

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



June 2016

Halfway through 2016, residential real estate markets are performing as predicted at the beginning of the year. Sales and prices have been going up in most areas, while the number of homes for sale and total months' supply of inventory have been going down. Meanwhile, many sellers have been getting a higher percentage of their asking price, and supply continues to struggle to meet demand. The message may be repetitive, but it is largely positive.

New Listings in the North Shore-Barrington region decreased 2.1 percent to 1,557. Listings Under Contract were up 10.1 percent to 901. Inventory levels fell 1.5 percent to 4,194 units.

Prices were a tad soft. The Median Sales Price decreased 4.1 percent to \$435,000. Market Times were up 7.7 percent to 101 days. Sellers were encouraged as Months Supply of Inventory was down 6.5 percent to 6.5 months.

The national unemployment rate recently dropped 0.3 percent to 4.7 percent, but some states felt more of a pinch in their own figures. Similarly, the low inventory situation is showing signs of strain in markets where there are few homes for purchase. With an interest rate increase still in the cards this year, combined with the American political landscape and global economic events, a cooldown could occur by winter. Presently, however, summery growth prevails as many locales are reaching near-record prices not seen in more than a decade.

Quick Facts

- 2.3%

- 4.1%

- 1.5%

Change in
Closed Sales

Change in
Median Sales Price

Change in
Inventory

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Market Overview

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

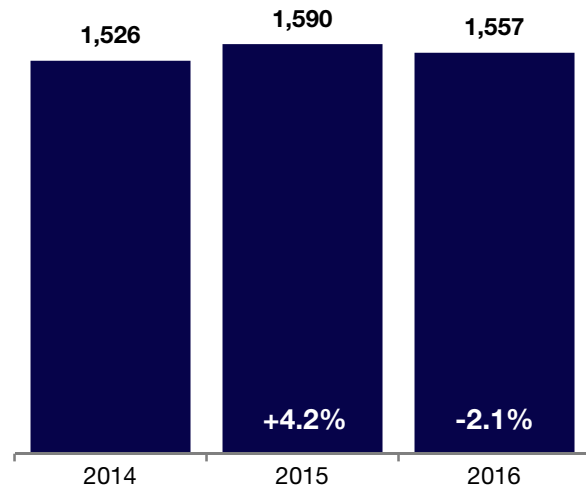


Key Metrics	Historical Sparklines	6-2015	6-2016	+ / -	YTD 2015	YTD 2016	+ / -
New Listings		1,590	1,557	- 2.1%	8,251	8,922	+ 8.1%
Closed Sales		992	969	- 2.3%	3,536	3,620	+ 2.4%
Under Contract (Contingent and Pending)		818	901	+ 10.1%	4,237	4,559	+ 7.6%
Median Sales Price		\$453,750	\$435,000	- 4.1%	\$404,872	\$420,000	+ 3.7%
Average Sales Price		\$573,536	\$562,196	- 2.0%	\$527,452	\$536,490	+ 1.7%
Average List Price		\$704,601	\$706,079	+ 0.2%	\$702,068	\$740,488	+ 5.5%
Percent of Original List Price Received		94.3%	94.5%	+ 0.3%	93.2%	93.5%	+ 0.3%
Housing Affordability Index		65	70	+ 7.7%	73	73	0.0%
Market Time		94	101	+ 7.7%	108	118	+ 9.4%
Months Supply of Homes for Sale		6.9	6.5	- 6.5%	--	--	--
Inventory of Homes for Sale		4,260	4,194	- 1.5%	--	--	--

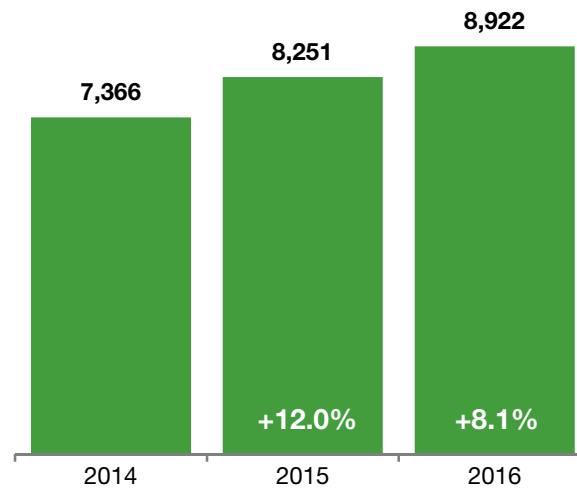
New Listings

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

June



Year To Date



Month	Prior Year	Current Year	+ / -
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	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	1,523	+2.3%
April 2016	1,583	1,661	+4.9%
May 2016	1,607	1,755	+9.2%
June 2016	1,590	1,557	-2.1%
12-Month Avg	1,159	1,220	+5.3%

