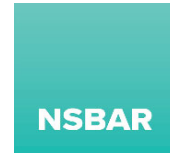


Monthly Indicators



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

July 2021

The White House recently announced additional measures to help struggling homeowners avoid foreclosure as they exit forbearance, including loan modifications and payment reductions. Borrowers with federally backed mortgages can lock in lower interest rates and extend the length of their mortgages. For borrowers who can't resume their monthly mortgage, HUD will offer lenders the ability to provide all eligible borrowers with a 25% principal and interest reduction.

New Listings in the North Shore-Barrington region decreased 12.0 percent to 1,509. Listings Under Contract were down 24.6 percent to 803. Inventory levels fell 35.7 percent to 2,072 units.

Prices continued to gain traction. The Median Sales Price increased 12.1 percent to \$555,000. Market Times were down 59.1 percent to 50 days. Sellers were encouraged as Months Supply of Inventory was down 52.8 percent to 2.4 months.

The National Association of REALTORS® reported inventory of homes for sale nationwide rose slightly in June as more sellers list their homes, hoping to take advantage of record-high sales prices across the country. Even with renewed home seller interest, inventory overall remains 18.8% lower than a year ago, according to NAR.

Quick Facts

+ 13.1% **+ 12.1%** **- 35.7%**

Change in
Closed Sales

Change in
Median Sales Price

Change in
Inventory

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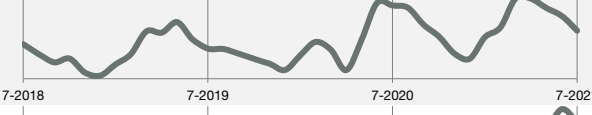
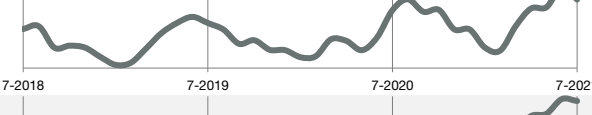
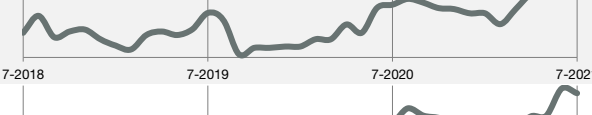
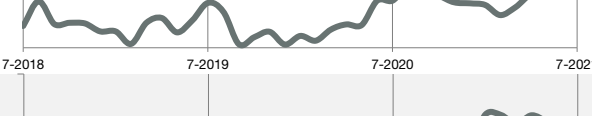

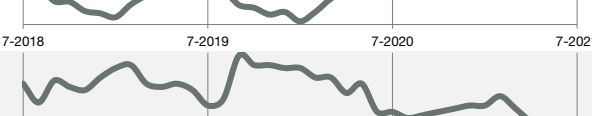






Market Overview

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

NSBAR

NORTH SHORE-BARRINGTON
ASSOCIATION OF REALTORS®

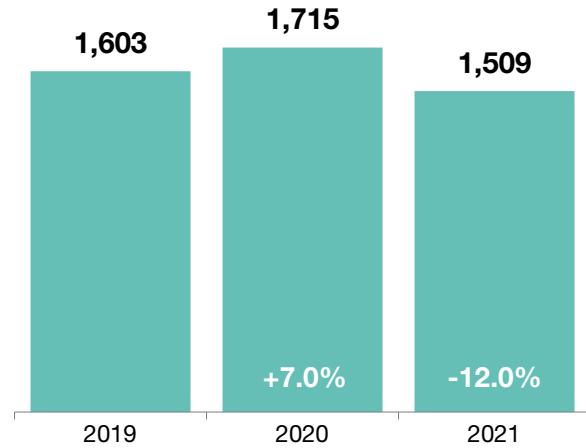
Key Metrics	Historical Sparklines	7-2020	7-2021	+ / -	YTD 2020	YTD 2021	+ / -
New Listings		1,715	1,509	- 12.0%	9,429	9,727	+ 3.2%
Closed Sales		963	1,089	+ 13.1%	4,115	6,079	+ 47.7%
Under Contract (Contingent and Pending)		1,065	803	- 24.6%	5,086	6,643	+ 30.6%
Median Sales Price		\$495,000	\$555,000	+ 12.1%	\$449,000	\$520,000	+ 15.8%
Average Sales Price		\$613,897	\$694,810	+ 13.2%	\$563,948	\$646,903	+ 14.7%
Average List Price		\$695,846	\$671,179	- 3.5%	\$698,253	\$754,812	+ 8.1%
Percent of Original List Price Received		94.1%	97.7%	+ 3.8%	93.3%	96.9%	+ 3.9%
Housing Affordability Index		60	53	- 11.7%	66	57	- 13.6%
Market Time		122	50	- 59.1%	138	79	- 42.6%
Months Supply of Homes for Sale		5.1	2.4	- 52.8%	--	--	--
Inventory of Homes for Sale		3,221	2,072	- 35.7%	--	--	--

New Listings

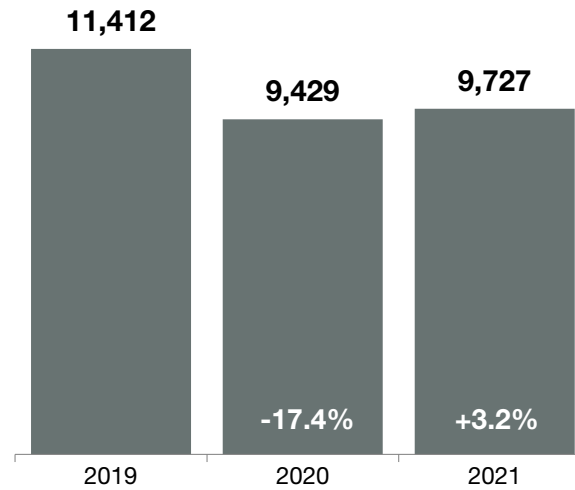
A count of the properties that have been newly listed on the market in a given month.



