

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



January 2017

January brings out a rejuvenated crop of buyers with a renewed enthusiasm in a new calendar year. Sales totals may still inevitably start slow in the first half of the year due to ongoing inventory concerns. Continued declines in the number of homes available for sale may push out potential buyers who simply cannot compete for homes selling at higher price points in a low number of days, especially if mortgage rates continue to increase.

New Listings in the North Shore-Barrington region increased 1.6 percent to 1,065. Listings Under Contract were up 15.9 percent to 531. Inventory levels fell 4.2 percent to 3,012 units.

Prices were fairly stable. The Median Sales Price increased 0.7 percent to \$405,000. Market Times were down 9.7 percent to 122 days. Sellers were encouraged as Months Supply of Inventory was down 7.1 percent to 4.7 months.

In case you missed it, we have a new U.S. president. In his first hour in office, the .25 percentage point rate cut on mortgage insurance premiums for loans backed by the Federal Housing Administration (FHA) was removed, setting the table for what should be an interesting presidential term for real estate policy. FHA loans tend to be a favorable option for those with limited financial resources. On a brighter note, wages are on the uptick for many Americans, while unemployment rates have remained stable and relatively unchanged for several months. The system is ripe for more home purchasing if there are more homes available to sell.

Quick Facts

+ 6.6%

+ 0.7%

- 4.2%

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.

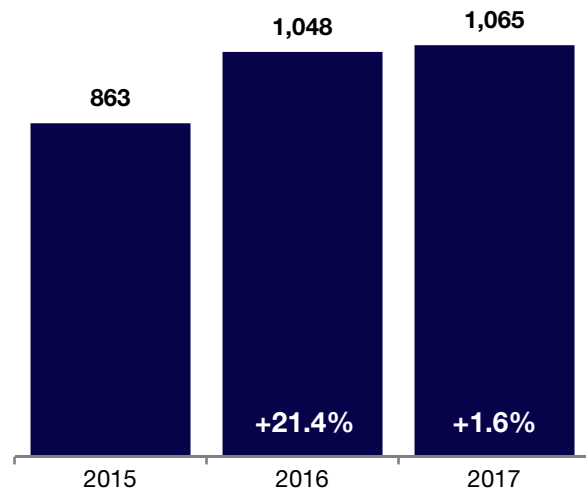


| Key Metrics | Historical Sparklines | 1-2016 | 1-2017 | + / - | YTD 2016 | YTD 2017 | + / - |
|---|-----------------------|-----------|------------------|---------|-----------|------------------|---------|
| New Listings | | 1,048 | 1,065 | + 1.6% | 1,048 | 1,065 | + 1.6% |
| Closed Sales | | 376 | 401 | + 6.6% | 376 | 401 | + 6.6% |
| Under Contract (Contingent and Pending) | | 458 | 531 | + 15.9% | 458 | 531 | + 15.9% |
| Median Sales Price | | \$402,000 | \$405,000 | + 0.7% | \$402,000 | \$405,000 | + 0.7% |
| Average Sales Price | | \$553,231 | \$530,044 | - 4.2% | \$553,231 | \$530,044 | - 4.2% |
| Average List Price | | \$719,459 | \$757,638 | + 5.3% | \$719,459 | \$757,638 | + 5.3% |
| Percent of Original List Price Received | | 92.0% | 92.2% | + 0.2% | 92.0% | 92.2% | + 0.2% |
| Housing Affordability Index | | 73 | 71 | - 2.7% | 73 | 71 | - 2.7% |
| Market Time | | 135 | 122 | - 9.7% | 135 | 122 | - 9.7% |
| Months Supply of Homes for Sale | | 5.1 | 4.7 | - 7.1% | -- | -- | -- |
| Inventory of Homes for Sale | | 3,145 | 3,012 | - 4.2% | -- | -- | -- |

