

# Monthly Indicators

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



## December 2011

There's no way to be certain what 2012 will bring. However, a few things do seem clear enough to make some assessments. First, 2011 was not the recovery year it was expected to be. It was yet another “transition year” for most. Second, multi-decade low mortgage rates and suppressed home prices coalesced to form an attractive purchase environment. And buyers did just what their name implies. This has driven down inventory levels in many locales, which—thirdly—nudged the market balance toward equilibrium. Here's how the final month of 2011 concluded the year.

New Listings in the North Shore-Barrington region decreased 21.6 percent to 403. Listings Under Contract were up 22.7 percent to 351. Inventory levels shrank 17.7 percent to 4,115 units, extending the signature trend of 2011.

Prices were off a bit. The Median Sales Price decreased 6.7 percent to \$305,000. Market Times decreased 0.8 percent to 164 days. Absorption rates improved as Months Supply of Inventory was down 22.4 percent to 9.1 months.

Ultimately, the upcoming spring market should be a major tell about the future direction of housing. Sellers are seeing multiple-offer situations; buyers are seeing sub-4.0 percent loans; supply-demand trends are more balanced. When it gets down to it, that's a stable foundation and a far cry from 2009. While the fundamentals are better, the foreclosure situation and political unknowns remain wildcards. For now, enjoy the fresh canvas.

## Quick Facts

**+ 1.0%**

Change in  
Closed Sales

**- 6.7%**

Change in  
Median Sales Price

**- 17.7%**

Change in  
Inventory

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# Market Overview

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

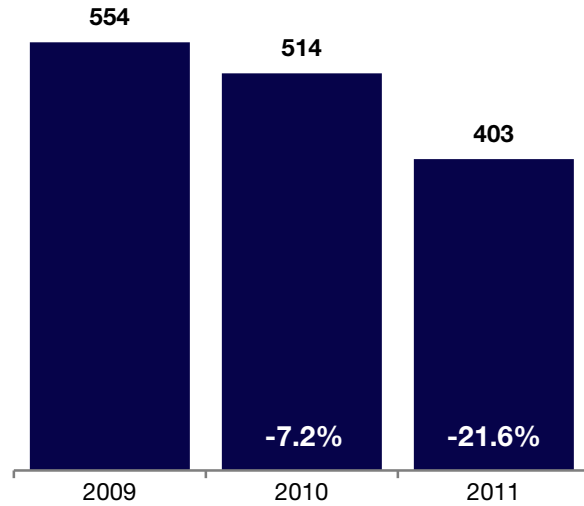
Key Metrics	Historical Sparklines	12-2010	12-2011	+ / -	YTD 2010	YTD 2011	+ / -
<b>New Listings</b>		514	<b>403</b>	- 21.6%	13,063	<b>11,575</b>	- 11.4%
<b>Closed Sales</b>		383	<b>387</b>	+ 1.0%	5,092	<b>5,208</b>	+ 2.3%
<b>Under Contract</b> (Contingent and Pending)		286	<b>351</b>	+ 22.7%	5,136	<b>5,447</b>	+ 6.1%
<b>Median Sales Price</b>		\$327,000	<b>\$305,000</b>	- 6.7%	\$380,500	<b>\$366,000</b>	- 3.8%
<b>Average Sales Price</b>		\$487,766	<b>\$453,187</b>	- 7.1%	\$518,145	<b>\$506,600</b>	- 2.2%
<b>Average List Price</b>		\$479,710	<b>\$496,292</b>	+ 3.5%	\$639,566	<b>\$608,442</b>	- 4.9%
<b>Percent of Original List Price Received</b>		86.0%	<b>85.5%</b>	- 0.5%	87.1%	<b>87.0%</b>	- 0.2%
<b>Housing Affordability Index</b>		108	<b>120</b>	+ 11.0%	94	<b>102</b>	+ 8.1%
<b>Market Time</b>		166	<b>164</b>	- 0.8%	179	<b>165</b>	- 7.5%
<b>Months Supply of Homes for Sale</b>		11.7	<b>9.1</b>	- 22.4%	--	--	--
<b>Inventory of Homes for Sale</b>		5,003	<b>4,115</b>	- 17.7%	--	--	--

# New Listings

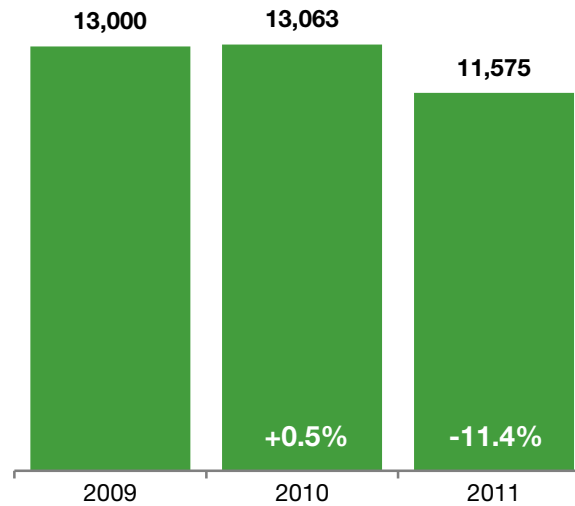
A count of the properties that have been newly listed on the market in a given month.



