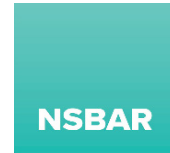


Monthly Indicators



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

October 2021

The U.S. housing market remains robust, with strong activity reported across both rental and residential housing fronts. Single-family rent prices are increasing rapidly, as demand for single-family housing and inventory constraints forces some buyers to rent, increasing competition and pushing rents up across the nation. Meanwhile, sales of new construction single-family homes recently hit a six-month high, rising 14% to a seasonally adjusted rate of 800,000, according to the latest data from the U.S. Department of Housing and Urban Development.

New Listings in the North Shore-Barrington region decreased 28.9 percent to 904. Listings Under Contract were down 4.1 percent to 709. Inventory levels fell 44.2 percent to 1,558 units.

Prices were a tad soft. The Median Sales Price decreased 5.1 percent to \$462,500. Market Times were down 41.3 percent to 55 days. Sellers were encouraged as Months Supply of Inventory was down 52.3 percent to 1.9 months.

As temperatures drop, existing home sales continue to be plentiful, buoyed by strong demand, low interest rates, and a slight uptick in new listings in recent months, according to the National Association of REALTORS®. With interest rates inching upward, and experts expecting further rate increases on the horizon, motivated buyers are hoping to lock in their home purchases to take advantage of what are still historically low rates.

Quick Facts

- 27.9% **- 5.1%** **- 44.2%**

Change in
Closed Sales

Change in
Median Sales Price

Change in
Inventory




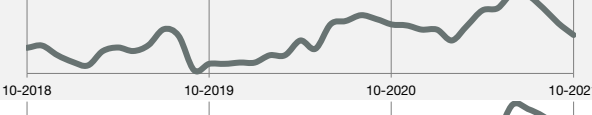
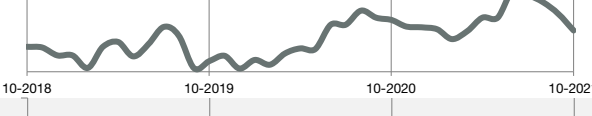
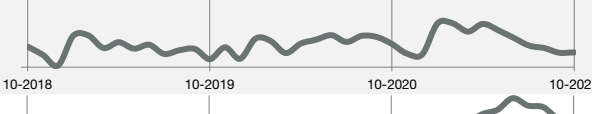





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Market Overview

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

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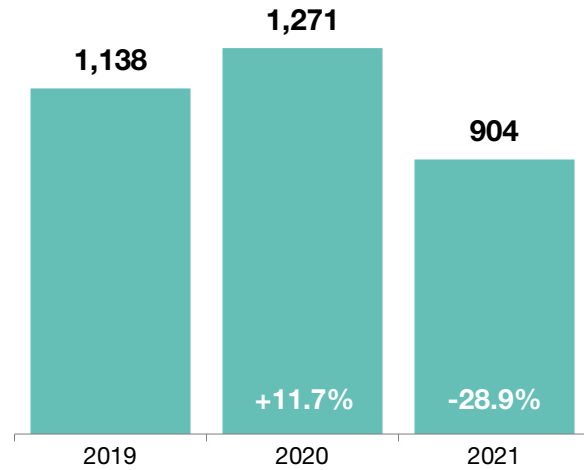
Key Metrics	Historical Sparklines	10-2020	10-2021	+ / -	YTD 2020	YTD 2021	+ / -
New Listings		1,271	904	- 28.9%	13,628	13,062	- 4.2%
Closed Sales		968	698	- 27.9%	7,119	8,651	+ 21.5%
Under Contract (Contingent and Pending)		739	709	- 4.1%	7,730	8,946	+ 15.7%
Median Sales Price		\$487,250	\$462,500	- 5.1%	\$470,000	\$515,000	+ 9.6%
Average Sales Price		\$626,566	\$597,917	- 4.6%	\$595,255	\$646,570	+ 8.6%
Average List Price		\$682,408	\$633,194	- 7.2%	\$703,252	\$728,143	+ 3.5%
Percent of Original List Price Received		94.9%	96.4%	+ 1.6%	93.9%	96.9%	+ 3.2%
Housing Affordability Index		70	75	+ 7.1%	72	67	- 6.9%
Market Time		94	55	- 41.3%	125	70	- 44.0%
Months Supply of Homes for Sale		3.9	1.9	- 52.3%	--	--	--
Inventory of Homes for Sale		2,794	1,558	- 44.2%	--	--	--

New Listings

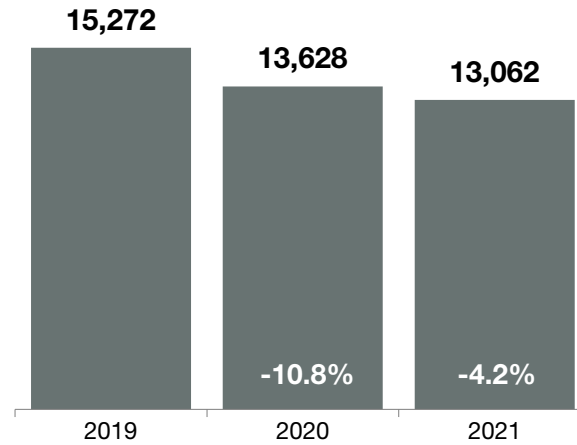
A count of the properties that have been newly listed on the market in a given month.



