

# 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®  
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## September 2020

Strong buyer activity has continued into the fall, which is normally the start of the seasonal slowing of the housing market. With stronger buyer activity in the market this year and the continued constrained supply of homes for sale, speedy sales and multiple offers are likely to remain a common occurrence and will keep the housing market hot even when the weather is cooling.

New Listings in the North Shore-Barrington region decreased 4.9 percent to 1,341. Listings Under Contract were up 57.1 percent to 880. Inventory levels fell 37.0 percent to 2,753 units.

Prices continued to gain traction. The Median Sales Price increased 31.6 percent to \$500,000. Market Times were up 8.7 percent to 110 days. Sellers were encouraged as Months Supply of Inventory was down 45.9 percent to 4.0 months.

While mortgage rates remain near record lows, The Mortgage Bankers Association reports that lending standards are tightening, which makes it a bit more difficult for some buyers to qualify. At the same time, unemployment remains substantially higher than a year ago due to COVID-19. Despite all this, buyers are out in full force this fall, showing amazing resilience in the middle of a pandemic.

## Quick Facts

**+ 65.7%**      **+ 31.6%**      **- 37.0%**

Change in  
Closed Sales

Change in  
Median Sales Price

Change in  
Inventory

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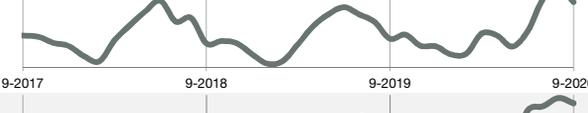
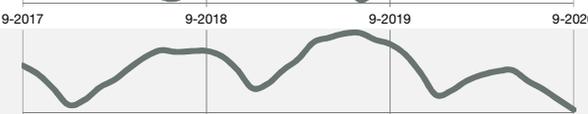


# Market Overview

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

**NSBAR**

NORTH SHORE-BARRINGTON  
ASSOCIATION OF REALTORS®

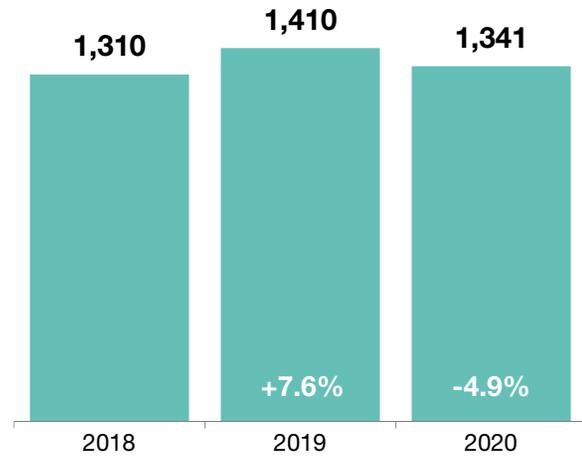
Key Metrics	Historical Sparklines	9-2019	9-2020	+ / -	YTD 2019	YTD 2020	+ / -
<b>New Listings</b>		1,410	<b>1,341</b>	- 4.9%	14,134	<b>12,240</b>	- 13.4%
<b>Closed Sales</b>		563	<b>933</b>	+ 65.7%	5,650	<b>6,140</b>	+ 8.7%
<b>Under Contract</b> (Contingent and Pending)		560	<b>880</b>	+ 57.1%	5,975	<b>7,010</b>	+ 17.3%
<b>Median Sales Price</b>		\$380,000	<b>\$500,000</b>	+ 31.6%	\$430,000	<b>\$465,000</b>	+ 8.1%
<b>Average Sales Price</b>		\$493,808	<b>\$633,620</b>	+ 28.3%	\$552,915	<b>\$590,279</b>	+ 6.8%
<b>Average List Price</b>		\$654,455	<b>\$720,429</b>	+ 10.1%	\$673,557	<b>\$704,241</b>	+ 4.6%
<b>Percent of Original List Price Received</b>		92.5%	<b>94.6%</b>	+ 2.3%	93.5%	<b>93.7%</b>	+ 0.2%
<b>Housing Affordability Index</b>		78	<b>59</b>	- 24.4%	69	<b>63</b>	- 8.7%
<b>Market Time</b>		101	<b>110</b>	+ 8.7%	110	<b>130</b>	+ 17.8%
<b>Months Supply of Homes for Sale</b>		7.3	<b>4.0</b>	- 45.9%	--	--	--
<b>Inventory of Homes for Sale</b>		4,370	<b>2,753</b>	- 37.0%	--	--	--

# New Listings

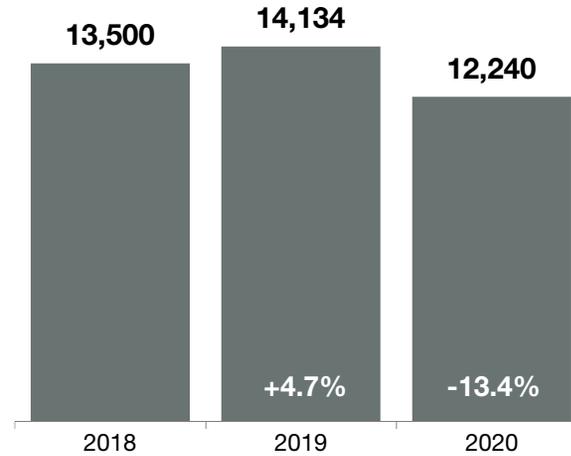
A count of the properties that have been newly listed on the market in a given month.



