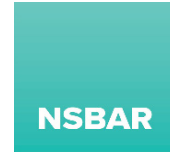


Monthly Indicators



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

July 2022

The U.S. housing market has continued to cool, as rising mortgage rates and record-high sales prices have stifled affordability, weakening demand and pricing out a multitude of buyers. Nationally, median household income has failed to keep pace with increasing mortgage payments, with the costs of buying a home about 80% more expensive now than they were just three summers ago, according to the National Association of REALTORS® (NAR). As more and more prospective buyers find their home purchase plans delayed, many are turning to the rental market, where competition has intensified due to increased demand.

New Listings in the North Shore-Barrington region decreased 34.0 percent to 1,029. Listings Under Contract were down 27.2 percent to 602. Inventory levels fell 36.8 percent to 1,392 units.

Prices continued to gain traction. The Median Sales Price increased 1.1 percent to \$561,000. Market Times were down 40.4 percent to 30 days. Sellers were encouraged as Months Supply of Inventory was down 23.5 percent to 1.9 months.

At a time of year when homebuying activity is typically very strong, soaring homeownership costs have caused home sales to decline nationwide for the fifth consecutive month, with existing-home sales falling 5.4% month-to-month and 14.2% year-over-year as of last measure, according to NAR. But there is a bright spot. Inventory of existing homes has continued to climb this summer, with 1.26 million homes available at the beginning of July, equivalent to a 3 months' supply. And despite the summer slowdown, homes are still selling quickly, with the typical home staying on market an average of 14 days.

Quick Facts

- 35.0% **+ 1.1%** **- 36.8%**

Change in
Closed Sales

Change in
Median Sales Price

Change in
Inventory

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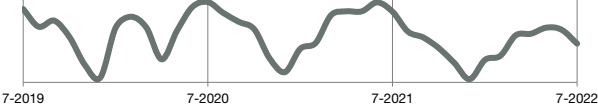

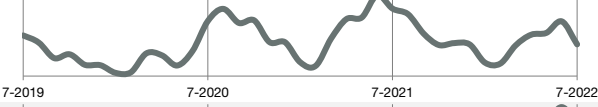
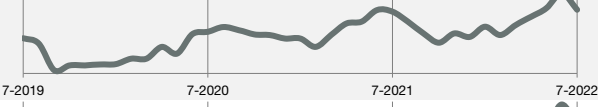



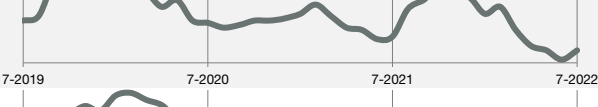





Market Overview

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

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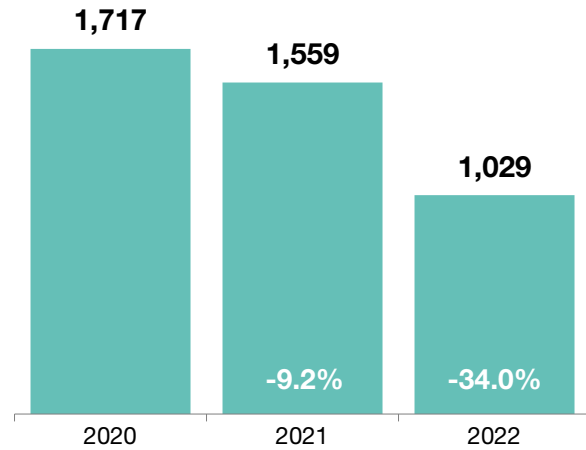
Key Metrics	Historical Sparklines	7-2021	7-2022	+ / -	YTD 2021	YTD 2022	+ / -
New Listings		1,559	1,029	- 34.0%	9,891	7,541	- 23.8%
Closed Sales		1,097	713	- 35.0%	6,094	5,042	- 17.3%
Under Contract (Contingent and Pending)		827	602	- 27.2%	6,704	5,270	- 21.4%
Median Sales Price		\$555,000	\$561,000	+ 1.1%	\$520,000	\$549,000	+ 5.6%
Average Sales Price		\$696,133	\$721,637	+ 3.7%	\$647,834	\$718,180	+ 10.9%
Average List Price		\$677,192	\$778,802	+ 15.0%	\$757,784	\$809,701	+ 6.9%
Percent of Original List Price Received		97.7%	99.1%	+ 1.5%	96.9%	99.2%	+ 2.4%
Housing Affordability Index		63	57	- 9.5%	67	58	- 13.4%
Market Time		50	30	- 40.4%	79	49	- 37.8%
Months Supply of Homes for Sale		2.5	1.9	- 23.5%	--	--	--
Inventory of Homes for Sale		2,202	1,392	- 36.8%	--	--	--

New Listings

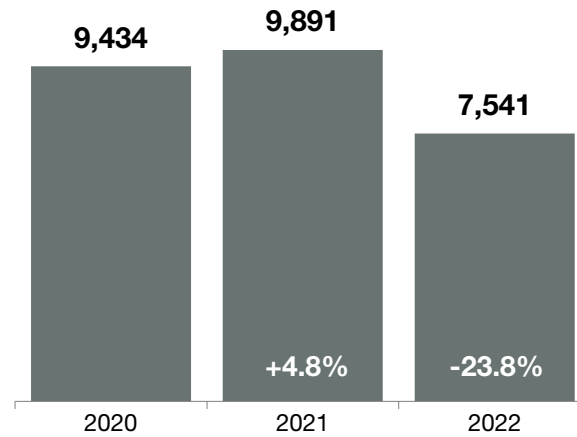
A count of the properties that have been newly listed on the market in a given month.



