

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



October 2018

If the last few months are an indication of the temperature of housing markets across the country, a period of relative calm can be expected during the last three months of the year. A trend of market balance is emerging as we approach the end of 2018. Prices are still rising in most areas, and the number of homes for sale is still low, but there is a general shrinking of year-over-year percentage change gaps in sales, inventory and prices.

New Listings in the North Shore-Barrington region increased 27.5 percent to 1,170. Listings Under Contract were down 0.7 percent to 551. Inventory levels rose 6.2 percent to 3,953 units.

Prices continued to gain traction. The Median Sales Price increased 11.2 percent to \$433,500. Market Times were down 2.7 percent to 104 days. Buyers felt empowered as Months Supply of Inventory was up 12.2 percent to 6.5 months.

Stock markets experienced an October setback, but that does not necessarily translate to a decline in the real estate market. The national unemployment rate has been below 4.0 percent for three straight months and during five of the last six months. This is exceptional news for industries related to real estate. Meanwhile, homebuilder confidence remains positive, homeownership rates have increased in the key under-35 buyer group and prices, though still rising, have widely reduced the march toward record highs.

Quick Facts

- 9.1% **+ 11.2%** **+ 6.2%**

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.

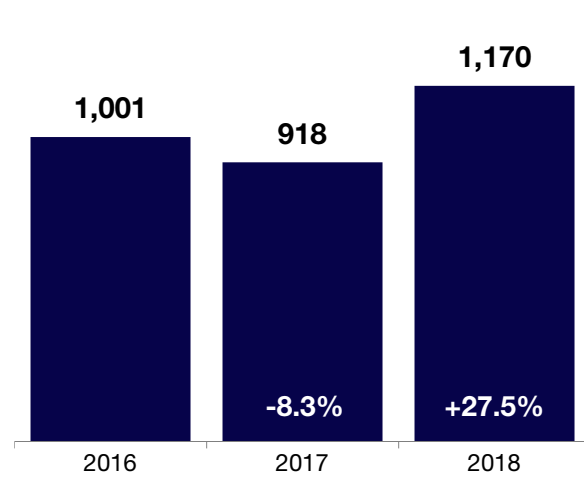


Key Metrics	Historical Sparklines	10-2017	10-2018	+ / -	YTD 2017	YTD 2018	+ / -
New Listings		918	1,170	+ 27.5%	13,718	14,653	+ 6.8%
Closed Sales		584	531	- 9.1%	6,844	6,309	- 7.8%
Under Contract (Contingent and Pending)		555	551	- 0.7%	7,007	6,546	- 6.6%
Median Sales Price		\$390,000	\$433,500	+ 11.2%	\$430,000	\$435,000	+ 1.2%
Average Sales Price		\$511,568	\$545,623	+ 6.7%	\$555,029	\$567,585	+ 2.3%
Average List Price		\$633,674	\$680,251	+ 7.4%	\$698,102	\$684,189	- 2.0%
Percent of Original List Price Received		92.8%	92.8%	- 0.0%	93.7%	93.8%	+ 0.2%
Housing Affordability Index		80	68	- 15.0%	73	68	- 6.8%
Market Time		107	104	- 2.7%	110	106	- 3.6%
Months Supply of Homes for Sale		5.8	6.5	+ 12.2%	--	--	--
Inventory of Homes for Sale		3,722	3,953	+ 6.2%	--	--	--

