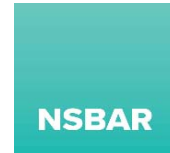


# Monthly Indicators



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

## February 2020

As we progressed through February, the actual and expected impacts of COVID-19 continued to grow, with concerns of economic impact reaching the stock market in the last week of the month. As the stock market declined, so did mortgage rates, offering a bad news-good news situation. While short term declines in the stock market can sting, borrowers who lock in today's low rates will benefit significantly in the long term.

New Listings in the North Shore-Barrington region increased 0.1 percent to 1,461. Listings Under Contract were up 34.2 percent to 750. Inventory levels fell 8.0 percent to 3,265 units.

Prices continued to gain traction. The Median Sales Price increased 6.9 percent to \$418,000. Market Times were up 18.2 percent to 162 days. Sellers were encouraged as Months Supply of Inventory was down 13.9 percent to 5.1 months.

The recently released January ShowingTime Showing Index® saw a 20.2 percent year-over-year increase in showing traffic nationwide. All regions of the country were up double digits from the year before, with the Midwest Region up 15.7 percent and the West Region up 34.1 percent. As showing activity is a leading indicator for future home sales, the 2020 housing market is off to a strong start, though it will be important to watch the spread of COVID-19 and its potential impacts to the overall economy in the coming months.

## Quick Facts

**+ 21.6%**

**+ 6.9%**

**- 8.0%**

Change in  
Closed Sales

Change in  
Median Sales Price

Change in  
Inventory

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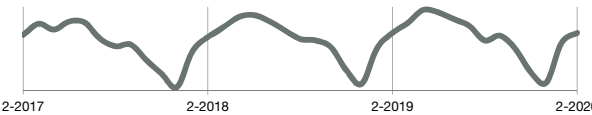
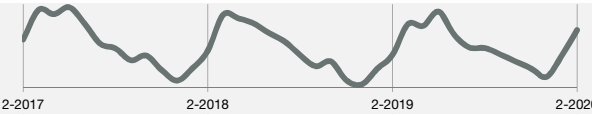
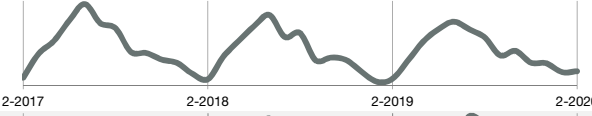

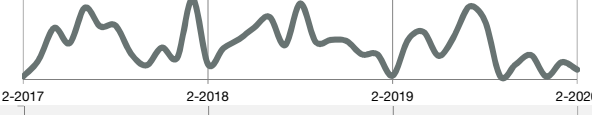


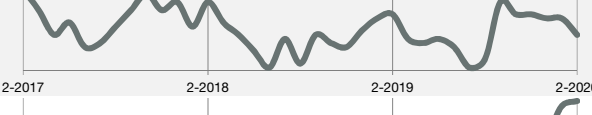
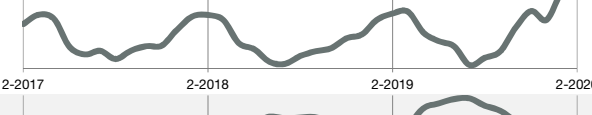




# Market Overview

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

**NSBAR**

NORTH SHORE-BARRINGTON  
ASSOCIATION OF REALTORS®

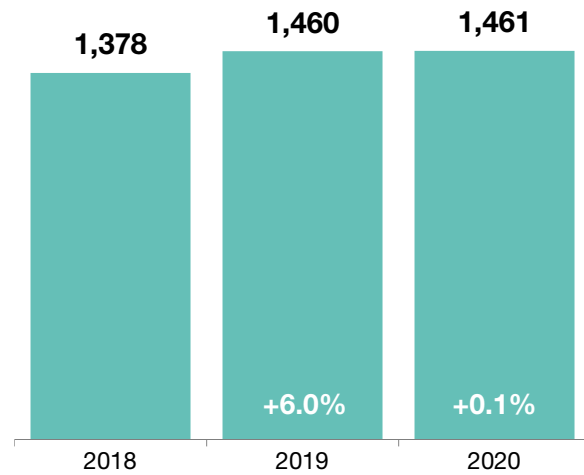
Key Metrics	Historical Sparklines	2-2019	2-2020	+ / -	YTD 2019	YTD 2020	+ / -
<b>New Listings</b>		1,460	<b>1,461</b>	+ 0.1%	2,614	<b>2,728</b>	+ 4.4%
<b>Closed Sales</b>		338	<b>411</b>	+ 21.6%	648	<b>814</b>	+ 25.6%
<b>Under Contract</b> (Contingent and Pending)		559	<b>750</b>	+ 34.2%	1,010	<b>1,302</b>	+ 28.9%
<b>Median Sales Price</b>		\$391,183	<b>\$418,000</b>	+ 6.9%	\$397,500	<b>\$409,250</b>	+ 3.0%
<b>Average Sales Price</b>		\$494,410	<b>\$504,285</b>	+ 2.0%	\$511,135	<b>\$510,341</b>	- 0.2%
<b>Average List Price</b>		\$734,339	<b>\$711,006</b>	- 3.2%	\$733,544	<b>\$715,871</b>	- 2.4%
<b>Percent of Original List Price Received</b>		92.5%	<b>91.8%</b>	- 0.8%	91.9%	<b>91.3%</b>	- 0.7%
<b>Housing Affordability Index</b>		75	<b>70</b>	- 6.7%	74	<b>72</b>	- 2.7%
<b>Market Time</b>		137	<b>162</b>	+ 18.2%	135	<b>160</b>	+ 18.9%
<b>Months Supply of Homes for Sale</b>		6.0	<b>5.1</b>	- 13.9%	--	--	--
<b>Inventory of Homes for Sale</b>		3,547	<b>3,265</b>	- 8.0%	--	--	--

# New Listings

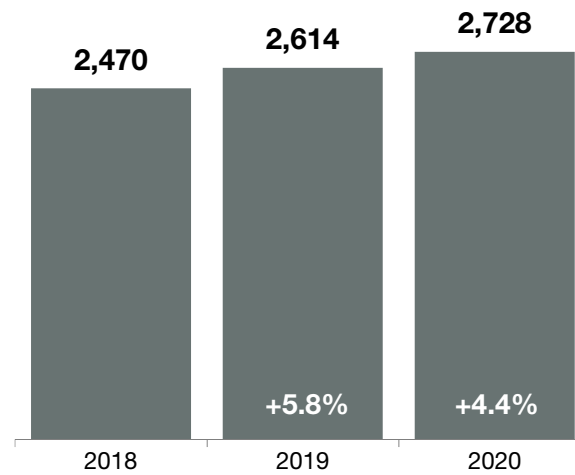
A count of the properties that have been newly listed on the market in a given month.