July

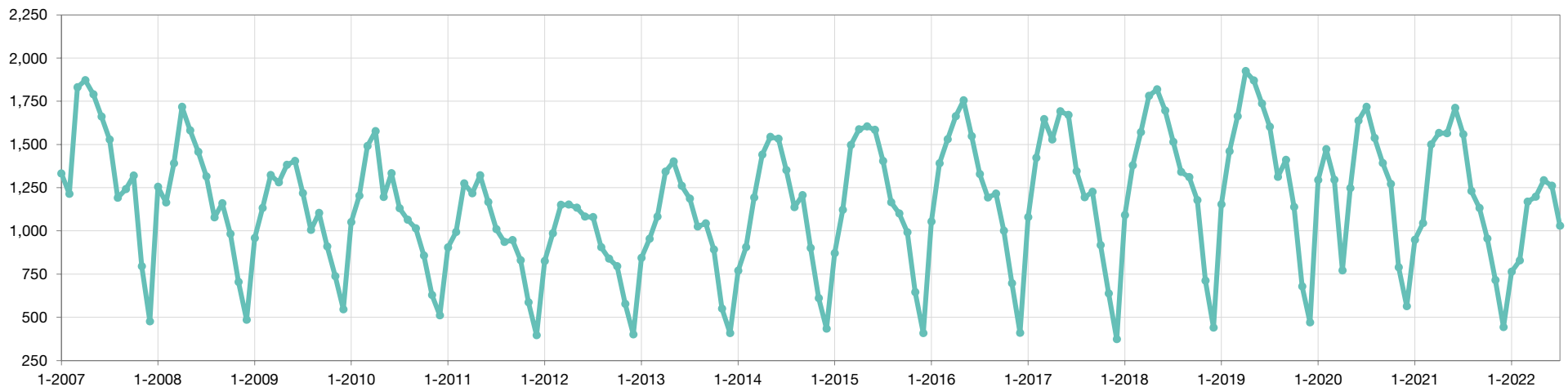


Year To Date



Month	Prior Year	Current Year	+ / -
August 2021	1,537	1,230	-20.0%
September 2021	1,392	1,132	-18.7%
October 2021	1,271	955	-24.9%
November 2021	789	715	-9.4%
December 2021	563	443	-21.3%
January 2022	947	764	-19.3%
February 2022	1,044	829	-20.6%
March 2022	1,500	1,168	-22.1%
April 2022	1,566	1,197	-23.6%
May 2022	1,564	1,293	-17.3%
June 2022	1,711	1,261	-26.3%
July 2022	1,559	1,029	-34.0%
12-Month Avg	1,287	1,001	-22.2%

Historical New Listing Activity



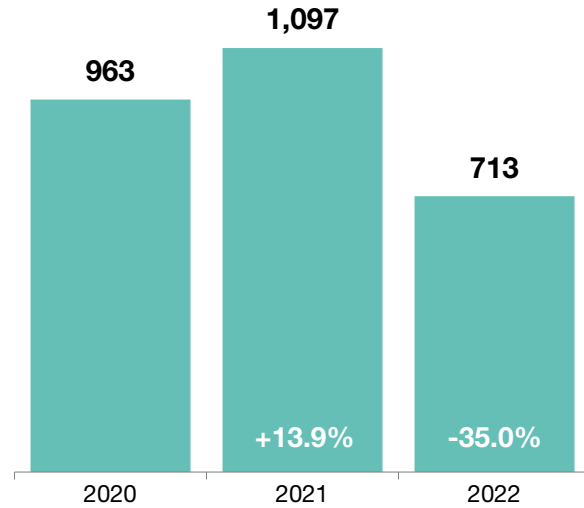
Closed Sales

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

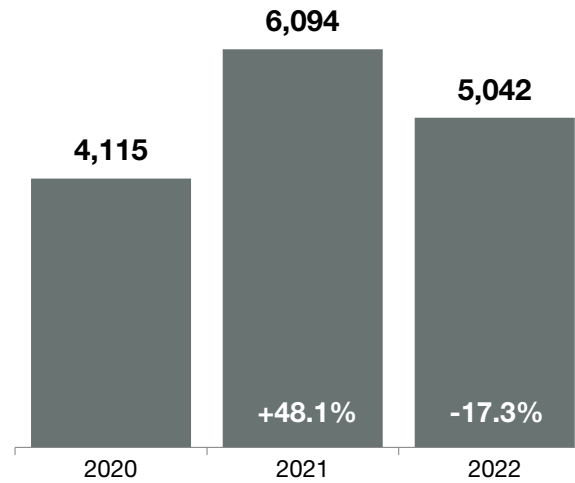
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July

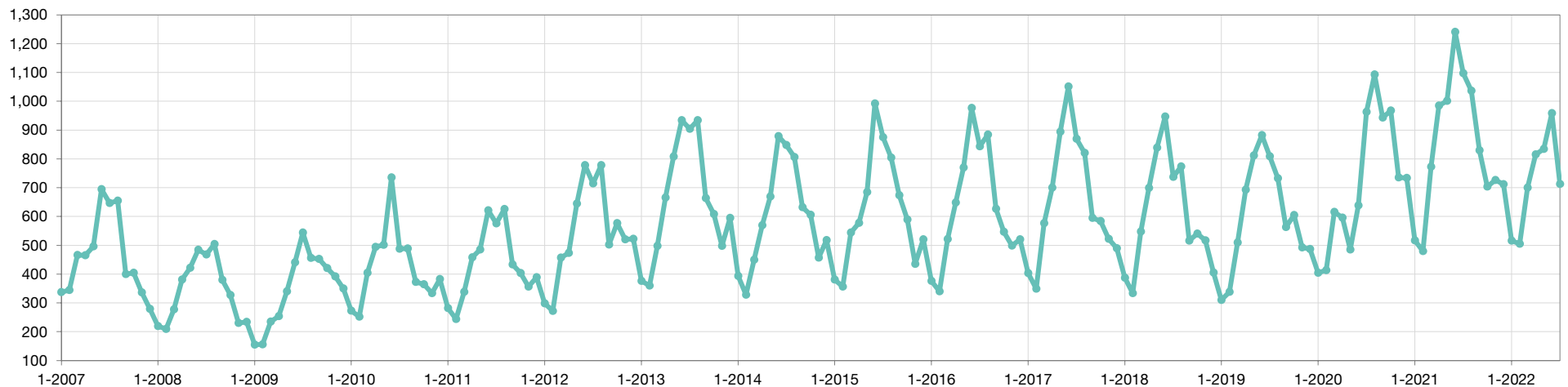


Year To Date



Month	Prior Year	Current Year	+ / -
August 2021	1,093	1,037	-5.1%
September 2021	943	830	-12.0%
October 2021	968	704	-27.3%
November 2021	735	726	-1.2%
December 2021	734	712	-3.0%
January 2022	517	516	-0.2%
February 2022	480	505	+5.2%
March 2022	773	700	-9.4%
April 2022	985	815	-17.3%
May 2022	1,001	834	-16.7%
June 2022	1,241	959	-22.7%
July 2022	1,097	713	-35.0%
12-Month Avg	881	754	-12.1%

