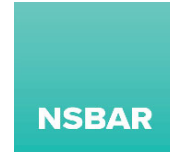


# Monthly Indicators



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

## September 2021

Nationwide, existing home sales were down slightly in August, falling 2% after two consecutive months of increases, according to the National Association of REALTORS®. The decline in existing home sales coincides with rising sales prices, which have continued to soar into fall, with the median sales price of existing homes up 14.9% compared to last year. Declining affordability has had a significant impact on homebuyers, many of whom have been priced out of the market and are choosing to wait for sales prices to ease before resuming their home search.

New Listings in the North Shore-Barrington region decreased 23.0 percent to 1,070. Listings Under Contract were down 21.2 percent to 681. Inventory levels fell 36.4 percent to 1,842 units.

Prices were a tad soft. The Median Sales Price decreased 2.0 percent to \$490,000. Market Times were down 59.0 percent to 45 days. Sellers were encouraged as Months Supply of Inventory was down 47.0 percent to 2.2 months.

There are signs the market may be shifting, however. New listings have continued to hit the market, bucking seasonality trends commonly seen in the fall, a time when listing and sales activity typically slows as children return to school. As inventory increases, competition for homes may soften, and could even bring a moderation in sales prices, which, after 114 months of year-over-year gains, would be music to the ears of homebuyers throughout the country.

## Quick Facts

**- 13.1%**      **- 2.0%**      **- 36.4%**

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®

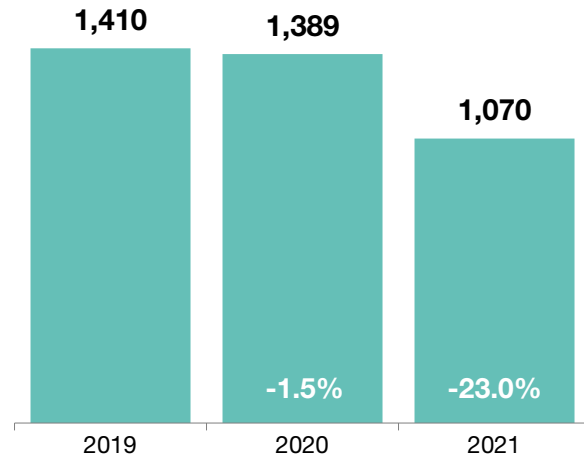
Key Metrics	Historical Sparklines	9-2020	9-2021	+ / -	YTD 2020	YTD 2021	+ / -
<b>New Listings</b>		1,389	<b>1,070</b>	- 23.0%	12,356	<b>12,109</b>	- 2.0%
<b>Closed Sales</b>		943	<b>819</b>	- 13.1%	6,151	<b>7,941</b>	+ 29.1%
<b>Under Contract</b> (Contingent and Pending)		864	<b>681</b>	- 21.2%	6,991	<b>8,200</b>	+ 17.3%
<b>Median Sales Price</b>		\$500,000	<b>\$490,000</b>	- 2.0%	\$465,000	<b>\$518,500</b>	+ 11.5%
<b>Average Sales Price</b>		\$633,116	<b>\$637,528</b>	+ 0.7%	\$590,327	<b>\$650,118</b>	+ 10.1%
<b>Average List Price</b>		\$725,494	<b>\$631,555</b>	- 12.9%	\$705,418	<b>\$734,985</b>	+ 4.2%
<b>Percent of Original List Price Received</b>		94.6%	<b>96.4%</b>	+ 1.9%	93.7%	<b>96.9%</b>	+ 3.5%
<b>Housing Affordability Index</b>		68	<b>71</b>	+ 4.4%	73	<b>67</b>	- 8.2%
<b>Market Time</b>		110	<b>45</b>	- 59.0%	130	<b>71</b>	- 45.1%
<b>Months Supply of Homes for Sale</b>		4.2	<b>2.2</b>	- 47.0%	--	--	--
<b>Inventory of Homes for Sale</b>		2,898	<b>1,842</b>	- 36.4%	--	--	--

# New Listings

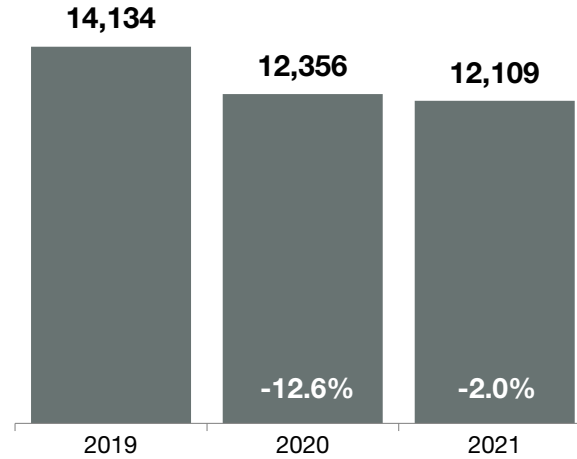
A count of the properties that have been newly listed on the market in a given month.



