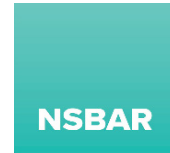


Monthly Indicators



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

December 2021

The 2021 housing market was one for the history books. After three consecutive months of increases recently, existing home sales are on pace to hit their highest level in 15 years, with an estimated 6 million homes sold in 2021 according to the National Association of REALTORS®. Sales prices reached new heights, inventory hit rock bottom, and homes sold in record time, often for well above asking price. Mortgage rates, which began the year at historic lows, remain attractive, and homeowners who choose to sell in the coming months can expect to see plenty of buyer activity due to pent-up demand during the pandemic.

New Listings in the North Shore-Barrington region decreased 30.4 percent to 392. Listings Under Contract were down 18.9 percent to 411. Inventory levels fell 50.5 percent to 979 units.

Prices continued to gain traction. The Median Sales Price increased 1.1 percent to \$480,000. Market Times were down 37.5 percent to 64 days. Sellers were encouraged as Months Supply of Inventory was down 56.3 percent to 1.2 months.

Looking ahead, experts anticipate many of the housing market trends of 2021 will continue in 2022, albeit at a more moderate level. Strong buyer demand and inventory shortages are likely to persist over the next year. Home sales are projected to remain strong but will be tempered by the limited supply of homes, higher sales prices, and rising interest rates, with the Federal Reserve planning multiple rate hikes in the new year. Price growth is expected to slow somewhat as a result, but affordability will likely remain a top constraint for some homebuyers.

Quick Facts

- 4.0%

+ 1.1%

- 50.5%

Change in
Closed Sales

Change in
Median Sales Price

Change in
Inventory




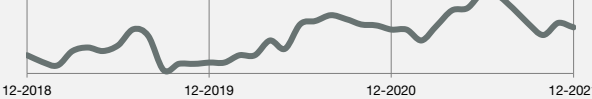
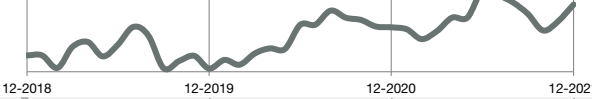

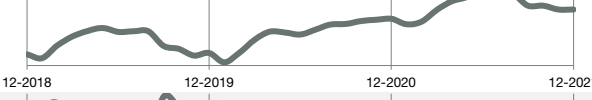




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Market Overview

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

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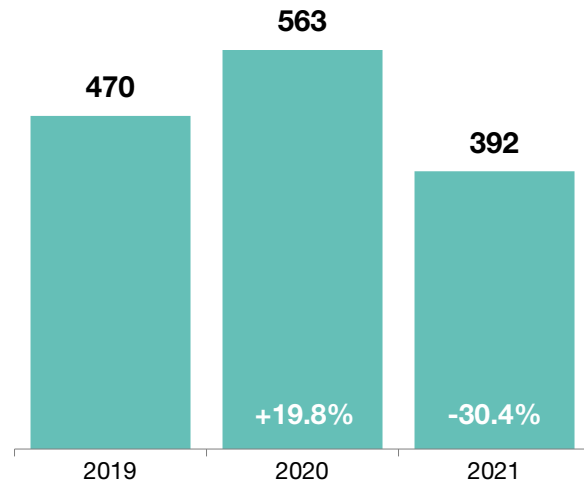
Key Metrics	Historical Sparklines	12-2020	12-2021	+ / -	YTD 2020	YTD 2021	+ / -
New Listings		563	392	- 30.4%	14,981	14,207	- 5.2%
Closed Sales		734	705	- 4.0%	8,588	10,093	+ 17.5%
Under Contract (Contingent and Pending)		507	411	- 18.9%	8,799	9,977	+ 13.4%
Median Sales Price		\$475,000	\$480,000	+ 1.1%	\$470,000	\$510,000	+ 8.5%
Average Sales Price		\$606,245	\$669,077	+ 10.4%	\$597,347	\$646,401	+ 8.2%
Average List Price		\$621,117	\$568,894	- 8.4%	\$696,111	\$722,278	+ 3.8%
Percent of Original List Price Received		95.1%	96.0%	+ 0.9%	94.1%	96.8%	+ 2.9%
Housing Affordability Index		71	72	+ 1.4%	72	68	- 5.6%
Market Time		103	64	- 37.5%	121	69	- 43.2%
Months Supply of Homes for Sale		2.7	1.2	- 56.3%	--	--	--
Inventory of Homes for Sale		1,977	979	- 50.5%	--	--	--

New Listings

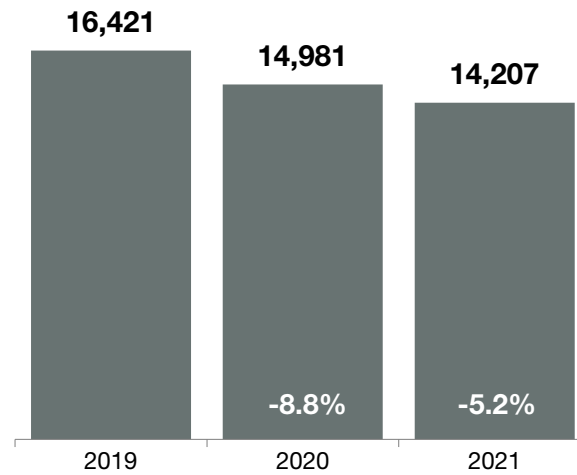
A count of the properties that have been newly listed on the market in a given month.