Historical Closed Sales Activity



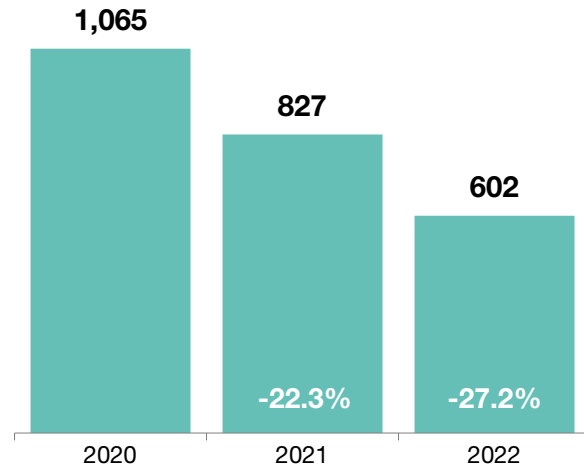
Under Contract

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

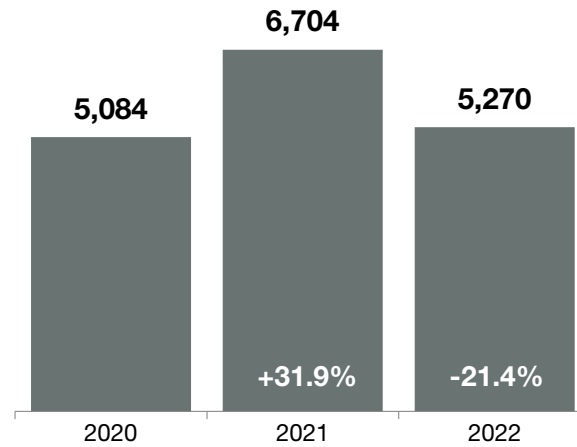
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July

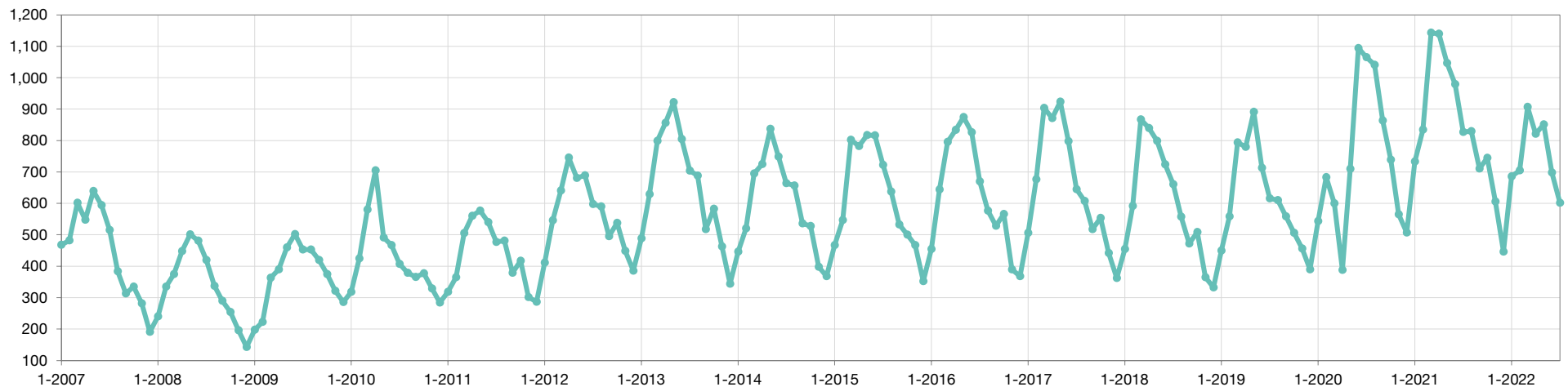


Year To Date



Month	Prior Year	Current Year	+ / -
August 2021	1,041	830	-20.3%
September 2021	864	711	-17.7%
October 2021	739	745	+0.8%
November 2021	565	606	+7.3%
December 2021	507	446	-12.0%
January 2022	733	686	-6.4%
February 2022	835	705	-15.6%
March 2022	1,143	907	-20.6%
April 2022	1,140	821	-28.0%
May 2022	1,047	851	-18.7%
June 2022	979	698	-28.7%
July 2022	827	602	-27.2%
12-Month Avg	868	717	-17.4%

Historical Under Contract Activity

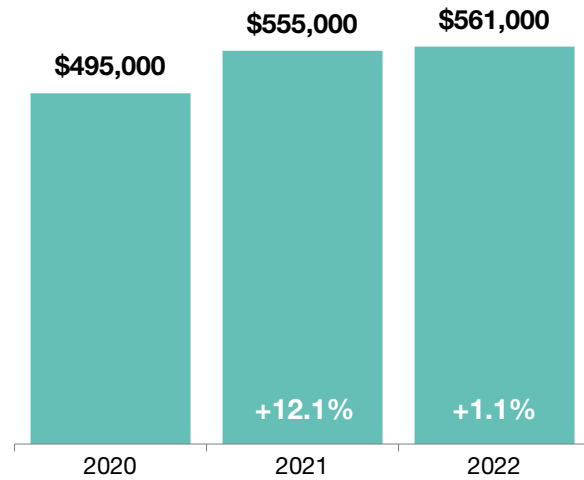


Median Sales Price

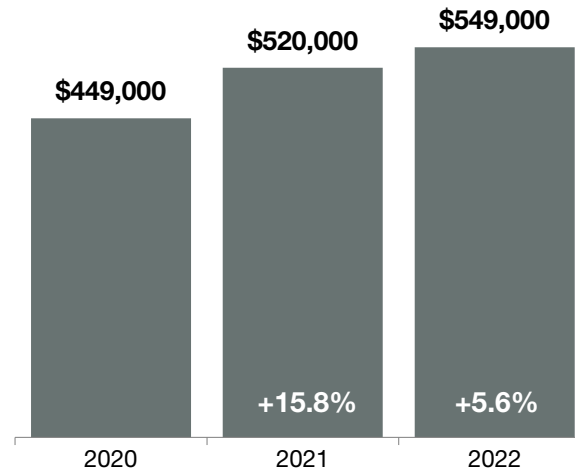
Median price point for all closed sales, not accounting for seller concessions, in a given month.



