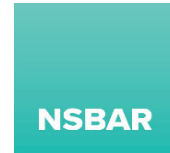


Monthly Indicators



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

April 2022

The average 30-year fixed rate mortgage exceeded 5% in April, the highest level since 2011, according to Freddie Mac. The recent surge in mortgage rates has reduced the pool of eligible buyers and has caused mortgage applications to decline, with a significant impact on refinance applications, which are down more than 70% compared to this time last year. As the rising costs of homeownership force many Americans to adjust their budgets, an increasing number of buyers are hoping to help offset the costs by moving from bigger, more expensive cities to smaller areas that offer a more affordable cost of living.

New Listings in the North Shore-Barrington region decreased 28.6 percent to 1,116. Listings Under Contract were down 33.6 percent to 757. Inventory levels fell 44.0 percent to 999 units.

Prices continued to gain traction. The Median Sales Price increased 3.4 percent to \$537,500. Market Times were down 45.1 percent to 49 days. Sellers were encouraged as Months Supply of Inventory was down 36.4 percent to 1.3 months.

Affordability challenges are limiting buying activity, and early signs suggest competition for homes may be cooling somewhat. Nationally, existing home sales are down 2.7% as of last measure, while pending sales dropped 1.2%, marking 5 straight months of under contract declines, according to the National Association of REALTORS®. Inventory remains low, with only 2 months supply at present, and home prices continue to rise, with the median existing home at \$373,500, a 15% increase from this time last year. Homes are still selling quickly, however, and multiple offers are common in many markets.

Quick Facts

- 18.0% **+ 3.4%** **- 44.0%**

Change in
Closed Sales

Change in
Median Sales Price

Change in
Inventory

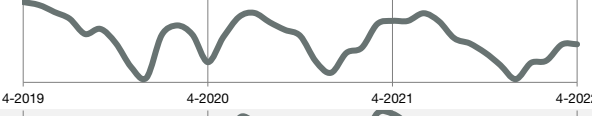










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Market Overview

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

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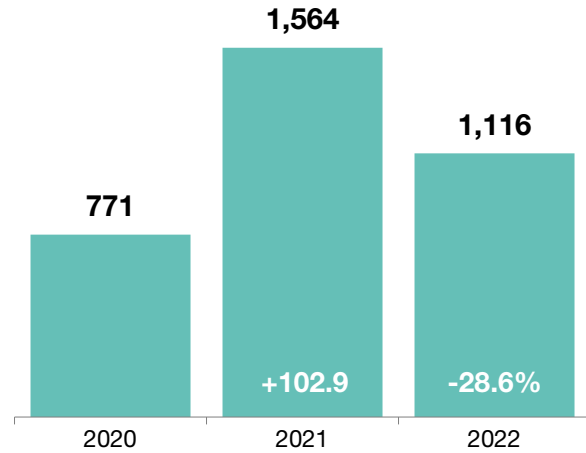
Key Metrics	Historical Sparklines	4-2021	4-2022	+ / -	YTD 2021	YTD 2022	+ / -
New Listings		1,564	1,116	- 28.6%	5,052	3,774	- 25.3%
Closed Sales		985	808	- 18.0%	2,755	2,528	- 8.2%
Under Contract (Contingent and Pending)		1,140	757	- 33.6%	3,850	2,997	- 22.2%
Median Sales Price		\$520,000	\$537,500	+ 3.4%	\$487,000	\$515,000	+ 5.7%
Average Sales Price		\$633,401	\$723,993	+ 14.3%	\$606,721	\$682,967	+ 12.6%
Average List Price		\$804,218	\$800,711	- 0.4%	\$791,893	\$795,131	+ 0.4%
Percent of Original List Price Received		96.9%	99.8%	+ 3.0%	95.8%	98.2%	+ 2.4%
Housing Affordability Index		67	60	- 10.4%	71	62	- 12.7%
Market Time		90	49	- 45.1%	102	65	- 36.4%
Months Supply of Homes for Sale		2.1	1.3	- 36.4%	--	--	--
Inventory of Homes for Sale		1,784	999	- 44.0%	--	--	--

New Listings

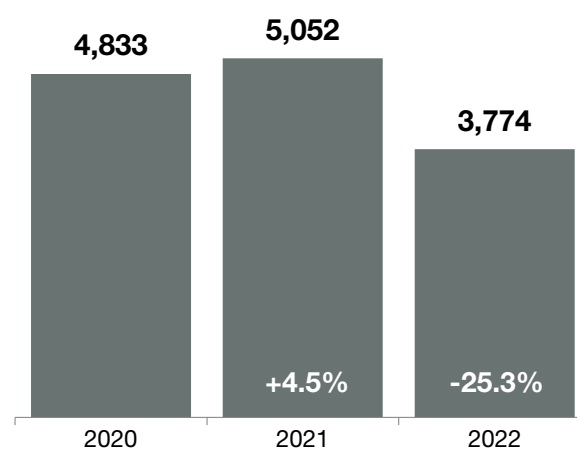
A count of the properties that have been newly listed on the market in a given month.



