

Monthly Indicators

A RESEARCH TOOL PROVIDED BY MIDWEST REAL ESTATE DATA LLC
FOR MEMBERS OF THE NORTH SHORE BARRINGTON ASSOCIATION OF REALTORS®
RESIDENTIAL REAL ESTATE ACTIVITY ONLY



April 2016

The housing market is being predictable, and that's a good thing. At the beginning of the year, it was anticipated that the prevailing trends of the past year would continue into and through 2016, and that has largely been the case. The number of homes for sale has generally remained lower compared to a year ago, and prices have been steadily rising in desirable communities where homes show well.

New Listings in the North Shore-Barrington region increased 4.9 percent to 1,660. Listings Under Contract were up 16.2 percent to 911. Inventory levels rose 2.4 percent to 3,905 units.

Prices continued to gain traction. The Median Sales Price increased 8.2 percent to \$429,500. Market Times were up 9.2 percent to 124 days. Sellers were encouraged as Months Supply of Inventory was down 2.4 percent to 6.1 months.

There have been no striking changes to curtail what should be a decent run of home sales over the next several months. Mortgage rates have remained stubbornly and wonderfully low, the unemployment rate has remained at or near 5.0 percent for eight straight months and wages have increased for a great many people. New construction has been slow, and that may be a damper on sales, but the general outlook remains strong.

Quick Facts

+ 10.7%

Change in
Closed Sales

+ 8.2%

Change in
Median Sales Price

+ 2.4%

Change in
Inventory

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Market Overview

Key market metrics for the current month and year-to-date figures.

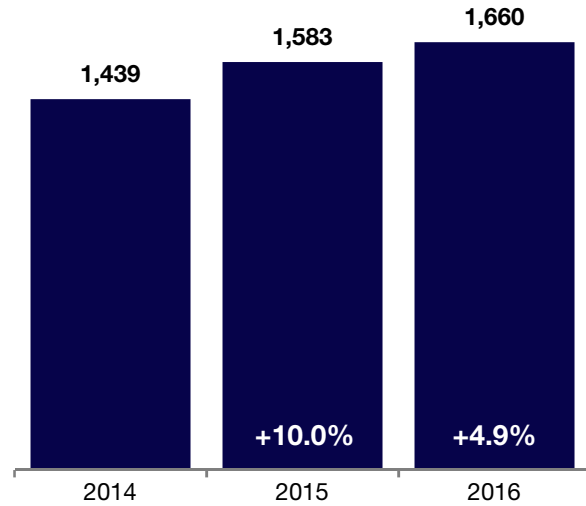


Key Metrics	Historical Sparklines	4-2015	4-2016	+ / -	YTD 2015	YTD 2016	+ / -
New Listings		1,583	1,660	+ 4.9%	5,054	5,608	+ 11.0%
Closed Sales		578	640	+ 10.7%	1,859	1,875	+ 0.9%
Under Contract (Contingent and Pending)		784	911	+ 16.2%	2,602	2,839	+ 9.1%
Median Sales Price		\$397,000	\$429,500	+ 8.2%	\$382,350	\$395,000	+ 3.3%
Average Sales Price		\$510,501	\$558,285	+ 9.4%	\$500,326	\$514,580	+ 2.8%
Average List Price		\$694,821	\$767,705	+ 10.5%	\$702,987	\$752,641	+ 7.1%
Percent of Original List Price Received		93.4%	93.9%	+ 0.5%	92.4%	92.7%	+ 0.4%
Housing Affordability Index		75	68	- 9.3%	78	74	- 5.1%
Market Time		114	124	+ 9.2%	116	130	+ 12.5%
Months Supply of Homes for Sale		6.2	6.1	- 2.4%	--	--	--
Inventory of Homes for Sale		3,812	3,905	+ 2.4%	--	--	--

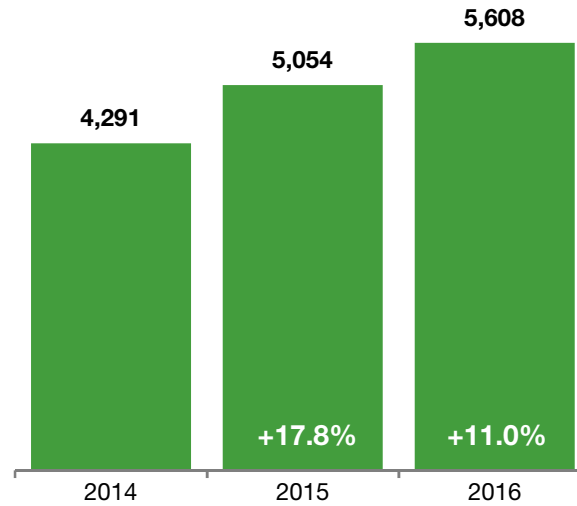
New Listings

A count of the properties that have been newly listed on the market in a given month.

