

# Local Market Update – May 2020

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



## Lake Forest

**- 32.2%**

Change in  
New Listings  
All Properties

**- 26.5%**

Change in  
Closed Sales  
All Properties

**- 30.9%**

Change in  
Inventory of Homes  
All Properties

### Detached Single-Family

	May			Trailing 12 Months		
	5-2019	5-2020	+ / -	5-2019	5-2020	+ / -
New Listings	76	51	- 32.9%	731	641	- 12.3%
Under Contract (includes Contingent and Pending)	36	41	+ 13.9%	279	281	+ 0.7%
Closed Sales	29	19	- 34.5%	285	286	+ 0.4%
Median Sales Price*	\$690,000	<b>\$719,900</b>	+ 4.3%	\$825,000	<b>\$750,000</b>	- 9.1%
Average Sales Price*	\$840,701	<b>\$905,600</b>	+ 7.7%	\$976,990	<b>\$940,017</b>	- 3.8%
Percent of Original List Price Received*	89.8%	<b>87.8%</b>	- 2.2%	88.9%	<b>87.8%</b>	- 1.2%
Average Market Time	200	<b>323</b>	+ 61.5%	196	<b>216</b>	+ 10.2%
Inventory of Homes for Sale at Month End	337	<b>230</b>	- 31.8%	--	--	--

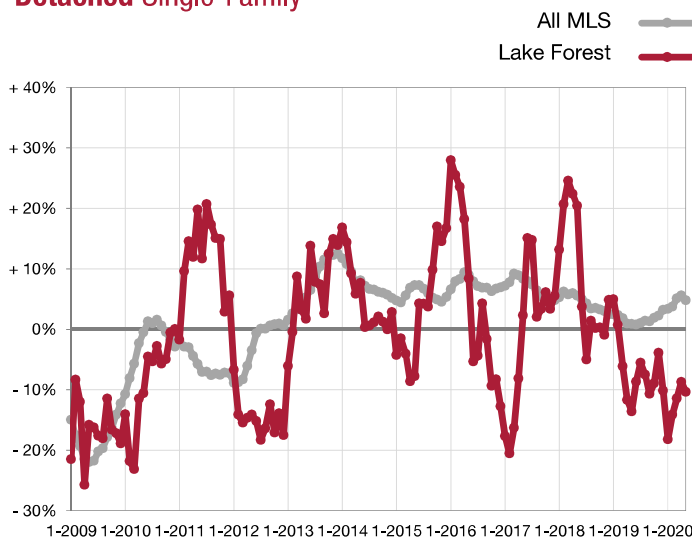
### Attached Single-Family

	May			Trailing 12 Months		
	5-2019	5-2020	+ / -	5-2019	5-2020	+ / -
New Listings	14	10	- 28.6%	127	120	- 5.5%
Under Contract (includes Contingent and Pending)	4	3	- 25.0%	66	62	- 6.1%
Closed Sales	5	6	+ 20.0%	71	66	- 7.0%
Median Sales Price*	\$600,000	<b>\$815,326</b>	+ 35.9%	\$520,000	<b>\$548,500</b>	+ 5.5%
Average Sales Price*	\$510,886	<b>\$674,265</b>	+ 32.0%	\$555,303	<b>\$560,527</b>	+ 0.9%
Percent of Original List Price Received*	95.2%	<b>99.1%</b>	+ 4.1%	93.0%	<b>93.0%</b>	0.0%
Average Market Time	132	<b>80</b>	- 39.4%	146	<b>182</b>	+ 24.7%
Inventory of Homes for Sale at Month End	54	<b>40</b>	- 25.9%	--	--	--

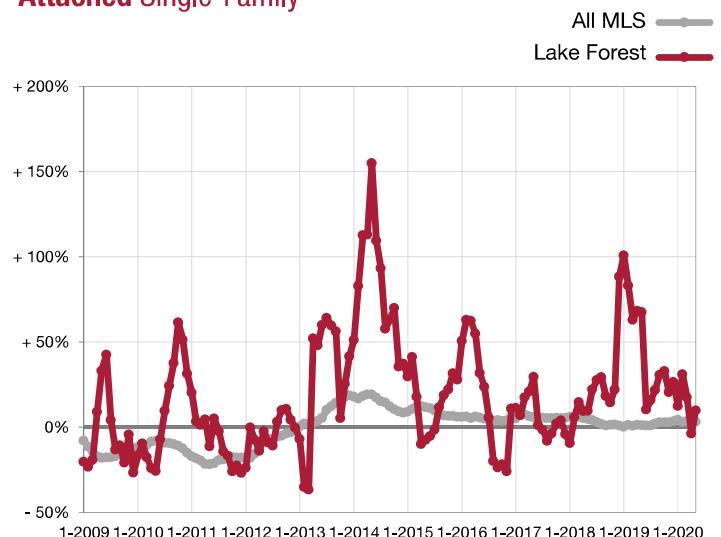
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.

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## Lake Bluff

**- 52.2%**

Change in  
New Listings  
All Properties

**- 52.4%**

Change in  
Closed Sales  
All Properties

**- 46.7%**

Change in  
Inventory of Homes  
All Properties

### Detached Single-Family

	May			Trailing 12 Months		
	5-2019	5-2020	+ / -	5-2019	5-2020	+ / -
New Listings	36	19	- 47.2%	288	235	- 18.4%
Under Contract (includes Contingent and Pending)	16	14	- 12.5%	116	135	+ 16.4%
Closed Sales	16	7	- 56.3%	127	140	+ 10.2%
Median Sales Price*	\$420,875	<b>\$800,000</b>	+ 90.1%	\$527,000	<b>\$505,750</b>	- 4.0%
Average Sales Price*	\$532,026	<b>\$914,286</b>	+ 71.8%	\$623,145	<b>\$660,700</b>	+ 6.0%
Percent of Original List Price Received*	92.9%	<b>87.7%</b>	- 5.6%	91.8%	<b>89.0%</b>	- 3.1%
Average Market Time	126	155	+ 23.0%	123	164	+ 33.3%
Inventory of Homes for Sale at Month End	108	57	- 47.2%	--	--	--

