



2021 Q2

WEST /
SOUTHWEST
REGION

MARKET
REPORT

COMPASS



Table of Contents

Market Snapshot

Terms Defined

Market Data

**West/Southwest
Region**

Aurora
Batavia
Bloomingdale
Bolingbrook
Brookfield
Burr Ridge
Clarendon Hills
Darien
Elmhurst
Evergreen Park
Geneva
Glen Ellyn
Hinsdale
La Grange
La Grange Park
Lemont
Lisle
Lombard
Naperville
North Aurora
Oak Brook
Oak Lawn
Oak Park
Orland Park
Plainfield
Riverside
River Forest

St. Charles
Warrenville
Westchester
Western Springs
Westmont
Wheaton
Woodridge

Market Snapshot

Markets around the country seem to be normalizing with the exception being the lack of inventory resulting in more buyers currently looking at fewer available properties. Closed sales on a 12 month running average continue to be at record highs due to the increase in demand for homes with outdoor space whether it be in the city or the suburbs. As employees continue to be able to work from home, it seems to matter less that they are close to the office or are in distant suburban communities. Otherwise, new listings and listings under contract seem to be at normal monthly levels.

Right now, cities including Chicago are trying to weigh the increase in infections primarily among the unvaccinated against reinstating restrictions again to prevent further spread of COVID. With 100MM individuals in the U.S not vaccinated, it is estimated by the CDC that it will take months to achieve herd immunity. In March 2021, herd immunity was projected to be achieved in June but the unvaccinated along with the Delta variant of COVID are significantly extending the timeline. This variable may end up causing issues with the economic recovery and seems to be dampening inflation fears. Rates continue to be at record lows with the 15 year mortgage rate recently hitting an all-time low of 2.12% with records dating back to 1991 replacing the previous low of 2.16% set in January 2021.

In Chicagoland, the second quarter was a continuation of an extraordinary market that began in April of 2020 - higher sales, higher values, lower inventory, and lower market time. The median sale price of traditional detached and attached housing in the Chicagoland area increased 12% year over year to \$289,100 and 16% higher than 2019 levels. Masked in this overall increase, values of detached single family homes increased by 16% year-over-year compared to an increase of only 8.5% for attached housing reflecting higher demand for more space and outdoor space found in detached housing.

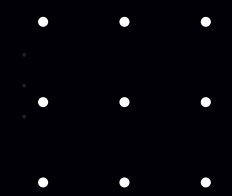
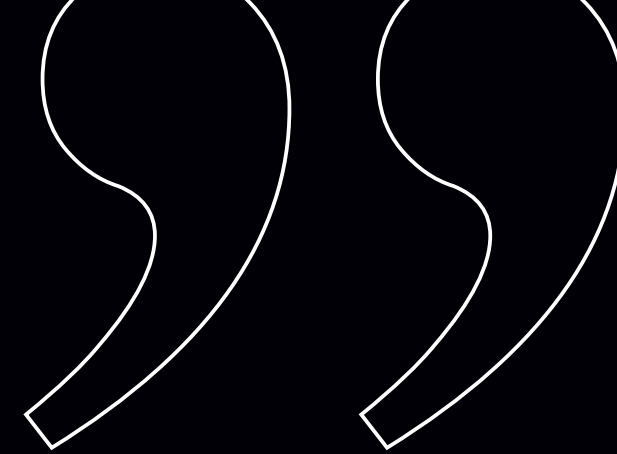
Demand also continued to exceed supply as evidenced by lower numbers of homes for sale, higher closed sales, and higher numbers of homes under contract. At the end of June, Chicagoland had 25,691 single family attached and detached units available for sale of which 56% were detached and 46% were attached housing units. The story of inventory continues to be the story of the market especially in the single family detached market where homes for sale declined 45% from one year ago and are down 50% from a more normal 2019.

Homes under contract for the rolling 12 months ended 6/30/2021 totalled 137,660 units which was an increase of 36% over 2020 and 33% over a more

normal 2019. Homes under contract started off strong in early 2020 and then bottomed out in May 2020. Homes under contract have increased every month since May 2020 but seem to be leveling off as of June. Homes under contract on a 12 month rolling average were 36% higher than one year ago but homes under contract for June declined from one year ago and were only 22% higher than 2019.

Higher closed sales along with lower numbers of new listings (mainly in the single family detached market) also reflected higher buyer demand. Closed sales for the 12 months ended 6/30/2021 totalled 146,108 units which reflected an increase of 38% over 2020 and 32% over 2019. Detached single family homes sold increased almost 35% while attached housing increased 40% year over year. The rate of increase in closed sales is expected to begin to decline as demand levels off to more normal levels.

As we reported in Q1, moving forward through the rest of 2021, there continues to be uncertainty regarding containment of COVID given new more virulent strains of COVID the how that will affect the reopening of the economy. Economists now are pointing to a "W" shaped recovery. Perhaps the only positive to the slower recovery is lower risk of inflation as evidenced by lower yields on treasuries (and consequently lower mortgage rates). As the economy continues to improve and works through temporary labor and material shortages, the housing market will continue to improve but most likely at a slower rate. The US GDP grew at an annualized rate of 6.5% in the second quarter fueled by consumer spending and government stimulus. Most predict that this growth will begin to moderate going forward. The equity markets continue to be fairly volatile but have reached record highs as many companies, especially tech firms, report record growth in revenues and profits. Consumers and corporations continue to have record amounts of idle funds available to spend and invest. Corporations in the S&P 500 had 20% more cash at year end 2020 than they did in 2019 albeit with 40% of these cash reserves held by just 15 companies (including Apple with almost \$200B of cash and investments). The US personal savings rate skyrocketed to 32% in April 2020; the previous record for the US savings rate was 17.3% in 1975. The savings rate at the end of April 2021 was 14.5% - much lower than the 32% record in April of last year, but still at historically high levels. This is what will continue to propel the economy and housing for the balance of 2021 and most likely into 2022.



“The story of inventory continues to be the story of the market especially in the single family detached market where homes for sale declined 45% from one year ago and are down 50% from a more normal 2019.”

“In Chicagoland, the second quarter was a continuation of an extraordinary market that began in April of 2020 - higher sales, higher values, lower inventory, and lower market time.”

“The savings rate at the end of April 2021 was 14.5% - much lower than the 32% record in April of last year, but still at historically high levels. This is what will continue to propel the economy and housing for the balance of 2021 and most likely into 2022.”

“Homes under contract have increased every month since May 2020 but seem to be leveling off as of June. Homes under contract on a 12 month rolling average were 36% higher than one year ago but homes under contract for June declined from one year ago and were only 22% higher than 2019.”



Methodology

All data below is trailing 12 months. This term is used to describe the past 12 consecutive months of market data.

Terms Defined

Single-Family: A stand-alone house is a free-standing residential building. It is sometimes referred to as a Detached Single-Family home, as opposed to a multi-family residential dwelling.

Attached: An attached home means that a home shares a common party wall usually on both sides of the property (including condominiums, cooperatives and townhomes). A detached home means that a home is free of any shared walls and stands alone.

New Listings: A new property that has recently become available.

Under Contract: When a buyer has made an offer on a home and the seller has accepted, but the sale has not closed.

Closed Sales: Figures for the last twelve months are based on known closings recorded at the time the report is prepared.

Median Sales Price: The middle price of a given dataset.

