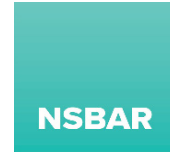


Monthly Indicators



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 2022

Existing home sales declined nationwide for the eighth consecutive month, falling 1.5% as of last measure, according to the National Association of REALTORS® (NAR), with sales down nearly 24% from the same period last year. Pending home sales also declined, dropping 10.9% month-to-month, exceeding economists' expectations. Stubbornly high inflation and soaring borrowing costs have eroded buyer purchasing power and have caused the market to cool rapidly this year.

New Listings in the North Shore-Barrington region decreased 26.8 percent to 699. Listings Under Contract were down 42.6 percent to 428. Inventory levels fell 28.0 percent to 1,215 units.

Prices continued to gain traction. The Median Sales Price increased 4.9 percent to \$485,000. Market Times were down 24.5 percent to 42 days. Sellers were encouraged as Months Supply of Inventory was down 7.3 percent to 1.9 months.

The US housing market is undergoing a major shift, and affordability continues to be an obstacle for buyers and sellers. Mortgage rates have doubled since March, and home prices remain elevated due to a limited supply of homes, although price gains are slowing at a quickening pace. As a result, many homeowners are waiting until market conditions improve to sell their home, while other sellers are increasingly cutting prices and offering concessions to attract a greater number of buyers.

Quick Facts

- 32.1% **+ 4.9%** **- 28.0%**

Change in
Closed Sales

Change in
Median Sales Price

Change in
Inventory




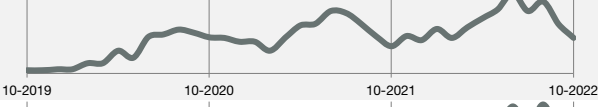







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Market Overview

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

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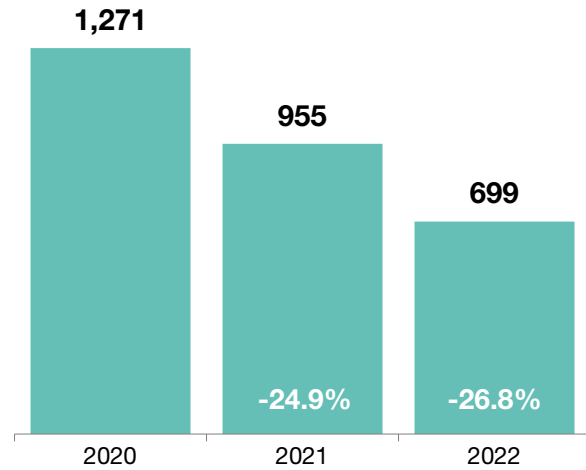
Key Metrics	Historical Sparklines	10-2021	10-2022	+ / -	YTD 2021	YTD 2022	+ / -
New Listings		955	699	- 26.8%	13,211	10,001	- 24.3%
Closed Sales		704	478	- 32.1%	8,665	6,910	- 20.3%
Under Contract (Contingent and Pending)		745	428	- 42.6%	8,988	6,761	- 24.8%
Median Sales Price		\$462,500	\$485,000	+ 4.9%	\$515,000	\$545,000	+ 5.8%
Average Sales Price		\$597,461	\$669,306	+ 12.0%	\$646,576	\$724,056	+ 12.0%
Average List Price		\$648,108	\$718,345	+ 10.8%	\$732,973	\$793,351	+ 8.2%
Percent of Original List Price Received		96.4%	96.8%	+ 0.4%	96.9%	98.7%	+ 1.8%
Housing Affordability Index		84	61	- 27.4%	76	54	- 28.9%
Market Time		55	42	- 24.5%	70	46	- 34.5%
Months Supply of Homes for Sale		2.0	1.9	- 7.3%	--	--	--
Inventory of Homes for Sale		1,687	1,215	- 28.0%	--	--	--

New Listings

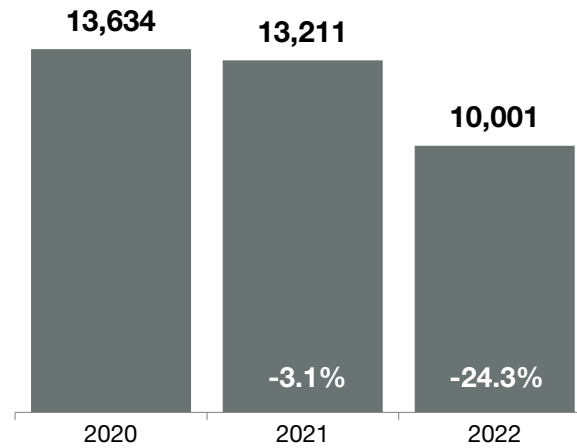
A count of the properties that have been newly listed on the market in a given month.