## September

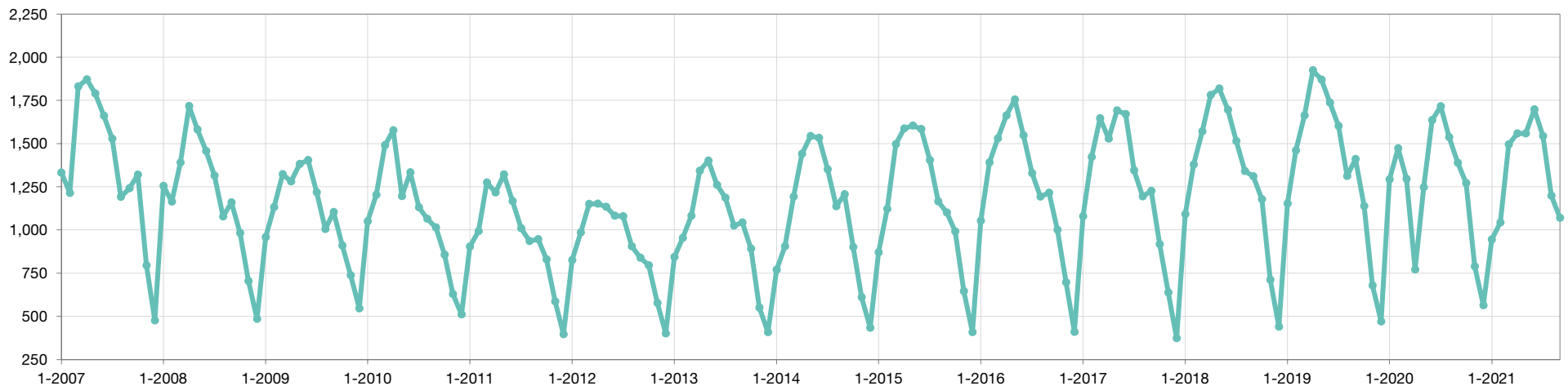


## Year To Date



Month	Prior Year	Current Year	+ / -
October 2020	1,138	1,271	+11.7%
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	1,495	+15.4%
April 2021	771	1,559	+102.2%
May 2021	1,247	1,558	+24.9%
June 2021	1,636	1,697	+3.7%
July 2021	1,716	1,544	-10.0%
August 2021	1,537	1,199	-22.0%
<b>September 2021</b>	<b>1,389</b>	<b>1,070</b>	<b>-23.0%</b>
12-Month Avg	1,220	1,228	+0.6%

## Historical New Listing Activity



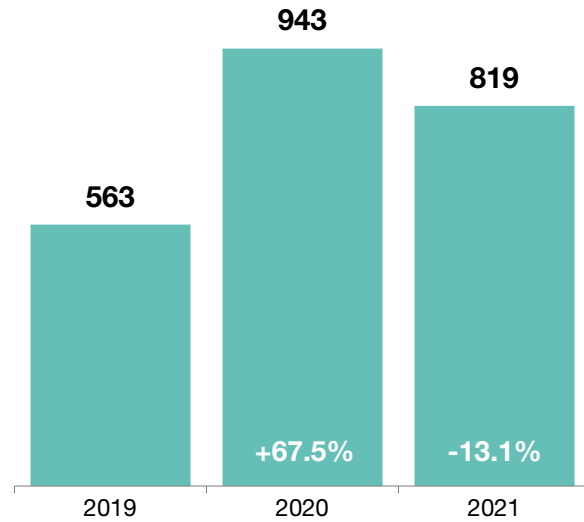
# Closed Sales

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

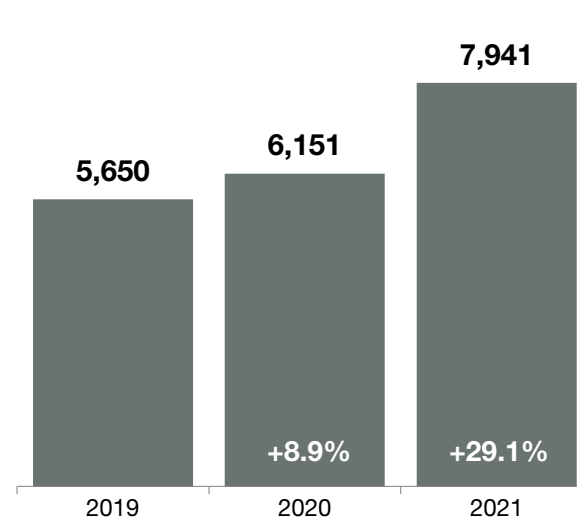
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ASSOCIATION OF REALTORS®

## September

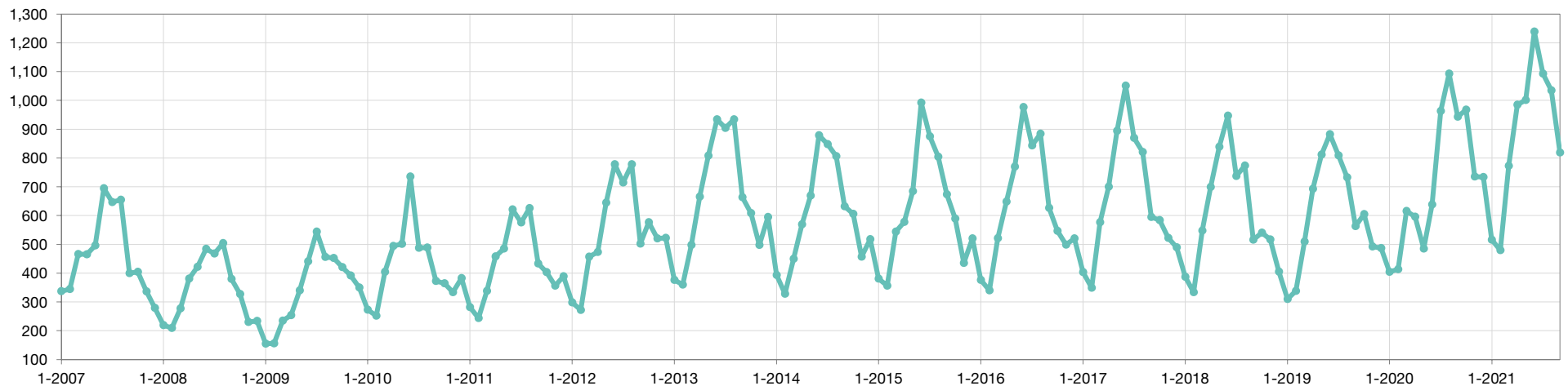


## Year To Date



Month	Prior Year	Current Year	+ / -
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	985	+65.3%
May 2021	485	1,001	+106.4%
June 2021	638	1,239	+94.2%
July 2021	963	1,093	+13.5%
August 2021	1,093	1,035	-5.3%
<b>September 2021</b>	<b>943</b>	<b>819</b>	<b>-13.1%</b>
12-Month Avg	645	865	+40.9%

