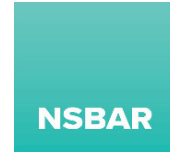


Monthly Indicators



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

January 2021

January started off strong for the housing market, with healthy buyer demand and strong market fundamentals. A robust increase in housing starts in December points to an active year for new construction, but higher material costs, especially lumber, and a limited supply of buildable lots will temper the number of new units.

New Listings in the North Shore-Barrington region decreased 32.1 percent to 874. Listings Under Contract were up 25.0 percent to 681. Inventory levels fell 44.7 percent to 1,686 units.

Prices continued to gain traction. The Median Sales Price increased 19.2 percent to \$475,000. Market Times were down 32.4 percent to 106 days. Sellers were encouraged as Months Supply of Inventory was down 54.0 percent to 2.3 months.

The Mortgage Bankers Association's January research estimates approximately 2.7 million homeowners with mortgages are currently in forbearance plans. Some of these homes may eventually come to market, but given the strong appreciation in most market segments in recent years, these eventual home sales are likely to be mostly traditional sellers. However, a modest increase in short sales and foreclosures at some point this year would not be surprising.

Quick Facts

+ 26.5% **+ 19.2%** **- 44.7%**

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

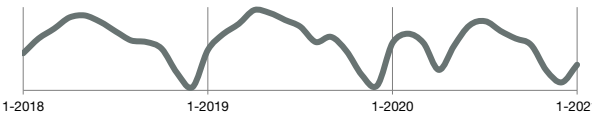
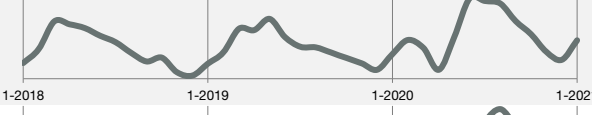

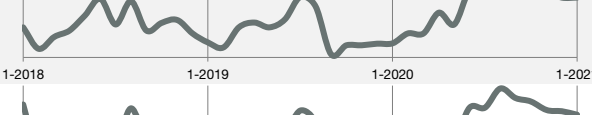









Market Overview

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

NSBAR

NORTH SHORE-BARRINGTON
ASSOCIATION OF REALTORS®

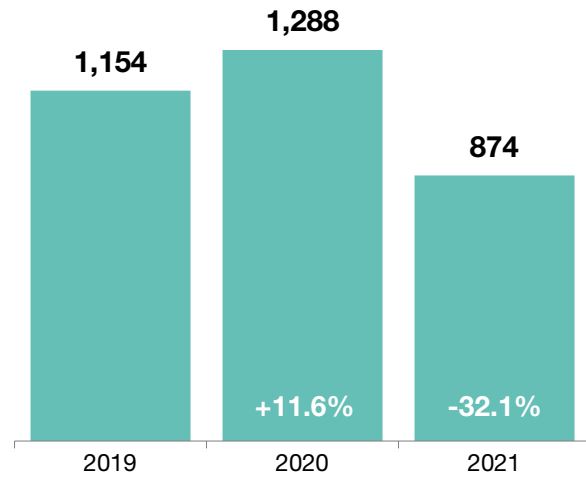
Key Metrics	Historical Sparklines	1-2020	1-2021	+ / -	YTD 2020	YTD 2021	+ / -
New Listings		1,288	874	- 32.1%	1,288	874	- 32.1%
Closed Sales		404	511	+ 26.5%	404	511	+ 26.5%
Under Contract (Contingent and Pending)		545	681	+ 25.0%	545	681	+ 25.0%
Median Sales Price		\$398,400	\$475,000	+ 19.2%	\$398,400	\$475,000	+ 19.2%
Average Sales Price		\$516,823	\$599,322	+ 16.0%	\$516,823	\$599,322	+ 16.0%
Average List Price		\$715,967	\$813,094	+ 13.6%	\$715,967	\$813,094	+ 13.6%
Percent of Original List Price Received		90.9%	94.6%	+ 4.0%	90.9%	94.6%	+ 4.0%
Housing Affordability Index		74	62	- 16.2%	74	62	- 16.2%
Market Time		157	106	- 32.4%	157	106	- 32.4%
Months Supply of Homes for Sale		4.9	2.3	- 54.0%	--	--	--
Inventory of Homes for Sale		3,047	1,686	- 44.7%	--	--	--

New Listings

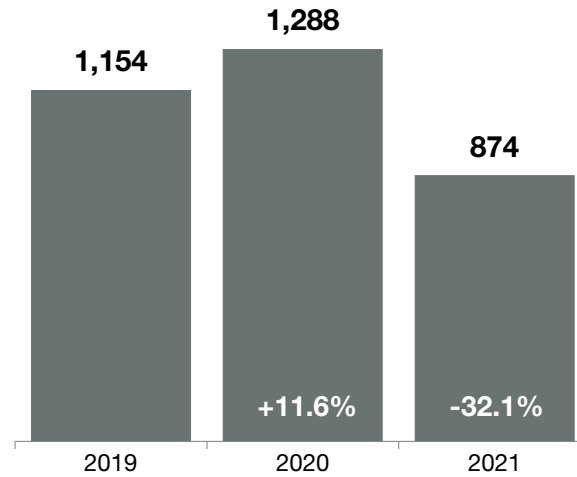
A count of the properties that have been newly listed on the market in a given month.