## February

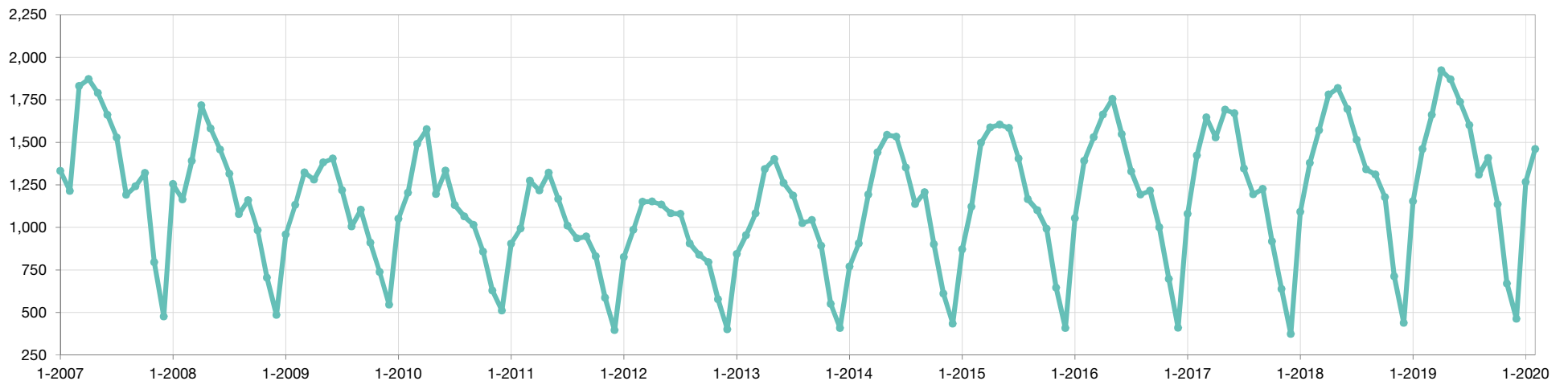


## Year To Date



Month	Prior Year	Current Year	+ / -
March 2019	1,570	1,662	+5.9%
April 2019	1,781	1,923	+8.0%
May 2019	1,818	1,870	+2.9%
June 2019	1,696	1,737	+2.4%
July 2019	1,514	1,601	+5.7%
August 2019	1,341	1,309	-2.4%
September 2019	1,310	1,407	+7.4%
October 2019	1,178	1,135	-3.7%
November 2019	712	670	-5.9%
December 2019	438	462	+5.5%
January 2020	1,154	1,267	+9.8%
<b>February 2020</b>	<b>1,460</b>	<b>1,461</b>	<b>+0.1%</b>
12-Month Avg	1,331	1,375	+3.3%

## Historical New Listing Activity

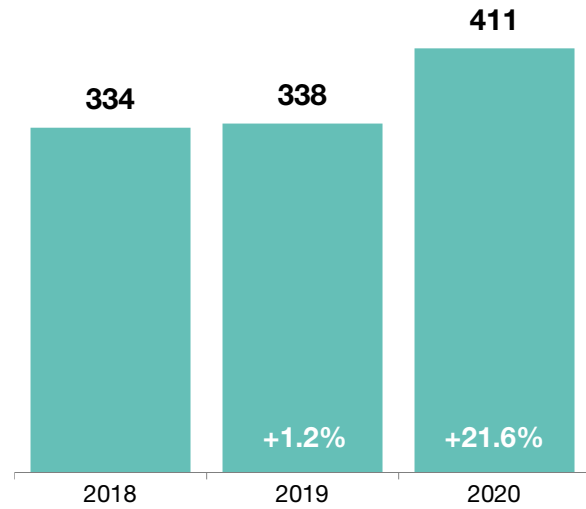


# Closed Sales

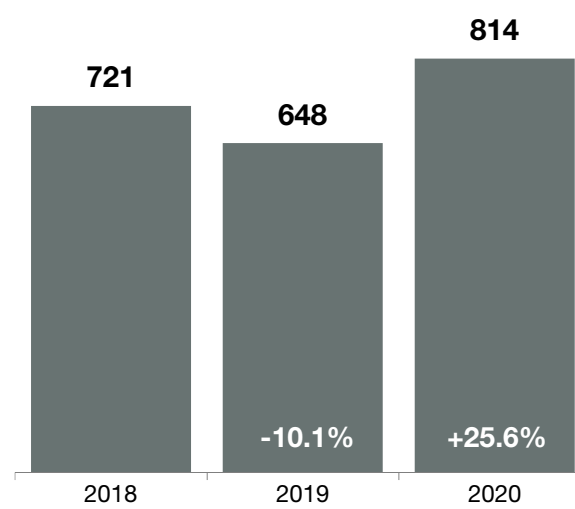
A count of the actual sales that have closed in a given month.



