

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



August 2016

Closed sales began to cool for much of the country last month, and conventional wisdom indicates that year-over-year declines are going to be present for the remainder of the year, given the low inventory situation in most markets. Demand is certainly present and has created competitive situations that have kept prices up. Rental prices are also up, which may lure more toward homeownership.

New Listings in the North Shore-Barrington region increased 2.0 percent to 1,188. Listings Under Contract were down 0.6 percent to 635. Inventory levels fell 1.5 percent to 4,097 units.

Prices continued to gain traction. The Median Sales Price increased 2.7 percent to \$425,000. Market Times were up 20.0 percent to 96 days. Sellers were encouraged as Months Supply of Inventory was down 4.5 percent to 6.4 months.

As inventory continues to drop, the contradictions of today's market are evident. Sellers should feel confident enough to list homes at fair prices and receive meaningful offers in a healthy residential real estate and overall economic environment. However, there may be lingering worry over the availability of move-in ready homes to replace what was sold. On a brighter note, building permits are trending upward. That news should be weighed against the fact that the highest level of activity is in multifamily rentals.

Quick Facts

+ 8.8%

Change in
Closed Sales

+ 2.7%

Change in
Median Sales Price

- 1.5%

Change in
Inventory

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Market Overview

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

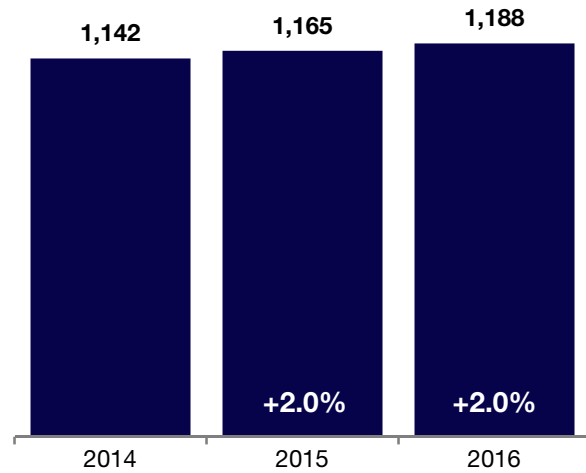


Key Metrics	Historical Sparklines	8-2015	8-2016	+ / -	YTD 2015	YTD 2016	+ / -
New Listings		1,165	1,188	+ 2.0%	10,824	11,446	+ 5.7%
Closed Sales		804	875	+ 8.8%	5,215	5,348	+ 2.6%
Under Contract (Contingent and Pending)		639	635	- 0.6%	5,600	5,801	+ 3.6%
Median Sales Price		\$413,750	\$425,000	+ 2.7%	\$410,000	\$425,000	+ 3.7%
Average Sales Price		\$541,477	\$557,344	+ 2.9%	\$535,705	\$544,483	+ 1.6%
Average List Price		\$626,714	\$629,774	+ 0.5%	\$686,162	\$720,723	+ 5.0%
Percent of Original List Price Received		93.5%	93.2%	- 0.2%	93.3%	93.6%	+ 0.2%
Housing Affordability Index		71	72	+ 1.4%	72	72	0.0%
Market Time		80	96	+ 20.0%	99	109	+ 10.0%
Months Supply of Homes for Sale		6.7	6.4	- 4.5%	--	--	--
Inventory of Homes for Sale		4,161	4,097	- 1.5%	--	--	--

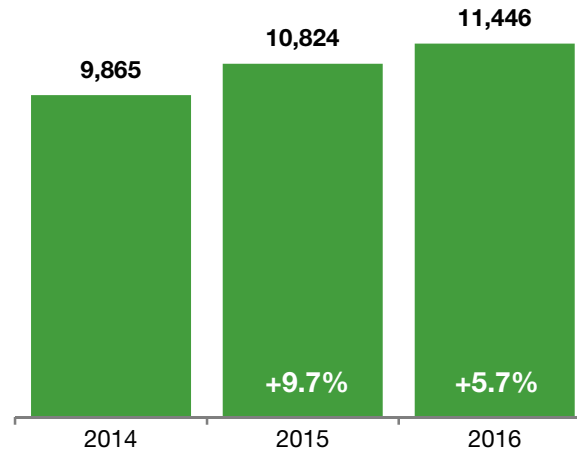
New Listings

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

August



Year To Date



Month	Prior Year	Current Year	+ / -
September 2015	1,198	1,095	-8.6%
October 2015	906	995	+9.8%
November 2015	618	642	+3.9%
December 2015	435	419	-3.7%
January 2016	863	1,048	+21.4%
February 2016	1,119	1,378	+23.1%
March 2016	1,489	1,524	+2.4%
April 2016	1,583	1,661	+4.9%
May 2016	1,607	1,757	+9.3%
June 2016	1,590	1,558	-2.0%
July 2016	1,408	1,332	-5.4%
August 2016	1,165	1,188	+2.0%
12-Month Avg	1,165	1,216	+4.4%

