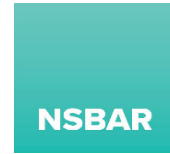


Monthly Indicators



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 2020

November saw the Dow Jones Industrial Average top 30,000 for the first time, while mortgage rates reached new record lows again. These new records have provided encouragement for buyers to move forward on home purchases, which continued to remain strong overall for the month.

New Listings in the North Shore-Barrington region increased 9.1 percent to 740. Listings Under Contract were up 22.7 percent to 556. Inventory levels fell 34.9 percent to 2,299 units.

Prices continued to gain traction. The Median Sales Price increased 22.8 percent to \$485,000. Market Times were down 28.8 percent to 99 days. Sellers were encouraged as Months Supply of Inventory was down 45.5 percent to 3.2 months.

Showing activity remains higher than the same period a year ago across most of the country, suggesting that strong buyer demand is likely to continue into what is typically the slowest time of year. With inventory remaining constrained in most market segments, sellers continue to benefit from the tight market conditions.

Quick Facts

+ 48.2% **+ 22.8%** **- 34.9%**

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



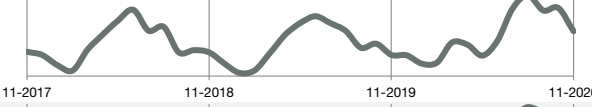

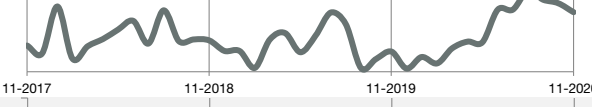








Market Overview

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

NSBAR

NORTH SHORE-BARRINGTON
ASSOCIATION OF REALTORS®

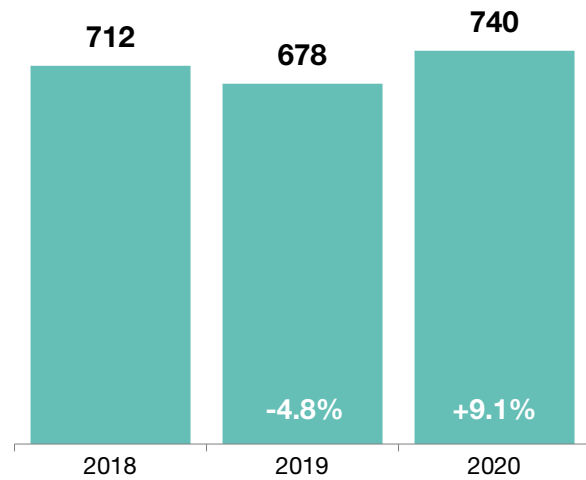
Key Metrics	Historical Sparklines	11-2019	11-2020	+ / -	YTD 2019	YTD 2020	+ / -
New Listings		678	740	+ 9.1%	15,950	14,274	- 10.5%
Closed Sales		492	729	+ 48.2%	6,747	7,841	+ 16.2%
Under Contract (Contingent and Pending)		453	556	+ 22.7%	6,933	8,294	+ 19.6%
Median Sales Price		\$395,000	\$485,000	+ 22.8%	\$425,000	\$470,000	+ 10.6%
Average Sales Price		\$527,993	\$608,420	+ 15.2%	\$547,517	\$596,586	+ 9.0%
Average List Price		\$662,649	\$615,130	- 7.2%	\$667,257	\$697,595	+ 4.5%
Percent of Original List Price Received		91.6%	95.0%	+ 3.8%	93.3%	94.0%	+ 0.7%
Housing Affordability Index		75	61	- 18.7%	69	63	- 8.7%
Market Time		140	99	- 28.8%	114	123	+ 7.9%
Months Supply of Homes for Sale		5.8	3.2	- 45.5%	--	--	--
Inventory of Homes for Sale		3,531	2,299	- 34.9%	--	--	--

New Listings

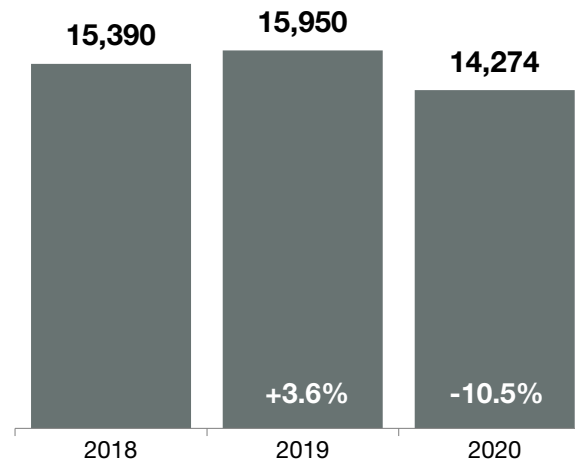
A count of the properties that have been newly listed on the market in a given month.