## December

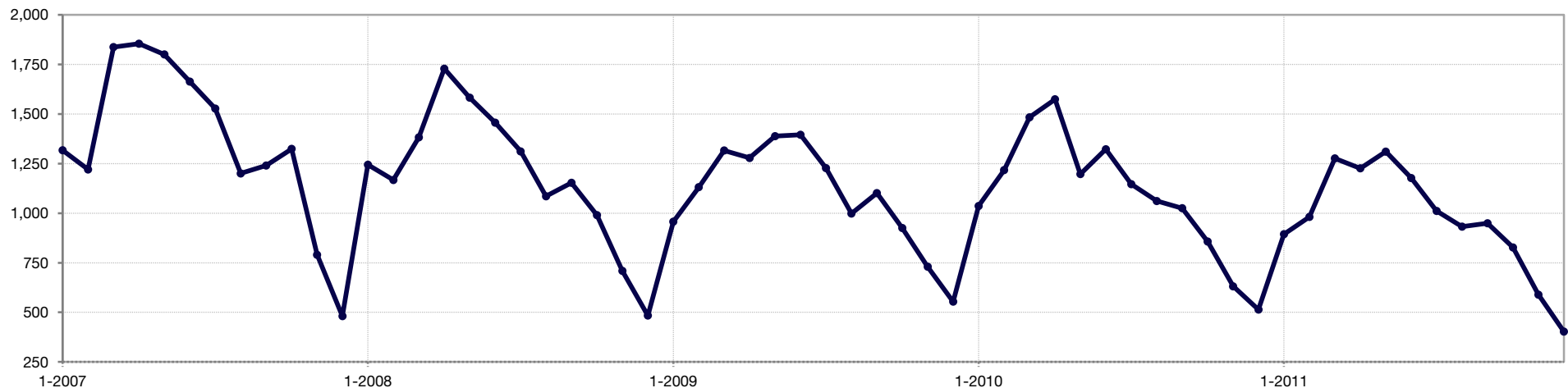


## Year To Date



Month	Prior Year	Current Year	+ / -
January	1,036	894	-13.7%
February	1,217	981	-19.4%
March	1,483	1,276	-14.0%
April	1,574	1,226	-22.1%
May	1,197	1,310	+9.4%
June	1,322	1,177	-11.0%
July	1,146	1,011	-11.8%
August	1,061	932	-12.2%
September	1,025	949	-7.4%
October	857	827	-3.5%
November	631	589	-6.7%
December	514	403	-21.6%
<b>12-Month Avg</b>	<b>1,089</b>	<b>965</b>	<b>-11.4%</b>

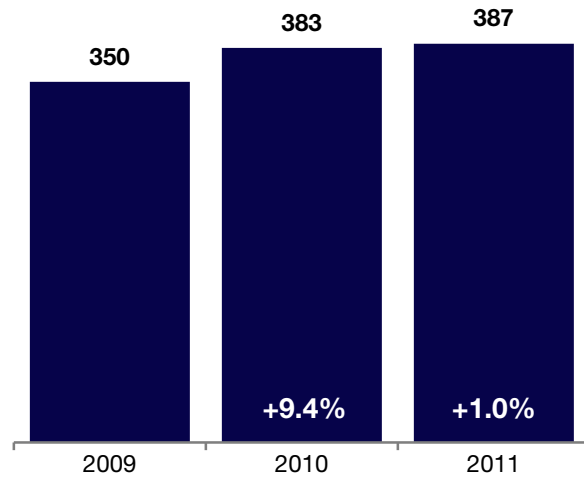
## Historical New Listing Activity



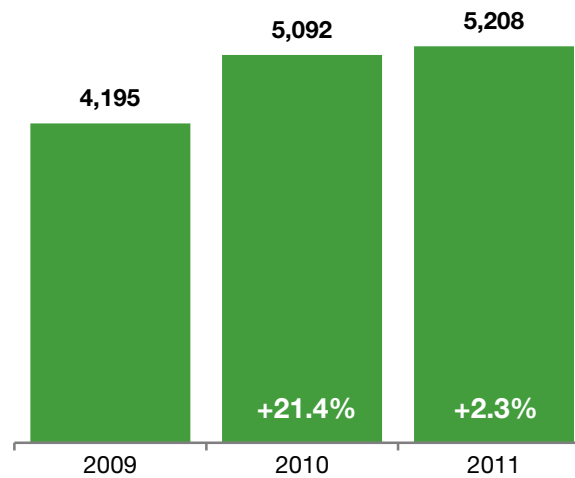
# Closed Sales

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

## December



## Year To Date



Month	Prior Year	Current Year	+ / -
January	273	282	+3.3%
February	252	244	-3.2%
March	404	338	-16.3%
April	494	457	-7.5%
May	501	485	-3.2%
June	736	621	-15.6%
July	488	576	+18.0%
August	490	626	+27.8%
September	373	433	+16.1%
October	364	403	+10.7%
November	334	356	+6.6%
December	383	387	+1.0%
12-Month Avg	424	434	+3.1%