October

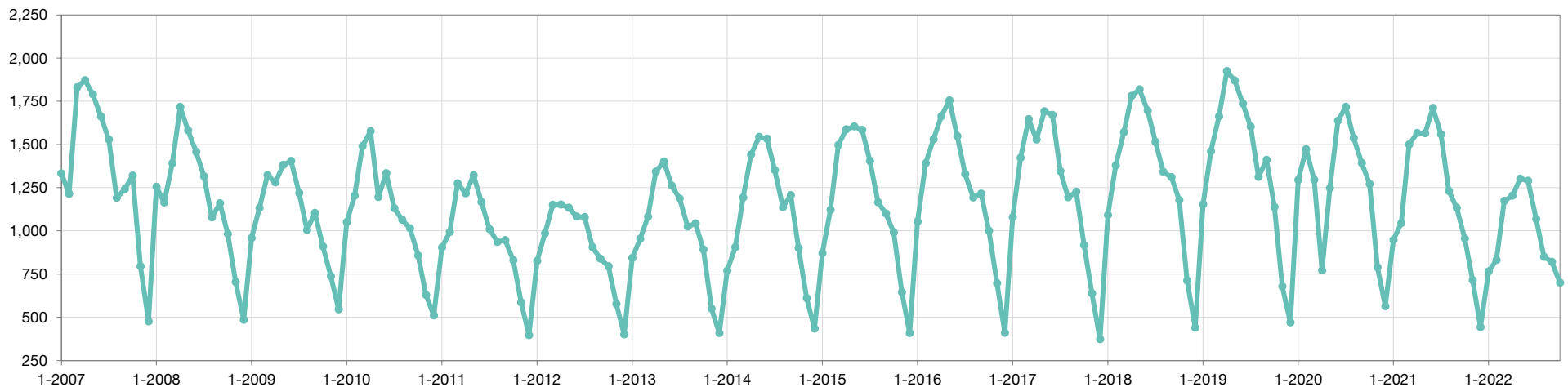


Year To Date



Month	Prior Year	Current Year	+ / -
November 2021	789	715	-9.4%
December 2021	563	443	-21.3%
January 2022	947	765	-19.2%
February 2022	1,044	831	-20.4%
March 2022	1,500	1,173	-21.8%
April 2022	1,566	1,203	-23.2%
May 2022	1,565	1,301	-16.9%
June 2022	1,712	1,290	-24.6%
July 2022	1,559	1,068	-31.5%
August 2022	1,230	850	-30.9%
September 2022	1,133	821	-27.5%
October 2022	955	699	-26.8%
12-Month Avg	1,214	930	-23.4%

Historical New Listing Activity



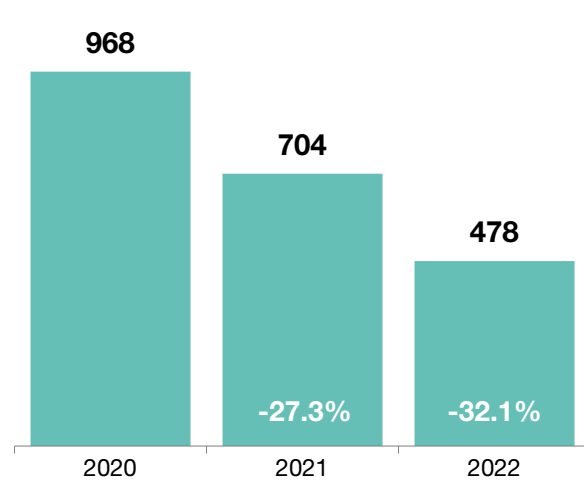
Closed Sales

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

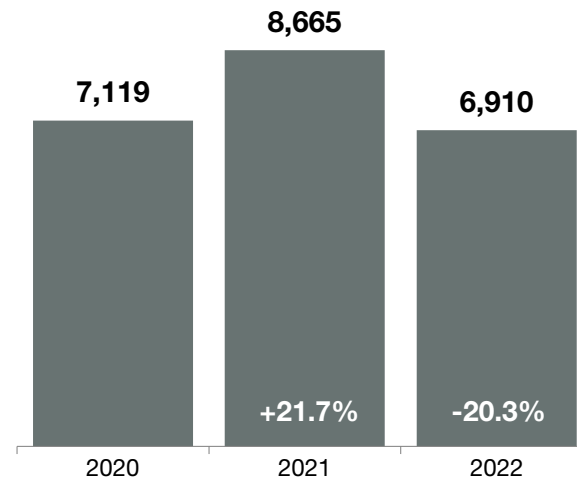
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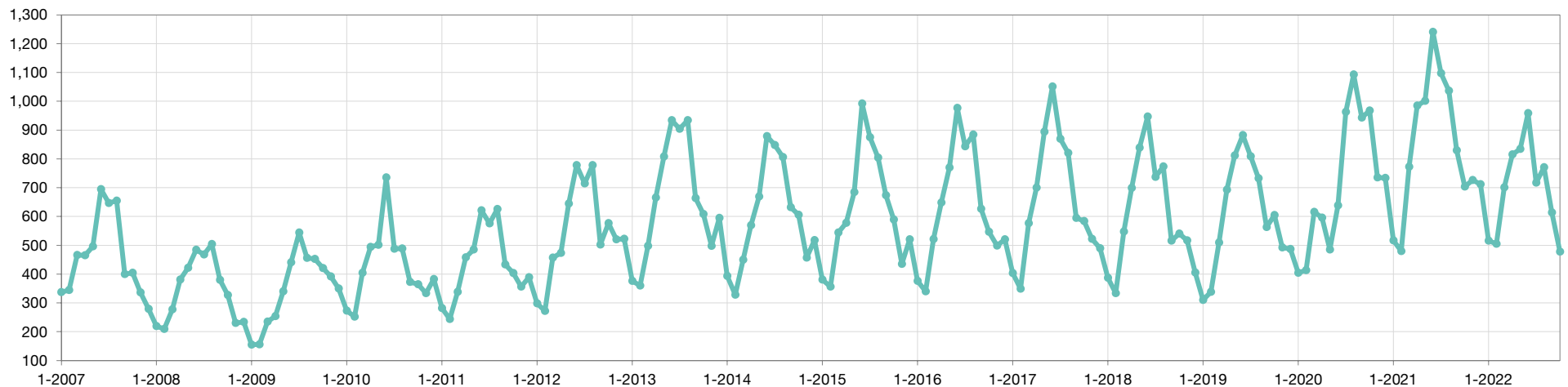


Year To Date



Month	Prior Year	Current Year	+ / -
November 2021	735	726	-1.2%
December 2021	734	712	-3.0%
January 2022	517	516	-0.2%
February 2022	480	505	+5.2%
March 2022	773	701	-9.3%
April 2022	985	815	-17.3%
May 2022	1,001	834	-16.7%
June 2022	1,241	959	-22.7%
July 2022	1,097	717	-34.6%
August 2022	1,037	771	-25.7%
September 2022	830	614	-26.0%
October 2022	704	478	-32.1%
12-Month Avg	845	696	-15.3%

