

NORTH SHORE

NEIGHBORHOOD MARKET REPORT

Insight, trends and outlook on your local real estate market

UPDATED NOVEMBER 16, 2022



Deerfield

Local Market Update / October 2022

- 43.5%

- 31.4%

- 10.6%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

October

Trailing 12 Months

Detached Single-Family

	10-2021	10-2022	+ / -	10-2021	10-2022	+ / -
New Listings	33	21	- 36.4%	551	378	- 31.4%
Under Contract (includes Contingent and Pending)	31	11	- 64.5%	364	253	- 30.5%
Closed Sales	29	19	- 34.5%	359	284	- 20.9%
Median Sales Price*	\$415,000	\$580,000	+ 39.8%	\$540,000	\$590,000	+ 9.3%
Average Sales Price*	\$556,759	\$654,627	+ 17.6%	\$607,059	\$650,147	+ 7.1%
Percent of Original List Price Received*	96.6%	95.9%	- 0.7%	96.8%	98.4%	+ 1.7%
Average Market Time	47	41	- 12.8%	75	43	- 42.7%
Inventory of Homes for Sale at Month End	37	34	- 8.1%	--	--	--

October

Trailing 12 Months

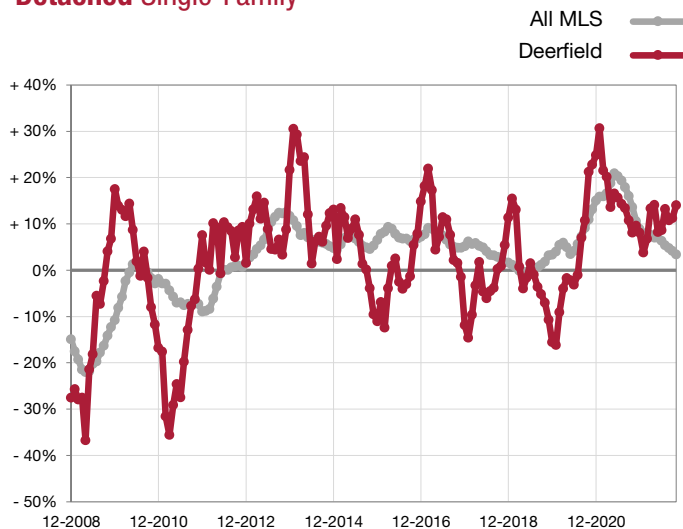
Attached Single-Family

	10-2021	10-2022	+ / -	10-2021	10-2022	+ / -
New Listings	13	5	- 61.5%	186	145	- 22.0%
Under Contract (includes Contingent and Pending)	12	4	- 66.7%	136	114	- 16.2%
Closed Sales	6	5	- 16.7%	138	125	- 9.4%
Median Sales Price*	\$224,750	\$221,000	- 1.7%	\$284,500	\$315,000	+ 10.7%
Average Sales Price*	\$223,417	\$365,600	+ 63.6%	\$288,222	\$325,779	+ 13.0%
Percent of Original List Price Received*	93.0%	97.1%	+ 4.4%	96.3%	97.7%	+ 1.5%
Average Market Time	72	21	- 70.8%	51	27	- 47.1%
Inventory of Homes for Sale at Month End	10	8	- 20.0%	--	--	--

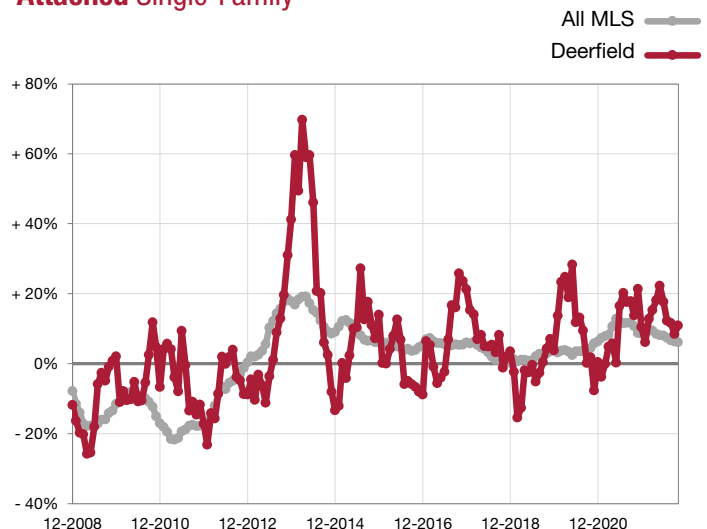
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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

Detached Single-Family



Attached Single-Family



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Evanston

Local Market Update / October 2022

- 14.6%

- 20.7%

- 21.2%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

October

Trailing 12 Months

Detached Single-Family

	10-2021	10-2022	+ / -	10-2021	10-2022	+ / -
New Listings	43	46	+ 7.0%	675	630	- 6.7%
Under Contract (includes Contingent and Pending)	35	31	- 11.4%	500	432	- 13.6%
Closed Sales	31	32	+ 3.2%	519	447	- 13.9%
Median Sales Price*	\$535,000	\$617,000	+ 15.3%	\$632,000	\$650,000	+ 2.8%
Average Sales Price*	\$665,616	\$835,088	+ 25.5%	\$738,000	\$751,140	+ 1.8%
Percent of Original List Price Received*	100.1%	97.3%	- 2.8%	98.6%	100.0%	+ 1.4%
Average Market Time	24	58	+ 141.7%	42	32	- 23.8%
Inventory of Homes for Sale at Month End	67	69	+ 3.0%	--	--	--

October

Trailing 12 Months

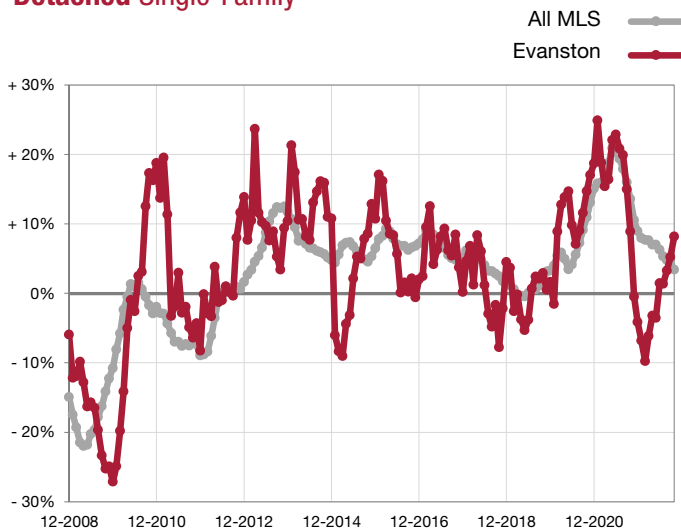
Attached Single-Family

	10-2021	10-2022	+ / -	10-2021	10-2022	+ / -
New Listings	87	65	- 25.3%	1,053	830	- 21.2%
Under Contract (includes Contingent and Pending)	55	38	- 30.9%	721	628	- 12.9%
Closed Sales	51	33	- 35.3%	712	650	- 8.7%
Median Sales Price*	\$287,500	\$245,000	- 14.8%	\$266,500	\$275,000	+ 3.2%
Average Sales Price*	\$312,166	\$324,224	+ 3.9%	\$306,015	\$318,996	+ 4.2%
Percent of Original List Price Received*	94.9%	96.9%	+ 2.1%	96.2%	97.4%	+ 1.2%
Average Market Time	49	50	+ 2.0%	69	47	- 31.9%
Inventory of Homes for Sale at Month End	145	98	- 32.4%	--	--	--

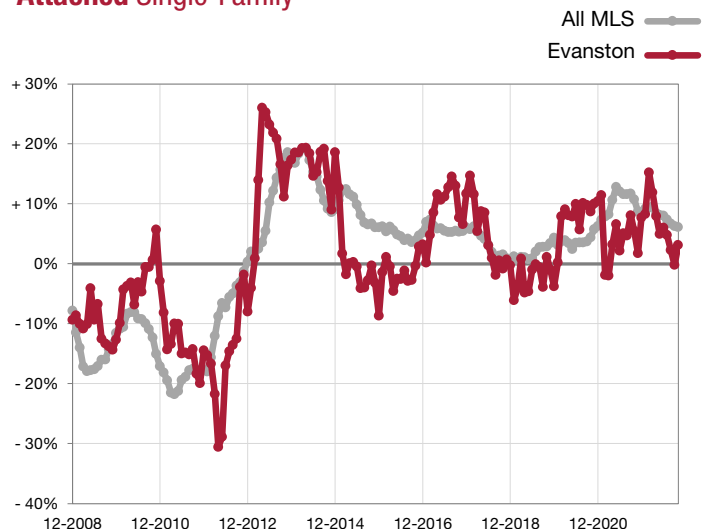
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



Glencoe

Local Market Update / October 2022

- 16.7%

- 10.0%

+ 17.4%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

October

Trailing 12 Months

Detached Single-Family

	10-2021	10-2022	+ / -	10-2021	10-2022	+ / -
New Listings	9	9	0.0%	239	201	- 15.9%
Under Contract (includes Contingent and Pending)	11	4	- 63.6%	173	130	- 24.9%
Closed Sales	8	9	+ 12.5%	173	147	- 15.0%
Median Sales Price*	\$1,360,000	\$1,670,000	+ 22.8%	\$1,128,566	\$1,405,242	+ 24.5%
Average Sales Price*	\$1,364,250	\$1,728,333	+ 26.7%	\$1,240,124	\$1,678,271	+ 35.3%
Percent of Original List Price Received*	95.9%	94.4%	- 1.6%	96.7%	99.1%	+ 2.5%
Average Market Time	98	35	- 64.3%	81	50	- 38.3%
Inventory of Homes for Sale at Month End	21	24	+ 14.3%	--	--	--

