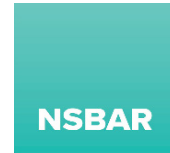


Monthly Indicators



NORTH SHORE-BARRINGTON
ASSOCIATION OF REALTORS®

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 2022

The 2022 real estate market begins where 2021 left off, in which existing home sales reached their highest level since 2006, with the National Association of REALTORS® reporting sales were up 8.5% compared to the previous year as homebuyers rushed to take advantage of historically low mortgage rates. Home sales would've been even greater were it not for soaring sales prices and a shortage of homes for sale in many markets, forcing a multitude of buyers to temporarily put their home purchase plans on hold.

New Listings in the North Shore-Barrington region decreased 30.0 percent to 662. Listings Under Contract were down 18.7 percent to 596. Inventory levels fell 54.0 percent to 839 units.

Prices continued to gain traction. The Median Sales Price increased 7.4 percent to \$510,000. Market Times were down 33.4 percent to 70 days. Sellers were encouraged as Months Supply of Inventory was down 58.1 percent to 1.0 months.

For many buyers, 2022 marks a new opportunity to make their home purchase dreams a reality. But it won't be without its challenges. Inventory of existing homes was at 910,000 at the start of the new year, the lowest level recorded since 1999, according to the National Association of REALTORS®, and competition remains fierce. Affordability continues to decline, as inflation, soaring sales prices, and surging mortgage interest rates reduce purchasing power. The sudden increase in rates and home prices means buyers are paying significantly more per month compared to this time last year, which may cause sales to slow as more buyers become priced out of the market.

Quick Facts

- 0.6%

+ 7.4%

- 54.0%

Change in
Closed Sales

Change in
Median Sales Price

Change in
Inventory

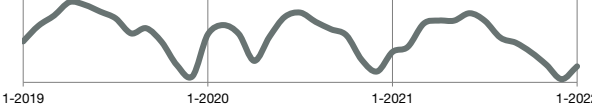

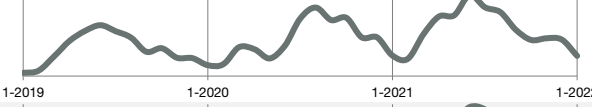
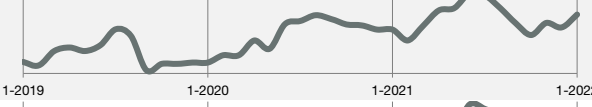





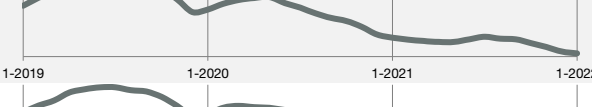

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Market Overview

Key market metrics for the current month and year-to-date figures.

NSBAR

NORTH SHORE-BARRINGTON
ASSOCIATION OF REALTORS®

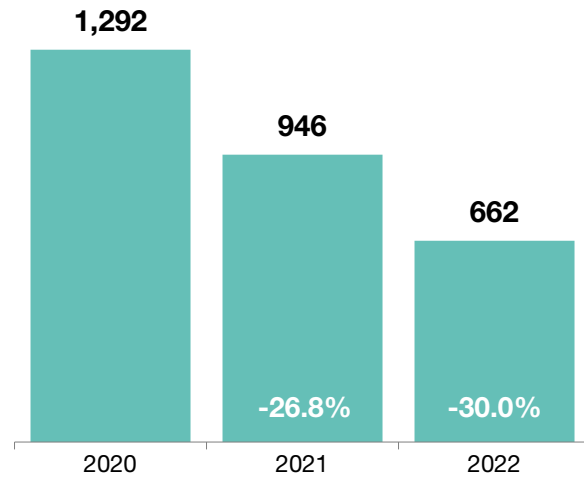
| Key Metrics | Historical Sparklines | 1-2021 | 1-2022 | + / - | YTD 2021 | YTD 2022 | + / - |
|---|--|-----------|------------------|---------|-----------|------------------|---------|
| New Listings |  | 946 | 662 | - 30.0% | 946 | 662 | - 30.0% |
| Closed Sales |  | 517 | 514 | - 0.6% | 517 | 514 | - 0.6% |
| Under Contract (Contingent and Pending) |  | 733 | 596 | - 18.7% | 733 | 596 | - 18.7% |
| Median Sales Price |  | \$475,000 | \$510,000 | + 7.4% | \$475,000 | \$510,000 | + 7.4% |
| Average Sales Price |  | \$601,576 | \$669,148 | + 11.2% | \$601,576 | \$669,148 | + 11.2% |
| Average List Price |  | \$806,879 | \$740,156 | - 8.3% | \$806,879 | \$740,156 | - 8.3% |
| Percent of Original List Price Received |  | 94.6% | 96.4% | + 1.9% | 94.6% | 96.4% | + 1.9% |
| Housing Affordability Index |  | 73 | 68 | - 6.8% | 73 | 68 | - 6.8% |
| Market Time |  | 105 | 70 | - 33.4% | 105 | 70 | - 33.4% |
| Months Supply of Homes for Sale |  | 2.4 | 1.0 | - 58.1% | -- | -- | -- |
| Inventory of Homes for Sale |  | 1,822 | 839 | - 54.0% | -- | -- | -- |

New Listings

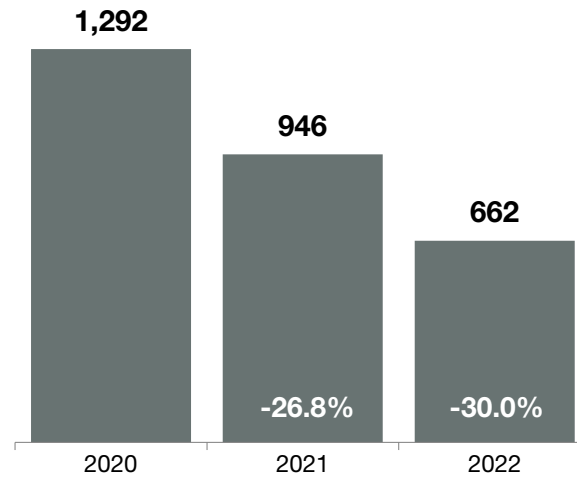
A count of the properties that have been newly listed on the market in a given month.



