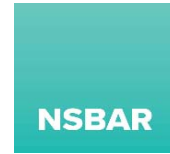


Monthly Indicators



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

May 2020

While the effects of COVID-19 in the broader economy continue, real estate activity is beginning to recover across much of the country. According to Freddie Mac, mortgage rates have been below 3.3 percent for more than four weeks and are hovering near all-time lows, spurring strong interest by buyers and lifting showing activity up 4% nationally versus a year ago in the final week of May.

New Listings in the North Shore-Barrington region decreased 35.0 percent to 1,216. Listings Under Contract were down 21.8 percent to 697. Inventory levels fell 26.7 percent to 3,307 units.

Prices continued to gain traction. The Median Sales Price increased 1.2 percent to \$430,000. Market Times were up 8.0 percent to 120 days. Sellers were encouraged as Months Supply of Inventory was down 23.4 percent to 5.8 months.

Buyers have been quicker to return to the housing market in force than sellers, who have been showing a bit more reluctance to list their homes than is typical for this time of year. But trends are improving and as states and localities continue to moderate their COVID-19 policies, real estate activity is expected to continue to improve in the coming weeks.

Quick Facts

- 40.6%

+ 1.2%

- 26.7%

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

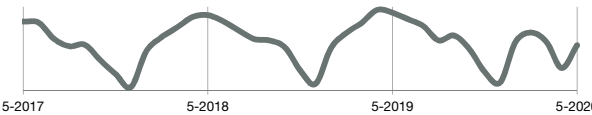
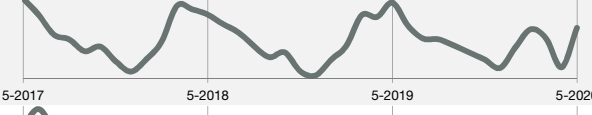







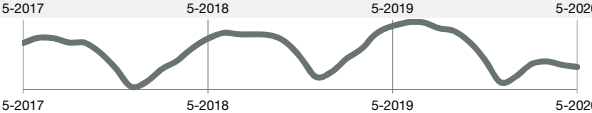



Market Overview

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

NSBAR

NORTH SHORE-BARRINGTON
ASSOCIATION OF REALTORS®

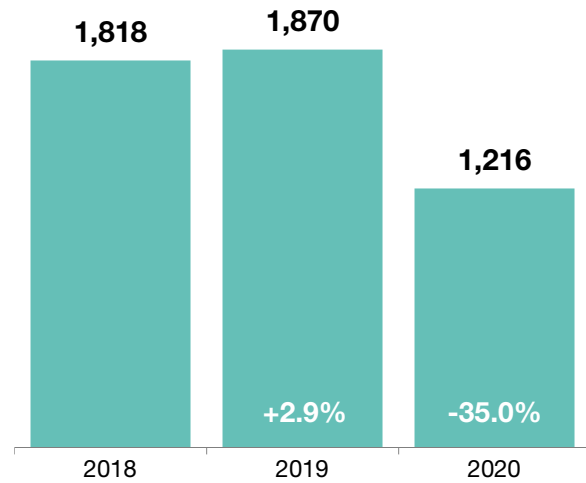
Key Metrics	Historical Sparklines	5-2019	5-2020	+ / -	YTD 2019	YTD 2020	+ / -
New Listings		1,870	1,216	- 35.0%	8,071	6,008	- 25.6%
Closed Sales		812	482	- 40.6%	2,663	2,511	- 5.7%
Under Contract (Contingent and Pending)		891	697	- 21.8%	3,476	2,941	- 15.4%
Median Sales Price		\$425,000	\$430,000	+ 1.2%	\$420,000	\$427,500	+ 1.8%
Average Sales Price		\$526,715	\$546,421	+ 3.7%	\$538,112	\$532,064	- 1.1%
Average List Price		\$656,047	\$714,561	+ 8.9%	\$690,463	\$691,543	+ 0.2%
Percent of Original List Price Received		94.2%	93.8%	- 0.5%	93.4%	92.8%	- 0.6%
Housing Affordability Index		69	69	0.0%	70	69	- 1.4%
Market Time		111	120	+ 8.0%	124	145	+ 16.8%
Months Supply of Homes for Sale		7.6	5.8	- 23.4%	--	--	--
Inventory of Homes for Sale		4,510	3,307	- 26.7%	--	--	--

New Listings

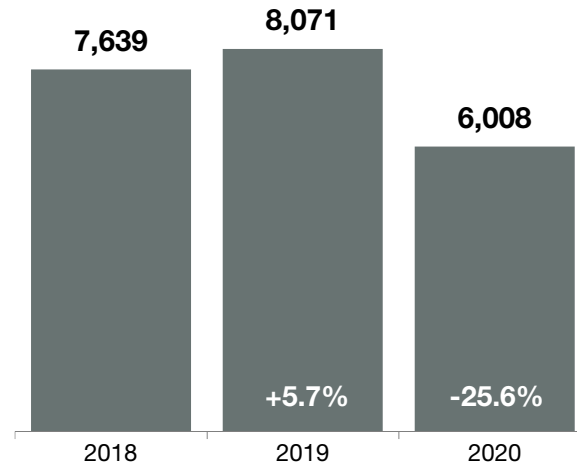
A count of the properties that have been newly listed on the market in a given month.