October

Trailing 12 Months

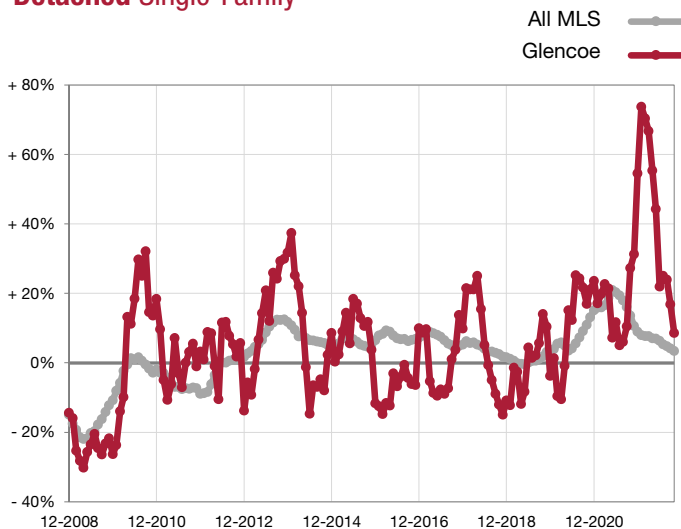
Attached Single-Family

	10-2021	10-2022	+ / -	10-2021	10-2022	+ / -
New Listings	3	1	- 66.7%	26	18	- 30.8%
Under Contract (includes Contingent and Pending)	2	0	- 100.0%	17	10	- 41.2%
Closed Sales	2	0	- 100.0%	16	12	- 25.0%
Median Sales Price*	\$434,500	\$0	- 100.0%	\$252,500	\$452,250	+ 79.1%
Average Sales Price*	\$434,500	\$0	- 100.0%	\$311,195	\$471,604	+ 51.5%
Percent of Original List Price Received*	93.7%	0.0%	- 100.0%	94.7%	99.2%	+ 4.8%
Average Market Time	61	0	- 100.0%	50	16	- 68.0%
Inventory of Homes for Sale at Month End	2	3	+ 50.0%	--	--	--

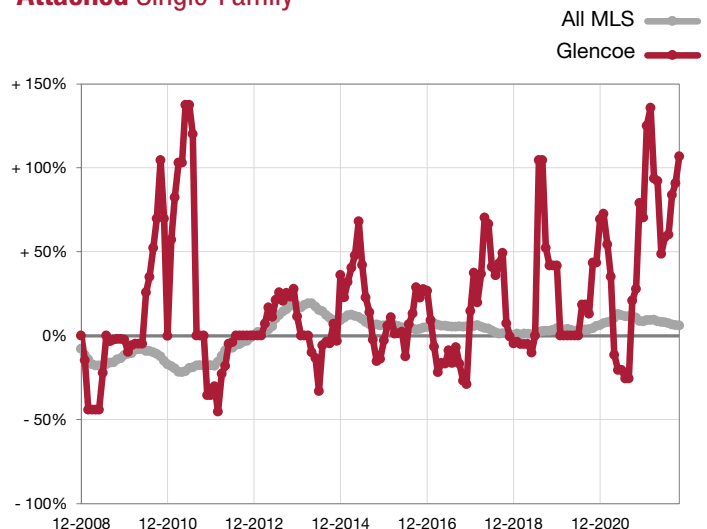
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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Glenview

Local Market Update / October 2022

- 33.3%

- 26.0%

- 41.4%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

October

Trailing 12 Months

Detached Single-Family

	10-2021	10-2022	+ / -	10-2021	10-2022	+ / -
New Listings	66	48	- 27.3%	1,156	805	- 30.4%
Under Contract (includes Contingent and Pending)	52	27	- 48.1%	771	534	- 30.7%
Closed Sales	48	30	- 37.5%	765	584	- 23.7%
Median Sales Price*	\$648,500	\$535,000	- 17.5%	\$662,000	\$699,000	+ 5.6%
Average Sales Price*	\$721,500	\$698,199	- 3.2%	\$744,889	\$800,651	+ 7.5%
Percent of Original List Price Received*	96.0%	97.2%	+ 1.3%	97.1%	98.5%	+ 1.4%
Average Market Time	53	85	+ 60.4%	67	47	- 29.9%
Inventory of Homes for Sale at Month End	124	92	- 25.8%	--	--	--

October

Trailing 12 Months

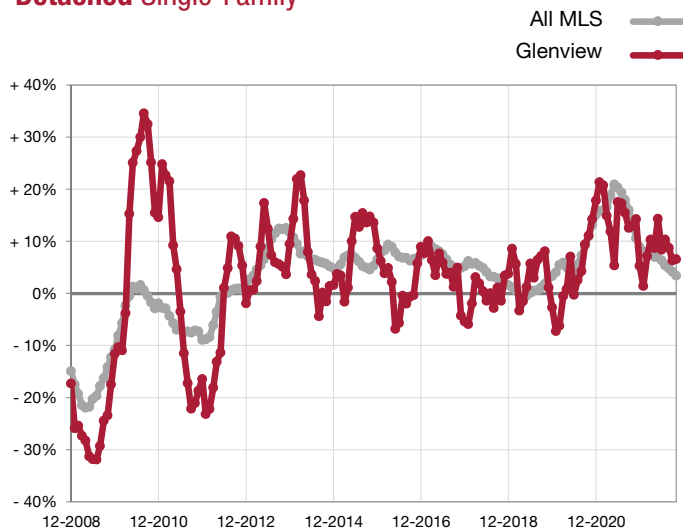
Attached Single-Family

	10-2021	10-2022	+ / -	10-2021	10-2022	+ / -
New Listings	45	26	- 42.2%	619	445	- 28.1%
Under Contract (includes Contingent and Pending)	34	23	- 32.4%	387	341	- 11.9%
Closed Sales	25	24	- 4.0%	377	358	- 5.0%
Median Sales Price*	\$300,000	\$527,000	+ 75.7%	\$325,000	\$320,250	- 1.5%
Average Sales Price*	\$349,576	\$438,188	+ 25.3%	\$350,650	\$367,083	+ 4.7%
Percent of Original List Price Received*	97.4%	95.4%	- 2.1%	96.7%	97.2%	+ 0.5%
Average Market Time	40	23	- 42.5%	56	43	- 23.2%
Inventory of Homes for Sale at Month End	79	27	- 65.8%	--	--	--

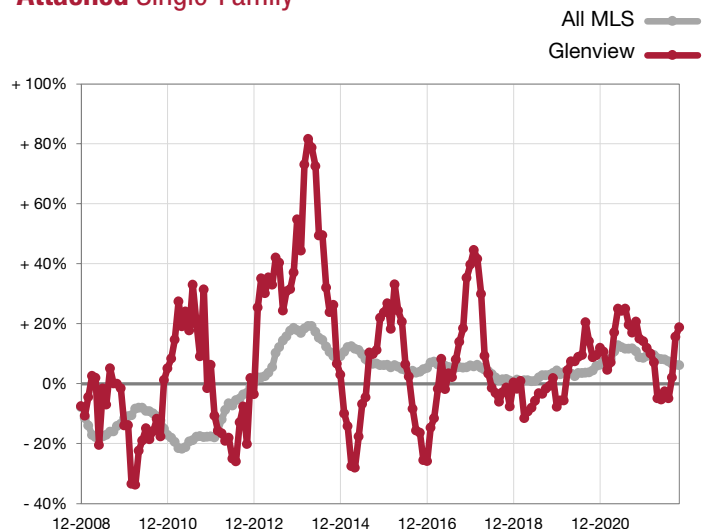
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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Highland Park

Local Market Update / October 2022

- 13.0%

- 47.7%

- 12.0%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

October

Trailing 12 Months

	10-2021	10-2022	+ / -	10-2021	10-2022	+ / -
New Listings	45	34	- 24.4%	827	649	- 21.5%
Under Contract (includes Contingent and Pending)	43	21	- 51.2%	583	453	- 22.3%
Closed Sales	53	24	- 54.7%	607	482	- 20.6%
Median Sales Price*	\$572,500	\$680,000	+ 18.8%	\$610,000	\$700,000	+ 14.8%
Average Sales Price*	\$633,245	\$806,022	+ 27.3%	\$704,200	\$858,950	+ 22.0%
Percent of Original List Price Received*	95.0%	96.9%	+ 2.0%	96.4%	99.2%	+ 2.9%
Average Market Time	71	27	- 62.0%	68	52	- 23.5%
Inventory of Homes for Sale at Month End	86	74	- 14.0%	--	--	--

