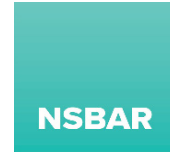


Monthly Indicators



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

November 2022

Housing affordability continues to be a major roadblock for market participants, with mortgage rates more than double compared to this time last year. Buyers are delaying home purchases in hopes rates will drop, while many sellers are holding off on listing their homes due to weakening buyer demand, unwilling to trade in their current lower rates for significantly higher borrowing costs on their next property. As a result, existing-home and pending home sales have continued to slow as we move into winter.

New Listings in the North Shore-Barrington region decreased 31.5 percent to 490. Listings Under Contract were down 41.6 percent to 354. Inventory levels fell 26.0 percent to 1,056 units.

Prices continued to gain traction. The Median Sales Price increased 5.0 percent to \$515,000. Market Times were down 16.2 percent to 48 days. Sellers were encouraged as Months Supply of Inventory was down 1.5 percent to 1.7 months.

With home sales down, nationwide housing inventory was at 3.3 months' supply heading into November, up from 2.4 months from this time last year, according to the National Association of REALTORS®. Although buyers have more options to choose from, home prices remain high, and soaring borrowing costs have caused monthly payments to increase significantly, with the average homebuyer paying 77% more on their loan per month compared to the same period a year ago, according to Realtor.com.

Quick Facts

- 37.5%

+ 5.0%

- 26.0%

Change in
Closed Sales

Change in
Median Sales Price

Change in
Inventory

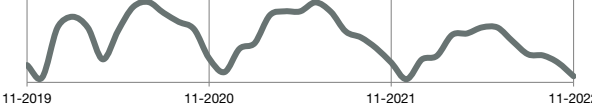


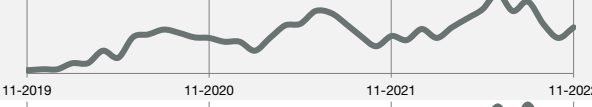





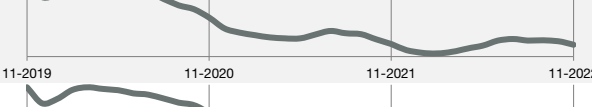

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Market Overview

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

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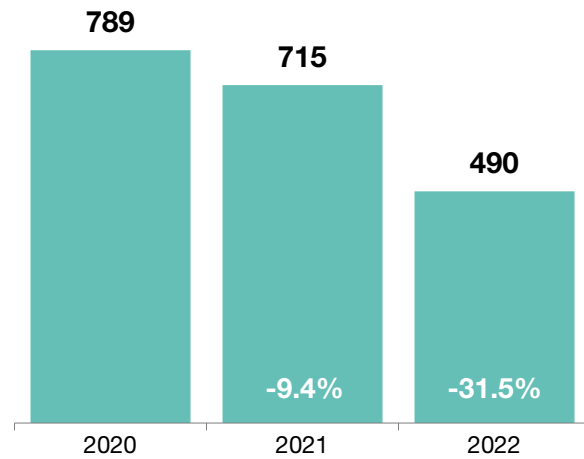
Key Metrics	Historical Sparklines	11-2021	11-2022	+ / -	YTD 2021	YTD 2022	+ / -
New Listings		715	490	- 31.5%	13,926	10,530	- 24.4%
Closed Sales		726	454	- 37.5%	9,391	7,366	- 21.6%
Under Contract (Contingent and Pending)		606	354	- 41.6%	9,595	7,140	- 25.6%
Median Sales Price		\$490,434	\$515,000	+ 5.0%	\$513,640	\$541,250	+ 5.4%
Average Sales Price		\$623,762	\$746,391	+ 19.7%	\$644,813	\$725,496	+ 12.5%
Average List Price		\$671,400	\$725,266	+ 8.0%	\$729,792	\$790,586	+ 8.3%
Percent of Original List Price Received		96.0%	96.3%	+ 0.2%	96.8%	98.5%	+ 1.8%
Housing Affordability Index		81	57	- 29.6%	77	54	- 29.9%
Market Time		58	48	- 16.2%	69	46	- 33.4%
Months Supply of Homes for Sale		1.7	1.7	- 1.5%	--	--	--
Inventory of Homes for Sale		1,427	1,056	- 26.0%	--	--	--

New Listings

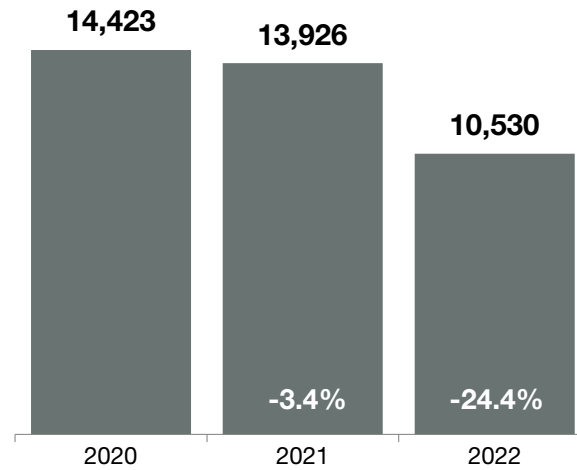
A count of the properties that have been newly listed on the market in a given month.