October

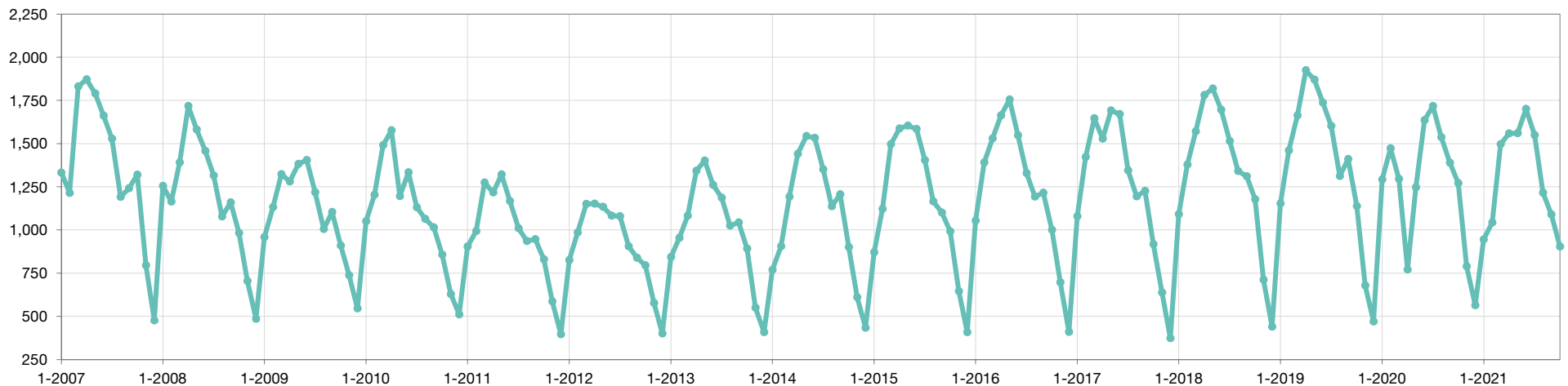


Year To Date



Month	Prior Year	Current Year	+ / -
November 2020	679	789	+16.2%
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	1,559	+102.2%
May 2021	1,247	1,560	+25.1%
June 2021	1,636	1,701	+4.0%
July 2021	1,717	1,549	-9.8%
August 2021	1,537	1,216	-20.9%
September 2021	1,389	1,090	-21.5%
October 2021	1,271	904	-28.9%
12-Month Avg	1,231	1,201	-2.5%

Historical New Listing Activity



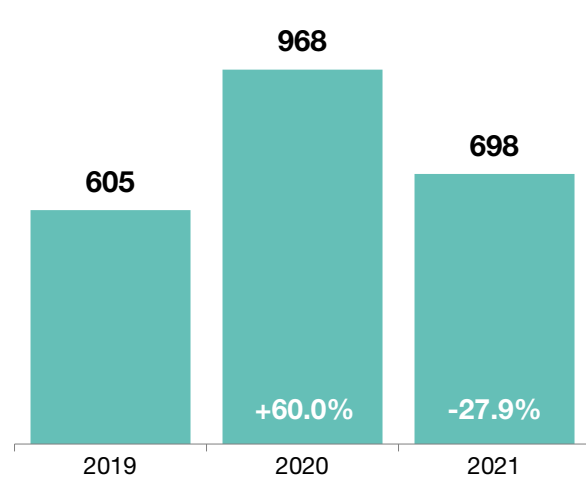
Closed Sales

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

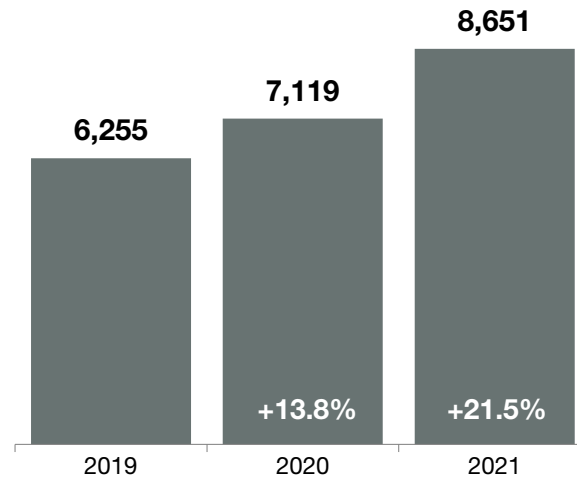
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October

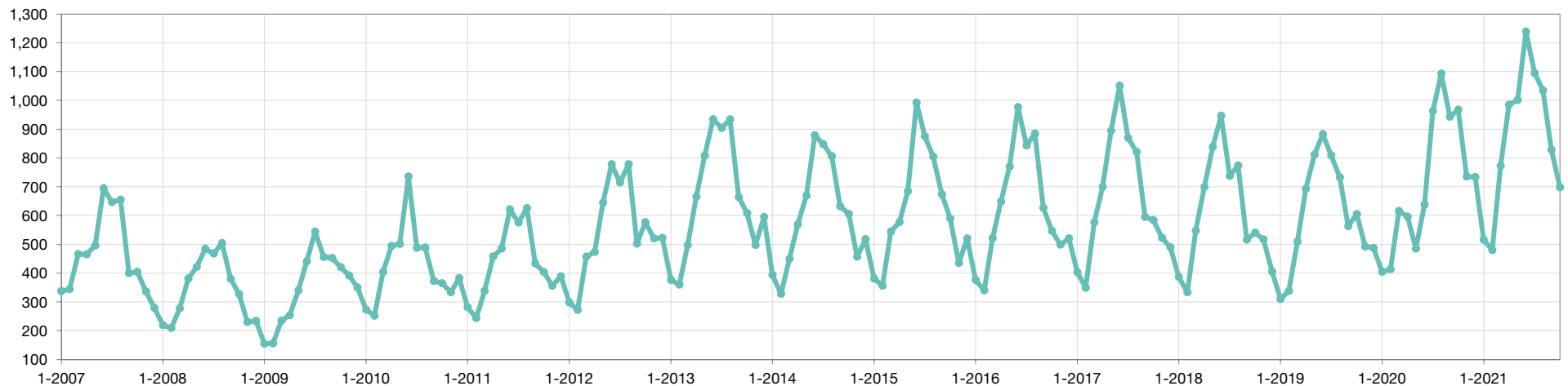


Year To Date



Month	Prior Year	Current Year	+ / -
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	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	1,035	-5.3%
September 2021	943	829	-12.1%
October 2021	968	698	-27.9%
12-Month Avg	675	843	+33.7%