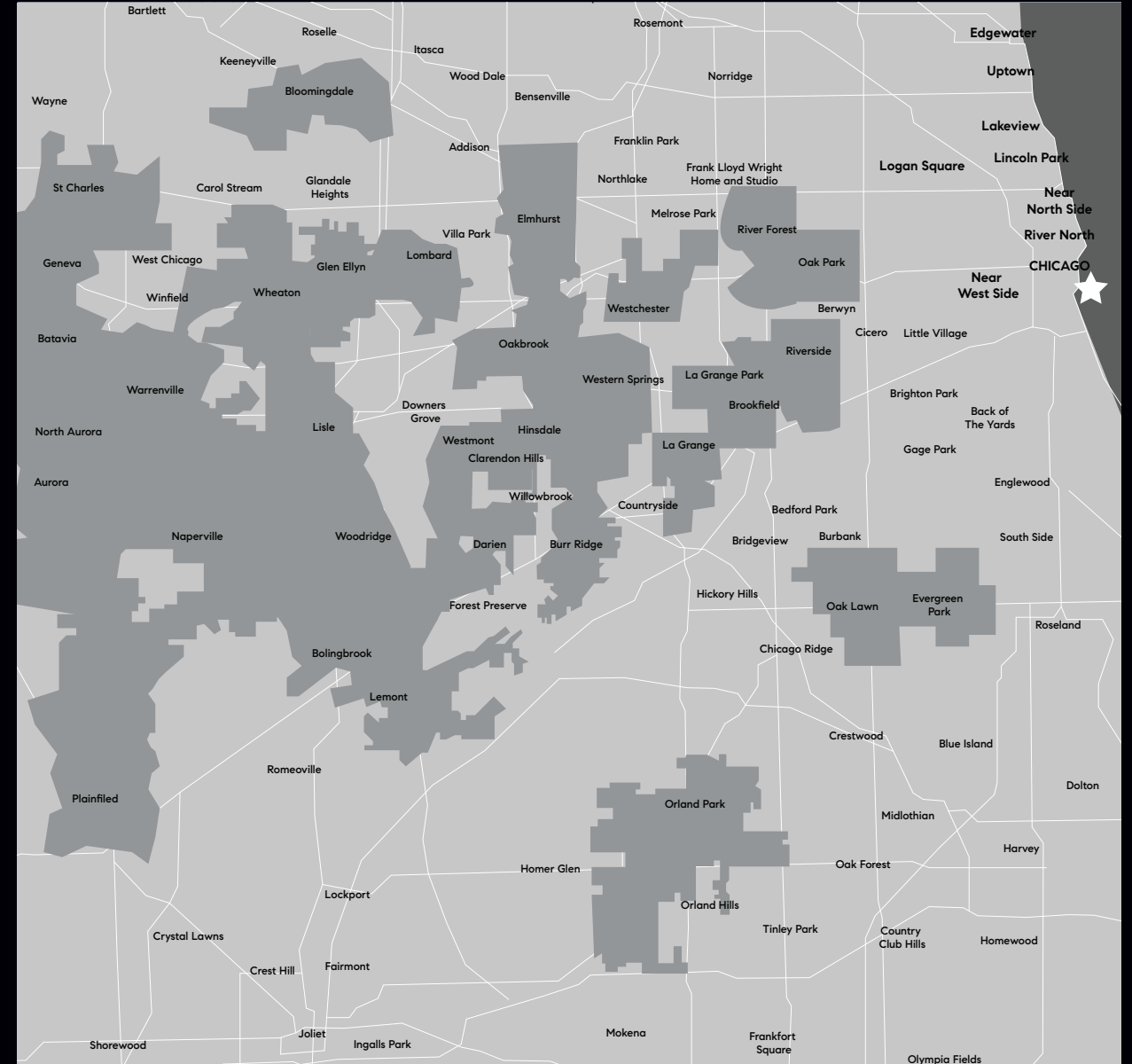
Average Sales Price: The value of all closed sales divided by the number of properties sold.

Percent of Original List Price Received: The ratio between the sold price and the original list price.

Average Market Time: The average number of days all properties were on the market prior to being sold.



Market Data
WEST/SOUTHWEST
REGION



Aurora

DETACHED SINGLE-FAMILY

TRAILING 12 MONTHS

	2020	2021	+ / -
NEW LISTINGS	2,117	2,085	-1.5%
UNDER CONTRACT (INCLUDES CONTINGENT AND PENDING)	1,440	1,843	+28.0%
CLOSED SALES	1,384	1,803	+30.3%
MEDIAN HOME PRICE	\$223,350	\$255,000	+14.2%
AVERAGE HOME PRICE	\$240,586	\$272,485	+13.3%
ORIGINAL LIST PRICE RECEIVED	96.6%	99.5%	+3.0%
AVERAGE MARKET TIME	65	37	-43.1%

ATTACHED SINGLE-FAMILY

TRAILING 12 MONTHS

	2020	2021	+ / -
NEW LISTINGS	982	1,099	+11.9%
UNDER CONTRACT (INCLUDES CONTINGENT AND PENDING)	689	918	+33.2%
CLOSED SALES	678	909	+34.1%
MEDIAN HOME PRICE	\$179,700	\$186,500	+3.8%
AVERAGE HOME PRICE	\$187,873	\$197,009	+4.9%
ORIGINAL LIST PRICE RECEIVED	96.3%	98.5%	+2.3%
AVERAGE MARKET TIME	50	43	-14.0%



Batavia

DETACHED SINGLE-FAMILY

TRAILING 12 MONTHS

	2020	2021	+ / -
NEW LISTINGS	587	478	-18.6%
UNDER CONTRACT (INCLUDES CONTINGENT AND PENDING)	362	407	+12.4%
CLOSED SALES	341	421	+23.5%
MEDIAN HOME PRICE	\$325,000	\$350,000	+7.7%
AVERAGE HOME PRICE	\$351,864	\$379,109	+7.7%
ORIGINAL LIST PRICE RECEIVED	95.7%	98.2%	+2.6%
AVERAGE MARKET TIME	92	54	-41.3%

ATTACHED SINGLE-FAMILY

TRAILING 12 MONTHS

	2020	2021	+ / -
NEW LISTINGS	148	165	+11.5%
UNDER CONTRACT (INCLUDES CONTINGENT AND PENDING)	98	152	+55.1%
CLOSED SALES	94	142	+51.1%
MEDIAN HOME PRICE	\$249,915	\$263,000	+5.2%
AVERAGE HOME PRICE	\$249,867	\$254,995	+2.1%
ORIGINAL LIST PRICE RECEIVED	95.7%	98.3%	+2.7%
AVERAGE MARKET TIME	70	51	-27.1%



Bloomindgale

DETACHED SINGLE-FAMILY

TRAILING 12 MONTHS

	2020	2021	+ / -
NEW LISTINGS	286	281	-1.7%
UNDER CONTRACT (INCLUDES CONTINGENT AND PENDING)	145	213	+46.9%
CLOSED SALES	142	203	+43.0%
MEDIAN HOME PRICE	\$345,000	\$375,000	+8.7%
AVERAGE HOME PRICE	\$373,666	\$412,656	+10.4%
ORIGINAL LIST PRICE RECEIVED	94.8%	97.3%	+2.6%
AVERAGE MARKET TIME	109	75	-31.2%

ATTACHED SINGLE-FAMILY

TRAILING 12 MONTHS

	2020	2021	+ / -
NEW LISTINGS	315	353	+12.1%
UNDER CONTRACT (INCLUDES CONTINGENT AND PENDING)	186	259	+39.2%
CLOSED SALES	175	263	+50.3%
MEDIAN HOME PRICE	\$212,000	\$230,000	+8.5%
AVERAGE HOME PRICE	\$226,849	\$243,936	+7.5%
ORIGINAL LIST PRICE RECEIVED	96.3%	97.3%	+1.0%
AVERAGE MARKET TIME	64	72	+12.5%