Attached Single-Family

October

Trailing 12 Months

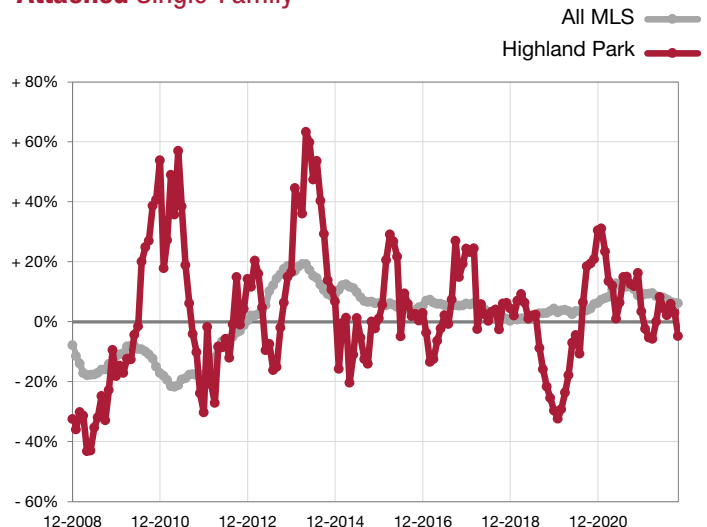
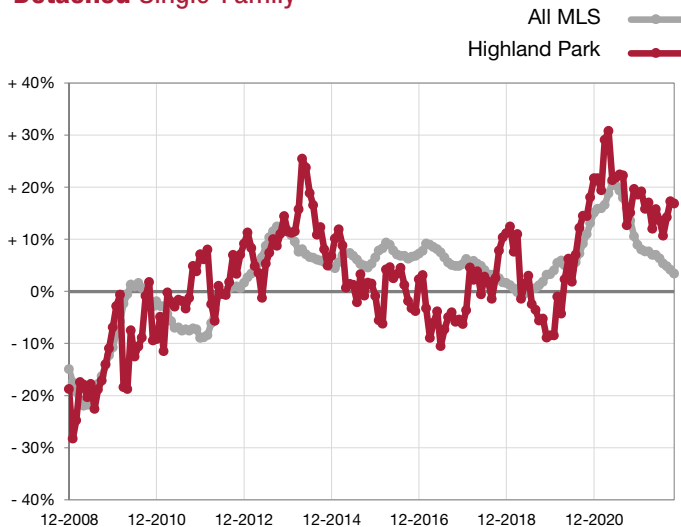
	10-2021	10-2022	+ / -	10-2021	10-2022	+ / -
New Listings	9	13	+ 44.4%	169	133	- 21.3%
Under Contract (includes Contingent and Pending)	15	10	- 33.3%	157	112	- 28.7%
Closed Sales	12	10	- 16.7%	148	121	- 18.2%
Median Sales Price*	\$379,500	\$285,000	- 24.9%	\$329,250	\$325,000	- 1.3%
Average Sales Price*	\$574,833	\$422,500	- 26.5%	\$386,838	\$405,607	+ 4.9%
Percent of Original List Price Received*	94.8%	98.0%	+ 3.4%	94.5%	99.3%	+ 5.1%
Average Market Time	52	18	- 65.4%	97	37	- 61.9%
Inventory of Homes for Sale at Month End	14	14	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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Kenilworth

Local Market Update / October 2022

+ 100.0%

- 20.0%

+ 7.7%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

October

Trailing 12 Months

Detached Single-Family

	10-2021	10-2022	+ / -	10-2021	10-2022	+ / -
New Listings	6	10	+ 66.7%	139	101	- 27.3%
Under Contract (includes Contingent and Pending)	4	4	0.0%	68	56	- 17.6%
Closed Sales	5	3	- 40.0%	72	59	- 18.1%
Median Sales Price*	\$1,925,000	\$2,745,000	+ 42.6%	\$1,537,500	\$1,950,000	+ 26.8%
Average Sales Price*	\$2,956,500	\$2,698,333	- 8.7%	\$1,895,081	\$2,044,976	+ 7.9%
Percent of Original List Price Received*	97.3%	95.3%	- 2.1%	95.3%	100.3%	+ 5.2%
Average Market Time	281	49	- 82.6%	125	46	- 63.2%
Inventory of Homes for Sale at Month End	13	13	0.0%	--	--	--

October

Trailing 12 Months

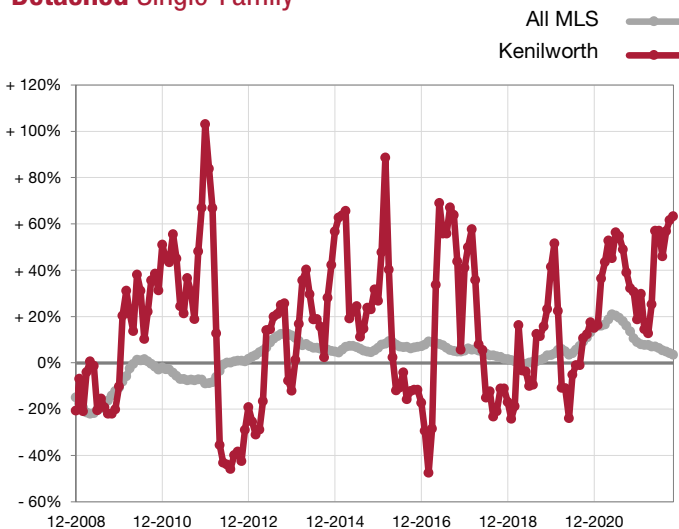
Attached Single-Family

	10-2021	10-2022	+ / -	10-2021	10-2022	+ / -
New Listings	0	2	--	0	3	--
Under Contract (includes Contingent and Pending)	0	1	--	0	1	--
Closed Sales	0	1	--	0	1	--
Median Sales Price*	\$0	\$420,000	--	\$0	\$420,000	--
Average Sales Price*	\$0	\$420,000	--	\$0	\$420,000	--
Percent of Original List Price Received*	0.0%	84.2%	--	0.0%	84.2%	--
Average Market Time	0	137	--	0	137	--
Inventory of Homes for Sale at Month End	0	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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Lake Bluff

Local Market Update / October 2022

- 4.5%

- 38.5%

- 44.2%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

	October			Trailing 12 Months		
	10-2021	10-2022	+ / -	10-2021	10-2022	+ / -
New Listings	15	17	+ 13.3%	231	198	- 14.3%
Under Contract (includes Contingent and Pending)	9	11	+ 22.2%	187	144	- 23.0%
Closed Sales	6	4	- 33.3%	195	150	- 23.1%
Median Sales Price*	\$552,500	\$447,500	- 19.0%	\$585,000	\$635,000	+ 8.5%
Average Sales Price*	\$734,500	\$457,500	- 37.7%	\$717,373	\$968,267	+ 35.0%
Percent of Original List Price Received*	98.1%	99.9%	+ 1.8%	96.3%	97.7%	+ 1.5%
Average Market Time	52	59	+ 13.5%	65	67	+ 3.1%
Inventory of Homes for Sale at Month End	35	21	- 40.0%	--	--	--

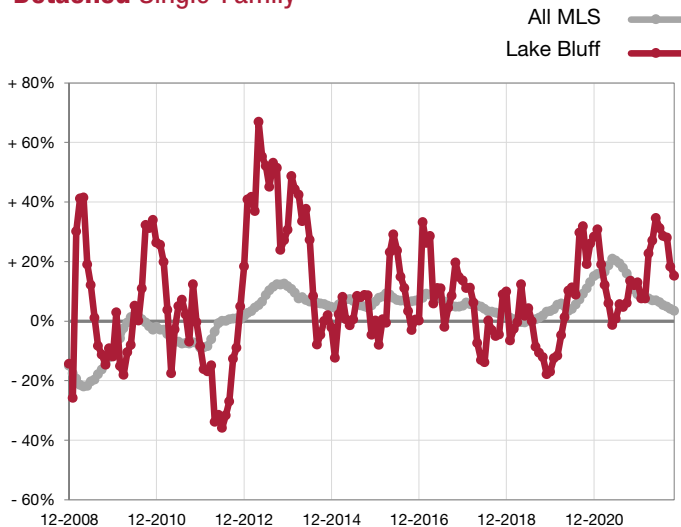
Attached Single-Family

	October			Trailing 12 Months		
	10-2021	10-2022	+ / -	10-2021	10-2022	+ / -
New Listings	7	4	- 42.9%	88	56	- 36.4%
Under Contract (includes Contingent and Pending)	5	3	- 40.0%	62	50	- 19.4%
Closed Sales	7	4	- 42.9%	58	55	- 5.2%
Median Sales Price*	\$176,000	\$247,450	+ 40.6%	\$218,250	\$222,000	+ 1.7%
Average Sales Price*	\$182,500	\$245,700	+ 34.6%	\$219,432	\$231,887	+ 5.7%
Percent of Original List Price Received*	94.6%	97.9%	+ 3.5%	97.1%	98.8%	+ 1.8%
Average Market Time	44	17	- 61.4%	44	33	- 25.0%
Inventory of Homes for Sale at Month End	8	3	- 62.5%	--	--	--

