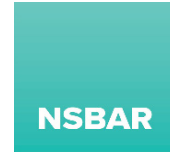


# Monthly Indicators



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

## November 2021

The economy is improving, unemployment is falling, and the U.S. real estate market remains strong as we head into the holiday season, a period when activity typically slows as people take time to travel, celebrate, and spend time with loved ones. Although the market is not as frenetic as was seen earlier this year, buyer demand is high, bolstered by attractive mortgage rates and a low supply of inventory.

New Listings in the North Shore-Barrington region decreased 16.3 percent to 660. Listings Under Contract were up 2.3 percent to 578. Inventory levels fell 47.5 percent to 1,288 units.

Prices continued to gain traction. The Median Sales Price increased 1.1 percent to \$490,434. Market Times were down 41.7 percent to 58 days. Sellers were encouraged as Months Supply of Inventory was down 54.7 percent to 1.5 months.

The most recent data from the National Association of REALTORS® reports the median single-family existing home sales price rose 16% in the third quarter of this year to \$363,700, with all four regions of the country experiencing double-digit price growth. In new construction, builder confidence increased in November, surpassing analyst expectations and rising to 83 on the National Association of Home Builders (NAHB)/Wells Fargo Housing Market Index (HMI), the highest level since spring, despite persistent labor and supply chain challenges and a shortage of available lots.

## Quick Facts

**- 1.5%**

**+ 1.1%**

**- 47.5%**

Change in  
Closed Sales

Change in  
Median Sales Price

Change in  
Inventory

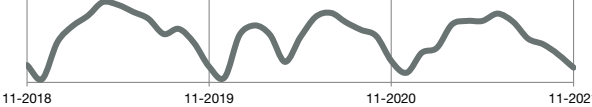


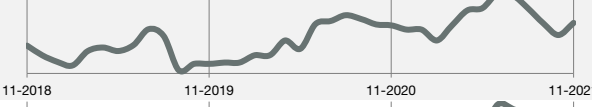
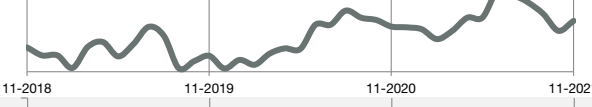






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# Market Overview

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

**NSBAR**

NORTH SHORE-BARRINGTON  
ASSOCIATION OF REALTORS®

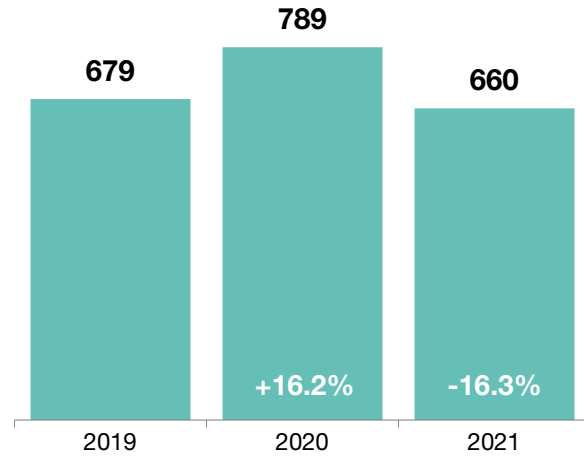
Key Metrics	Historical Sparklines	11-2020	11-2021	+ / -	YTD 2020	YTD 2021	+ / -
<b>New Listings</b>		789	660	- 16.3%	14,417	13,771	- 4.5%
<b>Closed Sales</b>		735	724	- 1.5%	7,854	9,382	+ 19.5%
<b>Under Contract</b> (Contingent and Pending)		565	578	+ 2.3%	8,293	9,557	+ 15.2%
<b>Median Sales Price</b>		\$485,000	\$490,434	+ 1.1%	\$470,000	\$513,000	+ 9.1%
<b>Average Sales Price</b>		\$608,726	\$624,180	+ 2.5%	\$596,515	\$644,751	+ 8.1%
<b>Average List Price</b>		\$625,221	\$656,422	+ 5.0%	\$698,989	\$725,354	+ 3.8%
<b>Percent of Original List Price Received</b>		95.0%	96.0%	+ 1.1%	94.0%	96.8%	+ 3.0%
<b>Housing Affordability Index</b>		70	71	+ 1.4%	72	68	- 5.6%
<b>Market Time</b>		99	58	- 41.7%	123	69	- 43.7%
<b>Months Supply of Homes for Sale</b>		3.4	1.5	- 54.7%	--	--	--
<b>Inventory of Homes for Sale</b>		2,454	1,288	- 47.5%	--	--	--

# New Listings

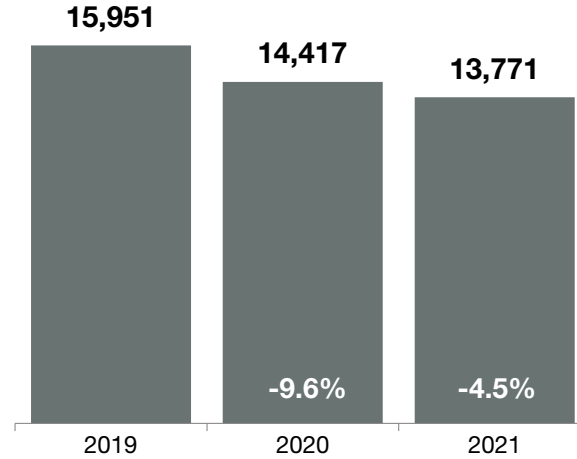
A count of the properties that have been newly listed on the market in a given month.