Bolingbrook

DETACHED SINGLE-FAMILY

TRAILING 12 MONTHS

	2020	2021	+ / -
NEW LISTINGS	1,127	974	-13.6%
UNDER CONTRACT (INCLUDES CONTINGENT AND PENDING)	797	838	+5.1%
CLOSED SALES	755	845	+11.9%
MEDIAN HOME PRICE	\$253,000	\$285,000	+12.6%
AVERAGE HOME PRICE	\$262,081	\$293,905	+12.1%
ORIGINAL LIST PRICE RECEIVED	97.0%	100.1%	+3.2%
AVERAGE MARKET TIME	64	31	-51.6%

ATTACHED SINGLE-FAMILY

TRAILING 12 MONTHS

	2020	2021	+ / -
NEW LISTINGS	274	295	+7.7%
UNDER CONTRACT (INCLUDES CONTINGENT AND PENDING)	195	265	+35.9%
CLOSED SALES	174	273	+56.9%
MEDIAN HOME PRICE	\$166,950	\$192,000	+15.0%
AVERAGE HOME PRICE	\$173,530	\$201,990	+16.4%
ORIGINAL LIST PRICE RECEIVED	97.5%	99.4%	+1.9%
AVERAGE MARKET TIME	48	46	-4.2%



Brookfield

DETACHED SINGLE-FAMILY

TRAILING 12 MONTHS

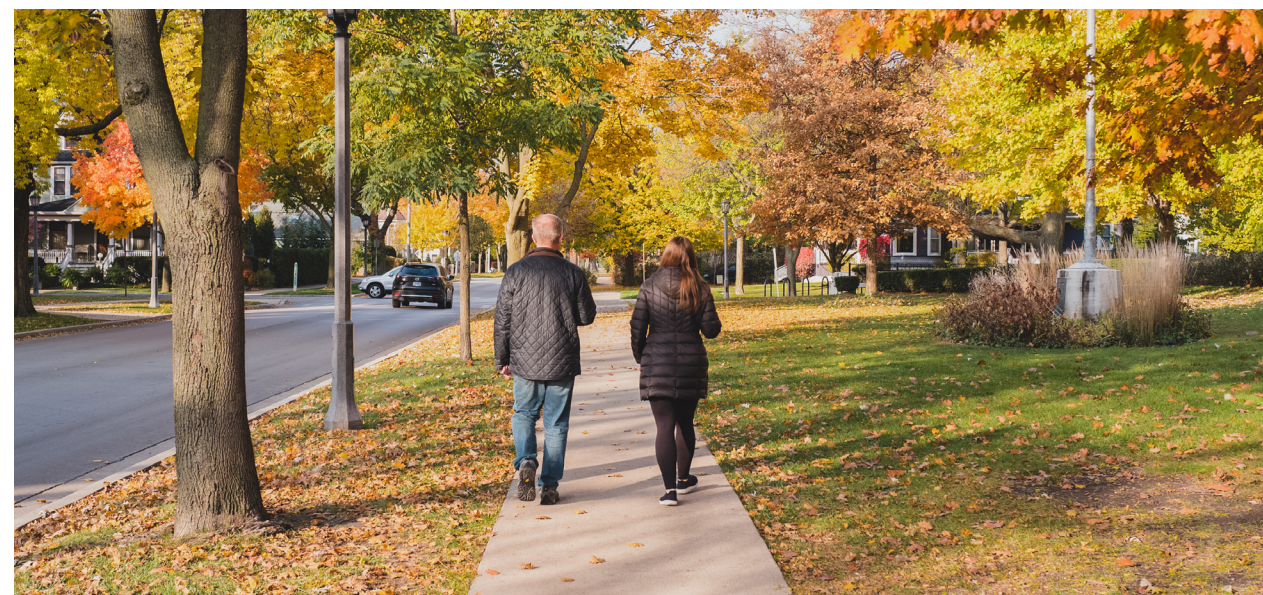
	2020	2021	+ / -
NEW LISTINGS	412	379	-8.0%
UNDER CONTRACT (INCLUDES CONTINGENT AND PENDING)	251	299	+19.1%
CLOSED SALES	233	302	+29.6%
MEDIAN HOME PRICE	\$257,500	\$285,000	+10.7%
AVERAGE HOME PRICE	\$275,833	\$300,230	+8.8%
ORIGINAL LIST PRICE RECEIVED	95.8%	98.8%	+3.1%
AVERAGE MARKET TIME	79	44	-44.3%

ATTACHED SINGLE-FAMILY

TRAILING 12 MONTHS

	2020	2021	+ / -
NEW LISTINGS	49	47	-4.1%
UNDER CONTRACT (INCLUDES CONTINGENT AND PENDING)	39	35	-10.3%
CLOSED SALES	36	39	+8.3%
MEDIAN HOME PRICE	\$172,500	\$199,000	+15.4%
AVERAGE HOME PRICE	\$182,934	\$213,383	+16.6%
ORIGINAL LIST PRICE RECEIVED	97.1%	97.5%	+0.4%
AVERAGE MARKET TIME	37	47	+27.0%

Photo courtesy of John Shipka



Burr Ridge

DETACHED SINGLE-FAMILY

TRAILING 12 MONTHS

	2020	2021	+ / -
NEW LISTINGS	441	419	-5.0%
UNDER CONTRACT (INCLUDES CONTINGENT AND PENDING)	148	212	+43.2%
CLOSED SALES	124	225	+81.5%
MEDIAN HOME PRICE	\$662,500	\$794,500	+19.9%
AVERAGE HOME PRICE	\$741,047	\$934,351	+26.1%
ORIGINAL LIST PRICE RECEIVED	91.8%	93.8%	+2.2%
AVERAGE MARKET TIME	240	169	-29.6%

ATTACHED SINGLE-FAMILY

TRAILING 12 MONTHS

	2020	2021	+ / -
NEW LISTINGS	104	109	+4.8%
UNDER CONTRACT (INCLUDES CONTINGENT AND PENDING)	55	85	+54.5%
CLOSED SALES	54	85	+57.4%
MEDIAN HOME PRICE	\$386,000	\$415,000	+7.5%
AVERAGE HOME PRICE	\$415,996	\$416,174	+0.0%
ORIGINAL LIST PRICE RECEIVED	94.9%	95.4%	+0.5%
AVERAGE MARKET TIME	139	107	-23.0%

Photo courtesy of John Shipka



Clarendon Hills

DETACHED SINGLE-FAMILY

TRAILING 12 MONTHS

	2020	2021	+ / -
NEW LISTINGS	293	317	+8.2%
UNDER CONTRACT (INCLUDES CONTINGENT AND PENDING)	125	199	+59.2%
CLOSED SALES	121	203	+67.8%
MEDIAN HOME PRICE	\$630,000	\$665,000	+5.6%
AVERAGE HOME PRICE	\$689,819	\$733,472	+6.3%
ORIGINAL LIST PRICE RECEIVED	93.8%	96.2%	+2.6%
AVERAGE MARKET TIME	128	78	-39.1%

ATTACHED SINGLE-FAMILY

TRAILING 12 MONTHS

	2020	2021	+ / -
NEW LISTINGS	69	65	-5.8%
UNDER CONTRACT (INCLUDES CONTINGENT AND PENDING)	42	43	+2.4%
CLOSED SALES	45	44	-2.2%
MEDIAN HOME PRICE	\$189,500	\$218,500	+15.3%
AVERAGE HOME PRICE	\$199,055	\$241,836	+21.5%
ORIGINAL LIST PRICE RECEIVED	95.4%	95.7%	+0.3%
AVERAGE MARKET TIME	100	57	-43.0%

