
+ 31.3%**+ 83.3%****- 2.6%**Change in
New Listings
All PropertiesChange in
Closed Sales
All PropertiesChange in
Inventory of Homes
All Properties**Detached Single-Family**

	September			Trailing 12 Months		
	9-2016	9-2017	+ / -	9-2016	9-2017	+ / -
New Listings	14	13	- 7.1%	203	207	+ 2.0%
Under Contract (includes Contingent and Pending)	6	4	- 33.3%	100	100	0.0%
Closed Sales	2	7	+ 250.0%	99	101	+ 2.0%
Median Sales Price*	\$470,900	\$574,000	+ 21.9%	\$540,000	\$545,000	+ 0.9%
Average Sales Price*	\$470,900	\$552,429	+ 17.3%	\$592,590	\$549,745	- 7.2%
Percent of Original List Price Received*	99.9%	90.7%	- 9.2%	93.0%	91.5%	- 1.6%
Average Market Time	260	286	+ 10.0%	117	142	+ 21.4%
Inventory of Homes for Sale at Month End	59	60	+ 1.7%	--	--	--

Attached Single-Family

	September			Trailing 12 Months		
	9-2016	9-2017	+ / -	9-2016	9-2017	+ / -
New Listings	2	8	+ 300.0%	64	87	+ 35.9%
Under Contract (includes Contingent and Pending)	0	2	--	25	61	+ 144.0%
Closed Sales	4	4	0.0%	25	57	+ 128.0%
Median Sales Price*	\$385,000	\$316,500	- 17.8%	\$313,000	\$350,000	+ 11.8%
Average Sales Price*	\$393,750	\$365,028	- 7.3%	\$329,680	\$380,052	+ 15.3%
Percent of Original List Price Received*	94.8%	97.4%	+ 2.7%	93.3%	93.9%	+ 0.6%
Average Market Time	11	74	+ 572.7%	80	107	+ 33.8%
Inventory of Homes for Sale at Month End	19	16	- 15.8%	--	--	--

* 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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Lincolnwood

Local Market Update / September 2017

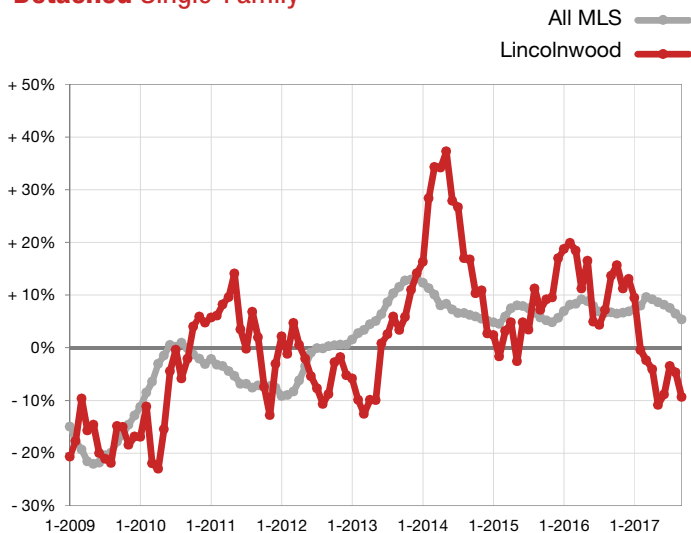
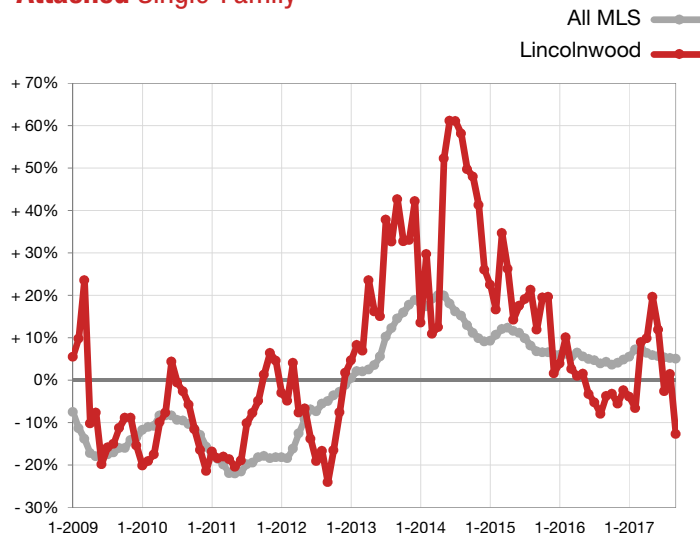
+ 27.3%**- 11.8%****- 10.1%**Change in
New Listings
All PropertiesChange in
Closed Sales
All PropertiesChange in
Inventory of Homes
All Properties**Detached Single-Family**