Historical New Listing Activity

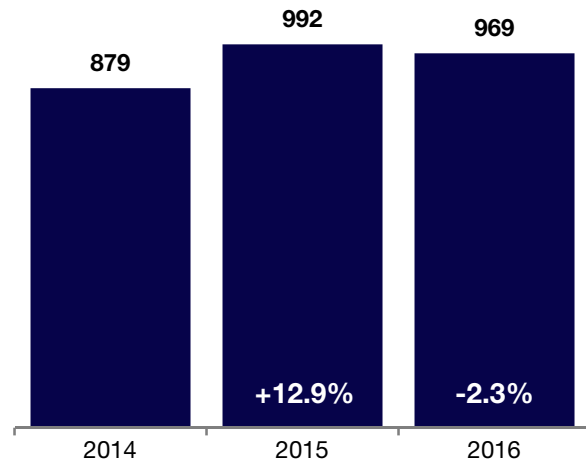


Closed Sales

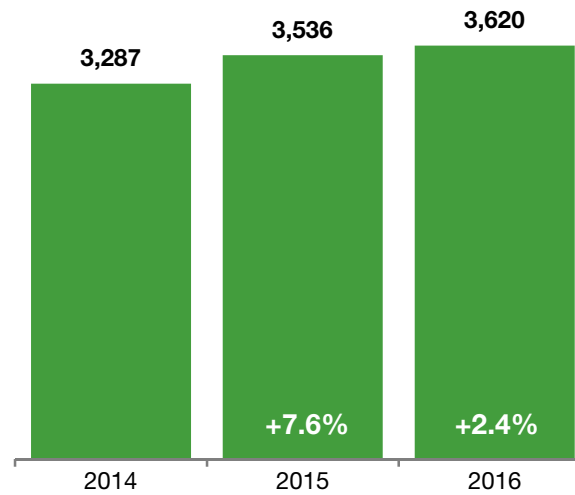
A count of the actual sales that have closed in a given month.



June

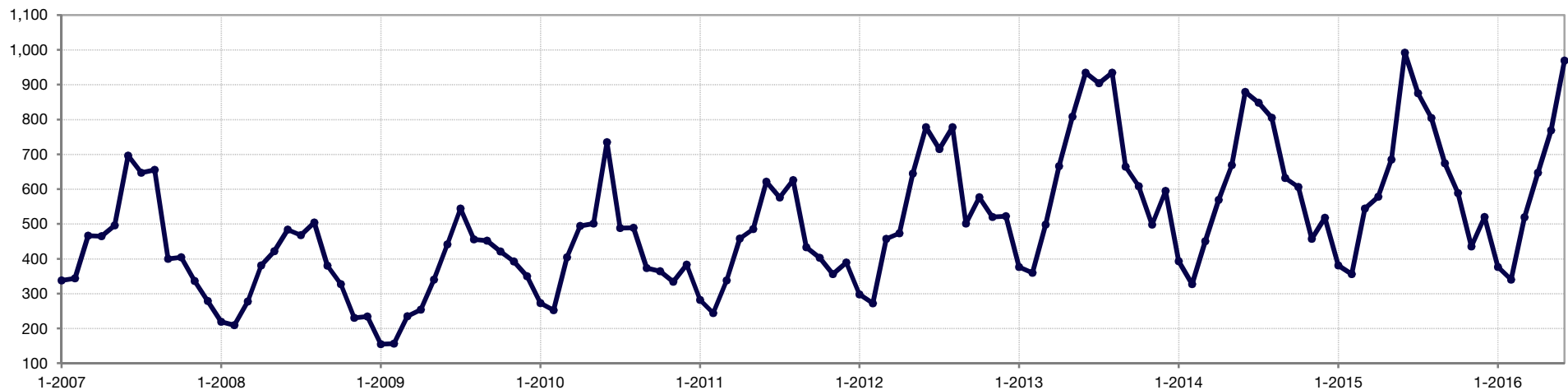


Year To Date



Month	Prior Year	Current Year	+ / -
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	647	+11.9%
May 2016	685	769	+12.3%
June 2016	992	969	-2.3%
12-Month Avg	617	626	+1.2%

