Memo:

To: Nedra Sims-Fears
From: Institute for Housing Studies
Subject: Sales activity in Greater Chatham Initiative (GCI) Area
Date: April 4, 2019

This analysis overviews trends in and characteristics of sales activity in Greater Chatham with a focus on sales in 2018 compared to 2017 and how they vary geographically by community area, sales price, purchaser and seller type, and by property type.

The goal of this analysis is to provide GCI leadership with data intelligence to help advance initiative strategies associated with unfreezing the for-sale, single family housing market; stabilizing and improving the quality of multifamily rental properties; and revitalizing concentrations of troubled properties through priority zone investments. Understanding the characteristics of sales activity and how they vary by market actors can help GCI understand which interventions may be needed to help achieve program goals and can provide valuable data to track program outcomes. Additionally, intelligence on what types of transactions generate the largest price increases and what segments of the market are already functioning can help build efficiencies in resource allocation.

The following analysis is grouped by property type to overview general sales activity in 2017 and 2018 for single-family homes, 2 to 4 unit buildings, and buildings with 5 or more units in Greater Chatham. Each section starts with a table on total sales activity, median sales prices, and the share of total sales by price bucket for each GCI community area, for the Greater Chatham area as a whole, and for the City of Chicago as a comparison. Each table in this memo includes a section analyzing change between 2017 and 2018. These tables are color coded to better highlight activity with significant increases (green) or decreases (red). The sections on single-family homes and 2 to 4 unit buildings also include a second table that breaks out sales activity in 2017 and 2018 by seller and buyer type for the GCI area.

The appendix includes tables examining single family and 2 to 4 unit building sales activity by seller and buyer type for each GCI community and for the City of Chicago.

Sales activity for single-family homes

Single-family trends

Analysis of single-family sales activity data in the GCI area shows:

- **Single-family sales activity in the GCI area increased from 1,105 to 1,182 between 2017 and 2018.** This 7 percent increase was greater than the increase in single-family sales activity citywide, where single-family sales activity declined by 1.3 percent over the same period (Table 1). The median sales price for single-family homes in the GCI area increased from $72,500 in 2017 to $74,000 in 2018. This 2.1 percent increase also exceeded the citywide increase of 0.9 percent.

- **In the GCI area, the single-family market continued a shift to higher value sales in 2018.** In 2018, fewer sales below $50,000 led to an overall shift in properties selling at higher price points in the GCI area. With the exception of Chatham, all GCI community areas saw declines in the share of sales that were less than $50,000. The GCI area saw the biggest increases in the share of sales $50,000 to $100,000 and for more than $200,000. There was a 4.4 percentage point increase in the share of sales between $50,000 and $100,000 and a 2.7 percentage point increase in the share of sales over $200,000. (Table 1).

- **Within the GCI area, the biggest increase in single family sales activity was seen in Greater Grand Crossing, where the number of sales increased by 33.7 percent from 196 in 2017 to 262 in 2018.** Greater Grand Crossing also saw the largest increase in median single-family sales prices increasing by 17.1 percent from $51,250 in 2017 to $60,000 in 2018. Auburn Gresham had the most single-family sales in 2018, 479, which was a 9.4 percent increase from 2017. However, the median single-family sales price in Auburn Gresham declined slightly year over year. Chatham saw substantial declines in both total single-family sales and median sales prices. Total sales declined by 14.6 percent from 287 to 245, and the median price in Chatham declined by 12.1 percent from $95,000 to $83,500.

Table 1. Single Family Sales Activity in the GCI Area, 2017 and 2018

	Number of Sales	Median Sales Price	Share Less than $50K	Share $50k to $99k	Share $100k to $149k	Share $150k to $199k	Share $200k or more
2017							
Auburn Gresham	438	$70,000	32.4%	27.9%	17.8%	17.1%	4.8%
Avalon Park	184	$80,000	24.5%	33.7%	10.9%	12.0%	19.0%
Chatham	287	$95,000	20.6%	30.3%	13.9%	23.0%	12.2%
Greater Grand Crossing	196	$51,250	46.9%	26.0%	7.7%	12.8%	6.6%
GCI Area Total	1,105	$72,500	30.6%	29.1%	13.8%	17.0%	9.4%
City of Chicago	14,784	$215,000	12.6%	10.7%	10.1%	12.8%	53.9%
2018							
Auburn Gresham	479	$69,000	27.3%	34.7%	11.5%	17.1%	9.4%
Avalon Park	196	$80,000	14.8%	41.8%	9.7%	15.8%	17.9%
Chatham	245	$83,500	21.2%	33.1%	13.9%	18.4%	13.5%
Greater Grand Crossing	262	$60,000	42.0%	26.0%	11.8%	8.8%	11.5%
GCI Area Total	1,182	$74,000	27.2%	33.6%	11.8%	15.3%	12.1%
City of Chicago	14,596	$217,000	11.6%	12.4%	9.4%	12.1%	54.4%
Change 2017 to 2018							
Auburn Gresham	9.4%	-1.4%	-5.1%	6.8%	-6.3%	0.0%	4.6%
Avalon Park	6.5%	0.0%	-9.7%	8.1%	-1.2%	3.9%	-1.2%
Chatham	-14.6%	-12.1%	0.7%	2.7%	-0.1%	-4.6%	1.3%
Greater Grand Crossing	33.7%	17.1%	-5.0%	-0.1%	4.2%	-4.0%	4.8%
GCI Area Total	7.0%	2.1%	-3.3%	4.4%	-2.1%	-1.7%	2.7%
City of Chicago	-1.3%	0.9%	-1.0%	1.8%	-0.6%	-0.7%	0.5%