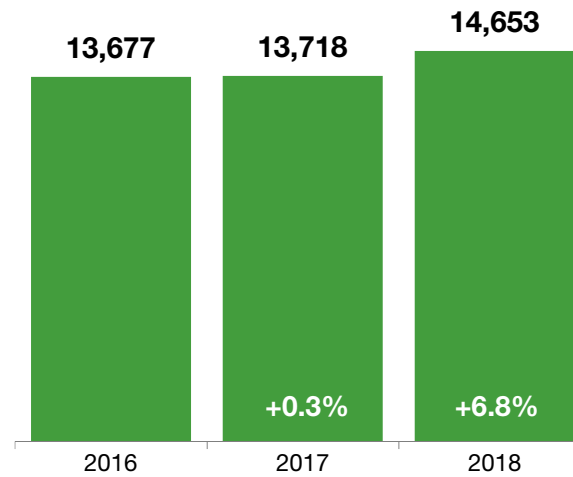
New Listings

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

October



Year To Date



Month	Prior Year	Current Year	+ / -
November 2017	696	638	-8.3%
December 2017	410	373	-9.0%
January 2018	1,079	1,092	+1.2%
February 2018	1,422	1,378	-3.1%
March 2018	1,646	1,570	-4.6%
April 2018	1,528	1,779	+16.4%
May 2018	1,691	1,816	+7.4%
June 2018	1,670	1,695	+1.5%
July 2018	1,345	1,510	+12.3%
August 2018	1,194	1,337	+12.0%
September 2018	1,225	1,306	+6.6%
October 2018	918	1,170	+27.5%
12-Month Avg	1,235	1,305	+5.7%

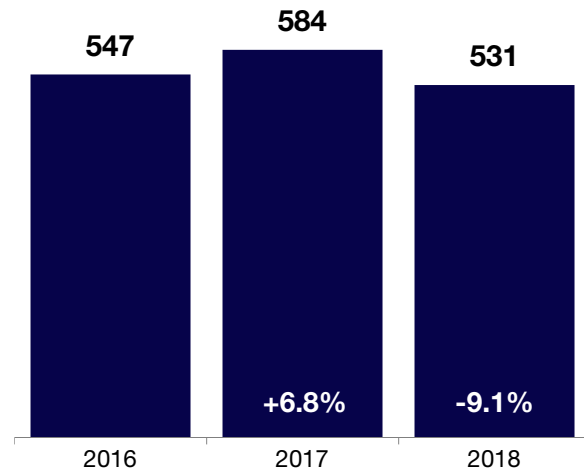
Historical New Listing Activity



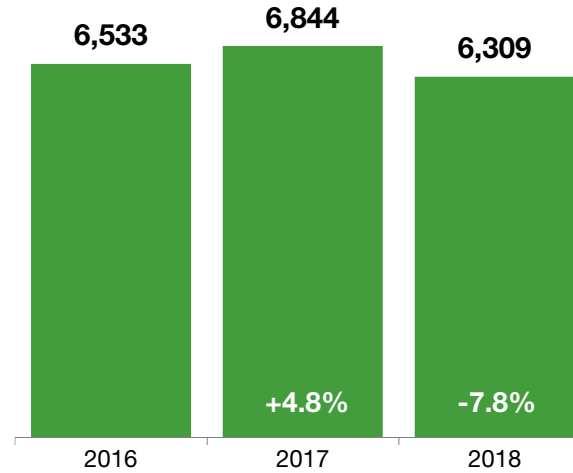
Closed Sales

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

October



Year To Date



Month	Prior Year	Current Year	+ / -
November 2017	499	522	+4.6%
December 2017	520	490	-5.8%
January 2018	403	387	-4.0%
February 2018	349	334	-4.3%
March 2018	577	548	-5.0%
April 2018	700	698	-0.3%
May 2018	894	839	-6.2%
June 2018	1,051	946	-10.0%
July 2018	870	737	-15.3%
August 2018	821	774	-5.7%
September 2018	595	515	-13.4%
October 2018	584	531	-9.1%
12-Month Avg	655	610	-6.2%