April

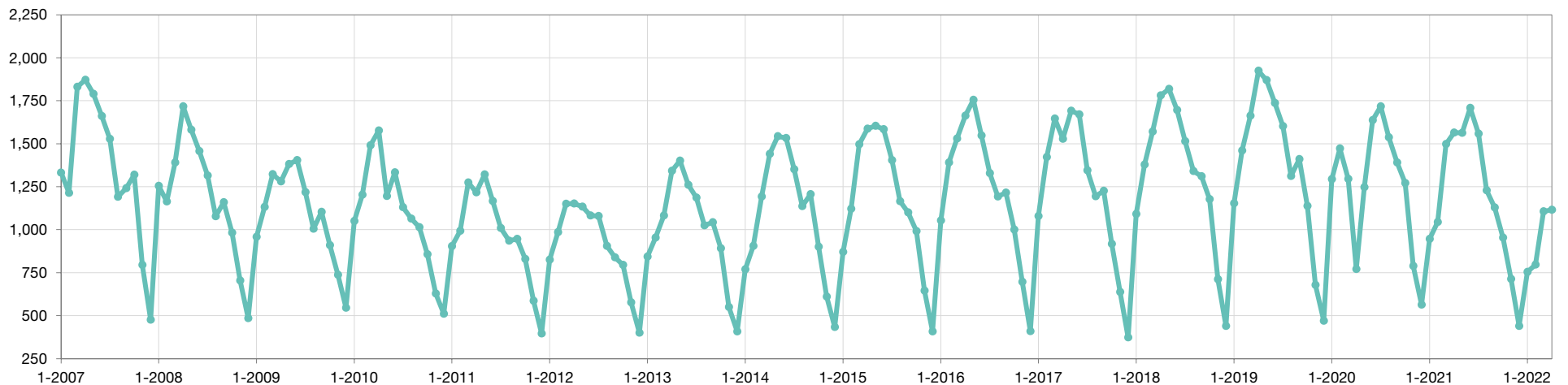


Year To Date



Month	Prior Year	Current Year	+ / -
May 2021	1,247	1,563	+25.3%
June 2021	1,637	1,709	+4.4%
July 2021	1,717	1,559	-9.2%
August 2021	1,537	1,229	-20.0%
September 2021	1,391	1,129	-18.8%
October 2021	1,271	954	-24.9%
November 2021	789	713	-9.6%
December 2021	563	440	-21.8%
January 2022	946	754	-20.3%
February 2022	1,044	797	-23.7%
March 2022	1,498	1,107	-26.1%
April 2022	1,564	1,116	-28.6%
12-Month Avg	1,267	1,089	-14.0%

Historical New Listing Activity



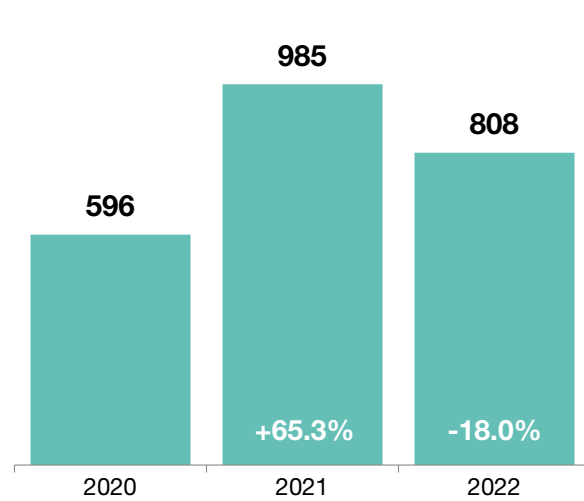
Closed Sales

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

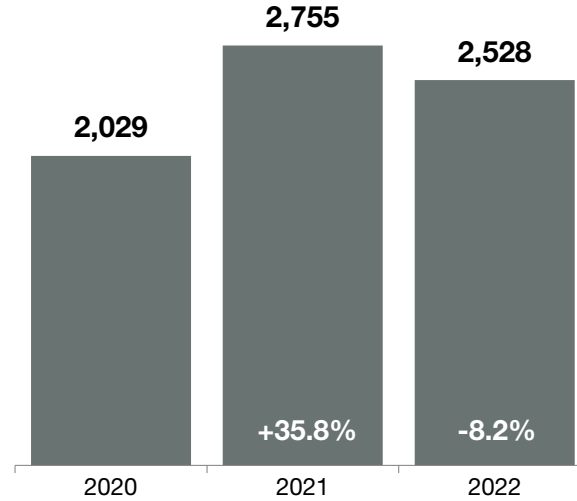
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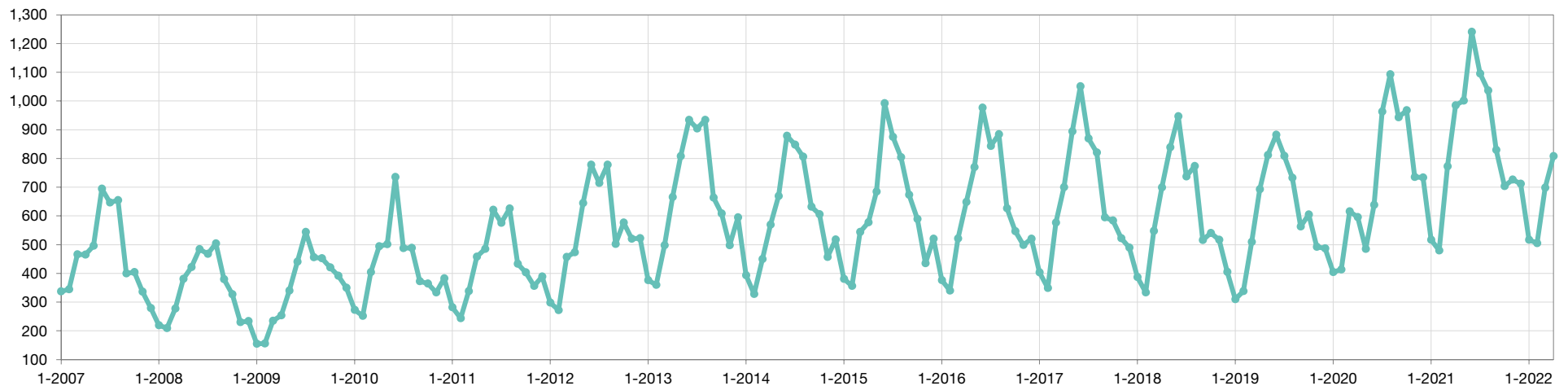


Year To Date



Month	Prior Year	Current Year	+ / -
May 2021	485	1,001	+106.4%
June 2021	638	1,241	+94.5%
July 2021	963	1,096	+13.8%
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	517	0.0%
February 2022	480	505	+5.2%
March 2022	773	698	-9.7%
April 2022	985	808	-18.0%
12-Month Avg	776	823	+12.0%

