

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 2017

The facts of residential real estate have remained consistent in 2017. In year-over-year comparisons, the number of homes for sale has been fewer in most locales, and homes have been selling in fewer days for higher prices. This hasn't always been true, but it has been a common enough storyline to make it an overarching trend for the year.

New Listings in the North Shore-Barrington region decreased 14.4 percent to 680. Listings Under Contract were up 13.6 percent to 475. Inventory levels fell 12.8 percent to 3,971 units.

Prices were a tad soft. The Median Sales Price decreased 2.4 percent to \$405,000. Market Times were up 3.6 percent to 109 days. Sellers were encouraged as Months Supply of Inventory was down 15.9 percent to 5.8 months.

New tax legislation could have ramifications on housing. The White House believes that the tax reform bill will have a small impact on home prices, lowering them by less than 4 percent, and could conceivably boost homeownership. The National Association of REALTORS® has stated that eliminating the mortgage interest deduction could hurt housing, as the doubled standard deduction would reduce the desire to take out a mortgage and itemize the interest associated with it, thus reducing demand. This is a developing story.

Quick Facts

+ 0.4% **- 2.4%** **- 12.8%**

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.

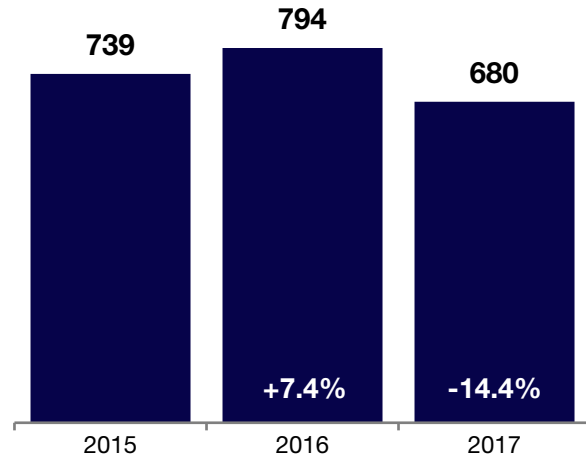


Key Metrics	Historical Sparklines	11-2016	11-2017	+ / -	YTD 2016	YTD 2017	+ / -
New Listings		794	680	- 14.4%	15,777	15,608	- 1.1%
Closed Sales		538	540	+ 0.4%	7,397	7,687	+ 3.9%
Under Contract (Contingent and Pending)		418	475	+ 13.6%	7,546	7,841	+ 3.9%
Median Sales Price		\$415,000	\$405,000	- 2.4%	\$419,500	\$427,500	+ 1.9%
Average Sales Price		\$541,122	\$536,284	- 0.9%	\$536,225	\$552,735	+ 3.1%
Average List Price		\$618,836	\$637,884	+ 3.1%	\$692,423	\$694,959	+ 0.4%
Percent of Original List Price Received		92.4%	92.1%	- 0.3%	93.2%	93.4%	+ 0.2%
Housing Affordability Index		83	86	+ 3.6%	82	82	0.0%
Market Time		105	109	+ 3.6%	102	108	+ 5.1%
Months Supply of Homes for Sale		6.9	5.8	- 15.9%	--	--	--
Inventory of Homes for Sale		4,552	3,971	- 12.8%	--	--	--

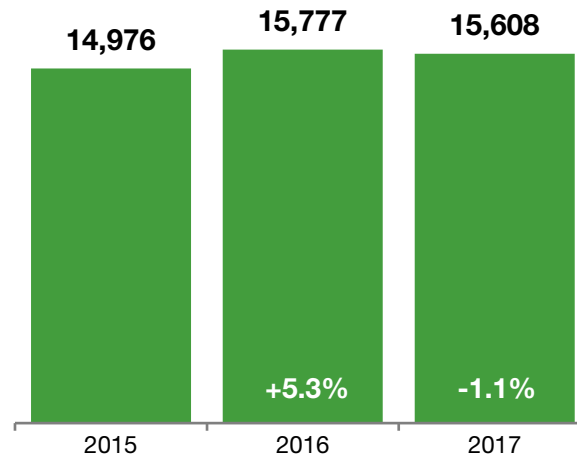
New Listings

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 2016	478	480	+0.4%
January 2017	1,171	1,172	+0.1%
February 2017	1,490	1,527	+2.5%
March 2017	1,691	1,787	+5.7%
April 2017	1,814	1,669	-8.0%
May 2017	1,912	1,810	-5.3%
June 2017	1,680	1,836	+9.3%
July 2017	1,453	1,464	+0.8%
August 2017	1,334	1,304	-2.2%
September 2017	1,329	1,333	+0.3%
October 2017	1,109	1,026	-7.5%
November 2017	794	680	-14.4%
12-Month Avg	1,355	1,341	-1.0%

