



MARISSA'S 2021 ANNUAL SALES REPORT

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

BANNOCKBURN

	2021	2020	2019	2018	2017
UNITS SOLD	16	17	17	12	15
AVERAGE PRICE (SALE)	1,257,913	849,971	959,759	1,041,633	1,271,696
MEDIAN PRICE	828,250	874,500	700,000	837,800	1,129,295
Median Appreciation Rate vs Last Year	-5%	25%	-16%	-26%	29%
Average Days on Market (sold)	130	148	333	376	250
Units Under Contract**	2	5	2	2	5
Units Active**	0	5	11	19	20

DEERFIELD

UNITS SOLD	362	282	245	266	232
AVERAGE PRICE (SALE)	602,920	559,497	516,037	556,752	568,265
MEDIAN PRICE	550,000	494,750	470,000	503,750	500,000
Median Appreciation Rate vs Last Year	11%	5%	-7%	0.75%	1.52%
Average Days on Market (sold)	71	112	129	127	121
Units Under Contract**	22	25	26	24	25
Units Active**	18	57	82	101	109

EVANSTON

UNITS SOLD	503	535	429	422	463
AVERAGE PRICE (SALE)	733,941	657,586	593,051	640,937	622,397
MEDIAN PRICE	632,000	585,000	510,000	550,000	532,500
Median Appreciation Rate vs Last Year	8%	15%	-7%	3%	3%
Average Days on Market	40	95	76	73	72
Units Under Contract**	41	47	43	26	39
Units Active**	40	46	137	109	91

GLENCOE

UNITS SOLD	170	192	160	174	145
AVERAGE PRICE (SALE)	1,385,511	1,179,077	1,060,985	1,173,997	1,137,442
MEDIAN PRICE	1,199,500	925,000	863,750	860,500	912,000
Median Appreciation Rate vs Last Year	30%	7%	0%	-5.65%	-4.00%
Average Days on Market	81	134	141	136	148
Units Under Contract**	14	18	12	14	21
Units Active**	13	27	55	72	74

GLENVIEW & GOLF

UNITS SOLD	767	659	515	539	570
AVERAGE PRICE (SALE)	756,677	684,388	664,170	639,695	633,412
MEDIAN PRICE	670,000	601,000	550,000	550,000	542,500
Median Appreciation Rate vs Last Year	11%	9%	0%	1%	1%
Average Days on Market	63	114	128	109	109
Units Under Contract**	46	74	60	41	53
Units Active**	62	116	173	197	173

HIGHLAND PARK

UNITS SOLD	587	567	383	422	443
AVERAGE PRICE (SALE)	734,928	628,305	559,666	603,542	607,251
MEDIAN PRICE	635,000	542,000	490,000	545,000	515,000
Median Appreciation Rate vs Last Year	17%	11%	-10%	5.83%	-4.63%
Average Days on Market	60	131	128	136	136
Units Under Contract**	45	49	51	31	42
Units Active**	39	76	185	179	216

HIGHWOOD

UNITS SOLD	28	17	14	22	21
AVERAGE PRICE (SALE)	505,525	352,294	362,066	390,955	390,561
MEDIAN PRICE	471,250	305,000	277,700	306,000	320,000
Median Appreciation Rate vs Last Year	55%	10%	-9%	-4%	-10%
Average Days on Market	56	94	103	167	124
Units Under Contract**	7	4	2	3	1
Units Active**	5	2	5	8	9

KENILWORTH

UNITS SOLD	73	53	36	46	58
AVERAGE PRICE (SALE)	1,828,737	1,653,508	1,326,356	1,310,948	1,472,948
MEDIAN PRICE	1,340,000	1,180,000	1,264,250	1,060,000	1,389,500
Median Appreciation Rate vs Last Year	14%	-7%	19%	-23.71%	14.60%
Average Days on Market	100	225	197	122	224
Units Under Contract**	7	9	2	3	4
Units Active**	4	9	26	28	27