January

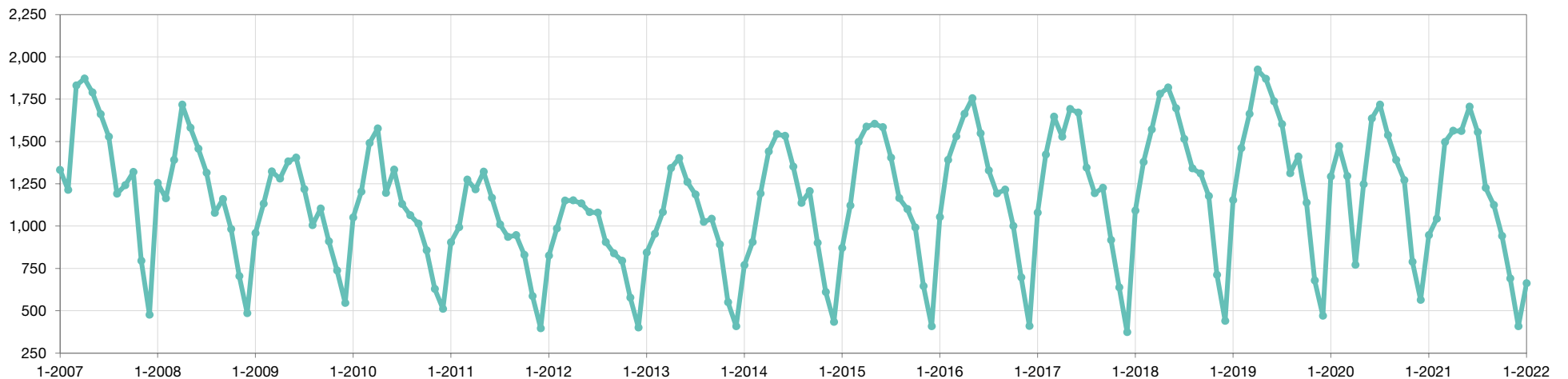


Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|------------|--------------|---------------|
| February 2021 | 1,473 | 1,043 | -29.2% |
| March 2021 | 1,295 | 1,497 | +15.6% |
| April 2021 | 771 | 1,563 | +102.7% |
| May 2021 | 1,247 | 1,562 | +25.3% |
| June 2021 | 1,636 | 1,705 | +4.2% |
| July 2021 | 1,717 | 1,555 | -9.4% |
| August 2021 | 1,537 | 1,226 | -20.2% |
| September 2021 | 1,390 | 1,124 | -19.1% |
| October 2021 | 1,271 | 941 | -26.0% |
| November 2021 | 789 | 691 | -12.4% |
| December 2021 | 563 | 408 | -27.5% |
| January 2022 | 946 | 662 | -30.0% |
| 12-Month Avg | 1,220 | 1,165 | -4.5% |

Historical New Listing Activity



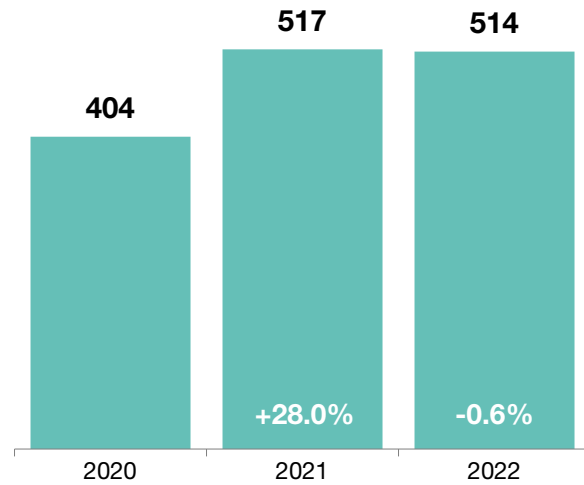
Closed Sales

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

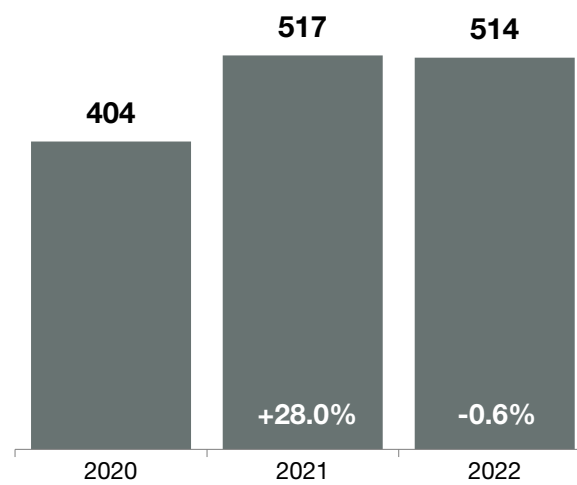
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NORTH SHORE-BARRINGTON
ASSOCIATION OF REALTORS®

January

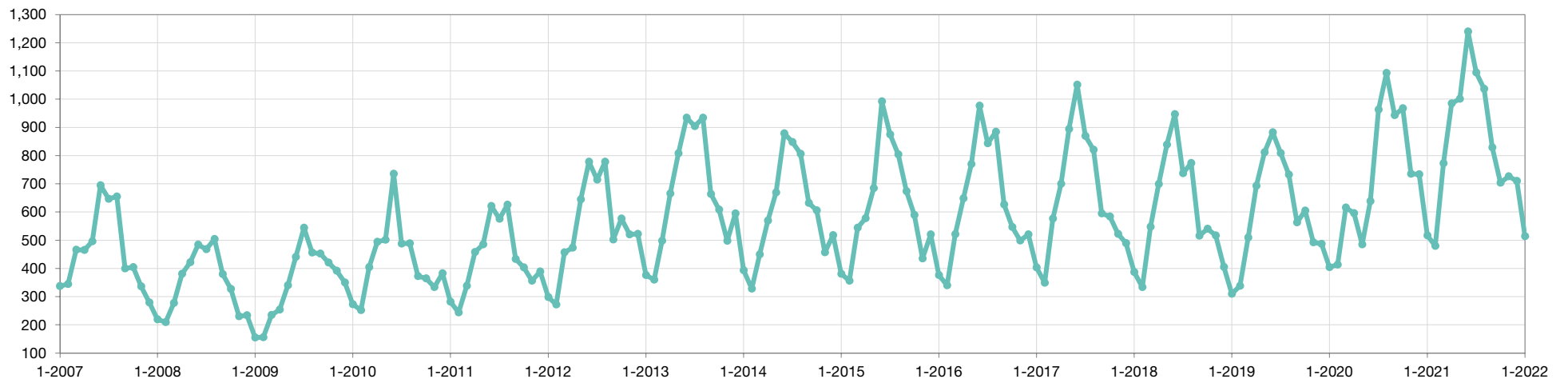


Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|------------|--------------|--------------|
| February 2021 | 413 | 480 | +16.2% |
| March 2021 | 616 | 773 | +25.5% |
| April 2021 | 596 | 985 | +65.3% |
| May 2021 | 485 | 1,001 | +106.4% |
| June 2021 | 638 | 1,240 | +94.4% |
| July 2021 | 963 | 1,095 | +13.7% |
| August 2021 | 1,093 | 1,037 | -5.1% |
| September 2021 | 943 | 829 | -12.1% |
| October 2021 | 968 | 704 | -27.3% |
| November 2021 | 735 | 726 | -1.2% |
| December 2021 | 734 | 710 | -3.3% |
| January 2022 | 517 | 514 | -0.6% |
| 12-Month Avg | 725 | 841 | +22.7% |