	September			Trailing 12 Months		
	9-2016	9-2017	+ / -	9-2016	9-2017	+ / -
New Listings	18	24	+ 33.3%	275	309	+ 12.4%
Under Contract (includes Contingent and Pending)	15	11	- 26.7%	101	128	+ 26.7%
Closed Sales	10	14	+ 40.0%	96	132	+ 37.5%
Median Sales Price*	\$462,500	\$410,000	- 11.4%	\$412,250	\$395,000	- 4.2%
Average Sales Price*	\$469,450	\$447,786	- 4.6%	\$459,459	\$451,898	- 1.6%
Percent of Original List Price Received*	93.3%	91.8%	- 1.6%	94.1%	93.8%	- 0.3%
Average Market Time	109	129	+ 18.3%	116	113	- 2.6%
Inventory of Homes for Sale at Month End	70	62	- 11.4%	--	--	--

Attached Single-Family

	September			Trailing 12 Months		
	9-2016	9-2017	+ / -	9-2016	9-2017	+ / -
New Listings	4	4	0.0%	62	54	- 12.9%
Under Contract (includes Contingent and Pending)	4	4	0.0%	40	36	- 10.0%
Closed Sales	7	1	- 85.7%	43	33	- 23.3%
Median Sales Price*	\$200,000	\$190,000	- 5.0%	\$250,000	\$236,500	- 5.4%
Average Sales Price*	\$201,000	\$190,000	- 5.5%	\$255,058	\$245,276	- 3.8%
Percent of Original List Price Received*	90.8%	95.5%	+ 5.2%	92.6%	91.6%	- 1.1%
Average Market Time	73	38	- 47.9%	99	57	- 42.4%
Inventory of Homes for Sale at Month End	9	9	0.0%	--	--	--

* 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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Morton Grove

Local Market Update / September 2017

- 6.8%

+ 27.8%

- 14.2%

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		
	9-2016	9-2017	+ / -	9-2016	9-2017	+ / -
New Listings	45	39	- 13.3%	521	567	+ 8.8%
Under Contract (includes Contingent and Pending)	19	19	0.0%	249	326	+ 30.9%
Closed Sales	24	34	+ 41.7%	245	325	+ 32.7%
Median Sales Price*	\$305,000	\$345,000	+ 13.1%	\$302,000	\$320,000	+ 6.0%
Average Sales Price*	\$315,008	\$364,865	+ 15.8%	\$324,206	\$336,794	+ 3.9%
Percent of Original List Price Received*	96.4%	95.6%	- 0.8%	94.6%	96.0%	+ 1.5%
Average Market Time	55	59	+ 7.3%	64	61	- 4.7%
Inventory of Homes for Sale at Month End	116	85	- 26.7%	--	--	--

