Local Market Update – June 2020

A RESEARCH TOOL PROVIDED BY **MIDWEST REAL ESTATE DATA LLC**
RESIDENTIAL ACTIVITY ONLY | Data current as of July 14, 2020

MRED Midwest Real Estate Data

Lake Forest

+ 12.1%	- 19.1%	- 38.9%
Change in **New Listings** All Properties	Change in **Closed Sales** All Properties	Change in **Inventory of Homes** All Properties

Detached Single-Family

	June			Trailing 12 Months		
	6-2019	6-2020	+ / –	6-2019	6-2020	+ / –
New Listings	79	**89**	+ 12.7%	729	**652**	- 10.6%
Under Contract (includes Contingent and Pending)	19	**66**	+ 247.4%	265	**333**	+ 25.7%
Closed Sales	40	**35**	- 12.5%	278	**281**	+ 1.1%
Median Sales Price*	$785,000	**$730,000**	- 7.0%	$817,500	**$735,000**	- 10.1%
Average Sales Price*	$859,974	**$902,554**	+ 5.0%	$978,720	**$946,744**	- 3.3%
Percent of Original List Price Received*	89.9%	**89.8%**	- 0.1%	88.5%	**87.7%**	- 0.9%
Average Market Time	156	**205**	+ 31.4%	192	**223**	+ 16.1%
Inventory of Homes for Sale at Month End	359	**209**	- 41.8%	--	--	--

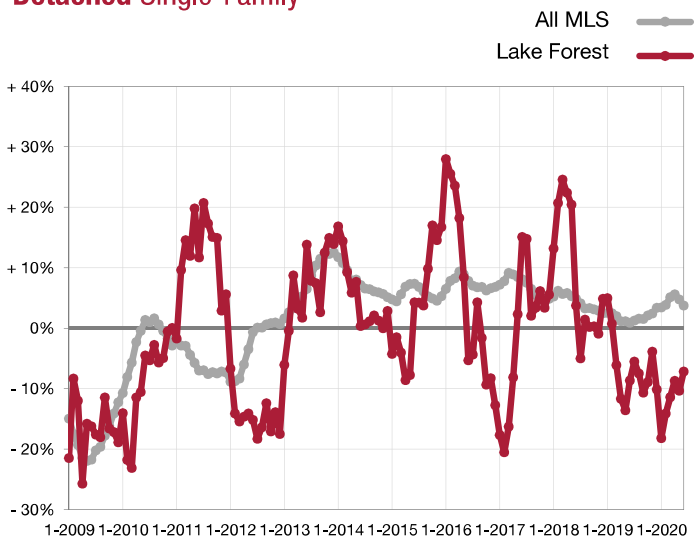
Attached Single-Family

	June			Trailing 12 Months		
	6-2019	6-2020	+ / –	6-2019	6-2020	+ / –
New Listings	12	**13**	+ 8.3%	131	**121**	- 7.6%
Under Contract (includes Contingent and Pending)	10	**9**	- 10.0%	66	**60**	- 9.1%
Closed Sales	7	**3**	- 57.1%	70	**62**	- 11.4%
Median Sales Price*	$395,000	**$388,000**	- 1.8%	$510,000	**$595,000**	+ 16.7%
Average Sales Price*	$444,273	**$465,800**	+ 4.8%	$551,991	**$569,069**	+ 3.1%
Percent of Original List Price Received*	96.7%	**93.0%**	- 3.8%	93.7%	**92.6%**	- 1.2%
Average Market Time	147	**83**	- 43.5%	150	**181**	+ 20.7%
Inventory of Homes for Sale at Month End	47	**39**	- 17.0%	--	--	--

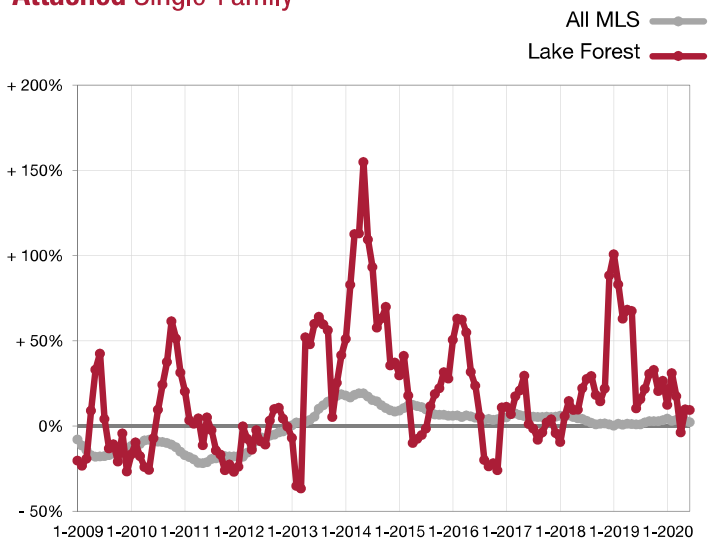
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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

Detached Single-Family



Attached Single-Family



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MRED Midwest Real Estate Data

Lake Bluff

- 37.8%	- 34.8%	- 57.9%
Change in **New Listings** All Properties	Change in **Closed Sales** All Properties	Change in **Inventory of Homes** All Properties

Detached Single-Family

	June			Trailing 12 Months		
	6-2019	6-2020	+ / –	6-2019	6-2020	+ / –
New Listings	36	**23**	- 36.1%	289	**222**	- 23.2%
Under Contract (includes Contingent and Pending)	12	**18**	+ 50.0%	118	**142**	+ 20.3%
Closed Sales	15	**10**	- 33.3%	115	**135**	+ 17.4%
Median Sales Price*	$465,000	**$560,000**	+ 20.4%	$508,000	**$525,000**	+ 3.3%
Average Sales Price*	$643,133	**$561,900**	- 12.6%	$633,311	**$655,333**	+ 3.5%
Percent of Original List Price Received*	90.3%	**91.3%**	+ 1.1%	91.3%	**89.0%**	- 2.5%
Average Market Time	75	**153**	+ 104.0%	112	**173**	+ 54.5%
Inventory of Homes for Sale at Month End	123	**49**	- 60.2%	--	--	--