Historical Closed Sales Activity



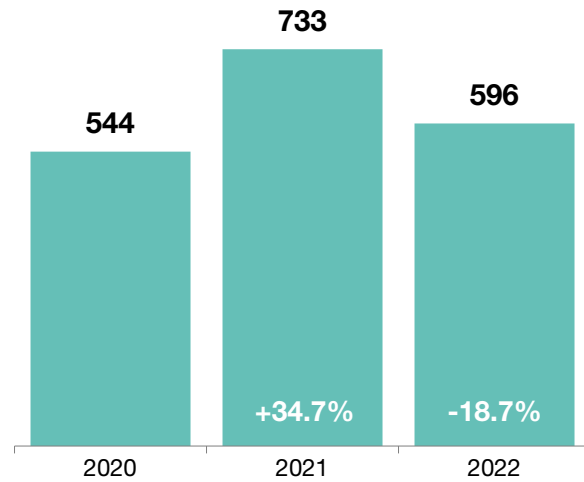
Under Contract

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

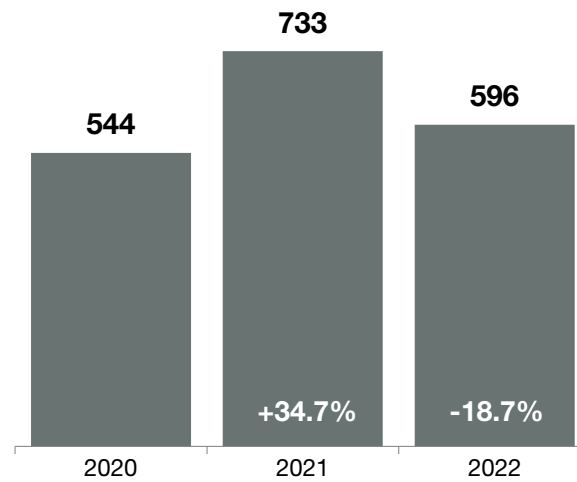
NSBAR

NORTH SHORE-BARRINGTON
ASSOCIATION OF REALTORS®

January

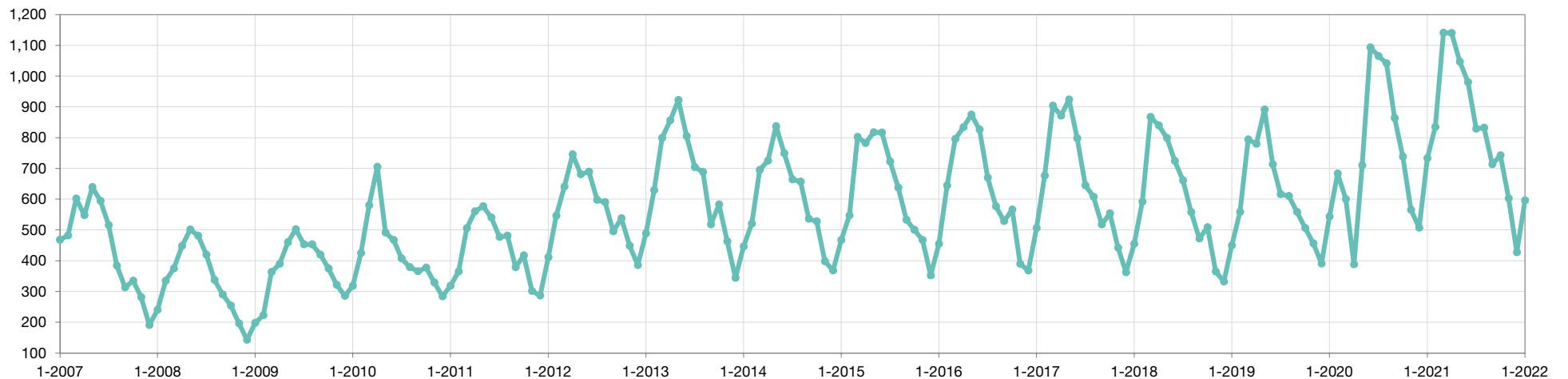


Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|------------|--------------|---------------|
| February 2021 | 683 | 835 | +22.3% |
| March 2021 | 600 | 1,141 | +90.2% |
| April 2021 | 388 | 1,140 | +193.8% |
| May 2021 | 710 | 1,047 | +47.5% |
| June 2021 | 1,093 | 980 | -10.3% |
| July 2021 | 1,065 | 829 | -22.2% |
| August 2021 | 1,042 | 832 | -20.2% |
| September 2021 | 864 | 713 | -17.5% |
| October 2021 | 738 | 742 | +0.5% |
| November 2021 | 565 | 603 | +6.7% |
| December 2021 | 507 | 427 | -15.8% |
| January 2022 | 733 | 596 | -18.7% |
| 12-Month Avg | 749 | 824 | +10.0% |

Historical Under Contract Activity

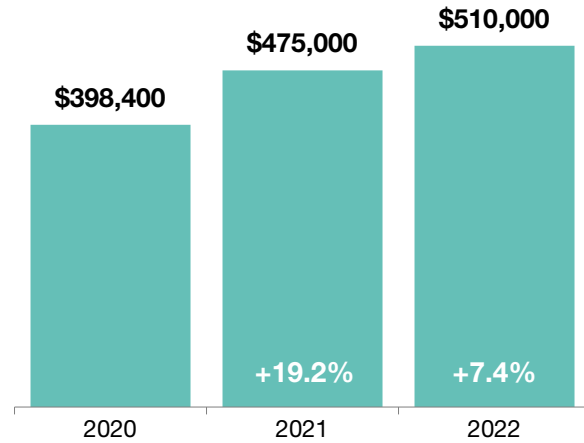


Median Sales Price

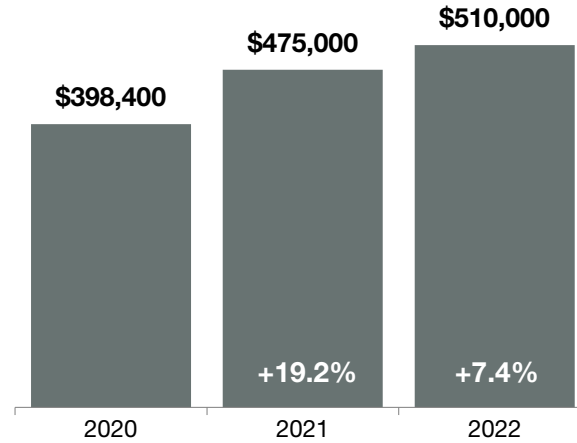
Median price point for all closed sales, not accounting for seller concessions, in a given month.