Historical Closed Sales Activity



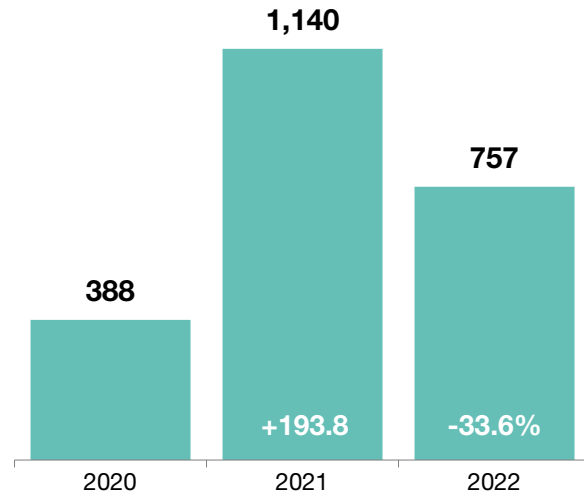
Under Contract

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

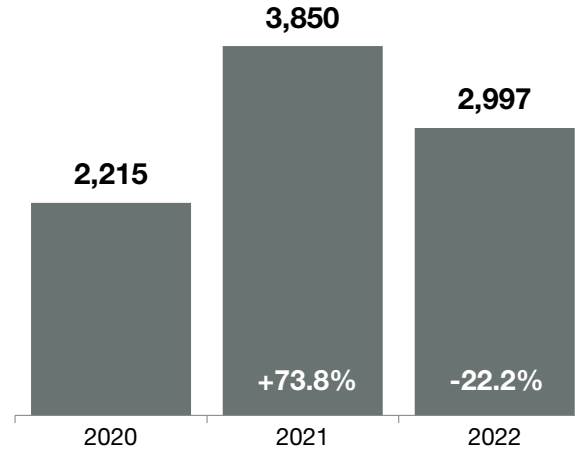
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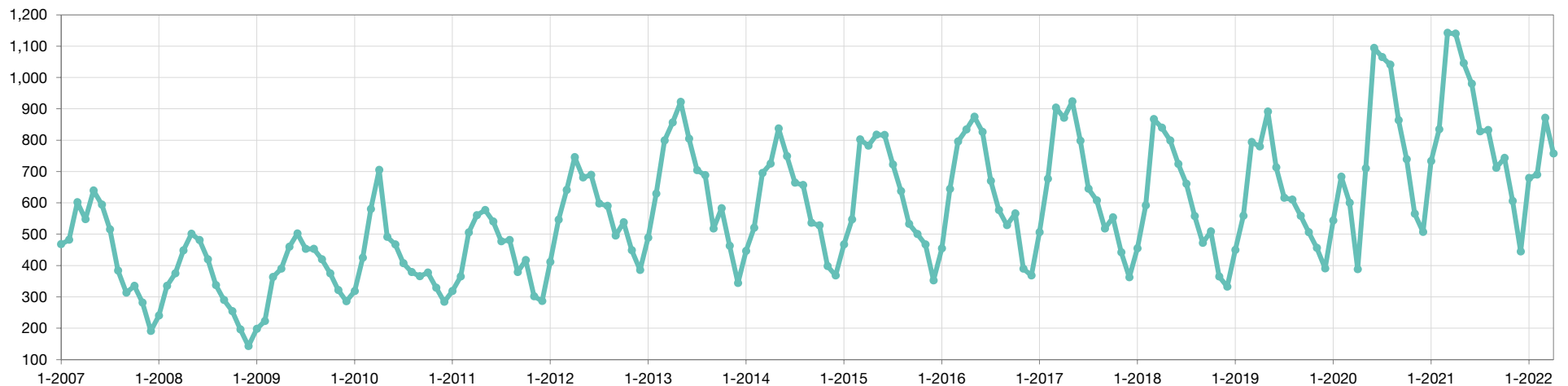


Year To Date



Month	Prior Year	Current Year	+ / -
May 2021	710	1,046	+47.3%
June 2021	1,094	980	-10.4%
July 2021	1,065	828	-22.3%
August 2021	1,041	832	-20.1%
September 2021	864	712	-17.6%
October 2021	739	743	+0.5%
November 2021	565	606	+7.3%
December 2021	507	445	-12.2%
January 2022	733	679	-7.4%
February 2022	835	690	-17.4%
March 2022	1,142	871	-23.7%
April 2022	1,140	757	-33.6%
12-Month Avg	870	766	-11.9%

Historical Under Contract Activity

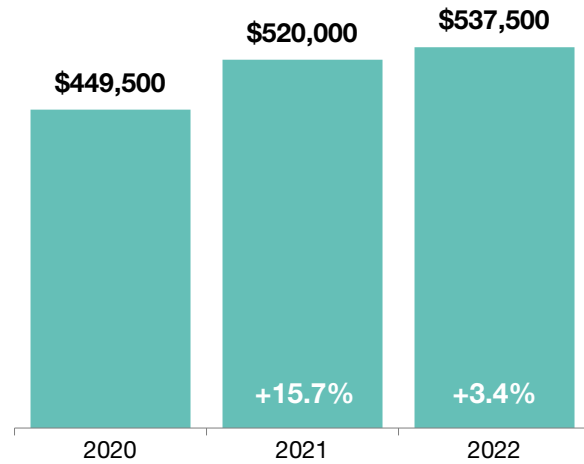


Median Sales Price

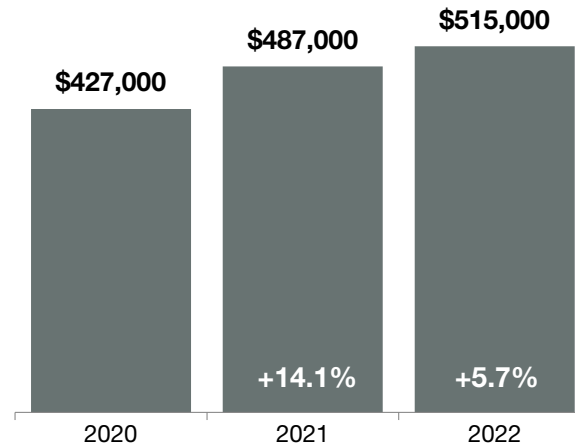
Median price point for all closed sales, not accounting for seller concessions, in a given month.