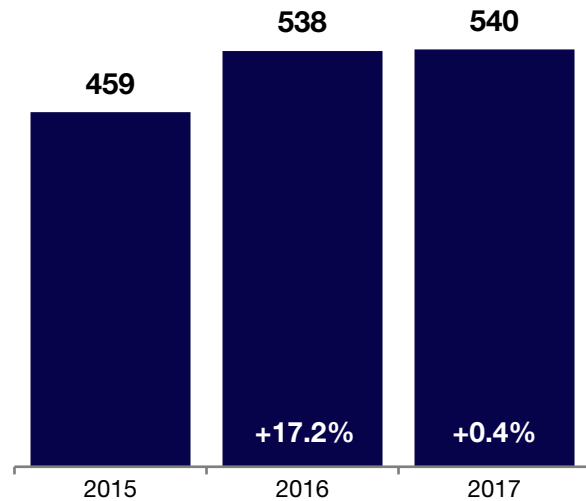
Historical New Listing Activity



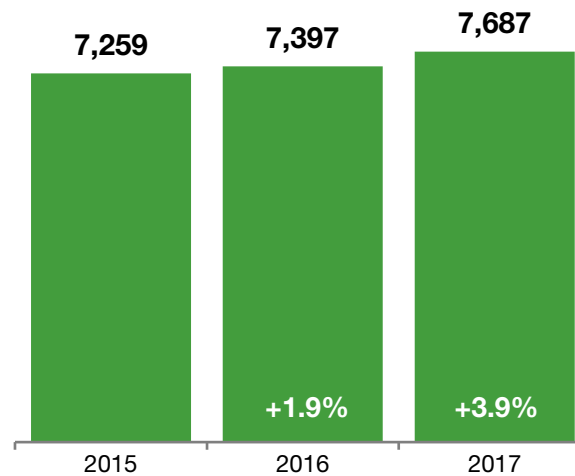
Closed Sales

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

November



Year To Date



Month	Prior Year	Current Year	+ / -
December 2016	565	552	-2.3%
January 2017	407	433	+6.4%
February 2017	363	371	+2.2%
March 2017	550	607	+10.4%
April 2017	677	728	+7.5%
May 2017	805	929	+15.4%
June 2017	1,023	1,088	+6.4%
July 2017	883	900	+1.9%
August 2017	918	850	-7.4%
September 2017	652	624	-4.3%
October 2017	581	617	+6.2%
November 2017	538	540	+0.4%
12-Month Avg	664	687	+3.6%

Historical Closed Sales Activity

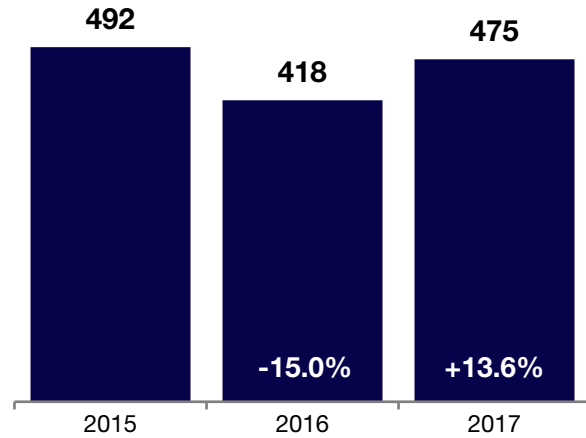


Under Contract

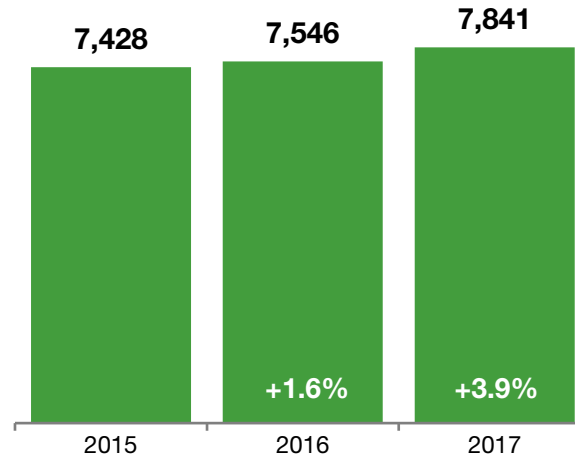
A count of the properties in either a contingent or pending status in a given month.



