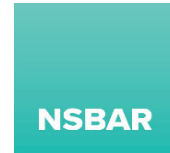


Monthly Indicators



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

June 2021

School's out, and as vaccination rates rise and America enters a new normal, the U.S. housing market continues along at a frenzied pace, with low interest rates and limited inventory fueling record high sales prices. May saw the median existing-home sales price exceed \$350,000, a 24% increase and the largest year-over-year increase since 1999, according to the National Association of REALTORS®. Eager buyers are making multiple offers, some for well over asking price, while others are making offers on homes sight unseen.

New Listings in the North Shore-Barrington region decreased 0.1 percent to 1,635. Listings Under Contract were down 13.0 percent to 952. Inventory levels fell 42.3 percent to 1,891 units.

Prices continued to gain traction. The Median Sales Price increased 14.1 percent to \$556,786. Market Times were down 58.1 percent to 55 days. Sellers were encouraged as Months Supply of Inventory was down 60.9 percent to 2.1 months.

The increase in sales prices comes with a slight decline in existing home sales nationwide, as homebuyers struggle with declining affordability amid a lack of inventory, forcing some buyers to simply wait it out in hopes of more inventory and less competition. Meanwhile, home builders are trying to meet the increased market demand, with housing starts up 3.6% in May from April, according to the Commerce Department. As we ease into new routines and look forward to a post-pandemic future, one thing remains certain: America desperately needs more homes.

Quick Facts

+ 92.9% **+ 14.1%** **- 42.3%**

Change in
Closed Sales

Change in
Median Sales Price

Change in
Inventory

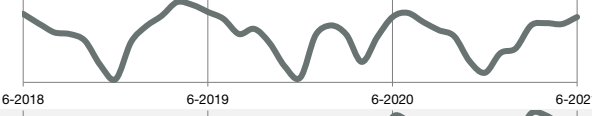
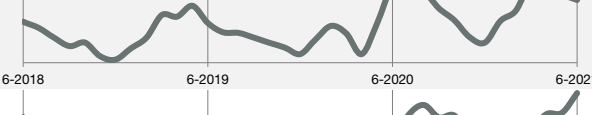



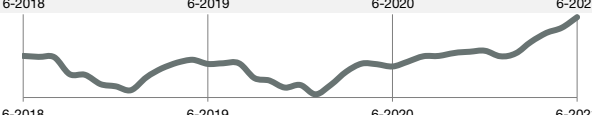
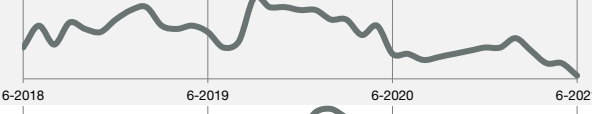




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Market Overview

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

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Key Metrics	Historical Sparklines	6-2020	6-2021	+ / -	YTD 2020	YTD 2021	+ / -
New Listings		1,636	1,635	- 0.1%	7,714	8,106	+ 5.1%
Closed Sales		638	1,231	+ 92.9%	3,152	4,978	+ 57.9%
Under Contract (Contingent and Pending)		1,094	952	- 13.0%	4,022	5,781	+ 43.7%
Median Sales Price		\$488,000	\$556,786	+ 14.1%	\$435,848	\$515,000	+ 18.2%
Average Sales Price		\$613,415	\$707,723	+ 15.4%	\$548,687	\$636,413	+ 16.0%
Average List Price		\$735,829	\$726,779	- 1.2%	\$698,570	\$768,000	+ 9.9%
Percent of Original List Price Received		93.6%	98.4%	+ 5.1%	93.0%	96.8%	+ 4.0%
Housing Affordability Index		60	53	- 11.7%	68	57	- 16.2%
Market Time		130	55	- 58.1%	142	85	- 40.0%
Months Supply of Homes for Sale		5.5	2.1	- 60.9%	--	--	--
Inventory of Homes for Sale		3,280	1,891	- 42.3%	--	--	--

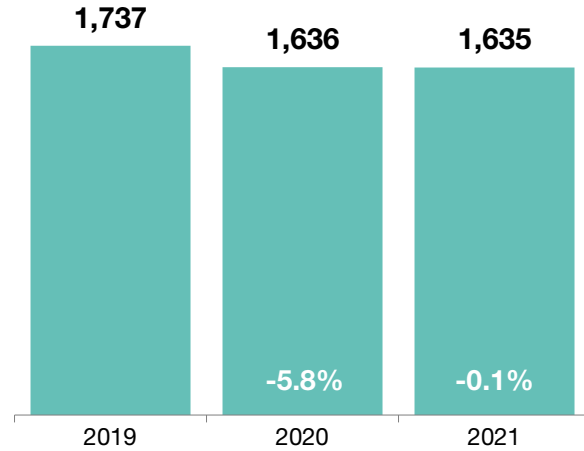
New Listings

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

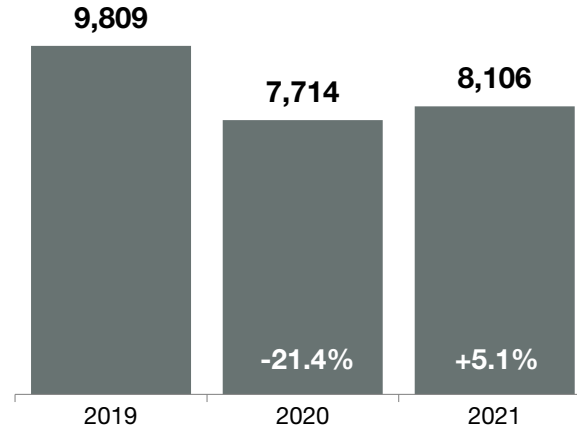
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June