November

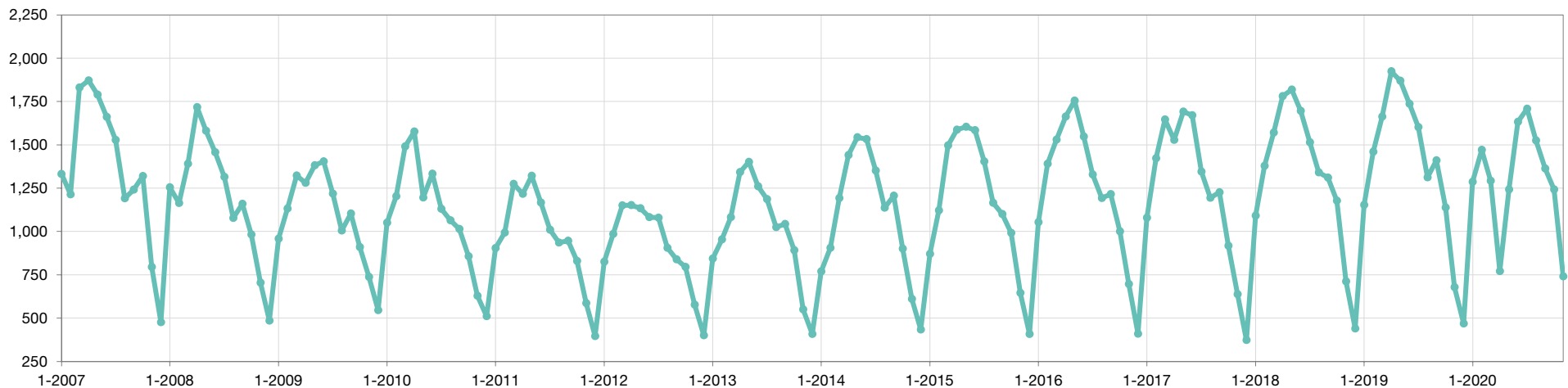


Year To Date



Month	Prior Year	Current Year	+ / -
December 2019	439	469	+6.8%
January 2020	1,154	1,286	+11.4%
February 2020	1,461	1,471	+0.7%
March 2020	1,663	1,292	-22.3%
April 2020	1,924	771	-59.9%
May 2020	1,870	1,243	-33.5%
June 2020	1,737	1,632	-6.0%
July 2020	1,603	1,708	+6.6%
August 2020	1,312	1,525	+16.2%
September 2020	1,410	1,364	-3.3%
October 2020	1,138	1,242	+9.1%
November 2020	678	740	+9.1%
12-Month Avg	1,366	1,229	-10.0%

Historical New Listing Activity

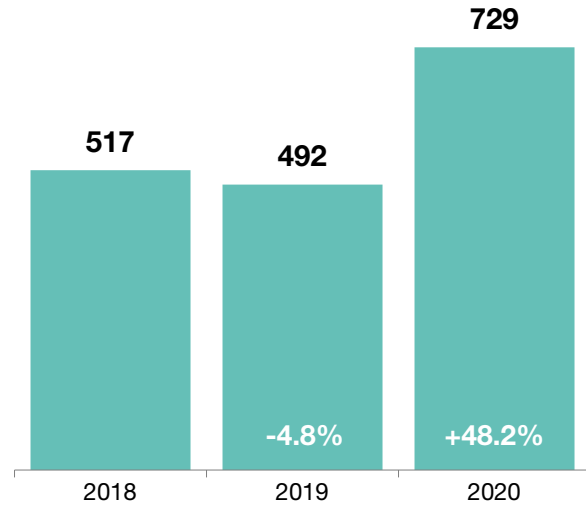


Closed Sales

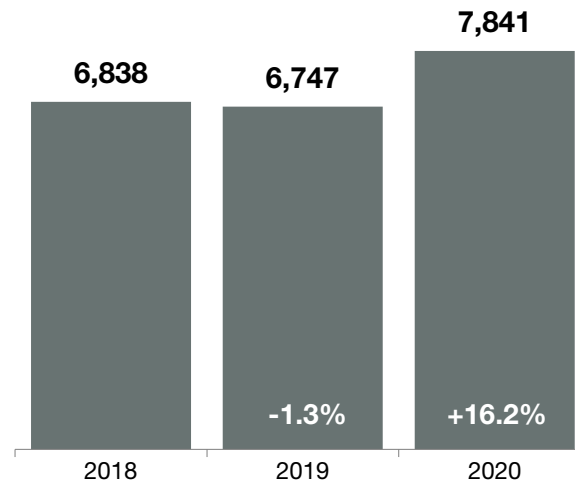
A count of the actual sales that have closed in a given month.



November

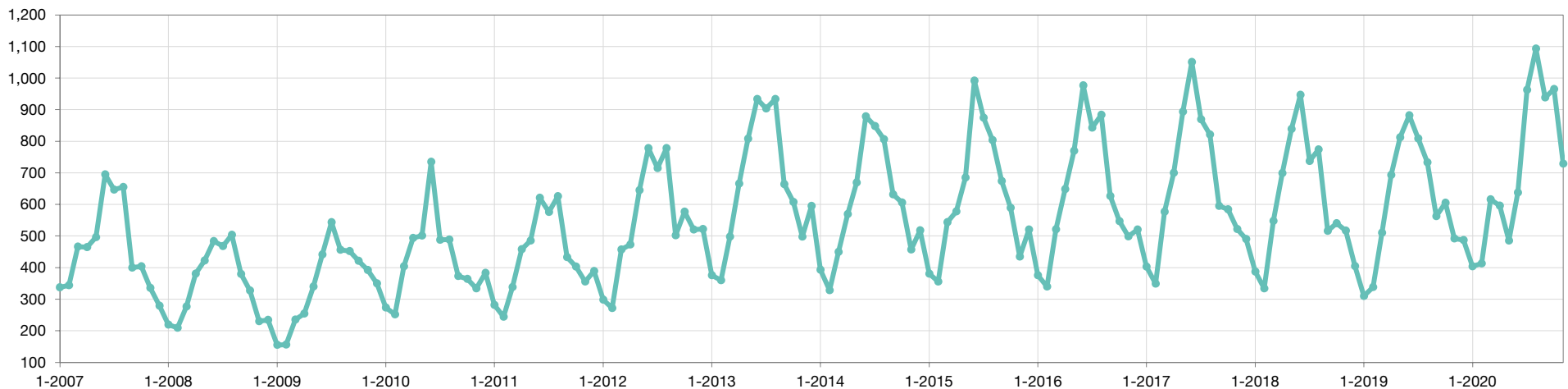


Year To Date



Month	Prior Year	Current Year	+ / -
December 2019	405	487	+20.2%
January 2020	310	404	+30.3%
February 2020	338	413	+22.2%
March 2020	510	616	+20.8%
April 2020	693	596	-14.0%
May 2020	812	485	-40.3%
June 2020	882	638	-27.7%
July 2020	809	963	+19.0%
August 2020	733	1,093	+49.1%
September 2020	563	939	+66.8%
October 2020	605	965	+59.5%
November 2020	492	729	+48.2%
12-Month Avg	596	694	+21.2%