Historical Closed Sales Activity

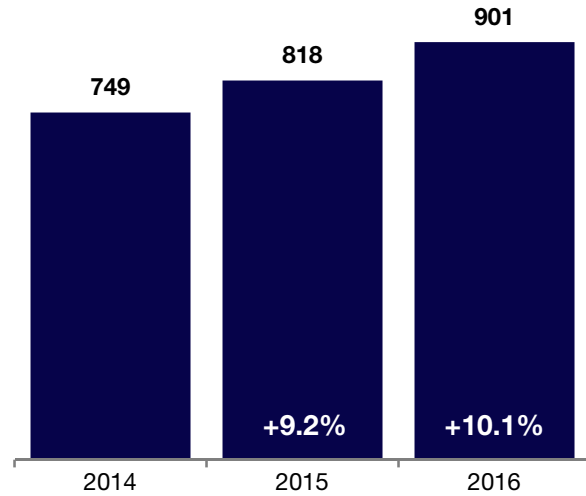


Under Contract

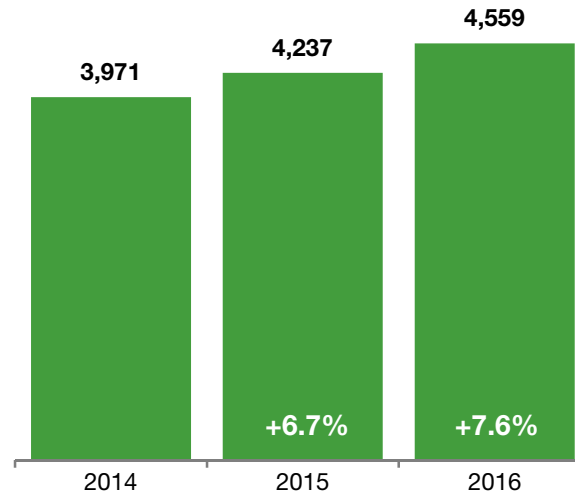
A count of the properties in either a contingent or pending status in a given month.



June



Year To Date



Month	Prior Year	Current Year	+ / -
July 2015	664	725	+9.2%
August 2015	657	639	-2.7%
September 2015	536	534	-0.4%
October 2015	528	503	-4.7%
November 2015	398	469	+17.8%
December 2015	368	352	-4.3%
January 2016	467	462	-1.1%
February 2016	547	650	+18.8%
March 2016	804	810	+0.7%
April 2016	783	850	+8.6%
May 2016	818	886	+8.3%
June 2016	818	901	+10.1%
12-Month Avg	616	648	+5.3%

Historical Under Contract Activity

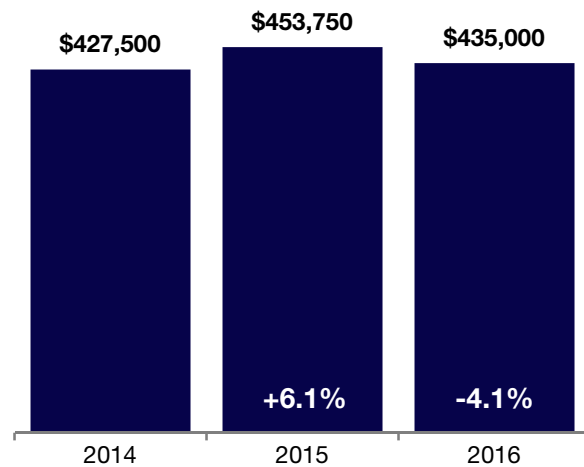


Median Sales Price

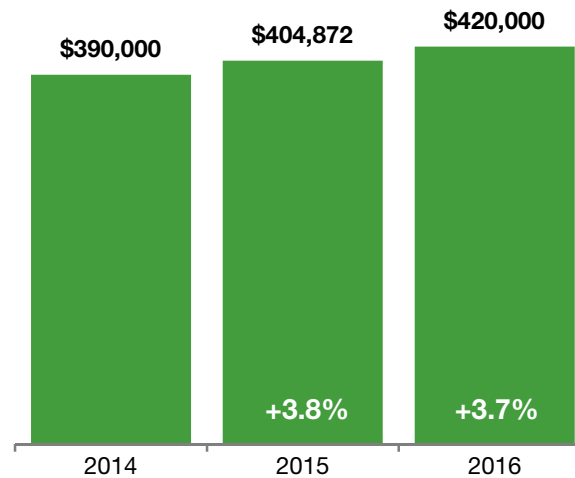
Median price point for all closed sales, not accounting for seller concessions, in a given month.