Historical Closed Sales Activity



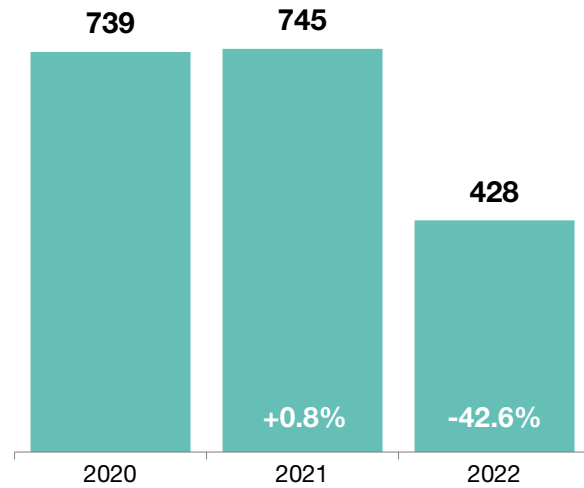
Under Contract

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

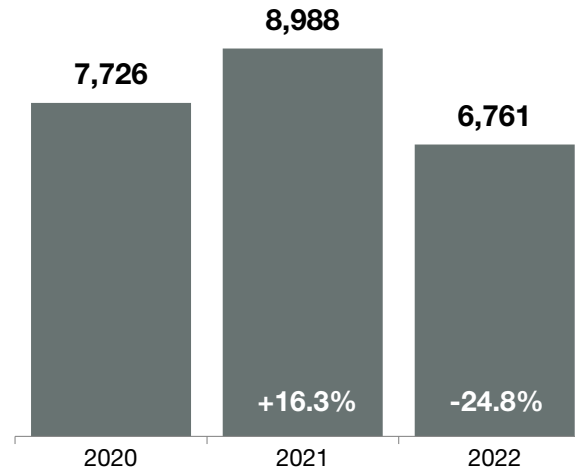
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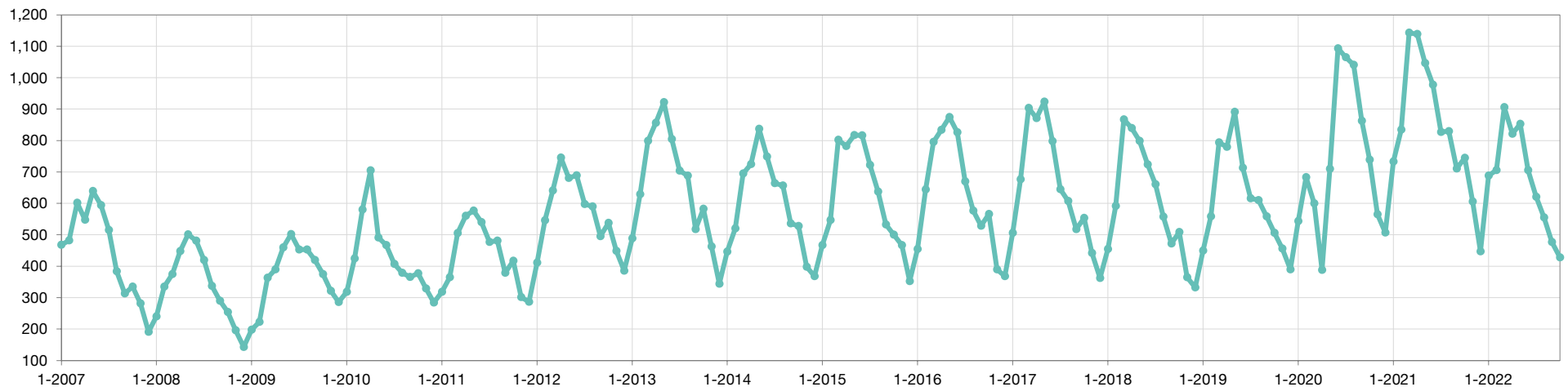


Year To Date



Month	Prior Year	Current Year	+ / -
November 2021	565	606	+7.3%
December 2021	507	447	-11.8%
January 2022	733	688	-6.1%
February 2022	835	706	-15.4%
March 2022	1,143	906	-20.7%
April 2022	1,139	821	-27.9%
May 2022	1,047	853	-18.5%
June 2022	978	706	-27.8%
July 2022	827	621	-24.9%
August 2022	830	555	-33.1%
September 2022	711	477	-32.9%
October 2022	745	428	-42.6%
12-Month Avg	838	651	-22.3%

Historical Under Contract Activity

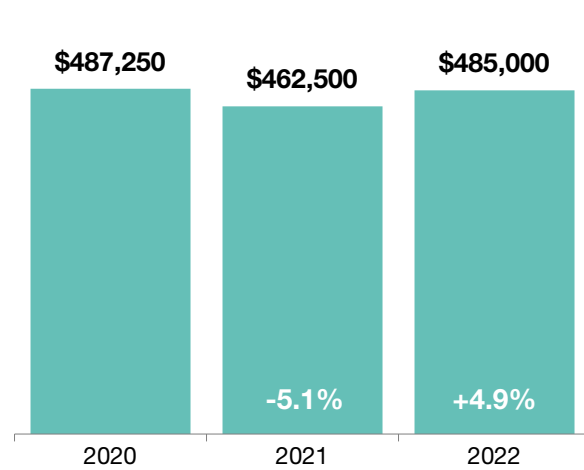


Median Sales Price

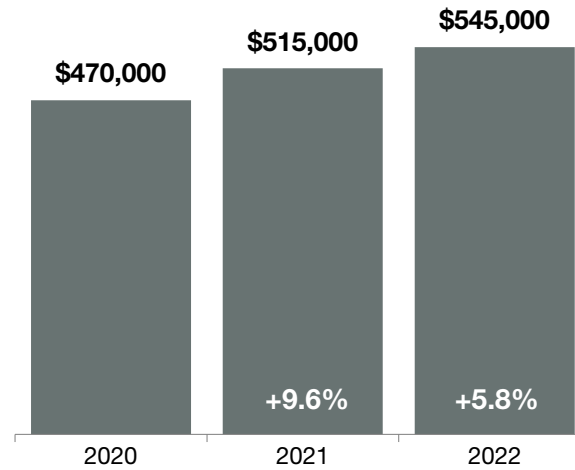
Median price point for all closed sales, not accounting for seller concessions, in a given month.