## Historical Closed Sales Activity

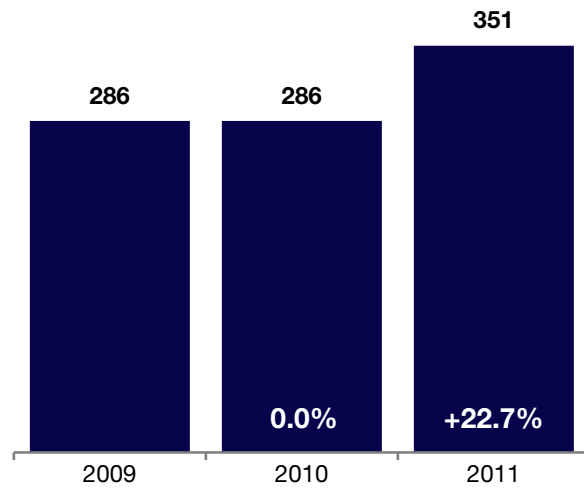


# Under Contract

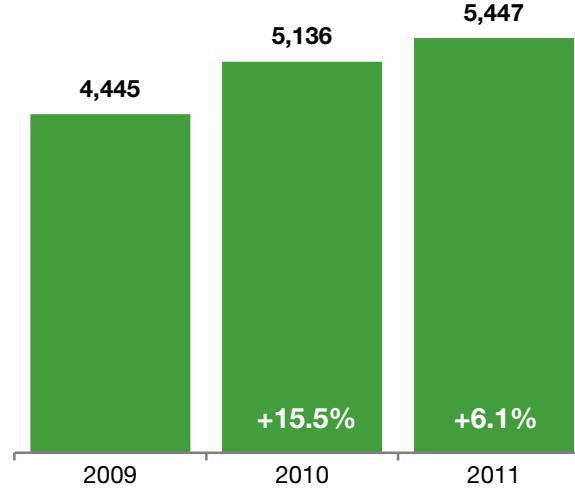
A count of the properties in either a contingent or pending status in a given month.



## December



## Year To Date



Month	Prior Year	Current Year	+ / -
January	318	319	+0.3%
February	424	366	-13.7%
March	581	511	-12.0%
April	706	570	-19.3%
May	491	584	+18.9%
June	467	549	+17.6%
July	408	493	+20.8%
August	379	506	+33.5%
September	368	408	+10.9%
October	378	451	+19.3%
November	330	339	+2.7%
December	286	351	+22.7%
12-Month Avg	428	454	+6.1%

