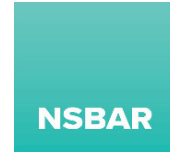


Monthly Indicators



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

April 2021

April was another strong month for home sales. The busy spring market continues to see many multiple offer situations driving sales prices above asking price. With such strong activity, by the time a property sale closes, the market may have already moved higher than that sold price suggests. Such markets can create stress and frustration for prospective homebuyers, who are frequently having to submit offers on multiple properties before they are able to secure a purchase.

New Listings in the North Shore-Barrington region increased 85.5 percent to 1,430. Listings Under Contract were up 169.7 percent to 1,049. Inventory levels fell 53.8 percent to 1,596 units.

Prices continued to gain traction. The Median Sales Price increased 16.5 percent to \$523,500. Market Times were down 36.8 percent to 89 days. Sellers were encouraged as Months Supply of Inventory was down 68.7 percent to 1.9 months.

In the spirit of the great Wayne Gretzky, buyers, sellers, and their agents are all trying their best to skate to where the puck, or rather, the housing market, is going, not where it has been. While housing affordability remains an area to watch as prices continue to rise, strong buyer demand and limited housing supply show no signs of easing soon, pointing to a continuation of this market trend through spring and into summer.

Quick Facts

+ 63.6% **+ 16.5%** **- 53.8%**

Change in
Closed Sales

Change in
Median Sales Price

Change in
Inventory

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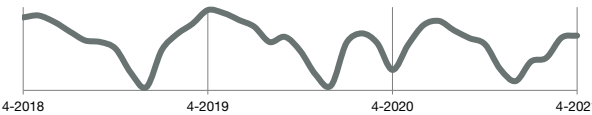
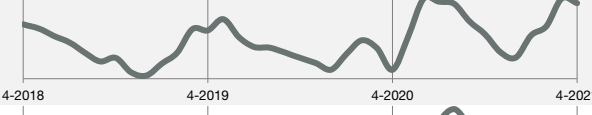
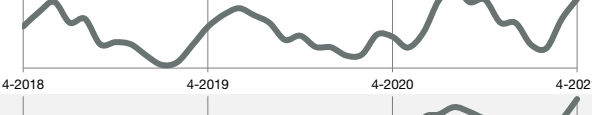
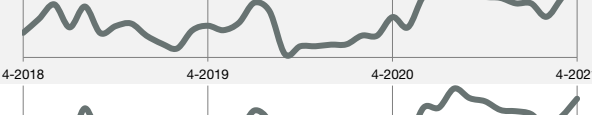









Market Overview

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

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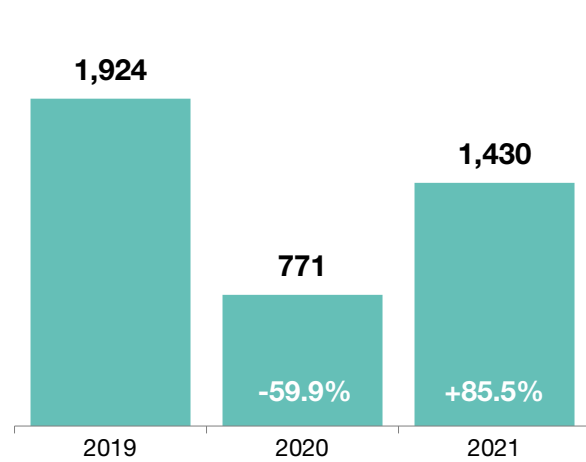
Key Metrics	Historical Sparklines	4-2020	4-2021	+ / -	YTD 2020	YTD 2021	+ / -
New Listings		771	1,430	+ 85.5%	4,830	4,765	- 1.3%
Closed Sales		596	975	+ 63.6%	2,029	2,743	+ 35.2%
Under Contract (Contingent and Pending)		389	1,049	+ 169.7%	2,218	3,697	+ 66.7%
Median Sales Price		\$449,500	\$523,500	+ 16.5%	\$427,000	\$489,000	+ 14.5%
Average Sales Price		\$548,406	\$632,232	+ 15.3%	\$528,741	\$606,024	+ 14.6%
Average List Price		\$685,403	\$788,528	+ 15.0%	\$683,288	\$780,601	+ 14.2%
Percent of Original List Price Received		93.9%	96.8%	+ 3.2%	92.6%	95.8%	+ 3.4%
Housing Affordability Index		66	56	- 15.2%	69	60	- 13.0%
Market Time		141	89	- 36.8%	151	102	- 32.8%
Months Supply of Homes for Sale		6.0	1.9	- 68.7%	--	--	--
Inventory of Homes for Sale		3,452	1,596	- 53.8%	--	--	--

New Listings

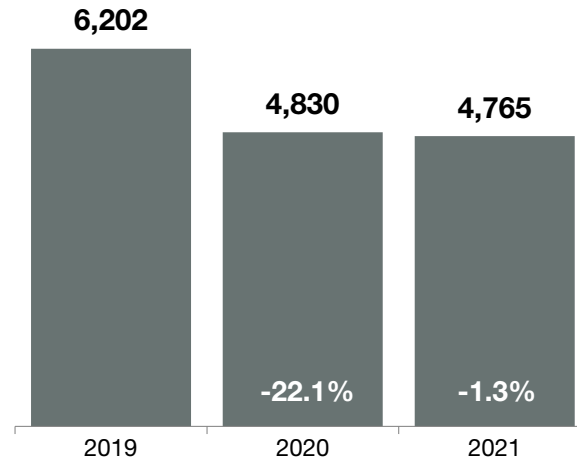
A count of the properties that have been newly listed on the market in a given month.