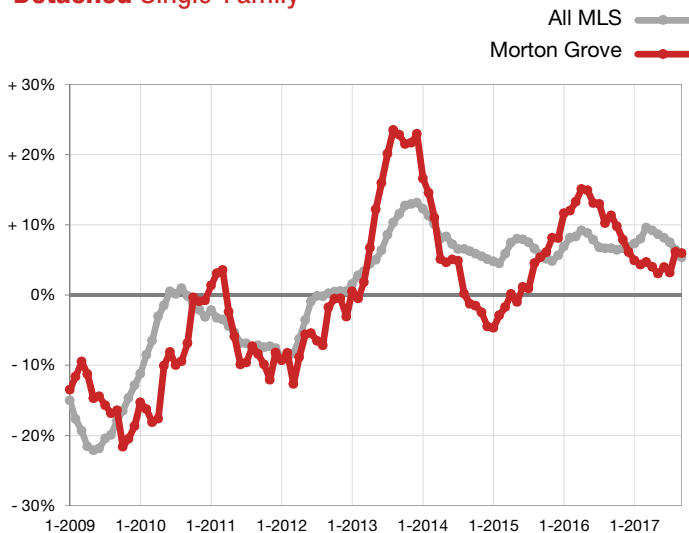
Attached Single-Family

	September			Trailing 12 Months		
	9-2016	9-2017	+ / -	9-2016	9-2017	+ / -
New Listings	14	16	+ 14.3%	188	180	- 4.3%
Under Contract (includes Contingent and Pending)	9	7	- 22.2%	105	99	- 5.7%
Closed Sales	12	12	0.0%	109	102	- 6.4%
Median Sales Price*	\$247,450	\$160,000	- 35.3%	\$190,000	\$194,750	+ 2.5%
Average Sales Price*	\$239,192	\$190,567	- 20.3%	\$208,690	\$208,875	+ 0.1%
Percent of Original List Price Received*	95.6%	96.2%	+ 0.6%	94.0%	95.2%	+ 1.3%
Average Market Time	45	57	+ 26.7%	87	53	- 39.1%
Inventory of Homes for Sale at Month End	32	42	+ 31.3%	--	--	--

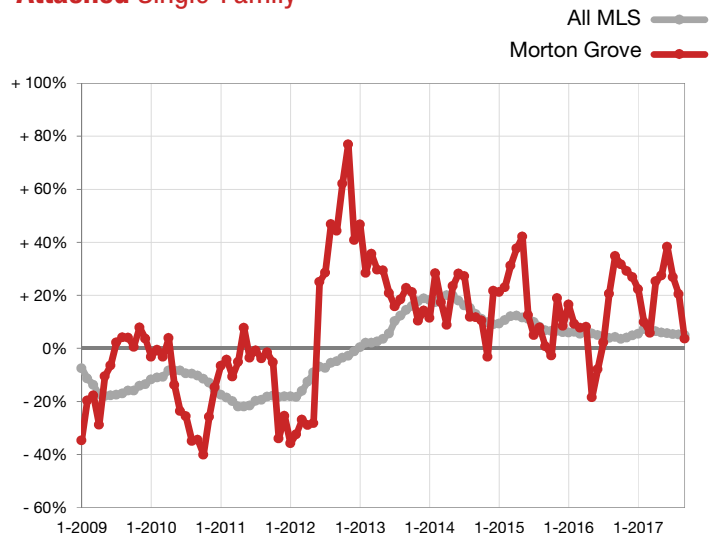
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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

Detached Single-Family



Attached Single-Family



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Niles

Local Market Update / September 2017

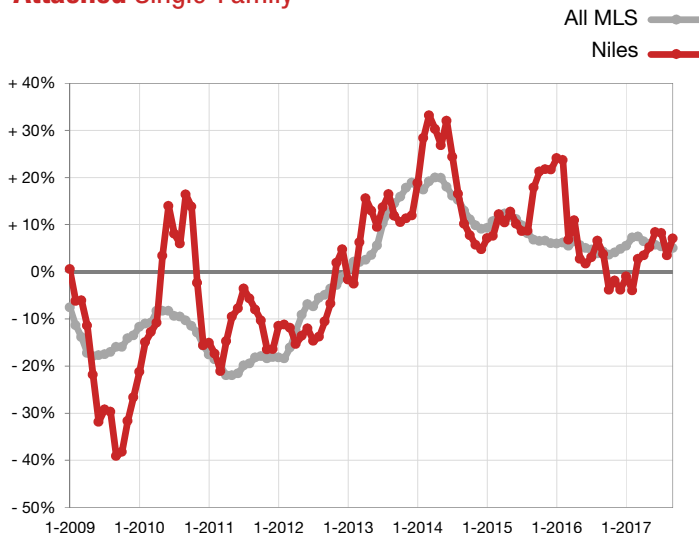
- 1.8%Change in
New Listings
All Properties**- 5.7%**Change in
Closed Sales
All Properties**- 20.5%**Change in
Inventory of Homes
All Properties**Detached Single-Family**