April



Year To Date



Month	Prior Year	Current Year	+ / -
May 2015	1,549	1,607	+3.7%
June 2015	1,526	1,590	+4.2%
July 2015	1,357	1,408	+3.8%
August 2015	1,142	1,165	+2.0%
September 2015	1,198	1,095	-8.6%
October 2015	906	994	+9.7%
November 2015	618	640	+3.6%
December 2015	435	418	-3.9%
January 2016	863	1,048	+21.4%
February 2016	1,119	1,379	+23.2%
March 2016	1,489	1,521	+2.1%
April 2016	1,583	1,660	+4.9%
12-Month Avg	1,149	1,210	+5.4%

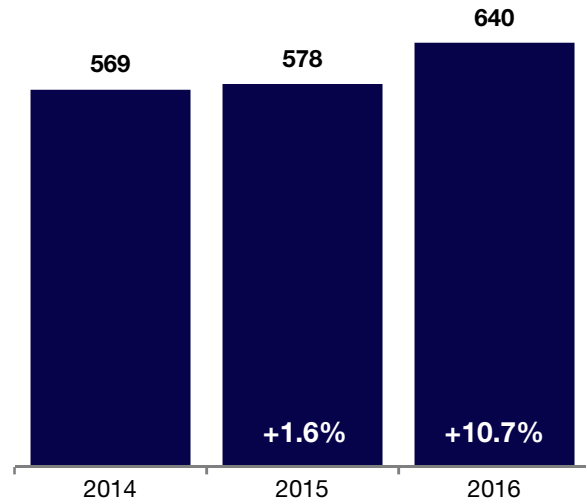
Historical New Listing Activity



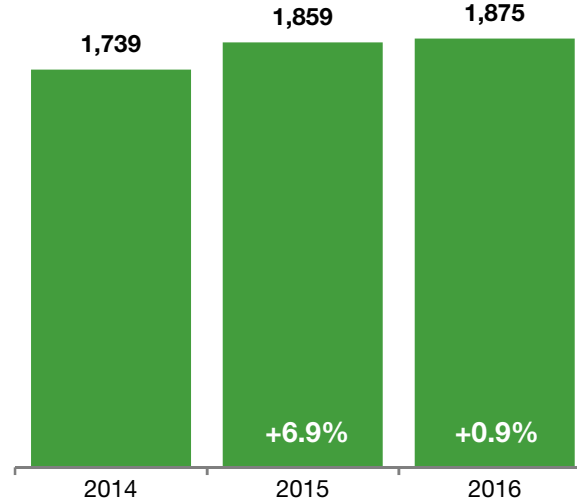
Closed Sales

A count of the actual sales that have closed in a given month.

April



Year To Date



Month	Prior Year	Current Year	+ / -
May 2015	669	685	+2.4%
June 2015	879	991	+12.7%
July 2015	848	875	+3.2%
August 2015	805	804	-0.1%
September 2015	632	674	+6.6%
October 2015	606	589	-2.8%
November 2015	457	435	-4.8%
December 2015	518	520	+0.4%
January 2016	381	376	-1.3%
February 2016	356	340	-4.5%
March 2016	544	519	-4.6%
April 2016	578	640	+10.7%
12-Month Avg	606	621	+1.5%

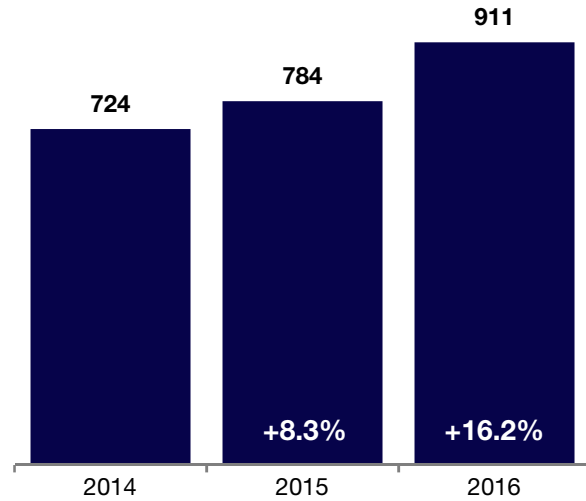
Historical Closed Sales Activity



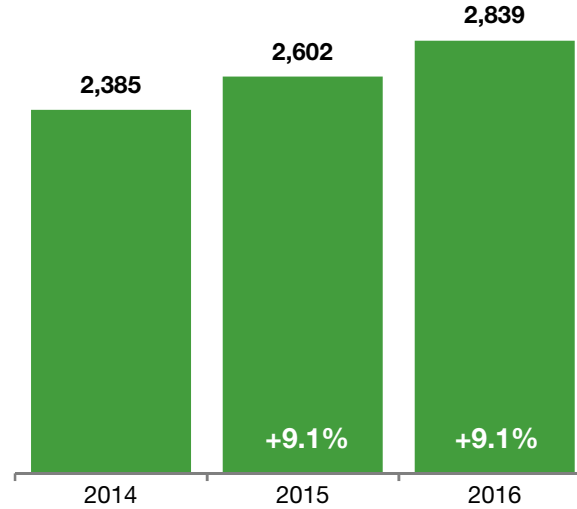
Under Contract

A count of the properties in either a contingent or pending status in a given month.