January

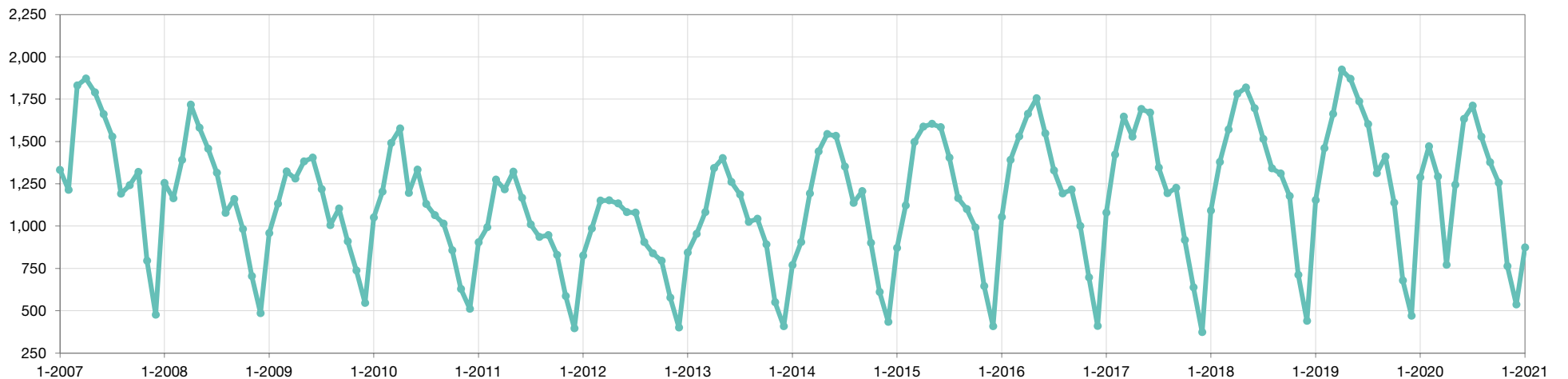


Year To Date



Month	Prior Year	Current Year	+ / -
February 2020	1,461	1,471	+0.7%
March 2020	1,663	1,293	-22.2%
April 2020	1,924	771	-59.9%
May 2020	1,870	1,244	-33.5%
June 2020	1,737	1,632	-6.0%
July 2020	1,603	1,712	+6.8%
August 2020	1,312	1,528	+16.5%
September 2020	1,410	1,377	-2.3%
October 2020	1,138	1,256	+10.4%
November 2020	678	764	+12.7%
December 2020	470	536	+14.0%
January 2021	1,288	874	-32.1%
12-Month Avg	1,380	1,205	-12.7%

Historical New Listing Activity

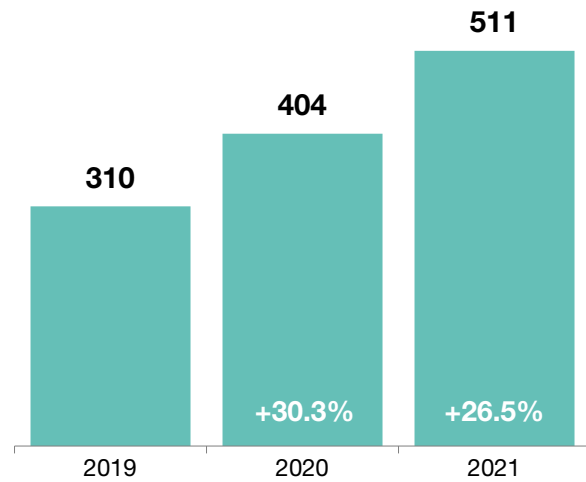


Closed Sales

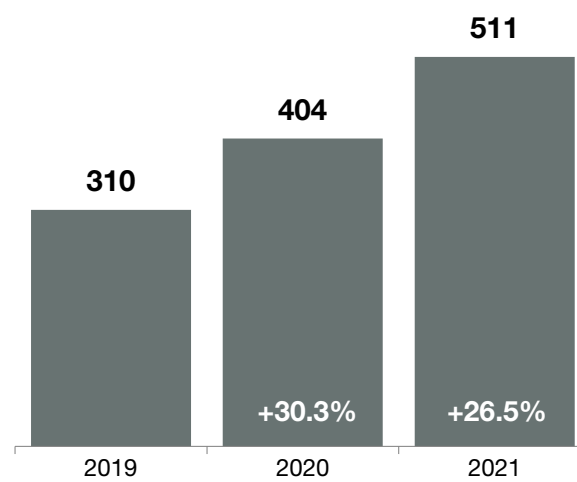
A count of the actual sales that have closed in a given month.



January

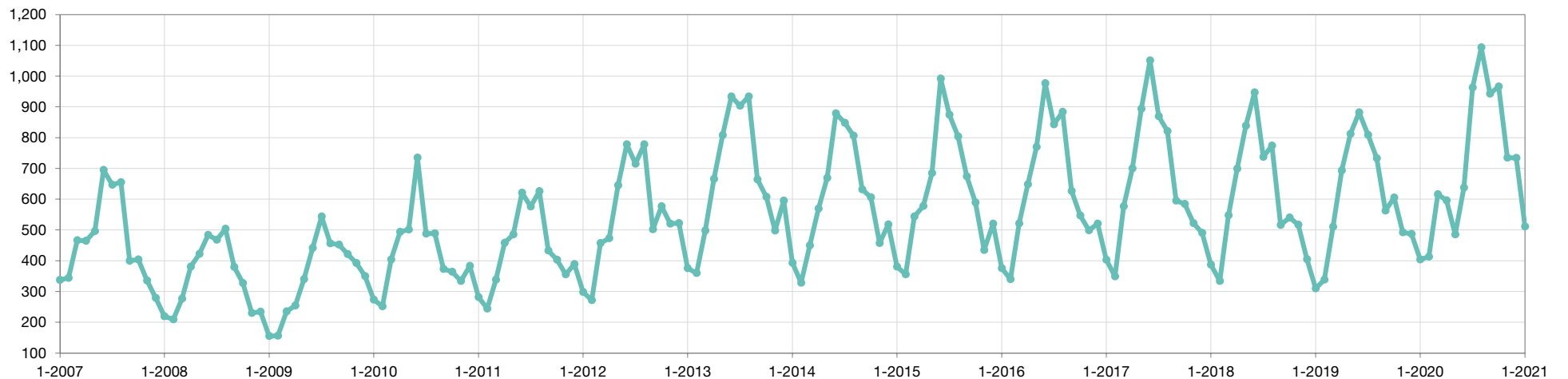


Year To Date



Month	Prior Year	Current Year	+ / -
February 2020	338	413	+22.2%
March 2020	510	616	+20.8%
April 2020	693	596	-14.0%
May 2020	812	485	-40.3%
June 2020	882	638	-27.7%
July 2020	809	963	+19.0%
August 2020	733	1,093	+49.1%
September 2020	563	943	+67.5%
October 2020	605	966	+59.7%
November 2020	492	735	+49.4%
December 2020	487	734	+50.7%
January 2021	404	511	+26.5%
12-Month Avg	611	724	+23.6%

