

REPORT ON
HOME SALES IN VICINITY OF
NEGRO FAMILIES IN NORTHERN SUBURBS

Late in 1966, a survey was made on behalf of the Skokie Human Relations Commission of the sale of homes, in otherwise all white neighborhoods, in the northern suburbs of Chicago. The survey was conducted by experienced real estate brokers thoroughly familiar with the area. Although, an attempt was made to acquire information relating to every Negro family within the area covered, it is probable that some sales and some resales were missed. No sales or resales were knowingly omitted.

Of the 18 or 19 communities, 10 were found to contain Negro families in otherwise non-white areas. The 10 communities were Glencos, Highland Park, Kenilworth, Niles, Northbrook, Northfield, River Woods, Skokie, Wilmette and Winnetka. Evanston was not included.

The homes investigated were those within two doors on either side of a Negro family, the four or five homes directly across the street, and the three or four homes directly in back. Approximately 350 dwellings occupied by white families and adjacent to 36 Negro families fell within the areas covered.

Of the 36 Negro families, 80% were located in Highland Park and Skokie; 13 were renters, and 23 were owners. Real estate brokers were knowingly involved—representing either seller, buyer, or both—on 10 occasions. (Three of the homeowners have since moved from the communities involved. In the two cases where resales had been effected, the purchasers were white families.)

Of some 350 neighboring dwellings checked, about 40 were sold after the Negro family had moved in. Two of the 40 owners indicated they sold because of the proximity of Negro neighbors, the reasons given for the other 38 sales appeared normal and valid, and bore no apparent relationship to the Negro families.

Of the 40 homes sold, 36 sellers appeared to have obtained a fair current price, and the sales occurred within a normal period of time. Selling prices ranged from the low twenties to the high fifties. Five sellers experienced some difficulties involving either price or selling time. In these five cases, factors other than the Negro neighbors affected the sale; such as, "over-improvement" of the property so that the asking price was out of line for the area, or specific inadequacies or peculiarities of the property. In these cases, it was difficult, therefore, to assess the effect, if any, of the presence of a Negro neighbor. A few other houses, after being offered for sale, were withdrawn from the market.

The overall conclusion was that the presence of Negro families in the dispersed pattern of settlement prevalent in these areas had little effect on the number of homes offered for sale, and little, if any, on the selling price or the period of time required for sale.

NOTE: The above data was obtained by interviewing brokers involved in the sales or who had some knowledge of the sales, and/or neighbors of the homes sold, and the conclusions are therefore based on the subjective judgments of these people and of the brokers who conducted the survey. While the knowledge and experience of the latter give some assurance of the validity of the conclusions, the absence of control groups and of objective numerical data indicate that the results should be regarded as qualitative only.

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ANALYSIS OF REAL ESTATE BROKERS' NEW LISTINGS

		June 15- July 13	Sept. 10- Oct. 3	Oct. 10- Nov. 9	Nov. 10- Dec. 9	Dec. 10- Jan. 9	Jan. 10- Feb. 9	Feb. 10- Mar. 9
Open Occupancy	No. %	7 18	1 4	1 6	0 0	0 0	0 0	0 0
Restricted, Written	No. %	16 41	8 30	5 28	6 40	0 0	10 77	1 13
Restricted, Oral	No. %	16 41	15 55	7 39	1 7	1 25	3 23	3 37
Without Instructions	No. %	-- --	3 11	5 27	8 53	3 75	0 0	4 50
Open Occupancy Plus Without Instructions	No. %	7 18	4 15	6 33	8 53	3 75	0 0	4 50
TOTAL	No. %	39 100	27 100	18 100	15 100	4 100	13 100	8 100