

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



September 2017

Every market is unique, yet the national sentiment has given rise to the notion that housing markets are stalling. Although desirous buyers are out on an increasing number of showings, there remains a limited number of desirable listings. And although mortgage rates have remained enticingly low, home prices have reached unaffordable levels for many new entrants into the housing pool at exactly the same time that established owners are proving to be less interested in moving.

New Listings in the North Shore-Barrington region increased 0.4 percent to 1,221. Listings Under Contract were up 3.2 percent to 546. Inventory levels fell 7.8 percent to 3,928 units.

Prices continued to gain traction. The Median Sales Price increased 3.4 percent to \$413,500. Market Times were up 14.1 percent to 101 days. Sellers were encouraged as Months Supply of Inventory was down 11.5 percent to 6.0 months.

Last year at this time, the national storyline was about how high demand was propping up sales and prices despite low inventory and months of supply. That has actually continued to be a familiar refrain for many months in 2017 and now for the past couple of years. But with the likes of Hurricanes Harvey and Irma, different employment outlooks, disparate incomes, varying new construction expectations and potential housing policy shifts, regional differences are becoming more prevalent and pronounced.

Quick Facts

- 5.9%

+ 3.4%

- 7.8%

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.

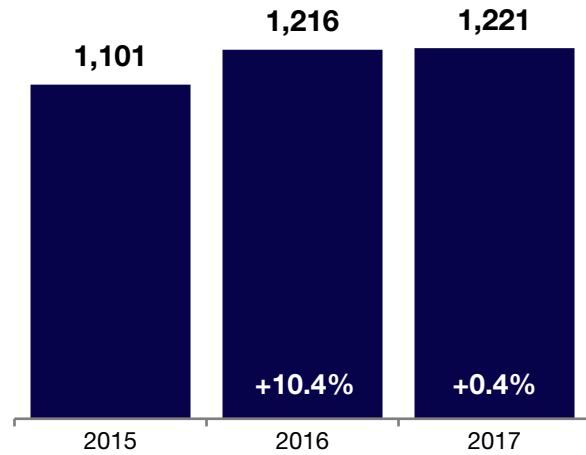


Key Metrics	Historical Sparklines	9-2016	9-2017	+ / -	YTD 2016	YTD 2017	+ / -
New Listings		1,216	1,221	+ 0.4%	12,676	12,788	+ 0.9%
Closed Sales		627	590	- 5.9%	5,986	6,255	+ 4.5%
Under Contract (Contingent and Pending)		529	546	+ 3.2%	6,211	6,517	+ 4.9%
Median Sales Price		\$400,000	\$413,500	+ 3.4%	\$422,500	\$435,000	+ 3.0%
Average Sales Price		\$515,242	\$527,875	+ 2.5%	\$541,285	\$558,846	+ 3.2%
Average List Price		\$702,291	\$705,435	+ 0.4%	\$710,600	\$707,834	- 0.4%
Percent of Original List Price Received		93.3%	93.3%	+ 0.0%	93.6%	93.8%	+ 0.2%
Housing Affordability Index		78	74	- 5.1%	74	70	- 5.4%
Market Time		89	101	+ 14.1%	107	110	+ 3.2%
Months Supply of Homes for Sale		6.8	6.0	- 11.5%	--	--	--
Inventory of Homes for Sale		4,261	3,928	- 7.8%	--	--	--