June



Year To Date



Month	Prior Year	Current Year	+ / -
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	\$429,000	+8.1%
May 2016	\$400,000	\$445,500	+11.4%
June 2016	\$453,750	\$435,000	-4.1%
12-Month Med	\$400,000	\$415,000	+3.8%

Historical Median Sales Price

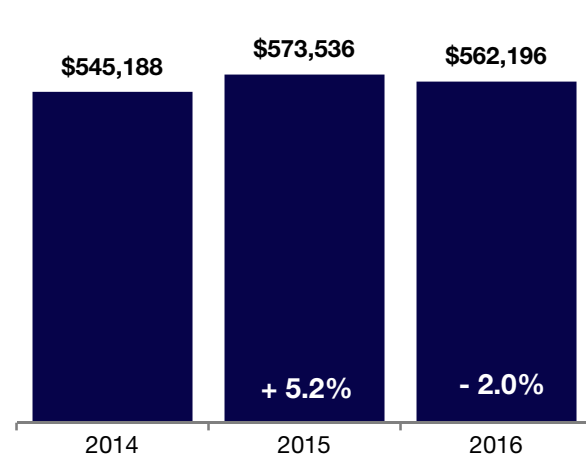


Average Sales Price

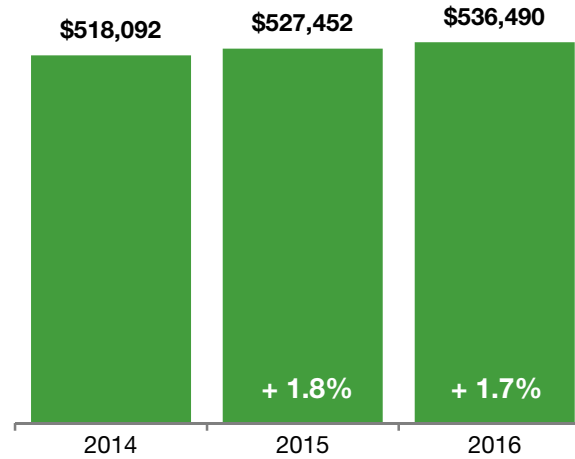
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



June



Year To Date



Month	Prior Year	Current Year	+ / -
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	\$557,313	+9.2%
May 2016	\$534,331	\$558,170	+4.5%
June 2016	\$573,536	\$562,196	-2.0%
12-Month Avg	\$530,857	\$534,690	+0.7%

