

NORTH SHORE

NEIGHBORHOOD MARKET REPORT

Insight, trends and outlook on your local real estate market

UPDATED JANUARY 17, 2018



Barrington

Local Market Update / December 2017

+ 29.5%

- 14.5%

- 12.8%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

December

Trailing 12 Months

	12-2016	12-2017	+ / -	12-2016	12-2017	+ / -
New Listings	36	42	+ 16.7%	1,520	1,451	- 4.5%
Under Contract (includes Contingent and Pending)	36	30	- 16.7%	611	644	+ 5.4%
Closed Sales	43	41	- 4.7%	588	657	+ 11.7%
Median Sales Price*	\$505,000	\$519,100	+ 2.8%	\$492,500	\$520,000	+ 5.6%
Average Sales Price*	\$537,656	\$545,151	+ 1.4%	\$561,502	\$580,380	+ 3.4%
Percent of Original List Price Received*	91.2%	89.3%	- 2.1%	92.0%	92.2%	+ 0.2%
Average Market Time	191	195	+ 2.1%	174	177	+ 1.7%
Inventory of Homes for Sale at Month End	479	414	- 13.6%	--	--	--

Attached Single-Family

December

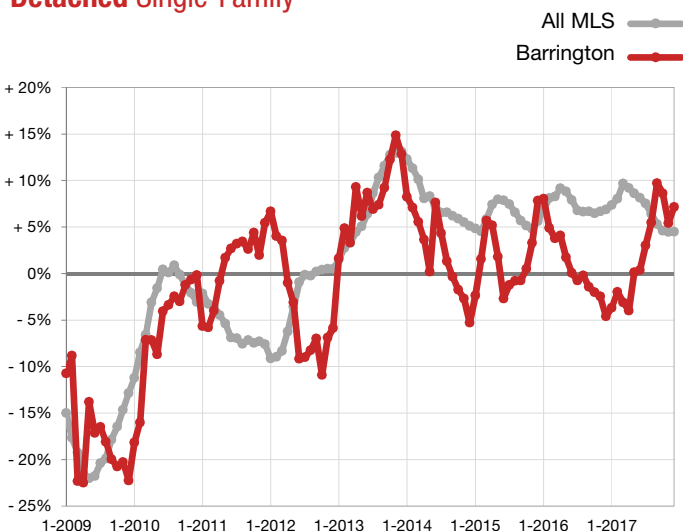
Trailing 12 Months

	12-2016	12-2017	+ / -	12-2016	12-2017	+ / -
New Listings	8	15	+ 87.5%	232	219	- 5.6%
Under Contract (includes Contingent and Pending)	6	10	+ 66.7%	165	147	- 10.9%
Closed Sales	12	6	- 50.0%	169	137	- 18.9%
Median Sales Price*	\$226,750	\$255,000	+ 12.5%	\$225,000	\$255,000	+ 13.3%
Average Sales Price*	\$231,158	\$270,400	+ 17.0%	\$242,902	\$273,674	+ 12.7%
Percent of Original List Price Received*	92.6%	95.2%	+ 2.8%	92.9%	92.8%	- 0.1%
Average Market Time	87	54	- 37.9%	122	101	- 17.2%
Inventory of Homes for Sale at Month End	45	43	- 4.4%	--	--	--

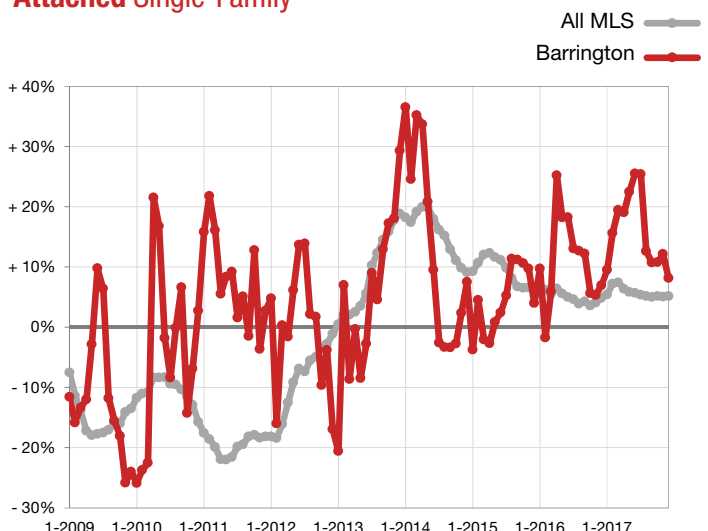
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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Deerfield

Local Market Update / December 2017

0.0%

+ 42.1%

+ 6.5%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

December

Trailing 12 Months

	12-2016	12-2017	+ / -	12-2016	12-2017	+ / -
New Listings	16	13	- 18.8%	530	596	+ 12.5%
Under Contract (includes Contingent and Pending)	13	7	- 46.2%	237	232	- 2.1%
Closed Sales	15	18	+ 20.0%	231	233	+ 0.9%
Median Sales Price*	\$454,900	\$522,500	+ 14.9%	\$492,500	\$500,000	+ 1.5%
Average Sales Price*	\$546,392	\$576,833	+ 5.6%	\$539,130	\$568,380	+ 5.4%
Percent of Original List Price Received*	89.8%	89.8%	0.0%	92.9%	93.1%	+ 0.2%
Average Market Time	195	138	- 29.2%	120	120	0.0%
Inventory of Homes for Sale at Month End	107	109	+ 1.9%	--	--	--

Attached Single-Family

December

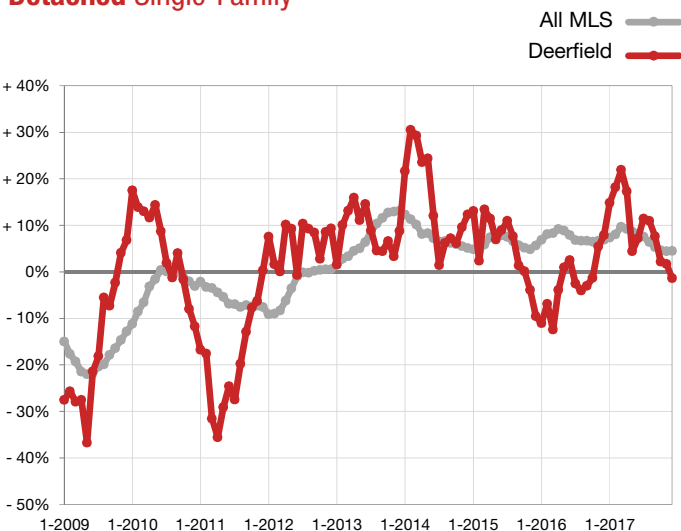
Trailing 12 Months

	12-2016	12-2017	+ / -	12-2016	12-2017	+ / -
New Listings	2	5	+ 150.0%	170	160	- 5.9%
Under Contract (includes Contingent and Pending)	9	10	+ 11.1%	121	99	- 18.2%
Closed Sales	4	9	+ 125.0%	118	101	- 14.4%
Median Sales Price*	\$244,000	\$280,000	+ 14.8%	\$236,000	\$240,000	+ 1.7%
Average Sales Price*	\$284,250	\$280,233	- 1.4%	\$250,405	\$263,328	+ 5.2%
Percent of Original List Price Received*	94.1%	94.1%	0.0%	95.4%	95.3%	- 0.1%
Average Market Time	76	48	- 36.8%	51	61	+ 19.6%
Inventory of Homes for Sale at Month End	16	22	+ 37.5%	--	--	--

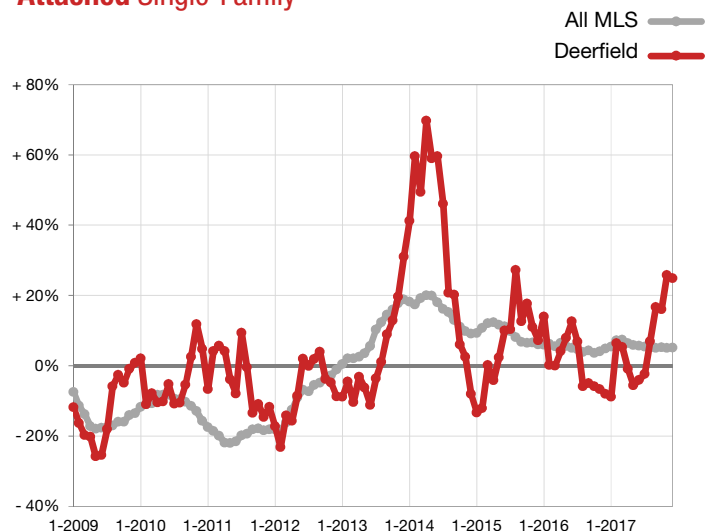
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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Evanston

Local Market Update / December 2017

- 17.9%

0.0%

+ 6.4%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

December

Trailing 12 Months

	12-2016	12-2017	+ / -	12-2016	12-2017	+ / -
New Listings	17	10	- 41.2%	732	751	+ 2.6%
Under Contract (includes Contingent and Pending)	19	18	- 5.3%	479	465	- 2.9%
Closed Sales	30	33	+ 10.0%	488	465	- 4.7%
Median Sales Price*	\$562,500	\$450,000	- 20.0%	\$519,000	\$535,000	+ 3.1%
Average Sales Price*	\$646,983	\$534,379	- 17.4%	\$603,978	\$622,930	+ 3.1%
Percent of Original List Price Received*	89.5%	94.7%	+ 5.8%	95.1%	95.7%	+ 0.6%
Average Market Time	104	64	- 38.5%	74	72	- 2.7%
Inventory of Homes for Sale at Month End	84	95	+ 13.1%	--	--	--