April

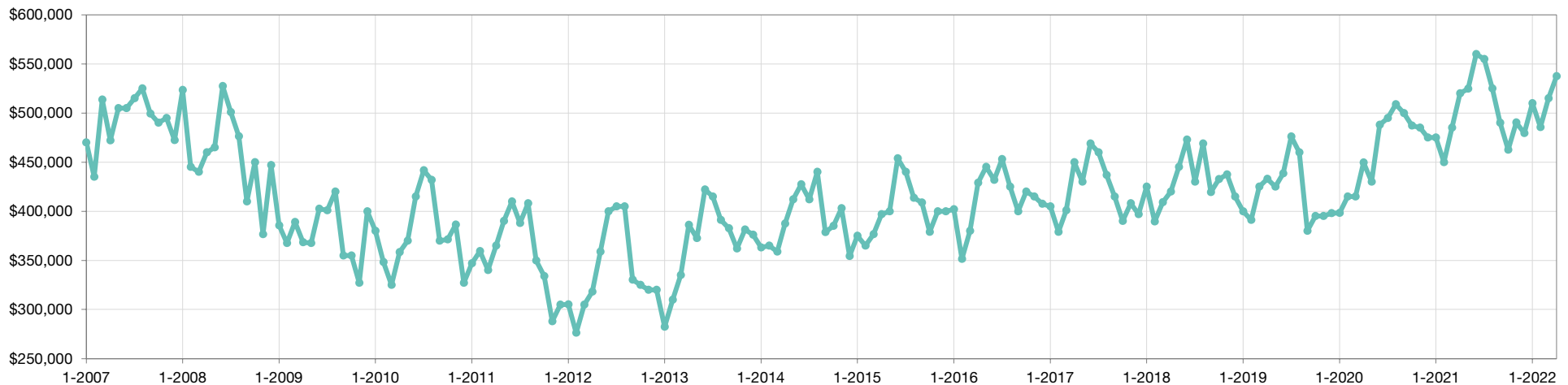


Year To Date



Month	Prior Year	Current Year	+ / -
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%
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	\$537,500	+3.4%
12-Month Med	\$487,750	\$517,000	+6.0%

Historical Median Sales Price



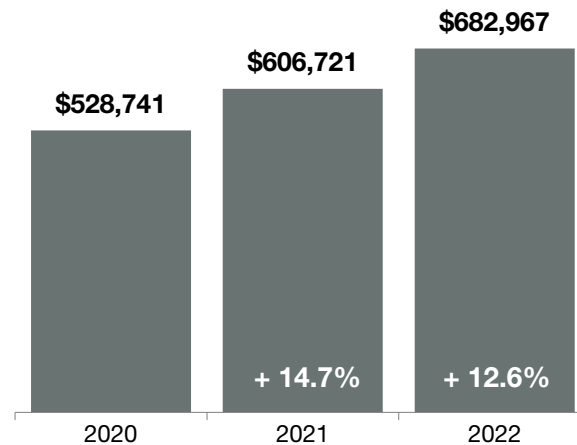
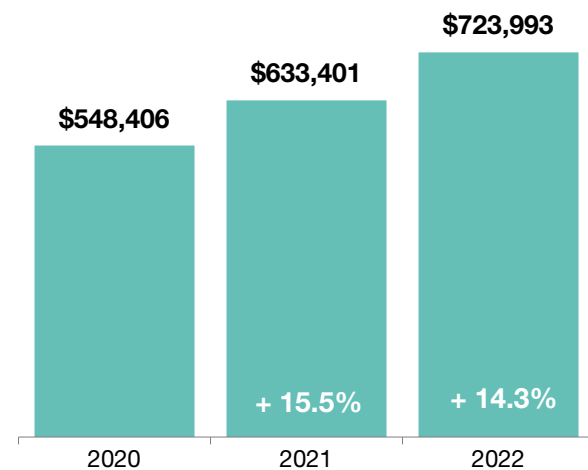
Average Sales Price