November

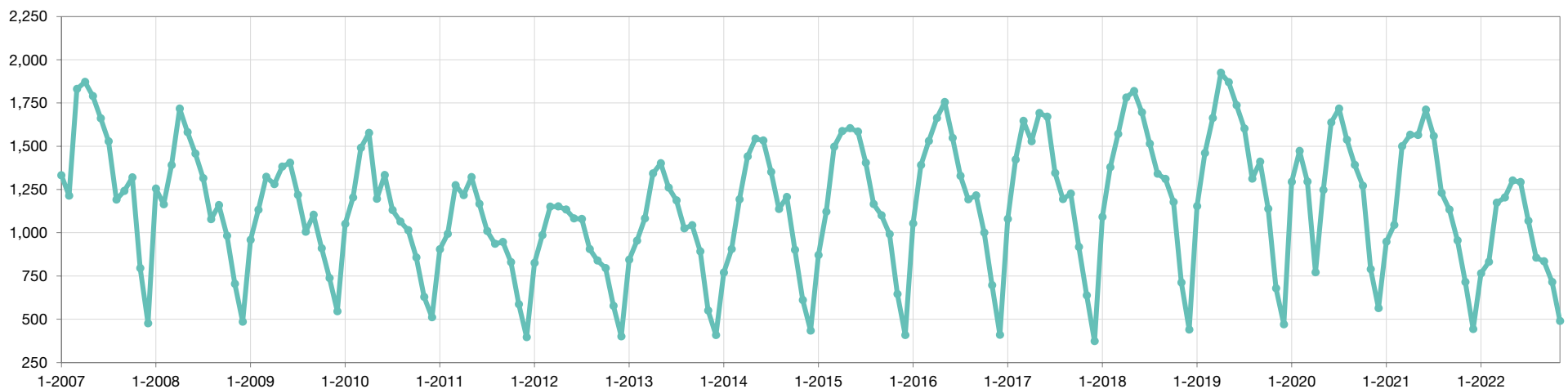


Year To Date



Month	Prior Year	Current Year	+ / -
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	1,302	-16.8%
June 2022	1,712	1,293	-24.5%
July 2022	1,559	1,069	-31.4%
August 2022	1,230	855	-30.5%
September 2022	1,133	834	-26.4%
October 2022	955	715	-25.1%
November 2022	715	490	-31.5%
12-Month Avg	1,207	914	-24.3%

Historical New Listing Activity



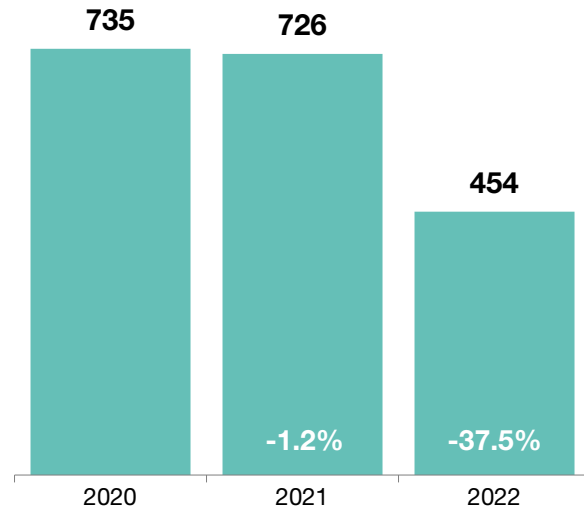
Closed Sales

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

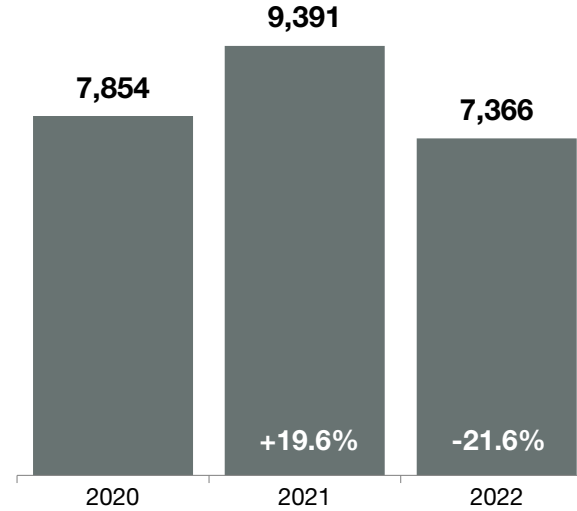
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November

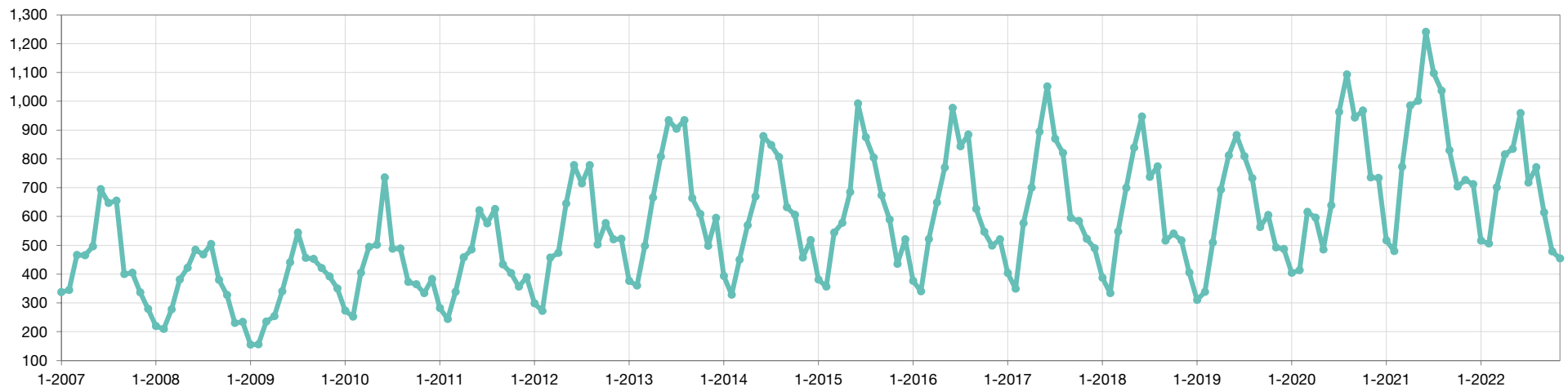


Year To Date



Month	Prior Year	Current Year	+ / -
December 2021	734	712	-3.0%
January 2022	517	516	-0.2%
February 2022	480	506	+5.4%
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	479	-32.0%
November 2022	726	454	-37.5%
12-Month Avg	844	673	-18.3%