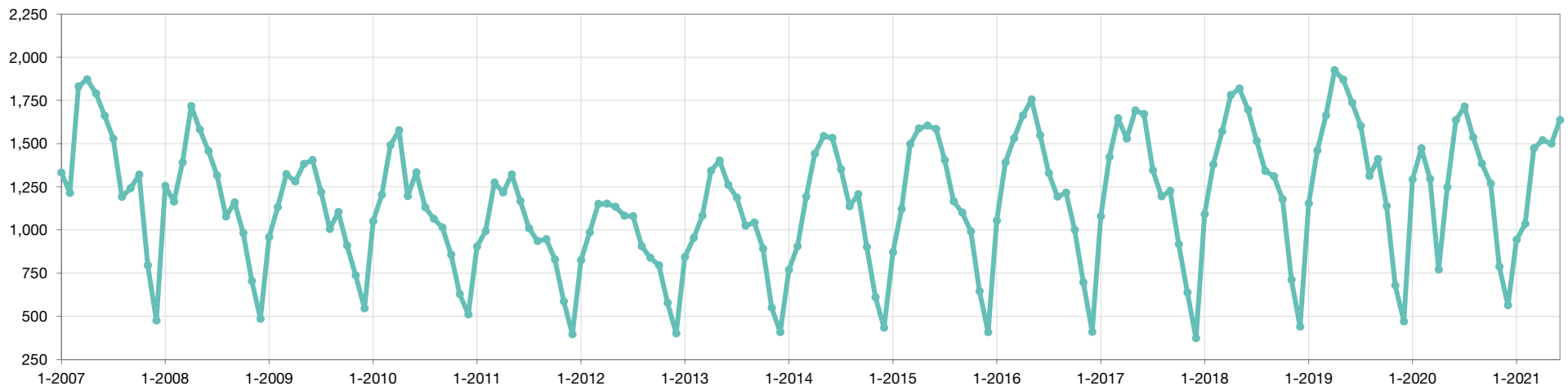


Year To Date



Month	Prior Year	Current Year	+ / -
July 2020	1,603	1,715	+7.0%
August 2020	1,312	1,536	+17.1%
September 2020	1,410	1,385	-1.8%
October 2020	1,138	1,268	+11.4%
November 2020	679	788	+16.1%
December 2020	470	563	+19.8%
January 2021	1,292	943	-27.0%
February 2021	1,473	1,035	-29.7%
March 2021	1,295	1,473	+13.7%
April 2021	771	1,520	+97.1%
May 2021	1,247	1,500	+20.3%
June 2021	1,636	1,635	-0.1%
12-Month Avg	1,194	1,280	+7.2%

Historical New Listing Activity



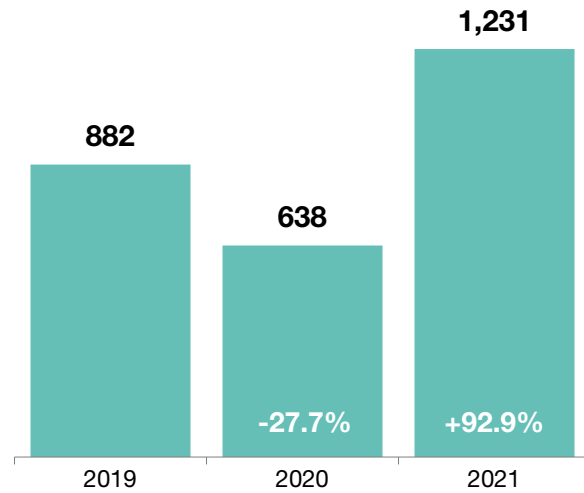
Closed Sales

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

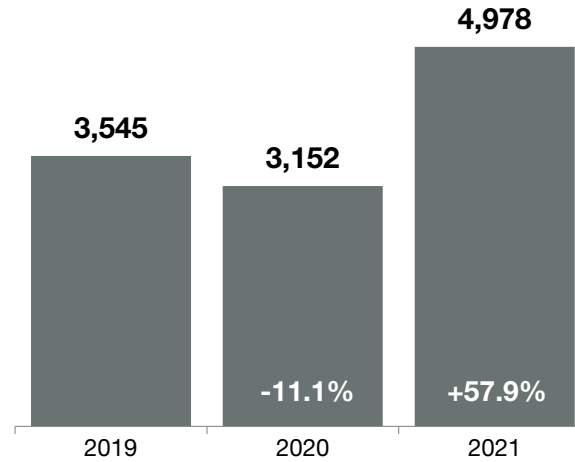
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June

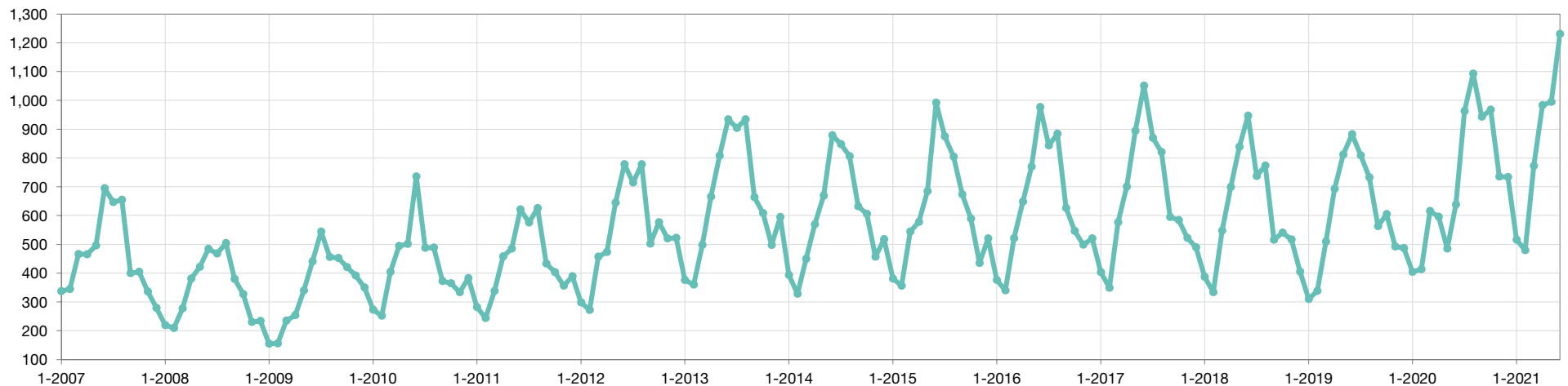


Year To Date



Month	Prior Year	Current Year	+ / -
July 2020	809	963	+19.0%
August 2020	733	1,093	+49.1%
September 2020	563	943	+67.5%
October 2020	605	968	+60.0%
November 2020	492	735	+49.4%
December 2020	487	734	+50.7%
January 2021	404	516	+27.7%
February 2021	413	480	+16.2%
March 2021	616	773	+25.5%
April 2021	596	983	+64.9%
May 2021	485	995	+105.2%
June 2021	638	1,231	+92.9%
12-Month Avg	570	868	+52.4%