July

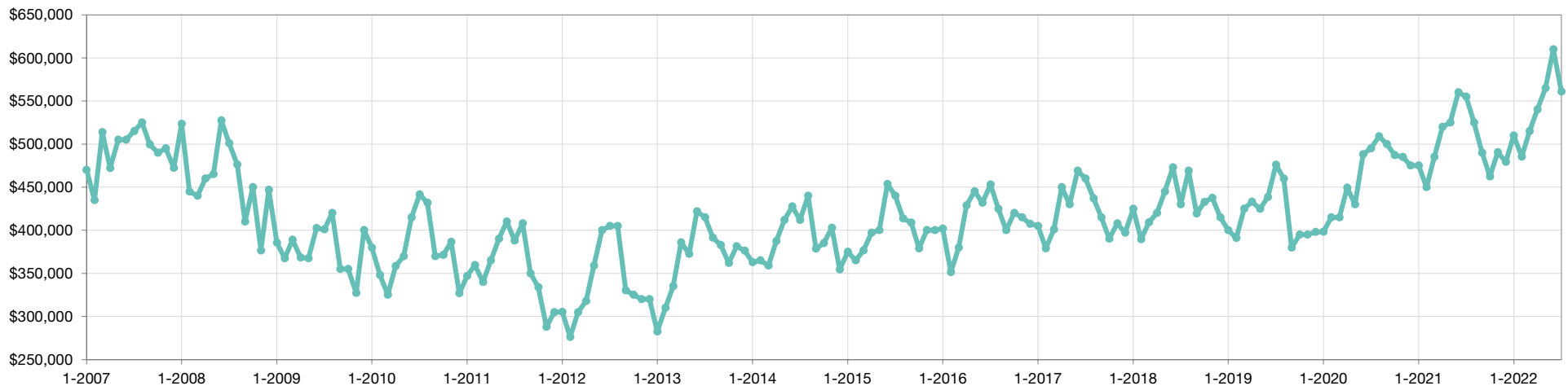


Year To Date



Month	Prior Year	Current Year	+ / -
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	\$479,500	+0.9%
January 2022	\$475,000	\$510,000	+7.4%
February 2022	\$450,000	\$485,500	+7.9%
March 2022	\$485,000	\$515,000	+6.2%
April 2022	\$520,000	\$540,000	+3.8%
May 2022	\$524,900	\$565,000	+7.6%
June 2022	\$560,000	\$610,000	+8.9%
July 2022	\$555,000	\$561,000	+1.1%
12-Month Med	\$506,000	\$525,000	+3.8%

Historical Median Sales Price



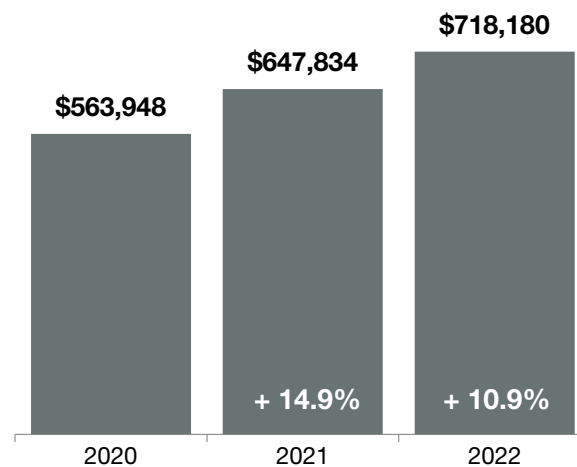
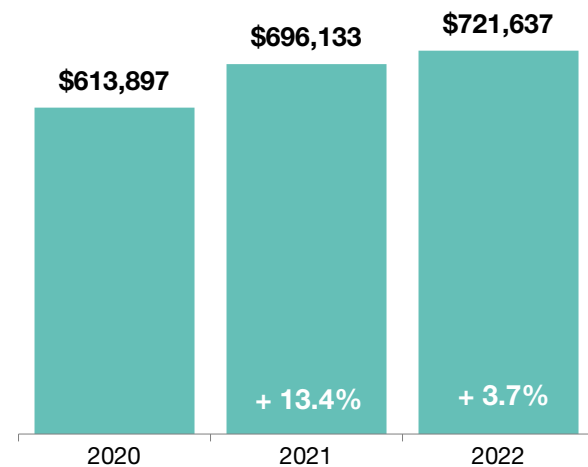
Average Sales Price

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



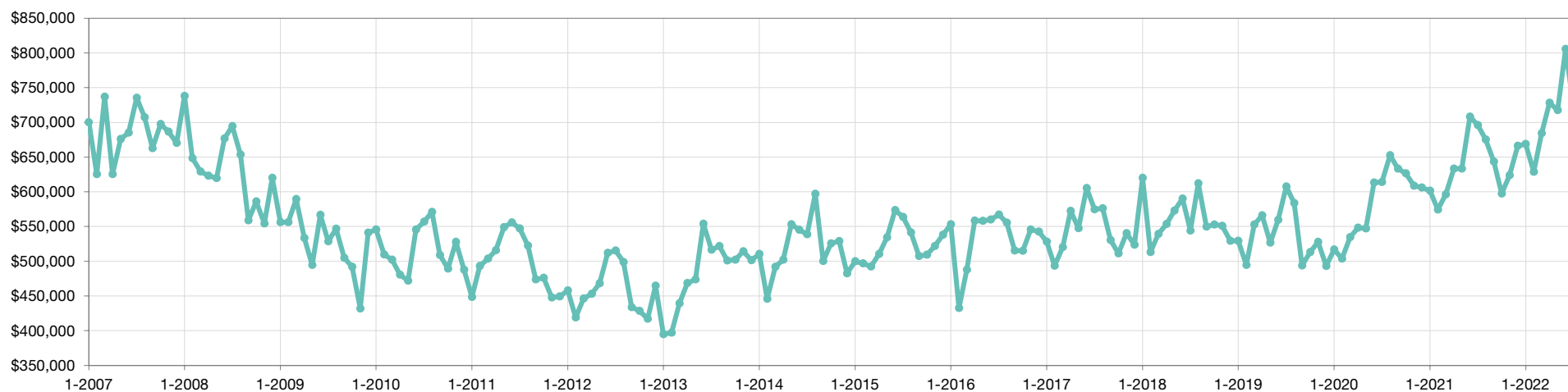
July

Year To Date



Month	Prior Year	Current Year	+ / -
August 2021	\$652,725	\$675,077	+3.4%
September 2021	\$633,116	\$643,391	+1.6%
October 2021	\$626,566	\$597,461	-4.6%
November 2021	\$608,726	\$623,762	+2.5%
December 2021	\$606,245	\$666,290	+9.9%
January 2022	\$601,576	\$668,989	+11.2%
February 2022	\$574,408	\$628,885	+9.5%
March 2022	\$596,231	\$684,329	+14.8%
April 2022	\$633,401	\$728,333	+15.0%
May 2022	\$633,435	\$717,719	+13.3%
June 2022	\$708,025	\$805,578	+13.8%
July 2022	\$696,133	\$721,637	+3.7%
12-Month Avg	\$639,469	\$685,338	+7.2%