## November

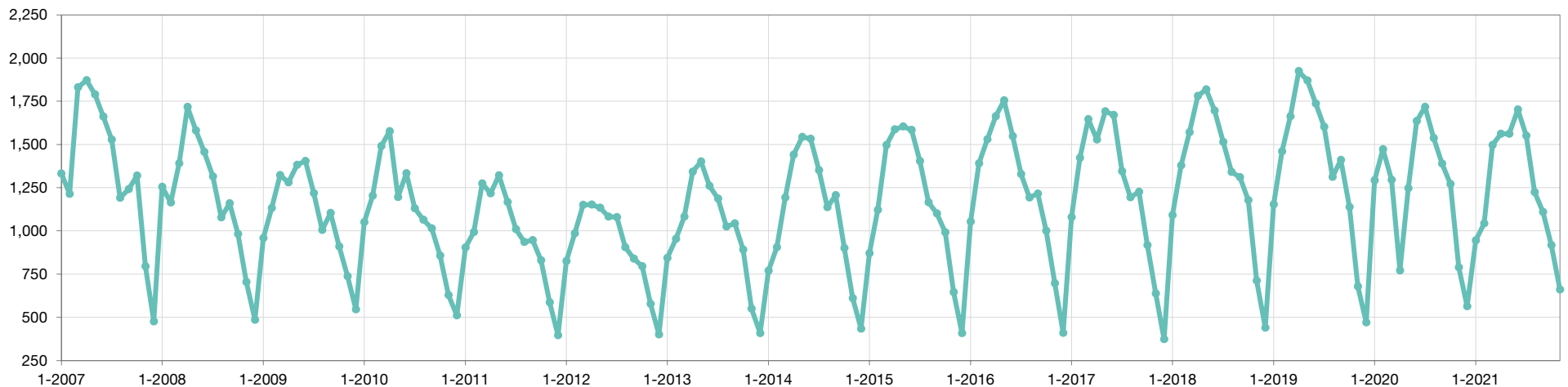


## Year To Date



Month	Prior Year	Current Year	+ / -
December 2020	470	563	+19.8%
January 2021	1,292	944	-26.9%
February 2021	1,473	1,043	-29.2%
March 2021	1,295	1,496	+15.5%
April 2021	771	1,561	+102.5%
May 2021	1,247	1,562	+25.3%
June 2021	1,636	1,702	+4.0%
July 2021	1,717	1,551	-9.7%
August 2021	1,537	1,224	-20.4%
September 2021	1,389	1,110	-20.1%
October 2021	1,271	918	-27.8%
<b>November 2021</b>	<b>789</b>	<b>660</b>	<b>-16.3%</b>
12-Month Avg	1,241	1,195	-3.7%

## Historical New Listing Activity



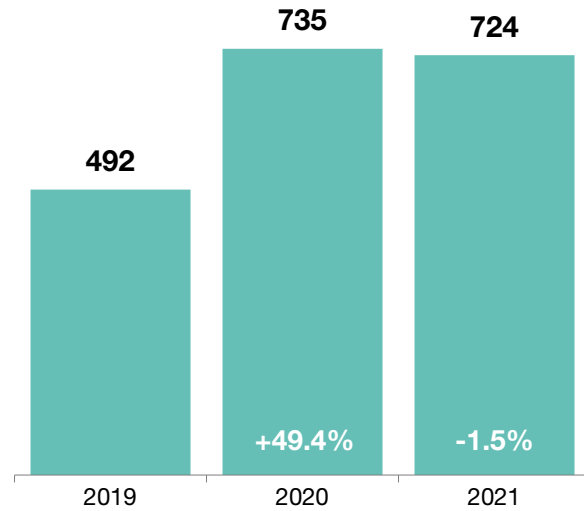
# Closed Sales

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

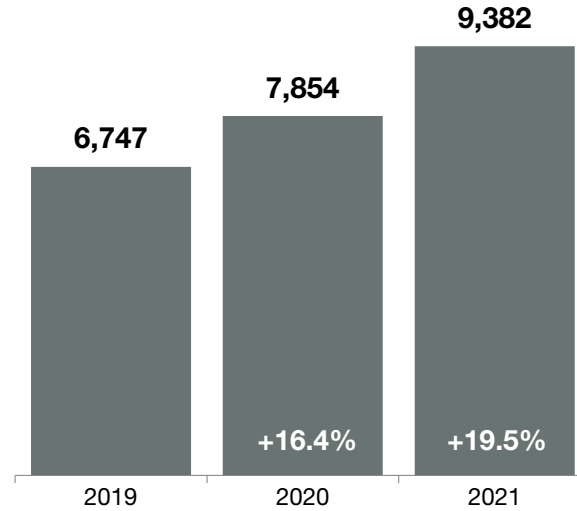
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## November

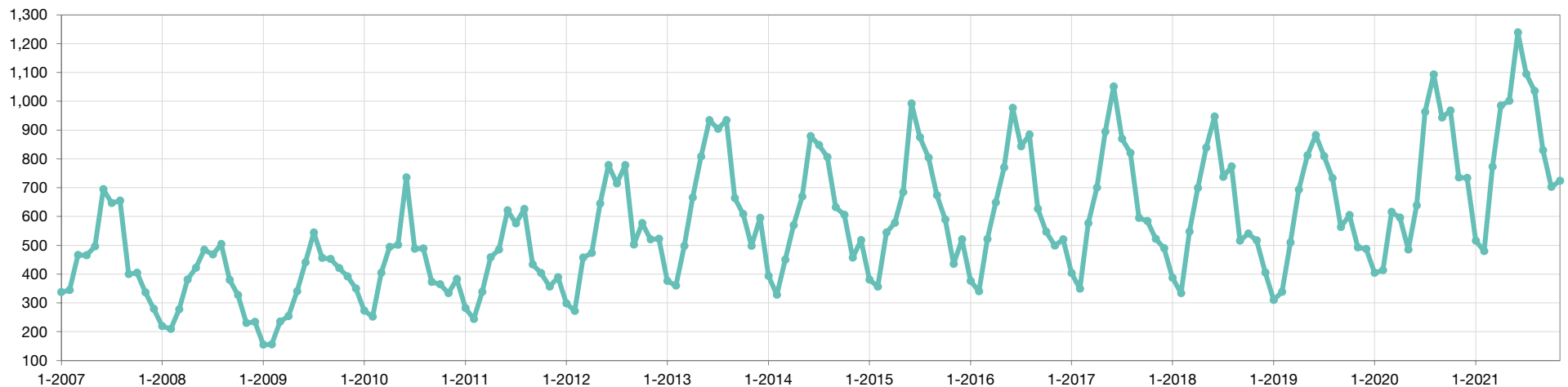


## Year To Date



Month	Prior Year	Current Year	+ / -
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	985	+65.3%
May 2021	485	1,001	+106.4%
June 2021	638	1,239	+94.2%
July 2021	963	1,095	+13.7%
August 2021	1,093	1,036	-5.2%
September 2021	943	830	-12.0%
October 2021	968	703	-27.4%
<b>November 2021</b>	<b>735</b>	<b>724</b>	<b>-1.5%</b>
12-Month Avg	695	843	+29.5%