July

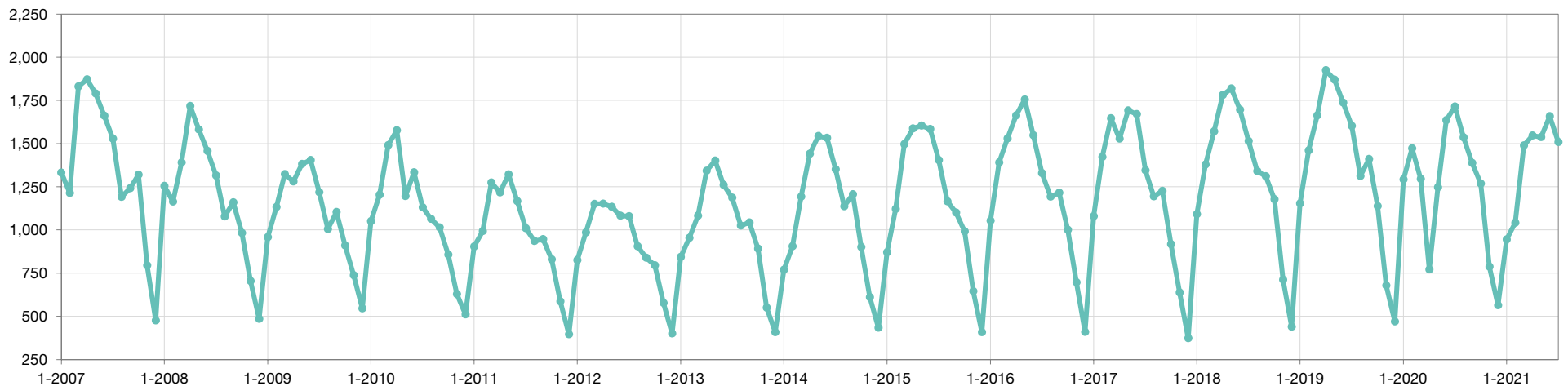


Year To Date



Month	Prior Year	Current Year	+ / -
August 2020	1,312	1,536	+17.1%
September 2020	1,410	1,387	-1.6%
October 2020	1,138	1,269	+11.5%
November 2020	679	788	+16.1%
December 2020	470	563	+19.8%
January 2021	1,292	944	-26.9%
February 2021	1,473	1,041	-29.3%
March 2021	1,295	1,489	+15.0%
April 2021	771	1,547	+100.6%
May 2021	1,247	1,538	+23.3%
June 2021	1,636	1,659	+1.4%
July 2021	1,715	1,509	-12.0%
12-Month Avg	1,203	1,273	+5.8%

Historical New Listing Activity

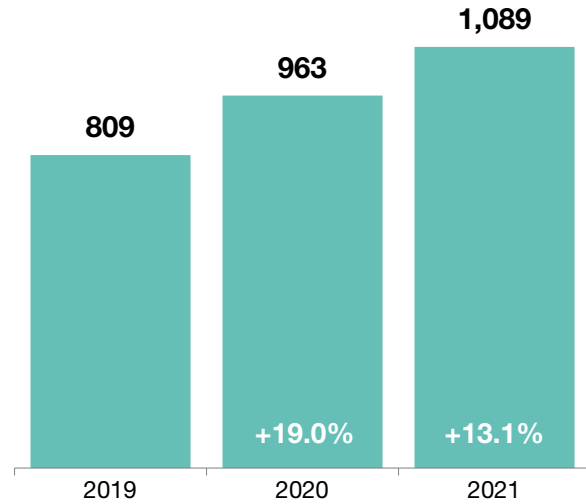


Closed Sales

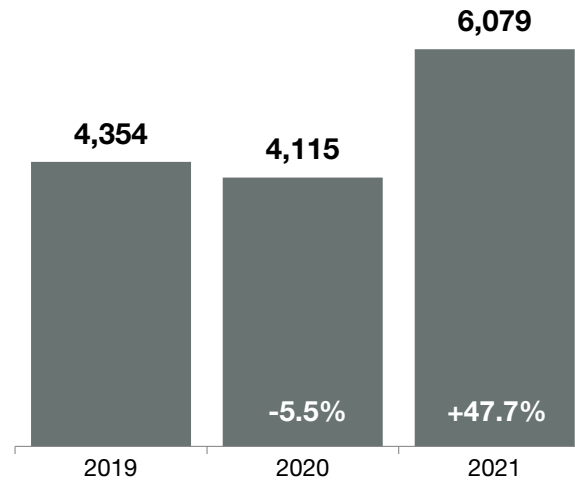
A count of the actual sales that have closed in a given month.



July

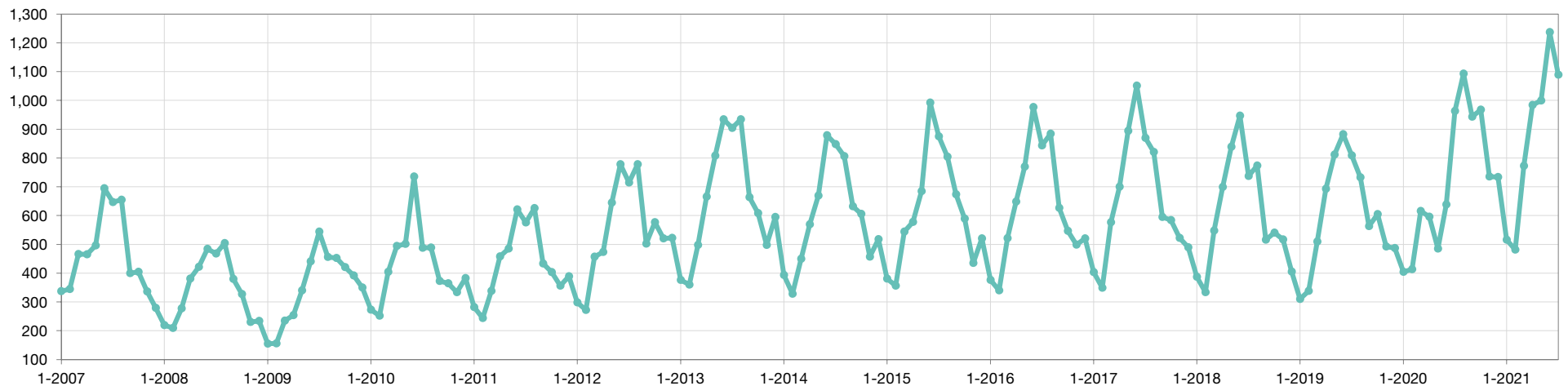


Year To Date



Month	Prior Year	Current Year	+ / -
August 2020	733	1,093	+49.1%
September 2020	563	943	+67.5%
October 2020	605	968	+60.0%
November 2020	492	735	+49.4%
December 2020	487	734	+50.7%
January 2021	404	516	+27.7%
February 2021	413	481	+16.5%
March 2021	616	773	+25.5%
April 2021	596	984	+65.1%
May 2021	485	999	+106.0%
June 2021	638	1,237	+93.9%
July 2021	963	1,089	+13.1%
12-Month Avg	583	879	+52.0%