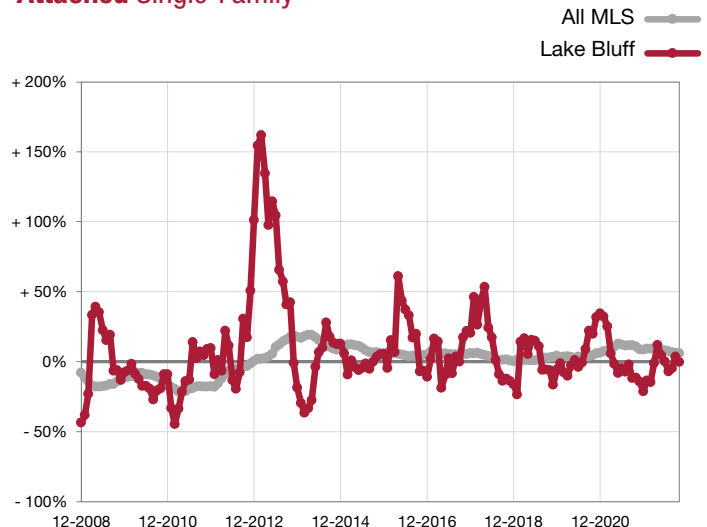
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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Lake Forest

Local Market Update / October 2022

- 42.9%

- 35.1%

- 37.0%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

October

Trailing 12 Months

Detached Single-Family

	10-2021	10-2022	+ / -	10-2021	10-2022	+ / -
New Listings	48	25	- 47.9%	649	524	- 19.3%
Under Contract (includes Contingent and Pending)	32	20	- 37.5%	445	377	- 15.3%
Closed Sales	27	20	- 25.9%	455	393	- 13.6%
Median Sales Price*	\$895,000	\$1,175,000	+ 31.3%	\$880,000	\$1,145,000	+ 30.1%
Average Sales Price*	\$1,130,333	\$1,154,950	+ 2.2%	\$1,116,483	\$1,312,503	+ 17.6%
Percent of Original List Price Received*	95.2%	95.0%	- 0.2%	94.5%	96.3%	+ 1.9%
Average Market Time	35	46	+ 31.4%	126	76	- 39.7%
Inventory of Homes for Sale at Month End	129	82	- 36.4%	--	--	--

October

Trailing 12 Months

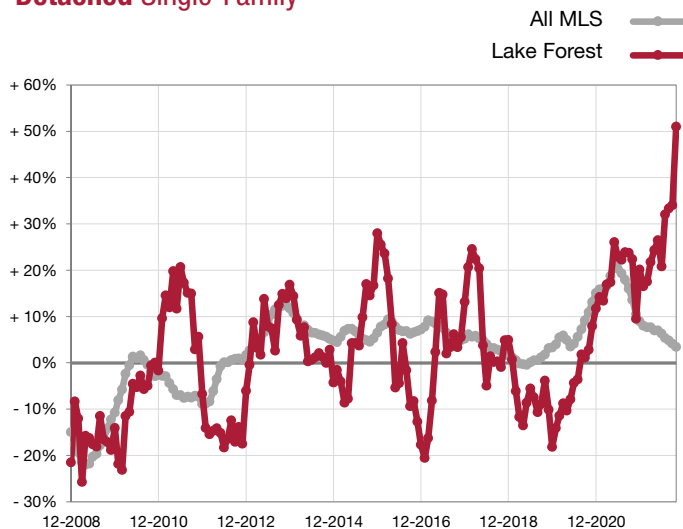
Attached Single-Family

	10-2021	10-2022	+ / -	10-2021	10-2022	+ / -
New Listings	8	7	- 12.5%	129	81	- 37.2%
Under Contract (includes Contingent and Pending)	11	6	- 45.5%	117	73	- 37.6%
Closed Sales	10	4	- 60.0%	120	83	- 30.8%
Median Sales Price*	\$443,500	\$416,250	- 6.1%	\$517,500	\$445,000	- 14.0%
Average Sales Price*	\$490,240	\$394,375	- 19.6%	\$548,579	\$546,377	- 0.4%
Percent of Original List Price Received*	94.9%	96.0%	+ 1.2%	95.3%	97.0%	+ 1.8%
Average Market Time	55	17	- 69.1%	110	65	- 40.9%
Inventory of Homes for Sale at Month End	9	5	- 44.4%	--	--	--

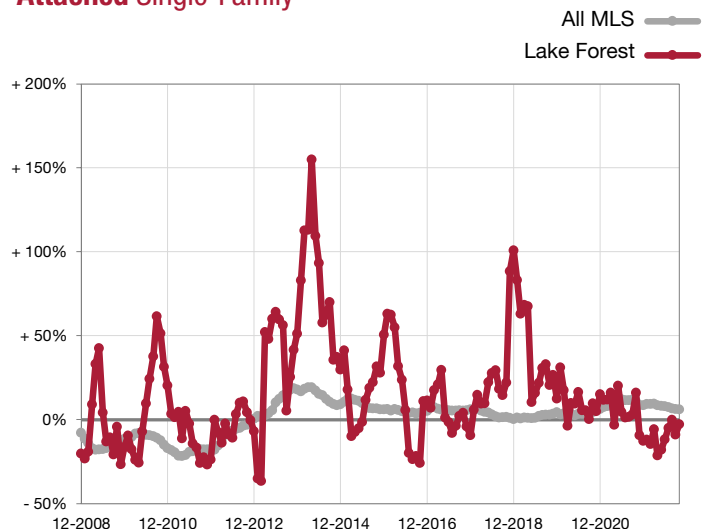
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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Libertyville

Local Market Update / October 2022

- 7.4%

- 13.3%

- 33.3%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

October

Trailing 12 Months

Detached Single-Family

	10-2021	10-2022	+ / -	10-2021	10-2022	+ / -
New Listings	42	39	- 7.1%	798	587	- 26.4%
Under Contract (includes Contingent and Pending)	40	27	- 32.5%	540	395	- 26.9%
Closed Sales	38	33	- 13.2%	546	415	- 24.0%
Median Sales Price*	\$531,250	\$545,000	+ 2.6%	\$498,250	\$550,000	+ 10.4%
Average Sales Price*	\$585,835	\$560,424	- 4.3%	\$556,380	\$621,800	+ 11.8%
Percent of Original List Price Received*	96.3%	96.8%	+ 0.5%	97.1%	97.8%	+ 0.7%
Average Market Time	39	51	+ 30.8%	74	45	- 39.2%
Inventory of Homes for Sale at Month End	77	51	- 33.8%	--	--	--

October

Trailing 12 Months

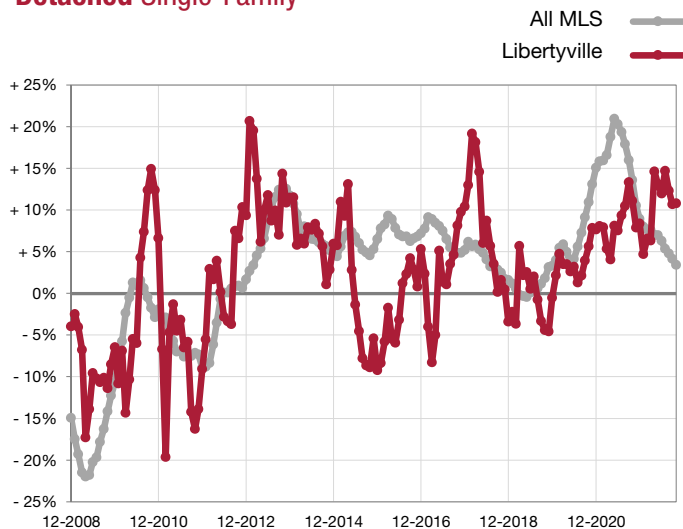
Attached Single-Family

	10-2021	10-2022	+ / -	10-2021	10-2022	+ / -
New Listings	12	11	- 8.3%	169	127	- 24.9%
Under Contract (includes Contingent and Pending)	10	4	- 60.0%	137	103	- 24.8%
Closed Sales	7	6	- 14.3%	136	113	- 16.9%
Median Sales Price*	\$265,000	\$318,000	+ 20.0%	\$255,000	\$285,000	+ 11.8%
Average Sales Price*	\$252,357	\$336,500	+ 33.3%	\$282,661	\$293,880	+ 4.0%
Percent of Original List Price Received*	93.5%	100.5%	+ 7.5%	95.4%	98.2%	+ 2.9%
Average Market Time	34	45	+ 32.4%	69	32	- 53.6%
Inventory of Homes for Sale at Month End	13	9	- 30.8%	--	--	--

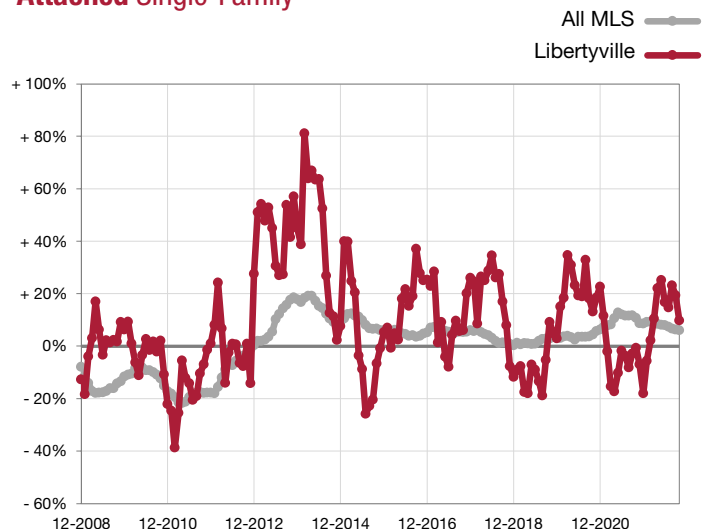
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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

