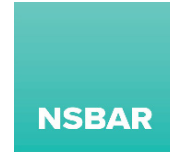


Monthly Indicators



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 2022

Summer 2022 has been a season of change for the U.S. real estate market. With housing affordability at a 33-year low, existing-home sales have continued to soften nationwide, falling 5.9% month-to-month and 20.9% year-over-year as of last measure, according to the National Association of REALTORS® (NAR). Pending home sales have also continued to decline, while new listings have steadily increased, with unsold inventory reaching 3.3 months' supply at the start of August. The pullback in demand has been particularly hard on homebuilders, causing new-home sales and construction to slow.

New Listings in the North Shore-Barrington region decreased 33.0 percent to 824. Listings Under Contract were down 35.7 percent to 534. Inventory levels fell 36.0 percent to 1,299 units.

Prices continued to gain traction. The Median Sales Price increased 11.8 percent to \$587,000. Market Times were down 37.0 percent to 30 days. Sellers were encouraged as Months Supply of Inventory was down 21.6 percent to 1.9 months.

Inflation, higher interest rates, and fears of a potential recession have taken a toll on buyers and sellers this summer, leading many people to stay on the sidelines to see what will happen with the market. But some experts, including NAR Chief Economist Lawrence Yun, believe the worst of inflation may be over. Although sales prices remain up from this time last year, price growth is expected to moderate in the months ahead as the market continues to shift in a more buyer-friendly direction.

Quick Facts

- 26.1% **+ 11.8%** **- 36.0%**

Change in
Closed Sales

Change in
Median Sales Price

Change in
Inventory

| | |
|---|----|
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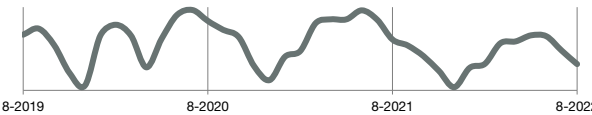


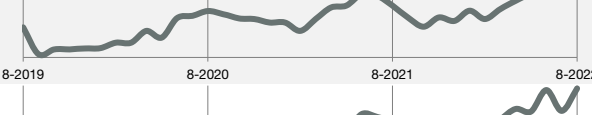









Market Overview

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

NSBAR

NORTH SHORE-BARRINGTON
ASSOCIATION OF REALTORS®

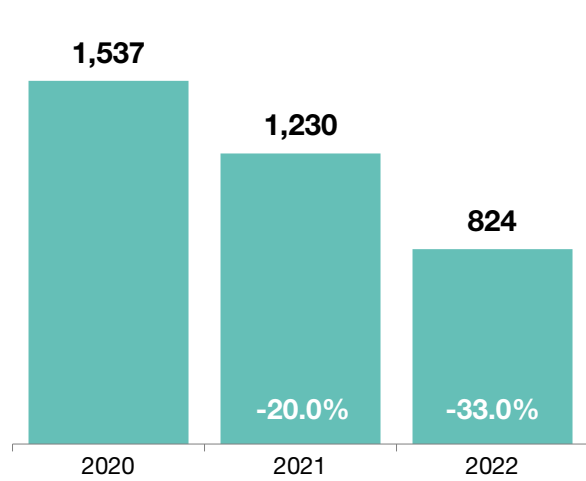
| Key Metrics | Historical Sparklines | 8-2021 | 8-2022 | + / - | YTD 2021 | YTD 2022 | + / - |
|---|--|-----------|------------------|---------|-----------|------------------|---------|
| New Listings |  | 1,230 | 824 | - 33.0% | 11,121 | 8,418 | - 24.3% |
| Closed Sales |  | 1,037 | 766 | - 26.1% | 7,131 | 5,810 | - 18.5% |
| Under Contract (Contingent and Pending) |  | 830 | 534 | - 35.7% | 7,533 | 5,823 | - 22.7% |
| Median Sales Price |  | \$525,000 | \$587,000 | + 11.8% | \$520,000 | \$550,000 | + 5.8% |
| Average Sales Price |  | \$675,077 | \$811,807 | + 20.3% | \$651,796 | \$730,361 | + 12.1% |
| Average List Price |  | \$668,606 | \$750,523 | + 12.3% | \$747,863 | \$804,544 | + 7.6% |
| Percent of Original List Price Received |  | 97.5% | 98.2% | + 0.7% | 97.0% | 99.1% | + 2.1% |
| Housing Affordability Index |  | 75 | 55 | - 26.7% | 75 | 58 | - 22.7% |
| Market Time |  | 48 | 30 | - 37.0% | 74 | 46 | - 37.4% |
| Months Supply of Homes for Sale |  | 2.4 | 1.9 | - 21.6% | -- | -- | -- |
| Inventory of Homes for Sale |  | 2,029 | 1,299 | - 36.0% | -- | -- | -- |

New Listings

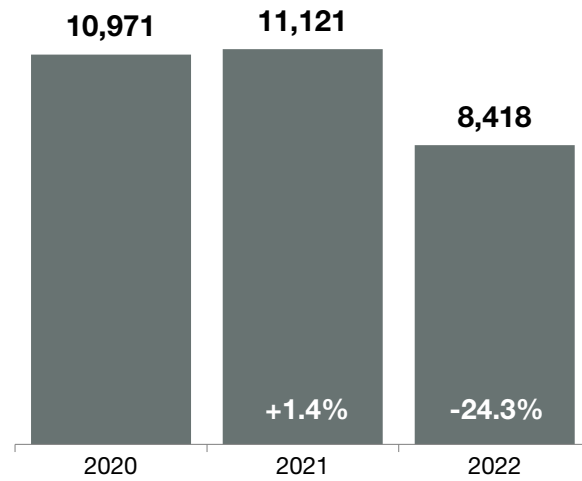
A count of the properties that have been newly listed on the market in a given month.