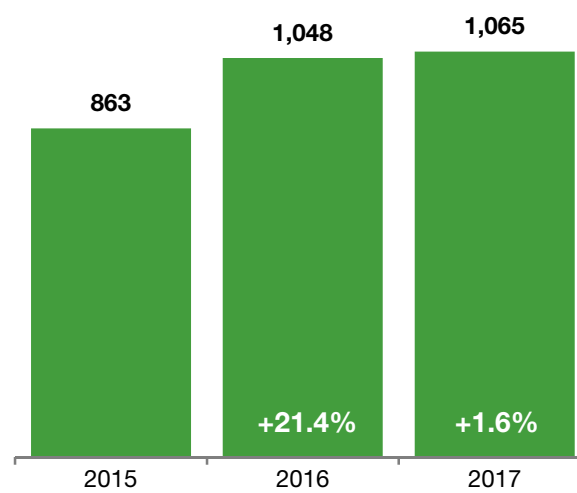
New Listings

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

January



Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|--------------|--------------|--------------|
| February 2016 | 1,119 | 1,379 | +23.2% |
| March 2016 | 1,489 | 1,524 | +2.4% |
| April 2016 | 1,583 | 1,661 | +4.9% |
| May 2016 | 1,607 | 1,759 | +9.5% |
| June 2016 | 1,590 | 1,558 | -2.0% |
| July 2016 | 1,408 | 1,337 | -5.0% |
| August 2016 | 1,165 | 1,193 | +2.4% |
| September 2016 | 1,095 | 1,210 | +10.5% |
| October 2016 | 995 | 1,004 | +0.9% |
| November 2016 | 642 | 693 | +7.9% |
| December 2016 | 419 | 414 | -1.2% |
| January 2017 | 1,048 | 1,065 | +1.6% |
| 12-Month Avg | 1,180 | 1,233 | +4.5% |

Historical New Listing Activity

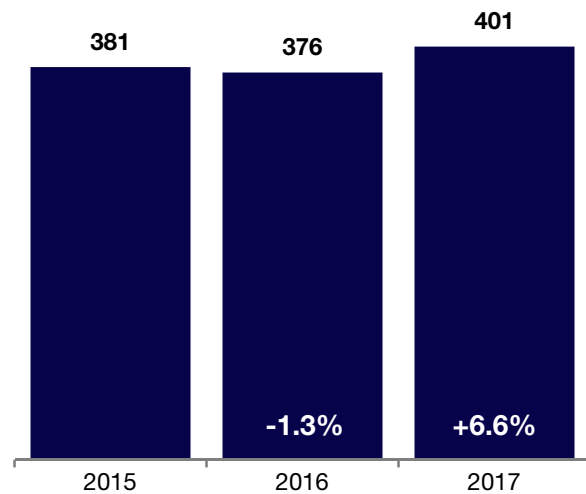


Closed Sales

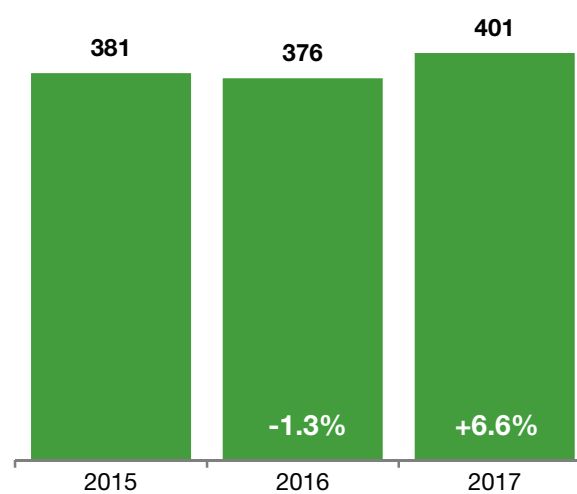
A count of the actual sales that have closed in a given month.



January



Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|------------|--------------|--------------|
| 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 | 548 | -7.0% |
| November 2016 | 435 | 499 | +14.7% |
| December 2016 | 520 | 519 | -0.2% |
| January 2017 | 376 | 401 | +6.6% |
| 12-Month Avg | 619 | 631 | +2.3% |

