

NORTH SHORE

NEIGHBORHOOD MARKET REPORT

Insight, trends and outlook on your local real estate market

UPDATED APRIL 16, 2022



Deerfield

Local Market Update / March 2022

- 25.0%

- 31.7%

- 68.5%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

	March			Trailing 12 Months		
	3-2021	3-2022	+ / -	3-2021	3-2022	+ / -
New Listings	48	37	- 22.9%	499	495	- 0.8%
Under Contract (includes Contingent and Pending)	44	26	- 40.9%	329	328	- 0.3%
Closed Sales	31	15	- 51.6%	297	352	+ 18.5%
Median Sales Price*	\$557,500	\$660,000	+ 18.4%	\$500,000	\$555,000	+ 11.0%
Average Sales Price*	\$576,522	\$758,703	+ 31.6%	\$568,418	\$602,018	+ 5.9%
Percent of Original List Price Received*	98.8%	97.9%	- 0.9%	95.1%	97.3%	+ 2.3%
Average Market Time	127	68	- 46.5%	99	67	- 32.3%
Inventory of Homes for Sale at Month End	52	18	- 65.4%	--	--	--

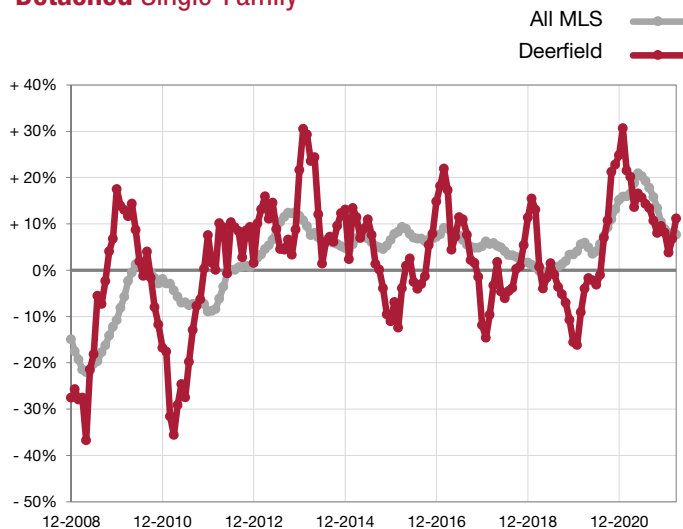
Attached Single-Family

	March			Trailing 12 Months		
	3-2021	3-2022	+ / -	3-2021	3-2022	+ / -
New Listings	20	14	- 30.0%	181	176	- 2.8%
Under Contract (includes Contingent and Pending)	14	14	0.0%	111	145	+ 30.6%
Closed Sales	10	13	+ 30.0%	104	144	+ 38.5%
Median Sales Price*	\$290,000	\$359,000	+ 23.8%	\$255,500	\$285,500	+ 11.7%
Average Sales Price*	\$303,050	\$351,000	+ 15.8%	\$261,642	\$301,477	+ 15.2%
Percent of Original List Price Received*	93.7%	98.6%	+ 5.2%	95.0%	97.2%	+ 2.3%
Average Market Time	93	28	- 69.9%	68	41	- 39.7%
Inventory of Homes for Sale at Month End	21	5	- 76.2%	--	--	--

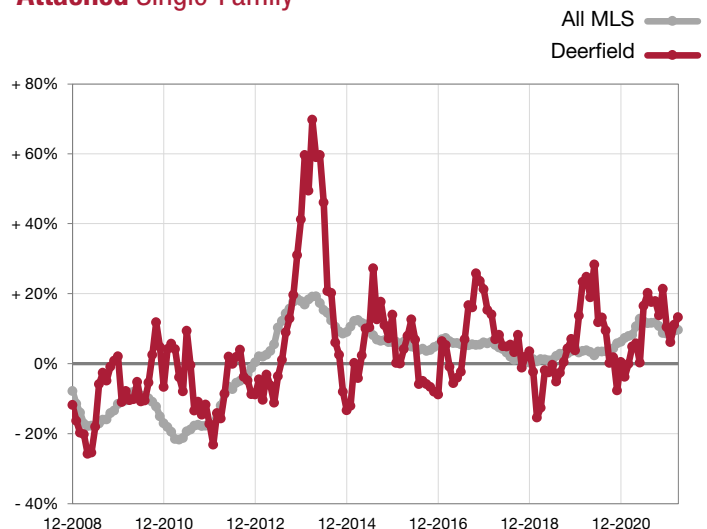
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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

Detached Single-Family



Attached Single-Family



Evanston

Local Market Update / March 2022

- 21.0%

+ 7.0%

- 41.9%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

	March			Trailing 12 Months		
	3-2021	3-2022	+ / -	3-2021	3-2022	+ / -
New Listings	73	57	- 21.9%	682	646	- 5.3%
Under Contract (includes Contingent and Pending)	50	42	- 16.0%	542	477	- 12.0%
Closed Sales	40	43	+ 7.5%	543	503	- 7.4%
Median Sales Price*	\$696,500	\$650,000	- 6.7%	\$597,500	\$627,500	+ 5.0%
Average Sales Price*	\$724,298	\$778,174	+ 7.4%	\$680,186	\$732,943	+ 7.8%
Percent of Original List Price Received*	96.6%	99.9%	+ 3.4%	95.9%	98.8%	+ 3.0%
Average Market Time	58	45	- 22.4%	88	38	- 56.8%
Inventory of Homes for Sale at Month End	55	34	- 38.2%	--	--	--

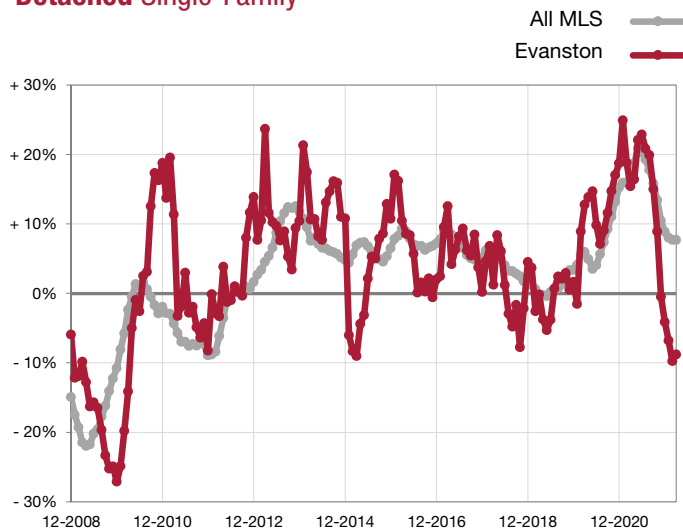
Attached Single-Family

	March			Trailing 12 Months		
	3-2021	3-2022	+ / -	3-2021	3-2022	+ / -
New Listings	94	75	- 20.2%	951	1,020	+ 7.3%
Under Contract (includes Contingent and Pending)	71	62	- 12.7%	599	737	+ 23.0%
Closed Sales	60	64	+ 6.7%	563	747	+ 32.7%
Median Sales Price*	\$253,750	\$299,950	+ 18.2%	\$255,000	\$275,000	+ 7.8%
Average Sales Price*	\$277,932	\$334,473	+ 20.3%	\$297,043	\$307,721	+ 3.6%
Percent of Original List Price Received*	94.6%	97.2%	+ 2.7%	95.4%	96.5%	+ 1.2%
Average Market Time	113	64	- 43.4%	88	58	- 34.1%
Inventory of Homes for Sale at Month End	124	70	- 43.5%	--	--	--

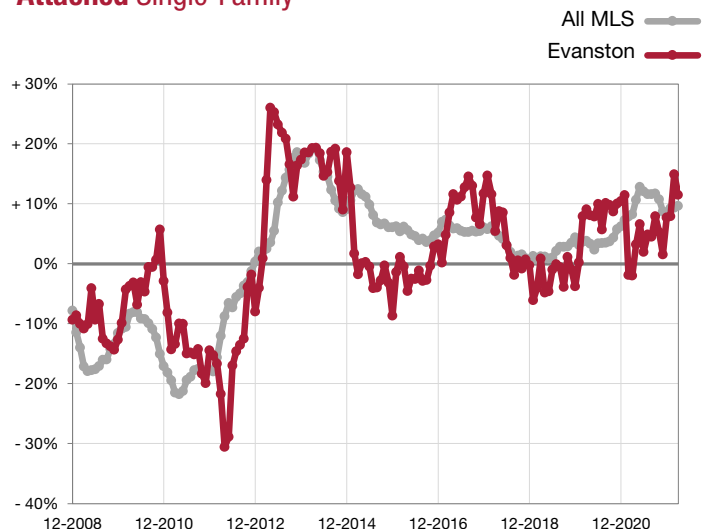
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