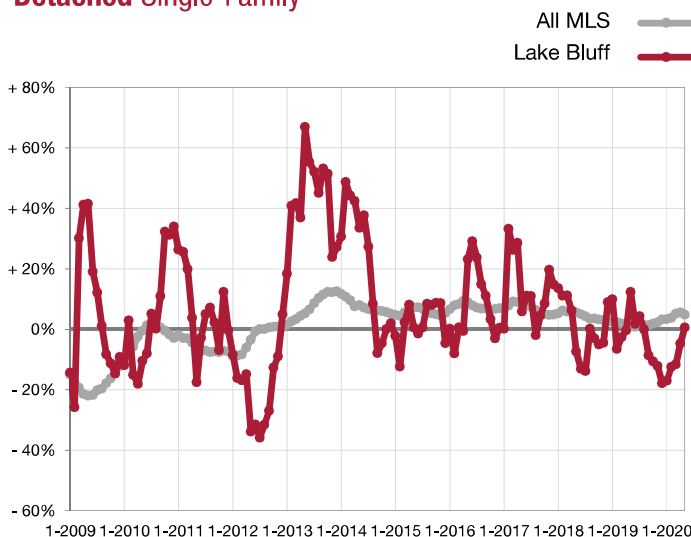
### Attached Single-Family

	May			Trailing 12 Months		
	5-2019	5-2020	+ / -	5-2019	5-2020	+ / -
New Listings	10	3	- 70.0%	64	63	- 1.6%
Under Contract (includes Contingent and Pending)	5	5	0.0%	48	47	- 2.1%
Closed Sales	5	3	- 40.0%	53	46	- 13.2%
Median Sales Price*	\$180,000	<b>\$203,000</b>	+ 12.8%	\$207,000	<b>\$205,000</b>	- 1.0%
Average Sales Price*	\$187,000	<b>\$270,167</b>	+ 44.5%	\$242,592	<b>\$229,775</b>	- 5.3%
Percent of Original List Price Received*	95.8%	<b>92.9%</b>	- 3.0%	93.1%	<b>93.3%</b>	+ 0.2%
Average Market Time	36	181	+ 402.8%	66	72	+ 9.1%
Inventory of Homes for Sale at Month End	14	8	- 42.9%	--	--	--

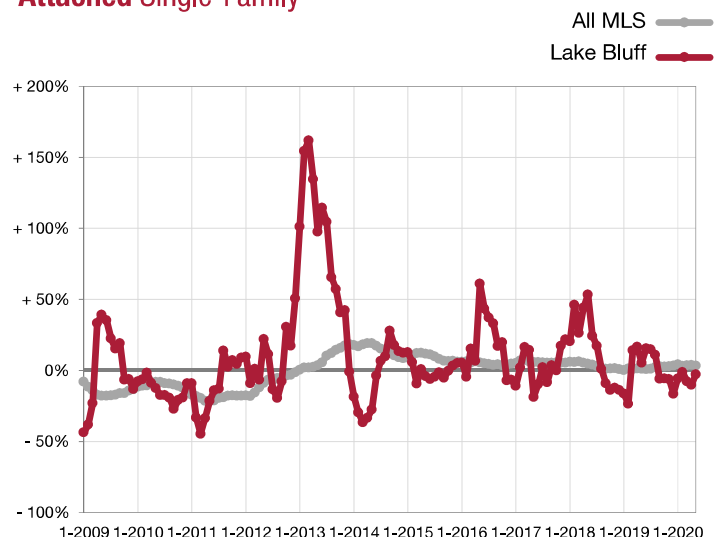
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## Change in Median Sales Price from Prior Year (6-Month Average)\*\*

### Detached Single-Family



### Attached Single-Family



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# Local Market Update – May 2020

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## Evanston

**- 42.2%**

Change in  
New Listings  
All Properties

**- 46.2%**

Change in  
Closed Sales  
All Properties

**- 5.7%**

Change in  
Inventory of Homes  
All Properties

### Detached Single-Family

	May			Trailing 12 Months		
	5-2019	5-2020	+ / -	5-2019	5-2020	+ / -
New Listings	110	69	- 37.3%	817	844	+ 3.3%
Under Contract (includes Contingent and Pending)	64	57	- 10.9%	421	427	+ 1.4%
Closed Sales	41	37	- 9.8%	424	439	+ 3.5%
Median Sales Price*	\$542,500	<b>\$532,500</b>	- 1.8%	\$522,000	<b>\$545,000</b>	+ 4.4%
Average Sales Price*	\$597,033	<b>\$522,646</b>	- 12.5%	\$600,592	<b>\$618,874</b>	+ 3.0%
Percent of Original List Price Received*	95.5%	<b>93.6%</b>	- 2.0%	94.7%	<b>94.6%</b>	- 0.1%
Average Market Time	55	79	+ 43.6%	71	85	+ 19.7%
Inventory of Homes for Sale at Month End	167	151	- 9.6%	--	--	--

