

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

| | |
|---|----|
| 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.

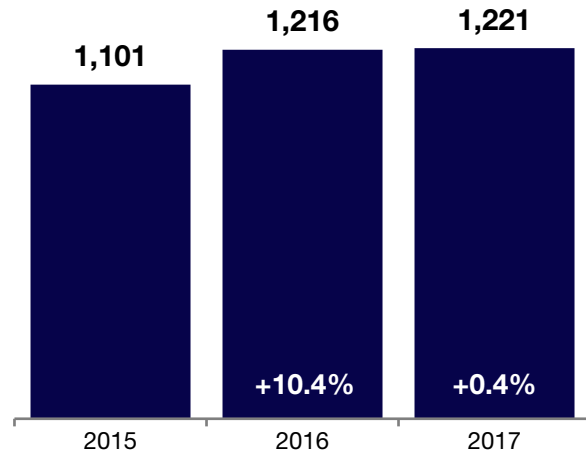


| Key Metrics | Historical Sparklines | 9-2016 | 9-2017 | + / - | YTD 2016 | YTD 2017 | + / - |
|---|-----------------------|-----------|------------------|---------|-----------|------------------|--------|
| New Listings | | 1,216 | 1,221 | + 0.4% | 12,676 | 12,788 | + 0.9% |
| Closed Sales | | 627 | 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% | -- | -- | -- |