## February

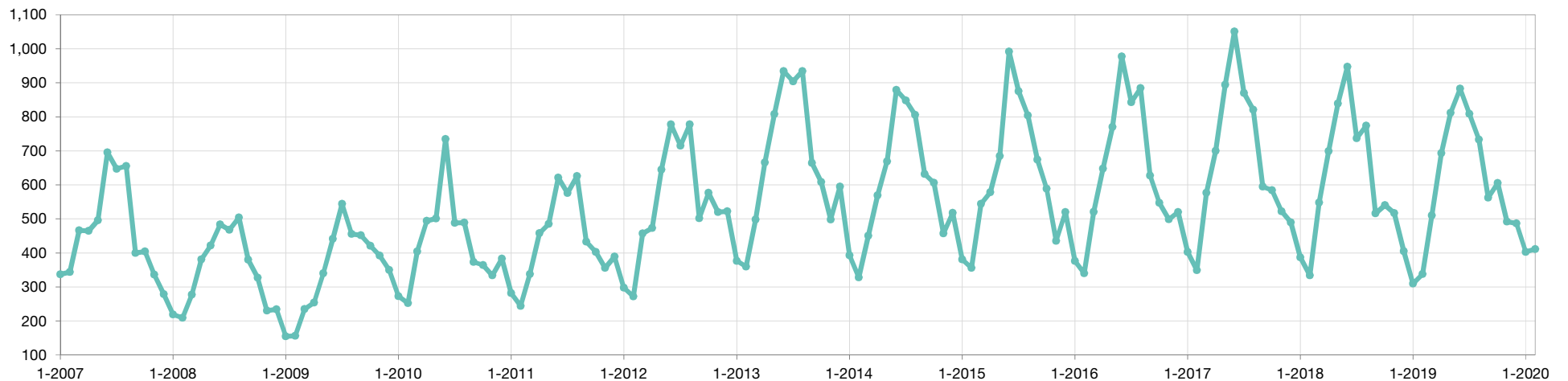


## Year To Date



Month	Prior Year	Current Year	+ / -
March 2019	548	510	-6.9%
April 2019	699	693	-0.9%
May 2019	839	812	-3.2%
June 2019	947	883	-6.8%
July 2019	737	809	+9.8%
August 2019	774	733	-5.3%
September 2019	516	562	+8.9%
October 2019	540	605	+12.0%
November 2019	517	492	-4.8%
December 2019	405	487	+20.2%
January 2020	310	403	+30.0%
<b>February 2020</b>	<b>338</b>	<b>411</b>	<b>+21.6%</b>
12-Month Avg	598	617	+6.2%

## Historical Closed Sales Activity

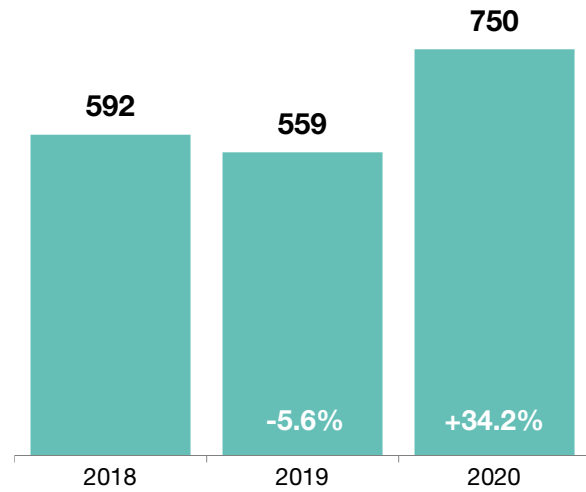


# Under Contract

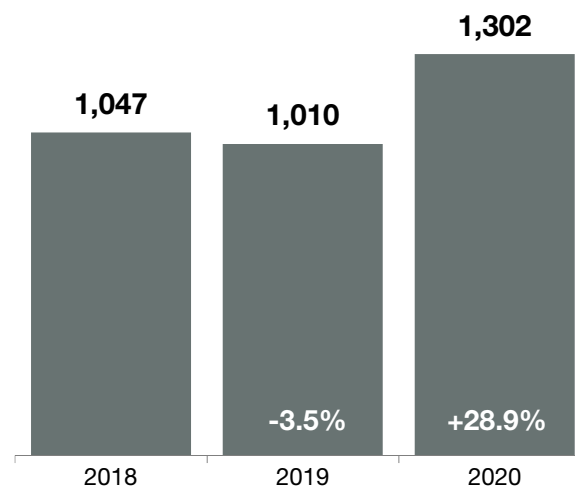
A count of the properties in either a contingent or pending status in a given month.



## February

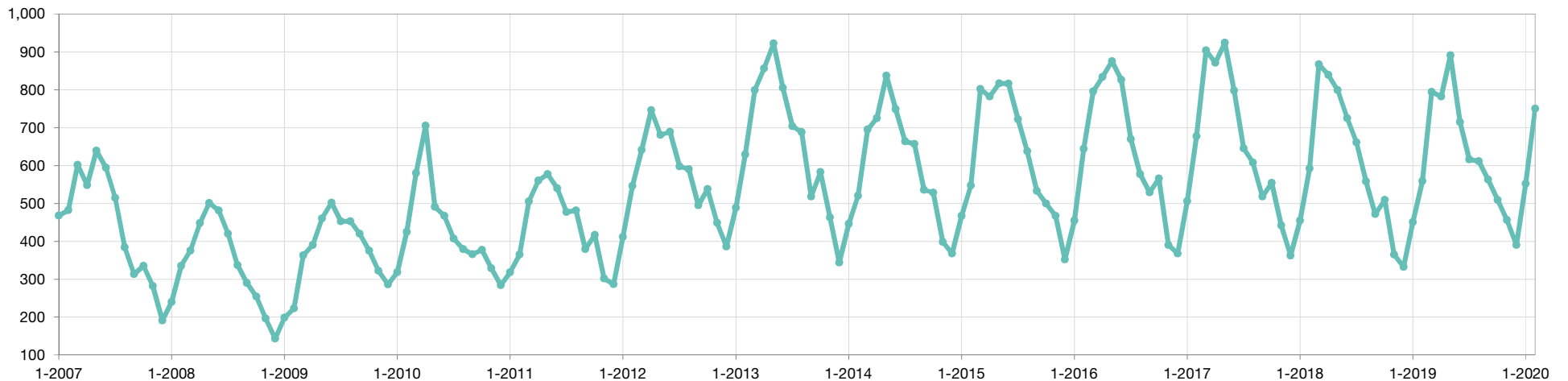


## Year To Date



Month	Prior Year	Current Year	+ / -
March 2019	867	794	-8.4%
April 2019	839	782	-6.8%
May 2019	799	891	+11.5%
June 2019	725	715	-1.4%
July 2019	661	616	-6.8%
August 2019	558	611	+9.5%
September 2019	472	563	+19.3%
October 2019	509	509	0.0%
November 2019	365	456	+24.9%
December 2019	332	390	+17.5%
January 2020	451	552	+22.4%
<b>February 2020</b>	<b>559</b>	<b>750</b>	<b>+34.2%</b>
12-Month Avg	595	636	+6.9%