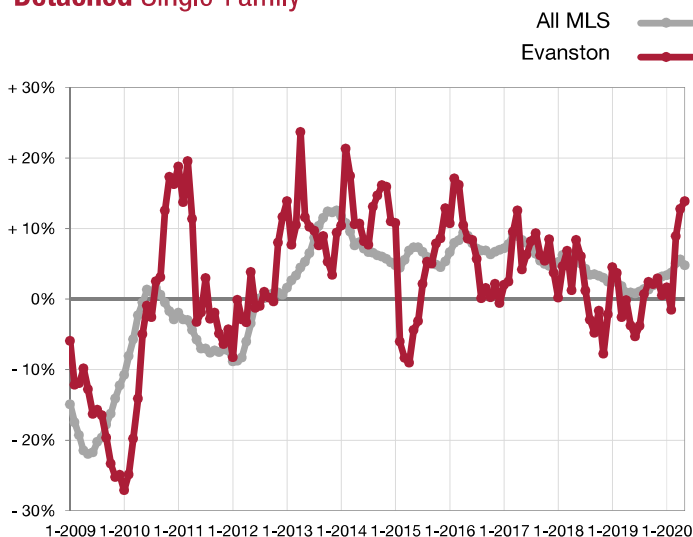
### Attached Single-Family

	May			Trailing 12 Months		
	5-2019	5-2020	+ / -	5-2019	5-2020	+ / -
New Listings	108	57	- 47.2%	973	910	- 6.5%
Under Contract (includes Contingent and Pending)	80	38	- 52.5%	584	475	- 18.7%
Closed Sales	89	33	- 62.9%	564	525	- 6.9%
Median Sales Price*	\$240,000	<b>\$252,500</b>	+ 5.2%	\$240,500	<b>\$250,000</b>	+ 4.0%
Average Sales Price*	\$287,319	<b>\$285,603</b>	- 0.6%	\$286,344	<b>\$282,903</b>	- 1.2%
Percent of Original List Price Received*	96.0%	<b>96.0%</b>	0.0%	95.4%	<b>94.7%</b>	- 0.7%
Average Market Time	81	80	- 1.2%	65	78	+ 20.0%
Inventory of Homes for Sale at Month End	164	161	- 1.8%	--	--	--

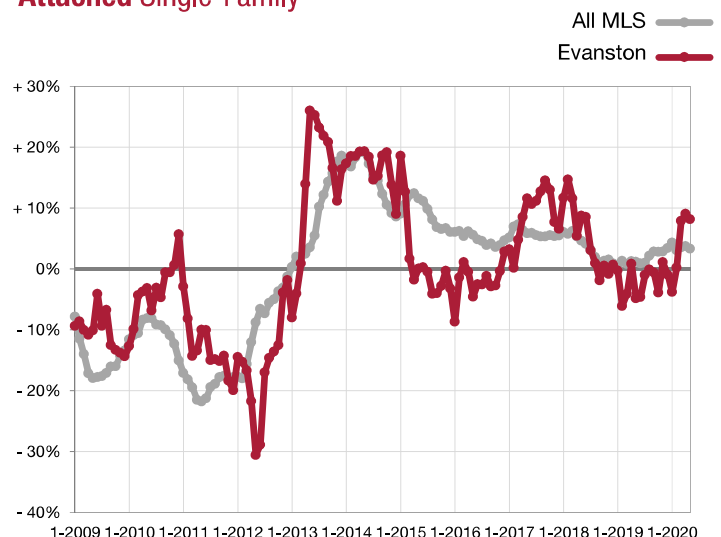
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## Change in Median Sales Price from Prior Year (6-Month Average)\*\*

### Detached Single-Family



### Attached Single-Family



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## Glencoe

**- 43.9%**

**0.0%**

**- 25.7%**

Change in  
**New Listings**  
All Properties

Change in  
**Closed Sales**  
All Properties

Change in  
**Inventory of Homes**  
All Properties

### Detached Single-Family

	May			Trailing 12 Months		
	5-2019	5-2020	+ / -	5-2019	5-2020	+ / -
New Listings	39	23	- 41.0%	338	287	- 15.1%
Under Contract (includes Contingent and Pending)	20	15	- 25.0%	166	142	- 14.5%
Closed Sales	16	16	0.0%	175	144	- 17.7%
Median Sales Price*	\$823,750	<b>\$1,092,000</b>	+ 32.6%	\$825,000	<b>\$883,750</b>	+ 7.1%
Average Sales Price*	\$855,031	<b>\$1,226,377</b>	+ 43.4%	\$1,158,833	<b>\$1,048,586</b>	- 9.5%
Percent of Original List Price Received*	91.3%	<b>92.0%</b>	+ 0.8%	90.5%	<b>91.1%</b>	+ 0.7%
Average Market Time	186	218	+ 17.2%	138	155	+ 12.3%
Inventory of Homes for Sale at Month End	93	71	- 23.7%	--	--	--

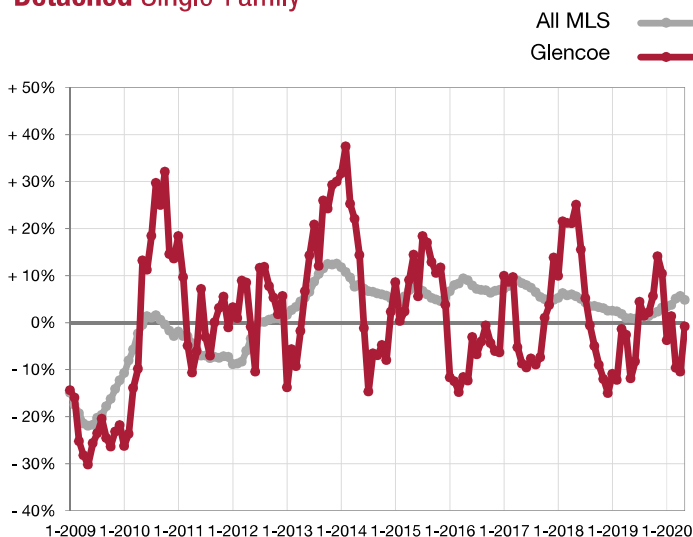
### Attached Single-Family

	May			Trailing 12 Months		
	5-2019	5-2020	+ / -	5-2019	5-2020	+ / -
New Listings	2	0	- 100.0%	18	12	- 33.3%
Under Contract (includes Contingent and Pending)	0	2	--	7	8	+ 14.3%
Closed Sales	0	0	--	9	6	- 33.3%
Median Sales Price*	\$0	<b>\$0</b>	--	\$229,000	<b>\$226,500</b>	- 1.1%
Average Sales Price*	\$0	<b>\$0</b>	--	\$256,787	<b>\$271,000</b>	+ 5.5%
Percent of Original List Price Received*	0.0%	<b>0.0%</b>	--	89.9%	<b>94.2%</b>	+ 4.8%
Average Market Time	0	0	--	57	64	+ 12.3%
Inventory of Homes for Sale at Month End	8	4	- 50.0%	--	--	--

