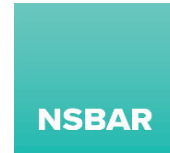


Monthly Indicators



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

August 2021

The booming U.S. housing market has spilled over to the rental market, which has seen demand for apartment and single-family rentals skyrocket this year, as high sales prices and an inadequate supply of available housing have forced many prospective buyers to rent for the foreseeable future. Increased demand for housing, along with an improving economy, has competition for rental units soaring, and landlords are taking note, with the national median rent increasing 11.4% in 2021 so far, according to Apartment List.

New Listings in the North Shore-Barrington region decreased 23.3 percent to 1,179. Listings Under Contract were down 20.6 percent to 827. Inventory levels fell 37.8 percent to 1,907 units.

Prices continued to gain traction. The Median Sales Price increased 3.2 percent to \$525,000. Market Times were down 59.6 percent to 48 days. Sellers were encouraged as Months Supply of Inventory was down 50.9 percent to 2.2 months.

In new construction, home builders continue to struggle to meet buyer demand, as housing starts nationwide dropped 7% last month, according to the Commerce Department. Single-family home construction declined 4.5%, and multi-family home construction, which includes condos and apartment buildings, was also down, falling by 13%. Labor shortages, rising material costs, and supply-chain setbacks continue to challenge builders, with some projects temporarily paused due to availability and cost of materials.

Quick Facts

- 5.8%

+ 3.2%

- 37.8%

Change in
Closed Sales

Change in
Median Sales Price

Change in
Inventory

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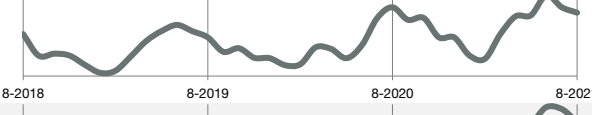
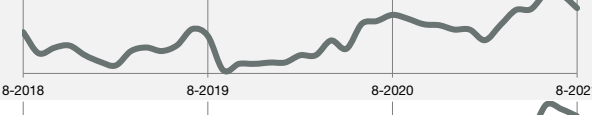

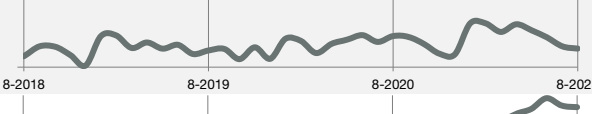



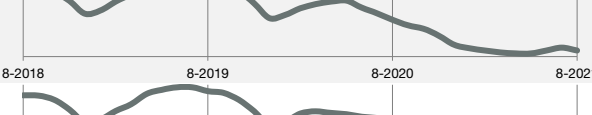



Market Overview

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

NSBAR

NORTH SHORE-BARRINGTON
ASSOCIATION OF REALTORS®

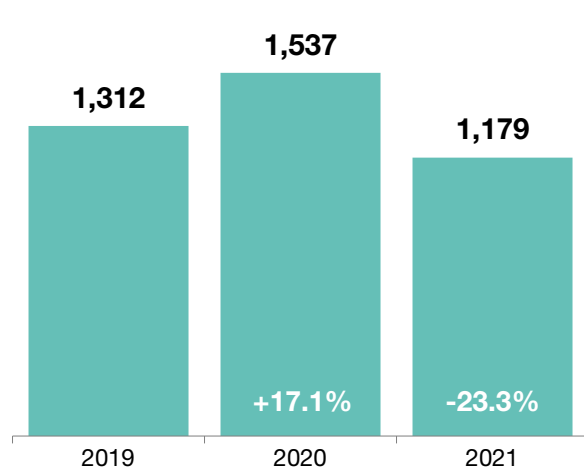
Key Metrics	Historical Sparklines	8-2020	8-2021	+ / -	YTD 2020	YTD 2021	+ / -
New Listings		1,537	1,179	- 23.3%	10,967	10,992	+ 0.2%
Closed Sales		1,093	1,030	- 5.8%	5,208	7,115	+ 36.6%
Under Contract (Contingent and Pending)		1,042	827	- 20.6%	6,128	7,505	+ 22.5%
Median Sales Price		\$508,890	\$525,000	+ 3.2%	\$460,000	\$520,000	+ 13.0%
Average Sales Price		\$652,725	\$675,444	+ 3.5%	\$582,579	\$651,384	+ 11.8%
Average List Price		\$731,487	\$656,186	- 10.3%	\$702,873	\$745,140	+ 6.0%
Percent of Original List Price Received		94.6%	97.5%	+ 3.1%	93.5%	97.0%	+ 3.7%
Housing Affordability Index		67	66	- 1.5%	74	67	- 9.5%
Market Time		119	48	- 59.6%	134	74	- 44.3%
Months Supply of Homes for Sale		4.6	2.2	- 50.9%	--	--	--
Inventory of Homes for Sale		3,068	1,907	- 37.8%	--	--	--

New Listings

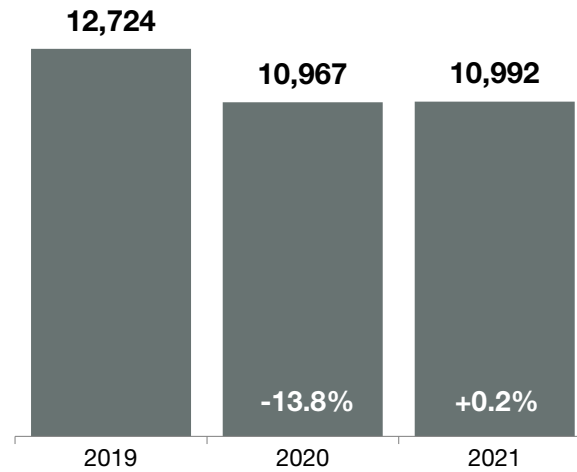
A count of the properties that have been newly listed on the market in a given month.