Historical Closed Sales Activity



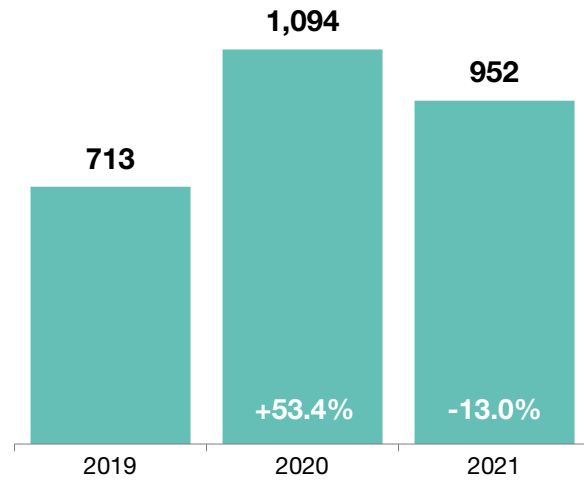
Under Contract

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

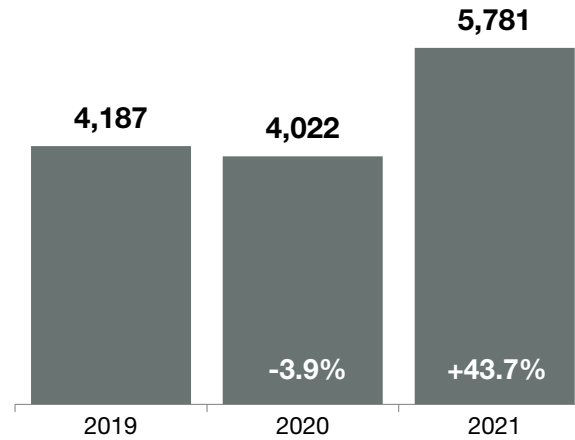
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June

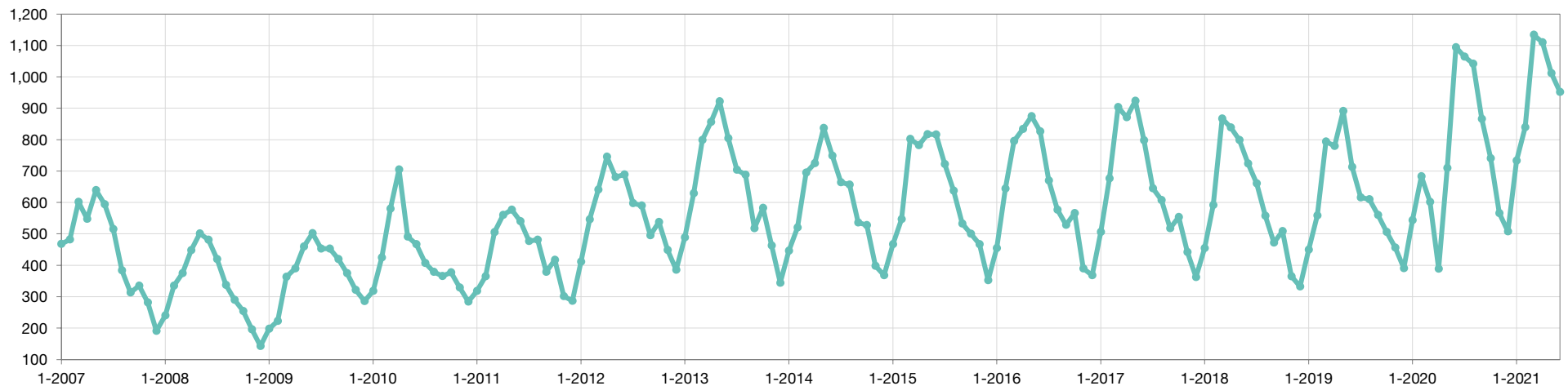


Year To Date



Month	Prior Year	Current Year	+ / -
July 2020	616	1,064	+72.7%
August 2020	610	1,042	+70.8%
September 2020	560	866	+54.6%
October 2020	506	741	+46.4%
November 2020	456	566	+24.1%
December 2020	391	508	+29.9%
January 2021	544	733	+34.7%
February 2021	683	840	+23.0%
March 2021	602	1,134	+88.4%
April 2021	389	1,110	+185.3%
May 2021	710	1,012	+42.5%
June 2021	1,094	952	-13.0%
12-Month Avg	597	881	+47.6%

Historical Under Contract Activity

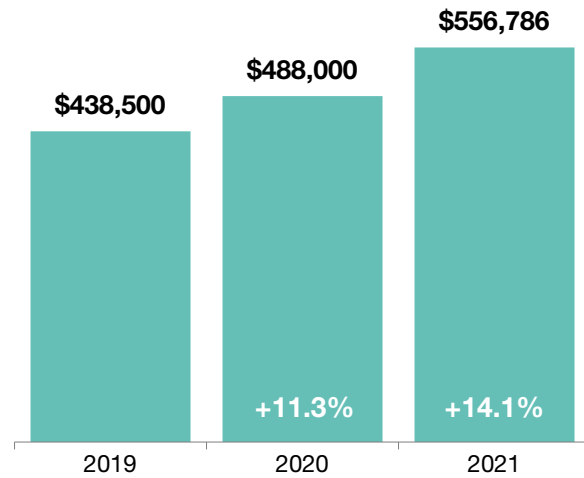


Median Sales Price

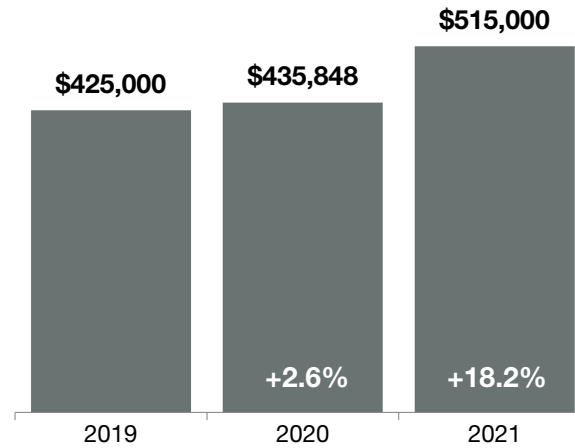
Median price point for all closed sales, not accounting for seller concessions, in a given month.