Historical Closed Sales Activity

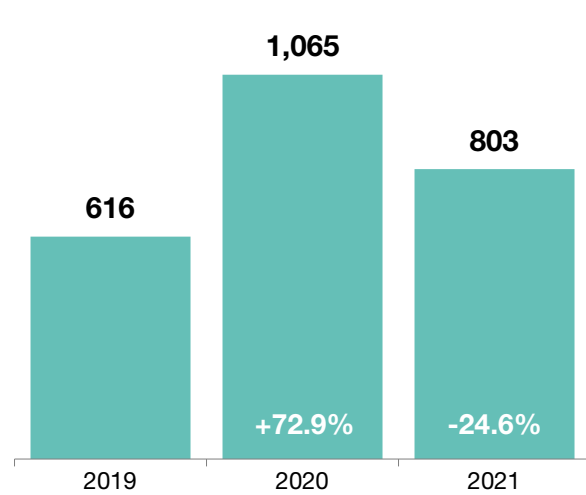


Under Contract

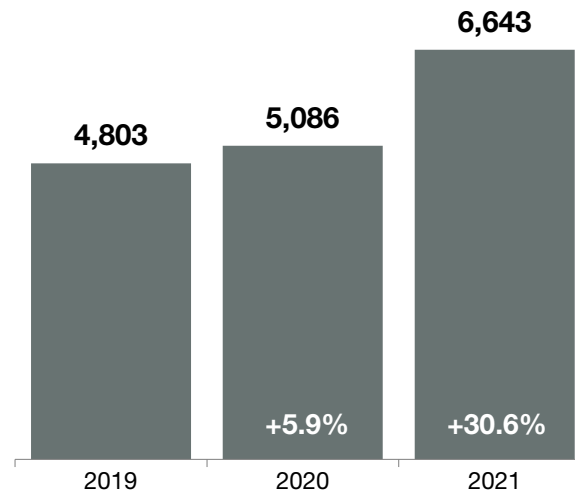
A count of the properties in either a contingent or pending status in a given month.



July

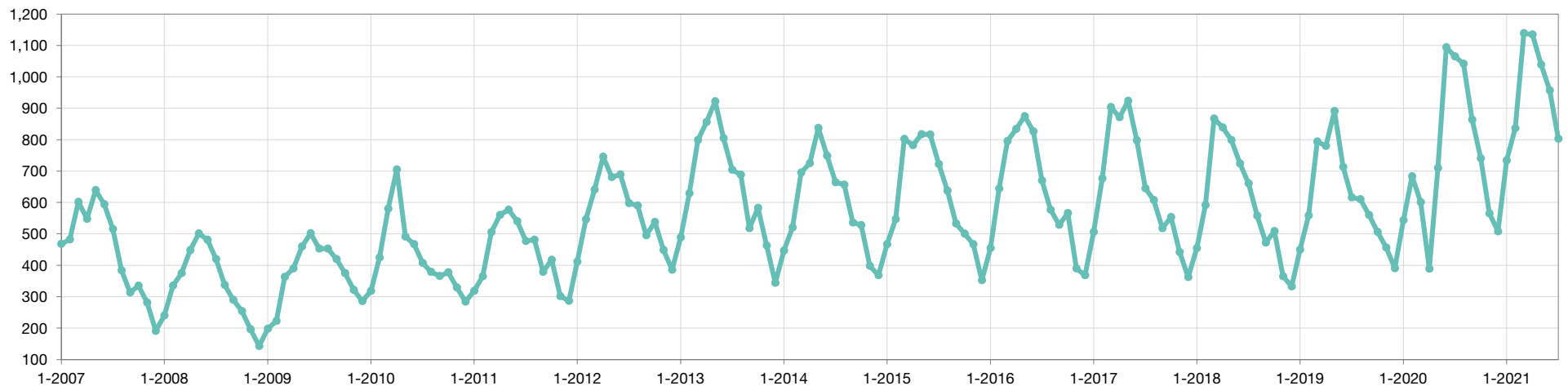


Year To Date



Month	Prior Year	Current Year	+ / -
August 2020	610	1,042	+70.8%
September 2020	560	864	+54.3%
October 2020	506	741	+46.4%
November 2020	456	565	+23.9%
December 2020	391	508	+29.9%
January 2021	544	734	+34.9%
February 2021	683	836	+22.4%
March 2021	601	1,139	+89.5%
April 2021	389	1,135	+191.8%
May 2021	710	1,039	+46.3%
June 2021	1,094	957	-12.5%
July 2021	1,065	803	-24.6%
12-Month Avg	634	864	+36.2%

Historical Under Contract Activity

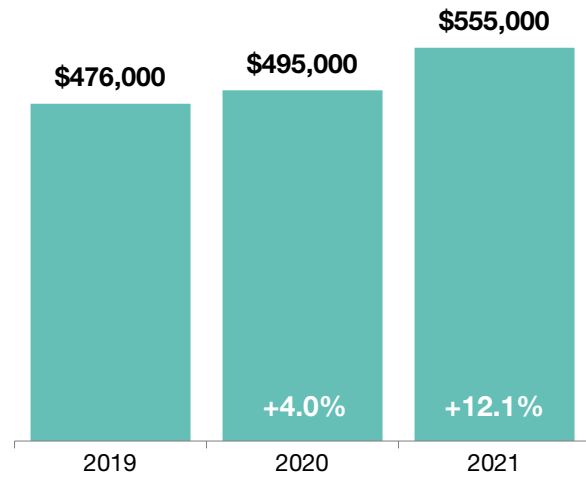


Median Sales Price

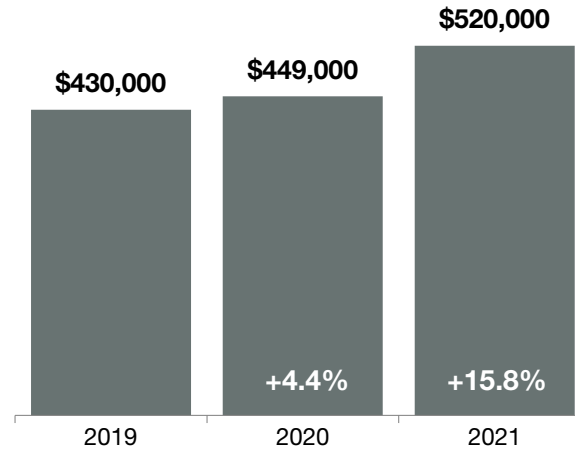
Median price point for all closed sales, not accounting for seller concessions, in a given month.