May

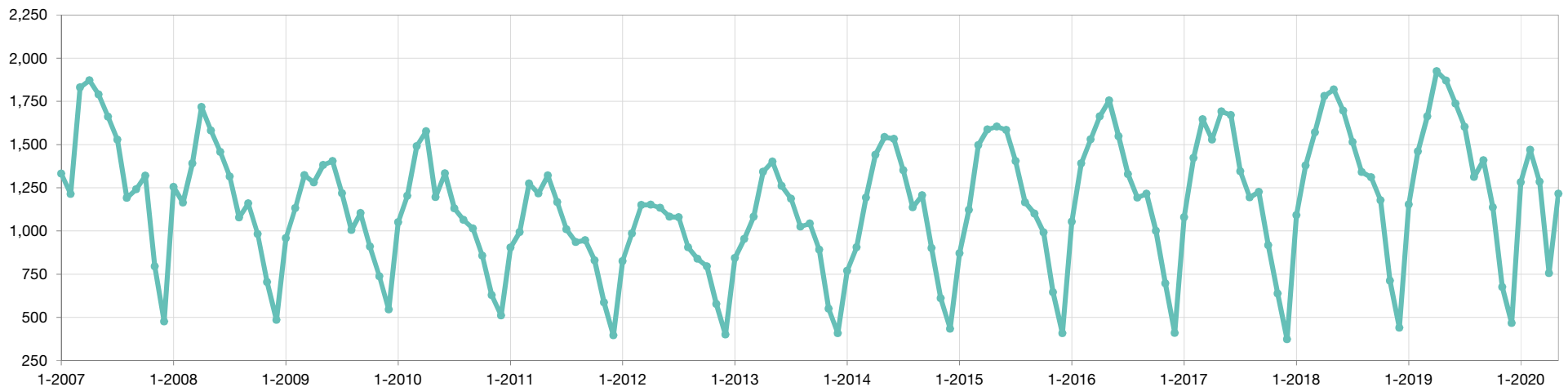


Year To Date



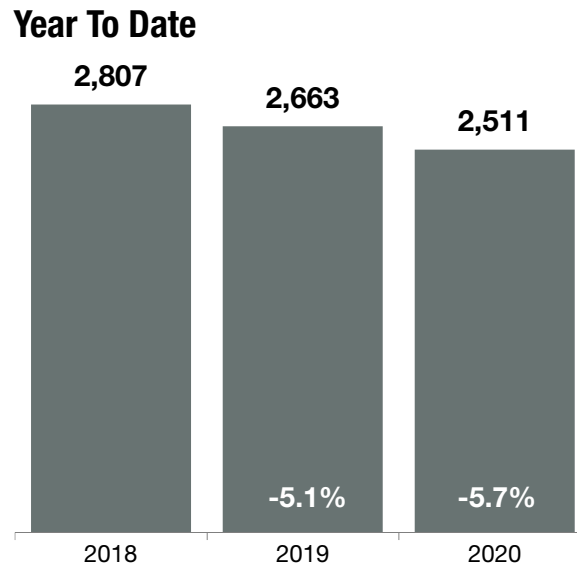
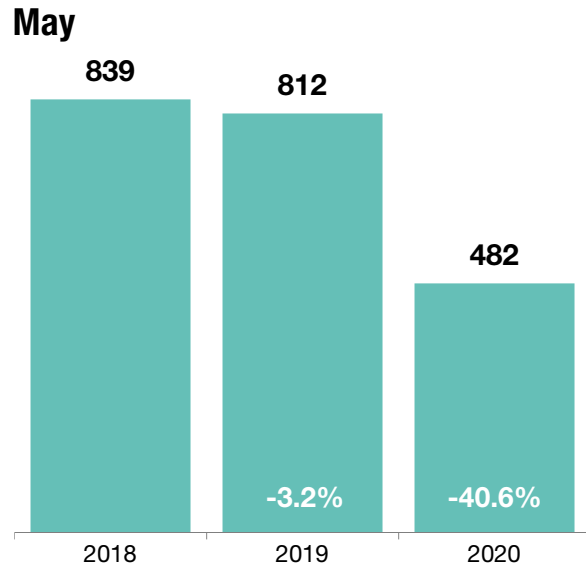
Month	Prior Year	Current Year	+ / -
June 2019	1,696	1,737	+2.4%
July 2019	1,514	1,602	+5.8%
August 2019	1,341	1,312	-2.2%
September 2019	1,310	1,409	+7.6%
October 2019	1,178	1,137	-3.5%
November 2019	712	676	-5.1%
December 2019	439	467	+6.4%
January 2020	1,154	1,282	+11.1%
February 2020	1,460	1,469	+0.6%
March 2020	1,663	1,285	-22.7%
April 2020	1,924	756	-60.7%
May 2020	1,870	1,216	-35.0%
12-Month Avg	1,355	1,196	-11.8%

Historical New Listing Activity



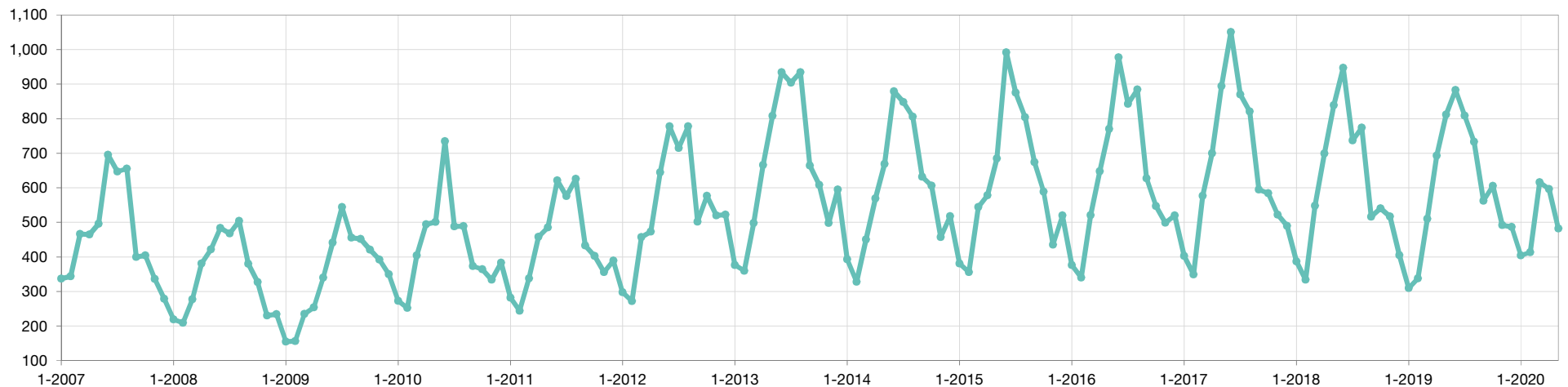
Closed Sales

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



Month	Prior Year	Current Year	+ / -
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	616	+20.8%
April 2020	693	596	-14.0%
May 2020	812	482	-40.6%
12-Month Avg	592	590	+4.4%