Attached Single-Family

December

Trailing 12 Months

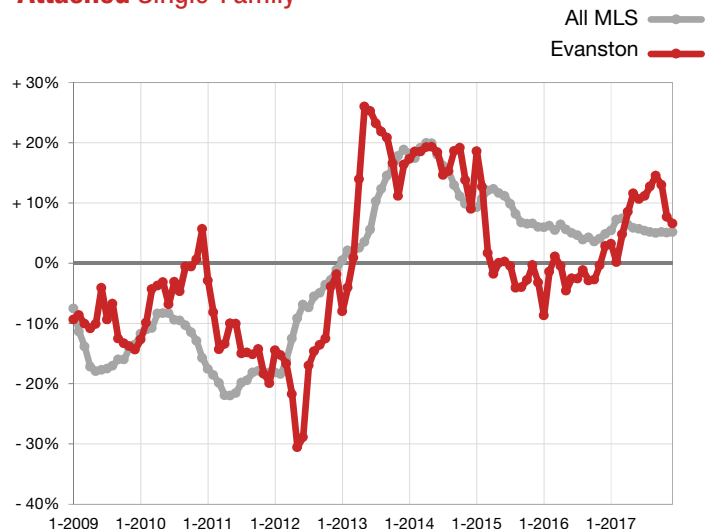
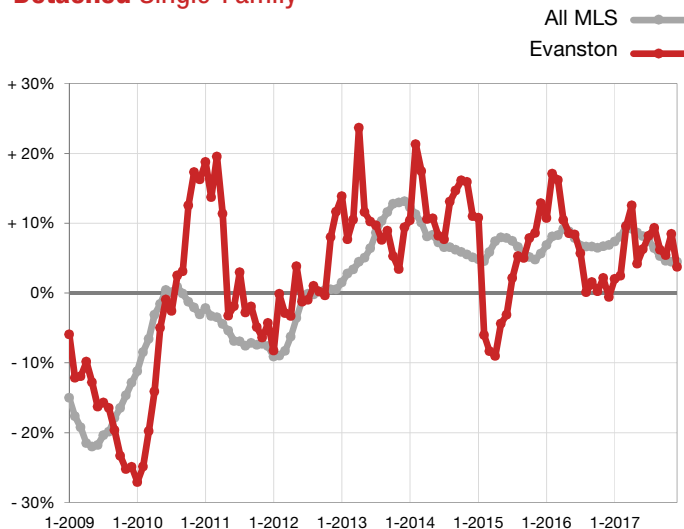
	12-2016	12-2017	+ / -	12-2016	12-2017	+ / -
New Listings	22	22	0.0%	866	869	+ 0.3%
Under Contract (includes Contingent and Pending)	27	19	- 29.6%	644	626	- 2.8%
Closed Sales	43	40	- 7.0%	652	630	- 3.4%
Median Sales Price*	\$215,000	\$219,000	+ 1.9%	\$223,250	\$245,000	+ 9.7%
Average Sales Price*	\$256,738	\$246,580	- 4.0%	\$262,292	\$279,338	+ 6.5%
Percent of Original List Price Received*	92.2%	93.9%	+ 1.8%	94.4%	95.5%	+ 1.2%
Average Market Time	77	83	+ 7.8%	83	57	- 31.3%
Inventory of Homes for Sale at Month End	104	105	+ 1.0%	--	--	--

* 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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Glencoe

Local Market Update / December 2017

- 11.1% **+ 83.3%** **+ 8.6%**

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

December

Trailing 12 Months

	12-2016	12-2017	+ / -	12-2016	12-2017	+ / -
New Listings	9	8	- 11.1%	304	325	+ 6.9%
Under Contract (includes Contingent and Pending)	3	11	+ 266.7%	134	151	+ 12.7%
Closed Sales	6	11	+ 83.3%	128	145	+ 13.3%
Median Sales Price*	\$787,500	\$1,065,000	+ 35.2%	\$950,000	\$912,000	- 4.0%
Average Sales Price*	\$883,333	\$1,135,880	+ 28.6%	\$1,163,775	\$1,137,442	- 2.3%
Percent of Original List Price Received*	92.0%	82.0%	- 10.9%	91.4%	89.9%	- 1.6%
Average Market Time	128	211	+ 64.8%	163	148	- 9.2%
Inventory of Homes for Sale at Month End	65	75	+ 15.4%	--	--	--

Attached Single-Family

December

Trailing 12 Months

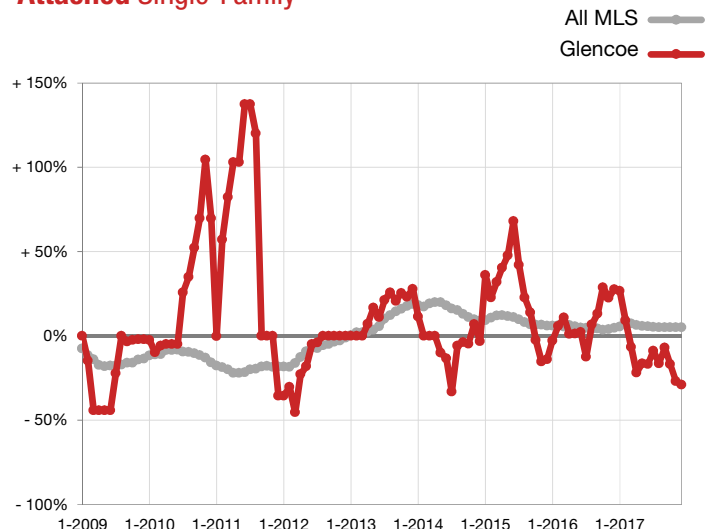
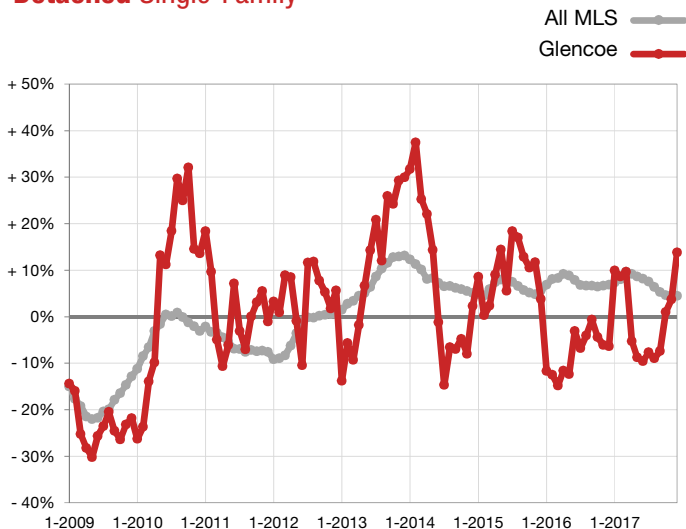
	12-2016	12-2017	+ / -	12-2016	12-2017	+ / -
New Listings	0	0	--	25	14	- 44.0%
Under Contract (includes Contingent and Pending)	2	2	0.0%	16	10	- 37.5%
Closed Sales	0	0	--	15	11	- 26.7%
Median Sales Price*	\$0	\$0	--	\$240,000	\$164,000	- 31.7%
Average Sales Price*	\$0	\$0	--	\$270,800	\$199,591	- 26.3%
Percent of Original List Price Received*	0.0%	0.0%	--	93.6%	93.6%	0.0%
Average Market Time	0	0	--	83	137	+ 65.1%
Inventory of Homes for Sale at Month End	5	1	- 80.0%	--	--	--

* 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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Glenview

Local Market Update / December 2017

- 19.0%

- 9.1%

- 33.2%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

December

Trailing 12 Months

	12-2016	12-2017	+ / -	12-2016	12-2017	+ / -
New Listings	27	28	+ 3.7%	1,185	1,119	- 5.6%
Under Contract (includes Contingent and Pending)	29	29	0.0%	569	565	- 0.7%
Closed Sales	37	29	- 21.6%	560	571	+ 2.0%
Median Sales Price*	\$710,000	\$540,000	- 23.9%	\$535,000	\$545,000	+ 1.9%
Average Sales Price*	\$777,398	\$628,859	- 19.1%	\$631,248	\$633,292	+ 0.3%
Percent of Original List Price Received*	92.6%	92.3%	- 0.3%	93.8%	94.3%	+ 0.5%
Average Market Time	168	118	- 29.8%	98	110	+ 12.2%
Inventory of Homes for Sale at Month End	235	174	- 26.0%	--	--	--