April

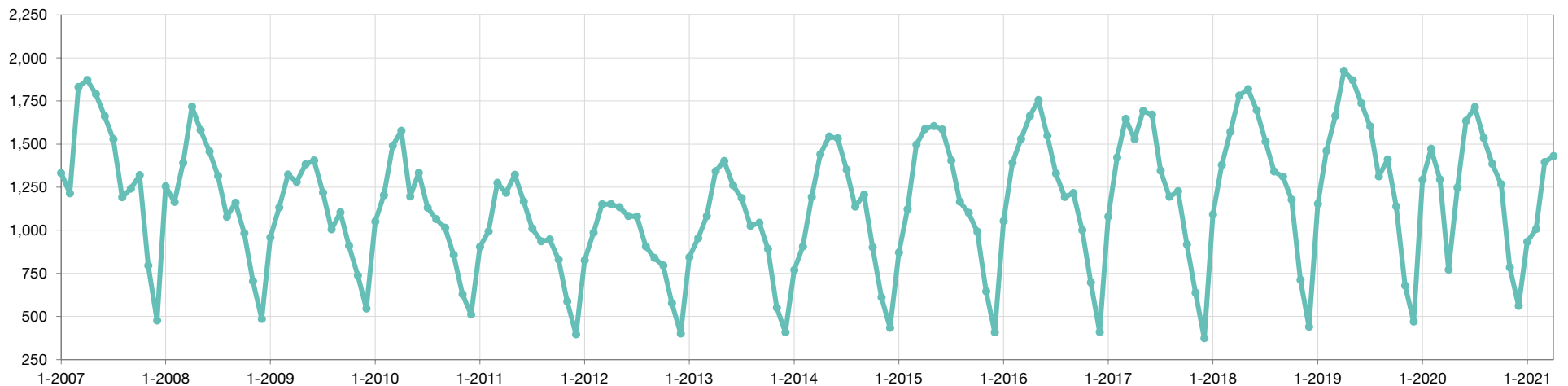


Year To Date



Month	Prior Year	Current Year	+ / -
May 2020	1,870	1,247	-33.3%
June 2020	1,737	1,634	-5.9%
July 2020	1,603	1,714	+6.9%
August 2020	1,312	1,534	+16.9%
September 2020	1,410	1,384	-1.8%
October 2020	1,138	1,267	+11.3%
November 2020	679	784	+15.5%
December 2020	470	560	+19.1%
January 2021	1,292	932	-27.9%
February 2021	1,473	1,007	-31.6%
March 2021	1,294	1,396	+7.9%
April 2021	771	1,430	+85.5%
12-Month Avg	1,254	1,241	-1.1%

Historical New Listing Activity

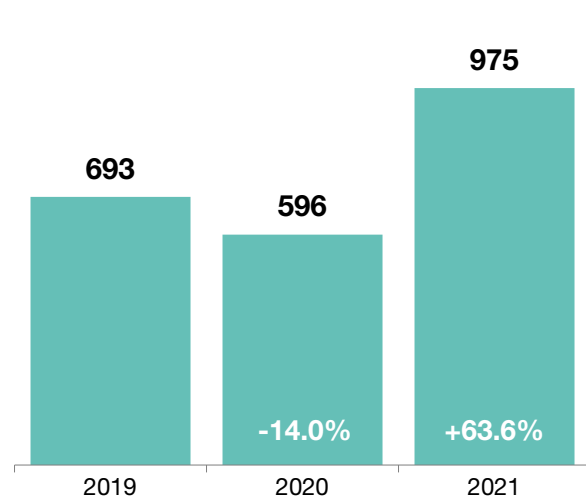


Closed Sales

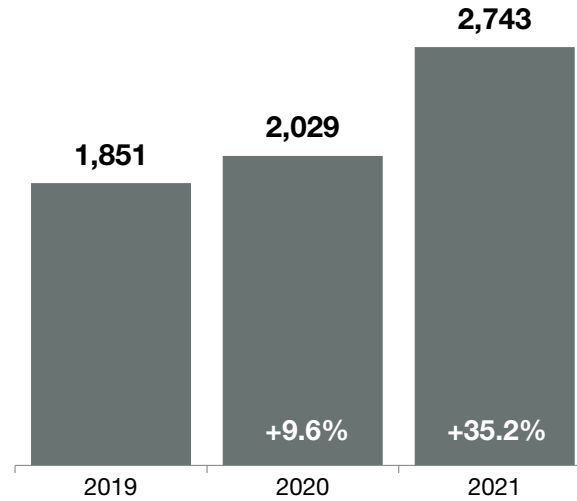
A count of the actual sales that have closed in a given month.



April

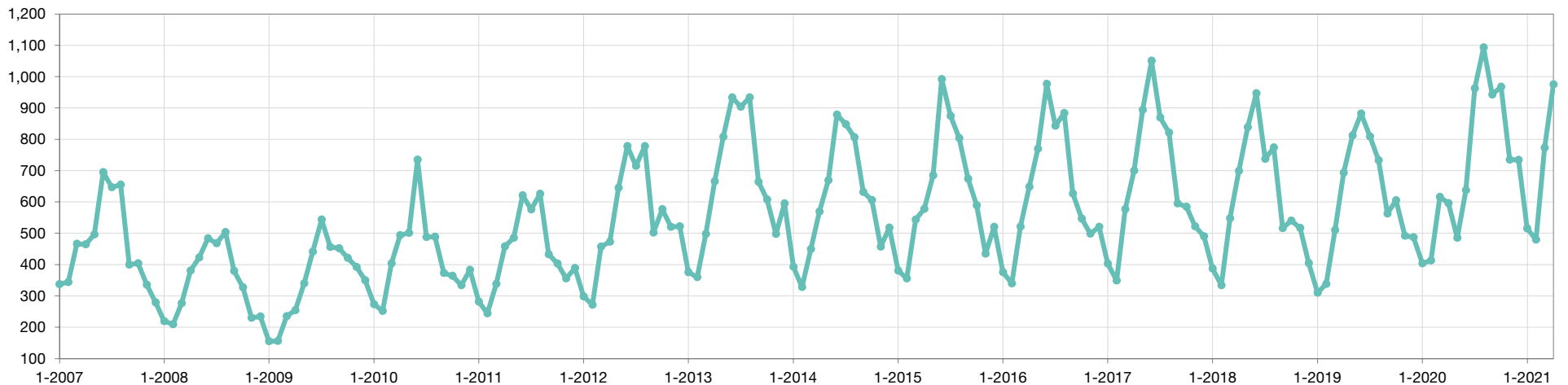


Year To Date



Month	Prior Year	Current Year	+ / -
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	968	+60.0%
November 2020	492	735	+49.4%
December 2020	487	734	+50.7%
January 2021	404	515	+27.5%
February 2021	413	480	+16.2%
March 2021	616	773	+25.5%
April 2021	596	975	+63.6%
12-Month Avg	618	775	+30.0%