July

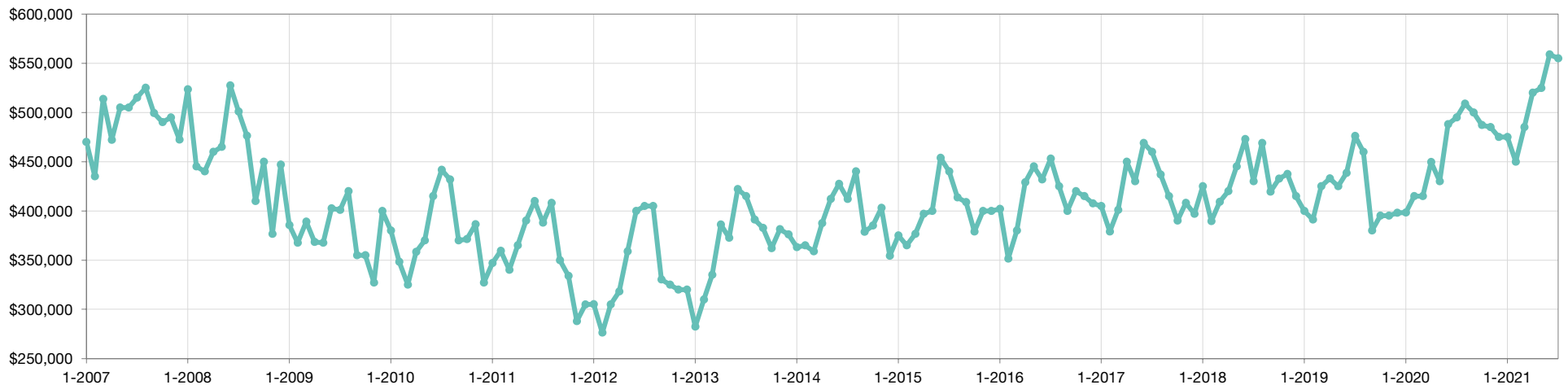


Year To Date



Month	Prior Year	Current Year	+ / -
August 2020	\$460,000	\$508,890	+10.6%
September 2020	\$380,000	\$500,000	+31.6%
October 2020	\$395,000	\$487,250	+23.4%
November 2020	\$395,000	\$485,000	+22.8%
December 2020	\$398,000	\$475,000	+19.3%
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	\$559,000	+14.5%
July 2021	\$495,000	\$555,000	+12.1%
12-Month Med	\$430,000	\$505,000	+17.4%

Historical Median Sales Price

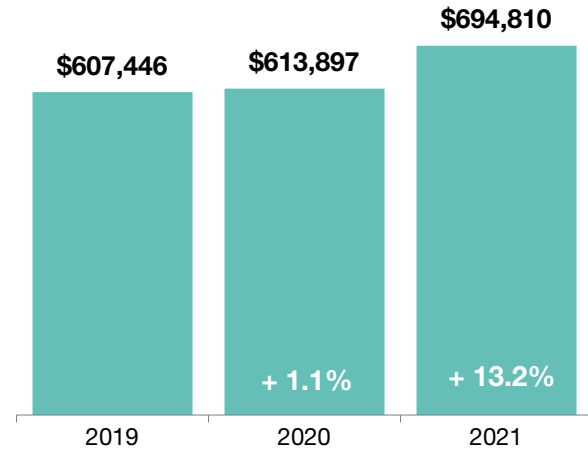


Average Sales Price

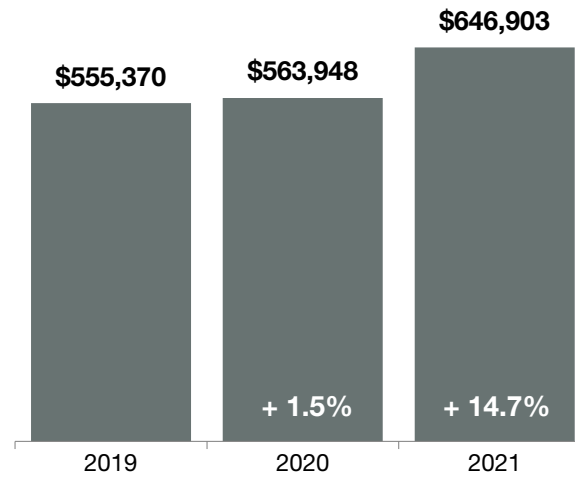
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



July

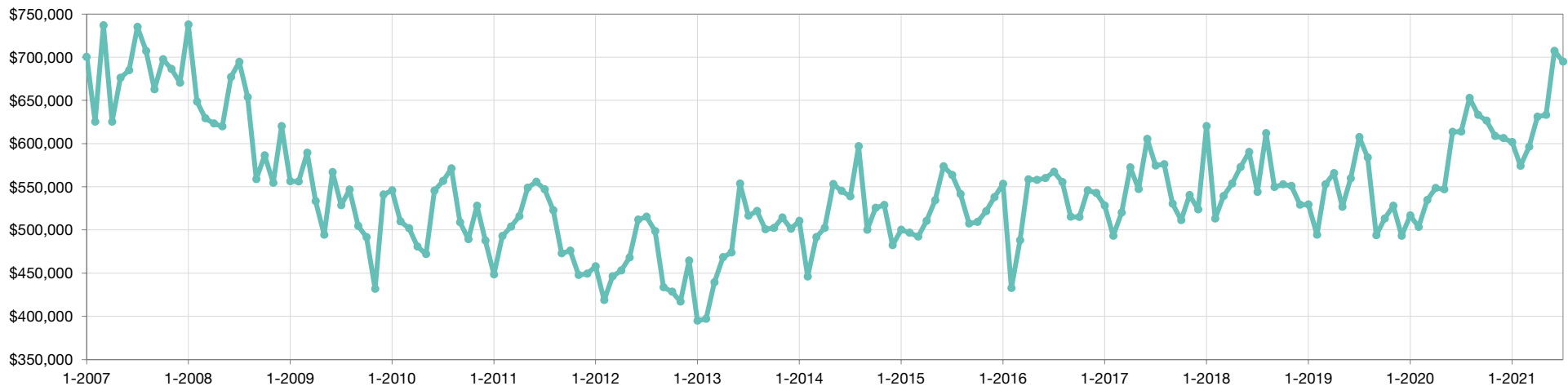


Year To Date



Month	Prior Year	Current Year	+ / -
August 2020	\$583,868	\$652,725	+11.8%
September 2020	\$493,808	\$633,116	+28.2%
October 2020	\$512,981	\$626,566	+22.1%
November 2020	\$527,993	\$608,726	+15.3%
December 2020	\$493,030	\$606,245	+23.0%
January 2021	\$516,823	\$601,711	+16.4%
February 2021	\$503,494	\$574,222	+14.0%
March 2021	\$534,457	\$596,231	+11.6%
April 2021	\$548,406	\$630,996	+15.1%
May 2021	\$546,984	\$633,091	+15.7%
June 2021	\$613,415	\$707,313	+15.3%
July 2021	\$613,897	\$694,810	+13.2%
12-Month Avg	\$548,515	\$638,921	+16.5%