	September			Trailing 12 Months		
	9-2016	9-2017	+ / -	9-2016	9-2017	+ / -
New Listings	43	35	- 18.6%	422	432	+ 2.4%
Under Contract (includes Contingent and Pending)	19	19	0.0%	236	241	+ 2.1%
Closed Sales	17	20	+ 17.6%	239	242	+ 1.3%
Median Sales Price*	\$340,000	\$289,000	- 15.0%	\$285,000	\$310,000	+ 8.8%
Average Sales Price*	\$359,368	\$323,200	- 10.1%	\$312,888	\$340,629	+ 8.9%
Percent of Original List Price Received*	96.8%	92.0%	- 5.0%	95.1%	95.1%	0.0%
Average Market Time	82	92	+ 12.2%	80	78	- 2.5%
Inventory of Homes for Sale at Month End	87	67	- 23.0%	--	--	--

Attached Single-Family

	September			Trailing 12 Months		
	9-2016	9-2017	+ / -	9-2016	9-2017	+ / -
New Listings	14	21	+ 50.0%	223	237	+ 6.3%
Under Contract (includes Contingent and Pending)	7	17	+ 142.9%	145	163	+ 12.4%
Closed Sales	18	13	- 27.8%	159	157	- 1.3%
Median Sales Price*	\$158,500	\$207,000	+ 30.6%	\$177,000	\$185,000	+ 4.5%
Average Sales Price*	\$167,000	\$195,069	+ 16.8%	\$177,401	\$185,028	+ 4.3%
Percent of Original List Price Received*	95.3%	94.8%	- 0.5%	94.8%	94.3%	- 0.5%
Average Market Time	49	71	+ 44.9%	51	60	+ 17.6%
Inventory of Homes for Sale at Month End	40	34	- 15.0%	--	--	--

* 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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Northbrook

Local Market Update / September 2017

+ 15.6%

Change in
New Listings
All Properties

+ 32.6%

Change in
Closed Sales
All Properties

0.0%

Change in
Inventory of Homes
All Properties

Detached Single-Family

	September			Trailing 12 Months		
	9-2016	9-2017	+ / -	9-2016	9-2017	+ / -
New Listings	89	95	+ 6.7%	1,000	1,099	+ 9.9%
Under Contract (includes Contingent and Pending)	18	41	+ 127.8%	451	495	+ 9.8%
Closed Sales	31	36	+ 16.1%	450	484	+ 7.6%
Median Sales Price*	\$550,000	\$507,500	- 7.7%	\$535,000	\$547,000	+ 2.2%
Average Sales Price*	\$581,816	\$571,639	- 1.7%	\$593,858	\$614,351	+ 3.5%
Percent of Original List Price Received*	92.8%	92.6%	- 0.2%	93.6%	93.4%	- 0.2%
Average Market Time	106	85	- 19.8%	90	114	+ 26.7%
Inventory of Homes for Sale at Month End	258	250	- 3.1%	--	--	--

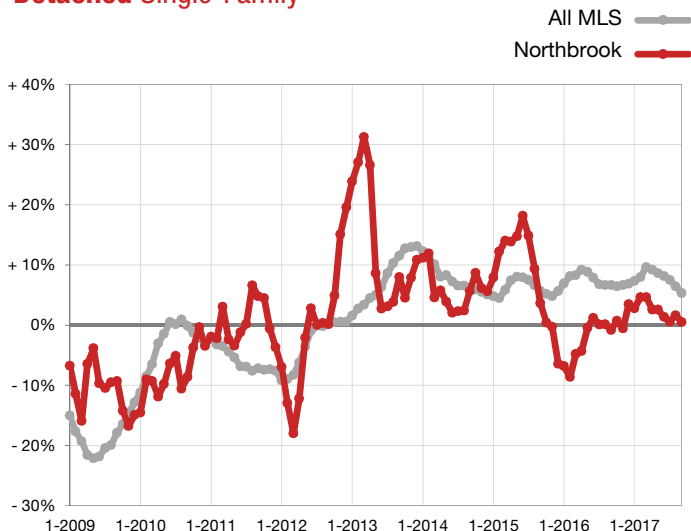
Attached Single-Family

	September			Trailing 12 Months		
	9-2016	9-2017	+ / -	9-2016	9-2017	+ / -
New Listings	39	53	+ 35.9%	415	473	+ 14.0%
Under Contract (includes Contingent and Pending)	19	20	+ 5.3%	272	287	+ 5.5%
Closed Sales	15	25	+ 66.7%	269	279	+ 3.7%
Median Sales Price*	\$310,000	\$279,000	- 10.0%	\$300,000	\$290,000	- 3.3%
Average Sales Price*	\$306,607	\$316,976	+ 3.4%	\$312,110	\$318,326	+ 2.0%
Percent of Original List Price Received*	93.9%	95.8%	+ 2.0%	94.1%	94.0%	- 0.1%
Average Market Time	85	74	- 12.9%	86	72	- 16.3%
Inventory of Homes for Sale at Month End	94	102	+ 8.5%	--	--	--

