



MARISSA'S 2020 ANNUAL SALES REPORT

North Shore Suburban Single-Family Homes. 5-Years in Review.*

BANNOCKBURN

	2020	2019	2018	2017	2016
UNITS SOLD	17	17	12	15	8
AVERAGE PRICE (SALE)	849,971	959,759	1,041,633	1,271,696	1,176,438
MEDIAN PRICE	874,500	700,000	837,800	1,129,295	877,500
Median Appreciation Rate vs Last Year	25%	-16%	-26%	29%	-62%
Average Days on Market (sold)	148	333	376	250	401
Units Under Contract**	5	2	2	5	2
Units Active**	5	11	19	20	20

DEERFIELD

UNITS SOLD	282	245	266	232	231
AVERAGE PRICE (SALE)	559,497	516,037	556,752	568,265	539,130
MEDIAN PRICE	494,750	470,000	503,750	500,000	492,500
Median Appreciation Rate vs Last Year	5%	-7%	0.75%	1.52%	5.12%
Average Days on Market (sold)	112	129	127	121	120
Units Under Contract**	25	26	24	25	29
Units Active**	57	82	101	109	102

EVANSTON

UNITS SOLD	535	429	422	463	489
AVERAGE PRICE (SALE)	657,586	593,051	640,937	622,397	603,377
MEDIAN PRICE	585,000	510,000	550,000	532,500	518,000
Median Appreciation Rate vs Last Year	15%	-7%	3%	3%	3%
Average Days on Market	95	76	73	72	74
Units Under Contract**	47	43	26	39	40
Units Active**	46	137	109	91	76

GLENCOE

UNITS SOLD	192	160	174	145	128
AVERAGE PRICE (SALE)	1,179,077	1,060,985	1,173,997	1,137,442	1,163,775
MEDIAN PRICE	925,000	863,750	860,500	912,000	950,000
Median Appreciation Rate vs Last Year	7%	0%	-5.65%	-4.00%	-1.96%
Average Days on Market	134	141	136	148	163
Units Under Contract**	18	12	14	21	16
Units Active**	27	55	72	74	62

GLENVIEW & GOLF

UNITS SOLD	659	515	539	570	560
AVERAGE PRICE (SALE)	684,388	664,170	639,695	633,412	631,248
MEDIAN PRICE	601,000	550,000	550,000	542,500	535,000
Median Appreciation Rate vs Last Year	9%	0%	1%	1%	-3%
Average Days on Market	114	128	109	109	98
Units Under Contract**	74	60	41	53	74
Units Active**	116	173	197	173	212

HIGHLAND PARK

UNITS SOLD	567	383	422	443	403
AVERAGE PRICE (SALE)	628,305	559,666	603,542	607,251	624,571
MEDIAN PRICE	542,000	490,000	545,000	515,000	540,000
Median Appreciation Rate vs Last Year	11%	-10%	5.83%	-4.63%	0.00%
Average Days on Market	131	128	136	136	123
Units Under Contract**	49	51	31	42	39
Units Active**	76	185	179	216	229

HIGHWOOD

UNITS SOLD	17	14	22	21	24
AVERAGE PRICE (SALE)	352,294	362,066	390,955	390,561	401,408
MEDIAN PRICE	305,000	277,700	306,000	320,000	357,500
Median Appreciation Rate vs Last Year	10%	-9%	-4%	-10%	12%
Average Days on Market	94	103	167	124	90
Units Under Contract**	4	2	3	1	0
Units Active**	2	5	8	9	15

KENILWORTH

UNITS SOLD	53	36	46	58	50
AVERAGE PRICE (SALE)	1,653,508	1,326,356	1,310,948	1,472,948	1,436,262
MEDIAN PRICE	1,180,000	1,264,250	1,060,000	1,389,500	1,212,500
Median Appreciation Rate vs Last Year	-7%	19%	-23.71%	14.60%	-16.38%
Average Days on Market	225	197	122	224	283
Units Under Contract**	9	2	3	4	5
Units Active**	9	26	28	27	38



LAKE BLUFF	2020	2019	2018	2017	2016
UNITS SOLD	167	123	124	132	137
AVERAGE PRICE (SALE)	667,366	613,721	636,949	631,164	685,829
MEDIAN PRICE	540,000	469,000	543,750	581,075	546,000
Median Appreciation Rate vs Last Year	15%	-14%	-6%	6%	12%
AVERAGE DAYS ON MARKET	157	143	122	124	122
Units Under Contract**	16	18	9	6	10
Units Active**	33	81	74	55	66