Historical Average Sales Price



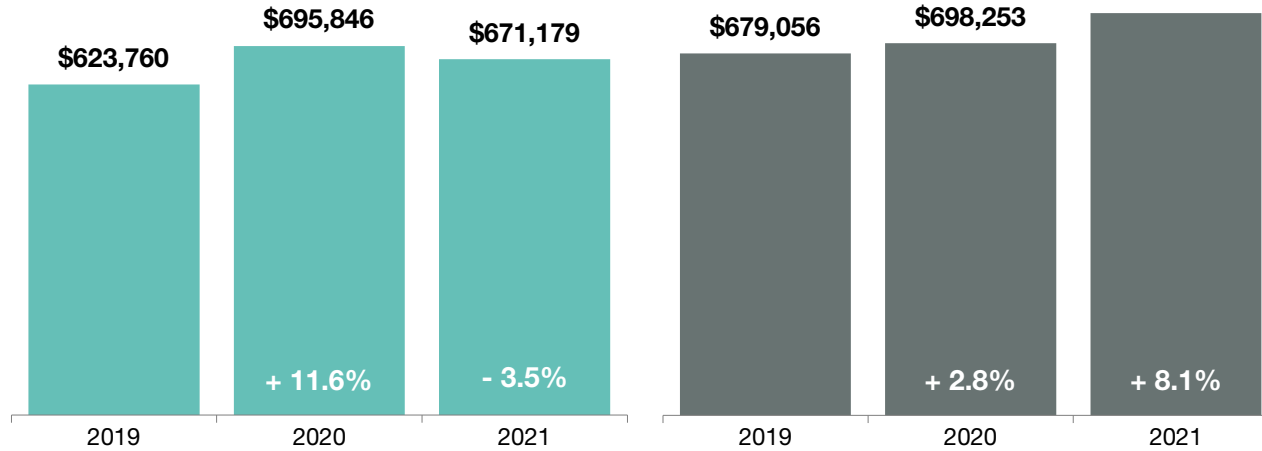
Average List Price

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



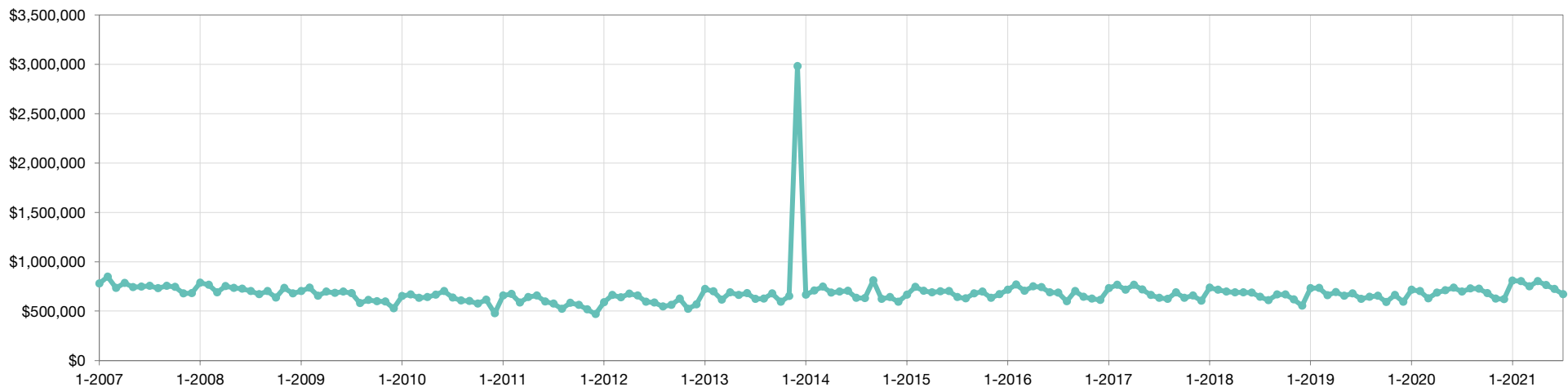
July

Year To Date



Month	Prior Year	Current Year	+ / -
August 2020	\$645,231	\$730,007	+13.1%
September 2020	\$654,322	\$725,091	+10.8%
October 2020	\$591,953	\$681,886	+15.2%
November 2020	\$663,111	\$625,302	-5.7%
December 2020	\$594,786	\$621,117	+4.4%
January 2021	\$715,799	\$807,440	+12.8%
February 2021	\$701,546	\$803,771	+14.6%
March 2021	\$628,845	\$750,469	+19.3%
April 2021	\$685,403	\$801,833	+17.0%
May 2021	\$709,032	\$763,314	+7.7%
June 2021	\$736,717	\$723,360	-1.8%
July 2021	\$695,846	\$671,179	-3.5%
12-Month Avg	\$675,804	\$731,919	+8.3%

Historical Average List Price



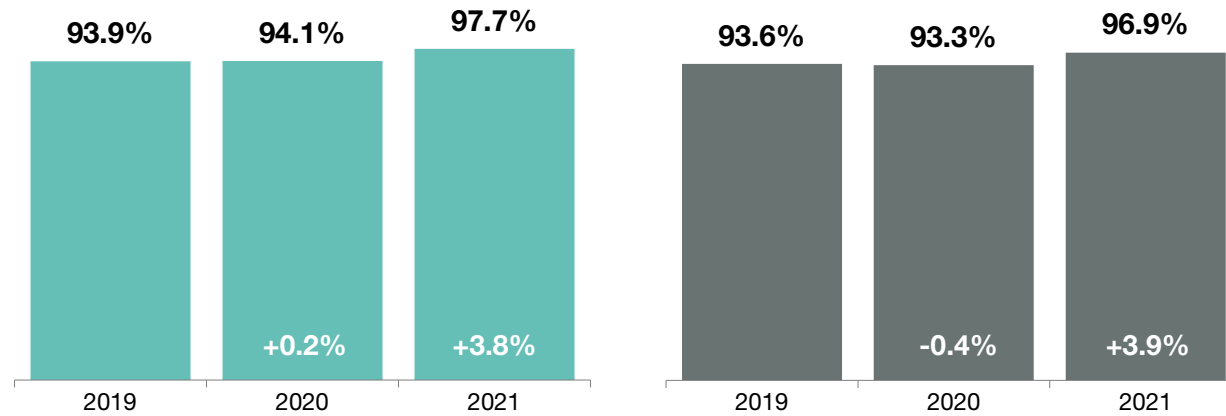
Percent of Original List Price Received



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.