Historical Closed Sales Activity

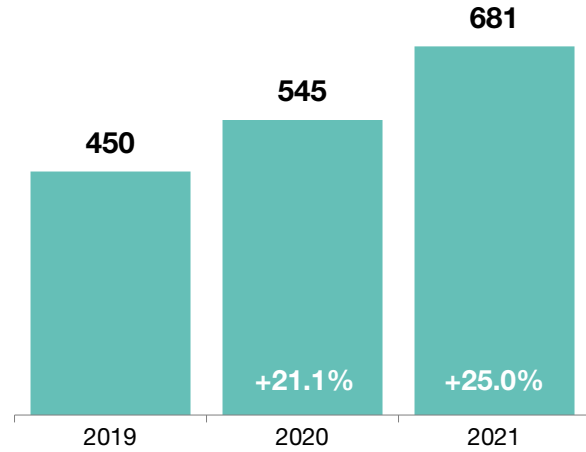


Under Contract

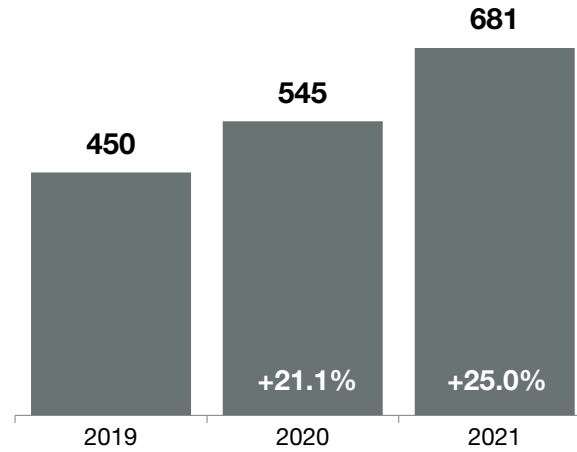
A count of the properties in either a contingent or pending status in a given month.



January

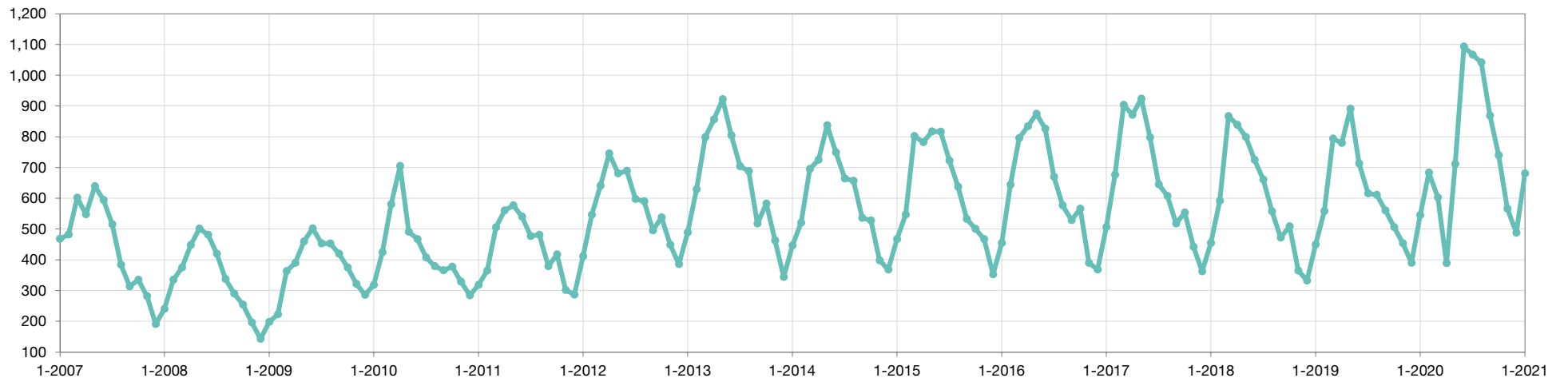


Year To Date



Month	Prior Year	Current Year	+ / -
February 2020	559	683	+22.2%
March 2020	794	603	-24.1%
April 2020	780	389	-50.1%
May 2020	891	712	-20.1%
June 2020	713	1,093	+53.3%
July 2020	616	1,067	+73.2%
August 2020	611	1,042	+70.5%
September 2020	560	869	+55.2%
October 2020	506	740	+46.2%
November 2020	454	566	+24.7%
December 2020	390	488	+25.1%
January 2021	545	681	+25.0%
12-Month Avg	618	744	+20.4%

Historical Under Contract Activity

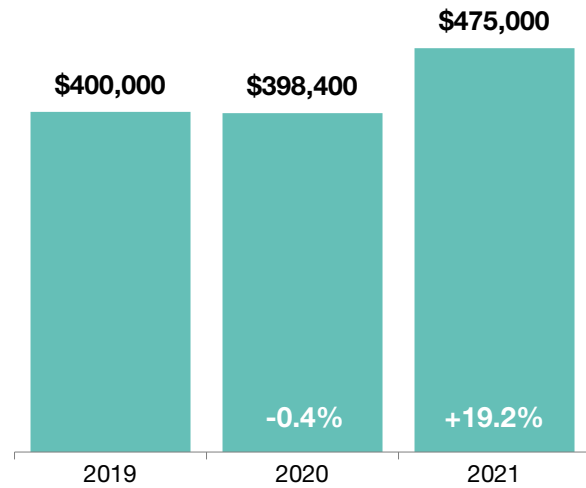


Median Sales Price

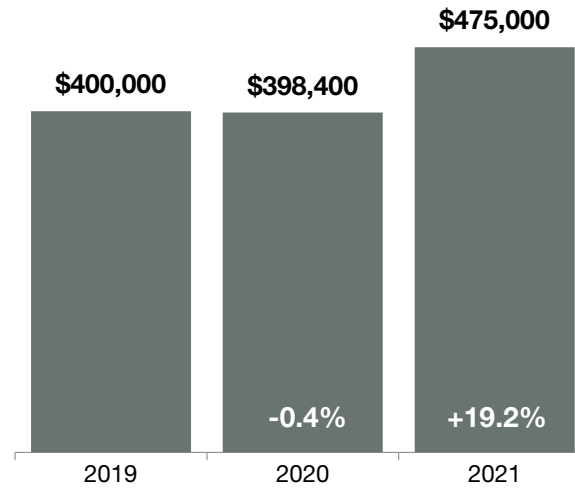
Median price point for all closed sales, not accounting for seller concessions, in a given month.