Glencoe

Local Market Update / March 2022

- 44.1%

- 16.7%

- 67.6%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

	March			Trailing 12 Months		
	3-2021	3-2022	+ / -	3-2021	3-2022	+ / -
New Listings	32	17	- 46.9%	290	208	- 28.3%
Under Contract (includes Contingent and Pending)	26	17	- 34.6%	215	161	- 25.1%
Closed Sales	11	8	- 27.3%	197	169	- 14.2%
Median Sales Price*	\$920,000	\$993,500	+ 8.0%	\$979,900	\$1,205,000	+ 23.0%
Average Sales Price*	\$1,121,447	\$1,266,946	+ 13.0%	\$1,187,658	\$1,448,057	+ 21.9%
Percent of Original List Price Received*	97.6%	103.1%	+ 5.6%	94.0%	96.8%	+ 3.0%
Average Market Time	37	25	- 32.4%	117	71	- 39.3%
Inventory of Homes for Sale at Month End	32	11	- 65.6%	--	--	--

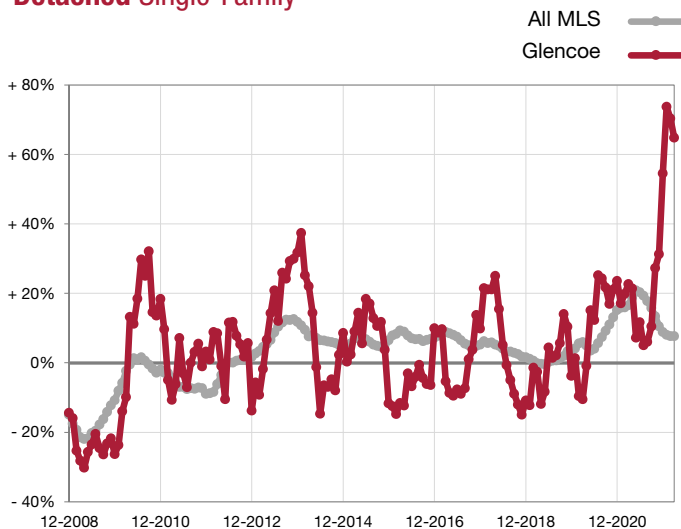
Attached Single-Family

	March			Trailing 12 Months		
	3-2021	3-2022	+ / -	3-2021	3-2022	+ / -
New Listings	2	2	0.0%	19	24	+ 26.3%
Under Contract (includes Contingent and Pending)	3	1	- 66.7%	14	15	+ 7.1%
Closed Sales	1	2	+ 100.0%	11	18	+ 63.6%
Median Sales Price*	\$222,000	\$444,000	+ 100.0%	\$380,000	\$294,500	- 22.5%
Average Sales Price*	\$222,000	\$444,000	+ 100.0%	\$372,182	\$378,507	+ 1.7%
Percent of Original List Price Received*	79.6%	101.9%	+ 28.0%	90.7%	97.4%	+ 7.4%
Average Market Time	140	3	- 97.9%	147	38	- 74.1%
Inventory of Homes for Sale at Month End	2	0	- 100.0%	--	--	--

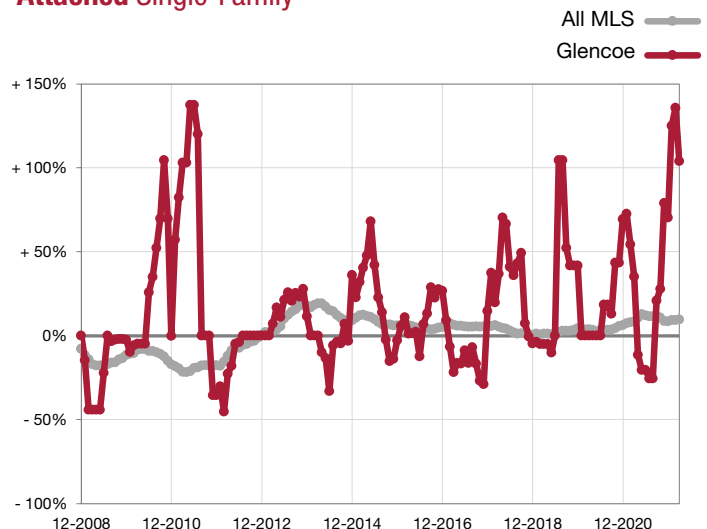
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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Glenview

Local Market Update / March 2022

- 45.3%

- 14.9%

- 49.2%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

	March			Trailing 12 Months		
	3-2021	3-2022	+ / -	3-2021	3-2022	+ / -
New Listings	138	73	- 47.1%	1,199	1,030	- 14.1%
Under Contract (includes Contingent and Pending)	89	60	- 32.6%	758	672	- 11.3%
Closed Sales	61	46	- 24.6%	689	742	+ 7.7%
Median Sales Price*	\$556,000	\$737,000	+ 32.6%	\$610,000	\$680,000	+ 11.5%
Average Sales Price*	\$709,853	\$823,172	+ 16.0%	\$695,574	\$773,896	+ 11.3%
Percent of Original List Price Received*	96.5%	99.9%	+ 3.5%	95.2%	97.8%	+ 2.7%
Average Market Time	91	38	- 58.2%	104	53	- 49.0%
Inventory of Homes for Sale at Month End	110	66	- 40.0%	--	--	--

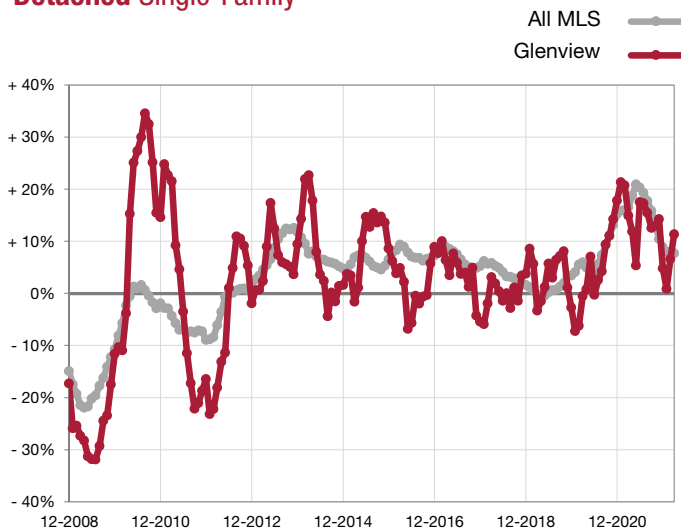
Attached Single-Family

	March			Trailing 12 Months		
	3-2021	3-2022	+ / -	3-2021	3-2022	+ / -
New Listings	65	38	- 41.5%	581	578	- 0.5%
Under Contract (includes Contingent and Pending)	50	35	- 30.0%	347	388	+ 11.8%
Closed Sales	33	34	+ 3.0%	329	400	+ 21.6%
Median Sales Price*	\$306,000	\$243,750	- 20.3%	\$290,000	\$320,000	+ 10.3%
Average Sales Price*	\$310,318	\$287,879	- 7.2%	\$322,176	\$353,040	+ 9.6%
Percent of Original List Price Received*	96.3%	97.7%	+ 1.5%	95.0%	97.0%	+ 2.1%
Average Market Time	90	58	- 35.6%	82	52	- 36.6%
Inventory of Homes for Sale at Month End	67	24	- 64.2%	--	--	--

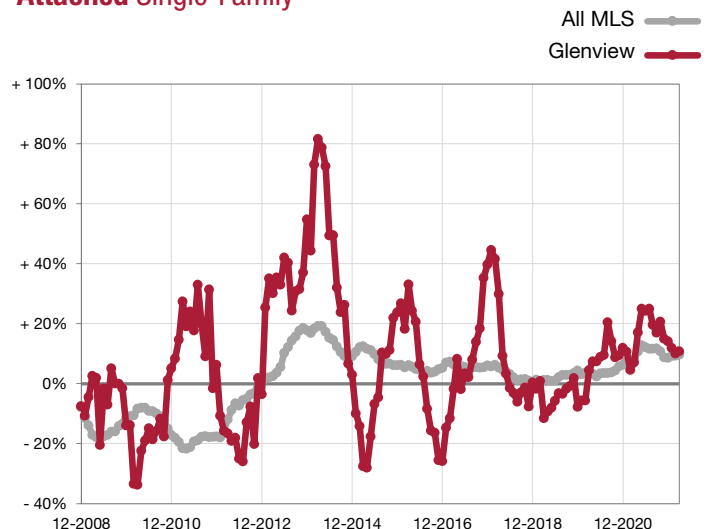
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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Highland Park

Local Market Update / March 2022

- 21.9%

+ 12.0%

- 47.9%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

	March			Trailing 12 Months		
	3-2021	3-2022	+ / -	3-2021	3-2022	+ / -
New Listings	76	62	- 18.4%	806	767	- 4.8%
Under Contract (includes Contingent and Pending)	55	45	- 18.2%	617	552	- 10.5%
Closed Sales	40	38	- 5.0%	583	584	+ 0.2%
Median Sales Price*	\$602,500	\$639,950	+ 6.2%	\$550,000	\$648,000	+ 17.8%
Average Sales Price*	\$669,073	\$759,271	+ 13.5%	\$645,967	\$751,769	+ 16.4%
Percent of Original List Price Received*	96.5%	98.9%	+ 2.5%	93.9%	97.2%	+ 3.5%
Average Market Time	41	101	+ 146.3%	114	58	- 49.1%
Inventory of Homes for Sale at Month End	93	47	- 49.5%	--	--	--