Detached Single-Family



Attached Single-Family



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Lincolnshire

Local Market Update / October 2022

- 37.5%

- 25.0%

- 41.2%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

October

Trailing 12 Months

Detached Single-Family

	10-2021	10-2022	+ / -	10-2021	10-2022	+ / -
New Listings	16	12	- 25.0%	251	212	- 15.5%
Under Contract (includes Contingent and Pending)	12	9	- 25.0%	160	136	- 15.0%
Closed Sales	9	10	+ 11.1%	155	141	- 9.0%
Median Sales Price*	\$652,000	\$713,000	+ 9.4%	\$575,000	\$681,000	+ 18.4%
Average Sales Price*	\$640,211	\$739,700	+ 15.5%	\$637,733	\$729,173	+ 14.3%
Percent of Original List Price Received*	97.6%	97.1%	- 0.5%	97.2%	98.6%	+ 1.4%
Average Market Time	40	41	+ 2.5%	54	37	- 31.5%
Inventory of Homes for Sale at Month End	25	15	- 40.0%	--	--	--

October

Trailing 12 Months

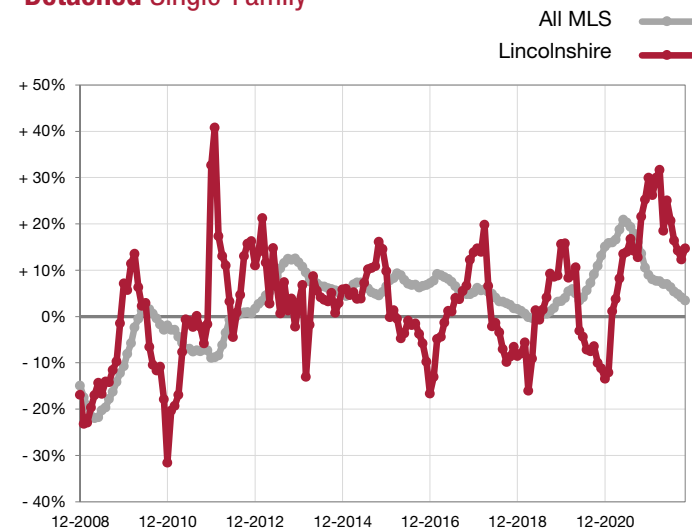
Attached Single-Family

	10-2021	10-2022	+ / -	10-2021	10-2022	+ / -
New Listings	8	3	- 62.5%	98	80	- 18.4%
Under Contract (includes Contingent and Pending)	5	3	- 40.0%	72	49	- 31.9%
Closed Sales	7	2	- 71.4%	77	57	- 26.0%
Median Sales Price*	\$335,000	\$391,250	+ 16.8%	\$399,000	\$411,000	+ 3.0%
Average Sales Price*	\$406,741	\$391,250	- 3.8%	\$416,621	\$448,616	+ 7.7%
Percent of Original List Price Received*	98.6%	98.0%	- 0.6%	97.0%	98.7%	+ 1.8%
Average Market Time	28	23	- 17.9%	81	50	- 38.3%
Inventory of Homes for Sale at Month End	9	5	- 44.4%	--	--	--

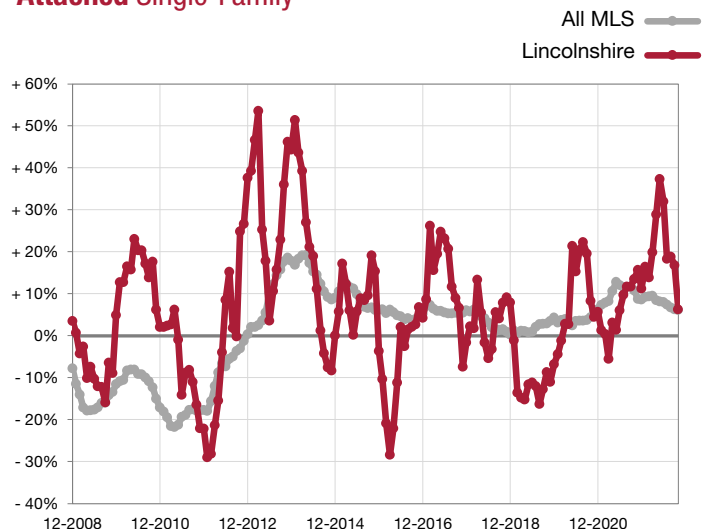
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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Lincolnwood

Local Market Update / October 2022

+ 61.5%

- 66.7%

- 28.2%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

	October			Trailing 12 Months		
	10-2021	10-2022	+ / -	10-2021	10-2022	+ / -
New Listings	11	16	+ 45.5%	277	159	- 42.6%
Under Contract (includes Contingent and Pending)	13	7	- 46.2%	161	104	- 35.4%
Closed Sales	21	5	- 76.2%	177	108	- 39.0%
Median Sales Price*	\$439,000	\$653,000	+ 48.7%	\$450,000	\$508,000	+ 12.9%
Average Sales Price*	\$516,010	\$587,800	+ 13.9%	\$527,506	\$564,932	+ 7.1%
Percent of Original List Price Received*	95.9%	100.5%	+ 4.8%	96.3%	97.0%	+ 0.7%
Average Market Time	48	32	- 33.3%	81	60	- 25.9%
Inventory of Homes for Sale at Month End	32	20	- 37.5%	--	--	--

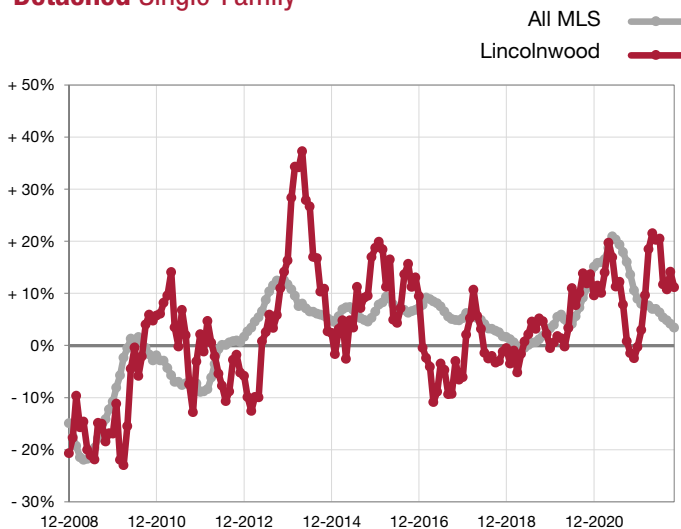
Attached Single-Family

	October			Trailing 12 Months		
	10-2021	10-2022	+ / -	10-2021	10-2022	+ / -
New Listings	2	5	+ 150.0%	58	56	- 3.4%
Under Contract (includes Contingent and Pending)	3	3	0.0%	32	40	+ 25.0%
Closed Sales	3	3	0.0%	34	41	+ 20.6%
Median Sales Price*	\$311,500	\$280,000	- 10.1%	\$271,000	\$285,000	+ 5.2%
Average Sales Price*	\$305,167	\$290,833	- 4.7%	\$293,806	\$295,524	+ 0.6%
Percent of Original List Price Received*	98.5%	98.3%	- 0.2%	96.1%	97.1%	+ 1.0%
Average Market Time	15	19	+ 26.7%	55	53	- 3.6%
Inventory of Homes for Sale at Month End	7	8	+ 14.3%	--	--	--

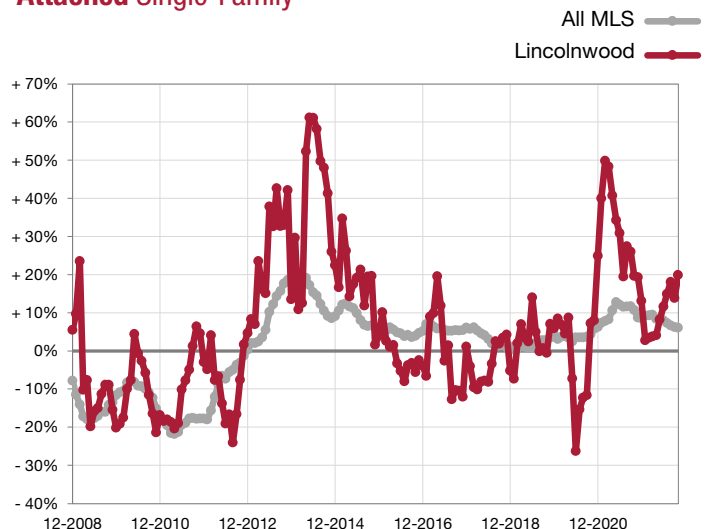
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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Morton Grove

Local Market Update / October 2022

- 28.6%

- 57.8%

- 27.4%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

October

Trailing 12 Months

	10-2021	10-2022	+ / -	10-2021	10-2022	+ / -
New Listings	40	24	- 40.0%	461	372	- 19.3%
Under Contract (includes Contingent and Pending)	29	15	- 48.3%	311	258	- 17.0%
Closed Sales	25	16	- 36.0%	314	280	- 10.8%
Median Sales Price*	\$377,000	\$391,250	+ 3.8%	\$370,000	\$389,450	+ 5.3%
Average Sales Price*	\$380,767	\$393,299	+ 3.3%	\$388,948	\$415,166	+ 6.7%
Percent of Original List Price Received*	98.2%	98.7%	+ 0.5%	98.0%	98.0%	0.0%
Average Market Time	39	24	- 38.5%	47	49	+ 4.3%
Inventory of Homes for Sale at Month End	54	39	- 27.8%	--	--	--