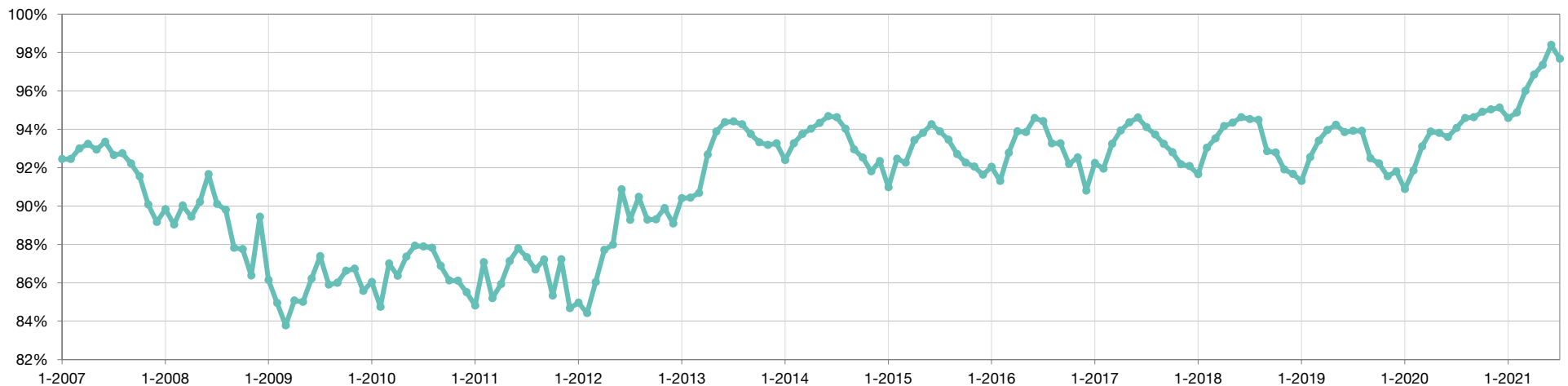
July

Year To Date



Month	Prior Year	Current Year	+ / -
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%
December 2020	91.8%	95.1%	+3.6%
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%	+3.8%
June 2021	93.6%	98.4%	+5.1%
July 2021	94.1%	97.7%	+3.8%
12-Month Avg	92.9%	96.0%	+3.3%

Historical Percent of Original List Price Received



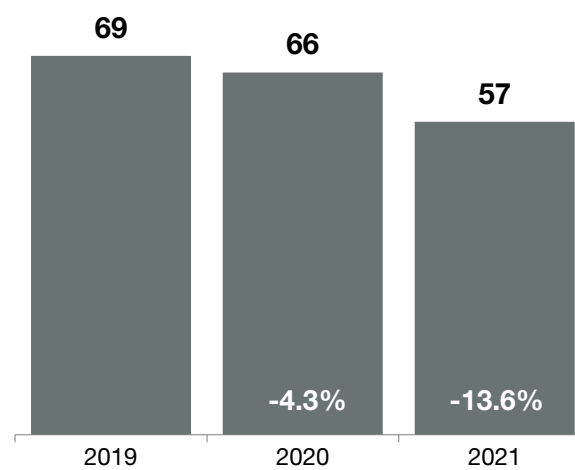
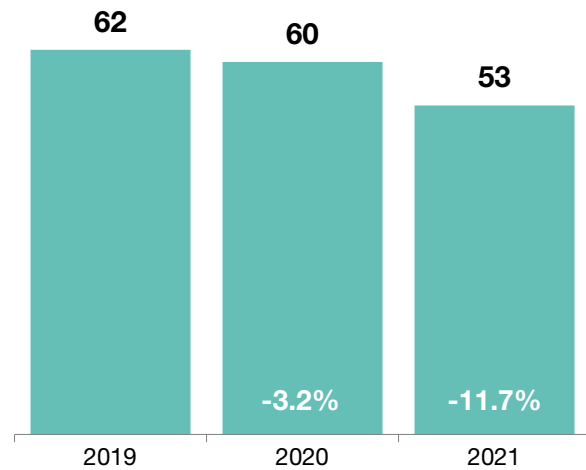
Housing Affordability Index



