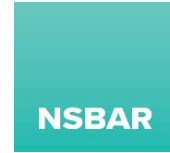


Monthly Indicators



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

March 2020

As COVID-19's impact spread across the country in March, the stock market declines started in February accelerated downward before recovering a bit in the last week of the month. With volatility across all the financial markets, lenders began tightening underwriting standards and some buyers found they no longer were approved for a loan. Massive layoffs also shook the economy with 6.6 million initial jobless claims filed in a single week—double the number last week and ten times higher than any other week on record prior to this month.

New Listings in the North Shore-Barrington region decreased 23.3 percent to 1,276. Listings Under Contract were down 19.4 percent to 640. Inventory levels fell 12.2 percent to 3,378 units.

Prices were a tad soft. The Median Sales Price decreased 2.4 percent to \$415,000. Market Times were up 8.1 percent to 150 days. Sellers were encouraged as Months Supply of Inventory was down 16.6 percent to 5.5 months.

While the effect of COVID-19 is varied throughout the country, we are likely to see impacts to housing activity now and into the coming months. Its continued spread is leading many companies and consumers to change their daily activities. ShowingTime is closely monitoring the situation and releasing daily updates on changes in showing activity. See national and state showing activity trends at <https://www.showingtime.com/impact-of-coronavirus/>.

Quick Facts

+ 19.8% **- 2.4%** **- 12.2%**

Change in
Closed Sales

Change in
Median Sales Price

Change in
Inventory

Market Overview	2
New Listings	3
Closed Sales	4
Under Contract	5
Median Sales Price	6
Average Sales Price	7
Average List Price	8
Percent of Original List Price Received	9
Housing Affordability Index	10
Market Time	11
Months Supply of Inventory	12
Inventory of Homes for Sale	13

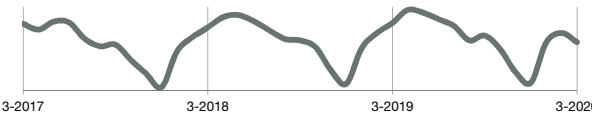
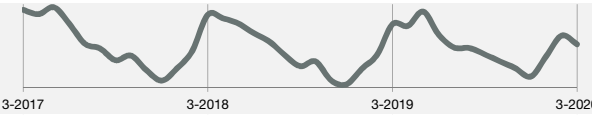
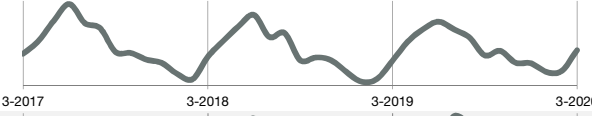

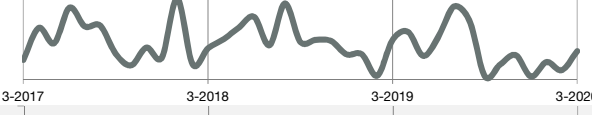


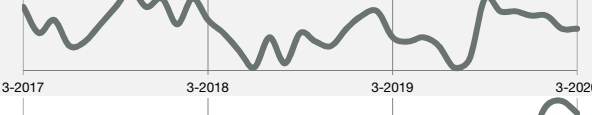





Market Overview

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

NSBAR

NORTH SHORE-BARRINGTON
ASSOCIATION OF REALTORS®

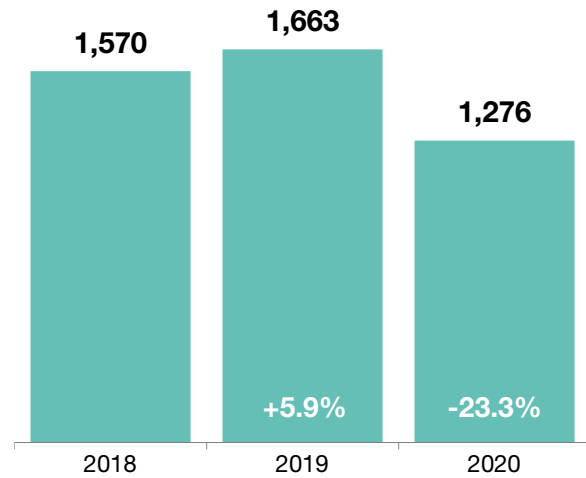
Key Metrics	Historical Sparklines	3-2019	3-2020	+ / -	YTD 2019	YTD 2020	+ / -
New Listings		1,663	1,276	- 23.3%	4,277	4,012	- 6.2%
Closed Sales		510	611	+ 19.8%	1,158	1,428	+ 23.3%
Under Contract (Contingent and Pending)		794	640	- 19.4%	1,804	1,896	+ 5.1%
Median Sales Price		\$425,000	\$415,000	- 2.4%	\$410,000	\$412,000	+ 0.5%
Average Sales Price		\$552,779	\$534,646	- 3.3%	\$529,476	\$520,594	- 1.7%
Average List Price		\$658,874	\$634,854	- 3.6%	\$704,383	\$688,722	- 2.2%
Percent of Original List Price Received		93.4%	93.1%	- 0.3%	92.6%	92.1%	- 0.5%
Housing Affordability Index		69	71	+ 2.9%	72	72	0.0%
Market Time		139	150	+ 8.1%	137	156	+ 13.9%
Months Supply of Homes for Sale		6.5	5.5	- 16.6%	--	--	--
Inventory of Homes for Sale		3,849	3,378	- 12.2%	--	--	--

New Listings

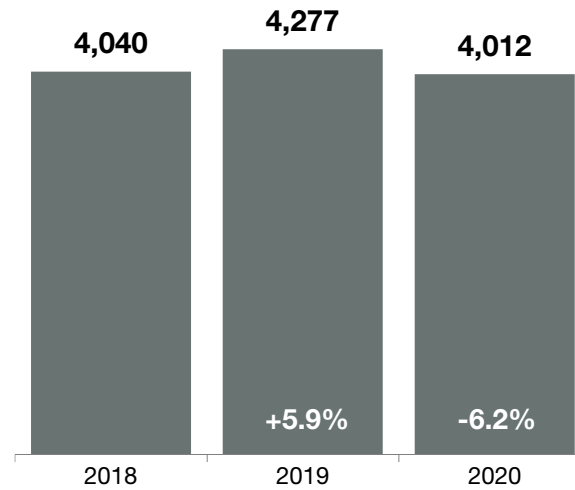
A count of the properties that have been newly listed on the market in a given month.