January

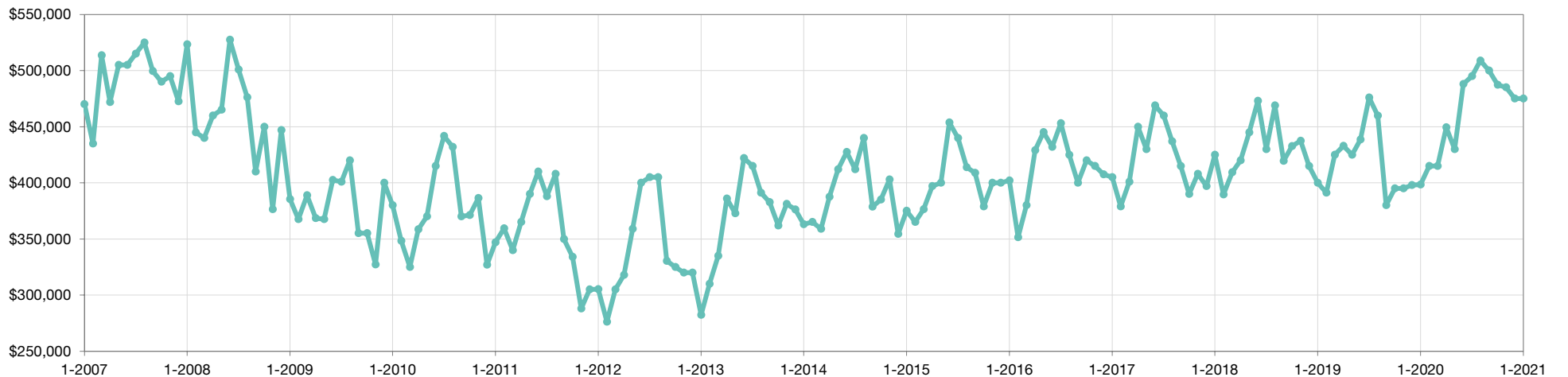


Year To Date



Month	Prior Year	Current Year	+ / -
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%
September 2020	\$380,000	\$500,000	+31.6%
October 2020	\$395,000	\$487,250	+23.4%
November 2020	\$395,000	\$485,000	+22.8%
December 2020	\$398,000	\$475,000	+19.3%
January 2021	\$398,400	\$475,000	+19.2%
12-Month Med	\$420,000	\$475,000	+13.1%

Historical Median Sales Price

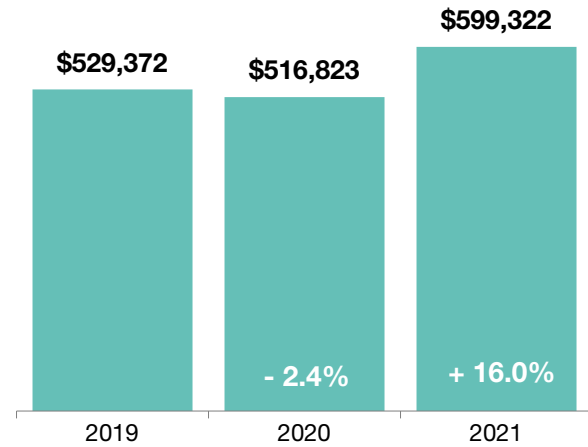


Average Sales Price

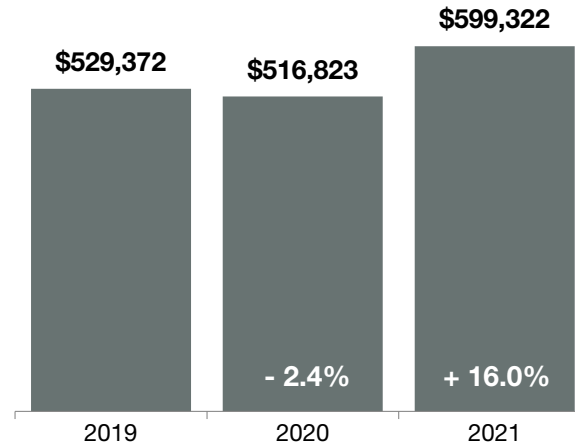
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



January

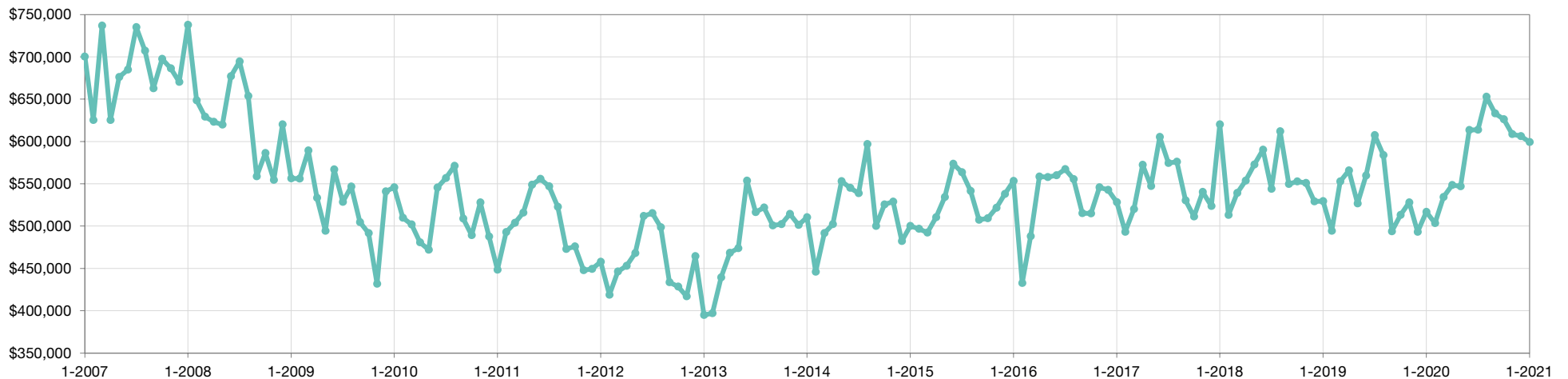


Year To Date



Month	Prior Year	Current Year	+ / -
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	\$546,984	+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%
September 2020	\$493,808	\$633,116	+28.2%
October 2020	\$512,981	\$626,294	+22.1%
November 2020	\$527,993	\$608,726	+15.3%
December 2020	\$493,030	\$606,245	+23.0%
January 2021	\$516,823	\$599,322	+16.0%
12-Month Avg	\$542,971	\$601,148	+10.7%