## Historical Closed Sales Activity



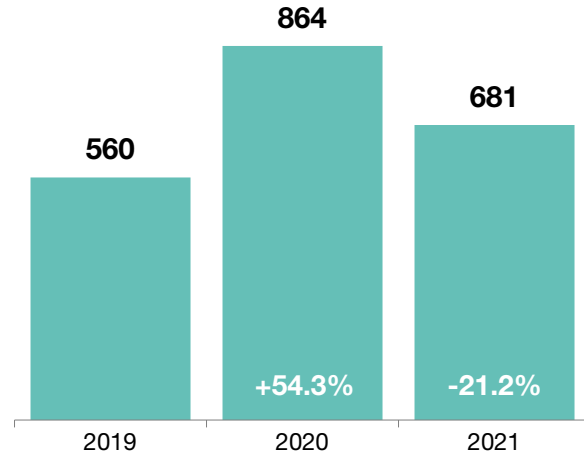
# Under Contract

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

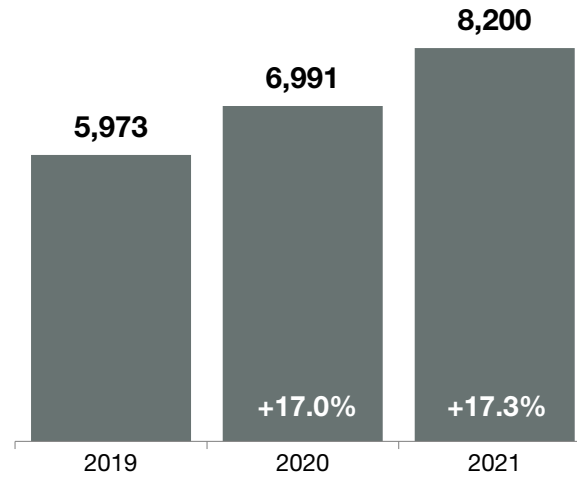
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## September

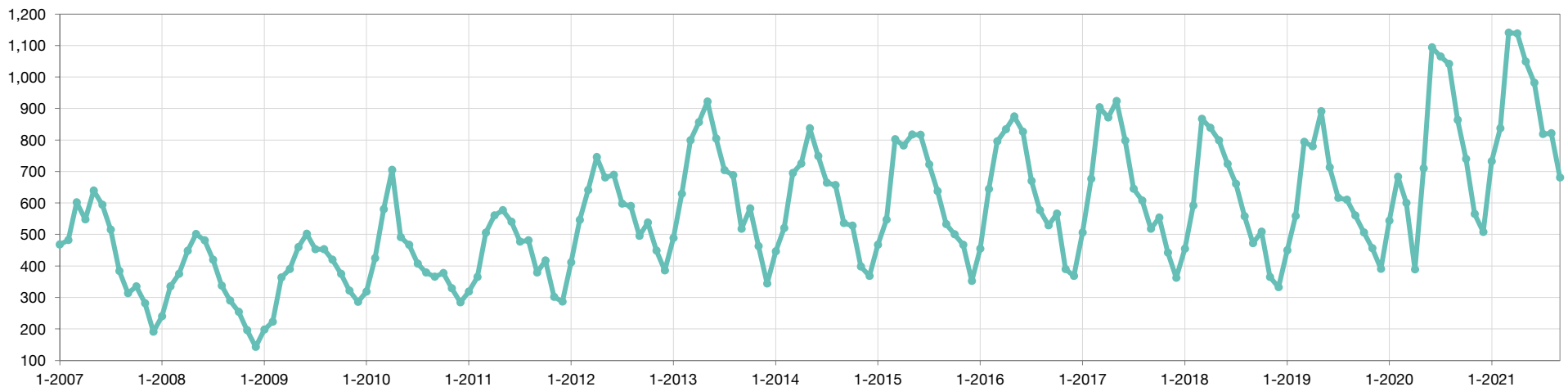


## Year To Date



Month	Prior Year	Current Year	+ / -
October 2020	506	740	+46.2%
November 2020	456	565	+23.9%
December 2020	391	508	+29.9%
January 2021	544	732	+34.6%
February 2021	683	837	+22.5%
March 2021	600	1,141	+90.2%
April 2021	389	1,138	+192.5%
May 2021	710	1,049	+47.7%
June 2021	1,094	982	-10.2%
July 2021	1,065	819	-23.1%
August 2021	1,042	821	-21.2%
<b>September 2021</b>	<b>864</b>	<b>681</b>	<b>-21.2%</b>
12-Month Avg	695	834	+20.0%

## Historical Under Contract Activity

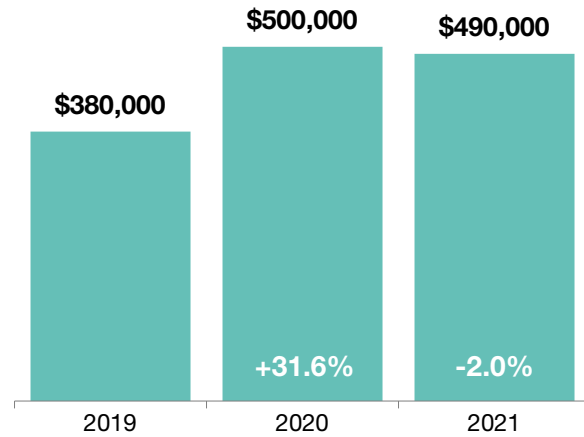


# Median Sales Price

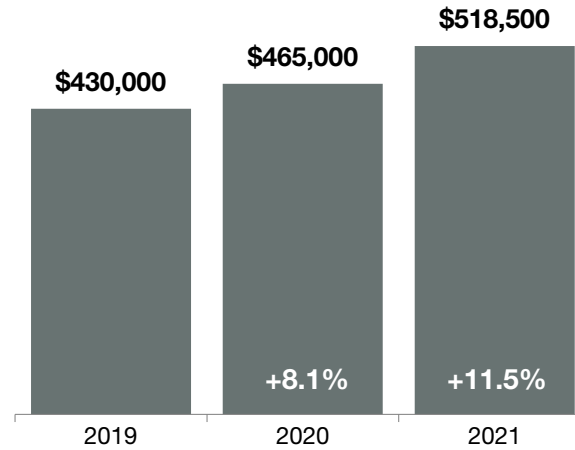
Median price point for all closed sales, not accounting for seller concessions, in a given month.