Historical Closed Sales Activity

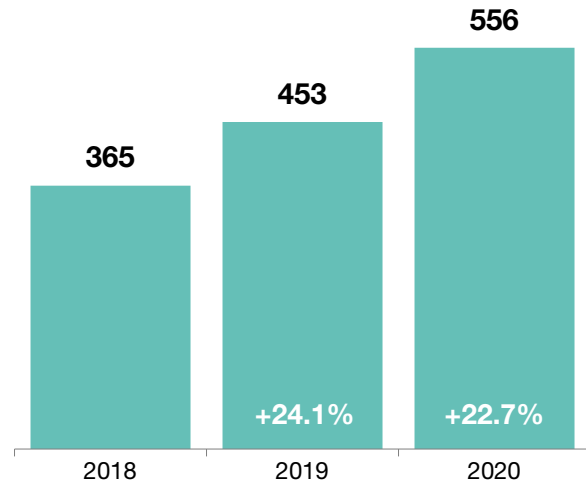


Under Contract

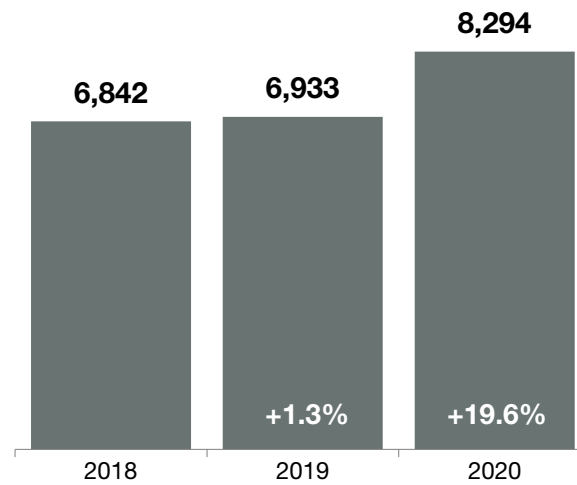
A count of the properties in either a contingent or pending status in a given month.



November

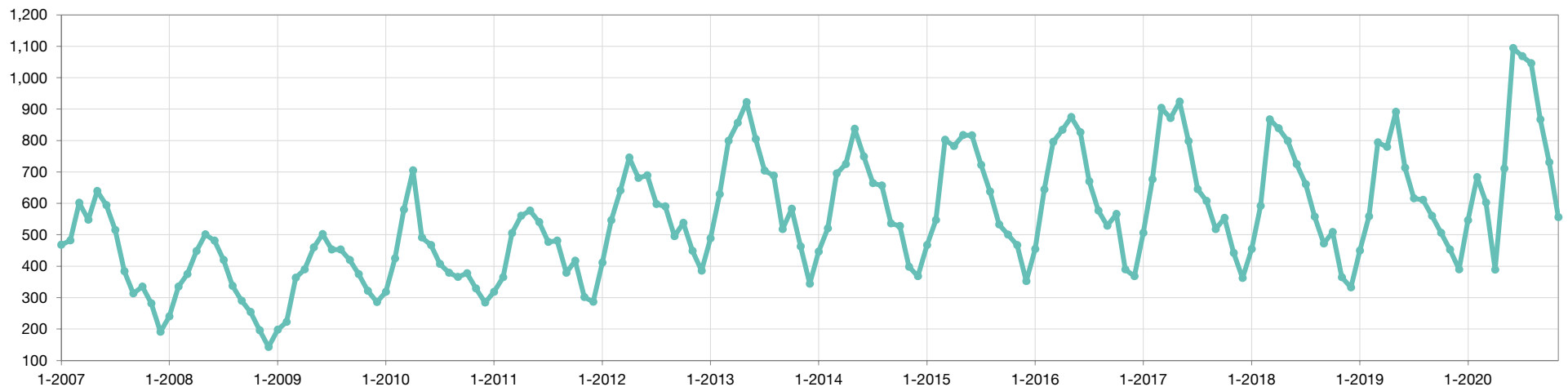


Year To Date



Month	Prior Year	Current Year	+ / -
December 2019	332	390	+17.5%
January 2020	450	546	+21.3%
February 2020	559	683	+22.2%
March 2020	794	603	-24.1%
April 2020	780	389	-50.1%
May 2020	891	711	-20.2%
June 2020	713	1,094	+53.4%
July 2020	616	1,068	+73.4%
August 2020	611	1,046	+71.2%
September 2020	560	867	+54.8%
October 2020	506	731	+44.5%
November 2020	453	556	+22.7%
12-Month Avg	605	724	+19.5%

Historical Under Contract Activity

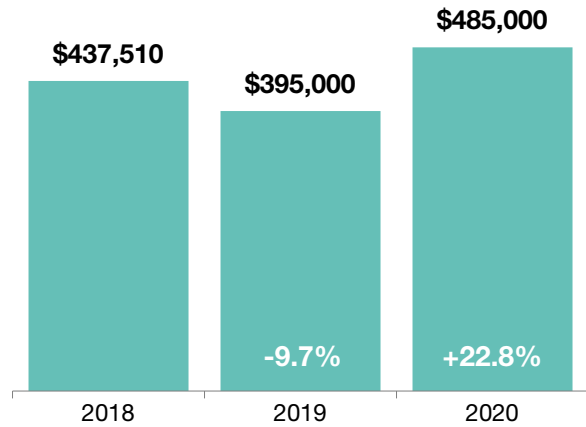


Median Sales Price

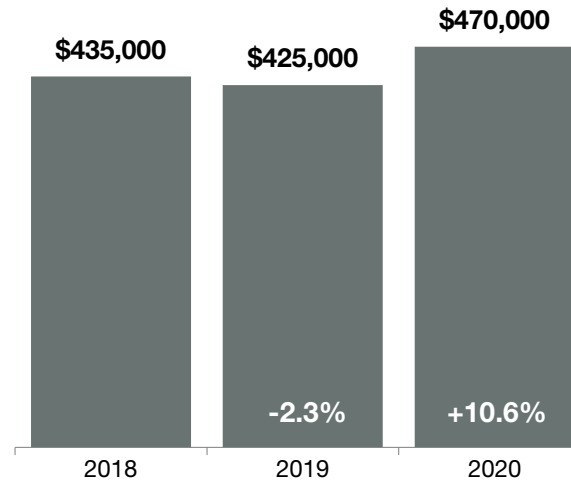
Median price point for all closed sales, not accounting for seller concessions, in a given month.