October

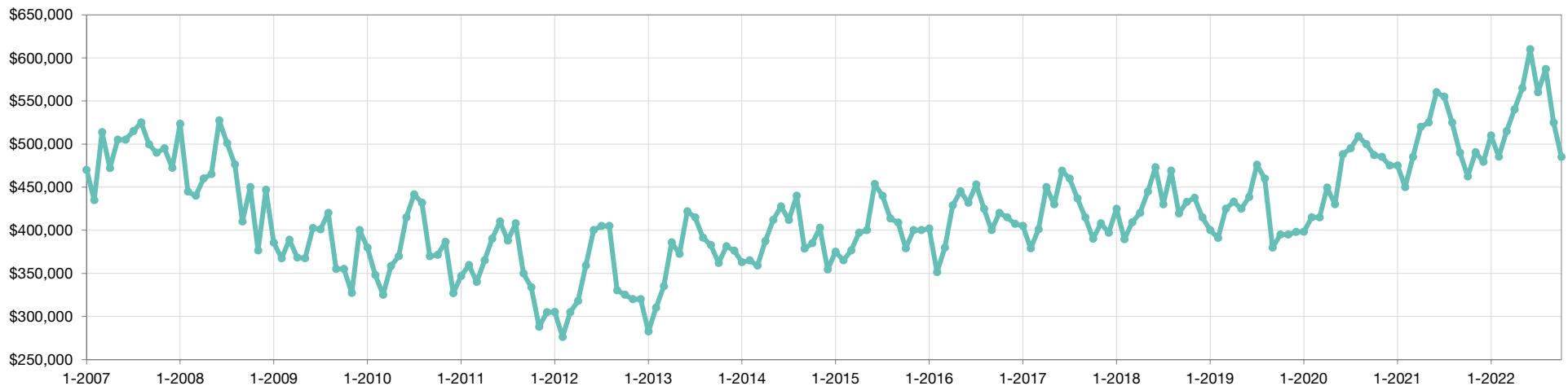


Year To Date



Month	Prior Year	Current Year	+ / -
November 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	\$540,000	+3.8%
May 2022	\$524,900	\$565,000	+7.6%
June 2022	\$560,000	\$610,000	+8.9%
July 2022	\$555,000	\$560,000	+0.9%
August 2022	\$525,000	\$587,000	+11.8%
September 2022	\$490,000	\$525,000	+7.1%
October 2022	\$462,500	\$485,000	+4.9%
12-Month Med	\$508,250	\$535,000	+5.3%

Historical Median Sales Price

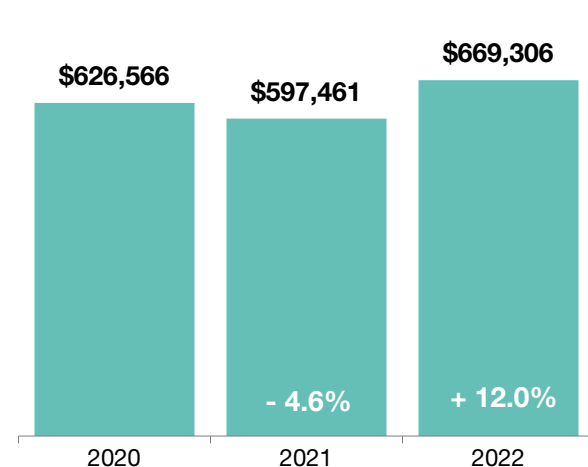


Average Sales Price

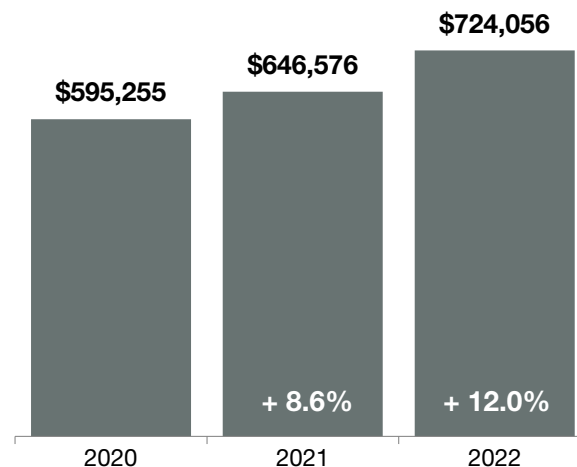
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



October

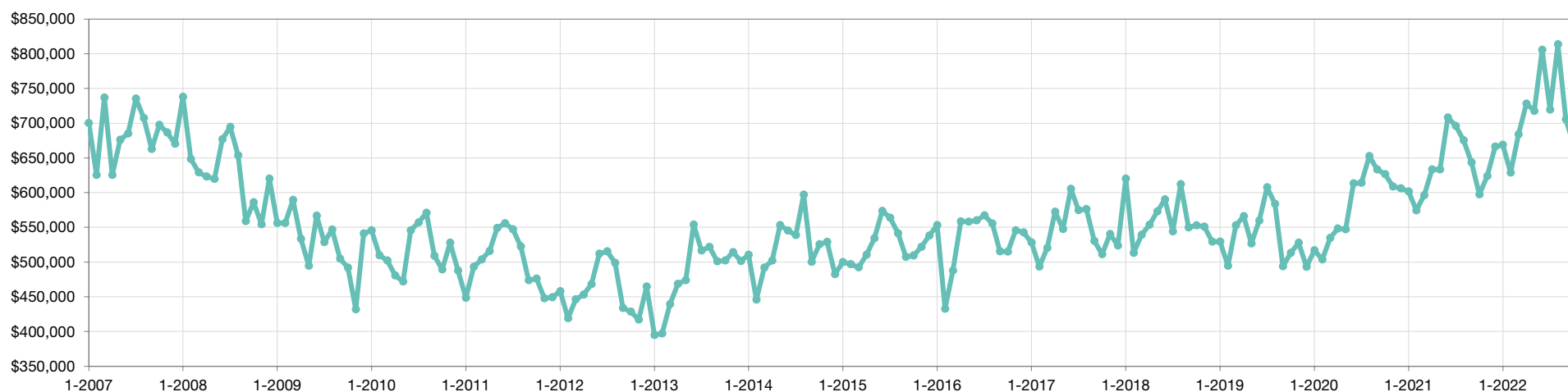


Year To Date



Month	Prior Year	Current Year	+ / -
November 2021	\$608,726	\$623,762	+2.5%
December 2021	\$606,245	\$666,290	+9.9%
January 2022	\$601,576	\$668,989	+11.2%
February 2022	\$574,408	\$628,885	+9.5%
March 2022	\$596,231	\$683,973	+14.7%
April 2022	\$633,401	\$728,333	+15.0%
May 2022	\$633,435	\$717,719	+13.3%
June 2022	\$708,025	\$805,578	+13.8%
July 2022	\$696,133	\$719,412	+3.3%
August 2022	\$675,077	\$813,709	+20.5%
September 2022	\$643,391	\$705,440	+9.6%
October 2022	\$597,461	\$669,306	+12.0%
12-Month Avg	\$640,910	\$710,407	+10.8%