## Historical Under Contract Activity

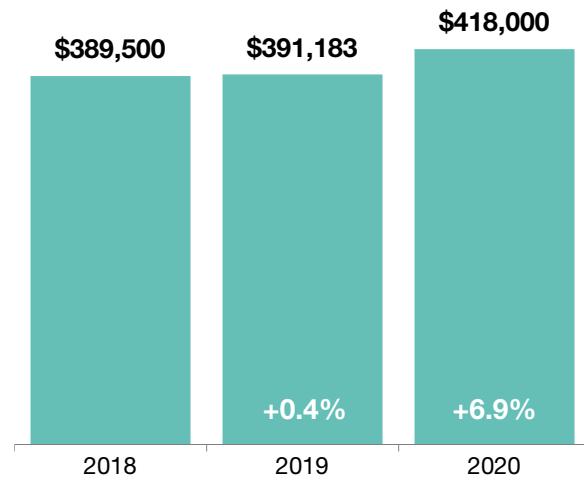


# Median Sales Price

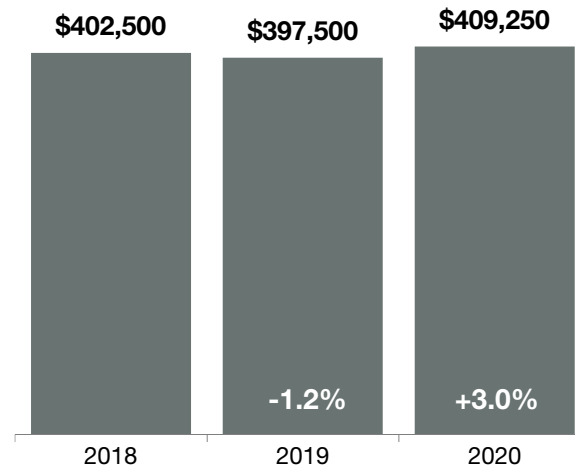
Median price point for all closed sales, not accounting for seller concessions, in a given month.



## February

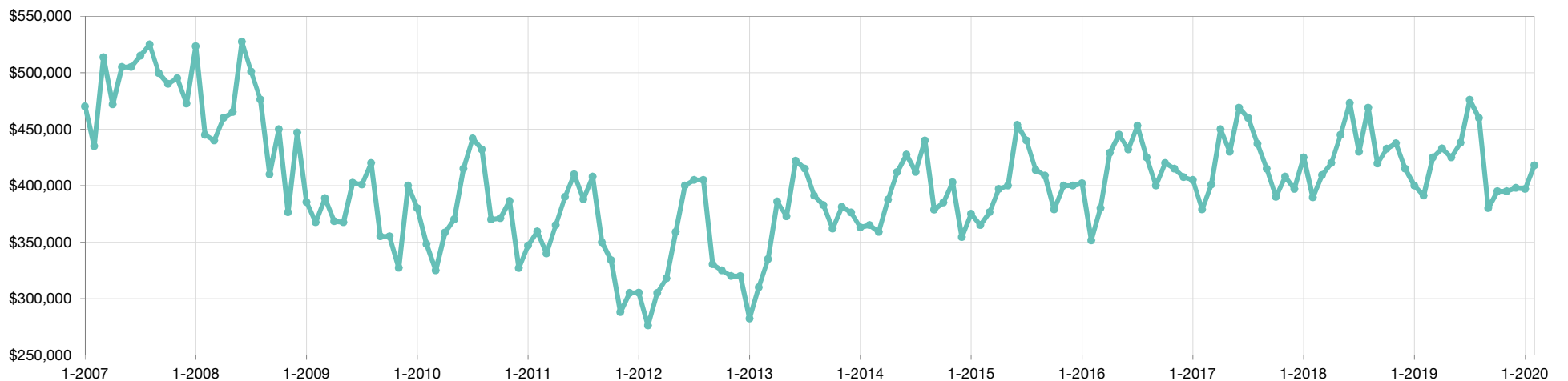


## Year To Date



Month	Prior Year	Current Year	+ / -
March 2019	\$409,250	\$425,000	+3.8%
April 2019	\$420,000	\$433,000	+3.1%
May 2019	\$445,000	\$425,000	-4.5%
June 2019	\$473,000	\$438,000	-7.4%
July 2019	\$430,000	\$476,000	+10.7%
August 2019	\$469,000	\$460,000	-1.9%
September 2019	\$419,500	\$380,000	-9.4%
October 2019	\$432,750	\$395,000	-8.7%
November 2019	\$437,510	\$395,000	-9.7%
December 2019	\$415,000	\$398,000	-4.1%
January 2020	\$400,000	\$397,000	-0.7%
<b>February 2020</b>	<b>\$391,183</b>	<b>\$418,000</b>	<b>+6.9%</b>
12-Month Med	\$435,000	\$422,000	-3.0%

## Historical Median Sales Price

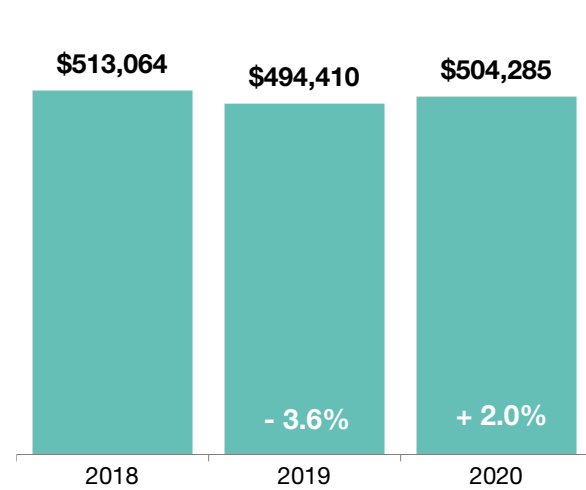


# Average Sales Price

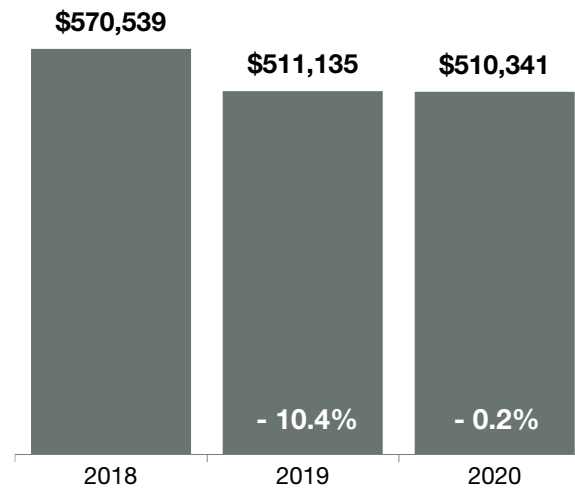
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## February