November

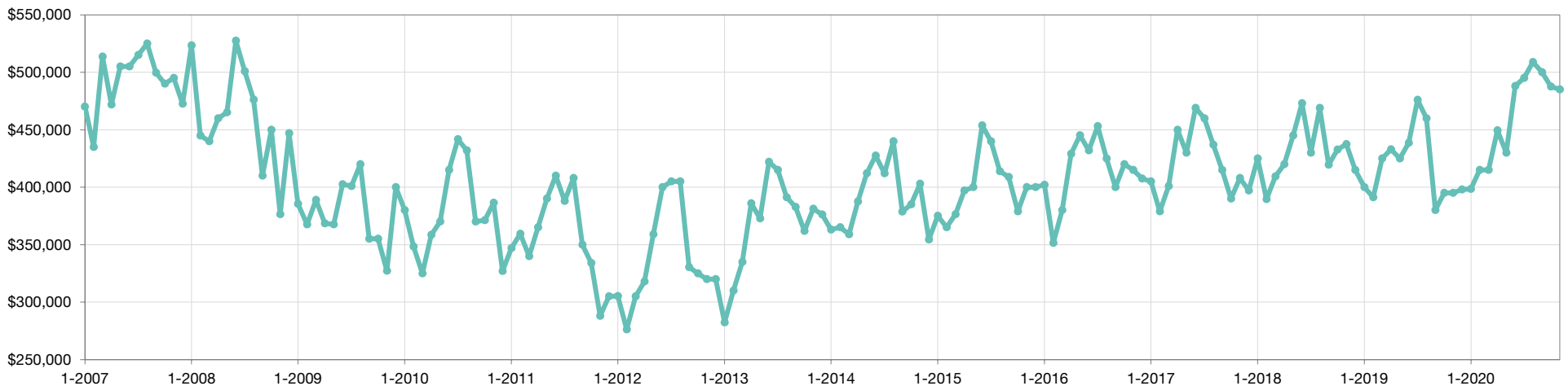


Year To Date



Month	Prior Year	Current Year	+ / -
December 2019	\$415,000	\$398,000	-4.1%
January 2020	\$400,000	\$398,400	-0.4%
February 2020	\$391,183	\$415,000	+6.1%
March 2020	\$425,000	\$415,000	-2.4%
April 2020	\$433,000	\$449,500	+3.8%
May 2020	\$425,000	\$430,000	+1.2%
June 2020	\$438,500	\$488,000	+11.3%
July 2020	\$476,000	\$495,000	+4.0%
August 2020	\$460,000	\$508,890	+10.6%
September 2020	\$380,000	\$500,000	+31.6%
October 2020	\$395,000	\$487,500	+23.4%
November 2020	\$395,000	\$485,000	+22.8%
12-Month Med	\$424,950	\$464,450	+9.3%

Historical Median Sales Price

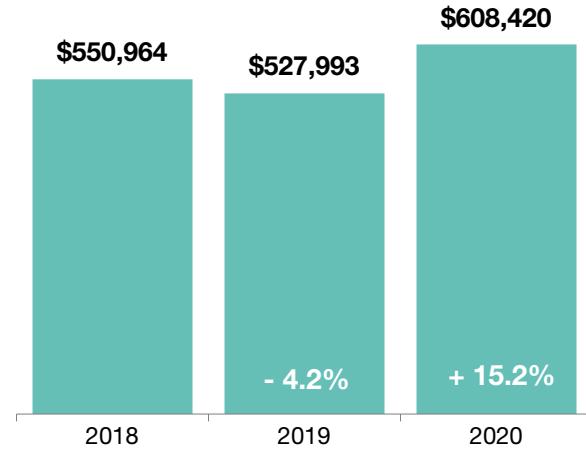


Average Sales Price

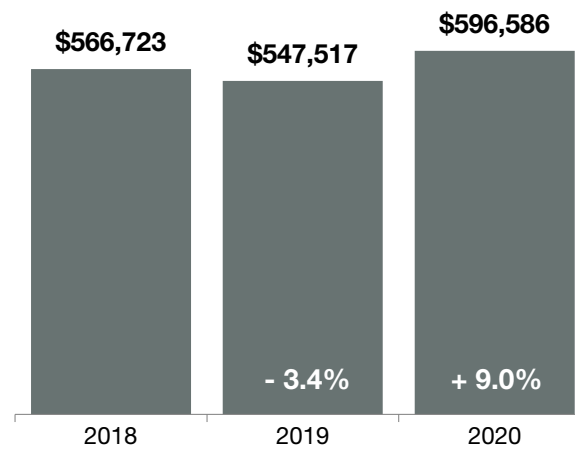
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



