

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



November 2016

The story has remained consistent as concerns residential real estate. In year-over-year comparisons, the number of homes for sale has been fewer in most communities. Meanwhile, homes are selling in fewer days and for higher prices. This hasn't always been the case, but it has occurred with enough regularity and for enough time to make it a trend for the entirety of 2016.

New Listings in the North Shore-Barrington region increased 7.5 percent to 690. Listings Under Contract were down 4.7 percent to 446. Inventory levels fell 1.8 percent to 3,484 units.

Prices continued to gain traction. The Median Sales Price increased 4.1 percent to \$416,500. Market Times were down 2.9 percent to 109 days. Sellers were encouraged as Months Supply of Inventory was down 4.0 percent to 5.5 months.

Financial markets were volatile in the days surrounding the presidential election, but they self-corrected and reached new heights soon after. Long-term indicators of what it will be like to have a real estate developer for a president remain fuzzy, but the outcome is not likely to be dull. Prior to the election, trend shift was hard to come by, and unemployment rates have not budged since August 2015. Post-election, mortgage rates are up and so are opinions that a trend shift is likely in the near future.

Quick Facts

+ 14.0% **+ 4.1%** **- 1.8%**

Change in
Closed Sales

Change in
Median Sales Price

Change in
Inventory

Market Overview	2
New Listings	3
Closed Sales	4
Under Contract	5
Median Sales Price	6
Average Sales Price	7
Average List Price	8
Percent of Original List Price Received	9
Housing Affordability Index	10
Market Time	11
Months Supply of Inventory	12
Inventory of Homes for Sale	13

Market Overview

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

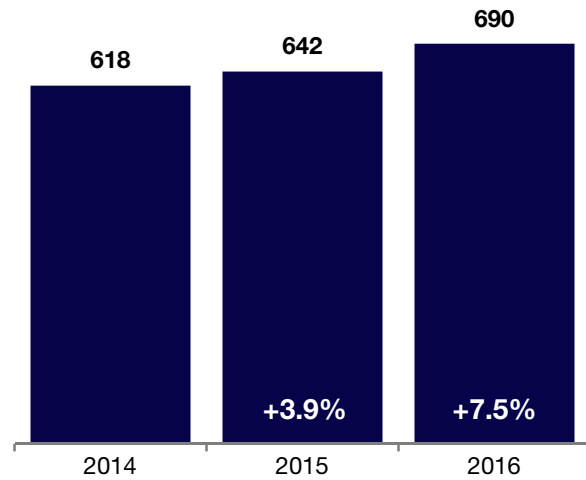


Key Metrics	Historical Sparklines	11-2015	11-2016	+ / -	YTD 2015	YTD 2016	+ / -
New Listings		642	690	+ 7.5%	13,555	14,355	+ 5.9%
Closed Sales		435	496	+ 14.0%	6,913	7,029	+ 1.7%
Under Contract (Contingent and Pending)		468	446	- 4.7%	7,097	7,283	+ 2.6%
Median Sales Price		\$400,000	\$416,500	+ 4.1%	\$405,500	\$420,000	+ 3.6%
Average Sales Price		\$521,679	\$545,378	+ 4.5%	\$529,794	\$539,499	+ 1.8%
Average List Price		\$634,034	\$632,421	- 0.3%	\$684,162	\$707,274	+ 3.4%
Percent of Original List Price Received		92.0%	92.5%	+ 0.5%	93.1%	93.4%	+ 0.3%
Housing Affordability Index		74	71	- 4.1%	73	70	- 4.1%
Market Time		112	109	- 2.9%	98	107	+ 9.6%
Months Supply of Homes for Sale		5.7	5.5	- 4.0%	--	--	--
Inventory of Homes for Sale		3,548	3,484	- 1.8%	--	--	--