## September

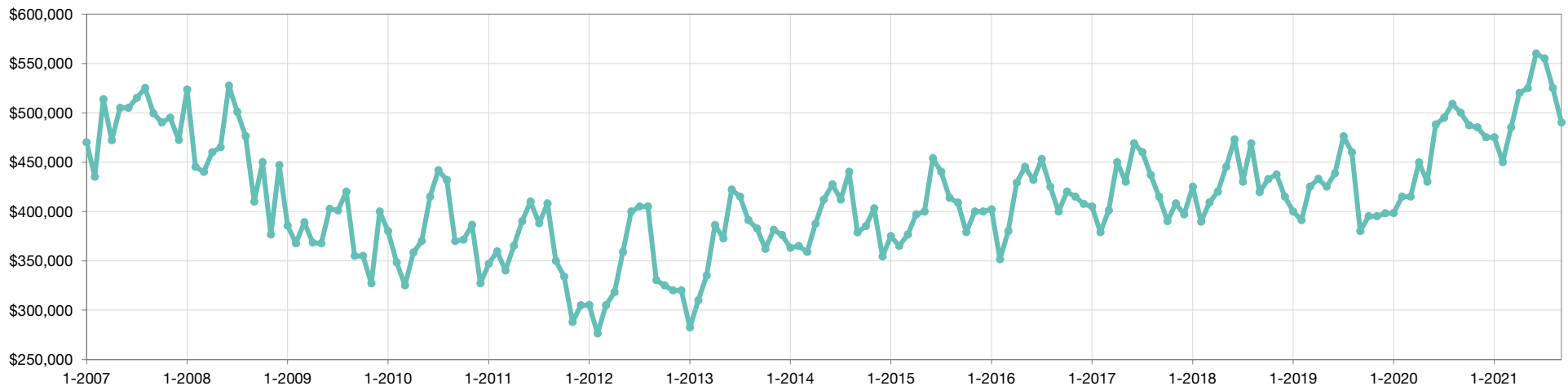


## Year To Date



Month	Prior Year	Current Year	+ / -
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	\$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%
<b>September 2021</b>	<b>\$500,000</b>	<b>\$490,000</b>	<b>-2.0%</b>
12-Month Med	\$450,000	\$509,000	+13.1%

## Historical Median Sales Price

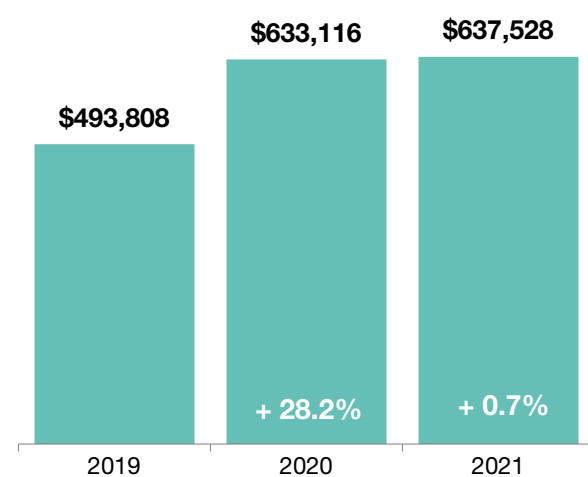


# Average Sales Price

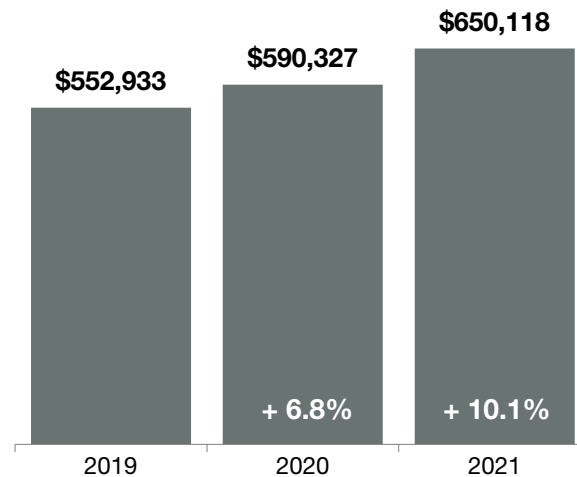
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## September