April



Year To Date



Month	Prior Year	Current Year	+ / -
May 2015	837	819	-2.2%
June 2015	749	817	+9.1%
July 2015	664	726	+9.3%
August 2015	658	639	-2.9%
September 2015	536	534	-0.4%
October 2015	528	504	-4.5%
November 2015	398	470	+18.1%
December 2015	368	357	-3.0%
January 2016	467	462	-1.1%
February 2016	547	661	+20.8%
March 2016	804	805	+0.1%
April 2016	784	911	+16.2%
12-Month Avg	612	642	+5.0%

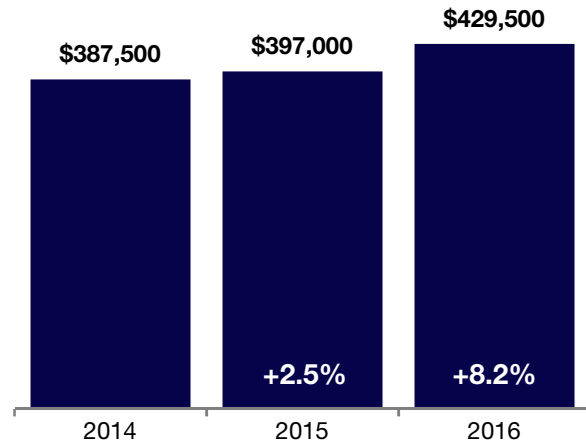
Historical Under Contract Activity



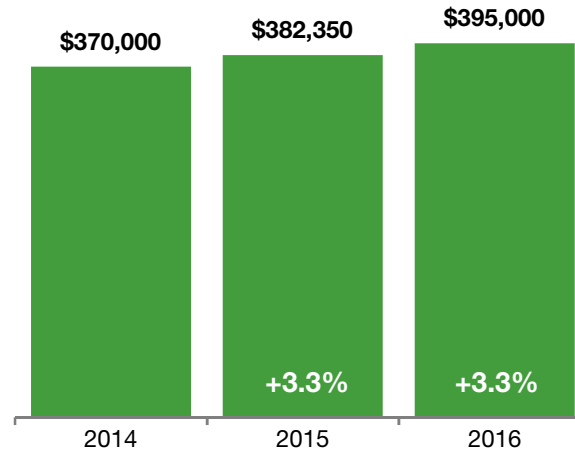
Median Sales Price

Median price point for all closed sales, not accounting for seller concessions, in a given month.

April

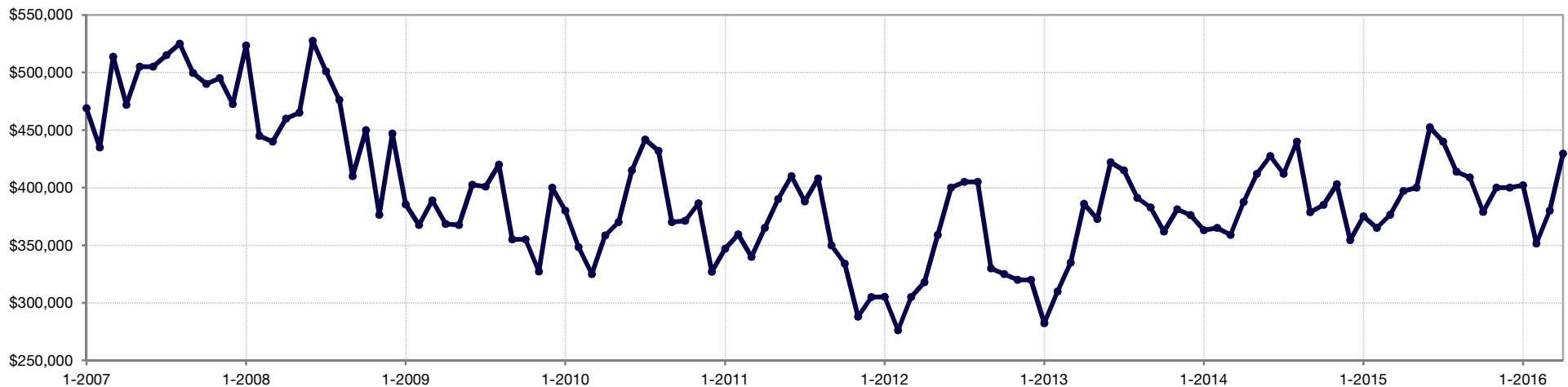


Year To Date



Month	Prior Year	Current Year	+ / -
May 2015	\$412,000	\$400,000	-2.9%
June 2015	\$427,500	\$452,500	+5.8%
July 2015	\$412,000	\$440,000	+6.8%
August 2015	\$440,000	\$413,750	-6.0%
September 2015	\$378,750	\$408,750	+7.9%
October 2015	\$385,000	\$379,000	-1.6%
November 2015	\$403,000	\$400,000	-0.7%
December 2015	\$354,500	\$400,000	+12.8%
January 2016	\$375,000	\$402,000	+7.2%
February 2016	\$365,000	\$351,500	-3.7%
March 2016	\$376,500	\$380,000	+0.9%
April 2016	\$397,000	\$429,500	+8.2%
12-Month Med	\$400,000	\$410,000	+2.5%