Historical Average Sales Price



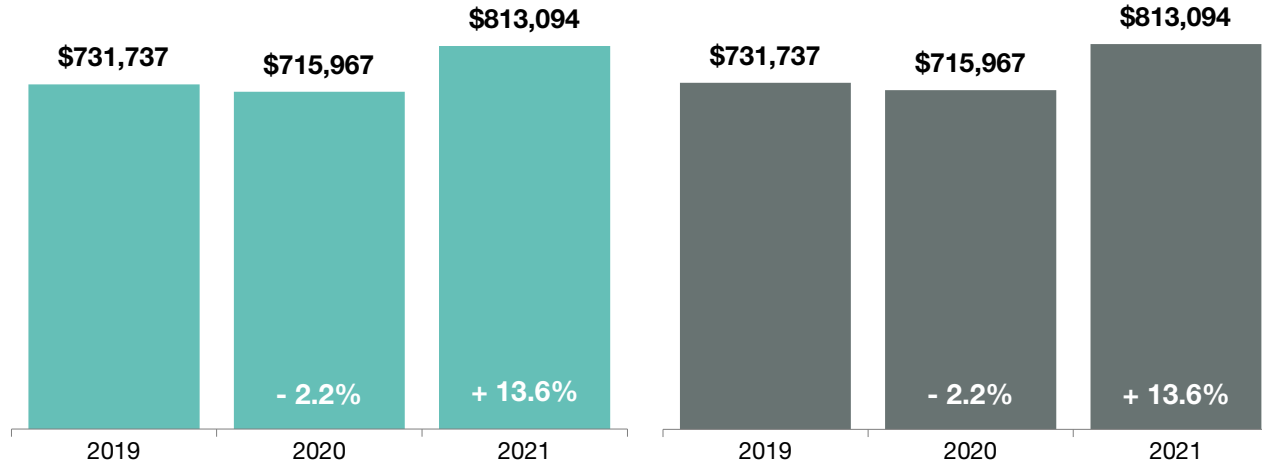
Average List Price

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



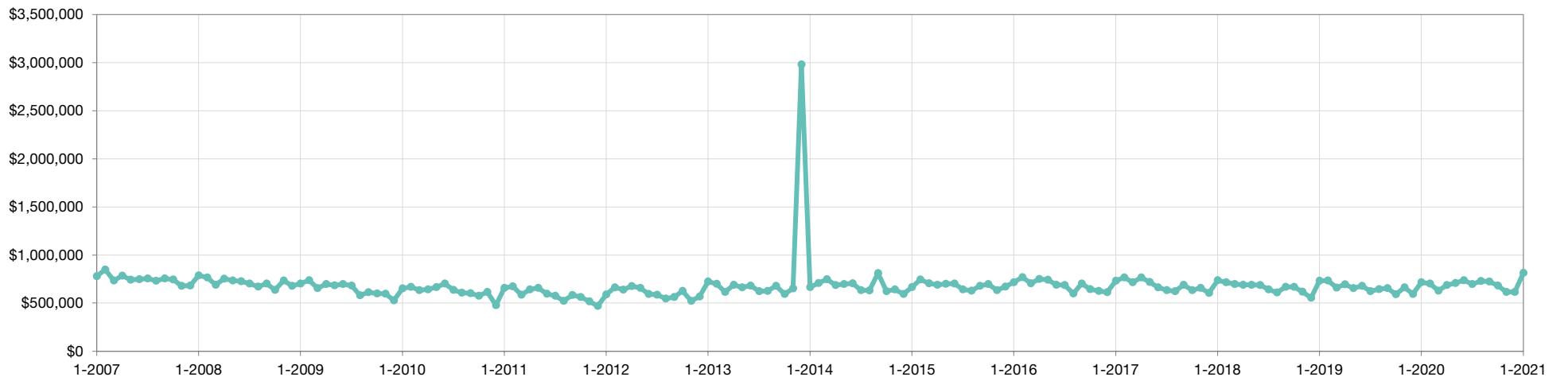
January

Year To Date



Month	Prior Year	Current Year	+ / -
February 2020	\$734,266	\$701,607	-4.4%
March 2020	\$658,802	\$629,166	-4.5%
April 2020	\$693,147	\$685,416	-1.1%
May 2020	\$655,353	\$707,465	+8.0%
June 2020	\$678,419	\$736,382	+8.5%
July 2020	\$623,760	\$695,993	+11.6%
August 2020	\$645,231	\$729,375	+13.0%
September 2020	\$654,386	\$722,500	+10.4%
October 2020	\$592,041	\$680,062	+14.9%
November 2020	\$662,649	\$614,327	-7.3%
December 2020	\$594,803	\$615,406	+3.5%
January 2021	\$715,967	\$813,094	+13.6%
12-Month Avg	\$664,506	\$700,021	+5.3%

Historical Average List Price



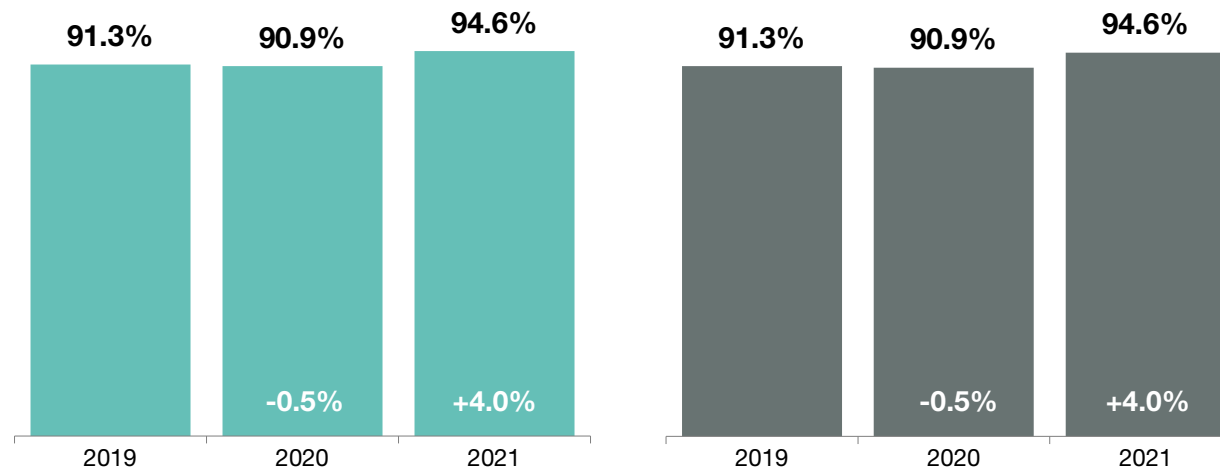
Percent of Original List Price Received



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.