Historical Closed Sales Activity



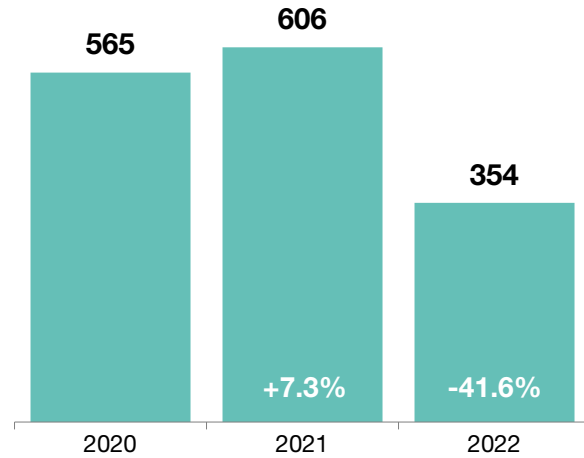
Under Contract

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

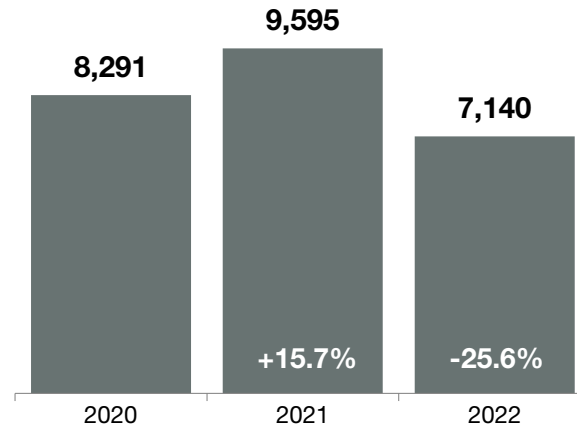
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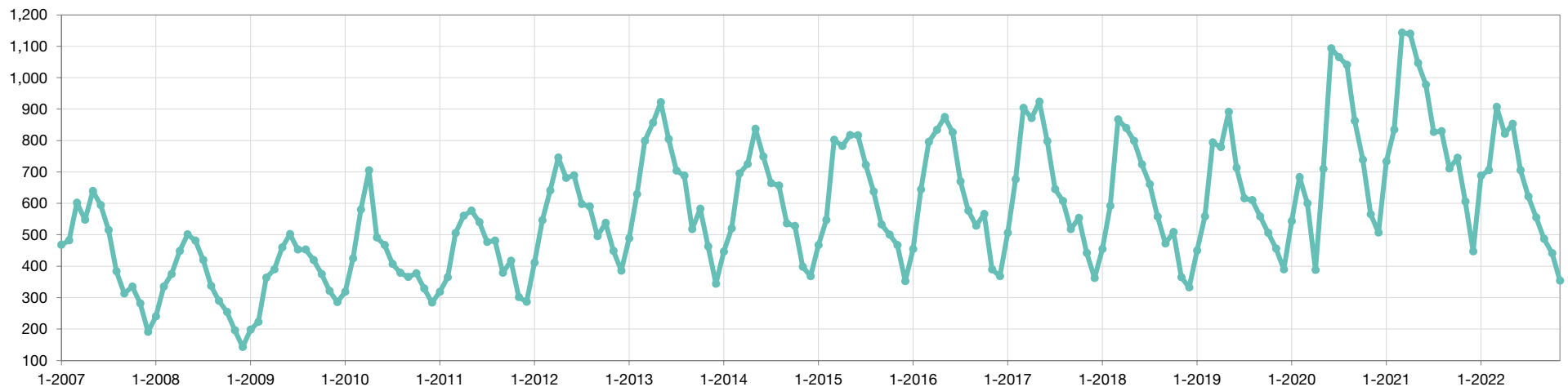


Year To Date



Month	Prior Year	Current Year	+ / -
December 2021	507	447	-11.8%
January 2022	733	688	-6.1%
February 2022	835	706	-15.4%
March 2022	1,143	907	-20.6%
April 2022	1,140	821	-28.0%
May 2022	1,047	853	-18.5%
June 2022	978	706	-27.8%
July 2022	827	622	-24.8%
August 2022	830	555	-33.1%
September 2022	711	487	-31.5%
October 2022	745	441	-40.8%
November 2022	606	354	-41.6%
12-Month Avg	842	632	-24.9%

Historical Under Contract Activity

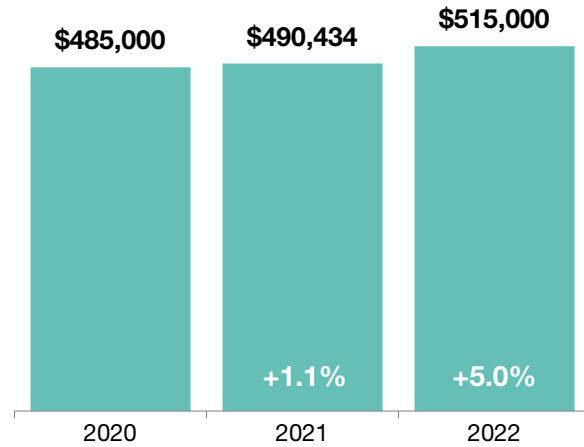


Median Sales Price

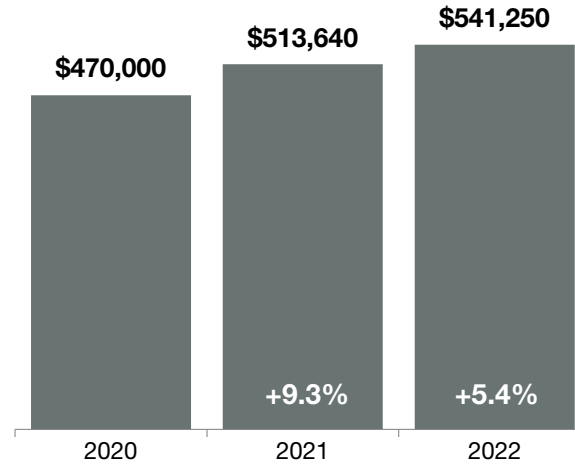
Median price point for all closed sales, not accounting for seller concessions, in a given month.