January

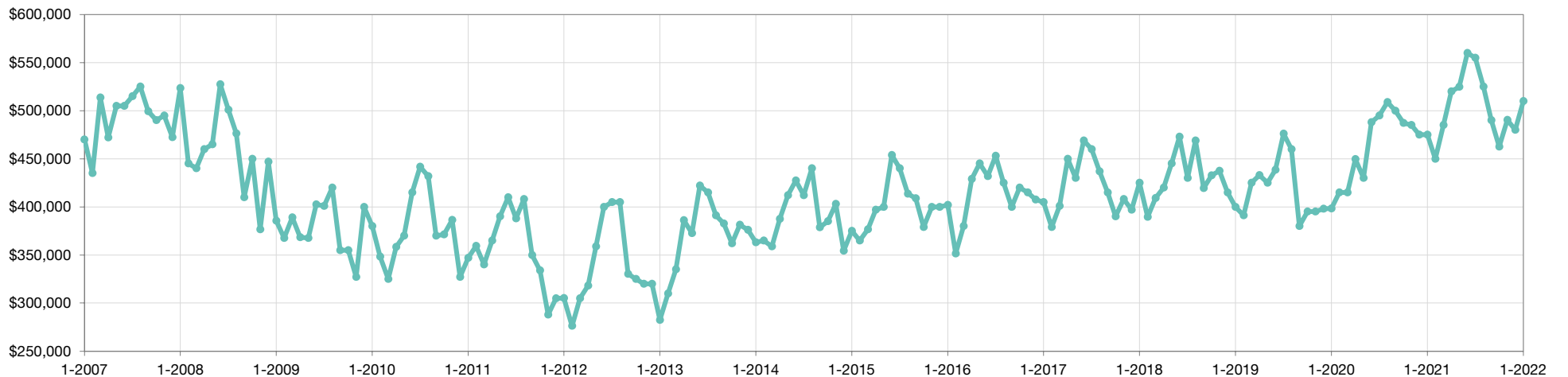


Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|------------------|------------------|--------------|
| February 2021 | \$415,000 | \$450,000 | +8.4% |
| March 2021 | \$415,000 | \$485,000 | +16.9% |
| April 2021 | \$449,500 | \$520,000 | +15.7% |
| May 2021 | \$430,000 | \$524,900 | +22.1% |
| June 2021 | \$488,000 | \$560,000 | +14.8% |
| July 2021 | \$495,000 | \$555,000 | +12.1% |
| August 2021 | \$508,890 | \$525,000 | +3.2% |
| September 2021 | \$500,000 | \$490,000 | -2.0% |
| October 2021 | \$487,250 | \$462,500 | -5.1% |
| November 2021 | \$485,000 | \$490,434 | +1.1% |
| December 2021 | \$475,000 | \$480,000 | +1.1% |
| January 2022 | \$475,000 | \$510,000 | +7.4% |
| 12-Month Med | \$475,000 | \$511,250 | +7.6% |

Historical Median Sales Price

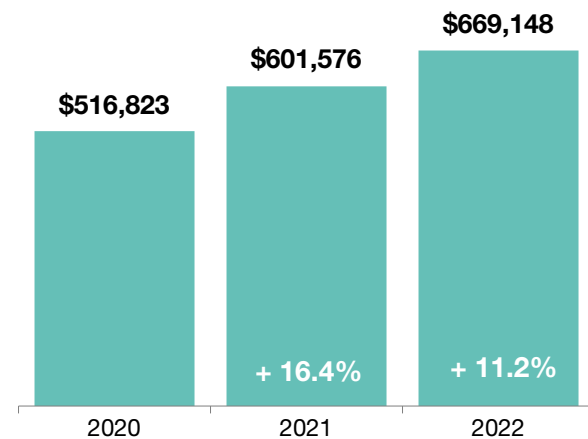


Average Sales Price

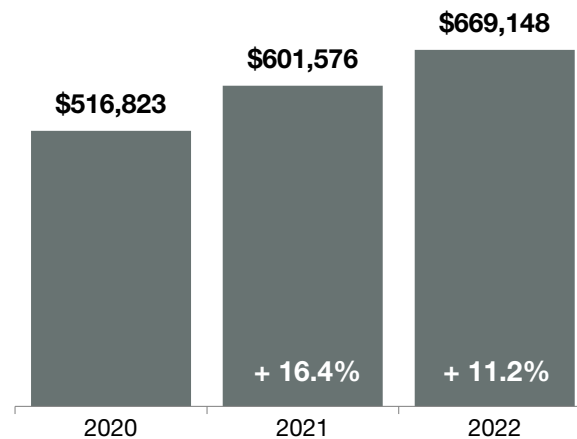
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



January

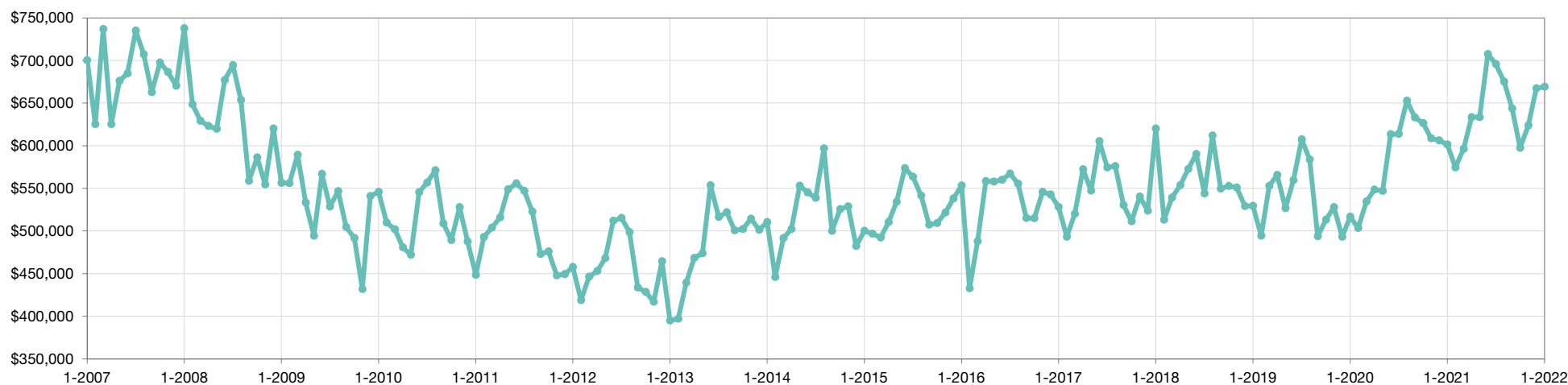


Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|------------------|------------------|---------------|
| February 2021 | \$503,494 | \$574,408 | +14.1% |
| March 2021 | \$534,457 | \$596,231 | +11.6% |
| April 2021 | \$548,406 | \$633,401 | +15.5% |
| May 2021 | \$546,984 | \$633,435 | +15.8% |
| June 2021 | \$613,415 | \$707,717 | +15.4% |
| July 2021 | \$613,897 | \$695,901 | +13.4% |
| August 2021 | \$652,725 | \$675,077 | +3.4% |
| September 2021 | \$633,116 | \$643,625 | +1.7% |
| October 2021 | \$626,566 | \$597,461 | -4.6% |
| November 2021 | \$608,726 | \$623,762 | +2.5% |
| December 2021 | \$606,245 | \$667,470 | +10.1% |
| January 2022 | \$601,576 | \$669,148 | +11.2% |
| 12-Month Avg | \$601,337 | \$649,800 | +8.1% |