Historical Closed Sales Activity

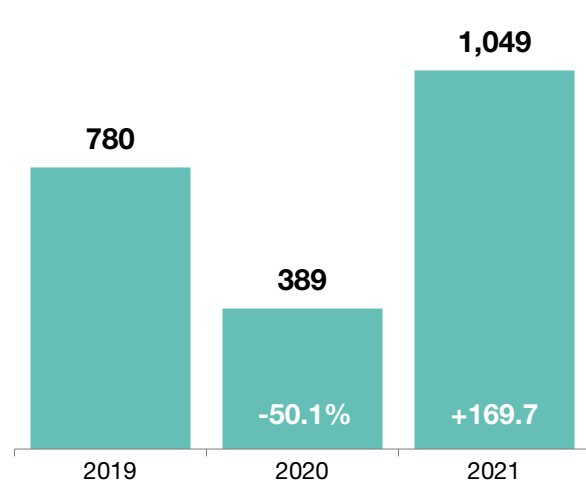


Under Contract

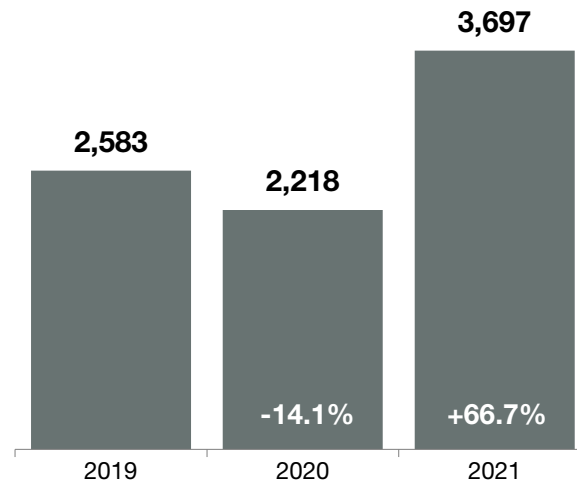
A count of the properties in either a contingent or pending status in a given month.



April

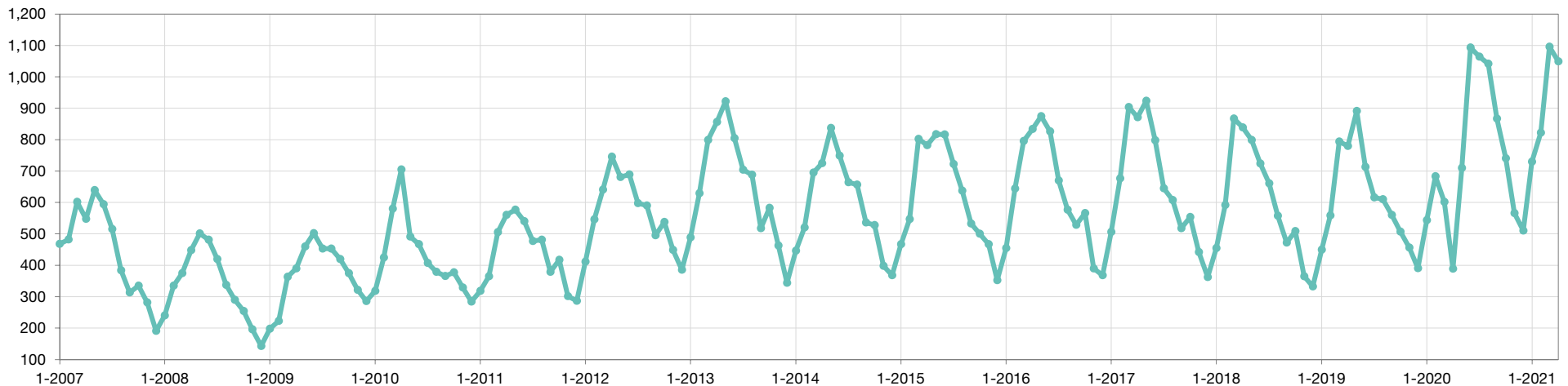


Year To Date



Month	Prior Year	Current Year	+ / -
May 2020	891	710	-20.3%
June 2020	713	1,093	+53.3%
July 2020	616	1,064	+72.7%
August 2020	610	1,042	+70.8%
September 2020	560	867	+54.8%
October 2020	507	741	+46.2%
November 2020	456	566	+24.1%
December 2020	391	510	+30.4%
January 2021	544	730	+34.2%
February 2021	683	822	+20.4%
March 2021	602	1,096	+82.1%
April 2021	389	1,049	+169.7%
12-Month Avg	580	858	+47.8%

Historical Under Contract Activity

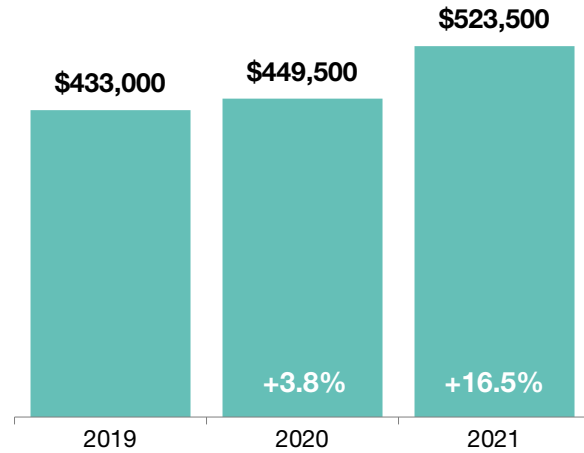


Median Sales Price

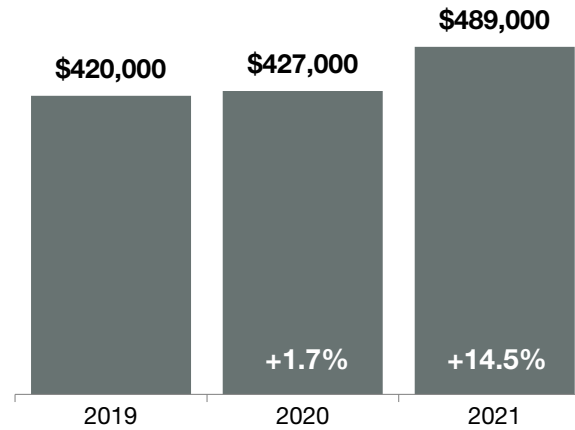
Median price point for all closed sales, not accounting for seller concessions, in a given month.