November

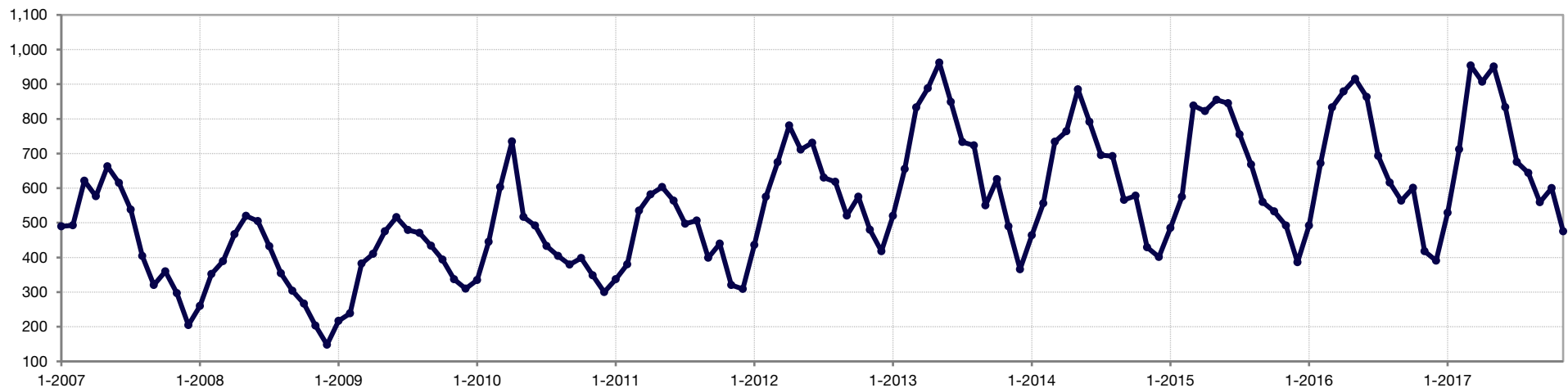


Year To Date



Month	Prior Year	Current Year	+ / -
December 2016	386	391	+1.3%
January 2017	492	529	+7.5%
February 2017	672	712	+6.0%
March 2017	833	954	+14.5%
April 2017	879	907	+3.2%
May 2017	915	951	+3.9%
June 2017	863	834	-3.4%
July 2017	693	676	-2.5%
August 2017	616	644	+4.5%
September 2017	564	559	-0.9%
October 2017	601	600	-0.2%
November 2017	418	475	+13.6%
12-Month Avg	661	686	+3.8%

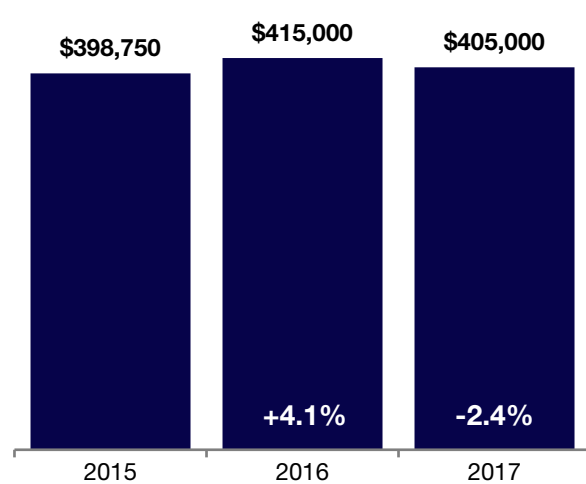
Historical Under Contract Activity



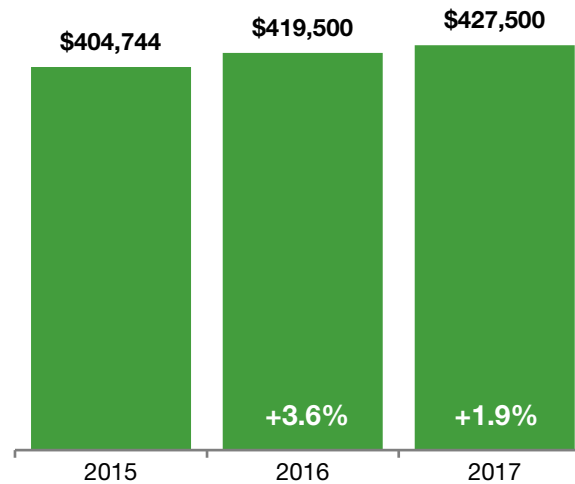
Median Sales Price

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 2016	\$400,000	\$405,000	+1.3%
January 2017	\$400,000	\$397,500	-0.6%
February 2017	\$361,250	\$375,750	+4.0%
March 2017	\$375,000	\$402,100	+7.2%
April 2017	\$425,000	\$448,500	+5.5%
May 2017	\$443,000	\$430,000	-2.9%
June 2017	\$429,000	\$468,000	+9.1%
July 2017	\$447,800	\$456,000	+1.8%
August 2017	\$425,000	\$440,000	+3.5%
September 2017	\$393,000	\$415,000	+5.6%
October 2017	\$414,750	\$390,000	-6.0%
November 2017	\$415,000	\$405,000	-2.4%
12-Month Med	\$416,605	\$425,000	+2.0%

