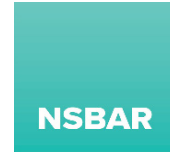


Monthly Indicators



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

June 2023

Temperatures are heating up, yet the U.S. housing market remains cooler than usual for this time of year due to a combination of low inventory and higher borrowing costs, which have restricted market activity going into the summer homebuying season. According to the latest data from the National Association of REALTORS® (NAR), national existing-home sales climbed 0.2% from the previous month but were down 20.4% compared to the same time last year, as fluctuating mortgage rates and a near all-time low level of inventory continue to influence home sales.

New Listings in the North Shore-Barrington region decreased 30.9 percent to 894. Listings Under Contract were down 11.9 percent to 622. Inventory levels fell 34.8 percent to 939 units.

Prices were fairly stable. The Median Sales Price increased 0.8 percent to \$615,000. Market Times were up 23.6 percent to 38 days. Sellers were encouraged as Months Supply of Inventory was down 7.6 percent to 1.8 months.

Nationwide, total housing inventory increased 3.8% from the previous month, for a 3-month's supply at the current sales pace. The shortage of homes for sale has kept prices high for remaining buyers, with a national median sales price of \$396,100 as of last measure, a 3.1% decline from the same time last year and the largest annual decrease since December 2011, according to NAR. As demand continues to outpace supply, properties are selling quickly, with the majority of homes listed for sale on the market for less than a month.

Quick Facts

- 20.2% **+ 0.8%** **- 34.8%**

Change in
Closed Sales

Change in
Median Sales Price

Change in
Inventory

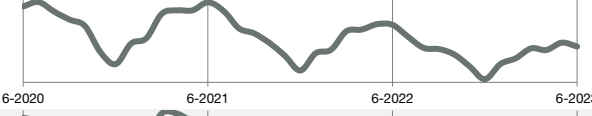


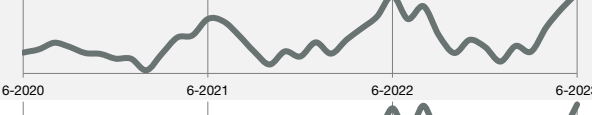







Market Overview	2
New Listings	3
Closed Sales	4
Under Contract	5
Median Sales Price	6
Average Sales Price	7
Average List Price	8
Percent of Original List Price Received	9
Housing Affordability Index	10
Market Time	11
Months Supply of Inventory	12
Inventory of Homes for Sale	13

Market Overview

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

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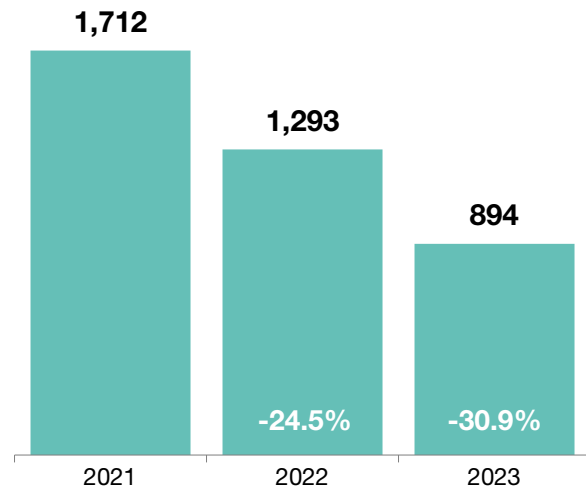
Key Metrics	Historical Sparklines	6-2022	6-2023	+ / -	YTD 2022	YTD 2023	+ / -
New Listings		1,293	894	- 30.9%	6,580	4,778	- 27.4%
Closed Sales		959	765	- 20.2%	4,333	3,011	- 30.5%
Under Contract (Contingent and Pending)		706	622	- 11.9%	4,678	3,462	- 26.0%
Median Sales Price		\$610,000	\$615,000	+ 0.8%	\$545,000	\$540,000	- 0.9%
Average Sales Price		\$805,578	\$817,735	+ 1.5%	\$717,540	\$724,870	+ 1.0%
Average List Price		\$834,956	\$848,003	+ 1.6%	\$818,002	\$863,951	+ 5.6%
Percent of Original List Price Received		101.0%	99.7%	- 1.3%	99.2%	98.4%	- 0.8%
Housing Affordability Index		51	49	- 3.9%	57	55	- 3.5%
Market Time		31	38	+ 23.6%	52	50	- 4.8%
Months Supply of Homes for Sale		2.0	1.8	- 7.6%	--	--	--
Inventory of Homes for Sale		1,440	939	- 34.8%	--	--	--

New Listings

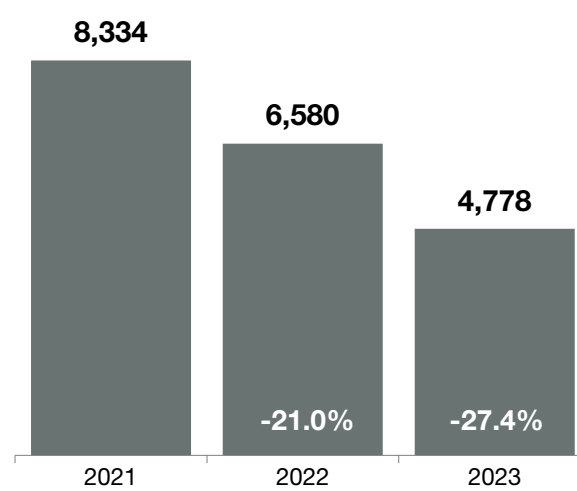
A count of the properties that have been newly listed on the market in a given month.