## Historical Closed Sales Activity



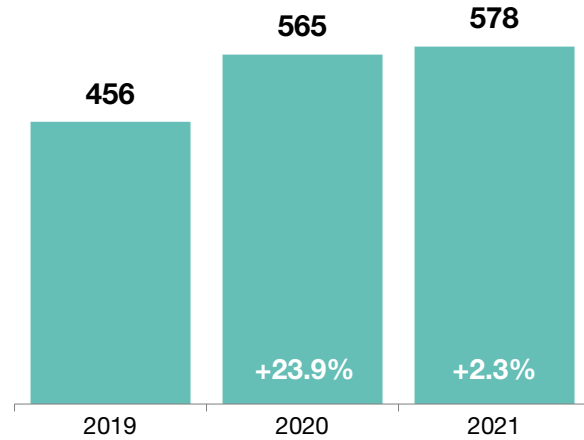
# Under Contract

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

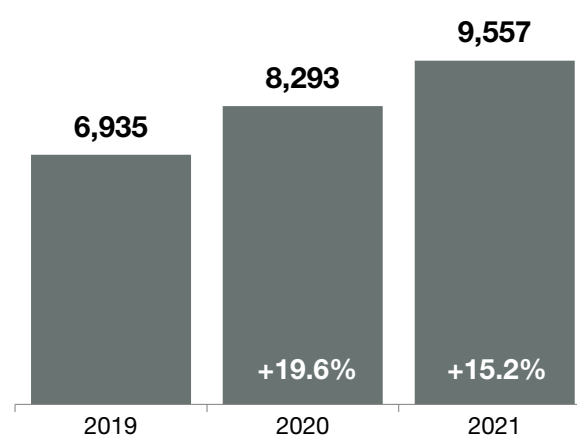
NSBAR

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## November

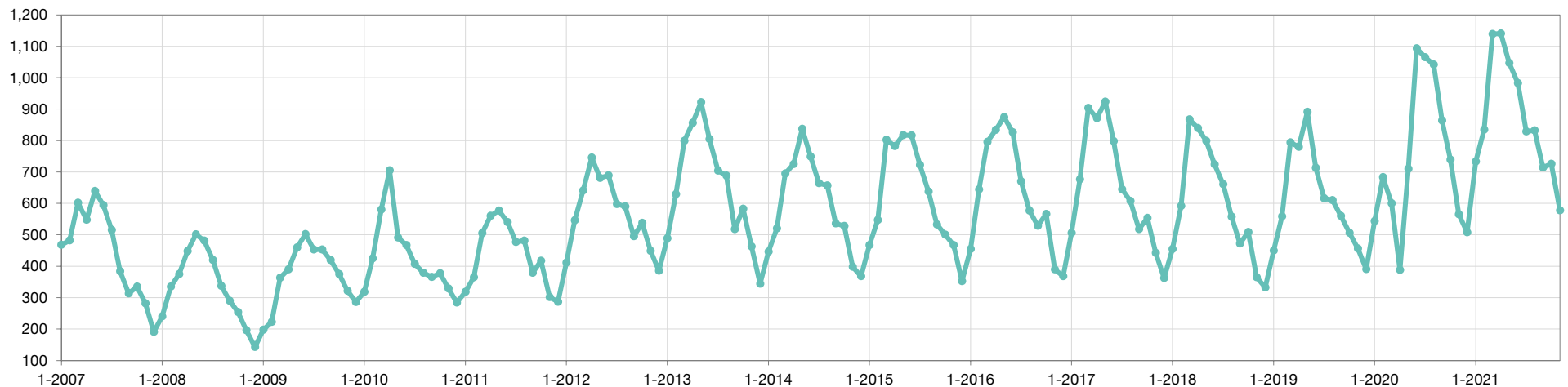


## Year To Date



Month	Prior Year	Current Year	+ / -
December 2020	391	508	+29.9%
January 2021	544	733	+34.7%
February 2021	683	835	+22.3%
March 2021	600	1,139	+89.8%
April 2021	388	1,141	+194.1%
May 2021	710	1,047	+47.5%
June 2021	1,093	983	-10.1%
July 2021	1,065	829	-22.2%
August 2021	1,042	832	-20.2%
September 2021	864	714	-17.4%
October 2021	739	726	-1.8%
<b>November 2021</b>	<b>565</b>	<b>578</b>	<b>+2.3%</b>
12-Month Avg	724	839	+15.9%

## Historical Under Contract Activity

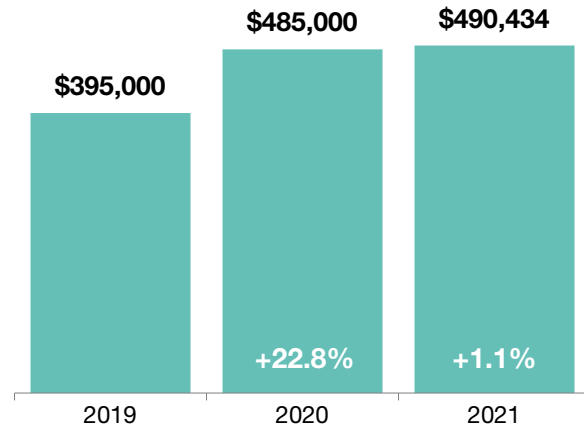


# Median Sales Price

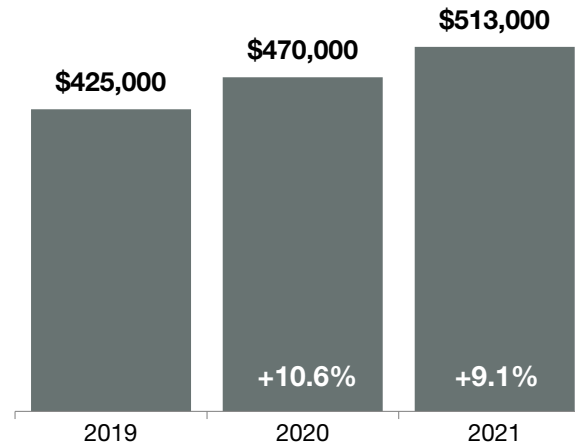
Median price point for all closed sales, not accounting for seller concessions, in a given month.