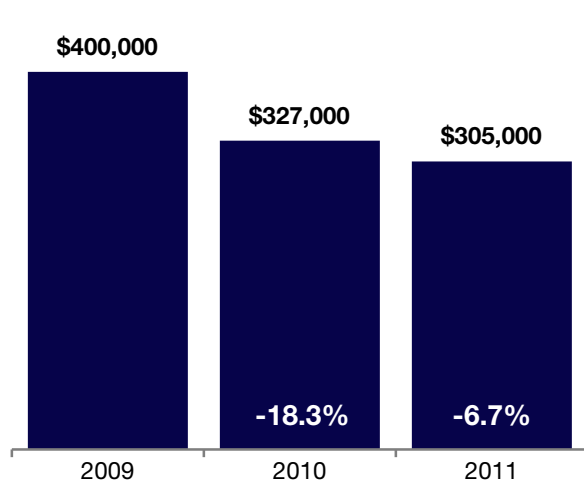
## Historical Under Contract Activity



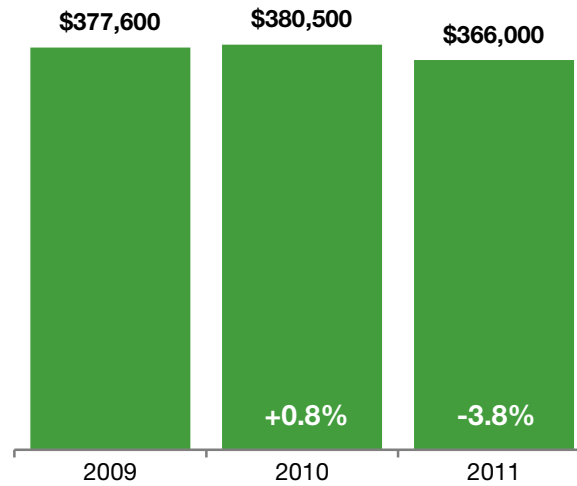
# Median Sales Price

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

## December

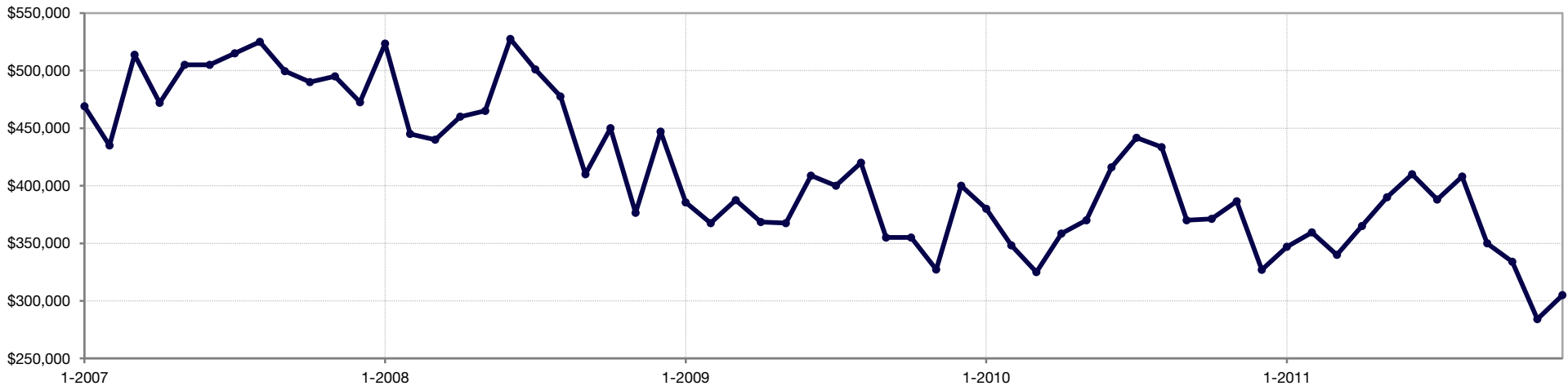


## Year To Date



Month	Prior Year	Current Year	+ / -
January	\$380,000	\$347,000	-8.7%
February	\$348,250	\$359,500	+3.2%
March	\$325,000	\$340,000	+4.6%
April	\$358,450	\$365,000	+1.8%
May	\$370,000	\$390,000	+5.4%
June	\$416,000	\$410,000	-1.4%
July	\$441,650	\$388,000	-12.1%
August	\$433,500	\$408,000	-5.9%
September	\$370,000	\$350,000	-5.4%
October	\$371,250	\$334,000	-10.0%
November	\$386,500	\$284,150	-26.5%
December	\$327,000	\$305,000	-6.7%
<b>12-Month Med</b>	<b>\$380,500</b>	<b>\$366,000</b>	<b>-3.8%</b>

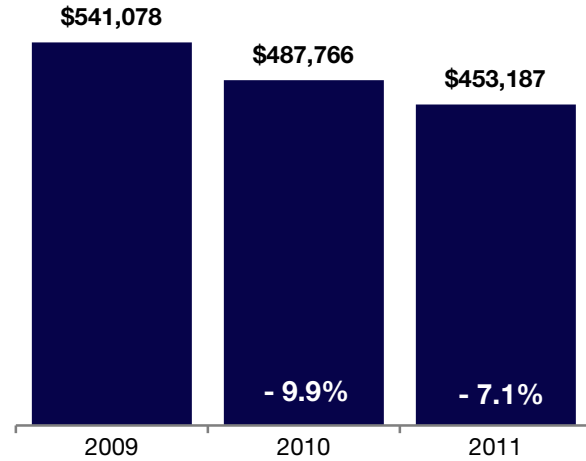
## Historical Median Sales Price



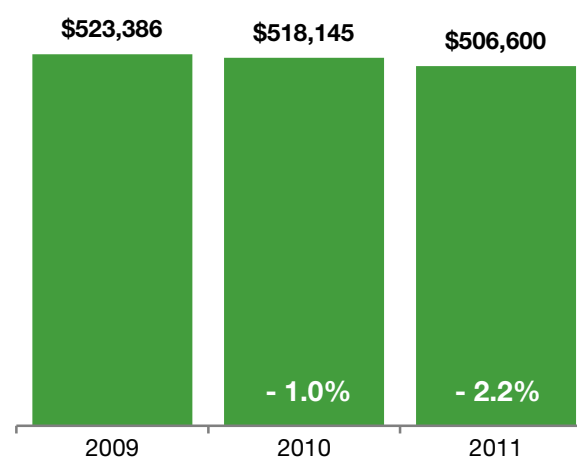
# Average Sales Price

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

## December



## Year To Date



Month	Prior Year	Current Year	+ / -
January	\$545,763	\$448,560	-17.8%
February	\$509,862	\$492,925	-3.3%
March	\$502,068	\$503,716	+0.3%
April	\$480,651	\$516,365	+7.4%
May	\$471,984	\$548,845	+16.3%
June	\$545,594	\$555,808	+1.9%
July	\$556,803	\$547,151	-1.7%
August	\$571,243	\$522,654	-8.5%
September	\$508,790	\$473,005	-7.0%
October	\$489,248	\$475,893	-2.7%
November	\$527,878	\$448,126	-15.1%
December	\$487,766	\$453,187	-7.1%
12-Month Avg	\$518,145	\$506,600	-2.2%