November

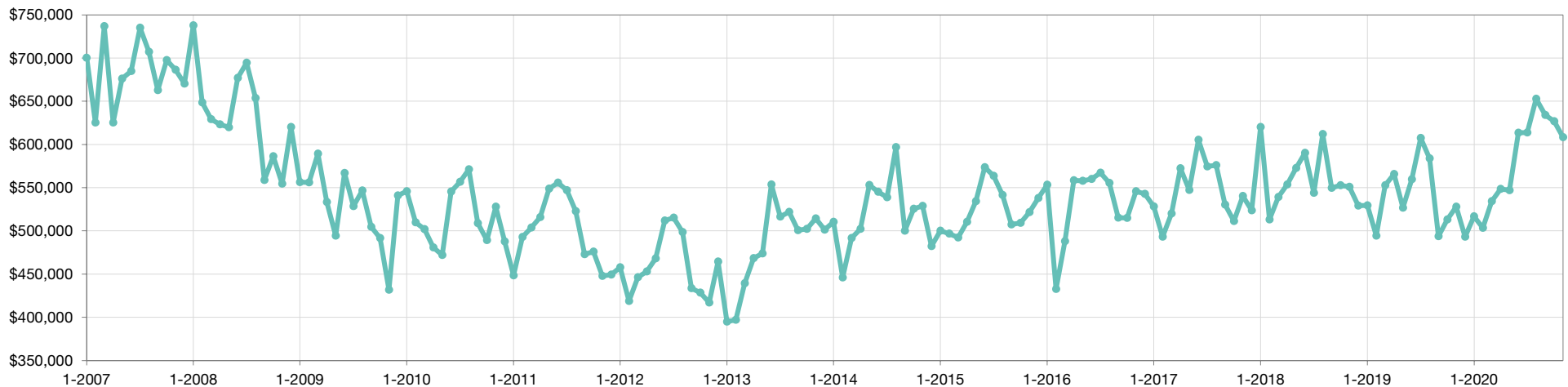


Year To Date



Month	Prior Year	Current Year	+ / -
December 2019	\$529,301	\$493,030	-6.9%
January 2020	\$529,372	\$516,823	-2.4%
February 2020	\$494,410	\$503,494	+1.8%
March 2020	\$552,779	\$534,169	-3.4%
April 2020	\$565,898	\$548,406	-3.1%
May 2020	\$526,715	\$546,984	+3.8%
June 2020	\$559,598	\$613,415	+9.6%
July 2020	\$607,446	\$613,897	+1.1%
August 2020	\$583,868	\$652,725	+11.8%
September 2020	\$493,808	\$634,174	+28.4%
October 2020	\$512,981	\$626,845	+22.2%
November 2020	\$527,993	\$608,420	+15.2%
12-Month Avg	\$546,485	\$590,530	+8.1%

Historical Average Sales Price

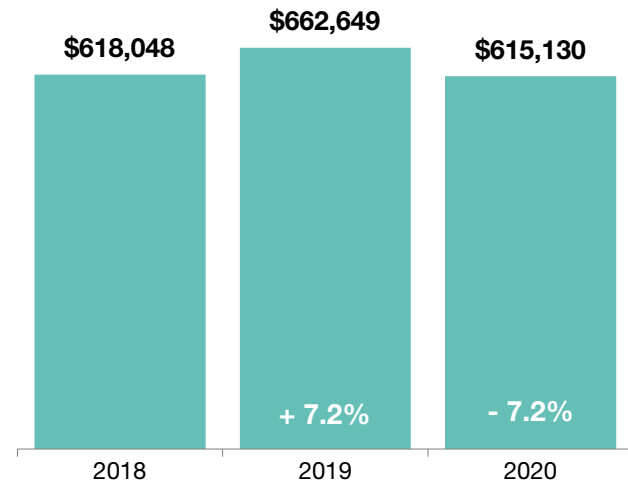


Average List Price

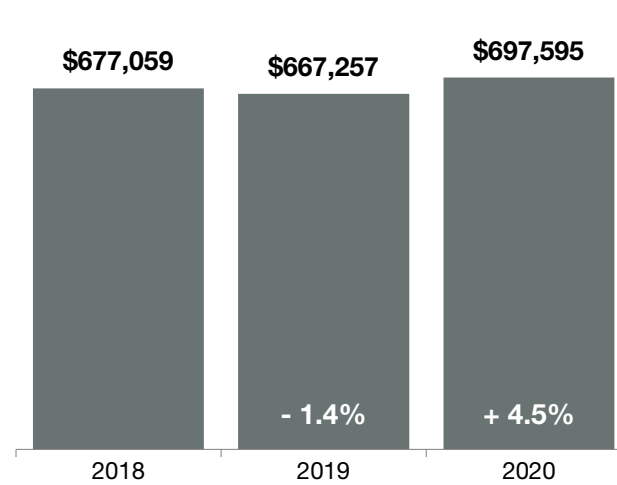
Average list price for all new listings in a given month.



November

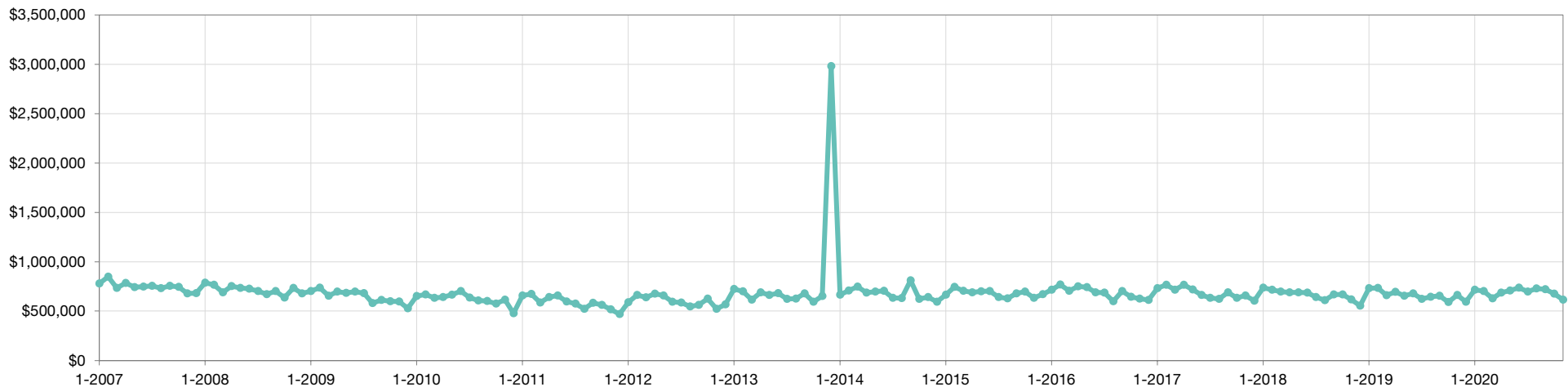


Year To Date



Month	Prior Year	Current Year	+ / -
December 2019	\$554,395	\$594,823	+7.3%
January 2020	\$731,737	\$716,084	-2.1%
February 2020	\$734,335	\$701,654	-4.5%
March 2020	\$658,802	\$629,466	-4.5%
April 2020	\$693,147	\$685,454	-1.1%
May 2020	\$655,476	\$707,721	+8.0%
June 2020	\$678,419	\$736,666	+8.6%
July 2020	\$623,760	\$696,134	+11.6%
August 2020	\$645,231	\$728,734	+12.9%
September 2020	\$654,379	\$721,986	+10.3%
October 2020	\$592,078	\$676,680	+14.3%
November 2020	\$662,649	\$615,130	-7.2%
12-Month Avg	\$664,229	\$694,371	+4.5%