Historical Closed Sales Activity

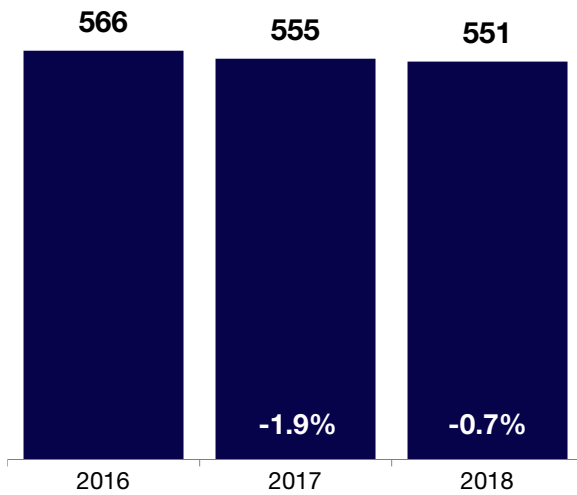


Under Contract

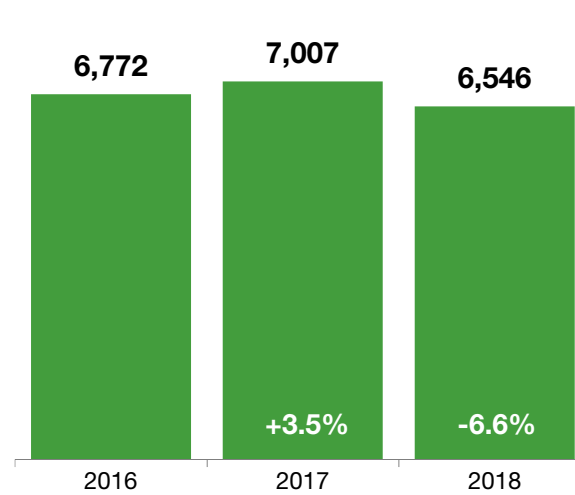
A count of the properties in either a contingent or pending status in a given month.



October



Year To Date



Month	Prior Year	Current Year	+ / -
November 2017	391	443	+13.3%
December 2017	368	363	-1.4%
January 2018	506	457	-9.7%
February 2018	677	592	-12.6%
March 2018	905	866	-4.3%
April 2018	871	847	-2.8%
May 2018	924	804	-13.0%
June 2018	798	727	-8.9%
July 2018	645	667	+3.4%
August 2018	608	563	-7.4%
September 2018	518	472	-8.9%
October 2018	555	551	-0.7%
12-Month Avg	647	613	-5.3%

Historical Under Contract Activity

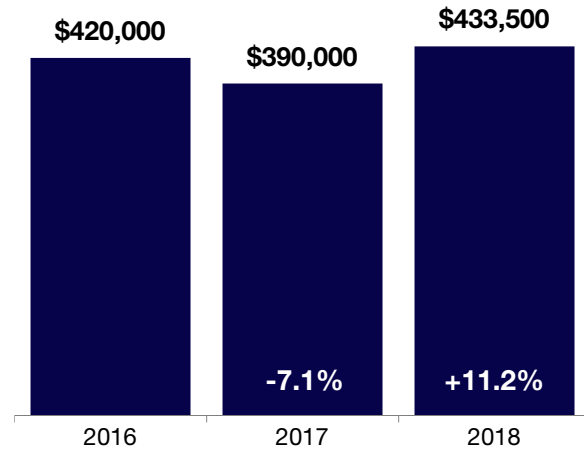


Median Sales Price

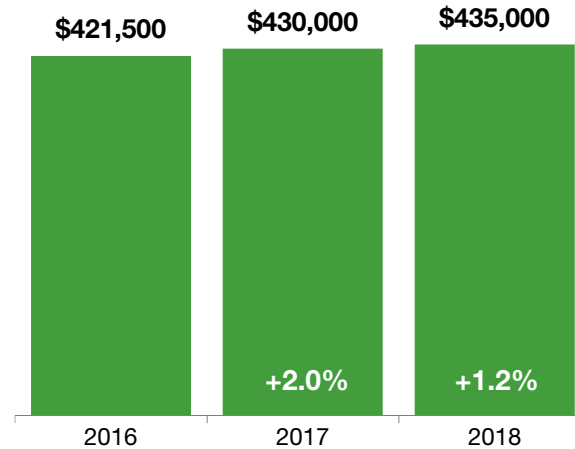
Median price point for all closed sales, not accounting for seller concessions, in a given month.



October



Year To Date



Month	Prior Year	Current Year	+ / -
November 2017	\$415,000	\$408,000	-1.7%
December 2017	\$407,500	\$397,000	-2.6%
January 2018	\$405,000	\$425,000	+4.9%
February 2018	\$379,000	\$389,500	+2.8%
March 2018	\$401,000	\$409,250	+2.1%
April 2018	\$450,000	\$420,000	-6.7%
May 2018	\$430,000	\$445,000	+3.5%
June 2018	\$469,000	\$474,000	+1.1%
July 2018	\$460,000	\$430,000	-6.5%
August 2018	\$437,000	\$469,000	+7.3%
September 2018	\$415,000	\$420,000	+1.2%
October 2018	\$390,000	\$433,500	+11.2%
12-Month Med	\$427,500	\$430,000	+0.6%