Historical Closed Sales Activity

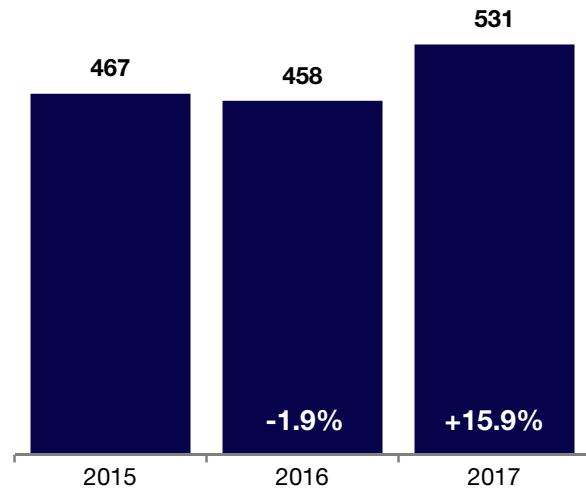


Under Contract

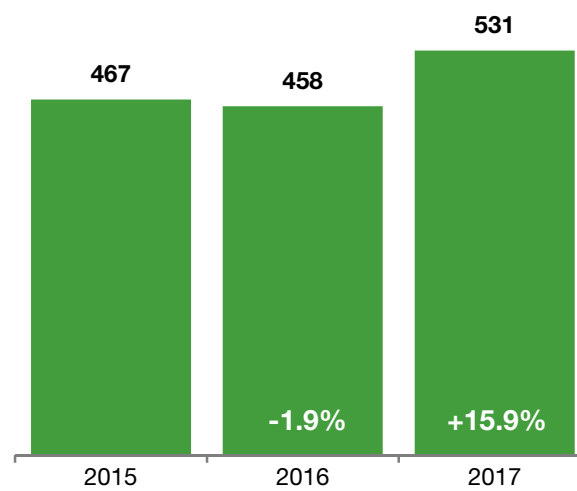
A count of the properties in either a contingent or pending status in a given month.



January



Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|------------|--------------|---------------|
| February 2016 | 547 | 646 | +18.1% |
| March 2016 | 802 | 798 | -0.5% |
| April 2016 | 782 | 838 | +7.2% |
| May 2016 | 817 | 874 | +7.0% |
| June 2016 | 818 | 829 | +1.3% |
| July 2016 | 723 | 675 | -6.6% |
| August 2016 | 638 | 583 | -8.6% |
| September 2016 | 533 | 532 | -0.2% |
| October 2016 | 500 | 577 | +15.4% |
| November 2016 | 467 | 403 | -13.7% |
| December 2016 | 352 | 381 | +8.2% |
| January 2017 | 458 | 531 | +15.9% |
| 12-Month Avg | 620 | 639 | +3.1% |

Historical Under Contract Activity

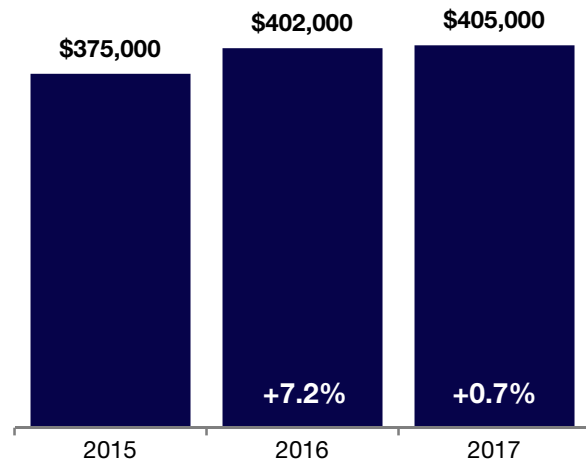


Median Sales Price

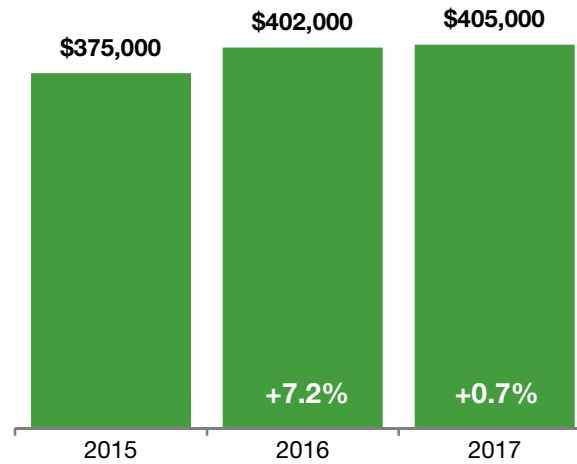
Median price point for all closed sales, not accounting for seller concessions, in a given month.