August

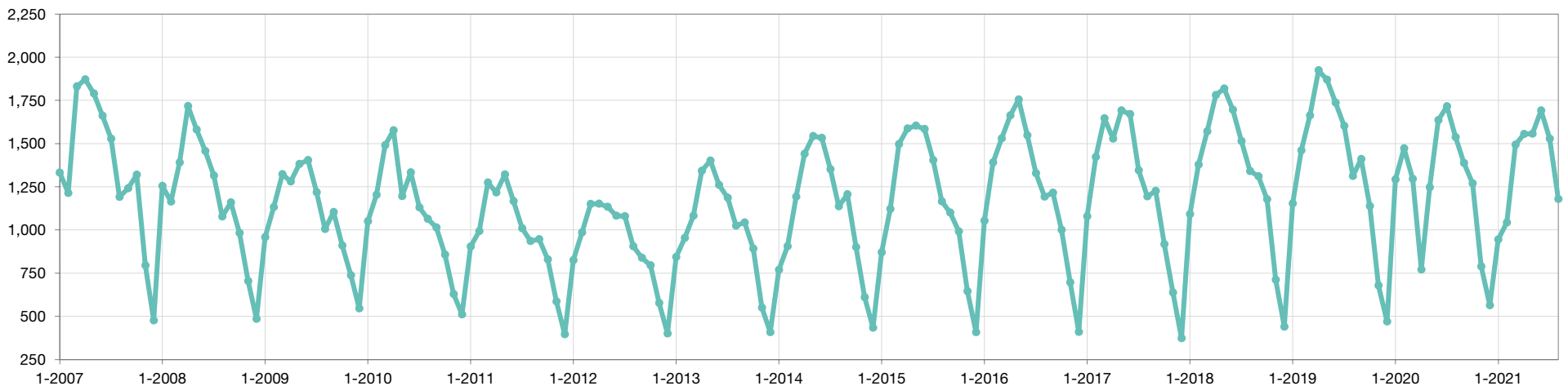


Year To Date



Month	Prior Year	Current Year	+ / -
September 2020	1,410	1,388	-1.6%
October 2020	1,138	1,270	+11.6%
November 2020	679	789	+16.2%
December 2020	470	563	+19.8%
January 2021	1,292	944	-26.9%
February 2021	1,473	1,043	-29.2%
March 2021	1,295	1,493	+15.3%
April 2021	771	1,555	+101.7%
May 2021	1,247	1,557	+24.9%
June 2021	1,636	1,692	+3.4%
July 2021	1,716	1,529	-10.9%
August 2021	1,537	1,179	-23.3%
12-Month Avg	1,222	1,250	+2.3%

Historical New Listing Activity

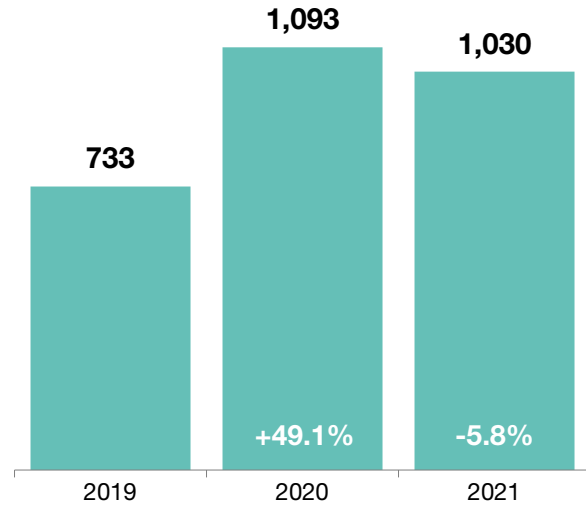


Closed Sales

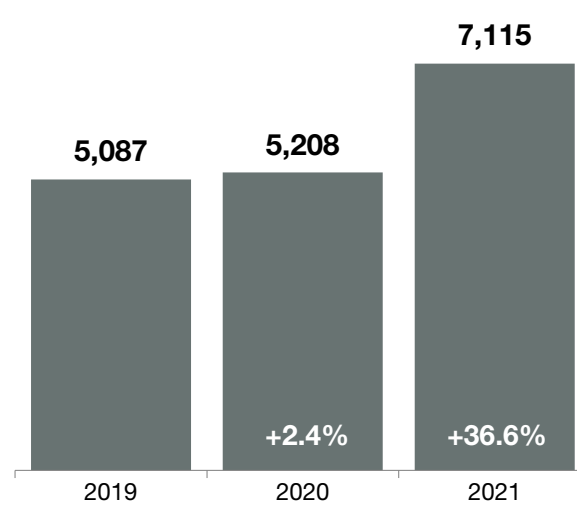
A count of the actual sales that have closed in a given month.



August

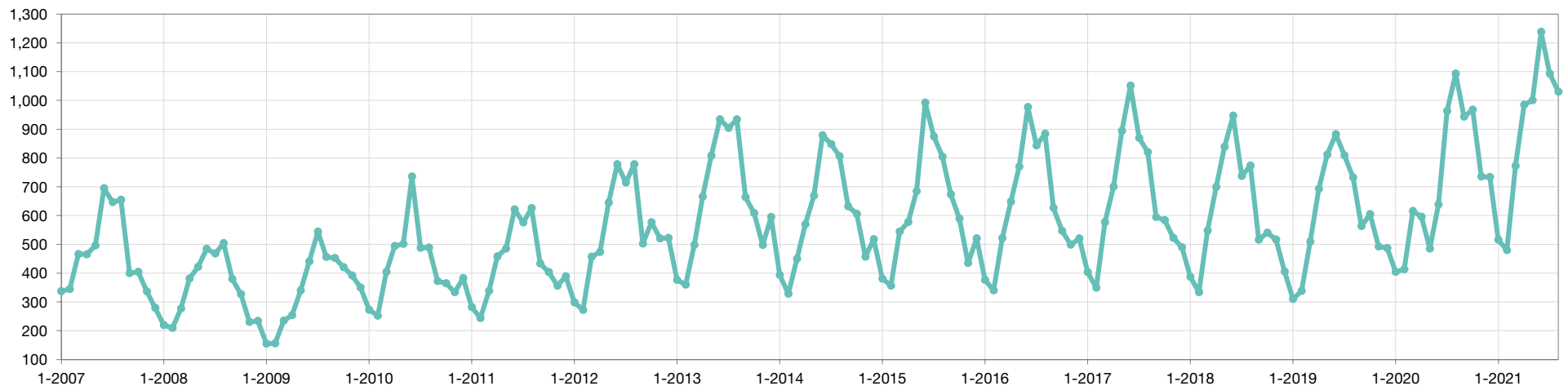


Year To Date



Month	Prior Year	Current Year	+ / -
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	480	+16.2%
March 2021	616	773	+25.5%
April 2021	596	985	+65.3%
May 2021	485	1,000	+106.2%
June 2021	638	1,238	+94.0%
July 2021	963	1,093	+13.5%
August 2021	1,093	1,030	-5.8%
12-Month Avg	613	875	+47.5%