Historical Median Sales Price

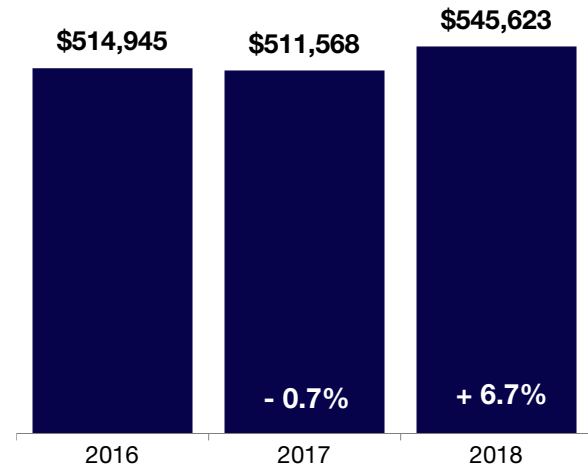


Average Sales Price

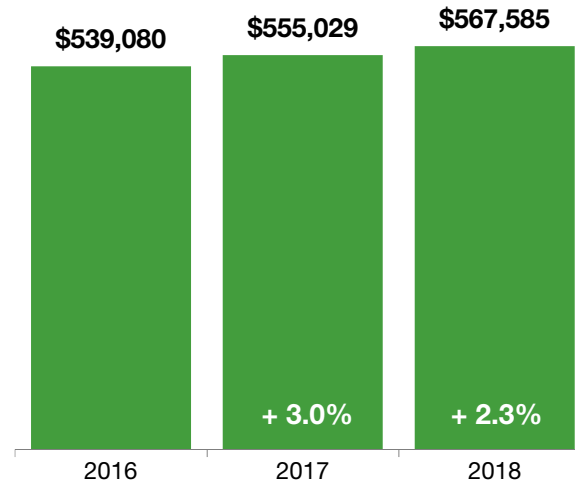
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



October



Year To Date



Month	Prior Year	Current Year	+ / -
November 2017	\$545,773	\$540,373	-1.0%
December 2017	\$542,715	\$523,749	-3.5%
January 2018	\$528,320	\$620,142	+17.4%
February 2018	\$493,312	\$513,064	+4.0%
March 2018	\$520,219	\$539,016	+3.6%
April 2018	\$572,294	\$554,144	-3.2%
May 2018	\$547,356	\$572,796	+4.6%
June 2018	\$605,363	\$590,828	-2.4%
July 2018	\$574,648	\$544,154	-5.3%
August 2018	\$576,048	\$612,129	+6.3%
September 2018	\$530,358	\$550,112	+3.7%
October 2018	\$511,568	\$545,623	+6.7%
12-Month Avg	\$553,627	\$562,711	+1.6%