Photo courtesy of John Shipka



Darien

DETACHED SINGLE-FAMILY

TRAILING 12 MONTHS

	2020	2021	+ / -
NEW LISTINGS	344	374	+8.7%
UNDER CONTRACT (INCLUDES CONTINGENT AND PENDING)	206	289	+40.3%
CLOSED SALES	196	285	+45.4%
MEDIAN HOME PRICE	\$337,500	\$387,500	+14.8%
AVERAGE HOME PRICE	\$367,185	\$406,152	+10.6%
ORIGINAL LIST PRICE RECEIVED	94.7%	97.9%	+3.4%
AVERAGE MARKET TIME	103	49	-52.4%

ATTACHED SINGLE-FAMILY

TRAILING 12 MONTHS

	2020	2021	+ / -
NEW LISTINGS	221	215	-2.7%
UNDER CONTRACT (INCLUDES CONTINGENT AND PENDING)	145	184	+26.9%
CLOSED SALES	138	191	+38.4%
MEDIAN HOME PRICE	\$225,500	\$233,000	+3.3%
AVERAGE HOME PRICE	\$231,853	\$249,056	+7.4%
ORIGINAL LIST PRICE RECEIVED	95.5%	97.5%	+2.1%
AVERAGE MARKET TIME	66	43	-34.8%

Photo courtesy of Portraits of Home



Elmhurst

DETACHED SINGLE-FAMILY

TRAILING 12 MONTHS

	2020	2021	+ / -
NEW LISTINGS	1,213	1,250	+3.1%
UNDER CONTRACT (INCLUDES CONTINGENT AND PENDING)	594	794	+33.7%
CLOSED SALES	568	769	+35.4%
MEDIAN HOME PRICE	\$448,750	\$490,000	+9.2%
AVERAGE HOME PRICE	\$543,676	\$586,115	+7.8%
ORIGINAL LIST PRICE RECEIVED	94.9%	96.4%	+1.6%
AVERAGE MARKET TIME	112	82	-26.8%

ATTACHED SINGLE-FAMILY

TRAILING 12 MONTHS

	2020	2021	+ / -
NEW LISTINGS	190	226	+18.9%
UNDER CONTRACT (INCLUDES CONTINGENT AND PENDING)	99	133	+34.3%
CLOSED SALES	89	153	+71.9%
MEDIAN HOME PRICE	\$207,000	\$305,000	+47.3%
AVERAGE HOME PRICE	\$259,201	\$405,244	+56.3%
ORIGINAL LIST PRICE RECEIVED	93.6%	95.7%	+2.2%
AVERAGE MARKET TIME	84	88	+4.8%

Evergreen Park

DETACHED SINGLE-FAMILY

TRAILING 12 MONTHS

	2020	2021	+ / -
NEW LISTINGS	423	425	+0.5%
UNDER CONTRACT (INCLUDES CONTINGENT AND PENDING)	255	329	+29.0%
CLOSED SALES	249	313	+25.7%
MEDIAN HOME PRICE	\$200,000	\$229,000	+14.5%
AVERAGE HOME PRICE	\$206,712	\$239,759	+16.0%
ORIGINAL LIST PRICE RECEIVED	95.6%	100.0%	+4.6%
AVERAGE MARKET TIME	72	45	-37.5%

ATTACHED SINGLE-FAMILY

TRAILING 12 MONTHS

	2020	2021	+ / -
NEW LISTINGS	10	5	-50.0%
UNDER CONTRACT (INCLUDES CONTINGENT AND PENDING)	3	5	+66.7%
CLOSED SALES	3	3	0.0%
MEDIAN HOME PRICE	\$60,000	\$85,000	+41.7%
AVERAGE HOME PRICE	\$83,967	\$89,333	+6.4%
ORIGINAL LIST PRICE RECEIVED	83.8%	87.4%	+4.3%
AVERAGE MARKET TIME	39	86	+120.5%



Geneva

DETACHED SINGLE-FAMILY

TRAILING 12 MONTHS

	2020	2021	+ / -
NEW LISTINGS	767	747	-2.6%
UNDER CONTRACT (INCLUDES CONTINGENT AND PENDING)	413	635	+53.8%
CLOSED SALES	387	625	+61.5%
MEDIAN HOME PRICE	\$360,500	\$400,000	+11.0%
AVERAGE HOME PRICE	\$382,972	\$434,946	+13.6%
ORIGINAL LIST PRICE RECEIVED	94.7%	97.7%	+3.2%
AVERAGE MARKET TIME	104	59	-43.3%

ATTACHED SINGLE-FAMILY

TRAILING 12 MONTHS

	2020	2021	+ / -
NEW LISTINGS	182	203	+11.5%
UNDER CONTRACT (INCLUDES CONTINGENT AND PENDING)	115	168	+46.1%
CLOSED SALES	110	168	+52.7%
MEDIAN HOME PRICE	\$232,000	\$284,000	+22.4%
AVERAGE HOME PRICE	\$272,823	\$305,233	+11.9%
ORIGINAL LIST PRICE RECEIVED	96.2%	97.9%	+1.8%
AVERAGE MARKET TIME	76	68	-10.5%

Photo courtesy of Eric Hausman



Glen Ellyn

DETACHED SINGLE-FAMILY

TRAILING 12 MONTHS

	2020	2021	+ / -
NEW LISTINGS	985	1,045	+6.1%
UNDER CONTRACT (INCLUDES CONTINGENT AND PENDING)	490	720	+46.9%
CLOSED SALES	464	736	+58.6%
MEDIAN HOME PRICE	\$392,500	\$490,000	+24.8%
AVERAGE HOME PRICE	\$468,924	\$566,107	+20.7%
ORIGINAL LIST PRICE RECEIVED	94.4%	97.0%	+2.8%
AVERAGE MARKET TIME	97	83	-14.4%

ATTACHED SINGLE-FAMILY

TRAILING 12 MONTHS

	2020	2021	+ / -
NEW LISTINGS	243	265	+9.1%
UNDER CONTRACT (INCLUDES CONTINGENT AND PENDING)	138	174	+26.1%
CLOSED SALES	132	177	+34.1%
MEDIAN HOME PRICE	\$186,250	\$206,000	+10.6%
AVERAGE HOME PRICE	\$234,215	\$255,153	+8.9%
ORIGINAL LIST PRICE RECEIVED	94.1%	96.2%	+2.2%
AVERAGE MARKET TIME	86	59	-31.4%



Hinsdale

DETACHED SINGLE-FAMILY

TRAILING 12 MONTHS

	2020	2021	+ / -
NEW LISTINGS	824	900	+9.2%
UNDER CONTRACT <small>(INCLUDES CONTINGENT AND PENDING)</small>	299	485	+62.2%
CLOSED SALES	271	485	+79.0%
MEDIAN HOME PRICE	\$890,000	\$960,000	+7.9%
AVERAGE HOME PRICE	\$1,098,889	\$1,205,370	+9.7%
ORIGINAL LIST PRICE RECEIVED	91.4%	94.1%	+3.0%
AVERAGE MARKET TIME	178	140	-21.3%