Historical Closed Sales Activity

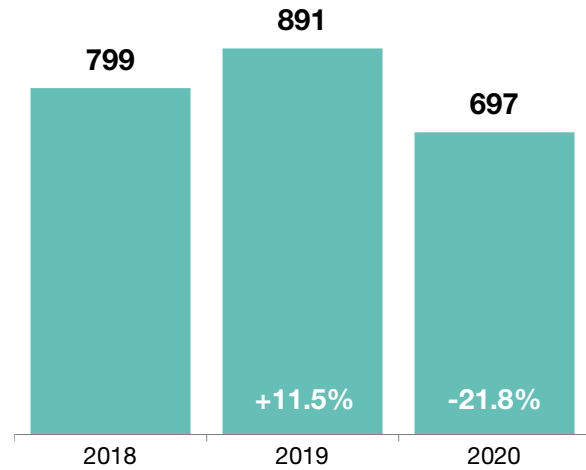


Under Contract

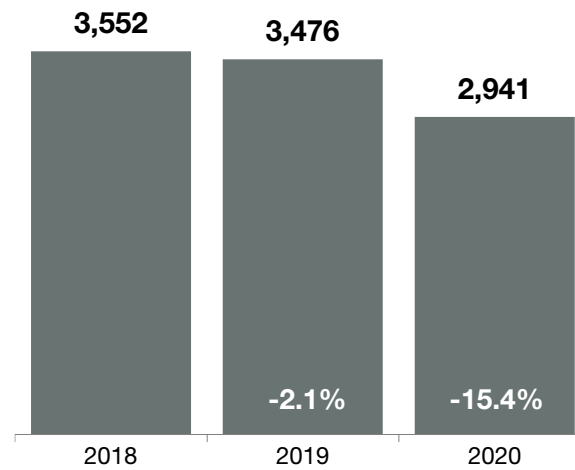
A count of the properties in either a contingent or pending status in a given month.



May

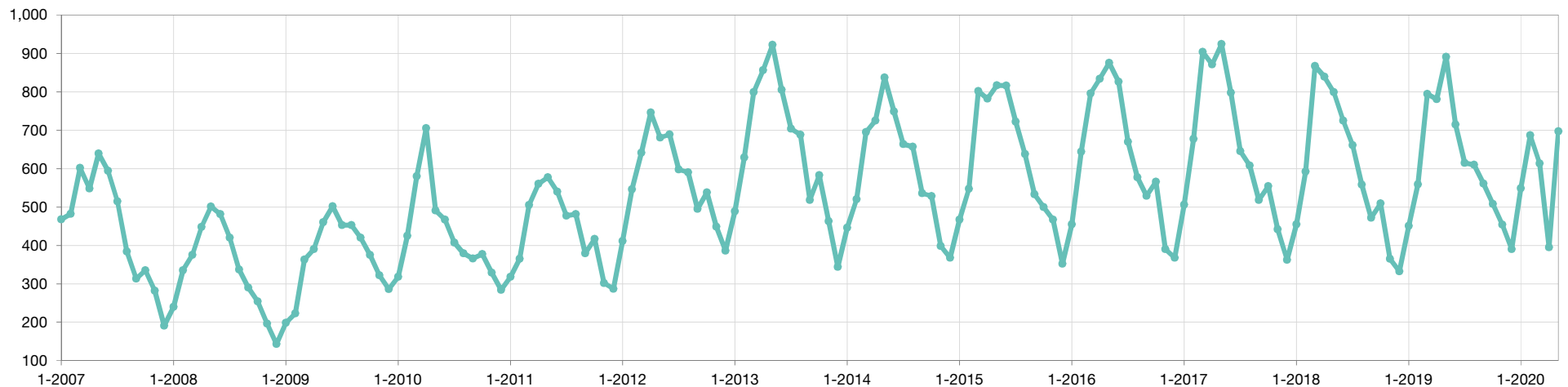


Year To Date



Month	Prior Year	Current Year	+ / -
June 2019	725	715	-1.4%
July 2019	661	615	-7.0%
August 2019	558	610	+9.3%
September 2019	472	561	+18.9%
October 2019	509	508	-0.2%
November 2019	365	454	+24.4%
December 2019	332	390	+17.5%
January 2020	451	549	+21.7%
February 2020	559	687	+22.9%
March 2020	794	613	-22.8%
April 2020	781	395	-49.4%
May 2020	891	697	-21.8%
12-Month Avg	592	566	-4.3%

Historical Under Contract Activity

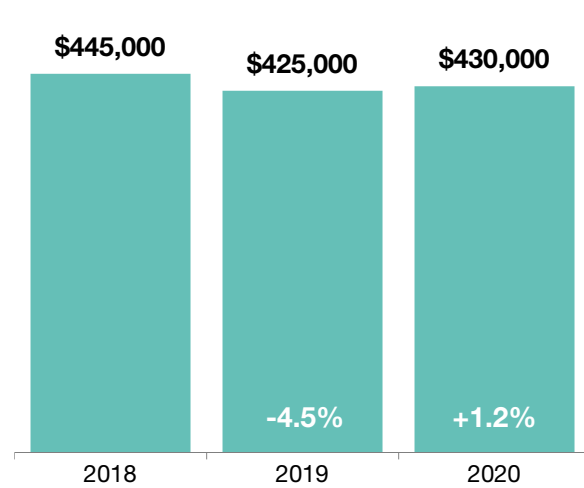


Median Sales Price

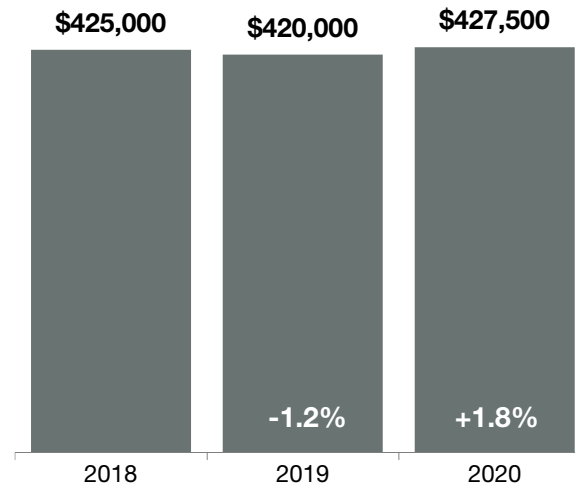
Median price point for all closed sales, not accounting for seller concessions, in a given month.