March

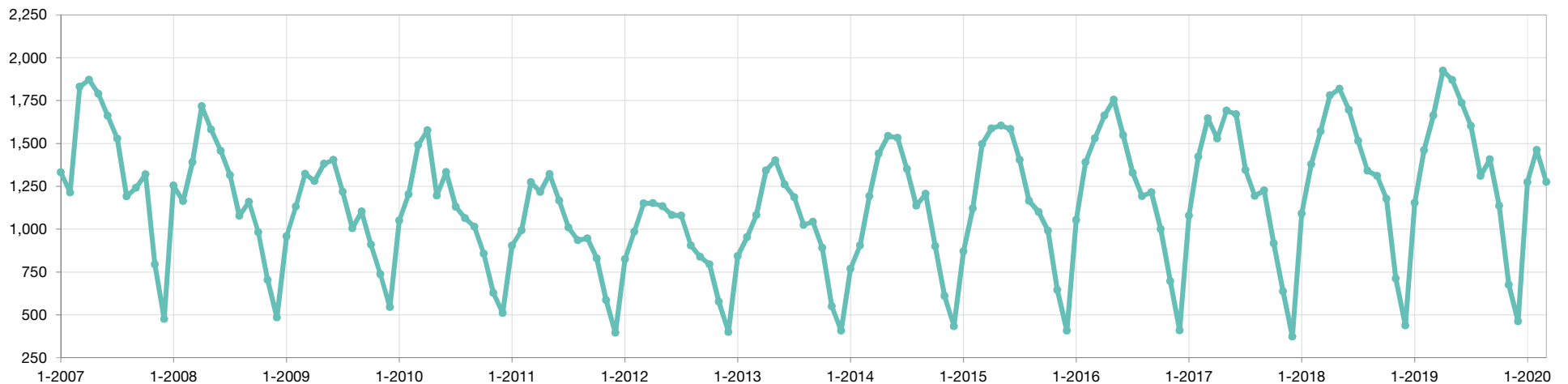


Year To Date



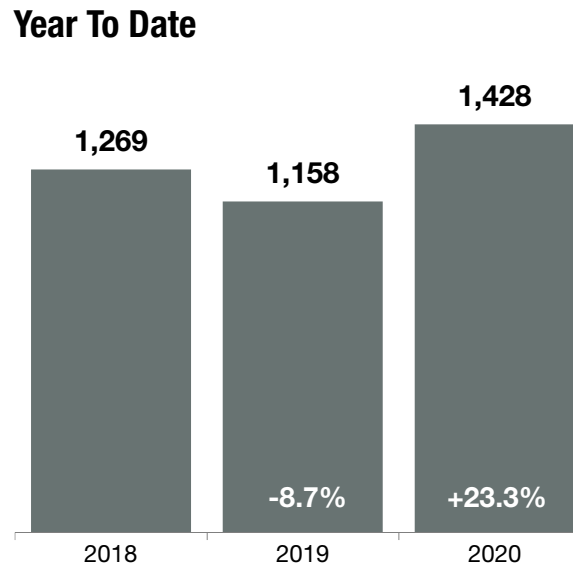
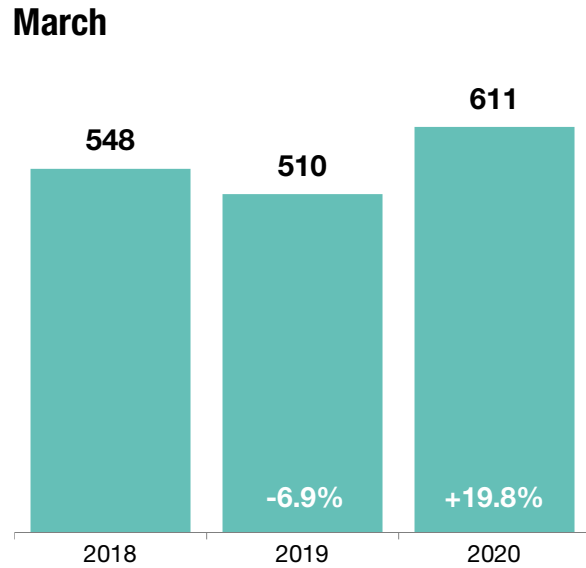
Month	Prior Year	Current Year	+ / -
April 2019	1,781	1,924	+8.0%
May 2019	1,818	1,870	+2.9%
June 2019	1,696	1,737	+2.4%
July 2019	1,514	1,602	+5.8%
August 2019	1,341	1,311	-2.2%
September 2019	1,310	1,408	+7.5%
October 2019	1,178	1,137	-3.5%
November 2019	712	675	-5.2%
December 2019	438	462	+5.5%
January 2020	1,154	1,274	+10.4%
February 2020	1,460	1,462	+0.1%
March 2020	1,663	1,276	-23.3%
12-Month Avg	1,339	1,345	+0.5%