August

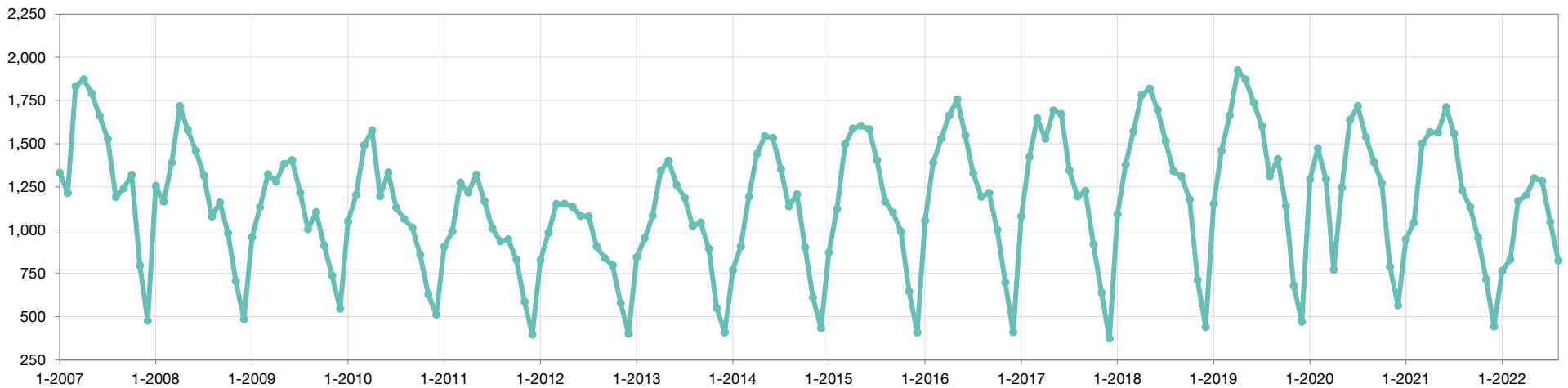


Year To Date



| Month | Prior Year | Current Year | + / - |
|--------------------|--------------|--------------|---------------|
| September 2021 | 1,392 | 1,132 | -18.7% |
| October 2021 | 1,271 | 955 | -24.9% |
| November 2021 | 789 | 715 | -9.4% |
| December 2021 | 563 | 443 | -21.3% |
| January 2022 | 947 | 764 | -19.3% |
| February 2022 | 1,044 | 830 | -20.5% |
| March 2022 | 1,500 | 1,168 | -22.1% |
| April 2022 | 1,566 | 1,202 | -23.2% |
| May 2022 | 1,564 | 1,300 | -16.9% |
| June 2022 | 1,711 | 1,283 | -25.0% |
| July 2022 | 1,559 | 1,047 | -32.8% |
| August 2022 | 1,230 | 824 | -33.0% |
| 12-Month Avg | 1,261 | 972 | -22.9% |

Historical New Listing Activity

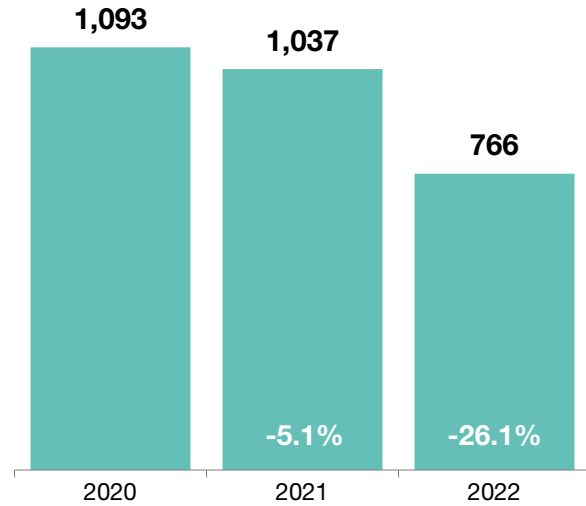


Closed Sales

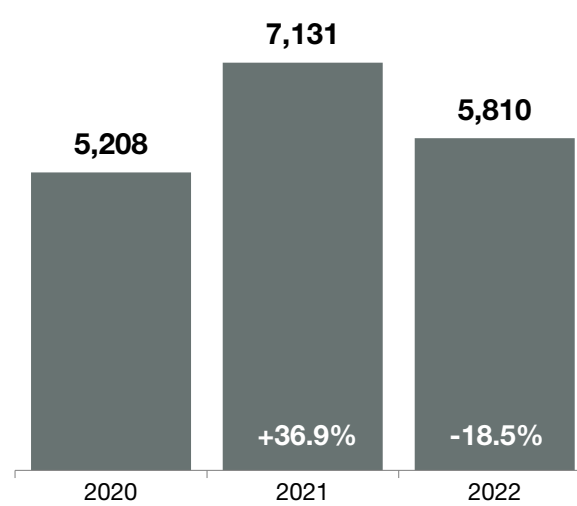
A count of the actual sales that have closed in a given month.



August

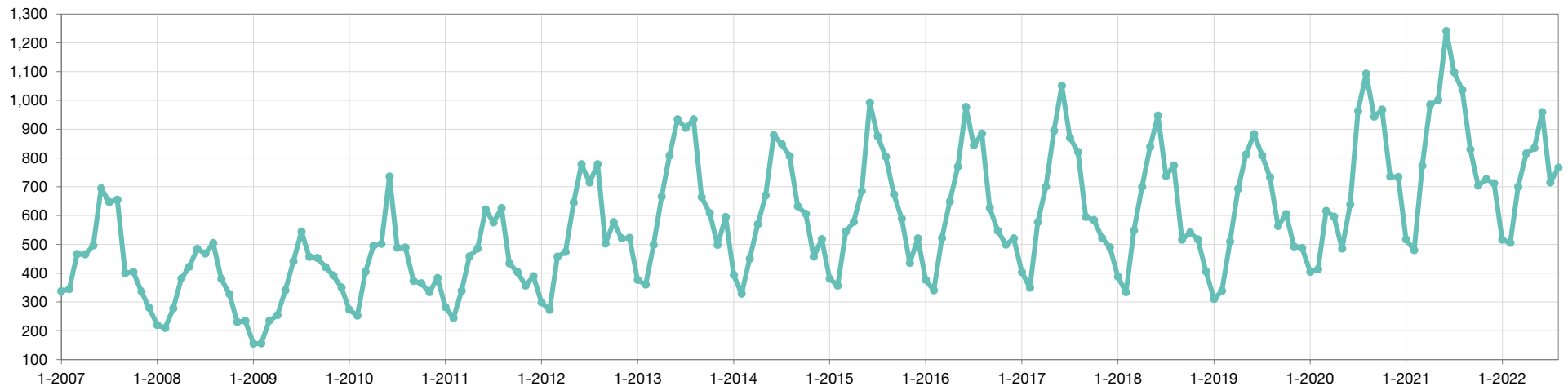


Year To Date



| Month | Prior Year | Current Year | + / - |
|--------------------|--------------|--------------|---------------|
| September 2021 | 943 | 830 | -12.0% |
| October 2021 | 968 | 704 | -27.3% |
| November 2021 | 735 | 726 | -1.2% |
| December 2021 | 734 | 712 | -3.0% |
| January 2022 | 517 | 516 | -0.2% |
| February 2022 | 480 | 505 | +5.2% |
| March 2022 | 773 | 700 | -9.4% |
| April 2022 | 985 | 815 | -17.3% |
| May 2022 | 1,001 | 834 | -16.7% |
| June 2022 | 1,241 | 959 | -22.7% |
| July 2022 | 1,097 | 715 | -34.8% |
| August 2022 | 1,037 | 766 | -26.1% |
| 12-Month Avg | 876 | 732 | -13.8% |