December

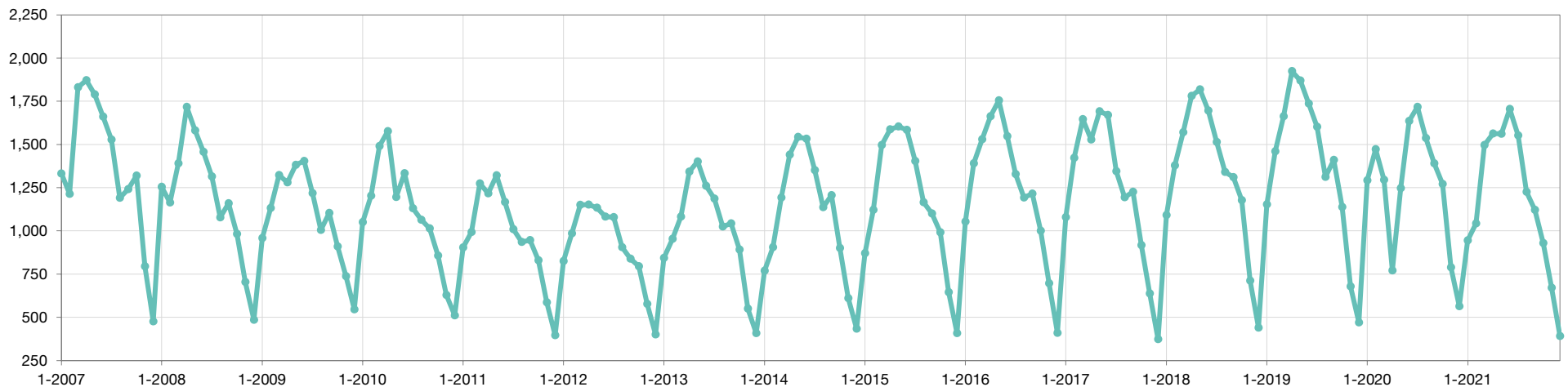


Year To Date



Month	Prior Year	Current Year	+ / -
January 2021	1,292	945	-26.9%
February 2021	1,473	1,043	-29.2%
March 2021	1,295	1,496	+15.5%
April 2021	771	1,563	+102.7%
May 2021	1,247	1,562	+25.3%
June 2021	1,636	1,705	+4.2%
July 2021	1,717	1,552	-9.6%
August 2021	1,537	1,226	-20.2%
September 2021	1,390	1,122	-19.3%
October 2021	1,271	930	-26.8%
November 2021	789	671	-15.0%
December 2021	563	392	-30.4%
12-Month Avg	1,248	1,184	-5.2%

Historical New Listing Activity



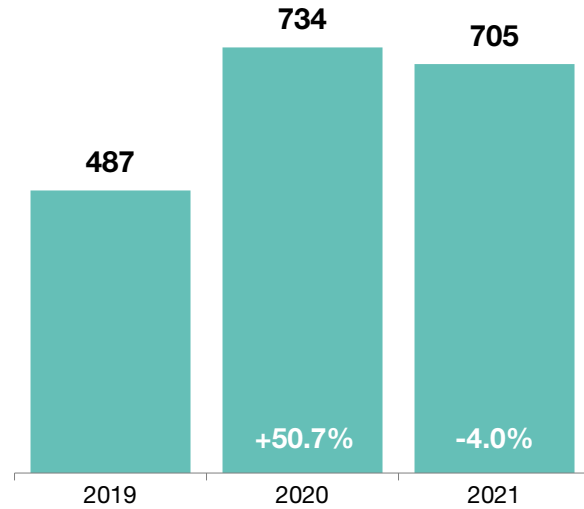
Closed Sales

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

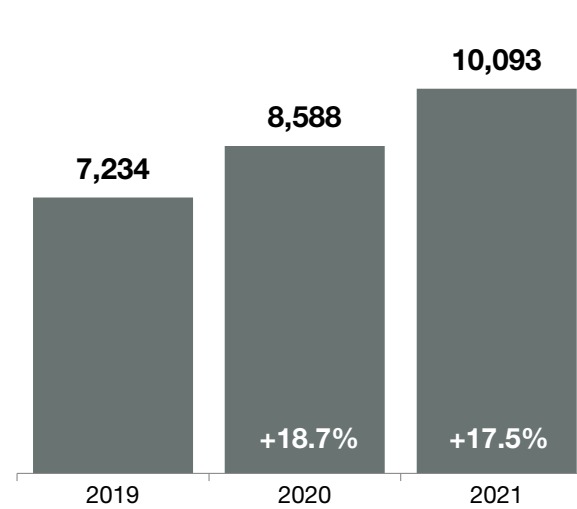
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December

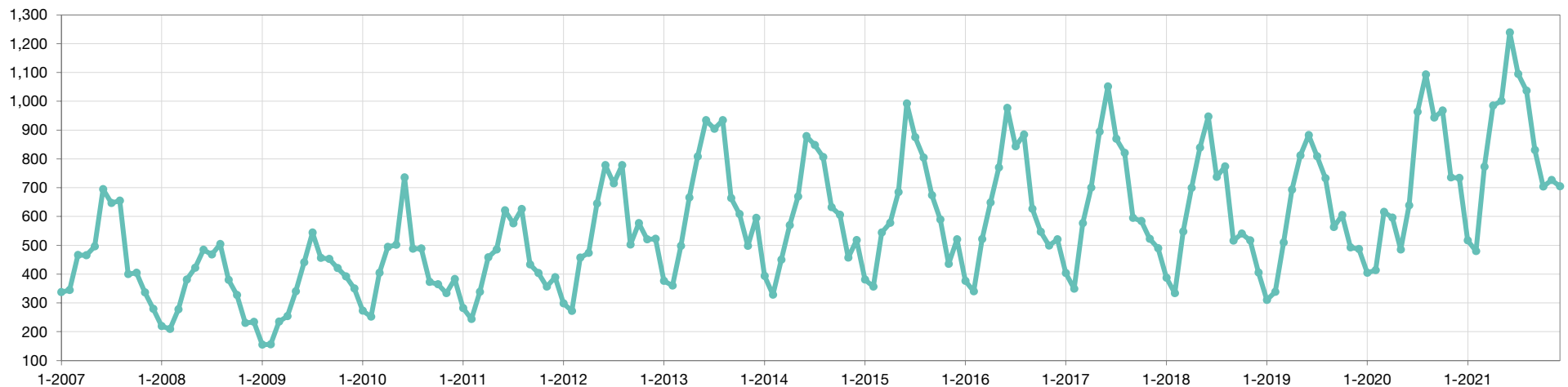


Year To Date



Month	Prior Year	Current Year	+ / -
January 2021	404	517	+28.0%
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	1,037	-5.1%
September 2021	943	831	-11.9%
October 2021	968	704	-27.3%
November 2021	735	726	-1.2%
December 2021	734	705	-4.0%
12-Month Avg	716	841	+25.0%