Attached Single-Family

	June			Trailing 12 Months		
	6-2019	6-2020	+ / –	6-2019	6-2020	+ / –
New Listings	9	**5**	- 44.4%	68	**59**	- 13.2%
Under Contract (includes Contingent and Pending)	5	**3**	- 40.0%	51	**44**	- 13.7%
Closed Sales	8	**5**	- 37.5%	53	**43**	- 18.9%
Median Sales Price*	$227,500	**$242,250**	+ 6.5%	$210,000	**$203,000**	- 3.3%
Average Sales Price*	$240,860	**$278,450**	+ 15.6%	$252,166	**$233,372**	- 7.5%
Percent of Original List Price Received*	92.9%	**95.6%**	+ 2.9%	92.9%	**93.6%**	+ 0.8%
Average Market Time	79	**79**	0.0%	71	**72**	+ 1.4%
Inventory of Homes for Sale at Month End	17	**10**	- 41.2%	--	--	--

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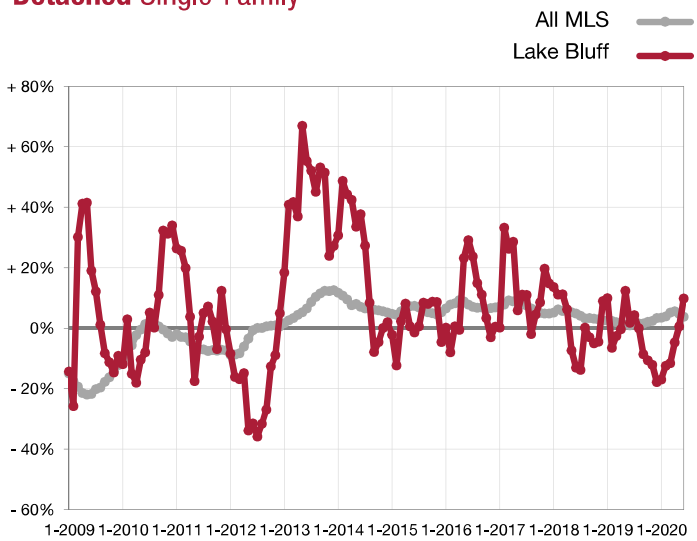
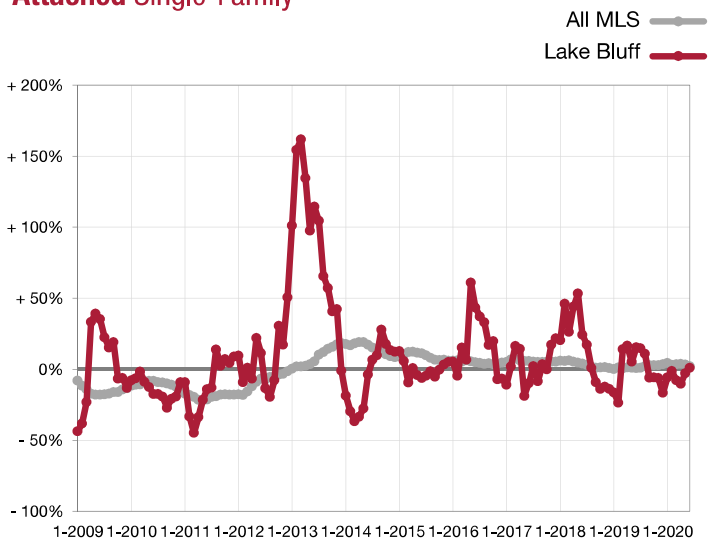
Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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MRED Midwest Real Estate Data

Evanston

- 16.2%	- 29.5%	- 22.2%
Change in **New Listings** All Properties	Change in **Closed Sales** All Properties	Change in **Inventory of Homes** All Properties

Detached Single-Family

	June			Trailing 12 Months		
	6-2019	6-2020	+ / –	6-2019	6-2020	+ / –
New Listings	92	**79**	- 14.1%	823	**834**	+ 1.3%
Under Contract (includes Contingent and Pending)	46	**82**	+ 78.3%	430	**464**	+ 7.9%
Closed Sales	52	**52**	0.0%	410	**439**	+ 7.1%
Median Sales Price*	$573,000	**$572,500**	- 0.1%	$514,500	**$548,000**	+ 6.5%
Average Sales Price*	$664,739	**$632,721**	- 4.8%	$603,381	**$615,081**	+ 1.9%
Percent of Original List Price Received*	96.8%	**93.9%**	- 3.0%	94.9%	**94.2%**	- 0.7%
Average Market Time	60	**102**	+ 70.0%	71	**90**	+ 26.8%
Inventory of Homes for Sale at Month End	178	**120**	- 32.6%	--	--	--

Attached Single-Family

	June			Trailing 12 Months		
	6-2019	6-2020	+ / –	6-2019	6-2020	+ / –
New Listings	106	**87**	- 17.9%	981	**892**	- 9.1%
Under Contract (includes Contingent and Pending)	52	**65**	+ 25.0%	585	**486**	- 16.9%
Closed Sales	70	**34**	- 51.4%	574	**489**	- 14.8%
Median Sales Price*	$271,000	**$264,250**	- 2.5%	$242,250	**$249,500**	+ 3.0%
Average Sales Price*	$310,702	**$272,135**	- 12.4%	$290,153	**$278,175**	- 4.1%
Percent of Original List Price Received*	96.2%	**96.5%**	+ 0.3%	95.4%	**94.6%**	- 0.8%
Average Market Time	52	**81**	+ 55.8%	66	**81**	+ 22.7%
Inventory of Homes for Sale at Month End	183	**161**	- 12.0%	--	--	--

