



MARISSA'S 2022 ANNUAL SALES REPORT

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

BANNOCKBURN

	2022	2021	2020	2019	2018
UNITS SOLD	5	16	17	17	12
AVERAGE PRICE (SALE)	984,000	1,257,913	849,971	959,759	1,041,633
MEDIAN PRICE	995,000	828,250	874,500	700,000	837,800
Median Appreciation Rate vs Last Year	20%	-5%	25%	-16%	-26%
Average Days on Market (sold)	14	130	148	333	376
Units Under Contract**	0	2	5	2	2
Units Active**	4	0	5	11	19

BUFFALO GROVE

UNITS SOLD	417	523	411	410	408
AVERAGE PRICE (SALE)	489,840	427,250	373,935	370,062	392,263
MEDIAN PRICE	465,000	410,000	355,000	350,000	376,750
Median Appreciation Rate vs Last Year	13%	15%	1%	-7%	5%
Average Days on Market (sold)	20	31	73	83	66
Units Under Contract**	15				
Units Active**	11				

DEERFIELD

UNITS SOLD	245	362	282	245	266
AVERAGE PRICE (SALE)	672,156	602,920	559,497	516,037	556,752
MEDIAN PRICE	595,000	550,000	494,750	470,000	503,750
Median Appreciation Rate vs Last Year	8%	11%	5%	-7%	0.75%
Average Days on Market (sold)	37	71	112	129	127
Units Under Contract**	16	22	25	26	24
Units Active**	27	18	57	82	101

EVANSTON

UNITS SOLD	432	503	535	429	422
AVERAGE PRICE (SALE)	776,255	733,941	657,586	593,051	640,937
MEDIAN PRICE	672,500	632,000	585,000	510,000	550,000
Median Appreciation Rate vs Last Year	6%	8%	15%	-7%	3%
Average Days on Market	33	40	95	76	73
Units Under Contract**	23	41	47	43	26
Units Active**	36	40	46	137	109

GLENCOE

UNITS SOLD	138	170	192	160	174
AVERAGE PRICE (SALE)	1,606,695	1,385,511	1,179,077	1,060,985	1,173,997
MEDIAN PRICE	1,387,977	1,199,500	925,000	863,750	860,500
Median Appreciation Rate vs Last Year	16%	30%	7%	0%	-5.65%
Average Days on Market	40	81	134	141	136
Units Under Contract**	9	14	18	12	14
Units Active**	17	13	27	55	72

GLENVIEW & GOLF

UNITS SOLD	537	767	659	515	539
AVERAGE PRICE (SALE)	799,665	756,677	684,388	664,170	639,695
MEDIAN PRICE	700,000	670,000	601,000	550,000	550,000
Median Appreciation Rate vs Last Year	4%	11%	9%	0%	1%
Average Days on Market	45	63	114	128	109
Units Under Contract**	27	46	74	60	41
Units Active**	51	62	116	173	197

HIGHLAND PARK

UNITS SOLD	460	587	567	383	422
AVERAGE PRICE (SALE)	842,314	734,928	628,305	559,666	603,542
MEDIAN PRICE	692,500	635,000	542,000	490,000	545,000
Median Appreciation Rate vs Last Year	9%	17%	11%	-10%	5.83%
Average Days on Market	49	60	131	128	136
Units Under Contract**	23	45	49	51	31
Units Active**	38	39	76	185	179

HIGHWOOD

UNITS SOLD	32	28	17	14	22
AVERAGE PRICE (SALE)	440,281	505,525	352,294	362,066	390,955
MEDIAN PRICE	363,500	471,250	305,000	277,700	306,000
Median Appreciation Rate vs Last Year	-23%	55%	10%	-9%	-4%
Average Days on Market	48	56	94	103	167
Units Under Contract**	0	7	4	2	3
Units Active**	0	5	2	5	8

KENILWORTH

UNITS SOLD	53	73	53	36	46
AVERAGE PRICE (SALE)	2,085,785	1,828,737	1,653,508	1,326,356	1,310,948
MEDIAN PRICE	1,965,000	1,340,000	1,180,000	1,264,250	1,060,000
Median Appreciation Rate vs Last Year	47%	14%	-7%	19%	-23.71%
Average Days on Market	41	100	225	197	122
Units Under Contract**	6	7	9	2	3
Units Active**	3	4	9	26	28