Attached Single-Family

December

Trailing 12 Months

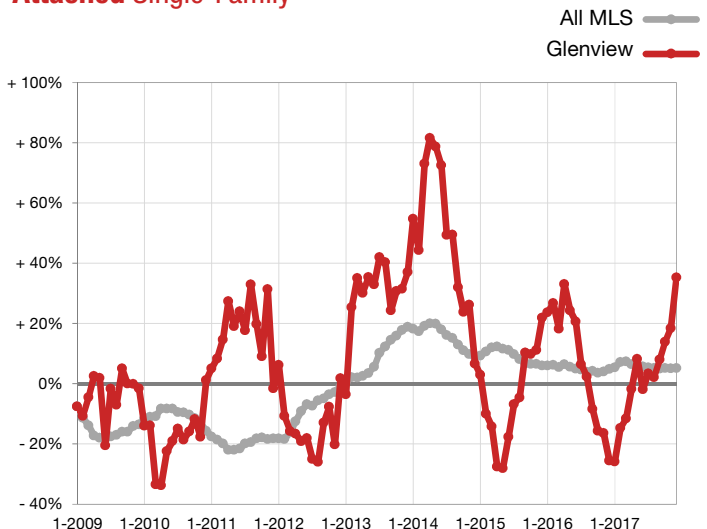
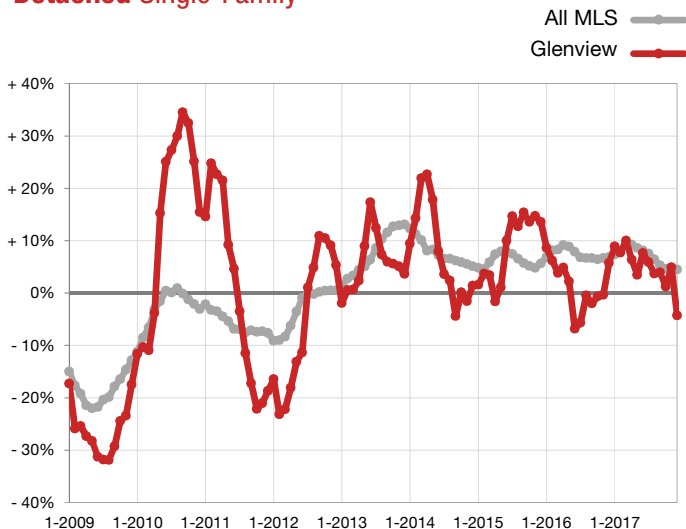
	12-2016	12-2017	+ / -	12-2016	12-2017	+ / -
New Listings	15	6	- 60.0%	465	444	- 4.5%
Under Contract (includes Contingent and Pending)	13	15	+ 15.4%	299	315	+ 5.4%
Closed Sales	18	21	+ 16.7%	296	327	+ 10.5%
Median Sales Price*	\$236,000	\$350,000	+ 48.3%	\$258,500	\$300,000	+ 16.1%
Average Sales Price*	\$306,056	\$370,501	+ 21.1%	\$304,409	\$323,763	+ 6.4%
Percent of Original List Price Received*	94.6%	96.0%	+ 1.5%	94.3%	95.7%	+ 1.5%
Average Market Time	51	64	+ 25.5%	67	69	+ 3.0%
Inventory of Homes for Sale at Month End	75	33	- 56.0%	--	--	--

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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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Highland Park

Local Market Update / December 2017

- 13.8%

- 15.8%

- 13.6%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

December

Trailing 12 Months

	12-2016	12-2017	+ / -	12-2016	12-2017	+ / -
New Listings	25	22	- 12.0%	866	930	+ 7.4%
Under Contract (includes Contingent and Pending)	13	23	+ 76.9%	387	449	+ 16.0%
Closed Sales	30	28	- 6.7%	402	445	+ 10.7%
Median Sales Price*	\$462,500	\$514,000	+ 11.1%	\$540,000	\$515,000	- 4.6%
Average Sales Price*	\$566,334	\$518,568	- 8.4%	\$624,667	\$606,366	- 2.9%
Percent of Original List Price Received*	89.6%	90.2%	+ 0.7%	91.1%	91.0%	- 0.1%
Average Market Time	101	219	+ 116.8%	123	137	+ 11.4%
Inventory of Homes for Sale at Month End	240	213	- 11.3%	--	--	--

Attached Single-Family

December

Trailing 12 Months

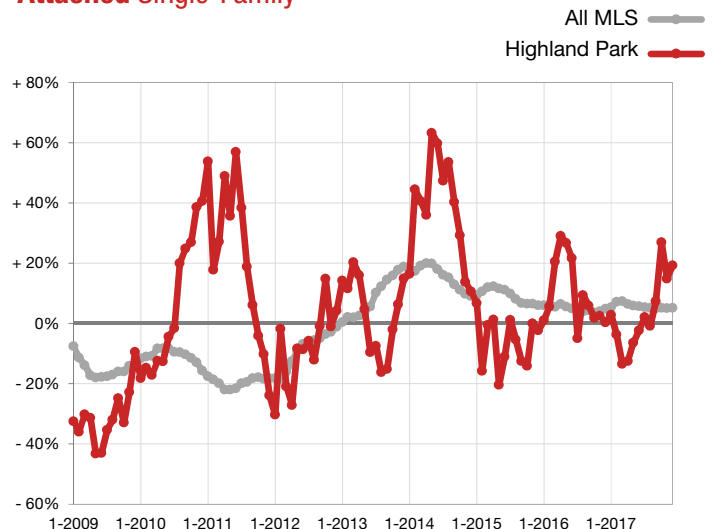
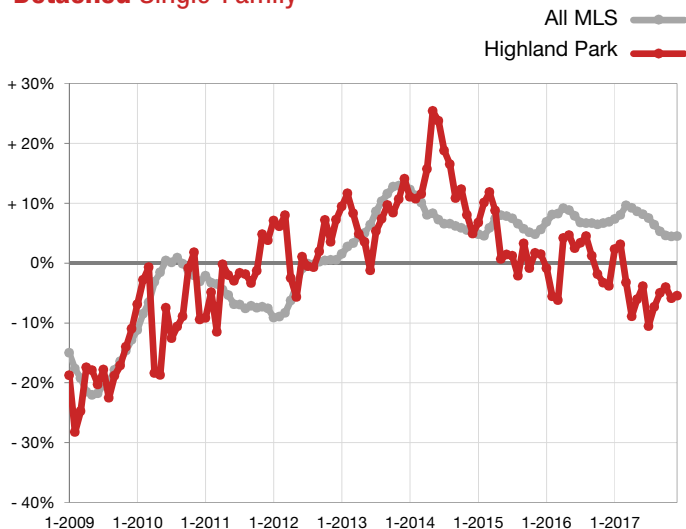
	12-2016	12-2017	+ / -	12-2016	12-2017	+ / -
New Listings	4	3	- 25.0%	203	198	- 2.5%
Under Contract (includes Contingent and Pending)	5	7	+ 40.0%	94	115	+ 22.3%
Closed Sales	8	4	- 50.0%	94	113	+ 20.2%
Median Sales Price*	\$279,250	\$371,250	+ 32.9%	\$275,750	\$325,000	+ 17.9%
Average Sales Price*	\$289,822	\$416,000	+ 43.5%	\$334,285	\$383,949	+ 14.9%
Percent of Original List Price Received*	87.3%	85.8%	- 1.7%	92.3%	92.1%	- 0.2%
Average Market Time	132	272	+ 106.1%	91	138	+ 51.6%
Inventory of Homes for Sale at Month End	54	41	- 24.1%	--	--	--

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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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Kenilworth

Local Market Update / December 2017

- 100.0%

- 40.0%

- 33.3%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

December

Trailing 12 Months

	12-2016	12-2017	+ / -	12-2016	12-2017	+ / -
New Listings	2	0	- 100.0%	122	114	- 6.6%
Under Contract (includes Contingent and Pending)	3	1	- 66.7%	50	58	+ 16.0%
Closed Sales	5	3	- 40.0%	51	59	+ 15.7%
Median Sales Price*	\$1,750,000	\$1,230,000	- 29.7%	\$1,200,000	\$1,380,000	+ 15.0%
Average Sales Price*	\$1,542,500	\$1,175,000	- 23.8%	\$1,428,884	\$1,468,831	+ 2.8%
Percent of Original List Price Received*	79.9%	95.1%	+ 19.0%	87.5%	90.0%	+ 2.9%
Average Market Time	371	45	- 87.9%	278	220	- 20.9%
Inventory of Homes for Sale at Month End	39	26	- 33.3%	--	--	--

Attached Single-Family

December

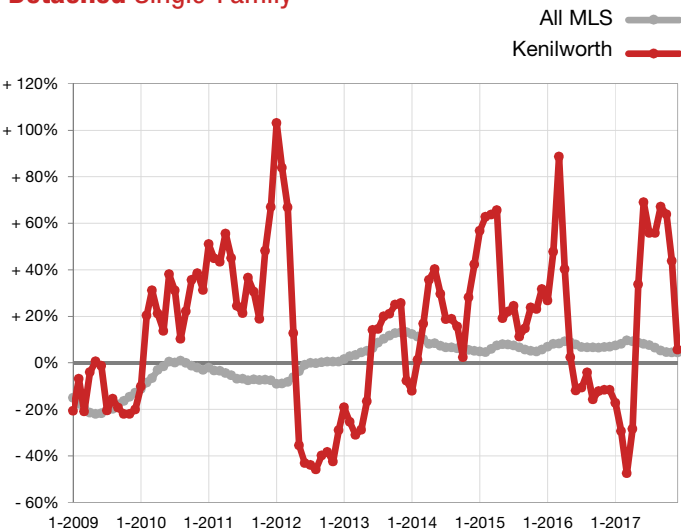
Trailing 12 Months

	12-2016	12-2017	+ / -	12-2016	12-2017	+ / -
New Listings	0	0	--	1	2	+ 100.0%
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	0	0	--	--	--	--