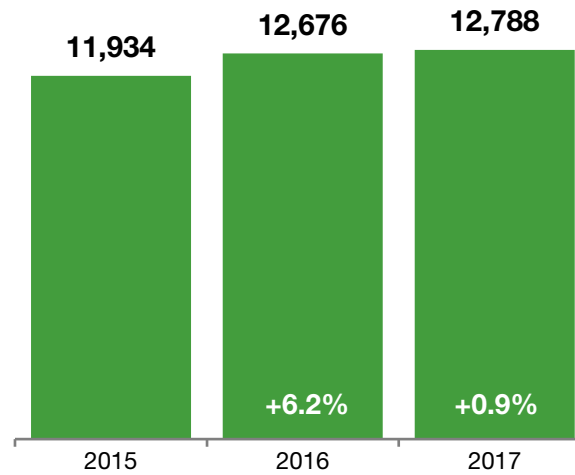
New Listings

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

September



Year To Date



Month	Prior Year	Current Year	+ / -
October 2016	991	1,001	+1.0%
November 2016	645	696	+7.9%
December 2016	408	410	+0.5%
January 2017	1,053	1,079	+2.5%
February 2017	1,390	1,422	+2.3%
March 2017	1,530	1,646	+7.6%
April 2017	1,663	1,526	-8.2%
May 2017	1,755	1,691	-3.6%
June 2017	1,548	1,669	+7.8%
July 2017	1,329	1,342	+1.0%
August 2017	1,192	1,192	0.0%
September 2017	1,216	1,221	+0.4%
12-Month Avg	1,227	1,241	+1.2%

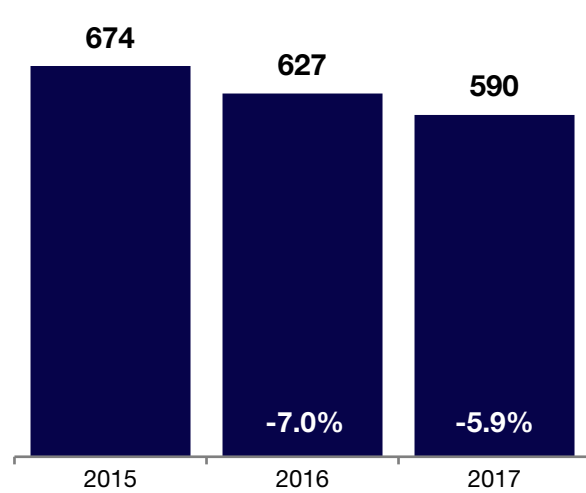
Historical New Listing Activity



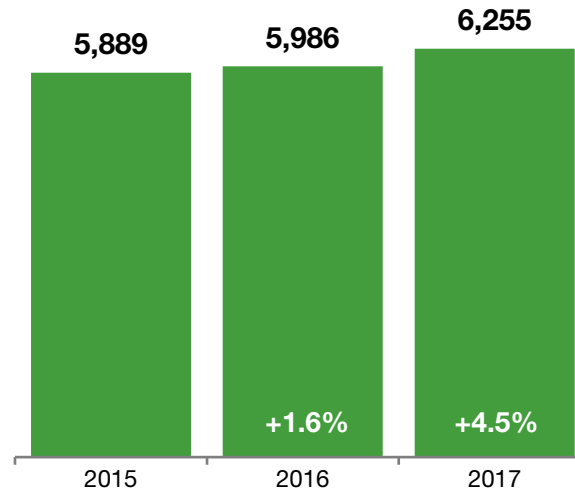
Closed Sales

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

September



Year To Date



Month	Prior Year	Current Year	+ / -
October 2016	589	547	-7.1%
November 2016	435	499	+14.7%
December 2016	520	519	-0.2%
January 2017	376	403	+7.2%
February 2017	340	349	+2.6%
March 2017	521	577	+10.7%
April 2017	648	700	+8.0%
May 2017	770	894	+16.1%
June 2017	977	1,051	+7.6%
July 2017	843	870	+3.2%
August 2017	884	821	-7.1%
September 2017	627	590	-5.9%
12-Month Avg	628	652	+4.2%