June

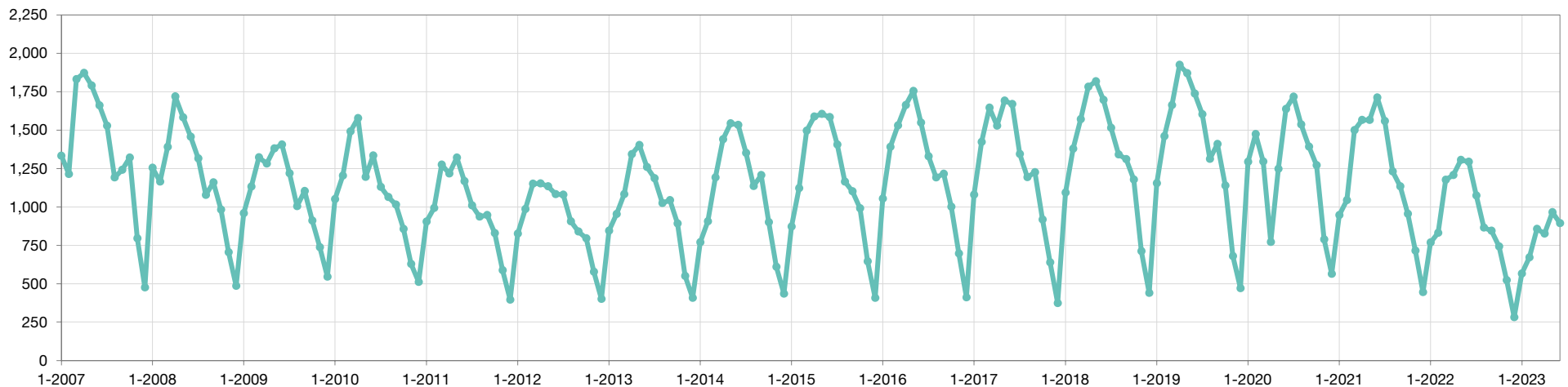


Year To Date



Month	Prior Year	Current Year	+ / -
July 2022	1,559	1,074	-31.1%
August 2022	1,230	865	-29.7%
September 2022	1,134	844	-25.6%
October 2022	955	743	-22.2%
November 2022	716	523	-27.0%
December 2022	445	282	-36.6%
January 2023	768	566	-26.3%
February 2023	831	671	-19.3%
March 2023	1,176	857	-27.1%
April 2023	1,206	825	-31.6%
May 2023	1,306	965	-26.1%
June 2023	1,293	894	-30.9%
12-Month Avg	1,052	759	-27.8%

Historical New Listing Activity



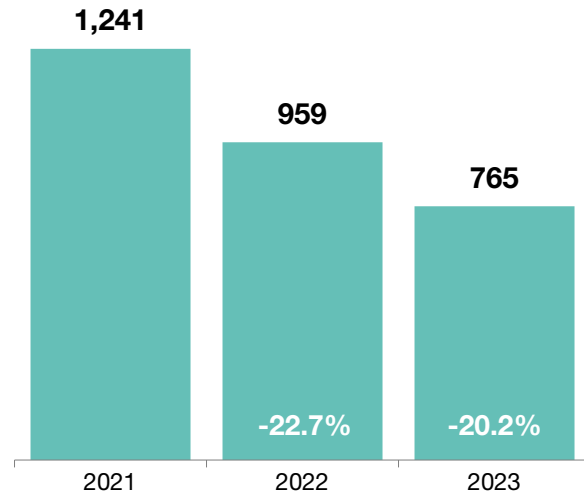
Closed Sales

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

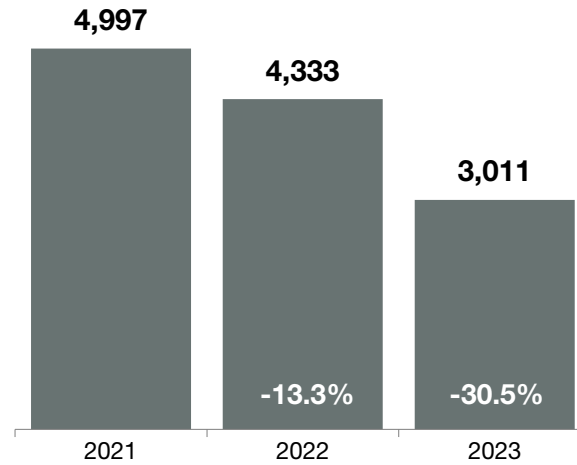
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June

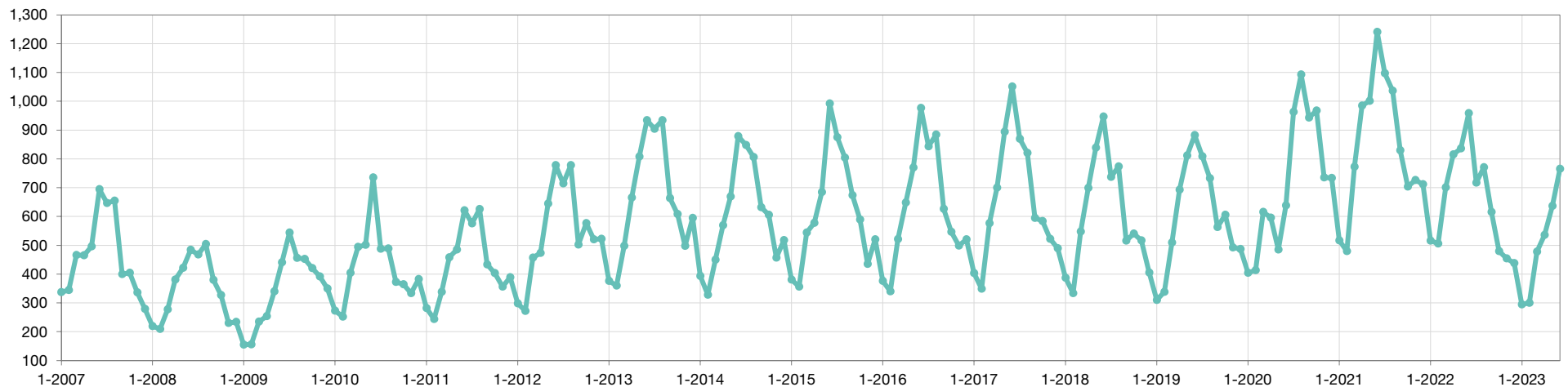


Year To Date



Month	Prior Year	Current Year	+ / -
July 2022	1,097	717	-34.6%
August 2022	1,037	771	-25.7%
September 2022	830	616	-25.8%
October 2022	704	480	-31.8%
November 2022	726	454	-37.5%
December 2022	712	438	-38.5%
January 2023	516	295	-42.8%
February 2023	506	300	-40.7%
March 2023	701	478	-31.8%
April 2023	815	536	-34.2%
May 2023	836	637	-23.8%
June 2023	959	765	-20.2%
12-Month Avg	787	541	-32.3%