Historical New Listing Activity



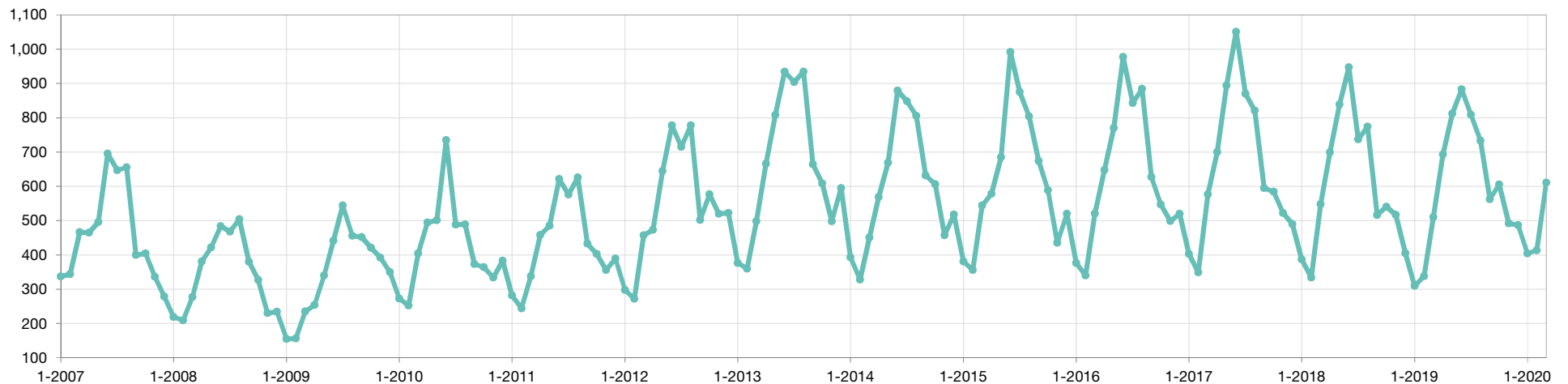
Closed Sales

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



Month	Prior Year	Current Year	+ / -
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	404	+30.3%
February 2020	338	413	+22.2%
March 2020	510	611	+19.8%
12-Month Avg	594	625	+8.5%

Historical Closed Sales Activity

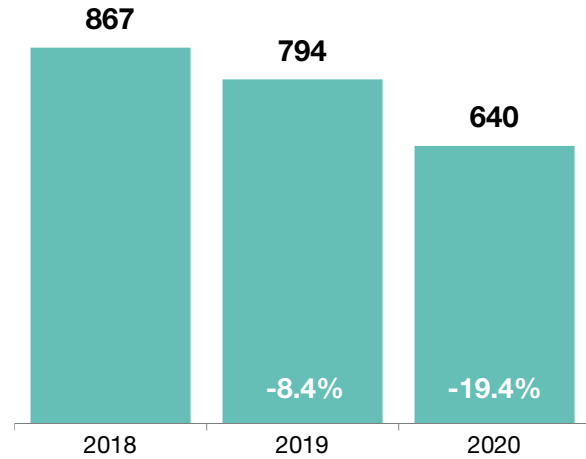


Under Contract

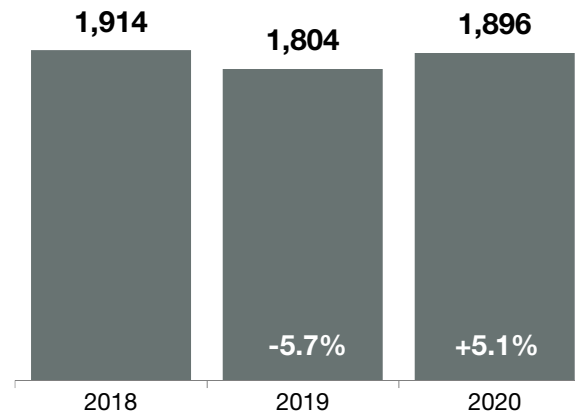
A count of the properties in either a contingent or pending status in a given month.



March

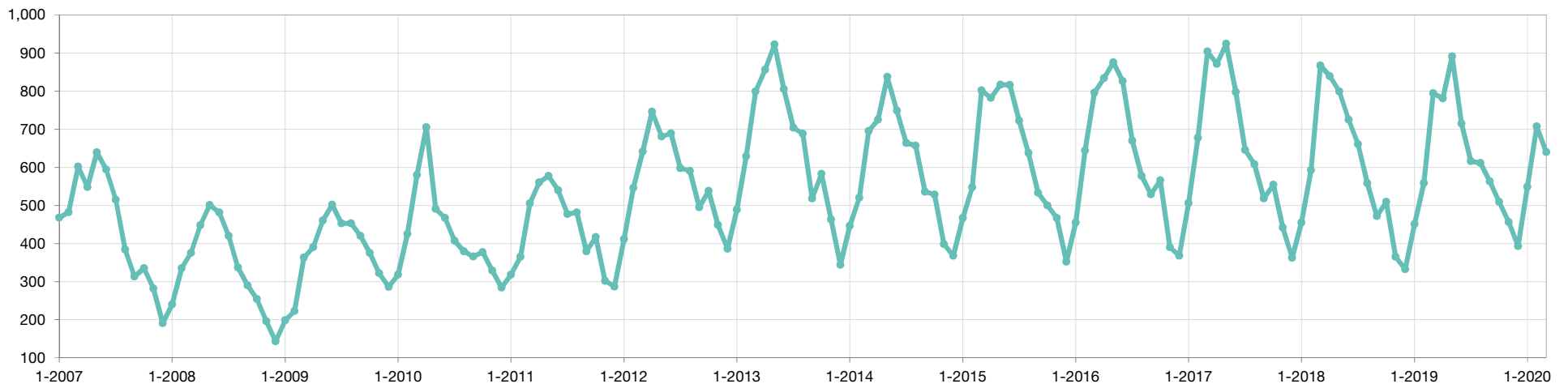


Year To Date



Month	Prior Year	Current Year	+ / -
April 2019	839	781	-6.9%
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	393	+18.4%
January 2020	451	549	+21.7%
February 2020	559	707	+26.5%
March 2020	794	640	-19.4%
12-Month Avg	589	619	+5.2%