May

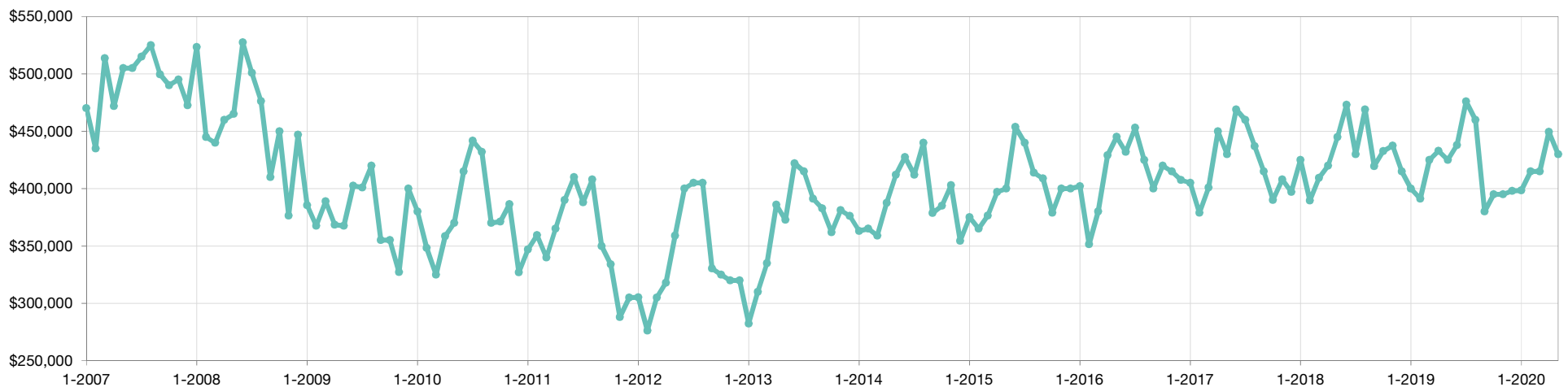


Year To Date



Month	Prior Year	Current Year	+ / -
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%
April 2020	\$433,000	\$449,500	+3.8%
May 2020	\$425,000	\$430,000	+1.2%
12-Month Med	\$432,500	\$425,000	-1.7%

Historical Median Sales Price

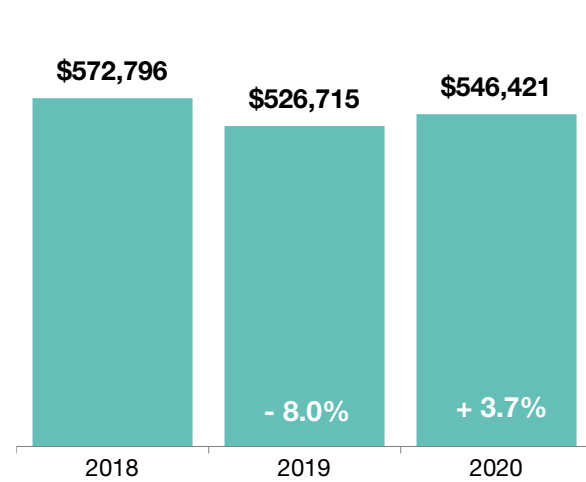


Average Sales Price

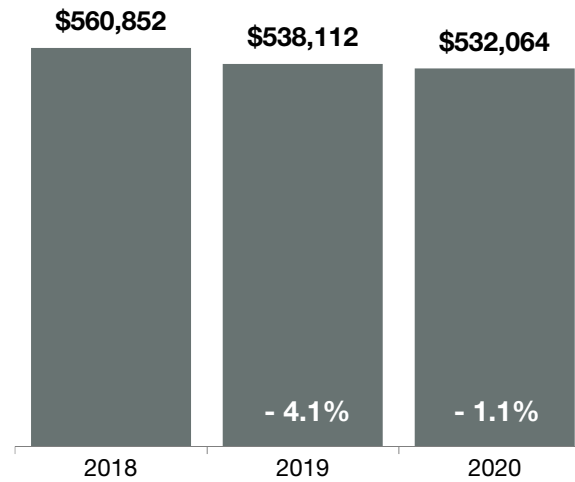
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