April

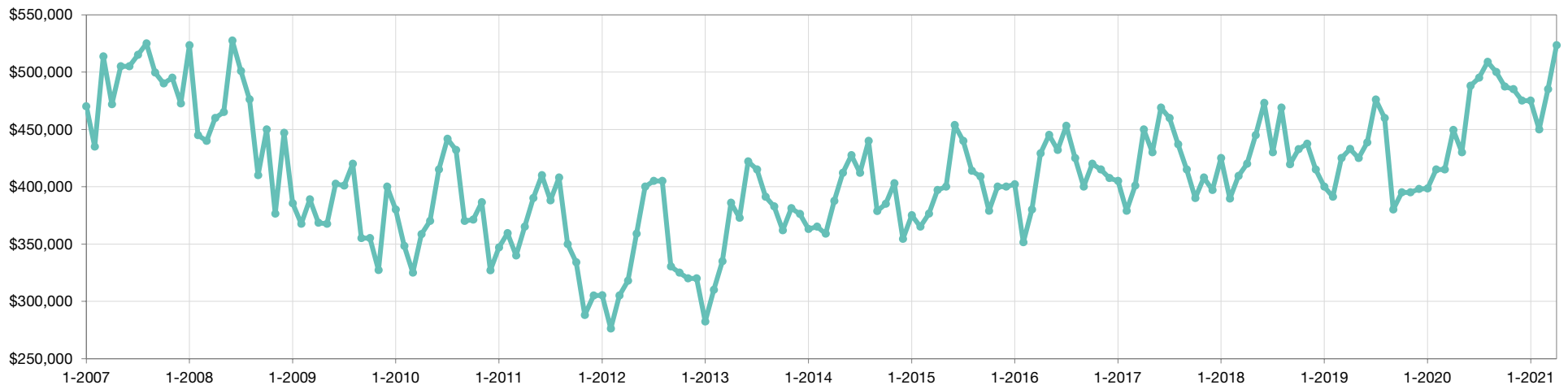


Year To Date



Month	Prior Year	Current Year	+ / -
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%
February 2021	\$415,000	\$450,000	+8.4%
March 2021	\$415,000	\$485,000	+16.9%
April 2021	\$449,500	\$523,500	+16.5%
12-Month Med	\$425,000	\$488,001	+14.8%

Historical Median Sales Price



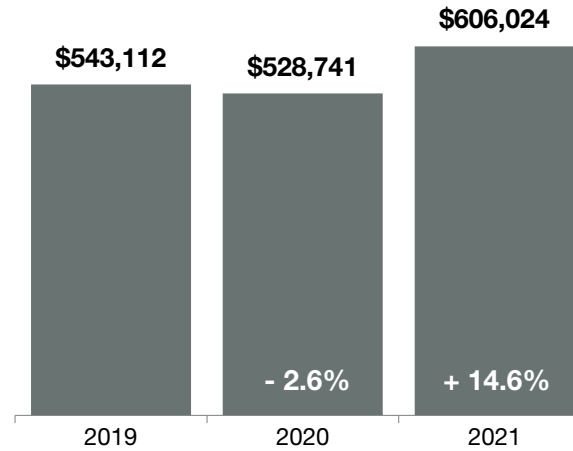
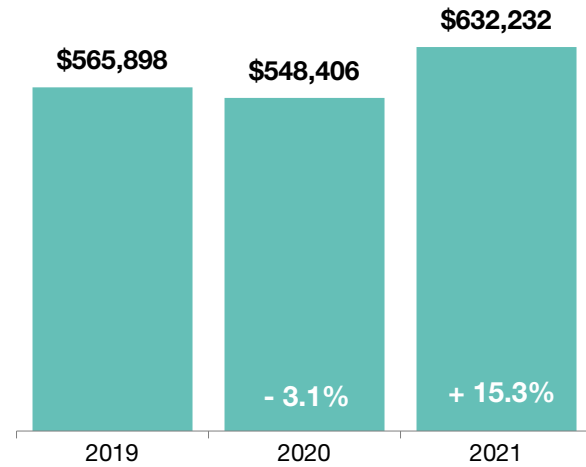
Average Sales Price