Historical Under Contract Activity

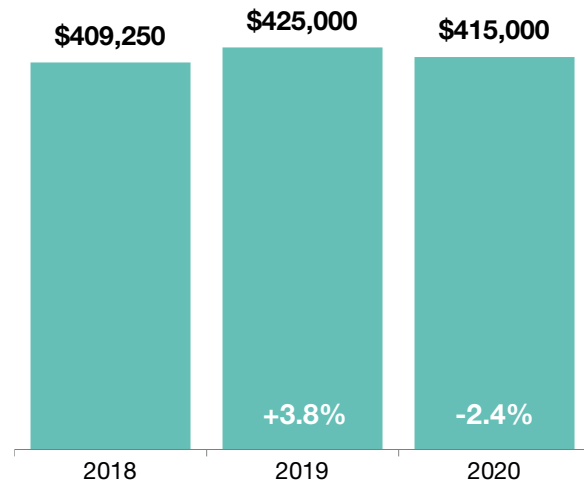


Median Sales Price

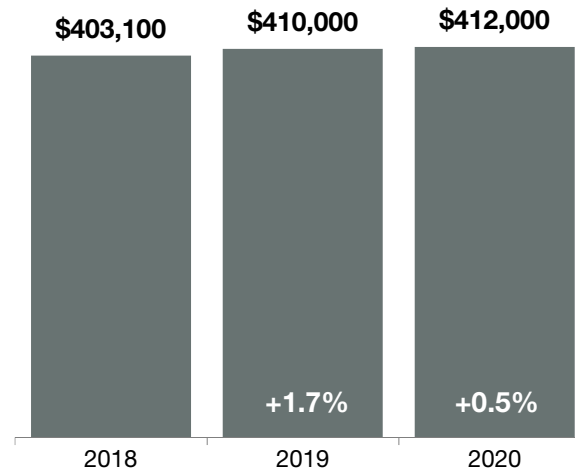
Median price point for all closed sales, not accounting for seller concessions, in a given month.



March

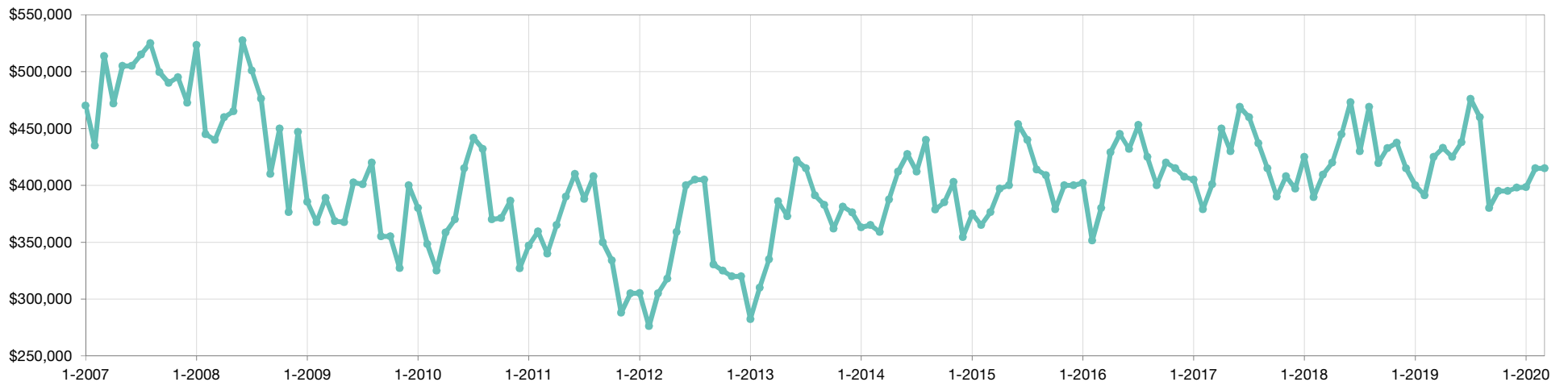


Year To Date



Month	Prior Year	Current Year	+ / -
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	\$398,400	-0.4%
February 2020	\$391,183	\$415,000	+6.1%
March 2020	\$425,000	\$415,000	-2.4%
12-Month Med	\$435,000	\$420,035	-3.4%

Historical Median Sales Price

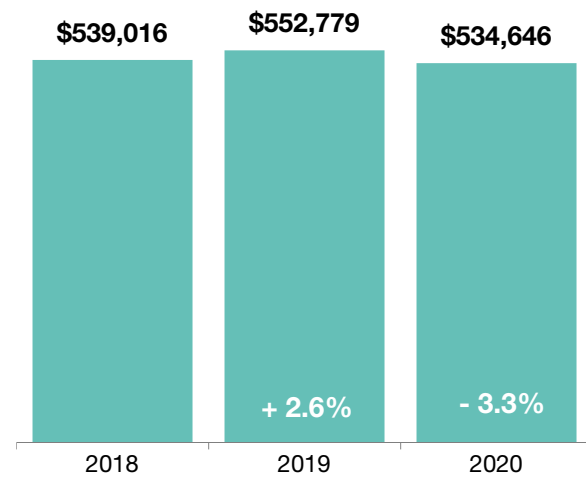


Average Sales Price

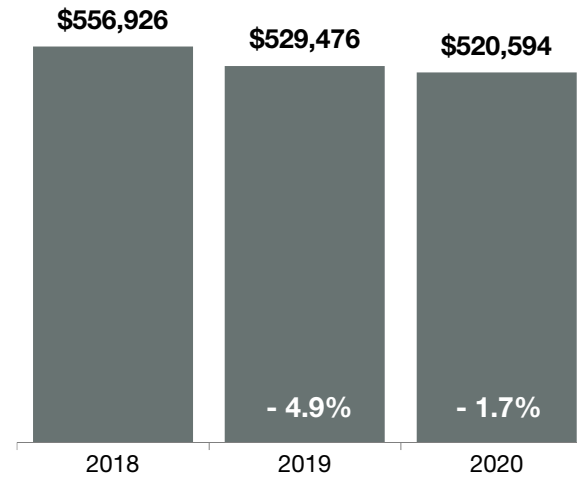
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