ATTACHED SINGLE-FAMILY

TRAILING 12 MONTHS

	2020	2021	+ / -
NEW LISTINGS	132	146	+10.6%
UNDER CONTRACT <small>(INCLUDES CONTINGENT AND PENDING)</small>	53	100	+88.7%
CLOSED SALES	49	85	+73.5%
MEDIAN HOME PRICE	\$405,500	\$437,000	+7.8%
AVERAGE HOME PRICE	\$443,709	\$478,947	+7.9%
ORIGINAL LIST PRICE RECEIVED	93.0%	96.7%	+4.0%
AVERAGE MARKET TIME	134	106	-20.9%

La Grange

DETACHED SINGLE-FAMILY

TRAILING 12 MONTHS

	2020	2021	+ / -
NEW LISTINGS	464	393	-15.3%
UNDER CONTRACT <small>(INCLUDES CONTINGENT AND PENDING)</small>	188	279	+48.4%
CLOSED SALES	171	308	+80.1%
MEDIAN HOME PRICE	\$535,000	\$560,000	+4.7%
AVERAGE HOME PRICE	\$566,896	\$589,196	+3.9%
ORIGINAL LIST PRICE RECEIVED	94.7%	97.3%	+2.7%
AVERAGE MARKET TIME	99	77	-22.2%

ATTACHED SINGLE-FAMILY

TRAILING 12 MONTHS

	2020	2021	+ / -
NEW LISTINGS	123	121	-1.6%
UNDER CONTRACT <small>(INCLUDES CONTINGENT AND PENDING)</small>	76	89	+17.1%
CLOSED SALES	60	97	+61.7%
MEDIAN HOME PRICE	\$173,500	\$197,000	+13.5%
AVERAGE HOME PRICE	\$218,492	\$270,082	+23.6%
ORIGINAL LIST PRICE RECEIVED	95.4%	96.2%	+0.8%
AVERAGE MARKET TIME	61	74	+21.3%



La Grange Park

DETACHED SINGLE-FAMILY

TRAILING 12 MONTHS

	2020	2021	+ / -
NEW LISTINGS	464	393	-15.3%
UNDER CONTRACT <small>(INCLUDES CONTINGENT AND PENDING)</small>	188	279	+48.4%
CLOSED SALES	171	308	+80.1%
MEDIAN HOME PRICE	\$535,000	\$560,000	+4.7%
AVERAGE HOME PRICE	\$566,896	\$589,196	+3.9%
ORIGINAL LIST PRICE RECEIVED	94.7%	97.3%	+2.7%
AVERAGE MARKET TIME	99	77	-22.2%

ATTACHED SINGLE-FAMILY

TRAILING 12 MONTHS

	2020	2021	+ / -
NEW LISTINGS	123	121	-1.6%
UNDER CONTRACT <small>(INCLUDES CONTINGENT AND PENDING)</small>	76	89	+17.1%
CLOSED SALES	60	97	+61.7%
MEDIAN HOME PRICE	\$173,500	\$197,000	+13.5%
AVERAGE HOME PRICE	\$218,492	\$270,082	+23.6%
ORIGINAL LIST PRICE RECEIVED	95.4%	96.2%	+0.8%
AVERAGE MARKET TIME	61	74	+21.3%



Lemont

DETACHED SINGLE-FAMILY

TRAILING 12 MONTHS

	2020	2021	+ / -
NEW LISTINGS	472	534	+13.1%
UNDER CONTRACT <small>(INCLUDES CONTINGENT AND PENDING)</small>	261	345	+32.2%
CLOSED SALES	238	358	+50.4%
MEDIAN HOME PRICE	\$418,750	\$468,500	+11.9%
AVERAGE HOME PRICE	\$414,677	\$477,051	+15.0%
ORIGINAL LIST PRICE RECEIVED	94.5%	96.8%	+2.4%
AVERAGE MARKET TIME	111	92	-17.1%

ATTACHED SINGLE-FAMILY

TRAILING 12 MONTHS

	2020	2021	+ / -
NEW LISTINGS	136	108	-20.6%
UNDER CONTRACT <small>(INCLUDES CONTINGENT AND PENDING)</small>	62	75	+21.0%
CLOSED SALES	62	77	+24.2%
MEDIAN HOME PRICE	\$316,000	\$348,000	+10.1%
AVERAGE HOME PRICE	\$311,303	\$348,566	+12.0%
ORIGINAL LIST PRICE RECEIVED	97.0%	98.5%	+1.5%
AVERAGE MARKET TIME	102	82	-19.6%



Lisle

DETACHED SINGLE-FAMILY

TRAILING 12 MONTHS

	2020	2021	+ / -
NEW LISTINGS	444	382	-14.0%
UNDER CONTRACT (INCLUDES CONTINGENT AND PENDING)	256	275	+7.4%
CLOSED SALES	239	291	+21.8%
MEDIAN HOME PRICE	\$374,000	\$395,000	+5.6%
AVERAGE HOME PRICE	\$390,648	\$410,646	+5.1%
ORIGINAL LIST PRICE RECEIVED	95.4%	96.9%	+1.6%
AVERAGE MARKET TIME	106	76	-28.3%

ATTACHED SINGLE-FAMILY

TRAILING 12 MONTHS

	2020	2021	+ / -
NEW LISTINGS	330	404	+22.4%
UNDER CONTRACT (INCLUDES CONTINGENT AND PENDING)	211	301	+42.7%
CLOSED SALES	185	310	+67.6%
MEDIAN HOME PRICE	\$143,900	\$148,000	+2.8%
AVERAGE HOME PRICE	\$164,577	\$185,355	+12.6%
ORIGINAL LIST PRICE RECEIVED	96.0%	97.8%	+1.9%
AVERAGE MARKET TIME	54	46	-14.8%

Lombard

DETACHED SINGLE-FAMILY

TRAILING 12 MONTHS

	2020	2021	+ / -
NEW LISTINGS	770	921	+19.6%
UNDER CONTRACT (INCLUDES CONTINGENT AND PENDING)	487	703	+44.4%
CLOSED SALES	489	679	+38.9%
MEDIAN HOME PRICE	\$288,000	\$310,000	+7.6%
AVERAGE HOME PRICE	\$304,958	\$328,279	+7.6%
ORIGINAL LIST PRICE RECEIVED	96.2%	98.1%	+2.0%
AVERAGE MARKET TIME	62	42	-32.3%

ATTACHED SINGLE-FAMILY

TRAILING 12 MONTHS

	2020	2021	+ / -
NEW LISTINGS	356	419	+17.7%
UNDER CONTRACT (INCLUDES CONTINGENT AND PENDING)	249	330	+32.5%
CLOSED SALES	244	330	+35.2%
MEDIAN HOME PRICE	\$155,000	\$190,288	+22.8%
AVERAGE HOME PRICE	\$174,725	\$190,538	+9.1%
ORIGINAL LIST PRICE RECEIVED	95.1%	96.7%	+1.7%
AVERAGE MARKET TIME	56	48	-14.3%

Photo courtesy of Portraits of Home



Naperville

DETACHED SINGLE-FAMILY

TRAILING 12 MONTHS

	2020	2021	+ / -
NEW LISTINGS	3,296	3,199	-2.9%
UNDER CONTRACT (INCLUDES CONTINGENT AND PENDING)	1,712	2,396	+40.0%
CLOSED SALES	1,628	2,393	+47.0%
MEDIAN HOME PRICE	\$437,000	\$493,000	+12.8%
AVERAGE HOME PRICE	\$486,139	\$543,859	+11.9%
ORIGINAL LIST PRICE RECEIVED	95.3%	98.1%	+2.9%
AVERAGE MARKET TIME	97	64	-34.0%