Historical Closed Sales Activity



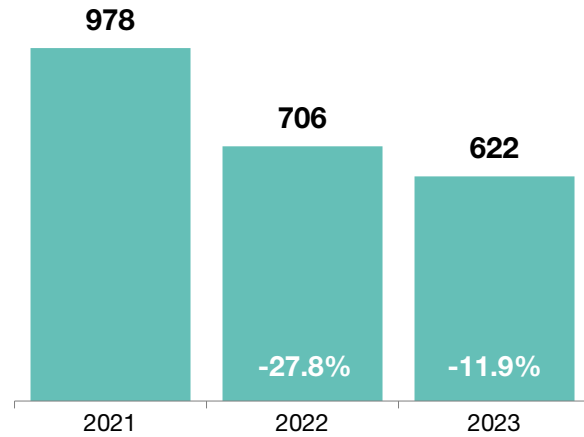
Under Contract

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

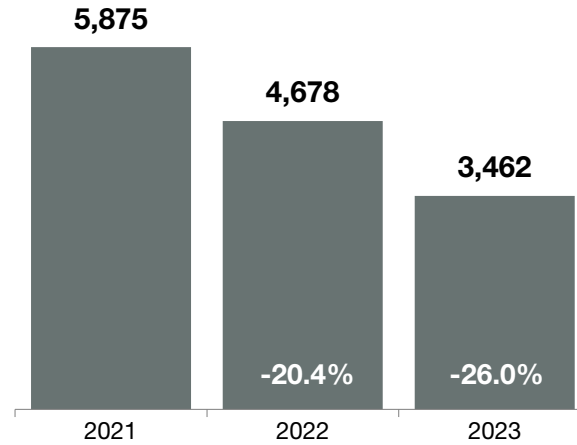
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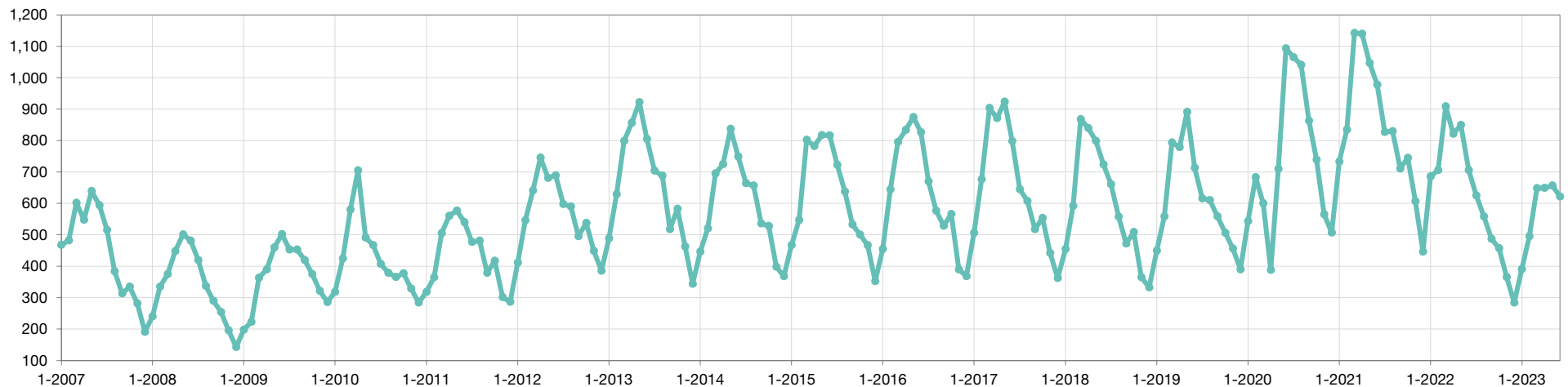


Year To Date



Month	Prior Year	Current Year	+ / -
July 2022	827	625	-24.4%
August 2022	830	559	-32.7%
September 2022	711	487	-31.5%
October 2022	745	457	-38.7%
November 2022	607	366	-39.7%
December 2022	446	284	-36.3%
January 2023	686	391	-43.0%
February 2023	706	495	-29.9%
March 2023	909	648	-28.7%
April 2023	821	649	-21.0%
May 2023	850	657	-22.7%
June 2023	706	622	-11.9%
12-Month Avg	737	520	-29.4%

Historical Under Contract Activity



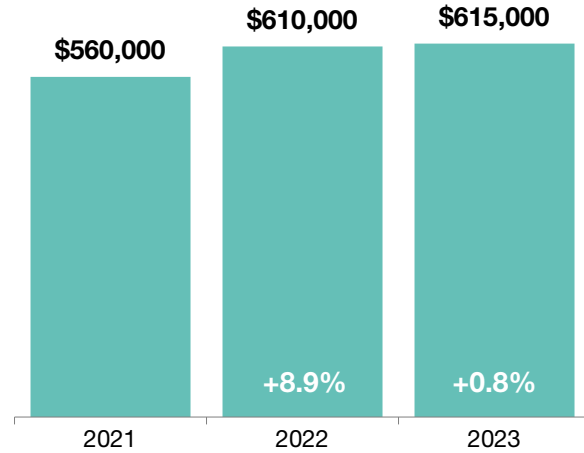
Median Sales Price

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

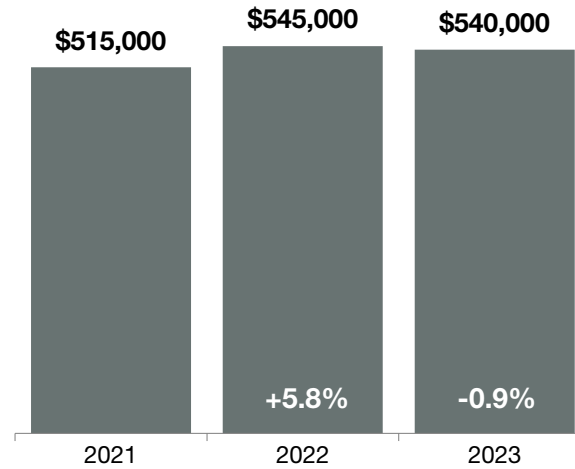
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June