Historical Average Sales Price



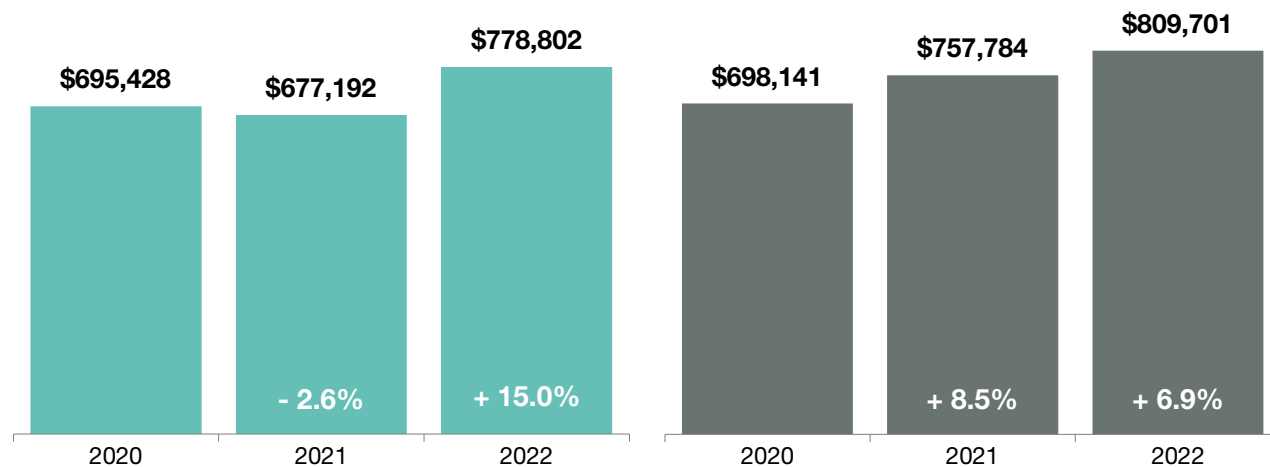
Average List Price

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



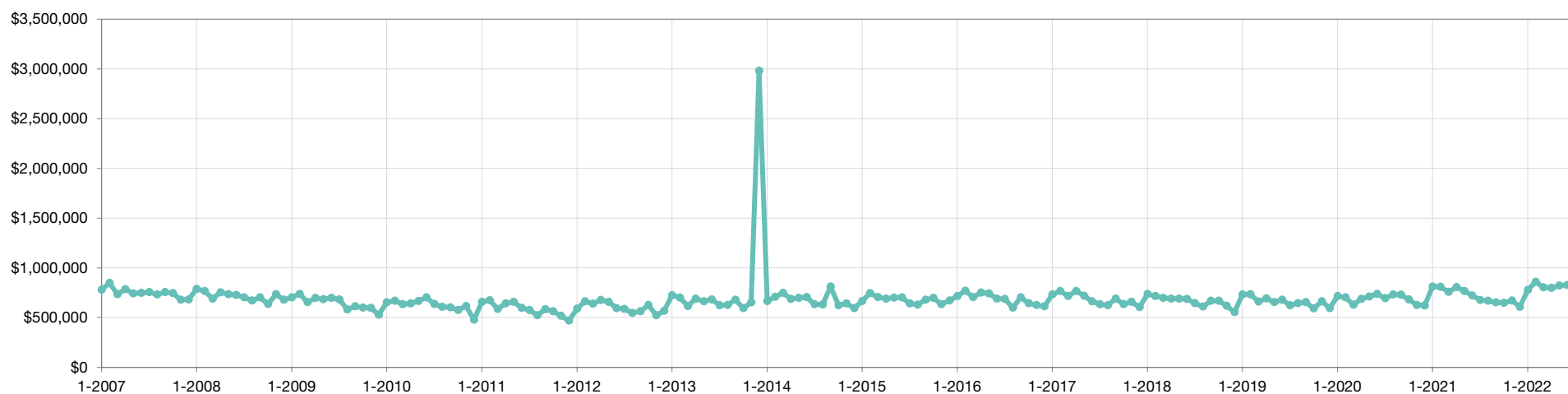
July

Year To Date



Month	Prior Year	Current Year	+ / -
August 2021	\$731,487	\$668,646	-8.6%
September 2021	\$728,058	\$652,685	-10.4%
October 2021	\$682,411	\$648,108	-5.0%
November 2021	\$624,967	\$671,448	+7.4%
December 2021	\$621,479	\$606,960	-2.3%
January 2022	\$810,493	\$776,656	-4.2%
February 2022	\$807,832	\$858,915	+6.3%
March 2022	\$758,393	\$802,588	+5.8%
April 2022	\$805,653	\$797,944	-1.0%
May 2022	\$765,204	\$821,689	+7.4%
June 2022	\$721,341	\$828,061	+14.8%
July 2022	\$677,192	\$778,802	+15.0%
12-Month Avg	\$734,507	\$751,909	+2.4%

Historical Average List Price



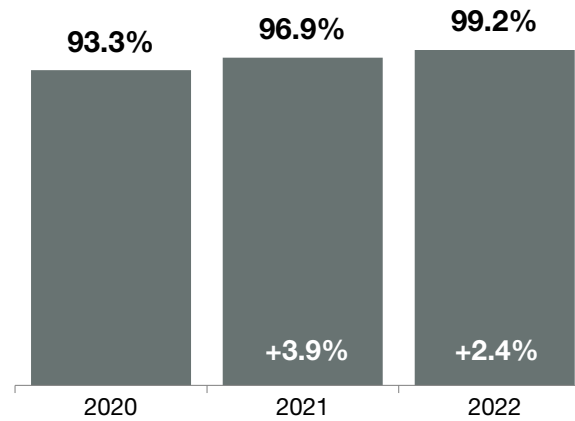
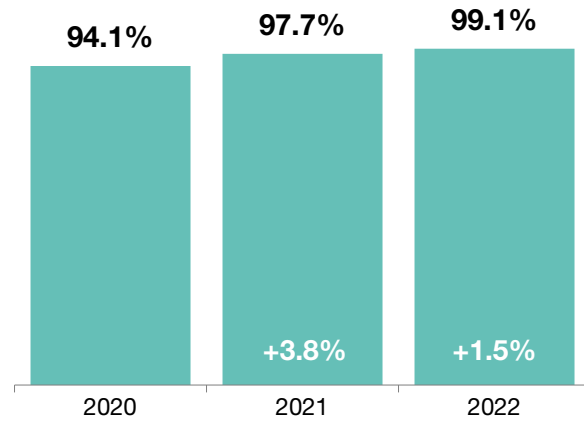
Percent of Original List Price Received

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.