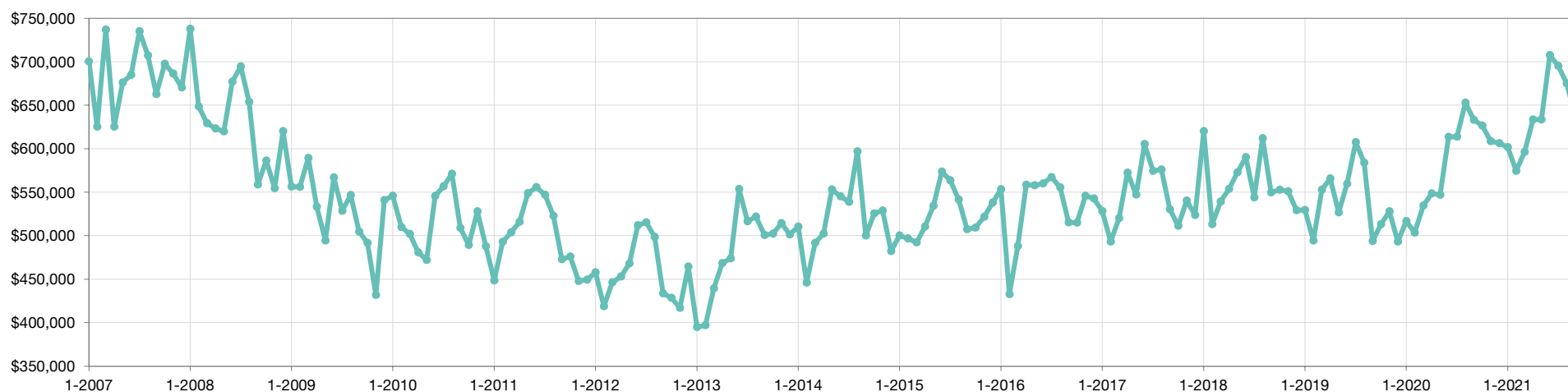


## Year To Date



Month	Prior Year	Current Year	+ / -
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	\$633,401	+15.5%
May 2021	\$546,984	\$633,435	+15.8%
June 2021	\$613,415	\$707,566	+15.3%
July 2021	\$613,897	\$695,297	+13.3%
August 2021	\$652,725	\$675,135	+3.4%
<b>September 2021</b>	<b>\$633,116</b>	<b>\$637,528</b>	<b>+0.7%</b>
12-Month Avg	\$574,186	\$641,887	+11.8%

## Historical Average Sales Price



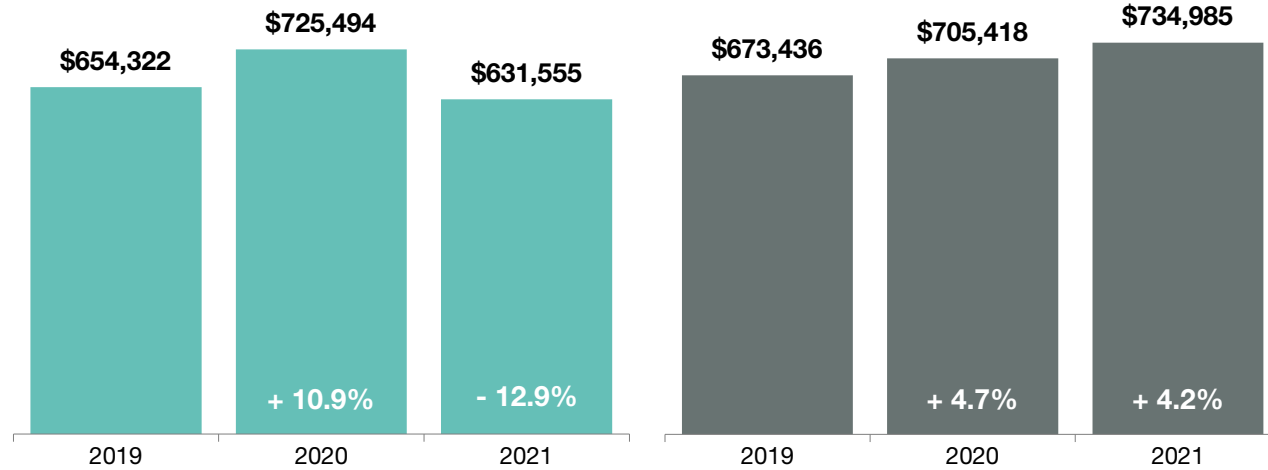
# Average List Price

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



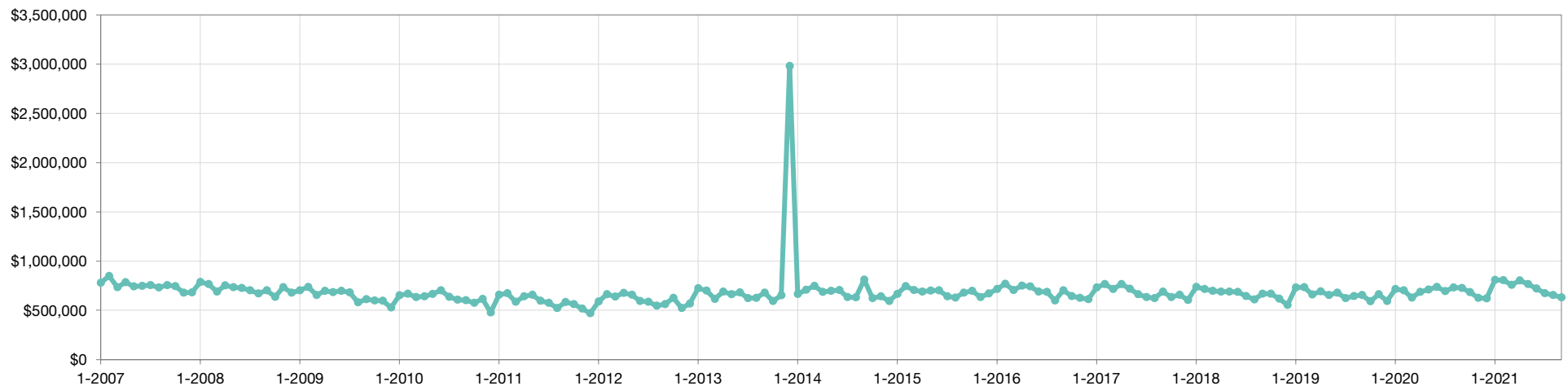
## September

## Year To Date



Month	Prior Year	Current Year	+ / -
October 2020	\$591,953	\$682,613	+15.3%
November 2020	\$663,111	\$625,224	-5.7%
December 2020	\$594,786	\$621,117	+4.4%
January 2021	\$715,799	\$807,603	+12.8%
February 2021	\$701,546	\$806,645	+15.0%
March 2021	\$628,845	\$757,839	+20.5%
April 2021	\$685,403	\$803,103	+17.2%
May 2021	\$709,032	\$764,921	+7.9%
June 2021	\$736,711	\$720,754	-2.2%
July 2021	\$695,615	\$672,423	-3.3%
August 2021	\$731,487	\$654,972	-10.5%
<b>September 2021</b>	<b>\$725,494</b>	<b>\$631,555</b>	<b>-12.9%</b>
12-Month Avg	\$691,150	\$720,235	+4.2%