Historical Average Sales Price

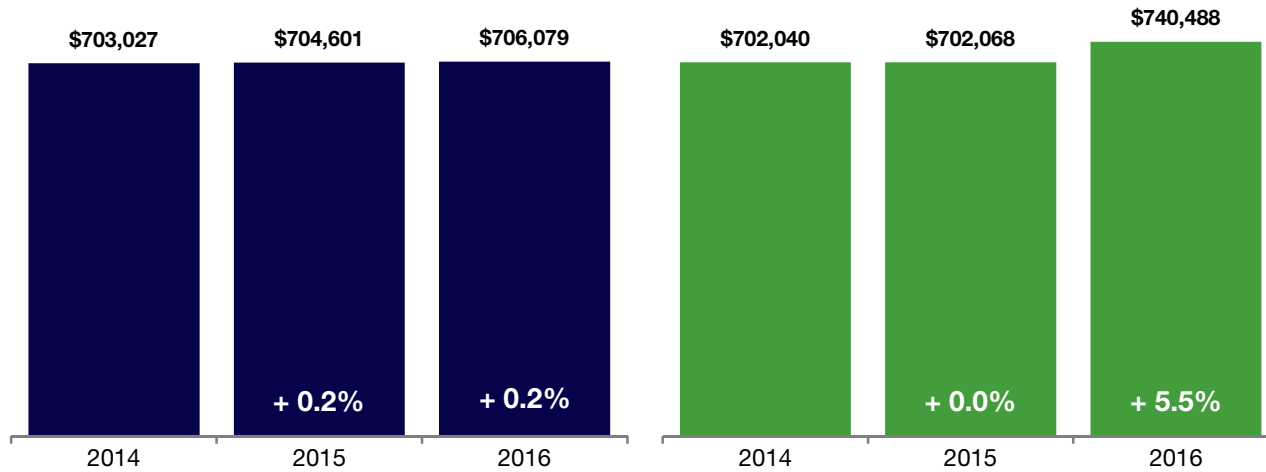


Average List Price

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

June

Year To Date



Month	Prior Year	Current Year	+ / -
July 2015	\$638,899	\$642,782	+0.6%
August 2015	\$628,225	\$628,109	-0.0%
September 2015	\$810,010	\$680,096	-16.0%
October 2015	\$621,107	\$702,462	+13.1%
November 2015	\$644,047	\$636,167	-1.2%
December 2015	\$595,332	\$692,839	+16.4%
January 2016	\$675,517	\$723,252	+7.1%
February 2016	\$745,040	\$778,113	+4.4%
March 2016	\$694,417	\$714,629	+2.9%
April 2016	\$694,469	\$755,115	+8.7%
May 2016	\$698,483	\$760,338	+8.9%
June 2016	\$704,601	\$706,079	+0.2%
12-Month Avg	\$687,976	\$709,168	+3.1%

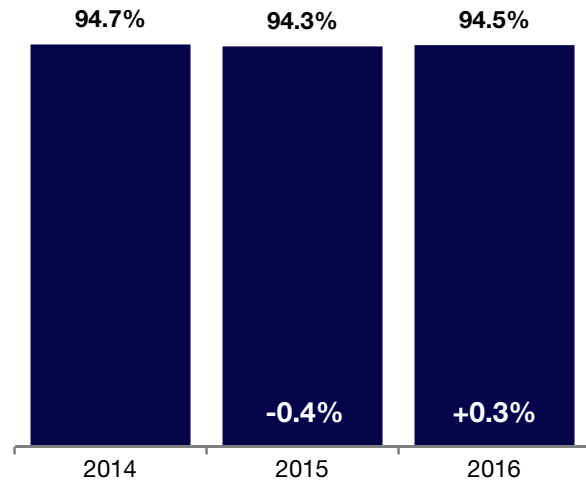
Historical Average List Price



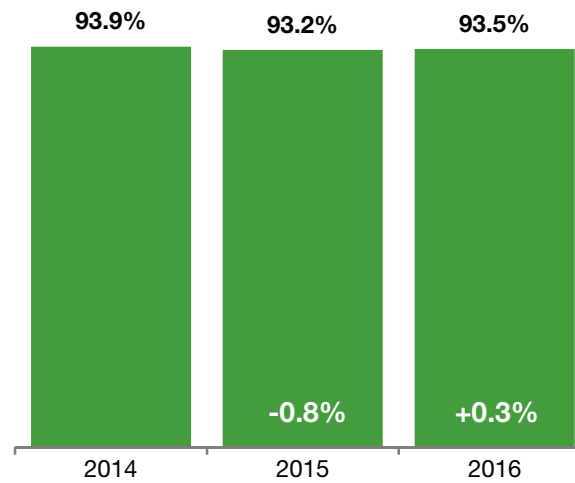
Percent of Original List Price Received

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.

June



Year To Date



Month	Prior Year	Current Year	+ / -
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%
May 2016	93.8%	93.8%	+0.0%
June 2016	94.3%	94.5%	+0.3%
12-Month Avg	93.2%	93.1%	-0.1%