January



Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|------------------|------------------|--------------|
| 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 | \$418,750 | +10.5% |
| November 2016 | \$400,000 | \$415,000 | +3.8% |
| December 2016 | \$400,000 | \$405,000 | +1.3% |
| January 2017 | \$402,000 | \$405,000 | +0.7% |
| 12-Month Med | \$407,250 | \$420,000 | +3.1% |

Historical Median Sales Price

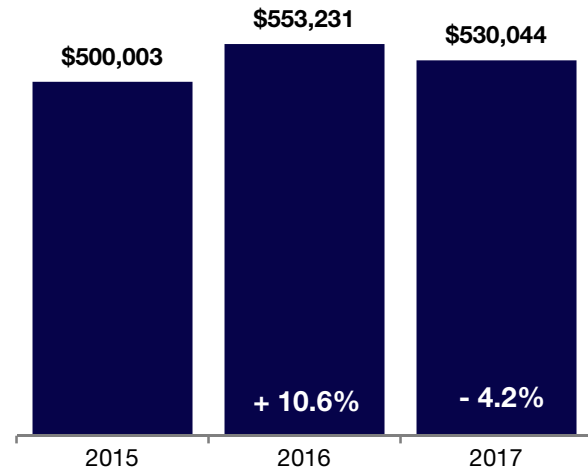


Average Sales Price

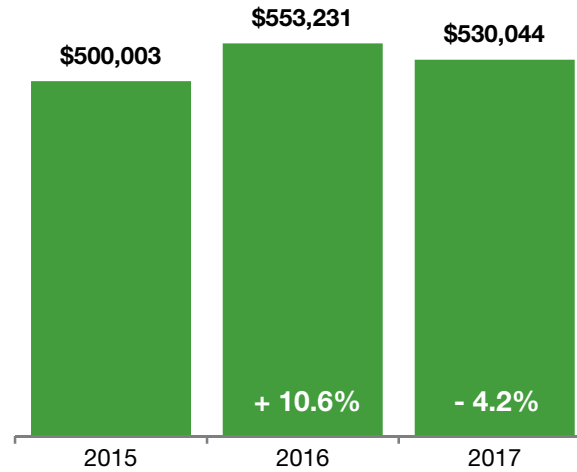
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



January



Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|------------------|------------------|--------------|
| 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 | \$514,571 | +1.1% |
| November 2016 | \$521,679 | \$545,747 | +4.6% |
| December 2016 | \$538,051 | \$541,670 | +0.7% |
| January 2017 | \$553,231 | \$530,044 | -4.2% |
| 12-Month Avg | \$533,087 | \$538,484 | +1.0% |

Historical Average Sales Price

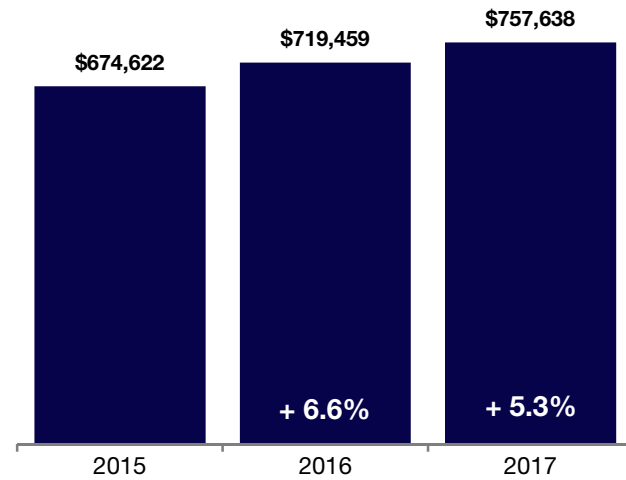


Average List Price

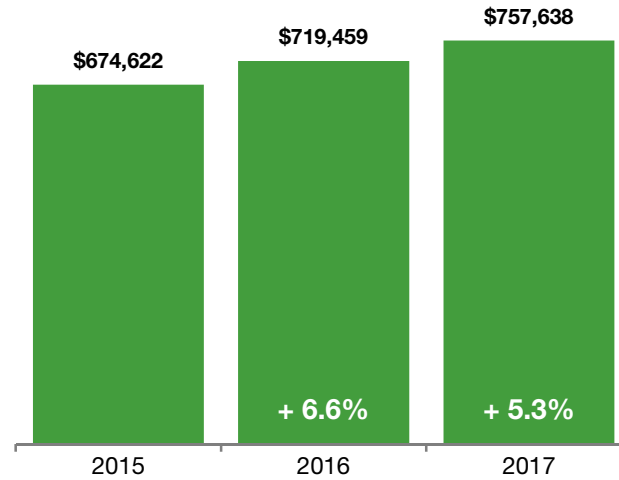
Average list price for all new listings in a given month.