May

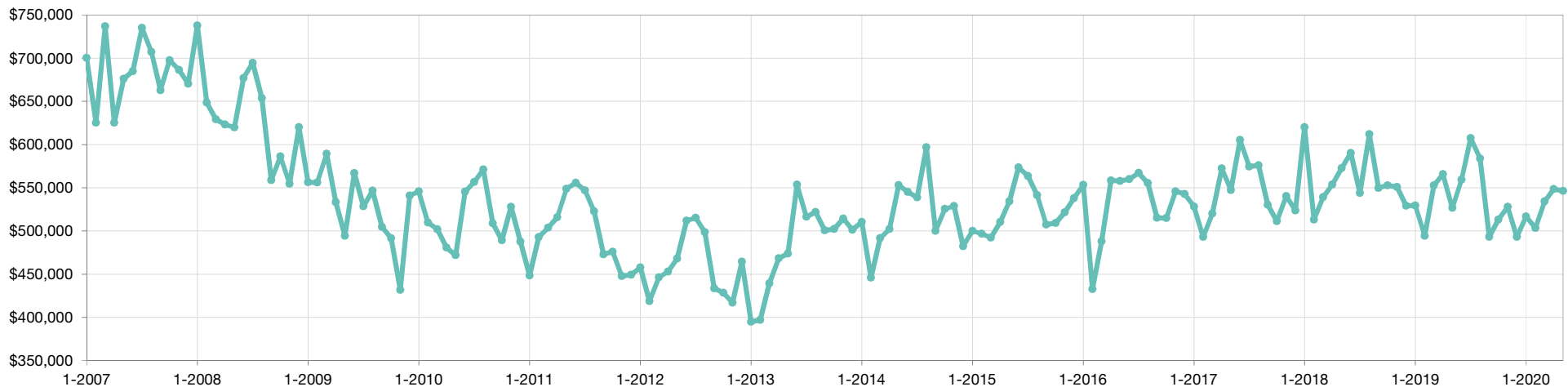


Year To Date



Month	Prior Year	Current Year	+ / -
June 2019	\$590,363	\$559,304	-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	\$493,030	-6.9%
January 2020	\$529,372	\$516,823	-2.4%
February 2020	\$494,410	\$503,494	+1.8%
March 2020	\$552,779	\$534,169	-3.4%
April 2020	\$565,898	\$548,406	-3.1%
May 2020	\$526,715	\$546,421	+3.7%
12-Month Avg	\$556,177	\$541,759	-2.6%

Historical Average Sales Price



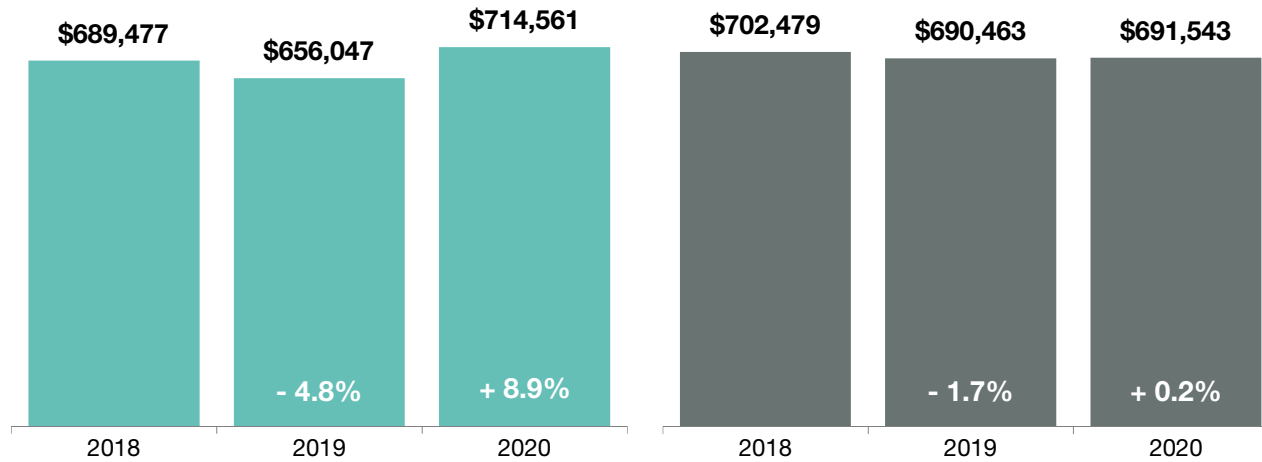
Average List Price

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



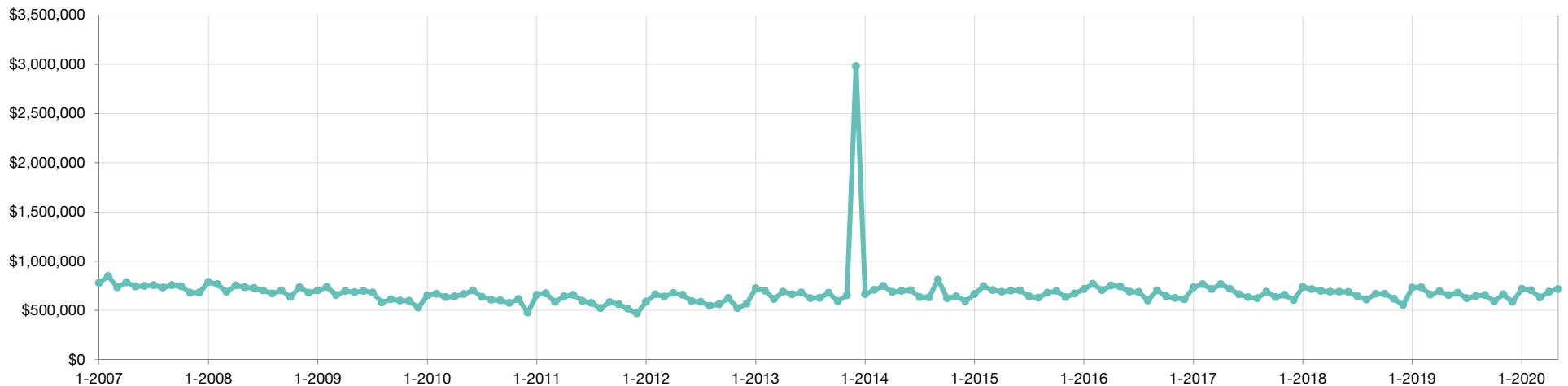
May

Year To Date



Month	Prior Year	Current Year	+ / -
June 2019	\$685,233	\$678,832	-0.9%
July 2019	\$641,979	\$623,972	-2.8%
August 2019	\$609,350	\$646,468	+6.1%
September 2019	\$668,811	\$654,585	-2.1%
October 2019	\$667,518	\$592,414	-11.3%
November 2019	\$618,070	\$662,947	+7.3%
December 2019	\$554,623	\$585,173	+5.5%
January 2020	\$732,063	\$717,585	-2.0%
February 2020	\$734,040	\$705,430	-3.9%
March 2020	\$658,832	\$629,638	-4.4%
April 2020	\$693,315	\$688,664	-0.7%
May 2020	\$656,047	\$714,561	+8.9%
12-Month Avg	\$668,463	\$662,080	-1.0%