Historical Closed Sales Activity



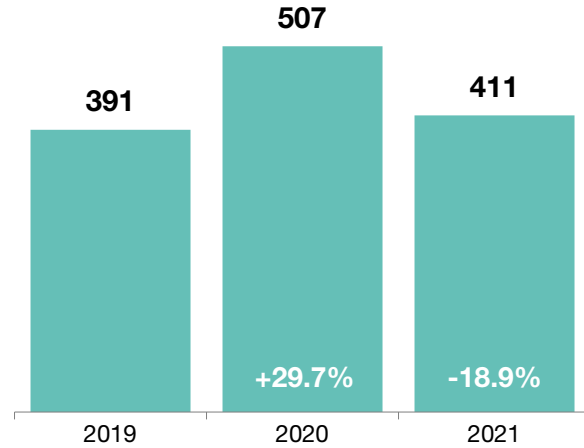
Under Contract

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

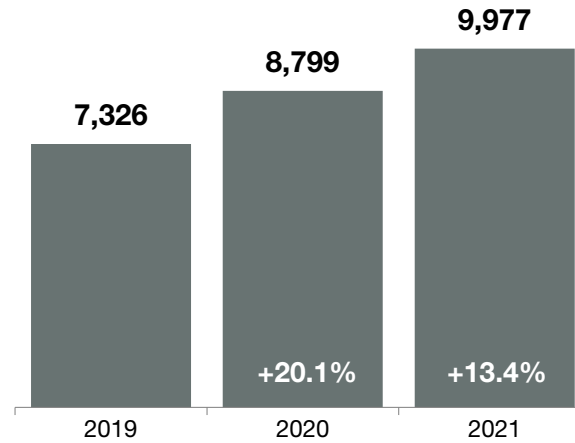
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December

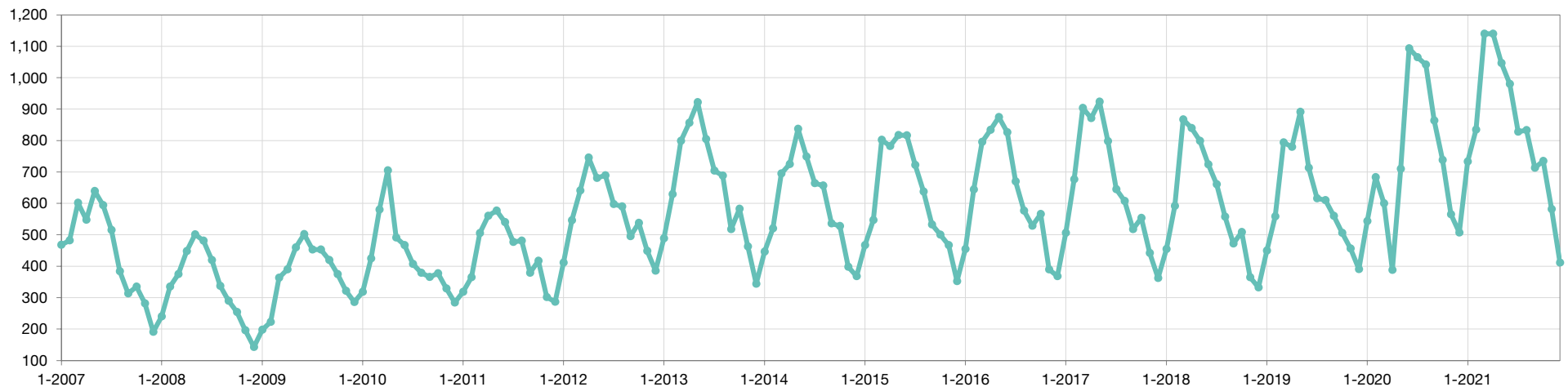


Year To Date



Month	Prior Year	Current Year	+ / -
January 2021	544	733	+34.7%
February 2021	683	835	+22.3%
March 2021	600	1,140	+90.0%
April 2021	388	1,140	+193.8%
May 2021	710	1,047	+47.5%
June 2021	1,093	980	-10.3%
July 2021	1,065	828	-22.3%
August 2021	1,042	833	-20.1%
September 2021	864	713	-17.5%
October 2021	738	735	-0.4%
November 2021	565	582	+3.0%
December 2021	507	411	-18.9%
12-Month Avg	733	831	+13.4%

Historical Under Contract Activity

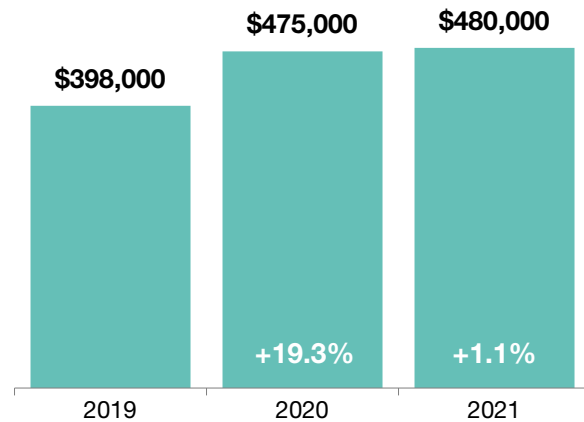


Median Sales Price

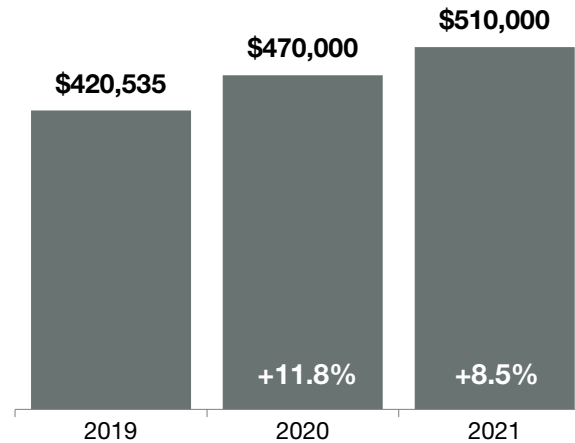
Median price point for all closed sales, not accounting for seller concessions, in a given month.