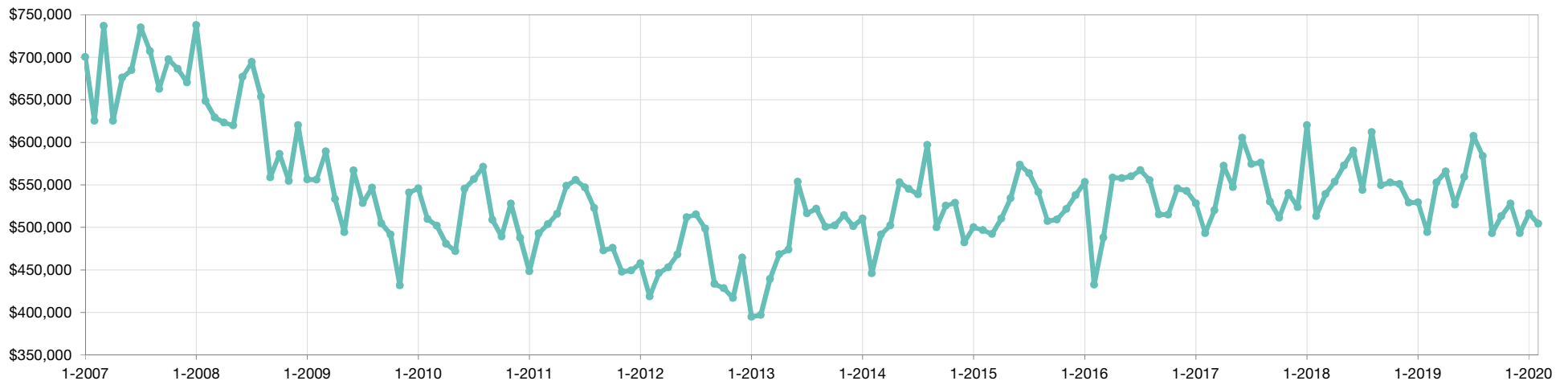


## Year To Date



Month	Prior Year	Current Year	+ / -
March 2019	\$539,016	\$552,779	+2.6%
April 2019	\$553,645	\$565,898	+2.2%
May 2019	\$572,796	\$526,715	-8.0%
June 2019	\$590,363	\$559,298	-5.3%
July 2019	\$544,113	\$607,446	+11.6%
August 2019	\$612,129	\$583,868	-4.6%
September 2019	\$549,719	\$493,291	-10.3%
October 2019	\$552,893	\$512,981	-7.2%
November 2019	\$550,964	\$527,993	-4.2%
December 2019	\$529,301	\$493,060	-6.8%
January 2020	\$529,372	\$516,517	-2.4%
<b>February 2020</b>	<b>\$494,410</b>	<b>\$504,285</b>	<b>+2.0%</b>
12-Month Avg	\$559,202	\$542,963	-2.9%

## Historical Average Sales Price



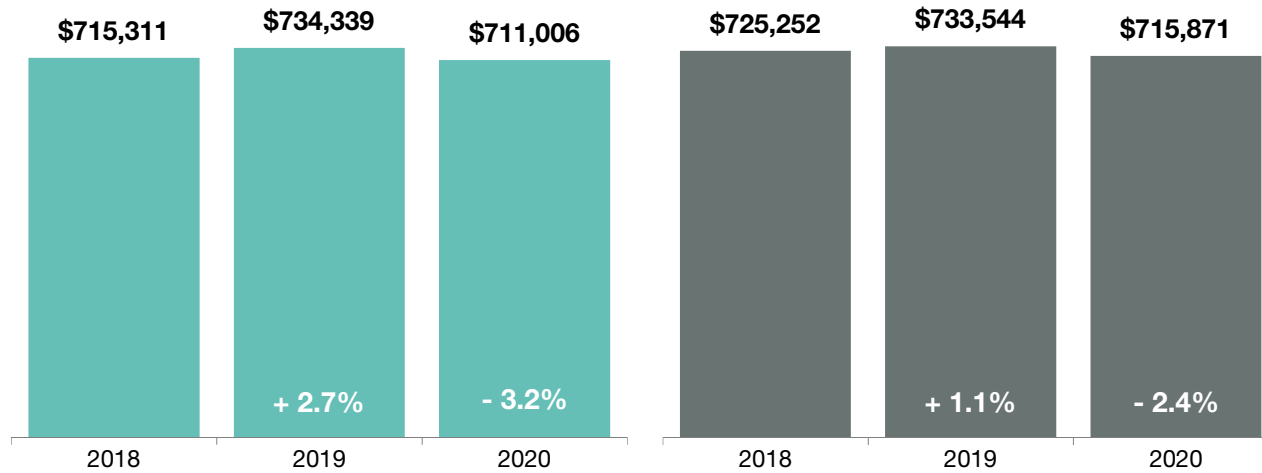
# Average List Price

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



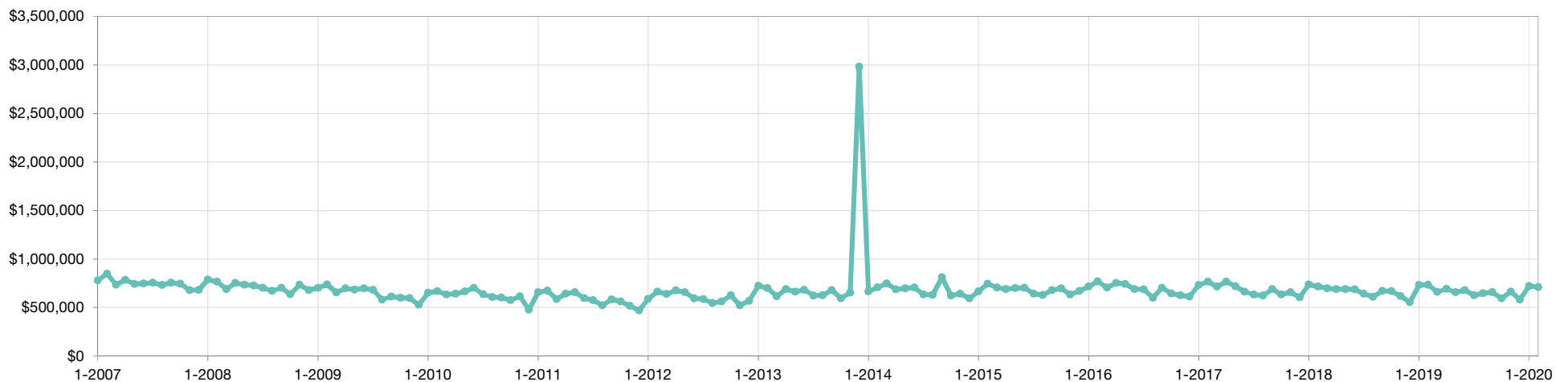
## February

## Year To Date



Month	Prior Year	Current Year	+ / -
March 2019	\$696,339	\$658,856	-5.4%
April 2019	\$689,606	\$692,884	+0.5%
May 2019	\$689,477	\$656,143	-4.8%
June 2019	\$685,235	\$679,166	-0.9%
July 2019	\$641,979	\$624,411	-2.7%
August 2019	\$609,350	\$647,143	+6.2%
September 2019	\$669,822	\$656,570	-2.0%
October 2019	\$667,556	\$594,097	-11.0%
November 2019	\$618,083	\$662,261	+7.1%
December 2019	\$553,823	\$581,005	+4.9%
January 2020	\$732,537	\$721,487	-1.5%
<b>February 2020</b>	<b>\$734,339</b>	<b>\$711,006</b>	<b>-3.2%</b>
12-Month Avg	\$675,552	\$663,149	-1.8%