Single-family seller-buyer characteristics

Breaking down sales activity by seller and buyer types can shed additional light on the changing dynamics of the local housing market. Table 2 on the following page highlights single-family sales activity in Greater Chatham in 2017 and 2018 broken out by properties that were bought or sold by businesses or individuals.[1] Tables 2a-e in the appendix highlight these same data for GCI community areas and for the City of Chicago individually. In general, properties purchased by businesses are lower value and purchased for investment purposes, either as rental properties or to rehab and flip. Properties purchased by individuals, particularly higher value purchases, are more likely to be for owner occupants.

The data show:

In Greater Chatham, the biggest increase in single-family sales activity was seen in sales from business buyers to business buyers. This type of sale increased by 33.7 percent from 285 to 381 between 2017 and 2018. Median sales prices for business buyer to business buyer transactions increased by 12.5 percent to $54,000. Within this transaction type, there was a 7.8 percentage point increase in the share of sales between $50,000 and $100,000 and an 8.5 percentage point decline in the share of sales less than $50,000. Transactions at the $50,000 to $99,000 price tier saw substantial growth in Auburn Gresham, Avalon Park, and Chatham. It also saw substantial increases citywide (see Appendix tables 2a-e). Preliminary analysis indicates that this shift might be the product of an increase in properties being purchased directly from foreclosure auction as opposed to out of REO status.

- **Flipping activity contributed to positive price growth in the GCI area between 2017 and 2018 (Table 2).** Across the GCI area, the share of properties sold from businesses to individuals that were above $150,000 increased from 47.9 percent in 2017 to 55.3 percent in 2018. This meant that, despite the number of business to individual sales decreasing by 5.3 percent, the median value of these sales increased by 16.8 percent. This was driven by activity in Auburn Gresham and Greater Grand Crossing, which both saw substantial increases in the share of business to individual sales that were above $150,000 (see Appendix Table 2a and 2d). Across the GCI area, the median sales price for business to individual sales was $163,500, the highest of any type of sale.

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[1] A small number of records did not include buyer or seller name. Because IHS could not determine buyer and seller type, IHS excluded these records from the characteristics analysis.

Table 2. GCI Area Single Family Sales by Seller-Buyer Type, 2017 and 2018

	Number of Sales	Median Sales Price	Share Less than $50K	Share $50k to $99k	Share $100k to $149k	Share $150k to $199k	Share $200k or more
2017							
Business to Business	285	$48,000	51.6%	44.2%	2.8%	0.7%	0.7%
Business to Individual	378	$140,000	21.2%	14.3%	16.7%	29.6%	18.3%
Individual to Business	125	$50,000	48.8%	49.6%	0.8%	0.8%	0.0%
Individual to Individual	285	$125,000	13.0%	24.2%	27.7%	23.5%	11.6%
GCI Area Total	1,105	$72,500	30.6%	29.1%	13.8%	17.0%	9.4%
2018							
Business to Business	381	$54,000	43.0%	52.0%	3.9%	0.5%	0.5%
Business to Individual	358	$163,500	15.9%	16.2%	12.6%	30.7%	24.6%
Individual to Business	124	$49,000	50.0%	45.2%	0.8%	0.8%	3.2%
Individual to Individual	289	$131,000	10.7%	24.6%	24.9%	22.8%	17.0%
GCI Area Total	1,182	$74,000	27.2%	33.6%	11.8%	15.3%	12.1%
Change 2017 to 2018							
Business to Business	33.7%	12.5%	-8.5%	7.8%	1.1%	-0.2%	-0.2%
Business to Individual	-5.3%	16.8%	-5.2%	1.9%	-4.1%	1.1%	6.3%
Individual to Business	-0.8%	-2.0%	1.2%	-4.4%	0.0%	0.0%	3.2%
Individual to Individual	1.4%	4.8%	-2.3%	0.4%	-2.8%	-0.7%	5.4%
GCI Area Total	7.0%	2.1%	-3.3%	4.4%	-2.1%	-1.7%	2.7%

Sales activity for 2 to 4 unit properties

2 to 4 unit building trends

Analysis of 2 to 4 unit building sales activity data in the GCI area shows:

- **2 to 4 unit building sales activity in the GCI area increased by 10.4 percent, from 414 sales to 457 between 2017 and 2018.** The trend in the GCI area differs from the citywide trend, where sales of 2 to 4 unit buildings decreased by 3.8 percent during this period (Table 3).