## September

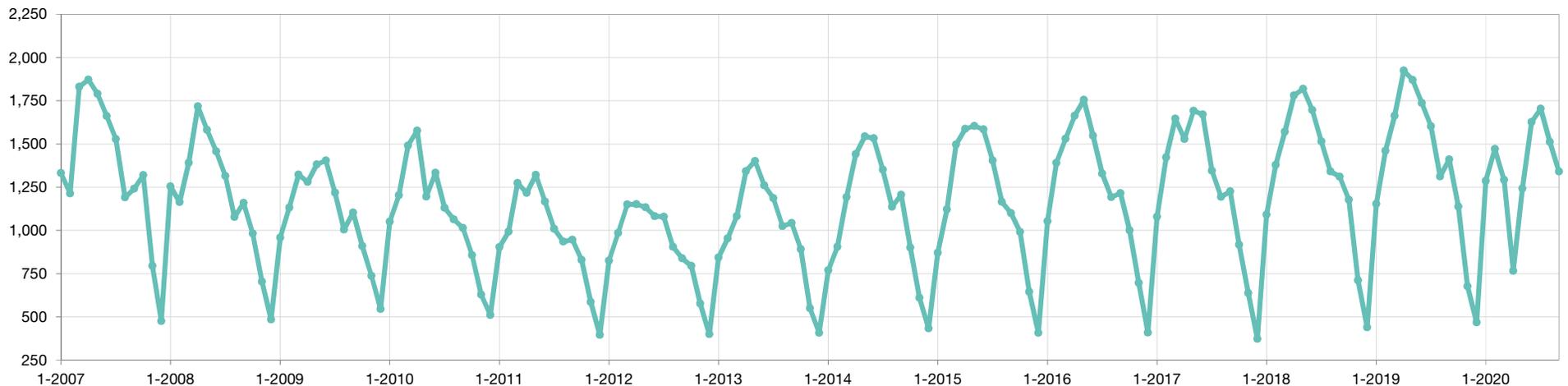


## Year To Date



Month	Prior Year	Current Year	+ / -
October 2019	1,178	1,138	-3.4%
November 2019	712	677	-4.9%
December 2019	439	469	+6.8%
January 2020	1,154	1,286	+11.4%
February 2020	1,461	1,471	+0.7%
March 2020	1,663	1,292	-22.3%
April 2020	1,924	767	-60.1%
May 2020	1,870	1,242	-33.6%
June 2020	1,737	1,627	-6.3%
July 2020	1,603	1,703	+6.2%
August 2020	1,312	1,511	+15.2%
<b>September 2020</b>	<b>1,410</b>	<b>1,341</b>	<b>-4.9%</b>
12-Month Avg	1,372	1,210	-11.8%

## Historical New Listing Activity

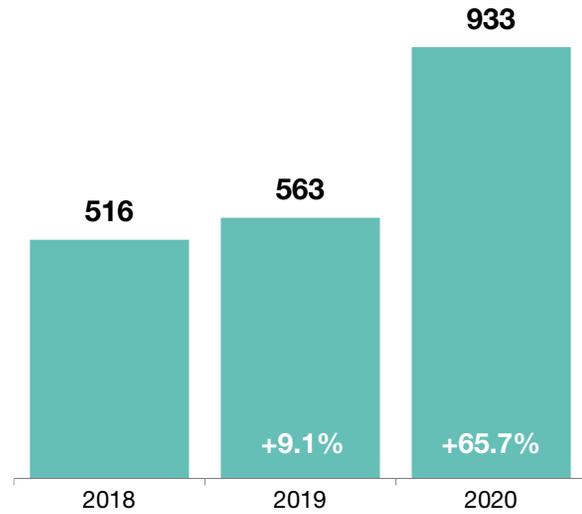


# Closed Sales

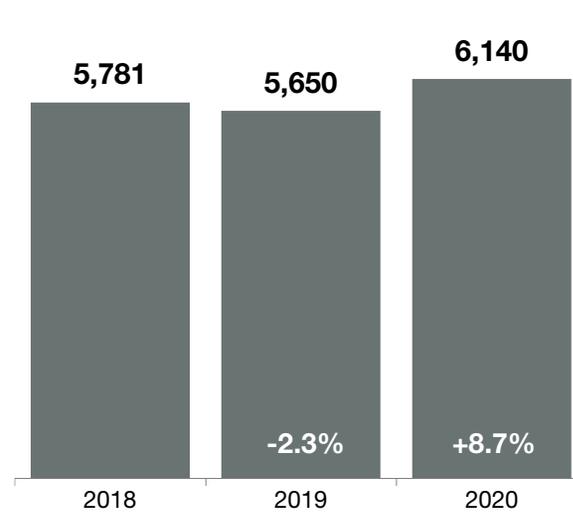
A count of the actual sales that have closed in a given month.



## September

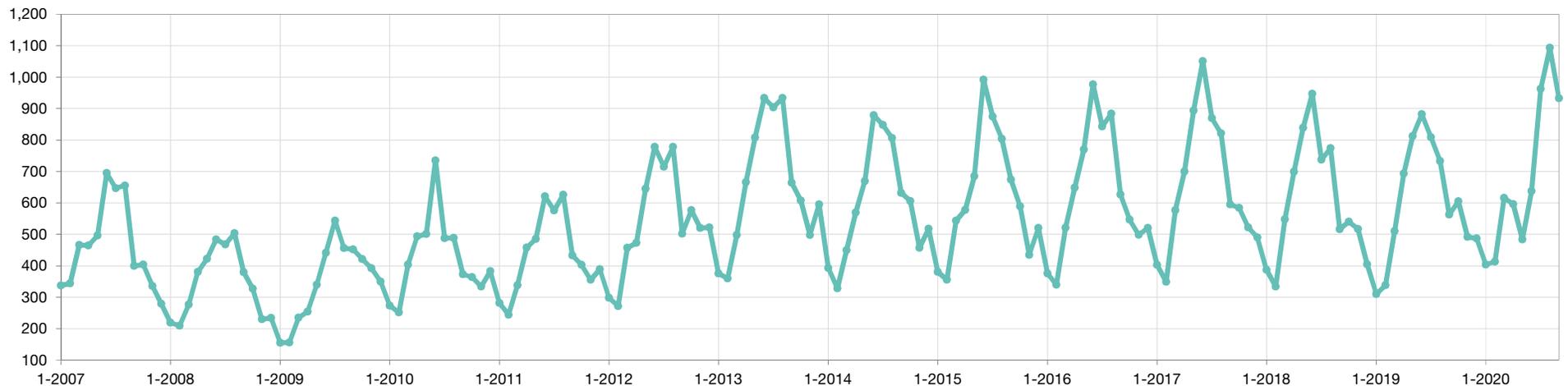


## Year To Date



Month	Prior Year	Current Year	+ / -
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	484	-40.4%
June 2020	882	638	-27.7%
July 2020	809	963	+19.0%
August 2020	733	1,093	+49.1%
<b>September 2020</b>	<b>563</b>	<b>933</b>	<b>+65.7%</b>
12-Month Avg	593	644	+12.7%