Historical Median Sales Price

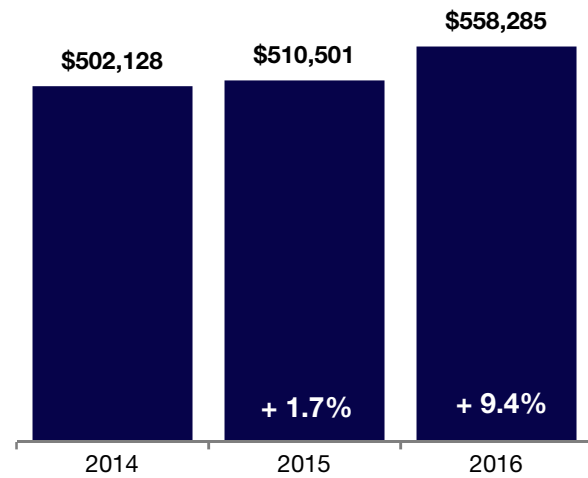


Average Sales Price

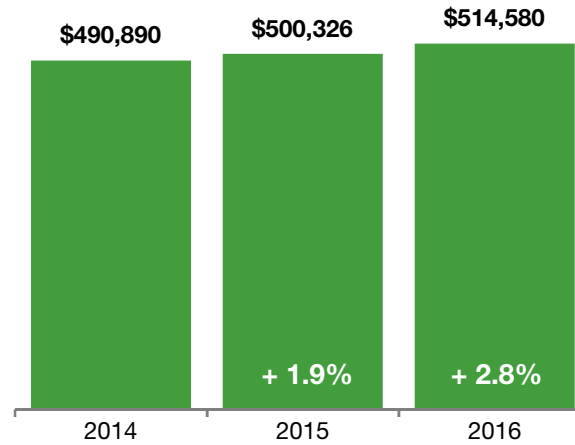
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



April

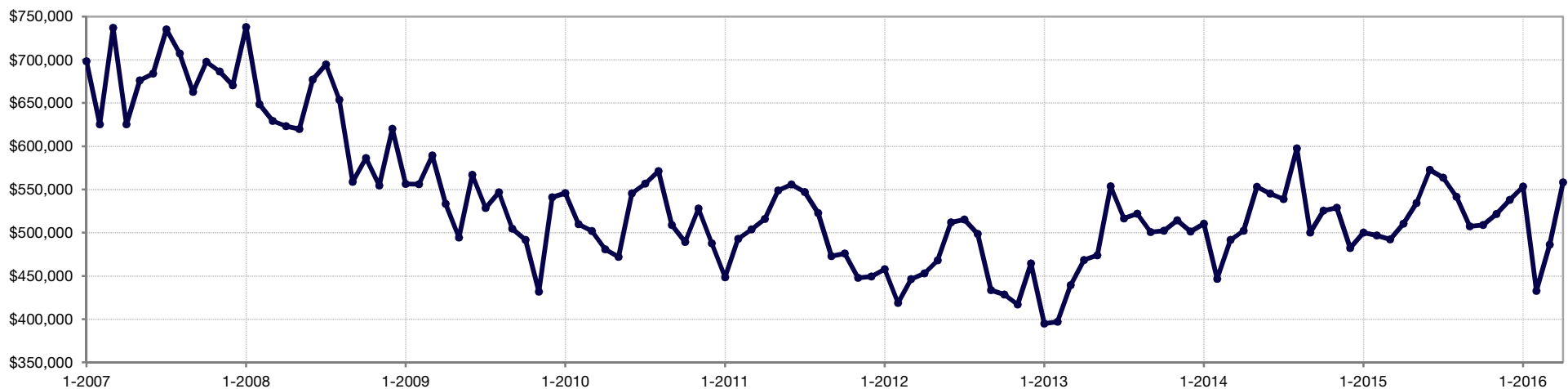


Year To Date



Month	Prior Year	Current Year	+ / -
May 2015	\$553,198	\$534,331	-3.4%
June 2015	\$545,188	\$572,828	+5.1%
July 2015	\$538,965	\$563,752	+4.6%
August 2015	\$597,476	\$541,464	-9.4%
September 2015	\$500,279	\$507,453	+1.4%
October 2015	\$525,587	\$509,018	-3.2%
November 2015	\$528,999	\$521,679	-1.4%
December 2015	\$482,402	\$538,051	+11.5%
January 2016	\$500,003	\$553,231	+10.6%
February 2016	\$496,656	\$432,639	-12.9%
March 2016	\$492,143	\$486,363	-1.2%
April 2016	\$510,501	\$558,285	+9.4%
12-Month Avg	\$528,495	\$533,794	+1.0%