Historical New Listing Activity

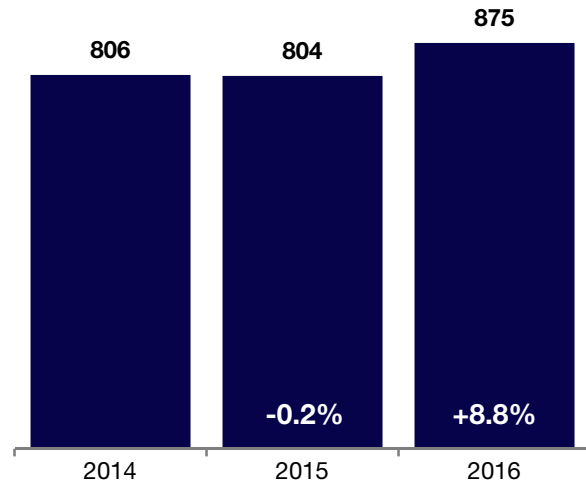


Closed Sales

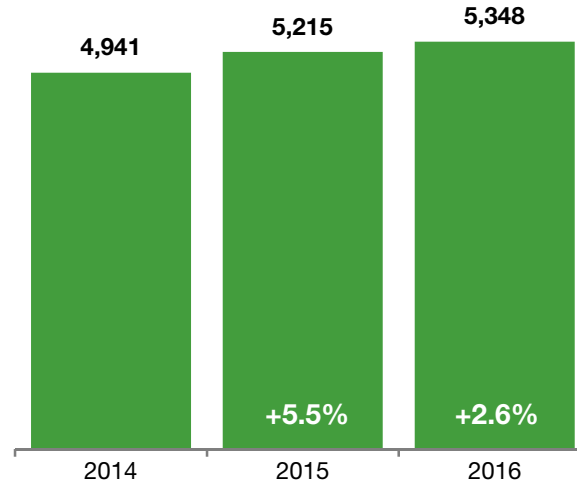
A count of the actual sales that have closed in a given month.



August

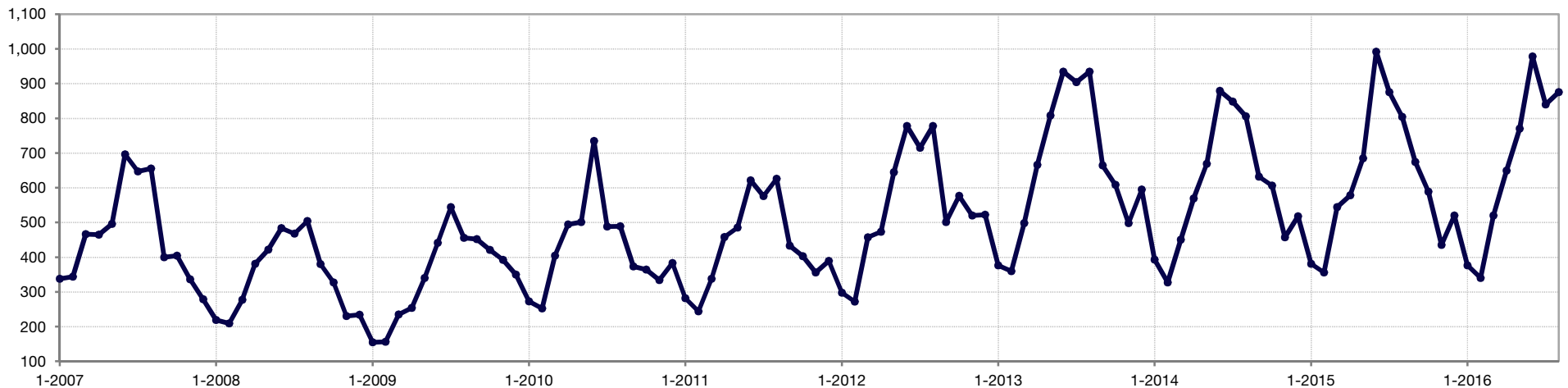


Year To Date



Month	Prior Year	Current Year	+ / -
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	520	-4.4%
April 2016	578	649	+12.3%
May 2016	685	770	+12.4%
June 2016	992	978	-1.4%
July 2016	875	840	-4.0%
August 2016	804	875	+8.8%
12-Month Avg	619	631	+1.4%