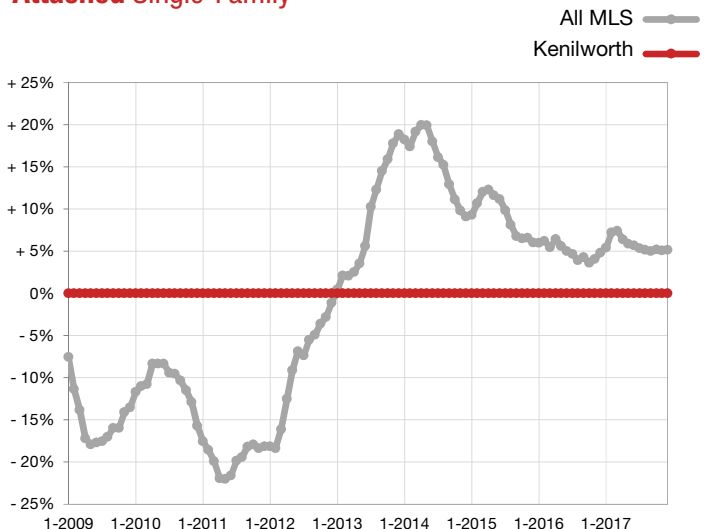
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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Lake Bluff

Local Market Update / December 2017

- 10.0%

- 42.9%

- 12.0%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

December

Trailing 12 Months

	12-2016	12-2017	+ / -	12-2016	12-2017	+ / -
New Listings	8	8	0.0%	253	235	- 7.1%
Under Contract (includes Contingent and Pending)	3	3	0.0%	136	130	- 4.4%
Closed Sales	13	7	- 46.2%	137	132	- 3.6%
Median Sales Price*	\$460,000	\$400,000	- 13.0%	\$546,000	\$581,075	+ 6.4%
Average Sales Price*	\$519,670	\$437,943	- 15.7%	\$685,829	\$631,164	- 8.0%
Percent of Original List Price Received*	86.1%	92.8%	+ 7.8%	91.4%	92.4%	+ 1.1%
Average Market Time	143	82	- 42.7%	122	124	+ 1.6%
Inventory of Homes for Sale at Month End	63	54	- 14.3%	--	--	--

Attached Single-Family

December

Trailing 12 Months

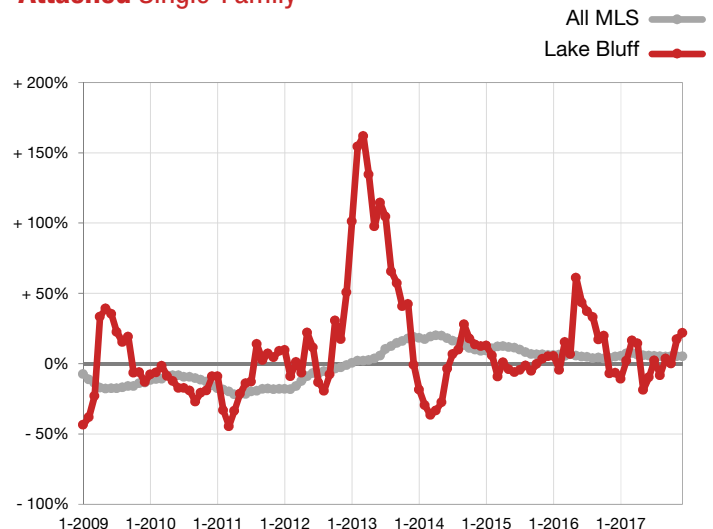
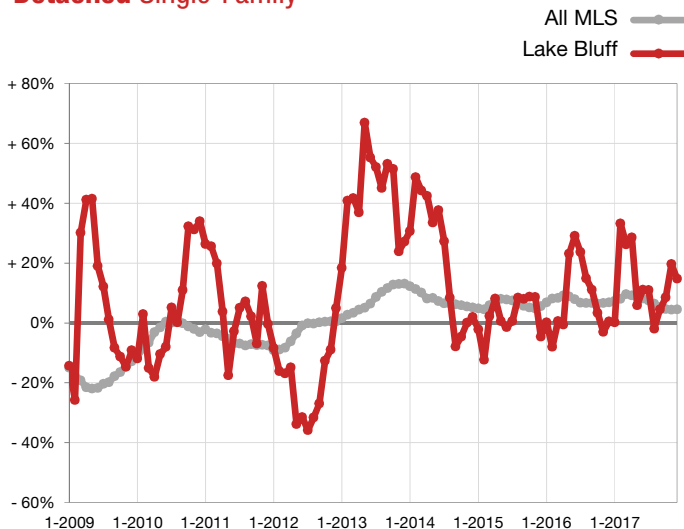
	12-2016	12-2017	+ / -	12-2016	12-2017	+ / -
New Listings	2	1	- 50.0%	70	66	- 5.7%
Under Contract (includes Contingent and Pending)	2	2	0.0%	47	44	- 6.4%
Closed Sales	1	1	0.0%	46	43	- 6.5%
Median Sales Price*	\$82,000	\$207,500	+ 153.0%	\$188,500	\$215,000	+ 14.1%
Average Sales Price*	\$82,000	\$207,500	+ 153.0%	\$223,627	\$236,120	+ 5.6%
Percent of Original List Price Received*	71.4%	92.2%	+ 29.1%	91.5%	93.3%	+ 2.0%
Average Market Time	180	35	- 80.6%	98	56	- 42.9%
Inventory of Homes for Sale at Month End	12	12	0.0%	--	--	--

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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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+ 27.8% **- 11.1%** **- 12.1%**

Lake Forest

Local Market Update / December 2017

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

	December			Trailing 12 Months		
	12-2016	12-2017	+ / -	12-2016	12-2017	+ / -
New Listings	14	15	+ 7.1%	697	641	- 8.0%
Under Contract (includes Contingent and Pending)	8	11	+ 37.5%	267	286	+ 7.1%
Closed Sales	24	21	- 12.5%	277	280	+ 1.1%
Median Sales Price*	\$737,500	\$1,035,000	+ 40.3%	\$780,000	\$845,000	+ 8.3%
Average Sales Price*	\$890,829	\$1,144,024	+ 28.4%	\$965,085	\$1,064,322	+ 10.3%
Percent of Original List Price Received*	87.6%	90.4%	+ 3.2%	89.0%	89.1%	+ 0.1%
Average Market Time	171	162	- 5.3%	176	189	+ 7.4%
Inventory of Homes for Sale at Month End	261	216	- 17.2%	--	--	--

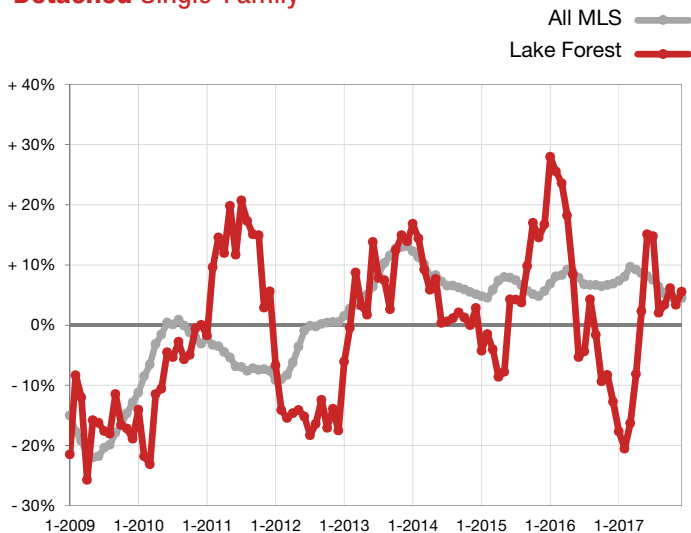
Attached Single-Family

	December			Trailing 12 Months		
	12-2016	12-2017	+ / -	12-2016	12-2017	+ / -
New Listings	4	8	+ 100.0%	86	137	+ 59.3%
Under Contract (includes Contingent and Pending)	2	4	+ 100.0%	48	73	+ 52.1%
Closed Sales	3	3	0.0%	51	65	+ 27.5%
Median Sales Price*	\$906,500	\$150,000	- 83.5%	\$394,000	\$397,500	+ 0.9%
Average Sales Price*	\$783,500	\$206,833	- 73.6%	\$493,770	\$422,503	- 14.4%
Percent of Original List Price Received*	87.9%	86.7%	- 1.4%	91.8%	90.0%	- 2.0%
Average Market Time	247	178	- 27.9%	125	154	+ 23.2%
Inventory of Homes for Sale at Month End	36	45	+ 25.0%	--	--	--

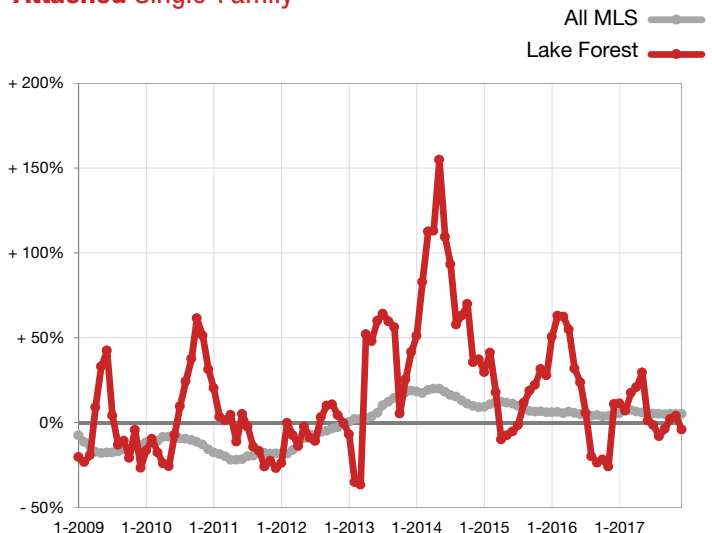
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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