Historical Closed Sales Activity



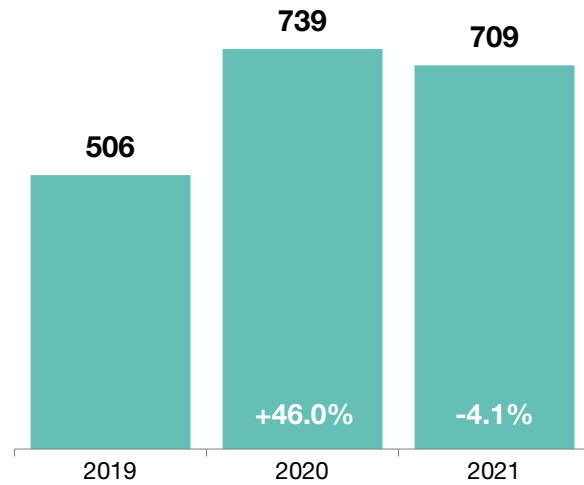
Under Contract

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

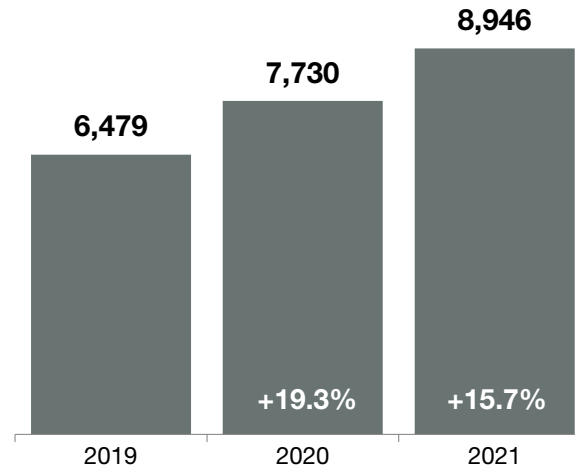
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October

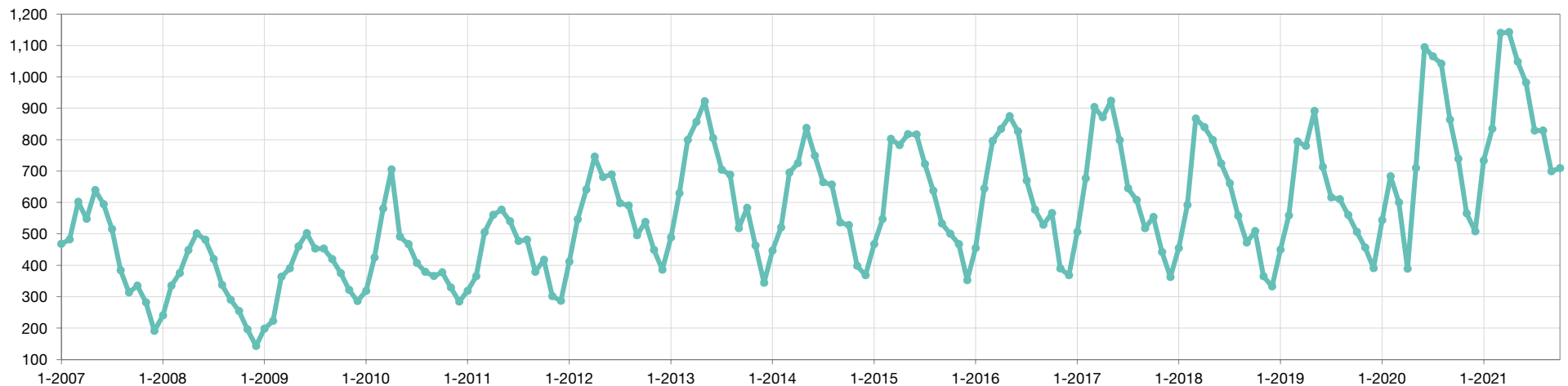


Year To Date



Month	Prior Year	Current Year	+ / -
November 2020	456	565	+23.9%
December 2020	391	508	+29.9%
January 2021	544	733	+34.7%
February 2021	683	835	+22.3%
March 2021	600	1,140	+90.0%
April 2021	389	1,142	+193.6%
May 2021	710	1,048	+47.6%
June 2021	1,094	982	-10.2%
July 2021	1,065	829	-22.2%
August 2021	1,042	829	-20.4%
September 2021	864	699	-19.1%
October 2021	739	709	-4.1%
12-Month Avg	715	835	+16.8%

Historical Under Contract Activity

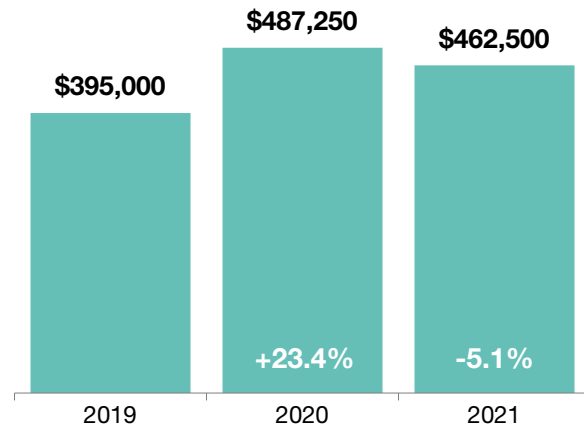


Median Sales Price

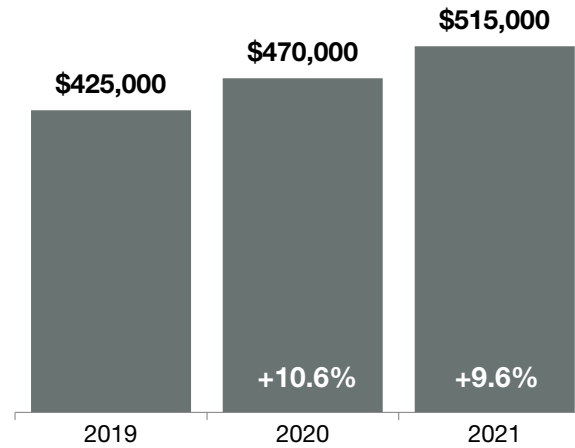
Median price point for all closed sales, not accounting for seller concessions, in a given month.