December

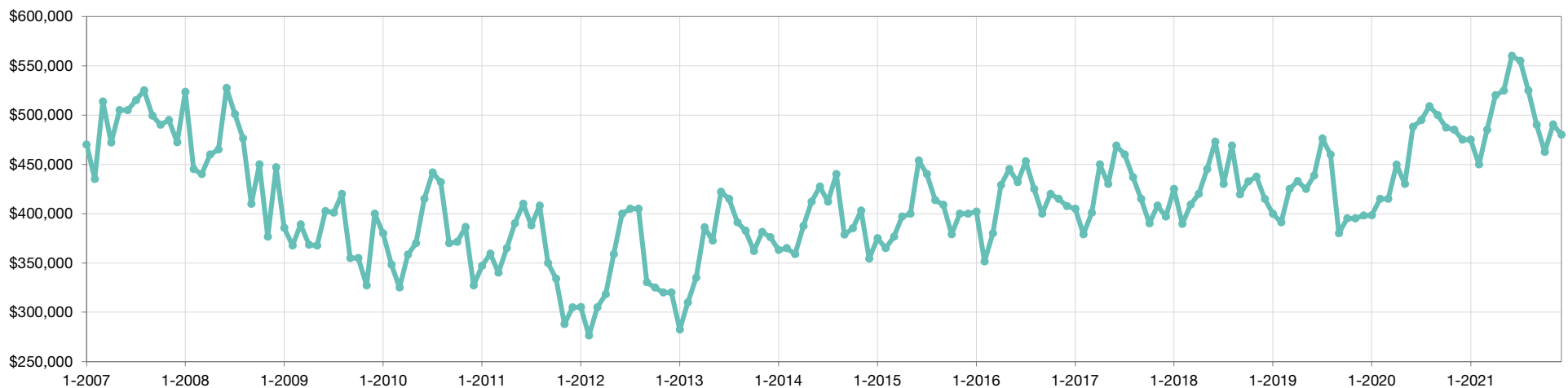


Year To Date



Month	Prior Year	Current Year	+ / -
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%
November 2021	\$485,000	\$490,434	+1.1%
December 2021	\$475,000	\$480,000	+1.1%
12-Month Med	\$470,000	\$510,000	+8.5%

Historical Median Sales Price

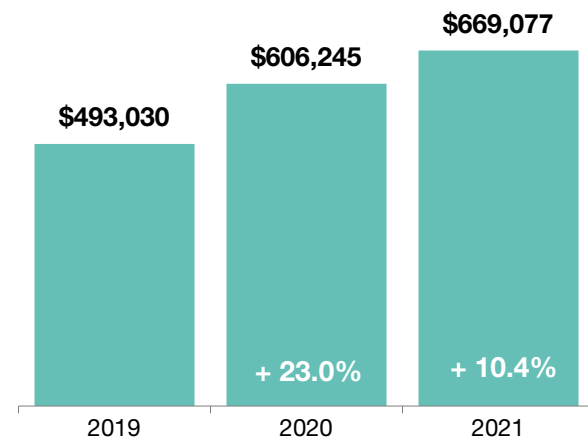


Average Sales Price

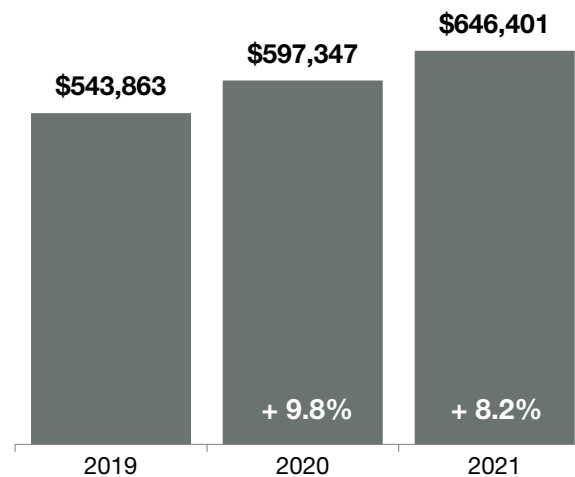
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



December

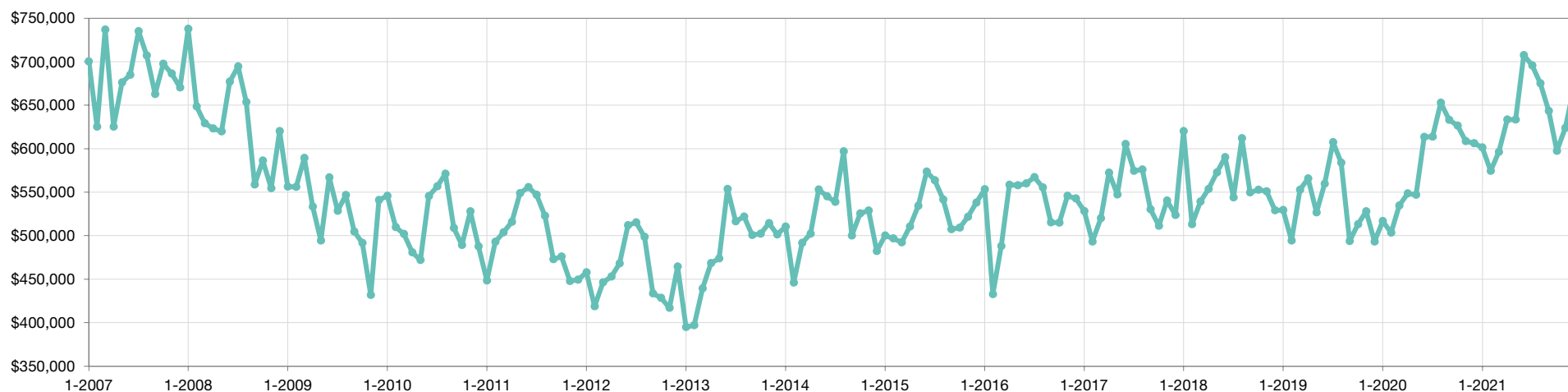


Year To Date



Month	Prior Year	Current Year	+ / -
January 2021	\$516,823	\$601,576	+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	\$695,901	+13.4%
August 2021	\$652,725	\$675,077	+3.4%
September 2021	\$633,116	\$643,369	+1.6%
October 2021	\$626,566	\$597,461	-4.6%
November 2021	\$608,726	\$623,762	+2.5%
December 2021	\$606,245	\$669,077	+10.4%
12-Month Avg	\$597,347	\$646,401	+8.2%