ATTACHED SINGLE-FAMILY

TRAILING 12 MONTHS

	2020	2021	+ / -
NEW LISTINGS	1,175	1,269	+8.0%
UNDER CONTRACT (INCLUDES CONTINGENT AND PENDING)	757	1,019	+34.6%
CLOSED SALES	739	980	+32.6%
MEDIAN HOME PRICE	\$226,000	\$235,000	+4.0%
AVERAGE HOME PRICE	\$251,069	\$265,132	+5.6%
ORIGINAL LIST PRICE RECEIVED	96.0%	97.9%	+2.0%
AVERAGE MARKET TIME	62	41	-33.9%

North Aurora

DETACHED SINGLE-FAMILY

TRAILING 12 MONTHS

	2020	2021	+ / -
NEW LISTINGS	340	332	-2.4%
UNDER CONTRACT (INCLUDES CONTINGENT AND PENDING)	206	285	+38.3%
CLOSED SALES	208	278	+33.7%
MEDIAN HOME PRICE	\$275,250	\$320,500	+16.4%
AVERAGE HOME PRICE	\$280,350	\$320,604	+14.4%
ORIGINAL LIST PRICE RECEIVED	97.3%	98.9%	+1.6%
AVERAGE MARKET TIME	70	47	-32.9%

ATTACHED SINGLE-FAMILY

TRAILING 12 MONTHS

	2020	2021	+ / -
NEW LISTINGS	156	183	+17.3%
UNDER CONTRACT (INCLUDES CONTINGENT AND PENDING)	95	131	+37.9%
CLOSED SALES	93	125	+34.4%
MEDIAN HOME PRICE	\$178,000	\$199,000	+11.8%
AVERAGE HOME PRICE	\$190,512	\$214,501	+12.6%
ORIGINAL LIST PRICE RECEIVED	96.8%	99.2%	+2.5%
AVERAGE MARKET TIME	62	62	0.0%



Oak Brook

DETACHED SINGLE-FAMILY

TRAILING 12 MONTHS

	2020	2021	+ / -
NEW LISTINGS	240	297	+23.8%
UNDER CONTRACT (INCLUDES CONTINGENT AND PENDING)	79	132	+67.1%
CLOSED SALES	79	125	+58.2%
MEDIAN HOME PRICE	\$720,000	\$780,000	+8.3%
AVERAGE HOME PRICE	\$834,570	\$906,047	+8.6%
ORIGINAL LIST PRICE RECEIVED	88.2%	92.0%	+4.3%
AVERAGE MARKET TIME	186	189	+1.6%

ATTACHED SINGLE-FAMILY

TRAILING 12 MONTHS

	2020	2021	+ / -
NEW LISTINGS	133	142	+6.8%
UNDER CONTRACT (INCLUDES CONTINGENT AND PENDING)	61	110	+80.3%
CLOSED SALES	66	104	+57.6%
MEDIAN HOME PRICE	\$307,500	\$375,000	+22.0%
AVERAGE HOME PRICE	\$303,983	\$412,414	+35.7%
ORIGINAL LIST PRICE RECEIVED	94.2%	94.0%	-0.2%
AVERAGE MARKET TIME	79	111	+40.5%

Oak Lawn

DETACHED SINGLE-FAMILY

TRAILING 12 MONTHS

	2020	2021	+ / -
NEW LISTINGS	1,129	922	-18.3%
UNDER CONTRACT (INCLUDES CONTINGENT AND PENDING)	639	740	+15.8%
CLOSED SALES	616	755	+22.6%
MEDIAN HOME PRICE	\$229,000	\$255,000	+11.4%
AVERAGE HOME PRICE	\$232,614	\$264,805	+13.8%
ORIGINAL LIST PRICE RECEIVED	95.8%	98.9%	+3.2%
AVERAGE MARKET TIME	77	48	-37.7%

ATTACHED SINGLE-FAMILY

TRAILING 12 MONTHS

	2020	2021	+ / -
NEW LISTINGS	459	558	+21.6%
UNDER CONTRACT (INCLUDES CONTINGENT AND PENDING)	296	453	+53.0%
CLOSED SALES	302	430	+42.4%
MEDIAN HOME PRICE	\$107,950	\$123,000	+13.9%
AVERAGE HOME PRICE	\$110,007	\$126,116	+14.6%
ORIGINAL LIST PRICE RECEIVED	93.7%	96.2%	+2.7%
AVERAGE MARKET TIME	71	51	-28.2%



Oak Park

DETACHED SINGLE-FAMILY

TRAILING 12 MONTHS

	2020	2021	+ / -
NEW LISTINGS	819	993	+21.2%
UNDER CONTRACT (INCLUDES CONTINGENT AND PENDING)	429	672	+56.6%
CLOSED SALES	429	640	+49.2%
MEDIAN HOME PRICE	\$435,000	\$490,000	+12.6%
AVERAGE HOME PRICE	\$479,049	\$528,097	+10.2%
ORIGINAL LIST PRICE RECEIVED	94.5%	97.6%	+3.3%
AVERAGE MARKET TIME	117	68	-41.9%

ATTACHED SINGLE-FAMILY

TRAILING 12 MONTHS

	2020	2021	+ / -
NEW LISTINGS	656	850	+29.6%
UNDER CONTRACT (INCLUDES CONTINGENT AND PENDING)	339	471	+38.9%
CLOSED SALES	325	468	+44.0%
MEDIAN HOME PRICE	\$168,000	\$187,250	+11.5%
AVERAGE HOME PRICE	\$207,433	\$225,645	+8.8%
ORIGINAL LIST PRICE RECEIVED	94.4%	96.2%	+1.9%
AVERAGE MARKET TIME	87	78	-10.3%



Orland Park

DETACHED SINGLE-FAMILY

TRAILING 12 MONTHS

	2020	2021	+ / -
NEW LISTINGS	971	896	-7.7%
UNDER CONTRACT (INCLUDES CONTINGENT AND PENDING)	525	675	+28.6%
CLOSED SALES	482	684	+41.9%
MEDIAN HOME PRICE	\$326,500	\$370,000	+13.3%
AVERAGE HOME PRICE	\$355,983	\$409,845	+15.1%
ORIGINAL LIST PRICE RECEIVED	95.1%	97.7%	+2.7%
AVERAGE MARKET TIME	92	67	-27.2%

ATTACHED SINGLE-FAMILY

TRAILING 12 MONTHS

	2020	2021	+ / -
NEW LISTINGS	779	778	-0.1%
UNDER CONTRACT (INCLUDES CONTINGENT AND PENDING)	500	651	+30.2%
CLOSED SALES	473	627	+32.6%
MEDIAN HOME PRICE	\$190,500	\$215,000	+12.9%
AVERAGE HOME PRICE	\$205,547	\$227,546	+10.7%
ORIGINAL LIST PRICE RECEIVED	96.1%	98.1%	+2.1%
AVERAGE MARKET TIME	56	42	-25.0%



Plainfield

DETACHED SINGLE-FAMILY

TRAILING 12 MONTHS

	2020	2021	+ / -
NEW LISTINGS	2,161	1,938	-10.3%
UNDER CONTRACT <small>(INCLUDES CONTINGENT AND PENDING)</small>	1,373	1,659	+20.8%
CLOSED SALES	1,317	1,643	+24.8%
MEDIAN HOME PRICE	\$275,000	\$315,000	+14.5%
AVERAGE HOME PRICE	\$299,671	\$338,365	+12.9%
ORIGINAL LIST PRICE RECEIVED	97.0%	100.3%	+3.4%
AVERAGE MARKET TIME	68	41	-39.7%