## Historical Average List Price





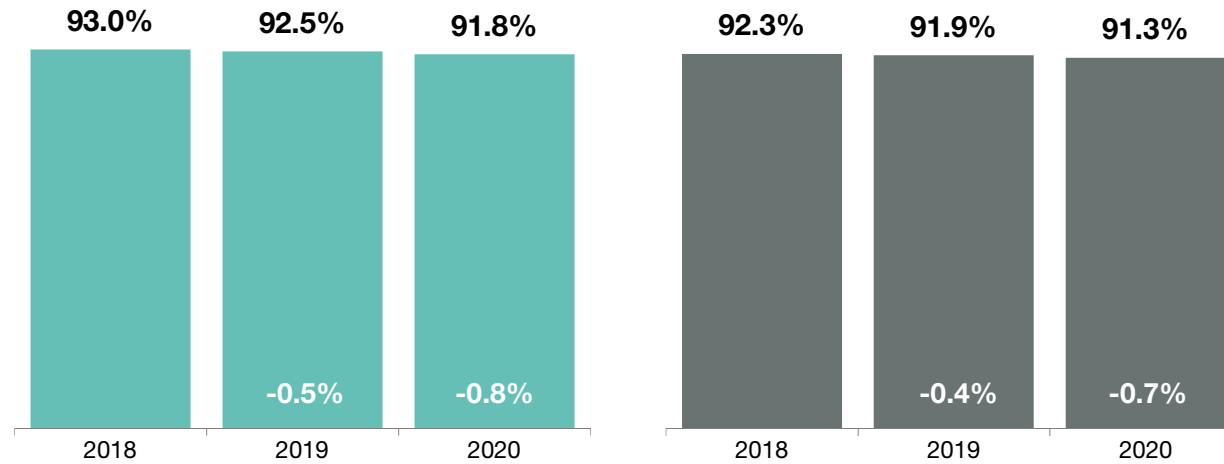
# Percent of Original List Price Received

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.



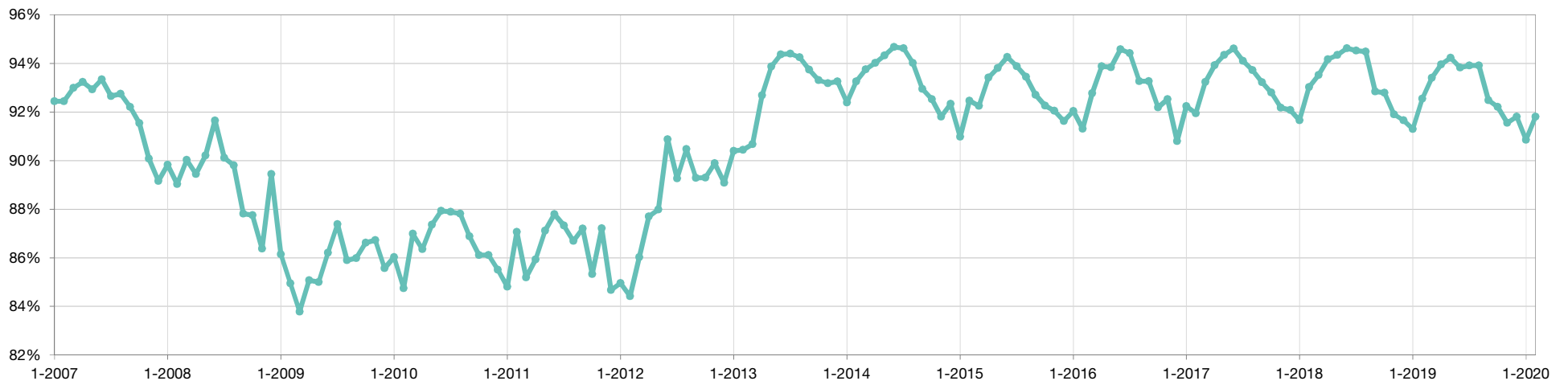
## February

## Year To Date



Month	Prior Year	Current Year	+ / -
March 2019	93.5%	93.4%	-0.1%
April 2019	94.2%	94.0%	-0.2%
May 2019	94.3%	94.2%	-0.1%
June 2019	94.6%	93.8%	-0.8%
July 2019	94.5%	93.9%	-0.6%
August 2019	94.5%	93.9%	-0.6%
September 2019	92.8%	92.5%	-0.4%
October 2019	92.8%	92.2%	-0.6%
November 2019	91.9%	91.6%	-0.4%
December 2019	91.7%	91.8%	+0.2%
January 2020	91.3%	90.9%	-0.5%
<b>February 2020</b>	<b>92.5%</b>	<b>91.8%</b>	<b>-0.8%</b>
12-Month Avg	93.6%	93.1%	-0.5%

## Historical Percent of Original List Price Received

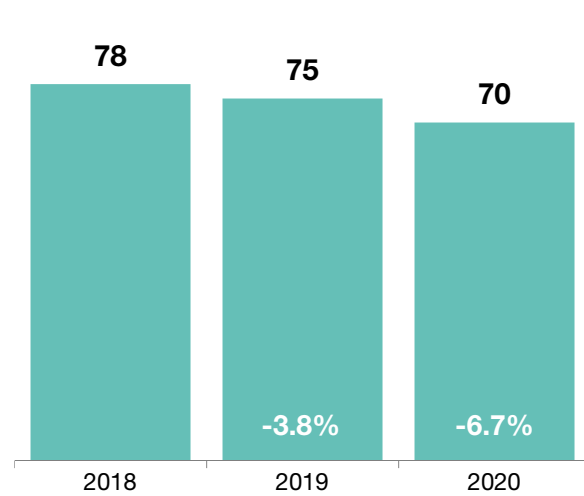


# Housing Affordability Index

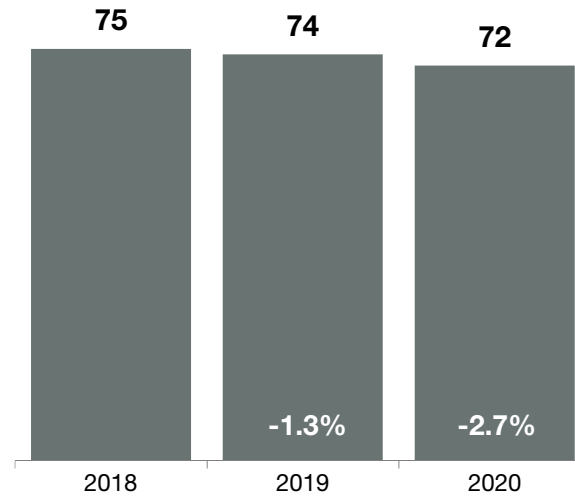


This index measures housing affordability for the region. For example, an index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**