Historical Average Sales Price



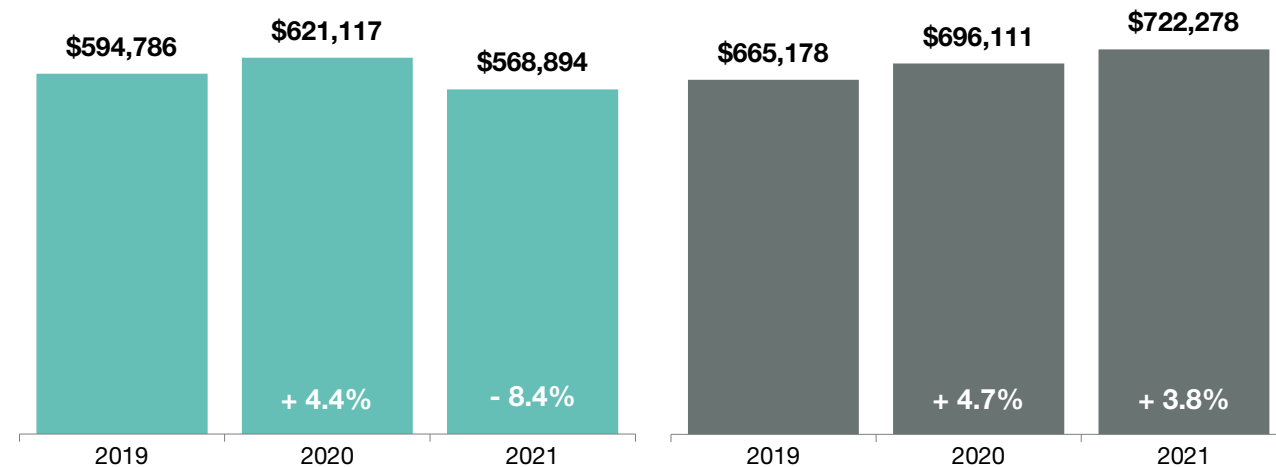
Average List Price

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



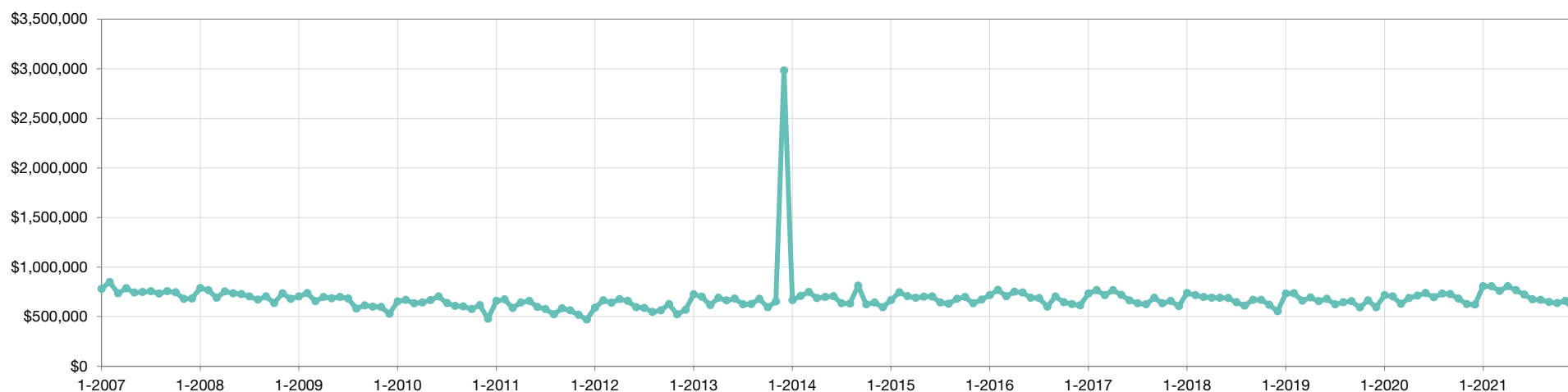
December

Year To Date



Month	Prior Year	Current Year	+ / -
January 2021	\$715,799	\$806,382	+12.7%
February 2021	\$701,546	\$806,817	+15.0%
March 2021	\$628,845	\$757,991	+20.5%
April 2021	\$685,403	\$804,348	+17.4%
May 2021	\$709,032	\$765,192	+7.9%
June 2021	\$736,641	\$720,856	-2.1%
July 2021	\$695,428	\$674,119	-3.1%
August 2021	\$731,487	\$667,110	-8.8%
September 2021	\$725,871	\$646,534	-10.9%
October 2021	\$682,411	\$636,313	-6.8%
November 2021	\$625,221	\$658,339	+5.3%
December 2021	\$621,117	\$568,894	-8.4%
12-Month Avg	\$696,111	\$722,278	+3.8%

Historical Average List Price

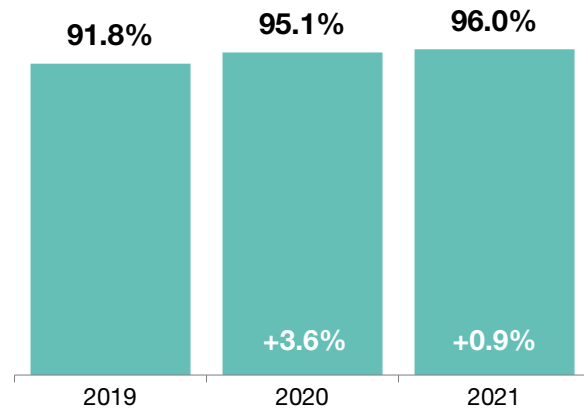


Percent of Original List Price Received

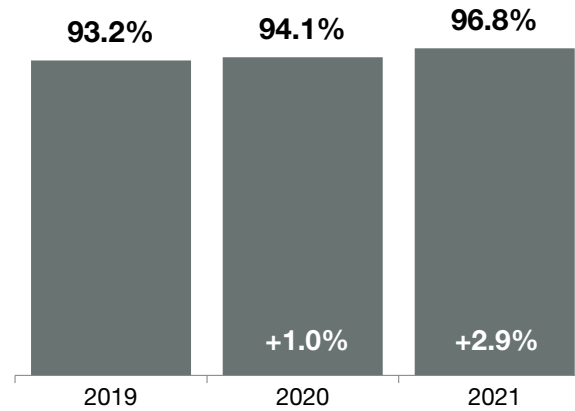
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