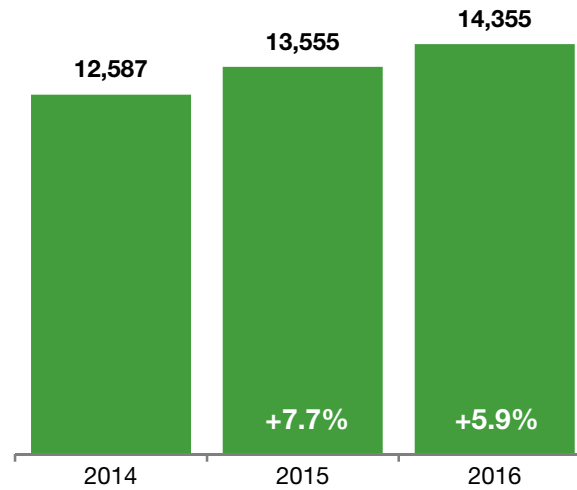
New Listings

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

November



Year To Date



Month	Prior Year	Current Year	+ / -
December 2015	435	419	-3.7%
January 2016	863	1,048	+21.4%
February 2016	1,119	1,379	+23.2%
March 2016	1,488	1,524	+2.4%
April 2016	1,583	1,661	+4.9%
May 2016	1,607	1,756	+9.3%
June 2016	1,590	1,558	-2.0%
July 2016	1,408	1,335	-5.2%
August 2016	1,165	1,192	+2.3%
September 2016	1,095	1,209	+10.4%
October 2016	995	1,003	+0.8%
November 2016	642	690	+7.5%
12-Month Avg	1,166	1,231	+5.6%

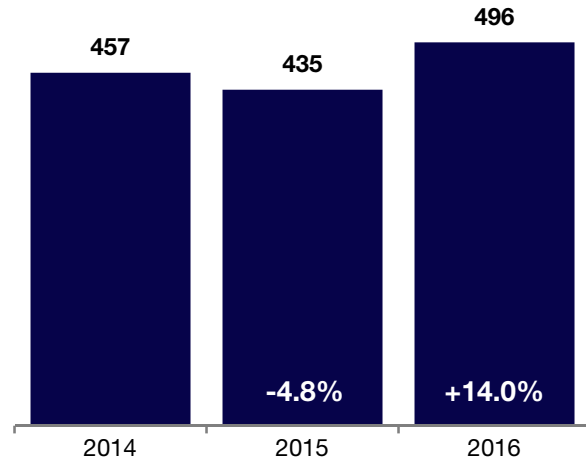
Historical New Listing Activity



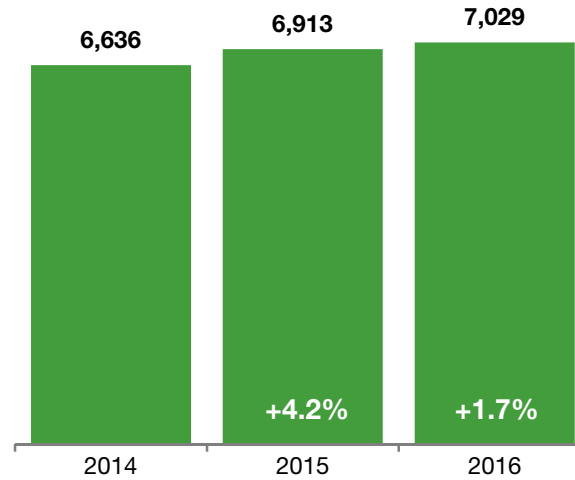
Closed Sales

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

November



Year To Date



Month	Prior Year	Current Year	+ / -
December 2015	518	520	+0.4%
January 2016	381	376	-1.3%
February 2016	356	340	-4.5%
March 2016	544	521	-4.2%
April 2016	578	648	+12.1%
May 2016	685	770	+12.4%
June 2016	992	978	-1.4%
July 2016	875	842	-3.8%
August 2016	804	884	+10.0%
September 2016	674	627	-7.0%
October 2016	589	547	-7.1%
November 2016	435	496	+14.0%
12-Month Avg	619	629	+1.6%