Historical Median Sales Price

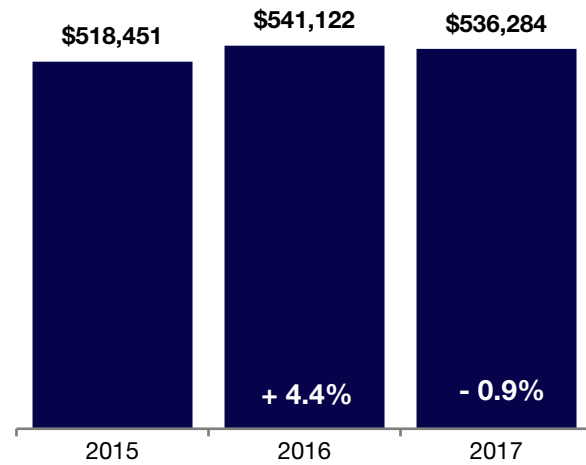


Average Sales Price

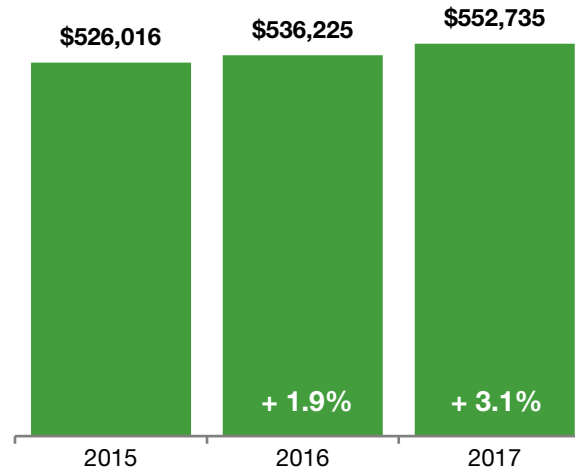
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



November



Year To Date



Month	Prior Year	Current Year	+ / -
December 2016	\$537,310	\$538,776	+0.3%
January 2017	\$548,119	\$518,175	-5.5%
February 2017	\$434,350	\$486,696	+12.1%
March 2017	\$483,905	\$516,136	+6.7%
April 2017	\$555,803	\$571,271	+2.8%
May 2017	\$562,674	\$555,270	-1.3%
June 2017	\$552,539	\$605,840	+9.6%
July 2017	\$560,501	\$571,321	+1.9%
August 2017	\$551,923	\$575,541	+4.3%
September 2017	\$509,260	\$528,527	+3.8%
October 2017	\$516,110	\$512,687	-0.7%
November 2017	\$541,122	\$536,284	-0.9%
12-Month Avg	\$536,301	\$551,805	+2.9%