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



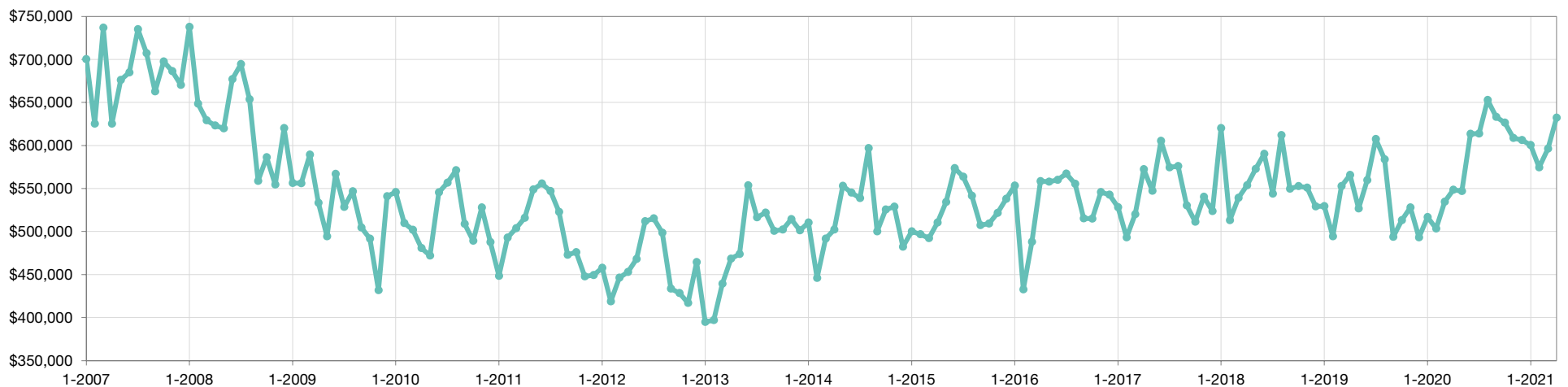
April

Year To Date



Month	Prior Year	Current Year	+ / -
May 2020	\$526,715	\$546,984	+3.8%
June 2020	\$559,711	\$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	\$626,566	+22.1%
November 2020	\$527,993	\$608,726	+15.3%
December 2020	\$493,030	\$606,245	+23.0%
January 2021	\$516,823	\$600,574	+16.2%
February 2021	\$503,494	\$574,408	+14.1%
March 2021	\$534,457	\$596,231	+11.6%
April 2021	\$548,406	\$632,232	+15.3%
12-Month Avg	\$539,911	\$614,870	+13.9%

Historical Average Sales Price



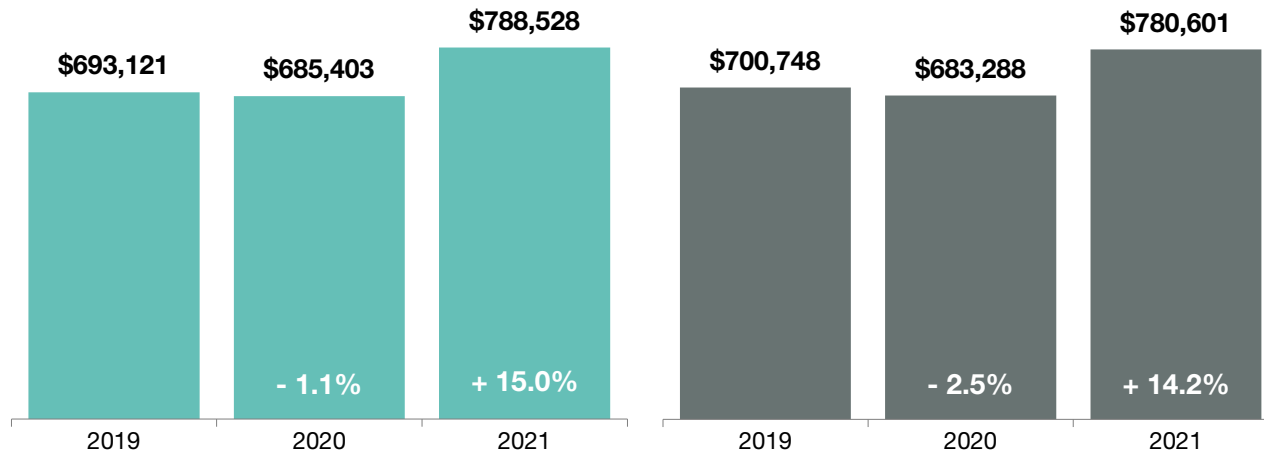
Average List Price

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



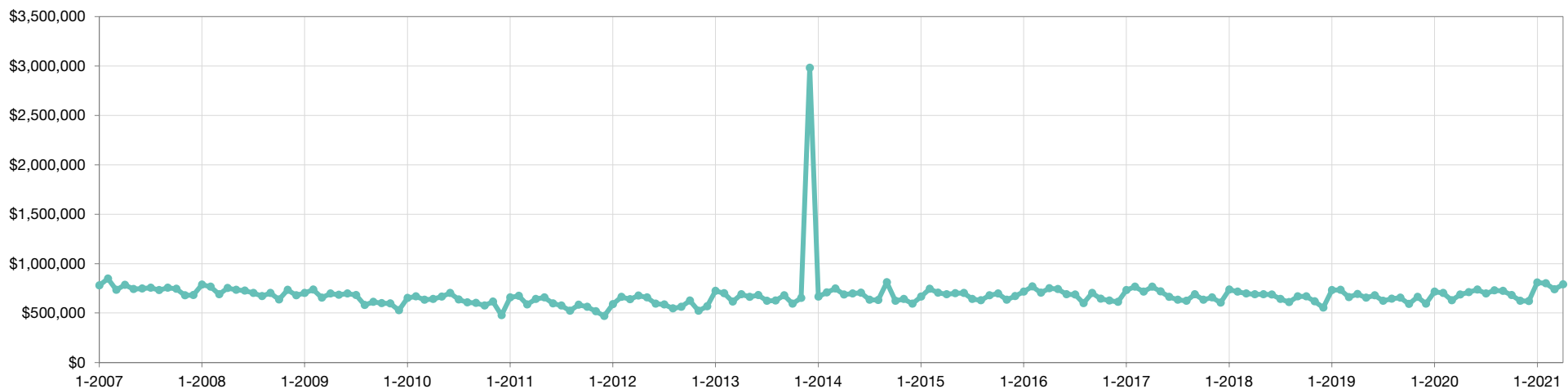
April

Year To Date



Month	Prior Year	Current Year	+ / -
May 2020	\$655,273	\$709,063	+8.2%
June 2020	\$678,419	\$736,089	+8.5%
July 2020	\$623,760	\$695,811	+11.6%
August 2020	\$645,231	\$729,996	+13.1%
September 2020	\$654,358	\$723,059	+10.5%
October 2020	\$591,953	\$681,831	+15.2%
November 2020	\$663,213	\$621,711	-6.3%
December 2020	\$594,786	\$620,919	+4.4%
January 2021	\$715,605	\$808,384	+13.0%
February 2021	\$701,529	\$800,352	+14.1%
March 2021	\$629,077	\$738,847	+17.4%
April 2021	\$685,403	\$788,528	+15.0%
12-Month Avg	\$656,327	\$726,346	+10.7%