Historical Average List Price



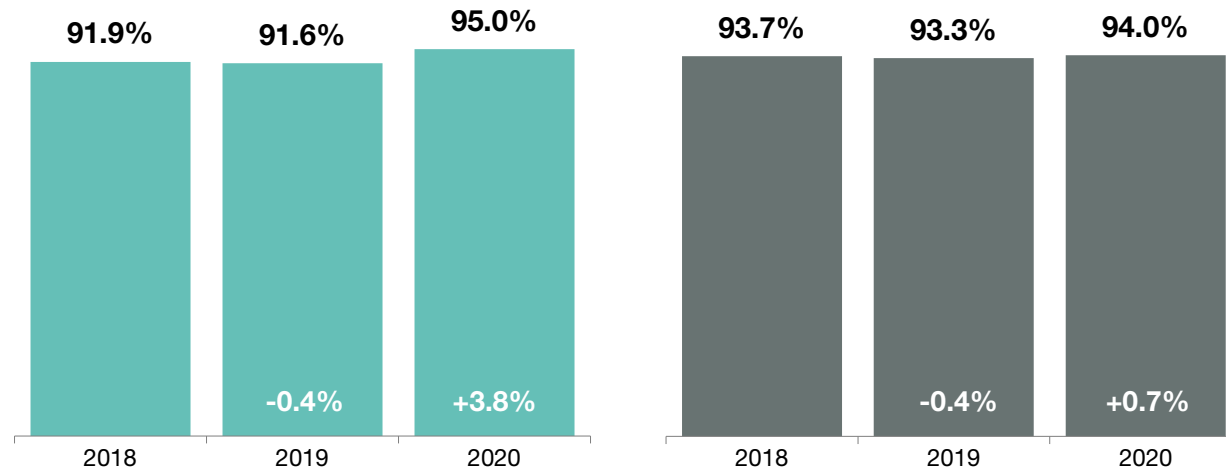
Percent of Original List Price Received



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.

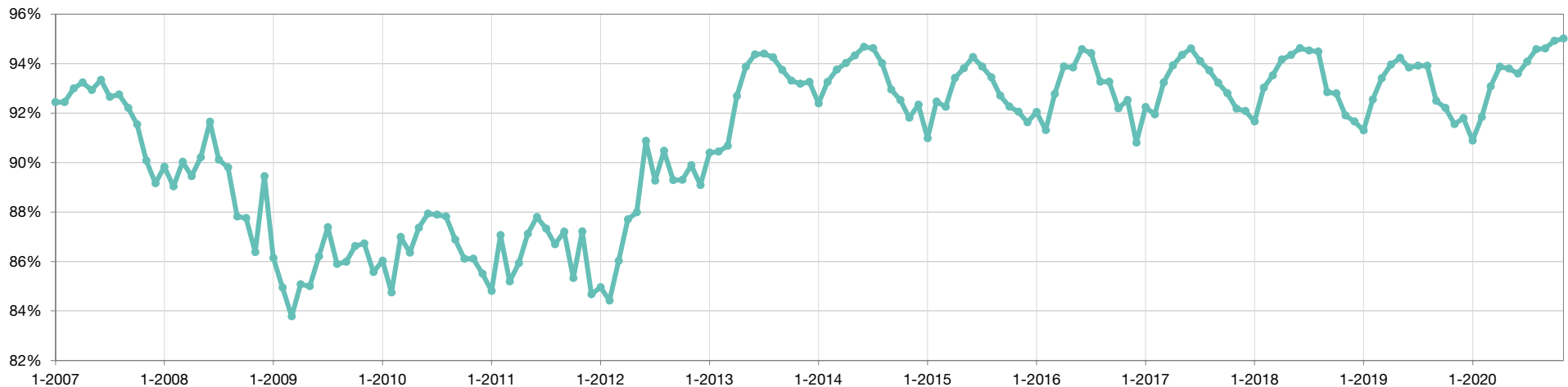
November

Year To Date



Month	Prior Year	Current Year	+ / -
December 2019	91.7%	91.8%	+0.1%
January 2020	91.3%	90.9%	-0.5%
February 2020	92.5%	91.8%	-0.8%
March 2020	93.4%	93.1%	-0.3%
April 2020	94.0%	93.9%	-0.1%
May 2020	94.2%	93.8%	-0.5%
June 2020	93.8%	93.6%	-0.3%
July 2020	93.9%	94.1%	+0.2%
August 2020	93.9%	94.6%	+0.7%
September 2020	92.5%	94.6%	+2.3%
October 2020	92.2%	94.9%	+2.9%
November 2020	91.6%	95.0%	+3.8%
12-Month Avg	93.2%	93.8%	+0.7%

Historical Percent of Original List Price Received

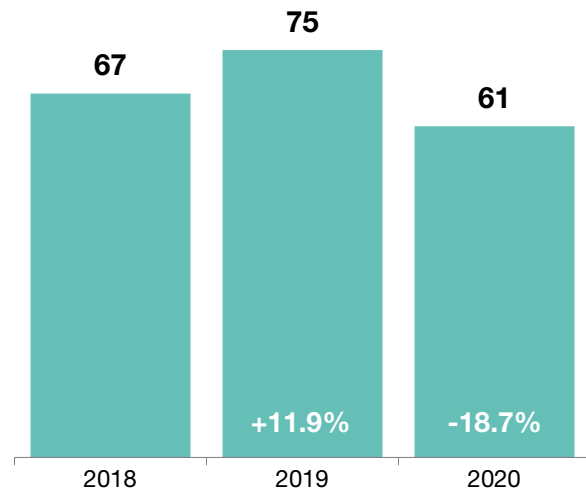


Housing Affordability Index

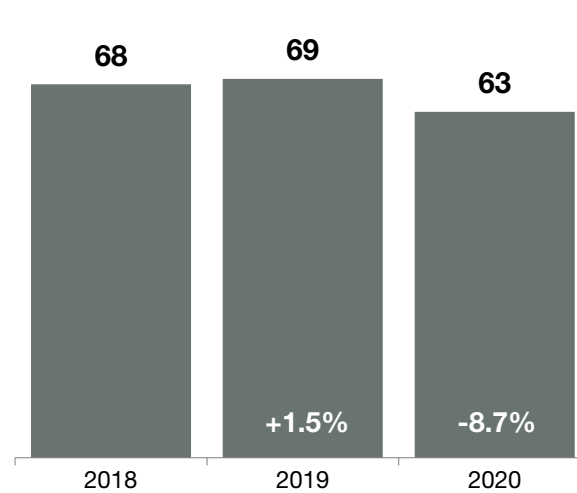


This index measures housing affordability for the region. For example, an index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**