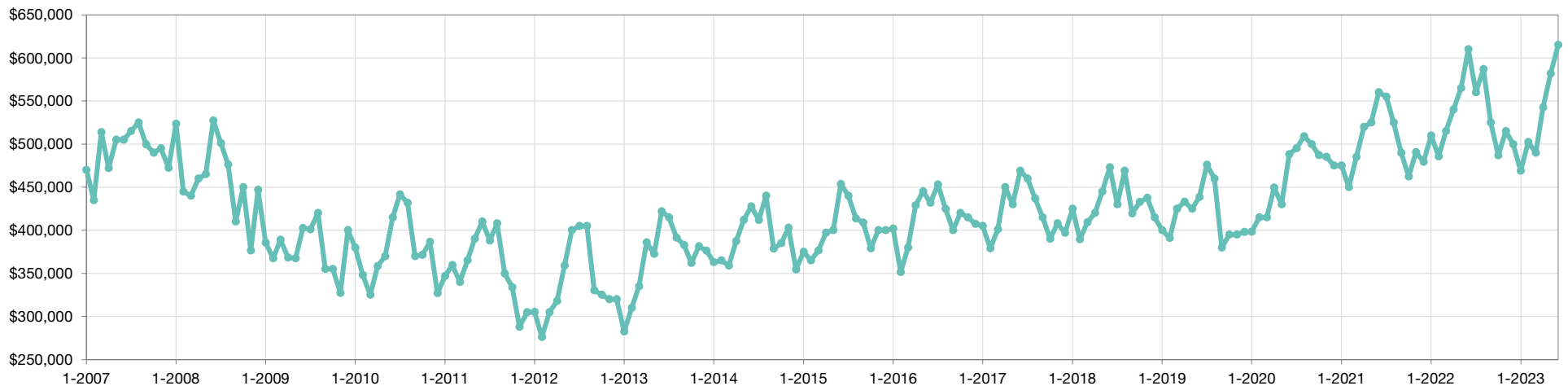


Year To Date



Month	Prior Year	Current Year	+ / -
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	\$487,000	+5.3%
November 2022	\$490,434	\$515,000	+5.0%
December 2022	\$479,500	\$500,000	+4.3%
January 2023	\$510,000	\$469,000	-8.0%
February 2023	\$485,565	\$502,250	+3.4%
March 2023	\$515,000	\$490,000	-4.9%
April 2023	\$540,000	\$542,500	+0.5%
May 2023	\$565,000	\$582,000	+3.0%
June 2023	\$610,000	\$615,000	+0.8%
12-Month Med	\$525,000	\$537,500	+2.4%

Historical Median Sales Price



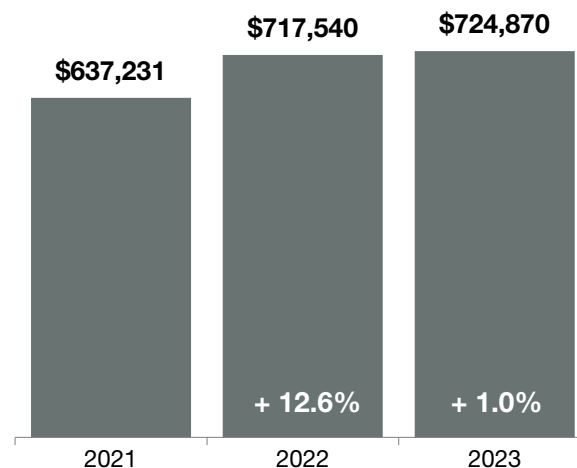
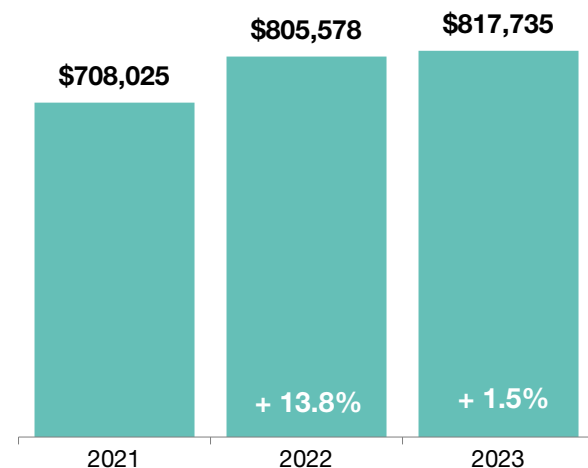
Average Sales Price

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



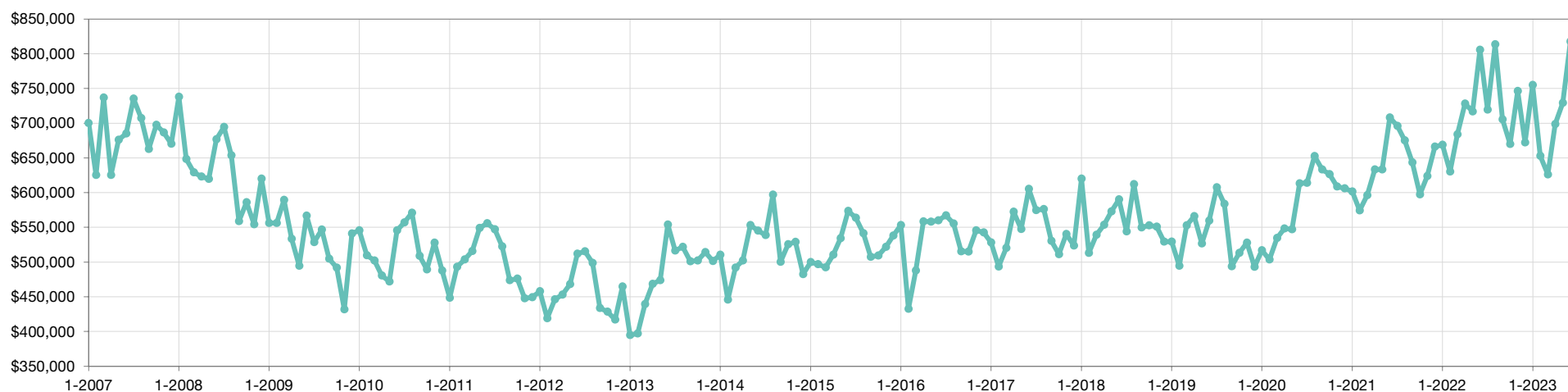
June

Year To Date



Month	Prior Year	Current Year	+ / -
July 2022	\$696,133	\$719,412	+3.3%
August 2022	\$675,077	\$813,709	+20.5%
September 2022	\$643,391	\$705,358	+9.6%
October 2022	\$597,461	\$670,101	+12.2%
November 2022	\$623,762	\$746,391	+19.7%
December 2022	\$666,290	\$672,226	+0.9%
January 2023	\$668,989	\$754,974	+12.9%
February 2023	\$630,209	\$652,837	+3.6%
March 2023	\$683,973	\$626,009	-8.5%
April 2023	\$728,333	\$698,858	-4.0%
May 2023	\$717,001	\$729,399	+1.7%
June 2023	\$805,578	\$817,735	+1.5%
12-Month Avg	\$683,832	\$726,872	+6.3%