## November

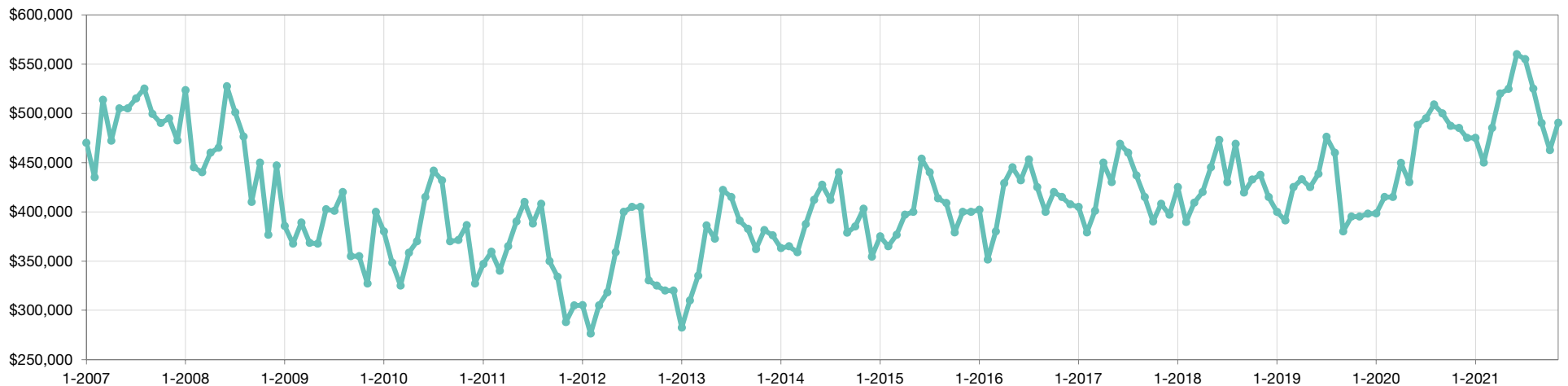


## Year To Date



Month	Prior Year	Current Year	+ / -
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	\$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%
<b>November 2021</b>	<b>\$485,000</b>	<b>\$490,434</b>	<b>+1.1%</b>
12-Month Med	\$464,900	\$509,000	+9.5%

## Historical Median Sales Price

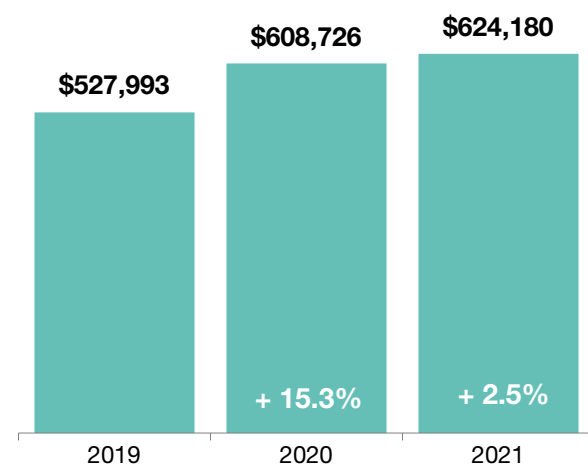


# Average Sales Price

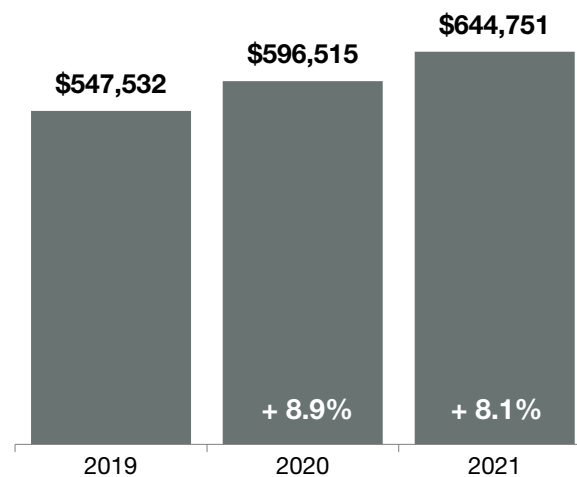
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## November

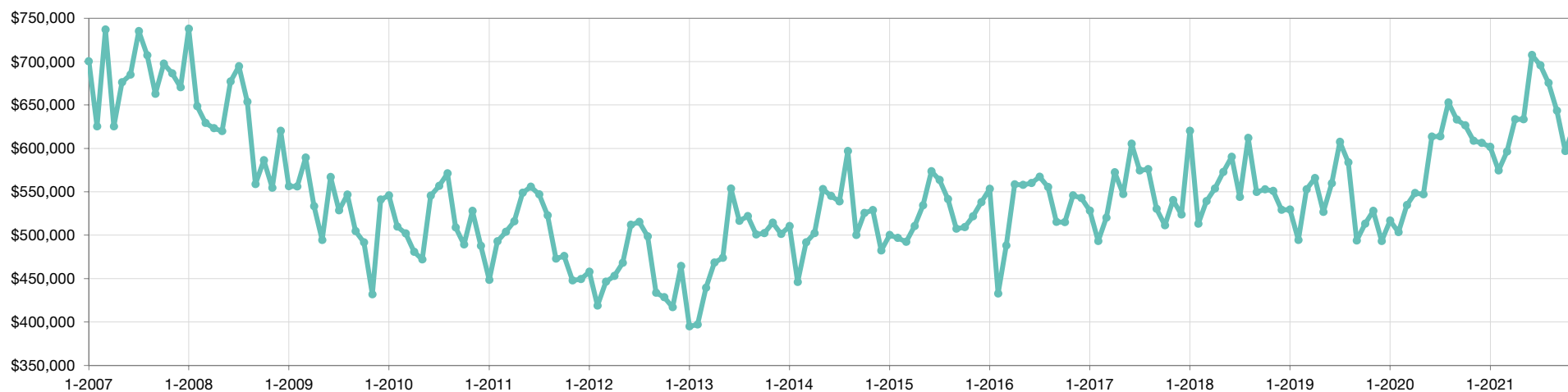


## Year To Date



Month	Prior Year	Current Year	+ / -
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	\$633,401	+15.5%
May 2021	\$546,984	\$633,435	+15.8%
June 2021	\$613,415	\$707,566	+15.3%
July 2021	\$613,897	\$695,926	+13.4%
August 2021	\$652,725	\$675,377	+3.5%
September 2021	\$633,116	\$643,391	+1.6%
October 2021	\$626,566	\$596,981	-4.7%
<b>November 2021</b>	<b>\$608,726</b>	<b>\$624,180</b>	<b>+2.5%</b>
12-Month Avg	\$590,473	\$641,957	+8.7%