November

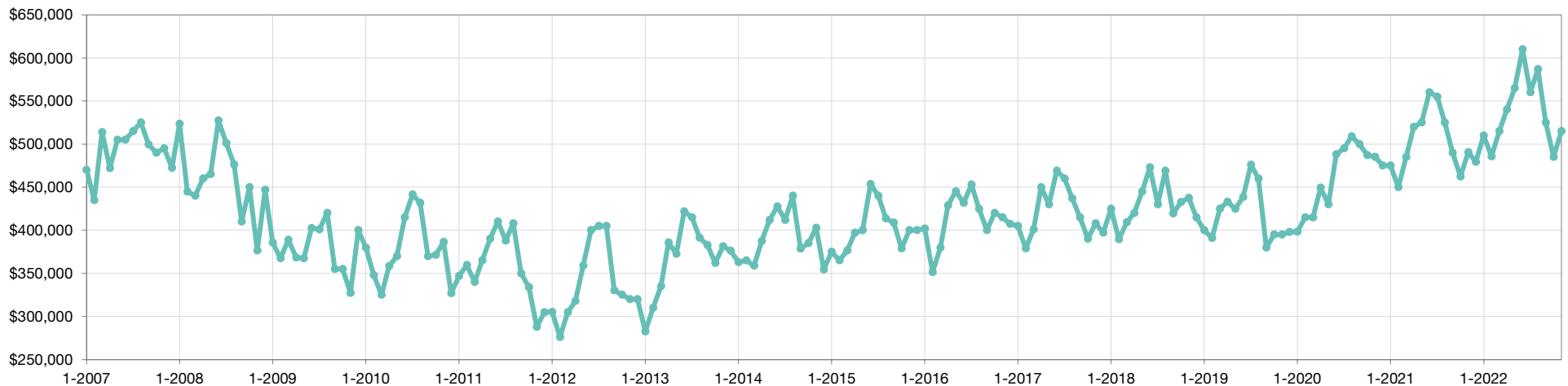


Year To Date



Month	Prior Year	Current Year	+ / -
December 2021	\$475,000	\$479,500	+0.9%
January 2022	\$475,000	\$510,000	+7.4%
February 2022	\$450,000	\$485,565	+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%
November 2022	\$490,434	\$515,000	+5.0%
12-Month Med	\$510,000	\$535,000	+4.9%

Historical Median Sales Price

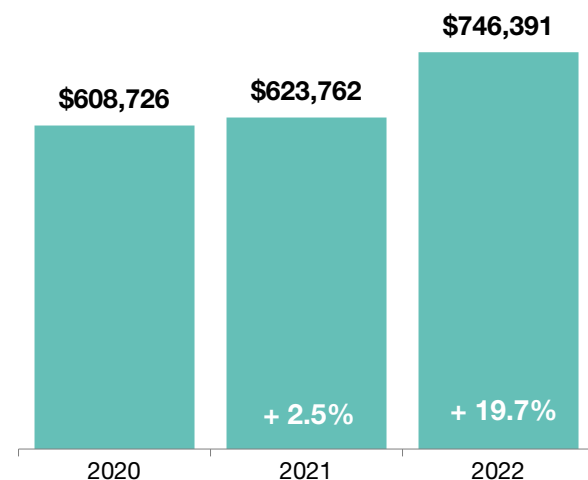


Average Sales Price

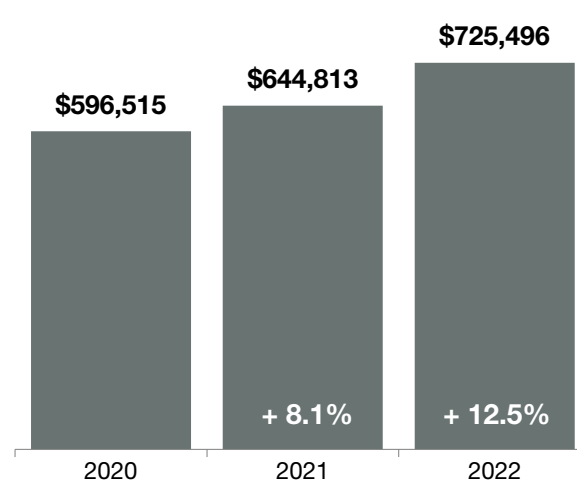
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



November

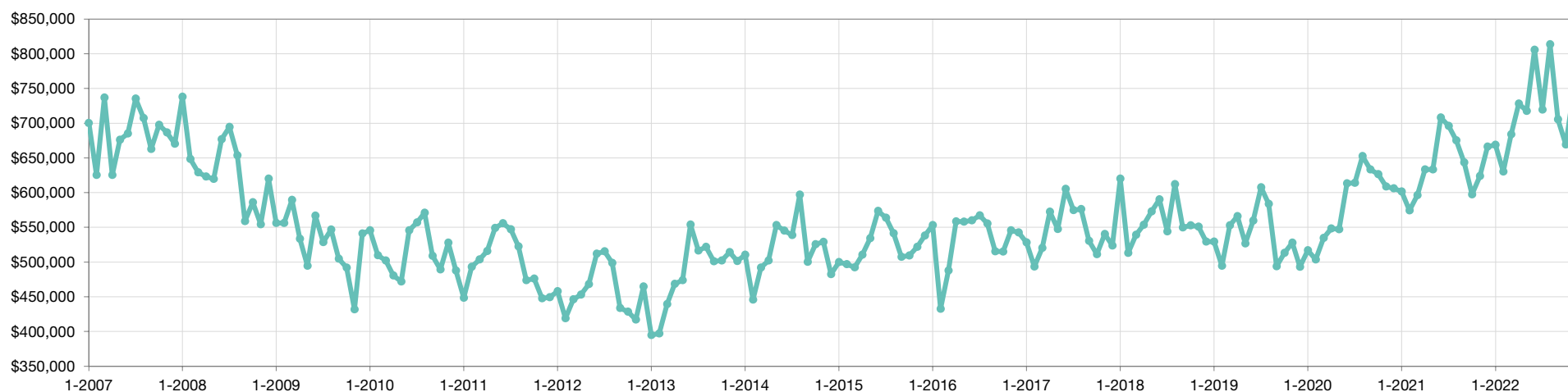


Year To Date



Month	Prior Year	Current Year	+ / -
December 2021	\$606,245	\$666,290	+9.9%
January 2022	\$601,576	\$668,989	+11.2%
February 2022	\$574,408	\$630,209	+9.7%
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	\$669,204	+12.0%
November 2022	\$623,762	\$746,391	+19.7%
12-Month Avg	\$642,017	\$720,278	+12.2%