LAKE BLUFF

	2022	2021	2020	2019	2018
UNITS SOLD	142	190	167	123	124
AVERAGE PRICE (SALE)	948,393	722,315	667,366	613,721	636,949
MEDIAN PRICE	630,000	584,625	540,000	469,000	543,750
Median Appreciation Rate vs Last Year	8%	8%	15%	-14%	-6%
AVERAGE DAYS ON MARKET	66	60	157	143	122
Units Under Contract**	8	16	16	18	9
Units Active**	11	22	33	81	74

LAKE FOREST

UNITS SOLD	380	438	446	274	277
AVERAGE PRICE (SALE)	1,428,212	1,117,517	994,909	938,715	1,014,777
MEDIAN PRICE	1,210,423	884,000	795,000	760,000	845,000
Median Appreciation Rate vs Last Year	37%	11%	5%	-10%	0.00%
Average Days on Market	75	114	208	184	207
Units Under Contract**	20	57	49	46	27
Units Active**	50	63	128	213	218

LINCOLNSHIRE

UNITS SOLD	136	157	99	79	83
AVERAGE PRICE (SALE)	753,310	659,545	539,721	615,771	553,355
MEDIAN PRICE	685,000	577,500	500,000	575,000	515,000
Median Appreciation Rate vs Last Year	19%	16%	-13%	12%	-8%
Average Days on Market	37	49	143	149	143
Units Under Contract**	5	12	8	9	6
Units Active**	10	17	30	41	28

NORTHBROOK

UNITS SOLD	430	574	485	441	448
AVERAGE PRICE (SALE)	788,353	700,155	640,666	633,208	627,616
MEDIAN PRICE	695,000	622,500	565,000	575,000	569,000
Median Appreciation Rate vs Last Year	12%	10%	-2%	1%	5.37%
Average Days on Market	52	72	116	114	97
Units Under Contract**	27	42	51	33	46
Units Active**	45	52	116	163	171

NORTHFIELD

UNITS SOLD	88	115	98	75	61
AVERAGE PRICE (SALE)	1,158,829	1,027,684	830,930	899,279	745,238
MEDIAN PRICE	1,040,000	825,000	697,000	699,000	610,000
Median Appreciation Rate vs Last Year	26%	18%	0%	15%	-3%
Average Days on Market	70	65	142	149	132
Units Under Contract**	2	8	11	14	9
Units Active**	9	10	20	30	36

RIVERWOODS

UNITS SOLD	55	102	65	49	44
AVERAGE PRICE (SALE)	819,004	781,784	630,358	682,423	714,218
MEDIAN PRICE	745,000	730,000	605,000	610,000	640,000
Median Appreciation Rate vs Last Year	2%	21%	-1%	-5%	0.39%
Average Days on Market	53	123	227	150	165
Units Under Contract**	3	6	11	3	8
Units Active**	4	9	25	43	50

SKOKIE

UNITS SOLD	414	561	452	459	444
AVERAGE PRICE (SALE)	439,158	421,014	373,699	363,008	366,095
MEDIAN PRICE	400,000	395,000	349,950	340,000	338,750
Median Appreciation Rate vs Last Year	1%	13%	3%	0%	3%
Average Days on Market	36	43	73	79	72
Units Under Contract**	18	37	49	41	46
Units Active**	42	40	51	94	103

WILMETTE

UNITS SOLD	342	482	427	365	358
AVERAGE PRICE (SALE)	1,089,178	946,962	905,752	839,032	868,991
MEDIAN PRICE	902,250	850,000	790,000	740,000	755,000
Median Appreciation Rate vs Last Year	6%	8%	7%	-2%	4%
Average Days on Market	28	51	86	112	90
Units Under Contract**	11	22	36	25	23
Units Active**	17	12	55	76	121

WINNETKA

UNITS SOLD	242	340	302	232	247
AVERAGE PRICE (SALE)	1,921,660	1,543,646	1,361,684	1,407,807	1,528,008
MEDIAN PRICE	1,537,500	1,303,250	1,100,000	1,227,500	1,165,000
Median Appreciation Rate vs Last Year	18%	18%	-10%	5%	3.79%
Average Days on Market	45	71	119	164	157
Units Under Contract**	16	22	28	25	24
Units Active**	17	26	48	67	95



MARISSA HOPKINS
 Broker
 773.612.8822
 Marissa@MarissaHopkins.com
 MarissaHopkins.com