Historical Closed Sales Activity

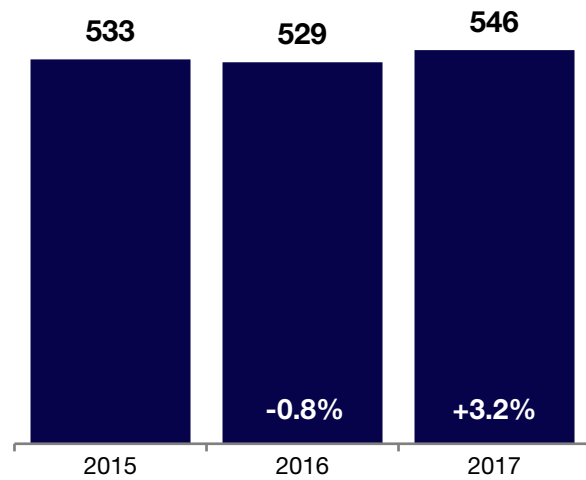


Under Contract

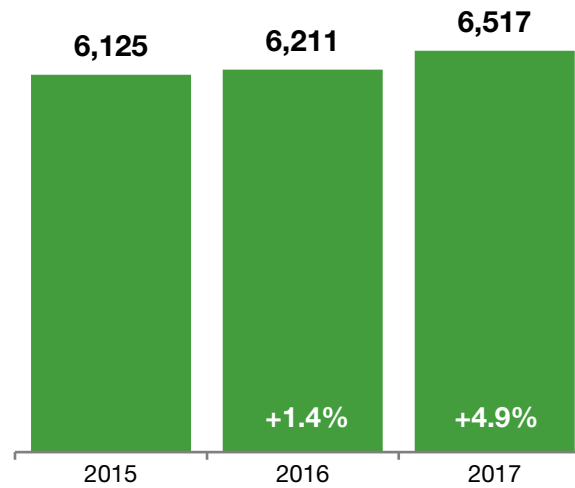
A count of the properties in either a contingent or pending status in a given month.



September



Year To Date



Month	Prior Year	Current Year	+ / -
October 2016	500	567	+13.4%
November 2016	467	392	-16.1%
December 2016	352	368	+4.5%
January 2017	455	504	+10.8%
February 2017	645	682	+5.7%
March 2017	796	912	+14.6%
April 2017	834	876	+5.0%
May 2017	875	926	+5.8%
June 2017	827	801	-3.1%
July 2017	671	656	-2.2%
August 2017	579	614	+6.0%
September 2017	529	546	+3.2%
12-Month Avg	628	654	+4.2%

Historical Under Contract Activity

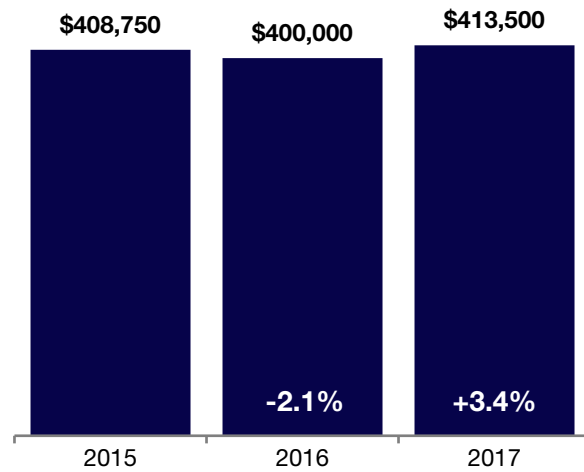


Median Sales Price

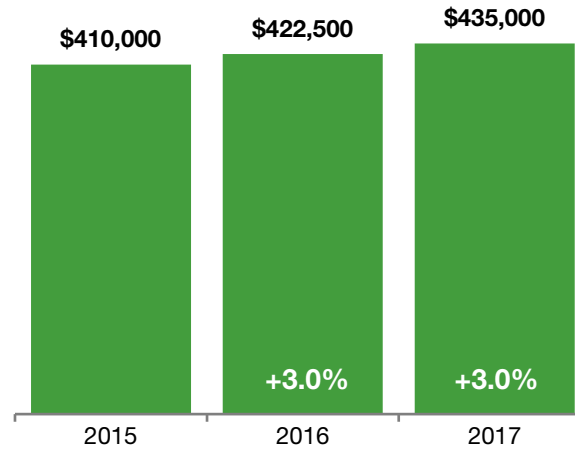
Median price point for all closed sales, not accounting for seller concessions, in a given month.



September



Year To Date



Month	Prior Year	Current Year	+ / -
October 2016	\$379,000	\$420,000	+10.8%
November 2016	\$400,000	\$415,000	+3.8%
December 2016	\$400,000	\$405,000	+1.3%
January 2017	\$402,000	\$405,000	+0.7%
February 2017	\$351,500	\$379,000	+7.8%
March 2017	\$380,000	\$401,000	+5.5%
April 2017	\$429,000	\$450,000	+4.9%
May 2017	\$445,250	\$430,000	-3.4%
June 2017	\$432,000	\$469,000	+8.6%
July 2017	\$453,000	\$460,000	+1.5%
August 2017	\$425,000	\$437,000	+2.8%
September 2017	\$400,000	\$413,500	+3.4%
12-Month Med	\$415,000	\$430,000	+3.6%