Historical Average Sales Price



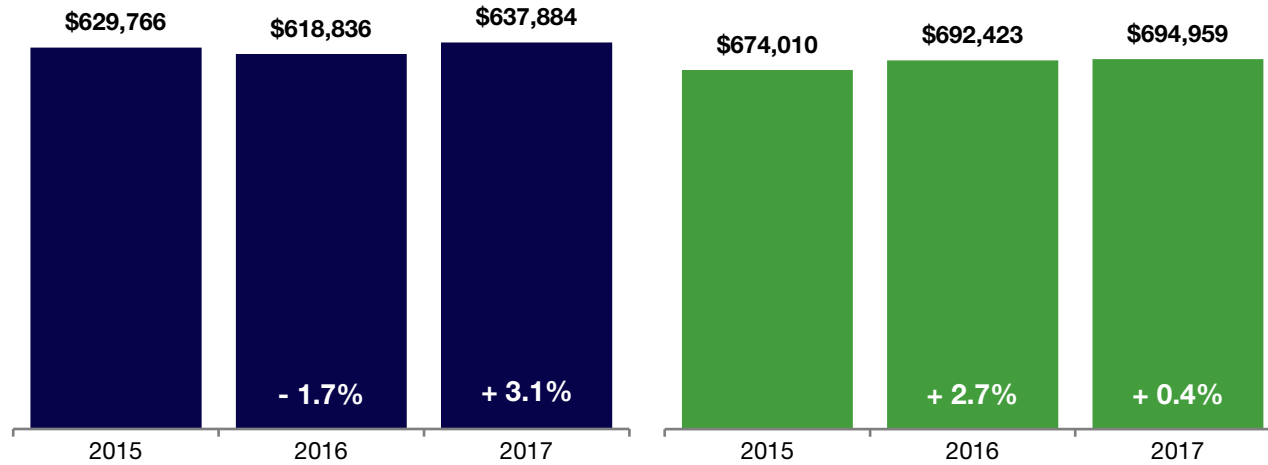
Average List Price

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



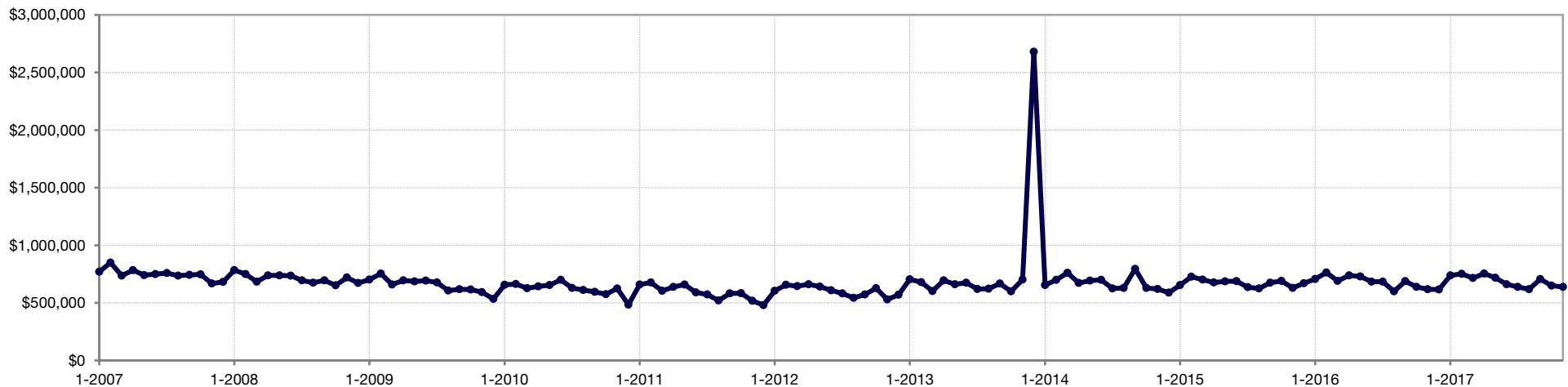
November

Year To Date



Month	Prior Year	Current Year	+ / -
December 2016	\$671,205	\$614,837	-8.4%
January 2017	\$707,028	\$738,124	+4.4%
February 2017	\$762,802	\$751,452	-1.5%
March 2017	\$690,624	\$715,834	+3.7%
April 2017	\$739,224	\$753,956	+2.0%
May 2017	\$729,572	\$718,566	-1.5%
June 2017	\$683,051	\$660,842	-3.3%
July 2017	\$684,590	\$638,016	-6.8%
August 2017	\$600,468	\$618,444	+3.0%
September 2017	\$687,262	\$705,510	+2.7%
October 2017	\$637,554	\$650,215	+2.0%
November 2017	\$618,836	\$637,884	+3.1%
12-Month Avg	\$691,808	\$692,625	+0.1%

Historical Average List Price

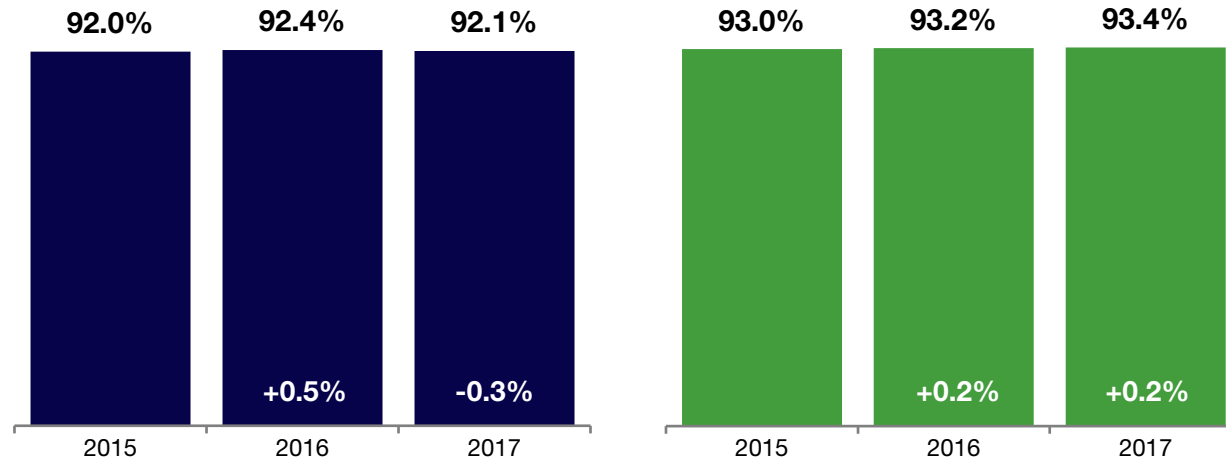


Percent of Original List Price Received

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.