- **The GCI area saw an 18.8 percent increase in median sales prices of 2 to 4s, from $101,000 in 2017 to $120,000 in 2018.** For comparison, the median sales price for 2 to 4 unit buildings decreased by 1.2 percent citywide. The GCI community area with the largest increase in median sales prices for 2 to 4 unit buildings was Greater Grand Crossing, where median sales prices increased by 33.5 percent, from $84,000 in 2017 to $113,500 in 2018[2]. Greater Grand Crossing also had the largest increase in the total number of 2 to 4 unit building sales, increasing by 27.6 percent from 145 to 185. Sales activity in Greater Grand Crossing generally shifted from sales below $50,000 to sales between $100,000 and $199,000. Chatham saw a 13.1 percent increase in the median sales price of 2-4 unit buildings, but a 7.9 percent decline in total sales.

- **Similar to the pattern in single-family homes, 2 to 4 unit building values appear to be continuing to shift to higher price points in 2018.** The share of sales above $200,000 increased by 5.6 percentage points. Chatham saw an 11.8 percentage point increase in this type of higher value sale and Auburn Gresham saw a 6.8 percentage point increase.

[2] While Avalon Park is included in the data tables, it is excluded from this discussion because there are a small number of 2 to 4 unit building sales in the community area.

Table 3. 2 to 4 Unit Building Sales Activity in the GCI Area, 2017 and 2018

	Number of Sales	Median Sales Price	Share Less than $50K	Share $50k to $99k	Share $100k to $149k	Share $150k to $199k	Share $200k or more
2017							
Auburn Gresham	162	$131,000	14.8%	28.4%	13.0%	21.6%	22.2%
Avalon Park	18	$84,000	16.7%	38.9%	22.2%	11.1%	11.1%
Chatham	89	$99,500	19.1%	31.5%	12.4%	13.5%	23.6%
Greater Grand Crossing	145	$85,000	29.0%	24.8%	13.1%	17.9%	15.2%
GCI Area Total	414	$101,000	20.8%	28.3%	13.3%	18.1%	19.6%
City of Chicago	6,542	$243,000	12.8%	12.6%	7.7%	9.7%	57.2%
2018							
Auburn Gresham	176	$129,000	11.4%	29.5%	17.6%	12.5%	29.0%
Avalon Park	14	$210,000	21.4%	21.4%	0.0%	7.1%	50.0%
Chatham	82	$112,500	12.2%	32.9%	9.8%	9.8%	35.4%
Greater Grand Crossing	185	$113,500	21.6%	24.9%	18.9%	19.5%	15.1%
GCI Area Total	457	$120,000	16.0%	28.0%	16.2%	14.7%	25.2%
City of Chicago	6,291	$240,000	9.7%	12.6%	10.0%	9.8%	57.9%
Change 2017 to 2018							
Auburn Gresham	8.6%	-1.5%	-3.5%	1.2%	4.7%	-9.1%	6.8%
Avalon Park	-22.2%	150.0%	4.8%	-17.5%	-22.2%	-4.0%	38.9%
Chatham	-7.9%	13.1%	-6.9%	1.5%	-2.6%	-3.7%	11.8%
Greater Grand Crossing	27.6%	33.5%	-7.3%	0.0%	5.8%	1.5%	0.0%
GCI Area Total	10.4%	18.8%	-4.8%	-0.3%	2.9%	-3.5%	5.6%
City of Chicago	-3.8%	-1.2%	-3.1%	0.0%	2.3%	0.1%	0.6%

2 to 4 unit building seller-buyer characteristics

The following analysis also breaks down 2 to 4 unit building sales data by seller and buyer type.[3] Like with single-family homes, this type of analysis can shed additional light on the changing dynamics of the local housing market. However, the market for 2 to 4 unit buildings is likely slightly different than that for single-family homes, and more activity from business buyers would be expected in a normally functioning market. Table 4 on the following page highlights 2 to 4 unit building sales activity in Greater Chatham in 2017 and 2018 broken out by properties that were bought or sold by businesses or individuals. Tables 4a-d in the appendix highlight these same data for GCI community areas and for the City of Chicago individually.

The data show:

- **In the GCI area, the biggest increase in 2 to 4 unit building sales activity was seen in sales from individuals to businesses (Table 4).** Between 2017 and 2018**, t**he number of sales from individuals to businesses increased by 29.3 percent and the median sales price increased by 23.1 percent. While these are large increases, the number of sales is relatively low and the median sales price is also low. Growth in individual to business sales is counter to the trend seen citywide, where both the number and median value of these types of sales decreased (Table 4e). In the GCI area, Auburn Gresham seems to account for the bulk of the increase in sales activity (Table 4a).