Historical Average List Price



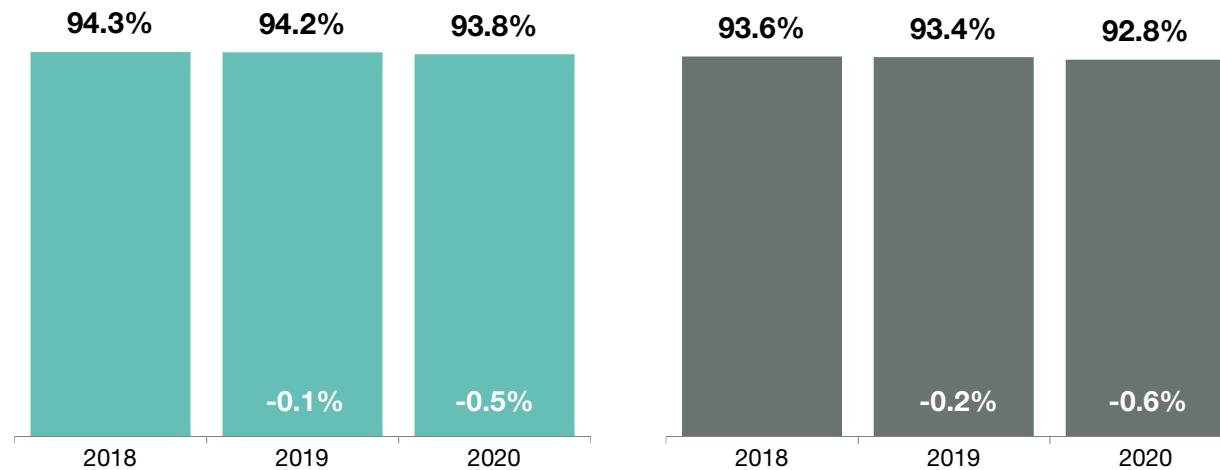
Percent of Original List Price Received



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.

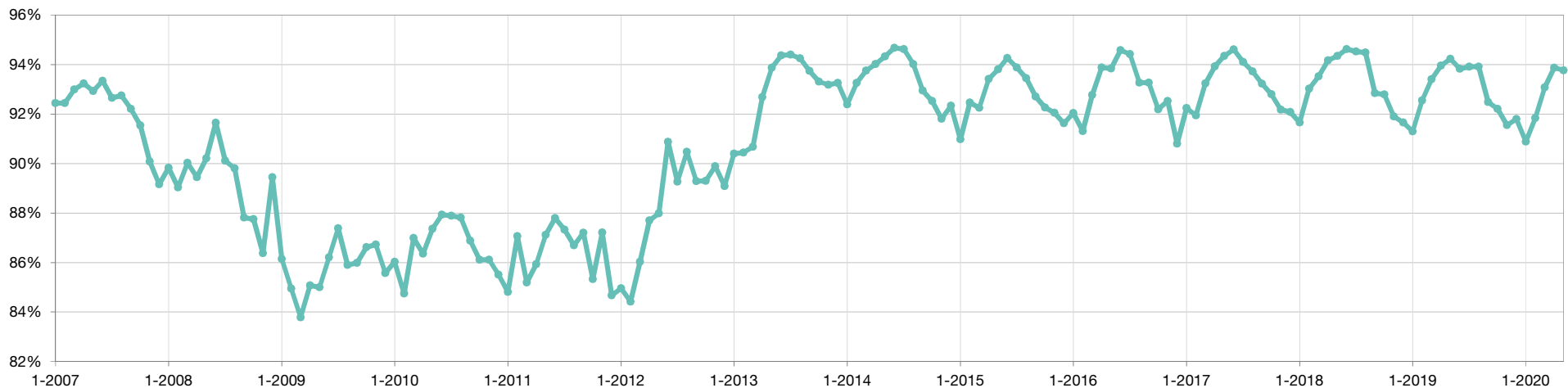
May

Year To Date



Month	Prior Year	Current Year	+ / -
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%	+0.1%
January 2020	91.3%	90.9%	-0.5%
February 2020	92.5%	91.8%	-0.8%
March 2020	93.4%	93.1%	-0.3%
April 2020	94.0%	93.9%	-0.1%
May 2020	94.2%	93.8%	-0.5%
12-Month Avg	93.5%	93.0%	-0.6%

Historical Percent of Original List Price Received



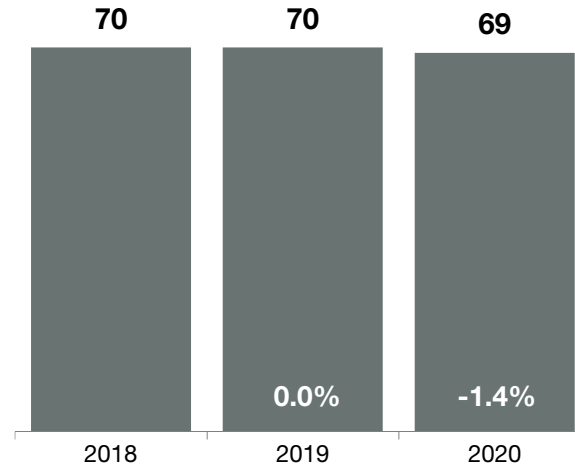
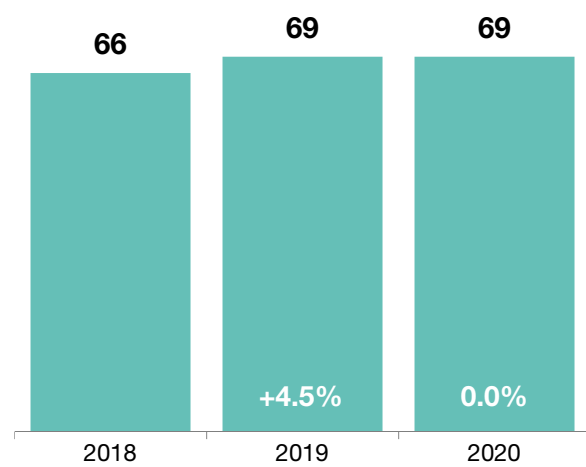
Housing Affordability Index