Historical Average Sales Price



Average List Price

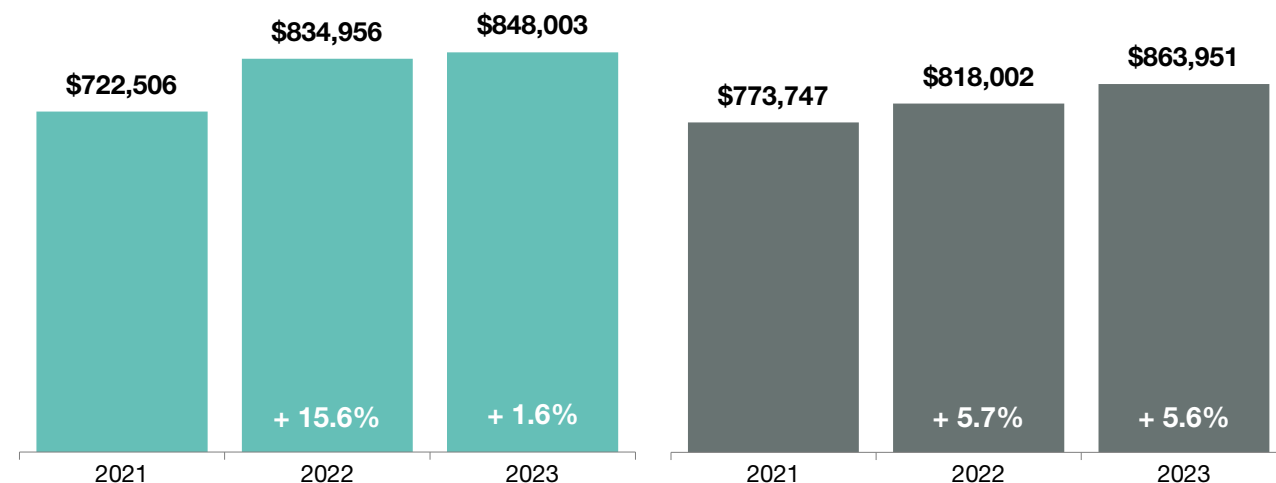
Average list price for all new listings in a given month.

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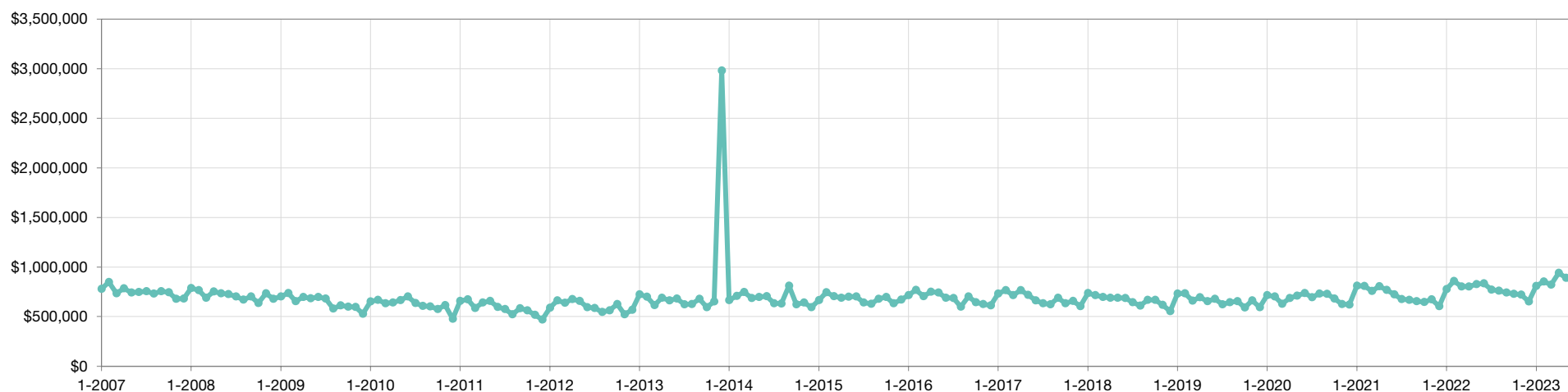
June

Year To Date



Month	Prior Year	Current Year	+ / -
July 2022	\$677,192	\$772,418	+14.1%
August 2022	\$668,403	\$761,143	+13.9%
September 2022	\$654,178	\$740,771	+13.2%
October 2022	\$648,108	\$730,011	+12.6%
November 2022	\$673,249	\$720,606	+7.0%
December 2022	\$605,302	\$651,379	+7.6%
January 2023	\$777,247	\$808,418	+4.0%
February 2023	\$859,641	\$852,394	-0.8%
March 2023	\$802,239	\$821,861	+2.4%
April 2023	\$802,401	\$940,751	+17.2%
May 2023	\$827,306	\$891,334	+7.7%
June 2023	\$834,956	\$848,003	+1.6%
12-Month Avg	\$742,694	\$806,265	+8.6%

Historical Average List Price



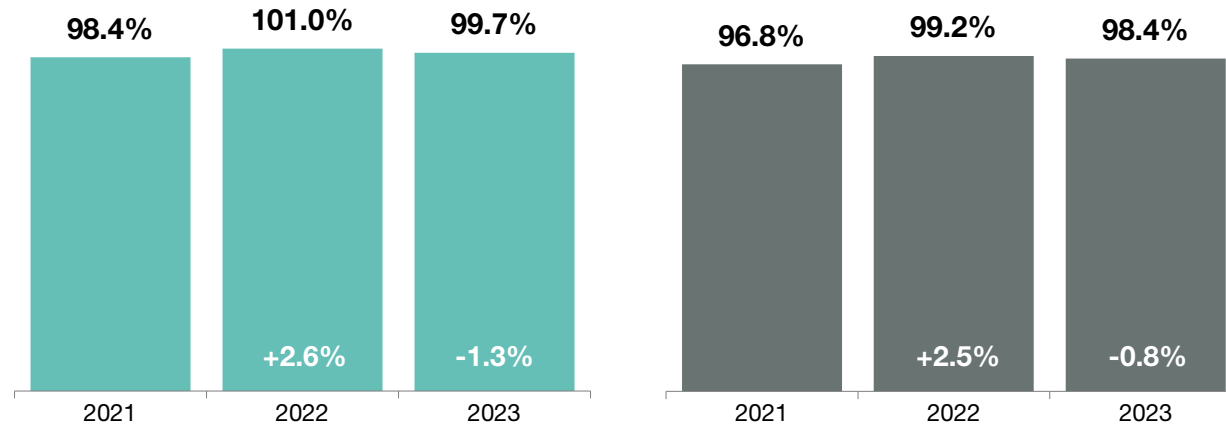
Percent of Original List Price Received

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.