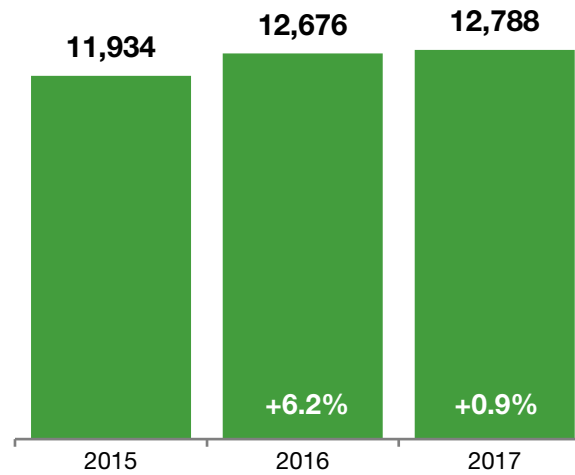
New Listings

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% |

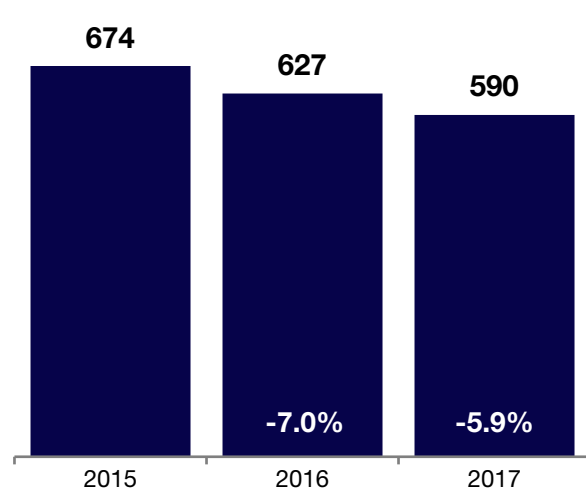
Historical New Listing Activity



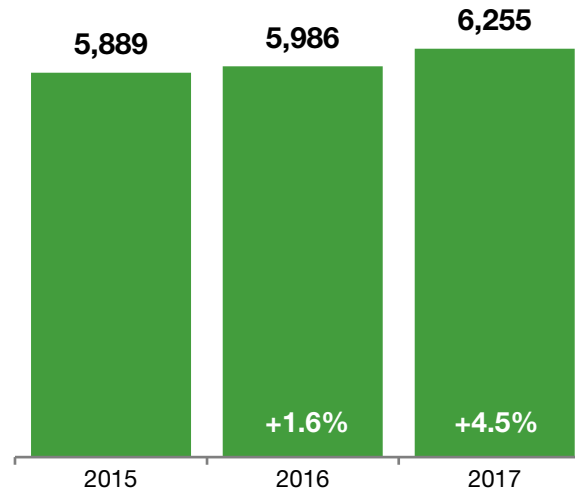
Closed Sales

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

September

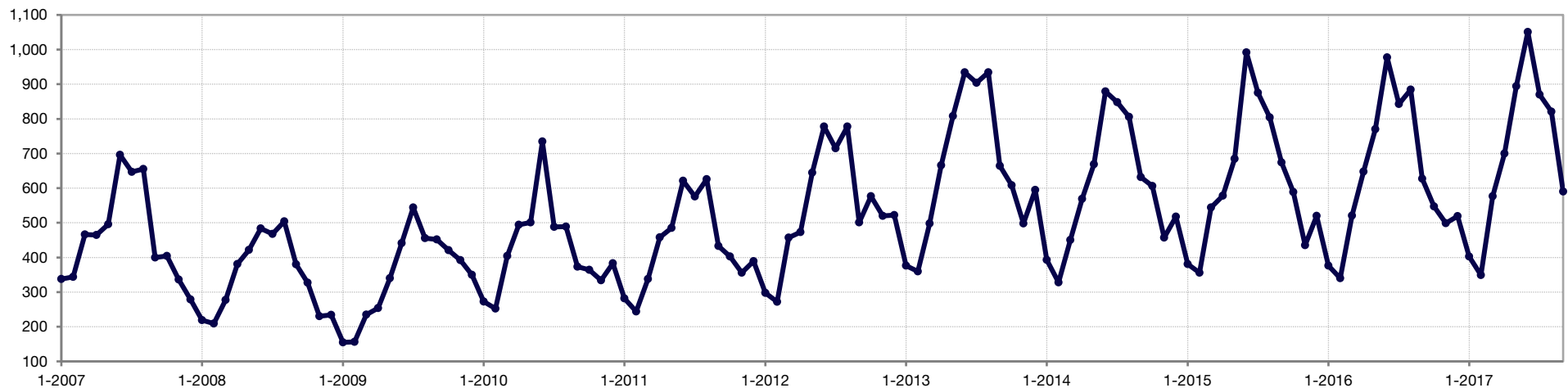


Year To Date



| 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% |

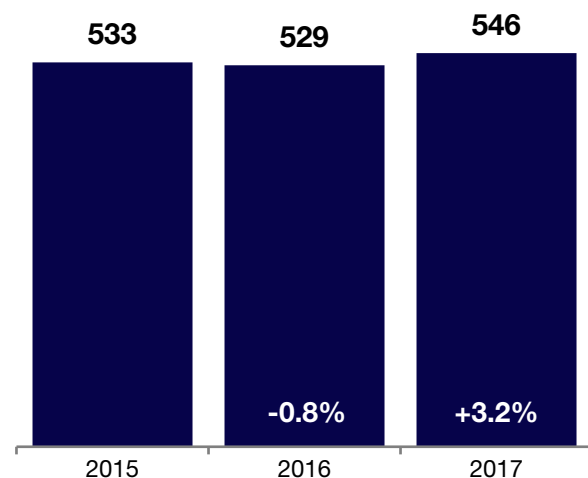
Historical Closed Sales Activity