Detached Single-Family



Attached Single-Family



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Lincolnshire

Local Market Update / December 2017

- 42.9%

+ 14.3%

- 24.6%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

	December			Trailing 12 Months		
	12-2016	12-2017	+ / -	12-2016	12-2017	+ / -
New Listings	4	3	- 25.0%	197	199	+ 1.0%
Under Contract (includes Contingent and Pending)	5	3	- 40.0%	104	97	- 6.7%
Closed Sales	6	6	0.0%	100	99	- 1.0%
Median Sales Price*	\$384,250	\$495,000	+ 28.8%	\$522,500	\$560,000	+ 7.2%
Average Sales Price*	\$455,583	\$609,167	+ 33.7%	\$559,717	\$574,307	+ 2.6%
Percent of Original List Price Received*	82.9%	93.9%	+ 13.3%	92.2%	91.8%	- 0.4%
Average Market Time	94	90	- 4.3%	123	139	+ 13.0%
Inventory of Homes for Sale at Month End	39	31	- 20.5%	--	--	--

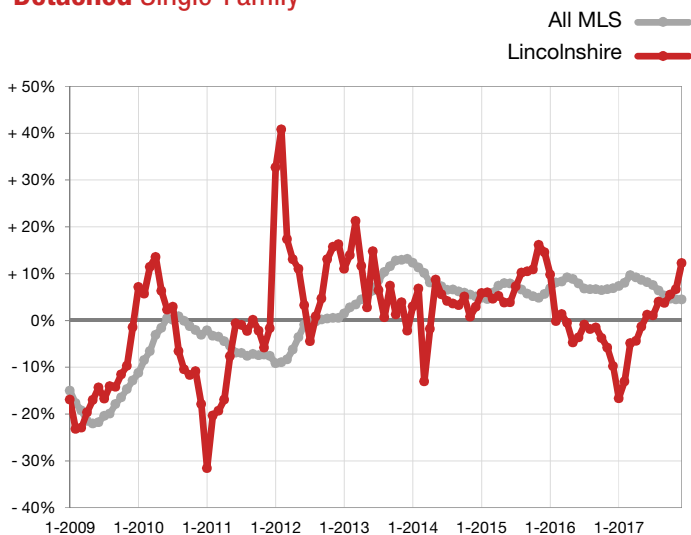
Attached Single-Family

	December			Trailing 12 Months		
	12-2016	12-2017	+ / -	12-2016	12-2017	+ / -
New Listings	3	1	- 66.7%	73	86	+ 17.8%
Under Contract (includes Contingent and Pending)	3	4	+ 33.3%	29	61	+ 110.3%
Closed Sales	1	2	+ 100.0%	26	61	+ 134.6%
Median Sales Price*	\$360,000	\$501,668	+ 39.4%	\$319,000	\$345,100	+ 8.2%
Average Sales Price*	\$360,000	\$501,668	+ 39.4%	\$340,281	\$381,697	+ 12.2%
Percent of Original List Price Received*	90.2%	97.9%	+ 8.5%	93.5%	94.2%	+ 0.7%
Average Market Time	31	6	- 80.6%	82	107	+ 30.5%
Inventory of Homes for Sale at Month End	22	15	- 31.8%	--	--	--

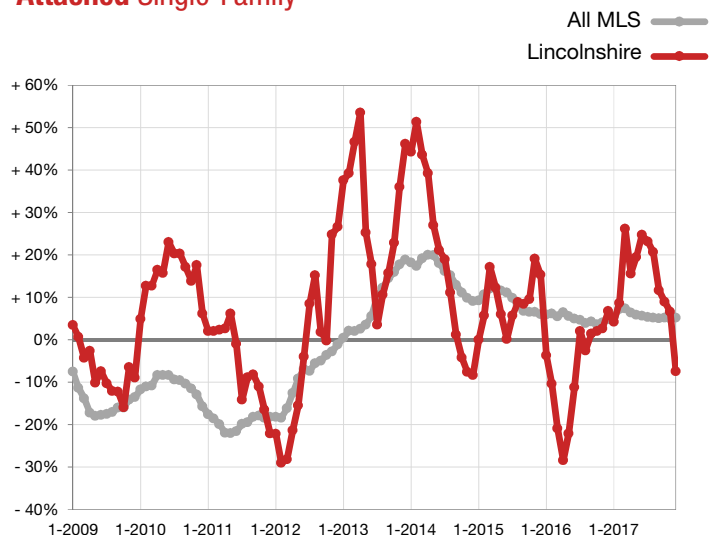
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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Lincolnwood

Local Market Update / December 2017

- 57.1%

+ 25.0%

- 22.4%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

	December			Trailing 12 Months		
	12-2016	12-2017	+ / -	12-2016	12-2017	+ / -
New Listings	12	6	- 50.0%	289	301	+ 4.2%
Under Contract (includes Contingent and Pending)	12	6	- 50.0%	109	124	+ 13.8%
Closed Sales	5	6	+ 20.0%	100	128	+ 28.0%
Median Sales Price*	\$450,000	\$370,000	- 17.8%	\$420,000	\$394,893	- 6.0%
Average Sales Price*	\$527,000	\$399,042	- 24.3%	\$463,921	\$449,355	- 3.1%
Percent of Original List Price Received*	91.8%	93.3%	+ 1.6%	93.5%	93.9%	+ 0.4%
Average Market Time	105	165	+ 57.1%	128	108	- 15.6%
Inventory of Homes for Sale at Month End	42	31	- 26.2%	--	--	--

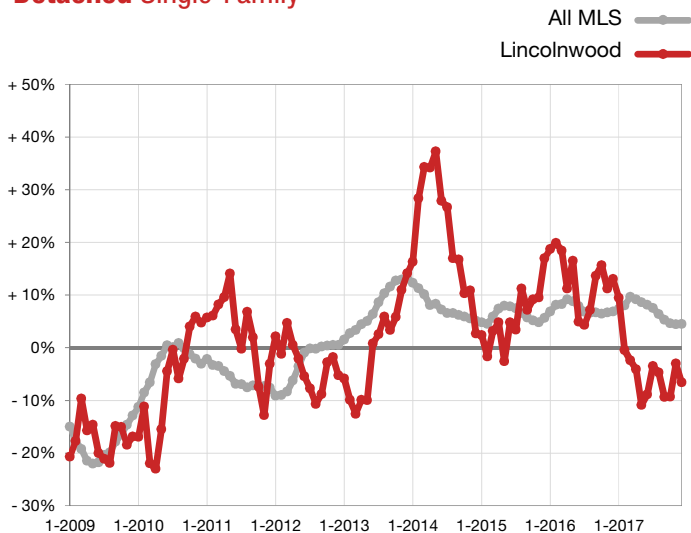
Attached Single-Family

	December			Trailing 12 Months		
	12-2016	12-2017	+ / -	12-2016	12-2017	+ / -
New Listings	2	0	- 100.0%	61	56	- 8.2%
Under Contract (includes Contingent and Pending)	1	0	- 100.0%	42	34	- 19.0%
Closed Sales	3	4	+ 33.3%	42	36	- 14.3%
Median Sales Price*	\$265,100	\$230,000	- 13.2%	\$244,250	\$233,250	- 4.5%
Average Sales Price*	\$247,700	\$231,500	- 6.5%	\$250,383	\$243,431	- 2.8%
Percent of Original List Price Received*	94.4%	96.2%	+ 1.9%	92.5%	91.2%	- 1.4%
Average Market Time	37	96	+ 159.5%	96	68	- 29.2%
Inventory of Homes for Sale at Month End	7	7	0.0%	--	--	--

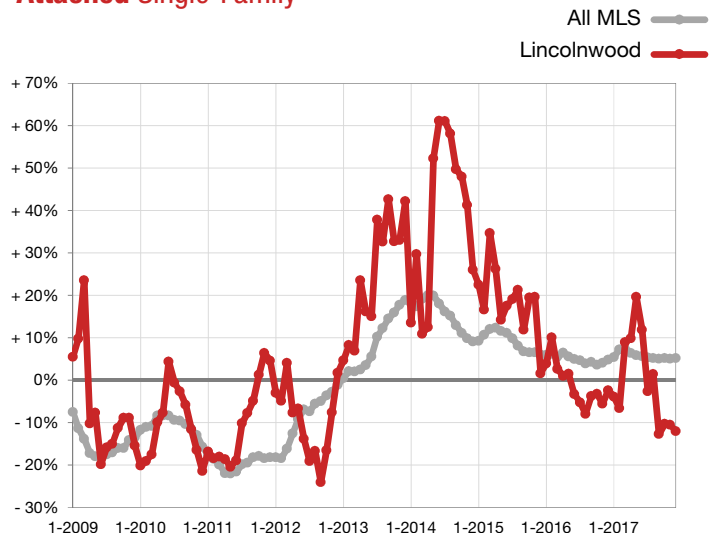
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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- 32.1%

- 12.1%

0.0%

Morton Grove

Local Market Update / December 2017

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

	December			Trailing 12 Months		
	12-2016	12-2017	+ / -	12-2016	12-2017	+ / -
New Listings	24	12	- 50.0%	550	553	+ 0.5%
Under Contract (includes Contingent and Pending)	18	20	+ 11.1%	270	319	+ 18.1%
Closed Sales	27	20	- 25.9%	267	322	+ 20.6%
Median Sales Price*	\$291,500	\$325,000	+ 11.5%	\$304,900	\$328,000	+ 7.6%
Average Sales Price*	\$309,181	\$324,213	+ 4.9%	\$326,440	\$341,178	+ 4.5%
Percent of Original List Price Received*	96.0%	93.8%	- 2.3%	94.9%	95.8%	+ 0.9%
Average Market Time	67	77	+ 14.9%	61	61	0.0%
Inventory of Homes for Sale at Month End	76	63	- 17.1%	--	--	--