Historical Average Sales Price



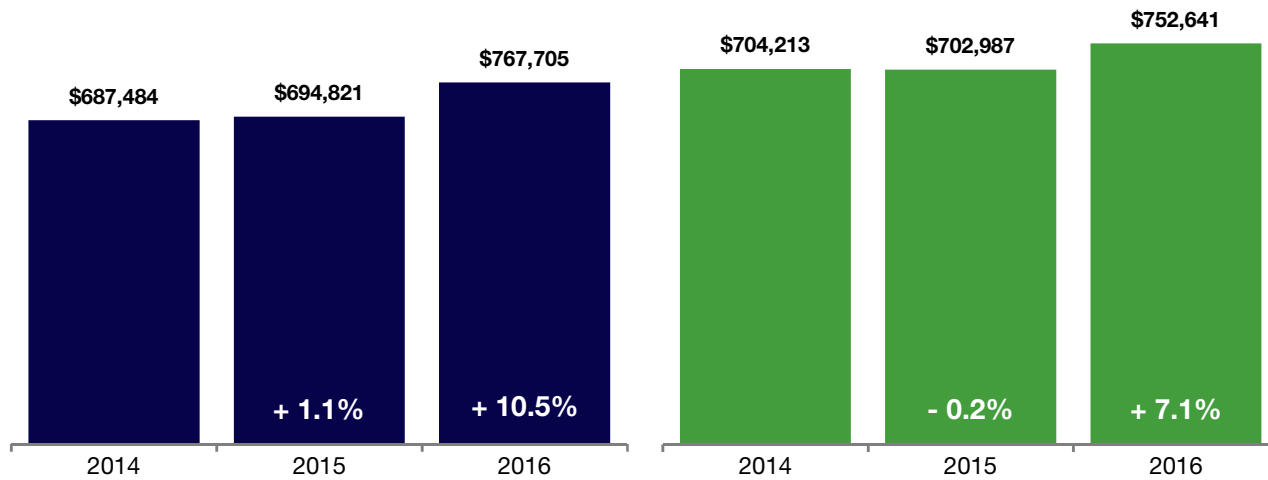
Average List Price

Average list price for all new listings in a given month.



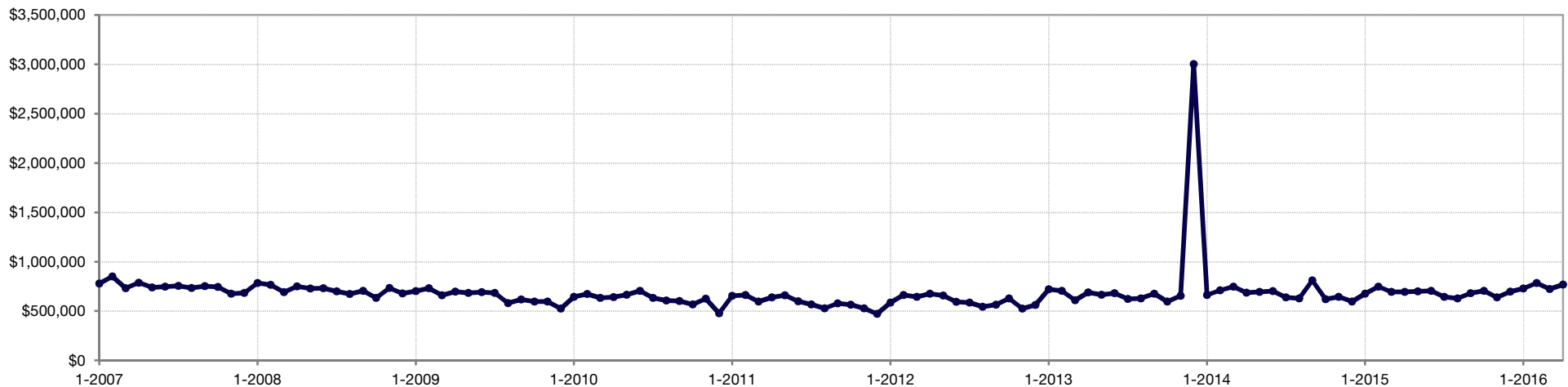
April

Year To Date



Month	Prior Year	Current Year	+ / -
May 2015	\$695,438	\$699,484	+0.6%
June 2015	\$703,027	\$705,795	+0.4%
July 2015	\$638,899	\$643,164	+0.7%
August 2015	\$628,397	\$628,728	+0.1%
September 2015	\$810,190	\$681,237	-15.9%
October 2015	\$621,627	\$705,777	+13.5%
November 2015	\$644,128	\$638,336	-0.9%
December 2015	\$595,332	\$698,337	+17.3%
January 2016	\$675,808	\$728,280	+7.8%
February 2016	\$746,647	\$785,185	+5.2%
March 2016	\$694,621	\$723,463	+4.2%
April 2016	\$694,821	\$767,705	+10.5%
12-Month Avg	\$687,618	\$705,933	+2.7%