## Historical Average Sales Price

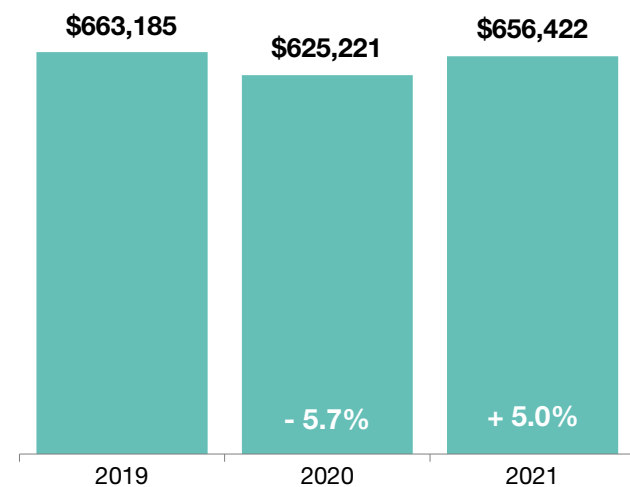


# Average List Price

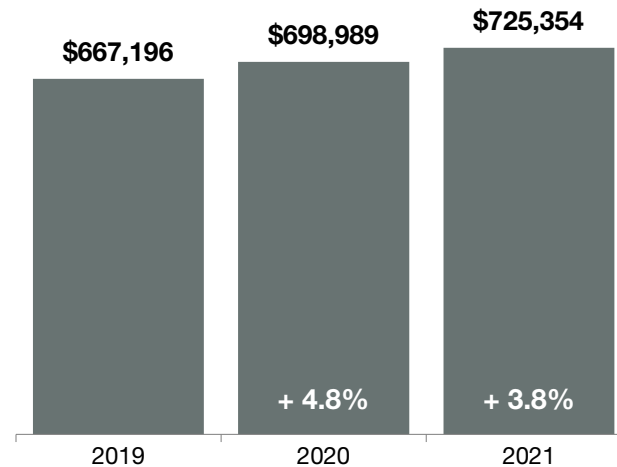
Average list price for all new listings in a given month.



## November

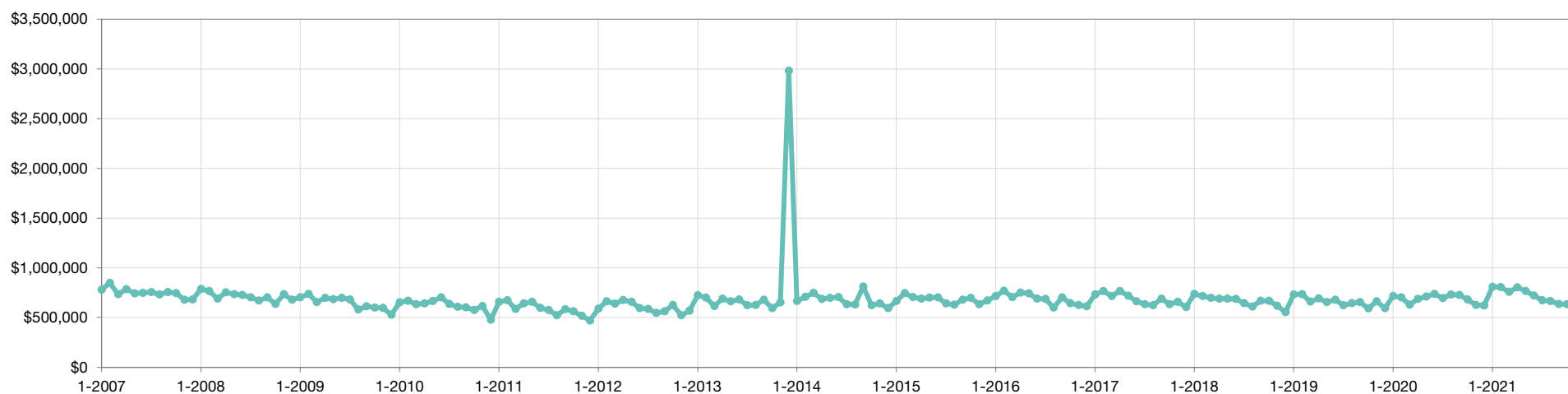


## Year To Date



Month	Prior Year	Current Year	+ / -
December 2020	\$594,786	\$621,117	+4.4%
January 2021	\$715,799	\$807,100	+12.8%
February 2021	\$701,546	\$806,817	+15.0%
March 2021	\$628,845	\$757,991	+20.5%
April 2021	\$685,403	\$803,735	+17.3%
May 2021	\$709,032	\$765,315	+7.9%
June 2021	\$736,644	\$720,045	-2.3%
July 2021	\$695,428	\$674,024	-3.1%
August 2021	\$731,487	\$664,952	-9.1%
September 2021	\$725,531	\$636,143	-12.3%
October 2021	\$682,411	\$632,557	-7.3%
<b>November 2021</b>	<b>\$625,221</b>	<b>\$656,422</b>	<b>+5.0%</b>
12-Month Avg	\$695,749	\$721,271	+3.7%