Attached Single-Family

October

Trailing 12 Months

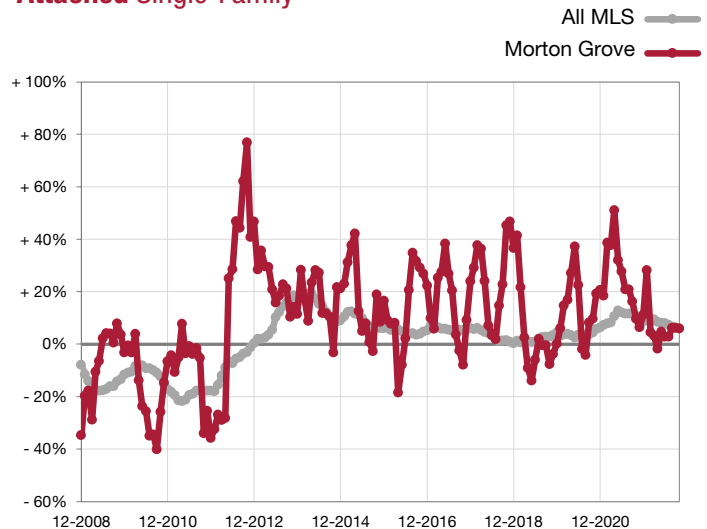
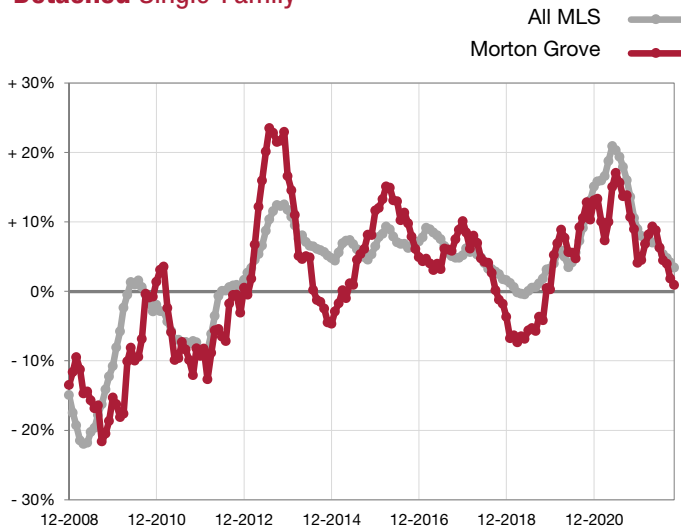
	10-2021	10-2022	+ / -	10-2021	10-2022	+ / -
New Listings	9	11	+ 22.2%	203	158	- 22.2%
Under Contract (includes Contingent and Pending)	8	3	- 62.5%	139	114	- 18.0%
Closed Sales	20	3	- 85.0%	145	115	- 20.7%
Median Sales Price*	\$259,250	\$230,000	- 11.3%	\$252,000	\$265,000	+ 5.2%
Average Sales Price*	\$248,475	\$261,333	+ 5.2%	\$268,171	\$270,814	+ 1.0%
Percent of Original List Price Received*	95.2%	96.8%	+ 1.7%	96.2%	98.0%	+ 1.9%
Average Market Time	67	60	- 10.4%	64	41	- 35.9%
Inventory of Homes for Sale at Month End	19	14	- 26.3%	--	--	--

* 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 / October 2022

- 24.6%

- 42.1%

- 37.3%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

	October			Trailing 12 Months		
	10-2021	10-2022	+ / -	10-2021	10-2022	+ / -
New Listings	38	25	- 34.2%	431	308	- 28.5%
Under Contract (includes Contingent and Pending)	29	17	- 41.4%	286	208	- 27.3%
Closed Sales	24	9	- 62.5%	278	228	- 18.0%
Median Sales Price*	\$375,000	\$400,000	+ 6.7%	\$365,000	\$377,000	+ 3.3%
Average Sales Price*	\$380,746	\$404,833	+ 6.3%	\$383,225	\$392,168	+ 2.3%
Percent of Original List Price Received*	95.4%	97.3%	+ 2.0%	97.6%	98.3%	+ 0.7%
Average Market Time	36	28	- 22.2%	49	36	- 26.5%
Inventory of Homes for Sale at Month End	49	27	- 44.9%	--	--	--

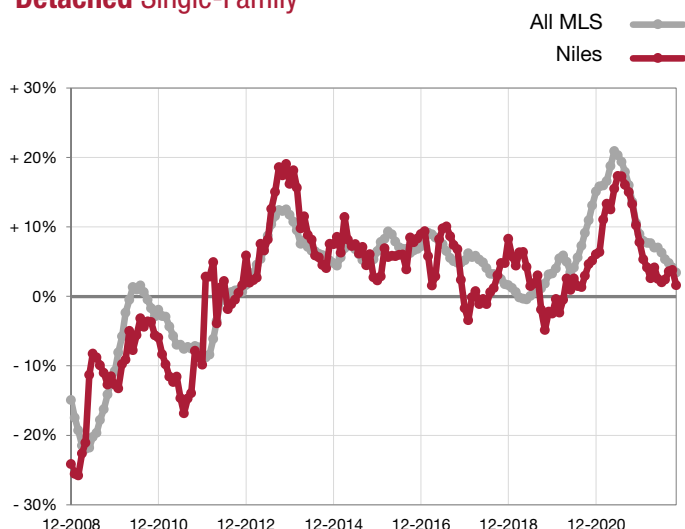
Attached Single-Family

	October			Trailing 12 Months		
	10-2021	10-2022	+ / -	10-2021	10-2022	+ / -
New Listings	23	21	- 8.7%	245	211	- 13.9%
Under Contract (includes Contingent and Pending)	16	7	- 56.3%	165	158	- 4.2%
Closed Sales	14	13	- 7.1%	173	170	- 1.7%
Median Sales Price*	\$238,125	\$242,500	+ 1.8%	\$212,000	\$224,360	+ 5.8%
Average Sales Price*	\$234,839	\$238,077	+ 1.4%	\$205,971	\$217,079	+ 5.4%
Percent of Original List Price Received*	94.6%	96.5%	+ 2.0%	95.3%	96.6%	+ 1.4%
Average Market Time	71	42	- 40.8%	57	42	- 26.3%
Inventory of Homes for Sale at Month End	34	25	- 26.5%	--	--	--

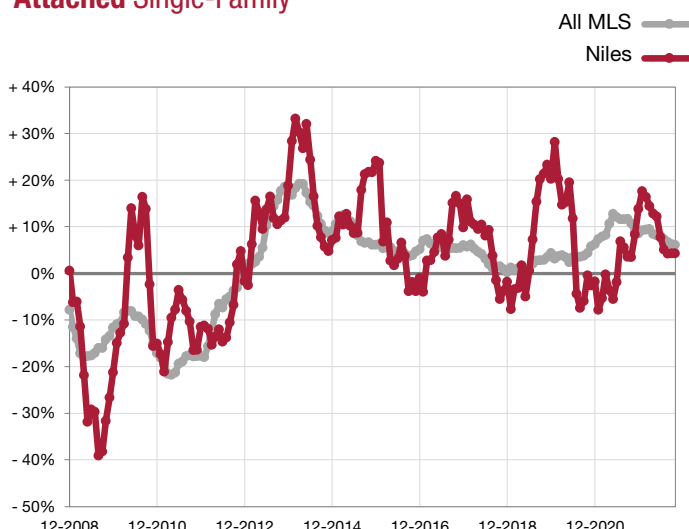
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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Northbrook

Local Market Update / October 2022

- 3.5%

- 14.1%

- 21.7%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

	October			Trailing 12 Months		
	10-2021	10-2022	+ / -	10-2021	10-2022	+ / -
New Listings	50	47	- 6.0%	845	657	- 22.2%
Under Contract (includes Contingent and Pending)	42	33	- 21.4%	589	420	- 28.7%
Closed Sales	36	26	- 27.8%	599	443	- 26.0%
Median Sales Price*	\$556,250	\$642,500	+ 15.5%	\$615,000	\$665,000	+ 8.1%
Average Sales Price*	\$686,242	\$664,837	- 3.1%	\$697,370	\$769,611	+ 10.4%
Percent of Original List Price Received*	97.1%	96.8%	- 0.3%	96.3%	98.2%	+ 2.0%
Average Market Time	69	61	- 11.6%	81	53	- 34.6%
Inventory of Homes for Sale at Month End	90	69	- 23.3%	--	--	--