Historical Average List Price



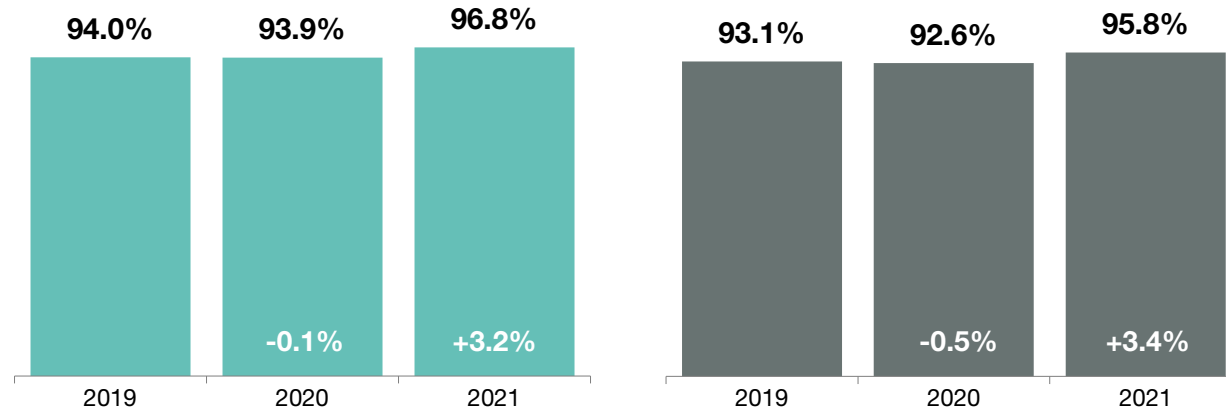
Percent of Original List Price Received

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.



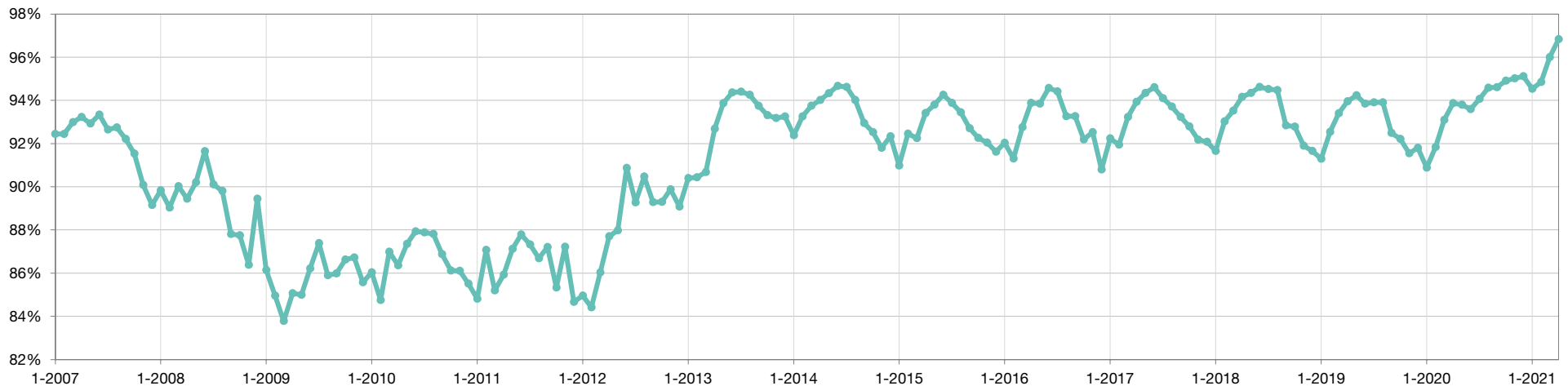
April

Year To Date



Month	Prior Year	Current Year	+ / -
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%	94.5%	+4.0%
February 2021	91.8%	94.9%	+3.3%
March 2021	93.1%	96.0%	+3.1%
April 2021	93.9%	96.8%	+3.2%
12-Month Avg	93.0%	94.9%	+2.0%