## Historical Average List Price



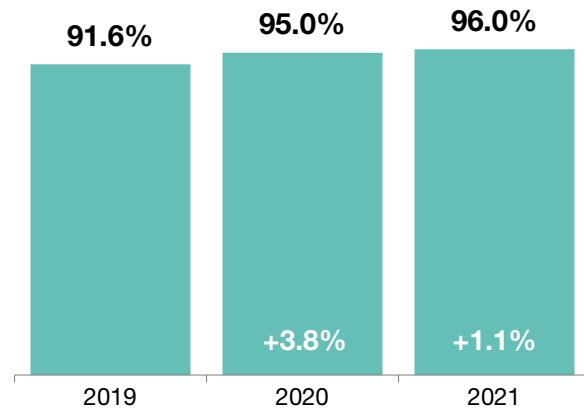


# Percent of Original List Price Received

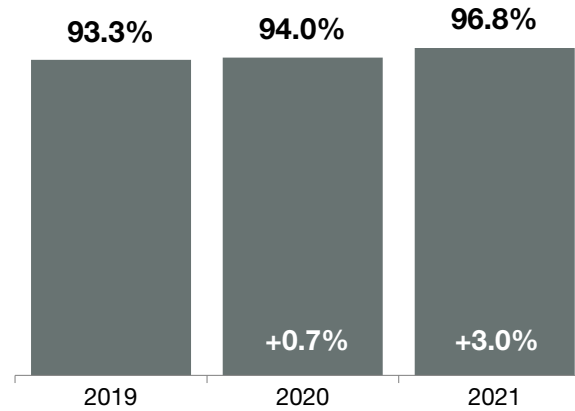
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## November

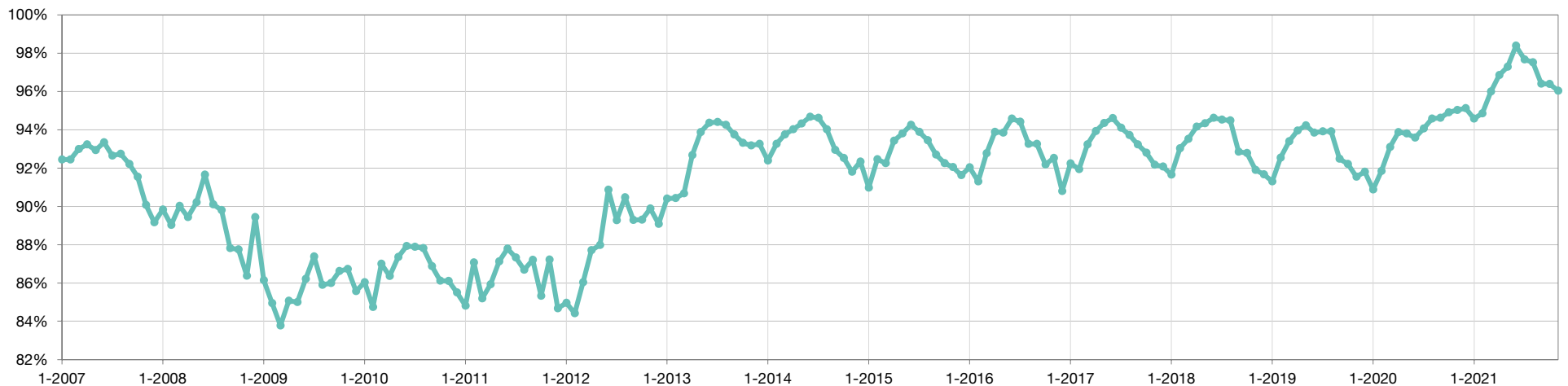


## Year To Date



Month	Prior Year	Current Year	+ / -
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%	97.3%	+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%
<b>November 2021</b>	<b>95.0%</b>	<b>96.0%</b>	<b>+1.1%</b>
12-Month Avg	93.8%	96.7%	+3.1%

## Historical Percent of Original List Price Received

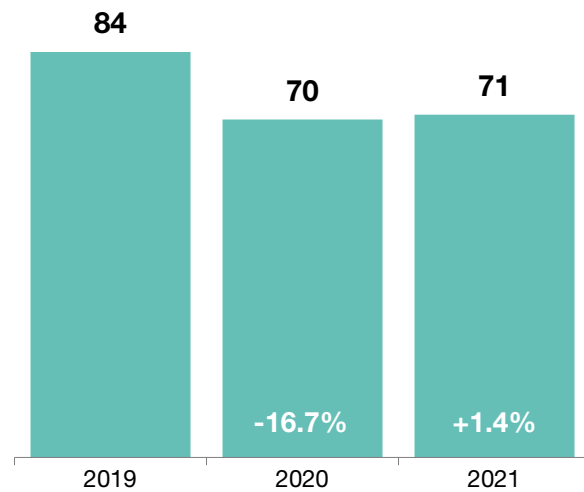


# Housing Affordability Index

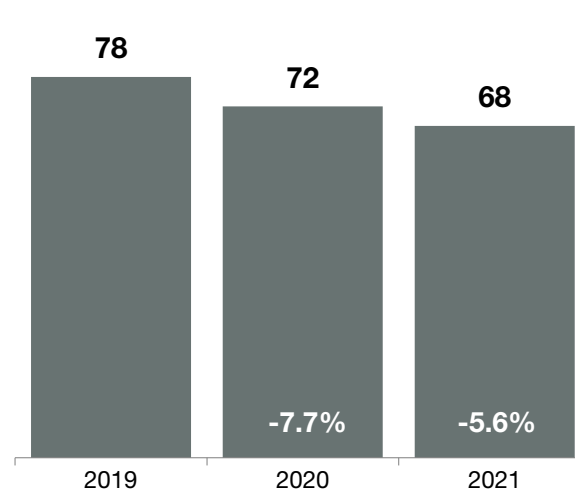
This index measures housing affordability for the region. For example, an index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