Historical Average Sales Price



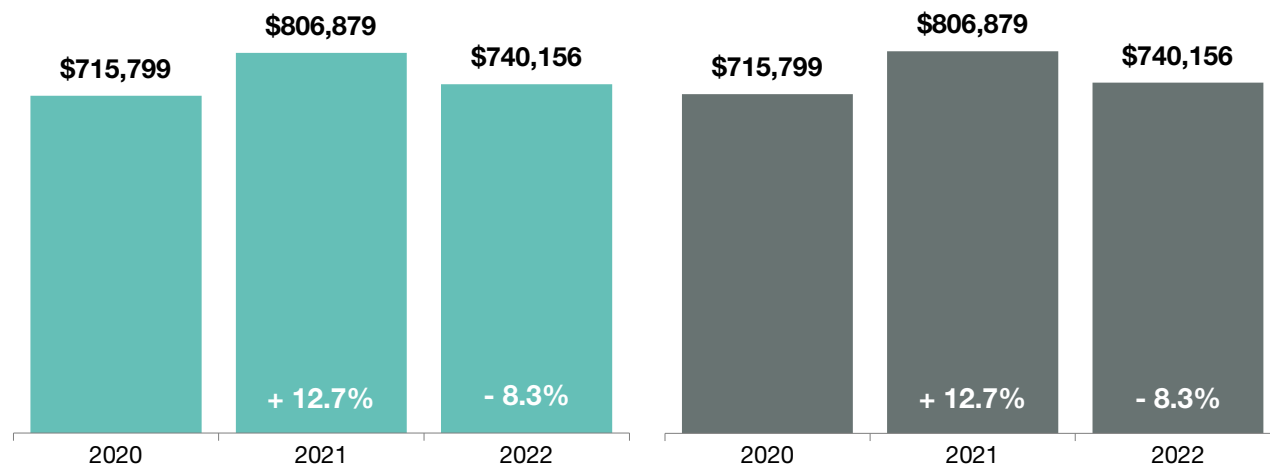
Average List Price

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



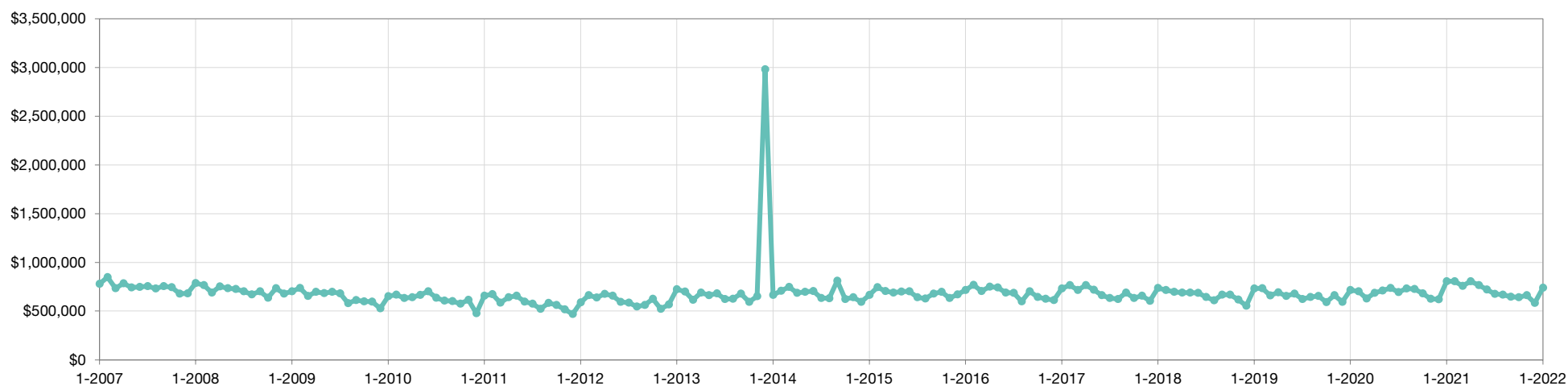
January

Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|------------------|------------------|--------------|
| February 2021 | \$701,546 | \$806,866 | +15.0% |
| March 2021 | \$628,845 | \$758,065 | +20.5% |
| April 2021 | \$685,403 | \$804,348 | +17.4% |
| May 2021 | \$709,032 | \$765,252 | +7.9% |
| June 2021 | \$736,638 | \$720,865 | -2.1% |
| July 2021 | \$695,428 | \$675,266 | -2.9% |
| August 2021 | \$731,487 | \$667,084 | -8.8% |
| September 2021 | \$725,871 | \$646,180 | -11.0% |
| October 2021 | \$682,411 | \$642,584 | -5.8% |
| November 2021 | \$625,221 | \$661,931 | +5.9% |
| December 2021 | \$621,117 | \$584,310 | -5.9% |
| January 2022 | \$806,879 | \$740,156 | -8.3% |
| 12-Month Avg | \$701,487 | \$718,286 | +2.4% |

Historical Average List Price



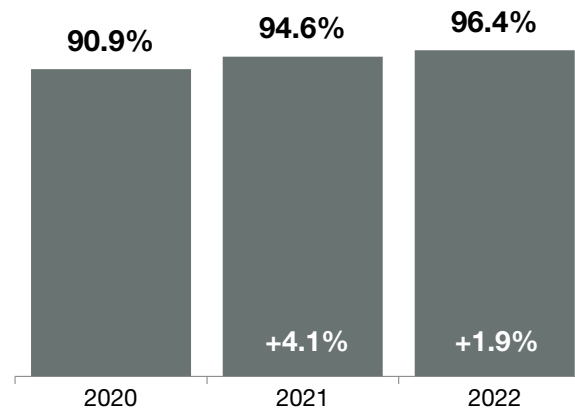
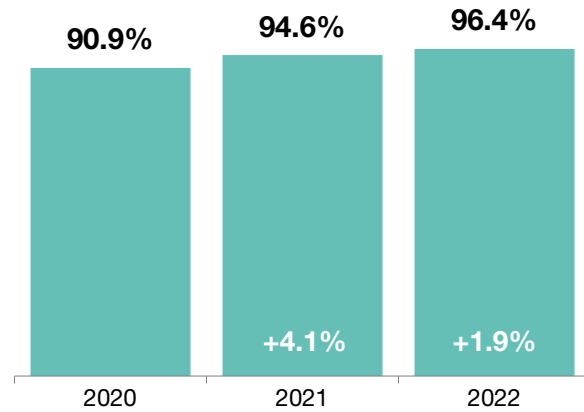
Percent of Original List Price Received

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.