June

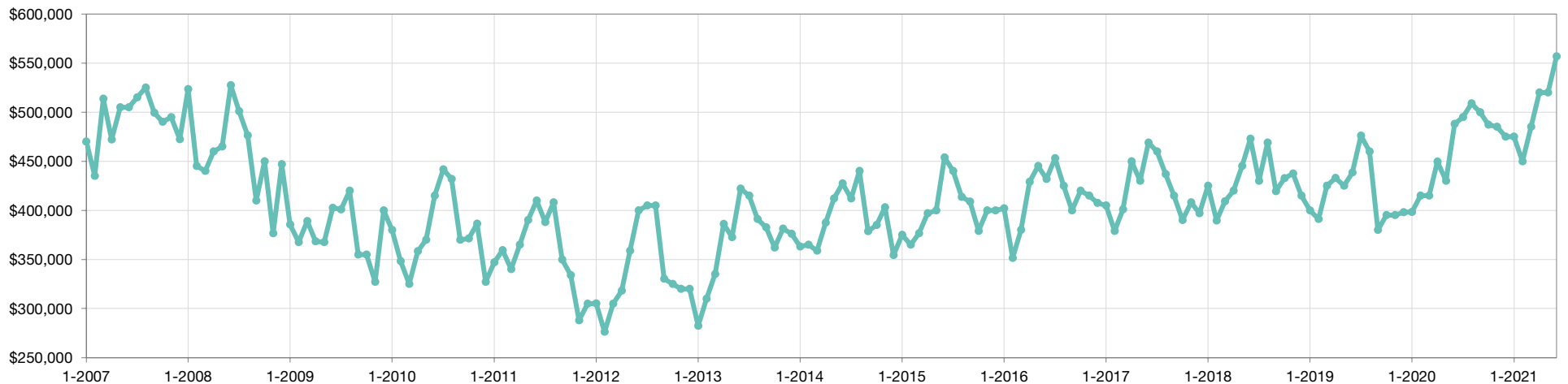


Year To Date



Month	Prior Year	Current Year	+ / -
July 2020	\$476,000	\$495,000	+4.0%
August 2020	\$460,000	\$508,890	+10.6%
September 2020	\$380,000	\$500,000	+31.6%
October 2020	\$395,000	\$487,250	+23.4%
November 2020	\$395,000	\$485,000	+22.8%
December 2020	\$398,000	\$475,000	+19.3%
January 2021	\$398,400	\$475,000	+19.2%
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	\$520,000	+20.9%
June 2021	\$488,000	\$556,786	+14.1%
12-Month Med	\$427,500	\$500,000	+17.0%

Historical Median Sales Price

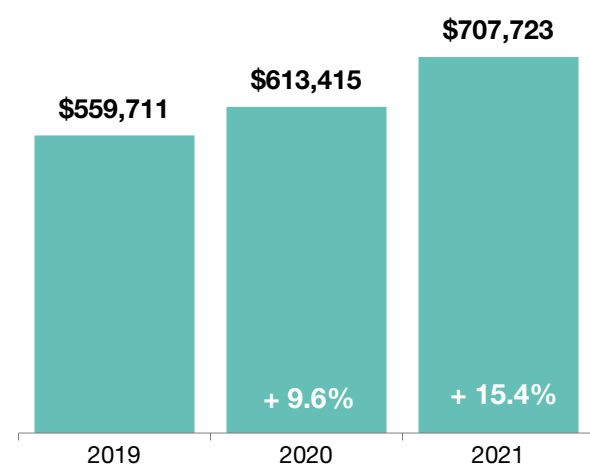


Average Sales Price

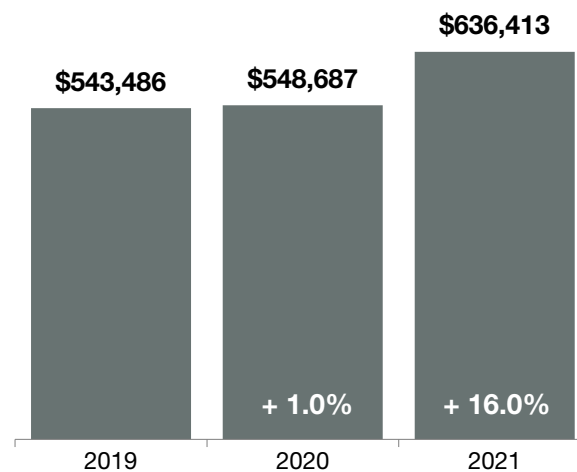
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



June

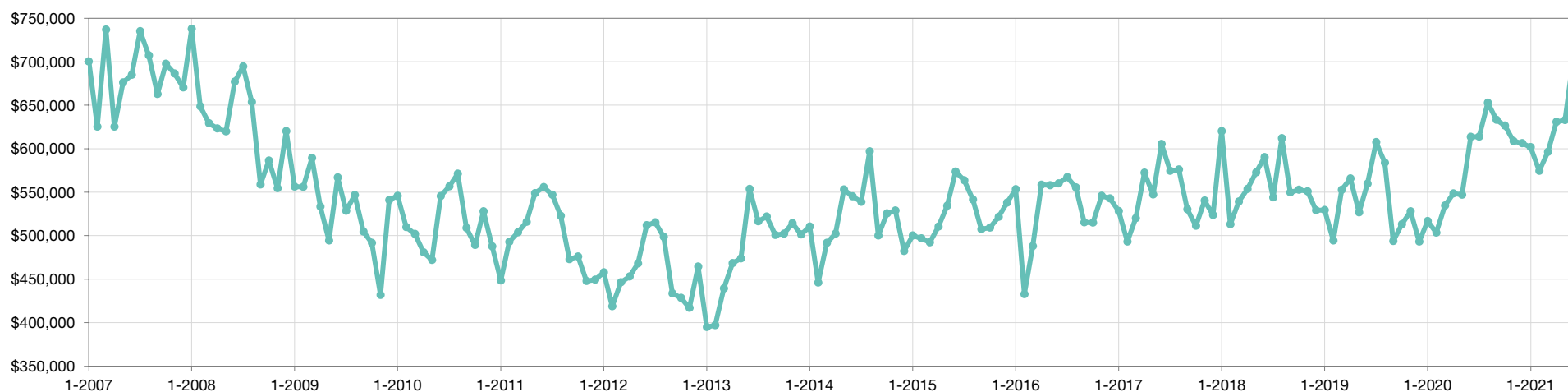


Year To Date



Month	Prior Year	Current Year	+ / -
July 2020	\$607,446	\$613,897	+1.1%
August 2020	\$583,868	\$652,725	+11.8%
September 2020	\$493,808	\$633,116	+28.2%
October 2020	\$512,981	\$626,566	+22.1%
November 2020	\$527,993	\$608,726	+15.3%
December 2020	\$493,030	\$606,245	+23.0%
January 2021	\$516,823	\$601,711	+16.4%
February 2021	\$503,494	\$574,408	+14.1%
March 2021	\$534,457	\$596,231	+11.6%
April 2021	\$548,406	\$630,774	+15.0%
May 2021	\$546,984	\$632,885	+15.7%
June 2021	\$613,415	\$707,723	+15.4%
12-Month Avg	\$546,281	\$630,749	+15.5%