## November

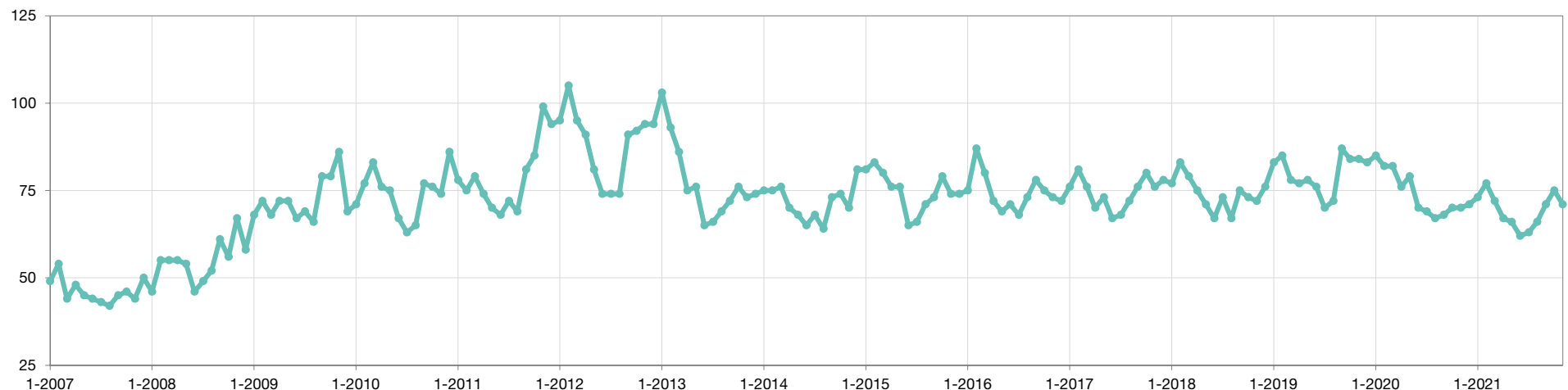


## Year To Date



Month	Prior Year	Current Year	+ / -
December 2020	83	71	-14.5%
January 2021	85	73	-14.1%
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%
<b>November 2021</b>	<b>70</b>	<b>71</b>	<b>+1.4%</b>
12-Month Avg	75	70	-7.0%

## Historical Housing Affordability Index

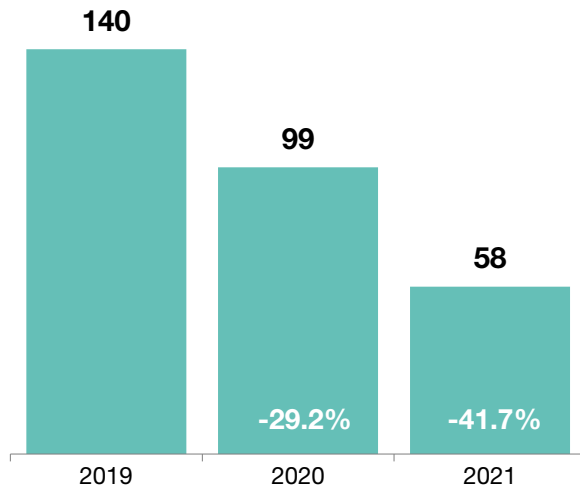


# Market Time

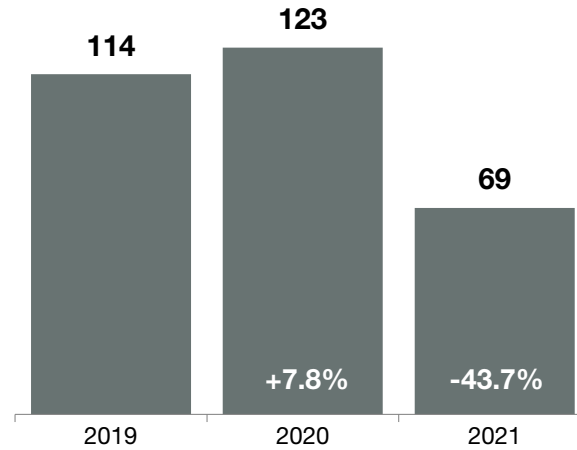
Average number of days between when a property is listed and when an offer is accepted in a given month.



## November

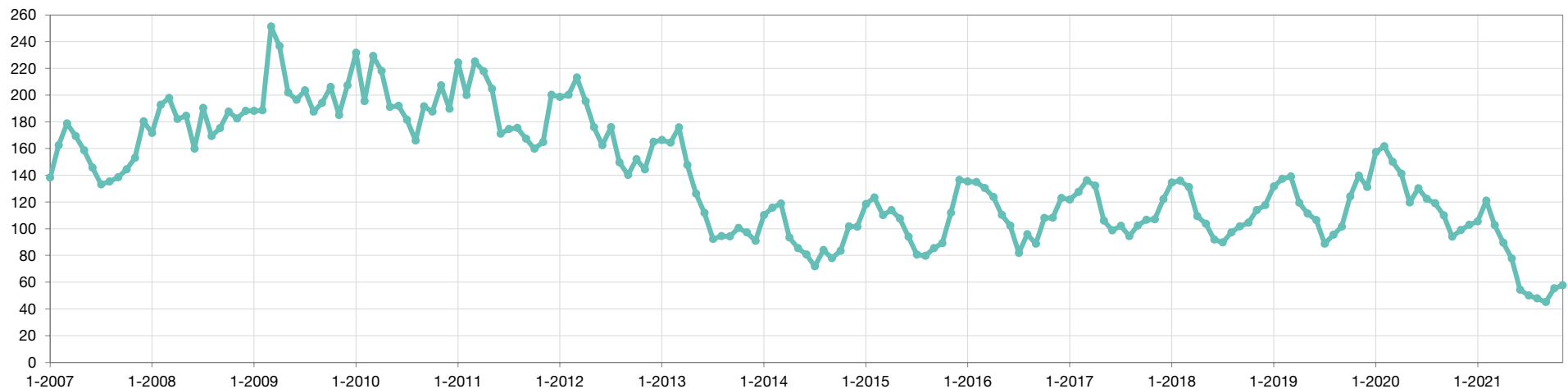


## Year To Date



Month	Prior Year	Current Year	+ / -
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	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	-58.9%
October 2021	94	55	-41.1%
<b>November 2021</b>	<b>99</b>	<b>58</b>	<b>-41.7%</b>
12-Month Avg	123	71	-41.9%

## Historical Market Times

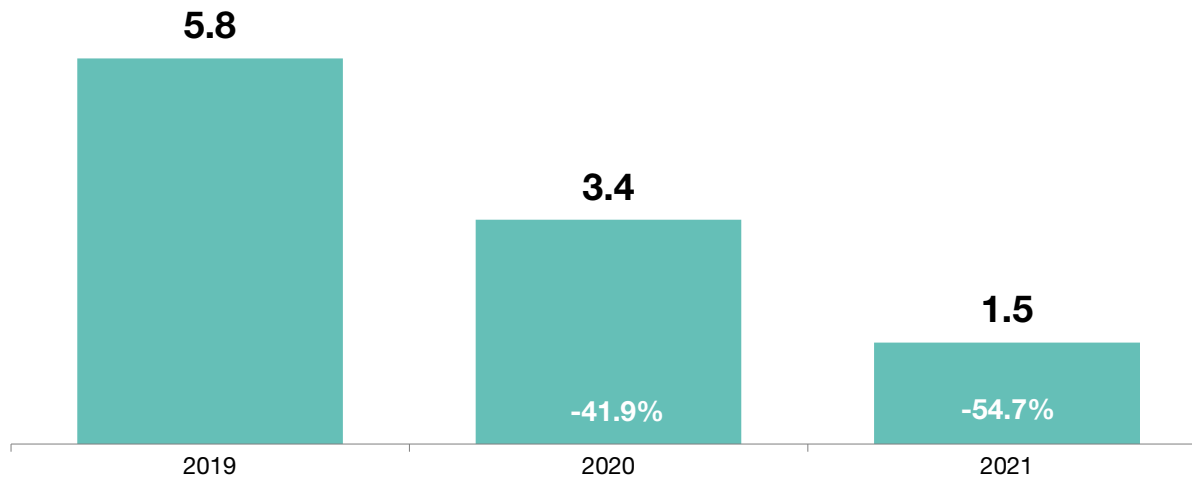


# Months Supply of Inventory

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.