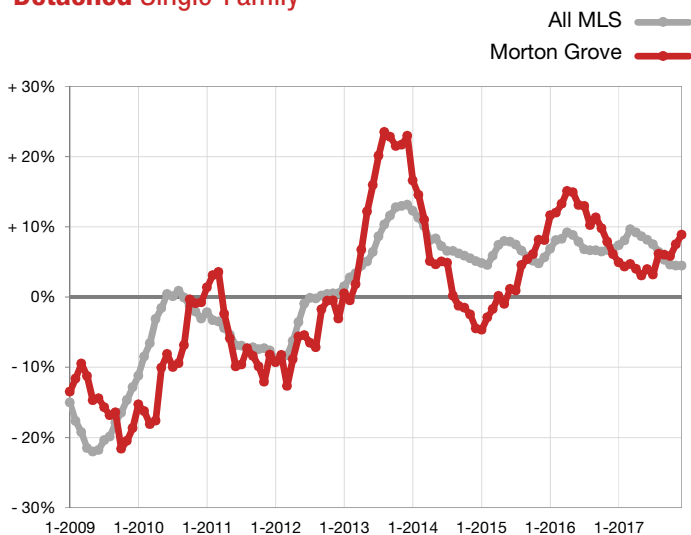
Attached Single-Family

	December			Trailing 12 Months		
	12-2016	12-2017	+ / -	12-2016	12-2017	+ / -
New Listings	4	7	+ 75.0%	181	191	+ 5.5%
Under Contract (includes Contingent and Pending)	5	10	+ 100.0%	98	108	+ 10.2%
Closed Sales	6	9	+ 50.0%	99	101	+ 2.0%
Median Sales Price*	\$94,900	\$225,000	+ 137.1%	\$172,500	\$196,500	+ 13.9%
Average Sales Price*	\$104,775	\$239,556	+ 128.6%	\$194,095	\$218,877	+ 12.8%
Percent of Original List Price Received*	90.4%	91.7%	+ 1.4%	94.3%	95.9%	+ 1.7%
Average Market Time	65	112	+ 72.3%	72	57	- 20.8%
Inventory of Homes for Sale at Month End	16	29	+ 81.3%	--	--	--

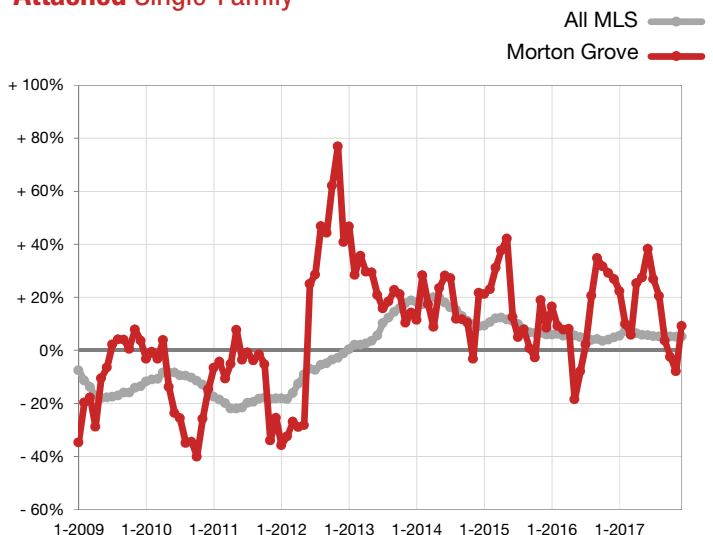
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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Niles

Local Market Update / December 2017

+ 8.0%

- 11.1%

- 6.3%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

	December			Trailing 12 Months		
	12-2016	12-2017	+ / -	12-2016	12-2017	+ / -
New Listings	19	14	- 26.3%	429	430	+ 0.2%
Under Contract (includes Contingent and Pending)	10	11	+ 10.0%	231	240	+ 3.9%
Closed Sales	15	17	+ 13.3%	233	236	+ 1.3%
Median Sales Price*	\$290,000	\$287,000	- 1.0%	\$296,000	\$310,000	+ 4.7%
Average Sales Price*	\$308,474	\$331,504	+ 7.5%	\$320,083	\$341,796	+ 6.8%
Percent of Original List Price Received*	95.6%	93.7%	- 2.0%	95.5%	95.2%	- 0.3%
Average Market Time	82	107	+ 30.5%	76	80	+ 5.3%
Inventory of Homes for Sale at Month End	64	48	- 25.0%	--	--	--

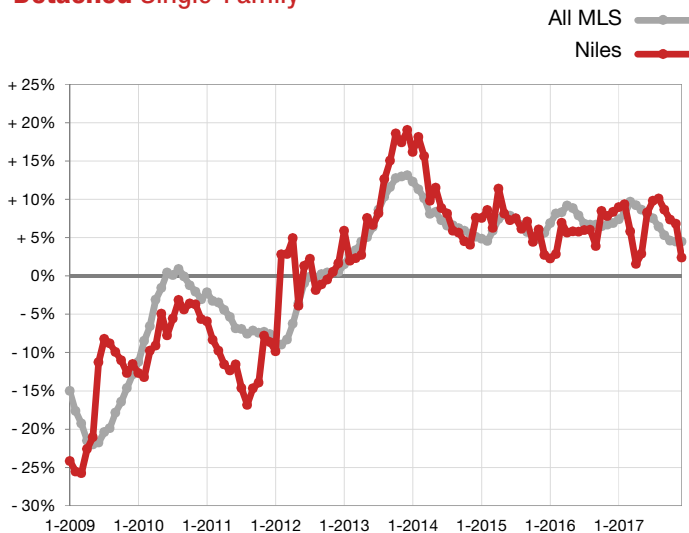
Attached Single-Family

	December			Trailing 12 Months		
	12-2016	12-2017	+ / -	12-2016	12-2017	+ / -
New Listings	6	13	+ 116.7%	222	253	+ 14.0%
Under Contract (includes Contingent and Pending)	9	10	+ 11.1%	159	151	- 5.0%
Closed Sales	12	7	- 41.7%	149	157	+ 5.4%
Median Sales Price*	\$174,000	\$153,000	- 12.1%	\$170,000	\$188,500	+ 10.9%
Average Sales Price*	\$166,117	\$159,586	- 3.9%	\$173,714	\$187,919	+ 8.2%
Percent of Original List Price Received*	91.0%	98.2%	+ 7.9%	94.7%	94.7%	0.0%
Average Market Time	90	39	- 56.7%	51	51	0.0%
Inventory of Homes for Sale at Month End	16	27	+ 68.8%	--	--	--

* 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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- 5.0%

+ 18.2%

- 16.6%

Northbrook

Local Market Update / December 2017

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

	December			Trailing 12 Months		
	12-2016	12-2017	+ / -	12-2016	12-2017	+ / -
New Listings	30	27	- 10.0%	989	1,064	+ 7.6%
Under Contract (includes Contingent and Pending)	24	17	- 29.2%	447	498	+ 11.4%
Closed Sales	31	31	0.0%	452	496	+ 9.7%
Median Sales Price*	\$525,000	\$560,000	+ 6.7%	\$545,000	\$540,000	- 0.9%
Average Sales Price*	\$608,610	\$591,146	- 2.9%	\$606,288	\$615,526	+ 1.5%
Percent of Original List Price Received*	88.9%	93.4%	+ 5.1%	93.3%	93.5%	+ 0.2%
Average Market Time	102	127	+ 24.5%	97	118	+ 21.6%
Inventory of Homes for Sale at Month End	177	132	- 25.4%	--	--	--

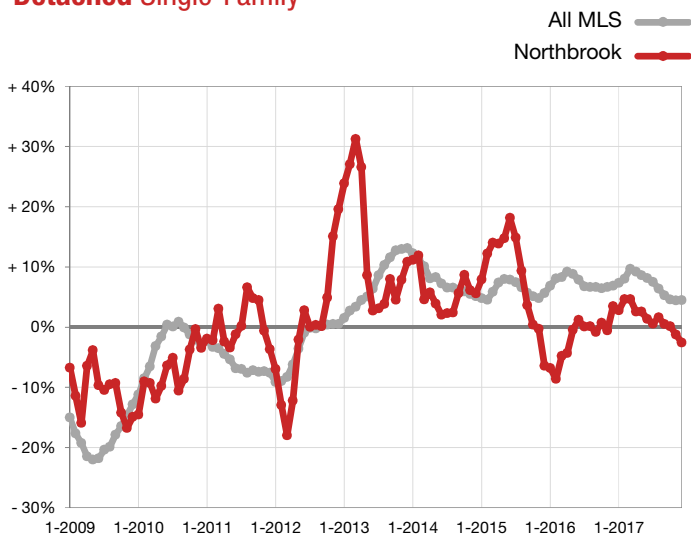
Attached Single-Family

	December			Trailing 12 Months		
	12-2016	12-2017	+ / -	12-2016	12-2017	+ / -
New Listings	10	11	+ 10.0%	402	472	+ 17.4%
Under Contract (includes Contingent and Pending)	23	11	- 52.2%	282	283	+ 0.4%
Closed Sales	13	21	+ 61.5%	272	292	+ 7.4%
Median Sales Price*	\$355,000	\$316,000	- 11.0%	\$301,250	\$290,000	- 3.7%
Average Sales Price*	\$363,308	\$336,801	- 7.3%	\$308,279	\$318,745	+ 3.4%
Percent of Original List Price Received*	91.9%	93.4%	+ 1.6%	93.6%	94.1%	+ 0.5%
Average Market Time	60	74	+ 23.3%	84	72	- 14.3%
Inventory of Homes for Sale at Month End	64	69	+ 7.8%	--	--	--