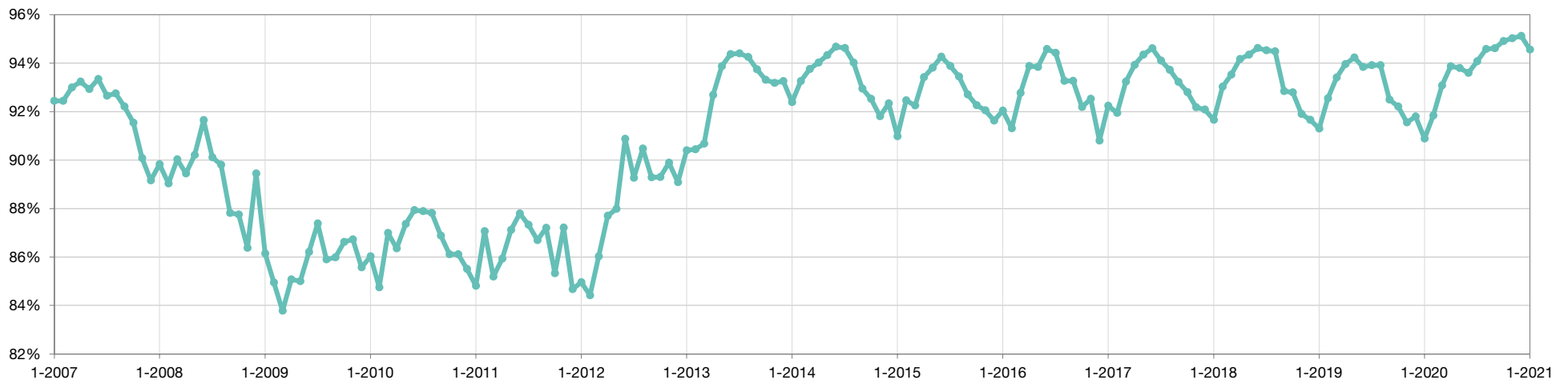
January

Year To Date



Month	Prior Year	Current Year	+ / -
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%
September 2020	92.5%	94.6%	+2.3%
October 2020	92.2%	94.9%	+2.9%
November 2020	91.6%	95.0%	+3.8%
December 2020	91.8%	95.1%	+3.6%
January 2021	90.9%	94.6%	+4.0%
12-Month Avg	93.1%	94.2%	+1.2%

Historical Percent of Original List Price Received

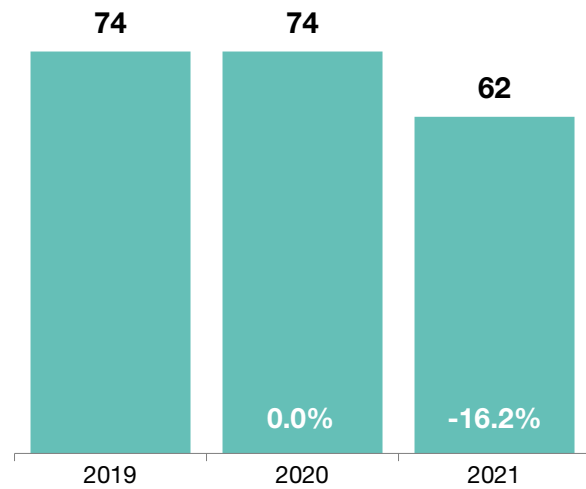


Housing Affordability Index

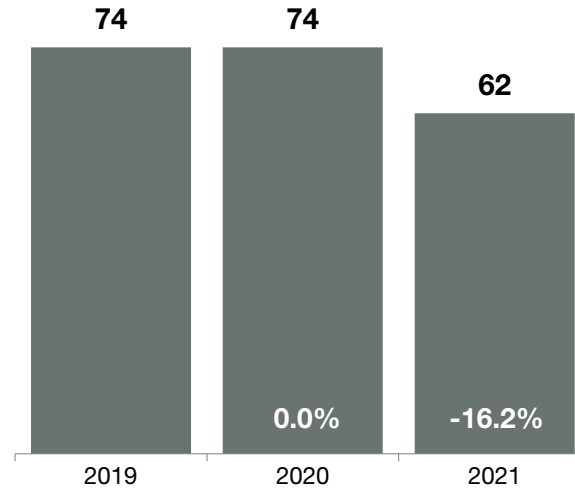


This index measures housing affordability for the region. For example, an index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**

January

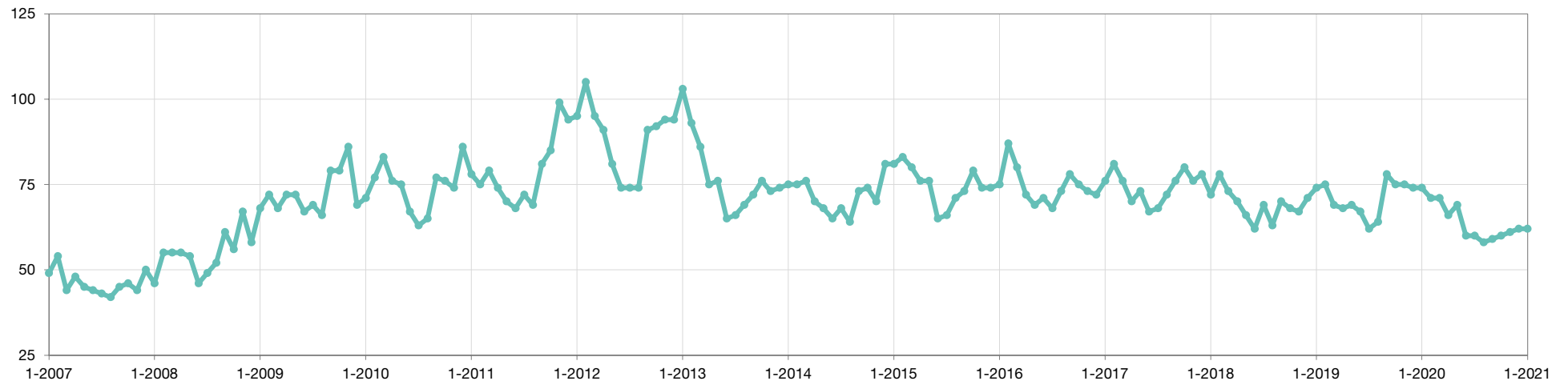


Year To Date



Month	Prior Year	Current Year	+ / -
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%
September 2020	78	59	-24.4%
October 2020	75	60	-20.0%
November 2020	75	61	-18.7%
December 2020	74	62	-16.2%
January 2021	74	62	-16.2%
12-Month Avg	71	63	-10.3%