October

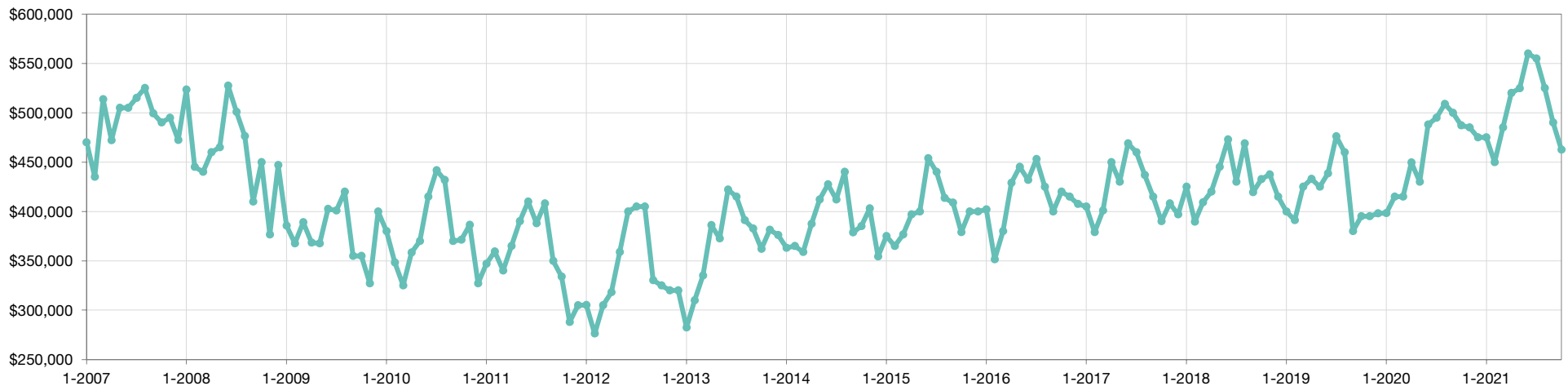


Year To Date



Month	Prior Year	Current Year	+ / -
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	\$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%
12-Month Med	\$460,000	\$507,500	+10.3%

Historical Median Sales Price

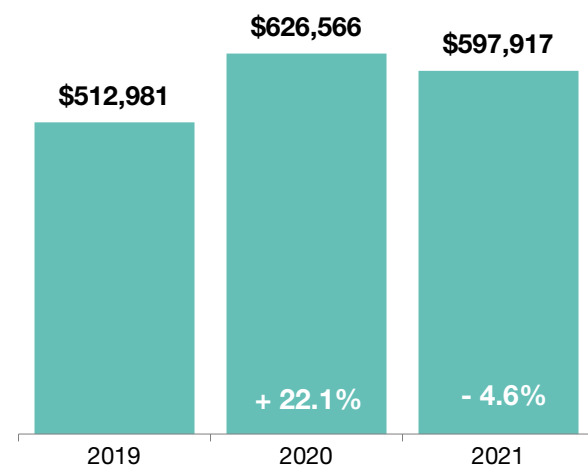


Average Sales Price

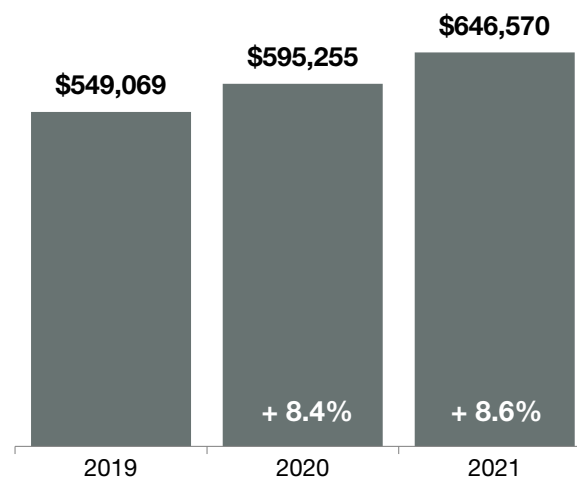
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



October

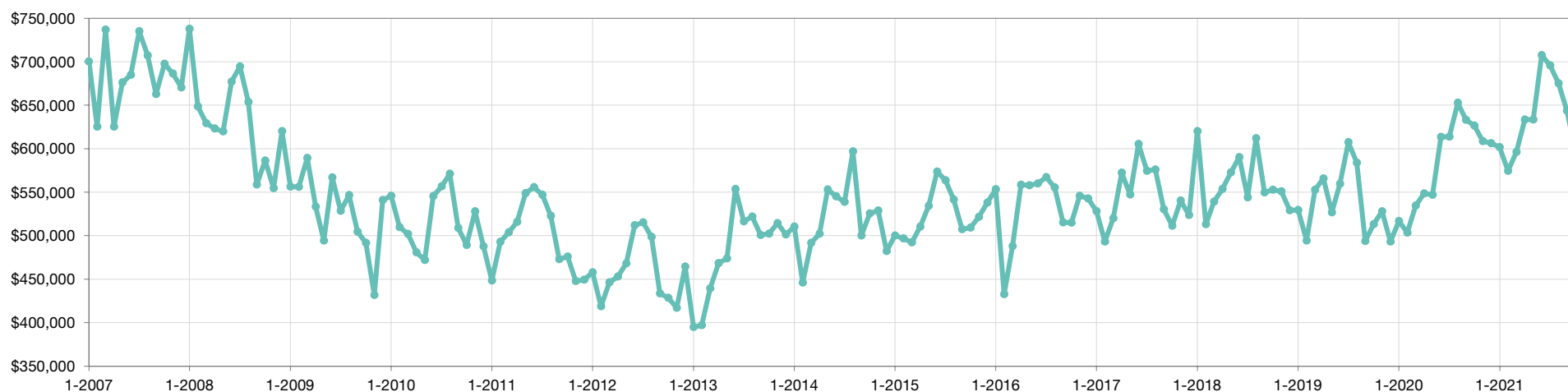


Year To Date



Month	Prior Year	Current Year	+ / -
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	\$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	\$675,111	+3.4%
September 2021	\$633,116	\$643,698	+1.7%
October 2021	\$626,566	\$597,917	-4.6%
12-Month Avg	\$585,020	\$640,897	+9.6%