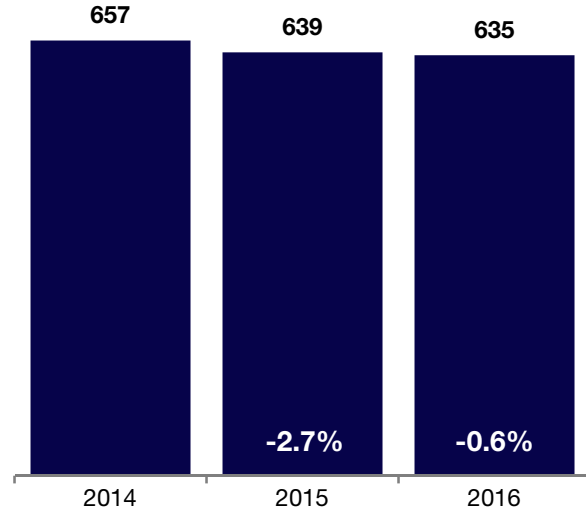
Historical Closed Sales Activity



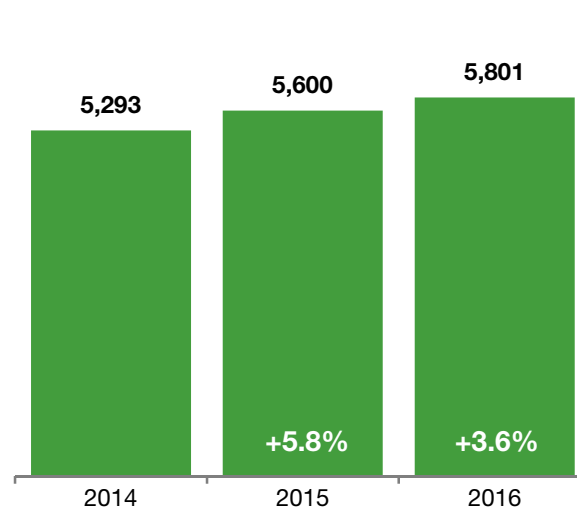
Under Contract

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

August



Year To Date



Month	Prior Year	Current Year	+ / -
September 2015	536	534	-0.4%
October 2015	528	501	-5.1%
November 2015	398	468	+17.6%
December 2015	368	353	-4.1%
January 2016	467	459	-1.7%
February 2016	547	649	+18.6%
March 2016	804	806	+0.2%
April 2016	782	845	+8.1%
May 2016	818	880	+7.6%
June 2016	818	845	+3.3%
July 2016	725	682	-5.9%
August 2016	639	635	-0.6%
12-Month Avg	619	638	+3.1%

Historical Under Contract Activity

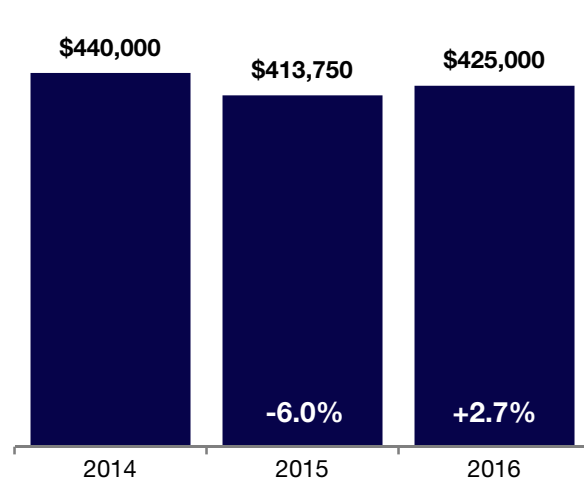


Median Sales Price

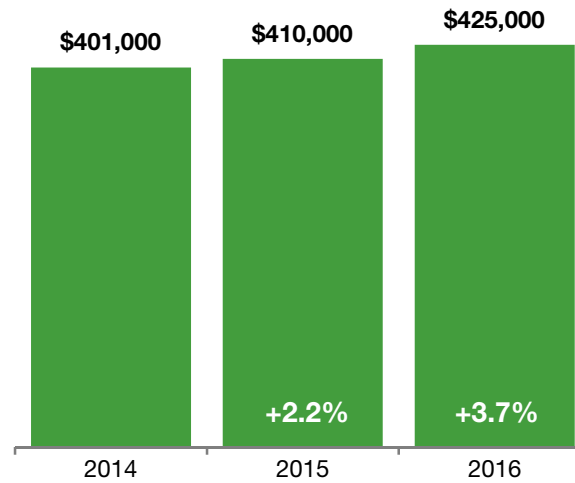
Median price point for all closed sales, not accounting for seller concessions, in a given month.