Historical Closed Sales Activity

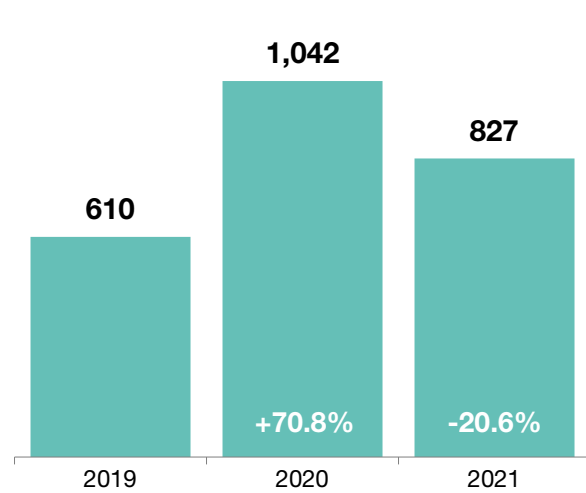


Under Contract

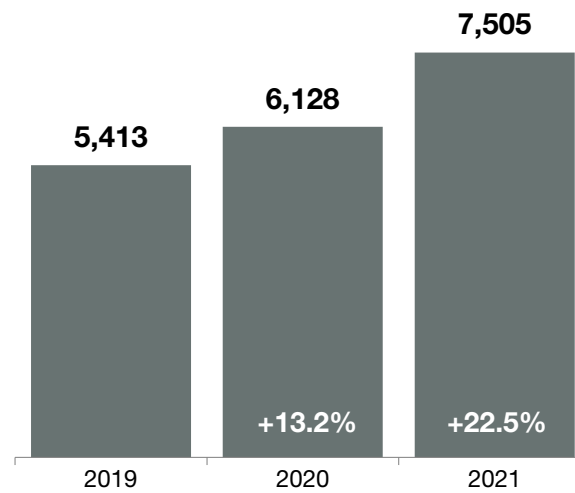
A count of the properties in either a contingent or pending status in a given month.



August

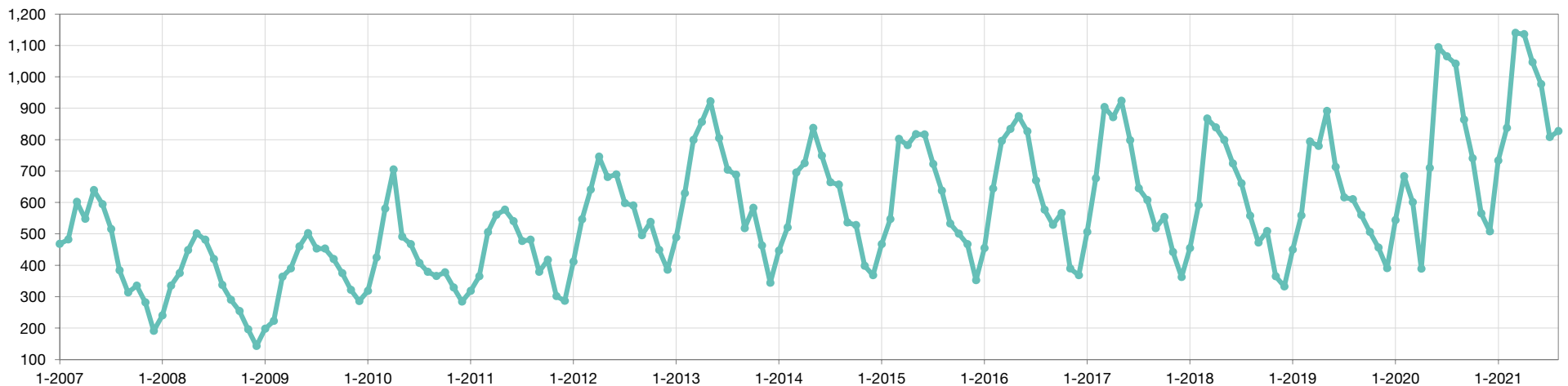


Year To Date



Month	Prior Year	Current Year	+ / -
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	733	+34.7%
February 2021	683	837	+22.5%
March 2021	601	1,140	+89.7%
April 2021	389	1,136	+192.0%
May 2021	710	1,047	+47.5%
June 2021	1,094	977	-10.7%
July 2021	1,065	808	-24.1%
August 2021	1,042	827	-20.6%
12-Month Avg	670	849	+26.6%

Historical Under Contract Activity

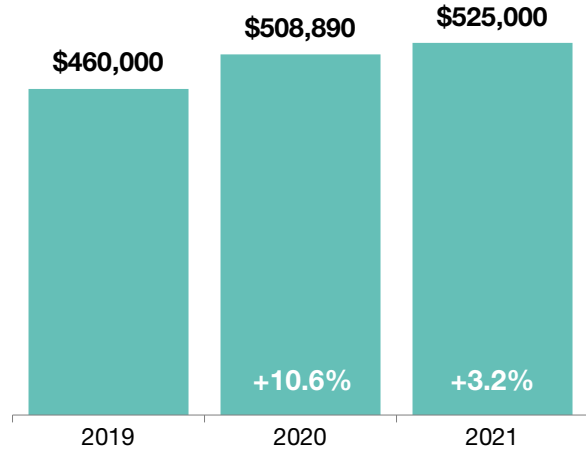


Median Sales Price

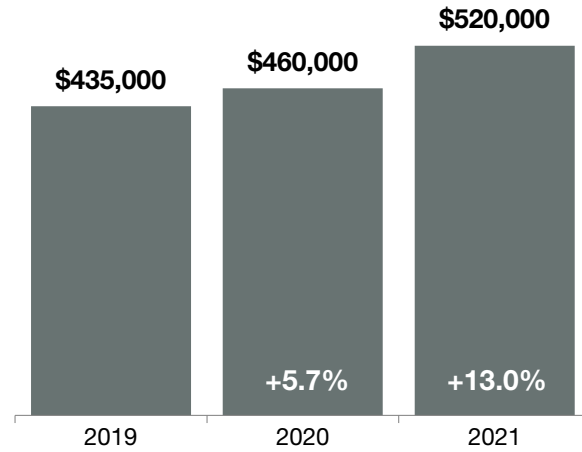
Median price point for all closed sales, not accounting for seller concessions, in a given month.



