

Another Winnetka sale tops all prices since 2013

By Dennis Rodkin



Photo by @properties A rendering of the Willow Road home, from the listing.

A newly built 15,000-square-foot house on Winnetka's lakefront sold Jan. 5 for nearly \$8.9 million, the second property in 2018 to sell for more than any home in the town since 2013.

Built by Heritage Luxury Builders, the house on Willow Road east of Sheridan has eight bedrooms, 10 full baths and 133 feet of Lake Michigan shoreline, according to the listing information from @properties agent Milena Birov, wife of Northfield-based Heritage Luxury's chief, Leo Birov.

The home was listed for about \$1 million more than the final sale price.

Milena Birov did not immediately respond to a request for comment, but in November she told Crain's the property is "a great house inside and outside, with a

great beach." According to her listing, it has an elevator, wine cellar, outdoor pool and indoor sports court.

The buyers, whom Birov also represented, are not yet identified in public records. Heritage Luxury paid about \$3.37 million in 2016 for the site, about seven-tenths of an acre.

The sale closed one day after buyers **paid \$10 million** for a site a mile north on Winnetka's lakefront. They have applied for a demolition permit, though their real estate agent told Crain's that demolition is not necessarily their plan.

The highest-priced sale in Winnetka in 2017 was just under \$6.2 million, and in each of the prior two years it was below \$6.7 million. There was also a \$25 million property transfer recorded in 2015, when members of the billionaire Crown family traded ownership of their Ardsley Road estate.

For open-market sales, nothing in Winnetka has sold for more than \$8 million since 2013, when buyers paid \$11.95 million for a home also built by the Birov

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