Historical Median Sales Price

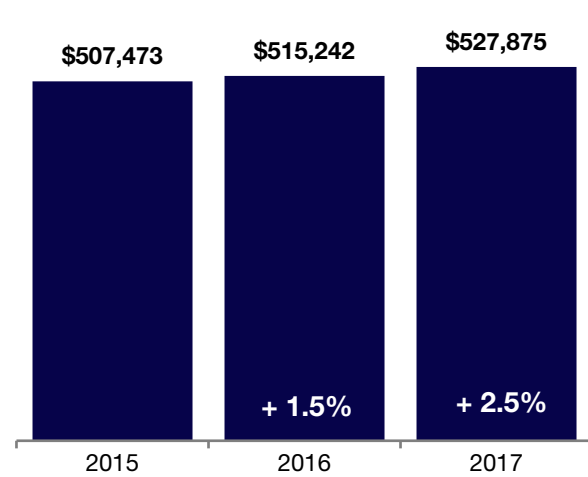


Average Sales Price

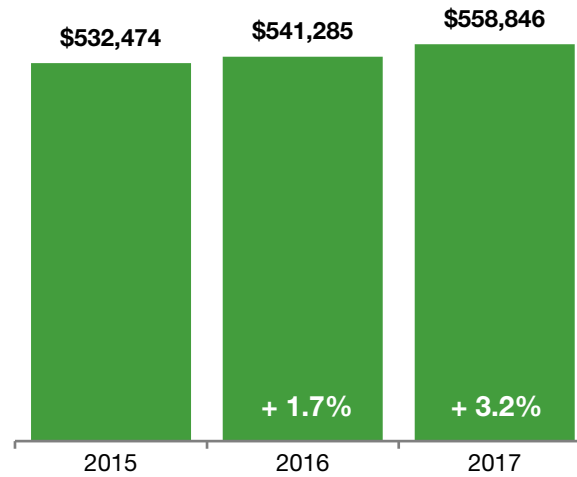
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



September



Year To Date



Month	Prior Year	Current Year	+ / -
October 2016	\$509,188	\$514,945	+1.1%
November 2016	\$521,679	\$545,773	+4.6%
December 2016	\$538,051	\$541,670	+0.7%
January 2017	\$553,231	\$528,320	-4.5%
February 2017	\$432,639	\$493,312	+14.0%
March 2017	\$487,906	\$520,219	+6.6%
April 2017	\$558,357	\$572,294	+2.5%
May 2017	\$557,961	\$547,322	-1.9%
June 2017	\$559,968	\$605,325	+8.1%
July 2017	\$567,225	\$574,648	+1.3%
August 2017	\$555,497	\$575,930	+3.7%
September 2017	\$515,242	\$527,875	+2.5%
12-Month Avg	\$537,419	\$553,801	+3.0%