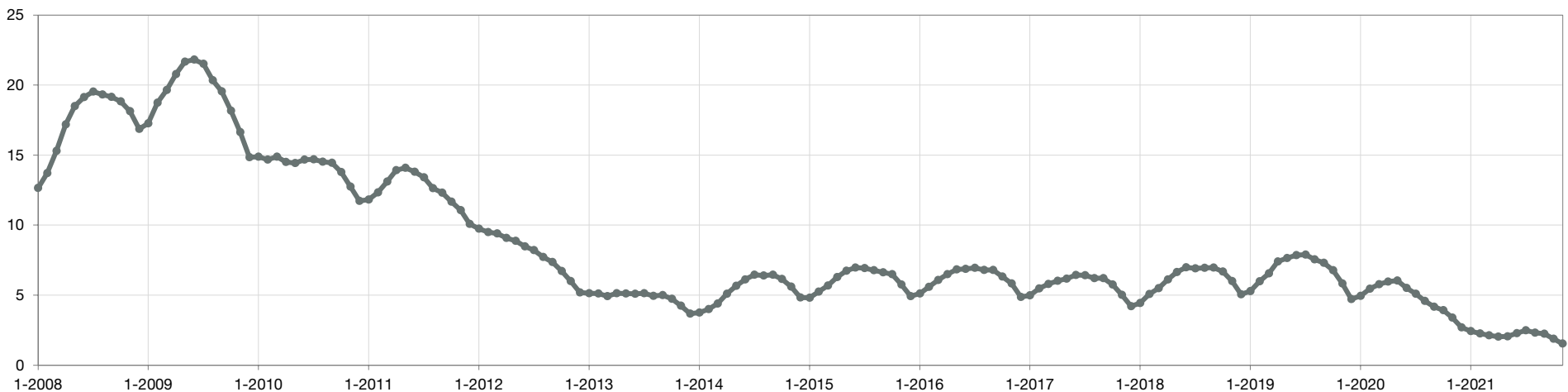


## November



Month	Prior Year	Current Year	+ / -
December 2020	4.7	2.7	-42.9%
January 2021	4.9	2.4	-50.9%
February 2021	5.4	2.3	-58.7%
March 2021	5.8	2.1	-63.3%
April 2021	6.0	2.0	-65.8%
May 2021	6.0	2.0	-66.2%
June 2021	5.5	2.3	-58.7%
July 2021	5.1	2.5	-51.2%
August 2021	4.6	2.3	-49.4%
September 2021	4.2	2.2	-46.3%
October 2021	3.9	1.9	-51.8%
<b>November 2021</b>	<b>3.4</b>	<b>1.5</b>	<b>-54.7%</b>
12-Month Avg	5.0	2.2	-55.8%

## Historical Months Supply of Inventory

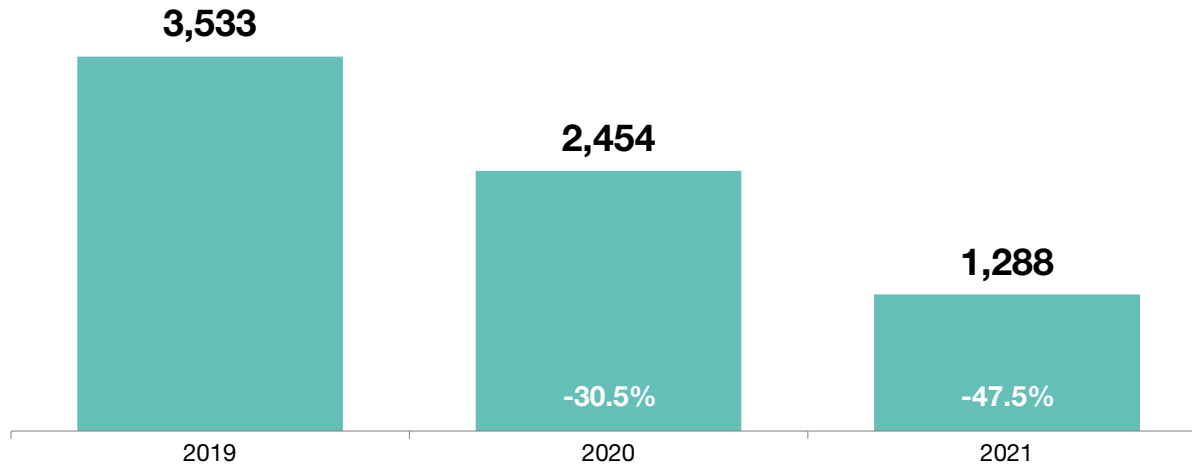


# Inventory of Homes for Sale

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



## November



Month	Prior Year	Current Year	+ / -
December 2020	2,876	1,974	-31.4%
January 2021	3,054	1,816	-40.5%
February 2021	3,426	1,716	-49.9%
March 2021	3,535	1,711	-51.6%
April 2021	3,458	1,771	-48.8%
May 2021	3,411	1,832	-46.3%
June 2021	3,285	2,022	-38.4%
July 2021	3,226	2,158	-33.1%
August 2021	3,072	1,974	-35.7%
September 2021	2,901	1,879	-35.2%
October 2021	2,796	1,579	-43.5%
<b>November 2021</b>	<b>2,454</b>	<b>1,288</b>	<b>-47.5%</b>
12-Month Avg	3,125	1,810	-41.8%

## Historical Inventory of Homes for Sale