March

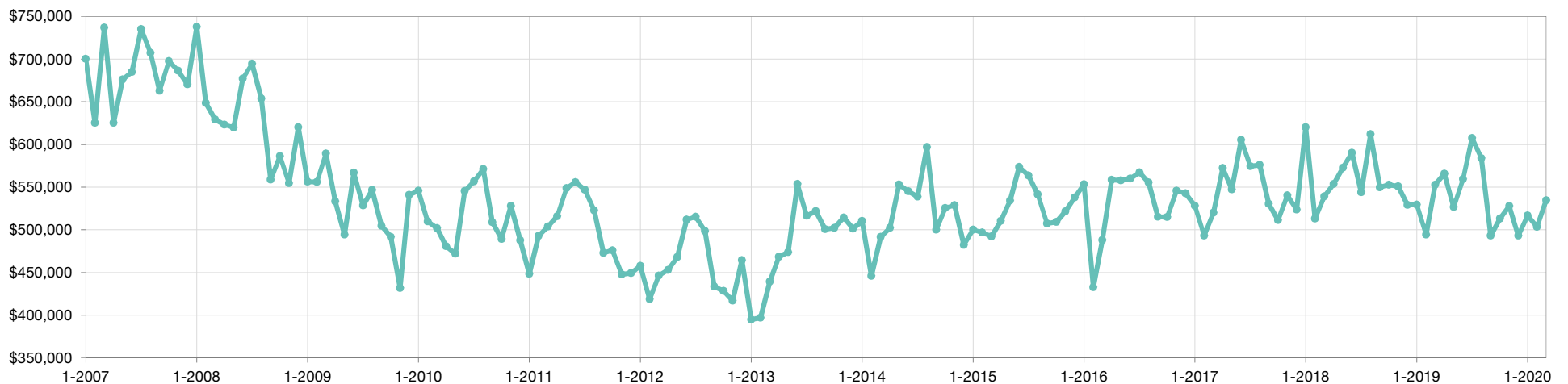


Year To Date



Month	Prior Year	Current Year	+ / -
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	\$516,823	-2.4%
February 2020	\$494,410	\$503,494	+1.8%
March 2020	\$552,779	\$534,646	-3.3%
12-Month Avg	\$560,293	\$541,578	-3.3%

Historical Average Sales Price

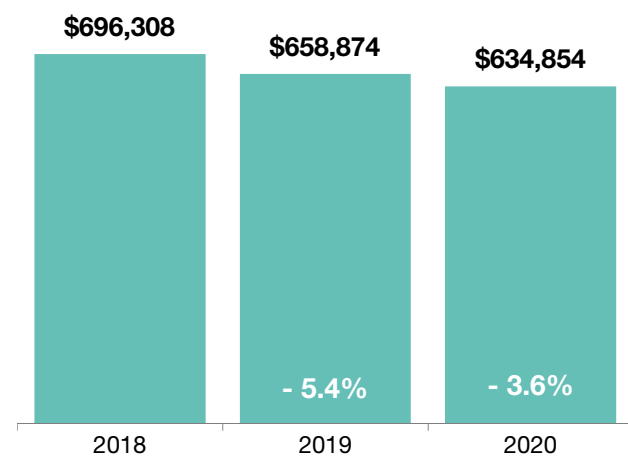


Average List Price

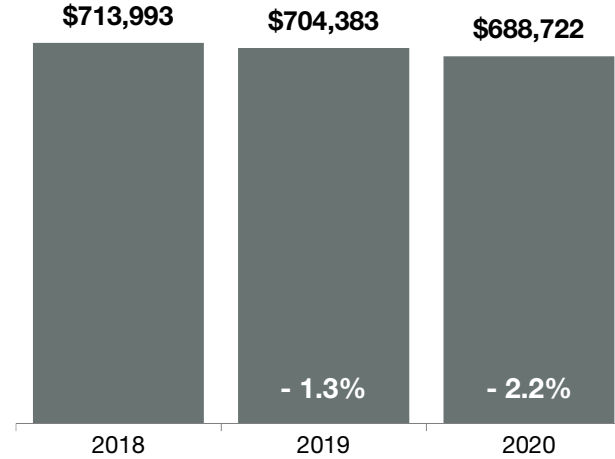
Average list price for all new listings in a given month.



March

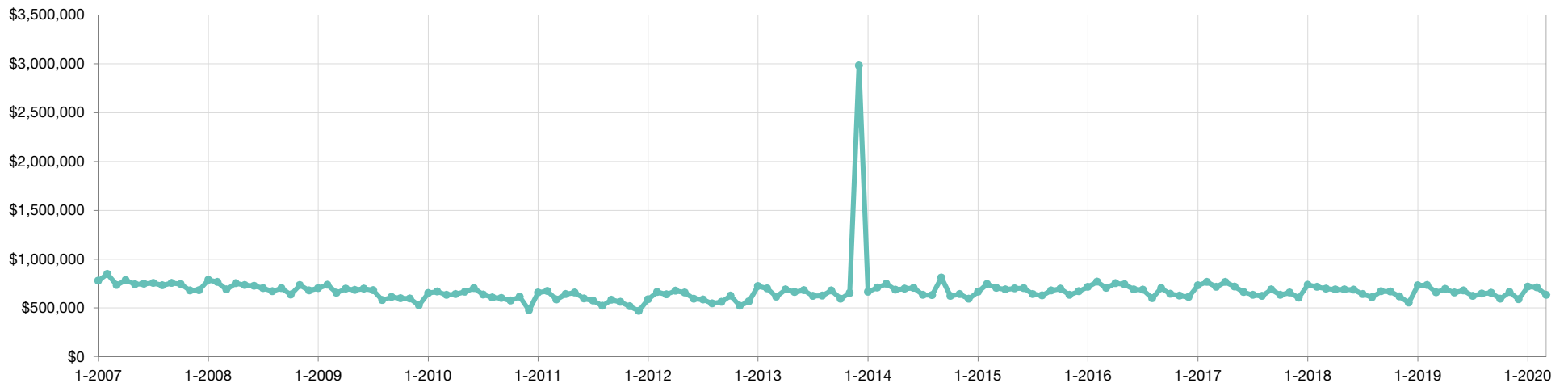


Year To Date



Month	Prior Year	Current Year	+ / -
April 2019	\$689,601	\$693,381	+0.5%
May 2019	\$689,477	\$656,110	-4.8%
June 2019	\$685,235	\$679,094	-0.9%
July 2019	\$641,979	\$624,274	-2.8%
August 2019	\$609,350	\$646,971	+6.2%
September 2019	\$669,784	\$655,977	-2.1%
October 2019	\$667,539	\$593,635	-11.1%
November 2019	\$618,073	\$663,121	+7.3%
December 2019	\$553,823	\$588,060	+6.2%
January 2020	\$732,146	\$719,418	-1.7%
February 2020	\$734,332	\$709,055	-3.4%
March 2020	\$658,874	\$634,854	-3.6%
12-Month Avg	\$671,759	\$661,196	-1.6%