August



Year To Date



Month	Prior Year	Current Year	+ / -
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	\$377,500	+0.3%
April 2016	\$397,000	\$429,000	+8.1%
May 2016	\$400,000	\$445,250	+11.3%
June 2016	\$453,750	\$433,500	-4.5%
July 2016	\$440,000	\$453,000	+3.0%
August 2016	\$413,750	\$425,000	+2.7%
12-Month Med	\$400,000	\$415,950	+4.0%

Historical Median Sales Price

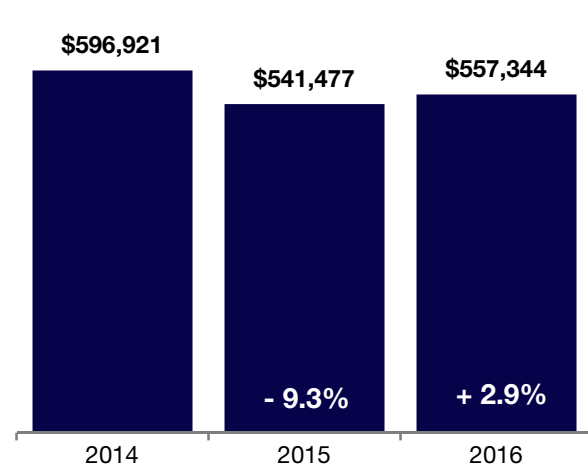


Average Sales Price

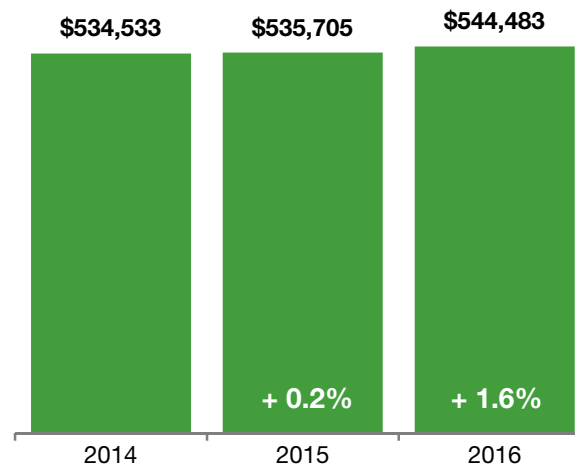
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



August



Year To Date



Month	Prior Year	Current Year	+ / -
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	\$486,079	-1.2%
April 2016	\$510,501	\$559,712	+9.6%
May 2016	\$534,331	\$557,961	+4.4%
June 2016	\$573,536	\$560,033	-2.4%
July 2016	\$563,752	\$566,368	+0.5%
August 2016	\$541,477	\$557,344	+2.9%
12-Month Avg	\$527,736	\$536,670	+1.7%