Historical Closed Sales Activity

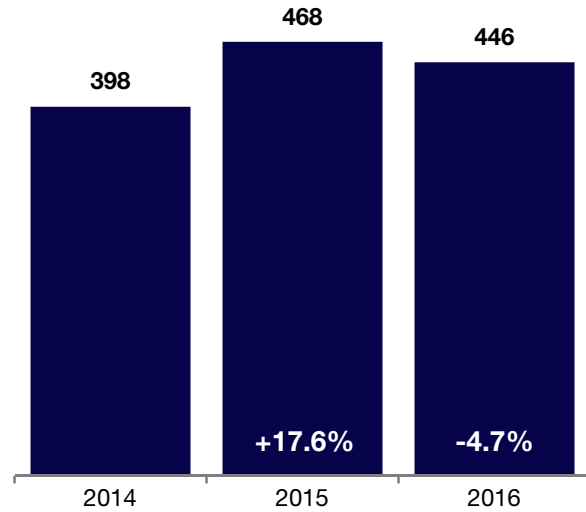


Under Contract

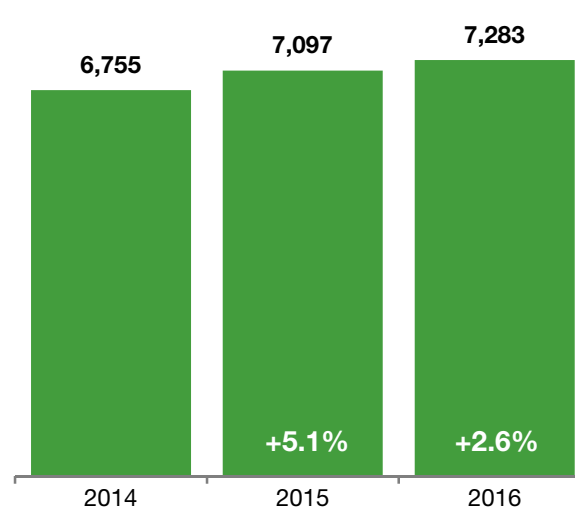
A count of the properties in either a contingent or pending status in a given month.



November



Year To Date



Month	Prior Year	Current Year	+ / -
December 2015	368	353	-4.1%
January 2016	467	458	-1.9%
February 2016	547	646	+18.1%
March 2016	802	801	-0.1%
April 2016	782	839	+7.3%
May 2016	817	873	+6.9%
June 2016	818	833	+1.8%
July 2016	723	677	-6.4%
August 2016	639	584	-8.6%
September 2016	534	539	+0.9%
October 2016	500	587	+17.4%
November 2016	468	446	-4.7%
12-Month Avg	622	636	+2.3%

Historical Under Contract Activity

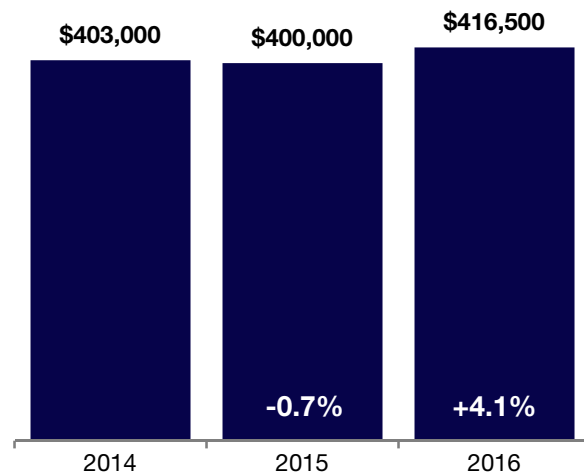


Median Sales Price

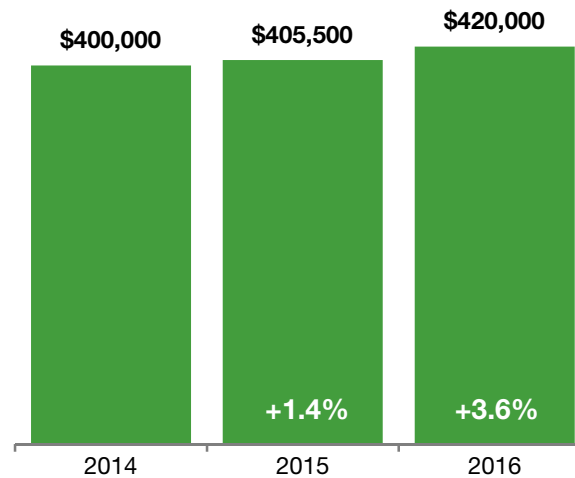
Median price point for all closed sales, not accounting for seller concessions, in a given month.