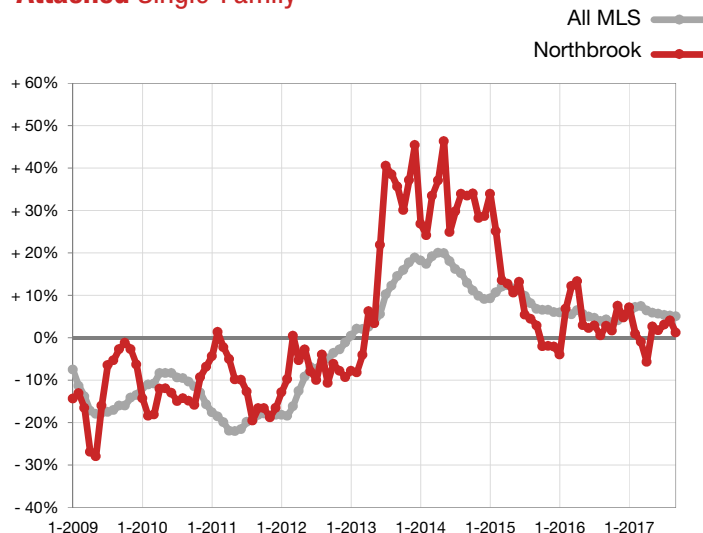
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



Northfield

Local Market Update / September 2017

- 10.5%

+ 266.7%

- 15.0%

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		
	9-2016	9-2017	+ / -	9-2016	9-2017	+ / -
New Listings	16	8	- 50.0%	131	130	- 0.8%
Under Contract (includes Contingent and Pending)	2	5	+ 150.0%	64	71	+ 10.9%
Closed Sales	2	3	+ 50.0%	66	63	- 4.5%
Median Sales Price*	\$570,000	\$720,000	+ 26.3%	\$639,500	\$620,000	- 3.0%
Average Sales Price*	\$570,000	\$681,667	+ 19.6%	\$771,300	\$786,457	+ 2.0%
Percent of Original List Price Received*	95.0%	89.4%	- 5.9%	92.8%	91.7%	- 1.2%
Average Market Time	56	224	+ 300.0%	101	150	+ 48.5%
Inventory of Homes for Sale at Month End	47	42	- 10.6%	--	--	--

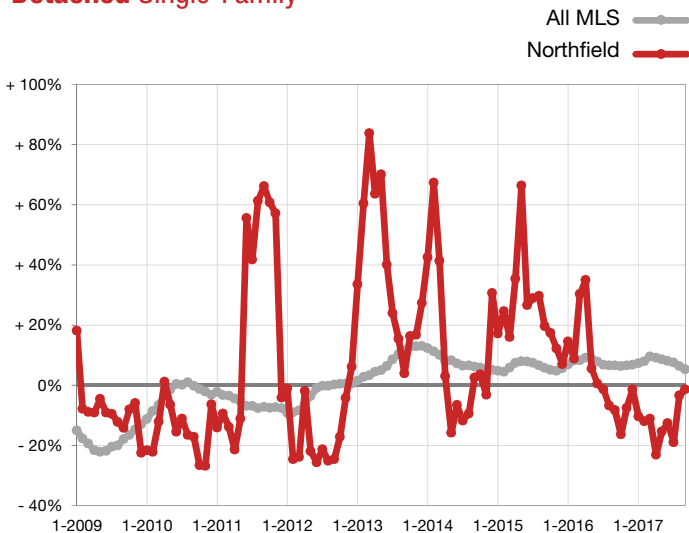
Attached Single-Family

	September			Trailing 12 Months		
	9-2016	9-2017	+ / -	9-2016	9-2017	+ / -
New Listings	3	9	+ 200.0%	54	55	+ 1.9%
Under Contract (includes Contingent and Pending)	2	6	+ 200.0%	42	49	+ 16.7%
Closed Sales	1	8	+ 700.0%	42	44	+ 4.8%
Median Sales Price*	\$181,000	\$329,000	+ 81.8%	\$272,000	\$231,500	- 14.9%
Average Sales Price*	\$181,000	\$375,688	+ 107.6%	\$337,438	\$316,032	- 6.3%
Percent of Original List Price Received*	96.3%	93.0%	- 3.4%	93.3%	93.0%	- 0.3%
Average Market Time	15	46	+ 206.7%	87	94	+ 8.0%
Inventory of Homes for Sale at Month End	13	9	- 30.8%	--	--	--