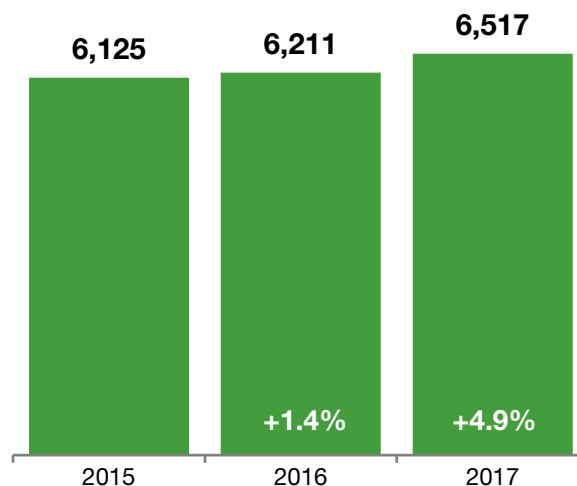
Under Contract

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

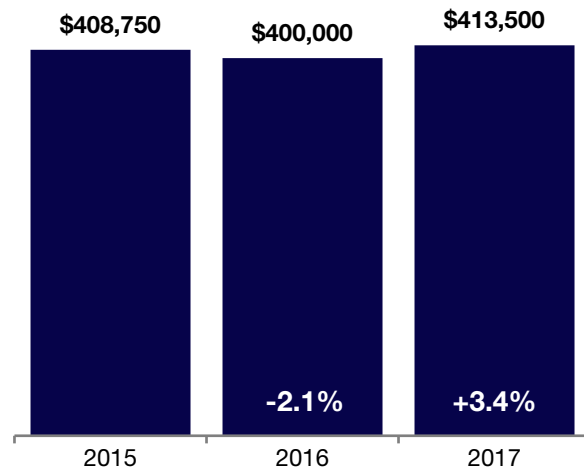


Median Sales Price

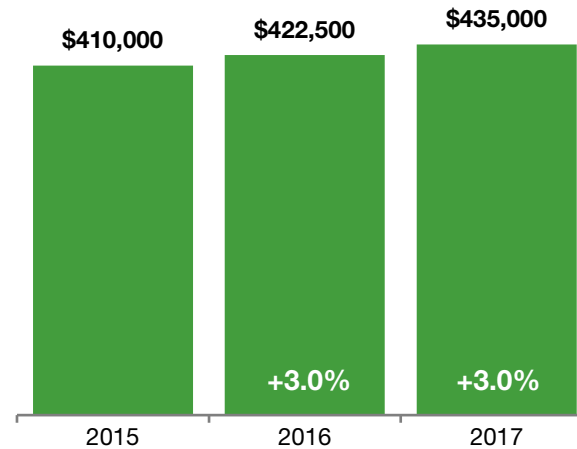
Median price point for all closed sales, not accounting for seller concessions, in a given month.



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

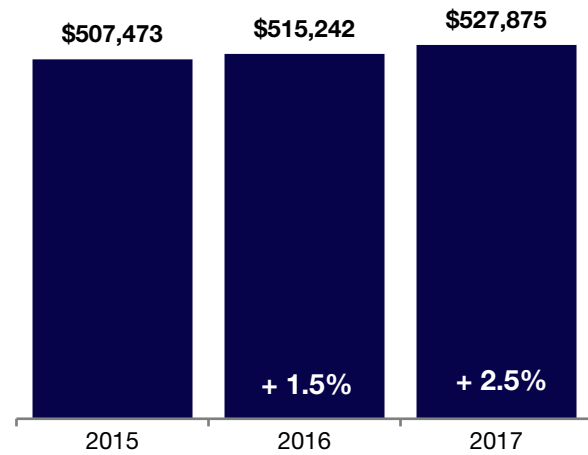


Average Sales Price

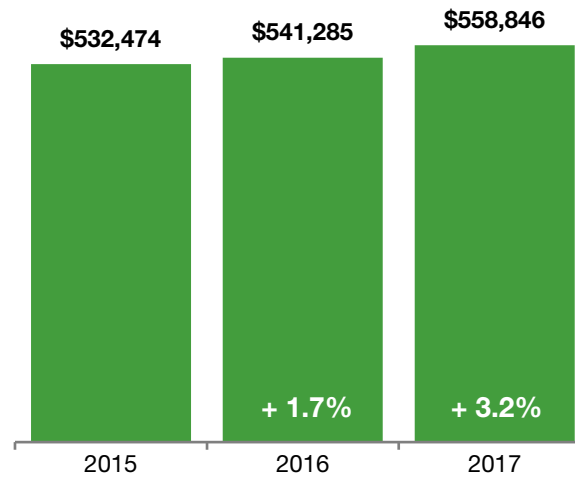
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