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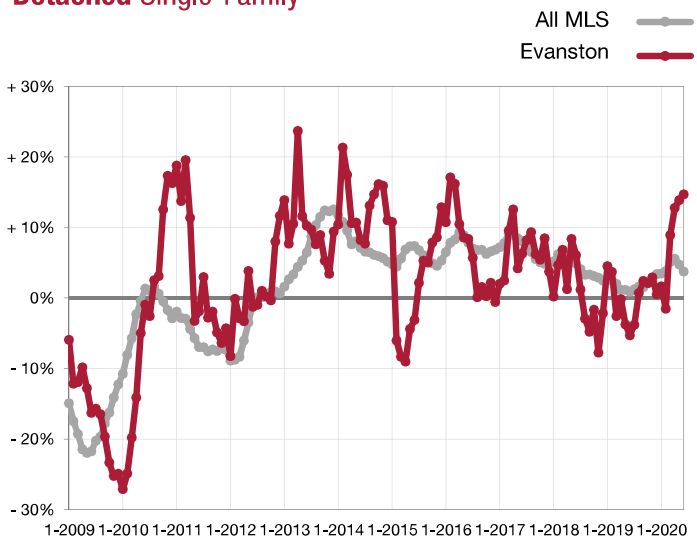
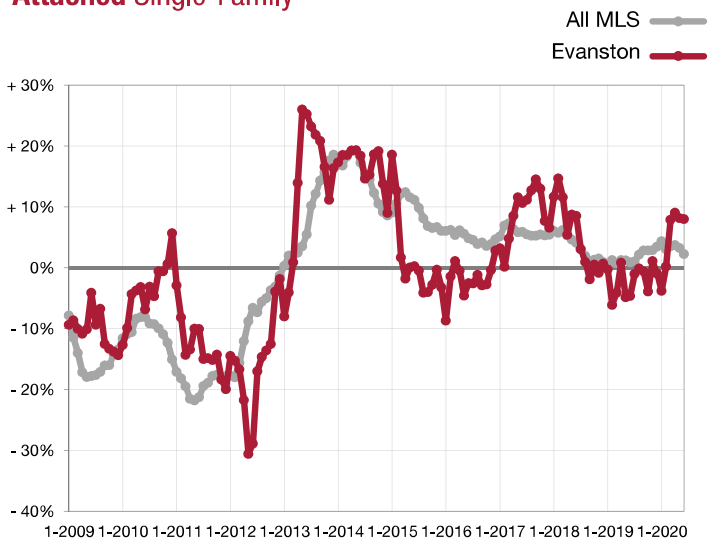
Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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MRED Midwest Real Estate Data

Glencoe

- 2.9%	+ 58.3%	- 29.3%
Change in **New Listings** All Properties	Change in **Closed Sales** All Properties	Change in **Inventory of Homes** All Properties

Detached Single-Family

	June			Trailing 12 Months		
	6-2019	6-2020	+ / –	6-2019	6-2020	+ / –
New Listings	33	**31**	- 6.1%	339	**287**	- 15.3%
Under Contract (includes Contingent and Pending)	21	**27**	+ 28.6%	165	**151**	- 8.5%
Closed Sales	12	**18**	+ 50.0%	161	**150**	- 6.8%
Median Sales Price*	$873,750	**$1,267,500**	+ 45.1%	$840,000	**$900,000**	+ 7.1%
Average Sales Price*	$1,018,083	**$1,524,889**	+ 49.8%	$1,173,488	**$1,108,182**	- 5.6%
Percent of Original List Price Received*	95.3%	**91.3%**	- 4.2%	90.7%	**90.7%**	0.0%
Average Market Time	131	**176**	+ 34.4%	139	**159**	+ 14.4%
Inventory of Homes for Sale at Month End	92	**67**	- 27.2%	--	--	--

Attached Single-Family

	June			Trailing 12 Months		
	6-2019	6-2020	+ / –	6-2019	6-2020	+ / –
New Listings	1	**2**	+ 100.0%	15	**13**	- 13.3%
Under Contract (includes Contingent and Pending)	1	**2**	+ 100.0%	7	**9**	+ 28.6%
Closed Sales	0	**1**	--	8	**7**	- 12.5%
Median Sales Price*	$0	**$415,000**	--	$232,000	**$239,000**	+ 3.0%
Average Sales Price*	$0	**$415,000**	--	$260,260	**$291,571**	+ 12.0%
Percent of Original List Price Received*	0.0%	**96.5%**	--	88.7%	**94.5%**	+ 6.5%
Average Market Time	0	**672**	--	57	**151**	+ 164.9%
Inventory of Homes for Sale at Month End	7	**3**	- 57.1%	--	--	--

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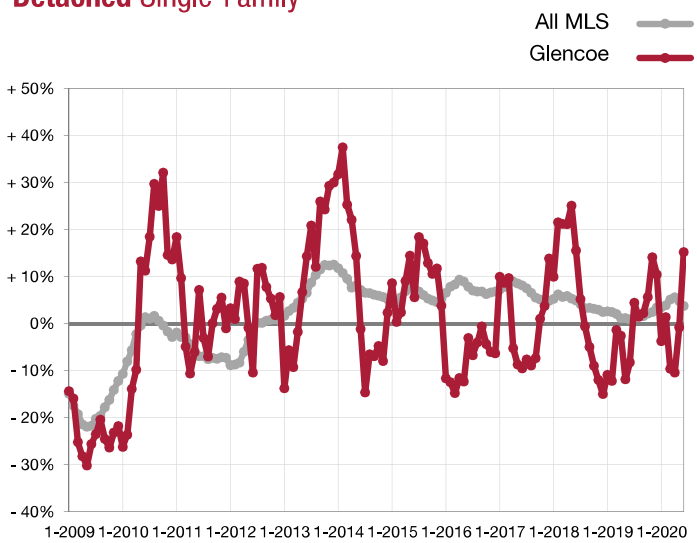
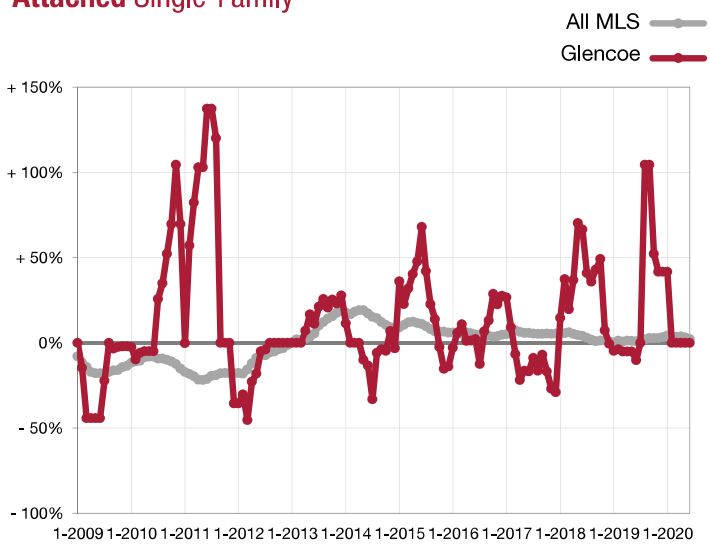
Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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MRED Midwest Real Estate Data