## Historical Closed Sales Activity

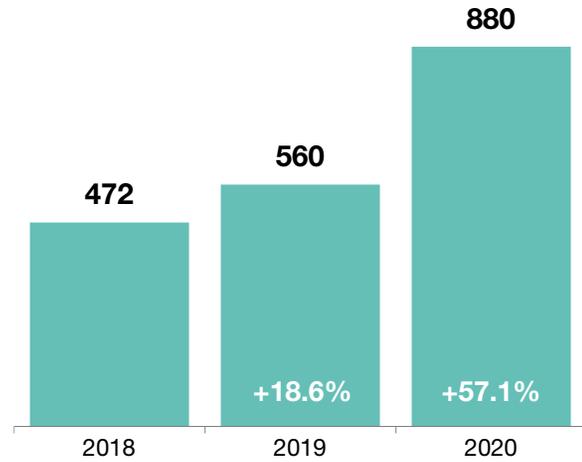


# Under Contract

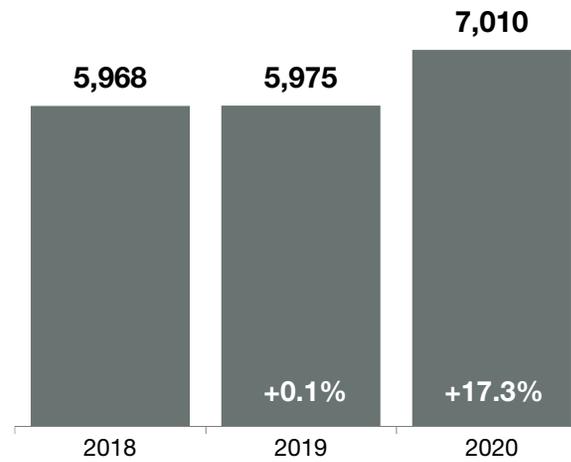
A count of the properties in either a contingent or pending status in a given month.



## September

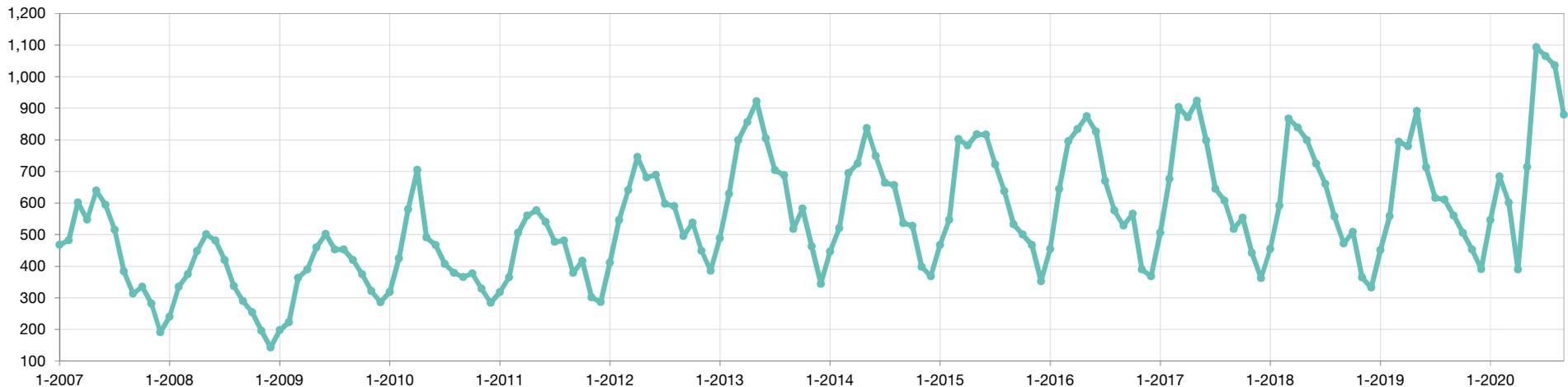


## Year To Date



Month	Prior Year	Current Year	+ / -
October 2019	509	506	-0.6%
November 2019	365	453	+24.1%
December 2019	332	391	+17.8%
January 2020	451	546	+21.1%
February 2020	559	684	+22.4%
March 2020	794	602	-24.2%
April 2020	780	390	-50.0%
May 2020	891	714	-19.9%
June 2020	713	1,093	+53.3%
July 2020	616	1,065	+72.9%
August 2020	611	1,036	+69.6%
<b>September 2020</b>	<b>560</b>	<b>880</b>	<b>+57.1%</b>
12-Month Avg	598	697	+16.4%