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



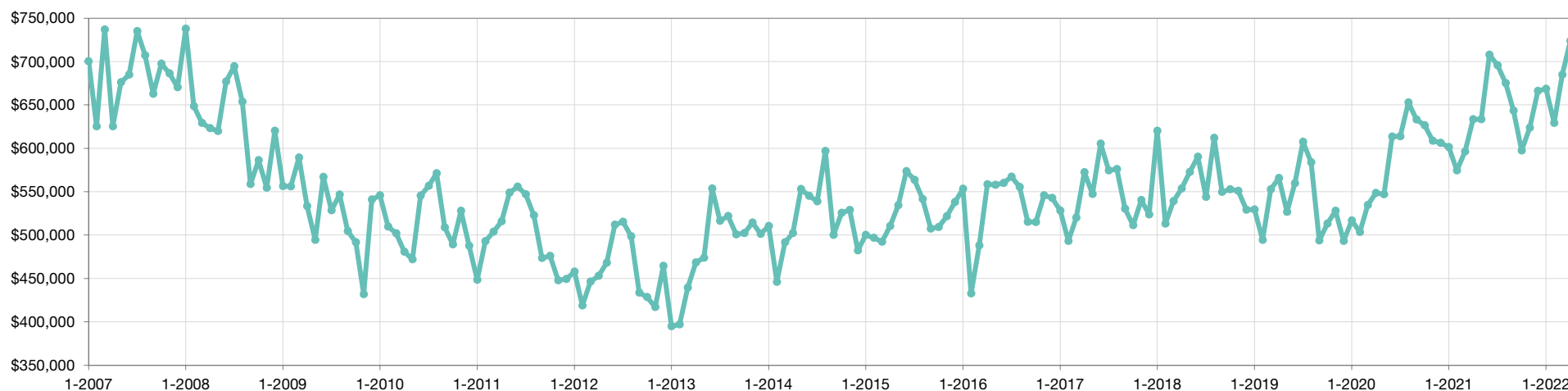
April

Year To Date



Month	Prior Year	Current Year	+ / -
May 2021	\$546,984	\$633,435	+15.8%
June 2021	\$613,415	\$708,025	+15.4%
July 2021	\$613,897	\$695,786	+13.3%
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	\$668,459	+11.1%
February 2022	\$574,408	\$629,380	+9.6%
March 2022	\$596,231	\$684,993	+14.9%
April 2022	\$633,401	\$723,993	+14.3%
12-Month Avg	\$615,065	\$666,712	+8.4%

Historical Average Sales Price



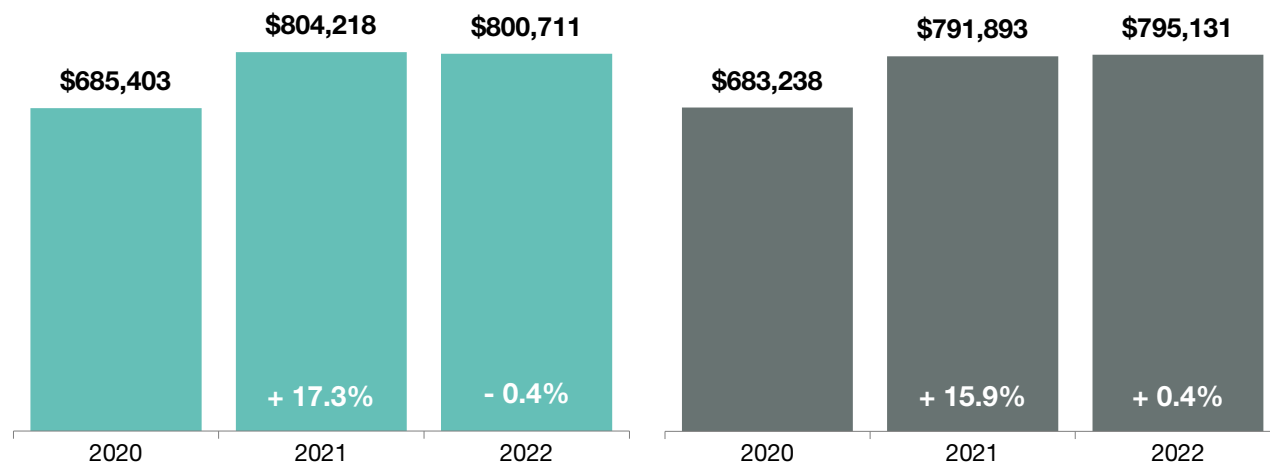
Average List Price

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



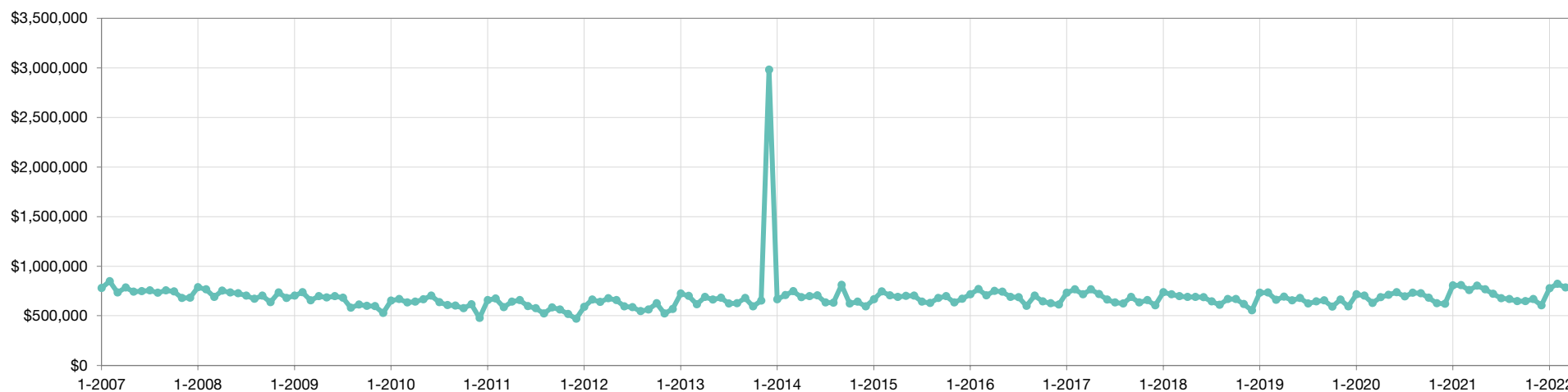
April

Year To Date



Month	Prior Year	Current Year	+ / -
May 2021	\$709,032	\$765,406	+8.0%
June 2021	\$736,603	\$721,026	-2.1%
July 2021	\$695,428	\$677,224	-2.6%
August 2021	\$731,487	\$667,396	-8.8%
September 2021	\$726,640	\$648,062	-10.8%
October 2021	\$682,411	\$647,462	-5.1%
November 2021	\$625,094	\$669,293	+7.1%
December 2021	\$621,117	\$604,218	-2.7%
January 2022	\$806,879	\$776,303	-3.8%
February 2022	\$807,832	\$820,427	+1.6%
March 2022	\$758,296	\$784,115	+3.4%
April 2022	\$804,218	\$800,711	-0.4%
12-Month Avg	\$731,890	\$719,013	-1.8%