Historical Average Sales Price



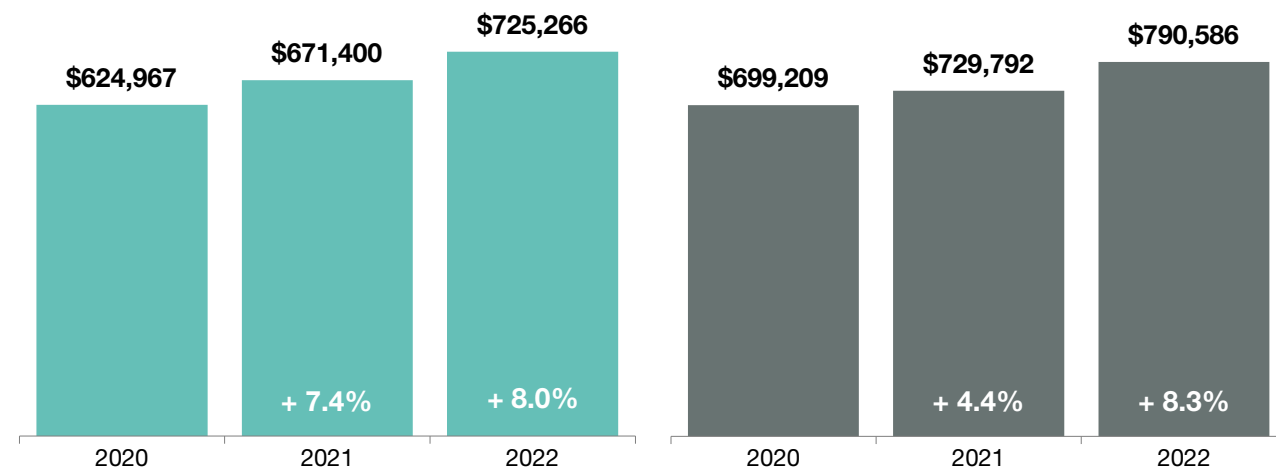
Average List Price

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



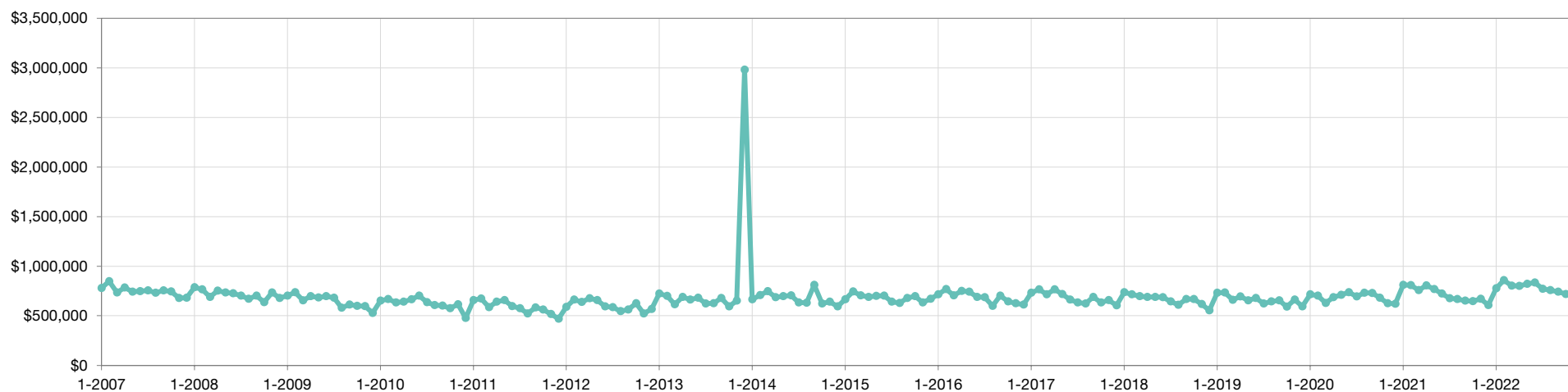
November

Year To Date



Month	Prior Year	Current Year	+ / -
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	\$802,177	+5.8%
April 2022	\$805,653	\$801,279	-0.5%
May 2022	\$767,911	\$821,593	+7.0%
June 2022	\$722,506	\$835,103	+15.6%
July 2022	\$677,192	\$772,408	+14.1%
August 2022	\$668,606	\$757,541	+13.3%
September 2022	\$653,432	\$742,611	+13.6%
October 2022	\$648,108	\$718,901	+10.9%
November 2022	\$671,400	\$725,266	+8.0%
12-Month Avg	\$725,595	\$783,181	+7.9%

Historical Average List Price



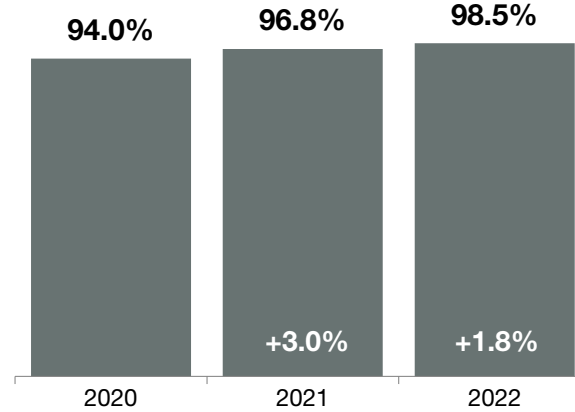
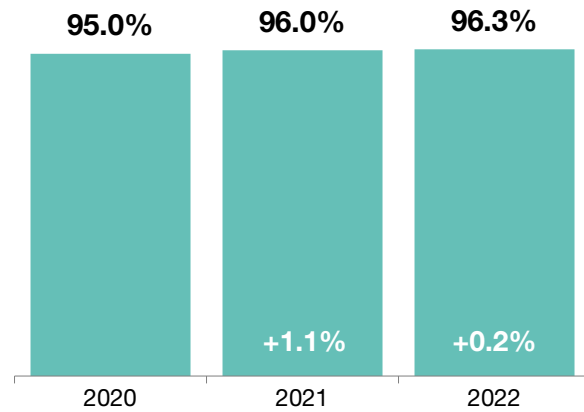
Percent of Original List Price Received

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.