January



Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|------------------|------------------|--------------|
| February 2016 | \$744,547 | \$772,963 | +3.8% |
| March 2016 | \$694,236 | \$709,142 | +2.1% |
| April 2016 | \$694,043 | \$747,739 | +7.7% |
| May 2016 | \$697,923 | \$747,231 | +7.1% |
| June 2016 | \$703,743 | \$688,431 | -2.2% |
| July 2016 | \$642,952 | \$694,668 | +8.0% |
| August 2016 | \$626,517 | \$607,310 | -3.1% |
| September 2016 | \$679,654 | \$707,459 | +4.1% |
| October 2016 | \$701,388 | \$659,253 | -6.0% |
| November 2016 | \$633,407 | \$624,369 | -1.4% |
| December 2016 | \$689,784 | \$618,507 | -10.3% |
| January 2017 | \$719,459 | \$757,638 | +5.3% |
| 12-Month Avg | \$687,383 | \$705,723 | +2.7% |

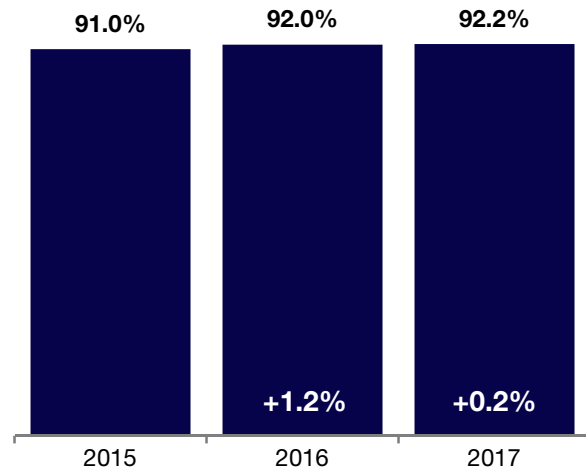
Historical Average List Price



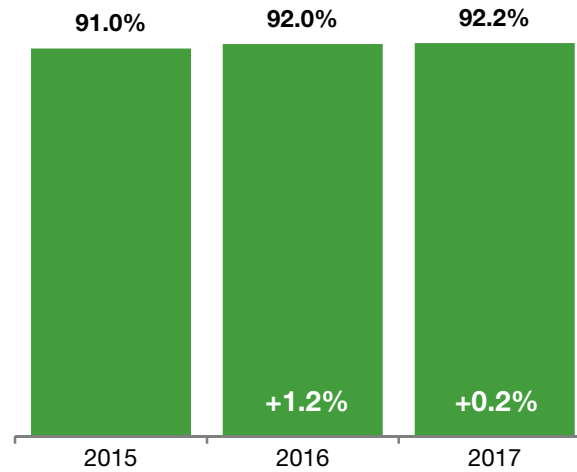
Percent of Original List Price Received

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.

January



Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|--------------|--------------|--------------|
| 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% |
| December 2016 | 91.6% | 90.8% | -0.9% |
| January 2017 | 92.0% | 92.2% | +0.2% |
| 12-Month Avg | 93.1% | 93.2% | +0.2% |