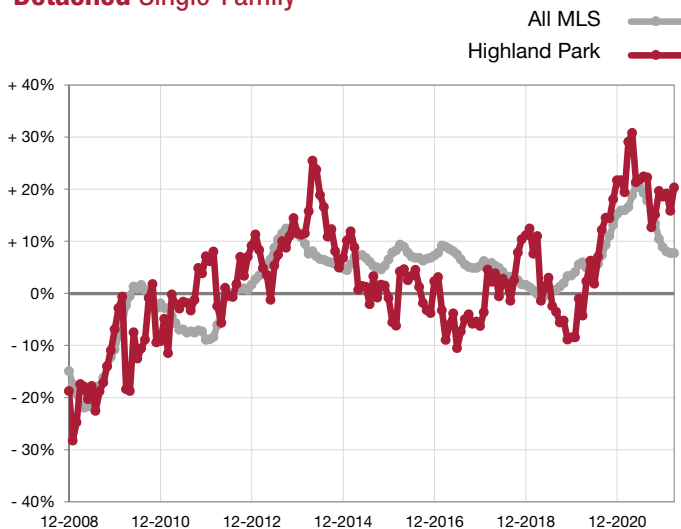
Attached Single-Family

	March			Trailing 12 Months		
	3-2021	3-2022	+ / -	3-2021	3-2022	+ / -
New Listings	20	13	- 35.0%	204	156	- 23.5%
Under Contract (includes Contingent and Pending)	16	9	- 43.8%	155	139	- 10.3%
Closed Sales	10	18	+ 80.0%	136	155	+ 14.0%
Median Sales Price*	\$295,000	\$270,000	- 8.5%	\$311,000	\$330,000	+ 6.1%
Average Sales Price*	\$374,200	\$323,279	- 13.6%	\$364,698	\$396,767	+ 8.8%
Percent of Original List Price Received*	94.6%	99.4%	+ 5.1%	91.9%	96.8%	+ 5.3%
Average Market Time	63	25	- 60.3%	145	68	- 53.1%
Inventory of Homes for Sale at Month End	26	15	- 42.3%	--	--	--

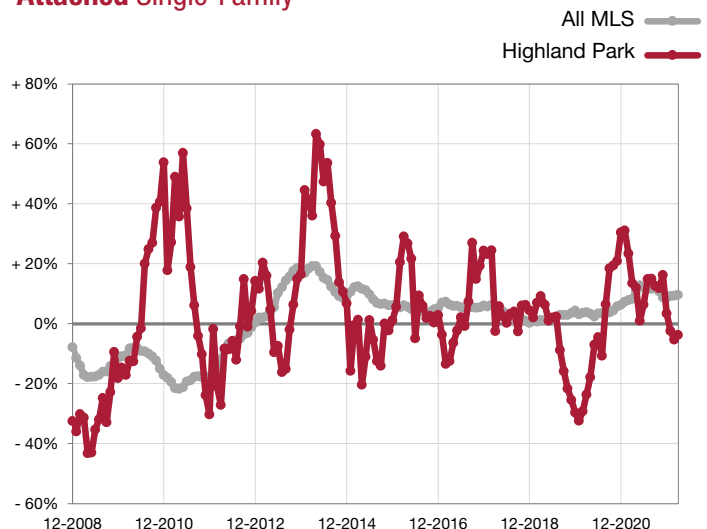
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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Kenilworth

Local Market Update / March 2022

- 11.1%

0.0%

- 61.9%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

	March			Trailing 12 Months		
	3-2021	3-2022	+ / -	3-2021	3-2022	+ / -
New Listings	18	16	- 11.1%	131	129	- 1.5%
Under Contract (includes Contingent and Pending)	8	17	+ 112.5%	71	76	+ 7.0%
Closed Sales	7	7	0.0%	67	72	+ 7.5%
Median Sales Price*	\$2,000,000	\$1,600,000	- 20.0%	\$1,230,000	\$1,570,000	+ 27.6%
Average Sales Price*	\$1,840,000	\$2,011,410	+ 9.3%	\$1,642,551	\$1,895,384	+ 15.4%
Percent of Original List Price Received*	95.7%	102.3%	+ 6.9%	92.3%	96.5%	+ 4.6%
Average Market Time	88	34	- 61.4%	209	81	- 61.2%
Inventory of Homes for Sale at Month End	21	8	- 61.9%	--	--	--

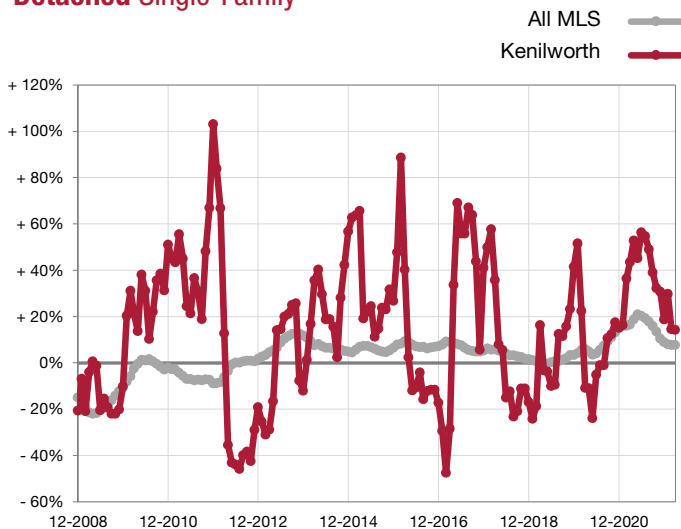
Attached Single-Family

	March			Trailing 12 Months		
	3-2021	3-2022	+ / -	3-2021	3-2022	+ / -
New Listings	0	0	--	0	0	--
Under Contract (includes Contingent and Pending)	0	0	--	0	0	--
Closed Sales	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of Original List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Average Market Time	0	0	--	0	0	--
Inventory of Homes for Sale at Month End	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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Lake Bluff

Local Market Update / March 2022

- 22.2%

- 47.6%

- 47.1%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

	March			Trailing 12 Months		
	3-2021	3-2022	+ / -	3-2021	3-2022	+ / -
New Listings	27	22	- 18.5%	215	222	+ 3.3%
Under Contract (includes Contingent and Pending)	25	17	- 32.0%	176	172	- 2.3%
Closed Sales	18	9	- 50.0%	164	182	+ 11.0%
Median Sales Price*	\$683,000	\$850,000	+ 24.5%	\$550,000	\$567,500	+ 3.2%
Average Sales Price*	\$726,083	\$1,522,944	+ 109.7%	\$663,534	\$785,702	+ 18.4%
Percent of Original List Price Received*	95.6%	98.8%	+ 3.3%	93.1%	97.0%	+ 4.2%
Average Market Time	83	43	- 48.2%	140	56	- 60.0%
Inventory of Homes for Sale at Month End	28	15	- 46.4%	--	--	--

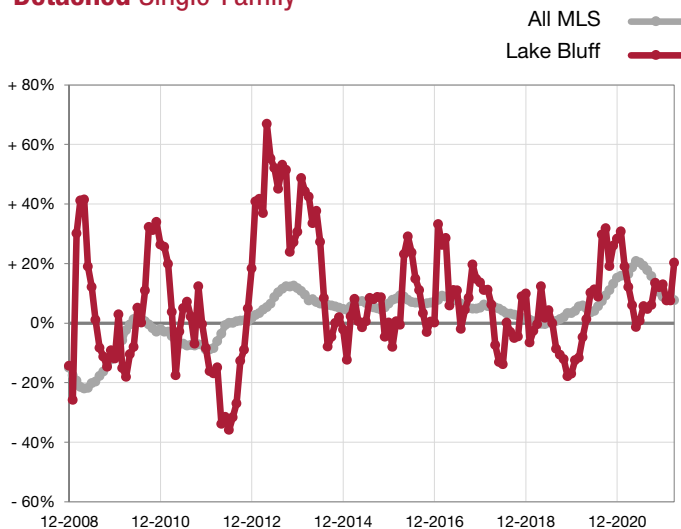
Attached Single-Family

	March			Trailing 12 Months		
	3-2021	3-2022	+ / -	3-2021	3-2022	+ / -
New Listings	9	6	- 33.3%	54	80	+ 48.1%
Under Contract (includes Contingent and Pending)	4	5	+ 25.0%	41	65	+ 58.5%
Closed Sales	3	2	- 33.3%	40	63	+ 57.5%
Median Sales Price*	\$160,000	\$238,000	+ 48.8%	\$220,000	\$214,500	- 2.5%
Average Sales Price*	\$172,000	\$238,000	+ 38.4%	\$255,779	\$223,039	- 12.8%
Percent of Original List Price Received*	96.6%	98.8%	+ 2.3%	94.7%	97.8%	+ 3.3%
Average Market Time	24	104	+ 333.3%	80	46	- 42.5%
Inventory of Homes for Sale at Month End	6	3	- 50.0%	--	--	--