November

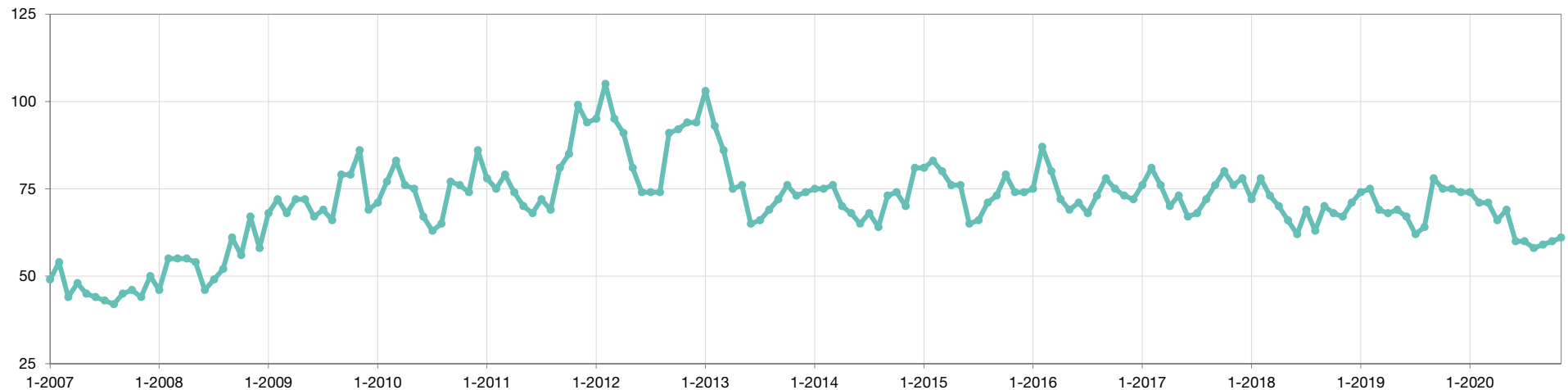


Year To Date



Month	Prior Year	Current Year	+ / -
December 2019	71	74	+4.2%
January 2020	74	74	0.0%
February 2020	75	71	-5.3%
March 2020	69	71	+2.9%
April 2020	68	66	-2.9%
May 2020	69	69	0.0%
June 2020	67	60	-10.4%
July 2020	62	60	-3.2%
August 2020	64	58	-9.4%
September 2020	78	59	-24.4%
October 2020	75	60	-20.0%
November 2020	75	61	-18.7%
12-Month Avg	71	65	-7.3%

Historical Housing Affordability Index

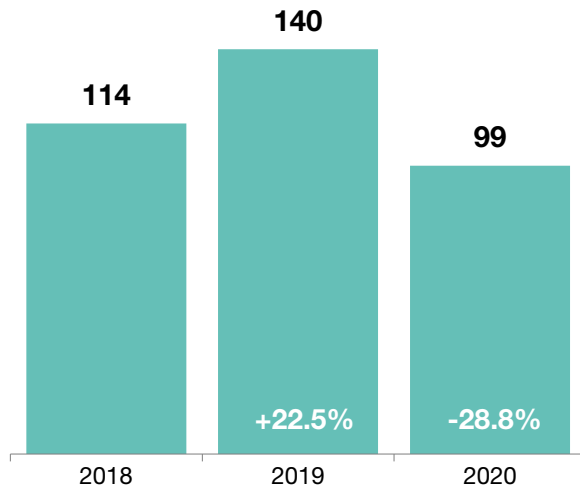


Market Time

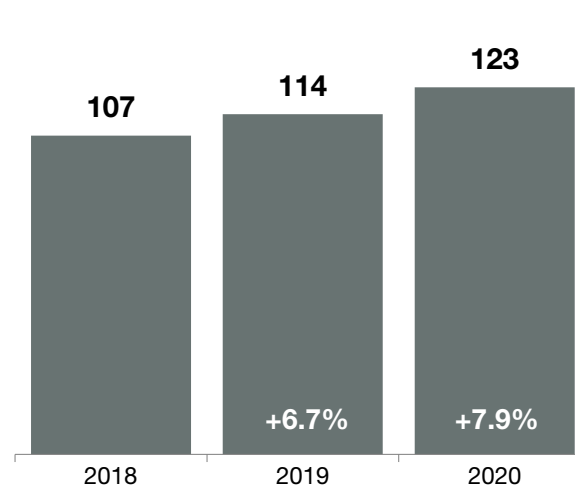
Average number of days between when a property is listed and when an offer is accepted in a given month.



November



Year To Date



Month	Prior Year	Current Year	+ / -
December 2019	118	131	+11.6%
January 2020	132	157	+19.6%
February 2020	137	162	+17.7%
March 2020	139	150	+7.9%
April 2020	119	141	+18.3%
May 2020	111	120	+7.5%
June 2020	106	130	+22.3%
July 2020	89	122	+37.9%
August 2020	96	119	+24.5%
September 2020	101	110	+8.6%
October 2020	124	94	-24.1%
November 2020	140	99	-28.8%
12-Month Avg	114	123	+8.1%