Historical Average Sales Price



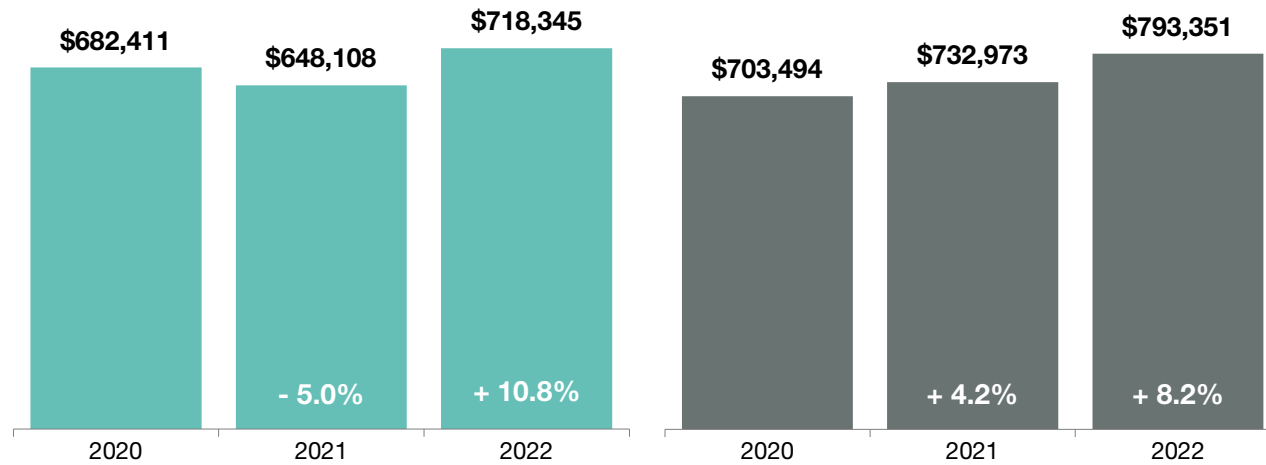
Average List Price

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



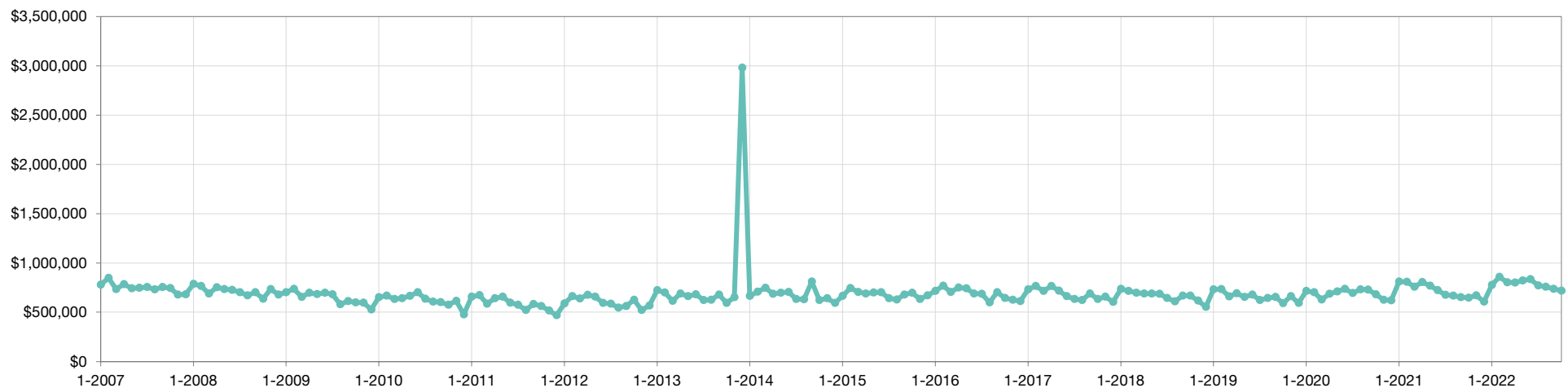
October

Year To Date



Month	Prior Year	Current Year	+ / -
November 2021	\$624,967	\$671,400	+7.4%
December 2021	\$621,479	\$606,960	-2.3%
January 2022	\$810,493	\$776,570	-4.2%
February 2022	\$807,832	\$859,641	+6.4%
March 2022	\$758,393	\$802,098	+5.8%
April 2022	\$805,653	\$801,358	-0.5%
May 2022	\$767,911	\$822,088	+7.1%
June 2022	\$722,562	\$833,878	+15.4%
July 2022	\$677,192	\$772,453	+14.1%
August 2022	\$668,606	\$757,269	+13.3%
September 2022	\$653,432	\$736,961	+12.8%
October 2022	\$648,108	\$718,345	+10.8%
12-Month Avg	\$722,819	\$778,141	+7.7%

Historical Average List Price



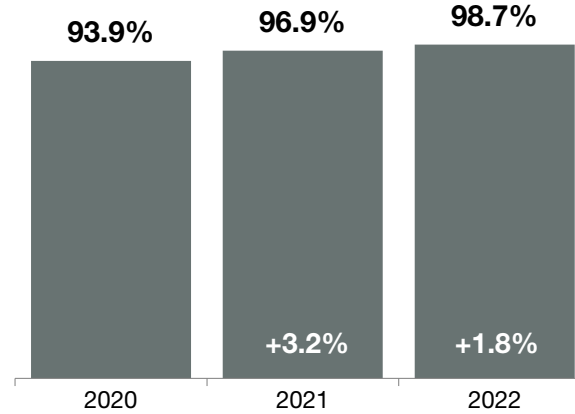
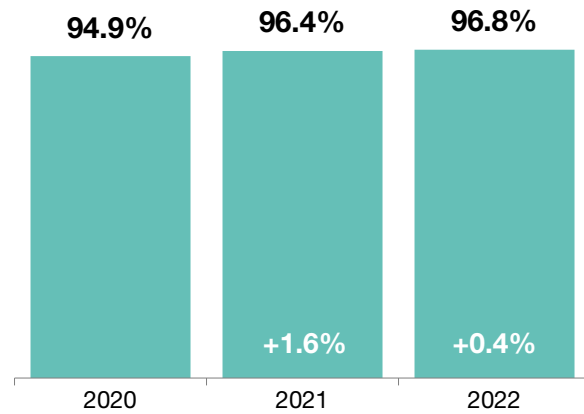
Percent of Original List Price Received

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.