August

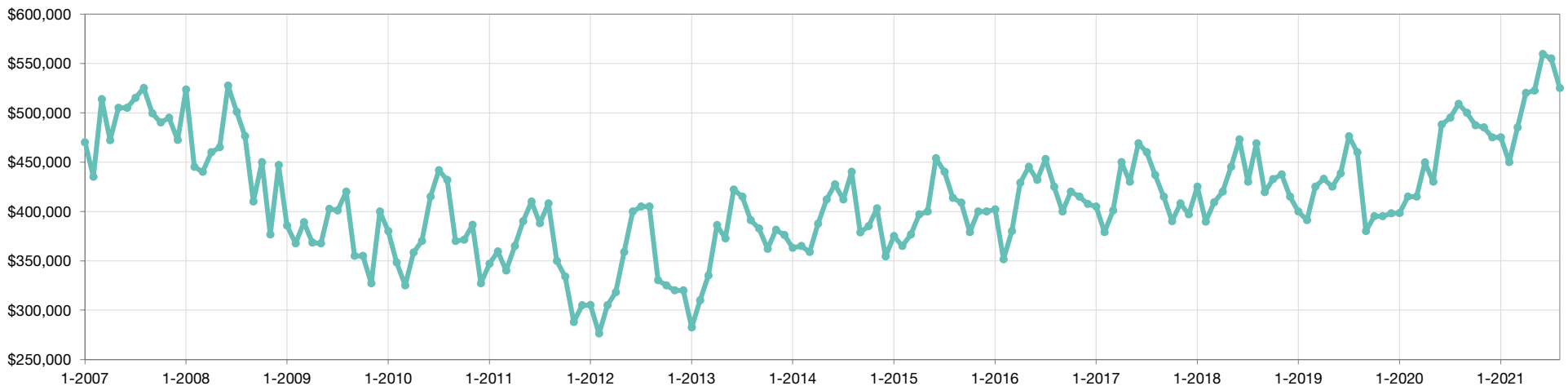


Year To Date



Month	Prior Year	Current Year	+ / -
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	\$522,450	+21.5%
June 2021	\$488,000	\$559,500	+14.7%
July 2021	\$495,000	\$555,000	+12.1%
August 2021	\$508,890	\$525,000	+3.2%
12-Month Med	\$439,000	\$510,000	+16.2%

Historical Median Sales Price

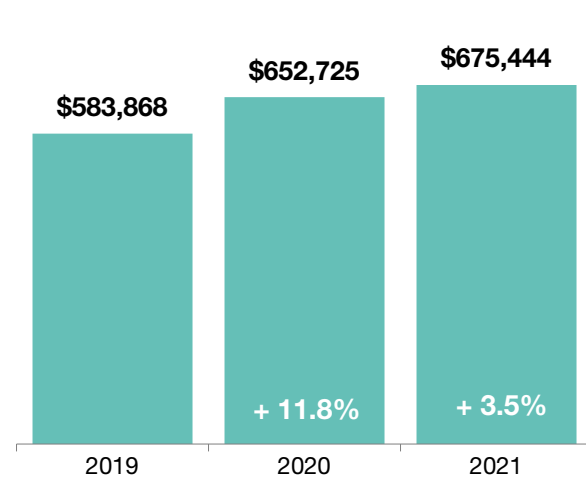


Average Sales Price

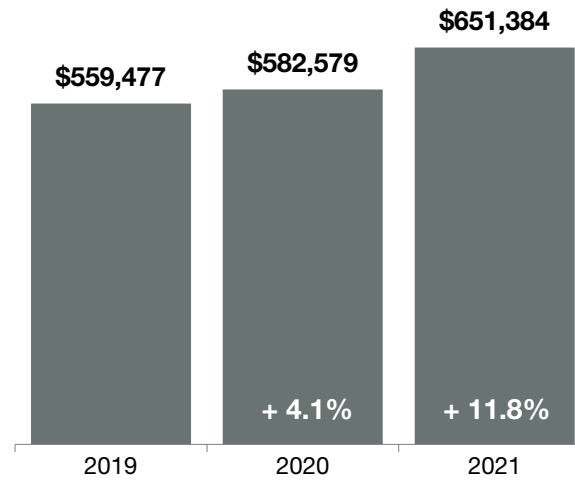
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