November



Year To Date



Month	Prior Year	Current Year	+ / -
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	\$445,250	+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%
September 2016	\$408,750	\$400,000	-2.1%
October 2016	\$379,000	\$417,500	+10.2%
November 2016	\$400,000	\$416,500	+4.1%
12-Month Med	\$403,000	\$420,000	+4.2%

Historical Median Sales Price

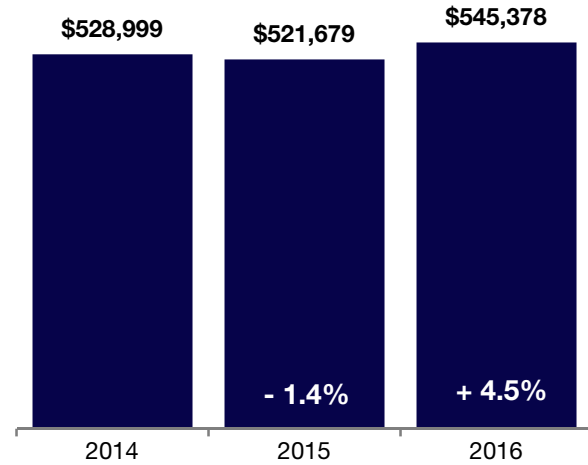


Average Sales Price

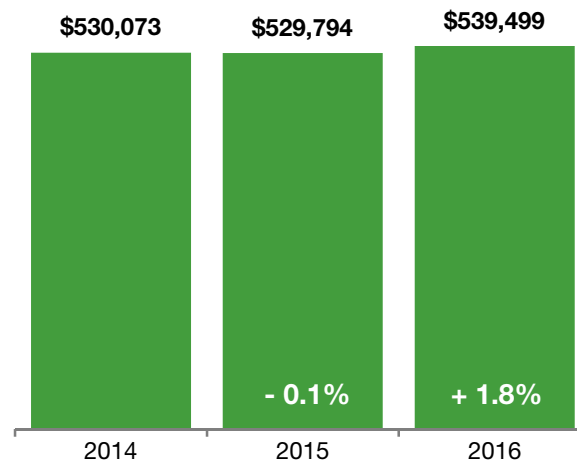
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



November



Year To Date



Month	Prior Year	Current Year	+ / -
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	\$487,906	-0.9%
April 2016	\$510,501	\$558,357	+9.4%
May 2016	\$534,331	\$557,961	+4.4%
June 2016	\$573,536	\$560,033	-2.4%
July 2016	\$563,752	\$567,145	+0.6%
August 2016	\$541,477	\$555,497	+2.6%
September 2016	\$507,453	\$515,242	+1.5%
October 2016	\$509,018	\$514,643	+1.1%
November 2016	\$521,679	\$545,378	+4.5%
12-Month Avg	\$526,490	\$539,399	+2.5%