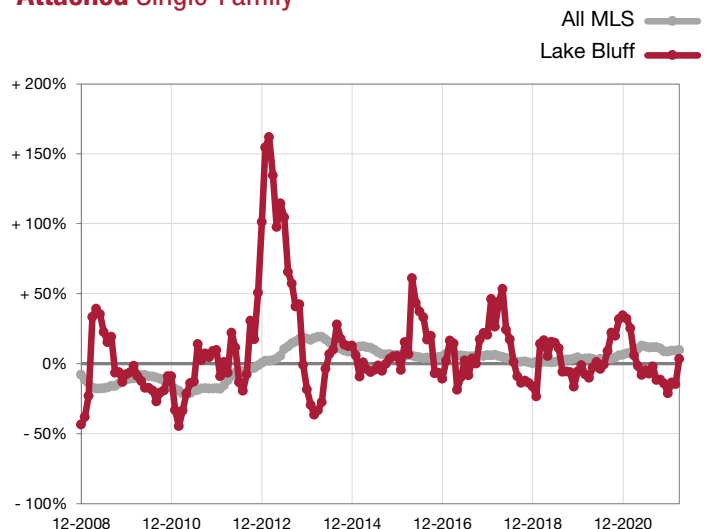
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



Lake Forest

Local Market Update / March 2022

- 19.2%

Change in
New Listings
All Properties

- 2.4%

Change in
Closed Sales
All Properties

- 52.2%

Change in
Inventory of Homes
All Properties

Detached Single-Family

	March			Trailing 12 Months		
	3-2021	3-2022	+ / -	3-2021	3-2022	+ / -
New Listings	66	53	- 19.7%	677	600	- 11.4%
Under Contract (includes Contingent and Pending)	58	32	- 44.8%	502	425	- 15.3%
Closed Sales	30	34	+ 13.3%	450	455	+ 1.1%
Median Sales Price*	\$775,750	\$995,500	+ 28.3%	\$795,000	\$930,000	+ 17.0%
Average Sales Price*	\$927,780	\$1,286,162	+ 38.6%	\$1,020,244	\$1,166,973	+ 14.4%
Percent of Original List Price Received*	93.6%	97.3%	+ 4.0%	91.8%	94.9%	+ 3.4%
Average Market Time	154	98	- 36.4%	197	103	- 47.7%
Inventory of Homes for Sale at Month End	130	70	- 46.2%	--	--	--

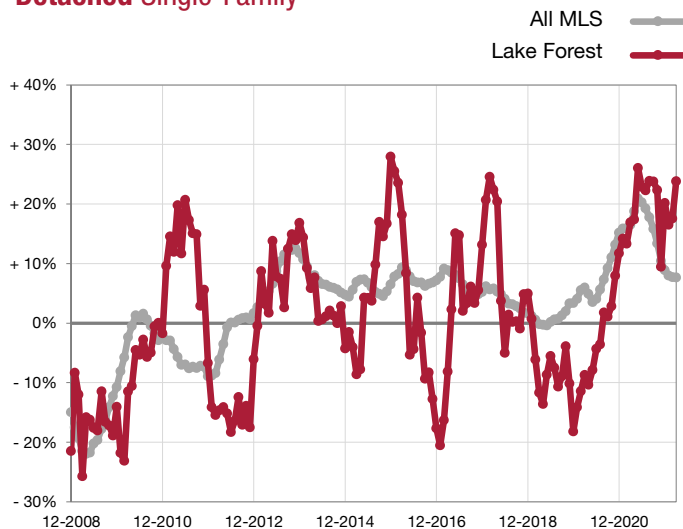
Attached Single-Family

	March			Trailing 12 Months		
	3-2021	3-2022	+ / -	3-2021	3-2022	+ / -
New Listings	7	6	- 14.3%	139	110	- 20.9%
Under Contract (includes Contingent and Pending)	11	5	- 54.5%	102	106	+ 3.9%
Closed Sales	12	7	- 41.7%	94	116	+ 23.4%
Median Sales Price*	\$467,000	\$399,000	- 14.6%	\$590,000	\$447,250	- 24.2%
Average Sales Price*	\$466,454	\$544,348	+ 16.7%	\$575,409	\$525,113	- 8.7%
Percent of Original List Price Received*	91.6%	96.8%	+ 5.7%	95.5%	95.0%	- 0.5%
Average Market Time	90	46	- 48.9%	140	108	- 22.9%
Inventory of Homes for Sale at Month End	27	5	- 81.5%	--	--	--

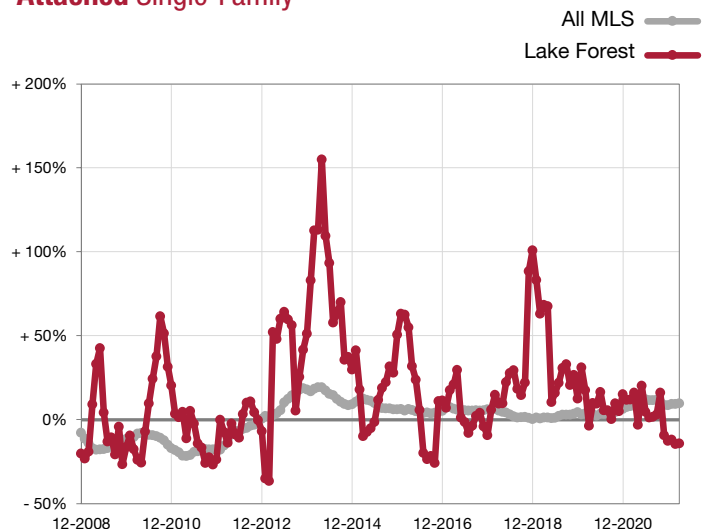
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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Libertyville

Local Market Update / March 2022

- 47.4%

- 33.3%

- 61.4%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

	March			Trailing 12 Months		
	3-2021	3-2022	+ / -	3-2021	3-2022	+ / -
New Listings	78	38	- 51.3%	831	683	- 17.8%
Under Contract (includes Contingent and Pending)	69	38	- 44.9%	536	461	- 14.0%
Closed Sales	50	27	- 46.0%	503	512	+ 1.8%
Median Sales Price*	\$441,250	\$544,000	+ 23.3%	\$465,000	\$515,000	+ 10.8%
Average Sales Price*	\$504,476	\$633,669	+ 25.6%	\$519,058	\$576,104	+ 11.0%
Percent of Original List Price Received*	96.9%	98.8%	+ 2.0%	95.4%	97.3%	+ 2.0%
Average Market Time	123	86	- 30.1%	114	58	- 49.1%
Inventory of Homes for Sale at Month End	70	27	- 61.4%	--	--	--

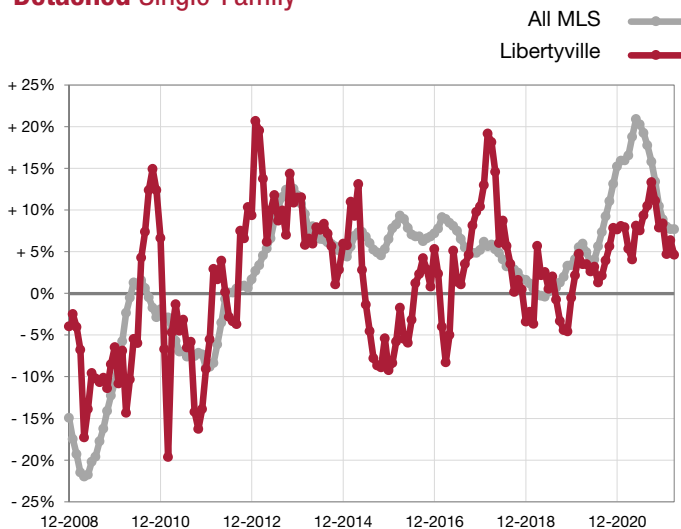
Attached Single-Family

	March			Trailing 12 Months		
	3-2021	3-2022	+ / -	3-2021	3-2022	+ / -
New Listings	19	13	- 31.6%	166	156	- 6.0%
Under Contract (includes Contingent and Pending)	13	11	- 15.4%	110	130	+ 18.2%
Closed Sales	13	15	+ 15.4%	104	139	+ 33.7%
Median Sales Price*	\$290,000	\$291,900	+ 0.7%	\$267,500	\$255,000	- 4.7%
Average Sales Price*	\$288,096	\$303,093	+ 5.2%	\$281,934	\$281,916	- 0.0%
Percent of Original List Price Received*	97.0%	98.7%	+ 1.8%	95.1%	96.2%	+ 1.2%
Average Market Time	101	45	- 55.4%	90	47	- 47.8%
Inventory of Homes for Sale at Month End	13	5	- 61.5%	--	--	--

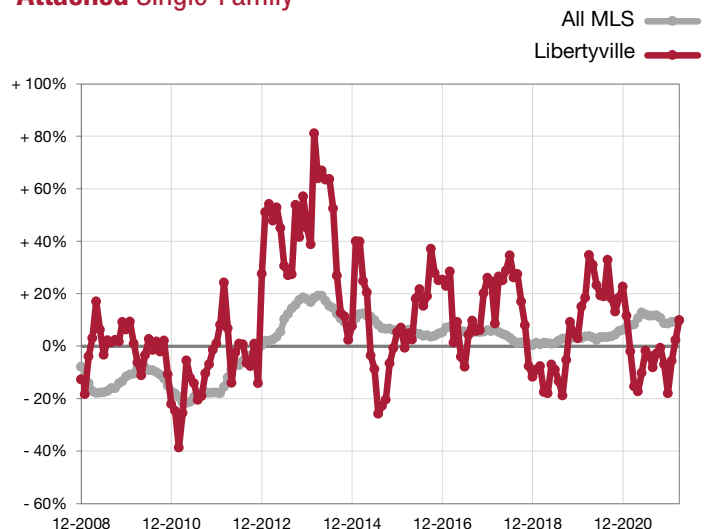
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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