## Historical Average List Price



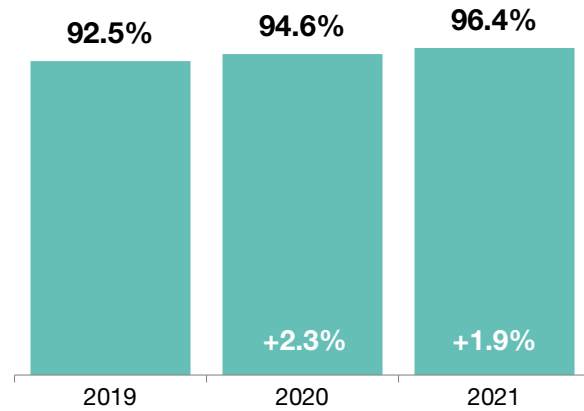


# Percent of Original List Price Received

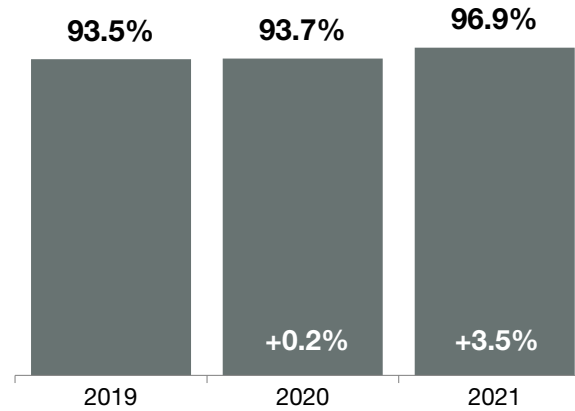
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## September

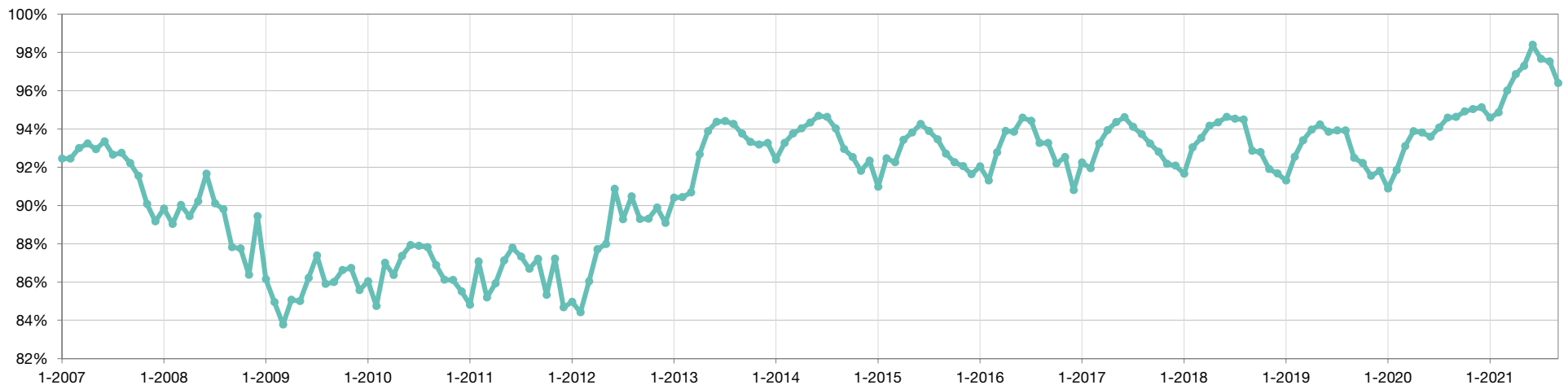


## Year To Date



Month	Prior Year	Current Year	+ / -
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%	97.3%	+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%
<b>September 2021</b>	<b>94.6%</b>	<b>96.4%</b>	<b>+1.9%</b>
12-Month Avg	93.3%	96.5%	+3.4%

## Historical Percent of Original List Price Received

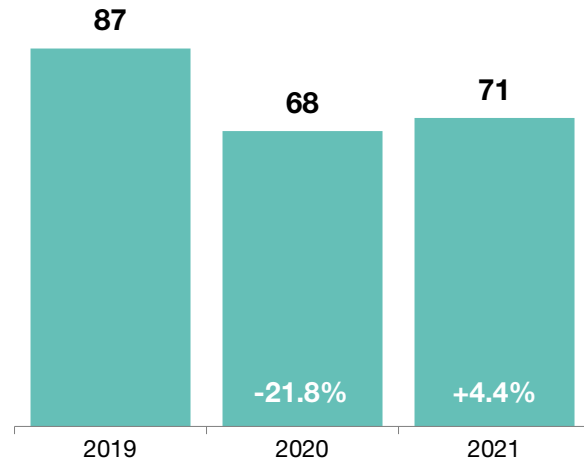


# Housing Affordability Index

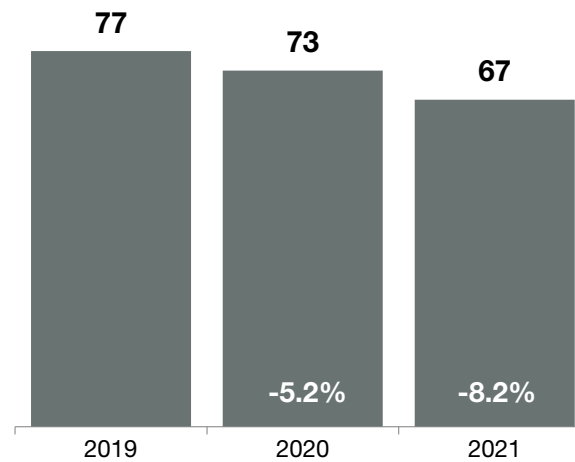
This index measures housing affordability for the region. For example, an index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