- **Individual to individual sales of 2 to 4 unit buildings also increased**. Between 2017 and 2018, the number of such sales in the GCI area increased by 21.3 percent and the median value increased by 14.9 percent. This growth was driven by an increased share of sales over $200,000, which grew by 13.9 percentage points. Auburn Gresham and Chatham both saw an increasing share of individual-to-individual sales over $200,000 (Tables 4a and 4c).

[3] A small number of records did not include buyer or seller name. Because IHS could not determine buyer and seller type, IHS excluded these records from the characteristics analysis.

Table 4. GCI Area 2 to 4 unit Building Sales by Seller-Buyer Type, 2017 and 2018

	Number of Sales	Median Sales Price	Share Less than $50K	Share $50k to $99k	Share $100k to $149k	Share $150k to $199k	Share $200k or more
2017							
Business to Business	117	$61,000	37.6%	51.3%	6.8%	2.6%	1.7%
Business to Individual	141	$175,000	12.8%	14.9%	12.8%	24.8%	34.8%
Individual to Business	41	$65,000	34.1%	46.3%	12.2%	2.4%	4.9%
Individual to Individual	108	$159,250	9.3%	13.9%	20.4%	31.5%	25.0%
GCI Area Total	414	$101,000	20.8%	28.3%	13.3%	18.1%	19.6%
2018							
Business to Business	130	$67,000	28.5%	54.6%	13.8%	1.5%	1.5%
Business to Individual	136	$186,000	7.4%	17.6%	13.2%	18.4%	43.4%
Individual to Business	53	$80,000	32.1%	34.0%	20.8%	13.2%	0.0%
Individual to Individual	131	$183,000	6.1%	9.9%	19.8%	25.2%	38.9%
GCI Area Total	457	$120,000	16.0%	28.0%	16.2%	14.7%	25.2%
Change 2017 to 2018							
Business to Business	11.1%	9.8%	-9.1%	3.3%	7.0%	-1.0%	-0.2%
Business to Individual	-3.5%	6.3%	-5.4%	2.8%	0.5%	-6.4%	8.6%
Individual to Business	29.3%	23.1%	-2.1%	-12.4%	8.6%	10.8%	-4.9%
Individual to Individual	21.3%	14.9%	-3.2%	-4.0%	-0.5%	-6.3%	13.9%
GCI Area Total	10.4%	18.8%	-4.8%	-0.3%	2.9%	-3.5%	5.6%

Sales activity for properties with 5 or more units

5+ unit building trends

Analysis of 5+ unit building sales activity data looks at the sales price per unit for properties sold in the GCI area shows in 2017 and 2018:

- **5+ unit building sales activity in the GCI area decreased slightly from 115 to 101 between 2017 and 2018 (Table 5).** This 12.2 percent decrease was larger than trends citywide where sales of 5+ unit buildings were relatively flat, decreasing by 0.3 percent.

- **The average price per unit for 5+ unit buildings increased substantially between 2017 and 2018 by 23.2 percent from $33,932 per unit to $41,795 (Table 5).** This 23.2 percent increase in sales price per unit exceeded the city average of 14.9 percent. The biggest shift in activity was seen in Greater Grand Crossing where total sales of 5+ unit properties increased from 29 to 38 (31 percent), and the average price per unit increased from $28,177 to $44,222 (56.9 percent). Greater Grand Crossing had the highest sales price per unit in the GCI area in 2018. Auburn Gresham saw a decrease in total 5+ unit building sales from 30 to 26 (a 13.3 percent decline), but saw an increase in price per unit from $27,908 to $40,573 (45.4 percent).

Because there are relatively few 5+ unit building transactions and the vast majority are bought and sold by business buyers, IHS did not include an analysis of sellers and buyers of these properties.

Table 5. 5+ Unit Building Sales Activity in the GCI Area, 2017 and 2018[4]

	Number of Sales	Average Price per Unit	Share Less than $50K	Share $50k to $99k	Share $100k to $149k	Share $150k to $199k	Share $200k or more
2017	-	-	-	-	-	-	-
Auburn Gresham	30	$27,908	90.0%	10.0%	0.0%	0.0%	0.0%
Avalon Park	4	$31,804	75.0%	25.0%	0.0%	0.0%	0.0%
Chatham	52	$40,781	75.0%	23.1%	0.0%	1.9%	0.0%
Greater Grand Crossing	29	$28,177	96.6%	3.4%	0.0%	0.0%	0.0%
GCI Area Total	115	$33,932	84.3%	14.8%	0.0%	0.9%	0.0%
City of Chicago	963	$120,040	40.1%	24.4%	13.4%	8.1%	14.0%
2018	-	-	-	-	-	-	-
Auburn Gresham	26	$40,573	65.4%	30.8%	3.8%	0.0%	0.0%
Avalon Park	2	$24,493	100.0%	0.0%	0.0%	0.0%	0.0%
Chatham	35	$41,057	71.4%	22.9%	5.7%	0.0%	0.0%
Greater Grand Crossing	38	$44,222	63.2%	36.8%	0.0%	0.0%	0.0%
GCI Area Total	101	$41,795	67.3%	29.7%	3.0%	0.0%	0.0%
City of Chicago	960	$137,913	36.0%	28.8%	14.7%	6.9%	13.6%
Change 2017 to 2018	-	-	-	-	-	-	-
Auburn Gresham	-13.3%	45.4%	-24.6%	20.8%	3.8%	0.0%	0.0%
Avalon Park	-50.0%	-23.0%	25.0%	-25.0%	0.0%	0.0%	0.0%
Chatham	-32.7%	0.7%	-3.6%	-0.2%	5.7%	-1.9%	0.0%
Greater Grand Crossing	31.0%	56.9%	-33.4%	33.4%	0.0%	0.0%	0.0%
GCI Area Total	-12.2%	23.2%	-17.0%	14.9%	3.0%	-0.9%	0.0%
City of Chicago	-0.3%	14.9%	-4.0%	4.3%	1.3%	-1.2%	-0.4%