Historical Average Sales Price



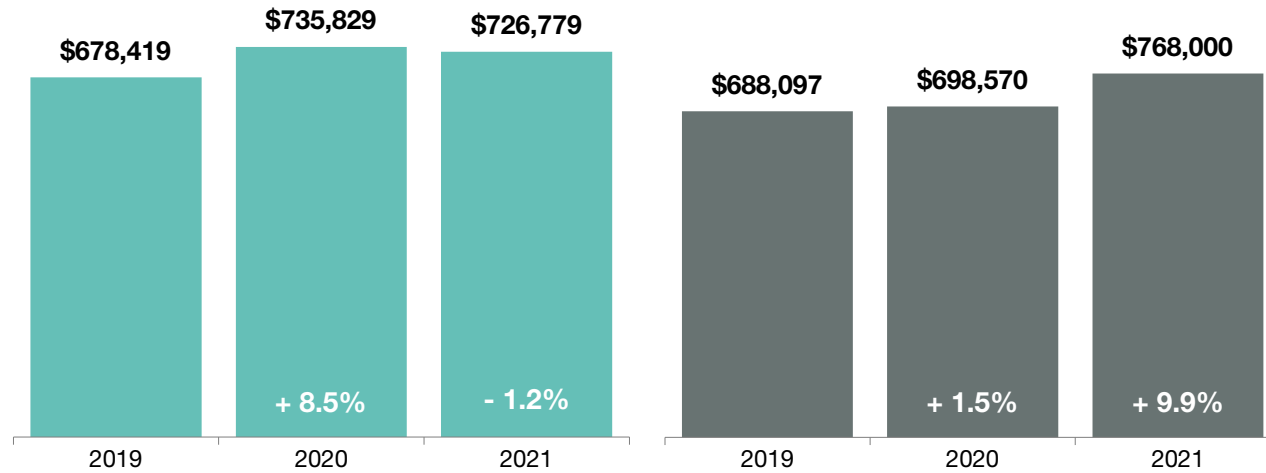
Average List Price

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



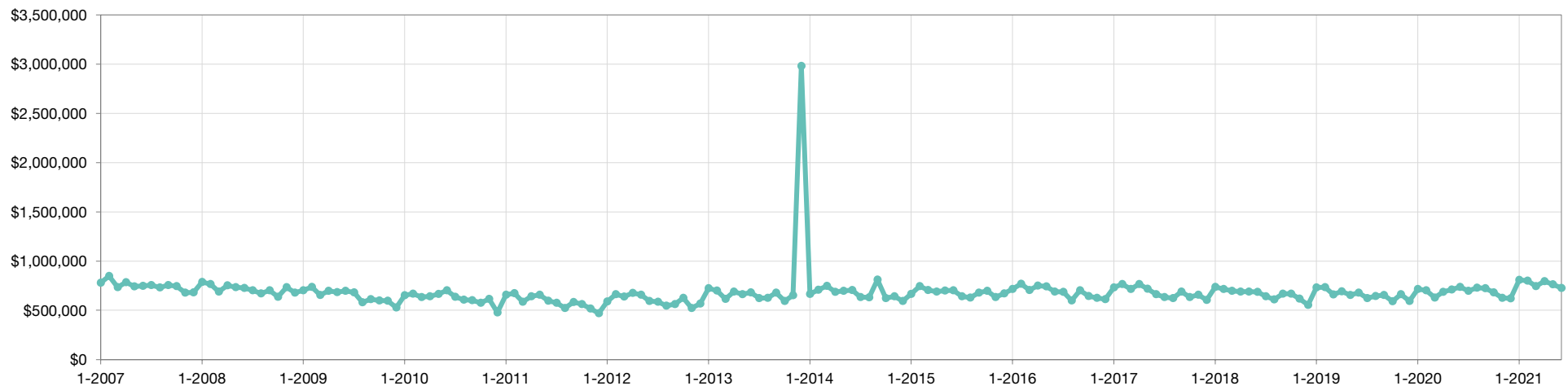
June

Year To Date



Month	Prior Year	Current Year	+ / -
July 2020	\$623,760	\$695,875	+11.6%
August 2020	\$645,231	\$729,994	+13.1%
September 2020	\$654,341	\$722,782	+10.5%
October 2020	\$591,953	\$681,484	+15.1%
November 2020	\$663,111	\$625,372	-5.7%
December 2020	\$594,786	\$621,475	+4.5%
January 2021	\$715,643	\$807,985	+12.9%
February 2021	\$701,546	\$800,605	+14.1%
March 2021	\$628,845	\$743,679	+18.3%
April 2021	\$685,403	\$794,657	+15.9%
May 2021	\$709,032	\$762,636	+7.6%
June 2021	\$735,829	\$726,779	-1.2%
12-Month Avg	\$667,450	\$732,158	+9.7%

Historical Average List Price



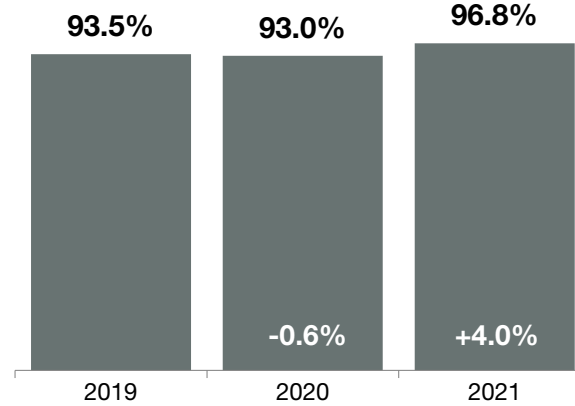
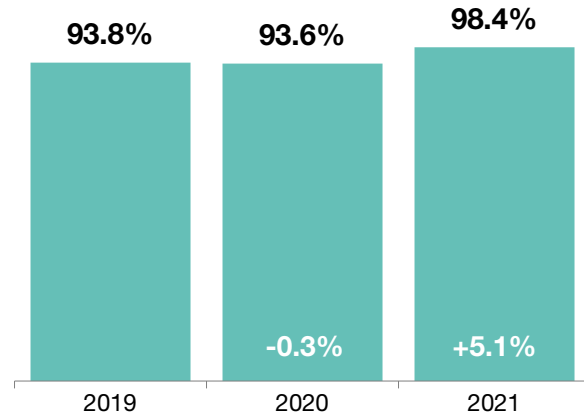
Percent of Original List Price Received

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.