## Historical Under Contract Activity

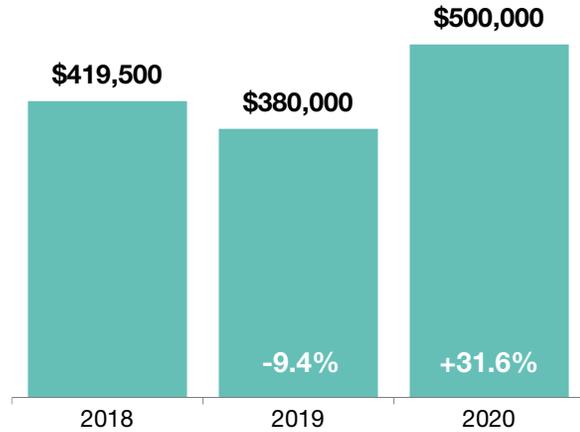


# Median Sales Price

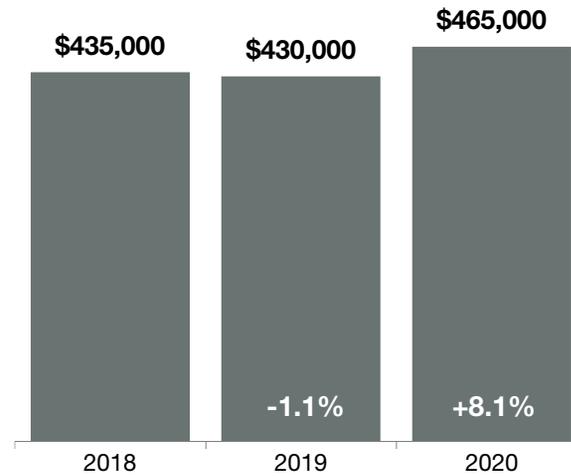
Median price point for all closed sales, not accounting for seller concessions, in a given month.



## September

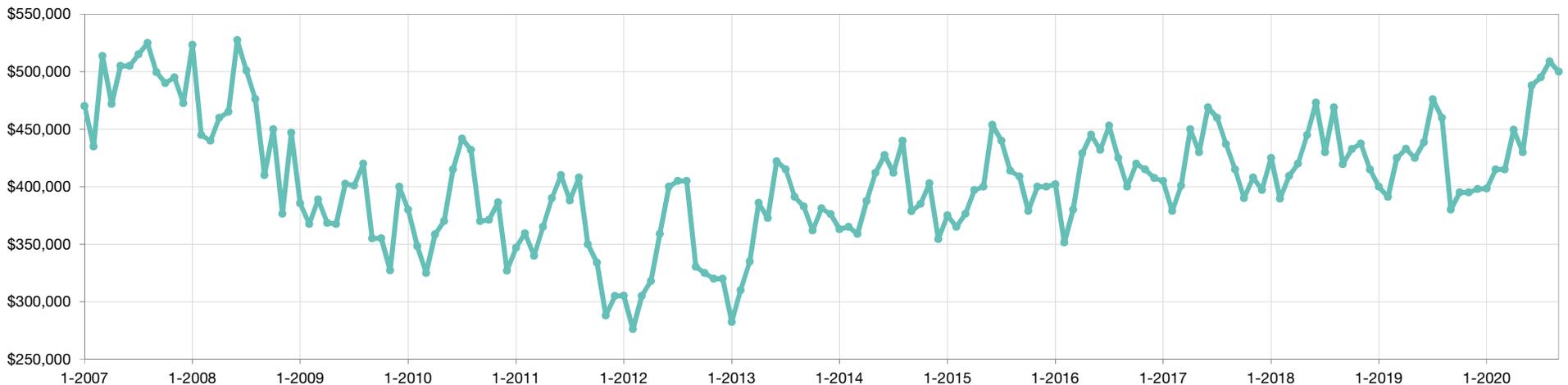


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
June 2020	\$438,500	\$488,000	+11.3%
July 2020	\$476,000	\$495,000	+4.0%
August 2020	\$460,000	\$508,890	+10.6%
<b>September 2020</b>	<b>\$380,000</b>	<b>\$500,000</b>	<b>+31.6%</b>
12-Month Med	\$430,000	\$450,000	+4.7%

## Historical Median Sales Price

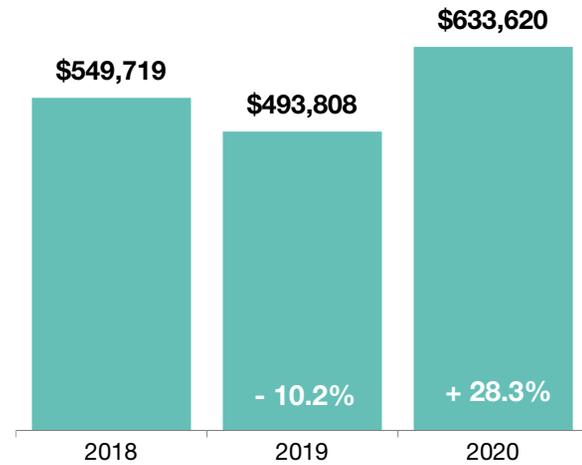


# Average Sales Price

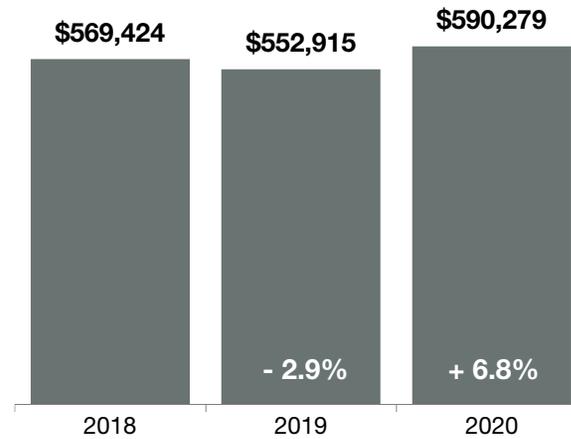
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## September