Historical Average Sales Price



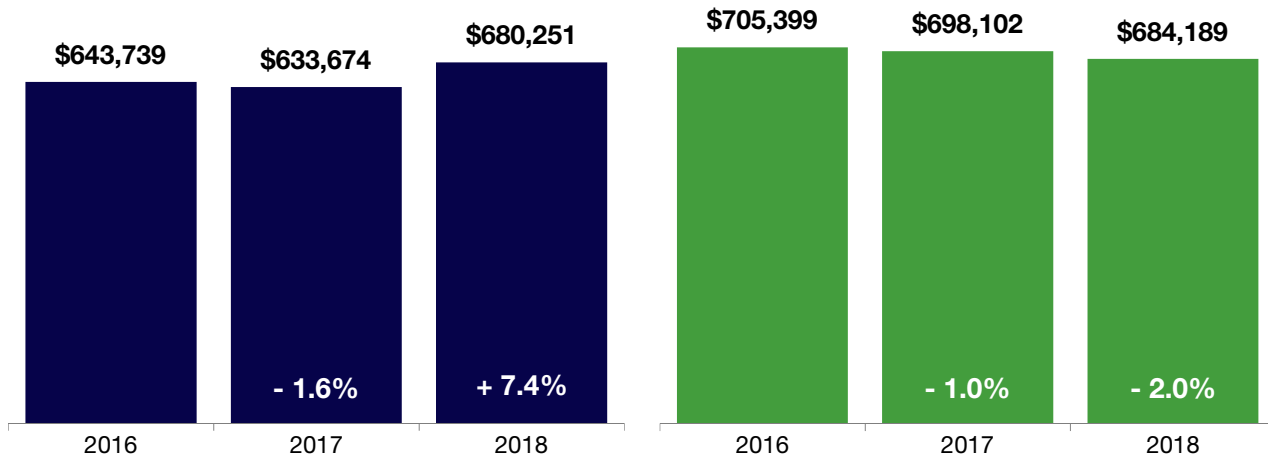
Average List Price

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



October

Year To Date



Month	Prior Year	Current Year	+ / -
November 2017	\$626,820	\$651,830	+4.0%
December 2017	\$611,325	\$605,887	-0.9%
January 2018	\$732,669	\$740,470	+1.1%
February 2018	\$765,748	\$717,423	-6.3%
March 2018	\$715,268	\$698,292	-2.4%
April 2018	\$767,932	\$689,748	-10.2%
May 2018	\$718,717	\$691,927	-3.7%
June 2018	\$663,041	\$690,337	+4.1%
July 2018	\$634,803	\$646,849	+1.9%
August 2018	\$622,855	\$612,973	-1.6%
September 2018	\$689,217	\$678,472	-1.6%
October 2018	\$633,674	\$680,251	+7.4%
12-Month Avg	\$692,371	\$681,016	-1.6%

Historical Average List Price



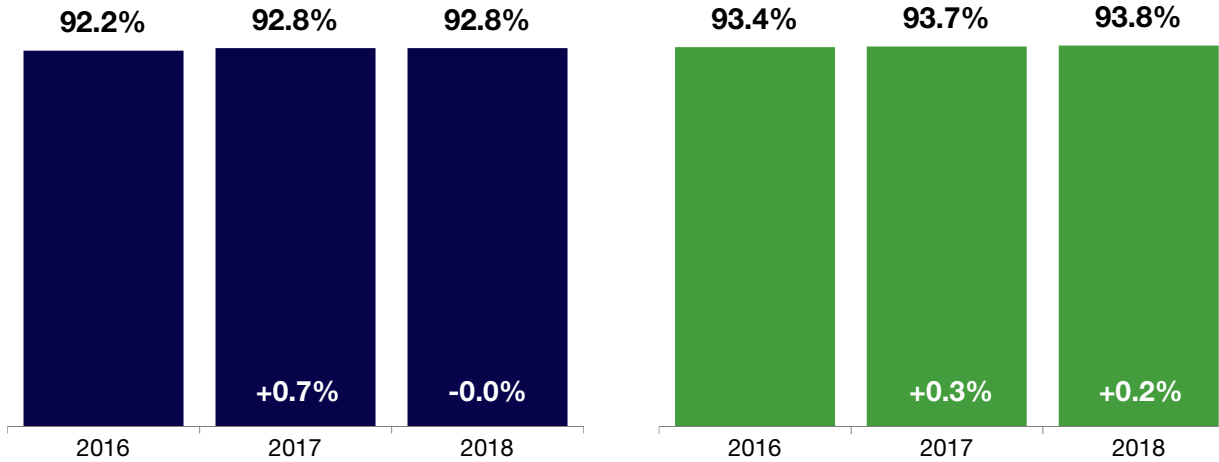
Percent of Original List Price Received

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.

October

Year To Date

Month	Prior Year	Current Year	+ / -
November 2017	92.5%	92.2%	-0.4%
December 2017	90.8%	92.1%	+1.4%
January 2018	92.2%	91.7%	-0.6%
February 2018	91.9%	93.0%	+1.2%
March 2018	93.2%	93.5%	+0.3%
April 2018	93.9%	94.1%	+0.2%
May 2018	94.3%	94.3%	-0.0%
June 2018	94.6%	94.6%	+0.0%
July 2018	94.1%	94.5%	+0.5%
August 2018	93.7%	94.5%	+0.8%
September 2018	93.2%	92.8%	-0.4%
October 2018	92.8%	92.8%	-0.0%
12-Month Avg	93.4%	93.6%	+0.2%