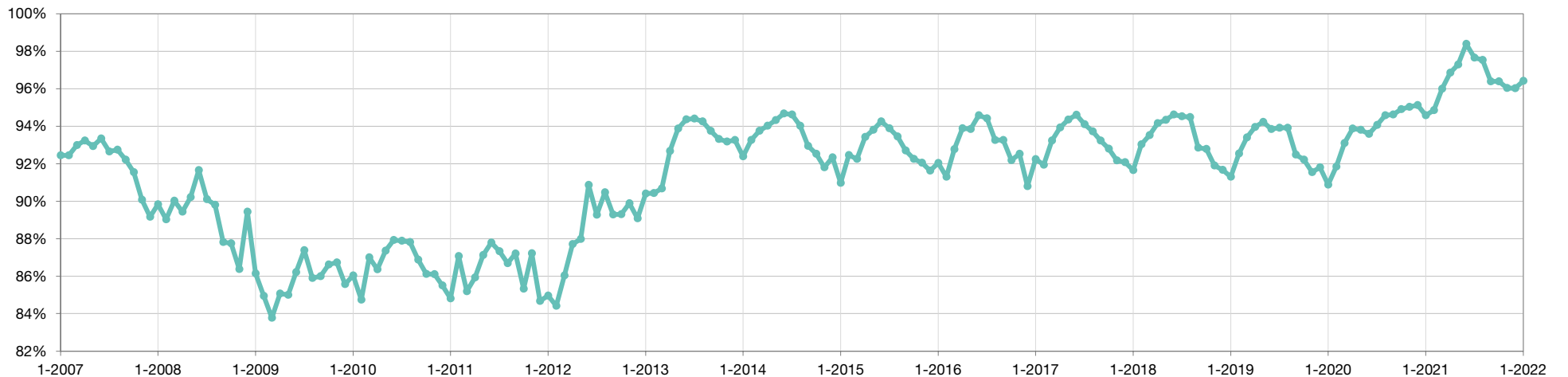
January

Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|--------------|--------------|--------------|
| February 2021 | 91.8% | 94.9% | +3.3% |
| March 2021 | 93.1% | 96.0% | +3.1% |
| April 2021 | 93.9% | 96.9% | +3.2% |
| May 2021 | 93.8% | 97.3% | +3.7% |
| June 2021 | 93.6% | 98.4% | +5.1% |
| July 2021 | 94.1% | 97.7% | +3.8% |
| August 2021 | 94.6% | 97.5% | +3.1% |
| September 2021 | 94.6% | 96.4% | +1.9% |
| October 2021 | 94.9% | 96.4% | +1.6% |
| November 2021 | 95.0% | 96.0% | +1.1% |
| December 2021 | 95.1% | 96.0% | +0.9% |
| January 2022 | 94.6% | 96.4% | +1.9% |
| 12-Month Avg | 94.2% | 96.9% | +2.8% |

Historical Percent of Original List Price Received

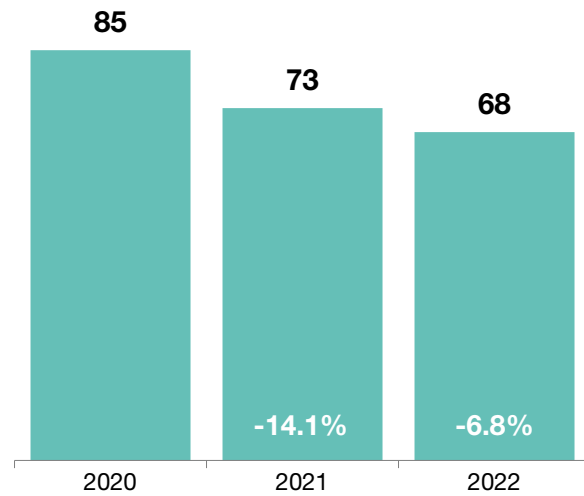


Housing Affordability Index

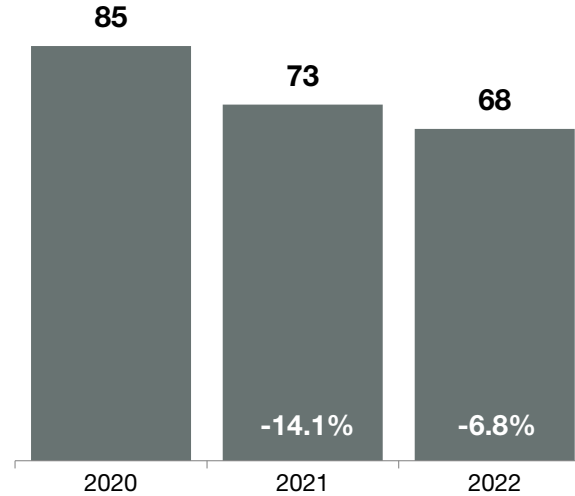
This index measures housing affordability for the region. For example, an index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