Glenview

- 2.4%	- 49.1%	- 25.5%
Change in **New Listings** All Properties	Change in **Closed Sales** All Properties	Change in **Inventory of Homes** All Properties

Detached Single-Family

	June			Trailing 12 Months		
	6-2019	6-2020	+ / –	6-2019	6-2020	+ / –
New Listings	154	**134**	- 13.0%	1,369	**1,136**	- 17.0%
Under Contract (includes Contingent and Pending)	50	**99**	+ 98.0%	523	**556**	+ 6.3%
Closed Sales	71	**44**	- 38.0%	521	**506**	- 2.9%
Median Sales Price*	$625,000	**$683,750**	+ 9.4%	$550,000	**$559,250**	+ 1.7%
Average Sales Price*	$739,065	**$740,033**	+ 0.1%	$651,953	**$653,840**	+ 0.3%
Percent of Original List Price Received*	93.8%	**94.3%**	+ 0.5%	93.6%	**93.4%**	- 0.2%
Average Market Time	106	**123**	+ 16.0%	113	**142**	+ 25.7%
Inventory of Homes for Sale at Month End	357	**231**	- 35.3%	--	--	--

Attached Single-Family

	June			Trailing 12 Months		
	6-2019	6-2020	+ / –	6-2019	6-2020	+ / –
New Listings	54	**69**	+ 27.8%	608	**576**	- 5.3%
Under Contract (includes Contingent and Pending)	33	**33**	0.0%	292	**275**	- 5.8%
Closed Sales	39	**12**	- 69.2%	291	**271**	- 6.9%
Median Sales Price*	$286,000	**$242,000**	- 15.4%	$260,000	**$270,000**	+ 3.8%
Average Sales Price*	$327,691	**$297,771**	- 9.1%	$306,163	**$307,658**	+ 0.5%
Percent of Original List Price Received*	95.9%	**94.7%**	- 1.3%	94.8%	**94.4%**	- 0.4%
Average Market Time	59	**50**	- 15.3%	69	**82**	+ 18.8%
Inventory of Homes for Sale at Month End	130	**132**	+ 1.5%	--	--	--

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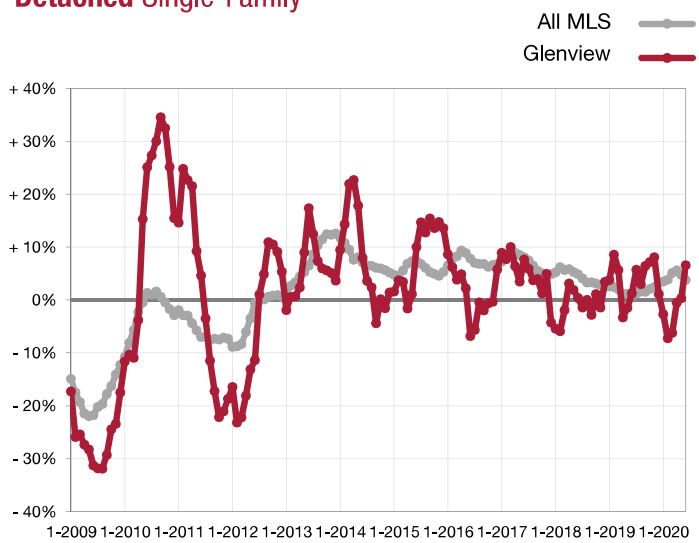
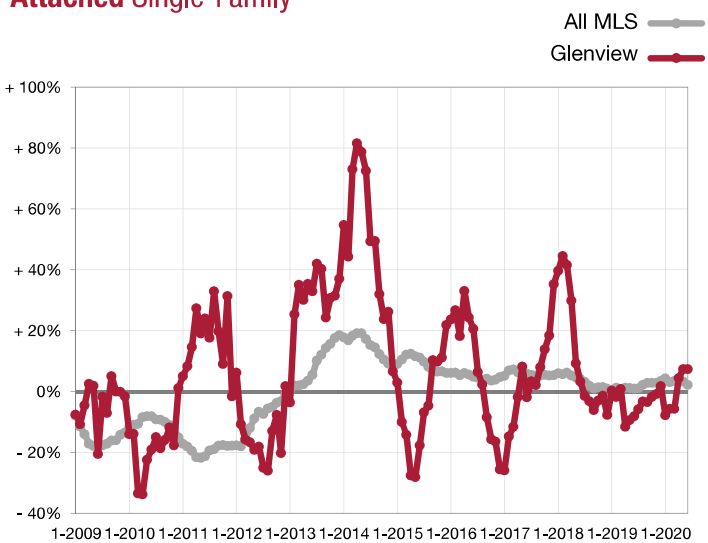
Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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MRED Midwest Real Estate Data