Detached Single-Family



Attached Single-Family



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Lincolnshire

Local Market Update / March 2022

- 12.2%

- 21.1%

- 20.0%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

	March			Trailing 12 Months		
	3-2021	3-2022	+ / -	3-2021	3-2022	+ / -
New Listings	34	23	- 32.4%	220	240	+ 9.1%
Under Contract (includes Contingent and Pending)	25	14	- 44.0%	132	151	+ 14.4%
Closed Sales	11	10	- 9.1%	108	165	+ 52.8%
Median Sales Price*	\$557,500	\$722,500	+ 29.6%	\$509,750	\$625,000	+ 22.6%
Average Sales Price*	\$608,455	\$860,500	+ 41.4%	\$555,573	\$682,632	+ 22.9%
Percent of Original List Price Received*	94.9%	97.4%	+ 2.6%	93.6%	98.1%	+ 4.8%
Average Market Time	97	55	- 43.3%	124	39	- 68.5%
Inventory of Homes for Sale at Month End	28	19	- 32.1%	--	--	--

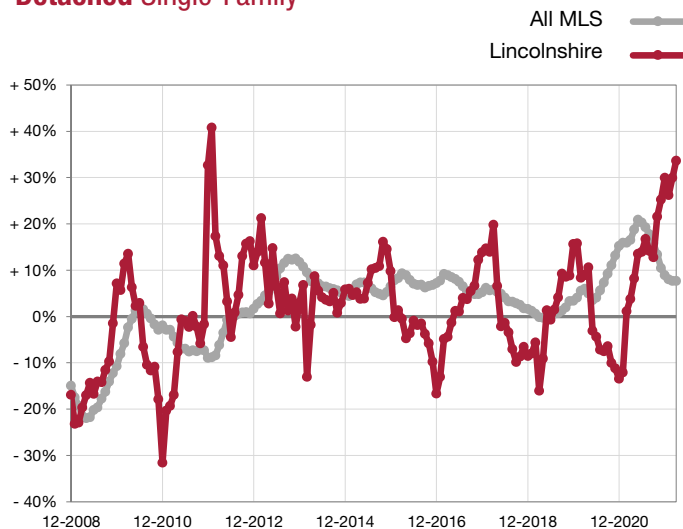
Attached Single-Family

	March			Trailing 12 Months		
	3-2021	3-2022	+ / -	3-2021	3-2022	+ / -
New Listings	7	13	+ 85.7%	100	103	+ 3.0%
Under Contract (includes Contingent and Pending)	8	5	- 37.5%	79	68	- 13.9%
Closed Sales	8	5	- 37.5%	70	78	+ 11.4%
Median Sales Price*	\$356,950	\$378,002	+ 5.9%	\$368,125	\$387,751	+ 5.3%
Average Sales Price*	\$419,263	\$429,500	+ 2.4%	\$396,091	\$426,430	+ 7.7%
Percent of Original List Price Received*	98.6%	99.4%	+ 0.8%	92.4%	99.0%	+ 7.1%
Average Market Time	46	18	- 60.9%	124	53	- 57.3%
Inventory of Homes for Sale at Month End	12	13	+ 8.3%	--	--	--

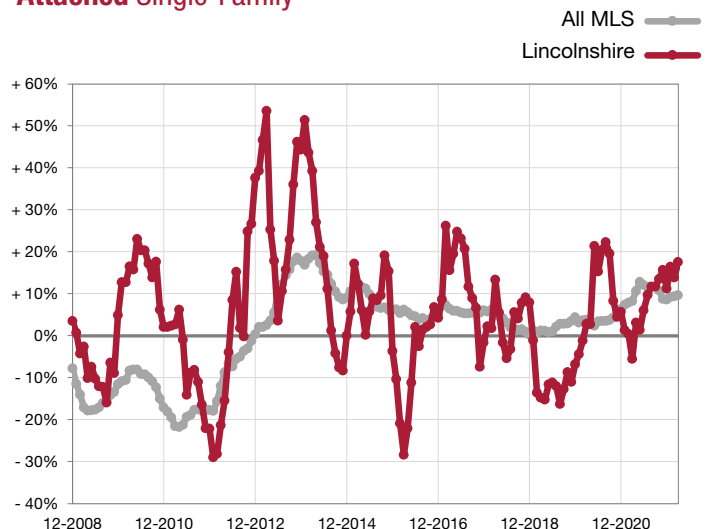
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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Lincolnwood

Local Market Update / March 2022

- 33.3%

+ 80.0%

- 59.4%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

	March			Trailing 12 Months		
	3-2021	3-2022	+ / -	3-2021	3-2022	+ / -
New Listings	24	11	- 54.2%	274	240	- 12.4%
Under Contract (includes Contingent and Pending)	14	10	- 28.6%	142	161	+ 13.4%
Closed Sales	7	10	+ 42.9%	132	175	+ 32.6%
Median Sales Price*	\$440,000	\$527,500	+ 19.9%	\$440,000	\$462,000	+ 5.0%
Average Sales Price*	\$617,829	\$587,790	- 4.9%	\$515,884	\$543,938	+ 5.4%
Percent of Original List Price Received*	92.5%	94.5%	+ 2.2%	95.3%	96.3%	+ 1.0%
Average Market Time	184	208	+ 13.0%	108	70	- 35.2%
Inventory of Homes for Sale at Month End	31	9	- 71.0%	--	--	--

Attached Single-Family

	March			Trailing 12 Months		
	3-2021	3-2022	+ / -	3-2021	3-2022	+ / -
New Listings	3	7	+ 133.3%	47	65	+ 38.3%
Under Contract (includes Contingent and Pending)	2	3	+ 50.0%	34	36	+ 5.9%
Closed Sales	3	8	+ 166.7%	31	37	+ 19.4%
Median Sales Price*	\$235,000	\$292,450	+ 24.4%	\$235,000	\$273,000	+ 16.2%
Average Sales Price*	\$226,833	\$296,613	+ 30.8%	\$270,952	\$274,465	+ 1.3%
Percent of Original List Price Received*	96.0%	92.9%	- 3.2%	93.3%	95.8%	+ 2.7%
Average Market Time	55	109	+ 98.2%	63	62	- 1.6%
Inventory of Homes for Sale at Month End	1	4	+ 300.0%	--	--	--

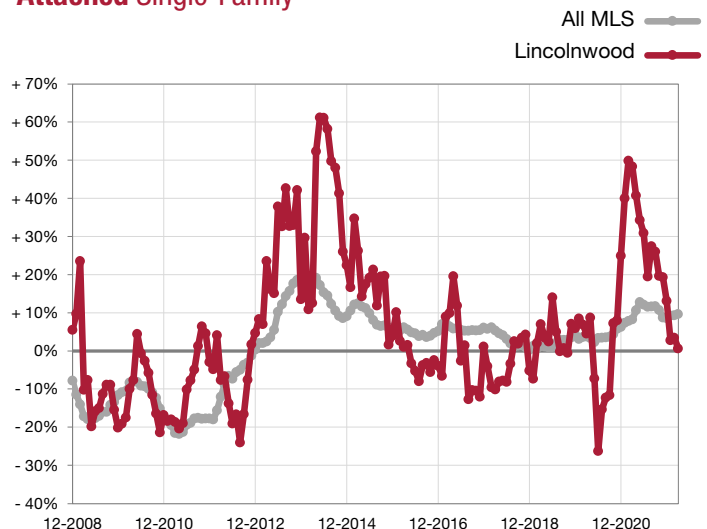
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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Morton Grove

Local Market Update / March 2022

0.0%

+ 22.6%

- 39.1%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

	March			Trailing 12 Months		
	3-2021	3-2022	+ / -	3-2021	3-2022	+ / -
New Listings	42	41	- 2.4%	441	470	+ 6.6%
Under Contract (includes Contingent and Pending)	28	31	+ 10.7%	314	307	- 2.2%
Closed Sales	23	28	+ 21.7%	305	313	+ 2.6%
Median Sales Price*	\$352,500	\$380,000	+ 7.8%	\$347,500	\$377,000	+ 8.5%
Average Sales Price*	\$369,152	\$406,795	+ 10.2%	\$364,297	\$403,927	+ 10.9%
Percent of Original List Price Received*	98.0%	99.9%	+ 1.9%	96.4%	98.4%	+ 2.1%
Average Market Time	97	46	- 52.6%	74	42	- 43.2%
Inventory of Homes for Sale at Month End	33	27	- 18.2%	--	--	--