Historical Average List Price



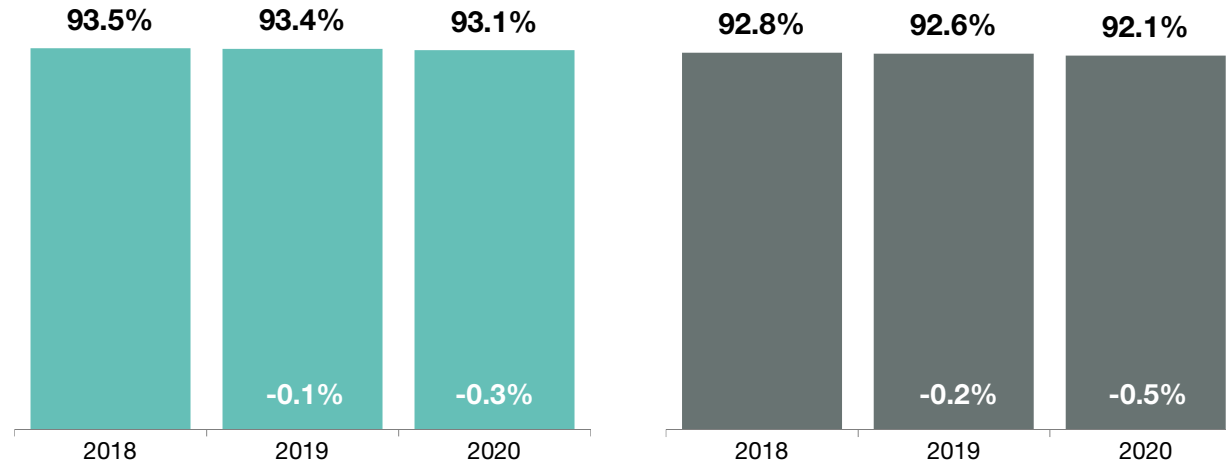
Percent of Original List Price Received



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.

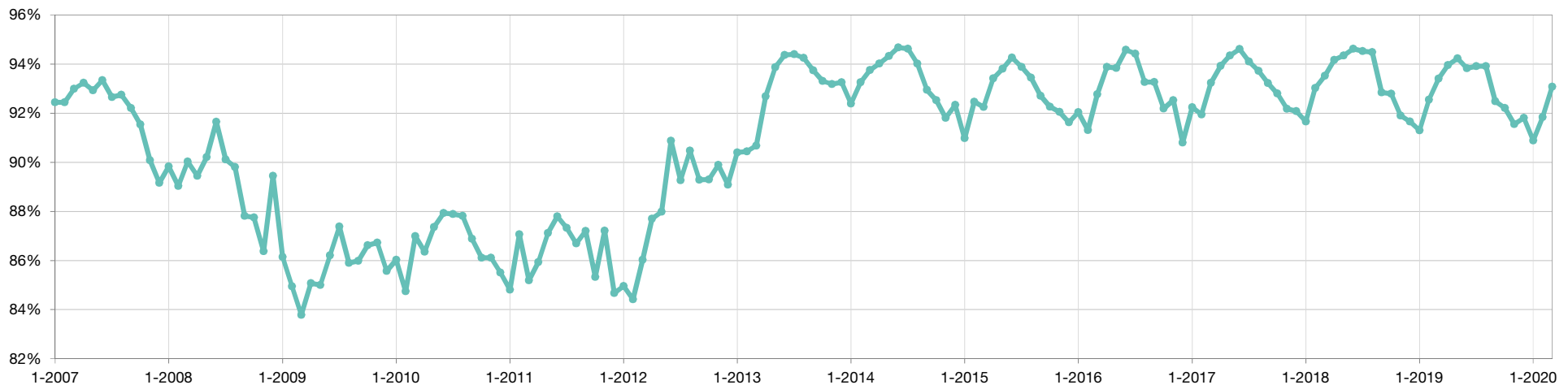
March

Year To Date



Month	Prior Year	Current Year	+ / -
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%
February 2020	92.5%	91.8%	-0.8%
March 2020	93.4%	93.1%	-0.3%
12-Month Avg	93.6%	93.1%	-0.5%

Historical Percent of Original List Price Received

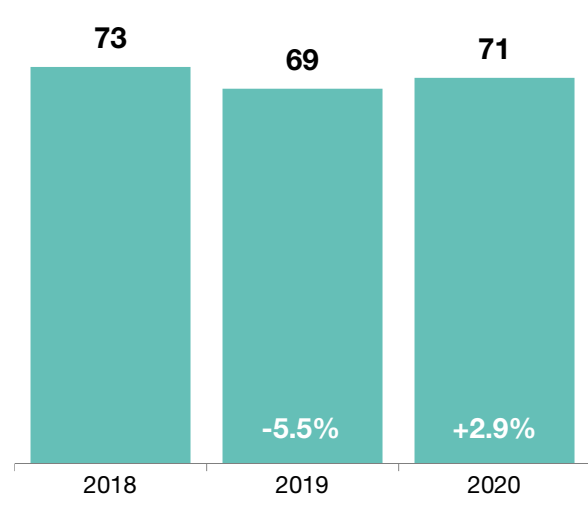


Housing Affordability Index

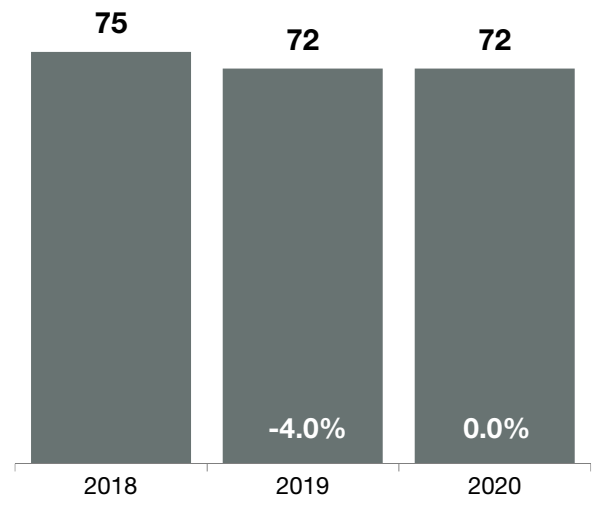


This index measures housing affordability for the region. For example, an index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**