Historical Average List Price

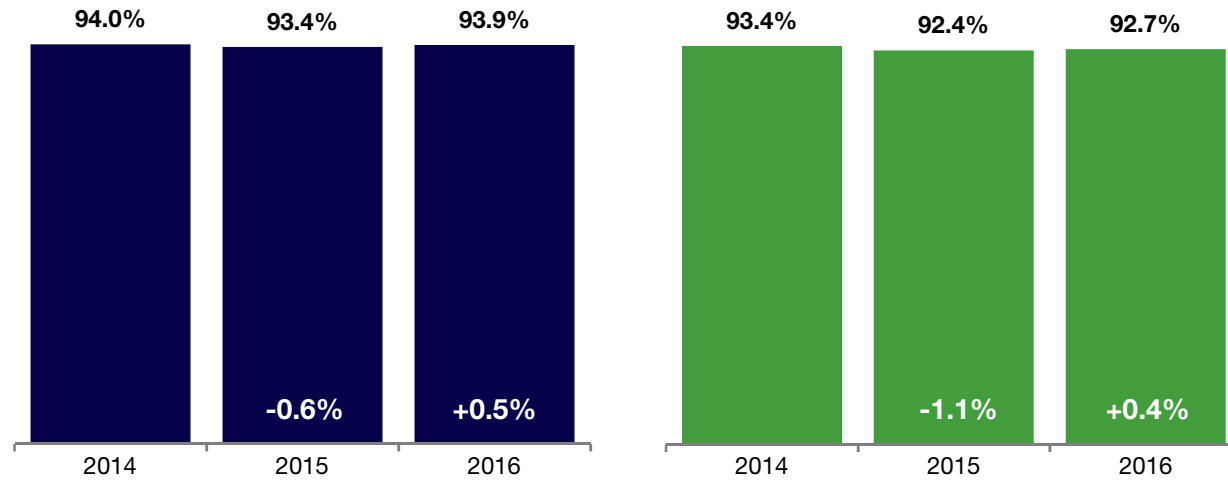


Percent of Original List Price Received

Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

April

Year To Date



Month	Prior Year	Current Year	+ / -
May 2015	94.3%	93.8%	-0.6%
June 2015	94.7%	94.3%	-0.4%
July 2015	94.6%	93.9%	-0.8%
August 2015	94.0%	93.4%	-0.6%
September 2015	93.0%	92.7%	-0.3%
October 2015	92.5%	92.2%	-0.3%
November 2015	91.8%	92.0%	+0.3%
December 2015	92.3%	91.6%	-0.8%
January 2016	91.0%	92.0%	+1.2%
February 2016	92.5%	91.3%	-1.2%
March 2016	92.2%	92.7%	+0.5%
April 2016	93.4%	93.9%	+0.5%
12-Month Avg	93.3%	93.1%	-0.2%

Historical Percent of Original List Price Received

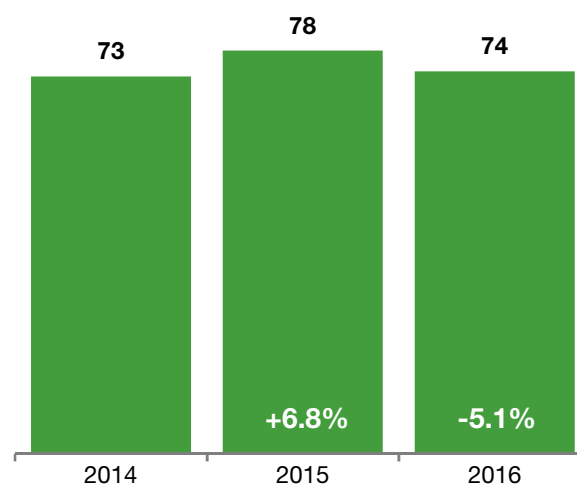
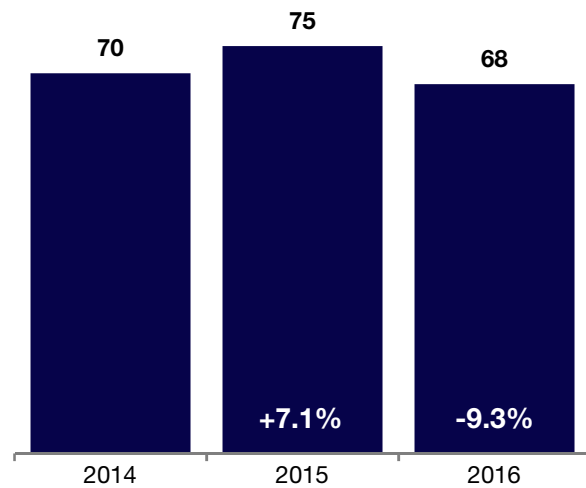


Housing Affordability Index

This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**

April

Year To Date



Month	Prior Year	Current Year	+ / -
May 2015	67	75	+11.9%
June 2015	65	65	0.0%
July 2015	67	67	0.0%
August 2015	63	71	+12.7%
September 2015	72	73	+1.4%
October 2015	73	78	+6.8%
November 2015	69	74	+7.2%
December 2015	79	74	-6.3%
January 2016	80	74	-7.5%
February 2016	83	84	+1.2%
March 2016	79	78	-1.3%
April 2016	75	68	-9.3%
12-Month Avg	73	73	+1.4%