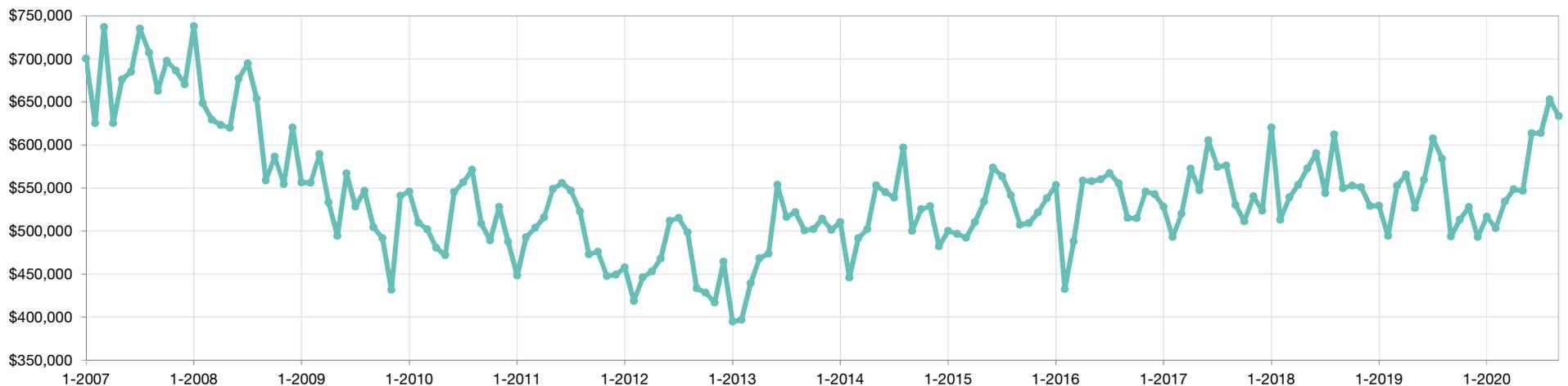


## Year To Date



Month	Prior Year	Current Year	+ / -
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	\$546,571	+3.8%
June 2020	\$559,598	\$613,415	+9.6%
July 2020	\$607,446	\$613,897	+1.1%
August 2020	\$583,868	\$652,725	+11.8%
<b>September 2020</b>	<b>\$493,808</b>	<b>\$633,620</b>	<b>+28.3%</b>
12-Month Avg	\$551,427	\$574,126	+4.1%

## Historical Average Sales Price

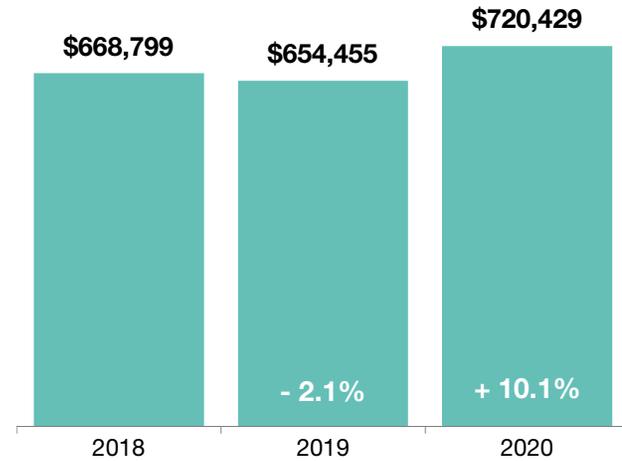


# Average List Price

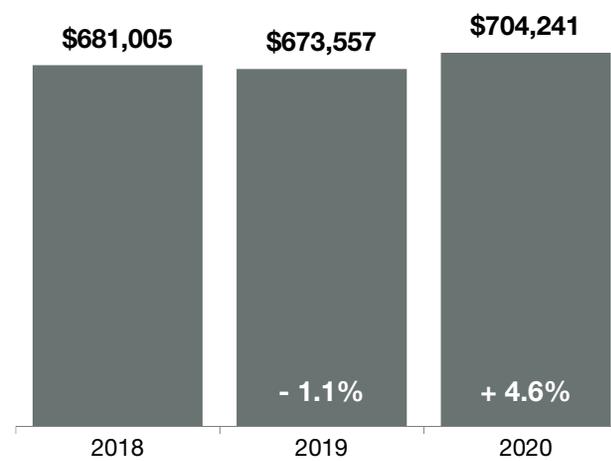
Average list price for all new listings in a given month.