## Historical Average Sales Price

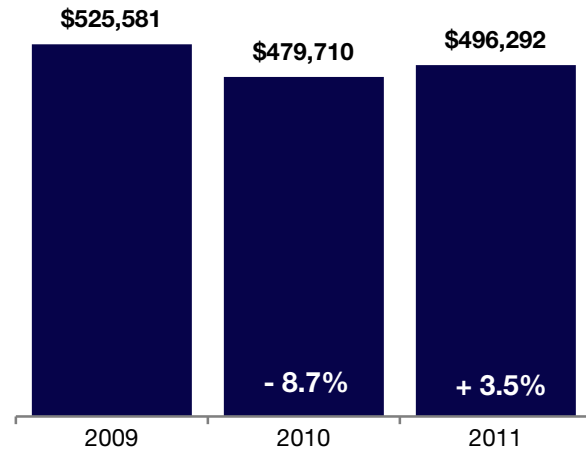


# Average List Price

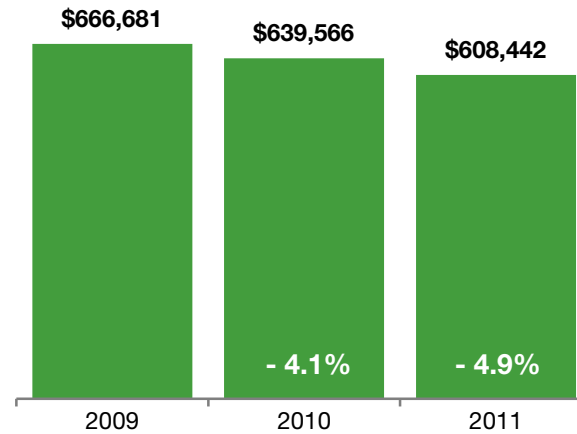
Average list price for all new listings in a given month.



## December



## Year To Date



Month	Prior Year	Current Year	+ / -
January	\$645,540	\$657,805	+1.9%
February	\$714,749	\$669,183	-6.4%
March	\$634,741	\$599,669	-5.5%
April	\$642,334	\$645,369	+0.5%
May	\$666,533	\$666,623	+0.0%
June	\$707,824	\$607,197	-14.2%
July	\$634,765	\$577,685	-9.0%
August	\$609,723	\$537,195	-11.9%
September	\$606,048	\$593,277	-2.1%
October	\$570,809	\$583,002	+2.1%
November	\$630,284	\$551,314	-12.5%
December	\$479,710	\$496,292	+3.5%
12-Month Avg	\$639,566	\$608,442	-4.9%

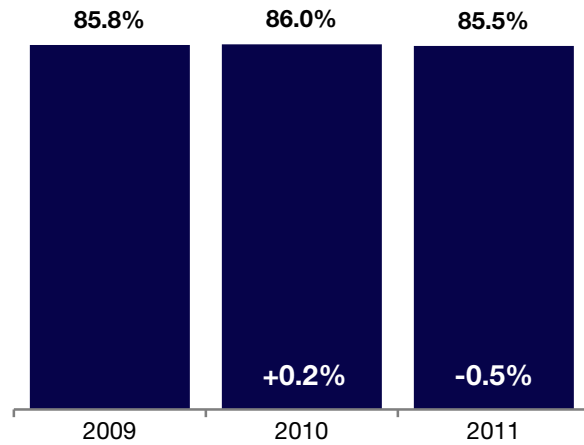
## Historical Average List Price



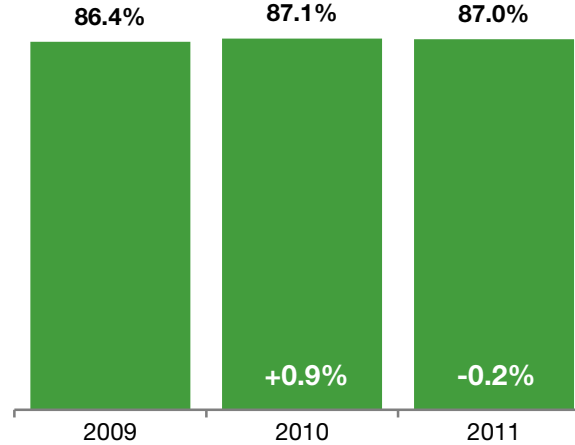
# Percent of Original List Price Received

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.