Historical Closed Sales Activity

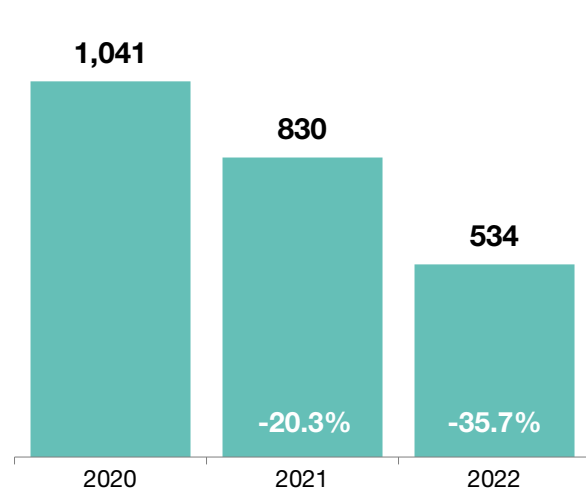


Under Contract

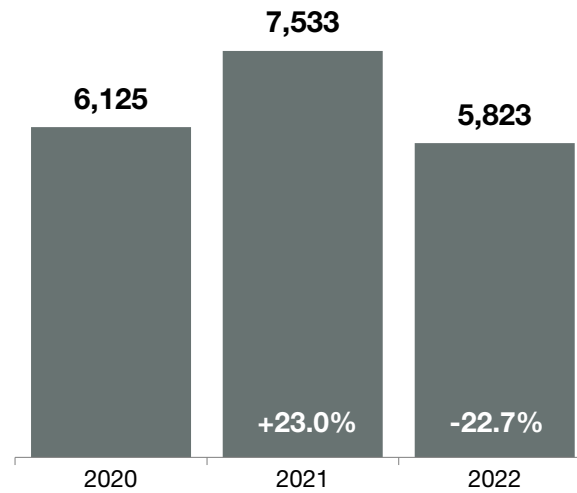
A count of the properties in either a contingent or pending status in a given month.



August

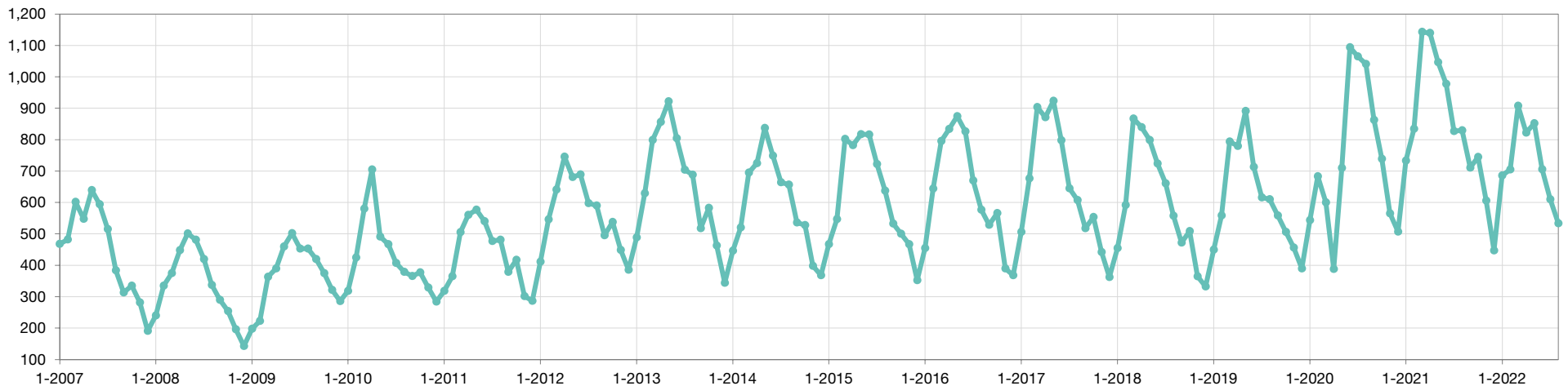


Year To Date



| Month | Prior Year | Current Year | + / - |
|--------------------|------------|--------------|---------------|
| September 2021 | 863 | 711 | -17.6% |
| October 2021 | 739 | 745 | +0.8% |
| November 2021 | 565 | 606 | +7.3% |
| December 2021 | 507 | 447 | -11.8% |
| January 2022 | 733 | 686 | -6.4% |
| February 2022 | 835 | 705 | -15.6% |
| March 2022 | 1,143 | 908 | -20.6% |
| April 2022 | 1,140 | 822 | -27.9% |
| May 2022 | 1,047 | 852 | -18.6% |
| June 2022 | 978 | 706 | -27.8% |
| July 2022 | 827 | 610 | -26.2% |
| August 2022 | 830 | 534 | -35.7% |
| 12-Month Avg | 851 | 694 | -18.4% |

Historical Under Contract Activity

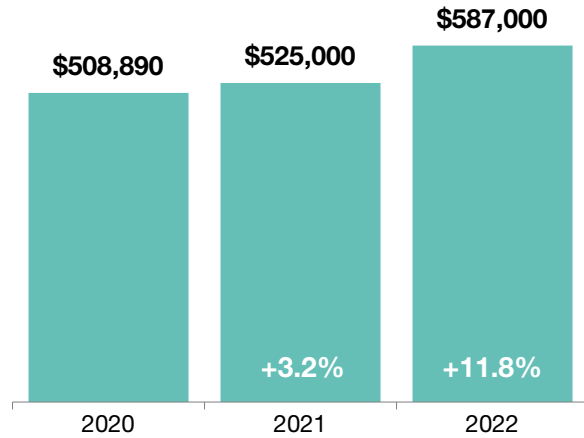


Median Sales Price

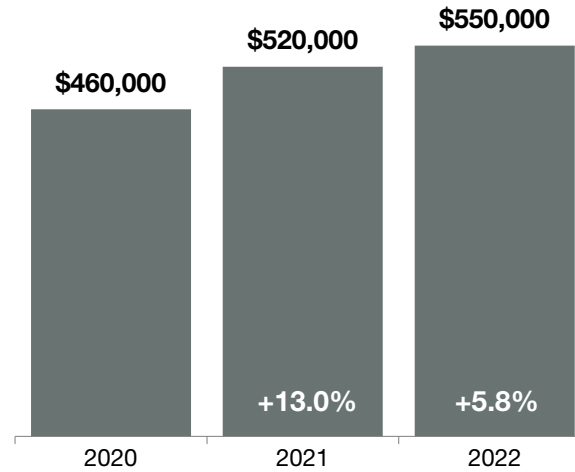
Median price point for all closed sales, not accounting for seller concessions, in a given month.