August

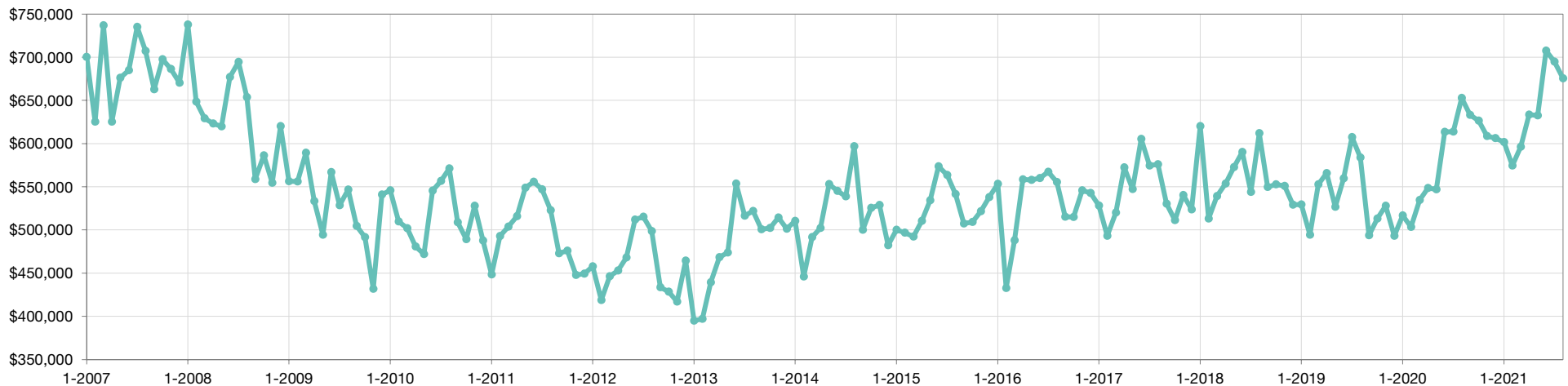


Year To Date



Month	Prior Year	Current Year	+ / -
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	\$574,408	+14.1%
March 2021	\$534,457	\$596,231	+11.6%
April 2021	\$548,406	\$633,401	+15.5%
May 2021	\$546,984	\$632,568	+15.6%
June 2021	\$613,415	\$707,492	+15.3%
July 2021	\$613,897	\$694,843	+13.2%
August 2021	\$652,725	\$675,444	+3.5%
12-Month Avg	\$560,478	\$641,309	+14.4%

Historical Average Sales Price



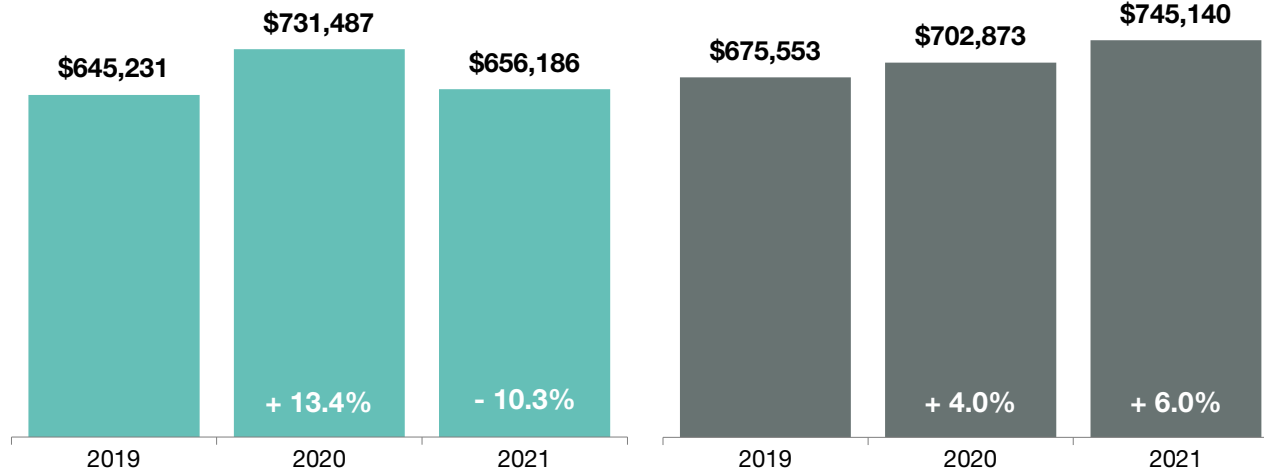
Average List Price

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



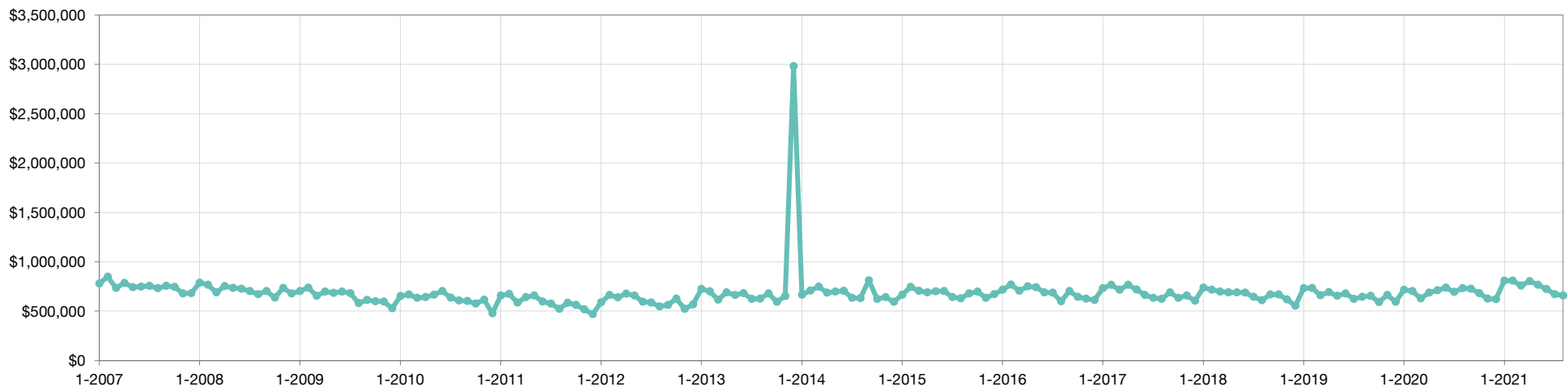
August

Year To Date



Month	Prior Year	Current Year	+ / -
September 2020	\$654,322	\$725,628	+10.9%
October 2020	\$591,953	\$682,484	+15.3%
November 2020	\$663,111	\$625,227	-5.7%
December 2020	\$594,786	\$621,117	+4.4%
January 2021	\$715,799	\$807,727	+12.8%
February 2021	\$701,546	\$807,331	+15.1%
March 2021	\$628,845	\$756,779	+20.3%
April 2021	\$685,403	\$801,939	+17.0%
May 2021	\$709,032	\$765,433	+8.0%
June 2021	\$736,711	\$722,441	-1.9%
July 2021	\$695,615	\$669,526	-3.8%
August 2021	\$731,487	\$656,186	-10.3%
12-Month Avg	\$684,347	\$727,058	+6.2%