## September

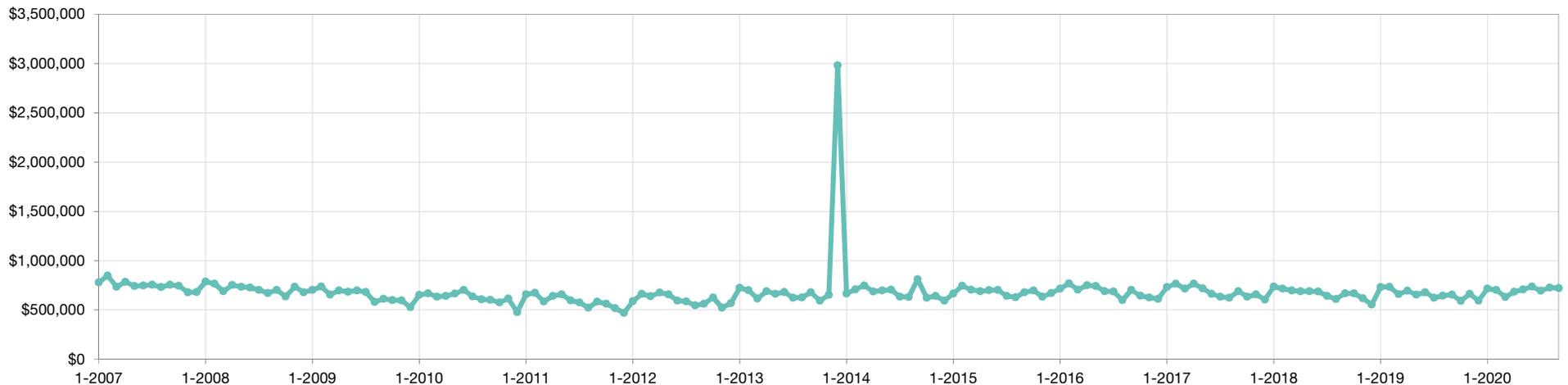


## Year To Date



Month	Prior Year	Current Year	+ / -
October 2019	\$667,472	\$592,080	-11.3%
November 2019	\$618,048	\$661,720	+7.1%
December 2019	\$554,395	\$594,905	+7.3%
January 2020	\$731,737	\$716,176	-2.1%
February 2020	\$734,335	\$701,807	-4.4%
March 2020	\$658,802	\$629,674	-4.4%
April 2020	\$693,159	\$683,315	-1.4%
May 2020	\$655,572	\$708,031	+8.0%
June 2020	\$678,465	\$737,410	+8.7%
July 2020	\$623,767	\$695,764	+11.5%
August 2020	\$645,243	\$727,131	+12.7%
<b>September 2020</b>	<b>\$654,455</b>	<b>\$720,429</b>	<b>+10.1%</b>
12-Month Avg	\$667,540	\$689,998	+3.4%

## Historical Average List Price

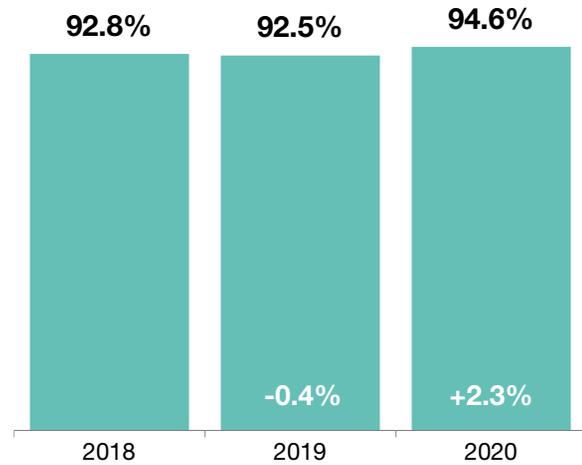


# Percent of Original List Price Received

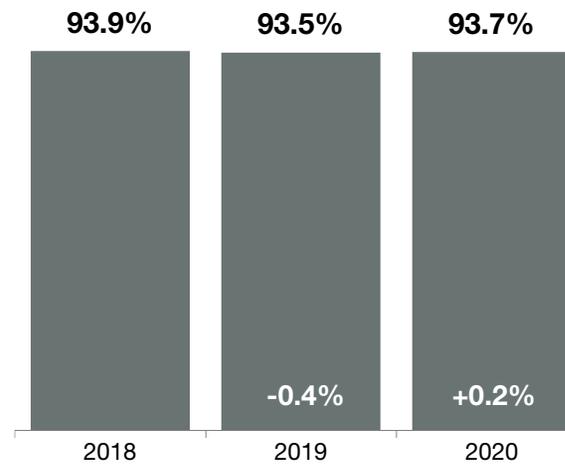


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

## September

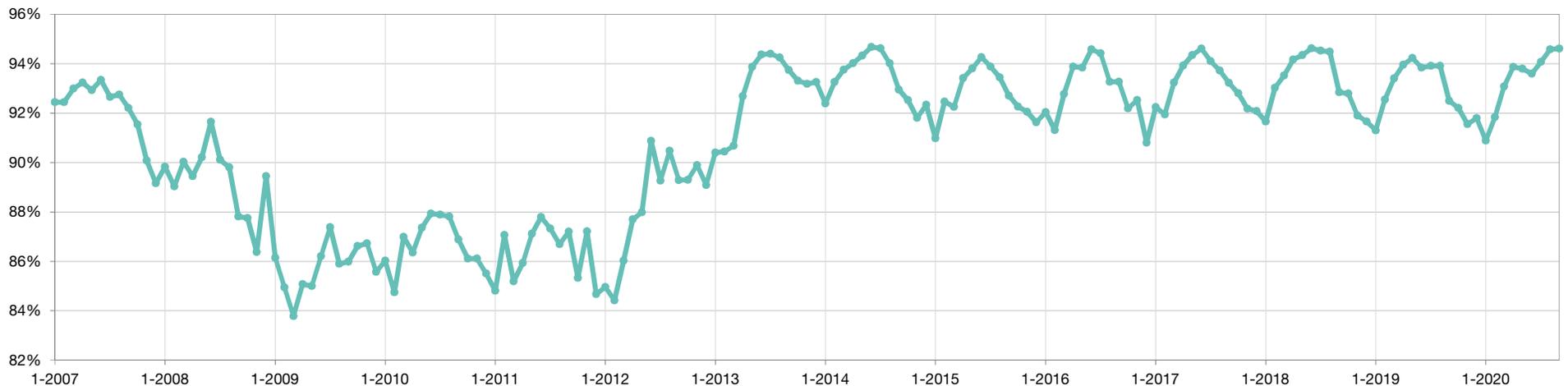


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
June 2020	93.8%	93.6%	-0.3%
July 2020	93.9%	94.1%	+0.2%
August 2020	93.9%	94.6%	+0.7%
<b>September 2020</b>	<b>92.5%</b>	<b>94.6%</b>	<b>+2.3%</b>
12-Month Avg	93.3%	93.3%	+0.1%