LAKE FOREST	2020	2019	2018	2017	2016
UNITS SOLD	446	274	277	280	277
AVERAGE PRICE (SALE)	994,909	938,715	1,014,777	1,064,322	965,085
MEDIAN PRICE	795,000	760,000	845,000	845,000	780,000
Median Appreciation Rate vs Last Year	5%	-10%	0.00%	8.33%	-6.59%
Average Days on Market	208	184	207	189	176
Units Under Contract**	49	46	27	29	31
Units Active**	128	213	218	216	246

LINCOLNSHIRE	2020	2019	2018	2017	2016
UNITS SOLD	99	79	83	99	99
AVERAGE PRICE (SALE)	539,721	615,771	553,355	574,307	554,411
MEDIAN PRICE	500,000	575,000	515,000	560,000	515,000
Median Appreciation Rate vs Last Year	-13%	12%	-8%	9%	-14%
Average Days on Market	143	149	143	139	124
Units Under Contract**	8	9	6	7	14
Units Active**	30	41	28	31	39

NORTHBROOK	2020	2019	2018	2017	2016
UNITS SOLD	485	441	448	496	450
AVERAGE PRICE (SALE)	640,666	633,208	627,616	615,526	606,516
MEDIAN PRICE	565,000	575,000	569,000	540,000	545,000
Median Appreciation Rate vs Last Year	-2%	1%	5.37%	-1%	1%
Average Days on Market	116	114	97	118	97
Units Under Contract**	51	33	46	43	53
Units Active**	116	163	171	132	164

NORTHFIELD	2020	2019	2018	2017	2016
UNITS SOLD	98	75	61	72	65
AVERAGE PRICE (SALE)	830,930	899,279	745,238	761,849	793,431
MEDIAN PRICE	697,000	699,000	610,000	628,750	630,000
Median Appreciation Rate vs Last Year	0%	15%	-3%	-0.20%	-10.80%
Average Days on Market	142	149	132	149	113
Units Under Contract**	11	14	9	7	8
Units Active**	20	30	36	29	30

RIVERWOODS	2020	2019	2018	2017	2016
UNITS SOLD	65	49	44	57	59
AVERAGE PRICE (SALE)	630,358	682,423	714,218	670,542	689,221
MEDIAN PRICE	605,000	610,000	640,000	637,500	630,000
Median Appreciation Rate vs Last Year	-1%	-5%	0.39%	1.19%	-10.00%
Average Days on Market	227	150	165	178	139
Units Under Contract**	11	3	8	6	2
Units Active**	25	43	50	43	20

SKOKIE	2020	2019	2018	2017	2016
UNITS SOLD	452	459	444	473	526
AVERAGE PRICE (SALE)	373,699	363,008	366,095	353,694	345,246
MEDIAN PRICE	349,950	340,000	338,750	328,000	315,000
Median Appreciation Rate vs Last Year	3%	0%	3%	4.13%	12.50%
Average Days on Market	73	79	72	76	82
Units Under Contract**	49	41	46		
Units Active**	51	94	103		

WILMETTE	2020	2019	2018	2017	2016
UNITS SOLD	427	365	358	367	385
AVERAGE PRICE (SALE)	905,752	839,032	868,991	857,646	858,661
MEDIAN PRICE	790,000	740,000	755,000	725,000	740,000
Median Appreciation Rate vs Last Year	7%	-2%	4%	-2.03%	-1.33%
Average Days on Market	86	112	90	110	94
Units Under Contract**	36	25	23	38	37
Units Active**	55	76	121	91	118

WINNETKA	2020	2019	2018	2017	2016
UNITS SOLD	302	232	247	255	242
AVERAGE PRICE (SALE)	1,361,684	1,407,807	1,528,008	1,340,503	1,393,969
MEDIAN PRICE	1,100,000	1,227,500	1,165,000	1,122,500	1,225,000
Median Appreciation Rate vs Last Year	-10%	5%	3.79%	-8%	2%
Average Days on Market	119	164	157	159	163
Units Under Contract**	28	25	24	38	29
Units Active**	48	67	95	96	114

*The source for this data was Midwest Real Estate Data (MRED), which does not include private sales. **Units Under Contract and Units Active are only those reported on 12/31.