Historical Percent of Original List Price Received

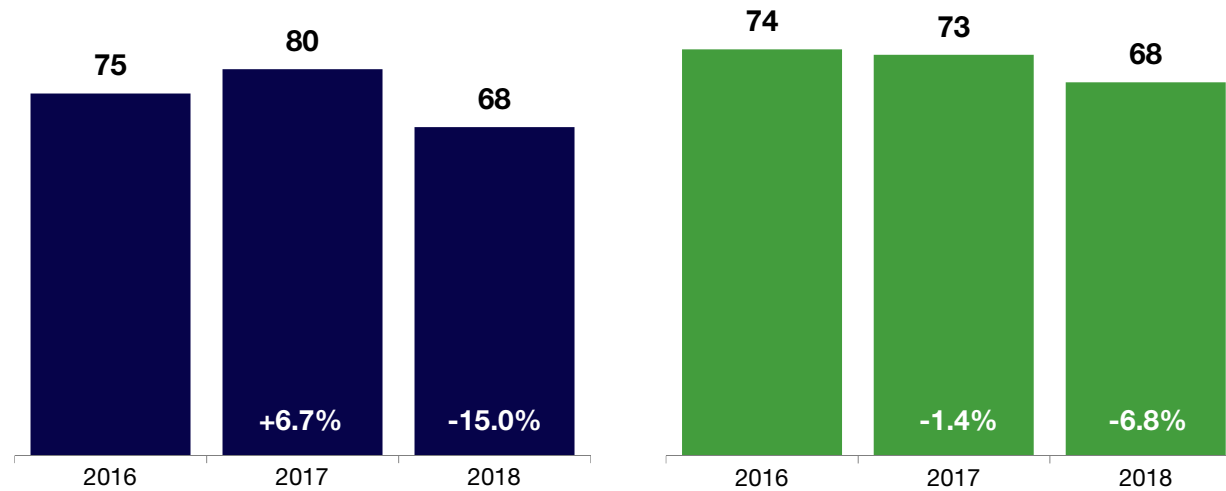


Housing Affordability Index

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.**

October

Year To Date



Month	Prior Year	Current Year	+ / -
November 2017	73	76	+4.1%
December 2017	72	78	+8.3%
January 2018	76	72	-5.3%
February 2018	81	78	-3.7%
March 2018	76	73	-3.9%
April 2018	70	70	0.0%
May 2018	73	66	-9.6%
June 2018	67	62	-7.5%
July 2018	68	69	+1.5%
August 2018	72	63	-12.5%
September 2018	76	70	-7.9%
October 2018	80	68	-15.0%
12-Month Avg	74	70	-4.3%

Historical Housing Affordability Index

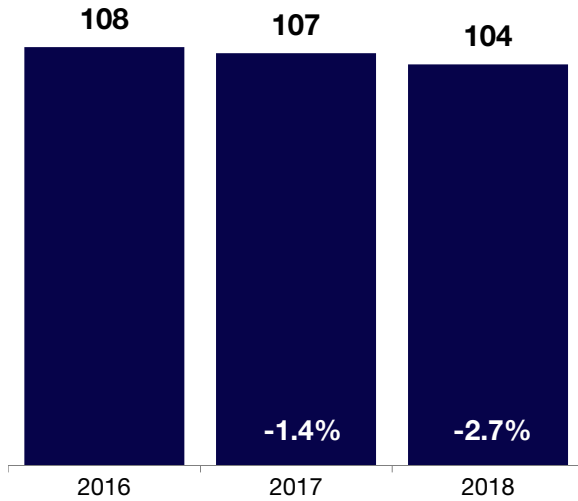


Market Time

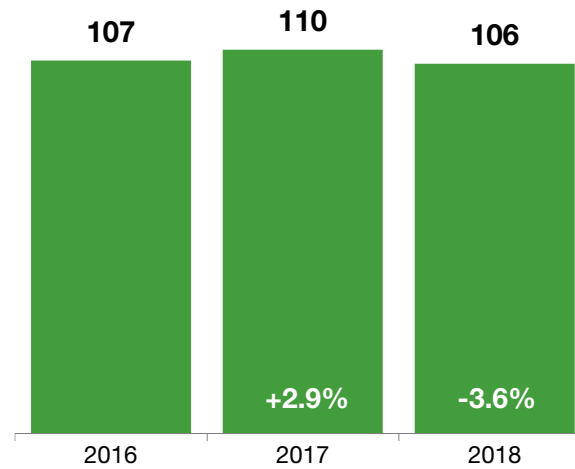
Average number of days between when a property is listed and when an offer is accepted in a given month.