## Historical Percent of Original List Price Received

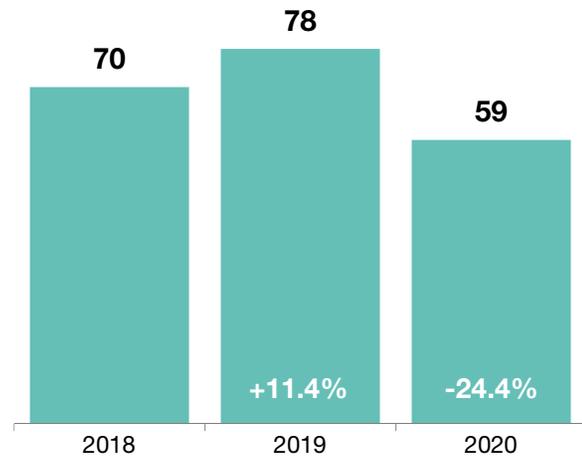


# Housing Affordability Index

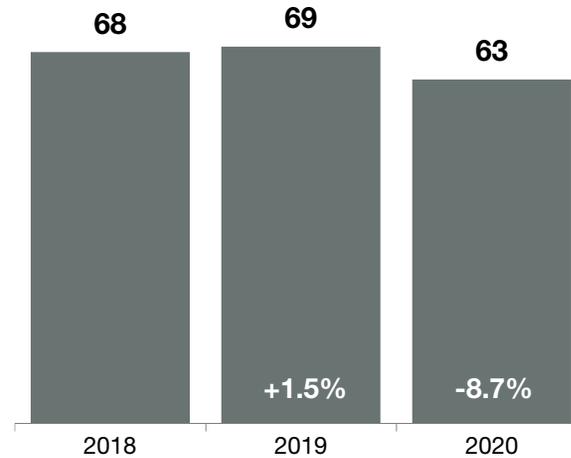


This index measures housing affordability for the region. For example, an index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**

## September



## Year To Date



Month	Prior Year	Current Year	+ / -
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%
June 2020	67	60	-10.4%
July 2020	62	60	-3.2%
August 2020	64	58	-9.4%
<b>September 2020</b>	<b>78</b>	<b>59</b>	<b>-24.4%</b>
12-Month Avg	69	68	-2.2%

## Historical Housing Affordability Index

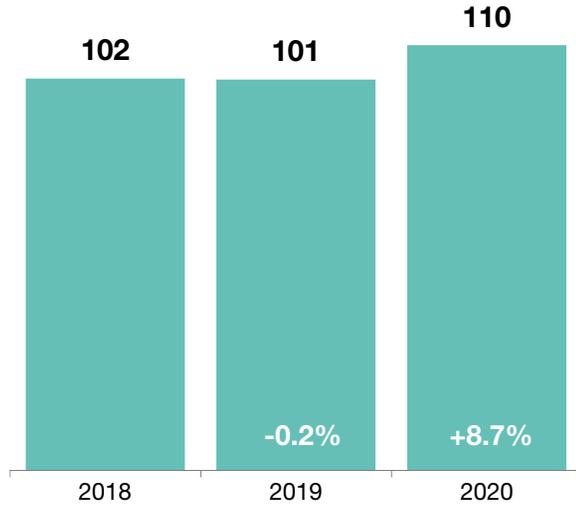


# Market Time

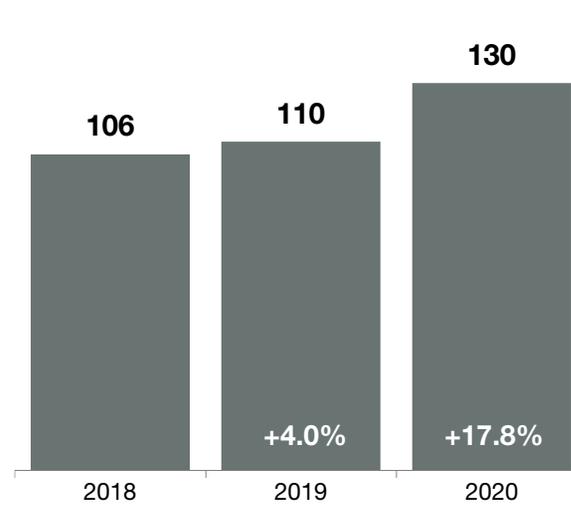
Average number of days between when a property is listed and when an offer is accepted in a given month.



## September



## Year To Date



Month	Prior Year	Current Year	+ / -
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	+7.7%
June 2020	106	130	+22.3%
July 2020	89	122	+37.9%
August 2020	96	119	+24.5%
<b>September 2020</b>	<b>101</b>	<b>110</b>	<b>+8.7%</b>
12-Month Avg	111	130	+17.8%

## Historical Market Times

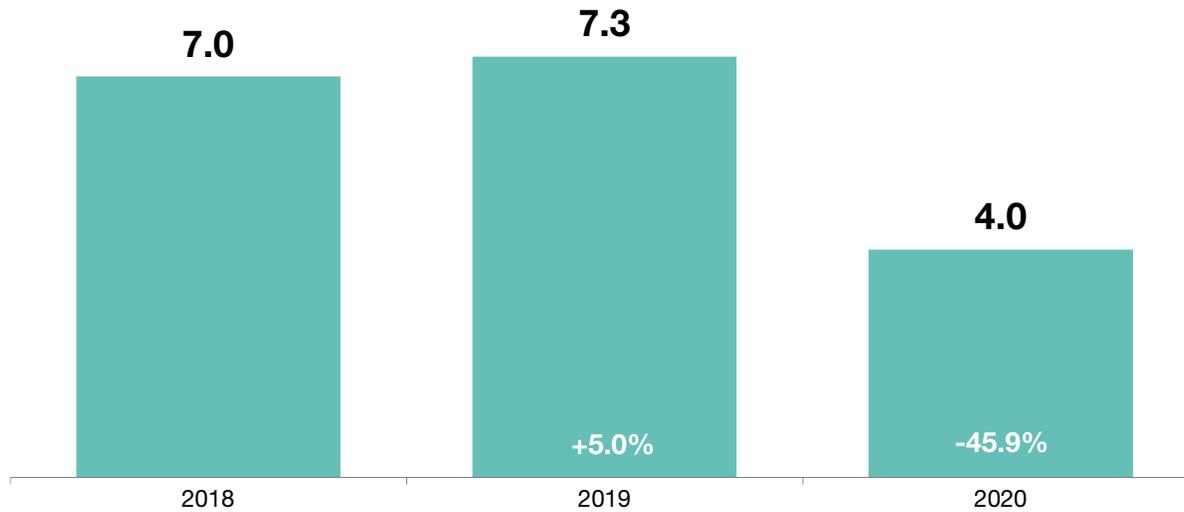


# Months Supply of Inventory

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.