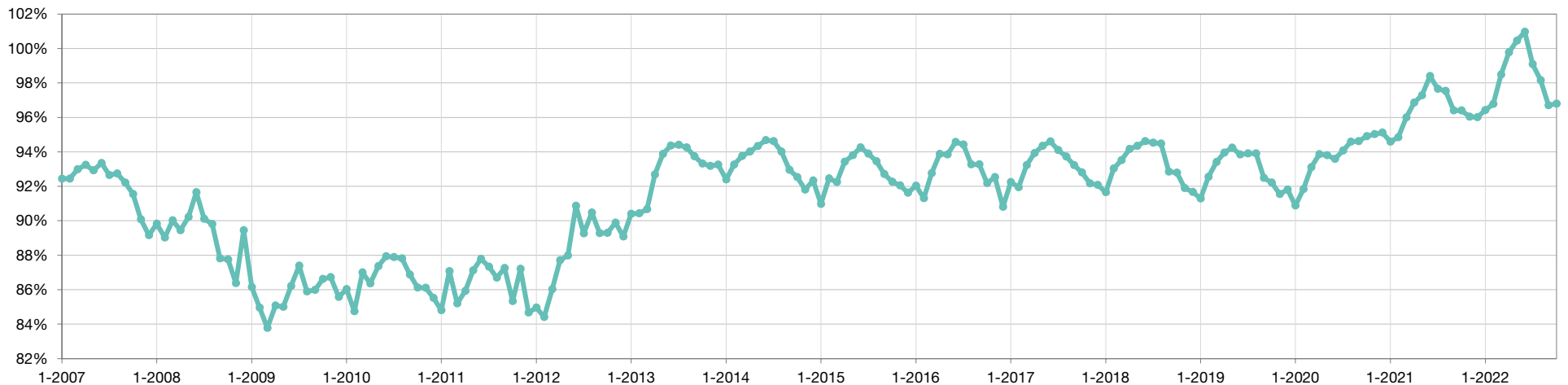
October

Year To Date



Month	Prior Year	Current Year	+ / -
November 2021	95.0%	96.0%	+1.1%
December 2021	95.1%	96.0%	+0.9%
January 2022	94.6%	96.4%	+1.9%
February 2022	94.9%	96.8%	+2.0%
March 2022	96.0%	98.5%	+2.6%
April 2022	96.9%	99.8%	+3.0%
May 2022	97.3%	100.5%	+3.3%
June 2022	98.4%	101.0%	+2.6%
July 2022	97.7%	99.1%	+1.5%
August 2022	97.5%	98.1%	+0.6%
September 2022	96.4%	96.7%	+0.3%
October 2022	96.4%	96.8%	+0.4%
12-Month Avg	96.6%	98.2%	+1.7%

Historical Percent of Original List Price Received

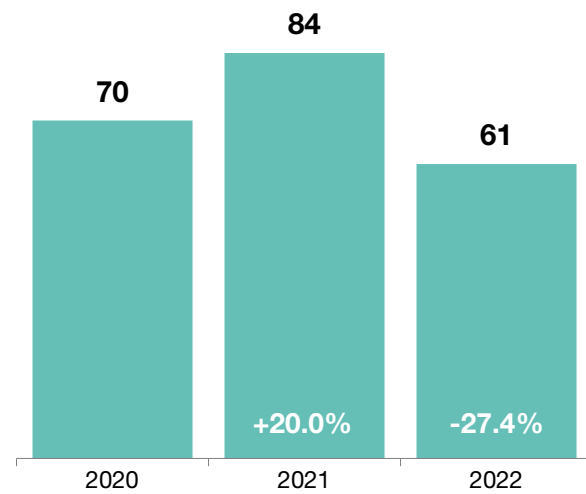


Housing Affordability Index

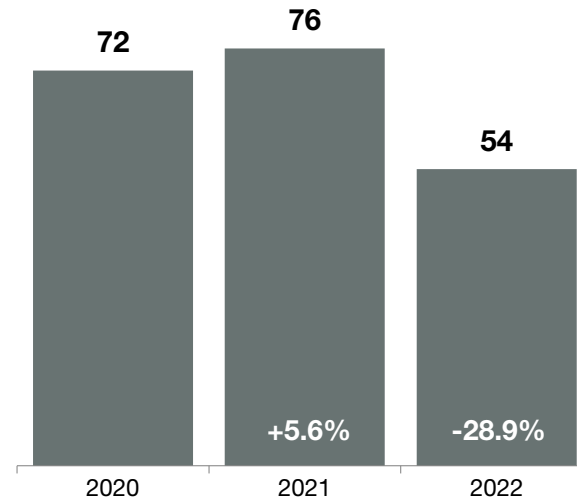
This index measures housing affordability for the region. For example, an index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



October

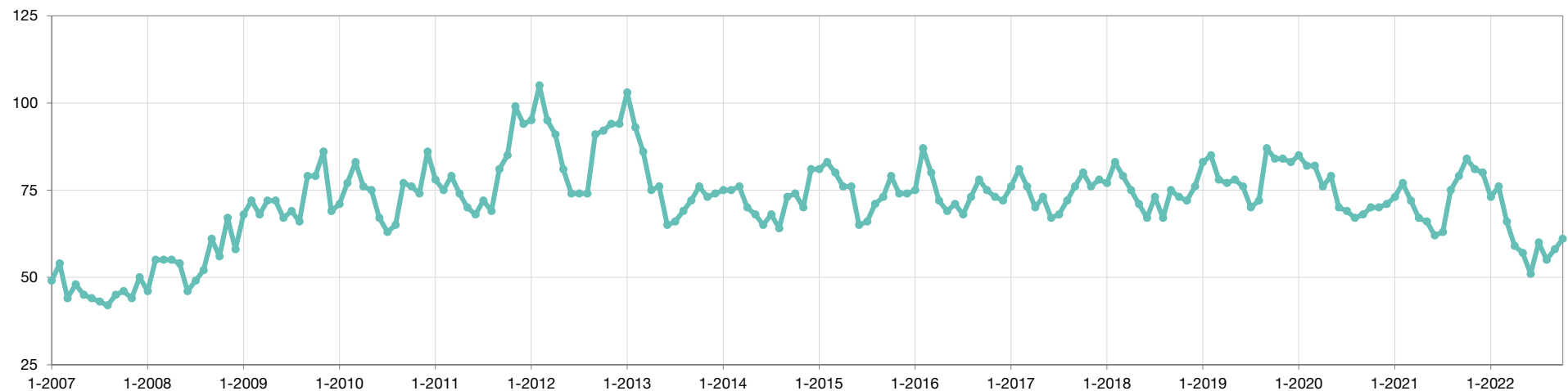


Year To Date



Month	Prior Year	Current Year	+ / -
November 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	59	-11.9%
May 2022	66	57	-13.6%
June 2022	62	51	-17.7%
July 2022	63	60	-4.8%
August 2022	75	55	-26.7%
September 2022	79	58	-26.6%
October 2022	84	61	-27.4%
12-Month Avg	72	65	-9.2%