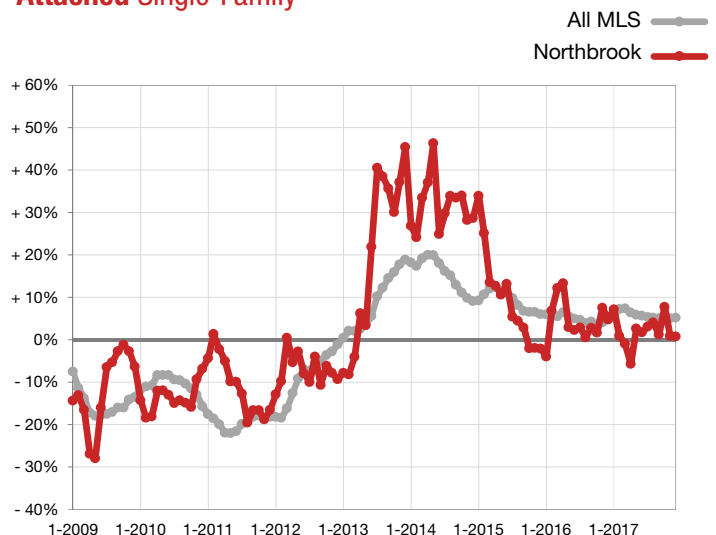
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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Northfield

Local Market Update / December 2017

- 33.3%

0.0%

- 19.5%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

	December			Trailing 12 Months		
	12-2016	12-2017	+ / -	12-2016	12-2017	+ / -
New Listings	4	3	- 25.0%	127	134	+ 5.5%
Under Contract (includes Contingent and Pending)	3	3	0.0%	65	70	+ 7.7%
Closed Sales	3	4	+ 33.3%	65	72	+ 10.8%
Median Sales Price*	\$357,000	\$428,500	+ 20.0%	\$630,000	\$628,750	- 0.2%
Average Sales Price*	\$571,267	\$559,750	- 2.0%	\$793,508	\$761,849	- 4.0%
Percent of Original List Price Received*	78.5%	95.6%	+ 21.8%	91.6%	92.2%	+ 0.7%
Average Market Time	148	157	+ 6.1%	113	149	+ 31.9%
Inventory of Homes for Sale at Month End	28	27	- 3.6%	--	--	--

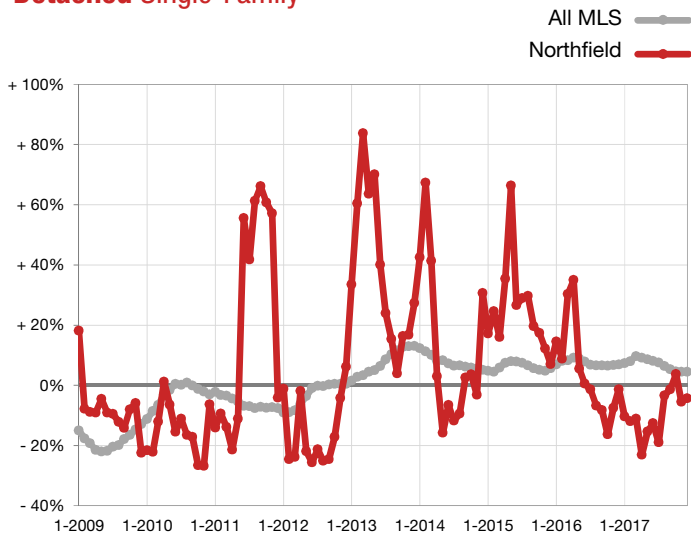
Attached Single-Family

	December			Trailing 12 Months		
	12-2016	12-2017	+ / -	12-2016	12-2017	+ / -
New Listings	2	1	- 50.0%	57	55	- 3.5%
Under Contract (includes Contingent and Pending)	0	4	--	43	50	+ 16.3%
Closed Sales	4	3	- 25.0%	43	46	+ 7.0%
Median Sales Price*	\$199,250	\$625,500	+ 213.9%	\$270,000	\$250,000	- 7.4%
Average Sales Price*	\$321,500	\$573,833	+ 78.5%	\$348,300	\$322,476	- 7.4%
Percent of Original List Price Received*	90.6%	95.4%	+ 5.3%	93.3%	94.1%	+ 0.9%
Average Market Time	116	66	- 43.1%	91	78	- 14.3%
Inventory of Homes for Sale at Month End	13	6	- 53.8%	--	--	--

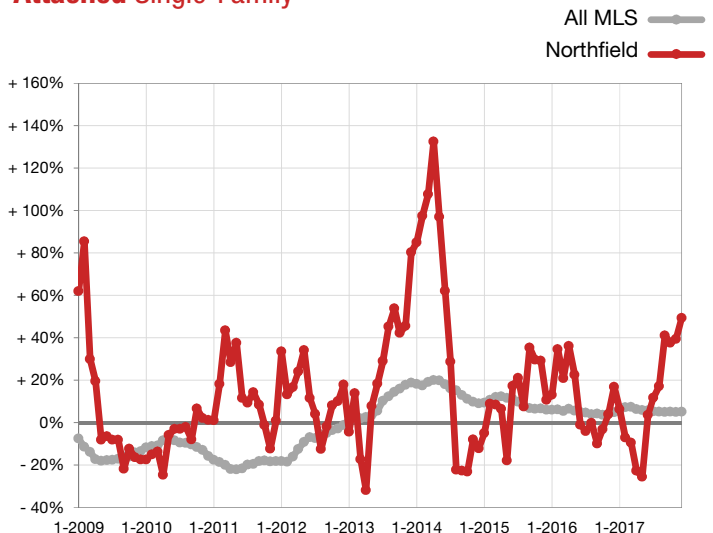
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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Skokie

Local Market Update / December 2017

- 6.5%

Change in
New Listings
All Properties

- 13.8%

Change in
Closed Sales
All Properties

- 16.0%

Change in
Inventory of Homes
All Properties

Detached Single-Family

	December			Trailing 12 Months		
	12-2016	12-2017	+ / -	12-2016	12-2017	+ / -
New Listings	24	28	+ 16.7%	869	824	- 5.2%
Under Contract (includes Contingent and Pending)	20	35	+ 75.0%	502	484	- 3.6%
Closed Sales	45	37	- 17.8%	526	472	- 10.3%
Median Sales Price*	\$308,000	\$350,000	+ 13.6%	\$315,000	\$327,750	+ 4.0%
Average Sales Price*	\$354,879	\$359,051	+ 1.2%	\$345,246	\$353,702	+ 2.4%
Percent of Original List Price Received*	94.8%	89.9%	- 5.2%	95.2%	95.0%	- 0.2%
Average Market Time	85	113	+ 32.9%	82	76	- 7.3%
Inventory of Homes for Sale at Month End	109	98	- 10.1%	--	--	--

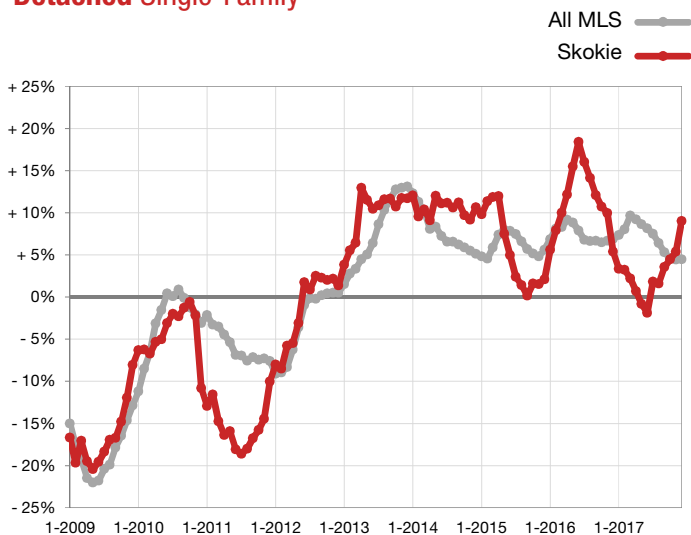
Attached Single-Family

	December			Trailing 12 Months		
	12-2016	12-2017	+ / -	12-2016	12-2017	+ / -
New Listings	22	15	- 31.8%	463	489	+ 5.6%
Under Contract (includes Contingent and Pending)	19	19	0.0%	258	293	+ 13.6%
Closed Sales	20	19	- 5.0%	264	295	+ 11.7%
Median Sales Price*	\$177,500	\$186,000	+ 4.8%	\$179,950	\$186,500	+ 3.6%
Average Sales Price*	\$204,676	\$198,278	- 3.1%	\$198,706	\$202,264	+ 1.8%
Percent of Original List Price Received*	89.8%	94.6%	+ 5.3%	94.1%	94.7%	+ 0.6%
Average Market Time	78	59	- 24.4%	94	76	- 19.1%
Inventory of Homes for Sale at Month End	78	59	- 24.4%	--	--	--