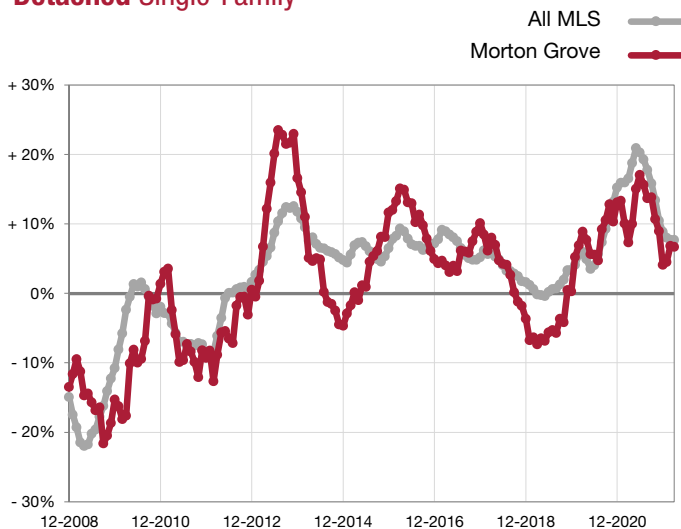
Attached Single-Family

	March			Trailing 12 Months		
	3-2021	3-2022	+ / -	3-2021	3-2022	+ / -
New Listings	19	20	+ 5.3%	178	202	+ 13.5%
Under Contract (includes Contingent and Pending)	14	20	+ 42.9%	93	145	+ 55.9%
Closed Sales	8	10	+ 25.0%	83	147	+ 77.1%
Median Sales Price*	\$297,500	\$166,250	- 44.1%	\$244,000	\$245,000	+ 0.4%
Average Sales Price*	\$310,156	\$186,740	- 39.8%	\$257,649	\$263,830	+ 2.4%
Percent of Original List Price Received*	95.5%	99.2%	+ 3.9%	95.4%	96.7%	+ 1.4%
Average Market Time	112	55	- 50.9%	65	62	- 4.6%
Inventory of Homes for Sale at Month End	31	12	- 61.3%	--	--	--

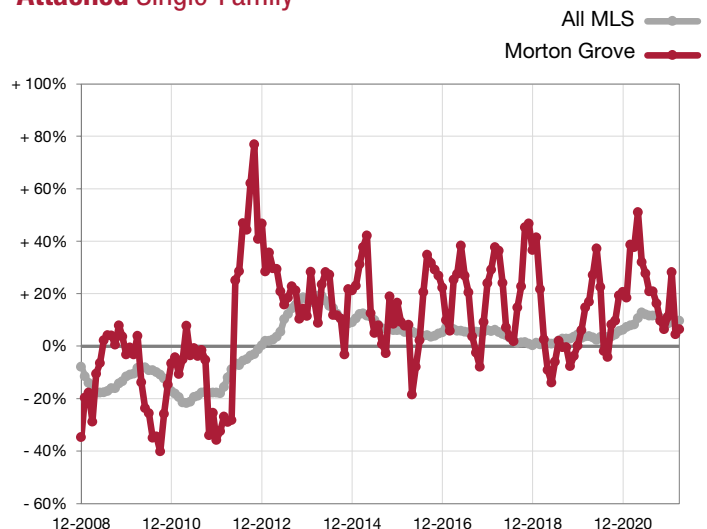
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



Niles

Local Market Update / March 2022

0.0%

- 18.2%

- 15.7%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

	March			Trailing 12 Months		
	3-2021	3-2022	+ / -	3-2021	3-2022	+ / -
New Listings	29	30	+ 3.4%	400	418	+ 4.5%
Under Contract (includes Contingent and Pending)	28	21	- 25.0%	298	265	- 11.1%
Closed Sales	32	22	- 31.3%	288	277	- 3.8%
Median Sales Price*	\$362,300	\$352,500	- 2.7%	\$338,893	\$371,000	+ 9.5%
Average Sales Price*	\$369,901	\$357,955	- 3.2%	\$351,208	\$385,004	+ 9.6%
Percent of Original List Price Received*	97.5%	96.3%	- 1.2%	95.5%	97.9%	+ 2.5%
Average Market Time	94	59	- 37.2%	79	37	- 53.2%
Inventory of Homes for Sale at Month End	19	23	+ 21.1%	--	--	--

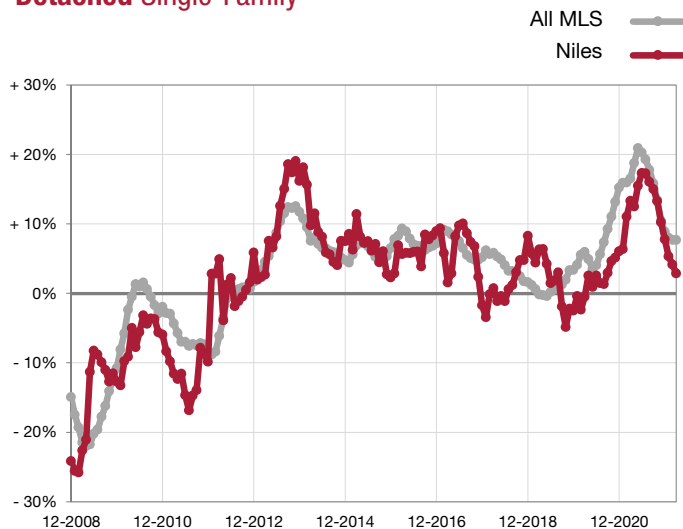
Attached Single-Family

	March			Trailing 12 Months		
	3-2021	3-2022	+ / -	3-2021	3-2022	+ / -
New Listings	23	22	- 4.3%	254	248	- 2.4%
Under Contract (includes Contingent and Pending)	19	17	- 10.5%	165	176	+ 6.7%
Closed Sales	12	14	+ 16.7%	154	178	+ 15.6%
Median Sales Price*	\$199,950	\$185,282	- 7.3%	\$209,000	\$228,000	+ 9.1%
Average Sales Price*	\$199,400	\$193,980	- 2.7%	\$202,464	\$213,219	+ 5.3%
Percent of Original List Price Received*	96.7%	96.7%	0.0%	95.5%	95.5%	0.0%
Average Market Time	75	35	- 53.3%	67	51	- 23.9%
Inventory of Homes for Sale at Month End	32	20	- 37.5%	--	--	--

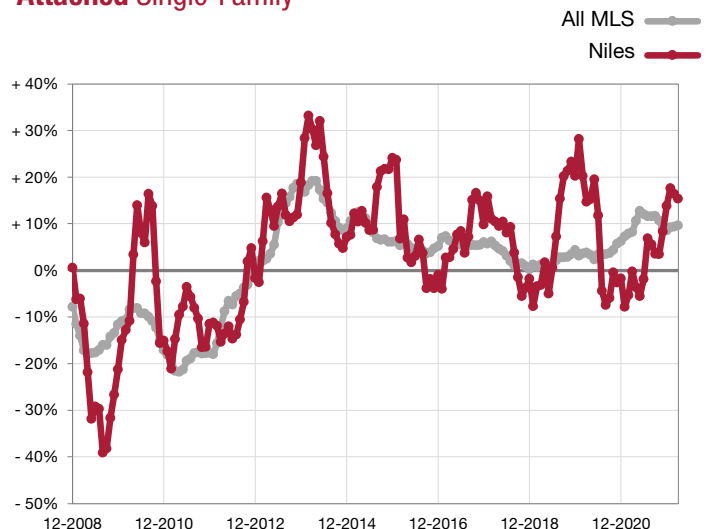
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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Northbrook

Local Market Update / March 2022

- 27.0%

Change in
New Listings
All Properties

- 3.0%

Change in
Closed Sales
All Properties

- 48.2%

Change in
Inventory of Homes
All Properties

Detached Single-Family

	March			Trailing 12 Months		
	3-2021	3-2022	+ / -	3-2021	3-2022	+ / -
New Listings	83	58	- 30.1%	895	773	- 13.6%
Under Contract (includes Contingent and Pending)	66	40	- 39.4%	557	538	- 3.4%
Closed Sales	38	34	- 10.5%	517	562	+ 8.7%
Median Sales Price*	\$552,500	\$700,000	+ 26.7%	\$567,500	\$626,500	+ 10.4%
Average Sales Price*	\$608,140	\$684,578	+ 12.6%	\$648,425	\$709,975	+ 9.5%
Percent of Original List Price Received*	93.9%	97.4%	+ 3.7%	94.2%	97.0%	+ 3.0%
Average Market Time	162	101	- 37.7%	114	65	- 43.0%
Inventory of Homes for Sale at Month End	99	55	- 44.4%	--	--	--