December

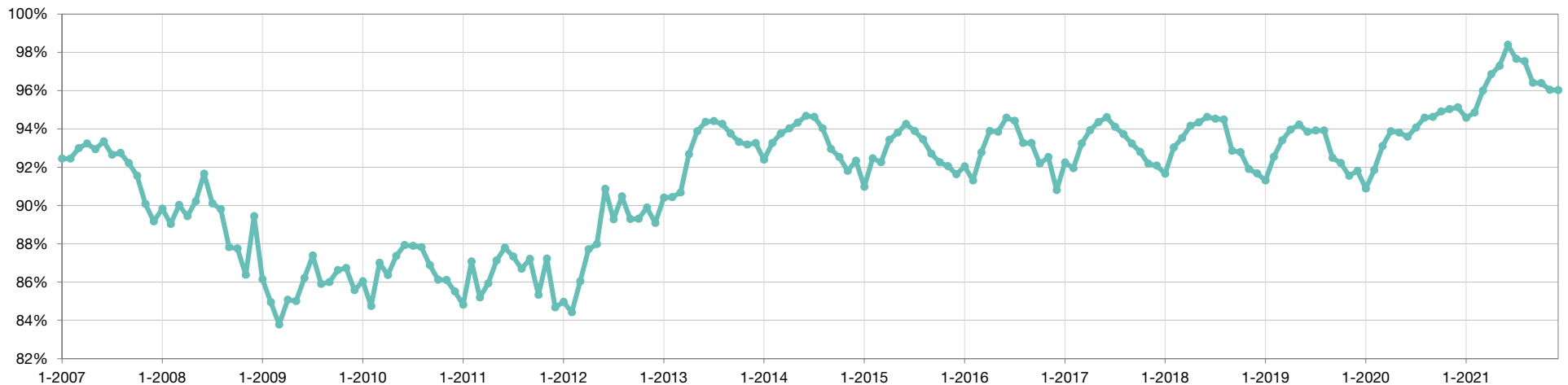


Year To Date



Month	Prior Year	Current Year	+ / -
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%
November 2021	95.0%	96.0%	+1.1%
December 2021	95.1%	96.0%	+0.9%
12-Month Avg	94.1%	96.8%	+2.9%

Historical Percent of Original List Price Received

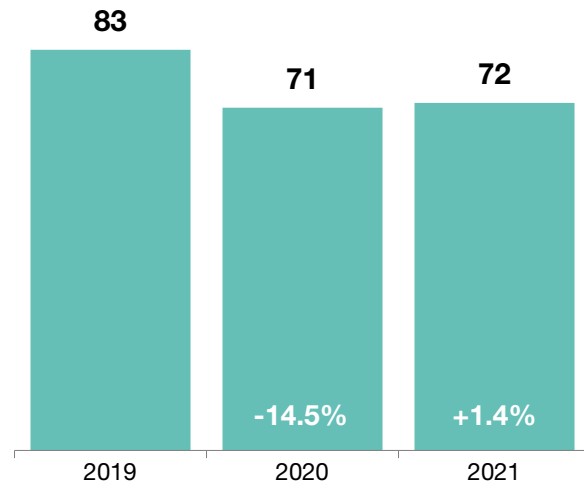


Housing Affordability Index

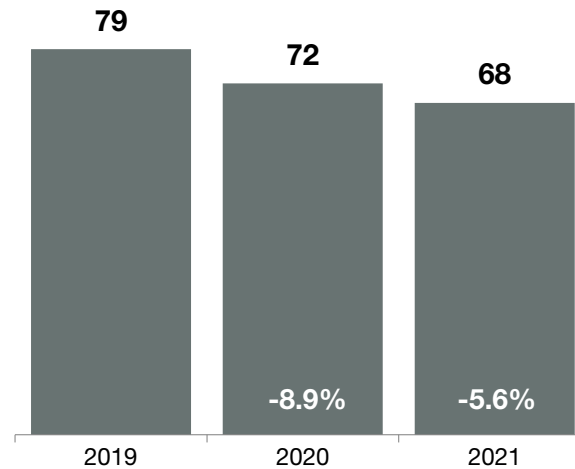
This index measures housing affordability for the region. For example, an index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



December

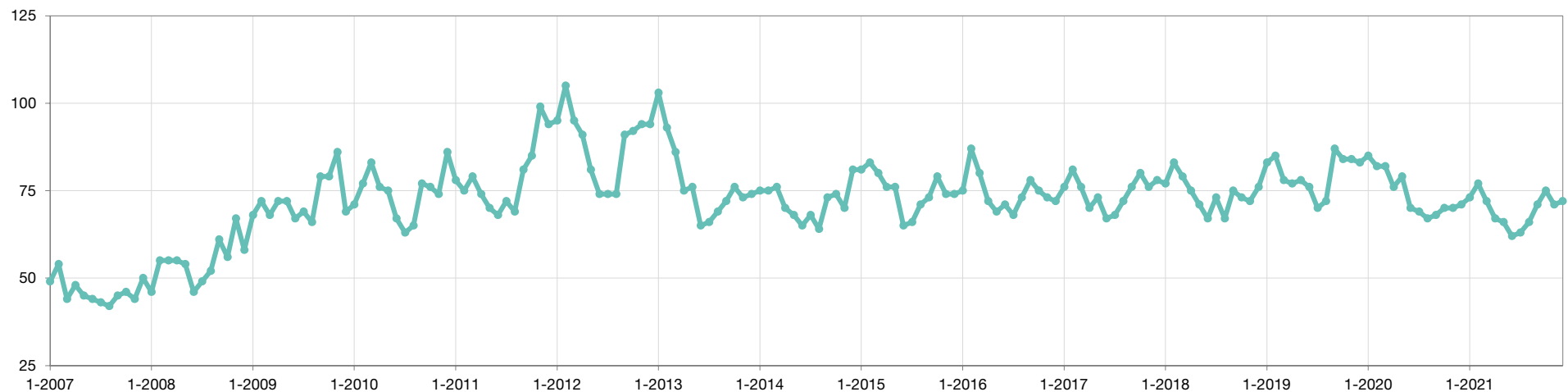


Year To Date



Month	Prior Year	Current Year	+ / -
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%
November 2021	70	71	+1.4%
December 2021	71	72	+1.4%
12-Month Avg	74	70	-5.7%