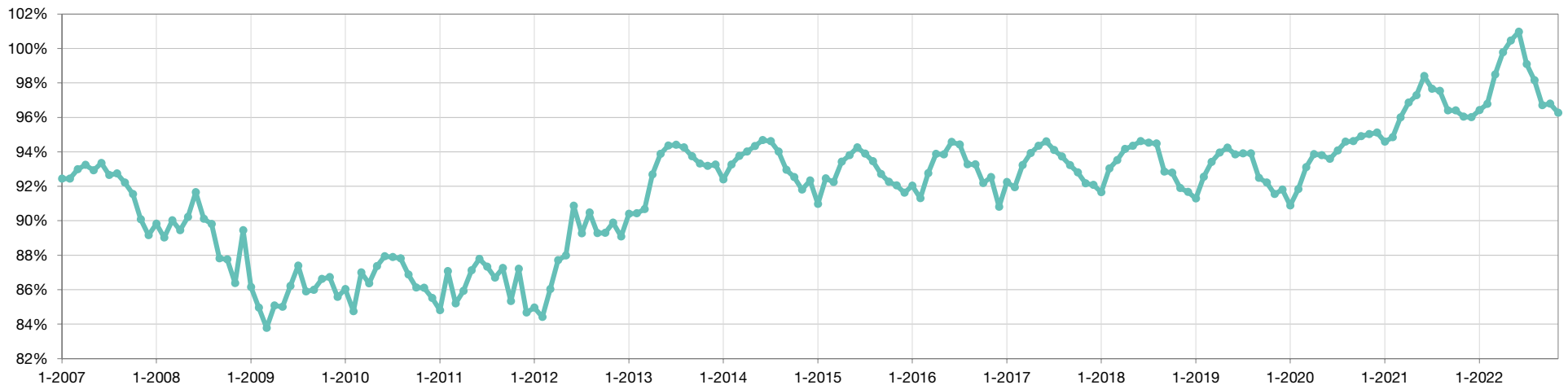
November

Year To Date



Month	Prior Year	Current Year	+ / -
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%
November 2022	96.0%	96.3%	+0.2%
12-Month Avg	96.7%	98.3%	+1.7%

Historical Percent of Original List Price Received



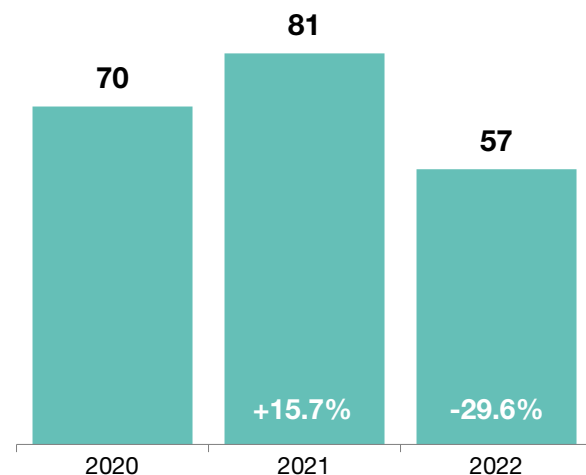
Housing Affordability Index

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.**

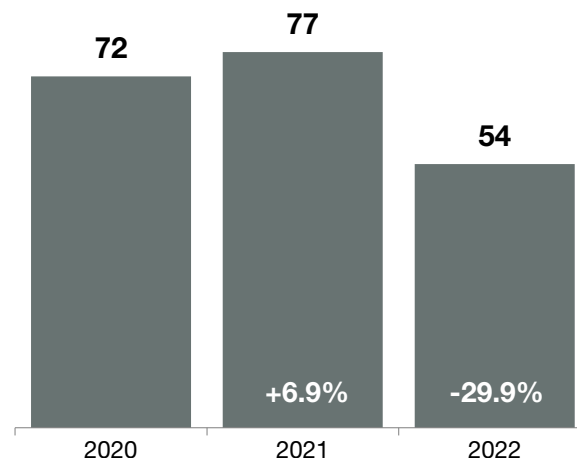
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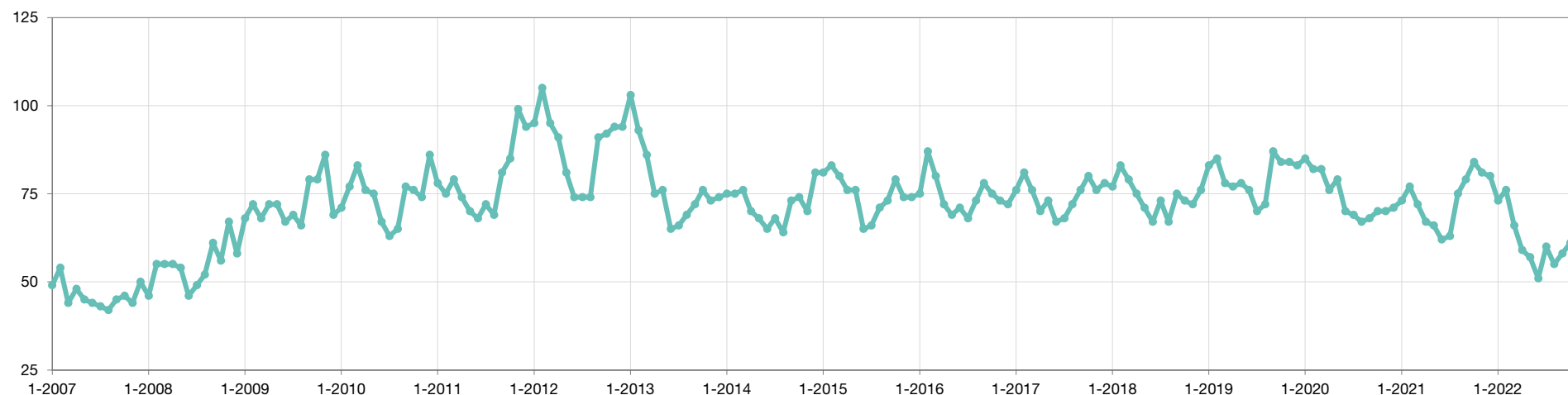