Historical Percent of Original List Price Received

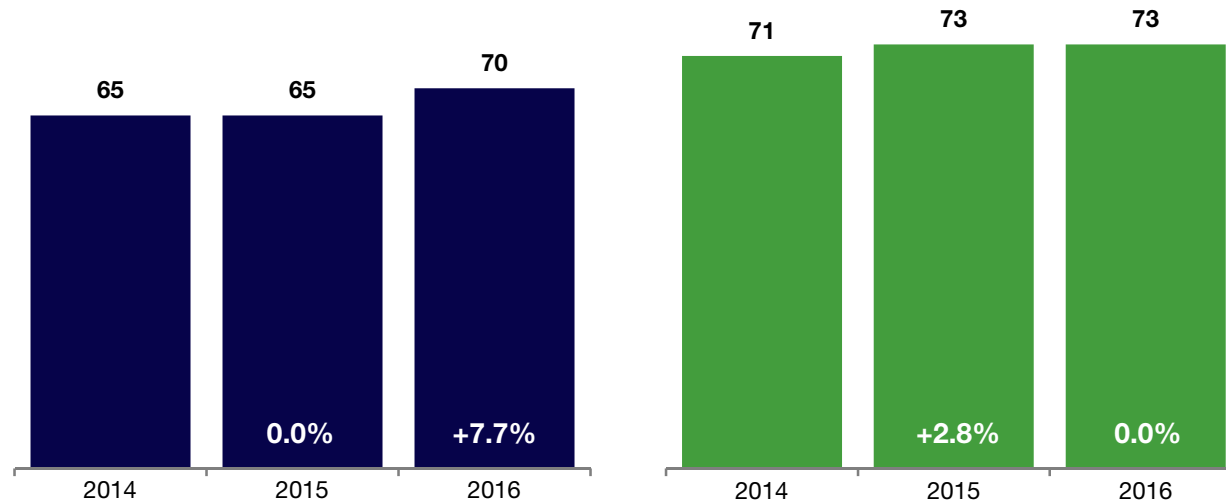


Housing Affordability Index

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.**

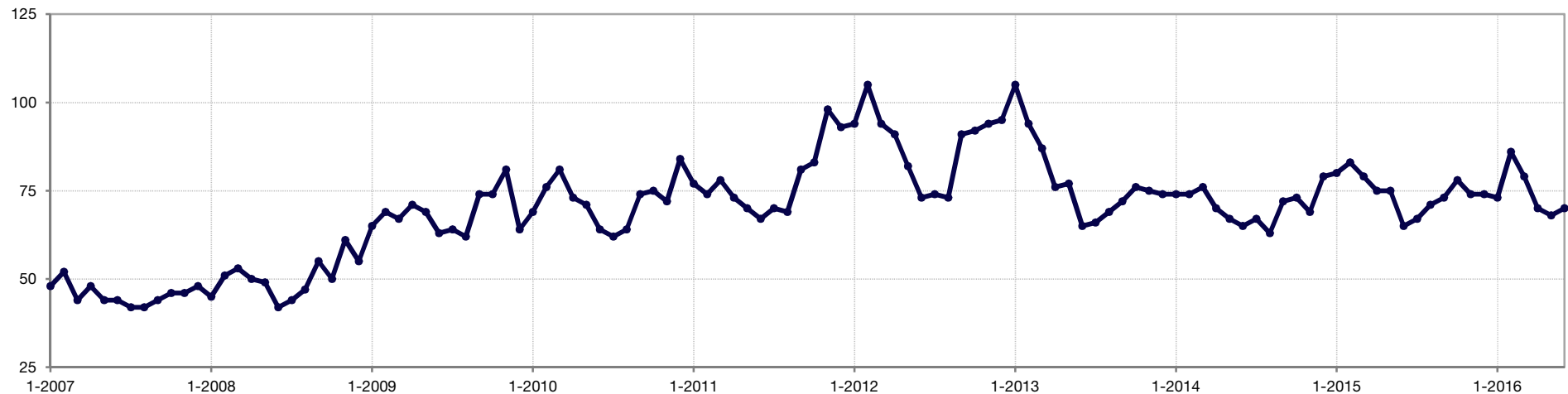
June

Year To Date



Month	Prior Year	Current Year	+ / -
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	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%
12-Month Avg	73	74	+0.7%