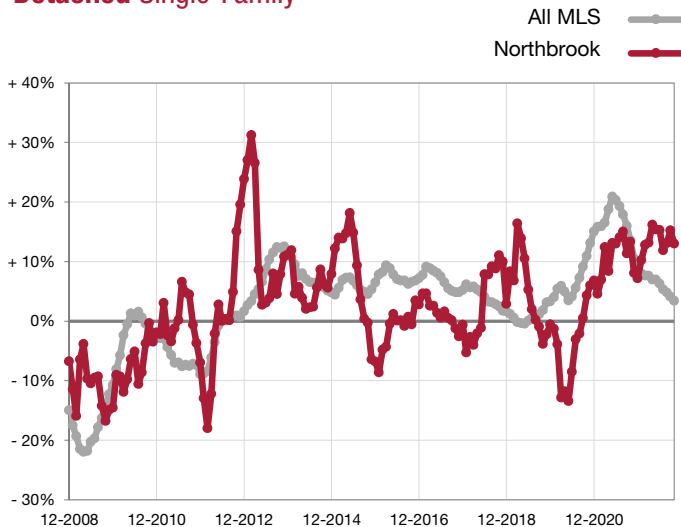
Attached Single-Family

	October			Trailing 12 Months		
	10-2021	10-2022	+ / -	10-2021	10-2022	+ / -
New Listings	35	35	0.0%	499	493	- 1.2%
Under Contract (includes Contingent and Pending)	33	18	- 45.5%	387	337	- 12.9%
Closed Sales	28	29	+ 3.6%	366	368	+ 0.5%
Median Sales Price*	\$320,000	\$372,000	+ 16.3%	\$322,875	\$358,755	+ 11.1%
Average Sales Price*	\$336,228	\$393,743	+ 17.1%	\$345,036	\$377,284	+ 9.3%
Percent of Original List Price Received*	95.8%	97.1%	+ 1.4%	96.1%	97.8%	+ 1.8%
Average Market Time	93	35	- 62.4%	74	45	- 39.2%
Inventory of Homes for Sale at Month End	62	50	- 19.4%	--	--	--

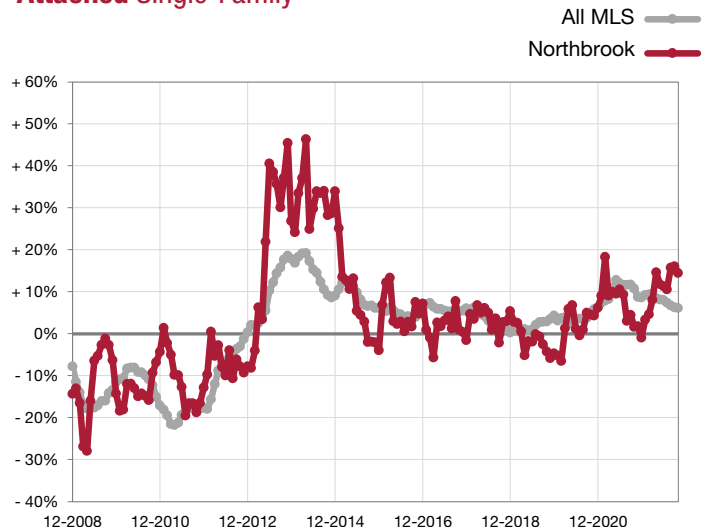
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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Northfield

Local Market Update / October 2022

- 46.7%

- 12.5%

- 36.0%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

October

Trailing 12 Months

Detached Single-Family

	10-2021	10-2022	+ / -	10-2021	10-2022	+ / -
New Listings	13	5	- 61.5%	152	131	- 13.8%
Under Contract (includes Contingent and Pending)	2	4	+ 100.0%	111	89	- 19.8%
Closed Sales	8	3	- 62.5%	116	97	- 16.4%
Median Sales Price*	\$807,500	\$1,150,000	+ 42.4%	\$832,500	\$1,000,000	+ 20.1%
Average Sales Price*	\$858,750	\$1,425,000	+ 65.9%	\$1,019,916	\$1,145,220	+ 12.3%
Percent of Original List Price Received*	97.1%	91.0%	- 6.3%	96.6%	97.9%	+ 1.3%
Average Market Time	20	28	+ 40.0%	76	66	- 13.2%
Inventory of Homes for Sale at Month End	18	14	- 22.2%	--	--	--

October

Trailing 12 Months

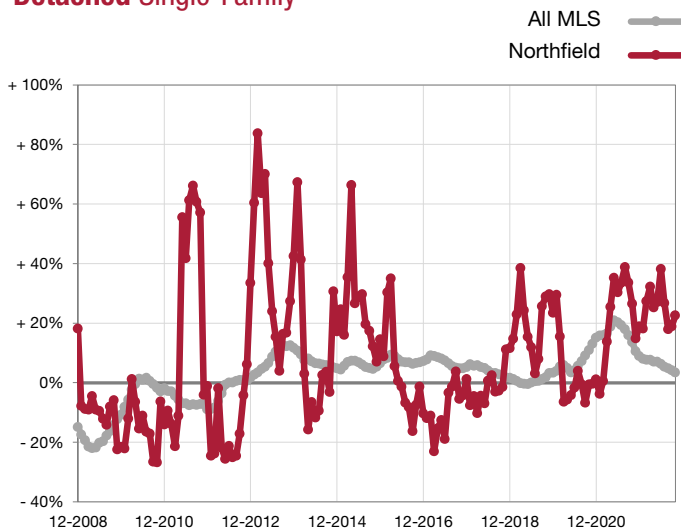
Attached Single-Family

	10-2021	10-2022	+ / -	10-2021	10-2022	+ / -
New Listings	2	3	+ 50.0%	70	44	- 37.1%
Under Contract (includes Contingent and Pending)	2	3	+ 50.0%	44	38	- 13.6%
Closed Sales	0	4	--	45	37	- 17.8%
Median Sales Price*	\$0	\$326,250	--	\$337,500	\$385,000	+ 14.1%
Average Sales Price*	\$0	\$318,125	--	\$391,765	\$450,122	+ 14.9%
Percent of Original List Price Received*	0.0%	97.6%	--	96.4%	98.4%	+ 2.1%
Average Market Time	0	13	--	68	39	- 42.6%
Inventory of Homes for Sale at Month End	7	2	- 71.4%	--	--	--

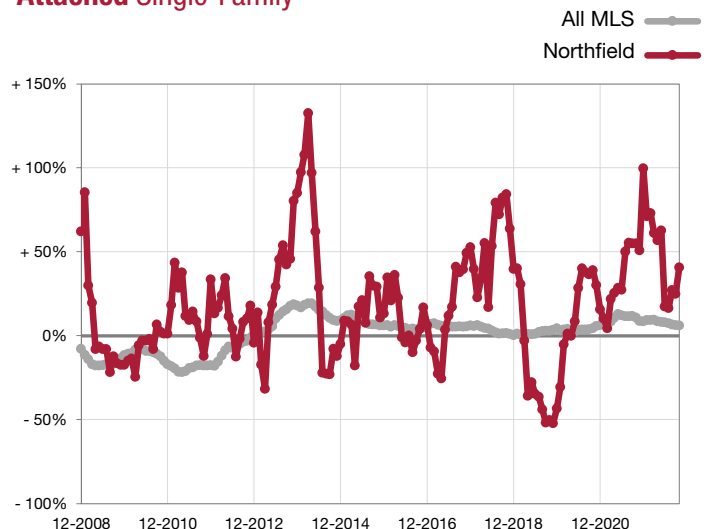
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Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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Skokie

Local Market Update / October 2022

- 39.4%

- 33.3%

- 34.8%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

October

Trailing 12 Months

Detached Single-Family

	10-2021	10-2022	+ / -	10-2021	10-2022	+ / -
New Listings	77	50	- 35.1%	831	646	- 22.3%
Under Contract (includes Contingent and Pending)	53	21	- 60.4%	556	430	- 22.7%
Closed Sales	46	33	- 28.3%	553	464	- 16.1%
Median Sales Price*	\$380,000	\$425,000	+ 11.8%	\$385,000	\$405,000	+ 5.2%
Average Sales Price*	\$426,640	\$447,209	+ 4.8%	\$413,334	\$438,026	+ 6.0%
Percent of Original List Price Received*	97.3%	97.5%	+ 0.2%	98.1%	98.5%	+ 0.4%
Average Market Time	45	41	- 8.9%	46	37	- 19.6%
Inventory of Homes for Sale at Month End	82	69	- 15.9%	--	--	--

October

Trailing 12 Months

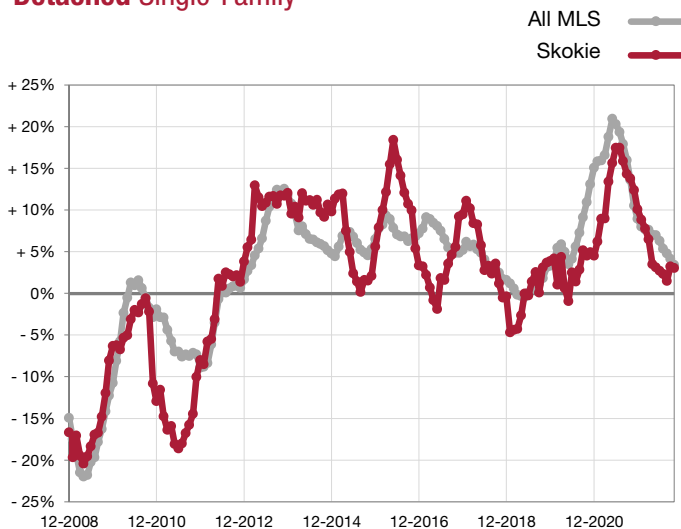
Attached Single-Family

	10-2021	10-2022	+ / -	10-2021	10-2022	+ / -
New Listings	50	27	- 46.0%	592	426	- 28.0%
Under Contract (includes Contingent and Pending)	30	10	- 66.7%	340	296	- 12.9%
Closed Sales	26	15	- 42.3%	333	318	- 4.5%
Median Sales Price*	\$255,000	\$315,000	+ 23.5%	\$210,000	\$228,500	+ 8.8%
Average Sales Price*	\$258,212	\$304,667	+ 18.0%	\$219,972	\$246,738	+ 12.2%
Percent of Original List Price Received*	96.1%	95.1%	- 1.0%	96.2%	96.3%	+ 0.1%
Average Market Time	55	64	+ 16.4%	66	61	- 7.6%
Inventory of Homes for Sale at Month End	99	49	- 50.5%	--	--	--