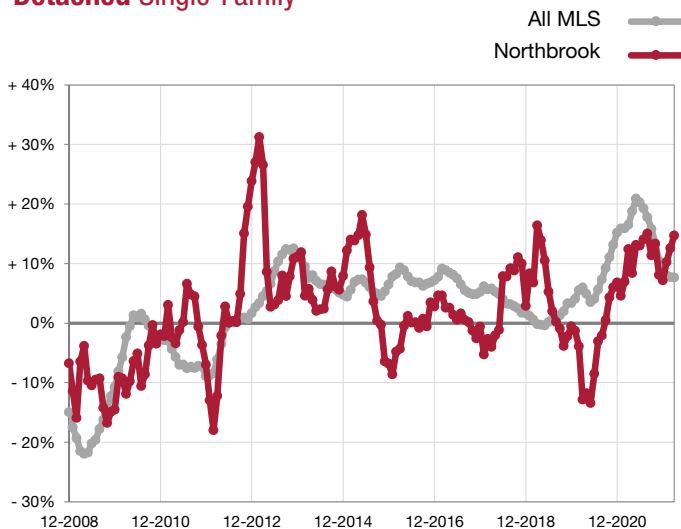
Attached Single-Family

	March			Trailing 12 Months		
	3-2021	3-2022	+ / -	3-2021	3-2022	+ / -
New Listings	65	50	- 23.1%	496	475	- 4.2%
Under Contract (includes Contingent and Pending)	41	36	- 12.2%	314	376	+ 19.7%
Closed Sales	29	31	+ 6.9%	286	382	+ 33.6%
Median Sales Price*	\$334,000	\$357,500	+ 7.0%	\$319,000	\$332,000	+ 4.1%
Average Sales Price*	\$348,386	\$405,705	+ 16.5%	\$328,029	\$359,075	+ 9.5%
Percent of Original List Price Received*	96.9%	98.9%	+ 2.1%	94.4%	96.7%	+ 2.4%
Average Market Time	90	73	- 18.9%	96	65	- 32.3%
Inventory of Homes for Sale at Month End	71	33	- 53.5%	--	--	--

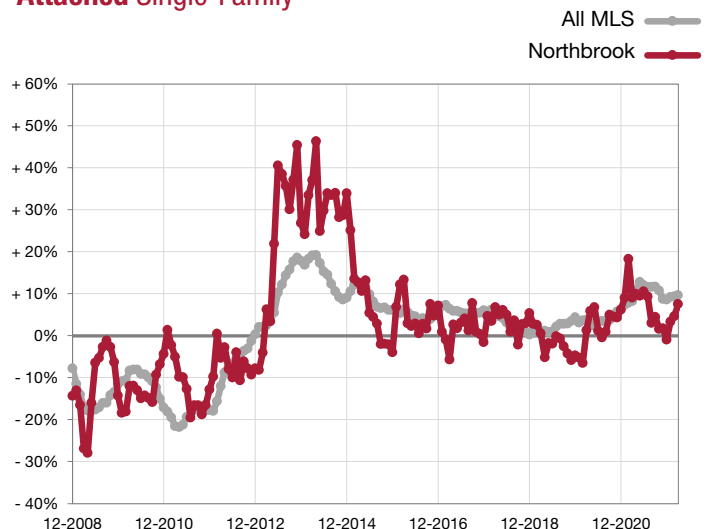
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



Northfield

Local Market Update / March 2022

+ 16.7%

- 16.7%

- 62.9%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

December

Trailing 12 Months

Detached Single-Family

	12-2020	12-2021	+ / -	12-2020	12-2021	+ / -
New Listings	4	5	+ 25.0%	188	155	- 17.6%
Under Contract (includes Contingent and Pending)	6	6	0.0%	98	112	+ 14.3%
Closed Sales	9	7	- 22.2%	99	115	+ 16.2%
Median Sales Price*	\$780,000	\$715,000	- 8.3%	\$699,000	\$825,000	+ 18.0%
Average Sales Price*	\$956,000	\$737,143	- 22.9%	\$831,931	\$1,027,684	+ 23.5%
Percent of Original List Price Received*	93.5%	97.1%	+ 3.9%	93.5%	96.7%	+ 3.4%
Average Market Time	127	30	- 76.4%	142	66	- 53.5%
Inventory of Homes for Sale at Month End	23	10	- 56.5%	--	--	--

December

Trailing 12 Months

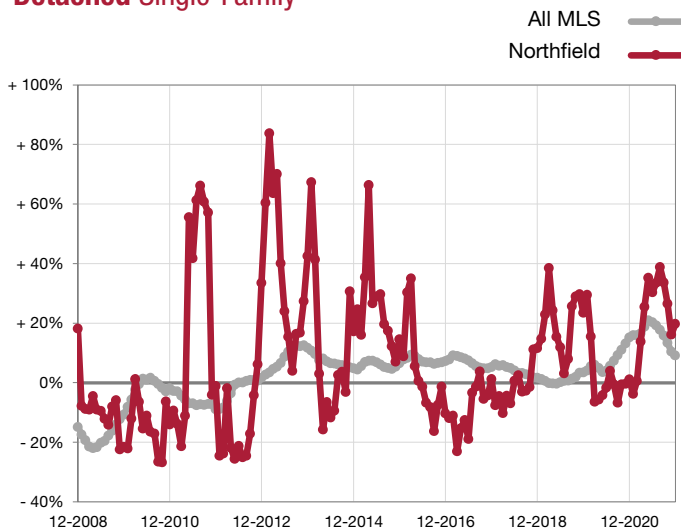
Attached Single-Family

	12-2020	12-2021	+ / -	12-2020	12-2021	+ / -
New Listings	2	2	0.0%	51	67	+ 31.4%
Under Contract (includes Contingent and Pending)	3	2	- 33.3%	36	46	+ 27.8%
Closed Sales	3	3	0.0%	36	46	+ 27.8%
Median Sales Price*	\$215,500	\$225,000	+ 4.4%	\$227,750	\$336,250	+ 47.6%
Average Sales Price*	\$266,167	\$345,000	+ 29.6%	\$284,965	\$393,052	+ 37.9%
Percent of Original List Price Received*	93.1%	98.2%	+ 5.5%	94.2%	96.7%	+ 2.7%
Average Market Time	79	64	- 19.0%	105	70	- 33.3%
Inventory of Homes for Sale at Month End	12	3	- 75.0%	--	--	--

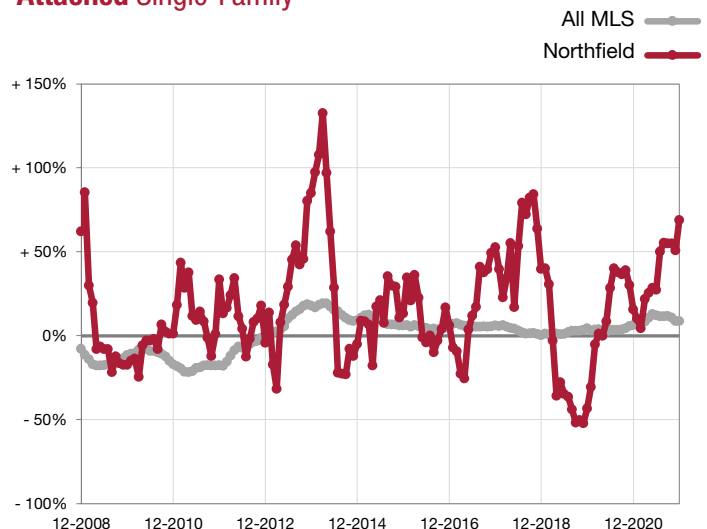
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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Skokie

Local Market Update / March 2022

- 19.2%

Change in
New Listings
All Properties

- 7.5%

Change in
Closed Sales
All Properties

- 37.5%

Change in
Inventory of Homes
All Properties

Detached Single-Family

	March			Trailing 12 Months		
	3-2021	3-2022	+ / -	3-2021	3-2022	+ / -
New Listings	75	57	- 24.0%	712	788	+ 10.7%
Under Contract (includes Contingent and Pending)	63	47	- 25.4%	501	528	+ 5.4%
Closed Sales	41	38	- 7.3%	464	559	+ 20.5%
Median Sales Price*	\$387,000	\$390,000	+ 0.8%	\$355,000	\$395,000	+ 11.3%
Average Sales Price*	\$401,582	\$428,481	+ 6.7%	\$383,581	\$426,825	+ 11.3%
Percent of Original List Price Received*	98.8%	99.2%	+ 0.4%	96.6%	98.1%	+ 1.6%
Average Market Time	61	53	- 13.1%	67	41	- 38.8%
Inventory of Homes for Sale at Month End	41	34	- 17.1%	--	--	--

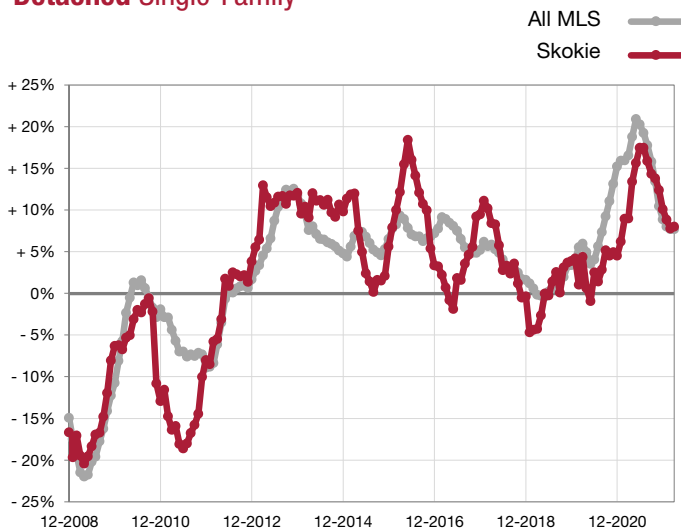
Attached Single-Family

	March			Trailing 12 Months		
	3-2021	3-2022	+ / -	3-2021	3-2022	+ / -
New Listings	50	44	- 12.0%	512	564	+ 10.2%
Under Contract (includes Contingent and Pending)	36	38	+ 5.6%	295	347	+ 17.6%
Closed Sales	26	24	- 7.7%	274	356	+ 29.9%
Median Sales Price*	\$200,000	\$225,000	+ 12.5%	\$204,000	\$220,000	+ 7.8%
Average Sales Price*	\$199,723	\$228,900	+ 14.6%	\$214,779	\$231,388	+ 7.7%
Percent of Original List Price Received*	93.4%	96.2%	+ 3.0%	95.5%	96.3%	+ 0.8%
Average Market Time	81	73	- 9.9%	84	66	- 21.4%
Inventory of Homes for Sale at Month End	71	36	- 49.3%	--	--	--