January

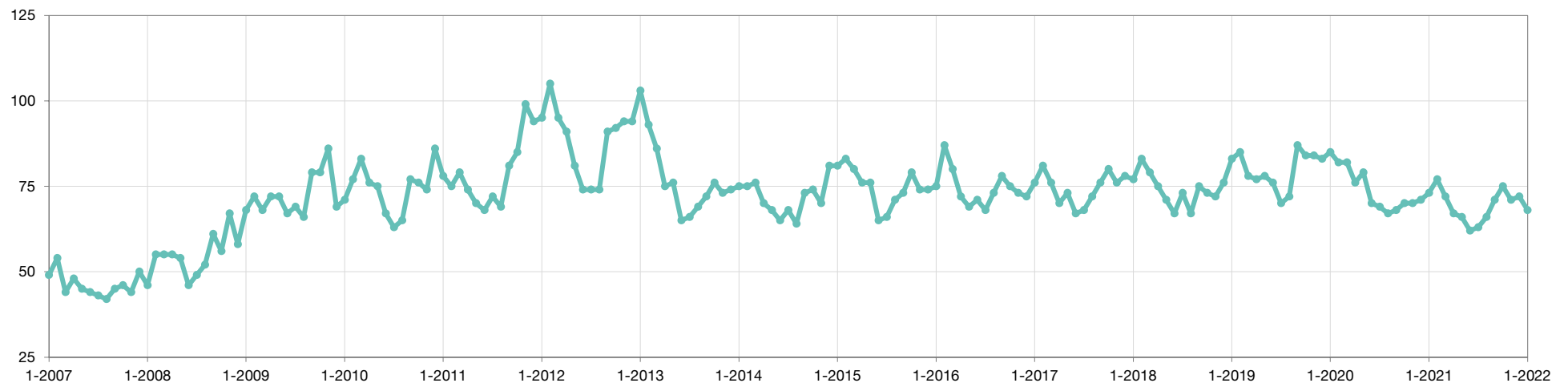


Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|------------|--------------|--------------|
| February 2021 | 82 | 77 | -6.1% |
| March 2021 | 82 | 72 | -12.2% |
| April 2021 | 76 | 67 | -11.8% |
| May 2021 | 79 | 66 | -16.5% |
| June 2021 | 70 | 62 | -11.4% |
| July 2021 | 69 | 63 | -8.7% |
| August 2021 | 67 | 66 | -1.5% |
| September 2021 | 68 | 71 | +4.4% |
| October 2021 | 70 | 75 | +7.1% |
| November 2021 | 70 | 71 | +1.4% |
| December 2021 | 71 | 72 | +1.4% |
| January 2022 | 73 | 68 | -6.8% |
| 12-Month Avg | 73 | 69 | -5.1% |

Historical Housing Affordability Index

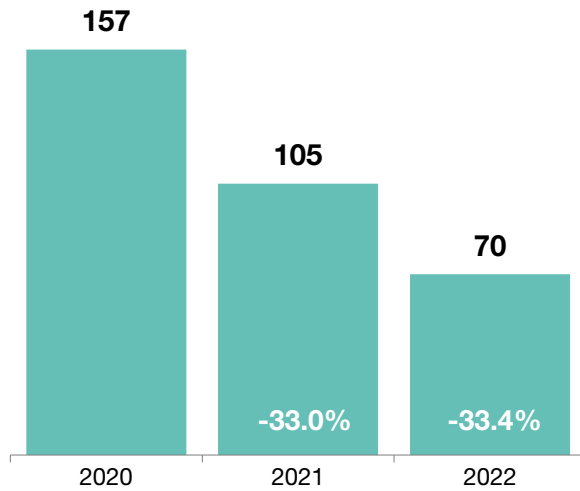


Market Time

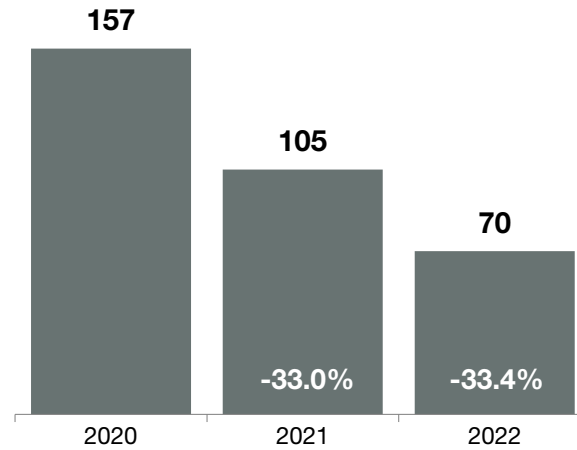
Average number of days between when a property is listed and when an offer is accepted in a given month.



January

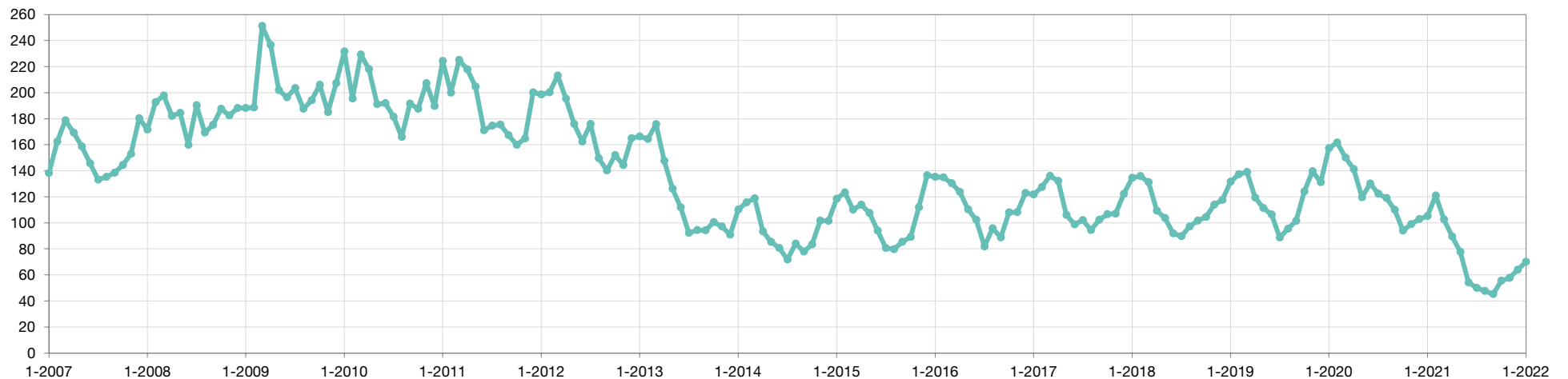


Year To Date



| Month | Prior Year | Current Year | + / - |
|---------------------|------------|--------------|---------------|
| February 2021 | 162 | 121 | -25.1% |
| March 2021 | 150 | 103 | -31.6% |
| April 2021 | 141 | 90 | -36.6% |
| May 2021 | 120 | 78 | -35.1% |
| June 2021 | 130 | 54 | -58.3% |
| July 2021 | 122 | 50 | -59.1% |
| August 2021 | 119 | 48 | -59.8% |
| September 2021 | 110 | 45 | -58.8% |
| October 2021 | 94 | 55 | -41.1% |
| November 2021 | 99 | 58 | -41.6% |
| December 2021 | 103 | 64 | -37.8% |
| January 2022 | 105 | 70 | -33.4% |
| 12-Month Avg | 118 | 67 | -43.5% |