Historical Housing Affordability Index

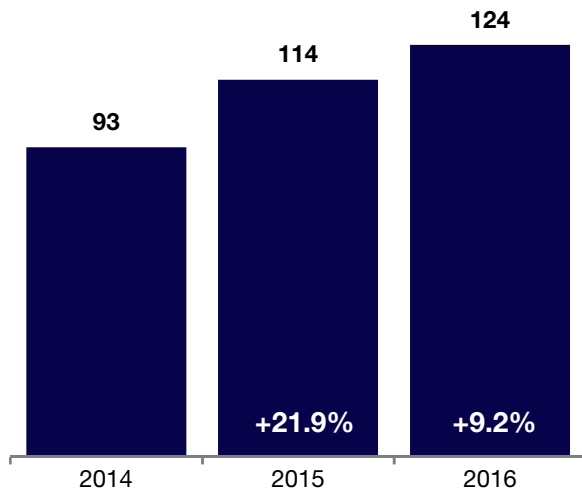


Market Time

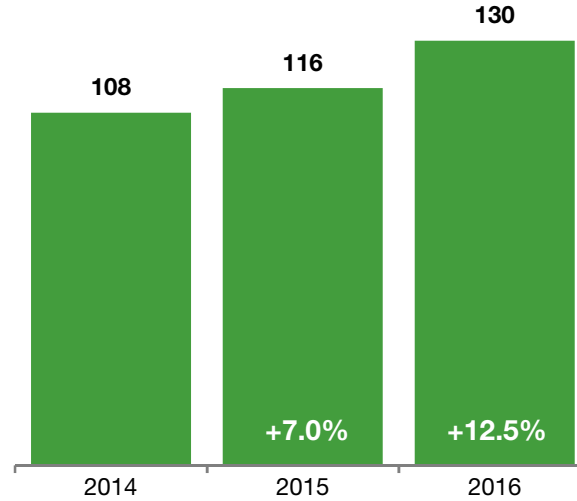
Average number of days between when a property is listed and when an offer is accepted in a given month.



April



Year To Date



Month	Prior Year	Current Year	+ / -
May 2015	85	108	+26.0%
June 2015	81	94	+15.9%
July 2015	72	81	+12.3%
August 2015	84	80	-4.6%
September 2015	78	85	+9.6%
October 2015	83	89	+6.9%
November 2015	102	112	+10.0%
December 2015	101	137	+34.6%
January 2016	118	135	+14.4%
February 2016	123	135	+9.4%
March 2016	110	130	+17.9%
April 2016	114	124	+9.2%
12-Month Avg	92	104	+12.9%