Appendix

GCI community-level data - single-family seller-buyer characteristics

Table 2a. Auburn Gresham Single Family Sales by Seller-Buyer Type, 2017 and 2018

	Number of Sales	Median Sales Price	Share Less than $50K	Share $50k to $99k	Share $100k to $149k	Share $150k to $199k	Share $200k or more
2017							
Business to Business	110	$48,250	51.8%	40.0%	5.5%	1.8%	0.9%
Business to Individual	160	$127,000	24.4%	15.6%	21.3%	30.6%	8.1%
Individual to Business	42	$42,500	59.5%	40.5%	0.0%	0.0%	0.0%
Individual to Individual	115	$123,000	13.9%	27.8%	32.2%	20.0%	6.1%
GCI Area Total	438	$70,000	32.4%	27.9%	17.8%	17.1%	4.8%
2018							
Business to Business	157	$53,000	44.6%	52.9%	1.3%	0.6%	0.6%
Business to Individual	147	$156,000	17.7%	17.7%	12.2%	33.3%	19.0%
Individual to Business	39	$46,500	51.3%	46.2%	0.0%	0.0%	2.6%
Individual to Individual	123	$130,000	8.9%	26.0%	26.8%	26.0%	12.2%
GCI Area Total	479	$69,000	27.3%	34.7%	11.5%	17.1%	9.4%
Change 2017 to 2018							
Business to Business	42.7%	9.8%	-7.2%	12.9%	-4.2%	-1.2%	-0.3%
Business to Individual	-8.1%	22.8%	-6.7%	2.1%	-9.0%	2.7%	10.9%
Individual to Business	-7.1%	9.4%	-8.2%	5.7%	0.0%	0.0%	2.6%
Individual to Individual	7.0%	5.7%	-5.0%	-1.8%	-5.3%	6.0%	6.1%
GCI Area Total	9.4%	-1.4%	-5.1%	6.8%	-6.3%	0.0%	4.6%

Table 2b. Avalon Park Single Family Sales by Seller-Buyer Type, 2017 and 2018

	Number of Sales	Median Sales Price	Share Less than $50K	Share $50k to $99k	Share $100k to $149k	Share $150k to $199k	Share $200k or more
2017							
Business to Business	52	$52,000	44.2%	53.8%	0.0%	0.0%	1.9%
Business to Individual	63	$175,000	11.1%	12.7%	7.9%	25.4%	42.9%
Individual to Business	26	$52,000	38.5%	57.7%	3.8%	0.0%	0.0%
Individual to Individual	37	$129,000	8.1%	21.6%	37.8%	13.5%	18.9%
GCI Area Total	184	$80,000	24.5%	33.7%	10.9%	12.0%	19.0%
2018							
Business to Business	57	$63,000	24.6%	70.2%	5.3%	0.0%	0.0%
Business to Individual	67	$184,000	4.5%	22.4%	10.4%	26.9%	35.8%
Individual to Business	29	$65,000	31.0%	62.1%	3.4%	0.0%	3.4%
Individual to Individual	40	$164,500	7.5%	17.5%	17.5%	32.5%	25.0%
GCI Area Total	196	$80,000	14.8%	41.8%	9.7%	15.8%	17.9%
Change 2017 to 2018							
Business to Business	9.6%	21.2%	-19.7%	16.3%	5.3%	0.0%	-1.9%
Business to Individual	6.3%	5.1%	-6.6%	9.7%	2.5%	1.5%	-7.0%
Individual to Business	11.5%	25.0%	-7.4%	4.4%	-0.4%	0.0%	3.4%
Individual to Individual	8.1%	27.5%	-0.6%	-4.1%	-20.3%	19.0%	6.1%
GCI Area Total	6.5%	0.0%	-9.7%	8.1%	-1.2%	3.9%	-1.2%