Historical Average List Price



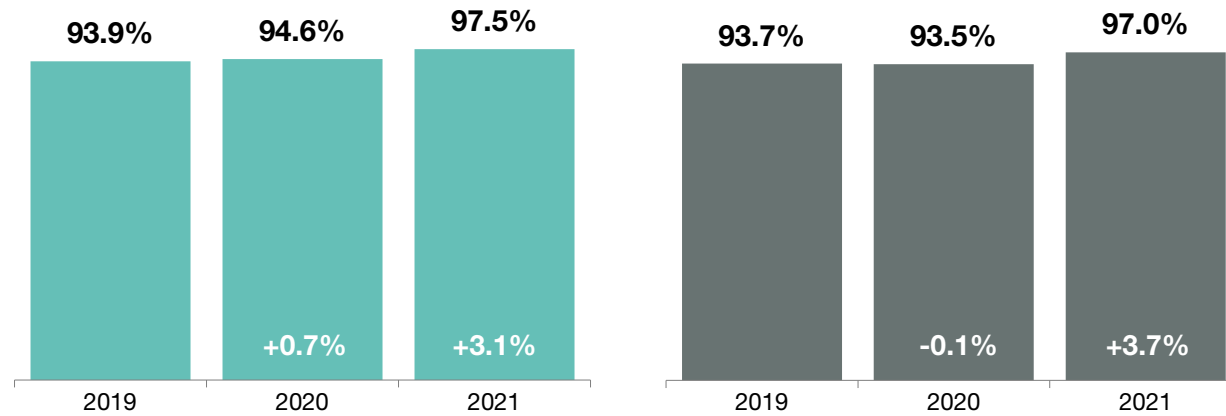
Percent of Original List Price Received

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.



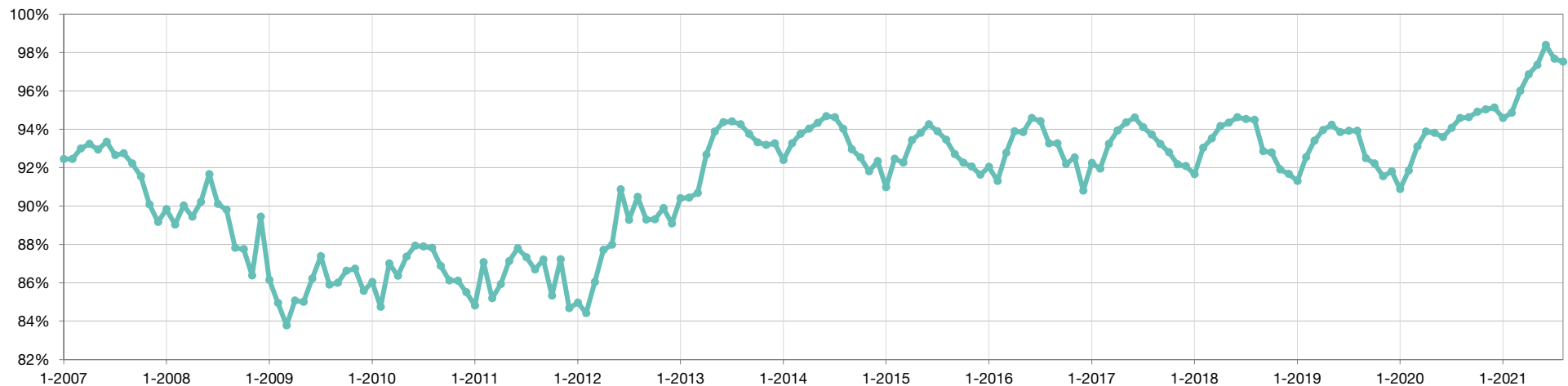
August

Year To Date



Month	Prior Year	Current Year	+ / -
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%
August 2021	94.6%	97.5%	+3.1%
12-Month Avg	93.1%	96.3%	+3.5%

Historical Percent of Original List Price Received

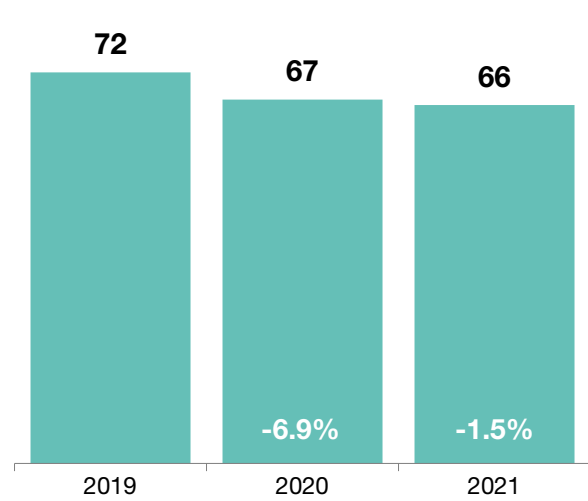


Housing Affordability Index

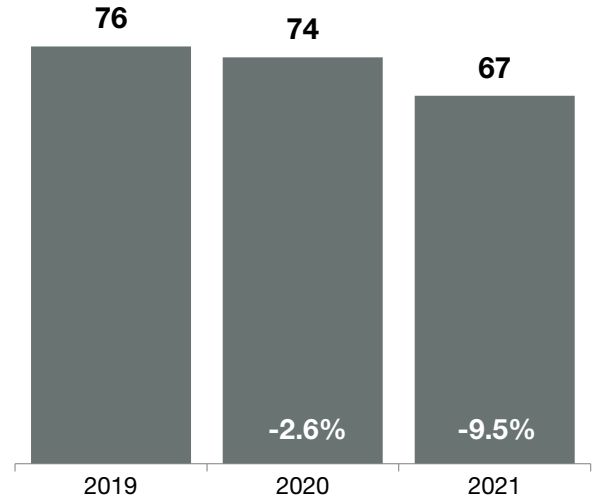


This index measures housing affordability for the region. For example, an index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**