Historical Average Sales Price

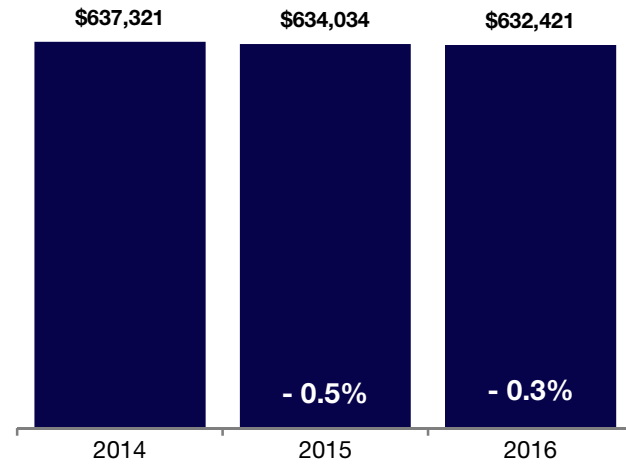


Average List Price

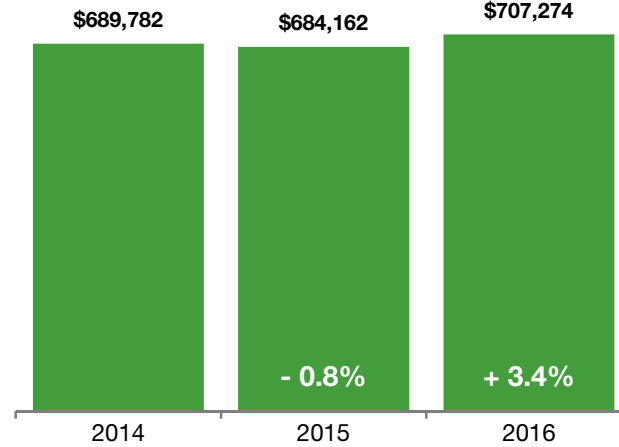
Average list price for all new listings in a given month.



November



Year To Date



Month	Prior Year	Current Year	+ / -
December 2015	\$595,332	\$690,433	+16.0%
January 2016	\$675,435	\$720,834	+6.7%
February 2016	\$744,547	\$773,405	+3.9%
March 2016	\$694,141	\$709,710	+2.2%
April 2016	\$694,292	\$748,068	+7.7%
May 2016	\$697,923	\$748,209	+7.2%
June 2016	\$704,086	\$689,601	-2.1%
July 2016	\$642,952	\$697,105	+8.4%
August 2016	\$626,517	\$608,888	-2.8%
September 2016	\$679,654	\$710,938	+4.6%
October 2016	\$701,510	\$664,367	-5.3%
November 2016	\$634,034	\$632,421	-0.3%
12-Month Avg	\$681,421	\$706,797	+3.7%

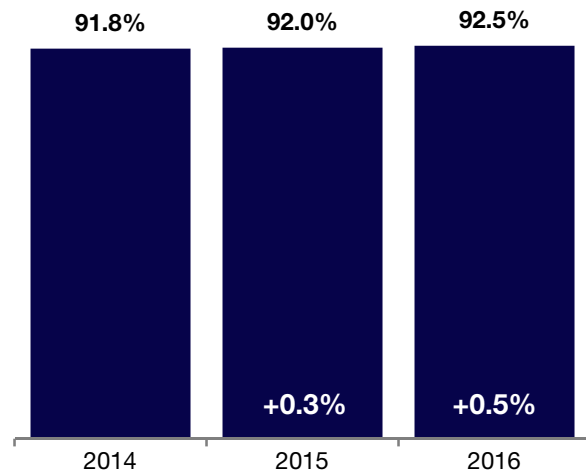
Historical Average List Price



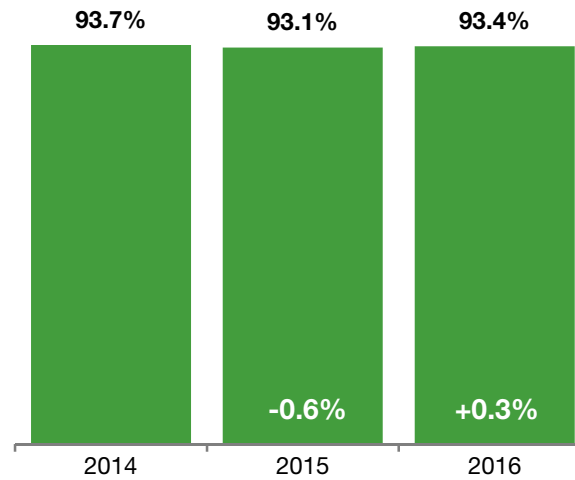
Percent of Original List Price Received

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.