## September

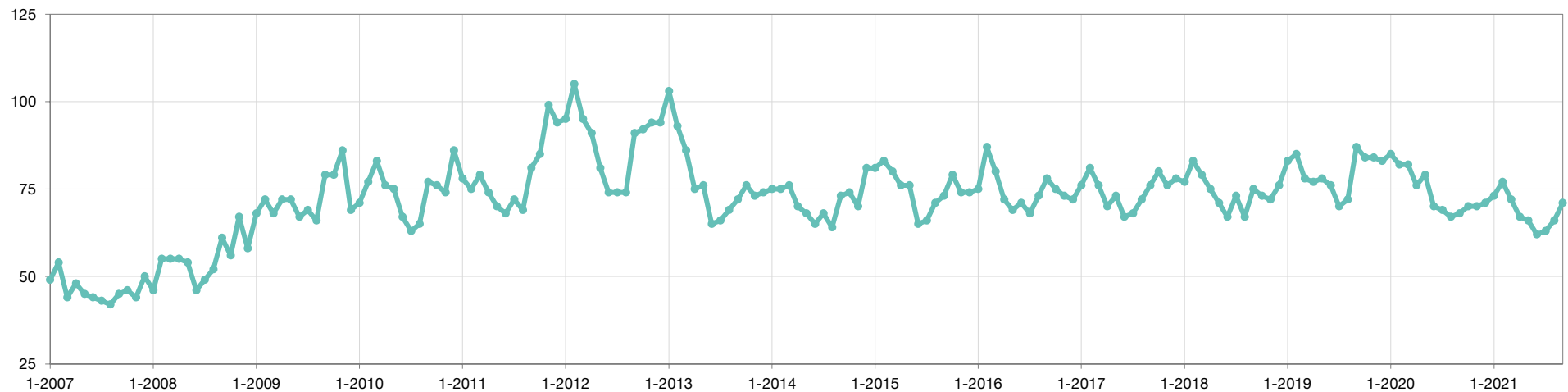


## Year To Date



Month	Prior Year	Current Year	+ / -
October 2020	84	70	-16.7%
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%
<b>September 2021</b>	<b>68</b>	<b>71</b>	<b>+4.4%</b>
12-Month Avg	77	69	-10.5%

## Historical Housing Affordability Index

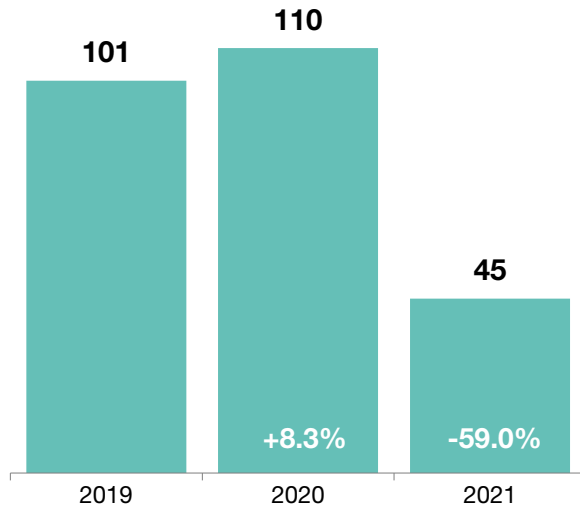


# Market Time

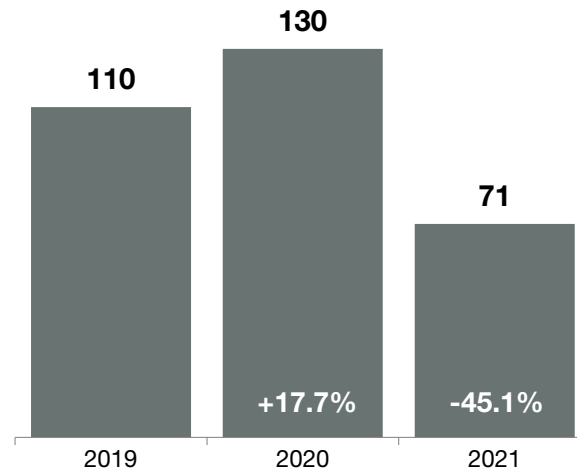
Average number of days between when a property is listed and when an offer is accepted in a given month.



## September



## Year To Date



Month	Prior Year	Current Year	+ / -
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	90	-36.6%
May 2021	120	78	-35.1%
June 2021	130	54	-58.3%
July 2021	122	50	-59.0%
August 2021	119	48	-59.8%
<b>September 2021</b>	<b>110</b>	<b>45</b>	<b>-59.0%</b>
12-Month Avg	130	78	-40.4%

## Historical Market Times

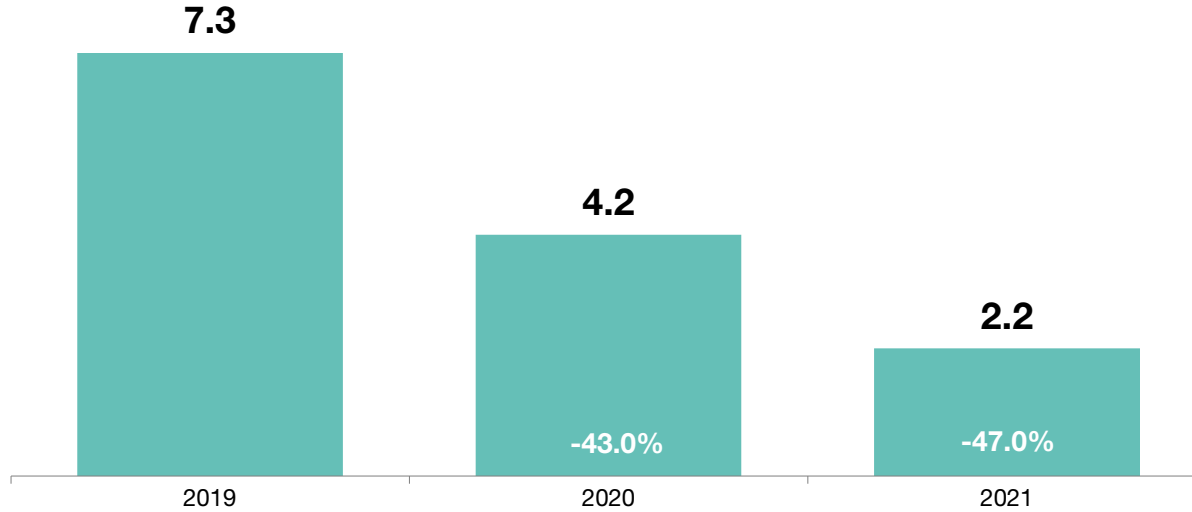


# Months Supply of Inventory

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.