* 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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Wilmette

Local Market Update / March 2022

- 48.3%

- 12.5%

- 75.0%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

	March			Trailing 12 Months		
	3-2021	3-2022	+ / -	3-2021	3-2022	+ / -
New Listings	67	36	- 46.3%	673	552	- 18.0%
Under Contract (includes Contingent and Pending)	56	33	- 41.1%	489	419	- 14.3%
Closed Sales	40	31	- 22.5%	446	461	+ 3.4%
Median Sales Price*	\$895,350	\$925,000	+ 3.3%	\$815,000	\$860,000	+ 5.5%
Average Sales Price*	\$1,002,382	\$1,045,648	+ 4.3%	\$913,270	\$965,817	+ 5.8%
Percent of Original List Price Received*	98.0%	101.0%	+ 3.1%	94.9%	98.3%	+ 3.6%
Average Market Time	73	55	- 24.7%	76	47	- 38.2%
Inventory of Homes for Sale at Month End	61	14	- 77.0%	--	--	--

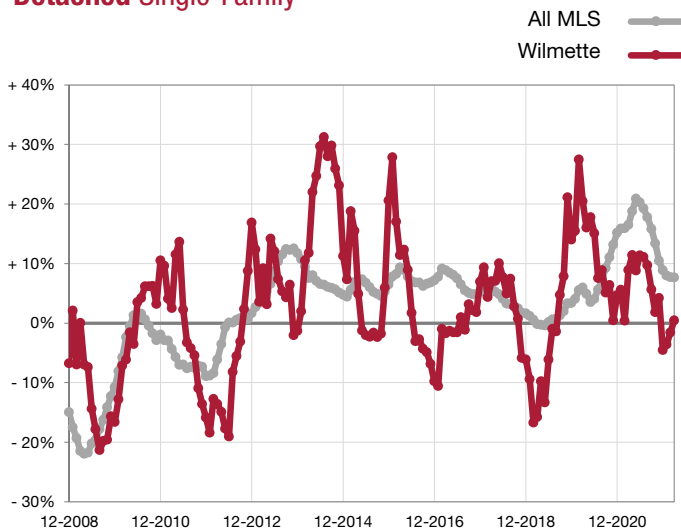
Attached Single-Family

	March			Trailing 12 Months		
	3-2021	3-2022	+ / -	3-2021	3-2022	+ / -
New Listings	20	9	- 55.0%	184	150	- 18.5%
Under Contract (includes Contingent and Pending)	15	11	- 26.7%	125	125	0.0%
Closed Sales	8	11	+ 37.5%	113	138	+ 22.1%
Median Sales Price*	\$412,500	\$265,000	- 35.8%	\$350,000	\$352,500	+ 0.7%
Average Sales Price*	\$498,813	\$304,945	- 38.9%	\$381,787	\$404,069	+ 5.8%
Percent of Original List Price Received*	92.8%	95.8%	+ 3.2%	93.7%	96.0%	+ 2.5%
Average Market Time	140	58	- 58.6%	105	83	- 21.0%
Inventory of Homes for Sale at Month End	31	9	- 71.0%	--	--	--

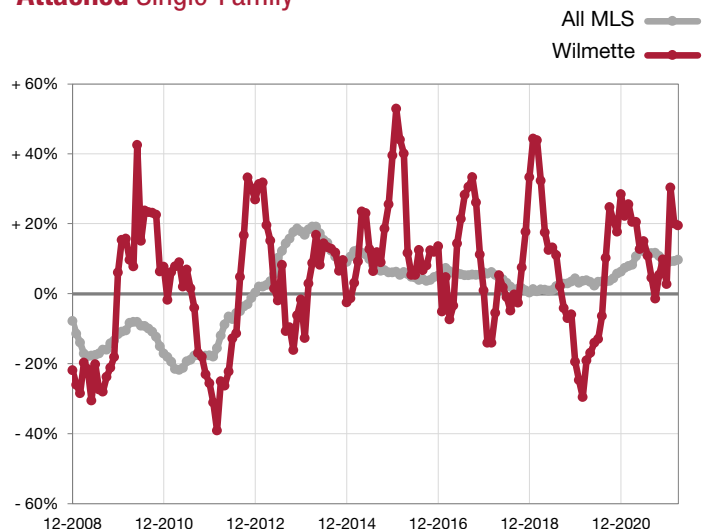
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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

Detached Single-Family



Attached Single-Family



Winnetka

Local Market Update / March 2022

- 51.6%

- 12.0%

- 69.7%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

	March			Trailing 12 Months		
	3-2021	3-2022	+ / -	3-2021	3-2022	+ / -
New Listings	55	27	- 50.9%	516	376	- 27.1%
Under Contract (includes Contingent and Pending)	42	23	- 45.2%	353	308	- 12.7%
Closed Sales	25	20	- 20.0%	316	334	+ 5.7%
Median Sales Price*	\$1,075,000	\$1,605,000	+ 49.3%	\$1,120,000	\$1,330,500	+ 18.8%
Average Sales Price*	\$1,313,620	\$2,183,851	+ 66.2%	\$1,393,700	\$1,626,299	+ 16.7%
Percent of Original List Price Received*	95.5%	100.3%	+ 5.0%	94.9%	98.3%	+ 3.6%
Average Market Time	109	59	- 45.9%	120	60	- 50.0%
Inventory of Homes for Sale at Month End	69	19	- 72.5%	--	--	--

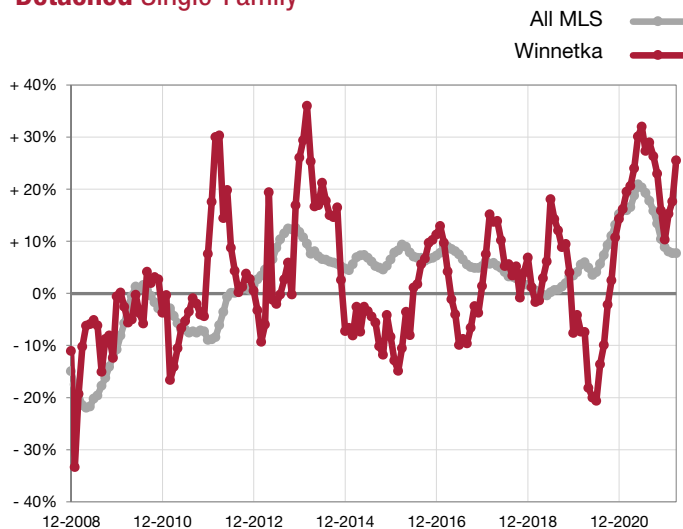
Attached Single-Family

	March			Trailing 12 Months		
	3-2021	3-2022	+ / -	3-2021	3-2022	+ / -
New Listings	7	3	- 57.1%	46	43	- 6.5%
Under Contract (includes Contingent and Pending)	4	1	- 75.0%	29	38	+ 31.0%
Closed Sales	0	2	--	23	44	+ 91.3%
Median Sales Price*	\$0	\$492,500	--	\$354,800	\$442,000	+ 24.6%
Average Sales Price*	\$0	\$492,500	--	\$404,972	\$434,922	+ 7.4%
Percent of Original List Price Received*	0.0%	94.6%	--	93.6%	94.7%	+ 1.2%
Average Market Time	0	171	--	149	66	- 55.7%
Inventory of Homes for Sale at Month End	7	4	- 42.9%	--	--	--

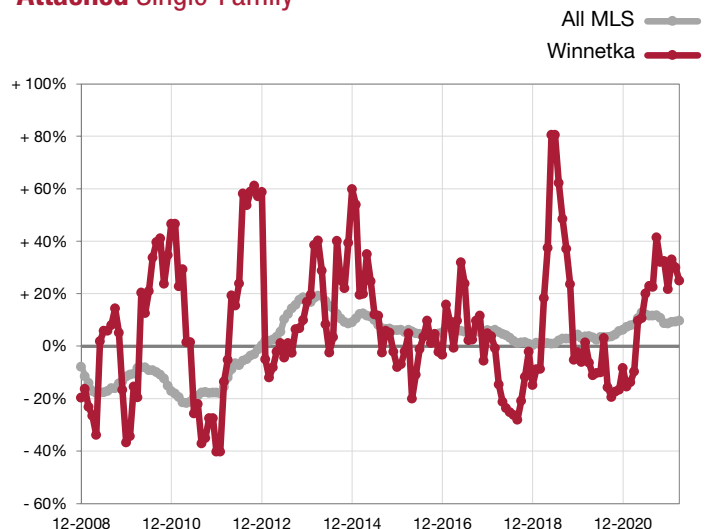
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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

Detached Single-Family



Attached Single-Family



**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