## February

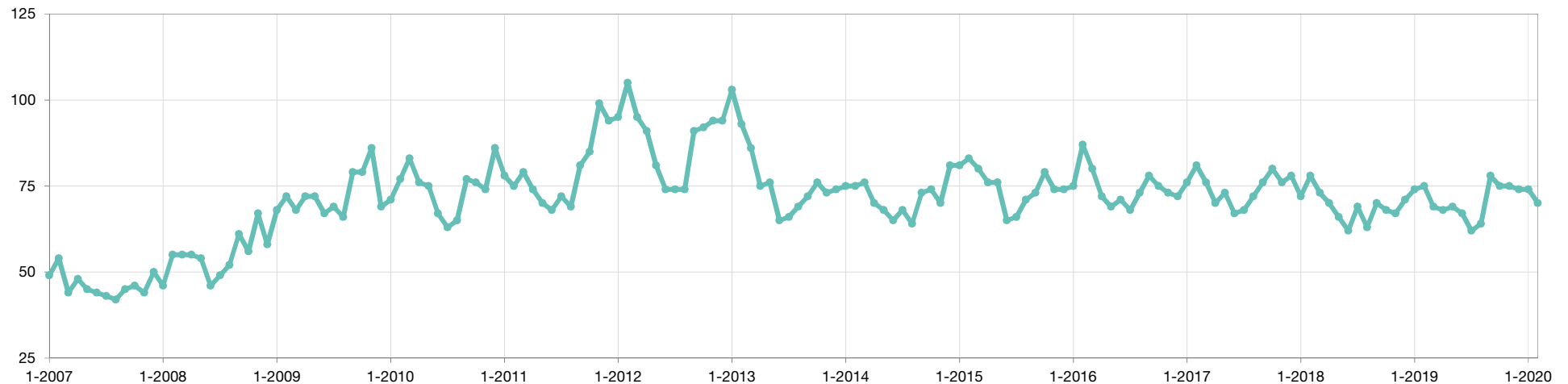


## Year To Date



Month	Prior Year	Current Year	+ / -
March 2019	73	69	-5.5%
April 2019	70	68	-2.9%
May 2019	66	69	+4.5%
June 2019	62	67	+8.1%
July 2019	69	62	-10.1%
August 2019	63	64	+1.6%
September 2019	70	78	+11.4%
October 2019	68	75	+10.3%
November 2019	67	75	+11.9%
December 2019	71	74	+4.2%
January 2020	74	74	0.0%
<b>February 2020</b>	<b>75</b>	<b>70</b>	<b>-6.7%</b>
12-Month Avg	69	70	+2.2%

## Historical Housing Affordability Index

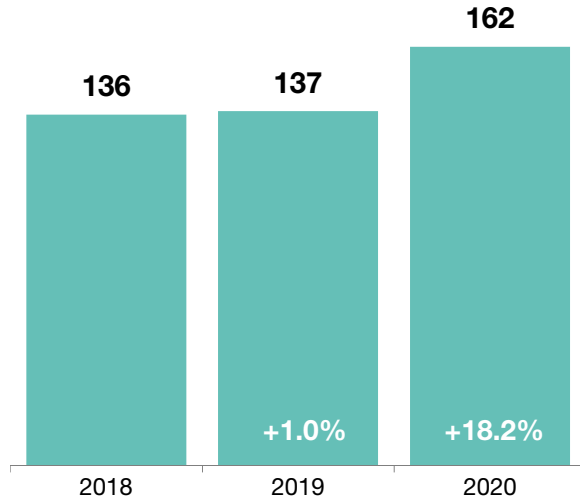


# Market Time

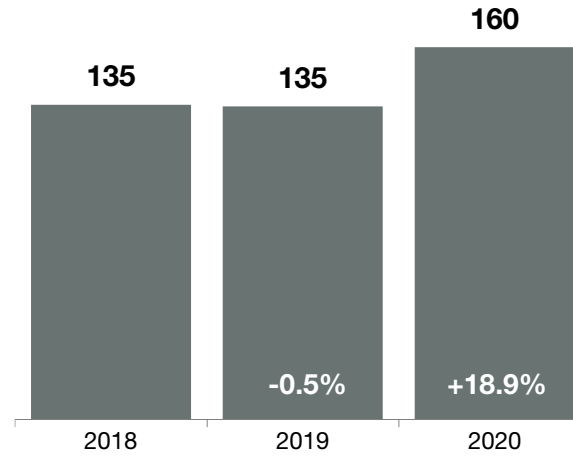
Average number of days between when a property is listed and when an offer is accepted in a given month.



## February



## Year To Date



Month	Prior Year	Current Year	+ / -
March 2019	131	139	+6.0%
April 2019	109	119	+9.1%
May 2019	104	111	+7.3%
June 2019	92	106	+15.8%
July 2019	90	89	-1.1%
August 2019	97	96	-1.8%
September 2019	102	102	-0.0%
October 2019	105	124	+18.7%
November 2019	114	140	+22.5%
December 2019	118	131	+11.6%
January 2020	132	158	+19.8%
<b>February 2020</b>	<b>137</b>	<b>162</b>	<b>+18.2%</b>
12-Month Avg	107	118	+10.6%