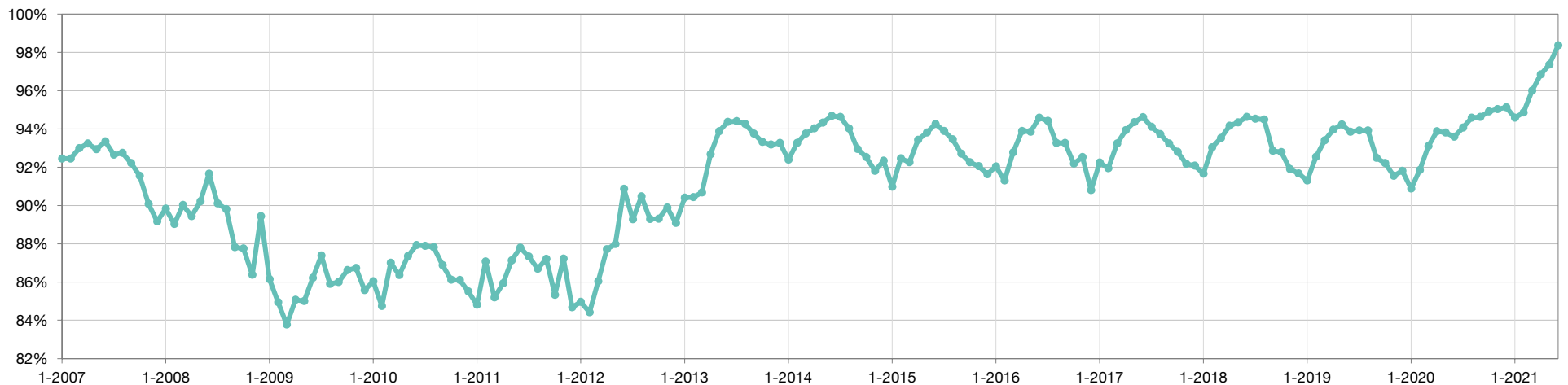
June

Year To Date



Month	Prior Year	Current Year	+ / -
July 2020	93.9%	94.1%	+0.2%
August 2020	93.9%	94.6%	+0.7%
September 2020	92.5%	94.6%	+2.3%
October 2020	92.2%	94.9%	+2.9%
November 2020	91.6%	95.0%	+3.8%
December 2020	91.8%	95.1%	+3.6%
January 2021	90.9%	94.6%	+4.1%
February 2021	91.8%	94.9%	+3.3%
March 2021	93.1%	96.0%	+3.1%
April 2021	93.9%	96.8%	+3.2%
May 2021	93.8%	97.4%	+3.8%
June 2021	93.6%	98.4%	+5.1%
12-Month Avg	92.9%	95.7%	+3.0%

Historical Percent of Original List Price Received

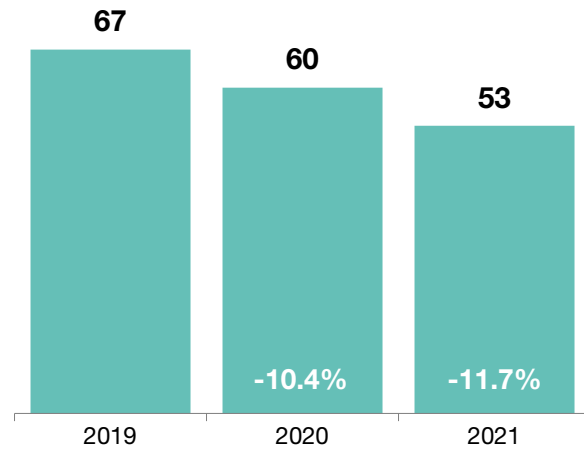


Housing Affordability Index

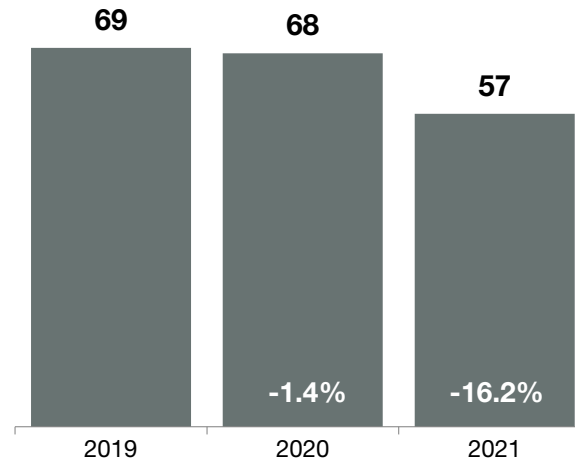
This index measures housing affordability for the region. For example, an index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