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.**

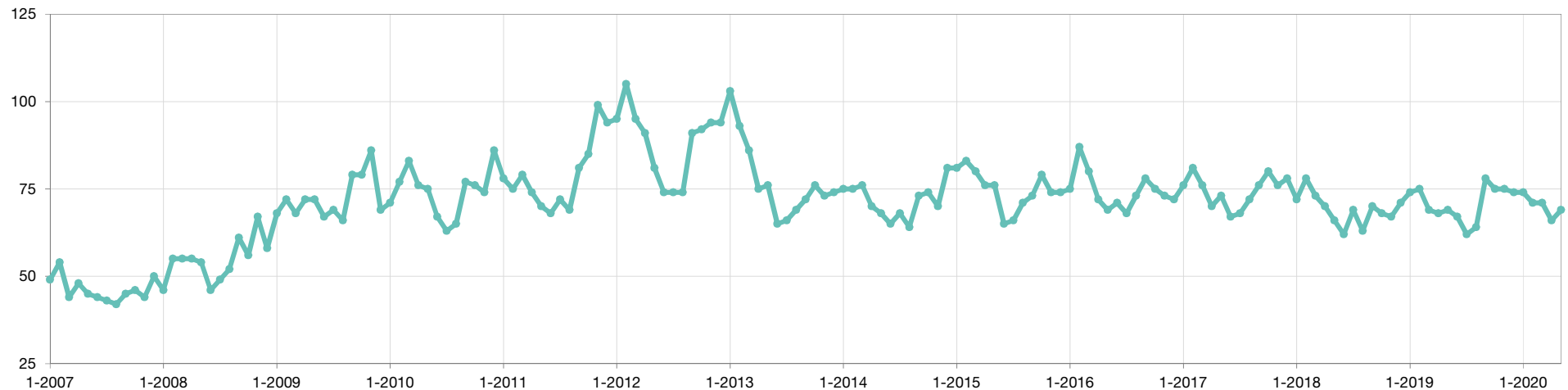
May

Year To Date



Month	Prior Year	Current Year	+ / -
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%
April 2020	68	66	-2.9%
May 2020	69	69	0.0%
12-Month Avg	69	71	+2.7%

Historical Housing Affordability Index

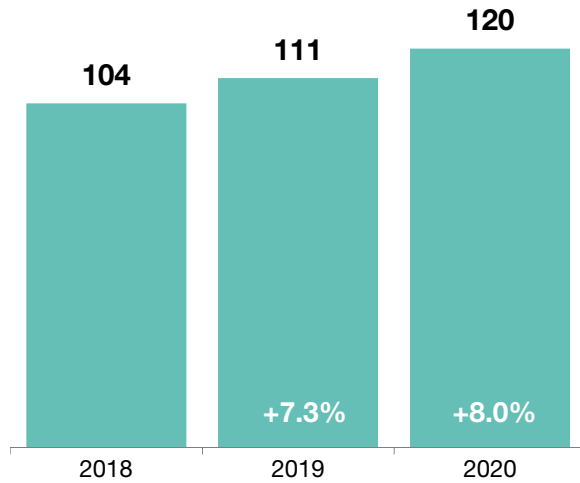


Market Time

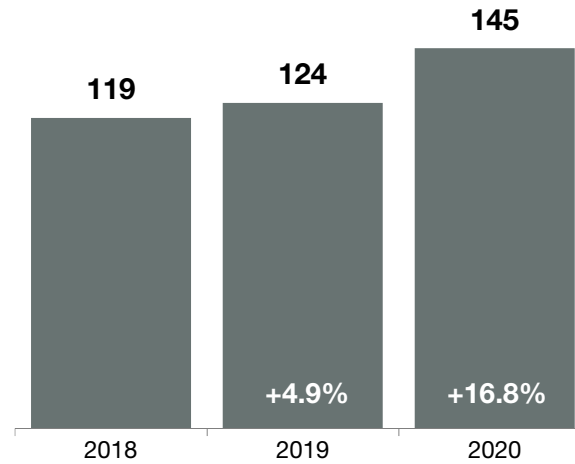
Average number of days between when a property is listed and when an offer is accepted in a given month.



May



Year To Date



Month	Prior Year	Current Year	+ / -
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	+7.9%
April 2020	119	141	+18.3%
May 2020	111	120	+8.0%
12-Month Avg	109	122	+11.9%

Historical Market Times

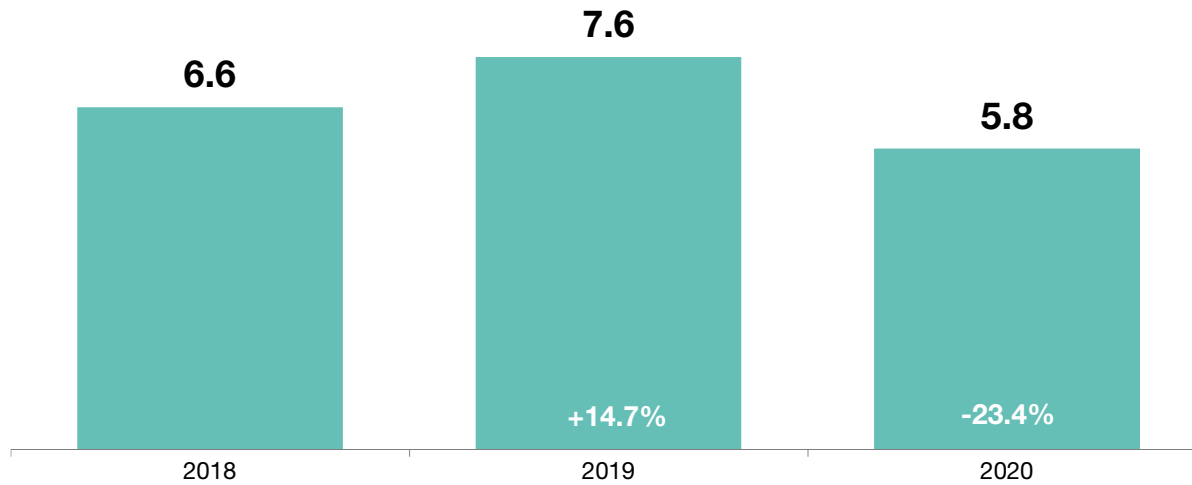


Months Supply of Inventory

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.