Historical Percent of Original List Price Received

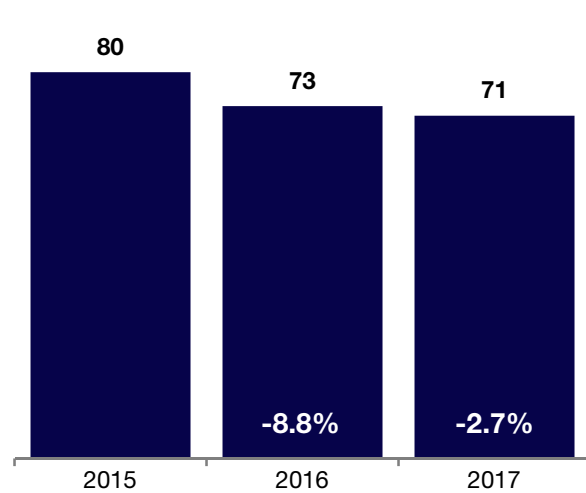


Housing Affordability Index

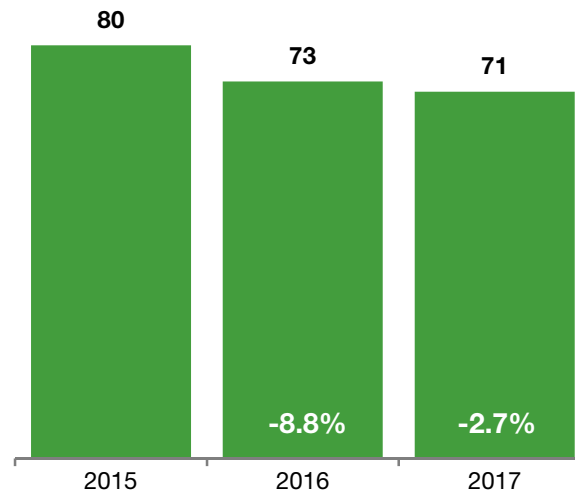


This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**

January

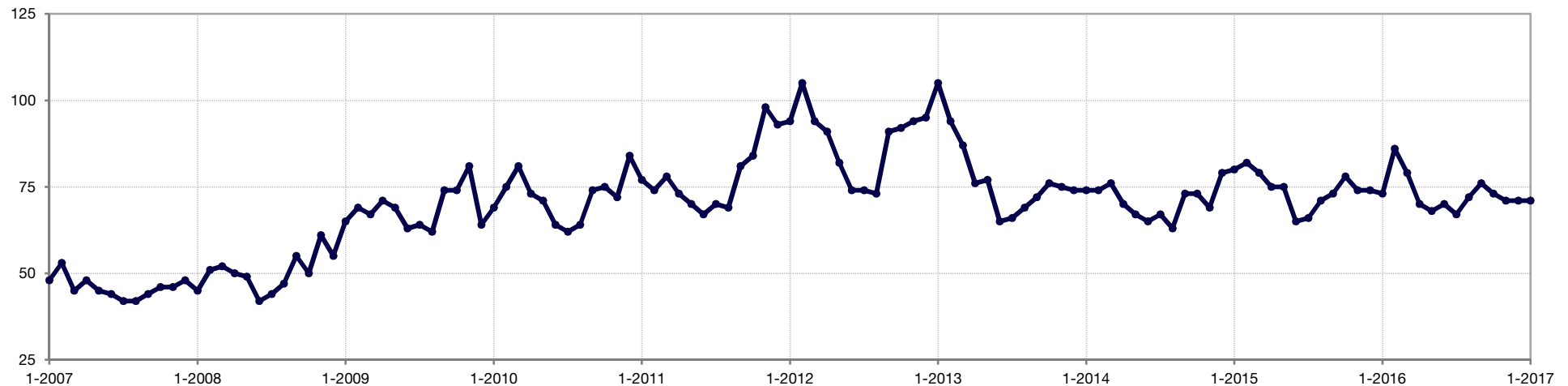


Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|------------|--------------|--------------|
| 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 | 73 | -6.4% |
| November 2016 | 74 | 71 | -4.1% |
| December 2016 | 74 | 71 | -4.1% |
| January 2017 | 73 | 71 | -2.7% |
| 12-Month Avg | 74 | 73 | -1.1% |