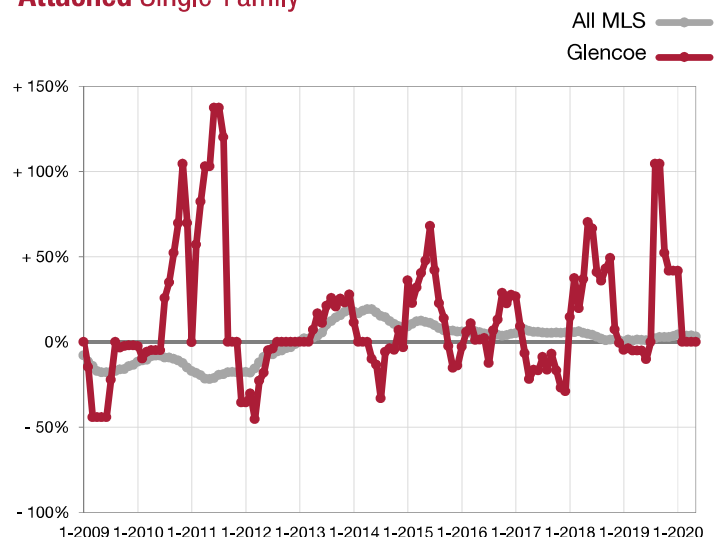
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## Change in Median Sales Price from Prior Year (6-Month Average)\*\*

### Detached Single-Family



### Attached Single-Family



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## Glenview

**- 24.6%**

Change in  
New Listings  
All Properties

**- 50.5%**

Change in  
Closed Sales  
All Properties

**- 21.3%**

Change in  
Inventory of Homes  
All Properties

### Detached Single-Family

	May			Trailing 12 Months		
	5-2019	5-2020	+ / -	5-2019	5-2020	+ / -
New Listings	158	117	- 25.9%	1,364	1,153	- 15.5%
Under Contract (includes Contingent and Pending)	60	49	- 18.3%	528	508	- 3.8%
Closed Sales	63	27	- 57.1%	516	533	+ 3.3%
Median Sales Price*	\$575,000	\$619,872	+ 7.8%	\$540,000	\$558,500	+ 3.4%
Average Sales Price*	\$693,638	\$704,657	+ 1.6%	\$640,866	\$658,078	+ 2.7%
Percent of Original List Price Received*	93.9%	94.5%	+ 0.6%	93.7%	93.4%	- 0.3%
Average Market Time	111	118	+ 6.3%	112	139	+ 24.1%
Inventory of Homes for Sale at Month End	337	245	- 27.3%	--	--	--

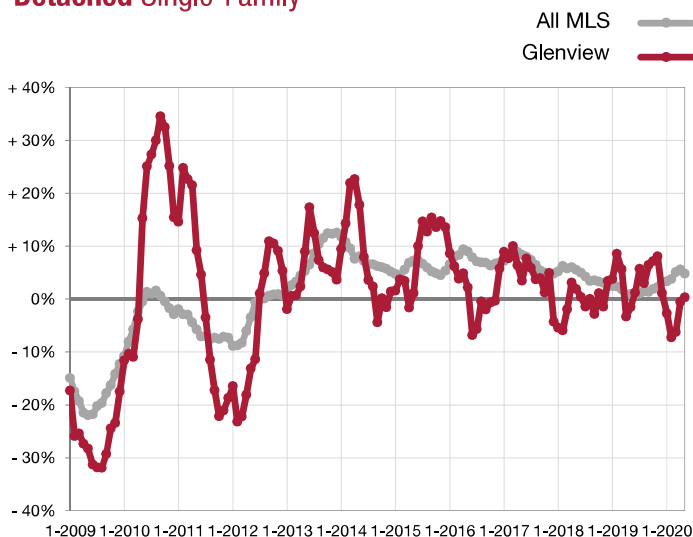
### Attached Single-Family

	May			Trailing 12 Months		
	5-2019	5-2020	+ / -	5-2019	5-2020	+ / -
New Listings	78	61	- 21.8%	619	561	- 9.4%
Under Contract (includes Contingent and Pending)	27	18	- 33.3%	286	276	- 3.5%
Closed Sales	30	19	- 36.7%	287	298	+ 3.8%
Median Sales Price*	\$236,250	\$290,000	+ 22.8%	\$265,000	\$278,750	+ 5.2%
Average Sales Price*	\$295,004	\$292,447	- 0.9%	\$308,883	\$310,678	+ 0.6%
Percent of Original List Price Received*	96.7%	93.7%	- 3.1%	94.7%	94.6%	- 0.1%
Average Market Time	54	128	+ 137.0%	67	80	+ 19.4%
Inventory of Homes for Sale at Month End	133	125	- 6.0%	--	--	--

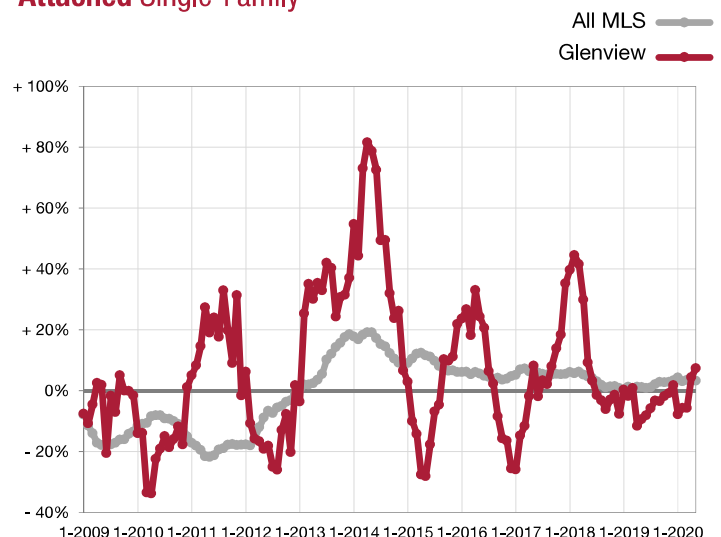
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## Change in Median Sales Price from Prior Year (6-Month Average)\*\*