Year To Date



Month	Prior Year	Current Year	+ / -
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%
November 2022	81	57	-29.6%
12-Month Avg	73	63	-12.9%

Historical Housing Affordability Index



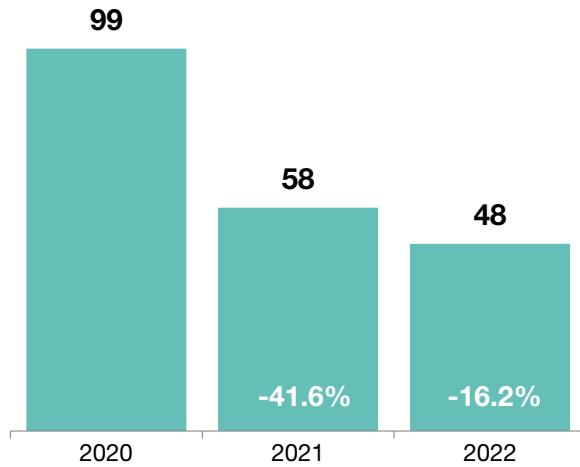
Market Time

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

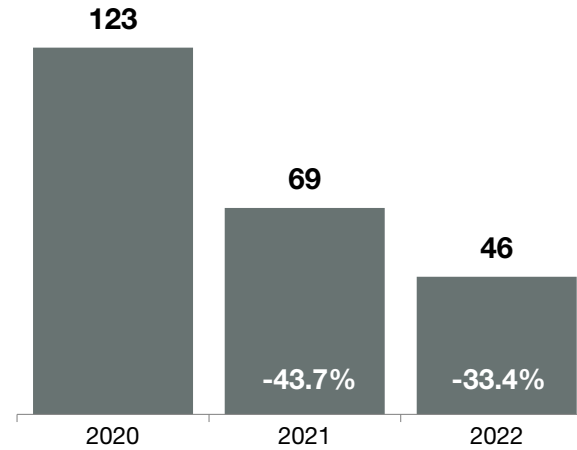
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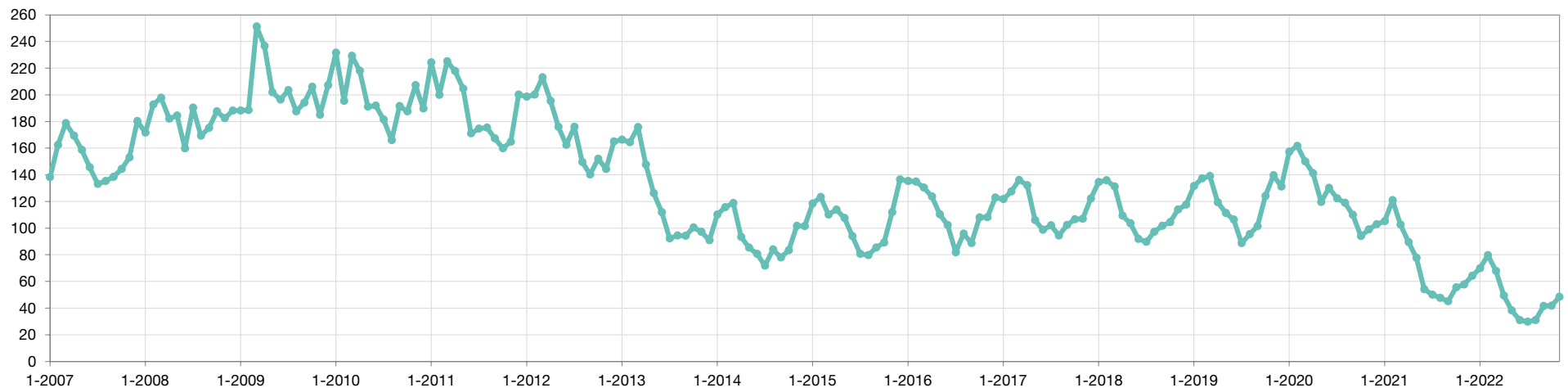


Year To Date



Month	Prior Year	Current Year	+ / -
December 2021	103	64	-37.7%
January 2022	105	70	-33.6%
February 2022	121	80	-34.1%
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	-24.6%
November 2022	58	48	-16.2%
12-Month Avg	71	48	-33.4%