## December



## Year To Date



Month	Prior Year	Current Year	+ / -
January	86.2%	85.2%	-1.2%
February	85.0%	87.2%	+2.6%
March	87.1%	85.8%	-1.5%
April	86.8%	86.5%	-0.3%
May	87.6%	87.2%	-0.4%
June	88.1%	88.0%	-0.2%
July	88.1%	87.9%	-0.3%
August	88.1%	87.3%	-0.9%
September	87.1%	87.6%	+0.6%
October	86.4%	85.7%	-0.8%
November	86.4%	87.7%	+1.5%
December	86.0%	85.5%	-0.5%
12-Month Avg	87.1%	87.0%	-0.2%

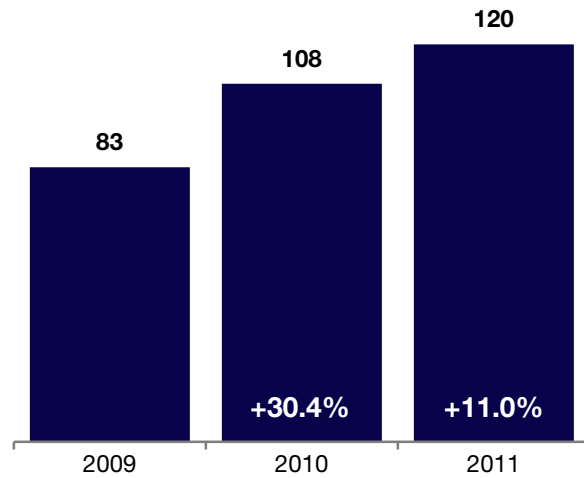
## Historical Percent of Original List Price Received



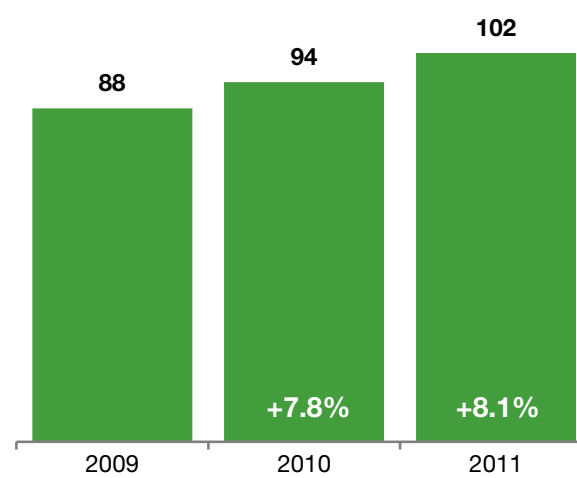
# Housing Affordability Index

This index measures housing affordability for the region. 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.**

## December

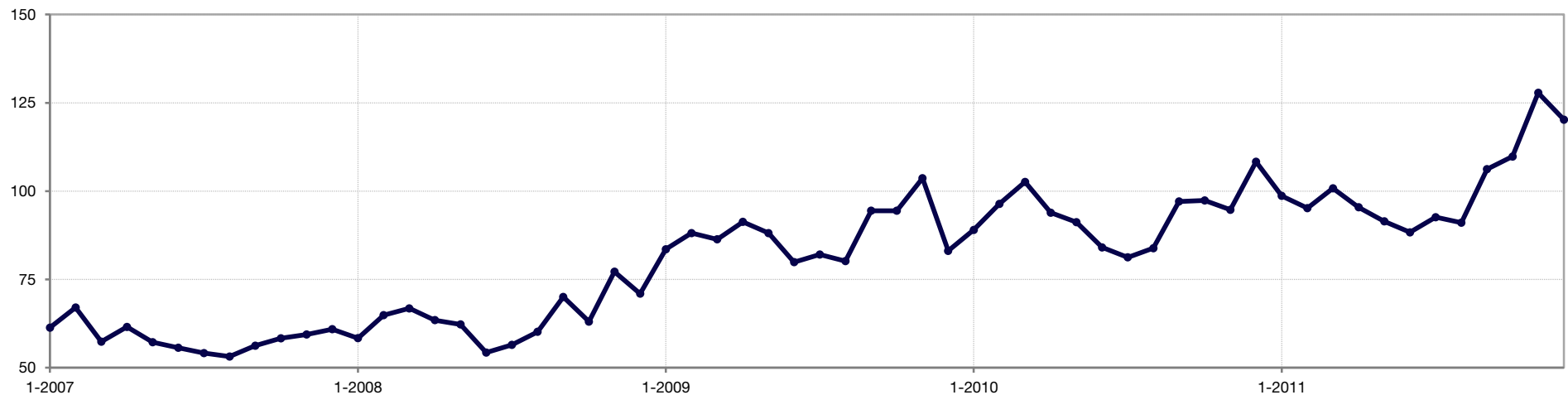


## Year To Date



Month	Prior Year	Current Year	+ / -
January	89	99	+10.8%
February	96	95	-1.2%
March	103	101	-1.8%
April	94	95	+1.7%
May	91	91	+0.3%
June	84	88	+5.1%
July	81	93	+14.0%
August	84	91	+8.6%
September	97	106	+9.4%
October	97	110	+12.8%
November	95	128	+35.0%
December	108	120	+11.0%
12-Month Avg	93	101	+8.8%