Historical Housing Affordability Index

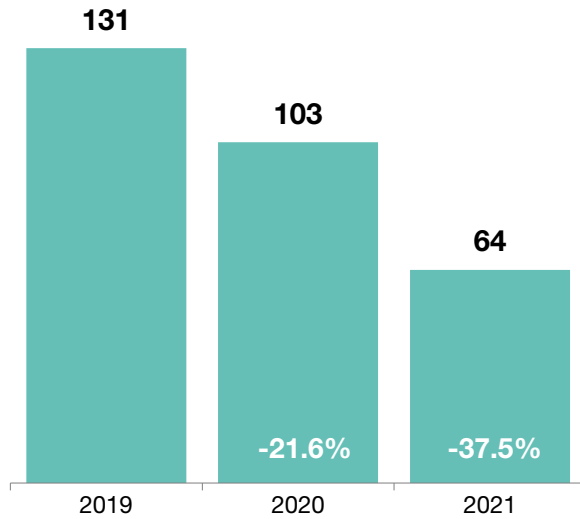


Market Time

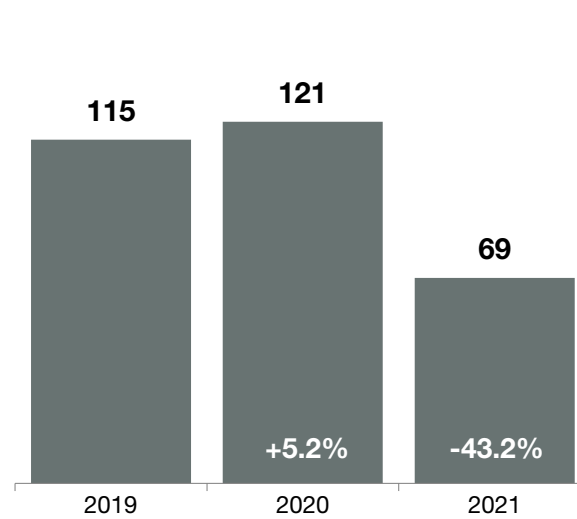
Average number of days between when a property is listed and when an offer is accepted in a given month.



December

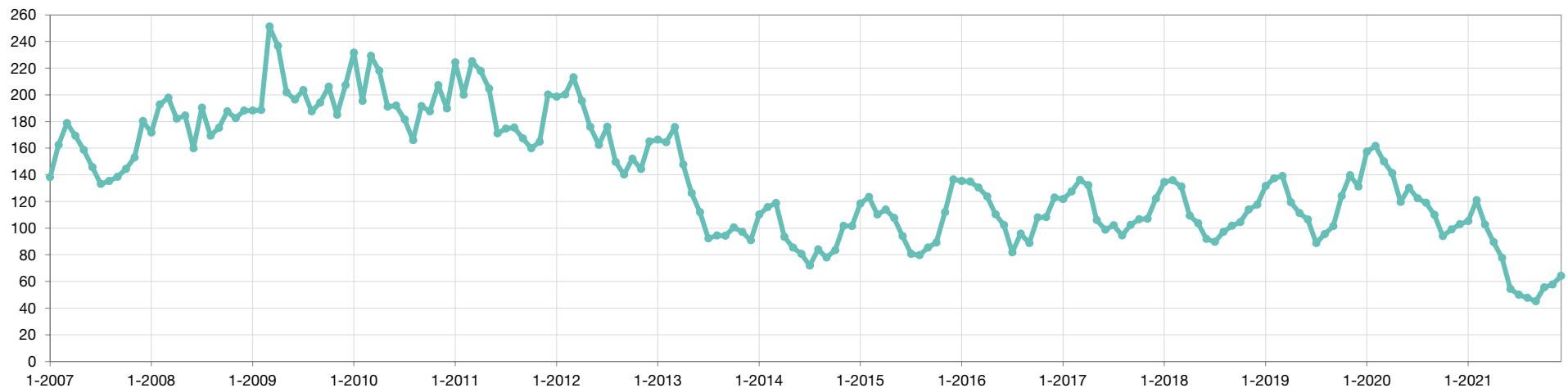


Year To Date



Month	Prior Year	Current Year	+ / -
January 2021	157	105	-33.0%
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%
November 2021	99	58	-41.6%
December 2021	103	64	-37.5%
12-Month Avg	121	69	-43.2%