Historical Percent of Original List Price Received



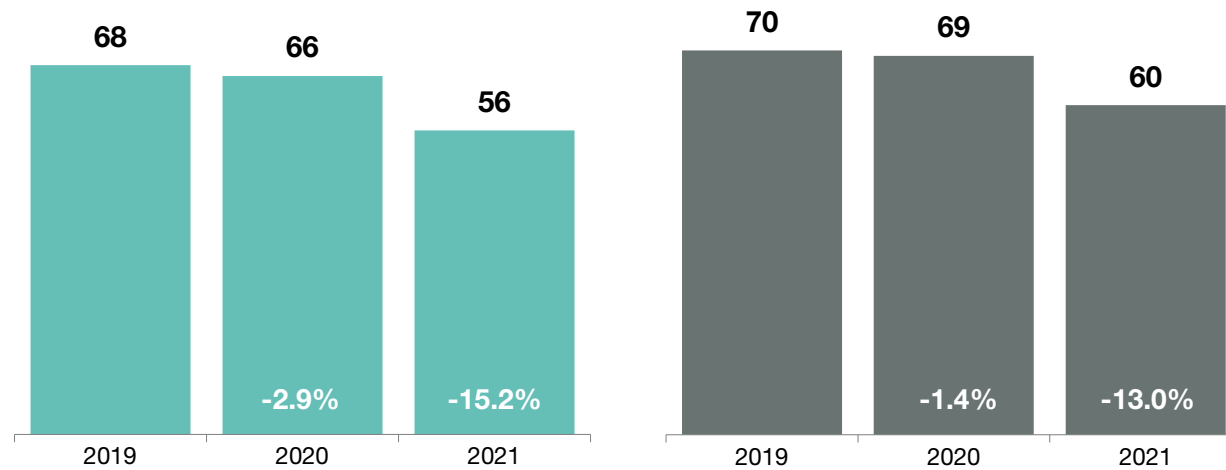
Housing Affordability Index



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.**

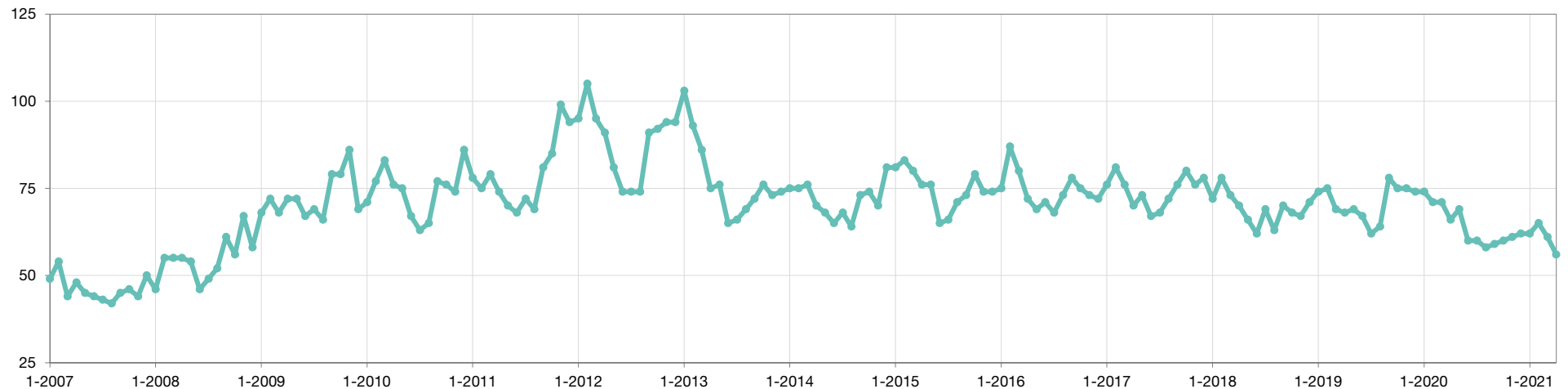
April

Year To Date



Month	Prior Year	Current Year	+ / -
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%
February 2021	71	65	-8.5%
March 2021	71	61	-14.1%
April 2021	66	56	-15.2%
12-Month Avg	71	61	-13.0%

Historical Housing Affordability Index

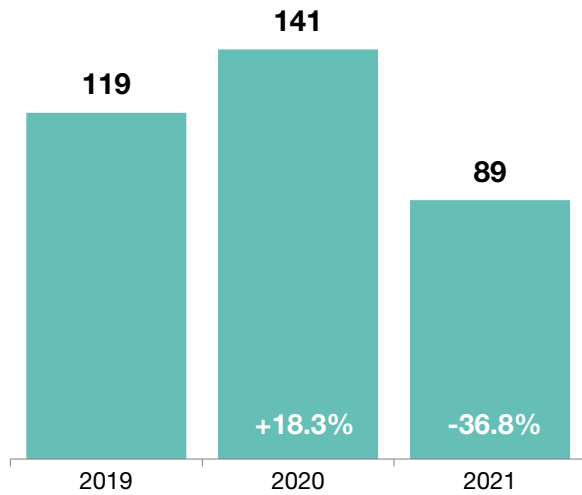


Market Time

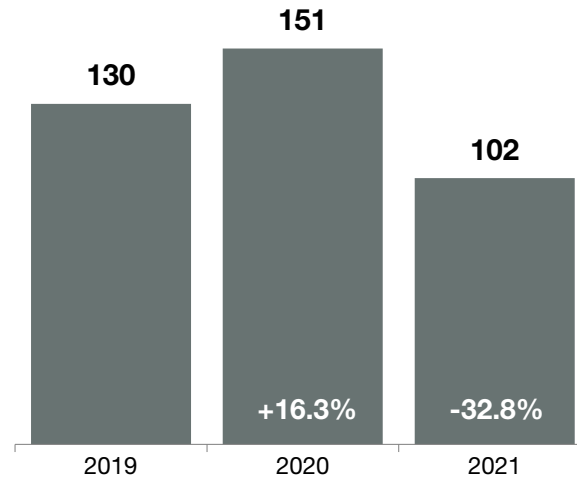
Average number of days between when a property is listed and when an offer is accepted in a given month.



April



Year To Date



Month	Prior Year	Current Year	+ / -
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	-24.2%
November 2020	140	99	-29.2%
December 2020	131	103	-21.6%
January 2021	157	106	-32.8%
February 2021	162	121	-25.1%
March 2021	150	103	-31.6%
April 2021	141	89	-36.8%
12-Month Avg	121	109	-10.3%

Historical Market Times

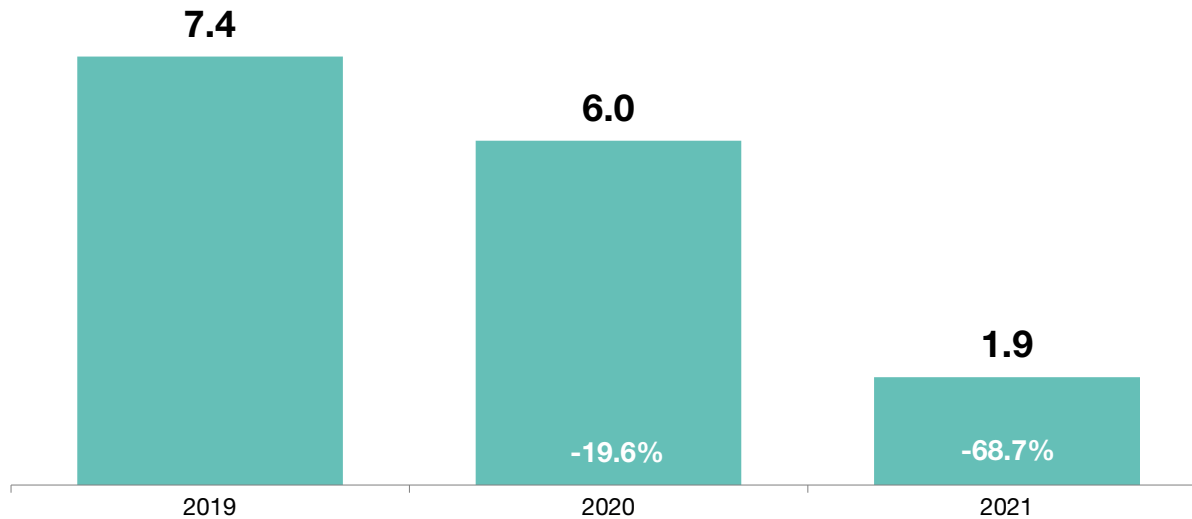


Months Supply of Inventory

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.