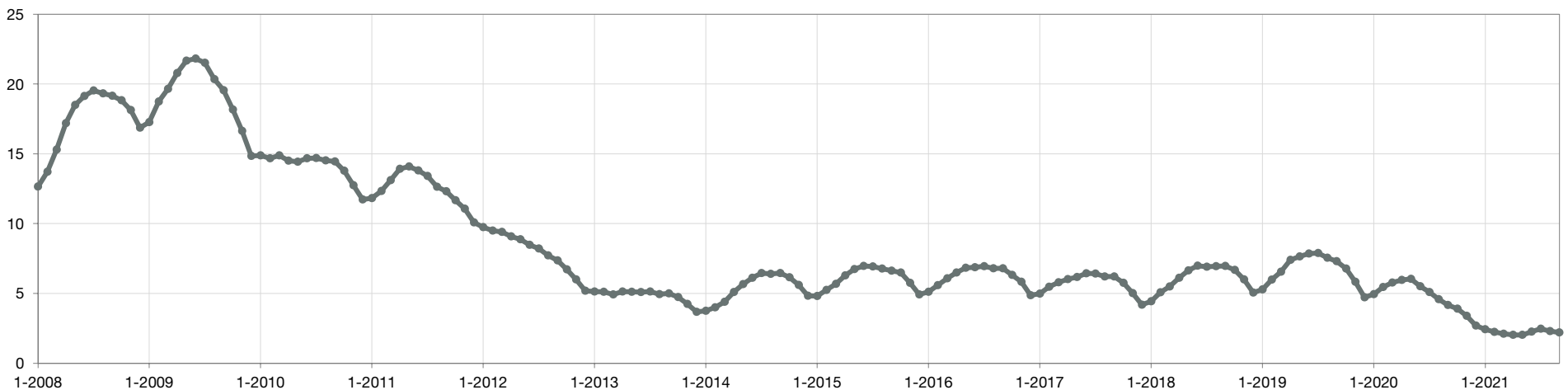


## September



Month	Prior Year	Current Year	+ / -
October 2020	6.8	3.9	-42.4%
November 2020	5.8	3.4	-42.0%
December 2020	4.7	2.7	-43.0%
January 2021	4.9	2.4	-51.0%
February 2021	5.4	2.2	-58.8%
March 2021	5.8	2.1	-63.4%
April 2021	6.0	2.0	-66.0%
May 2021	6.0	2.0	-66.4%
June 2021	5.5	2.3	-59.0%
July 2021	5.1	2.5	-51.4%
August 2021	4.6	2.3	-49.9%
<b>September 2021</b>	<b>4.2</b>	<b>2.2</b>	<b>-47.0%</b>
12-Month Avg	5.4	2.5	-53.7%

## Historical Months Supply of Inventory

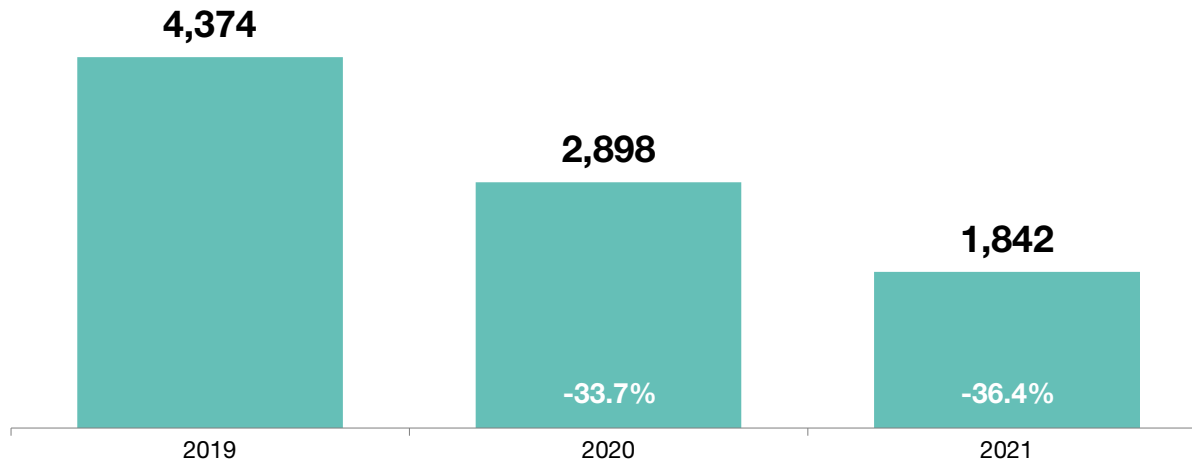


# Inventory of Homes for Sale

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



## September



Month	Prior Year	Current Year	+ / -
October 2020	4,054	2,792	-31.1%
November 2020	3,533	2,450	-30.7%
December 2020	2,876	1,970	-31.5%
January 2021	3,054	1,814	-40.6%
February 2021	3,426	1,712	-50.0%
March 2021	3,535	1,704	-51.8%
April 2021	3,457	1,765	-48.9%
May 2021	3,410	1,820	-46.6%
June 2021	3,283	2,007	-38.9%
July 2021	3,223	2,146	-33.4%
August 2021	3,069	1,948	-36.5%
<b>September 2021</b>	<b>2,898</b>	<b>1,842</b>	<b>-36.4%</b>
12-Month Avg	3,318	1,998	-39.7%

## Historical Inventory of Homes for Sale