Historical Market Times

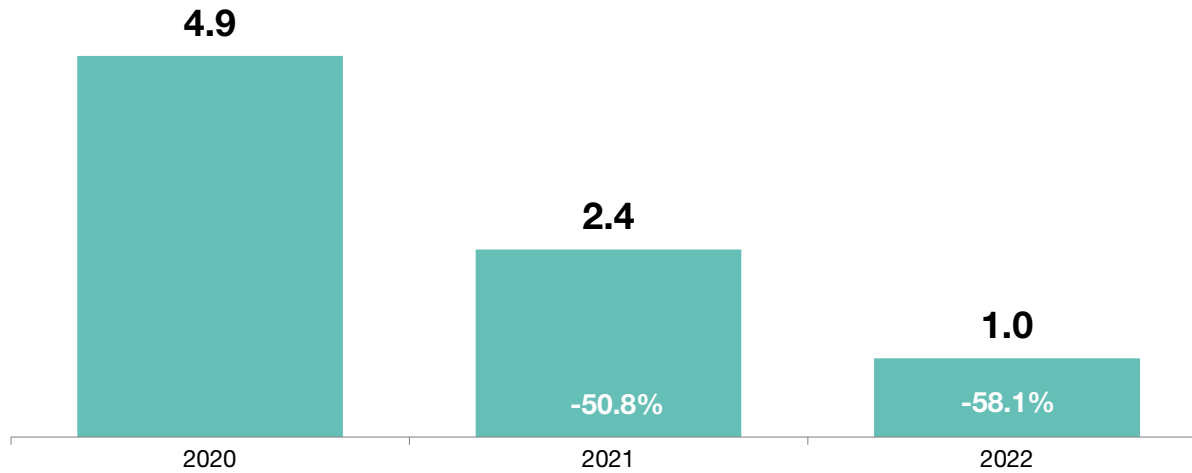


Months Supply of Inventory

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.

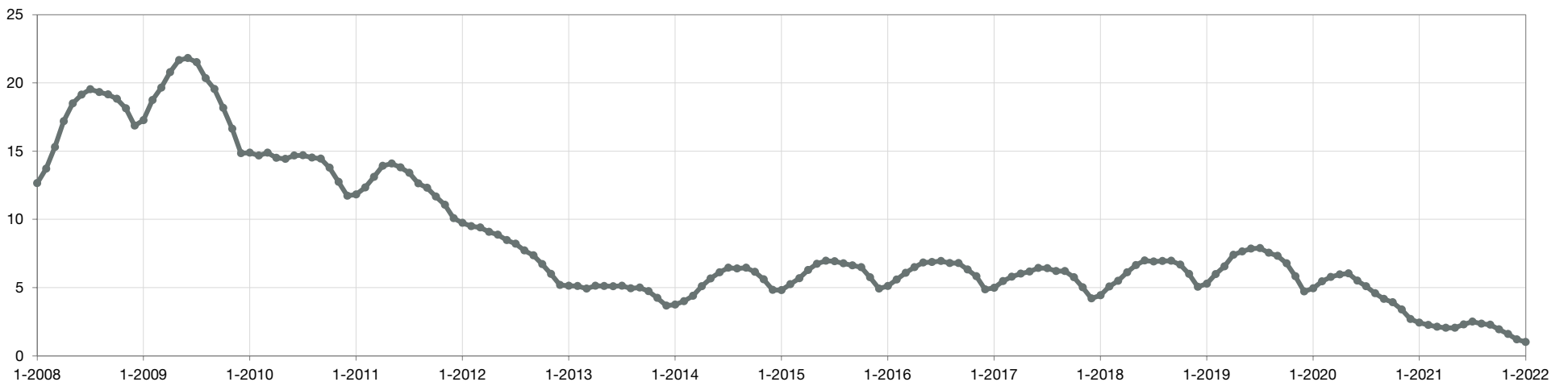


January



| Month | Prior Year | Current Year | + / - |
|---------------------|------------|--------------|---------------|
| February 2021 | 5.5 | 2.3 | -58.5% |
| March 2021 | 5.8 | 2.1 | -63.2% |
| April 2021 | 6.0 | 2.0 | -65.7% |
| May 2021 | 6.0 | 2.1 | -66.1% |
| June 2021 | 5.5 | 2.3 | -58.4% |
| July 2021 | 5.1 | 2.5 | -50.8% |
| August 2021 | 4.6 | 2.3 | -48.9% |
| September 2021 | 4.2 | 2.3 | -45.3% |
| October 2021 | 3.9 | 1.9 | -50.6% |
| November 2021 | 3.4 | 1.6 | -53.1% |
| December 2021 | 2.7 | 1.2 | -55.8% |
| January 2022 | 2.4 | 1.0 | -58.1% |
| 12-Month Avg | 4.6 | 2.0 | -57.0% |

Historical Months Supply of Inventory

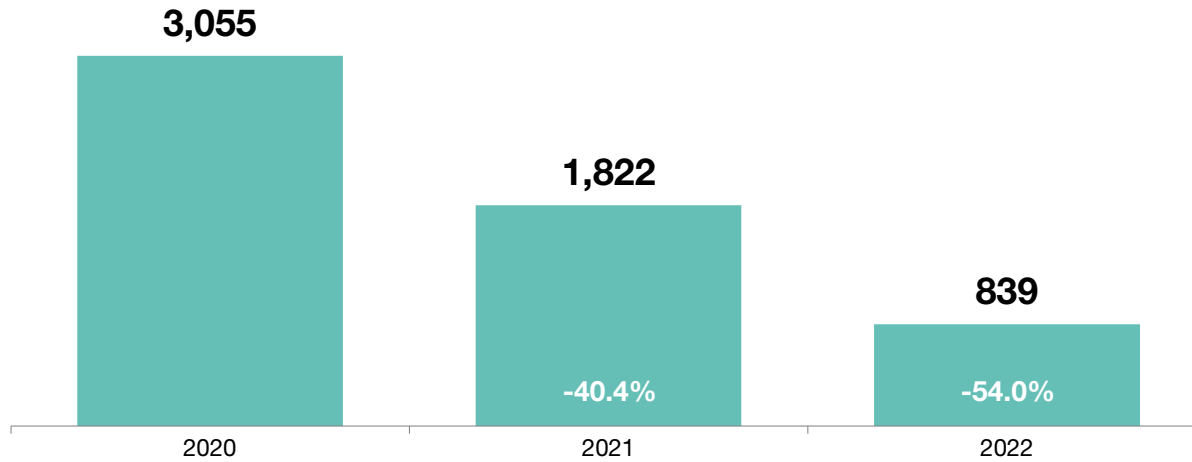


Inventory of Homes for Sale

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



January



| Month | Prior Year | Current Year | + / - |
|---------------------|--------------|--------------|---------------|
| February 2021 | 3,427 | 1,722 | -49.8% |
| March 2021 | 3,536 | 1,716 | -51.5% |
| April 2021 | 3,459 | 1,779 | -48.6% |
| May 2021 | 3,412 | 1,841 | -46.0% |
| June 2021 | 3,286 | 2,036 | -38.0% |
| July 2021 | 3,227 | 2,175 | -32.6% |
| August 2021 | 3,073 | 1,994 | -35.1% |
| September 2021 | 2,903 | 1,914 | -34.1% |
| October 2021 | 2,799 | 1,623 | -42.0% |
| November 2021 | 2,457 | 1,340 | -45.5% |
| December 2021 | 1,978 | 996 | -49.6% |
| January 2022 | 1,822 | 839 | -54.0% |
| 12-Month Avg | 2,948 | 1,665 | -43.9% |

Historical Inventory of Homes for Sale