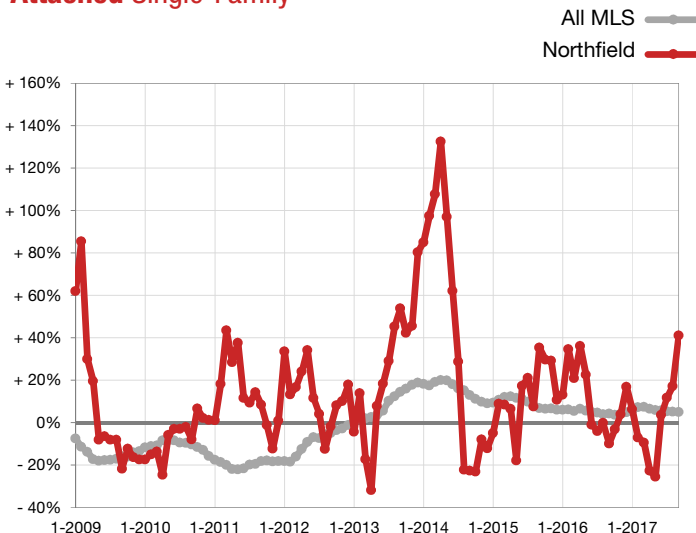
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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Skokie

Local Market Update / September 2017

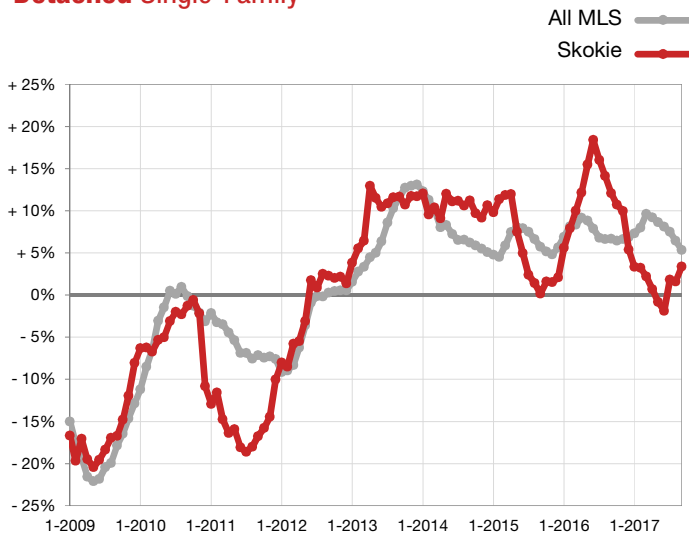
+ 13.3%Change in
New Listings
All Properties**+ 1.5%**Change in
Closed Sales
All Properties**- 1.2%**Change in
Inventory of Homes
All Properties**Detached Single-Family**

	September			Trailing 12 Months		
	9-2016	9-2017	+ / -	9-2016	9-2017	+ / -
New Listings	62	73	+ 17.7%	851	832	- 2.2%
Under Contract (includes Contingent and Pending)	39	35	- 10.3%	518	469	- 9.5%
Closed Sales	42	39	- 7.1%	524	477	- 9.0%
Median Sales Price*	\$299,000	\$327,500	+ 9.5%	\$310,000	\$320,000	+ 3.2%
Average Sales Price*	\$307,125	\$353,617	+ 15.1%	\$336,364	\$348,445	+ 3.6%
Percent of Original List Price Received*	96.8%	95.4%	- 1.4%	95.2%	95.4%	+ 0.2%
Average Market Time	63	42	- 33.3%	77	76	- 1.3%
Inventory of Homes for Sale at Month End	148	176	+ 18.9%	--	--	--