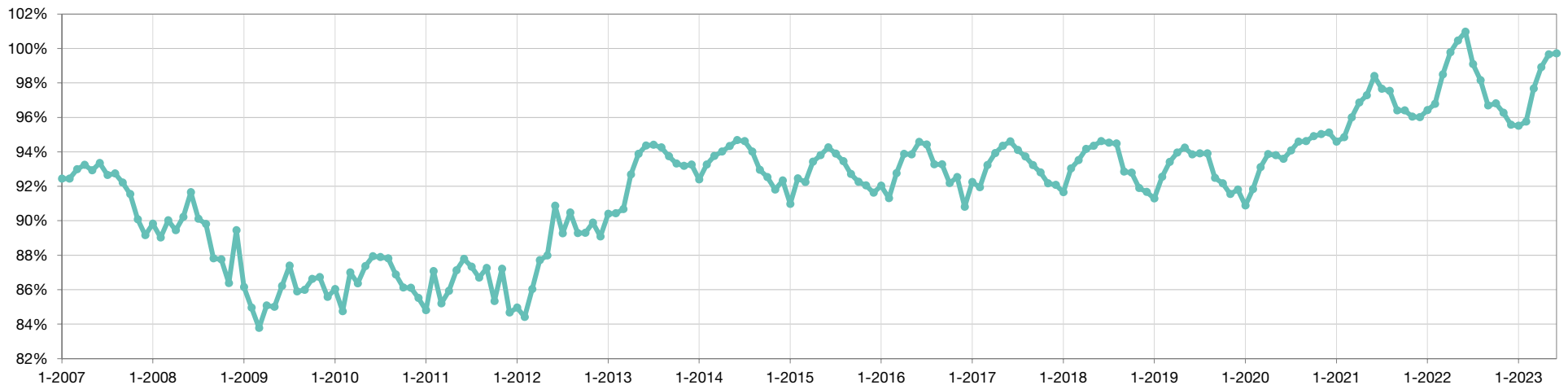
June

Year To Date



Month	Prior Year	Current Year	+ / -
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%
December 2022	96.0%	95.6%	-0.5%
January 2023	96.4%	95.5%	-0.9%
February 2023	96.8%	95.8%	-1.1%
March 2023	98.5%	97.7%	-0.8%
April 2023	99.8%	98.9%	-0.9%
May 2023	100.5%	99.7%	-0.8%
June 2023	101.0%	99.7%	-1.3%
12-Month Avg	97.9%	97.8%	-0.1%

Historical Percent of Original List Price Received



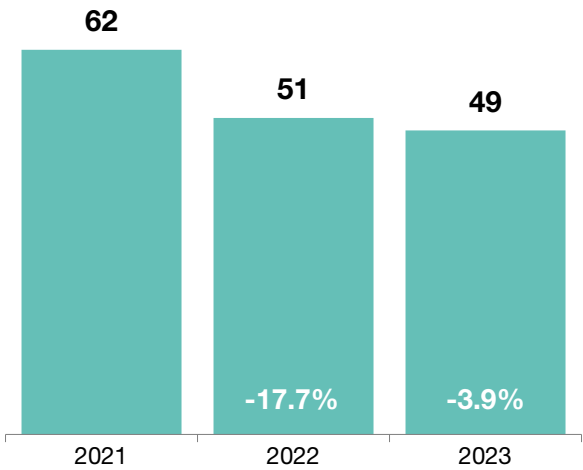
Housing Affordability Index

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.**

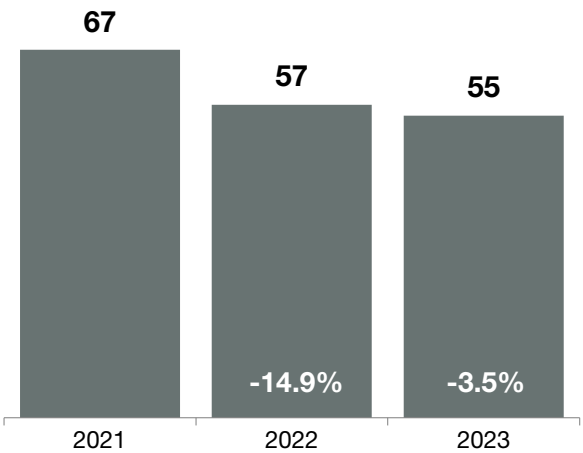
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June