Historical Housing Affordability Index

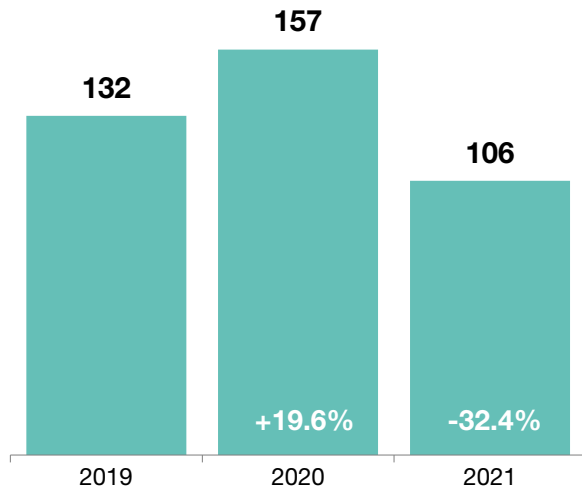


Market Time

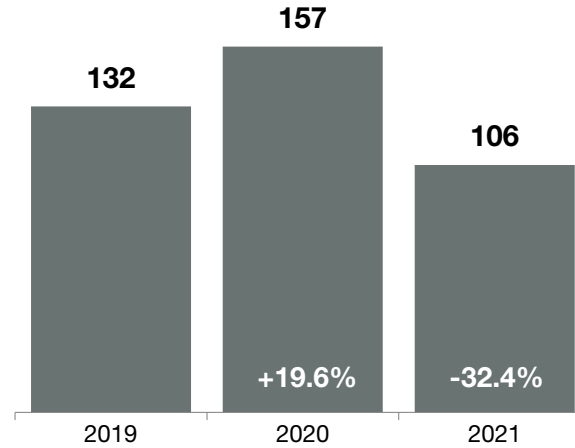
Average number of days between when a property is listed and when an offer is accepted in a given month.



January

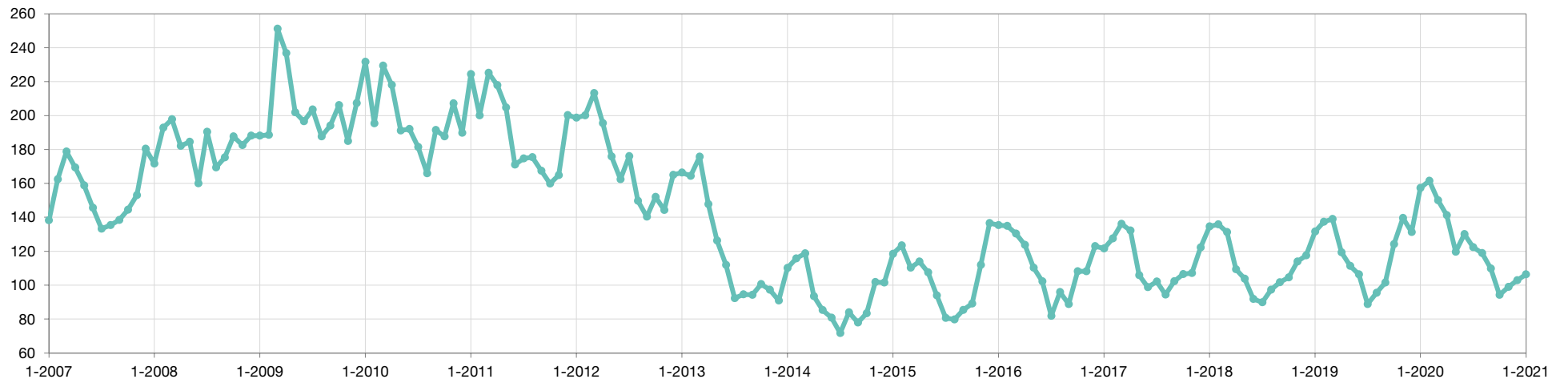


Year To Date



Month	Prior Year	Current Year	+ / -
February 2020	137	162	+17.7%
March 2020	139	150	+7.9%
April 2020	119	141	+18.3%
May 2020	111	120	+7.5%
June 2020	106	130	+22.3%
July 2020	89	122	+37.9%
August 2020	96	119	+24.5%
September 2020	101	110	+8.3%
October 2020	124	94	-24.1%
November 2020	140	99	-29.2%
December 2020	131	103	-21.6%
January 2021	157	106	-32.4%
12-Month Avg	117	118	+1.6%