March

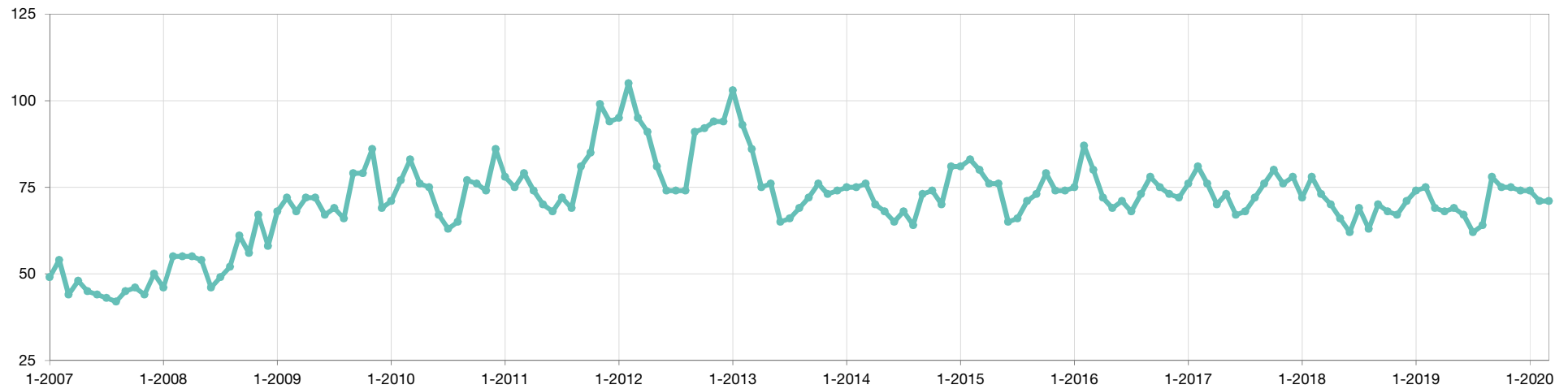


Year To Date



Month	Prior Year	Current Year	+ / -
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%
February 2020	75	71	-5.3%
March 2020	69	71	+2.9%
12-Month Avg	69	71	+3.1%

Historical Housing Affordability Index

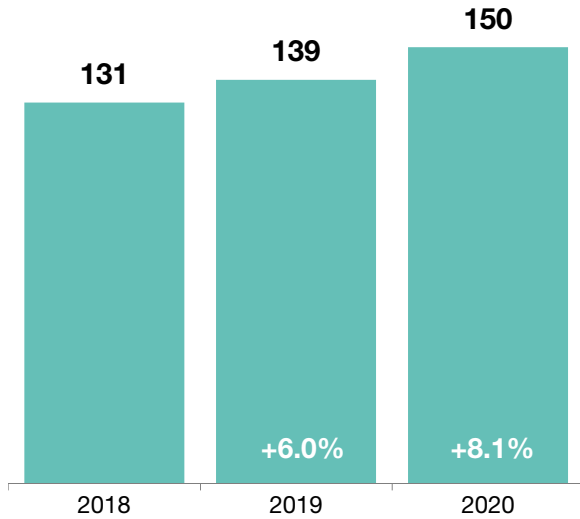


Market Time

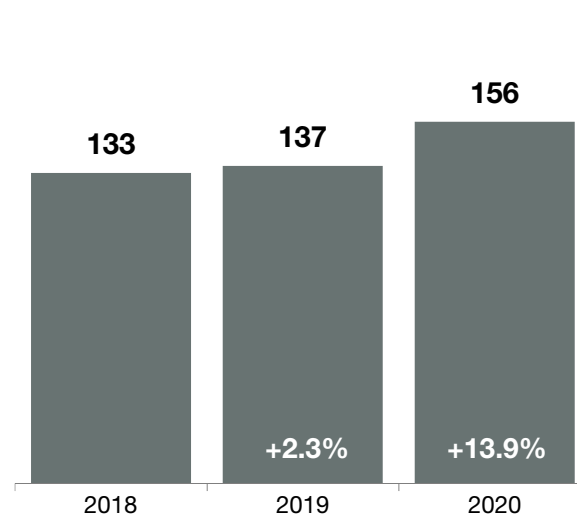
Average number of days between when a property is listed and when an offer is accepted in a given month.



March



Year To Date



Month	Prior Year	Current Year	+ / -
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	157	+19.6%
February 2020	137	162	+17.7%
March 2020	139	150	+8.1%
12-Month Avg	107	119	+11.2%

Historical Market Times

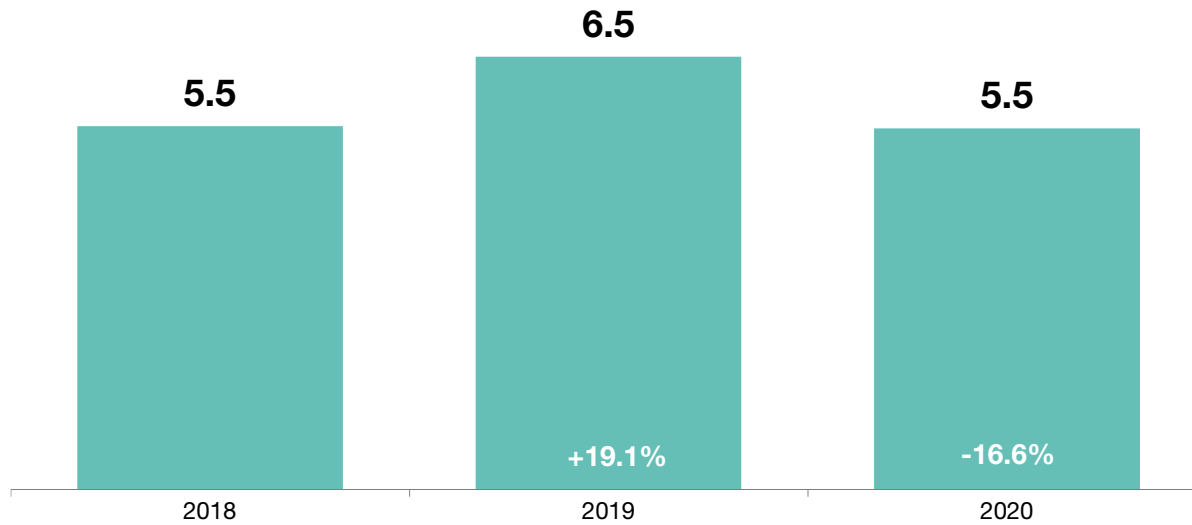


Months Supply of Inventory

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.

