

Local Market Update – November 2017

A RESEARCH TOOL PROVIDED BY MIDWEST REAL ESTATE DATA LLC
RESIDENTIAL ACTIVITY ONLY | Data current as of December 14, 2017



Cook County

+ 3.6%

- 1.9%

- 13.1%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

| | November | | | Trailing 12 Months | | |
|--|-----------|------------------|---------|--------------------|------------------|--------|
| | 11-2016 | 11-2017 | + / - | 11-2016 | 11-2017 | + / - |
| New Listings | 3,636 | 3,710 | + 2.0% | 63,669 | 64,547 | + 1.4% |
| Under Contract (includes Contingent and Pending) | 2,179 | 2,568 | + 17.9% | 34,430 | 35,198 | + 2.2% |
| Closed Sales | 2,583 | 2,513 | - 2.7% | 34,658 | 34,732 | + 0.2% |
| Median Sales Price* | \$220,000 | \$233,000 | + 5.9% | \$230,000 | \$245,000 | + 6.5% |
| Average Sales Price* | \$292,838 | \$306,332 | + 4.6% | \$315,840 | \$329,240 | + 4.2% |
| Percent of Original List Price Received* | 93.7% | 94.4% | + 0.7% | 94.4% | 95.1% | + 0.7% |
| Average Market Time | 93 | 88 | - 5.4% | 91 | 89 | - 2.2% |
| Inventory of Homes for Sale at Month End | 13,269 | 11,002 | - 17.1% | -- | -- | -- |

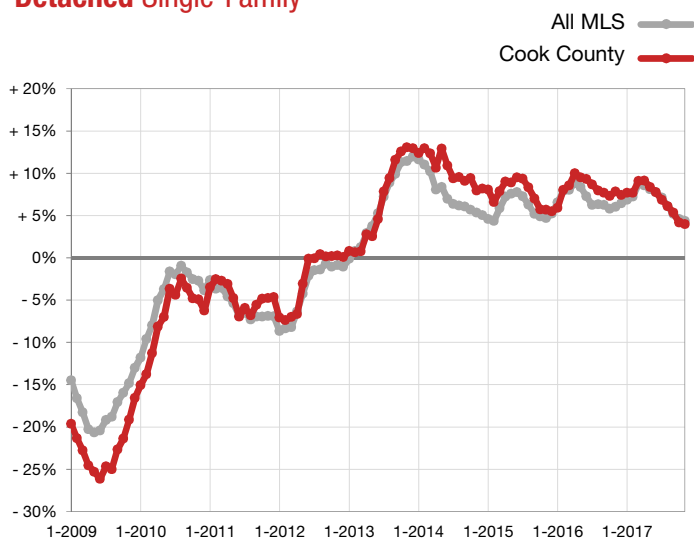
Attached Single-Family

| | November | | | Trailing 12 Months | | |
|--|-----------|------------------|--------|--------------------|------------------|---------|
| | 11-2016 | 11-2017 | + / - | 11-2016 | 11-2017 | + / - |
| New Listings | 2,432 | 2,577 | + 6.0% | 45,631 | 48,381 | + 6.0% |
| Under Contract (includes Contingent and Pending) | 1,677 | 1,803 | + 7.5% | 28,836 | 29,443 | + 2.1% |
| Closed Sales | 1,940 | 1,922 | - 0.9% | 28,758 | 29,310 | + 1.9% |
| Median Sales Price* | \$216,000 | \$217,000 | + 0.5% | \$227,000 | \$237,500 | + 4.6% |
| Average Sales Price* | \$281,812 | \$296,982 | + 5.4% | \$295,241 | \$308,904 | + 4.6% |
| Percent of Original List Price Received* | 94.8% | 95.7% | + 0.9% | 95.5% | 96.2% | + 0.7% |
| Average Market Time | 71 | 68 | - 4.2% | 72 | 64 | - 11.1% |
| Inventory of Homes for Sale at Month End | 7,439 | 6,983 | - 6.1% | -- | -- | -- |

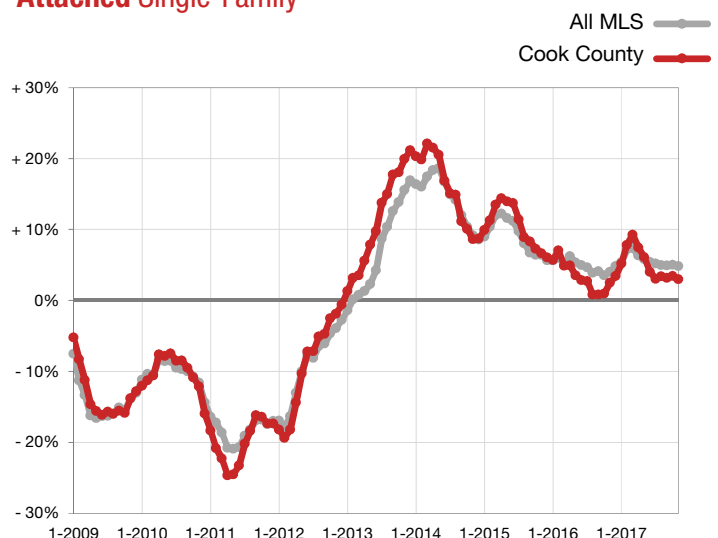
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.