### Detached Single-Family



### Attached Single-Family



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## Highland Park

**- 37.0%**

Change in  
New Listings  
All Properties

**- 25.5%**

Change in  
Closed Sales  
All Properties

**- 33.3%**

Change in  
Inventory of Homes  
All Properties

### Detached Single-Family

	May			Trailing 12 Months		
	5-2019	5-2020	+ / -	5-2019	5-2020	+ / -
New Listings	104	71	- 31.7%	931	816	- 12.4%
Under Contract (includes Contingent and Pending)	44	44	0.0%	382	410	+ 7.3%
Closed Sales	33	28	- 15.2%	395	405	+ 2.5%
Median Sales Price*	\$420,000	<b>\$505,707</b>	+ 20.4%	\$525,000	<b>\$492,000</b>	- 6.3%
Average Sales Price*	\$482,116	<b>\$659,390</b>	+ 36.8%	\$600,763	<b>\$555,114</b>	- 7.6%
Percent of Original List Price Received*	93.5%	<b>91.8%</b>	- 1.8%	91.4%	<b>91.2%</b>	- 0.2%
Average Market Time	141	119	- 15.6%	132	140	+ 6.1%
Inventory of Homes for Sale at Month End	327	210	- 35.8%	--	--	--

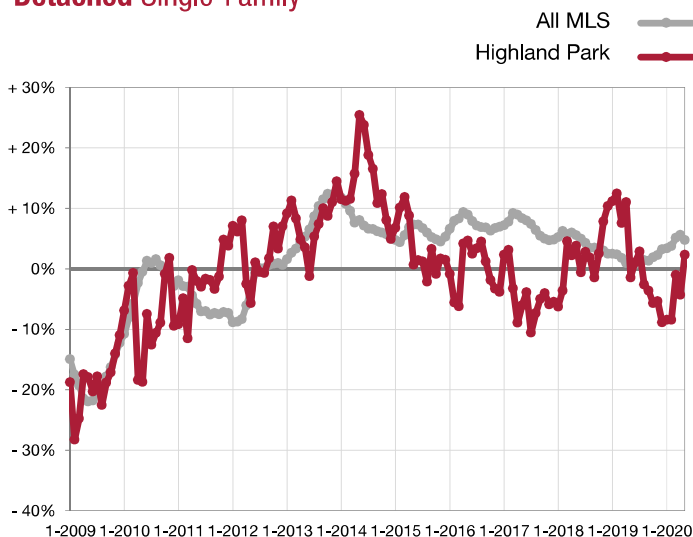
### Attached Single-Family

	May			Trailing 12 Months		
	5-2019	5-2020	+ / -	5-2019	5-2020	+ / -
New Listings	23	9	- 60.9%	217	191	- 12.0%
Under Contract (includes Contingent and Pending)	10	10	0.0%	101	109	+ 7.9%
Closed Sales	14	7	- 50.0%	100	114	+ 14.0%
Median Sales Price*	\$277,500	<b>\$310,000</b>	+ 11.7%	\$320,000	<b>\$277,500</b>	- 13.3%
Average Sales Price*	\$334,011	<b>\$286,929</b>	- 14.1%	\$364,776	<b>\$322,970</b>	- 11.5%
Percent of Original List Price Received*	91.6%	<b>93.2%</b>	+ 1.7%	90.4%	<b>89.6%</b>	- 0.9%
Average Market Time	190	68	- 64.2%	149	145	- 2.7%
Inventory of Homes for Sale at Month End	72	56	- 22.2%	--	--	--

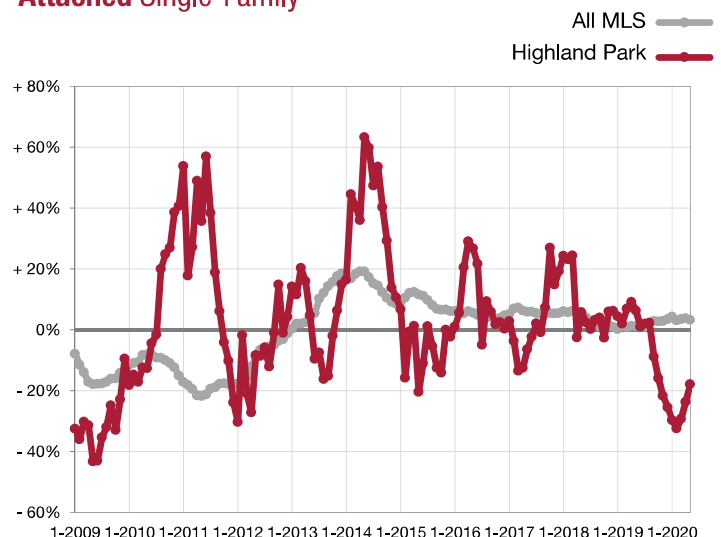
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## Change in Median Sales Price from Prior Year (6-Month Average)\*\*

### Detached Single-Family



### Attached Single-Family



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## Kenilworth

**- 25.0%**

Change in  
**New Listings**  
All Properties

**- 75.0%**

Change in  
**Closed Sales**  
All Properties

**- 22.2%**

Change in  
**Inventory of Homes**  
All Properties

### Detached Single-Family

	May			Trailing 12 Months		
	5-2019	5-2020	+ / -	5-2019	5-2020	+ / -
New Listings	20	15	- 25.0%	132	112	- 15.2%
Under Contract (includes Contingent and Pending)	5	5	0.0%	35	35	0.0%
Closed Sales	4	1	- 75.0%	38	32	- 15.8%
Median Sales Price*	\$754,500	<b>\$687,500</b>	- 8.9%	\$1,207,500	<b>\$1,211,000</b>	+ 0.3%
Average Sales Price*	\$884,750	<b>\$687,500</b>	- 22.3%	\$1,342,818	<b>\$1,342,494</b>	- 0.0%
Percent of Original List Price Received*	89.3%	<b>94.8%</b>	+ 6.2%	92.7%	<b>90.2%</b>	- 2.7%
Average Market Time	277	2	- 99.3%	115	194	+ 68.7%
Inventory of Homes for Sale at Month End	54	42	- 22.2%	--	--	--