August

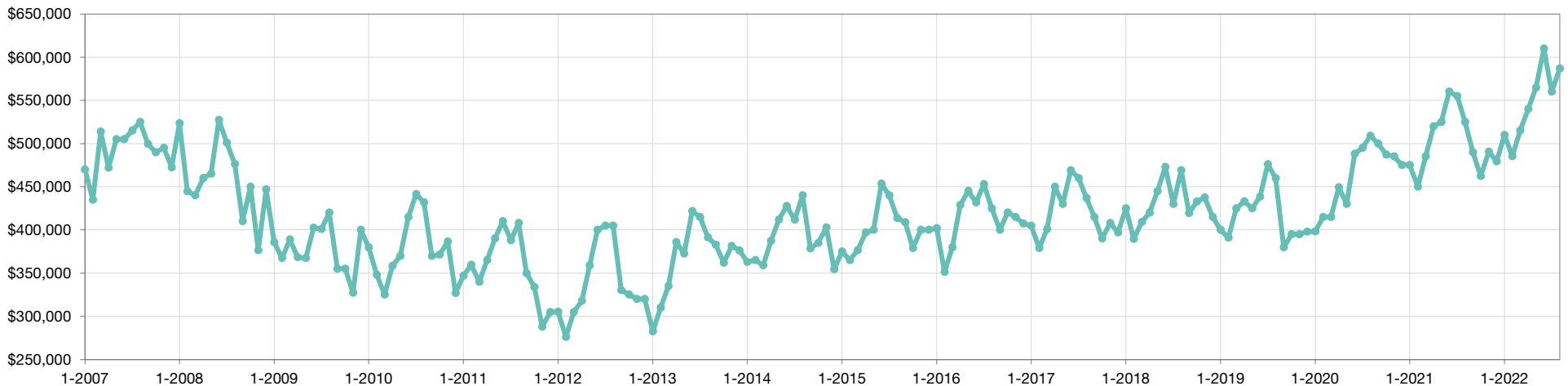


Year To Date



| Month | Prior Year | Current Year | + / - |
|--------------------|------------------|------------------|---------------|
| September 2021 | \$500,000 | \$490,000 | -2.0% |
| October 2021 | \$487,250 | \$462,500 | -5.1% |
| November 2021 | \$485,000 | \$490,434 | +1.1% |
| December 2021 | \$475,000 | \$479,500 | +0.9% |
| January 2022 | \$475,000 | \$510,000 | +7.4% |
| February 2022 | \$450,000 | \$485,500 | +7.9% |
| March 2022 | \$485,000 | \$515,000 | +6.2% |
| April 2022 | \$520,000 | \$540,000 | +3.8% |
| May 2022 | \$524,900 | \$565,000 | +7.6% |
| June 2022 | \$560,000 | \$610,000 | +8.9% |
| July 2022 | \$555,000 | \$560,000 | +0.9% |
| August 2022 | \$525,000 | \$587,000 | +11.8% |
| 12-Month Med | \$510,000 | \$525,000 | +2.9% |

Historical Median Sales Price

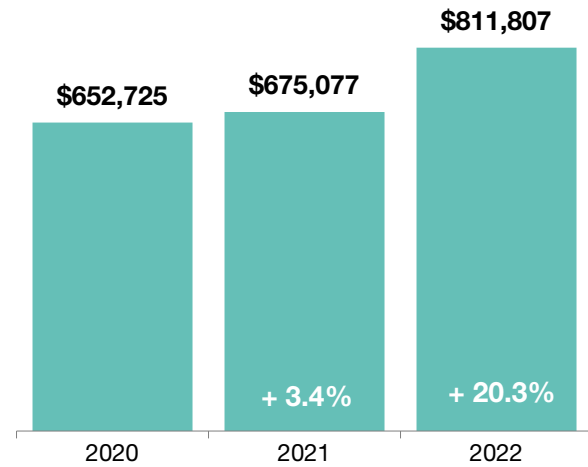


Average Sales Price

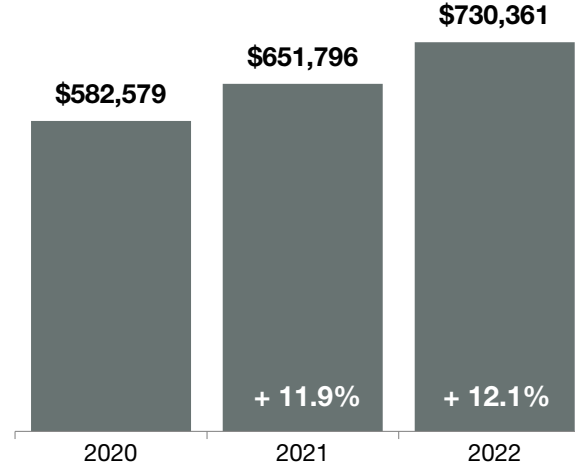
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



August

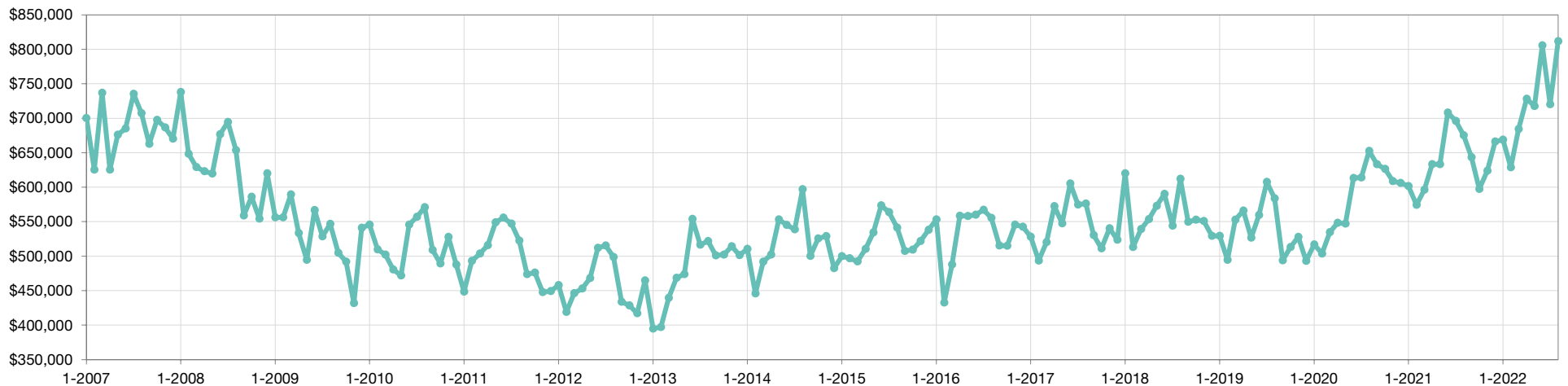


Year To Date



| Month | Prior Year | Current Year | + / - |
|--------------------|------------------|------------------|---------------|
| September 2021 | \$633,116 | \$643,391 | +1.6% |
| October 2021 | \$626,566 | \$597,461 | -4.6% |
| November 2021 | \$608,726 | \$623,762 | +2.5% |
| December 2021 | \$606,245 | \$666,290 | +9.9% |
| January 2022 | \$601,576 | \$668,989 | +11.2% |
| February 2022 | \$574,408 | \$628,885 | +9.5% |
| March 2022 | \$596,231 | \$684,329 | +14.8% |
| April 2022 | \$633,401 | \$728,333 | +15.0% |
| May 2022 | \$633,435 | \$717,719 | +13.3% |
| June 2022 | \$708,025 | \$805,578 | +13.8% |
| July 2022 | \$696,133 | \$720,303 | +3.5% |
| August 2022 | \$675,077 | \$811,807 | +20.3% |
| 12-Month Avg | \$641,604 | \$697,480 | +8.7% |