Historical Average Sales Price



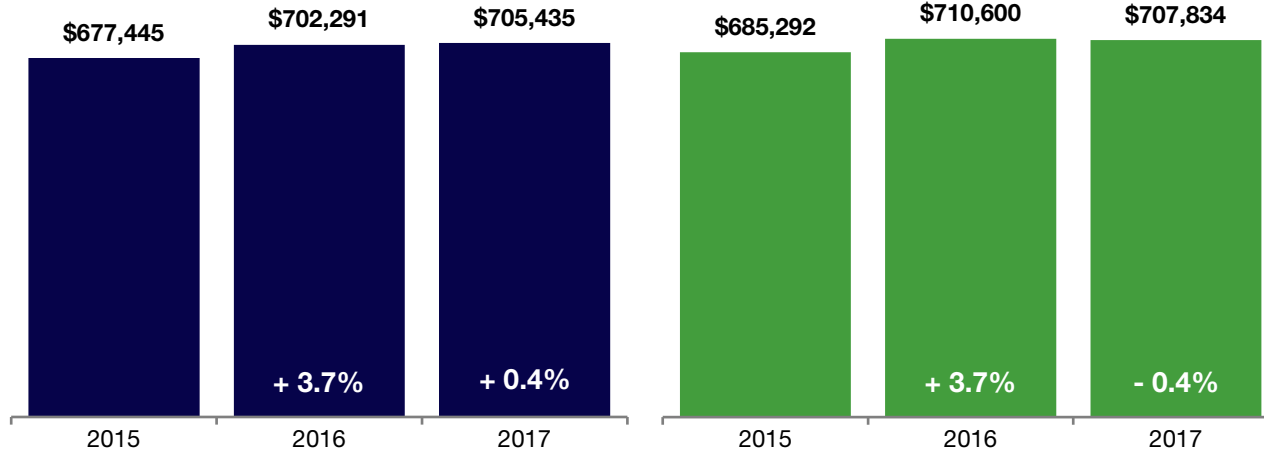
Average List Price

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



September

Year To Date



Month	Prior Year	Current Year	+ / -
October 2016	\$697,291	\$644,144	-7.6%
November 2016	\$634,058	\$626,989	-1.1%
December 2016	\$669,995	\$611,855	-8.7%
January 2017	\$717,813	\$733,753	+2.2%
February 2017	\$768,868	\$767,450	-0.2%
March 2017	\$706,352	\$717,508	+1.6%
April 2017	\$751,584	\$770,303	+2.5%
May 2017	\$741,827	\$722,261	-2.6%
June 2017	\$690,333	\$668,031	-3.2%
July 2017	\$687,783	\$642,661	-6.6%
August 2017	\$598,903	\$631,075	+5.4%
September 2017	\$702,291	\$705,435	+0.4%
12-Month Avg	\$705,244	\$697,160	-1.1%

Historical Average List Price

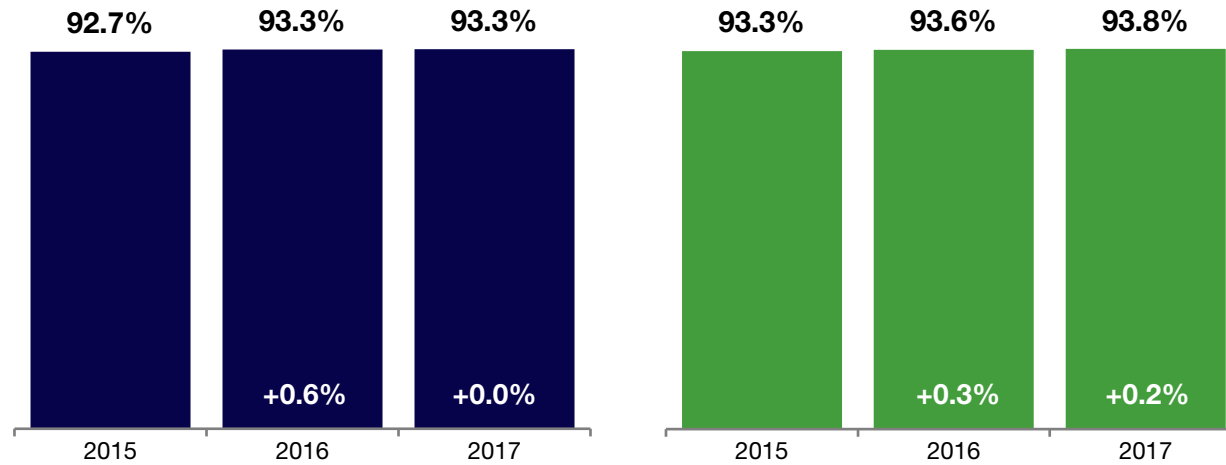


Percent of Original List Price Received

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.