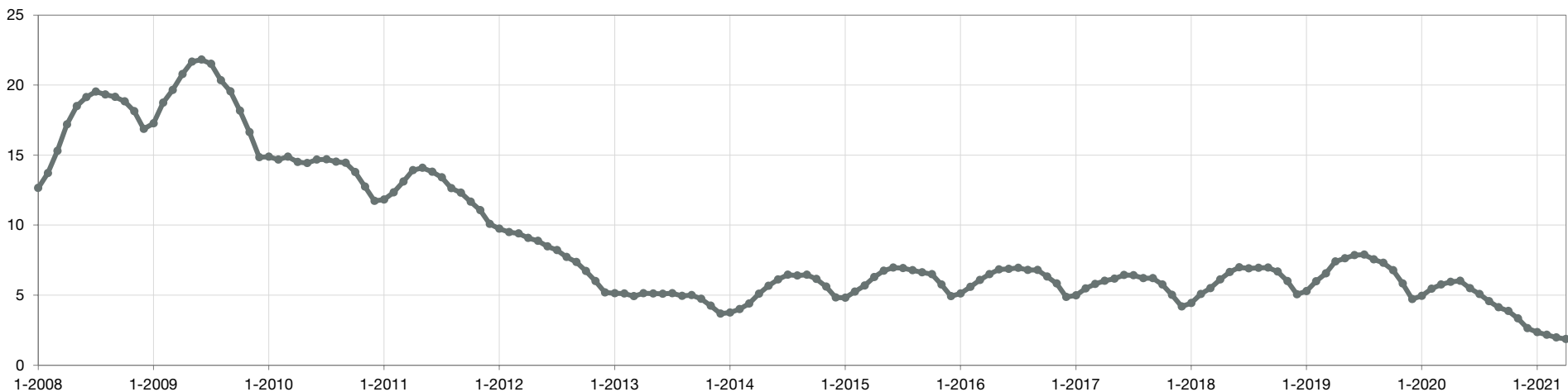


April



Month	Prior Year	Current Year	+ / -
May 2020	7.6	6.0	-21.1%
June 2020	7.8	5.5	-30.0%
July 2020	7.9	5.1	-35.7%
August 2020	7.5	4.6	-39.5%
September 2020	7.3	4.1	-43.4%
October 2020	6.8	3.9	-42.9%
November 2020	5.8	3.3	-42.7%
December 2020	4.7	2.6	-44.1%
January 2021	4.9	2.4	-52.2%
February 2021	5.4	2.2	-60.4%
March 2021	5.8	2.0	-65.8%
April 2021	6.0	1.9	-68.7%
12-Month Avg	6.5	3.6	-44.0%

Historical Months Supply of Inventory

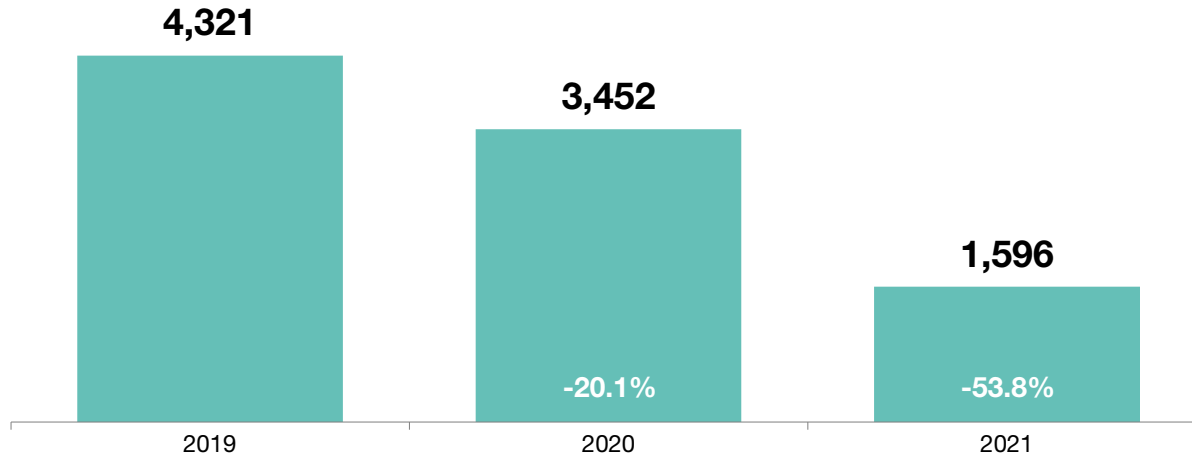


Inventory of Homes for Sale

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



April



Month	Prior Year	Current Year	+ / -
May 2020	4,514	3,405	-24.6%
June 2020	4,633	3,277	-29.3%
July 2020	4,625	3,215	-30.5%
August 2020	4,457	3,057	-31.4%
September 2020	4,373	2,878	-34.2%
October 2020	4,052	2,766	-31.7%
November 2020	3,531	2,418	-31.5%
December 2020	2,874	1,933	-32.7%
January 2021	3,052	1,767	-42.1%
February 2021	3,424	1,643	-52.0%
March 2021	3,530	1,580	-55.2%
April 2021	3,452	1,596	-53.8%
12-Month Avg	3,876	2,461	-37.4%

Historical Inventory of Homes for Sale