August

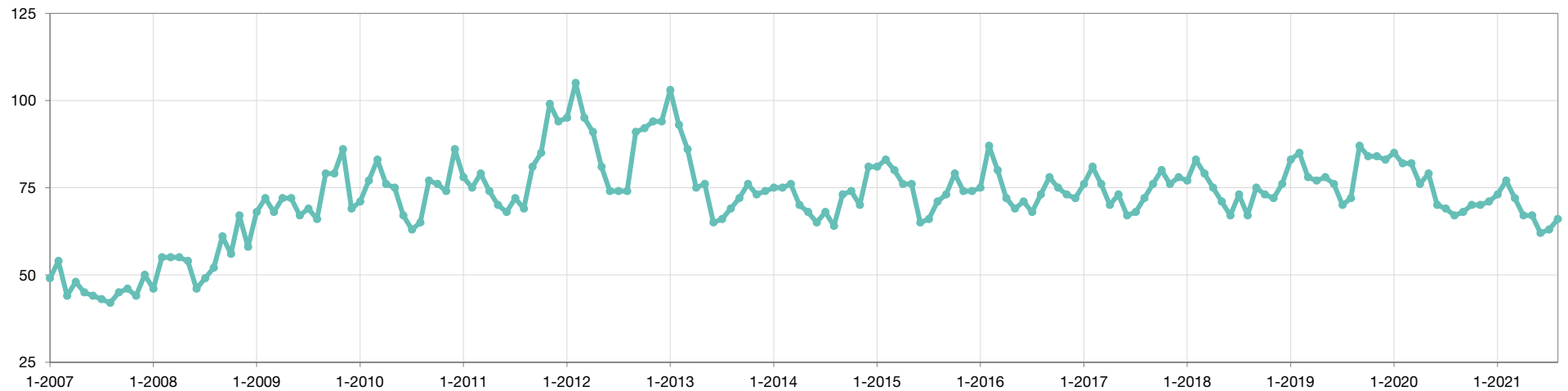


Year To Date



Month	Prior Year	Current Year	+ / -
September 2020	87	68	-21.8%
October 2020	84	70	-16.7%
November 2020	84	70	-16.7%
December 2020	83	71	-14.5%
January 2021	85	73	-14.1%
February 2021	82	77	-6.1%
March 2021	82	72	-12.2%
April 2021	76	67	-11.8%
May 2021	79	67	-15.2%
June 2021	70	62	-11.4%
July 2021	69	63	-8.7%
August 2021	67	66	-1.5%
12-Month Avg	79	69	-12.6%

Historical Housing Affordability Index

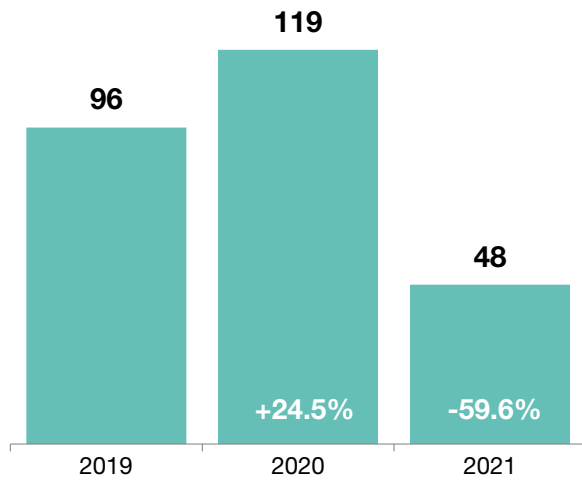


Market Time

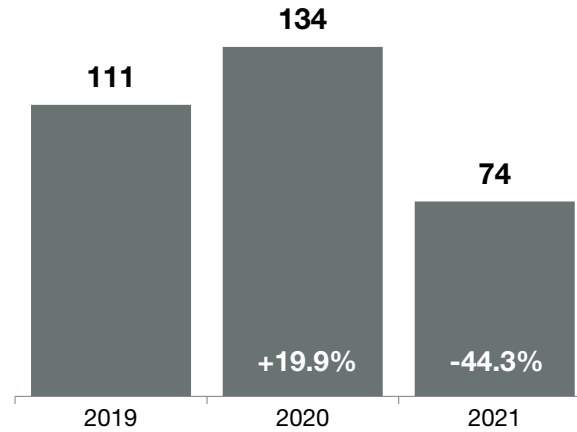
Average number of days between when a property is listed and when an offer is accepted in a given month.



August



Year To Date



Month	Prior Year	Current Year	+ / -
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	-25.1%
March 2021	150	103	-31.6%
April 2021	141	90	-36.6%
May 2021	120	78	-35.0%
June 2021	130	54	-58.3%
July 2021	122	50	-59.0%
August 2021	119	48	-59.6%
12-Month Avg	131	83	-36.4%

Historical Market Times

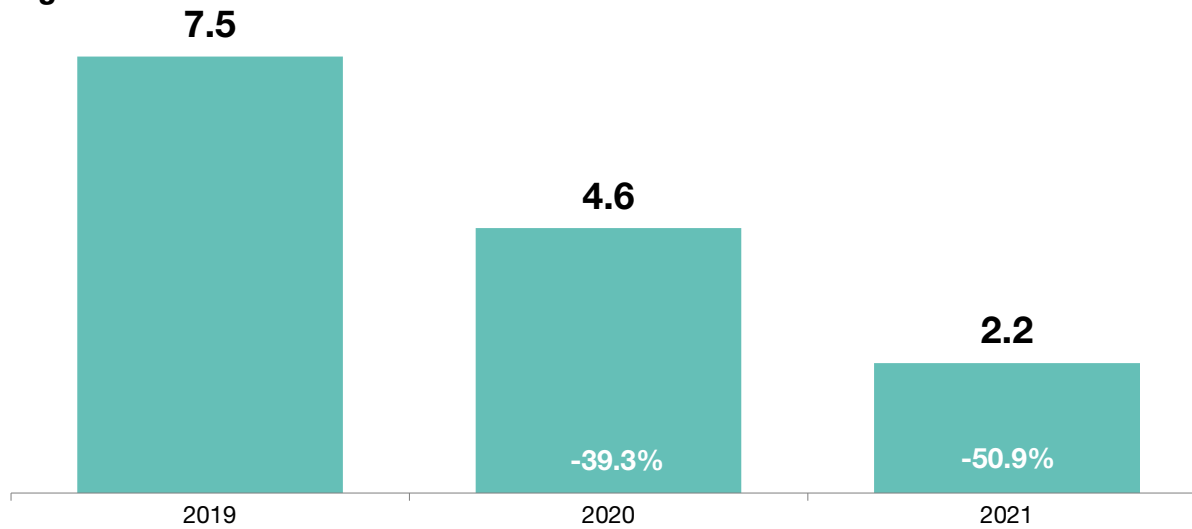


Months Supply of Inventory

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.