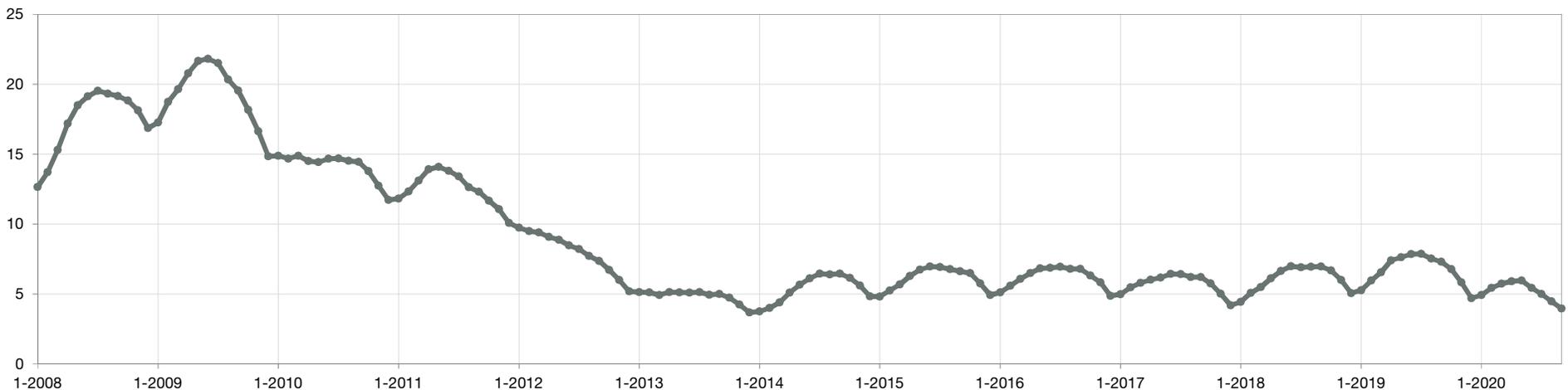


## September



Month	Prior Year	Current Year	+ / -
October 2019	6.7	6.8	+1.3%
November 2019	6.0	5.8	-2.9%
December 2019	5.0	4.7	-6.9%
January 2020	5.3	4.9	-6.7%
February 2020	6.0	5.4	-9.1%
March 2020	6.5	5.7	-12.4%
April 2020	7.4	5.9	-20.1%
May 2020	7.6	6.0	-21.7%
June 2020	7.8	5.4	-30.8%
July 2020	7.9	5.0	-36.7%
August 2020	7.5	4.5	-40.8%
<b>September 2020</b>	<b>7.3</b>	<b>4.0</b>	<b>-45.9%</b>
12-Month Avg	6.8	5.3	-21.0%

## Historical Months Supply of Inventory

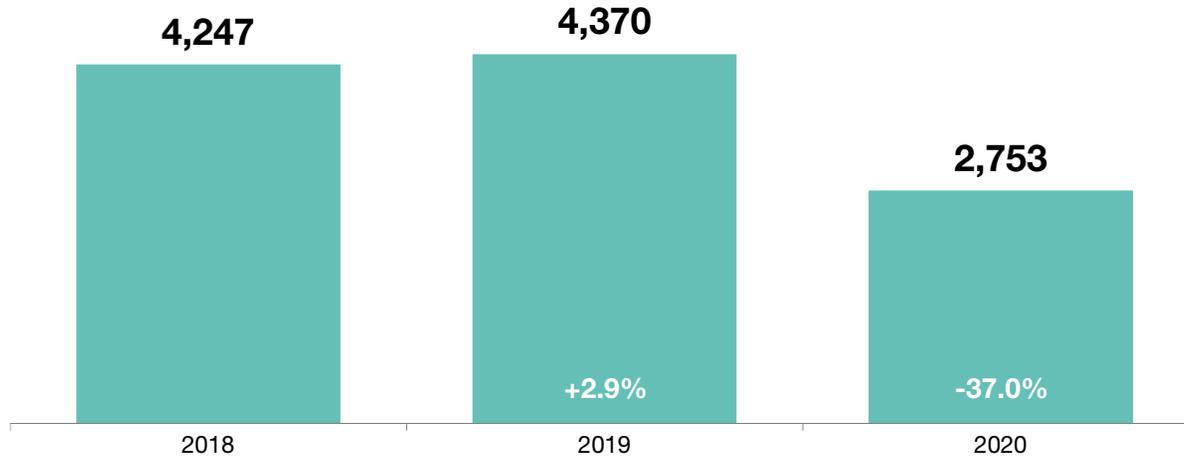


# Inventory of Homes for Sale

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



## September



Month	Prior Year	Current Year	+ / -
October 2019	4,056	4,050	-0.1%
November 2019	3,604	3,529	-2.1%
December 2019	3,019	2,871	-4.9%
January 2020	3,150	3,041	-3.5%
February 2020	3,549	3,410	-3.9%
March 2020	3,851	3,513	-8.8%
April 2020	4,319	3,431	-20.6%
May 2020	4,512	3,376	-25.2%
June 2020	4,631	3,241	-30.0%
July 2020	4,623	3,167	-31.5%
August 2020	4,454	2,991	-32.8%
<b>September 2020</b>	<b>4,370</b>	<b>2,753</b>	<b>-37.0%</b>
12-Month Avg	4,012	3,281	-16.7%

## Historical Inventory of Homes for Sale