Historical Average Sales Price

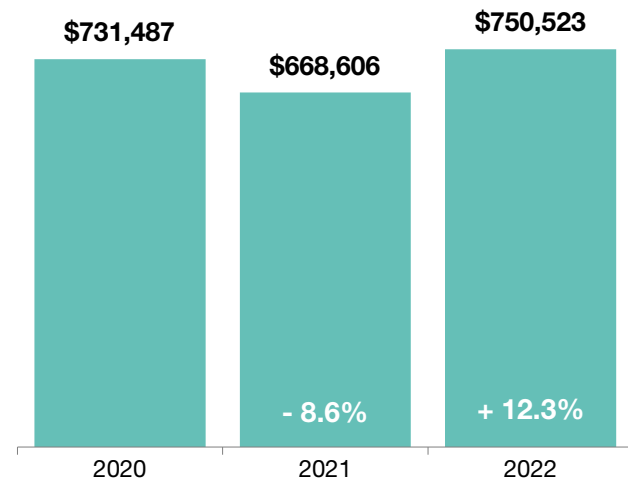


Average List Price

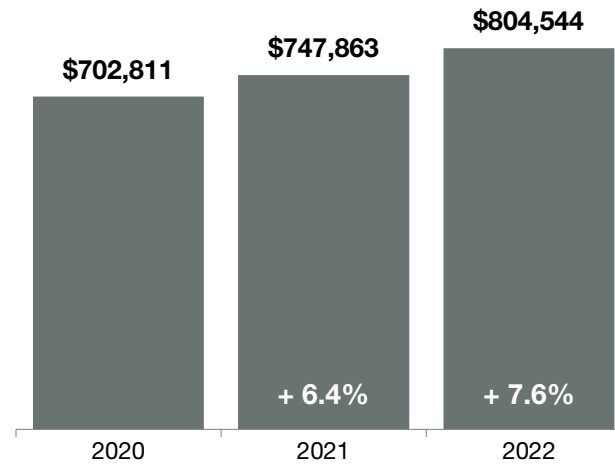
Average list price for all new listings in a given month.



August

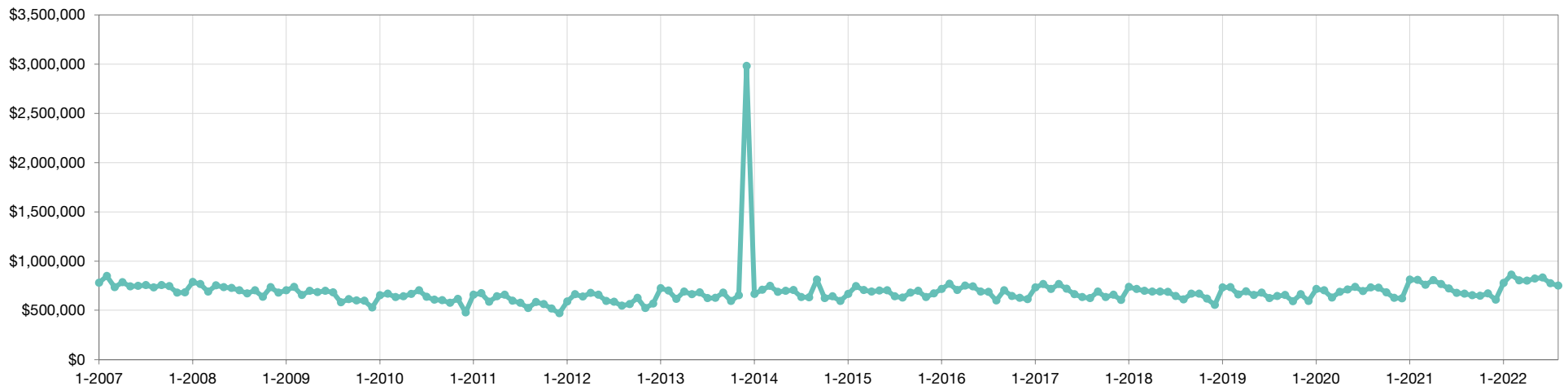


Year To Date



| Month | Prior Year | Current Year | + / - |
|--------------------|------------------|------------------|---------------|
| September 2021 | \$728,058 | \$652,685 | -10.4% |
| October 2021 | \$682,411 | \$648,108 | -5.0% |
| November 2021 | \$624,967 | \$671,400 | +7.4% |
| December 2021 | \$621,479 | \$606,960 | -2.3% |
| January 2022 | \$810,493 | \$776,633 | -4.2% |
| February 2022 | \$807,832 | \$860,044 | +6.5% |
| March 2022 | \$758,393 | \$802,490 | +5.8% |
| April 2022 | \$805,653 | \$801,446 | -0.5% |
| May 2022 | \$765,204 | \$822,776 | +7.5% |
| June 2022 | \$721,297 | \$831,874 | +15.3% |
| July 2022 | \$677,192 | \$773,240 | +14.2% |
| August 2022 | \$668,606 | \$750,523 | +12.3% |
| 12-Month Avg | \$729,431 | \$761,316 | +4.4% |

Historical Average List Price



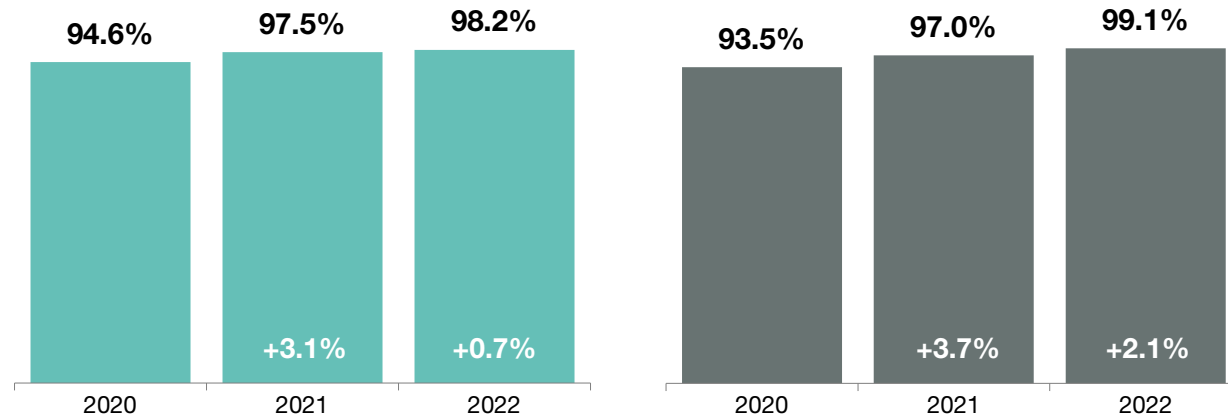
Percent of Original List Price Received



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.