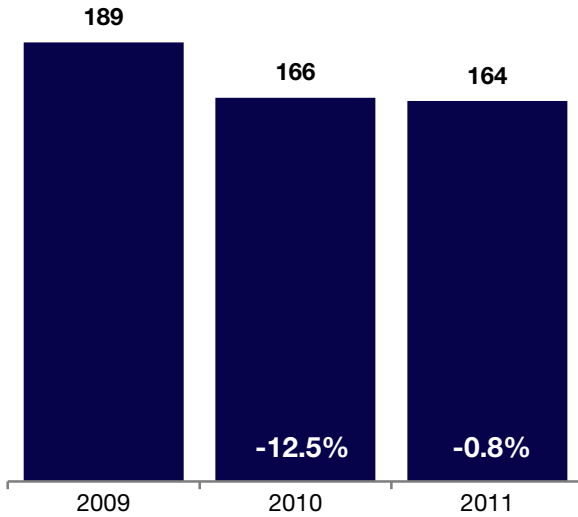
## Historical Housing Affordability Index



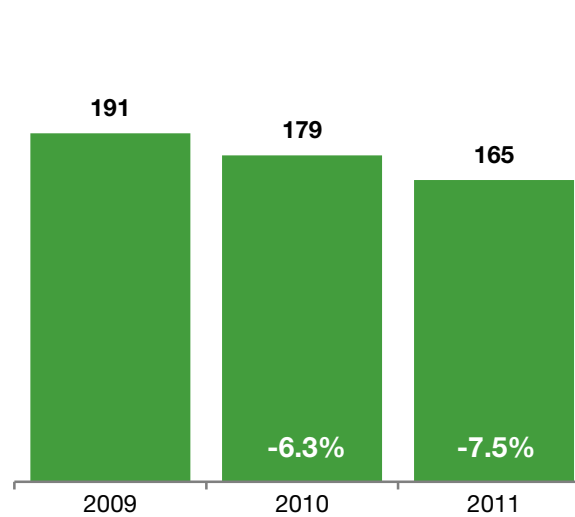
# Market Time

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

## December



## Year To Date



Month	Prior Year	Current Year	+ / -
January	208	204	-1.6%
February	184	184	-0.1%
March	211	194	-8.0%
April	198	188	-4.7%
May	172	178	+3.4%
June	179	151	-15.8%
July	165	159	-3.9%
August	156	149	-4.6%
September	169	148	-12.3%
October	170	153	-10.3%
November	180	148	-17.5%
December	166	164	-0.8%
<b>12-Month Avg</b>	<b>179</b>	<b>165</b>	<b>-7.5%</b>