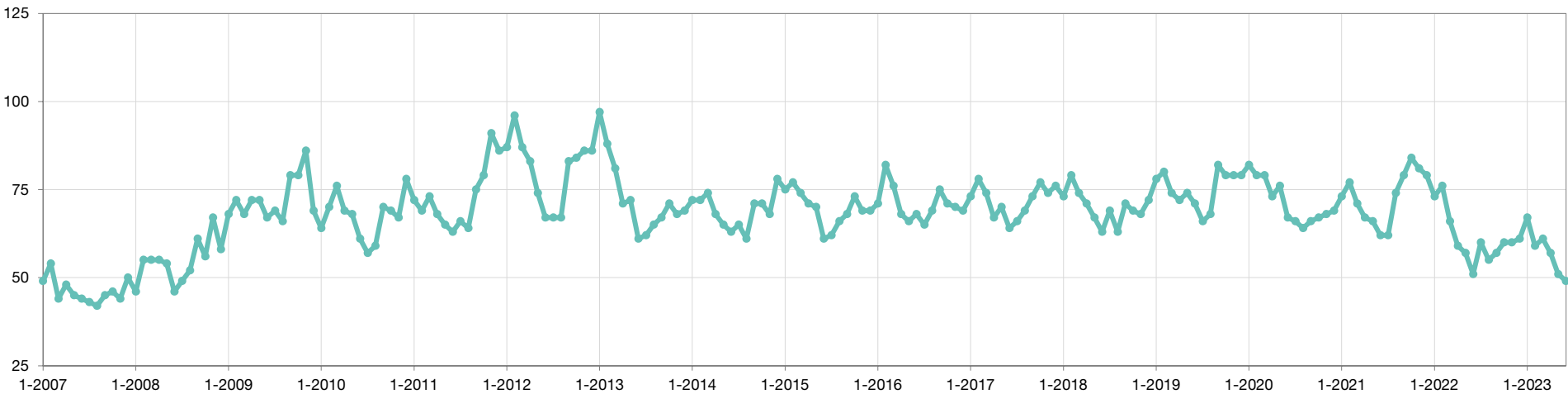


Year To Date



Month	Prior Year	Current Year	+ / -
July 2022	62	60	-3.2%
August 2022	74	55	-25.7%
September 2022	79	57	-27.8%
October 2022	84	60	-28.6%
November 2022	81	60	-25.9%
December 2022	79	61	-22.8%
January 2023	73	67	-8.2%
February 2023	76	59	-22.4%
March 2023	66	61	-7.6%
April 2023	59	57	-3.4%
May 2023	57	51	-10.5%
June 2023	51	49	-3.9%
12-Month Avg	70	58	-15.8%

Historical Housing Affordability Index



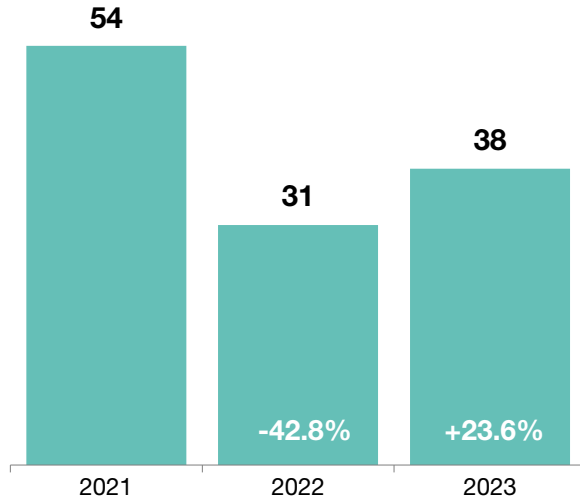
Market Time

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

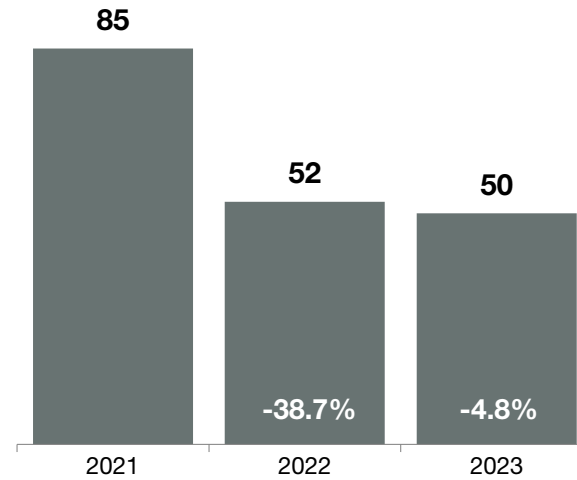
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June

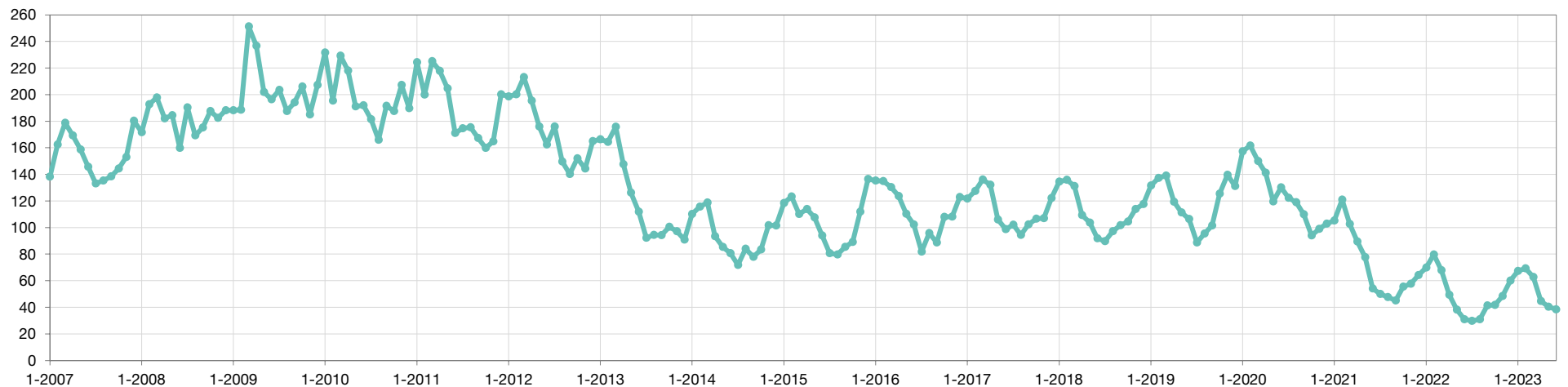


Year To Date



Month	Prior Year	Current Year	+ / -
July 2022	50	30	-40.4%
August 2022	48	31	-35.3%
September 2022	45	41	-8.2%
October 2022	55	42	-24.7%
November 2022	58	48	-16.2%
December 2022	64	60	-6.4%
January 2023	70	67	-3.8%
February 2023	80	69	-13.1%
March 2023	68	63	-7.6%
April 2023	49	45	-9.6%
May 2023	38	40	+5.4%
June 2023	31	38	+23.6%
12-Month Avg	52	44	-15.1%