Historical Housing Affordability Index

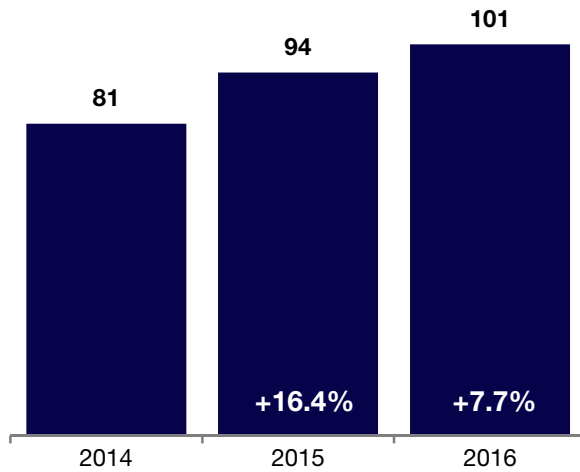


Market Time

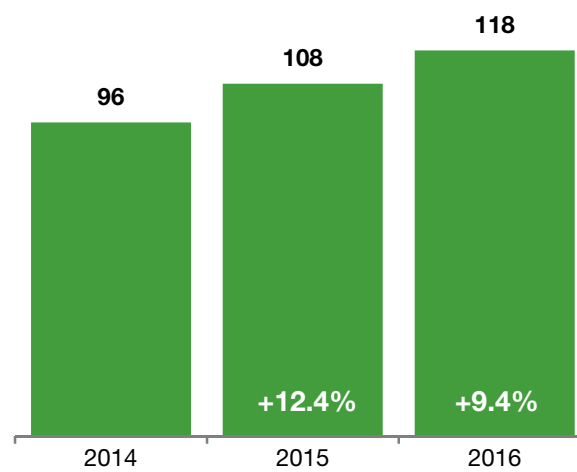
Average number of days between when a property is listed and when an offer is accepted in a given month.



June



Year To Date



Month	Prior Year	Current Year	+ / -
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	+8.9%
May 2016	108	110	+2.7%
June 2016	94	101	+7.7%
12-Month Avg	96	105	+10.0%

Historical Market Times

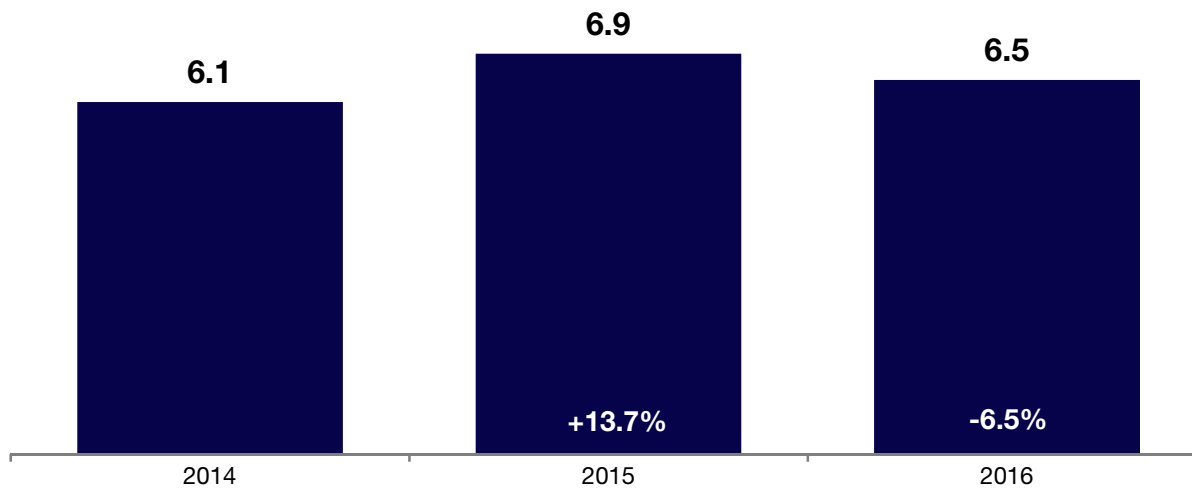


Months Supply of Inventory

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.