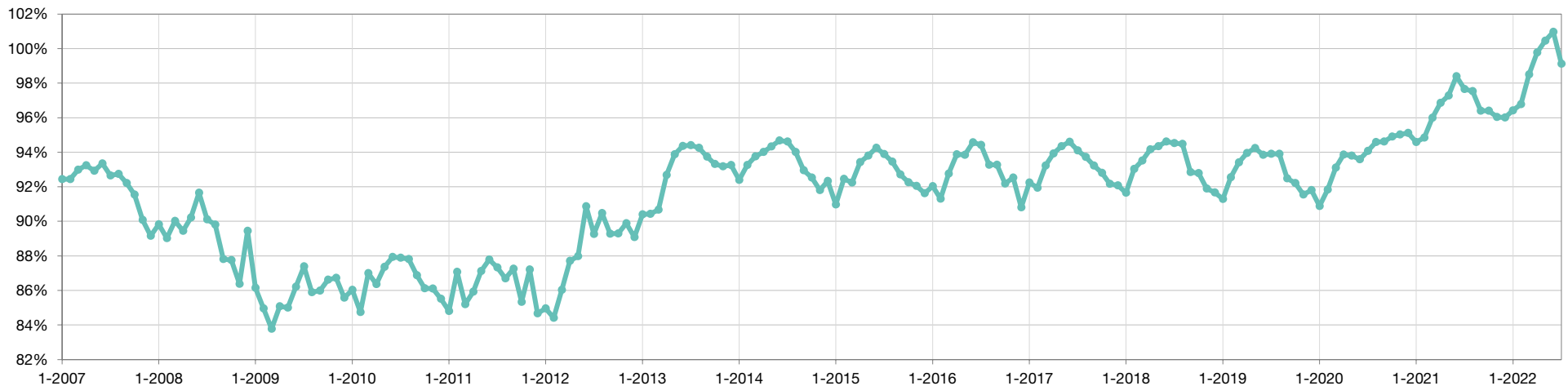
July

Year To Date



Month	Prior Year	Current Year	+ / -
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%
February 2022	94.9%	96.8%	+2.0%
March 2022	96.0%	98.5%	+2.6%
April 2022	96.9%	99.8%	+3.0%
May 2022	97.3%	100.5%	+3.3%
June 2022	98.4%	101.0%	+2.6%
July 2022	97.7%	99.1%	+1.5%
12-Month Avg	96.0%	98.0%	+2.1%

Historical Percent of Original List Price Received

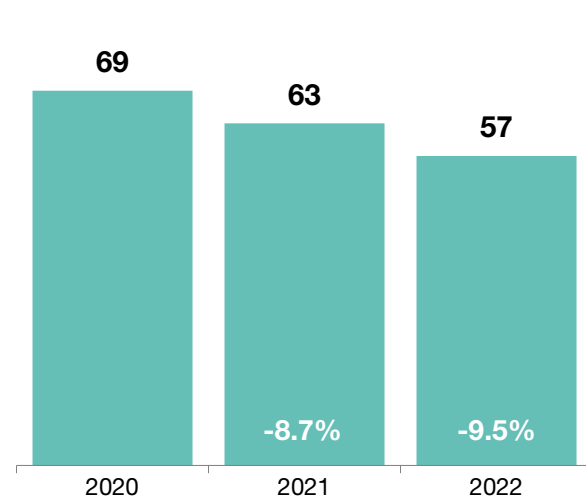


Housing Affordability Index

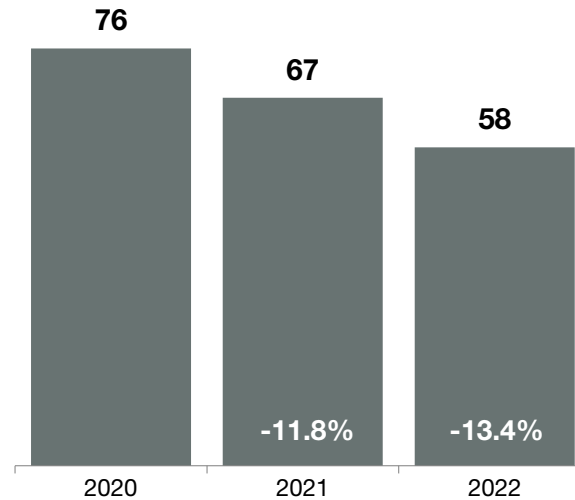
This index measures housing affordability for the region. For example, an index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