September

Year To Date



Month	Prior Year	Current Year	+ / -
October 2016	92.3%	92.2%	-0.1%
November 2016	92.0%	92.5%	+0.5%
December 2016	91.6%	90.8%	-0.9%
January 2017	92.0%	92.2%	+0.2%
February 2017	91.3%	91.9%	+0.7%
March 2017	92.8%	93.2%	+0.5%
April 2017	93.9%	93.9%	+0.1%
May 2017	93.8%	94.3%	+0.5%
June 2017	94.6%	94.6%	+0.0%
July 2017	94.4%	94.1%	-0.3%
August 2017	93.3%	93.7%	+0.5%
September 2017	93.3%	93.3%	+0.0%
12-Month Avg	93.2%	93.4%	+0.2%

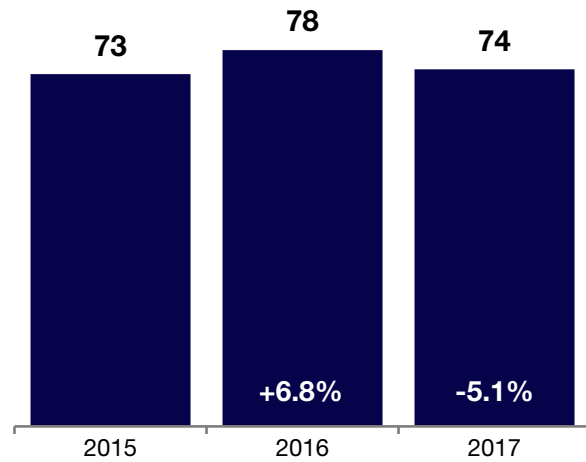
Historical Percent of Original List Price Received



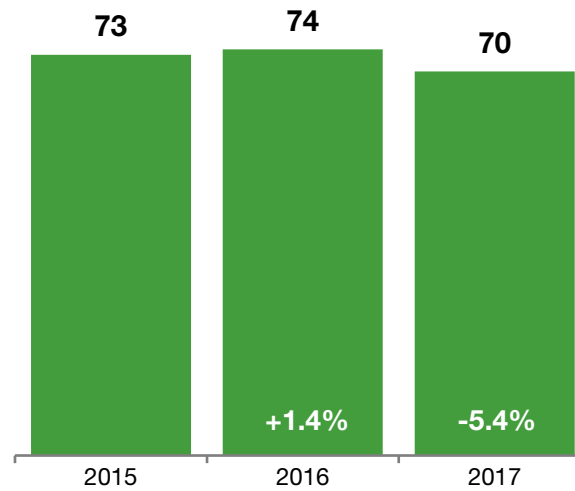
Housing Affordability Index

This index measures housing affordability for the region. For example, 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.**

September



Year To Date



Month	Prior Year	Current Year	+ / -
October 2016	79	75	-5.1%
November 2016	74	73	-1.4%
December 2016	74	73	-1.4%
January 2017	75	74	-1.3%
February 2017	87	79	-9.2%
March 2017	80	74	-7.5%
April 2017	72	68	-5.6%
May 2017	69	71	+2.9%
June 2017	71	65	-8.5%
July 2017	68	66	-2.9%
August 2017	73	70	-4.1%
September 2017	78	74	-5.1%
12-Month Avg	75	72	-4.1%