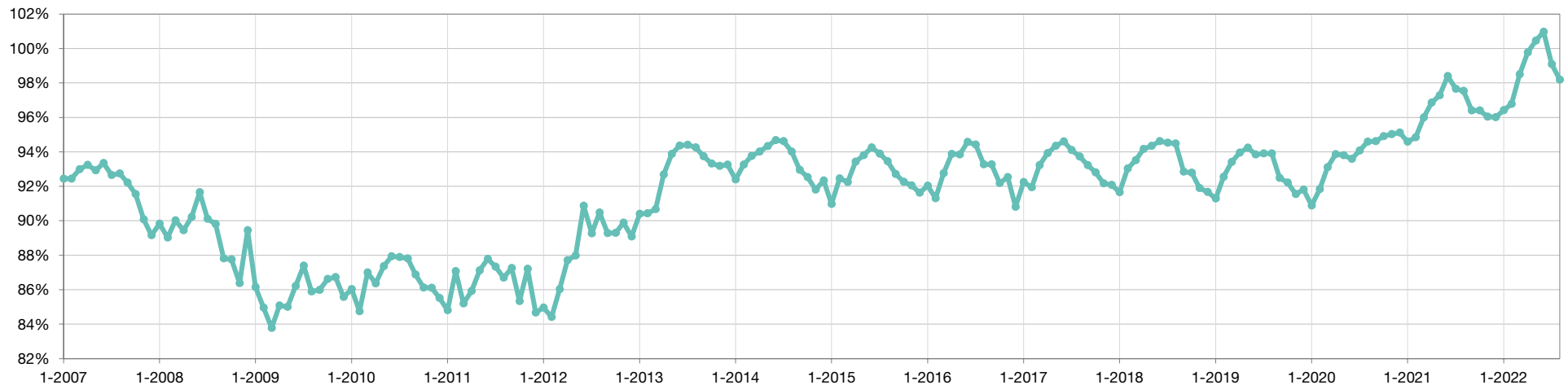
August

Year To Date



| Month | Prior Year | Current Year | + / - |
|--------------------|--------------|--------------|--------------|
| September 2021 | 94.6% | 96.4% | +1.9% |
| October 2021 | 94.9% | 96.4% | +1.6% |
| November 2021 | 95.0% | 96.0% | +1.1% |
| December 2021 | 95.1% | 96.0% | +0.9% |
| January 2022 | 94.6% | 96.4% | +1.9% |
| February 2022 | 94.9% | 96.8% | +2.0% |
| March 2022 | 96.0% | 98.5% | +2.6% |
| April 2022 | 96.9% | 99.8% | +3.0% |
| May 2022 | 97.3% | 100.5% | +3.3% |
| June 2022 | 98.4% | 101.0% | +2.6% |
| July 2022 | 97.7% | 99.1% | +1.5% |
| August 2022 | 97.5% | 98.2% | +0.7% |
| 12-Month Avg | 96.3% | 98.1% | +1.8% |

Historical Percent of Original List Price Received

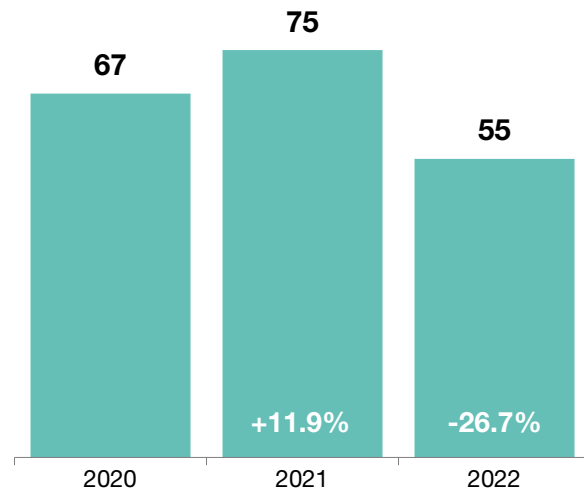


Housing Affordability Index

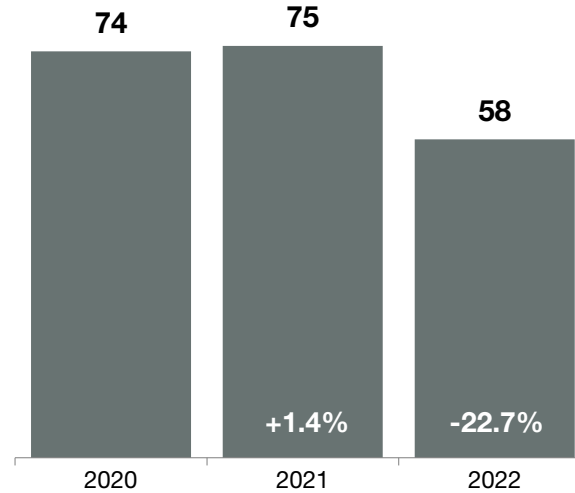


This index measures housing affordability for the region. For example, an index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**