Attached Single-Family

	September			Trailing 12 Months		
	9-2016	9-2017	+ / -	9-2016	9-2017	+ / -
New Listings	36	38	+ 5.6%	456	483	+ 5.9%
Under Contract (includes Contingent and Pending)	16	20	+ 25.0%	254	300	+ 18.1%
Closed Sales	23	27	+ 17.4%	249	308	+ 23.7%
Median Sales Price*	\$182,500	\$204,000	+ 11.8%	\$175,000	\$185,000	+ 5.7%
Average Sales Price*	\$177,175	\$219,992	+ 24.2%	\$194,332	\$203,087	+ 4.5%
Percent of Original List Price Received*	94.3%	94.2%	- 0.1%	94.0%	94.4%	+ 0.4%
Average Market Time	68	89	+ 30.9%	90	85	- 5.6%
Inventory of Homes for Sale at Month End	108	77	- 28.7%	--	--	--

* 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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Wilmette

Local Market Update / September 2017

- 22.2%

Change in
New Listings
All Properties

- 32.6%

Change in
Closed Sales
All Properties

- 19.2%

Change in
Inventory of Homes
All Properties

Detached Single-Family

	September			Trailing 12 Months		
	9-2016	9-2017	+ / -	9-2016	9-2017	+ / -
New Listings	53	41	- 22.6%	736	698	- 5.2%
Under Contract (includes Contingent and Pending)	26	16	- 38.5%	387	372	- 3.9%
Closed Sales	35	23	- 34.3%	395	380	- 3.8%
Median Sales Price*	\$651,000	\$734,000	+ 12.7%	\$740,000	\$734,500	- 0.7%
Average Sales Price*	\$758,027	\$771,500	+ 1.8%	\$873,650	\$835,615	- 4.4%
Percent of Original List Price Received*	93.2%	92.5%	- 0.8%	93.5%	93.2%	- 0.3%
Average Market Time	75	92	+ 22.7%	94	107	+ 13.8%
Inventory of Homes for Sale at Month End	182	155	- 14.8%	--	--	--

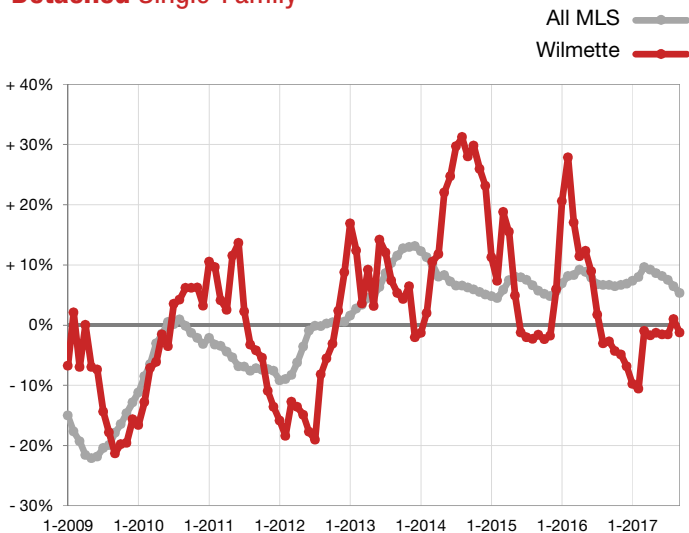
Attached Single-Family

	September			Trailing 12 Months		
	9-2016	9-2017	+ / -	9-2016	9-2017	+ / -
New Listings	10	8	- 20.0%	145	142	- 2.1%
Under Contract (includes Contingent and Pending)	5	6	+ 20.0%	103	104	+ 1.0%
Closed Sales	8	6	- 25.0%	96	107	+ 11.5%
Median Sales Price*	\$265,000	\$284,000	+ 7.2%	\$292,500	\$347,000	+ 18.6%
Average Sales Price*	\$372,281	\$266,667	- 28.4%	\$340,998	\$377,764	+ 10.8%
Percent of Original List Price Received*	90.7%	90.2%	- 0.6%	92.2%	92.7%	+ 0.5%
Average Market Time	73	72	- 1.4%	111	94	- 15.3%
Inventory of Homes for Sale at Month End	42	26	- 38.1%	--	--	--