Historical Average Sales Price



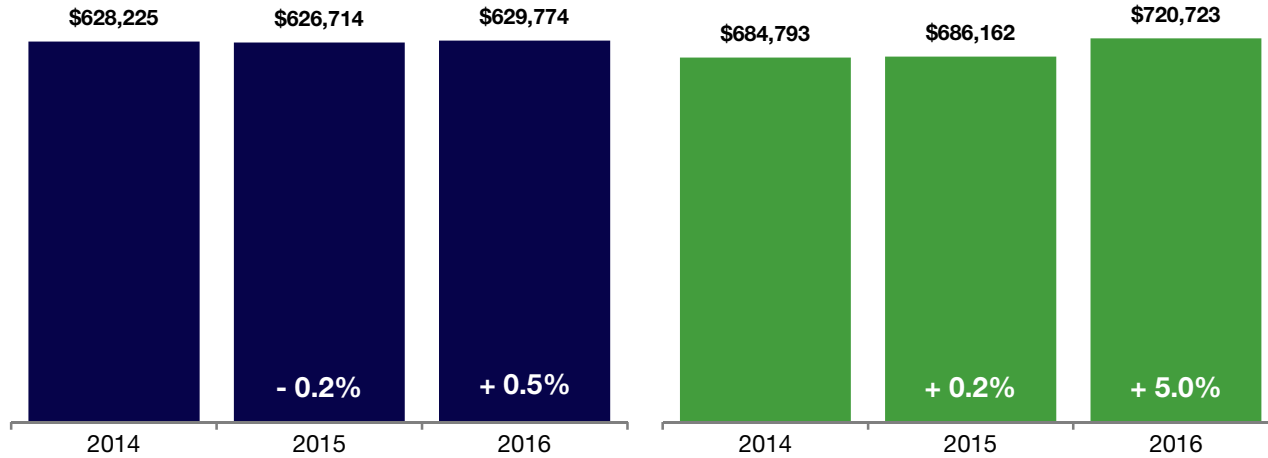
Average List Price

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



August

Year To Date



Month	Prior Year	Current Year	+ / -
September 2015	\$809,956	\$679,825	-16.1%
October 2015	\$621,102	\$702,540	+13.1%
November 2015	\$643,724	\$634,069	-1.5%
December 2015	\$595,332	\$691,007	+16.1%
January 2016	\$675,470	\$721,745	+6.9%
February 2016	\$744,592	\$775,482	+4.1%
March 2016	\$694,377	\$711,334	+2.4%
April 2016	\$694,330	\$750,283	+8.1%
May 2016	\$698,395	\$752,381	+7.7%
June 2016	\$704,325	\$694,931	-1.3%
July 2016	\$643,006	\$706,652	+9.9%
August 2016	\$626,714	\$629,774	+0.5%
12-Month Avg	\$687,871	\$711,771	+3.5%

Historical Average List Price

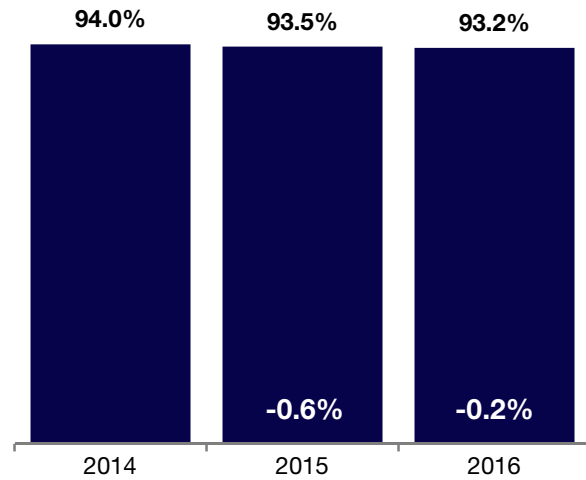


Percent of Original List Price Received

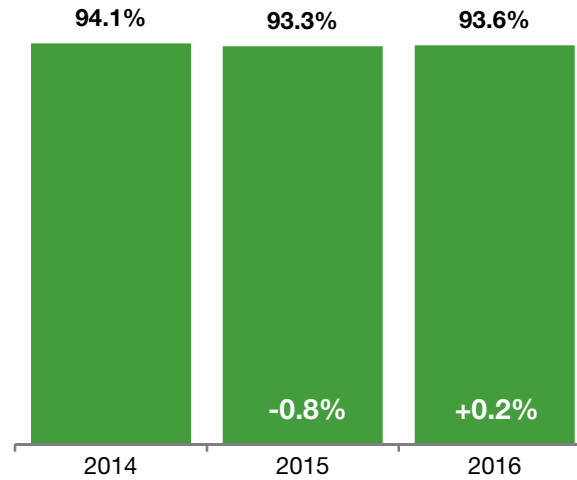


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

August



Year To Date



Month	Prior Year	Current Year	+ / -
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%	92.8%	+0.5%
April 2016	93.4%	93.9%	+0.5%
May 2016	93.8%	93.8%	+0.0%
June 2016	94.3%	94.6%	+0.3%
July 2016	93.9%	94.4%	+0.6%
August 2016	93.5%	93.2%	-0.2%
12-Month Avg	93.1%	93.2%	+0.1%

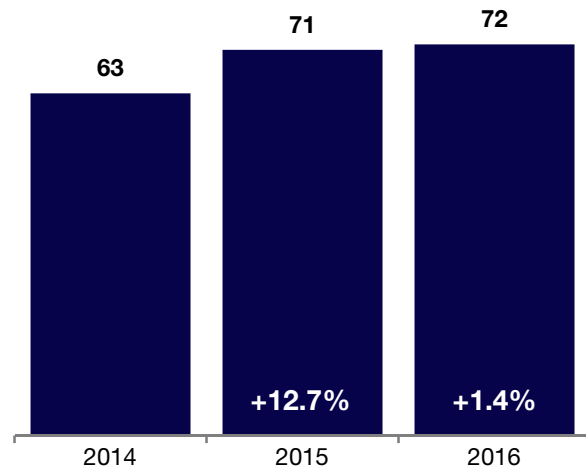
Historical Percent of Original List Price Received