Historical Market Times

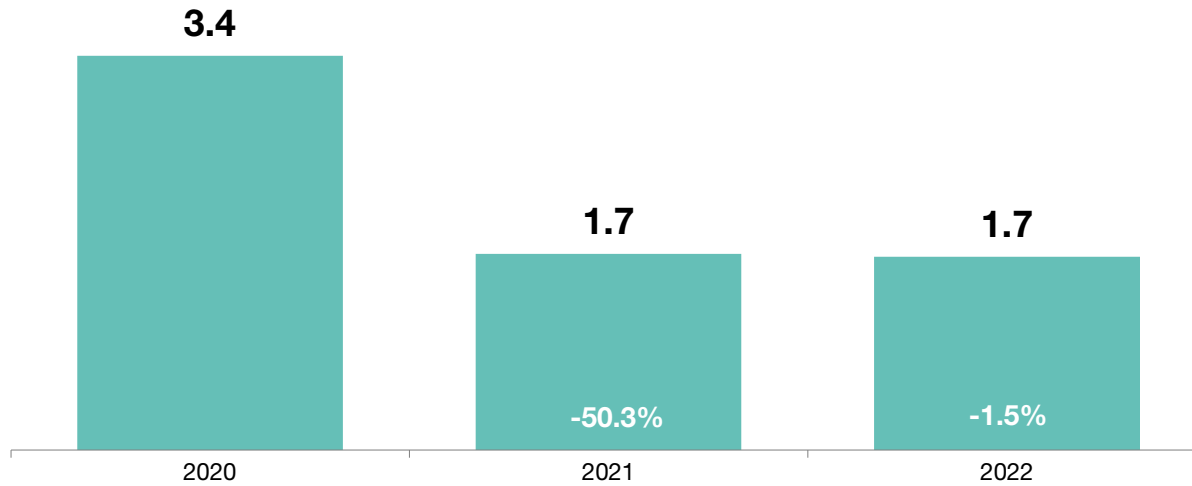


Months Supply of Inventory

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.

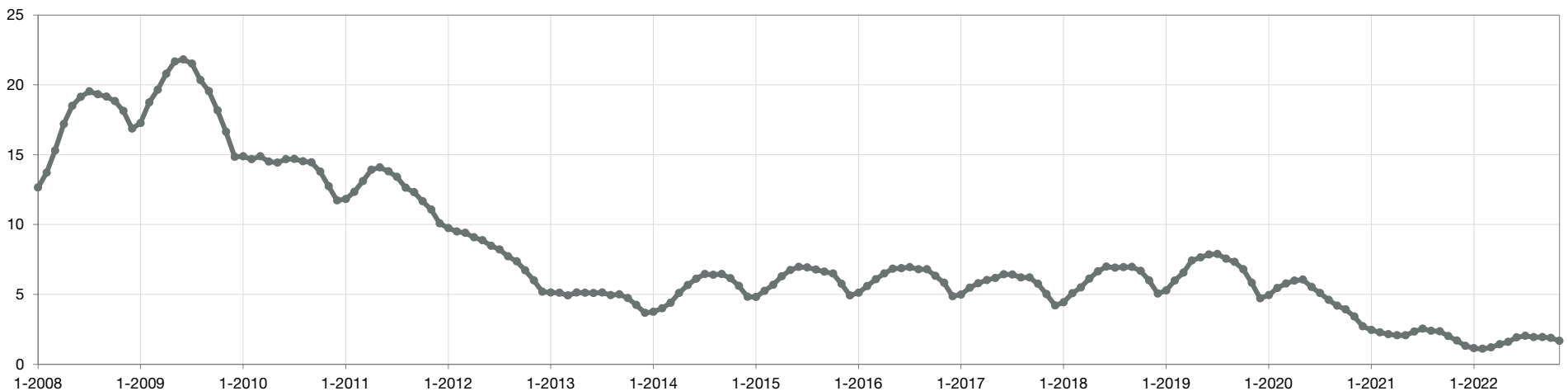


November



Month	Prior Year	Current Year	+ / -
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	-43.8%
April 2022	2.1	1.4	-31.1%
May 2022	2.1	1.6	-22.6%
June 2022	2.3	1.9	-17.3%
July 2022	2.5	2.0	-20.2%
August 2022	2.4	1.9	-19.2%
September 2022	2.3	1.9	-17.2%
October 2022	2.0	1.9	-6.3%
November 2022	1.7	1.7	-1.5%
12-Month Avg	2.3	1.6	-29.0%

Historical Months Supply of Inventory



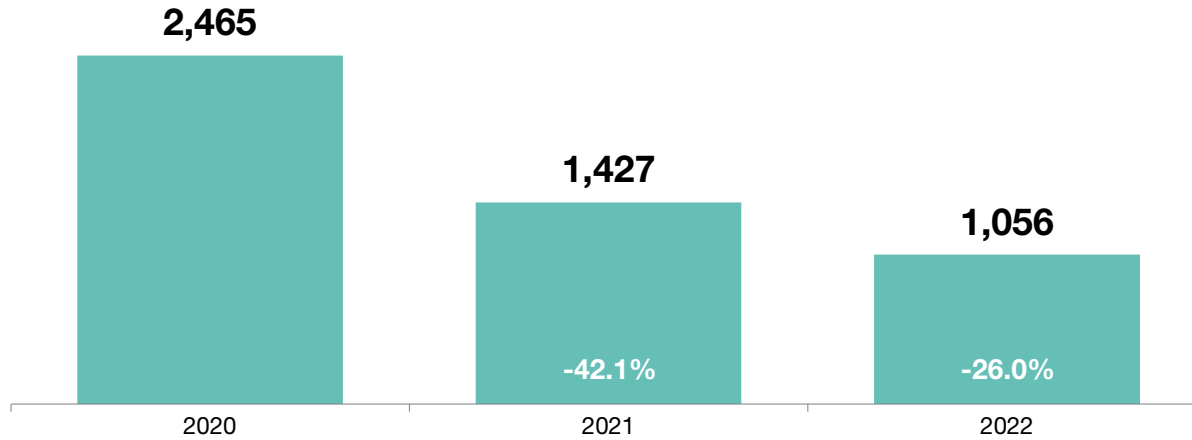
Inventory of Homes for Sale

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

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Month	Prior Year	Current Year	+ / -
December 2021	1,986	1,100	-44.6%
January 2022	1,831	956	-47.8%
February 2022	1,732	903	-47.9%
March 2022	1,727	966	-44.1%
April 2022	1,793	1,103	-38.5%
May 2022	1,858	1,218	-34.4%
June 2022	2,064	1,417	-31.3%
July 2022	2,209	1,462	-33.8%
August 2022	2,034	1,347	-33.8%
September 2022	1,966	1,318	-33.0%
October 2022	1,688	1,233	-27.0%
November 2022	1,427	1,056	-26.0%
12-Month Avg	1,860	1,173	-36.8%

Historical Inventory of Homes for Sale