Historical Housing Affordability Index



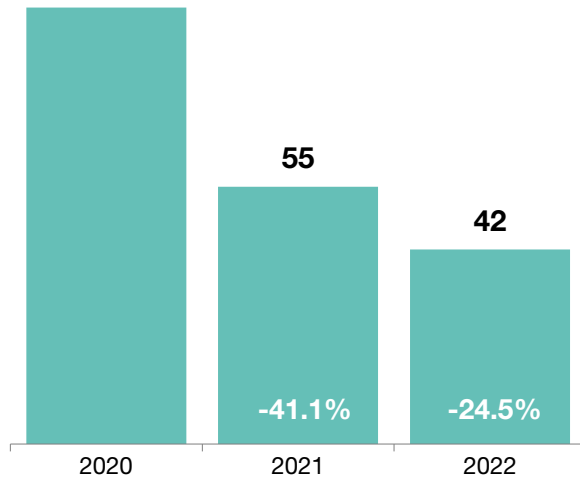
Market Time

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

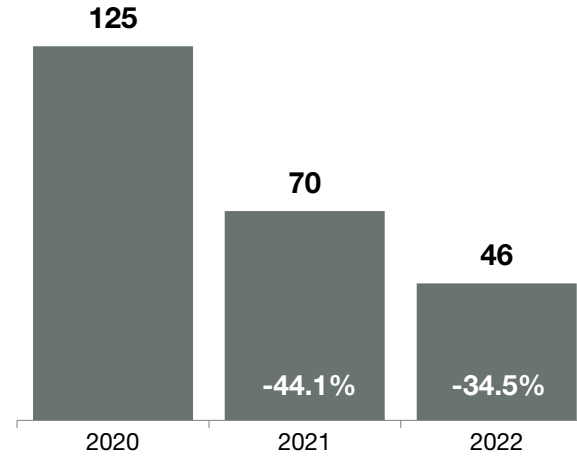
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October

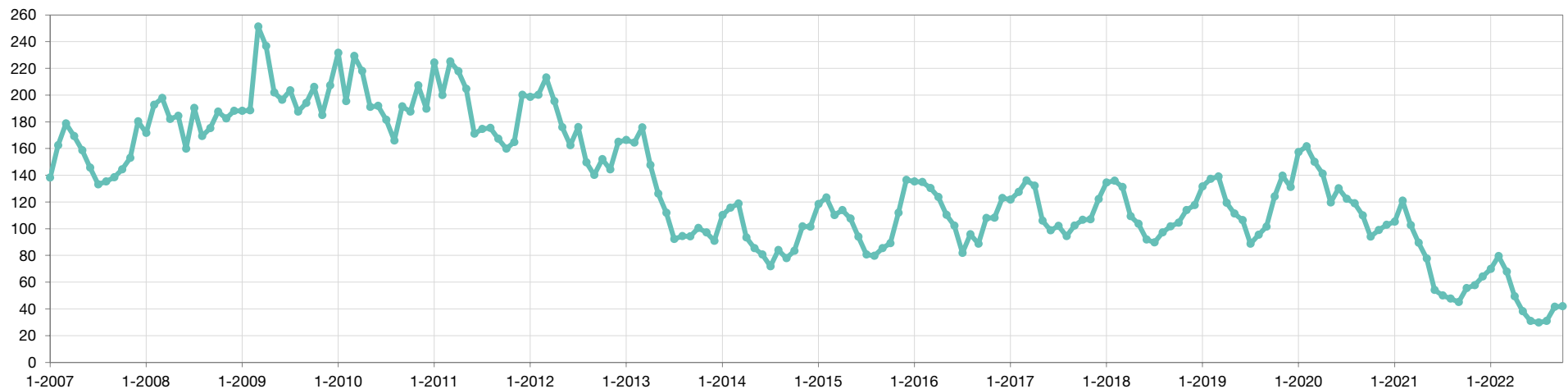


Year To Date



Month	Prior Year	Current Year	+ / -
November 2021	99	58	-41.6%
December 2021	103	64	-37.7%
January 2022	105	70	-33.6%
February 2022	121	79	-34.4%
March 2022	103	68	-33.9%
April 2022	90	49	-44.9%
May 2022	78	38	-50.7%
June 2022	54	31	-42.8%
July 2022	50	30	-40.4%
August 2022	48	31	-35.3%
September 2022	45	42	-8.0%
October 2022	55	42	-24.5%
12-Month Avg	74	48	-35.0%