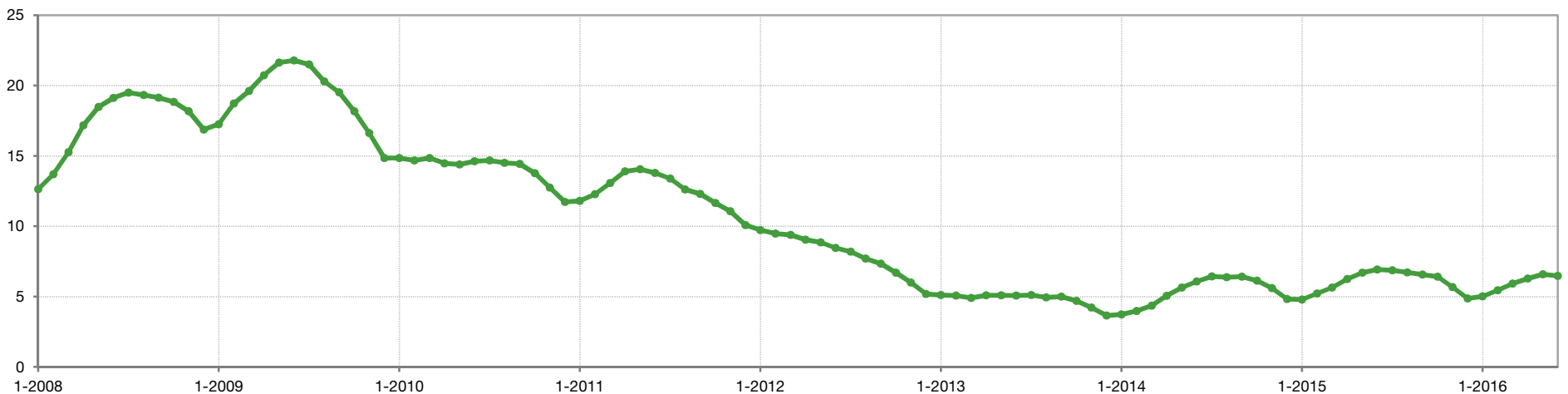


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Month	Prior Year	Current Year	+ / -
July 2015	6.4	6.9	+6.9%
August 2015	6.4	6.7	+5.4%
September 2015	6.4	6.6	+2.1%
October 2015	6.1	6.4	+4.7%
November 2015	5.6	5.7	+1.3%
December 2015	4.8	4.9	+0.7%
January 2016	4.8	5.0	+4.9%
February 2016	5.2	5.5	+4.6%
March 2016	5.6	5.9	+4.8%
April 2016	6.2	6.3	+0.8%
May 2016	6.7	6.6	-1.5%
June 2016	6.9	6.5	-6.5%
12-Month Avg	5.9	6.1	+2.2%

Historical Months Supply of Inventory

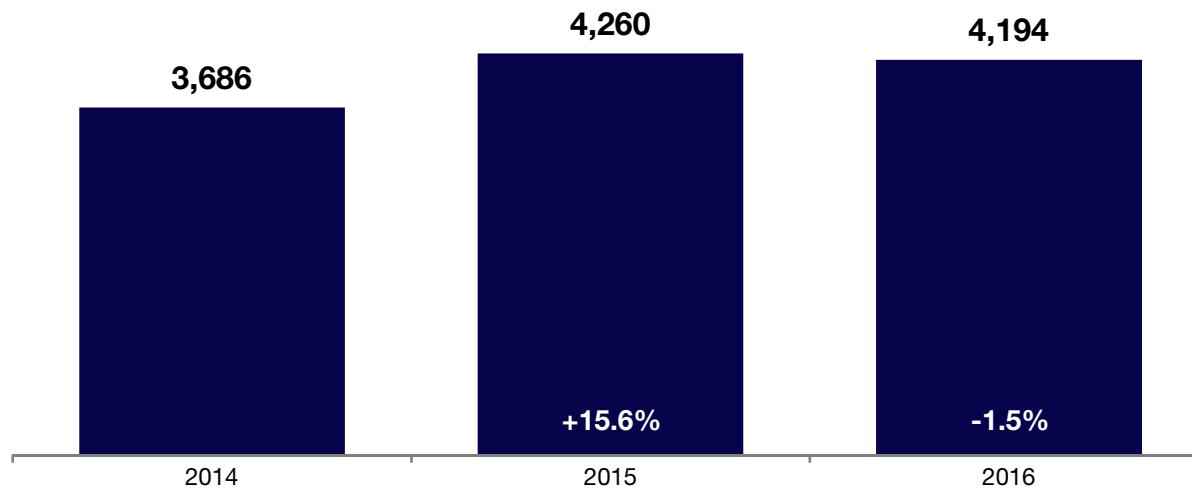


Inventory of Homes for Sale

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



June



Month	Prior Year	Current Year	+ / -
July 2015	3,876	4,268	+10.1%
August 2015	3,824	4,159	+8.8%
September 2015	3,863	4,060	+5.1%
October 2015	3,659	3,959	+8.2%
November 2015	3,313	3,535	+6.7%
December 2015	2,865	3,023	+5.5%
January 2016	2,852	3,121	+9.4%
February 2016	3,119	3,437	+10.2%
March 2016	3,423	3,729	+8.9%
April 2016	3,817	4,001	+4.8%
May 2016	4,083	4,230	+3.6%
June 2016	4,260	4,194	-1.5%
12-Month Avg	3,580	3,810	+6.7%

Historical Inventory of Homes for Sale