Historical Average List Price



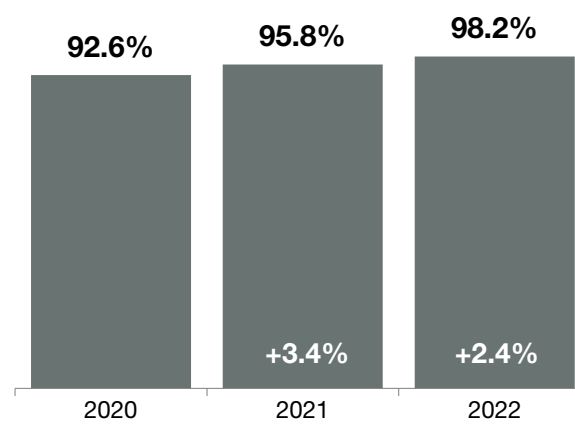
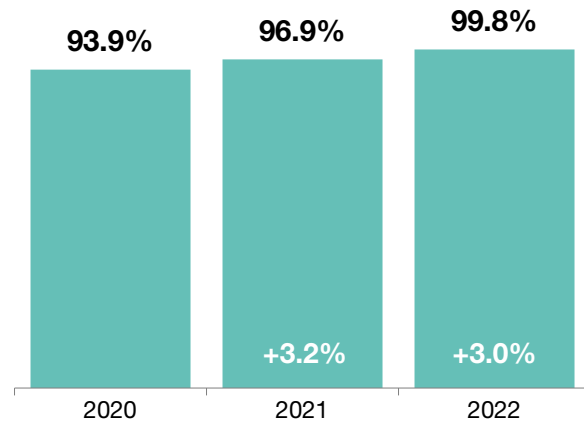
Percent of Original List Price Received

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.



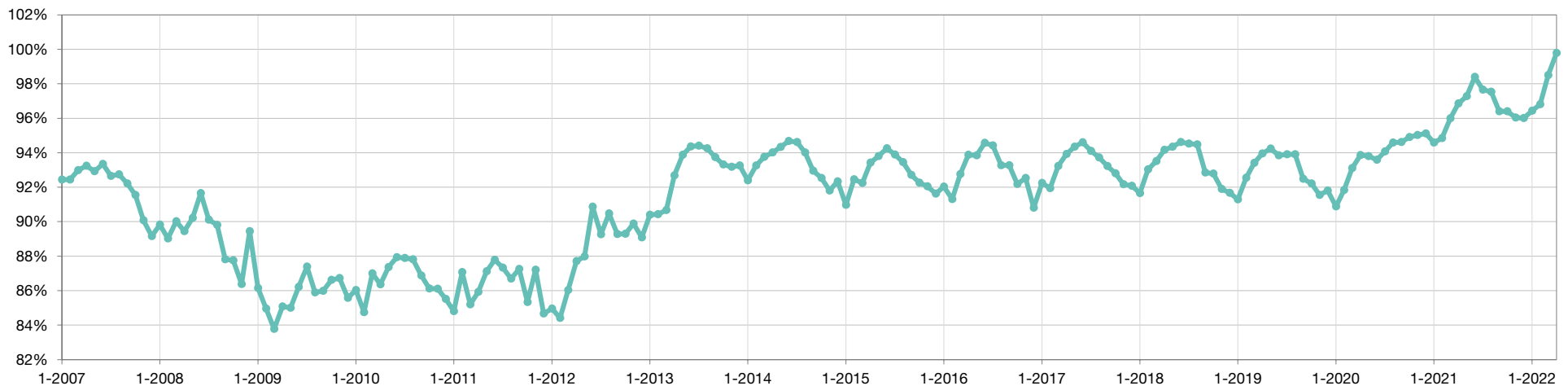
April

Year To Date



Month	Prior Year	Current Year	+ / -
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%
November 2021	95.0%	96.0%	+1.1%
December 2021	95.1%	96.0%	+0.9%
January 2022	94.6%	96.4%	+2.0%
February 2022	94.9%	96.8%	+2.1%
March 2022	96.0%	98.5%	+2.6%
April 2022	96.9%	99.8%	+3.0%
12-Month Avg	94.9%	97.4%	+2.6%