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.**

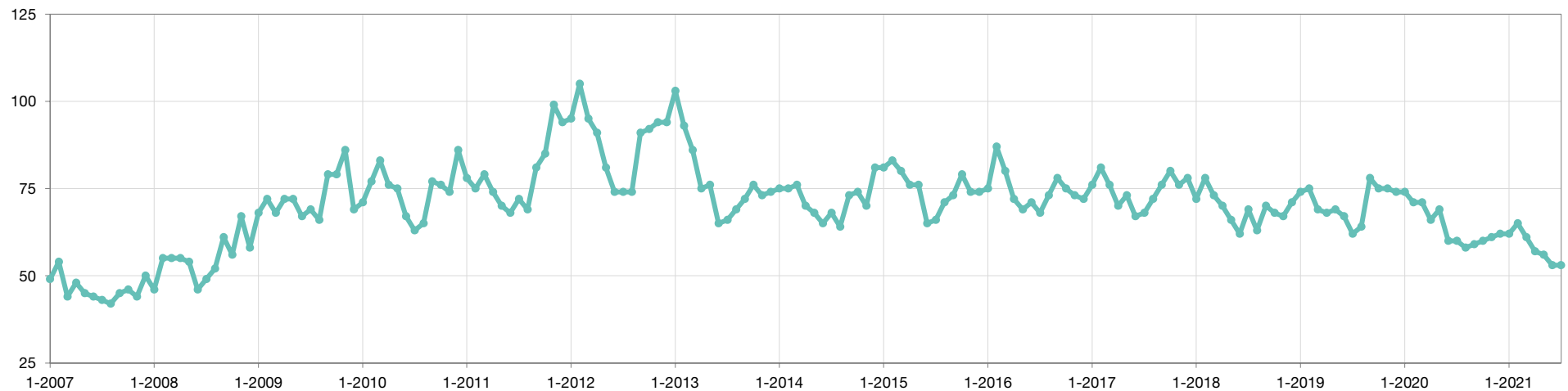
July

Year To Date



Month	Prior Year	Current Year	+ / -
August 2020	64	58	-9.4%
September 2020	78	59	-24.4%
October 2020	75	60	-20.0%
November 2020	75	61	-18.7%
December 2020	74	62	-16.2%
January 2021	74	62	-16.2%
February 2021	71	65	-8.5%
March 2021	71	61	-14.1%
April 2021	66	57	-13.6%
May 2021	69	56	-18.8%
June 2021	60	53	-11.7%
July 2021	60	53	-11.7%
12-Month Avg	70	59	-15.3%

Historical Housing Affordability Index

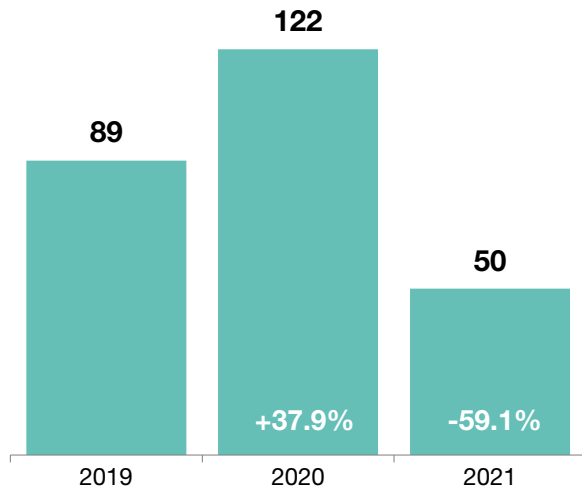


Market Time

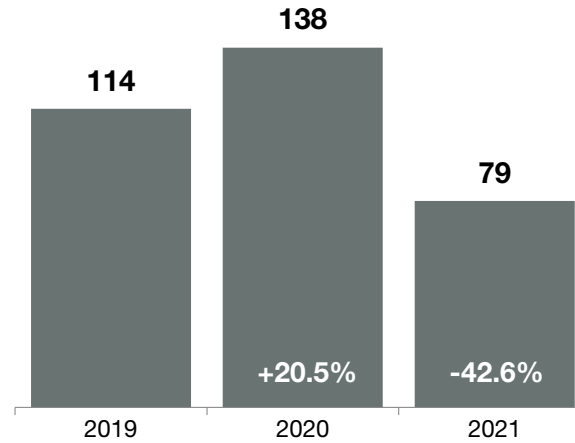
Average number of days between when a property is listed and when an offer is accepted in a given month.



July

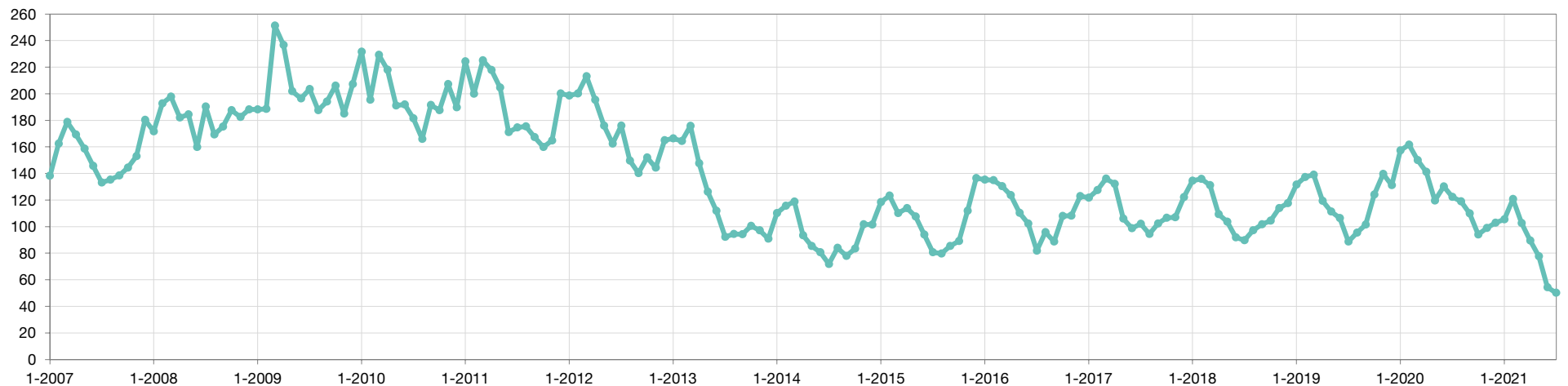


Year To Date



Month	Prior Year	Current Year	+ / -
August 2020	96	119	+24.5%
September 2020	101	110	+8.3%
October 2020	124	94	-24.2%
November 2020	140	99	-29.2%
December 2020	131	103	-21.6%
January 2021	157	106	-32.9%
February 2021	162	121	-25.3%
March 2021	150	103	-31.6%
April 2021	141	89	-36.7%
May 2021	120	78	-34.9%
June 2021	130	54	-58.2%
July 2021	122	50	-59.1%
12-Month Avg	129	90	-29.9%