Historical Average Sales Price



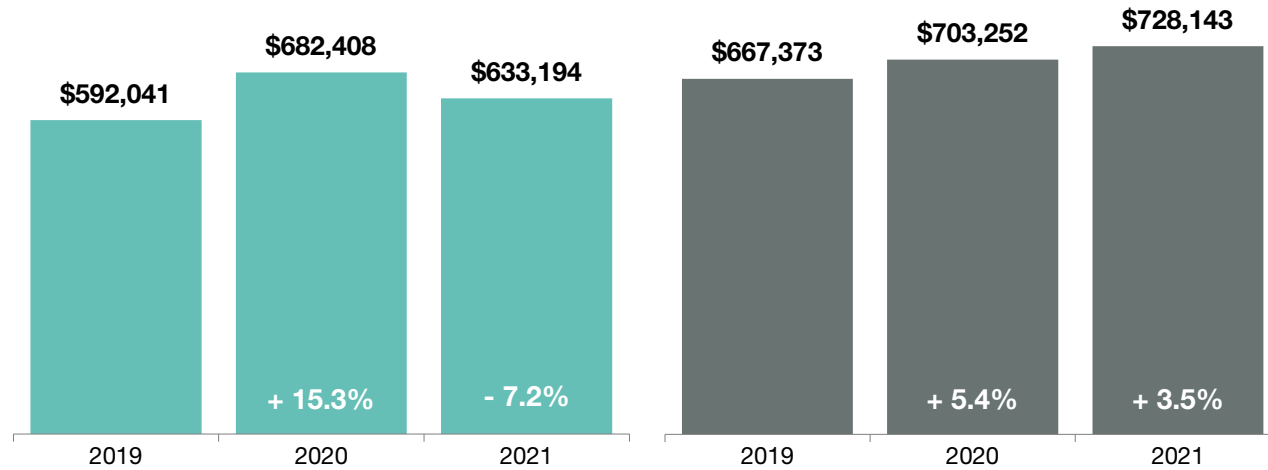
Average List Price

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



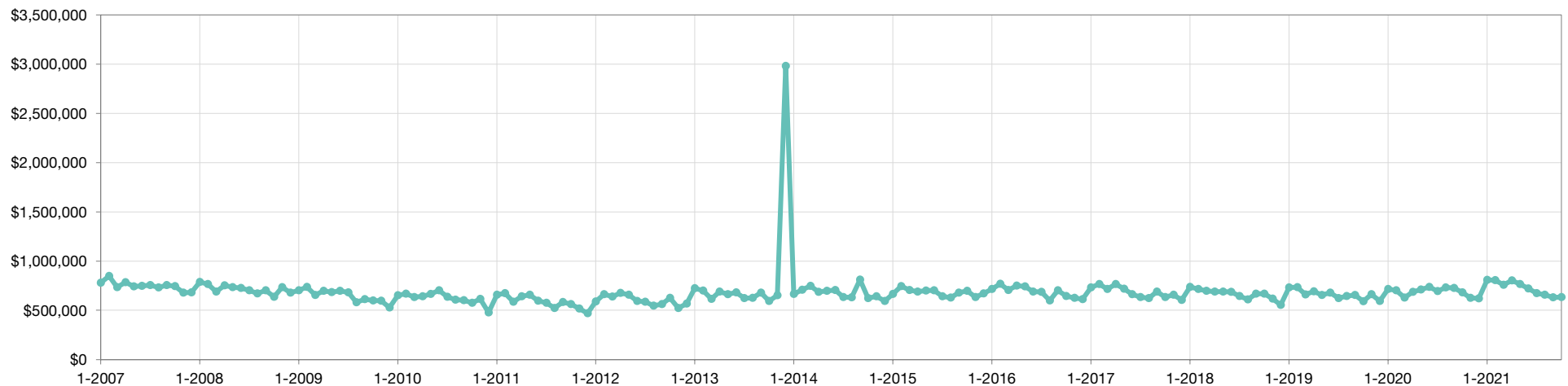
October

Year To Date



Month	Prior Year	Current Year	+ / -
November 2020	\$663,185	\$625,221	-5.7%
December 2020	\$594,786	\$621,117	+4.4%
January 2021	\$715,799	\$807,100	+12.8%
February 2021	\$701,546	\$806,621	+15.0%
March 2021	\$628,845	\$757,993	+20.5%
April 2021	\$685,403	\$803,708	+17.3%
May 2021	\$709,032	\$765,455	+8.0%
June 2021	\$736,708	\$719,958	-2.3%
July 2021	\$695,428	\$673,938	-3.1%
August 2021	\$731,487	\$658,606	-10.0%
September 2021	\$725,494	\$631,417	-13.0%
October 2021	\$682,408	\$633,194	-7.2%
12-Month Avg	\$698,020	\$718,336	+2.9%

Historical Average List Price

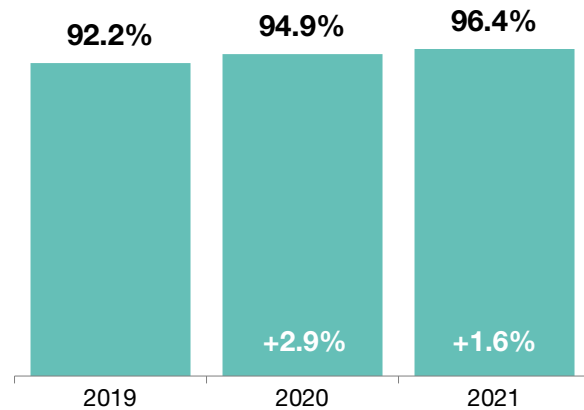


Percent of Original List Price Received

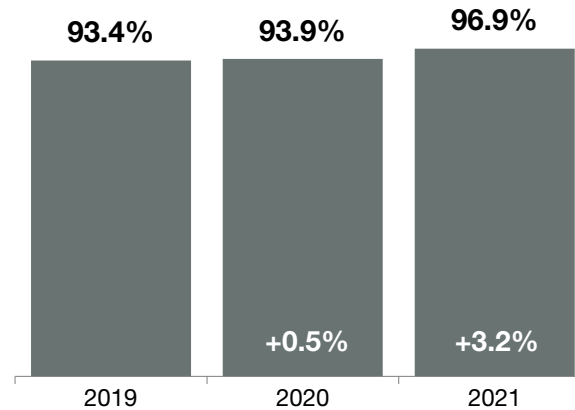
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