Table 2c. Chatham Single Family Sales by Seller-Buyer Type, 2017 and 2018

	Number of Sales	Median Sales Price	Share Less than $50K	Share $50k to $99k	Share $100k to $149k	Share $150k to $199k	Share $200k or more
2017							
Business to Business	58	$50,750	48.3%	50.0%	1.7%	0.0%	0.0%
Business to Individual	96	$161,000	8.3%	14.6%	17.7%	39.6%	19.8%
Individual to Business	32	$56,000	34.4%	65.6%	0.0%	0.0%	0.0%
Individual to Individual	91	$141,000	8.8%	22.0%	23.1%	28.6%	17.6%
GCI Area Total	287	$95,000	20.6%	30.3%	13.9%	23.0%	12.2%
2018							
Business to Business	73	$60,000	31.5%	60.3%	6.8%	1.4%	0.0%
Business to Individual	68	$174,000	11.8%	10.3%	13.2%	39.7%	25.0%
Individual to Business	28	$46,250	53.6%	42.9%	0.0%	0.0%	3.6%
Individual to Individual	69	$137,000	7.2%	23.2%	26.1%	21.7%	21.7%
GCI Area Total	245	$83,500	21.2%	33.1%	13.9%	18.4%	13.5%
Change 2017 to 2018							
Business to Business	25.9%	18.2%	-16.8%	10.3%	5.1%	1.4%	0.0%
Business to Individual	-29.2%	8.1%	3.4%	-4.3%	-4.5%	0.1%	5.2%
Individual to Business	-12.5%	-17.4%	19.2%	-22.8%	0.0%	0.0%	3.6%
Individual to Individual	-24.2%	-2.8%	-1.5%	1.2%	3.0%	-6.8%	4.2%
GCI Area Total	-14.6%	-12.1%	0.7%	2.7%	-0.1%	-4.6%	1.3%

Table 2d. Greater Grand Crossing Single Family Sales by Seller-Buyer Type, 2017 and 2018

	Number of Sales	Median Sales Price	Share Less than $50K	Share $50k to $99k	Share $100k to $149k	Share $150k to $199k	Share $200k or more
2017							
Business to Business	65	$40,000	60.0%	38.5%	1.5%	0.0%	0.0%
Business to Individual	59	$70,000	44.1%	11.9%	11.9%	15.3%	16.9%
Individual to Business	25	$44,000	60.0%	36.0%	0.0%	4.0%	0.0%
Individual to Individual	42	$126,500	23.8%	21.4%	16.7%	31.0%	7.1%
GCI Area Total	196	$51,250	46.9%	26.0%	7.7%	12.8%	6.6%
2018							
Business to Business	94	$42,000	60.6%	33.0%	5.3%	0.0%	1.1%
Business to Individual	76	$142,000	26.3%	13.2%	14.5%	21.1%	25.0%
Individual to Business	28	$40,000	64.3%	28.6%	0.0%	3.6%	3.6%
Individual to Individual	57	$102,000	21.1%	28.1%	24.6%	10.5%	15.8%
GCI Area Total	262	$60,000	42.0%	26.0%	11.8%	8.8%	11.5%
Change 2017 to 2018							
Business to Business	44.6%	5.0%	0.6%	-5.5%	3.8%	0.0%	1.1%
Business to Individual	28.8%	102.9%	-17.8%	1.3%	2.6%	5.8%	8.1%
Individual to Business	12.0%	-9.1%	4.3%	-7.4%	0.0%	-0.4%	3.6%
Individual to Individual	35.7%	-19.4%	-2.8%	6.6%	7.9%	-20.4%	8.6%
GCI Area Total	33.7%	17.1%	-5.0%	-0.1%	4.2%	-4.0%	4.8%

Table 2e. City of Chicago Single Family Sales by Seller-Buyer Type, 2017 and 2018

	Number of Sales	Median Sales Price	Share Less than $50K	Share $50k to $99k	Share $100k to $149k	Share $150k to $199k	Share $200k or more
2017							
Business to Business	1,694	$60,500	38.4%	28.4%	11.5%	7.1%	14.6%
Business to Individual	3,970	$190,000	14.9%	9.6%	11.2%	16.1%	48.1%
Individual to Business	1,048	$110,000	27.9%	20.2%	8.0%	8.3%	35.6%
Individual to Individual	7,556	$262,500	3.8%	5.9%	9.4%	12.9%	68.0%
GCI Area Total	14,784	$215,000	12.6%	10.7%	10.1%	12.8%	53.9%
2018							
Business to Business	1,883	$63,500	35.8%	38.6%	9.5%	5.9%	10.2%
Business to Individual	3,631	$196,000	12.5%	10.3%	10.7%	17.2%	49.4%
Individual to Business	983	$99,000	26.7%	23.5%	9.2%	7.7%	33.0%
Individual to Individual	7,638	$271,750	3.6%	5.7%	8.8%	11.8%	70.2%
GCI Area Total	14,596	$217,000	11.6%	12.4%	9.4%	12.1%	54.4%
Change 2017 to 2018							
Business to Business	11.2%	5.0%	-2.6%	10.2%	-2.0%	-1.2%	-4.3%
Business to Individual	-8.5%	3.2%	-2.5%	0.7%	-0.5%	1.0%	1.3%
Individual to Business	-6.2%	-10.0%	-1.2%	3.3%	1.1%	-0.6%	-2.6%
Individual to Individual	1.1%	3.5%	-0.2%	-0.2%	-0.6%	-1.1%	2.2%
GCI Area Total	-1.3%	0.9%	-1.0%	1.8%	-0.6%	-0.7%	0.5%