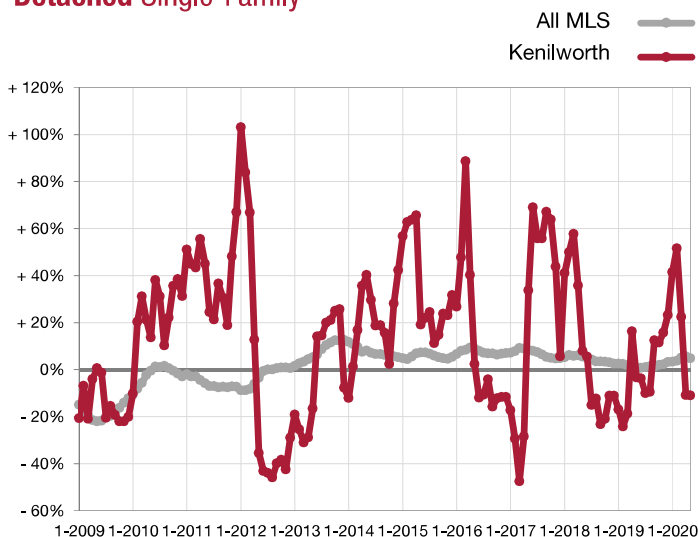
### Attached Single-Family

	May			Trailing 12 Months		
	5-2019	5-2020	+ / -	5-2019	5-2020	+ / -
New Listings	0	0	--	1	0	- 100.0%
Under Contract (includes Contingent and Pending)	0	0	--	1	0	- 100.0%
Closed Sales	0	0	--	2	0	- 100.0%
Median Sales Price*	\$0	<b>\$0</b>	--	\$559,444	<b>\$0</b>	- 100.0%
Average Sales Price*	\$0	<b>\$0</b>	--	\$559,444	<b>\$0</b>	- 100.0%
Percent of Original List Price Received*	0.0%	<b>0.0%</b>	--	98.1%	<b>0.0%</b>	- 100.0%
Average Market Time	0	0	--	55	0	- 100.0%
Inventory of Homes for Sale at Month End	0	0	--	--	--	--

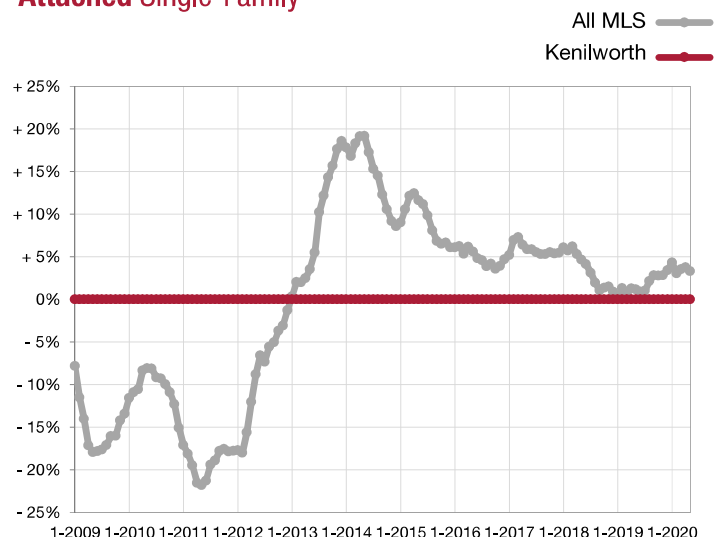
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### Detached Single-Family



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## Northfield

**- 34.6%**

Change in  
**New Listings**  
All Properties

**- 53.3%**

Change in  
**Closed Sales**  
All Properties

**- 11.1%**

Change in  
**Inventory of Homes**  
All Properties

### Detached Single-Family

	May			Trailing 12 Months		
	5-2019	5-2020	+ / -	5-2019	5-2020	+ / -
New Listings	17	10	- 41.2%	168	176	+ 4.8%
Under Contract (includes Contingent and Pending)	10	8	- 20.0%	67	76	+ 13.4%
Closed Sales	8	5	- 37.5%	61	78	+ 27.9%
Median Sales Price*	\$612,500	<b>\$450,000</b>	- 26.5%	\$653,000	<b>\$665,911</b>	+ 2.0%
Average Sales Price*	\$749,250	<b>\$576,000</b>	- 23.1%	\$800,820	<b>\$890,084</b>	+ 11.1%
Percent of Original List Price Received*	91.5%	<b>94.8%</b>	+ 3.6%	92.5%	<b>92.8%</b>	+ 0.3%
Average Market Time	188	136	- 27.7%	131	156	+ 19.1%
Inventory of Homes for Sale at Month End	51	43	- 15.7%	--	--	--

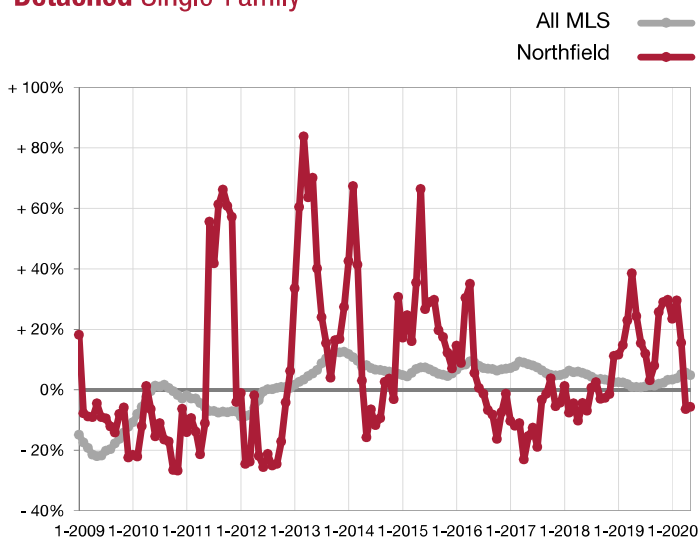
### Attached Single-Family

	May			Trailing 12 Months		
	5-2019	5-2020	+ / -	5-2019	5-2020	+ / -
New Listings	9	7	- 22.2%	67	66	- 1.5%
Under Contract (includes Contingent and Pending)	3	4	+ 33.3%	38	32	- 15.8%
Closed Sales	7	2	- 71.4%	39	32	- 17.9%
Median Sales Price*	\$205,000	<b>\$190,000</b>	- 7.3%	\$284,500	<b>\$210,000</b>	- 26.2%
Average Sales Price*	\$263,357	<b>\$190,000</b>	- 27.9%	\$350,295	<b>\$262,222</b>	- 25.1%
Percent of Original List Price Received*	92.8%	<b>90.4%</b>	- 2.6%	93.7%	<b>93.3%</b>	- 0.4%
Average Market Time	63	125	+ 98.4%	74	81	+ 9.5%
Inventory of Homes for Sale at Month End	12	13	+ 8.3%	--	--	--