Historical Percent of Original List Price Received



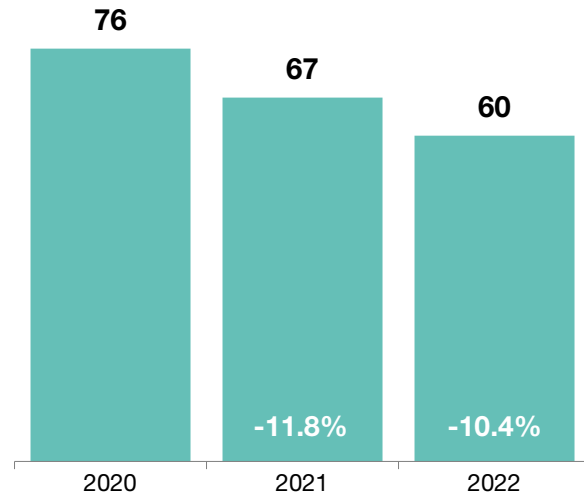
Housing Affordability Index

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.**

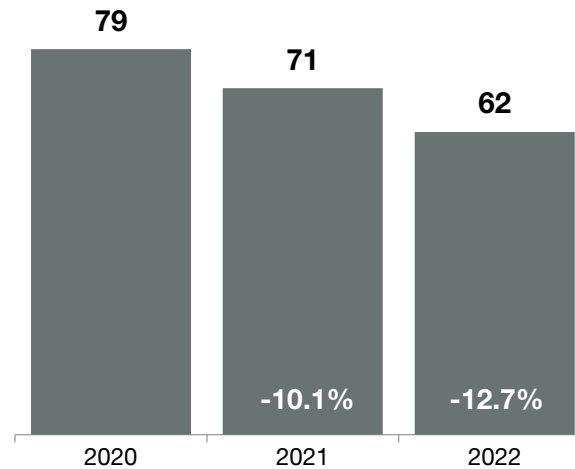
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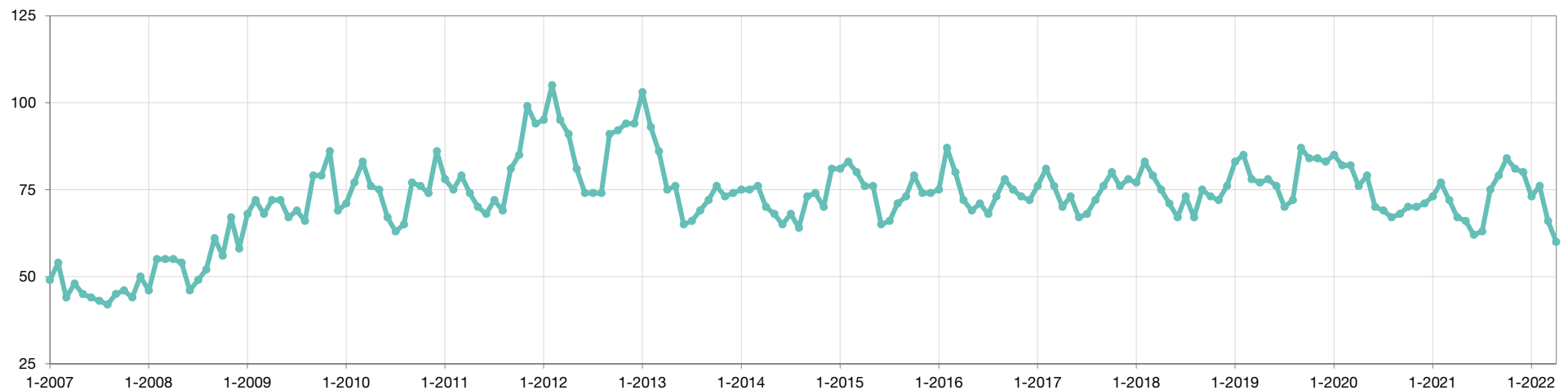


Year To Date



Month	Prior Year	Current Year	+ / -
May 2021	79	66	-16.5%
June 2021	70	62	-11.4%
July 2021	69	63	-8.7%
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	60	-10.4%
12-Month Avg	71	72	+1.7%

Historical Housing Affordability Index

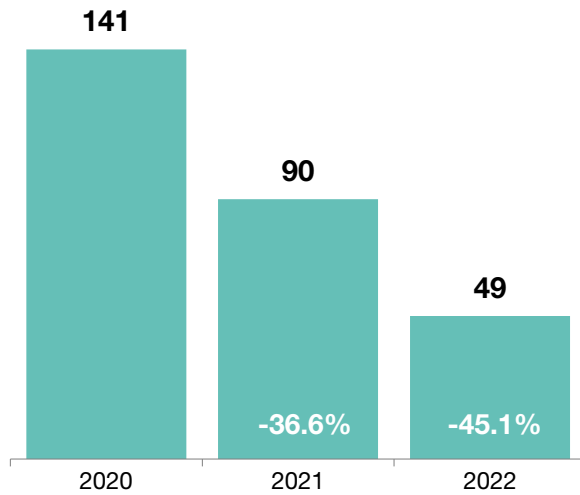


Market Time

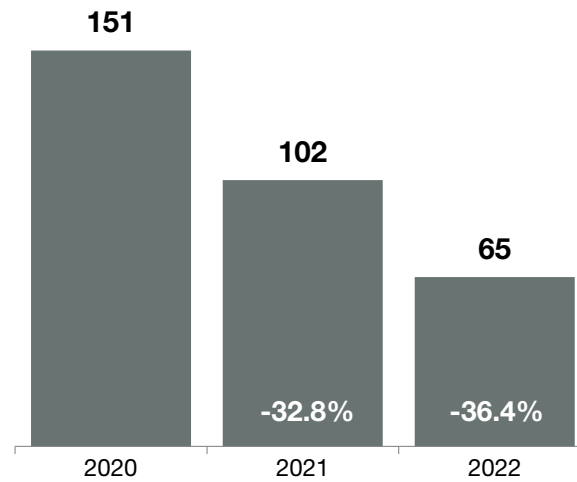
Average number of days between when a property is listed and when an offer is accepted in a given month.



April



Year To Date



Month	Prior Year	Current Year	+ / -
May 2021	120	78	-35.1%
June 2021	130	54	-58.4%
July 2021	122	50	-59.1%
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	-33.5%
February 2022	121	79	-34.4%
March 2022	103	68	-33.8%
April 2022	90	49	-45.1%
12-Month Avg	109	58	-46.2%

Historical Market Times



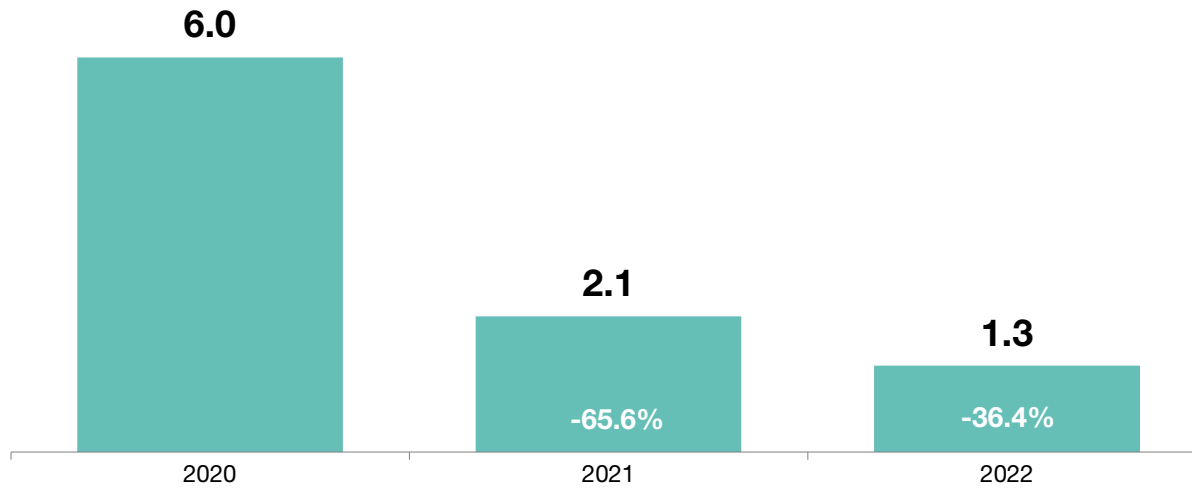
Months Supply of Inventory

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.