Highland Park

- 11.8%	- 3.9%	- 43.1%
Change in **New Listings** All Properties	Change in **Closed Sales** All Properties	Change in **Inventory of Homes** All Properties

Detached Single-Family

	June			Trailing 12 Months		
	6-2019	6-2020	+ / –	6-2019	6-2020	+ / –
New Listings	106	**87**	- 17.9%	933	**799**	- 14.4%
Under Contract (includes Contingent and Pending)	38	**80**	+ 110.5%	377	**448**	+ 18.8%
Closed Sales	36	**47**	+ 30.6%	383	**416**	+ 8.6%
Median Sales Price*	$555,000	**$599,000**	+ 7.9%	$532,500	**$490,000**	- 8.0%
Average Sales Price*	$600,066	**$641,870**	+ 7.0%	$603,496	**$561,026**	- 7.0%
Percent of Original List Price Received*	92.4%	**91.3%**	- 1.2%	91.3%	**91.1%**	- 0.2%
Average Market Time	98	**191**	+ 94.9%	133	**150**	+ 12.8%
Inventory of Homes for Sale at Month End	343	**175**	- 49.0%	--	--	--

Attached Single-Family

	June			Trailing 12 Months		
	6-2019	6-2020	+ / –	6-2019	6-2020	+ / –
New Listings	21	**25**	+ 19.0%	222	**195**	- 12.2%
Under Contract (includes Contingent and Pending)	10	**11**	+ 10.0%	105	**109**	+ 3.8%
Closed Sales	15	**2**	- 86.7%	102	**101**	- 1.0%
Median Sales Price*	$257,000	**$457,000**	+ 77.8%	$320,000	**$292,700**	- 8.5%
Average Sales Price*	$291,733	**$457,000**	+ 56.7%	$354,222	**$330,264**	- 6.8%
Percent of Original List Price Received*	87.4%	**86.9%**	- 0.6%	89.5%	**89.8%**	+ 0.3%
Average Market Time	194	**45**	- 76.8%	162	**136**	- 16.0%
Inventory of Homes for Sale at Month End	75	**63**	- 16.0%	--	--	--

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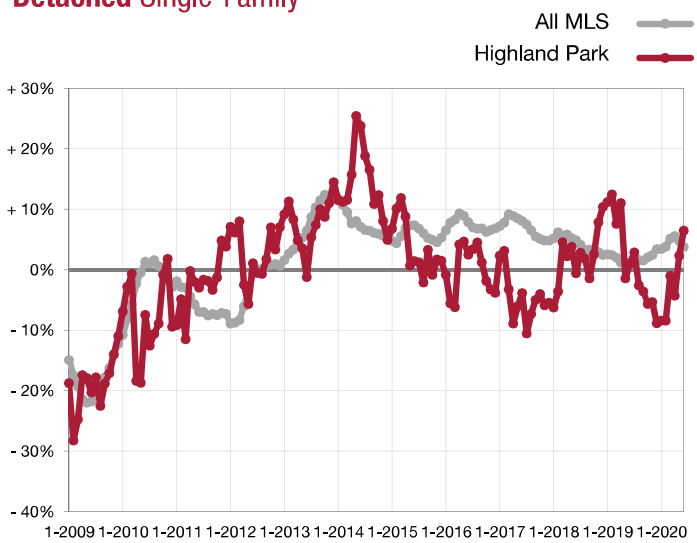
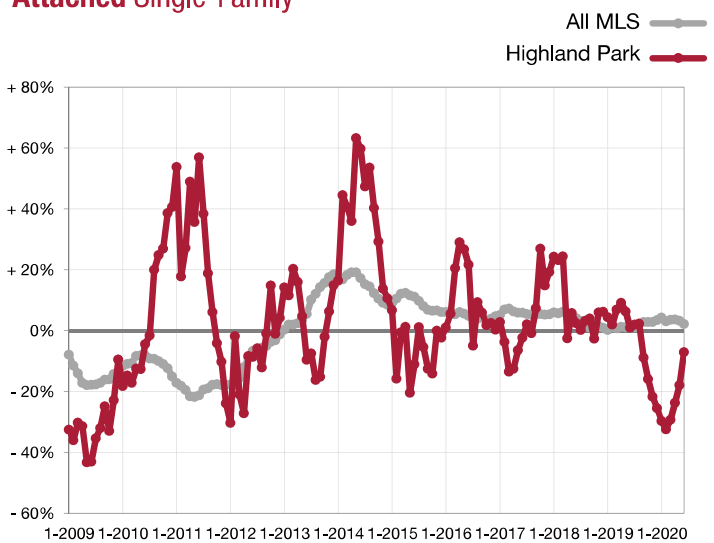
Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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MRED Midwest Real Estate Data

Kenilworth

+ 58.3%	- 16.7%	- 23.2%
Change in **New Listings** All Properties	Change in **Closed Sales** All Properties	Change in **Inventory of Homes** All Properties

Detached Single-Family

	June			Trailing 12 Months		
	6-2019	6-2020	+ / –	6-2019	6-2020	+ / –
New Listings	12	**19**	+ 58.3%	130	**119**	- 8.5%
Under Contract (includes Contingent and Pending)	4	**7**	+ 75.0%	36	**36**	0.0%
Closed Sales	6	**5**	- 16.7%	36	**31**	- 13.9%
Median Sales Price*	$1,374,500	**$830,000**	- 39.6%	$1,244,500	**$965,000**	- 22.5%
Average Sales Price*	$1,677,750	**$789,000**	- 53.0%	$1,404,753	**$1,188,332**	- 15.4%
Percent of Original List Price Received*	91.0%	**93.7%**	+ 3.0%	91.9%	**90.6%**	- 1.4%
Average Market Time	198	**89**	- 55.1%	148	**176**	+ 18.9%
Inventory of Homes for Sale at Month End	56	**43**	- 23.2%	--	--	--