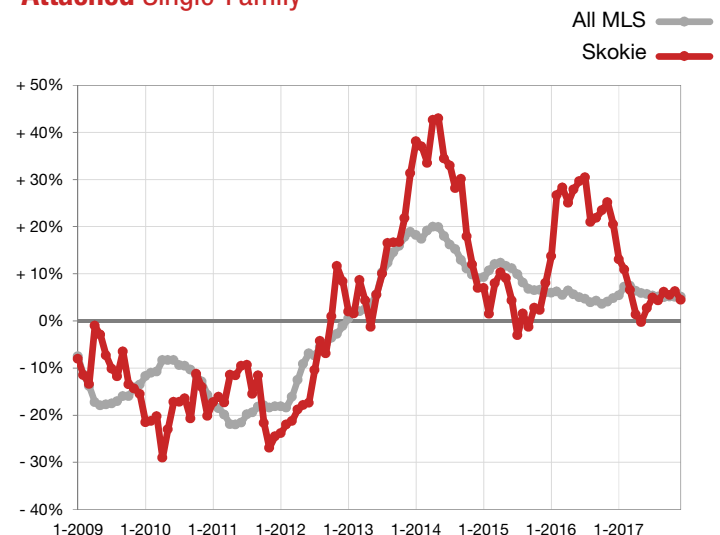
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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- 15.4% **- 13.6%** **- 34.0%**

Wilmette

Local Market Update / December 2017

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

	December			Trailing 12 Months		
	12-2016	12-2017	+ / -	12-2016	12-2017	+ / -
New Listings	24	17	- 29.2%	735	668	- 9.1%
Under Contract (includes Contingent and Pending)	13	18	+ 38.5%	377	375	- 0.5%
Closed Sales	17	13	- 23.5%	385	367	- 4.7%
Median Sales Price*	\$765,000	\$676,000	- 11.6%	\$740,000	\$725,000	- 2.0%
Average Sales Price*	\$799,971	\$926,423	+ 15.8%	\$858,661	\$857,646	- 0.1%
Percent of Original List Price Received*	89.3%	90.5%	+ 1.3%	93.6%	93.2%	- 0.4%
Average Market Time	117	89	- 23.9%	94	110	+ 17.0%
Inventory of Homes for Sale at Month End	127	90	- 29.1%	--	--	--

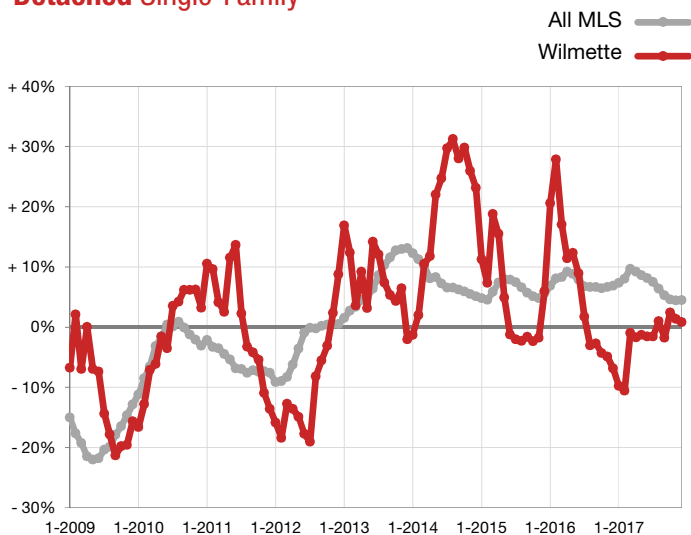
Attached Single-Family

	December			Trailing 12 Months		
	12-2016	12-2017	+ / -	12-2016	12-2017	+ / -
New Listings	2	5	+ 150.0%	153	138	- 9.8%
Under Contract (includes Contingent and Pending)	3	6	+ 100.0%	96	113	+ 17.7%
Closed Sales	5	6	+ 20.0%	101	111	+ 9.9%
Median Sales Price*	\$400,000	\$285,000	- 28.8%	\$292,500	\$320,000	+ 9.4%
Average Sales Price*	\$401,000	\$332,500	- 17.1%	\$338,048	\$362,477	+ 7.2%
Percent of Original List Price Received*	92.3%	94.2%	+ 2.1%	92.7%	92.3%	- 0.4%
Average Market Time	101	139	+ 37.6%	89	103	+ 15.7%
Inventory of Homes for Sale at Month End	32	15	- 53.1%	--	--	--

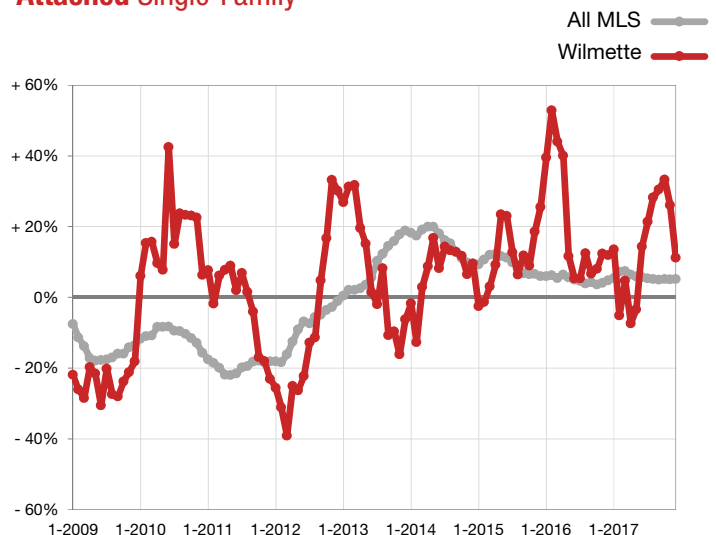
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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

Detached Single-Family



Attached Single-Family



**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

Winnetka

Local Market Update / December 2017

- 27.3%

- 41.2%

- 20.6%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

	December			Trailing 12 Months		
	12-2016	12-2017	+ / -	12-2016	12-2017	+ / -
New Listings	10	8	- 20.0%	603	502	- 16.7%
Under Contract (includes Contingent and Pending)	13	12	- 7.7%	246	261	+ 6.1%
Closed Sales	14	10	- 28.6%	242	255	+ 5.4%
Median Sales Price*	\$1,481,500	\$900,000	- 39.3%	\$1,225,000	\$1,122,500	- 8.4%
Average Sales Price*	\$1,824,232	\$1,439,192	- 21.1%	\$1,393,791	\$1,340,503	- 3.8%
Percent of Original List Price Received*	89.9%	87.1%	- 3.1%	91.7%	91.4%	- 0.3%
Average Market Time	206	252	+ 22.3%	163	159	- 2.5%
Inventory of Homes for Sale at Month End	119	98	- 17.6%	--	--	--

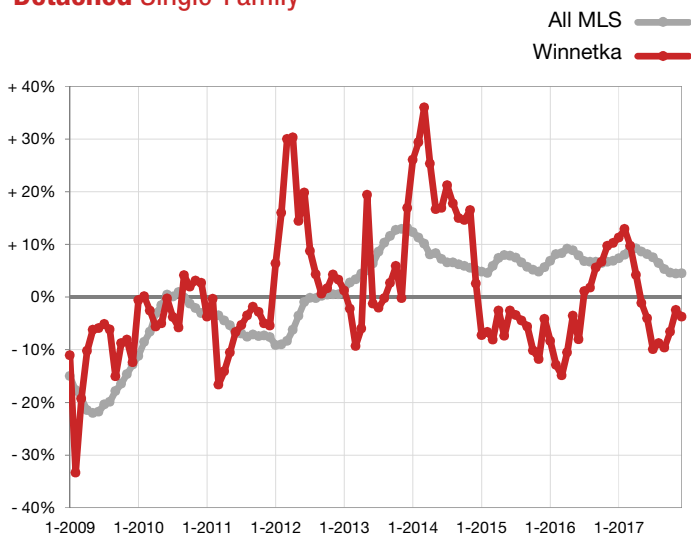
Attached Single-Family

	December			Trailing 12 Months		
	12-2016	12-2017	+ / -	12-2016	12-2017	+ / -
New Listings	1	0	- 100.0%	45	28	- 37.8%
Under Contract (includes Contingent and Pending)	3	0	- 100.0%	25	26	+ 4.0%
Closed Sales	3	0	- 100.0%	27	25	- 7.4%
Median Sales Price*	\$235,000	\$0	- 100.0%	\$375,000	\$425,000	+ 13.3%
Average Sales Price*	\$230,000	\$0	- 100.0%	\$414,500	\$462,560	+ 11.6%
Percent of Original List Price Received*	82.9%	0.0%	- 100.0%	92.9%	91.1%	- 1.9%
Average Market Time	155	0	- 100.0%	131	133	+ 1.5%
Inventory of Homes for Sale at Month End	12	6	- 50.0%	--	--	--

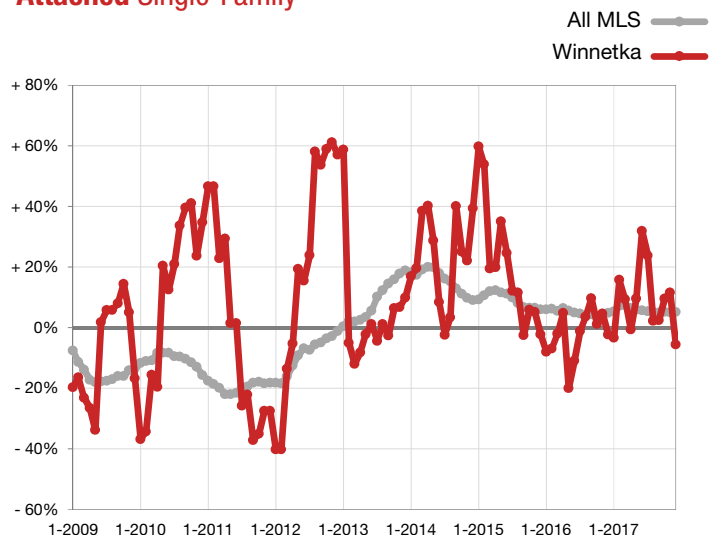
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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