## Historical Market Times

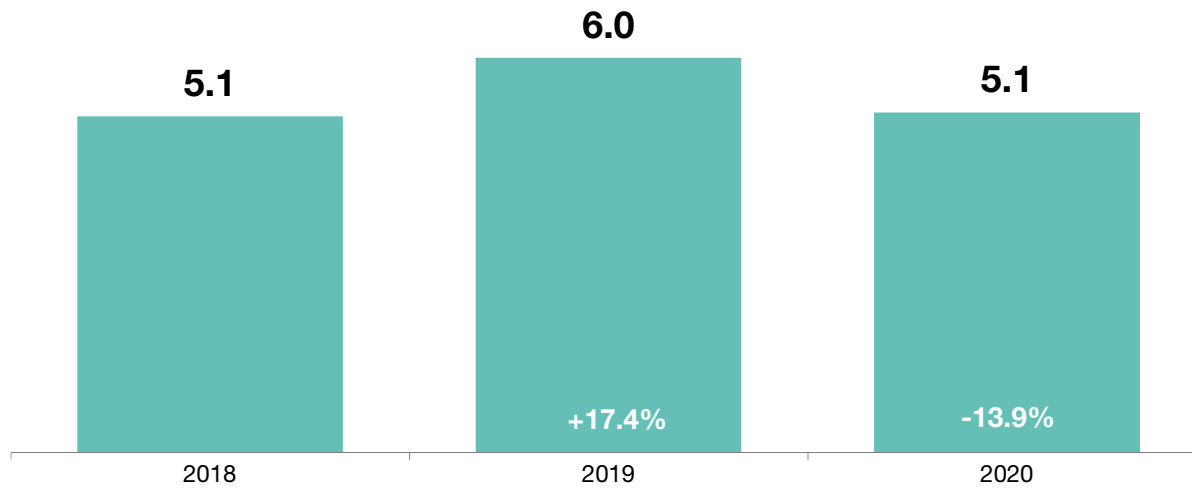


# Months Supply of Inventory

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.

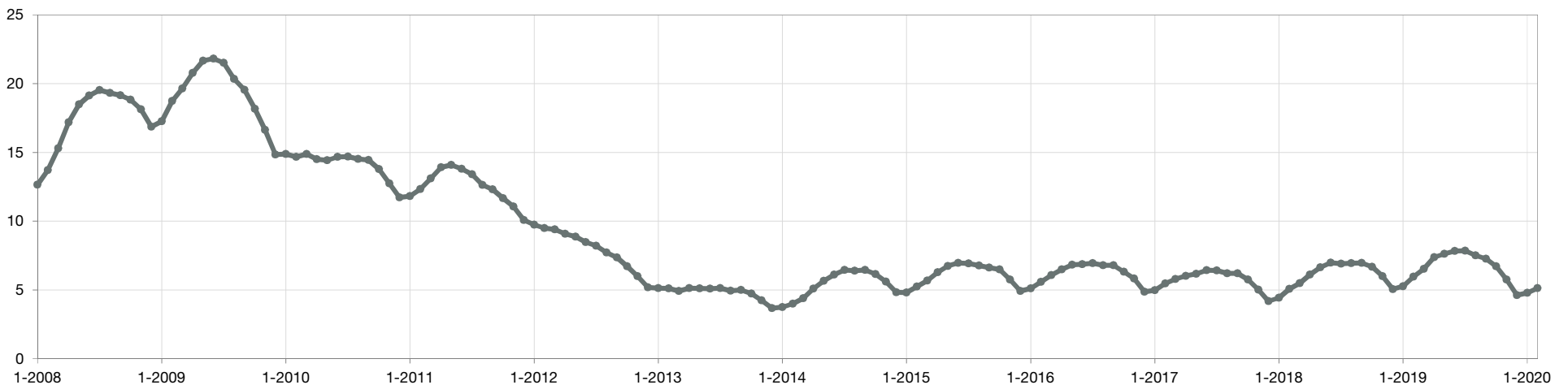


## February



Month	Prior Year	Current Year	+ / -
March 2019	5.5	6.5	+19.1%
April 2019	6.1	7.4	+21.0%
May 2019	6.6	7.6	+14.6%
June 2019	7.0	7.8	+12.0%
July 2019	6.9	7.9	+13.8%
August 2019	6.9	7.5	+8.2%
September 2019	7.0	7.3	+4.4%
October 2019	6.7	6.7	+0.5%
November 2019	6.0	5.8	-4.1%
December 2019	5.0	4.6	-8.4%
January 2020	5.3	4.8	-9.0%
<b>February 2020</b>	<b>6.0</b>	<b>5.1</b>	<b>-13.9%</b>
12-Month Avg	6.3	6.6	+5.4%

## Historical Months Supply of Inventory

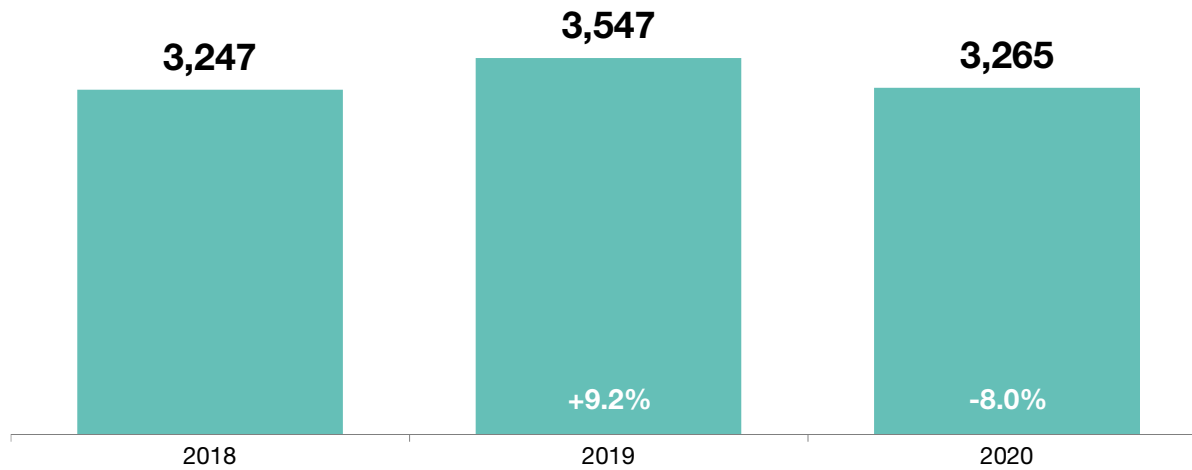


# Inventory of Homes for Sale

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



## February



Month	Prior Year	Current Year	+ / -
March 2019	3,493	3,848	+10.2%
April 2019	3,869	4,313	+11.5%
May 2019	4,142	4,506	+8.8%
June 2019	4,312	4,623	+7.2%
July 2019	4,271	4,613	+8.0%
August 2019	4,265	4,441	+4.1%
September 2019	4,247	4,351	+2.4%
October 2019	4,056	4,024	-0.8%
November 2019	3,604	3,493	-3.1%
December 2019	3,018	2,828	-6.3%
January 2020	3,149	2,973	-5.6%
<b>February 2020</b>	<b>3,547</b>	<b>3,265</b>	<b>-8.0%</b>
12-Month Avg	3,831	3,940	+2.4%

## Historical Inventory of Homes for Sale