GCI community area-level data - single-family seller-buyer characteristics

Table 4a. Auburn Gresham 2 to 4 unit Building Sales by Seller-Buyer Type, 2017 and 2018

	Number of Sales	Median Sales Price	Share Less than $50K	Share $50k to $99k	Share $100k to $149k	Share $150k to $199k	Share $200k or more
2017							
Business to Business	48	$60,000	39.6%	56.3%	2.1%	0.0%	2.1%
Business to Individual	61	$190,000	1.6%	18.0%	9.8%	31.1%	39.3%
Individual to Business	9	$75,000	33.3%	22.2%	44.4%	0.0%	0.0%
Individual to Individual	42	$167,000	2.4%	9.5%	23.8%	38.1%	26.2%
GCI Area Total	162	$131,000	14.8%	28.4%	13.0%	21.6%	22.2%
2018							
Business to Business	50	$69,000	20.0%	58.0%	20.0%	2.0%	0.0%
Business to Individual	55	$218,000	5.5%	16.4%	12.7%	9.1%	56.4%
Individual to Business	24	$93,750	16.7%	41.7%	20.8%	20.8%	0.0%
Individual to Individual	44	$190,000	4.5%	6.8%	20.5%	25.0%	43.2%
GCI Area Total	176	$129,000	11.4%	29.5%	17.6%	12.5%	29.0%
Change 2017 to 2018							
Business to Business	4.2%	15.0%	-19.6%	1.8%	17.9%	2.0%	-2.1%
Business to Individual	-9.8%	14.7%	3.8%	-1.7%	2.9%	-22.1%	17.0%
Individual to Business	166.7%	25.0%	-16.7%	19.4%	-23.6%	20.8%	0.0%
Individual to Individual	4.8%	13.8%	2.2%	-2.7%	-3.4%	-13.1%	17.0%
GCI Area Total	8.6%	-1.5%	-3.5%	1.2%	4.7%	-9.1%	6.8%

Table 4b. Avalon Park 2 to 4 unit Building Sales by Seller-Buyer Type, 2017 and 2018

	Number of Sales	Median Sales Price	Share Less than $50K	Share $50k to $99k	Share $100k to $149k	Share $150k to $199k	Share $200k or more
2017							
Business to Business	6	$71,000	0.0%	83.3%	0.0%	16.7%	0.0%
Business to Individual	5	$130,000	40.0%	0.0%	40.0%	0.0%	20.0%
Individual to Business	2	$70,250	0.0%	100.0%	0.0%	0.0%	0.0%
Individual to Individual	5	$149,000	20.0%	0.0%	40.0%	20.0%	20.0%
GCI Area Total	18	$84,000	16.7%	38.9%	22.2%	11.1%	11.1%
2018							
Business to Business	2	$46,750	50.0%	50.0%	0.0%	0.0%	0.0%
Business to Individual	3	$225,000	0.0%	33.3%	0.0%	0.0%	66.7%
Individual to Business	2	$21,500	100.0%	0.0%	0.0%	0.0%	0.0%
Individual to Individual	7	$240,000	0.0%	14.3%	0.0%	14.3%	71.4%
GCI Area Total	14	$210,000	21.4%	21.4%	0.0%	7.1%	50.0%
Change 2017 to 2018							
Business to Business	-66.7%	-34.2%	50.0%	-33.3%	0.0%	-16.7%	0.0%
Business to Individual	-40.0%	73.1%	-40.0%	33.3%	-40.0%	0.0%	46.7%
Individual to Business	0.0%	-69.4%	100.0%	-100.0%	0.0%	0.0%	0.0%
Individual to Individual	40.0%	61.1%	-20.0%	14.3%	-40.0%	-5.7%	51.4%
GCI Area Total	-22.2%	150.0%	4.8%	-17.5%	-22.2%	-4.0%	38.9%