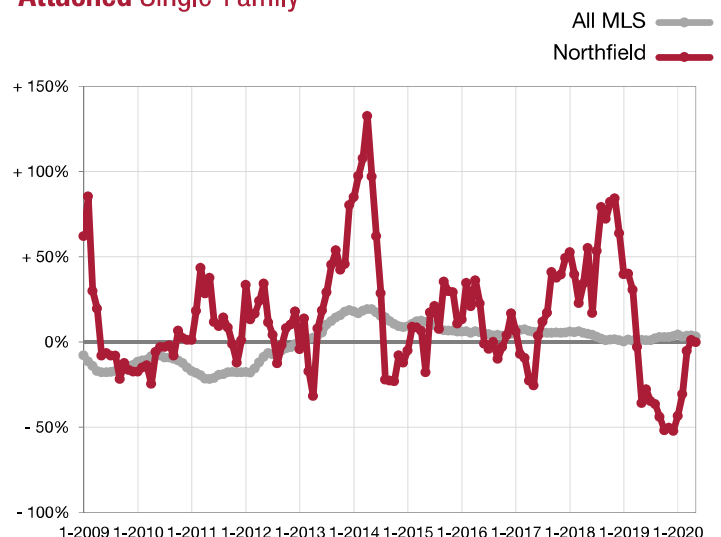
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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

### Detached Single-Family



### Attached Single-Family



\*\* 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.



# Local Market Update – May 2020

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



## Winnetka

**- 11.5%**

**- 12.5%**

**- 38.9%**

Change in  
**New Listings**  
All Properties

Change in  
**Closed Sales**  
All Properties

Change in  
**Inventory of Homes**  
All Properties

### Detached Single-Family

	May			Trailing 12 Months		
	5-2019	5-2020	+ / -	5-2019	5-2020	+ / -
New Listings	48	41	- 14.6%	515	438	- 15.0%
Under Contract (includes Contingent and Pending)	36	26	- 27.8%	234	213	- 9.0%
Closed Sales	22	20	- 9.1%	247	228	- 7.7%
Median Sales Price*	\$1,526,500	<b>\$957,500</b>	- 37.3%	\$1,175,000	<b>\$1,085,000</b>	- 7.7%
Average Sales Price*	\$1,655,235	<b>\$990,235</b>	- 40.2%	\$1,408,160	<b>\$1,286,088</b>	- 8.7%
Percent of Original List Price Received*	92.4%	<b>92.8%</b>	+ 0.4%	92.4%	<b>90.9%</b>	- 1.6%
Average Market Time	173	<b>92</b>	- 46.8%	161	<b>151</b>	- 6.2%
Inventory of Homes for Sale at Month End	178	<b>106</b>	- 40.4%	--	--	--

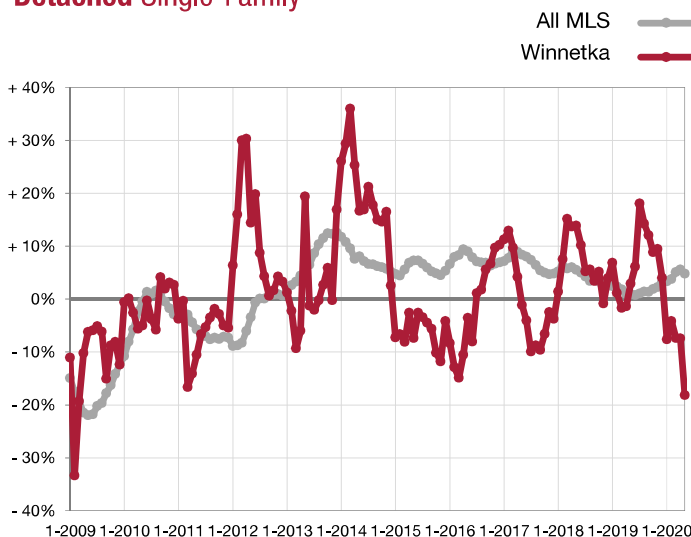
### Attached Single-Family

	May			Trailing 12 Months		
	5-2019	5-2020	+ / -	5-2019	5-2020	+ / -
New Listings	4	5	+ 25.0%	32	43	+ 34.4%
Under Contract (includes Contingent and Pending)	3	2	- 33.3%	12	26	+ 116.7%
Closed Sales	2	1	- 50.0%	14	26	+ 85.7%
Median Sales Price*	\$506,000	<b>\$246,000</b>	- 51.4%	\$393,500	<b>\$427,000</b>	+ 8.5%
Average Sales Price*	\$506,000	<b>\$246,000</b>	- 51.4%	\$412,750	<b>\$462,000</b>	+ 11.9%
Percent of Original List Price Received*	90.7%	<b>95.0%</b>	+ 4.7%	93.2%	<b>94.2%</b>	+ 1.1%
Average Market Time	142	<b>392</b>	+ 176.1%	85	<b>67</b>	- 21.2%
Inventory of Homes for Sale at Month End	12	<b>10</b>	- 16.7%	--	--	--