Historical Market Times

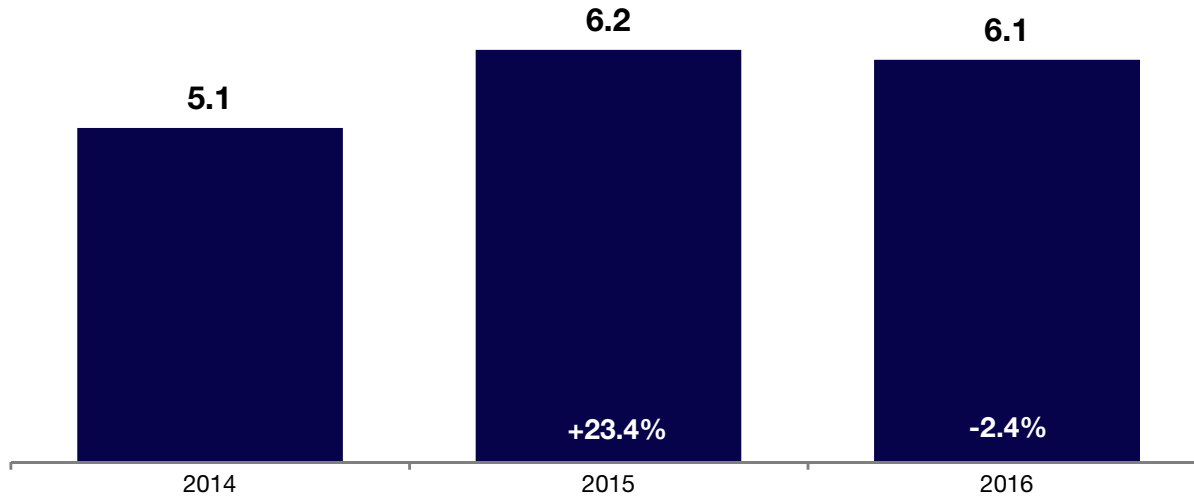


Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

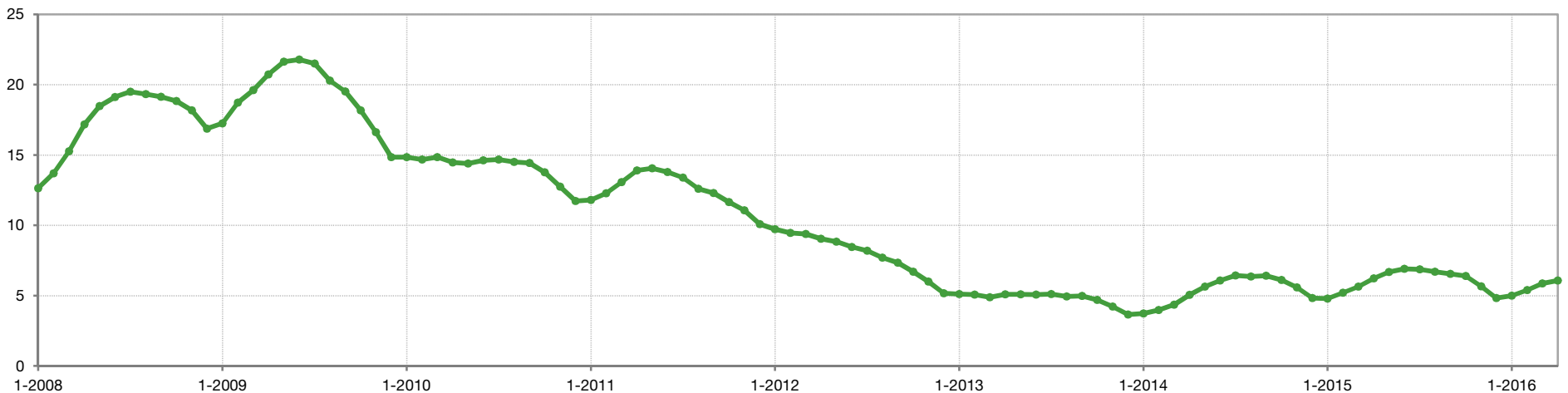


April



Month	Prior Year	Current Year	+ / -
May 2015	5.6	6.7	+18.4%
June 2015	6.1	6.9	+13.6%
July 2015	6.4	6.9	+6.8%
August 2015	6.4	6.7	+5.3%
September 2015	6.4	6.5	+2.0%
October 2015	6.1	6.4	+4.6%
November 2015	5.6	5.7	+1.1%
December 2015	4.8	4.8	+0.3%
January 2016	4.8	5.0	+4.4%
February 2016	5.2	5.4	+3.6%
March 2016	5.6	5.9	+4.0%
April 2016	6.2	6.1	-2.4%
12-Month Avg	5.8	6.1	+5.2%

Historical Months Supply of Inventory

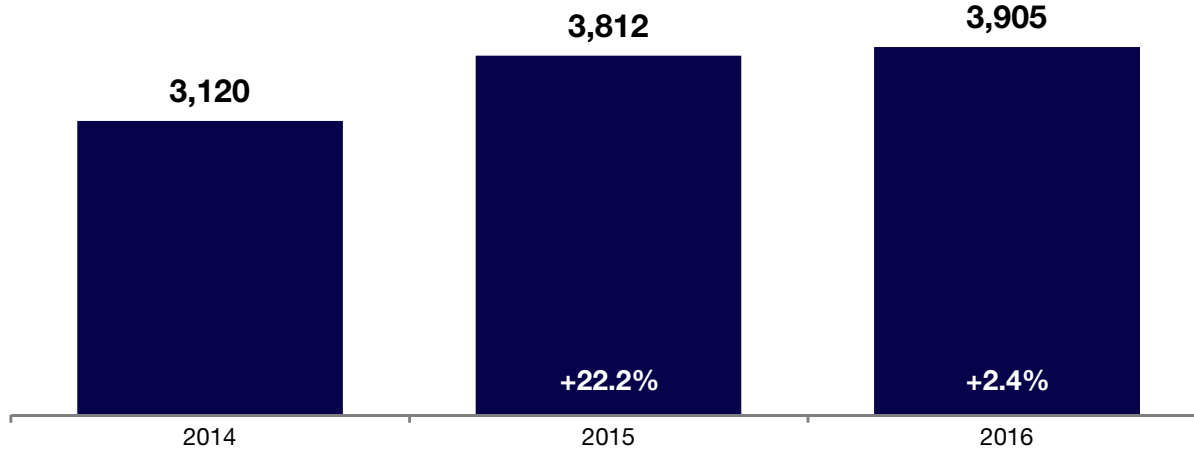


Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given month.



April



Month	Prior Year	Current Year	+ / -
May 2015	3,445	4,077	+18.3%
June 2015	3,684	4,255	+15.5%
July 2015	3,874	4,262	+10.0%
August 2015	3,821	4,153	+8.7%
September 2015	3,859	4,053	+5.0%
October 2015	3,655	3,951	+8.1%
November 2015	3,309	3,524	+6.5%
December 2015	2,861	3,008	+5.1%
January 2016	2,848	3,106	+9.1%
February 2016	3,115	3,411	+9.5%
March 2016	3,419	3,701	+8.2%
April 2016	3,812	3,905	+2.4%
12-Month Avg	3,475	3,784	+8.9%

Historical Inventory of Homes for Sale