Historical Market Times

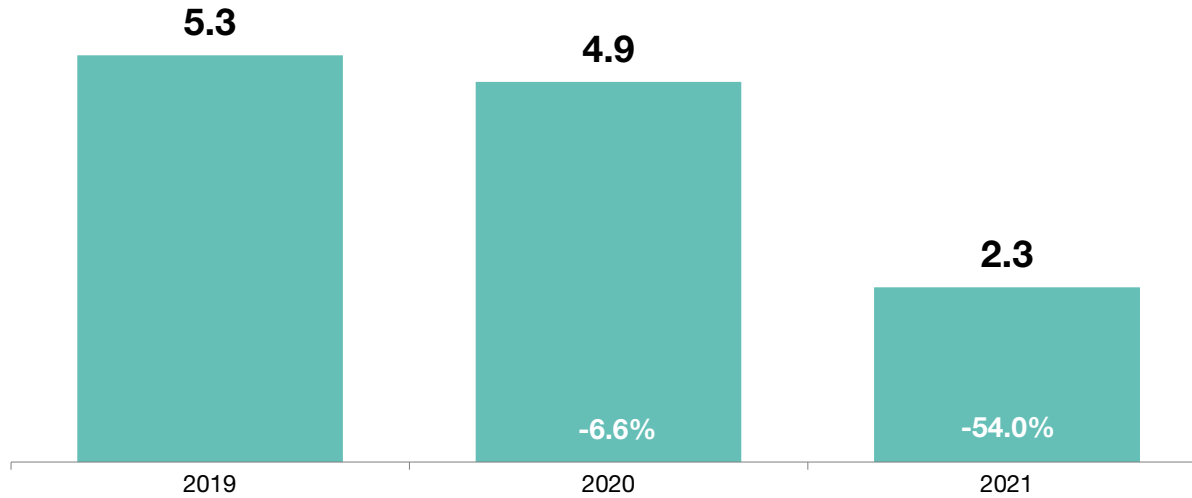


Months Supply of Inventory

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.

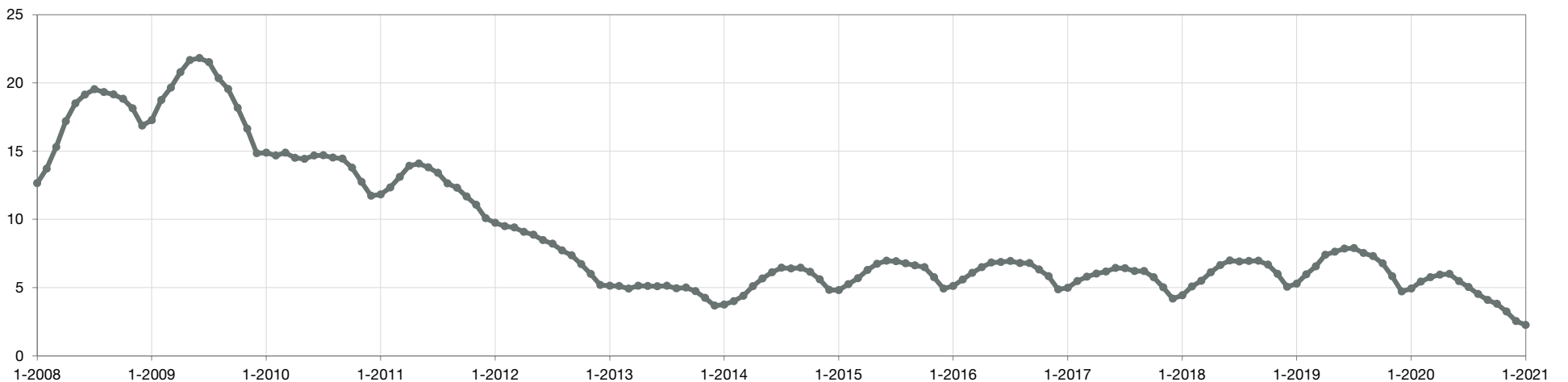


January



Month	Prior Year	Current Year	+ / -
February 2020	6.0	5.4	-8.9%
March 2020	6.5	5.7	-12.2%
April 2020	7.4	5.9	-19.8%
May 2020	7.6	6.0	-21.4%
June 2020	7.8	5.5	-30.4%
July 2020	7.9	5.0	-36.1%
August 2020	7.5	4.5	-40.1%
September 2020	7.3	4.1	-44.1%
October 2020	6.8	3.8	-43.9%
November 2020	5.8	3.2	-44.4%
December 2020	4.7	2.5	-46.0%
January 2021	4.9	2.3	-54.0%
12-Month Avg	6.7	4.5	-32.7%

Historical Months Supply of Inventory

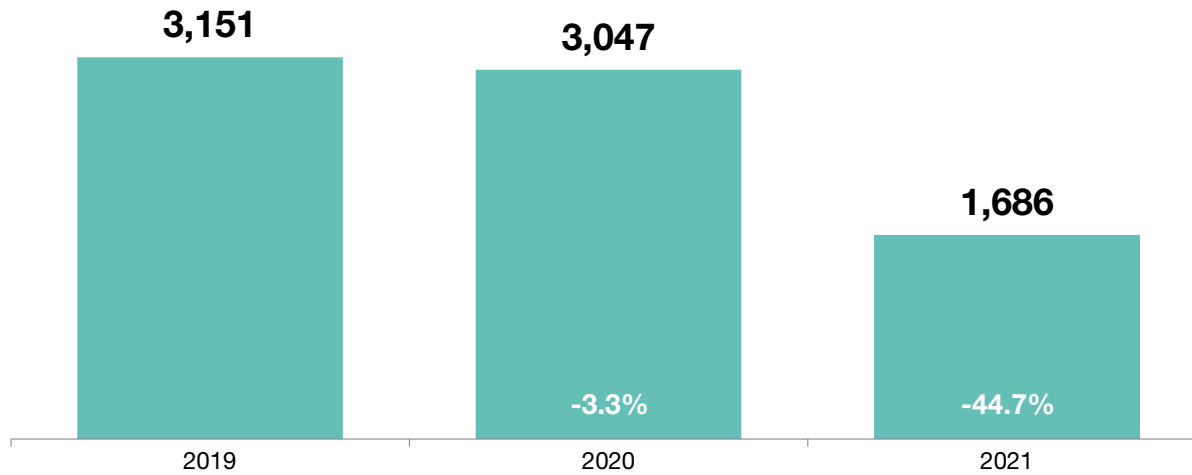


Inventory of Homes for Sale

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



January



Month	Prior Year	Current Year	+ / -
February 2020	3,550	3,417	-3.7%
March 2020	3,852	3,521	-8.6%
April 2020	4,320	3,443	-20.3%
May 2020	4,513	3,391	-24.9%
June 2020	4,632	3,261	-29.6%
July 2020	4,624	3,194	-30.9%
August 2020	4,455	3,029	-32.0%
September 2020	4,371	2,842	-35.0%
October 2020	4,051	2,719	-32.9%
November 2020	3,530	2,350	-33.4%
December 2020	2,874	1,863	-35.2%
January 2021	3,047	1,686	-44.7%
12-Month Avg	3,985	2,893	-27.6%

Historical Inventory of Homes for Sale