November

Year To Date



Month	Prior Year	Current Year	+ / -
December 2016	91.5%	90.7%	-0.8%
January 2017	91.8%	92.2%	+0.4%
February 2017	91.4%	91.5%	+0.1%
March 2017	92.5%	93.1%	+0.6%
April 2017	93.6%	93.6%	+0.0%
May 2017	93.7%	94.3%	+0.6%
June 2017	94.4%	94.5%	+0.1%
July 2017	94.2%	94.1%	-0.1%
August 2017	93.1%	93.6%	+0.4%
September 2017	93.1%	93.1%	+0.0%
October 2017	92.1%	92.7%	+0.6%
November 2017	92.4%	92.1%	-0.3%
12-Month Avg	93.1%	93.2%	+0.2%

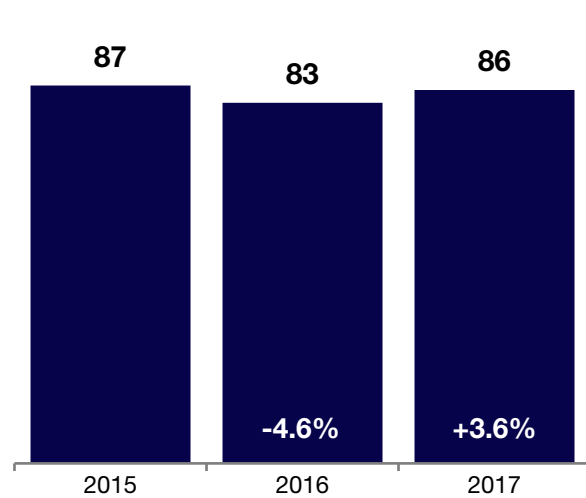
Historical Percent of Original List Price Received



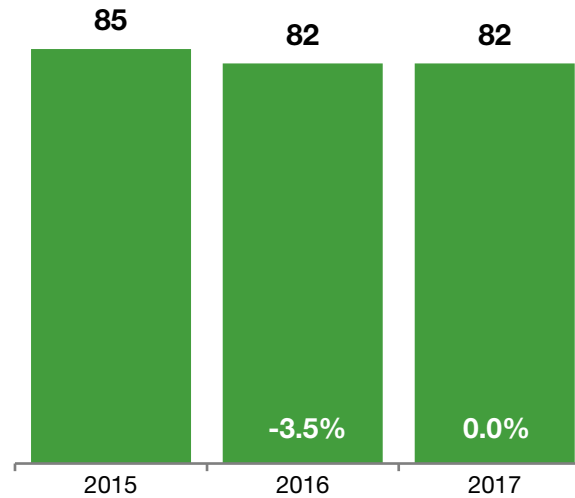
Housing Affordability Index

This index measures housing affordability for the region. 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.**

November



Year To Date



Month	Prior Year	Current Year	+ / -
December 2016	87	83	-4.6%
January 2017	86	83	-3.5%
February 2017	99	90	-9.1%
March 2017	94	84	-10.6%
April 2017	83	77	-7.2%
May 2017	80	81	+1.3%
June 2017	84	74	-11.9%
July 2017	80	77	-3.8%
August 2017	85	79	-7.1%
September 2017	92	84	-8.7%
October 2017	88	90	+2.3%
November 2017	83	86	+3.6%
12-Month Avg	87	82	-4.9%