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

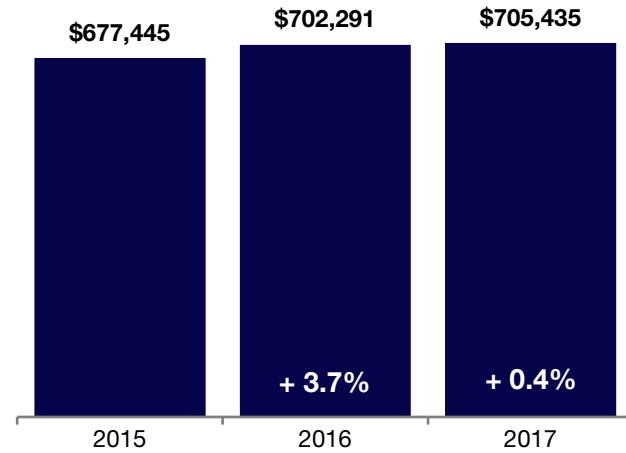


Average List Price

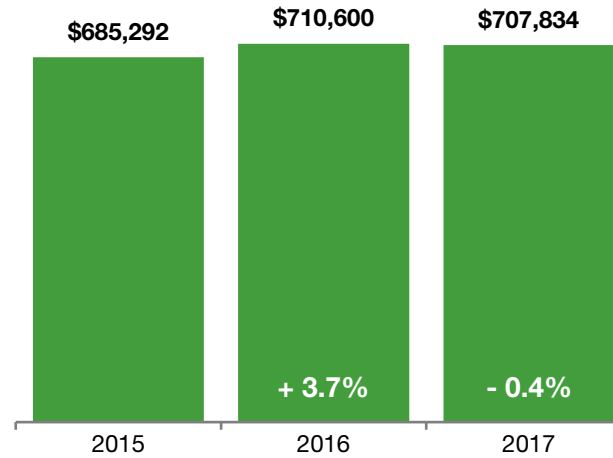
Average list price for all new listings in a given month.



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

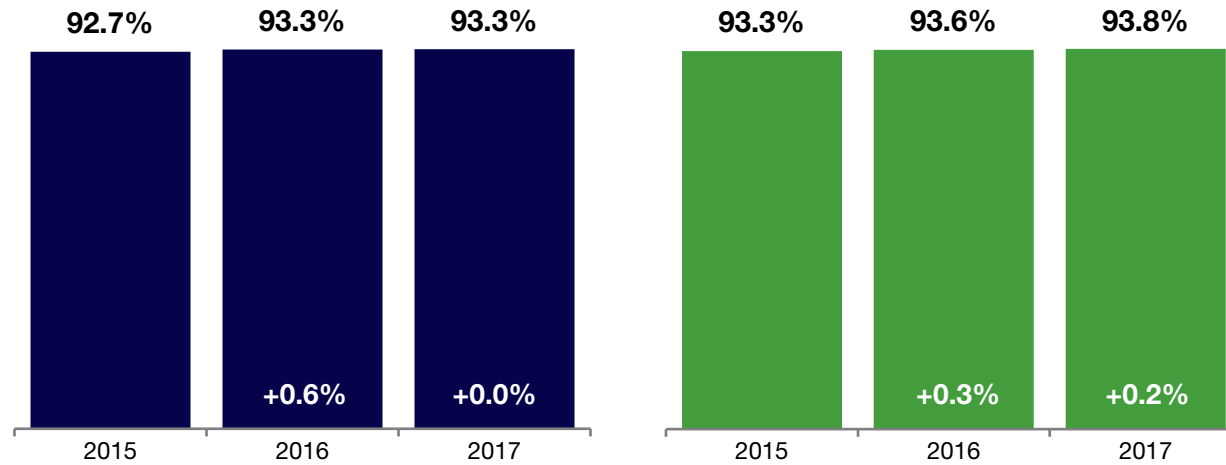


Percent of Original List Price Received

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% |

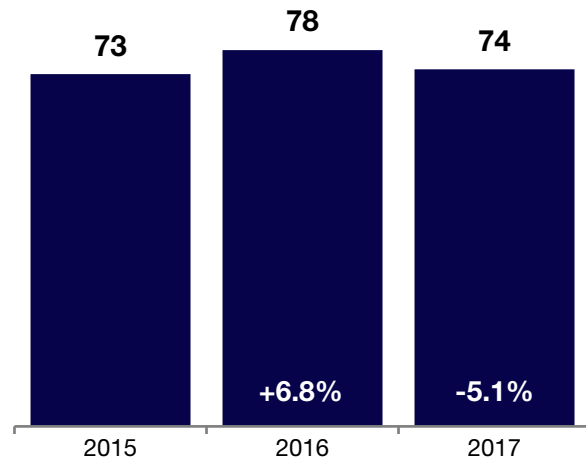
Historical Percent of Original List Price Received