Attached Single-Family

	June			Trailing 12 Months		
	6-2019	6-2020	+ / –	6-2019	6-2020	+ / –
New Listings	0	**0**	--	1	**0**	- 100.0%
Under Contract (includes Contingent and Pending)	0	**0**	--	0	**0**	--
Closed Sales	0	**0**	--	2	**0**	- 100.0%
Median Sales Price*	$0	**$0**	--	$559,444	**$0**	- 100.0%
Average Sales Price*	$0	**$0**	--	$559,444	**$0**	- 100.0%
Percent of Original List Price Received*	0.0%	**0.0%**	--	98.1%	**0.0%**	- 100.0%
Average Market Time	0	**0**	--	55	**0**	- 100.0%
Inventory of Homes for Sale at Month End	0	**0**	--	--	--	--

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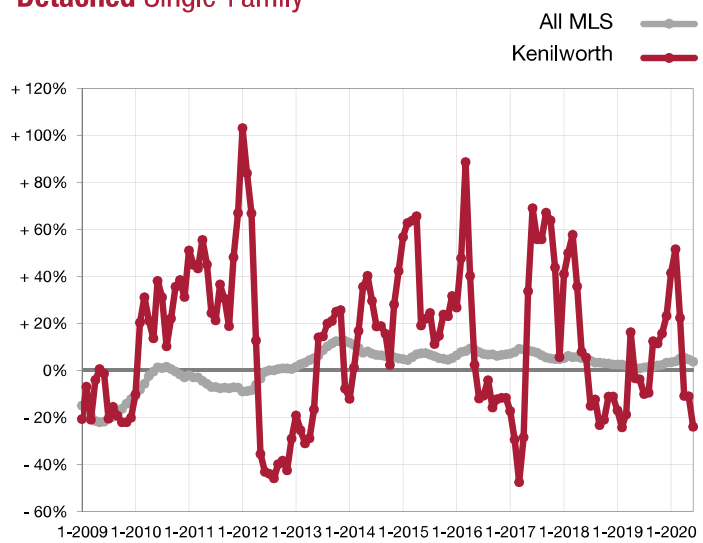
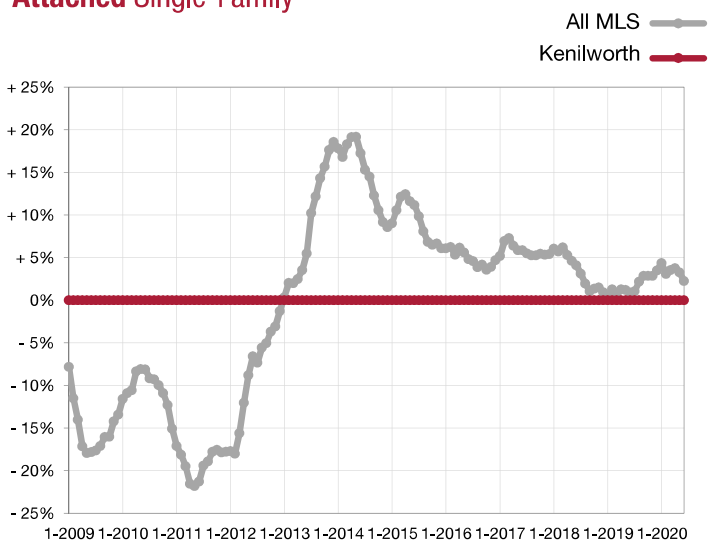
Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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Local Market Update – June 2020

A RESEARCH TOOL PROVIDED BY **MIDWEST REAL ESTATE DATA LLC**
RESIDENTIAL ACTIVITY ONLY | Data current as of July 14, 2020

MRED Midwest Real Estate Data

Northfield

- 11.4%	- 40.0%	- 23.7%
Change in **New Listings** All Properties	Change in **Closed Sales** All Properties	Change in **Inventory of Homes** All Properties

Detached Single-Family

	June			Trailing 12 Months		
	6-2019	6-2020	+ / –	6-2019	6-2020	+ / –
New Listings	31	**26**	- 16.1%	182	**171**	- 6.0%
Under Contract (includes Contingent and Pending)	6	**14**	+ 133.3%	69	**81**	+ 17.4%
Closed Sales	11	**7**	- 36.4%	63	**74**	+ 17.5%
Median Sales Price*	$640,000	**$645,000**	+ 0.8%	$653,000	**$665,911**	+ 2.0%
Average Sales Price*	$966,545	**$661,714**	- 31.5%	$832,754	**$857,116**	+ 2.9%
Percent of Original List Price Received*	93.3%	**93.0%**	- 0.3%	91.9%	**92.8%**	+ 1.0%
Average Market Time	205	**111**	- 45.9%	150	**144**	- 4.0%
Inventory of Homes for Sale at Month End	67	**46**	- 31.3%	--	--	--