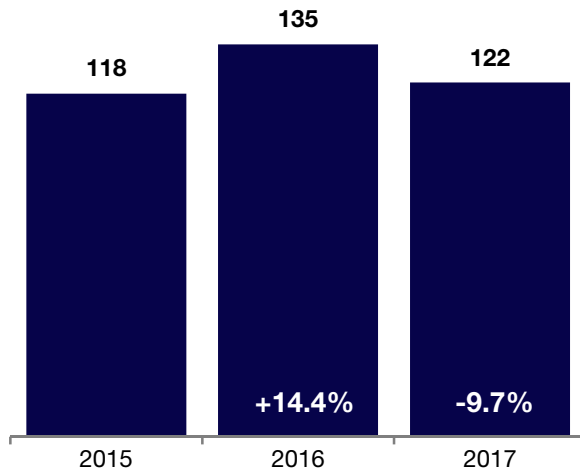
Historical Housing Affordability Index



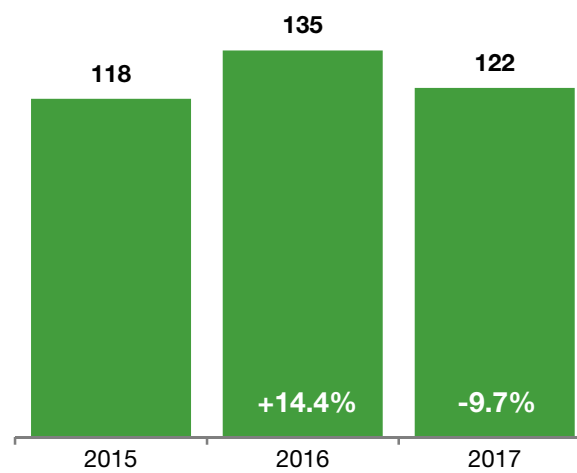
Market Time

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

January



Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|------------|--------------|--------------|
| 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 | +8.9% |
| July 2016 | 81 | 82 | +1.7% |
| August 2016 | 80 | 96 | +20.3% |
| September 2016 | 85 | 89 | +4.0% |
| October 2016 | 89 | 108 | +21.0% |
| November 2016 | 112 | 108 | -3.4% |
| December 2016 | 137 | 123 | -9.9% |
| January 2017 | 135 | 122 | -9.7% |
| 12-Month Avg | 101 | 107 | +6.2% |

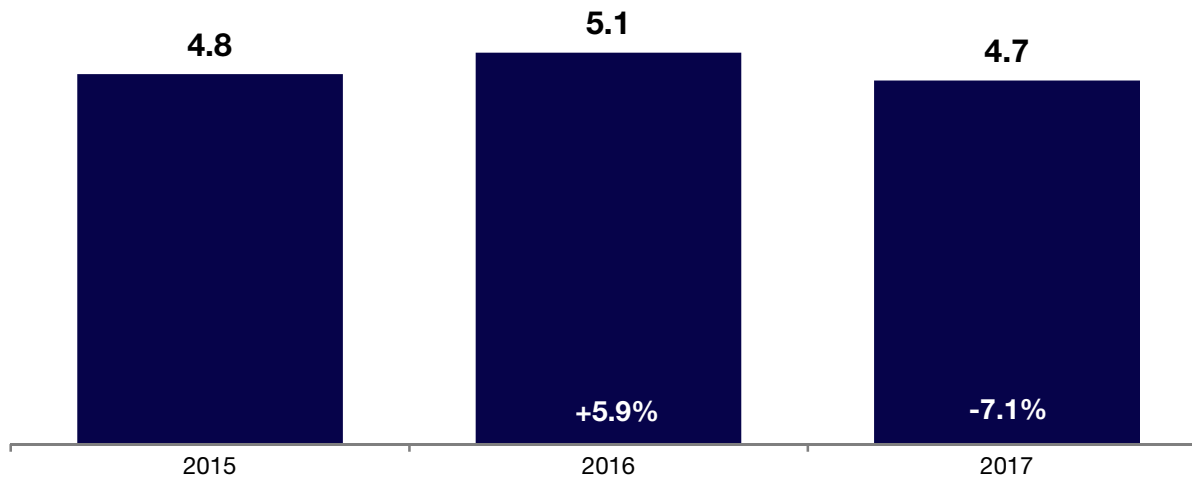
Historical Market Times



Months Supply of Inventory

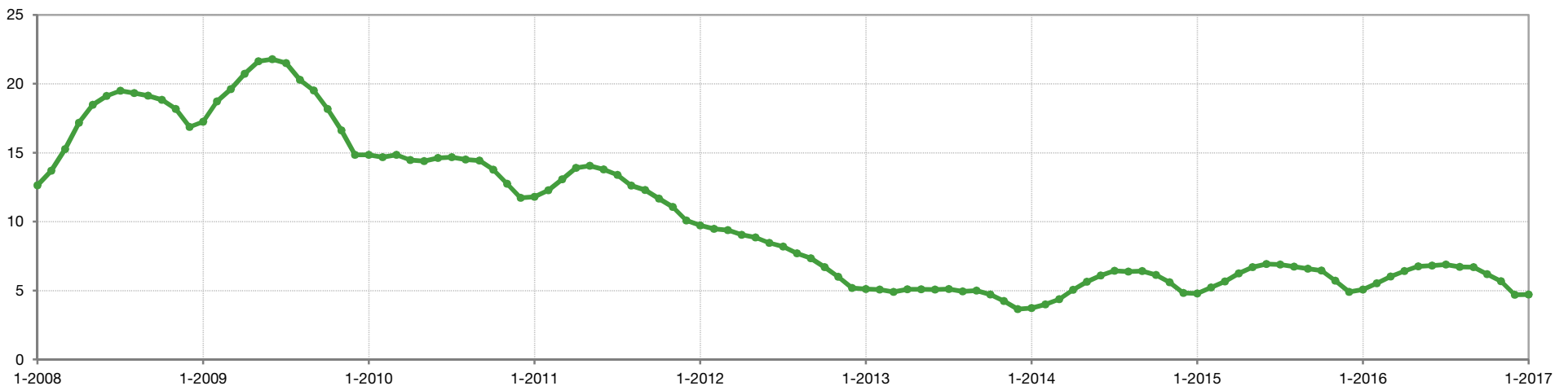
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