November



Year To Date



Month	Prior Year	Current Year	+ / -
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%	+0.6%
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%	93.3%	-0.2%
September 2016	92.7%	93.3%	+0.6%
October 2016	92.2%	92.2%	-0.0%
November 2016	92.0%	92.5%	+0.5%
12-Month Avg	93.1%	93.2%	+0.2%

Historical Percent of Original List Price Received

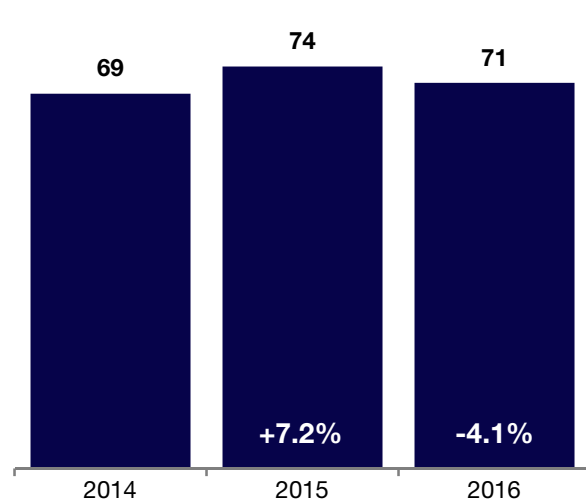


Housing Affordability Index

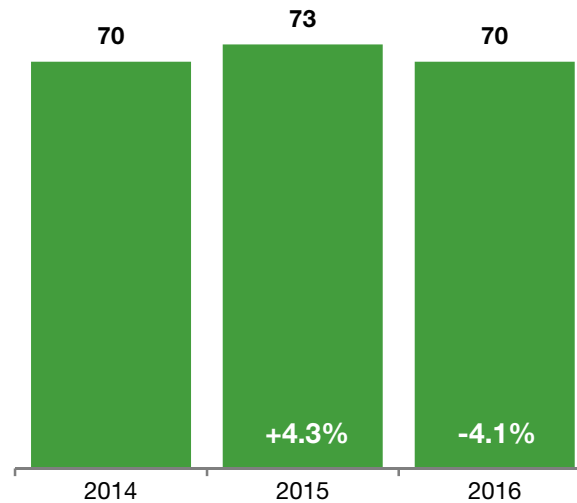


This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**

November



Year To Date



Month	Prior Year	Current Year	+ / -
December 2015	79	74	-6.3%
January 2016	80	73	-8.8%
February 2016	82	86	+4.9%
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	66	67	+1.5%
August 2016	71	72	+1.4%
September 2016	73	76	+4.1%
October 2016	78	74	-5.1%
November 2016	74	71	-4.1%
12-Month Avg	75	73	-1.7%