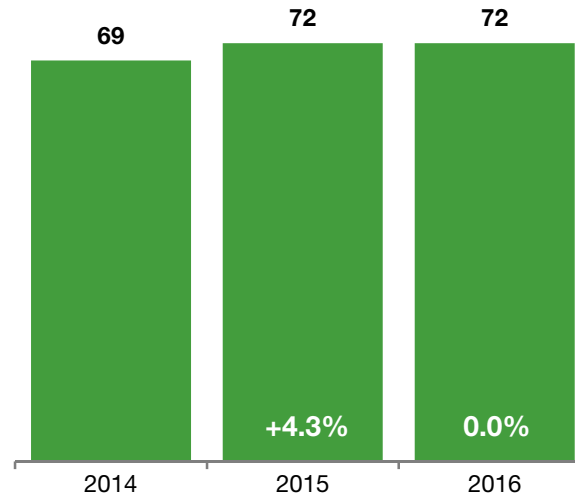
Housing Affordability Index

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.**

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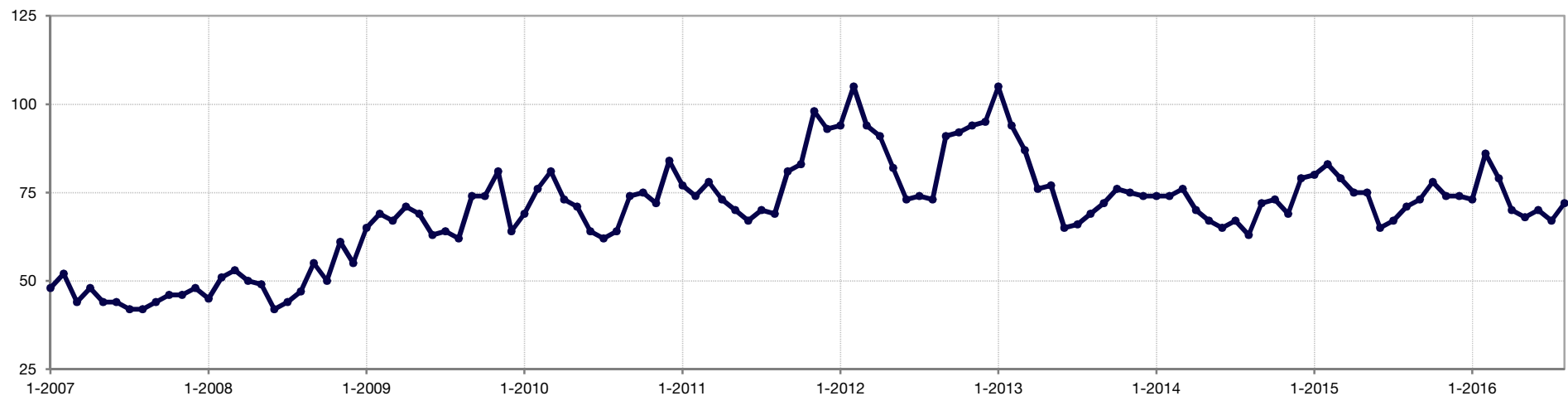


Year To Date



Month	Prior Year	Current Year	+ / -
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	73	-8.8%
February 2016	83	86	+3.6%
March 2016	79	79	0.0%
April 2016	75	70	-6.7%
May 2016	75	68	-9.3%
June 2016	65	70	+7.7%
July 2016	67	67	0.0%
August 2016	71	72	+1.4%
12-Month Avg	74	74	-0.2%