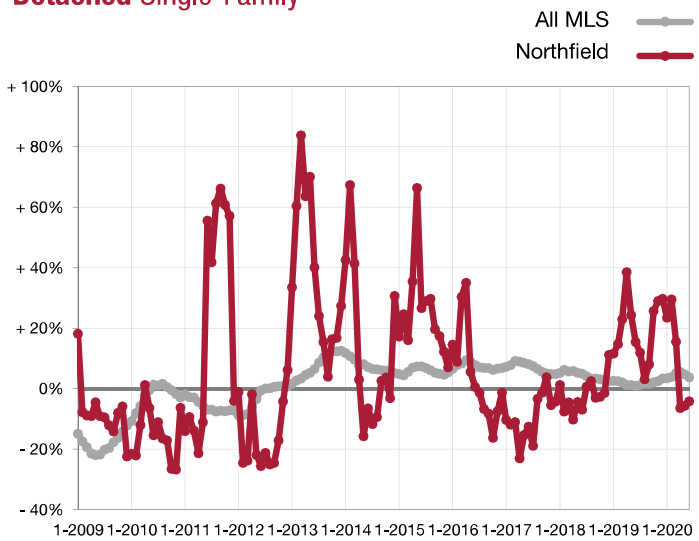
Attached Single-Family

	June			Trailing 12 Months		
	6-2019	6-2020	+ / –	6-2019	6-2020	+ / –
New Listings	4	**5**	+ 25.0%	65	**67**	+ 3.1%
Under Contract (includes Contingent and Pending)	6	**7**	+ 16.7%	39	**32**	- 17.9%
Closed Sales	4	**2**	- 50.0%	41	**30**	- 26.8%
Median Sales Price*	$239,000	**$395,000**	+ 65.3%	$279,000	**$210,000**	- 24.7%
Average Sales Price*	$323,000	**$395,000**	+ 22.3%	$348,646	**$262,970**	- 24.6%
Percent of Original List Price Received*	96.7%	**91.2%**	- 5.7%	94.3%	**92.7%**	- 1.7%
Average Market Time	176	**221**	+ 25.6%	79	**77**	- 2.5%
Inventory of Homes for Sale at Month End	9	**12**	+ 33.3%	--	--	--

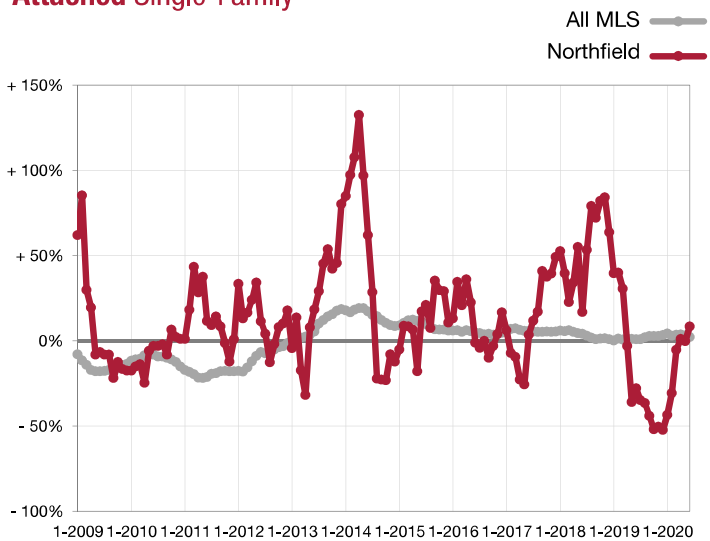
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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

Detached Single-Family



Attached Single-Family



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MRED Midwest Real Estate Data

Winnetka

+ 19.2%	- 13.8%	- 44.1%
Change in **New Listings** All Properties	Change in **Closed Sales** All Properties	Change in **Inventory of Homes** All Properties

Detached Single-Family

	June			Trailing 12 Months		
	6-2019	6-2020	+ / –	6-2019	6-2020	+ / –
New Listings	46	**60**	+ 30.4%	515	**452**	- 12.2%
Under Contract (includes Contingent and Pending)	22	**40**	+ 81.8%	235	**230**	- 2.1%
Closed Sales	27	**24**	- 11.1%	236	**225**	- 4.7%
Median Sales Price*	$1,330,000	**$972,500**	- 26.9%	$1,191,000	**$1,050,000**	- 11.8%
Average Sales Price*	$1,435,466	**$1,385,075**	- 3.5%	$1,412,331	**$1,278,722**	- 9.5%
Percent of Original List Price Received*	89.7%	**92.4%**	+ 3.0%	91.7%	**91.2%**	- 0.5%
Average Market Time	148	**143**	- 3.4%	166	**150**	- 9.6%
Inventory of Homes for Sale at Month End	173	**95**	- 45.1%	--	--	--

Attached Single-Family

	June			Trailing 12 Months		
	6-2019	6-2020	+ / –	6-2019	6-2020	+ / –
New Listings	6	**2**	- 66.7%	36	**39**	+ 8.3%
Under Contract (includes Contingent and Pending)	2	**1**	- 50.0%	14	**25**	+ 78.6%
Closed Sales	2	**1**	- 50.0%	15	**25**	+ 66.7%
Median Sales Price*	$579,500	**$415,000**	- 28.4%	$470,000	**$414,000**	- 11.9%
Average Sales Price*	$579,500	**$415,000**	- 28.4%	$448,333	**$450,720**	+ 0.5%
Percent of Original List Price Received*	94.2%	**88.3%**	- 6.3%	93.1%	**93.9%**	+ 0.9%
Average Market Time	48	**88**	+ 83.3%	86	**69**	- 19.8%
Inventory of Homes for Sale at Month End	13	**9**	- 30.8%	--	--	--

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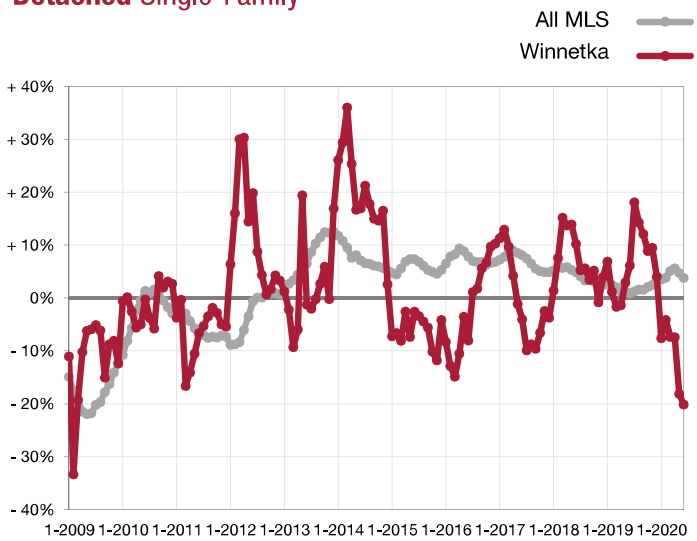
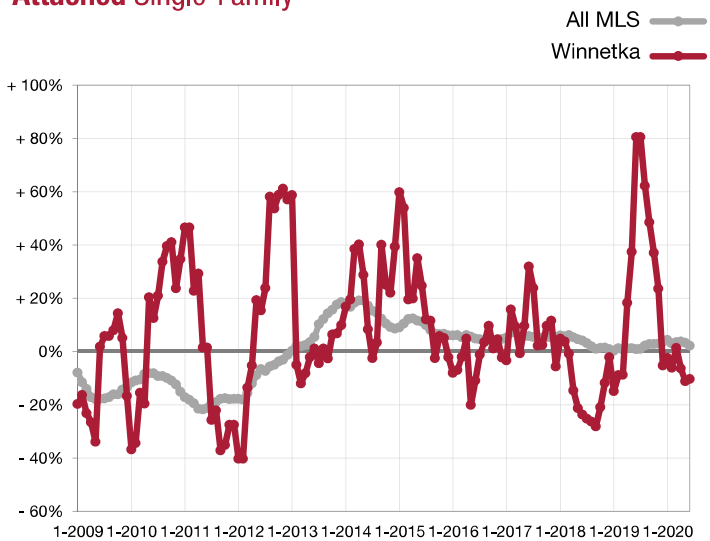
Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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MRED Midwest Real Estate Data