June

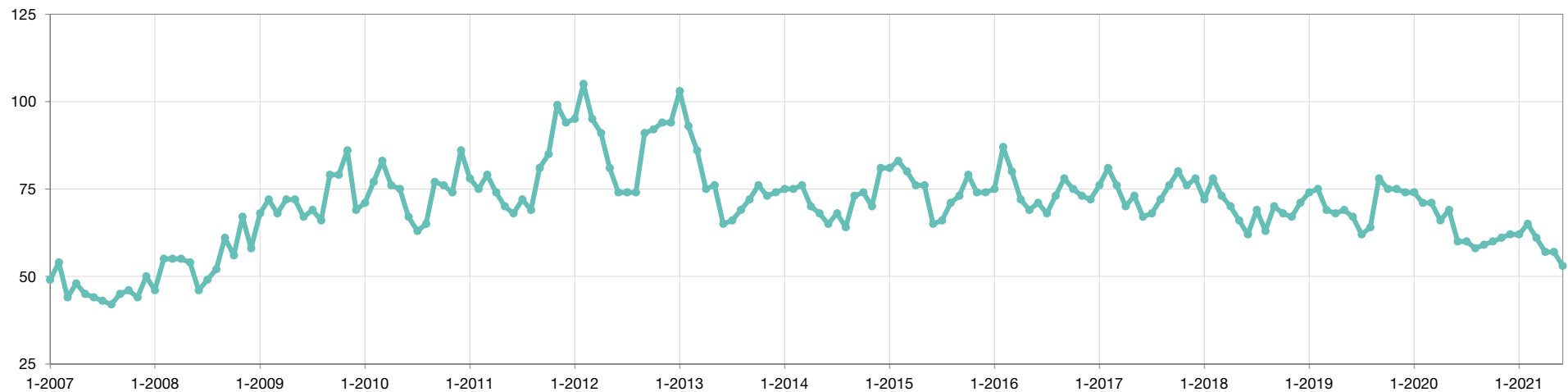


Year To Date



Month	Prior Year	Current Year	+ / -
July 2020	62	60	-3.2%
August 2020	64	58	-9.4%
September 2020	78	59	-24.4%
October 2020	75	60	-20.0%
November 2020	75	61	-18.7%
December 2020	74	62	-16.2%
January 2021	74	62	-16.2%
February 2021	71	65	-8.5%
March 2021	71	61	-14.1%
April 2021	66	57	-13.6%
May 2021	69	57	-17.4%
June 2021	60	53	-11.7%
12-Month Avg	70	60	-14.4%

Historical Housing Affordability Index



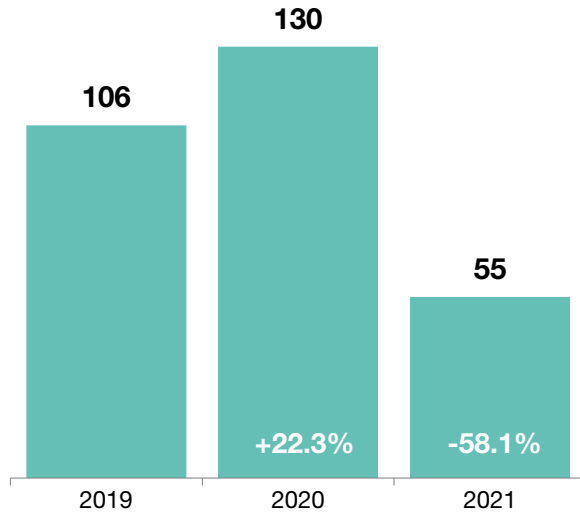
Market Time

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

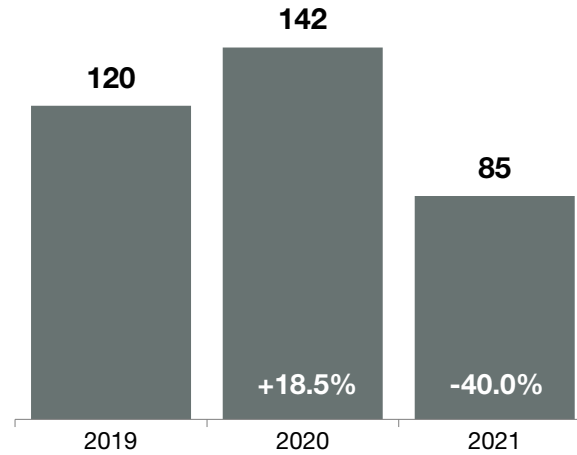
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June

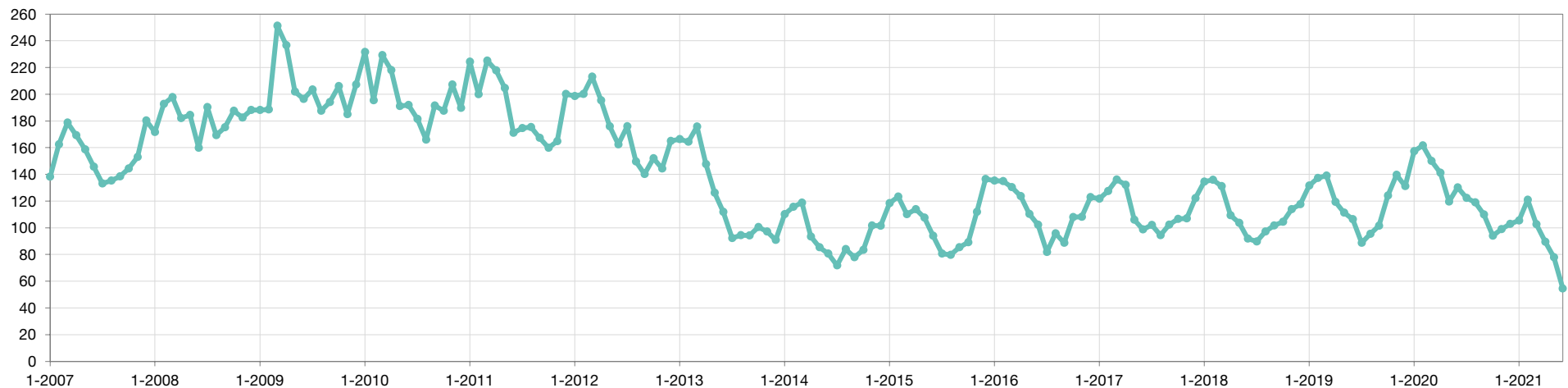


Year To Date



Month	Prior Year	Current Year	+ / -
July 2020	89	122	+37.9%
August 2020	96	119	+24.5%
September 2020	101	110	+8.3%
October 2020	124	94	-24.2%
November 2020	140	99	-29.2%
December 2020	131	103	-21.6%
January 2021	157	106	-32.9%
February 2021	162	121	-25.1%
March 2021	150	103	-31.6%
April 2021	141	89	-36.7%
May 2021	120	78	-34.8%
June 2021	130	55	-58.1%
12-Month Avg	125	98	-22.0%