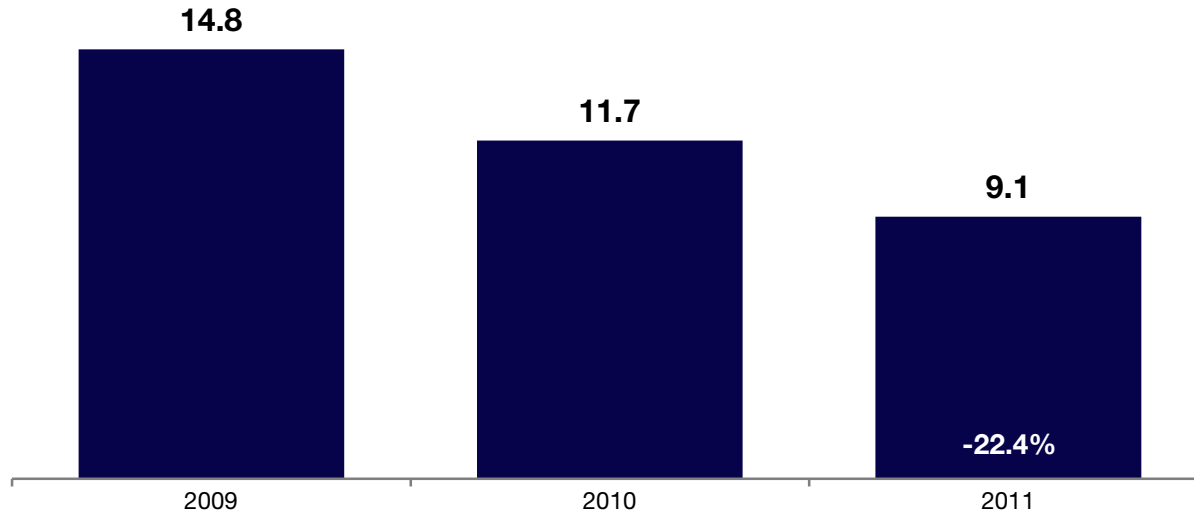
## Historical Market Times



# Months Supply of Inventory

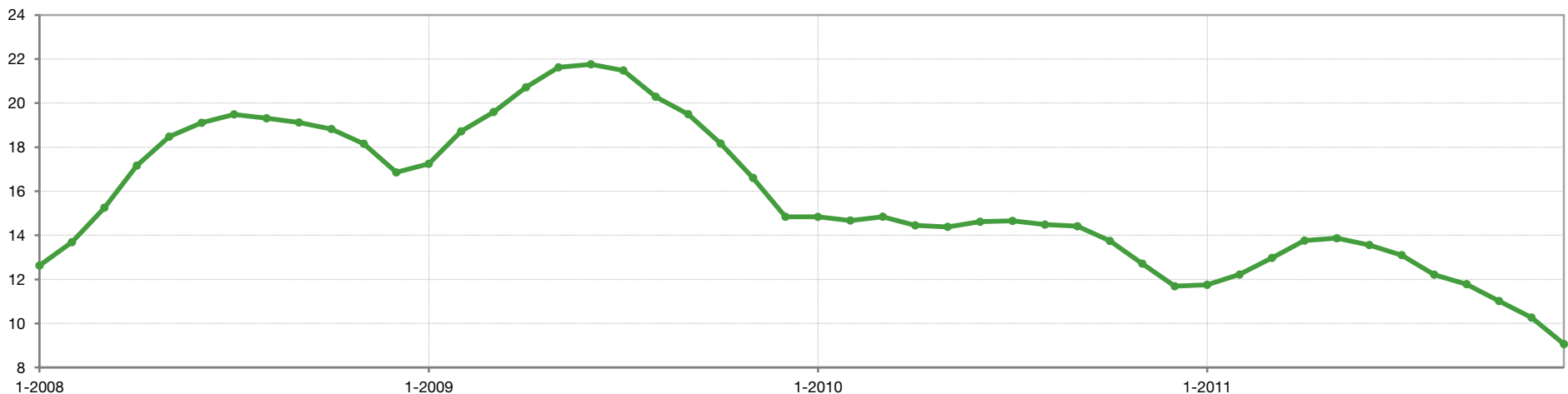
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

## December



Month	Prior Year	Current Year	+ / -
January	14.8	11.8	-20.8%
February	14.7	12.2	-16.7%
March	14.8	13.0	-12.6%
April	14.5	13.8	-4.8%
May	14.4	13.9	-3.6%
June	14.6	13.6	-7.2%
July	14.7	13.1	-10.6%
August	14.5	12.2	-15.7%
September	14.4	11.8	-18.2%
October	13.7	11.0	-19.8%
November	12.7	10.3	-19.2%
December	11.7	9.1	-22.4%
12-Month Avg	14.1	12.1	-14.1%

## Historical Months Supply of Inventory

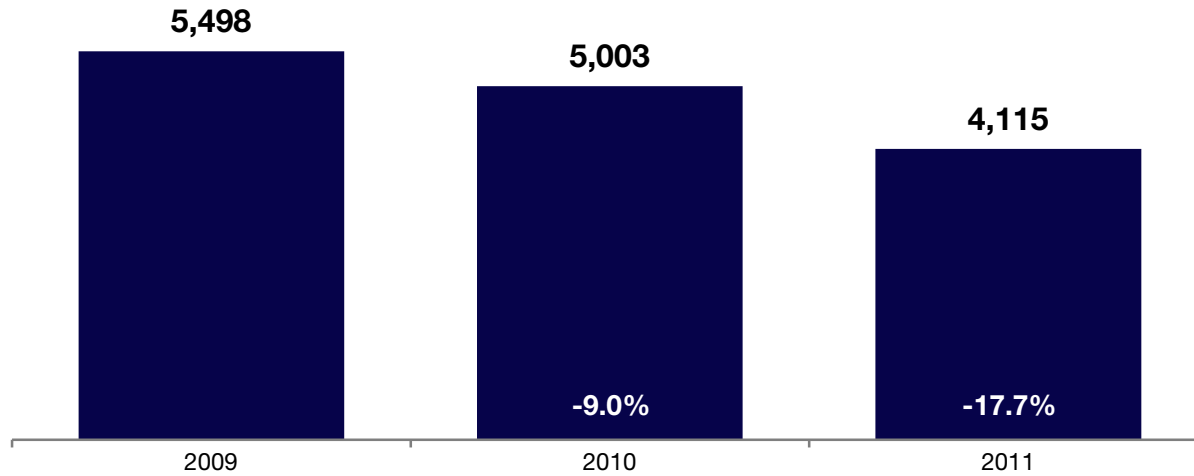


# Inventory of Homes for Sale

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



## December



Month	Prior Year	Current Year	+ / -
January	5,645	5,032	-10.9%
February	5,829	5,173	-11.3%
March	6,167	5,417	-12.2%
April	6,385	5,588	-12.5%
May	6,391	5,739	-10.2%
June	6,451	5,705	-11.6%
July	6,413	5,605	-12.6%
August	6,250	5,355	-14.3%
September	6,155	5,205	-15.4%
October	5,874	4,934	-16.0%
November	5,442	4,606	-15.4%
December	5,003	4,115	-17.7%
12-Month Avg	6,000	5,206	-13.3%

## Historical Inventory of Homes for Sale