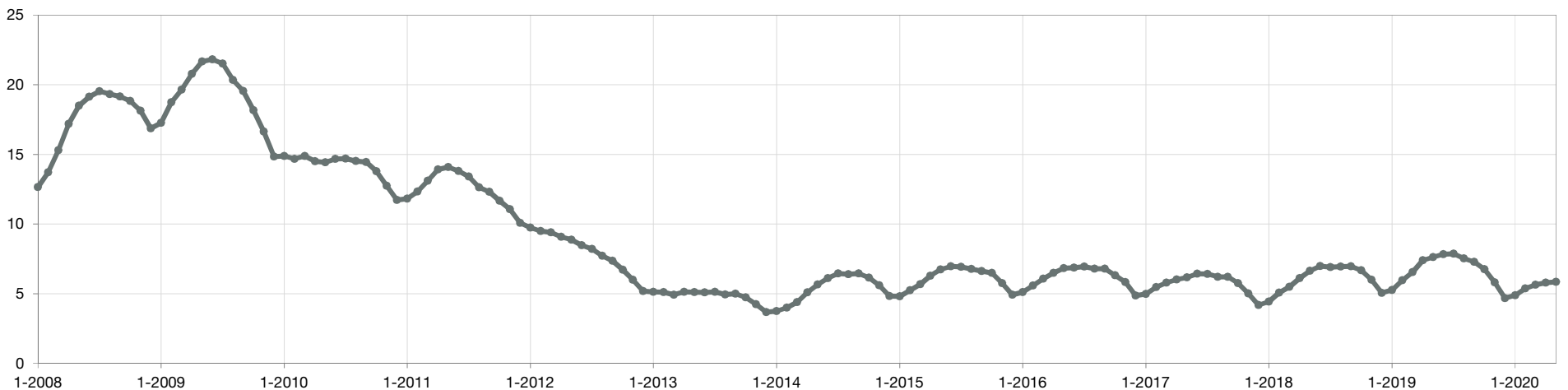


May



Month	Prior Year	Current Year	+ / -
June 2019	7.0	7.8	+12.1%
July 2019	6.9	7.9	+14.0%
August 2019	6.9	7.5	+8.5%
September 2019	7.0	7.3	+4.8%
October 2019	6.7	6.8	+1.0%
November 2019	6.0	5.8	-3.3%
December 2019	5.0	4.7	-7.3%
January 2020	5.3	4.9	-7.4%
February 2020	6.0	5.4	-9.9%
March 2020	6.5	5.6	-13.7%
April 2020	7.4	5.8	-21.7%
May 2020	7.6	5.8	-23.4%
12-Month Avg	6.5	6.3	-3.9%

Historical Months Supply of Inventory

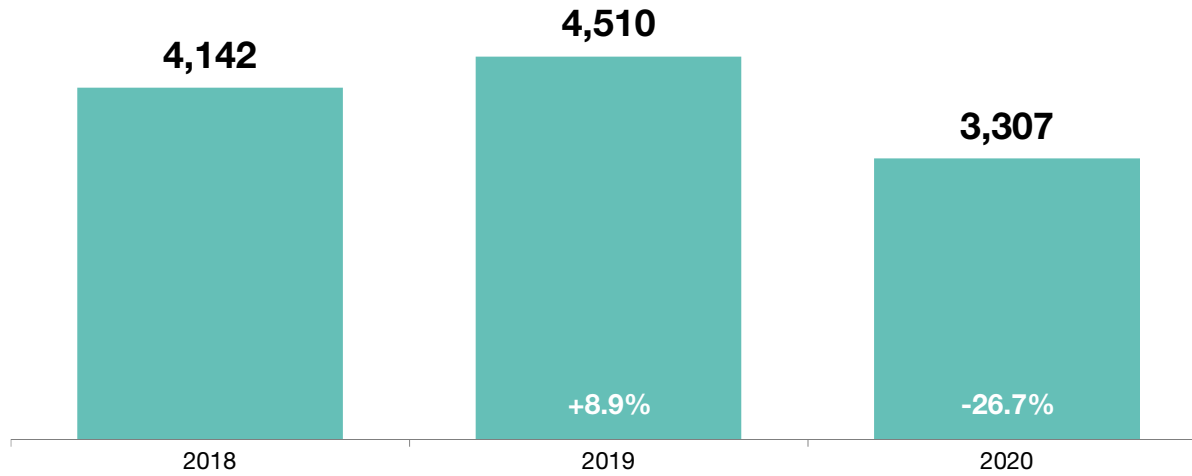


Inventory of Homes for Sale

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



May



Month	Prior Year	Current Year	+ / -
June 2019	4,312	4,627	+7.3%
July 2019	4,271	4,619	+8.1%
August 2019	4,265	4,451	+4.4%
September 2019	4,247	4,365	+2.8%
October 2019	4,056	4,042	-0.3%
November 2019	3,604	3,519	-2.4%
December 2019	3,019	2,859	-5.3%
January 2020	3,150	3,022	-4.1%
February 2020	3,548	3,385	-4.6%
March 2020	3,850	3,470	-9.9%
April 2020	4,317	3,372	-21.9%
May 2020	4,510	3,307	-26.7%
12-Month Avg	3,929	3,753	-4.4%

Historical Inventory of Homes for Sale