January



| Month | Prior Year | Current Year | + / - |
|---------------------|------------|--------------|--------------|
| February 2016 | 5.2 | 5.5 | +5.7% |
| March 2016 | 5.7 | 6.0 | +6.4% |
| April 2016 | 6.3 | 6.4 | +2.7% |
| May 2016 | 6.7 | 6.8 | +0.7% |
| June 2016 | 6.9 | 6.8 | -1.8% |
| July 2016 | 6.9 | 6.9 | -0.2% |
| August 2016 | 6.7 | 6.7 | -0.3% |
| September 2016 | 6.6 | 6.7 | +1.8% |
| October 2016 | 6.5 | 6.2 | -4.0% |
| November 2016 | 5.7 | 5.7 | -0.7% |
| December 2016 | 4.9 | 4.7 | -4.1% |
| January 2017 | 5.1 | 4.7 | -7.1% |
| 12-Month Avg | 6.1 | 6.1 | -0.0% |

Historical Months Supply of Inventory

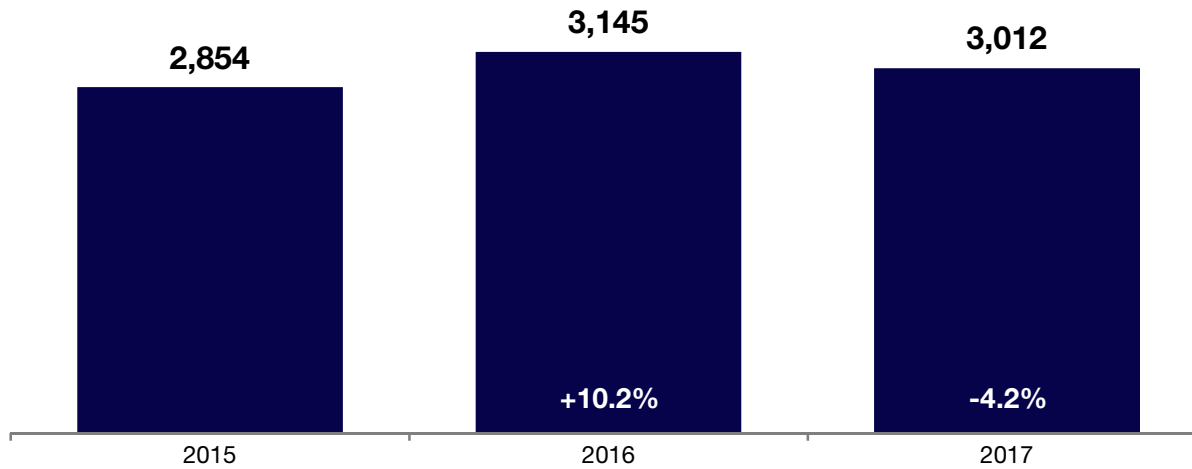


Inventory of Homes for Sale

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



January



| Month | Prior Year | Current Year | + / - |
|---------------------|--------------|--------------|--------------|
| February 2016 | 3,121 | 3,466 | +11.1% |
| March 2016 | 3,427 | 3,773 | +10.1% |
| April 2016 | 3,822 | 4,060 | +6.2% |
| May 2016 | 4,089 | 4,304 | +5.3% |
| June 2016 | 4,266 | 4,343 | +1.8% |
| July 2016 | 4,277 | 4,363 | +2.0% |
| August 2016 | 4,169 | 4,227 | +1.4% |
| September 2016 | 4,071 | 4,218 | +3.6% |
| October 2016 | 3,974 | 3,938 | -0.9% |
| November 2016 | 3,552 | 3,577 | +0.7% |
| December 2016 | 3,042 | 2,974 | -2.2% |
| January 2017 | 3,145 | 3,012 | -4.2% |
| 12-Month Avg | 3,746 | 3,855 | +2.9% |

Historical Inventory of Homes for Sale