August

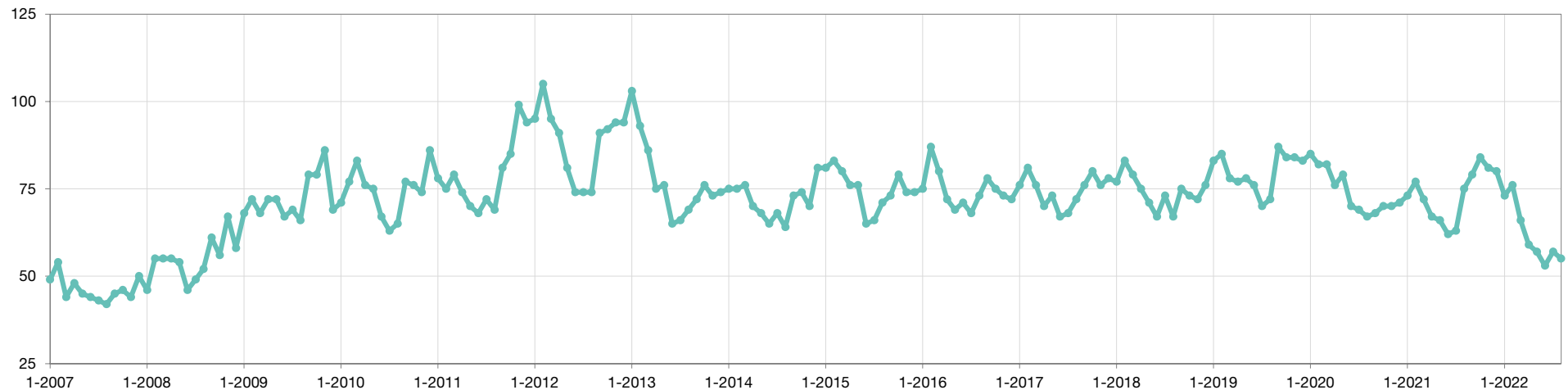


Year To Date



| Month | Prior Year | Current Year | + / - |
|--------------------|------------|--------------|---------------|
| September 2021 | 68 | 79 | +16.2% |
| October 2021 | 70 | 84 | +20.0% |
| November 2021 | 70 | 81 | +15.7% |
| December 2021 | 71 | 80 | +12.7% |
| January 2022 | 73 | 73 | 0.0% |
| February 2022 | 77 | 76 | -1.3% |
| March 2022 | 72 | 66 | -8.3% |
| April 2022 | 67 | 59 | -11.9% |
| May 2022 | 66 | 57 | -13.6% |
| June 2022 | 62 | 53 | -14.5% |
| July 2022 | 63 | 57 | -9.5% |
| August 2022 | 75 | 55 | -26.7% |
| 12-Month Avg | 70 | 68 | -1.8% |

Historical Housing Affordability Index

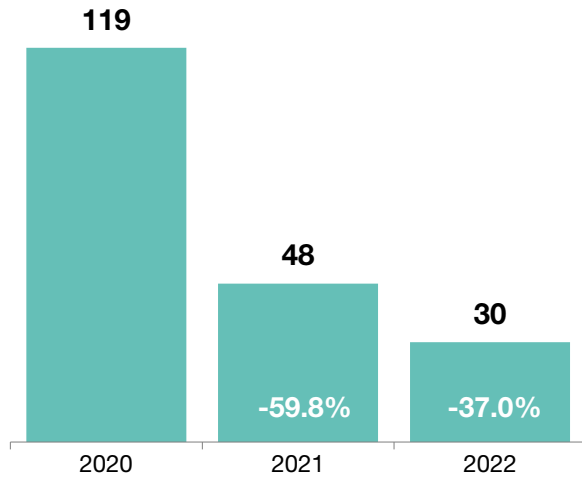


Market Time

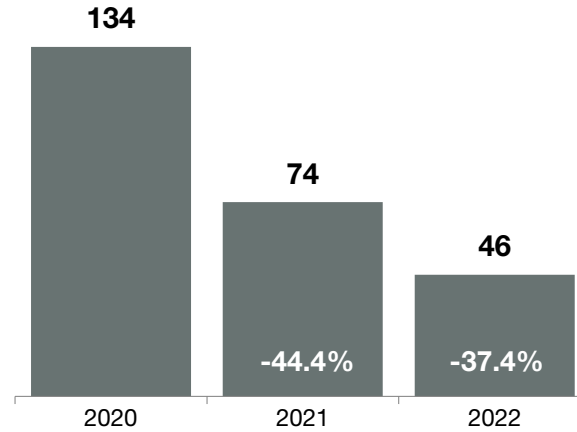
Average number of days between when a property is listed and when an offer is accepted in a given month.



August

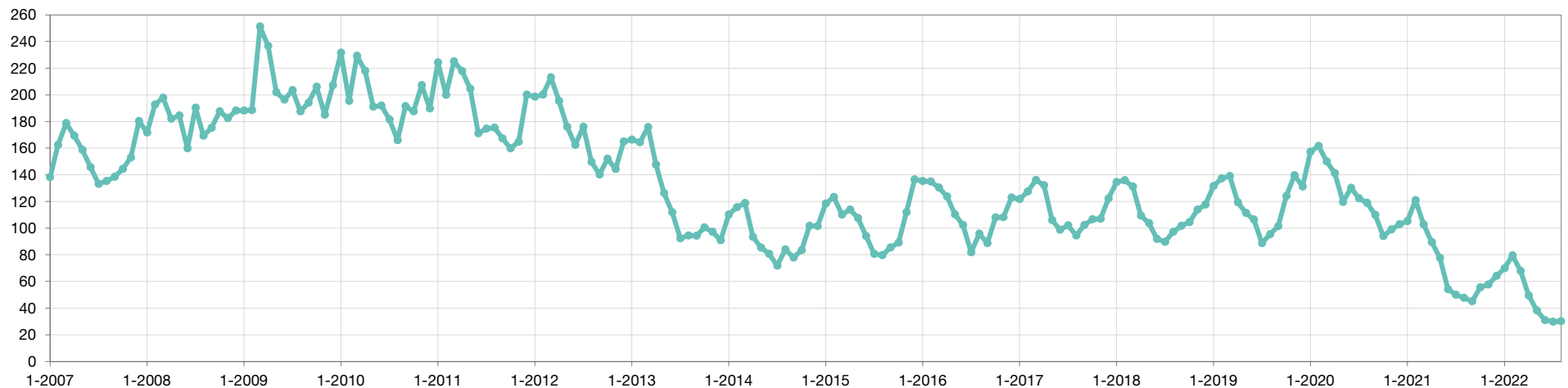


Year To Date



| Month | Prior Year | Current Year | + / - |
|--------------------|------------|--------------|---------------|
| September 2021 | 110 | 45 | -58.9% |
| October 2021 | 94 | 55 | -41.1% |
| November 2021 | 99 | 58 | -41.6% |
| December 2021 | 103 | 64 | -37.7% |
| January 2022 | 105 | 70 | -33.6% |
| February 2022 | 121 | 79 | -34.4% |
| March 2022 | 103 | 68 | -33.9% |
| April 2022 | 90 | 49 | -44.9% |
| May 2022 | 78 | 38 | -50.7% |
| June 2022 | 54 | 31 | -42.8% |
| July 2022 | 50 | 30 | -40.4% |
| August 2022 | 48 | 30 | -37.0% |
| 12-Month Avg | 83 | 49 | -40.5% |