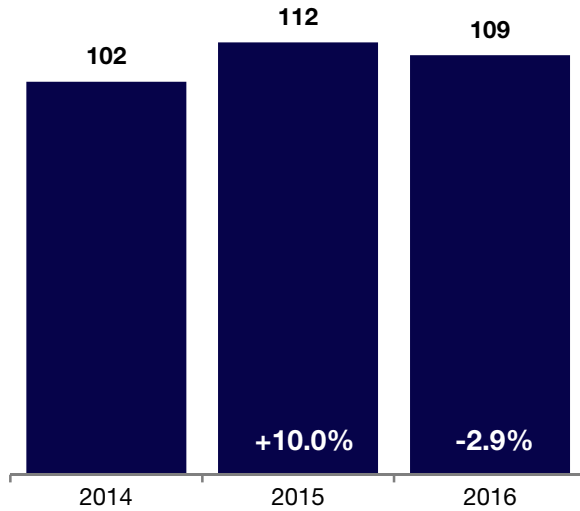
Historical Housing Affordability Index



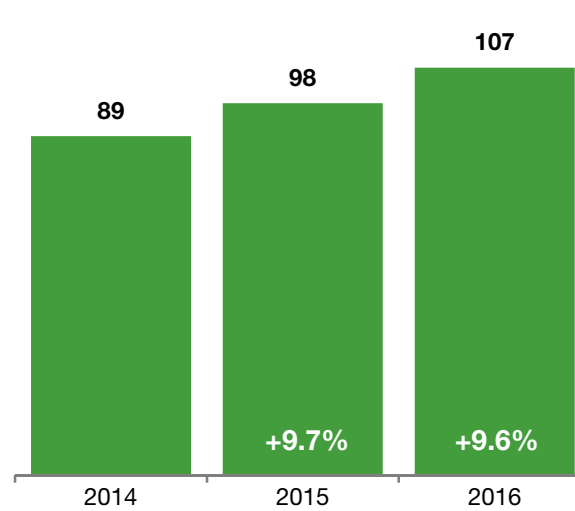
Market Time

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

November



Year To Date



Month	Prior Year	Current Year	+ / -
December 2015	101	137	+34.6%
January 2016	118	135	+14.4%
February 2016	123	135	+9.4%
March 2016	110	130	+18.4%
April 2016	114	124	+8.6%
May 2016	108	110	+2.6%
June 2016	94	102	+8.7%
July 2016	81	82	+1.7%
August 2016	80	96	+20.3%
September 2016	85	89	+3.9%
October 2016	89	108	+21.0%
November 2016	112	109	-2.9%
12-Month Avg	98	109	+11.4%

Historical Market Times

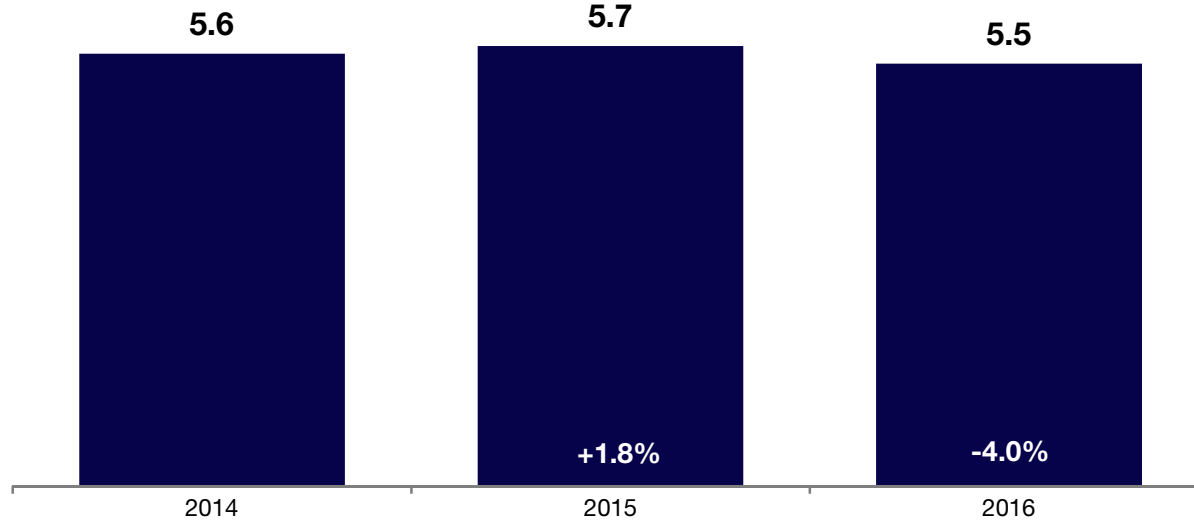


Months Supply of Inventory

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.