Historical Housing Affordability Index

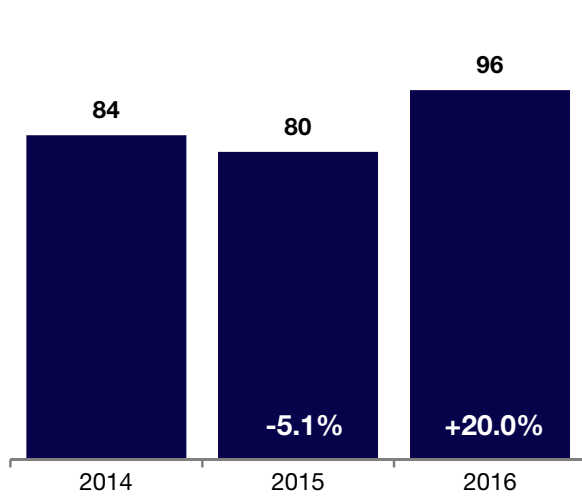


Market Time

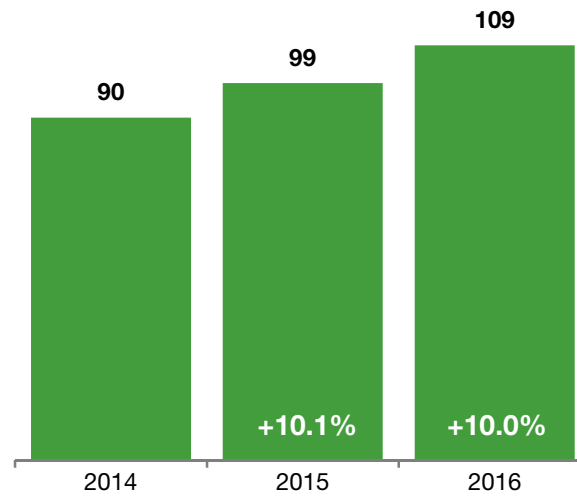
Average number of days between when a property is listed and when an offer is accepted in a given month.



August



Year To Date



Month	Prior Year	Current Year	+ / -
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	+18.3%
April 2016	114	124	+8.7%
May 2016	108	110	+2.6%
June 2016	94	102	+8.7%
July 2016	81	82	+1.7%
August 2016	80	96	+20.0%
12-Month Avg	96	107	+11.5%

Historical Market Times

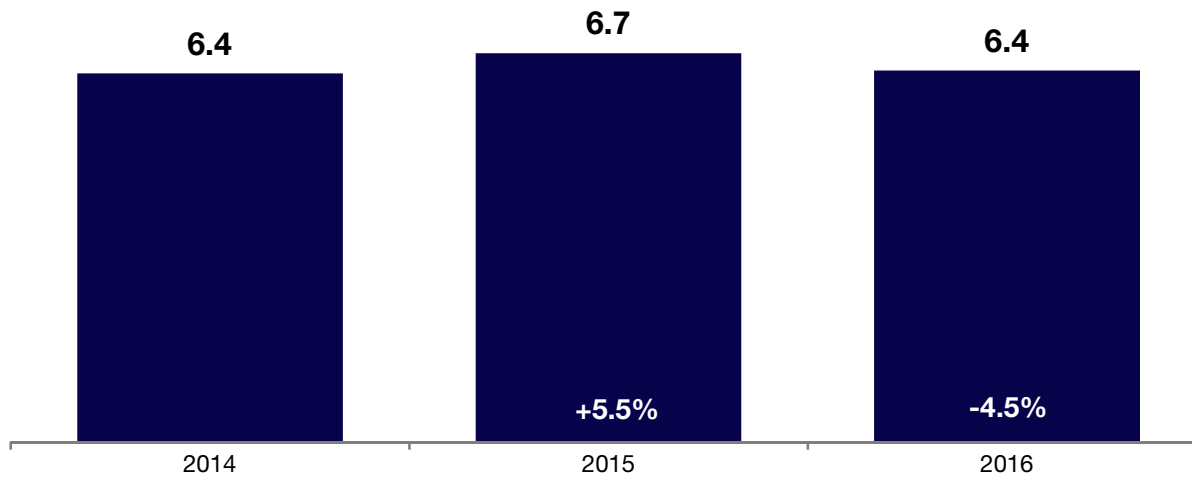


Months Supply of Inventory

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.