Historical Market Times

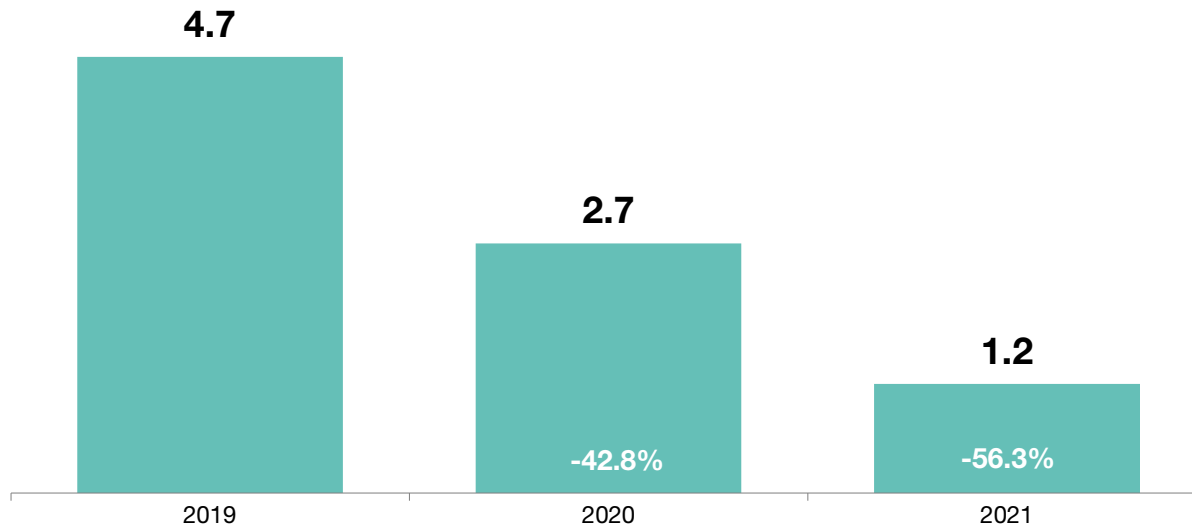


Months Supply of Inventory

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.

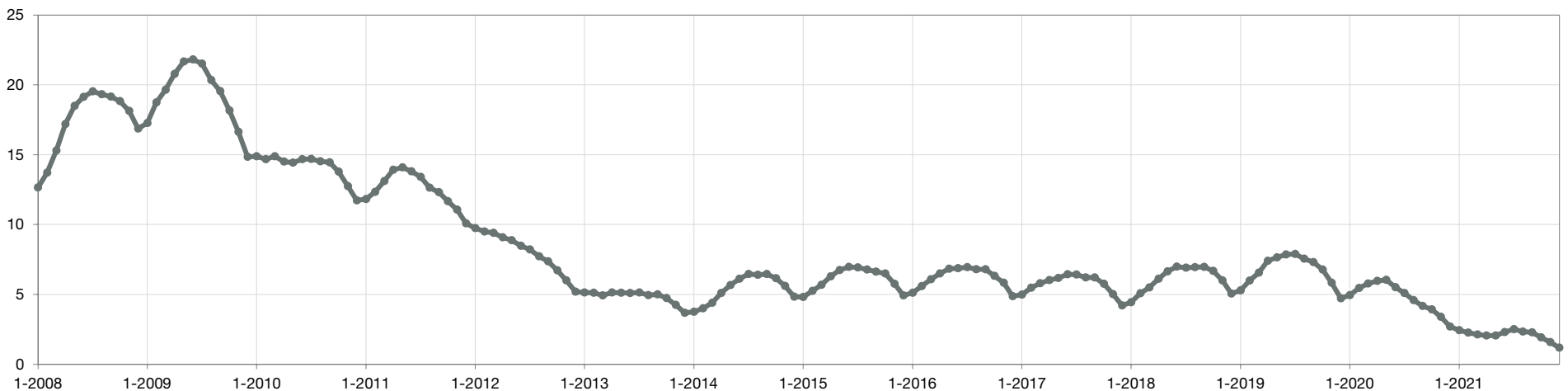


December



Month	Prior Year	Current Year	+ / -
January 2021	4.9	2.4	-50.8%
February 2021	5.4	2.3	-58.6%
March 2021	5.8	2.1	-63.2%
April 2021	6.0	2.0	-65.7%
May 2021	6.0	2.0	-66.1%
June 2021	5.5	2.3	-58.5%
July 2021	5.1	2.5	-50.9%
August 2021	4.6	2.3	-49.1%
September 2021	4.2	2.3	-45.6%
October 2021	3.9	1.9	-51.0%
November 2021	3.4	1.6	-53.5%
December 2021	2.7	1.2	-56.3%
12-Month Avg	4.8	2.1	-56.6%

Historical Months Supply of Inventory



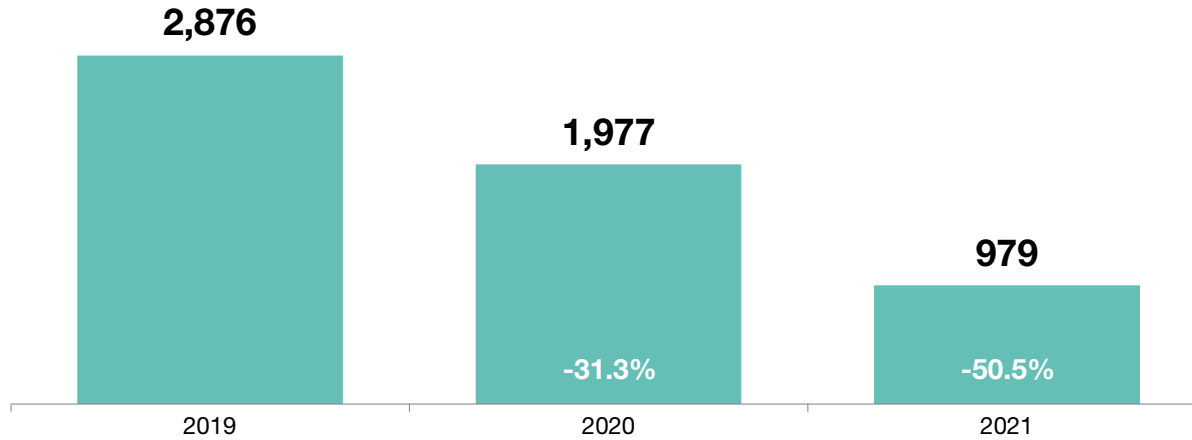
Inventory of Homes for Sale

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

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ASSOCIATION OF REALTORS®

December



Month	Prior Year	Current Year	+ / -
January 2021	3,054	1,820	-40.4%
February 2021	3,426	1,720	-49.8%
March 2021	3,535	1,714	-51.5%
April 2021	3,458	1,777	-48.6%
May 2021	3,411	1,838	-46.1%
June 2021	3,285	2,032	-38.1%
July 2021	3,226	2,169	-32.8%
August 2021	3,072	1,986	-35.4%
September 2021	2,902	1,904	-34.4%
October 2021	2,798	1,608	-42.5%
November 2021	2,456	1,325	-46.1%
December 2021	1,977	979	-50.5%
12-Month Avg	3,050	1,739	-43.0%

Historical Inventory of Homes for Sale