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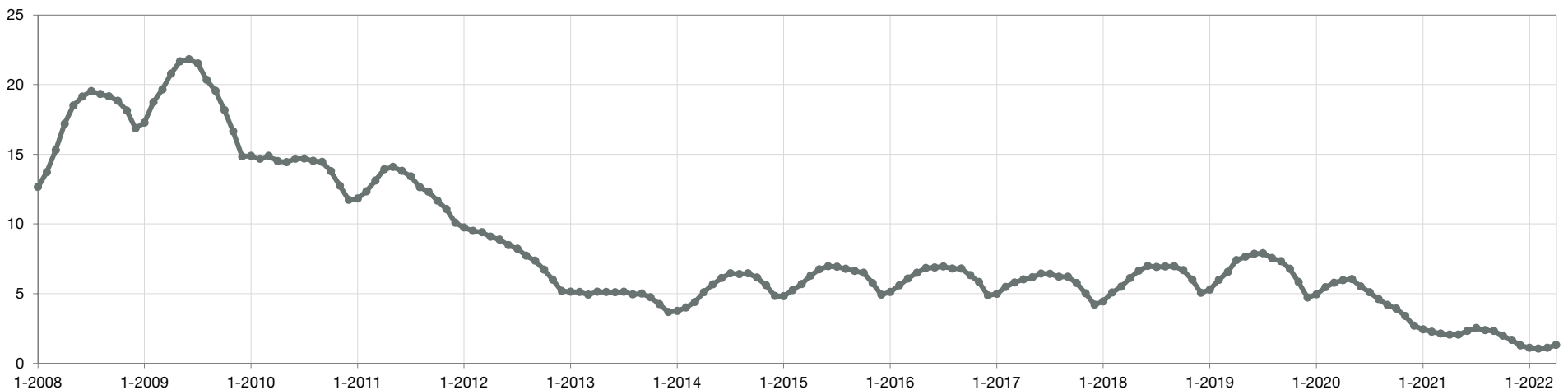
NORTH SHORE-BARRINGTON
ASSOCIATION OF REALTORS®

April



Month	Prior Year	Current Year	+ / -
May 2021	6.0	2.1	-65.9%
June 2021	5.5	2.3	-58.2%
July 2021	5.1	2.5	-50.4%
August 2021	4.6	2.4	-48.5%
September 2021	4.2	2.3	-44.6%
October 2021	3.9	2.0	-49.4%
November 2021	3.4	1.7	-51.1%
December 2021	2.7	1.3	-52.6%
January 2022	2.4	1.1	-54.3%
February 2022	2.3	1.0	-54.0%
March 2022	2.1	1.1	-47.9%
April 2022	2.1	1.3	-36.4%
12-Month Avg	3.7	1.8	-52.5%

Historical Months Supply of Inventory



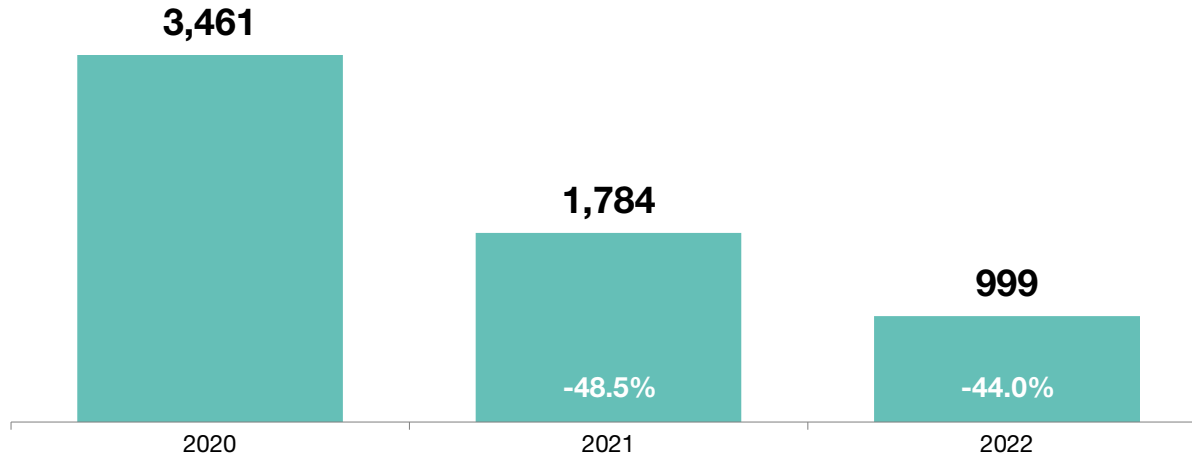
Inventory of Homes for Sale

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

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April



Month	Prior Year	Current Year	+ / -
May 2021	3,414	1,848	-45.9%
June 2021	3,288	2,048	-37.7%
July 2021	3,229	2,192	-32.1%
August 2021	3,076	2,014	-34.5%
September 2021	2,907	1,941	-33.2%
October 2021	2,802	1,663	-40.6%
November 2021	2,460	1,400	-43.1%
December 2021	1,981	1,072	-45.9%
January 2022	1,825	926	-49.3%
February 2022	1,726	855	-50.5%
March 2022	1,720	886	-48.5%
April 2022	1,784	999	-44.0%
12-Month Avg	2,518	1,487	-42.1%

Historical Inventory of Homes for Sale