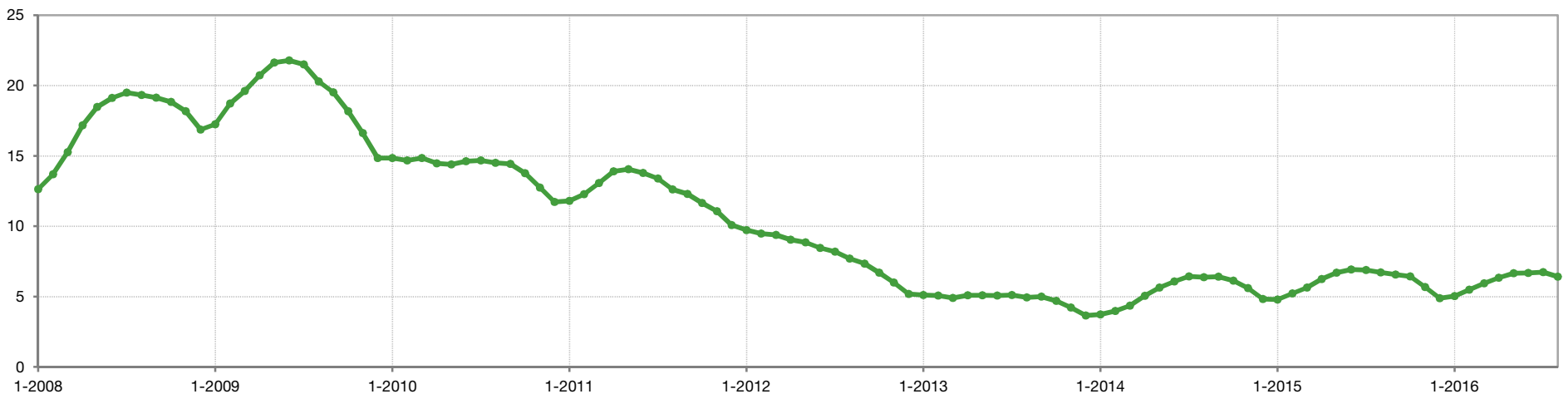


August



Month	Prior Year	Current Year	+ / -
September 2015	6.4	6.6	+2.2%
October 2015	6.1	6.4	+4.9%
November 2015	5.6	5.7	+1.6%
December 2015	4.8	4.9	+1.0%
January 2016	4.8	5.0	+5.3%
February 2016	5.2	5.5	+5.0%
March 2016	5.6	6.0	+5.5%
April 2016	6.2	6.3	+1.6%
May 2016	6.7	6.7	-0.5%
June 2016	6.9	6.7	-3.5%
July 2016	6.9	6.7	-2.2%
August 2016	6.7	6.4	-4.5%
12-Month Avg	6.0	6.1	+1.1%

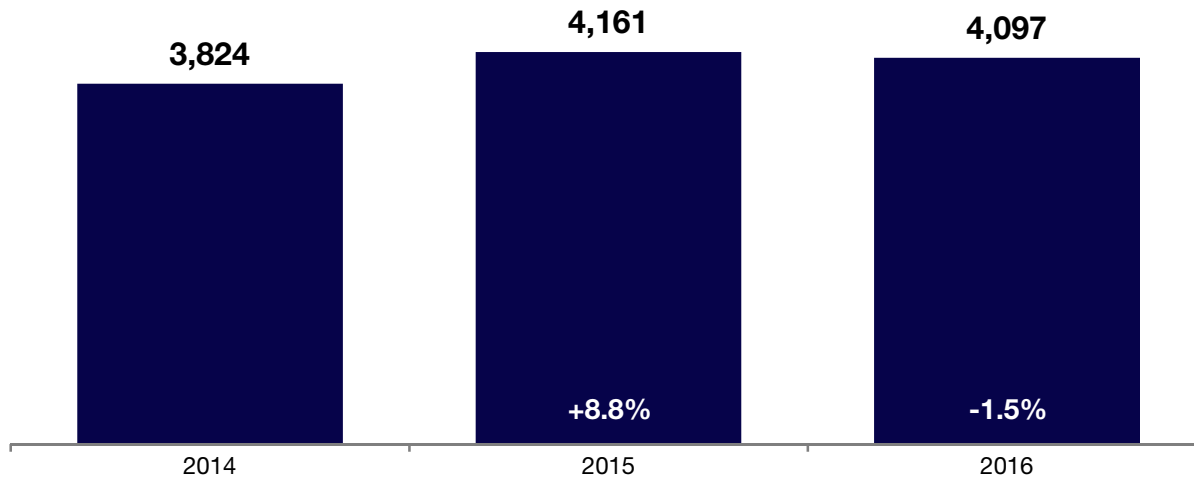
Historical Months Supply of Inventory



Inventory of Homes for Sale

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

August



Month	Prior Year	Current Year	+ / -
September 2015	3,863	4,062	+5.2%
October 2015	3,659	3,964	+8.3%
November 2015	3,313	3,541	+6.9%
December 2015	2,865	3,030	+5.8%
January 2016	2,852	3,131	+9.8%
February 2016	3,119	3,448	+10.5%
March 2016	3,423	3,746	+9.4%
April 2016	3,818	4,026	+5.4%
May 2016	4,084	4,262	+4.4%
June 2016	4,261	4,287	+0.6%
July 2016	4,270	4,295	+0.6%
August 2016	4,161	4,097	-1.5%
12-Month Avg	3,641	3,824	+5.4%

Historical Inventory of Homes for Sale