October

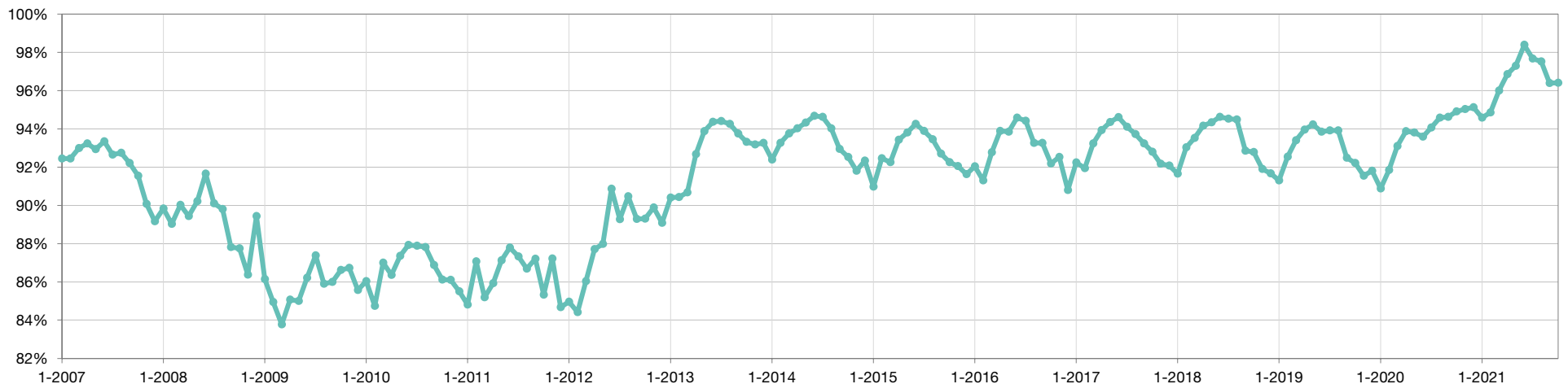


Year To Date



Month	Prior Year	Current Year	+ / -
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%	97.3%	+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%
12-Month Avg	93.6%	96.6%	+3.2%

Historical Percent of Original List Price Received

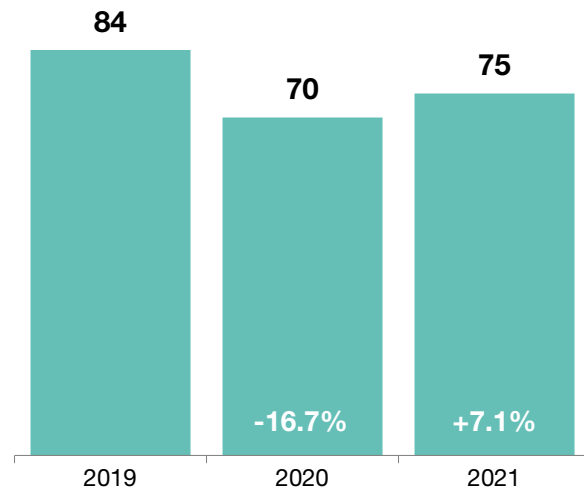


Housing Affordability Index

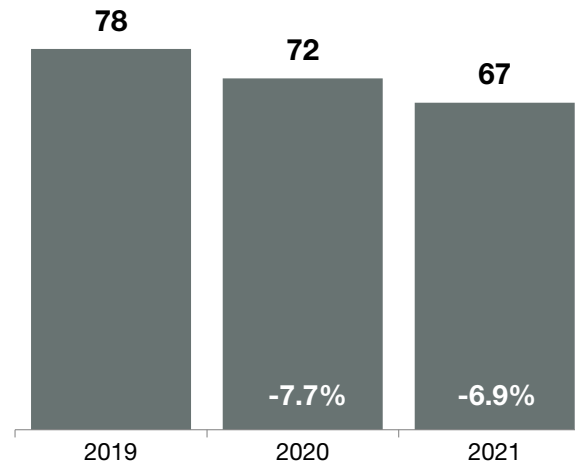
This index measures housing affordability for the region. For example, an index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



October

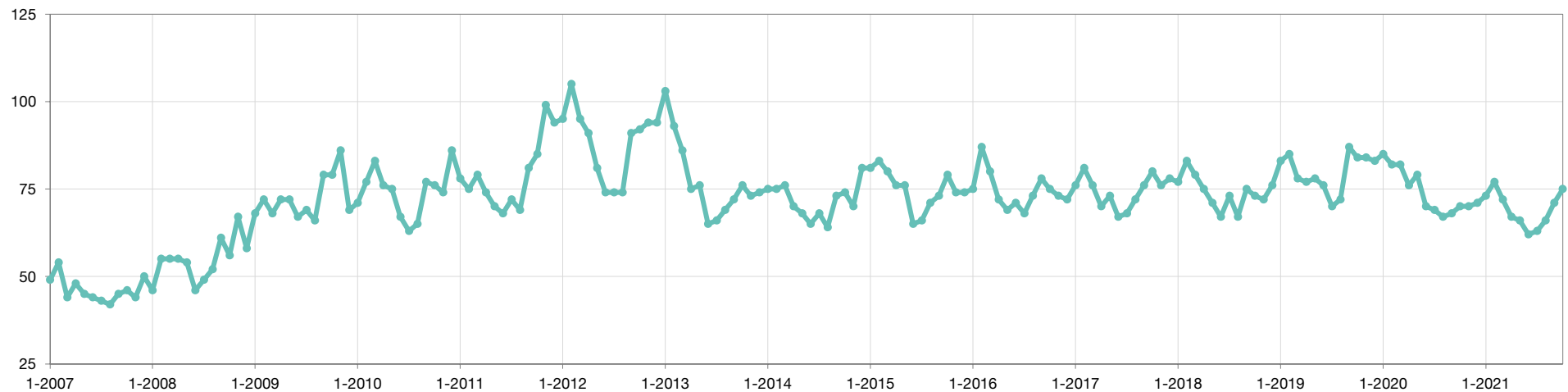


Year To Date



Month	Prior Year	Current Year	+ / -
November 2020	84	70	-16.7%
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%
12-Month Avg	76	69	-8.5%