Historical Market Times

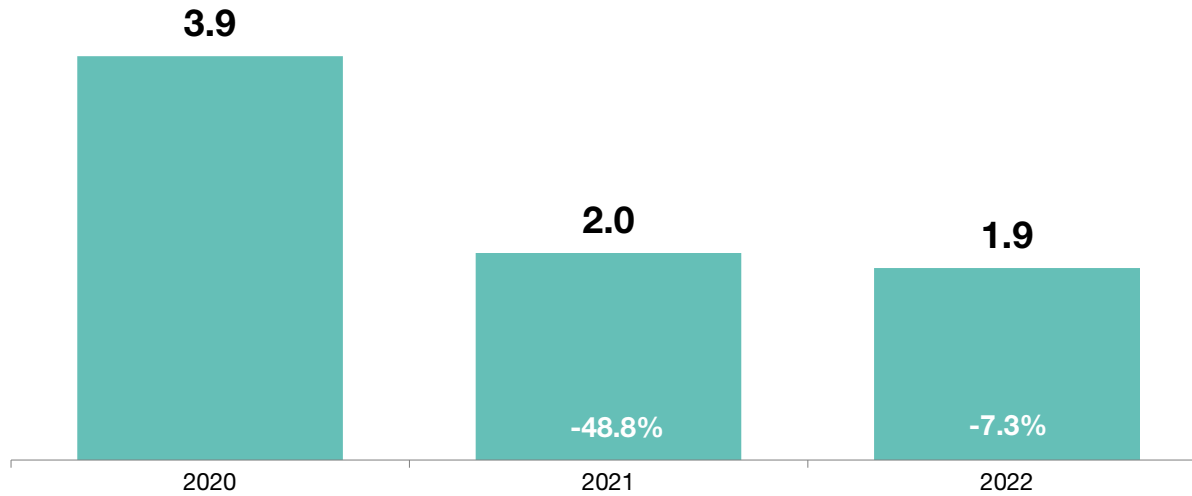


Months Supply of Inventory

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.

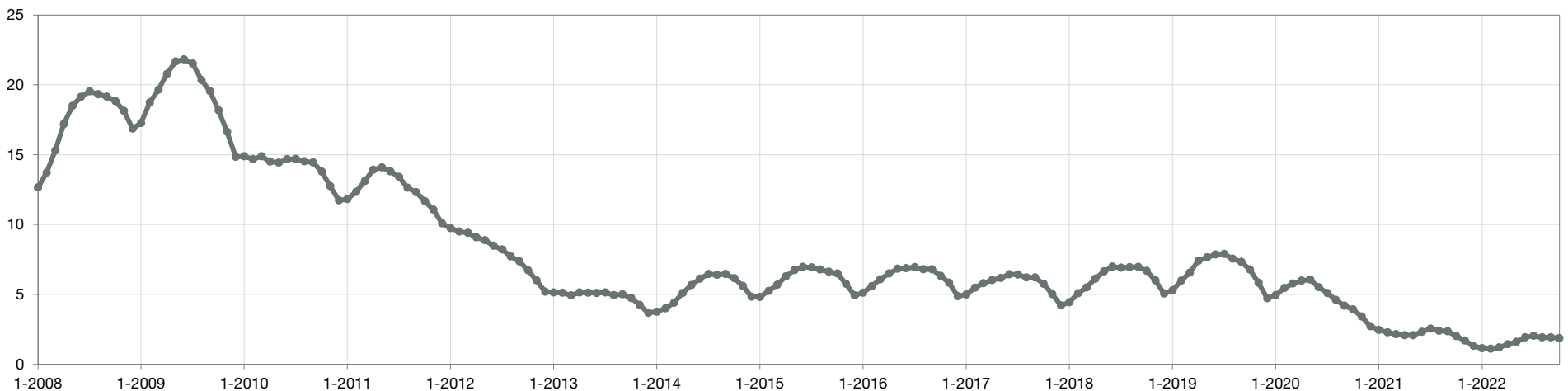


October



Month	Prior Year	Current Year	+ / -
November 2021	3.4	1.7	-50.3%
December 2021	2.7	1.3	-51.5%
January 2022	2.4	1.1	-53.1%
February 2022	2.3	1.1	-51.7%
March 2022	2.1	1.2	-43.7%
April 2022	2.1	1.4	-31.1%
May 2022	2.1	1.6	-22.6%
June 2022	2.3	1.9	-17.5%
July 2022	2.5	2.0	-20.4%
August 2022	2.4	1.9	-19.7%
September 2022	2.3	1.9	-17.9%
October 2022	2.0	1.9	-7.3%
12-Month Avg	2.4	1.6	-33.4%

Historical Months Supply of Inventory

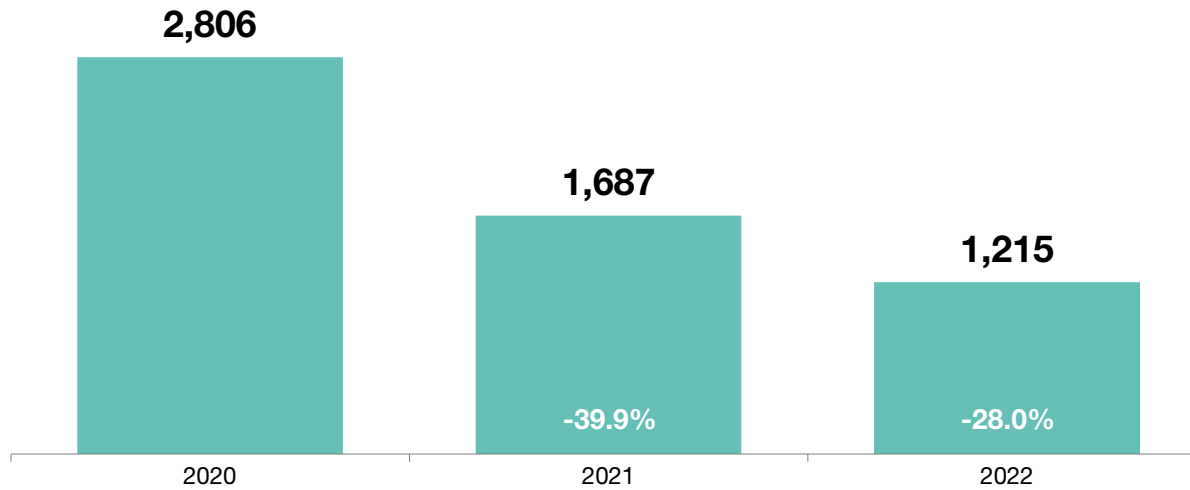


Inventory of Homes for Sale

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



October



Month	Prior Year	Current Year	+ / -
November 2021	2,464	1,426	-42.1%
December 2021	1,985	1,099	-44.6%
January 2022	1,830	955	-47.8%
February 2022	1,731	902	-47.9%
March 2022	1,726	966	-44.0%
April 2022	1,793	1,103	-38.5%
May 2022	1,858	1,217	-34.5%
June 2022	2,063	1,413	-31.5%
July 2022	2,208	1,458	-34.0%
August 2022	2,033	1,338	-34.2%
September 2022	1,965	1,305	-33.6%
October 2022	1,687	1,215	-28.0%
12-Month Avg	1,945	1,200	-38.4%

Historical Inventory of Homes for Sale