July

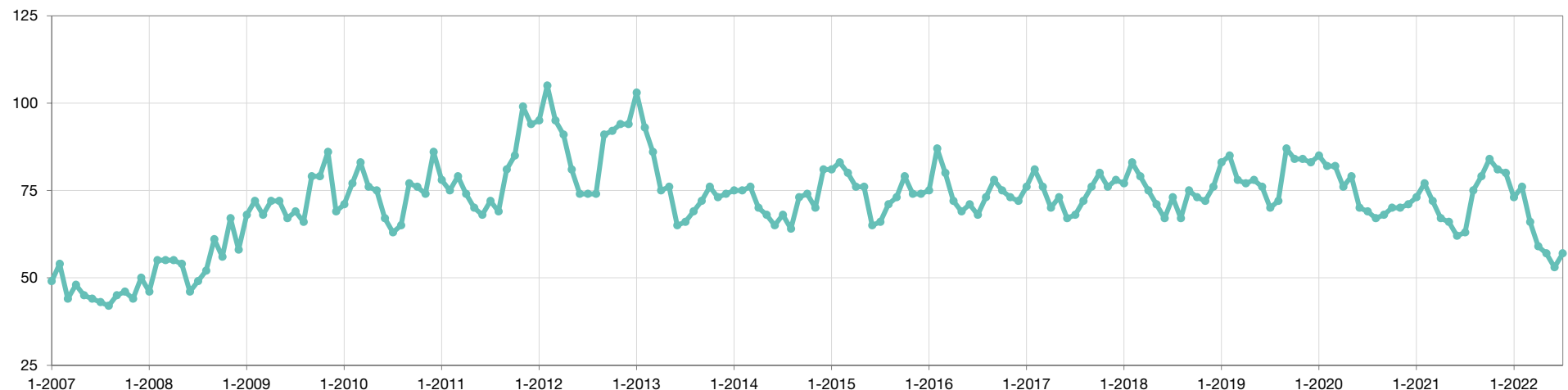


Year To Date



Month	Prior Year	Current Year	+ / -
August 2021	67	75	+11.9%
September 2021	68	79	+16.2%
October 2021	70	84	+20.0%
November 2021	70	81	+15.7%
December 2021	71	80	+12.7%
January 2022	73	73	0.0%
February 2022	77	76	-1.3%
March 2022	72	66	-8.3%
April 2022	67	59	-11.9%
May 2022	66	57	-13.6%
June 2022	62	53	-14.5%
July 2022	63	57	-9.5%
12-Month Avg	69	70	+1.4%

Historical Housing Affordability Index



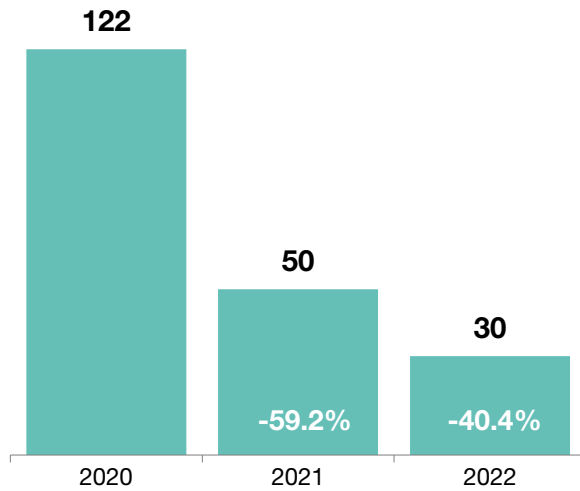
Market Time

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

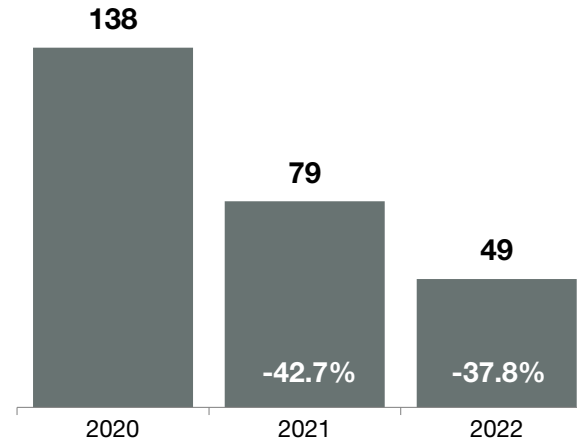
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July

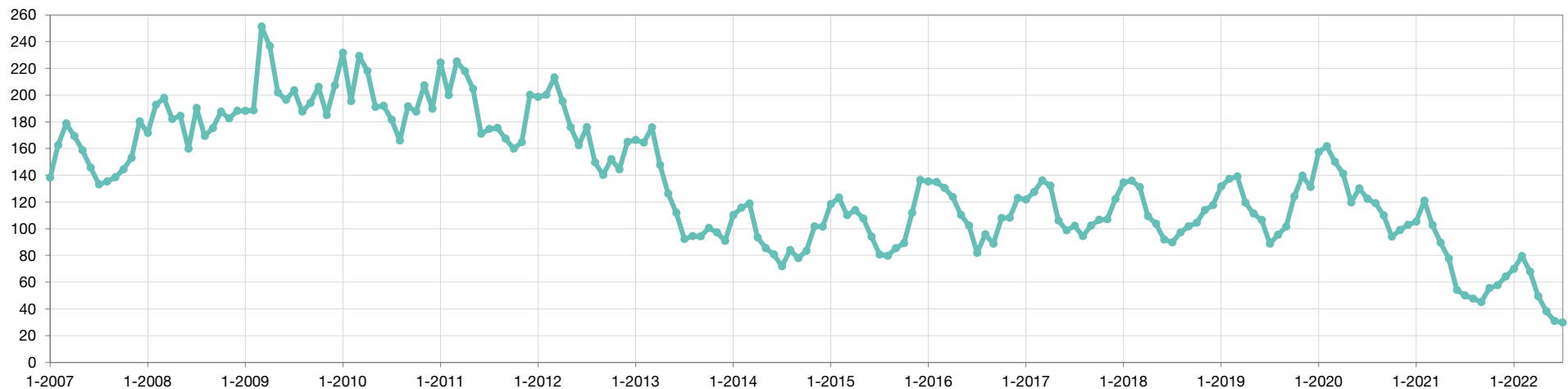


Year To Date



Month	Prior Year	Current Year	+ / -
August 2021	119	48	-59.8%
September 2021	110	45	-58.9%
October 2021	94	55	-41.1%
November 2021	99	58	-41.6%
December 2021	103	64	-37.7%
January 2022	105	70	-33.6%
February 2022	121	79	-34.4%
March 2022	103	68	-33.9%
April 2022	90	49	-44.9%
May 2022	78	38	-50.7%
June 2022	54	31	-42.8%
July 2022	50	30	-40.4%
12-Month Avg	90	51	-43.6%