October



Year To Date



Month	Prior Year	Current Year	+ / -
November 2017	108	107	-0.9%
December 2017	123	122	-0.5%
January 2018	122	135	+10.6%
February 2018	127	136	+6.6%
March 2018	136	131	-3.6%
April 2018	132	110	-17.1%
May 2018	106	104	-2.1%
June 2018	99	92	-7.0%
July 2018	102	90	-12.1%
August 2018	94	97	+3.0%
September 2018	102	102	-0.7%
October 2018	107	104	-2.7%
12-Month Avg	111	107	-3.2%

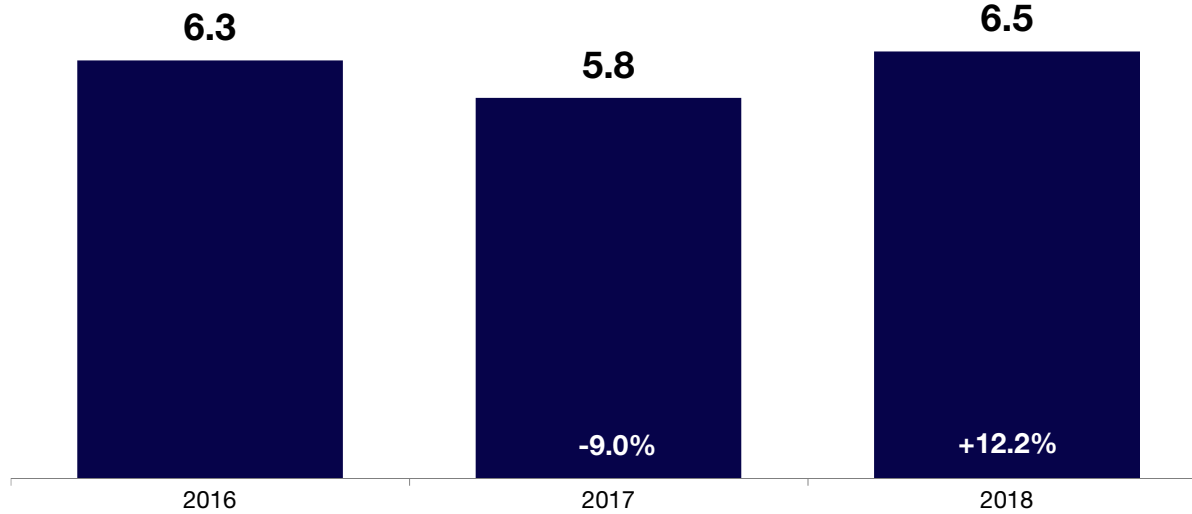
Historical Market Times



Months Supply of Inventory

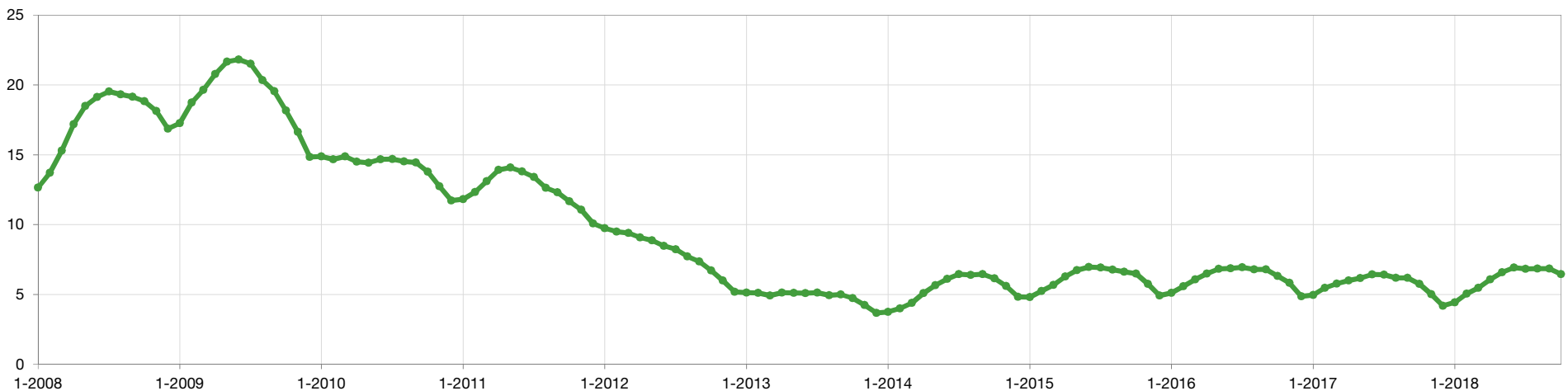
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