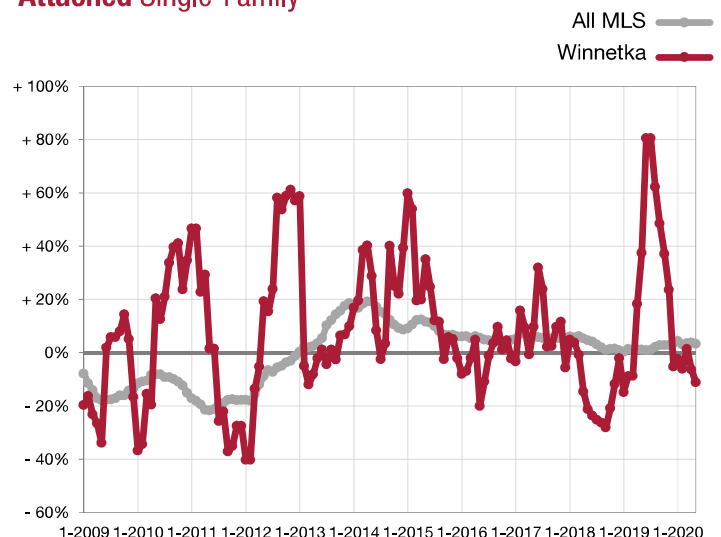
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## Change in Median Sales Price from Prior Year (6-Month Average)\*\*

### Detached Single-Family



### Attached Single-Family



\*\* Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period.

# Local Market Update – May 2020

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



## Wilmette

**- 42.2%**

Change in  
New Listings  
All Properties

**- 52.6%**

Change in  
Closed Sales  
All Properties

**- 30.9%**

Change in  
Inventory of Homes  
All Properties

### Detached Single-Family

	May			Trailing 12 Months		
	5-2019	5-2020	+ / -	5-2019	5-2020	+ / -
New Listings	94	58	- 38.3%	808	630	- 22.0%
Under Contract (includes Contingent and Pending)	43	30	- 30.2%	343	308	- 10.2%
Closed Sales	52	25	- 51.9%	345	330	- 4.3%
Median Sales Price*	\$695,000	<b>\$708,990</b>	+ 2.0%	\$715,000	<b>\$767,000</b>	+ 7.3%
Average Sales Price*	\$779,845	<b>\$785,196</b>	+ 0.7%	\$817,289	<b>\$859,193</b>	+ 5.1%
Percent of Original List Price Received*	93.3%	<b>94.3%</b>	+ 1.1%	93.3%	<b>94.0%</b>	+ 0.8%
Average Market Time	101	84	- 16.8%	99	112	+ 13.1%
Inventory of Homes for Sale at Month End	201	132	- 34.3%	--	--	--

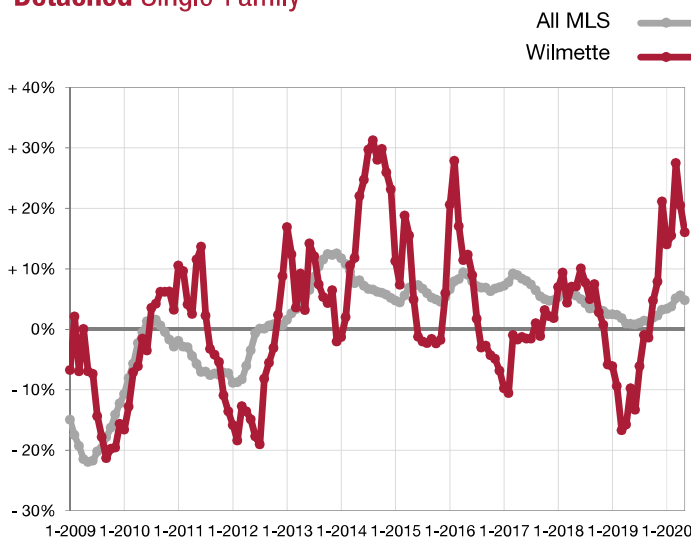
### Attached Single-Family

	May			Trailing 12 Months		
	5-2019	5-2020	+ / -	5-2019	5-2020	+ / -
New Listings	22	9	- 59.1%	159	142	- 10.7%
Under Contract (includes Contingent and Pending)	7	5	- 28.6%	80	79	- 1.3%
Closed Sales	5	2	- 60.0%	80	80	0.0%
Median Sales Price*	\$355,000	<b>\$309,000</b>	- 13.0%	\$352,500	<b>\$318,090</b>	- 9.8%
Average Sales Price*	\$295,500	<b>\$309,000</b>	+ 4.6%	\$387,293	<b>\$351,250</b>	- 9.3%
Percent of Original List Price Received*	97.9%	<b>95.6%</b>	- 2.3%	94.7%	<b>95.0%</b>	+ 0.3%
Average Market Time	47	69	+ 46.8%	61	86	+ 41.0%
Inventory of Homes for Sale at Month End	48	40	- 16.7%	--	--	--

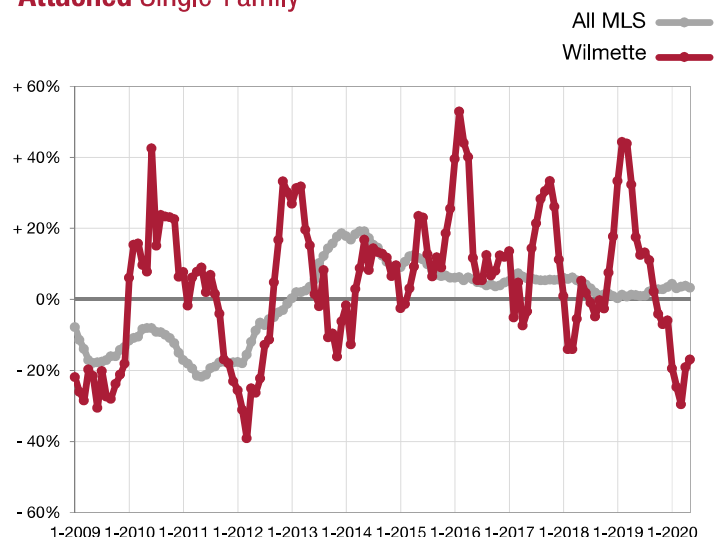
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## Change in Median Sales Price from Prior Year (6-Month Average)\*\*

### Detached Single-Family



### Attached Single-Family



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