Table 4c. Chatham 2 to 4 unit Building Sales by Seller-Buyer Type, 2017 and 2018

	Number of Sales	Median Sales Price	Share Less than $50K	Share $50k to $99k	Share $100k to $149k	Share $150k to $199k	Share $200k or more
2017							
Business to Business	33	$65,000	30.3%	54.5%	9.1%	6.1%	0.0%
Business to Individual	35	$175,000	14.3%	20.0%	11.4%	17.1%	37.1%
Individual to Business	5	$135,000	20.0%	20.0%	20.0%	20.0%	20.0%
Individual to Individual	15	$160,000	6.7%	13.3%	20.0%	20.0%	40.0%
GCI Area Total	89	$99,500	19.1%	31.5%	12.4%	13.5%	23.6%
2018							
Business to Business	25	$67,000	24.0%	72.0%	4.0%	0.0%	0.0%
Business to Individual	22	$224,500	4.5%	22.7%	4.5%	13.6%	54.5%
Individual to Business	4	$101,250	25.0%	25.0%	25.0%	25.0%	0.0%
Individual to Individual	29	$205,000	6.9%	10.3%	17.2%	13.8%	51.7%
GCI Area Total	82	$112,500	12.2%	32.9%	9.8%	9.8%	35.4%
Change 2017 to 2018							
Business to Business	-24.2%	3.1%	-6.3%	17.5%	-5.1%	-6.1%	0.0%
Business to Individual	-37.1%	28.3%	-9.7%	2.7%	-6.9%	-3.5%	17.4%
Individual to Business	-20.0%	-25.0%	5.0%	5.0%	5.0%	5.0%	-20.0%
Individual to Individual	93.3%	28.1%	0.2%	-3.0%	-2.8%	-6.2%	11.7%
GCI Area Total	-7.9%	13.1%	-6.9%	1.5%	-2.6%	-3.7%	11.8%

Table 4d. Greater Grand Crossing 2 to 4 unit Building Sales by Seller-Buyer Type, 2017 and 2018

	Number of Sales	Median Sales Price	Share Less than $50K	Share $50k to $99k	Share $100k to $149k	Share $150k to $199k	Share $200k or more
2017							
Business to Business	30	$50,500	50.0%	33.3%	13.3%	0.0%	3.3%
Business to Individual	40	$150,000	25.0%	7.5%	15.0%	25.0%	27.5%
Individual to Business	25	$55,000	40.0%	56.0%	0.0%	0.0%	4.0%
Individual to Individual	46	$147,000	15.2%	19.6%	15.2%	30.4%	19.6%
GCI Area Total	145	$85,000	29.0%	24.8%	13.1%	17.9%	15.2%
2018							
Business to Business	53	$65,000	37.7%	43.4%	13.2%	1.9%	3.8%
Business to Individual	56	$152,500	10.7%	16.1%	17.9%	30.4%	25.0%
Individual to Business	23	$61,500	43.5%	30.4%	21.7%	4.3%	0.0%
Individual to Individual	51	$160,000	7.8%	11.8%	23.5%	33.3%	23.5%
GCI Area Total	185	$113,500	21.6%	24.9%	18.9%	19.5%	15.1%
Change 2017 to 2018							
Business to Business	76.7%	28.7%	-12.3%	10.1%	-0.1%	1.9%	0.4%
Business to Individual	40.0%	1.7%	-14.3%	8.6%	2.9%	5.4%	-2.5%
Individual to Business	-8.0%	11.8%	3.5%	-25.6%	21.7%	4.3%	-4.0%
Individual to Individual	10.9%	8.8%	-7.4%	-7.8%	8.3%	2.9%	4.0%
GCI Area Total	27.6%	33.5%	-7.3%	0.0%	5.8%	1.5%	0.0%

Table 4e. City of Chicago 2 to 4 unit Building Sales by Seller-Buyer Type, 2017 and 2018

	Number of Sales	Median Sales Price	Share Less than $50K	Share $50k to $99k	Share $100k to $149k	Share $150k to $199k	Share $200k or more
2017							
Business to Business	1,063	$88,000	28.3%	24.7%	7.4%	6.1%	33.4%
Business to Individual	1,854	$205,000	16.1%	12.6%	8.4%	11.8%	51.1%
Individual to Business	783	$305,000	13.4%	13.3%	6.0%	4.9%	62.5%
Individual to Individual	2,646	$300,000	4.3%	7.7%	7.9%	11.1%	69.0%
GCI Area Total	6,542	$243,000	12.8%	12.6%	7.7%	9.7%	57.2%
2018							
Business to Business	1,012	$99,750	20.8%	29.2%	11.2%	5.9%	32.9%
Business to Individual	1,670	$233,000	10.2%	11.3%	11.1%	10.8%	56.6%
Individual to Business	726	$255,000	14.6%	15.0%	7.4%	7.0%	55.9%
Individual to Individual	2,686	$284,500	4.0%	6.5%	9.8%	11.3%	68.4%
GCI Area Total	6,291	$240,000	9.7%	12.6%	10.0%	9.8%	57.9%
Change 2017 to 2018							
Business to Business	-4.8%	13.4%	-7.6%	4.5%	3.7%	-0.2%	-0.5%
Business to Individual	-9.9%	13.7%	-5.9%	-1.3%	2.7%	-1.0%	5.6%
Individual to Business	-7.3%	-16.4%	1.2%	1.7%	1.4%	2.2%	-6.5%
Individual to Individual	1.5%	-5.2%	-0.3%	-1.2%	1.9%	0.2%	-0.6%
GCI Area Total	-3.8%	-1.2%	-3.1%	0.0%	2.3%	0.1%	0.6%