Historical Market Times

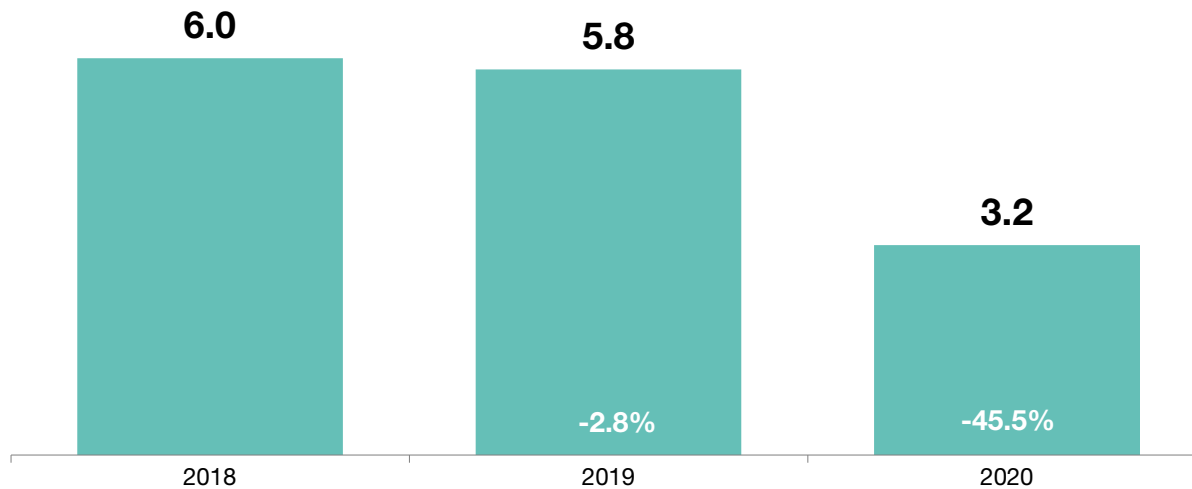


Months Supply of Inventory

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.

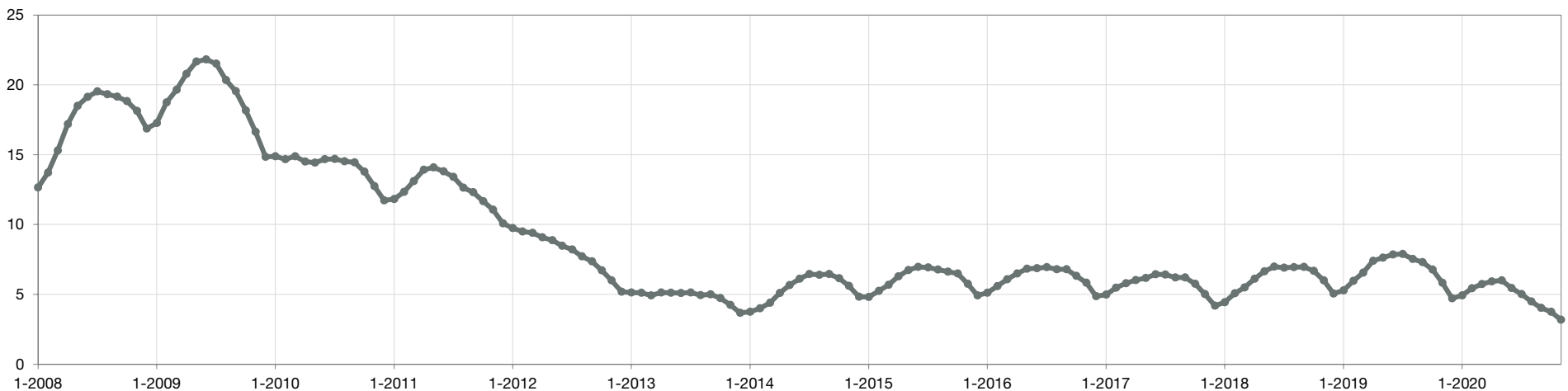


November



Month	Prior Year	Current Year	+ / -
December 2019	5.0	4.7	-6.7%
January 2020	5.3	4.9	-6.7%
February 2020	6.0	5.4	-9.0%
March 2020	6.5	5.7	-12.3%
April 2020	7.4	5.9	-19.9%
May 2020	7.6	6.0	-21.5%
June 2020	7.8	5.5	-30.5%
July 2020	7.9	5.0	-36.3%
August 2020	7.5	4.5	-40.4%
September 2020	7.3	4.0	-44.7%
October 2020	6.8	3.8	-44.6%
November 2020	5.8	3.2	-45.5%
12-Month Avg	6.8	4.9	-27.6%

Historical Months Supply of Inventory

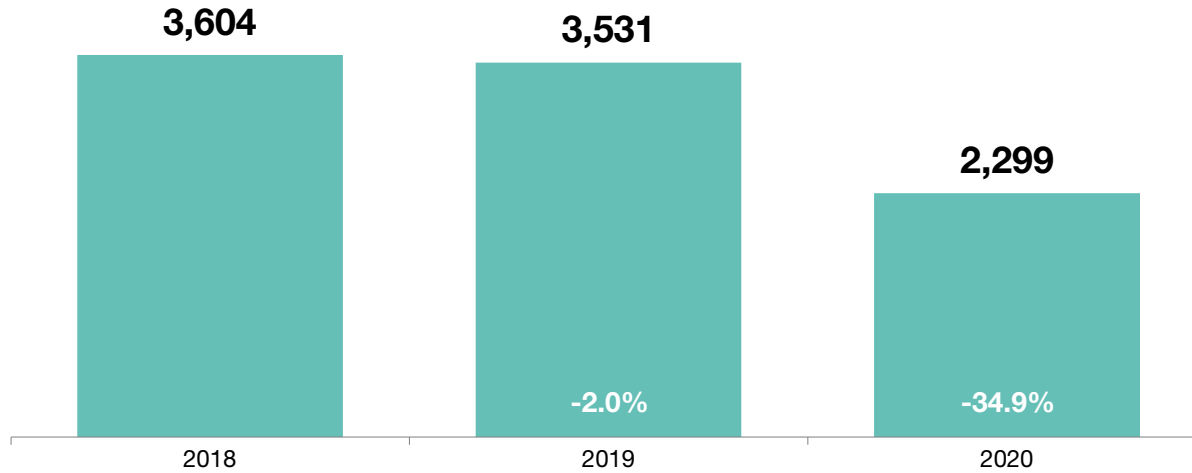


Inventory of Homes for Sale

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



November



Month	Prior Year	Current Year	+ / -
December 2019	3,019	2,874	-4.8%
January 2020	3,151	3,044	-3.4%
February 2020	3,550	3,414	-3.8%
March 2020	3,852	3,517	-8.7%
April 2020	4,320	3,439	-20.4%
May 2020	4,513	3,387	-25.0%
June 2020	4,632	3,256	-29.7%
July 2020	4,624	3,184	-31.1%
August 2020	4,455	3,012	-32.4%
September 2020	4,371	2,813	-35.6%
October 2020	4,051	2,685	-33.7%
November 2020	3,531	2,299	-34.9%
12-Month Avg	4,006	3,077	-22.0%

Historical Inventory of Homes for Sale