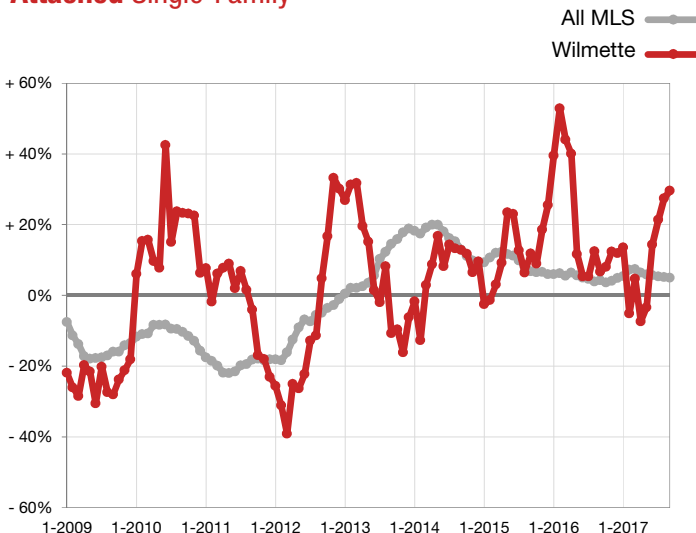
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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Winnetka

Local Market Update / September 2017

- 13.8%

Change in
New Listings
All Properties

- 57.1%

Change in
Closed Sales
All Properties

- 23.8%

Change in
Inventory of Homes
All Properties

Detached Single-Family

	September			Trailing 12 Months		
	9-2016	9-2017	+ / -	9-2016	9-2017	+ / -
New Listings	56	49	- 12.5%	600	530	- 11.7%
Under Contract (includes Contingent and Pending)	11	18	+ 63.6%	238	269	+ 13.0%
Closed Sales	24	12	- 50.0%	238	253	+ 6.3%
Median Sales Price*	\$1,270,000	\$1,255,500	- 1.1%	\$1,175,750	\$1,150,000	- 2.2%
Average Sales Price*	\$1,414,438	\$1,816,500	+ 28.4%	\$1,369,048	\$1,355,534	- 1.0%
Percent of Original List Price Received*	90.7%	89.5%	- 1.3%	91.6%	91.4%	- 0.2%
Average Market Time	130	203	+ 56.2%	163	157	- 3.7%
Inventory of Homes for Sale at Month End	196	151	- 23.0%	--	--	--

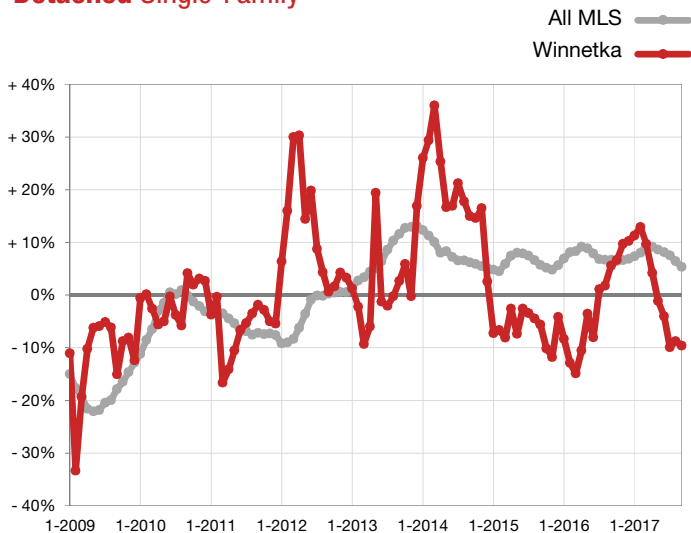
Attached Single-Family

	September			Trailing 12 Months		
	9-2016	9-2017	+ / -	9-2016	9-2017	+ / -
New Listings	2	1	- 50.0%	41	35	- 14.6%
Under Contract (includes Contingent and Pending)	2	2	0.0%	26	28	+ 7.7%
Closed Sales	4	0	- 100.0%	27	28	+ 3.7%
Median Sales Price*	\$595,000	\$0	- 100.0%	\$395,000	\$400,000	+ 1.3%
Average Sales Price*	\$602,625	\$0	- 100.0%	\$436,704	\$431,446	- 1.2%
Percent of Original List Price Received*	95.0%	0.0%	- 100.0%	93.9%	90.1%	- 4.0%
Average Market Time	53	0	- 100.0%	99	161	+ 62.6%
Inventory of Homes for Sale at Month End	14	9	- 35.7%	--	--	--

* 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