Historical Market Times

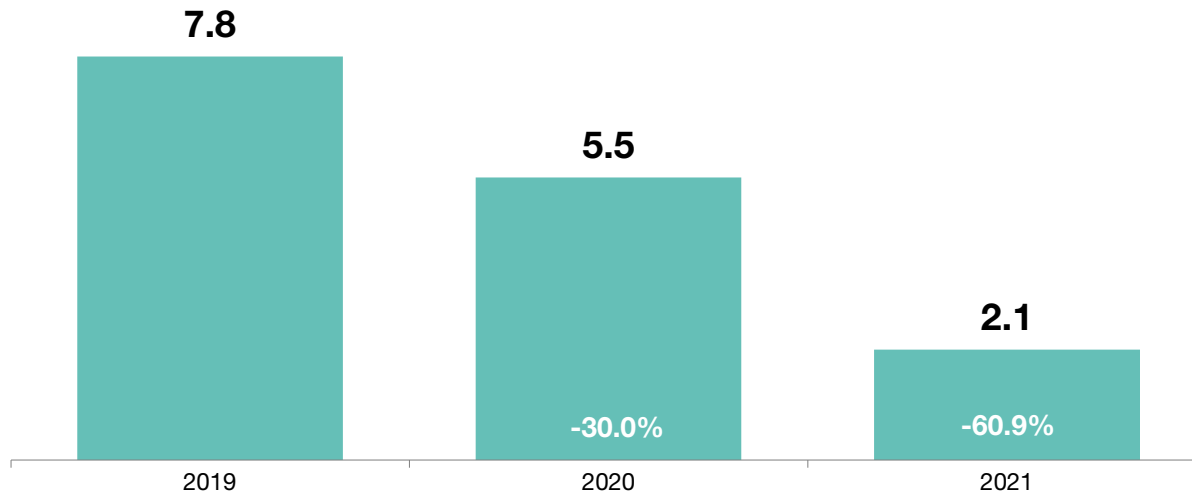


Months Supply of Inventory

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.

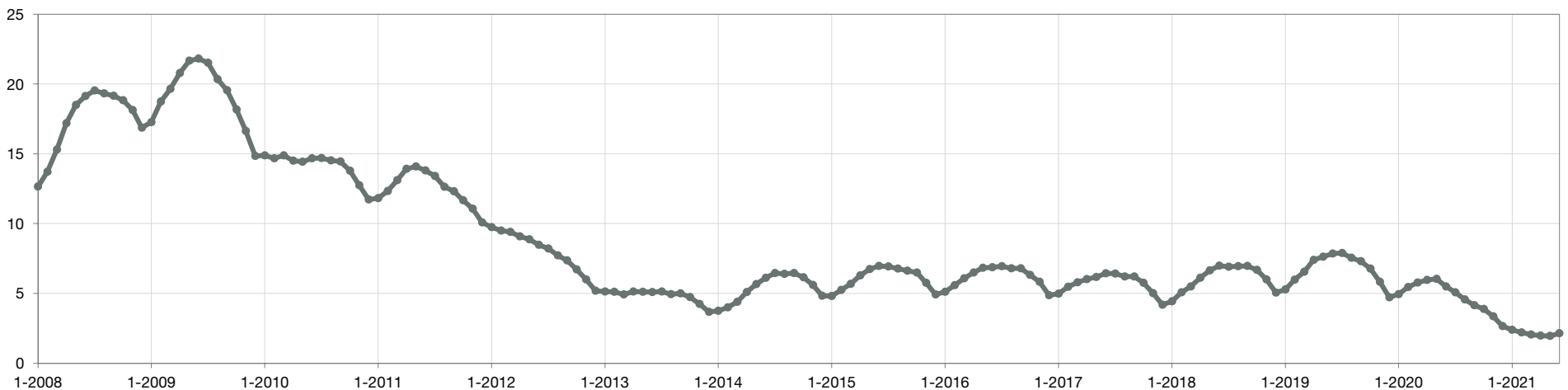


June



Month	Prior Year	Current Year	+ / -
July 2020	7.9	5.1	-35.6%
August 2020	7.5	4.6	-39.4%
September 2020	7.3	4.1	-43.2%
October 2020	6.8	3.9	-42.7%
November 2020	5.8	3.4	-42.5%
December 2020	4.7	2.7	-43.6%
January 2021	4.9	2.4	-51.6%
February 2021	5.4	2.2	-59.6%
March 2021	5.8	2.1	-64.4%
April 2021	6.0	2.0	-67.0%
May 2021	6.0	1.9	-67.7%
June 2021	5.5	2.1	-60.9%
12-Month Avg	6.1	3.0	-50.6%

Historical Months Supply of Inventory

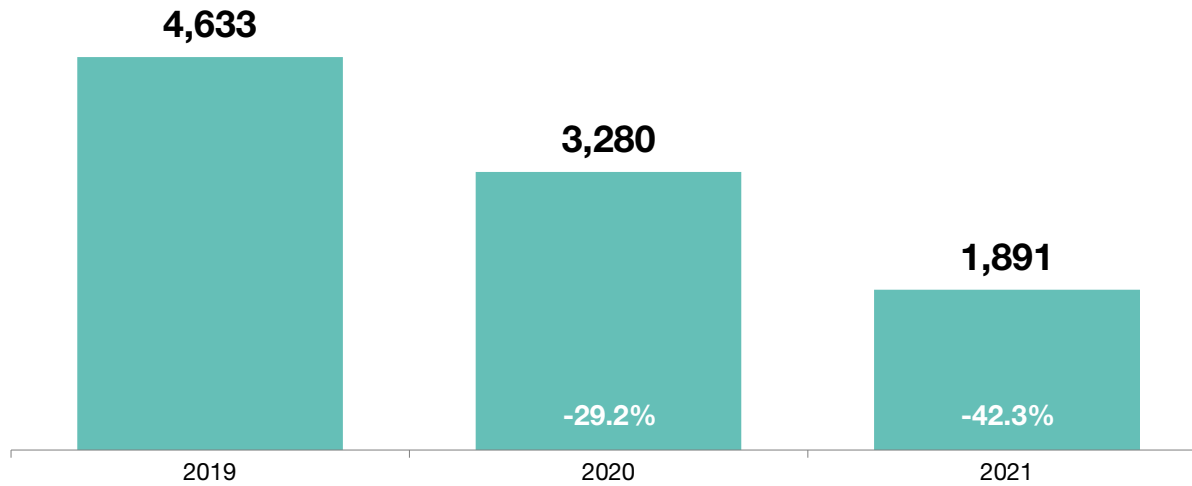


Inventory of Homes for Sale

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



June



Month	Prior Year	Current Year	+ / -
July 2020	4,625	3,219	-30.4%
August 2020	4,457	3,063	-31.3%
September 2020	4,373	2,886	-34.0%
October 2020	4,053	2,775	-31.5%
November 2020	3,532	2,431	-31.2%
December 2020	2,875	1,951	-32.1%
January 2021	3,053	1,793	-41.3%
February 2021	3,425	1,679	-51.0%
March 2021	3,532	1,656	-53.1%
April 2021	3,454	1,706	-50.6%
May 2021	3,407	1,739	-49.0%
June 2021	3,280	1,891	-42.3%
12-Month Avg	3,672	2,232	-39.8%

Historical Inventory of Homes for Sale