* 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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Wilmette

Local Market Update / October 2022

- 26.7%

- 20.0%

- 21.4%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

October

Trailing 12 Months

Detached Single-Family

	10-2021	10-2022	+ / -	10-2021	10-2022	+ / -
New Listings	36	28	- 22.2%	667	462	- 30.7%
Under Contract (includes Contingent and Pending)	28	20	- 28.6%	478	348	- 27.2%
Closed Sales	26	20	- 23.1%	502	359	- 28.5%
Median Sales Price*	\$736,500	\$890,000	+ 20.8%	\$852,500	\$884,000	+ 3.7%
Average Sales Price*	\$901,615	\$1,014,826	+ 12.6%	\$946,546	\$1,053,765	+ 11.3%
Percent of Original List Price Received*	97.3%	96.9%	- 0.4%	97.3%	100.9%	+ 3.7%
Average Market Time	41	29	- 29.3%	54	30	- 44.4%
Inventory of Homes for Sale at Month End	54	39	- 27.8%	--	--	--

October

Trailing 12 Months

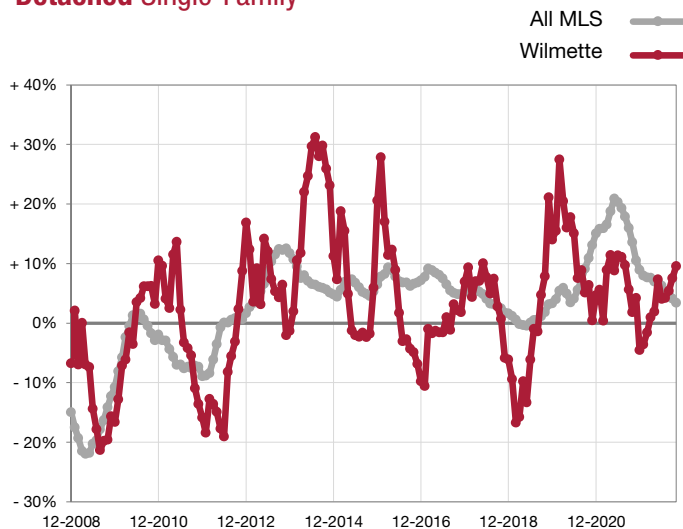
Attached Single-Family

	10-2021	10-2022	+ / -	10-2021	10-2022	+ / -
New Listings	9	5	- 44.4%	161	140	- 13.0%
Under Contract (includes Contingent and Pending)	9	4	- 55.6%	137	100	- 27.0%
Closed Sales	9	8	- 11.1%	144	106	- 26.4%
Median Sales Price*	\$435,000	\$582,500	+ 33.9%	\$356,250	\$401,000	+ 12.6%
Average Sales Price*	\$421,333	\$600,313	+ 42.5%	\$410,946	\$419,285	+ 2.0%
Percent of Original List Price Received*	95.0%	100.3%	+ 5.6%	95.0%	97.6%	+ 2.7%
Average Market Time	148	20	- 86.5%	95	52	- 45.3%
Inventory of Homes for Sale at Month End	16	16	0.0%	--	--	--

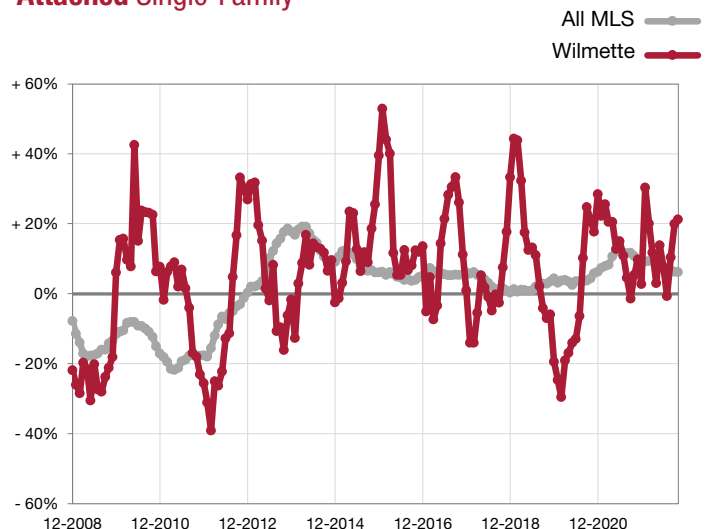
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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

Detached Single-Family



Attached Single-Family



**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 / October 2022

- 53.3%

- 5.9%

- 39.0%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

October

Trailing 12 Months

	10-2021	10-2022	+ / -	10-2021	10-2022	+ / -
New Listings	26	14	- 46.2%	443	315	- 28.9%
Under Contract (includes Contingent and Pending)	20	9	- 55.0%	338	247	- 26.9%
Closed Sales	16	14	- 12.5%	346	270	- 22.0%
Median Sales Price*	\$1,031,500	\$1,194,000	+ 15.8%	\$1,295,750	\$1,515,000	+ 16.9%
Average Sales Price*	\$1,250,749	\$1,366,107	+ 9.2%	\$1,491,210	\$1,916,468	+ 28.5%
Percent of Original List Price Received*	101.2%	99.9%	- 1.3%	97.5%	100.9%	+ 3.5%
Average Market Time	67	23	- 65.7%	85	42	- 50.6%
Inventory of Homes for Sale at Month End	52	33	- 36.5%	--	--	--

Attached Single-Family

October

Trailing 12 Months

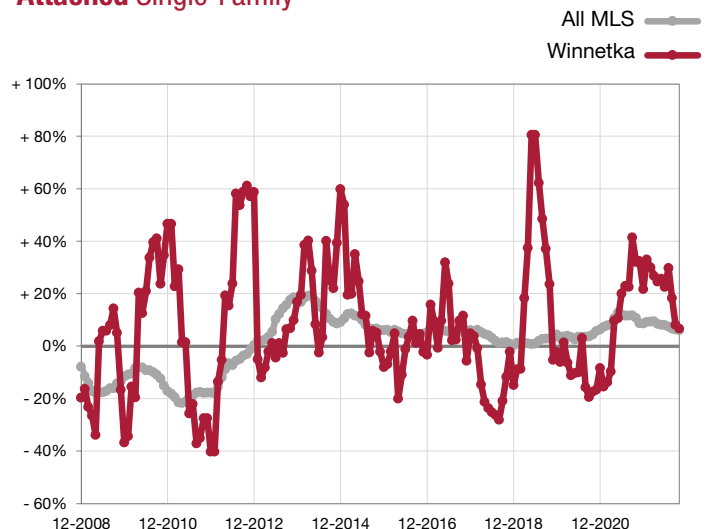
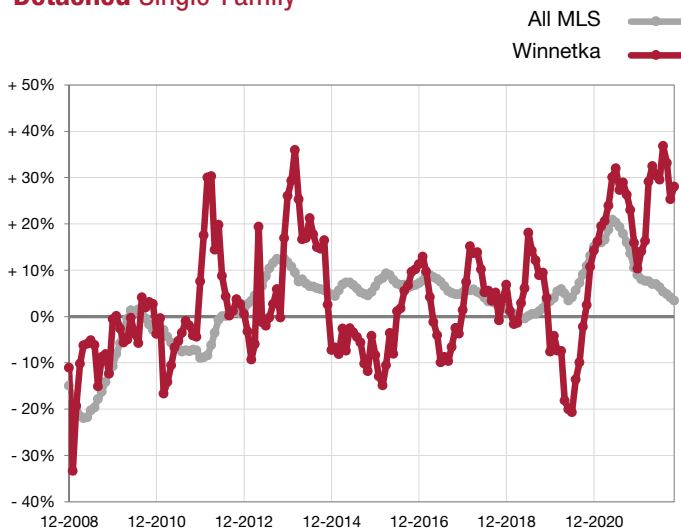
	10-2021	10-2022	+ / -	10-2021	10-2022	+ / -
New Listings	4	0	- 100.0%	43	44	+ 2.3%
Under Contract (includes Contingent and Pending)	2	2	0.0%	38	38	0.0%
Closed Sales	1	2	+ 100.0%	38	38	0.0%
Median Sales Price*	\$525,000	\$285,750	- 45.6%	\$393,000	\$458,500	+ 16.7%
Average Sales Price*	\$525,000	\$285,750	- 45.6%	\$408,037	\$489,305	+ 19.9%
Percent of Original List Price Received*	89.7%	91.5%	+ 2.0%	93.4%	99.1%	+ 6.1%
Average Market Time	31	32	+ 3.2%	112	39	- 65.2%
Inventory of Homes for Sale at Month End	7	3	- 57.1%	--	--	--

* 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



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