Historical Market Times

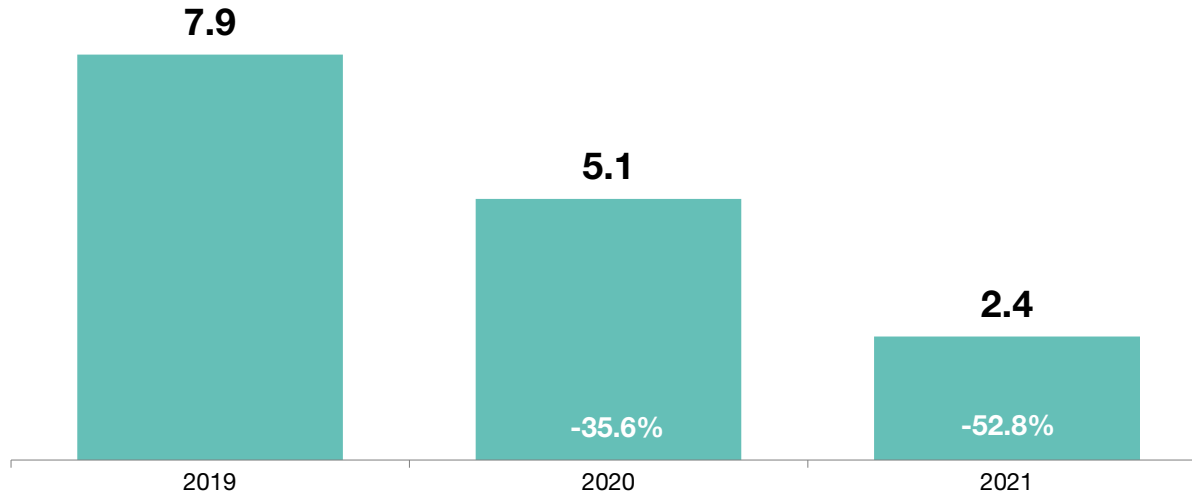


Months Supply of Inventory

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.

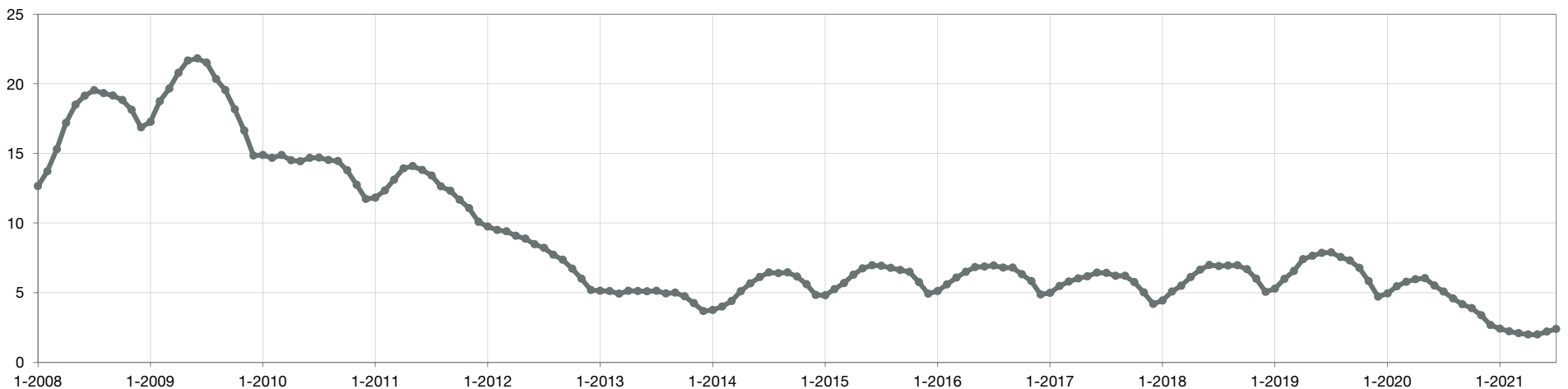


July



Month	Prior Year	Current Year	+ / -
August 2020	7.5	4.6	-39.4%
September 2020	7.3	4.2	-43.1%
October 2020	6.8	3.9	-42.6%
November 2020	5.8	3.4	-42.2%
December 2020	4.7	2.7	-43.3%
January 2021	4.9	2.4	-51.3%
February 2021	5.4	2.2	-59.1%
March 2021	5.8	2.1	-63.8%
April 2021	6.0	2.0	-66.4%
May 2021	6.0	2.0	-67.1%
June 2021	5.5	2.2	-59.8%
July 2021	5.1	2.4	-52.8%
12-Month Avg	5.9	2.8	-52.1%

Historical Months Supply of Inventory

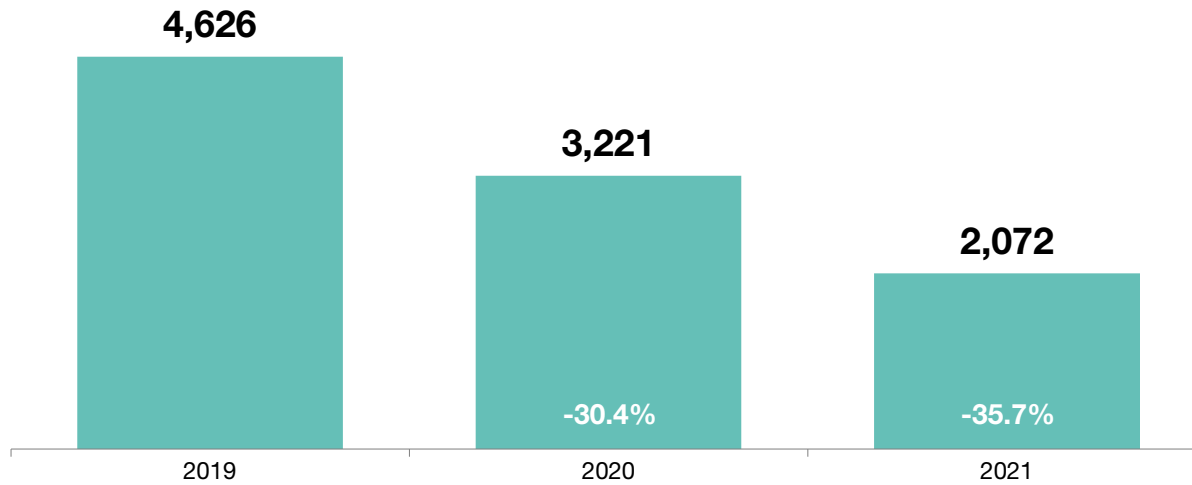


Inventory of Homes for Sale

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



July



Month	Prior Year	Current Year	+ / -
August 2020	4,458	3,066	-31.2%
September 2020	4,374	2,893	-33.9%
October 2020	4,054	2,783	-31.4%
November 2020	3,533	2,440	-30.9%
December 2020	2,876	1,960	-31.8%
January 2021	3,054	1,802	-41.0%
February 2021	3,426	1,699	-50.4%
March 2021	3,534	1,687	-52.3%
April 2021	3,456	1,739	-49.7%
May 2021	3,409	1,783	-47.7%
June 2021	3,282	1,956	-40.4%
July 2021	3,221	2,072	-35.7%
12-Month Avg	3,556	2,157	-39.7%

Historical Inventory of Homes for Sale