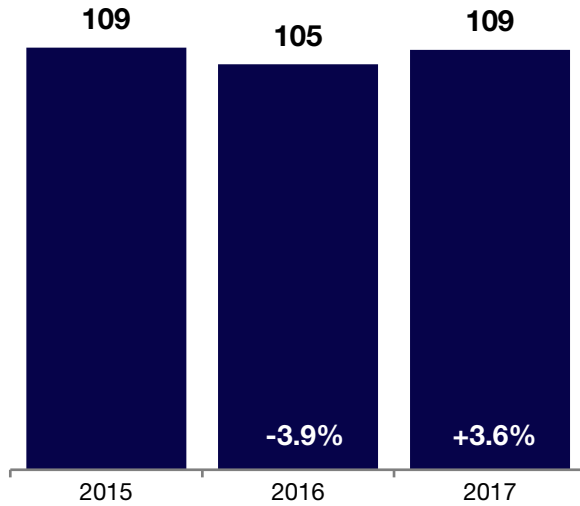
Historical Housing Affordability Index



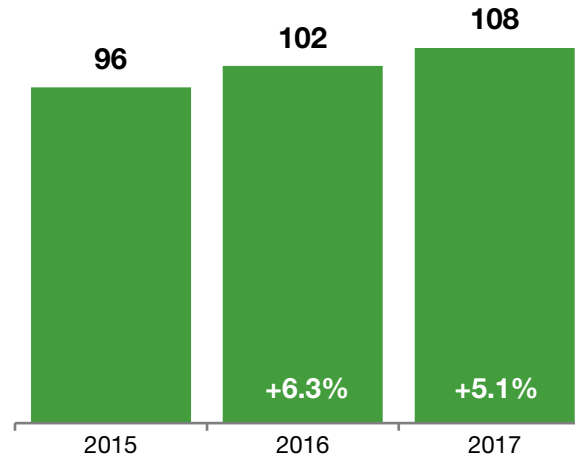
Market Time

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

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Year To Date



Month	Prior Year	Current Year	+ / -
December 2016	131	120	-8.4%
January 2017	121	126	+3.6%
February 2017	133	129	-2.9%
March 2017	124	133	+7.5%
April 2017	110	126	+14.6%
May 2017	106	103	-3.0%
June 2017	93	98	+4.9%
July 2017	83	99	+18.4%
August 2017	95	90	-4.9%
September 2017	88	96	+9.5%
October 2017	107	107	-0.1%
November 2017	105	109	+3.6%
12-Month Avg	104	108	+3.8%

Historical Market Times

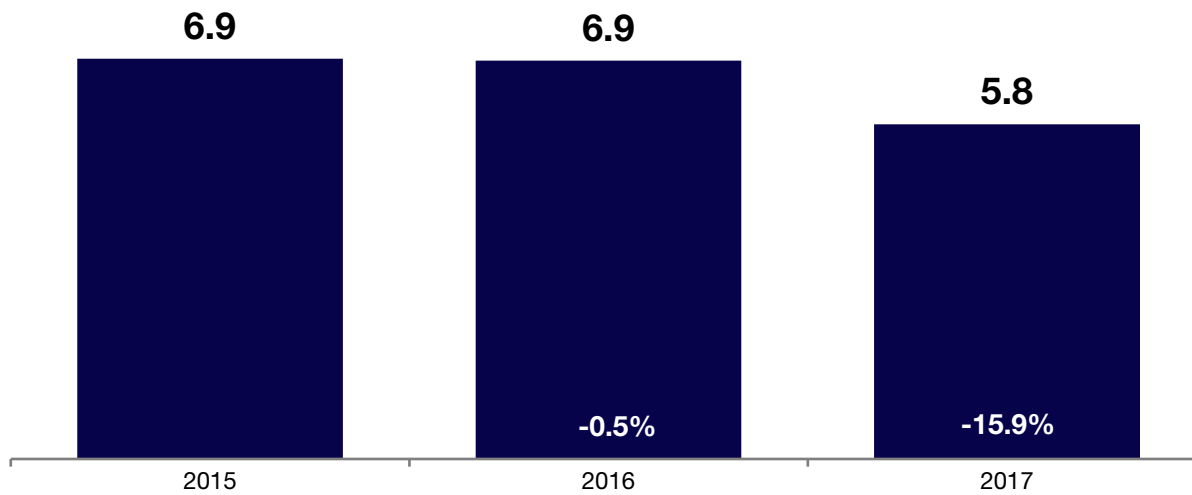


Months Supply of Inventory

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.