Historical Market Times

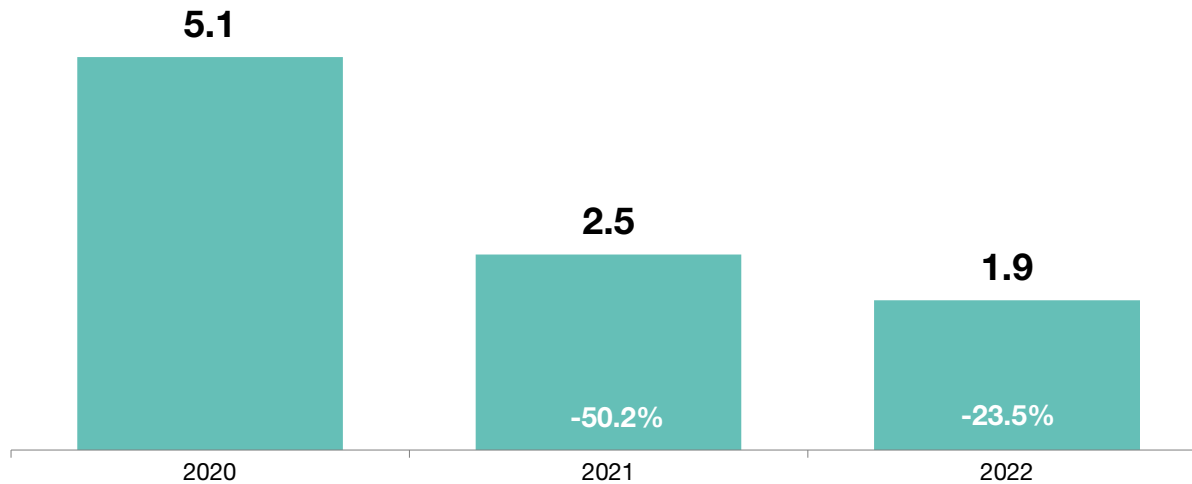


Months Supply of Inventory

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.

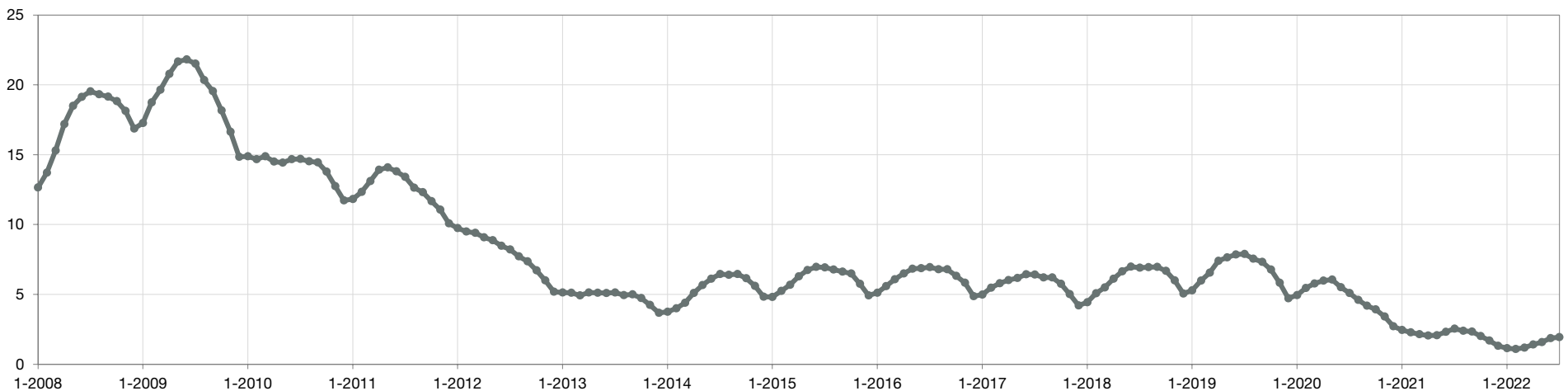


July



Month	Prior Year	Current Year	+ / -
August 2021	4.6	2.4	-48.1%
September 2021	4.2	2.3	-44.2%
October 2021	3.9	2.0	-48.9%
November 2021	3.4	1.7	-50.5%
December 2021	2.7	1.3	-51.7%
January 2022	2.4	1.1	-53.3%
February 2022	2.3	1.1	-52.0%
March 2022	2.1	1.2	-44.3%
April 2022	2.1	1.4	-32.1%
May 2022	2.1	1.6	-23.9%
June 2022	2.3	1.9	-19.8%
July 2022	2.5	1.9	-23.5%
12-Month Avg	2.9	1.7	-42.5%

Historical Months Supply of Inventory

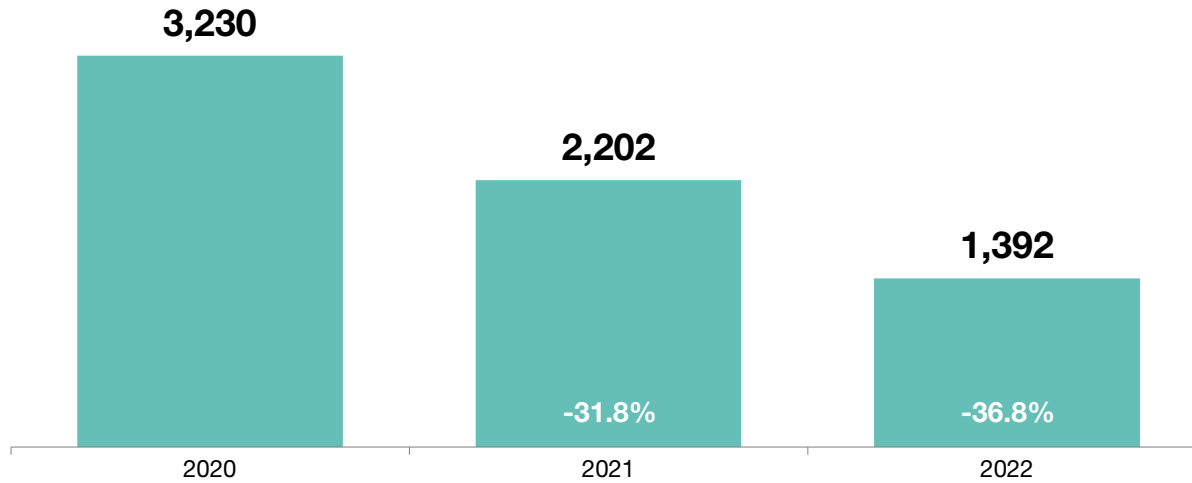


Inventory of Homes for Sale

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



July



Month	Prior Year	Current Year	+ / -
August 2021	3,077	2,027	-34.1%
September 2021	2,909	1,958	-32.7%
October 2021	2,804	1,680	-40.1%
November 2021	2,462	1,419	-42.4%
December 2021	1,983	1,093	-44.9%
January 2022	1,828	950	-48.0%
February 2022	1,729	896	-48.2%
March 2022	1,724	954	-44.7%
April 2022	1,790	1,085	-39.4%
May 2022	1,854	1,193	-35.7%
June 2022	2,057	1,368	-33.5%
July 2022	2,202	1,392	-36.8%
12-Month Avg	2,202	1,335	-40.0%

Historical Inventory of Homes for Sale