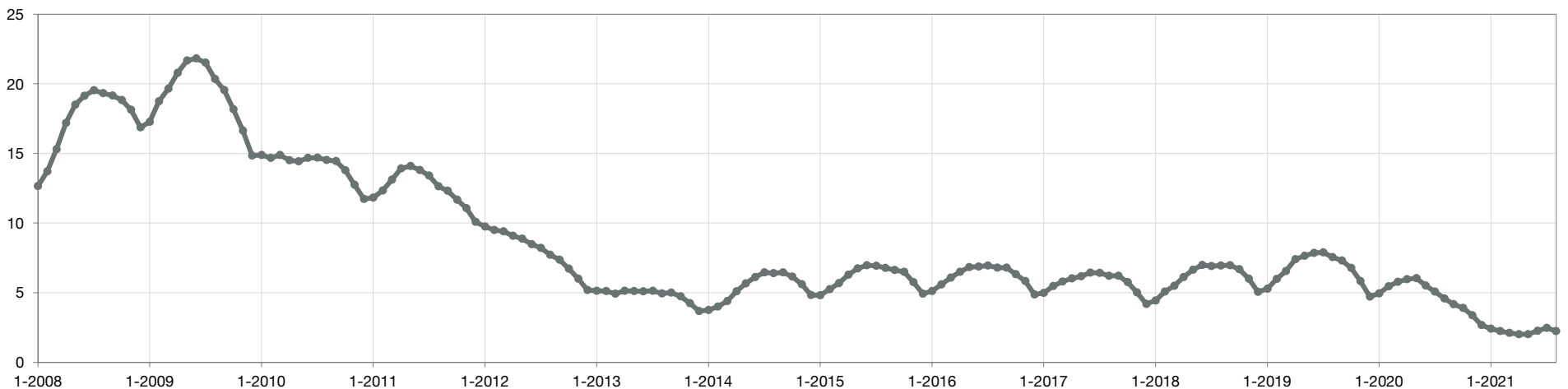


August



Month	Prior Year	Current Year	+ / -
September 2020	7.3	4.2	-43.0%
October 2020	6.8	3.9	-42.5%
November 2020	5.8	3.4	-42.1%
December 2020	4.7	2.7	-43.1%
January 2021	4.9	2.4	-51.1%
February 2021	5.4	2.2	-58.9%
March 2021	5.8	2.1	-63.5%
April 2021	6.0	2.0	-66.1%
May 2021	6.0	2.0	-66.5%
June 2021	5.5	2.3	-59.1%
July 2021	5.1	2.5	-51.6%
August 2021	4.6	2.2	-50.9%
12-Month Avg	5.7	2.7	-53.1%

Historical Months Supply of Inventory

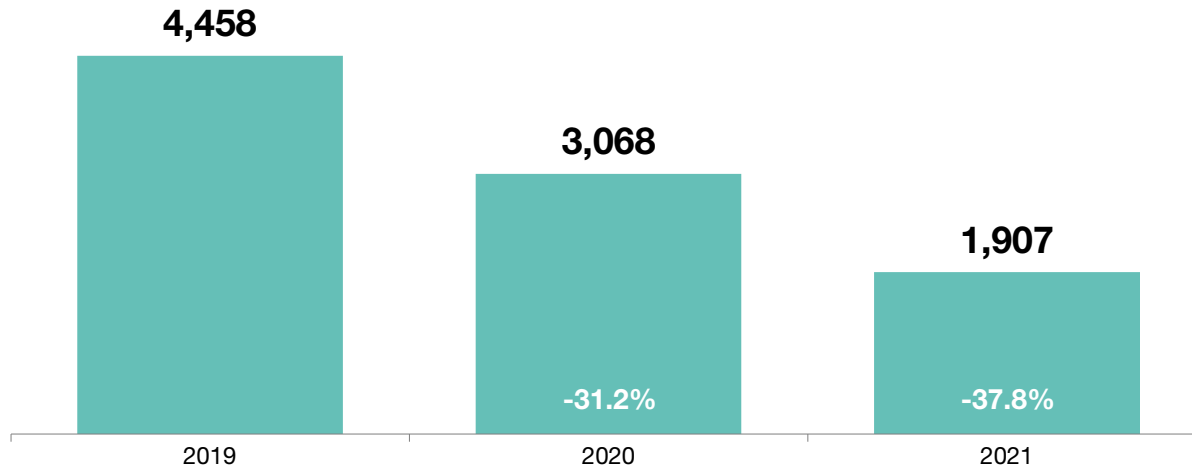


Inventory of Homes for Sale

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



August



Month	Prior Year	Current Year	+ / -
September 2020	4,374	2,896	-33.8%
October 2020	4,054	2,788	-31.2%
November 2020	3,533	2,446	-30.8%
December 2020	2,876	1,966	-31.6%
January 2021	3,054	1,809	-40.8%
February 2021	3,426	1,707	-50.2%
March 2021	3,534	1,698	-52.0%
April 2021	3,456	1,757	-49.2%
May 2021	3,409	1,813	-46.8%
June 2021	3,282	1,999	-39.1%
July 2021	3,222	2,133	-33.8%
August 2021	3,068	1,907	-37.8%
12-Month Avg	3,441	2,077	-39.8%

Historical Inventory of Homes for Sale