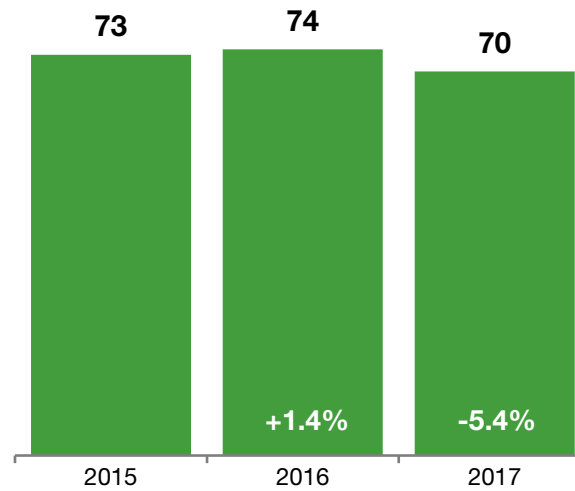
Housing Affordability Index

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% |

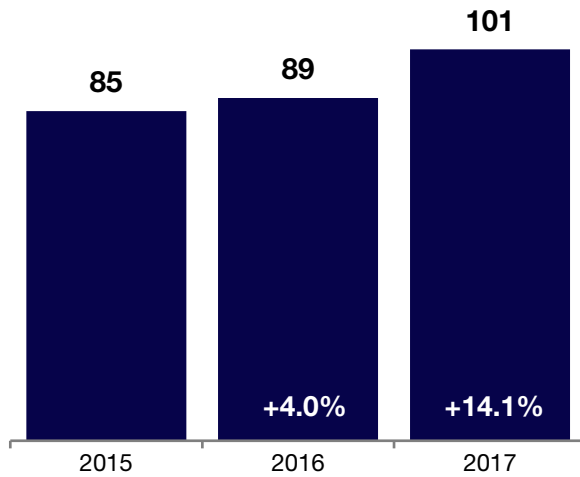
Historical Housing Affordability Index



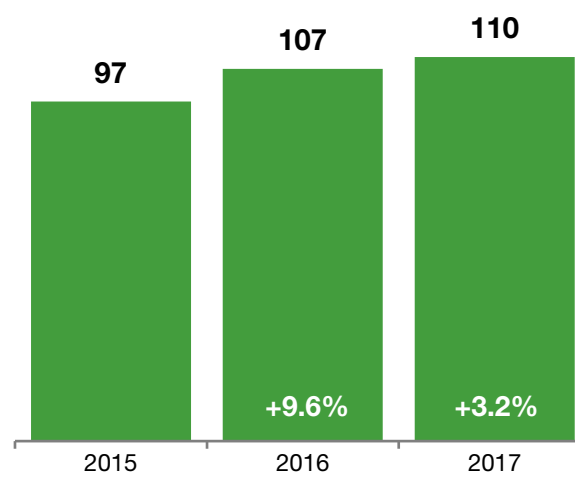
Market Time

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

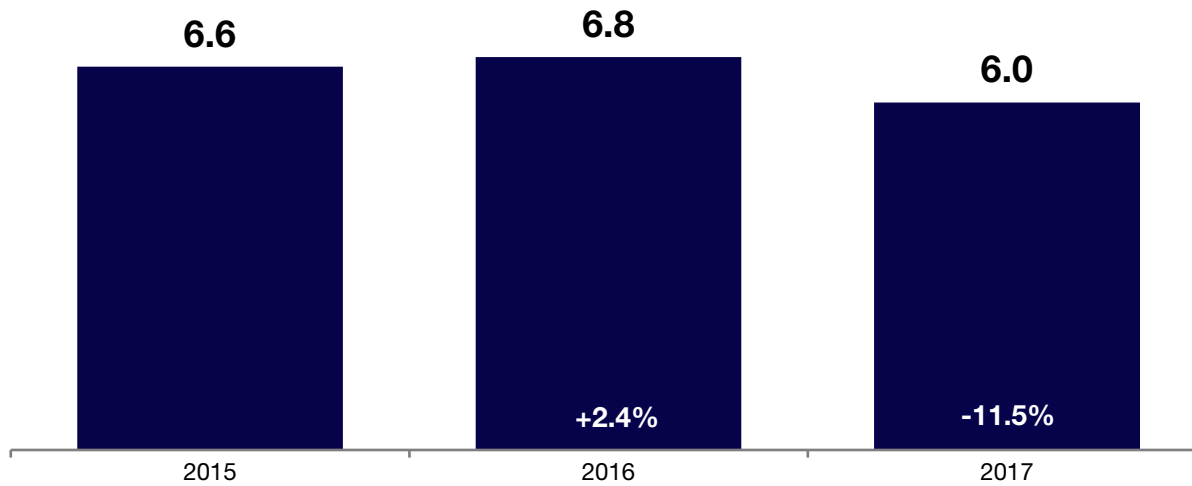


Months Supply of Inventory

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.