Historical Housing Affordability Index

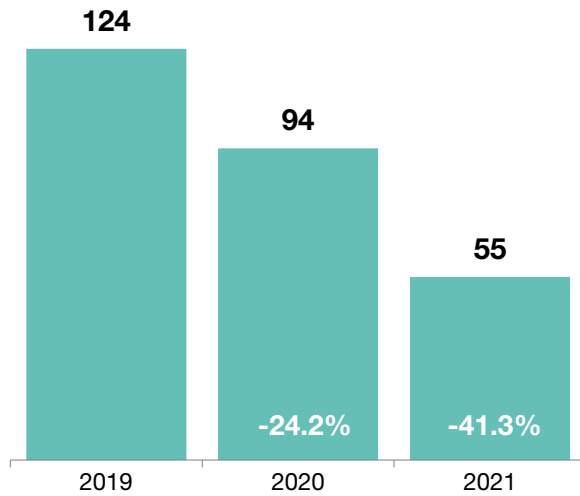


Market Time

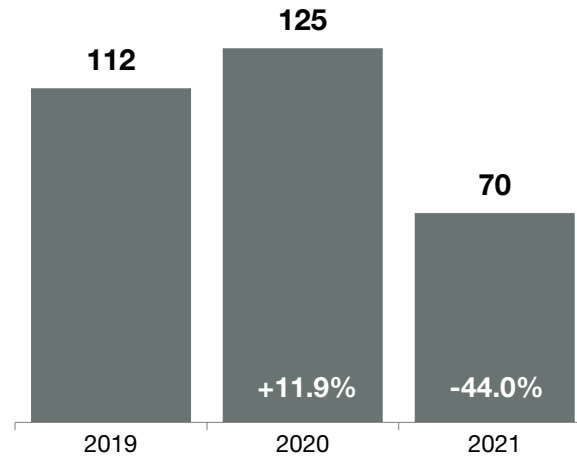
Average number of days between when a property is listed and when an offer is accepted in a given month.



October

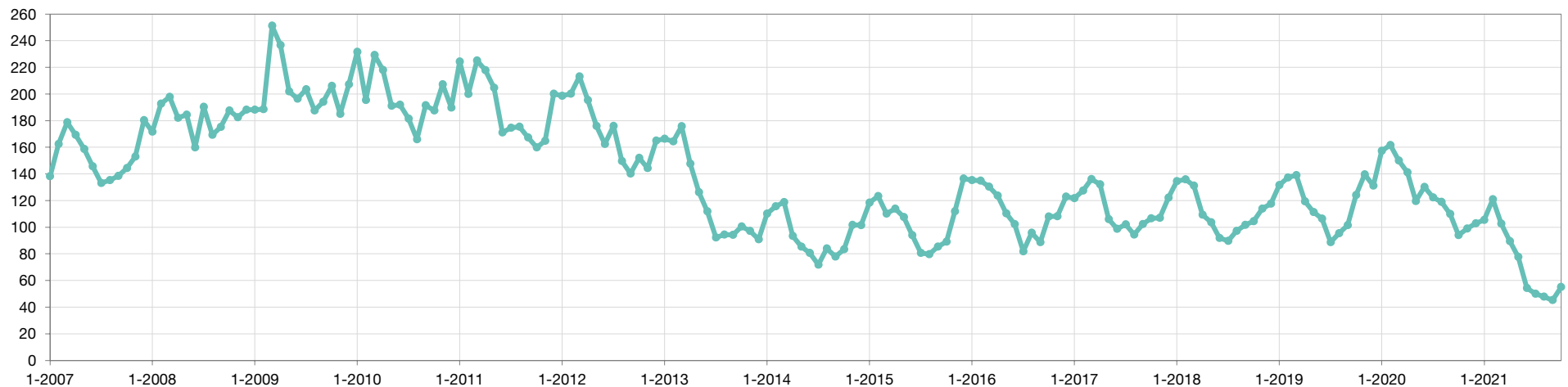


Year To Date



Month	Prior Year	Current Year	+ / -
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	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	-41.3%
12-Month Avg	126	74	-41.1%

Historical Market Times

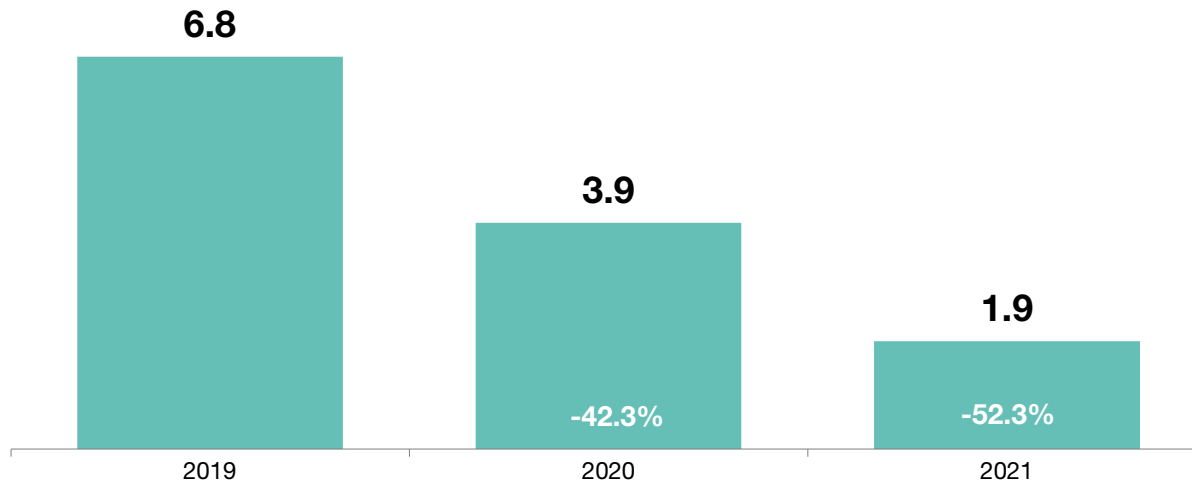


Months Supply of Inventory

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.