ATTACHED SINGLE-FAMILY

TRAILING 12 MONTHS

	2020	2021	+ / -
NEW LISTINGS	519	504	-2.9%
UNDER CONTRACT <small>(INCLUDES CONTINGENT AND PENDING)</small>	372	469	+26.1%
CLOSED SALES	368	458	+24.5%
MEDIAN HOME PRICE	\$185,000	\$205,000	+10.8%
AVERAGE HOME PRICE	\$196,704	\$213,745	+8.7%
ORIGINAL LIST PRICE RECEIVED	96.2%	99.0%	+2.9%
AVERAGE MARKET TIME	62	33	-46.8%



Riverside

DETACHED SINGLE-FAMILY

TRAILING 12 MONTHS

	2020	2021	+ / -
NEW LISTINGS	267	239	-10.5%
UNDER CONTRACT <small>(INCLUDES CONTINGENT AND PENDING)</small>	126	176	+39.7%
CLOSED SALES	103	189	+83.5%
MEDIAN HOME PRICE	\$440,000	\$472,000	+7.3%
AVERAGE HOME PRICE	\$467,950	\$507,180	+8.4%
ORIGINAL LIST PRICE RECEIVED	94.5%	95.9%	+1.5%
AVERAGE MARKET TIME	121	97	-19.8%

ATTACHED SINGLE-FAMILY

TRAILING 12 MONTHS

	2020	2021	+ / -
NEW LISTINGS	24	29	+20.8%
UNDER CONTRACT <small>(INCLUDES CONTINGENT AND PENDING)</small>	14	24	+71.4%
CLOSED SALES	13	24	+84.6%
MEDIAN HOME PRICE	\$135,000	\$148,000	+9.6%
AVERAGE HOME PRICE	\$163,408	\$197,852	+21.1%
ORIGINAL LIST PRICE RECEIVED	90.0%	92.8%	+3.1%
AVERAGE MARKET TIME	135	66	-51.1%



River Forest

DETACHED SINGLE-FAMILY

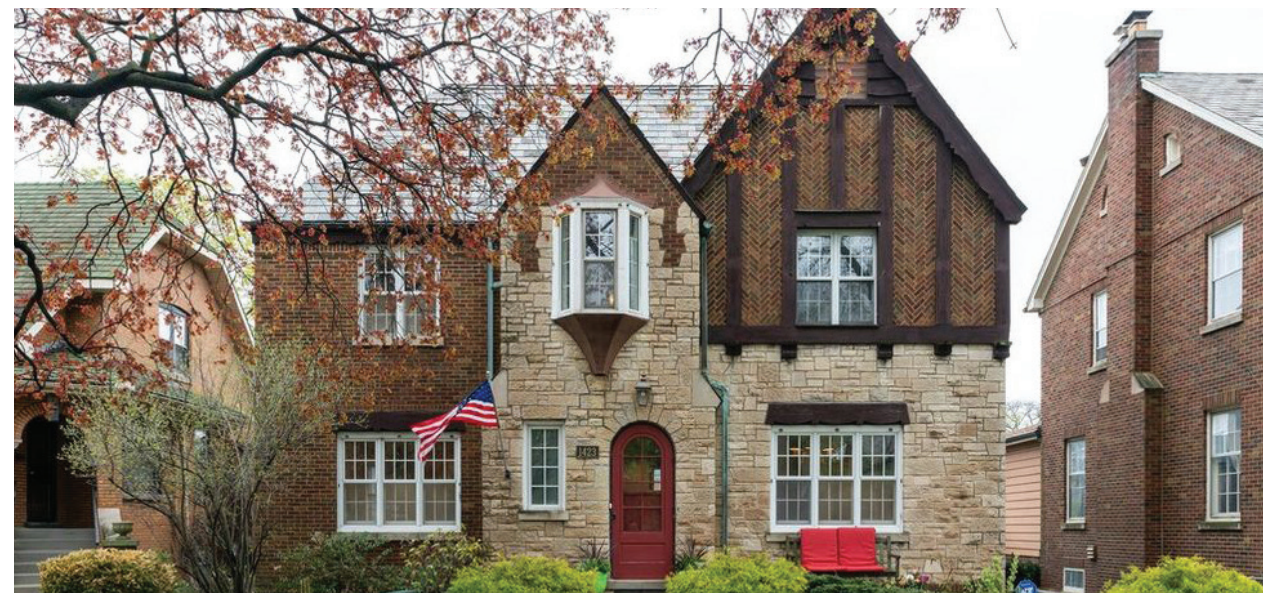
TRAILING 12 MONTHS

	2020	2021	+ / -
NEW LISTINGS	253	273	+7.9%
UNDER CONTRACT <small>(INCLUDES CONTINGENT AND PENDING)</small>	119	186	+56.3%
CLOSED SALES	107	194	+81.3%
MEDIAN HOME PRICE	\$718,000	\$695,000	-3.2%
AVERAGE HOME PRICE	\$774,667	\$783,995	+1.2%
ORIGINAL LIST PRICE RECEIVED	99.0%	95.7%	-3.3%
AVERAGE MARKET TIME	138	93	-32.6%

ATTACHED SINGLE-FAMILY

TRAILING 12 MONTHS

	2020	2021	+ / -
NEW LISTINGS	128	170	+32.8%
UNDER CONTRACT <small>(INCLUDES CONTINGENT AND PENDING)</small>	56	112	+100.0%
CLOSED SALES	65	94	+44.6%
MEDIAN HOME PRICE	\$197,500	\$207,525	+5.1%
AVERAGE HOME PRICE	\$242,183	\$227,208	-6.2%
ORIGINAL LIST PRICE RECEIVED	93.7%	94.2%	+0.5%
AVERAGE MARKET TIME	67	84	+25.4%



St. Charles

DETACHED SINGLE-FAMILY

TRAILING 12 MONTHS

	2020	2021	+ / -
NEW LISTINGS	1,272	1,298	+2.0%
UNDER CONTRACT <small>(INCLUDES CONTINGENT AND PENDING)</small>	791	1,053	+33.1%
CLOSED SALES	788	1,031	+30.8%
MEDIAN HOME PRICE	\$355,000	\$413,000	+16.3%
AVERAGE HOME PRICE	\$392,376	\$454,937	+15.9%
ORIGINAL LIST PRICE RECEIVED	95.5%	97.9%	+2.5%
AVERAGE MARKET TIME	109	65	-40.4%

ATTACHED SINGLE-FAMILY

TRAILING 12 MONTHS

	2020	2021	+ / -
NEW LISTINGS	246	257	+4.5%
UNDER CONTRACT <small>(INCLUDES CONTINGENT AND PENDING)</small>	164	211	+28.7%
CLOSED SALES	158	218	+38.0%
MEDIAN HOME PRICE	\$230,000	\$250,500	+8.9%
AVERAGE HOME PRICE	\$254,160	\$276,552	+8.8%
ORIGINAL LIST PRICE RECEIVED	95.8%	98.0%	+2.3%
AVERAGE MARKET TIME	75	40	-46.7%



Warrenville

DETACHED SINGLE-FAMILY

TRAILING 12 MONTHS

	2020	2021	+ / -
NEW LISTINGS	208	204	-1.9%
UNDER CONTRACT <small>(INCLUDES CONTINGENT AND PENDING)</small>	115	157	+36.5%
CLOSED SALES	104	162	+55.8%
MEDIAN HOME PRICE	\$270,000	\$302,500	+12.0%
AVERAGE HOME PRICE	\$311,576	\$349,776	+12.3%
ORIGINAL LIST PRICE RECEIVED	96.0%	98.2%	+2.3%
AVERAGE MARKET TIME	71	60	-15.5%