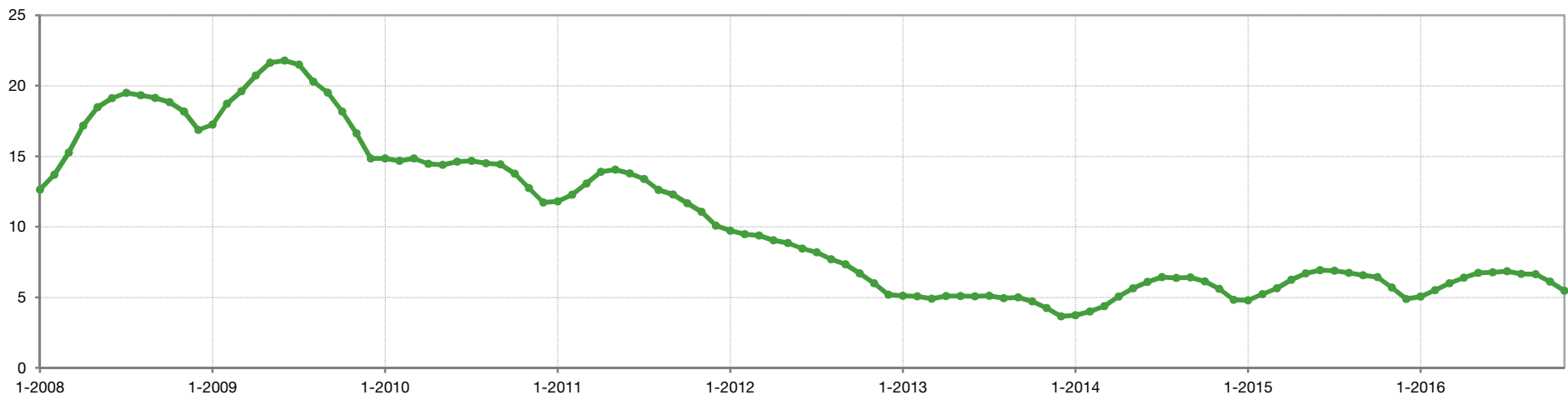


November



Month	Prior Year	Current Year	+ / -
December 2015	4.8	4.9	+1.3%
January 2016	4.8	5.1	+5.6%
February 2016	5.2	5.5	+5.5%
March 2016	5.6	6.0	+6.1%
April 2016	6.3	6.4	+2.3%
May 2016	6.7	6.7	+0.3%
June 2016	6.9	6.8	-2.2%
July 2016	6.9	6.8	-0.8%
August 2016	6.7	6.7	-1.0%
September 2016	6.6	6.6	+0.9%
October 2016	6.4	6.1	-5.2%
November 2016	5.7	5.5	-4.0%
12-Month Avg	6.1	6.1	+0.5%

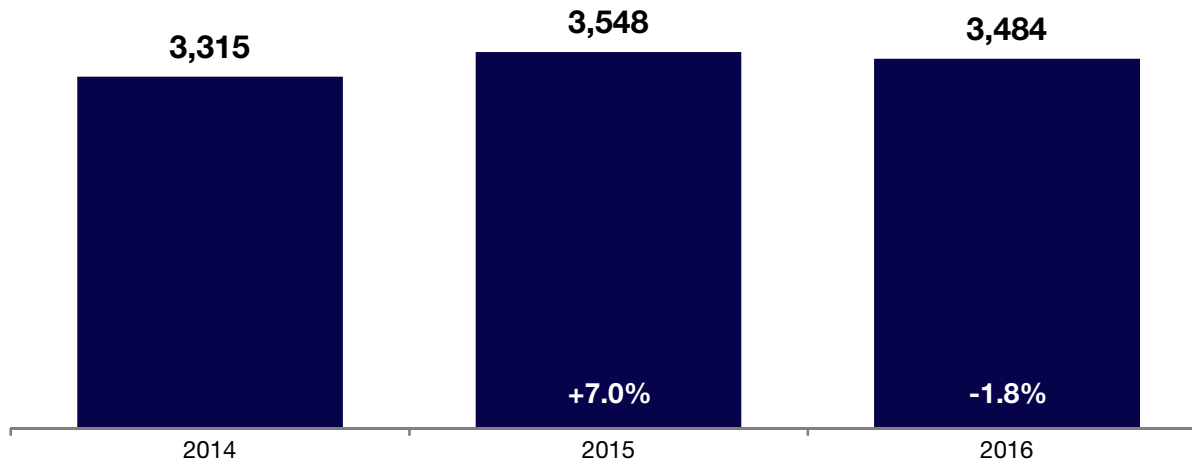
Historical Months Supply of Inventory



Inventory of Homes for Sale

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

November



Month	Prior Year	Current Year	+ / -
December 2015	2,867	3,037	+5.9%
January 2016	2,854	3,140	+10.0%
February 2016	3,121	3,461	+10.9%
March 2016	3,426	3,764	+9.9%
April 2016	3,821	4,049	+6.0%
May 2016	4,088	4,291	+5.0%
June 2016	4,265	4,329	+1.5%
July 2016	4,276	4,345	+1.6%
August 2016	4,167	4,204	+0.9%
September 2016	4,068	4,188	+2.9%
October 2016	3,971	3,898	-1.8%
November 2016	3,548	3,484	-1.8%
12-Month Avg	3,706	3,849	+4.2%

Historical Inventory of Homes for Sale