Historical Market Times

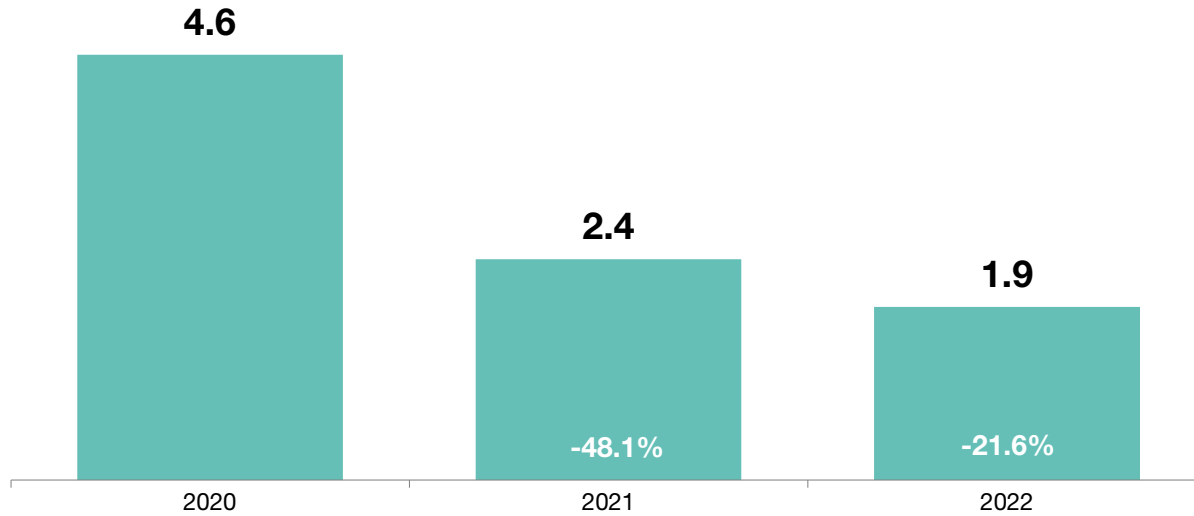


Months Supply of Inventory

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.

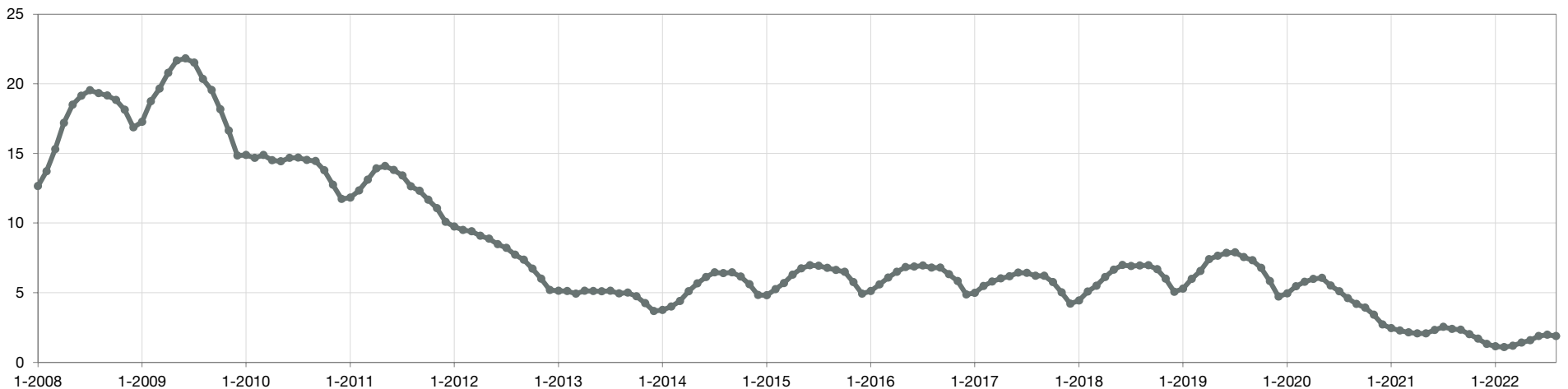


August



| Month | Prior Year | Current Year | + / - |
|--------------------|------------|--------------|---------------|
| September 2021 | 4.2 | 2.3 | -44.1% |
| October 2021 | 3.9 | 2.0 | -48.9% |
| November 2021 | 3.4 | 1.7 | -50.4% |
| December 2021 | 2.7 | 1.3 | -51.7% |
| January 2022 | 2.4 | 1.1 | -53.2% |
| February 2022 | 2.3 | 1.1 | -52.0% |
| March 2022 | 2.1 | 1.2 | -44.4% |
| April 2022 | 2.1 | 1.4 | -31.9% |
| May 2022 | 2.1 | 1.6 | -23.4% |
| June 2022 | 2.3 | 1.9 | -18.6% |
| July 2022 | 2.5 | 2.0 | -21.9% |
| August 2022 | 2.4 | 1.9 | -21.6% |
| 12-Month Avg | 2.7 | 1.6 | -39.9% |

Historical Months Supply of Inventory

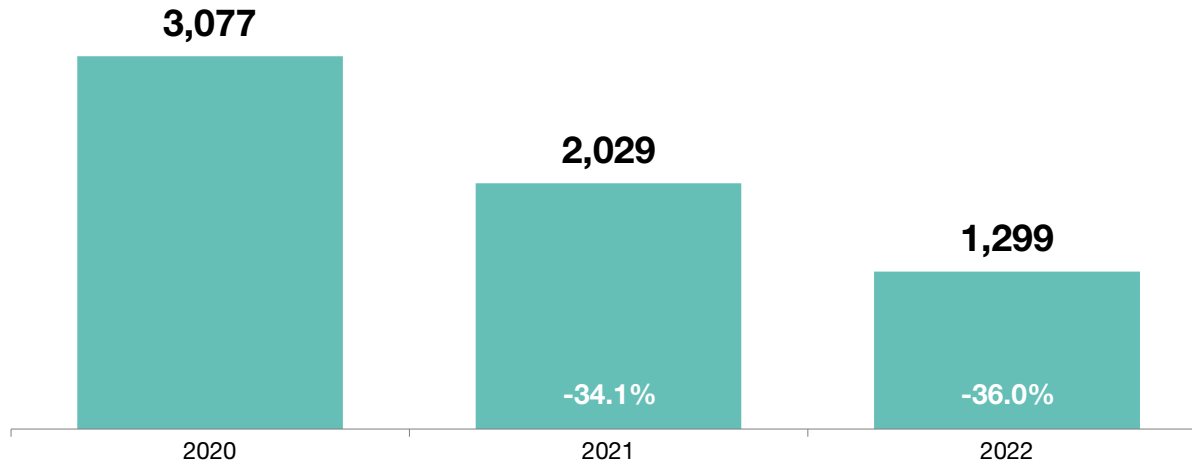


Inventory of Homes for Sale

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



August



| Month | Prior Year | Current Year | + / - |
|--------------------|--------------|--------------|---------------|
| September 2021 | 2,910 | 1,960 | -32.6% |
| October 2021 | 2,805 | 1,682 | -40.0% |
| November 2021 | 2,463 | 1,421 | -42.3% |
| December 2021 | 1,984 | 1,094 | -44.9% |
| January 2022 | 1,829 | 951 | -48.0% |
| February 2022 | 1,730 | 897 | -48.2% |
| March 2022 | 1,725 | 954 | -44.7% |
| April 2022 | 1,791 | 1,089 | -39.2% |
| May 2022 | 1,855 | 1,203 | -35.1% |
| June 2022 | 2,059 | 1,392 | -32.4% |
| July 2022 | 2,204 | 1,426 | -35.3% |
| August 2022 | 2,029 | 1,299 | -36.0% |
| 12-Month Avg | 2,115 | 1,281 | -39.9% |

Historical Inventory of Homes for Sale