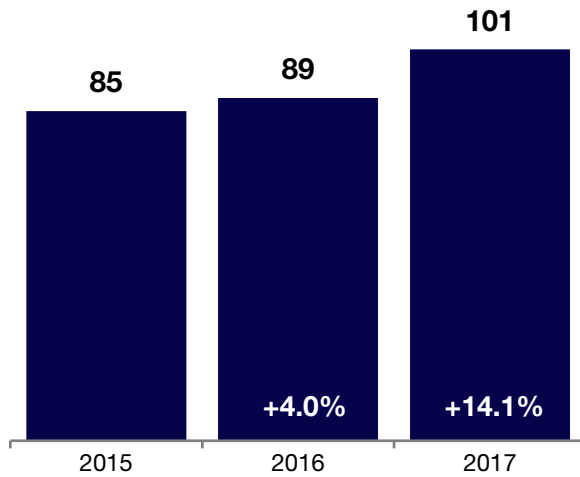
Historical Housing Affordability Index



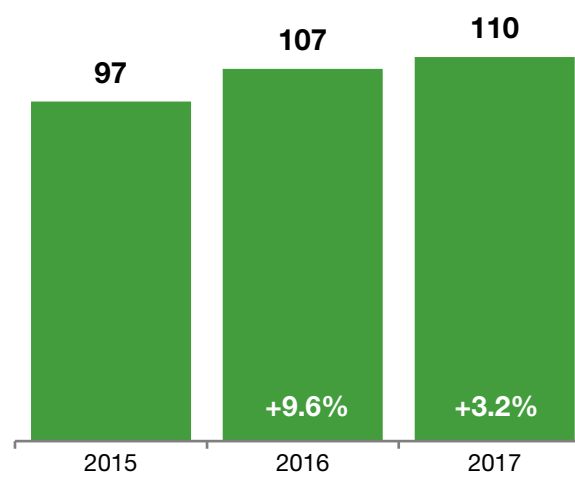
Market Time

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

September



Year To Date



Month	Prior Year	Current Year	+ / -
October 2016	89	108	+21.2%
November 2016	112	108	-3.4%
December 2016	137	123	-9.9%
January 2017	135	122	-10.1%
February 2017	135	127	-5.6%
March 2017	130	136	+4.4%
April 2017	124	132	+6.9%
May 2017	110	106	-4.0%
June 2017	102	99	-3.3%
July 2017	82	102	+24.7%
August 2017	96	94	-1.5%
September 2017	89	101	+14.1%
12-Month Avg	108	111	+2.8%

Historical Market Times

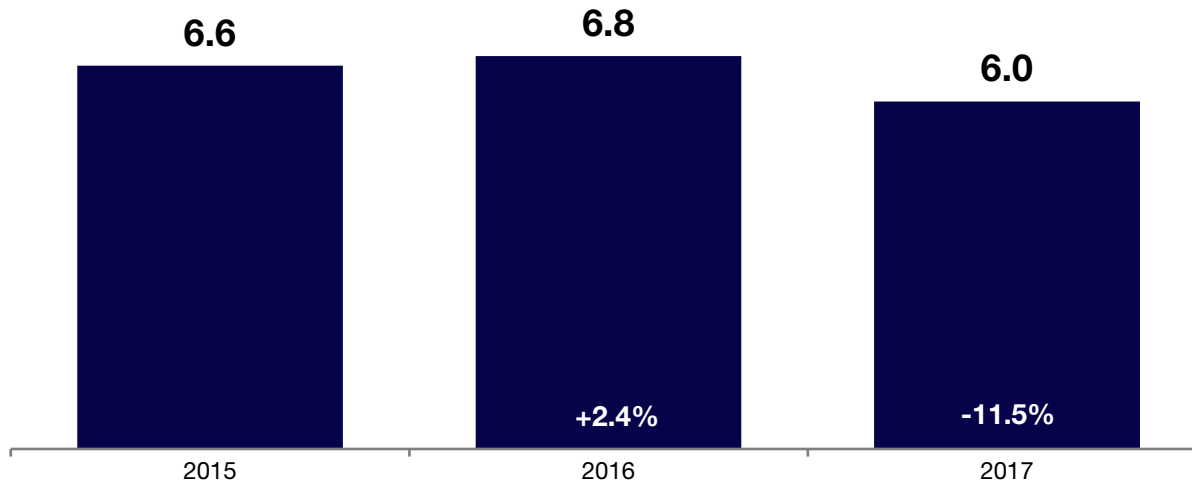


Months Supply of Inventory

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.