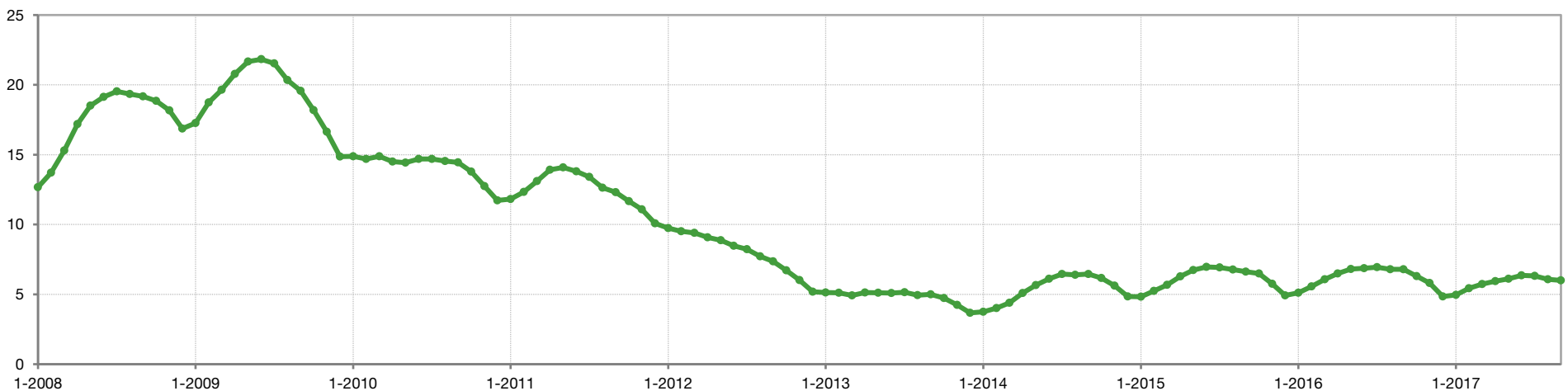


September



| 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

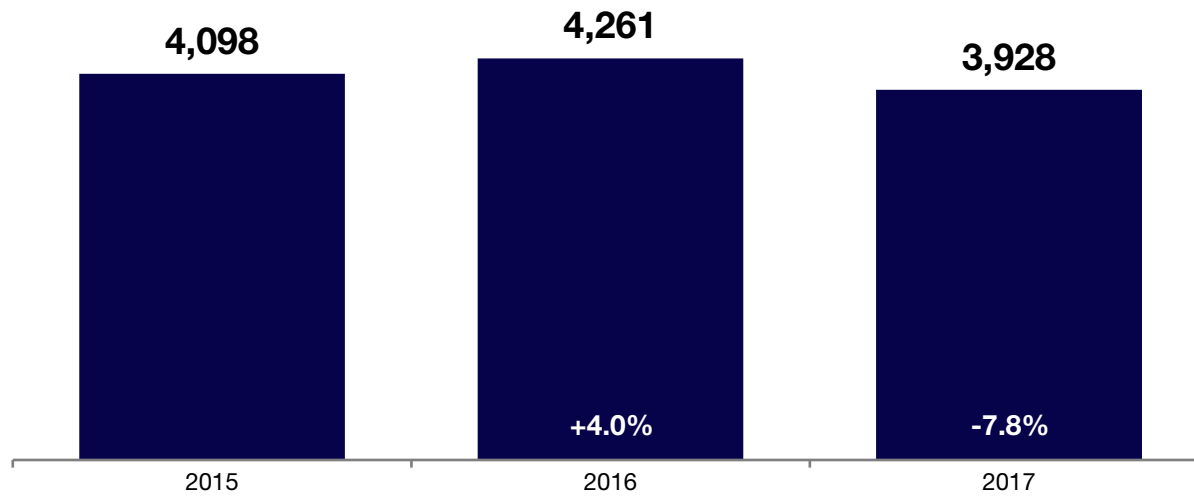


Inventory of Homes for Sale

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