Historical Market Times



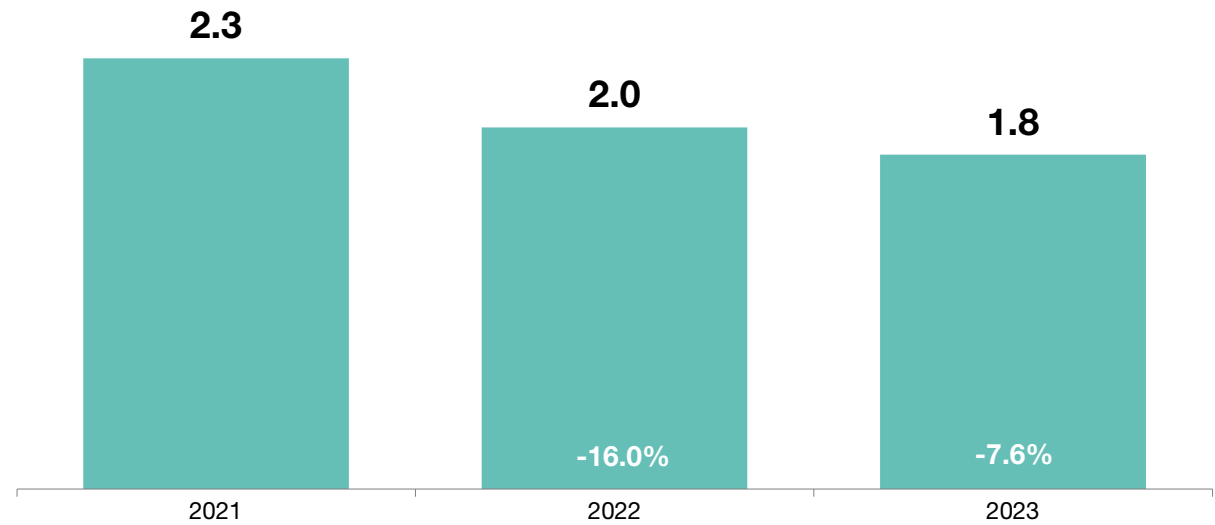
Months Supply of Inventory

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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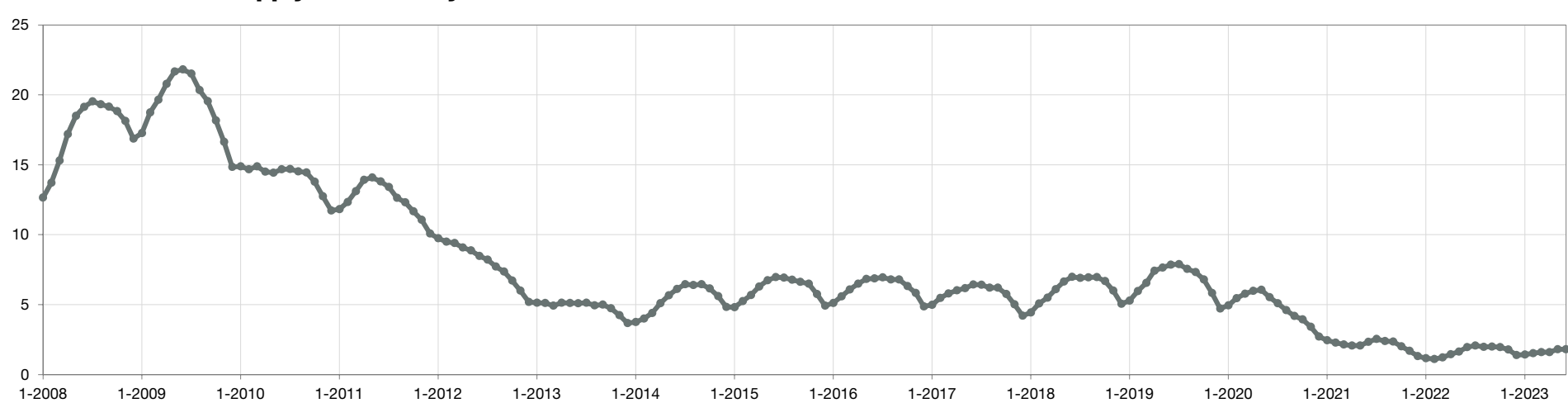
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June



Month	Prior Year	Current Year	+ / -
July 2022	2.5	2.1	-18.9%
August 2022	2.4	2.0	-17.5%
September 2022	2.4	2.0	-14.8%
October 2022	2.0	2.0	-2.7%
November 2022	1.7	1.8	+4.9%
December 2022	1.3	1.4	+5.2%
January 2023	1.2	1.4	+23.4%
February 2023	1.1	1.5	+36.8%
March 2023	1.2	1.6	+30.3%
April 2023	1.4	1.6	+11.3%
May 2023	1.6	1.8	+10.0%
June 2023	2.0	1.8	-7.6%
12-Month Avg	1.7	1.7	+0.4%

Historical Months Supply of Inventory



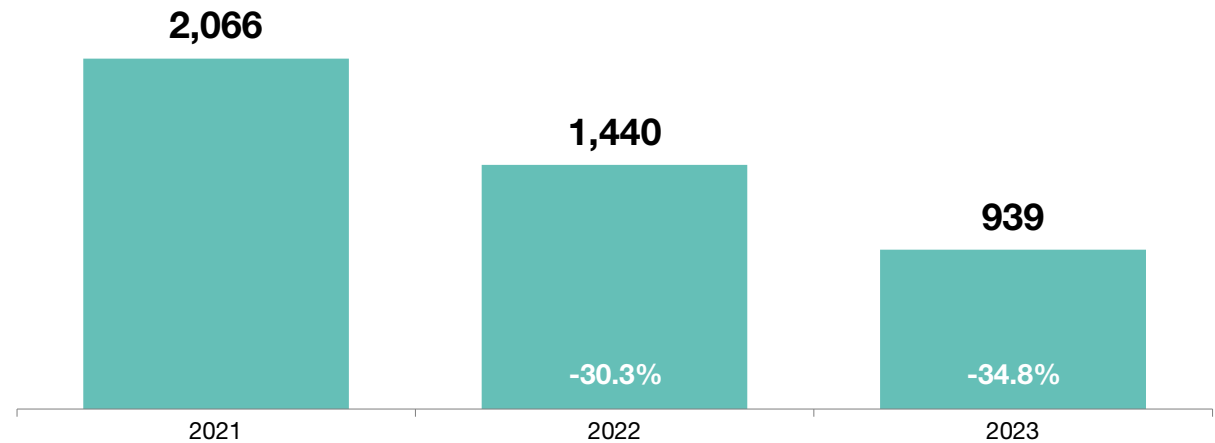
Inventory of Homes for Sale

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

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June



Month	Prior Year	Current Year	+ / -
July 2022	2,211	1,488	-32.7%
August 2022	2,036	1,378	-32.3%
September 2022	1,969	1,359	-31.0%
October 2022	1,691	1,286	-24.0%
November 2022	1,430	1,131	-20.9%
December 2022	1,106	864	-21.9%
January 2023	967	855	-11.6%
February 2023	914	881	-3.6%
March 2023	978	885	-9.5%
April 2023	1,118	871	-22.1%
May 2023	1,240	946	-23.7%
June 2023	1,440	939	-34.8%
12-Month Avg	1,425	1,074	-22.3%

Historical Inventory of Homes for Sale