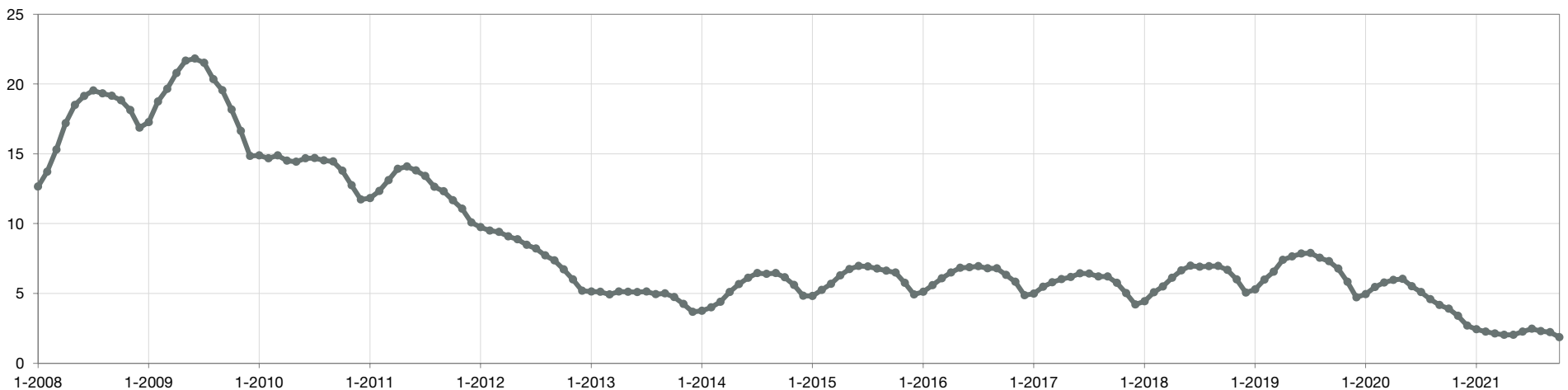


October



Month	Prior Year	Current Year	+ / -
November 2020	5.8	3.4	-41.9%
December 2020	4.7	2.7	-42.9%
January 2021	4.9	2.4	-51.0%
February 2021	5.4	2.2	-58.7%
March 2021	5.8	2.1	-63.3%
April 2021	6.0	2.0	-66.0%
May 2021	6.0	2.0	-66.4%
June 2021	5.5	2.3	-58.8%
July 2021	5.1	2.5	-51.4%
August 2021	4.6	2.3	-49.8%
September 2021	4.2	2.2	-46.8%
October 2021	3.9	1.9	-52.3%
12-Month Avg	5.2	2.3	-54.7%

Historical Months Supply of Inventory

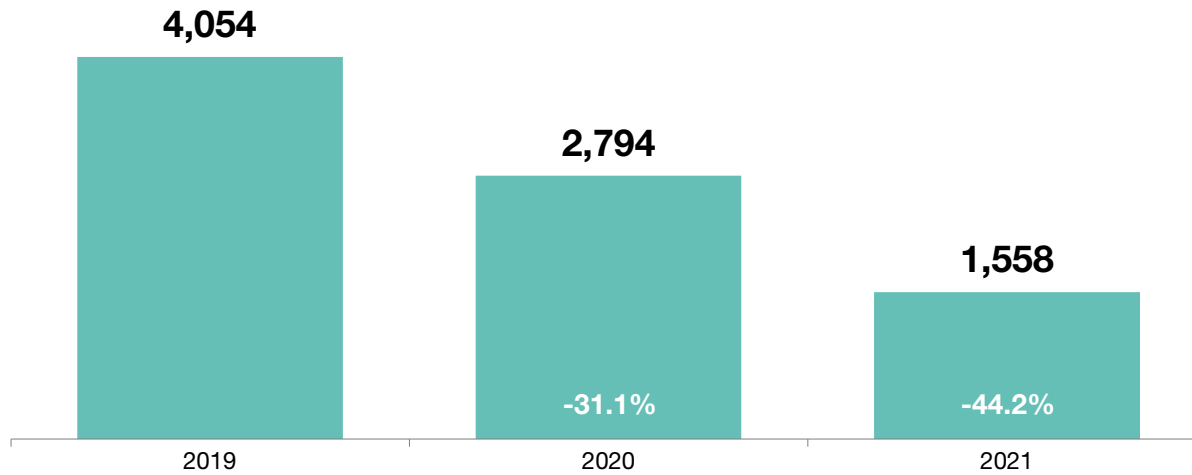


Inventory of Homes for Sale

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



October



Month	Prior Year	Current Year	+ / -
November 2020	3,533	2,452	-30.6%
December 2020	2,876	1,972	-31.4%
January 2021	3,054	1,814	-40.6%
February 2021	3,426	1,714	-50.0%
March 2021	3,535	1,708	-51.7%
April 2021	3,457	1,765	-48.9%
May 2021	3,410	1,823	-46.5%
June 2021	3,283	2,014	-38.7%
July 2021	3,224	2,148	-33.4%
August 2021	3,070	1,959	-36.2%
September 2021	2,899	1,858	-35.9%
October 2021	2,794	1,558	-44.2%
12-Month Avg	3,213	1,899	-40.7%

Historical Inventory of Homes for Sale