Wilmette

+ 8.3%	- 28.8%	- 27.2%
Change in **New Listings** All Properties	Change in **Closed Sales** All Properties	Change in **Inventory of Homes** All Properties

Detached Single-Family

	June			Trailing 12 Months		
	6-2019	6-2020	+ / –	6-2019	6-2020	+ / –
New Listings	78	**79**	+ 1.3%	835	**632**	- 24.3%
Under Contract (includes Contingent and Pending)	45	**56**	+ 24.4%	361	**320**	- 11.4%
Closed Sales	47	**33**	- 29.8%	334	**316**	- 5.4%
Median Sales Price*	$722,000	**$1,005,000**	+ 39.2%	$675,000	**$777,500**	+ 15.2%
Average Sales Price*	$855,092	**$1,020,794**	+ 19.4%	$784,867	**$876,679**	+ 11.7%
Percent of Original List Price Received*	93.9%	**94.7%**	+ 0.9%	93.1%	**94.0%**	+ 1.0%
Average Market Time	117	**48**	- 59.0%	108	**105**	- 2.8%
Inventory of Homes for Sale at Month End	185	**129**	- 30.3%	--	--	--

Attached Single-Family

	June			Trailing 12 Months		
	6-2019	6-2020	+ / –	6-2019	6-2020	+ / –
New Listings	18	**25**	+ 38.9%	161	**149**	- 7.5%
Under Contract (includes Contingent and Pending)	9	**17**	+ 88.9%	76	**86**	+ 13.2%
Closed Sales	12	**9**	- 25.0%	82	**77**	- 6.1%
Median Sales Price*	$328,500	**$395,000**	+ 20.2%	$352,500	**$318,000**	- 9.8%
Average Sales Price*	$323,921	**$333,500**	+ 3.0%	$374,262	**$353,434**	- 5.6%
Percent of Original List Price Received*	95.7%	**88.2%**	- 7.8%	95.0%	**94.1%**	- 0.9%
Average Market Time	77	**171**	+ 122.1%	64	**97**	+ 51.6%
Inventory of Homes for Sale at Month End	50	**42**	- 16.0%	--	--	--

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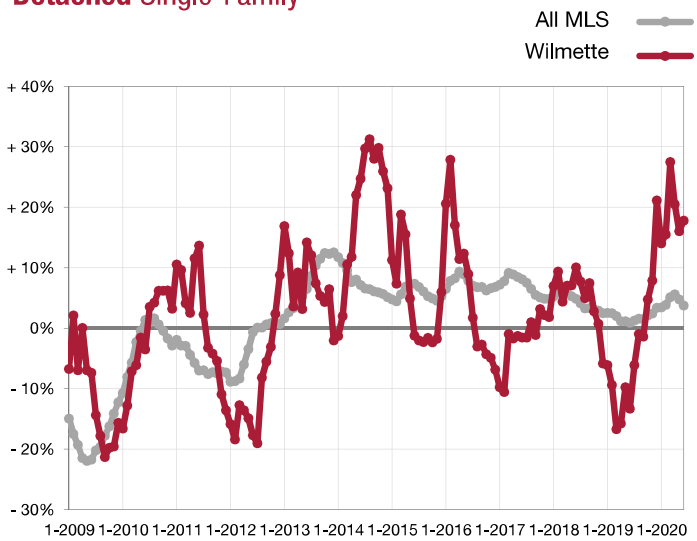
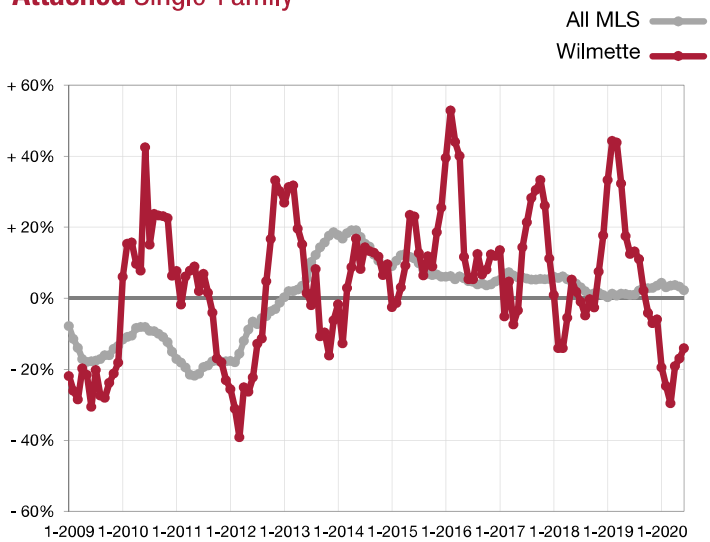
Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



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