ATTACHED SINGLE-FAMILY

TRAILING 12 MONTHS

	2020	2021	+ / -
NEW LISTINGS	209	212	+1.4%
UNDER CONTRACT <small>(INCLUDES CONTINGENT AND PENDING)</small>	120	191	+59.2%
CLOSED SALES	113	187	+65.5%
MEDIAN HOME PRICE	\$195,000	\$215,000	+10.3%
AVERAGE HOME PRICE	\$211,995	\$241,744	+14.0%
ORIGINAL LIST PRICE RECEIVED	97.8%	98.1%	+0.3%
AVERAGE MARKET TIME	51	60	+17.6%

Westchester

DETACHED SINGLE-FAMILY

TRAILING 12 MONTHS

	2020	2021	+ / -
NEW LISTINGS	443	396	-10.6%
UNDER CONTRACT <small>(INCLUDES CONTINGENT AND PENDING)</small>	291	326	+12.0%
CLOSED SALES	275	345	+25.5%
MEDIAN HOME PRICE	\$249,000	\$266,000	+6.8%
AVERAGE HOME PRICE	\$256,355	\$277,484	+8.2%
ORIGINAL LIST PRICE RECEIVED	96.8%	99.4%	+2.7%
AVERAGE MARKET TIME	62	46	-25.8%

ATTACHED SINGLE-FAMILY

TRAILING 12 MONTHS

	2020	2021	+ / -
NEW LISTINGS	96	57	-40.6%
UNDER CONTRACT <small>(INCLUDES CONTINGENT AND PENDING)</small>	64	55	-14.1%
CLOSED SALES	63	58	-7.9%
MEDIAN HOME PRICE	\$275,000	\$281,250	+2.3%
AVERAGE HOME PRICE	\$286,366	\$297,878	+4.0%
ORIGINAL LIST PRICE RECEIVED	94.5%	96.2%	+1.8%
AVERAGE MARKET TIME	102	72	-29.4%



Western Springs

DETACHED SINGLE-FAMILY

TRAILING 12 MONTHS

	2020	2021	+ / -
NEW LISTINGS	456	390	-14.5%
UNDER CONTRACT (INCLUDES CONTINGENT AND PENDING)	216	281	+30.1%
CLOSED SALES	226	286	+26.5%
MEDIAN HOME PRICE	\$594,500	\$692,500	+16.5%
AVERAGE HOME PRICE	\$668,615	\$781,254	+16.8%
ORIGINAL LIST PRICE RECEIVED	94.1%	96.5%	+2.6%
AVERAGE MARKET TIME	103	72	-30.1%

ATTACHED SINGLE-FAMILY

TRAILING 12 MONTHS

	2020	2021	+ / -
NEW LISTINGS	51	62	+21.6%
UNDER CONTRACT (INCLUDES CONTINGENT AND PENDING)	24	43	+79.2%
CLOSED SALES	30	47	+56.7%
MEDIAN HOME PRICE	\$531,181	\$575,000	+8.2%
AVERAGE HOME PRICE	\$519,999	\$567,382	+9.1%
ORIGINAL LIST PRICE RECEIVED	97.7%	97.0%	-0.7%
AVERAGE MARKET TIME	160	100	-37.5%



Westmont

DETACHED SINGLE-FAMILY

TRAILING 12 MONTHS

	2020	2021	+ / -
NEW LISTINGS	283	309	+9.2%
UNDER CONTRACT (INCLUDES CONTINGENT AND PENDING)	182	240	+31.9%
CLOSED SALES	182	239	+31.3%
MEDIAN HOME PRICE	\$306,000	\$335,000	+9.5%
AVERAGE HOME PRICE	\$343,772	\$376,826	+9.6%
ORIGINAL LIST PRICE RECEIVED	95.0%	97.6%	+2.7%
AVERAGE MARKET TIME	91	48	-47.3%

ATTACHED SINGLE-FAMILY

TRAILING 12 MONTHS

	2020	2021	+ / -
NEW LISTINGS	167	187	+12.0%
UNDER CONTRACT (INCLUDES CONTINGENT AND PENDING)	86	159	+84.9%
CLOSED SALES	93	144	+54.8%
MEDIAN HOME PRICE	\$193,500	\$220,000	+13.7%
AVERAGE HOME PRICE	\$217,950	\$241,127	+10.6%
ORIGINAL LIST PRICE RECEIVED	94.8%	97.0%	+2.3%
AVERAGE MARKET TIME	74	89	+20.3%



Wheaton

DETACHED SINGLE-FAMILY

TRAILING 12 MONTHS

	2020	2021	+ / -
NEW LISTINGS	1,378	1,415	+2.7%
UNDER CONTRACT <small>(INCLUDES CONTINGENT AND PENDING)</small>	684	977	+42.8%
CLOSED SALES	640	983	+53.6%
MEDIAN HOME PRICE	\$380,000	\$405,000	+6.6%
AVERAGE HOME PRICE	\$414,388	\$459,205	+10.8%
ORIGINAL LIST PRICE RECEIVED	95.3%	97.6%	+2.4%
AVERAGE MARKET TIME	93	69	-25.8%

ATTACHED SINGLE-FAMILY

TRAILING 12 MONTHS

	2020	2021	+ / -
NEW LISTINGS	321	391	+21.8%
UNDER CONTRACT <small>(INCLUDES CONTINGENT AND PENDING)</small>	205	321	+56.6%
CLOSED SALES	194	316	+62.9%
MEDIAN HOME PRICE	\$171,750	\$220,200	+28.2%
AVERAGE HOME PRICE	\$205,377	\$251,064	+22.2%
ORIGINAL LIST PRICE RECEIVED	96.0%	97.7%	+1.8%
AVERAGE MARKET TIME	47	58	+23.4%



Woodridge

DETACHED SINGLE-FAMILY

TRAILING 12 MONTHS

	2020	2021	+ / -
NEW LISTINGS	484	390	-19.4%
UNDER CONTRACT <small>(INCLUDES CONTINGENT AND PENDING)</small>	287	326	+13.6%
CLOSED SALES	256	356	+39.1%
MEDIAN HOME PRICE	\$288,250	\$325,000	+12.7%
AVERAGE HOME PRICE	\$319,674	\$359,929	+12.6%
ORIGINAL LIST PRICE RECEIVED	96.3%	98.7%	+2.5%
AVERAGE MARKET TIME	74	40	-45.9%

ATTACHED SINGLE-FAMILY

TRAILING 12 MONTHS

	2020	2021	+ / -
NEW LISTINGS	228	248	+8.8%
UNDER CONTRACT <small>(INCLUDES CONTINGENT AND PENDING)</small>	135	202	+49.6%
CLOSED SALES	145	197	+35.9%
MEDIAN HOME PRICE	\$153,000	\$155,000	+1.3%
AVERAGE HOME PRICE	\$209,121	\$187,222	-10.5%
ORIGINAL LIST PRICE RECEIVED	97.5%	96.7%	-0.8%
AVERAGE MARKET TIME	58	60	+3.4%



COMPASS

For questions or more information

compass.com | chicagoinquiries@compass.com

312.319.1168

Compass is a licensed Real Estate broker with a principal office in Chicago, IL and abides by all applicable Equal Housing Opportunity laws. All material presented herein is intended for informational purposes only, is compiled from sources deemed reliable but is subject to errors, omissions, and changes without notice. All measurements and square footages are approximate. This is not intended to solicit property already listed. Nothing herein shall be construed as legal, accounting or other professional advice outside the realm of Real Estate brokerage. 2350 N Lincoln Ave. Chicago, IL 60614.