October



Month	Prior Year	Current Year	+ / -
November 2017	5.8	5.0	-13.9%
December 2017	4.9	4.2	-14.2%
January 2018	5.0	4.4	-11.0%
February 2018	5.5	5.1	-7.4%
March 2018	5.8	5.5	-5.3%
April 2018	6.0	6.1	+1.0%
May 2018	6.2	6.6	+6.9%
June 2018	6.4	6.9	+7.7%
July 2018	6.4	6.8	+6.3%
August 2018	6.2	6.8	+10.4%
September 2018	6.2	6.8	+10.5%
October 2018	5.8	6.5	+12.2%
12-Month Avg	5.8	5.9	+0.9%

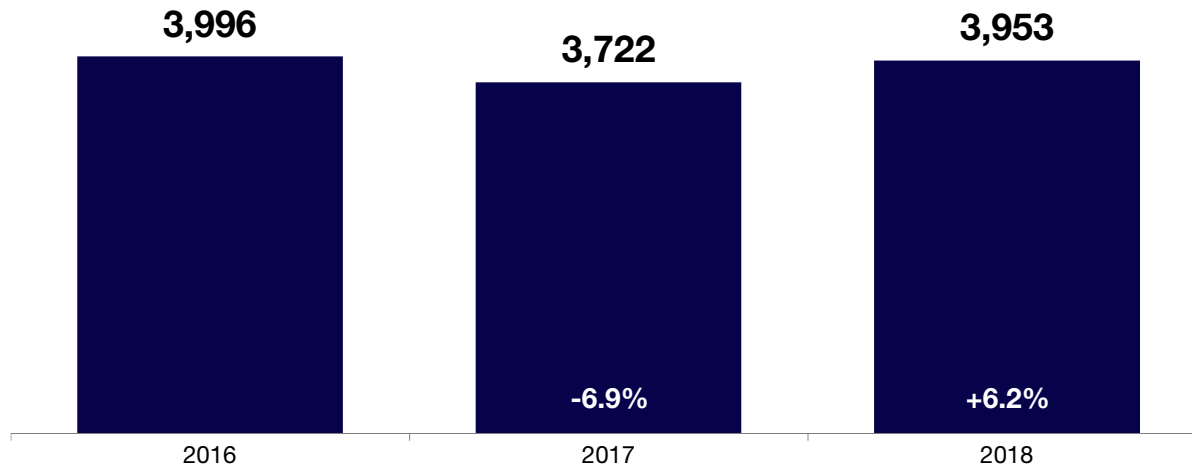
Historical Months Supply of Inventory



Inventory of Homes for Sale

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

October



Month	Prior Year	Current Year	+ / -
November 2017	3,647	3,266	-10.4%
December 2017	3,058	2,723	-11.0%
January 2018	3,140	2,861	-8.9%
February 2018	3,467	3,239	-6.6%
March 2018	3,722	3,486	-6.3%
April 2018	3,886	3,852	-0.9%
May 2018	4,014	4,118	+2.6%
June 2018	4,170	4,286	+2.8%
July 2018	4,149	4,235	+2.1%
August 2018	4,022	4,220	+4.9%
September 2018	4,017	4,197	+4.5%
October 2018	3,722	3,953	+6.2%
12-Month Avg	3,751	3,703	-1.8%

Historical Inventory of Homes for Sale