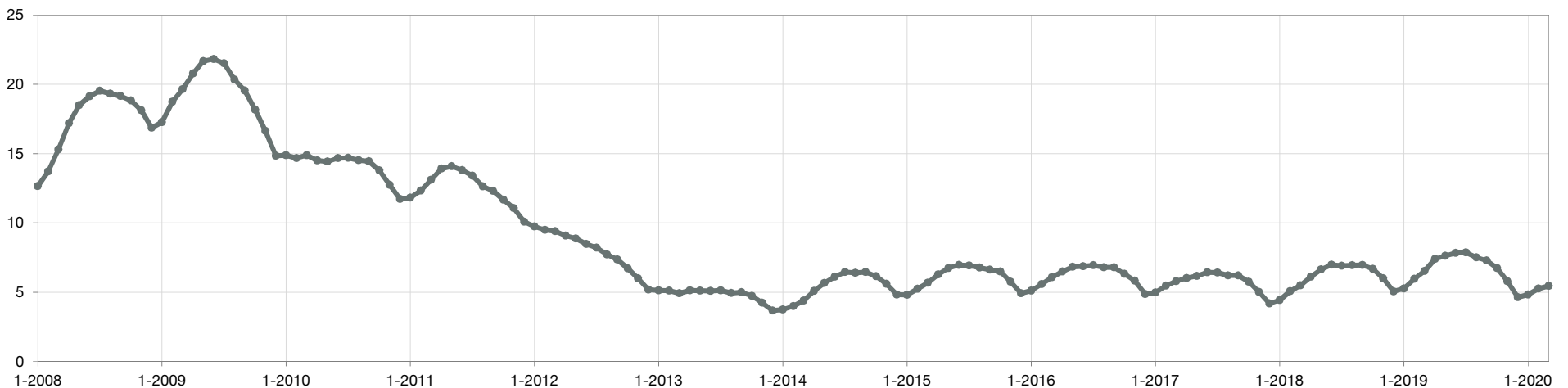


March



Month	Prior Year	Current Year	+ / -
April 2019	6.1	7.4	+21.1%
May 2019	6.6	7.6	+14.7%
June 2019	7.0	7.8	+12.1%
July 2019	6.9	7.9	+13.9%
August 2019	6.9	7.5	+8.3%
September 2019	7.0	7.3	+4.6%
October 2019	6.7	6.7	+0.8%
November 2019	6.0	5.8	-3.7%
December 2019	5.0	4.6	-8.0%
January 2020	5.3	4.8	-8.3%
February 2020	6.0	5.3	-11.6%
March 2020	6.5	5.5	-16.6%
12-Month Avg	6.3	6.5	+2.9%

Historical Months Supply of Inventory

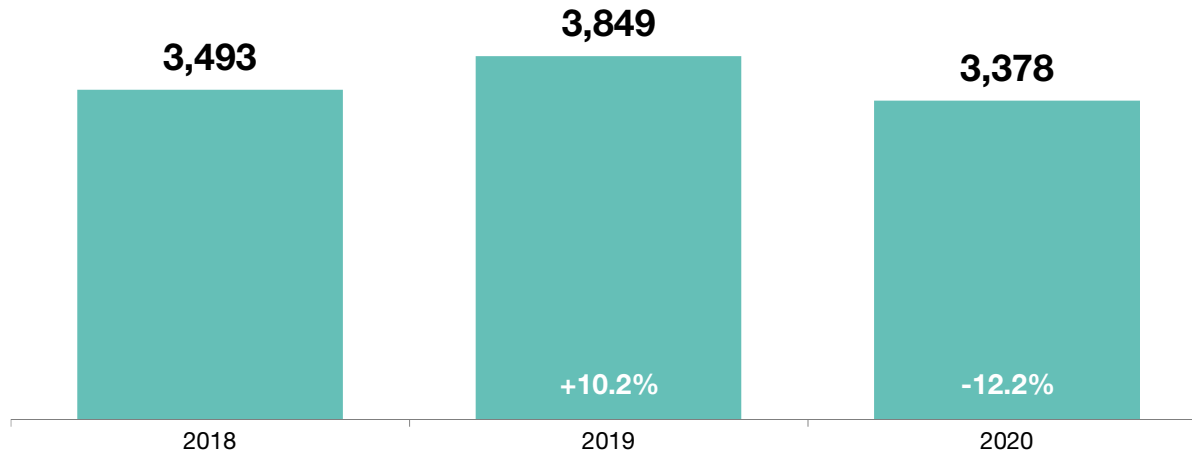


Inventory of Homes for Sale

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



March



Month	Prior Year	Current Year	+ / -
April 2019	3,869	4,316	+11.6%
May 2019	4,142	4,509	+8.9%
June 2019	4,312	4,626	+7.3%
July 2019	4,271	4,617	+8.1%
August 2019	4,265	4,447	+4.3%
September 2019	4,247	4,358	+2.6%
October 2019	4,056	4,034	-0.5%
November 2019	3,604	3,508	-2.7%
December 2019	3,018	2,841	-5.9%
January 2020	3,149	2,996	-4.9%
February 2020	3,547	3,332	-6.1%
March 2020	3,849	3,378	-12.2%
12-Month Avg	3,861	3,914	+0.9%

Historical Inventory of Homes for Sale