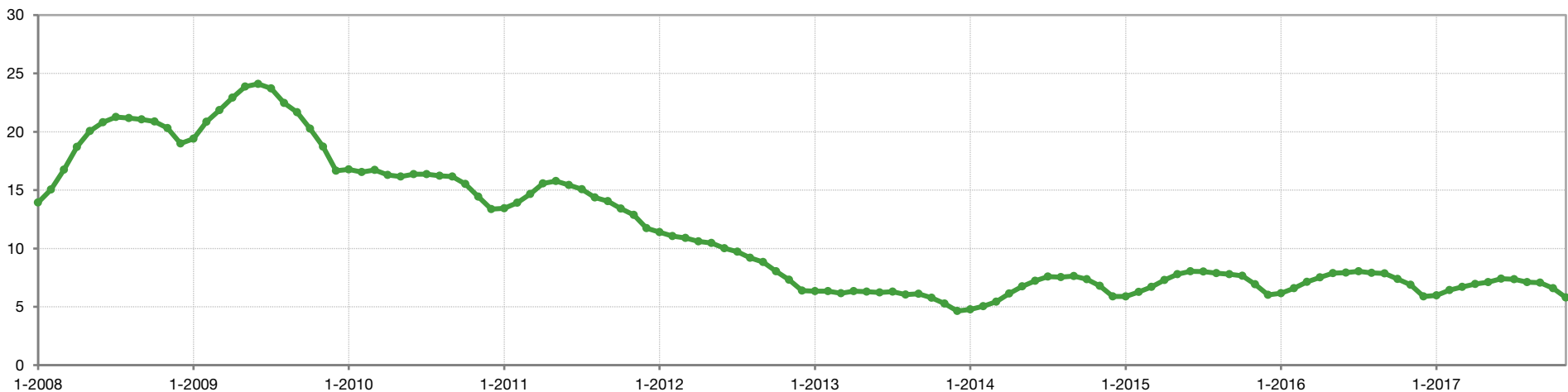


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Month	Prior Year	Current Year	+ / -
December 2016	6.0	5.9	-2.2%
January 2017	6.2	6.0	-3.2%
February 2017	6.6	6.4	-2.7%
March 2017	7.1	6.7	-5.9%
April 2017	7.5	6.9	-7.6%
May 2017	7.9	7.1	-9.7%
June 2017	7.9	7.4	-6.4%
July 2017	8.0	7.4	-8.2%
August 2017	7.9	7.1	-10.0%
September 2017	7.9	7.1	-10.2%
October 2017	7.4	6.6	-10.9%
November 2017	6.9	5.8	-15.9%
12-Month Avg	7.3	6.7	-7.9%

Historical Months Supply of Inventory

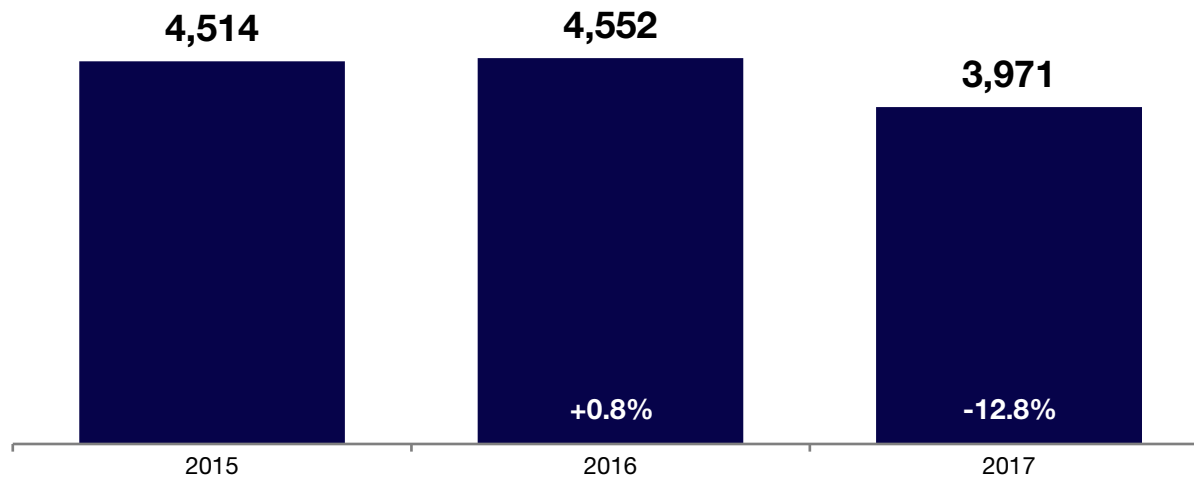


Inventory of Homes for Sale

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



November



Month	Prior Year	Current Year	+ / -
December 2016	3,915	3,891	-0.6%
January 2017	4,019	3,965	-1.3%
February 2017	4,353	4,289	-1.5%
March 2017	4,699	4,544	-3.3%
April 2017	4,994	4,725	-5.4%
May 2017	5,274	4,863	-7.8%
June 2017	5,311	5,047	-5.0%
July 2017	5,343	5,005	-6.3%
August 2017	5,221	4,844	-7.2%
September 2017	5,205	4,814	-7.5%
October 2017	4,930	4,485	-9.0%
November 2017	4,552	3,971	-12.8%
12-Month Avg	4,818	4,537	-5.6%

Historical Inventory of Homes for Sale