LAKE BLUFF

	2021	2010	2019	2018	2017
UNITS SOLD	190	167	123	124	132
AVERAGE PRICE (SALE)	722,315	667,366	613,721	636,949	631,164
MEDIAN PRICE	584,625	540,000	469,000	543,750	581,075
Median Appreciation Rate vs Last Year	8%	15%	-14%	-6%	6%
AVERAGE DAYS ON MARKET	60	157	143	122	124
Units Under Contract**	16	16	18	9	6
Units Active**	22	33	81	74	55

LAKE FOREST

UNITS SOLD	438	446	274	277	280
AVERAGE PRICE (SALE)	1,117,517	994,909	938,715	1,014,777	1,064,322
MEDIAN PRICE	884,000	795,000	760,000	845,000	845,000
Median Appreciation Rate vs Last Year	11%	5%	-10%	0.00%	8.33%
Average Days on Market	114	208	184	207	189
Units Under Contract**	57	49	46	27	29
Units Active**	63	128	213	218	216

LINCOLNSHIRE

UNITS SOLD	157	99	79	83	99
AVERAGE PRICE (SALE)	659,545	539,721	615,771	553,355	574,307
MEDIAN PRICE	577,500	500,000	575,000	515,000	560,000
Median Appreciation Rate vs Last Year	16%	-13%	12%	-8%	9%
Average Days on Market	49	143	149	143	139
Units Under Contract**	12	8	9	6	7
Units Active**	17	30	41	28	31

NORTHBROOK

UNITS SOLD	574	485	441	448	496
AVERAGE PRICE (SALE)	700,155	640,666	633,208	627,616	615,526
MEDIAN PRICE	622,500	565,000	575,000	569,000	540,000
Median Appreciation Rate vs Last Year	10%	-2%	1%	5.37%	-1%
Average Days on Market	72	116	114	97	118
Units Under Contract**	42	51	33	46	43
Units Active**	52	116	163	171	132

NORTHFIELD

UNITS SOLD	115	98	75	61	72
AVERAGE PRICE (SALE)	1,027,684	830,930	899,279	745,238	761,849
MEDIAN PRICE	825,000	697,000	699,000	610,000	628,750
Median Appreciation Rate vs Last Year	18%	0%	15%	-3%	-0.20%
Average Days on Market	65	142	149	132	149
Units Under Contract**	8	11	14	9	7
Units Active**	10	20	30	36	29

RIVERWOODS

UNITS SOLD	102	65	49	44	57
AVERAGE PRICE (SALE)	781,784	630,358	682,423	714,218	670,542
MEDIAN PRICE	730,000	605,000	610,000	640,000	637,500
Median Appreciation Rate vs Last Year	21%	-1%	-5%	0.39%	1.19%
Average Days on Market	123	227	150	165	178
Units Under Contract**	6	11	3	8	6
Units Active**	9	25	43	50	43

SKOKIE

UNITS SOLD	561	452	459	444	473
AVERAGE PRICE (SALE)	421,014	373,699	363,008	366,095	353,694
MEDIAN PRICE	395,000	349,950	340,000	338,750	328,000
Median Appreciation Rate vs Last Year	13%	3%	0%	3%	4.13%
Average Days on Market	43	73	79	72	76
Units Under Contract**	37	49	41	46	
Units Active**	40	51	94	103	

WILMETTE

UNITS SOLD	482	427	365	358	367
AVERAGE PRICE (SALE)	946,962	905,752	839,032	868,991	857,646
MEDIAN PRICE	850,000	790,000	740,000	755,000	725,000
Median Appreciation Rate vs Last Year	8%	7%	-2%	4%	-2.03%
Average Days on Market	51	86	112	90	110
Units Under Contract**	22	36	25	23	38
Units Active**	12	55	76	121	91

WINNETKA

UNITS SOLD	340	302	232	247	255
AVERAGE PRICE (SALE)	1,543,646	1,361,684	1,407,807	1,528,008	1,340,503
MEDIAN PRICE	1,303,250	1,100,000	1,227,500	1,165,000	1,122,500
Median Appreciation Rate vs Last Year	18%	-10%	5%	3.79%	-8%
Average Days on Market	71	119	164	157	159
Units Under Contract**	22	28	25	24	38
Units Active**	26	48	67	95	96