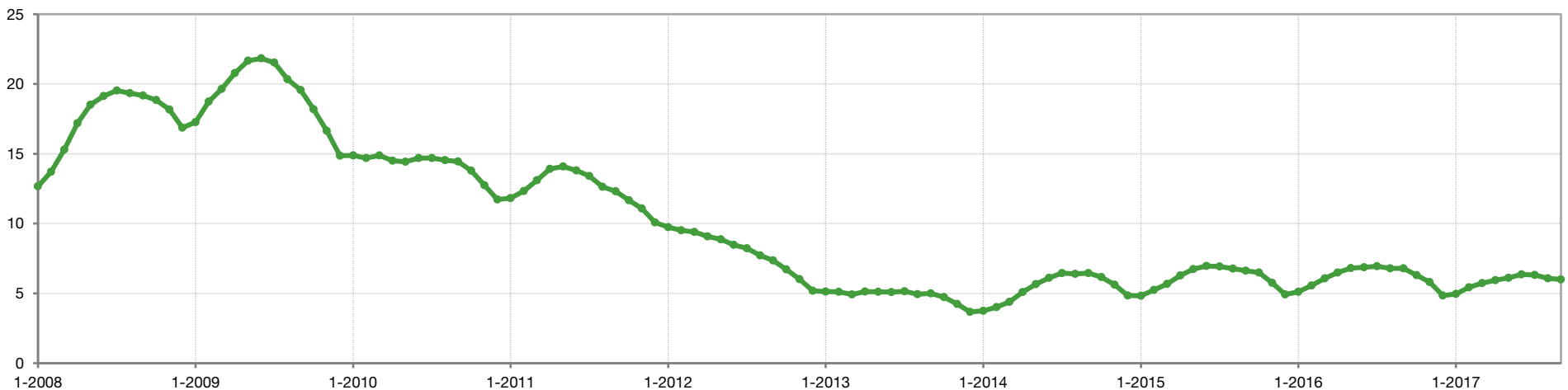


September



Month	Prior Year	Current Year	+ / -
October 2016	6.5	6.3	-2.8%
November 2016	5.8	5.8	+0.9%
December 2016	4.9	4.9	-1.4%
January 2017	5.1	5.0	-3.0%
February 2017	5.6	5.4	-2.4%
March 2017	6.1	5.7	-5.4%
April 2017	6.5	6.0	-8.2%
May 2017	6.8	6.1	-10.4%
June 2017	6.9	6.4	-7.3%
July 2017	6.9	6.3	-9.0%
August 2017	6.8	6.1	-10.4%
September 2017	6.8	6.0	-11.5%
12-Month Avg	6.2	5.8	-6.3%

Historical Months Supply of Inventory

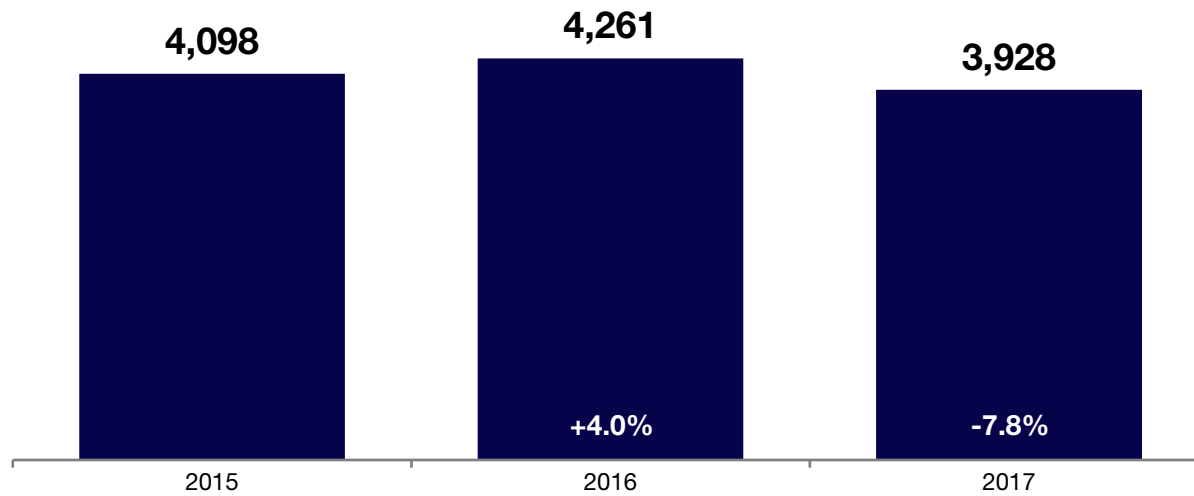


Inventory of Homes for Sale

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



September



Month	Prior Year	Current Year	+ / -
October 2016	3,995	3,990	-0.1%
November 2016	3,578	3,642	+1.8%
December 2016	3,055	3,049	-0.2%
January 2017	3,164	3,133	-1.0%
February 2017	3,497	3,456	-1.2%
March 2017	3,804	3,702	-2.7%
April 2017	4,093	3,859	-5.7%
May 2017	4,336	3,985	-8.1%
June 2017	4,372	4,138	-5.4%
July 2017	4,392	4,103	-6.6%
August 2017	4,262	3,968	-6.9%
September 2017	4,261	3,928	-7.8%
12-Month Avg	3,901	3,746	-3.7%

Historical Inventory of Homes for Sale

