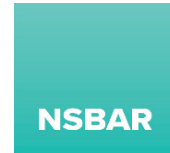


# Monthly Indicators



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

## October 2021

The U.S. housing market remains robust, with strong activity reported across both rental and residential housing fronts. Single-family rent prices are increasing rapidly, as demand for single-family housing and inventory constraints forces some buyers to rent, increasing competition and pushing rents up across the nation. Meanwhile, sales of new construction single-family homes recently hit a six-month high, rising 14% to a seasonally adjusted rate of 800,000, according to the latest data from the U.S. Department of Housing and Urban Development.

New Listings in the North Shore-Barrington region decreased 28.9 percent to 904. Listings Under Contract were down 4.1 percent to 709. Inventory levels fell 44.2 percent to 1,558 units.

Prices were a tad soft. The Median Sales Price decreased 5.1 percent to \$462,500. Market Times were down 41.3 percent to 55 days. Sellers were encouraged as Months Supply of Inventory was down 52.3 percent to 1.9 months.

As temperatures drop, existing home sales continue to be plentiful, buoyed by strong demand, low interest rates, and a slight uptick in new listings in recent months, according to the National Association of REALTORS®. With interest rates inching upward, and experts expecting further rate increases on the horizon, motivated buyers are hoping to lock in their home purchases to take advantage of what are still historically low rates.

## Quick Facts

**- 27.9%**

**- 5.1%**

**- 44.2%**

Change in  
Closed Sales

Change in  
Median Sales Price

Change in  
Inventory

|   |    |
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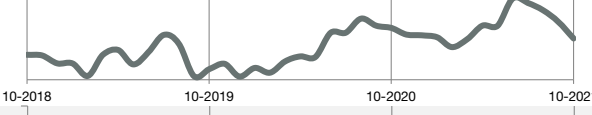
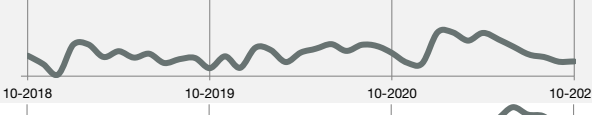







# Market Overview

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

**NSBAR**

NORTH SHORE-BARRINGTON  
ASSOCIATION OF REALTORS®

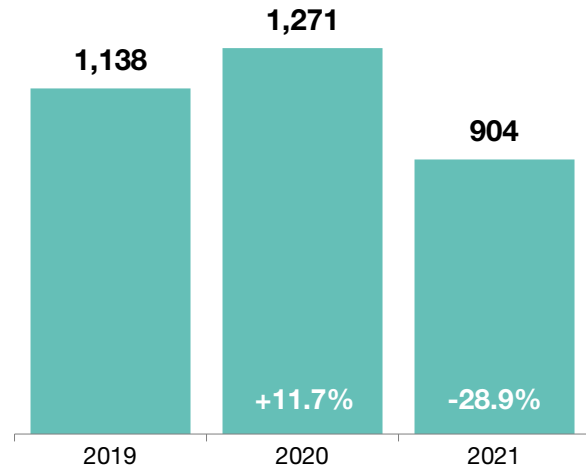
| Key Metrics                                       | Historical Sparklines  | 10-2020   | 10-2021          | + / -   | YTD 2020  | YTD 2021         | + / -   |
|---|--|-----------|------------------|---------|-----------|------------------|---------|
| <b>New Listings</b>                               |    | 1,271     | <b>904</b>       | - 28.9% | 13,628    | <b>13,062</b>    | - 4.2%  |
| <b>Closed Sales</b>                               |    | 968       | <b>698</b>       | - 27.9% | 7,119     | <b>8,651</b>     | + 21.5% |
| <b>Under Contract</b><br>(Contingent and Pending) |    | 739       | <b>709</b>       | - 4.1%  | 7,730     | <b>8,946</b>     | + 15.7% |
| <b>Median Sales Price</b>                         |    | \$487,250 | <b>\$462,500</b> | - 5.1%  | \$470,000 | <b>\$515,000</b> | + 9.6%  |
| <b>Average Sales Price</b>                        |    | \$626,566 | <b>\$597,917</b> | - 4.6%  | \$595,255 | <b>\$646,570</b> | + 8.6%  |
| <b>Average List Price</b>                         |    | \$682,408 | <b>\$633,194</b> | - 7.2%  | \$703,252 | <b>\$728,143</b> | + 3.5%  |
| <b>Percent of Original List Price Received</b>    |   | 94.9%     | <b>96.4%</b>     | + 1.6%  | 93.9%     | <b>96.9%</b>     | + 3.2%  |
| <b>Housing Affordability Index</b>                |  | 70        | <b>75</b>        | + 7.1%  | 72        | <b>67</b>        | - 6.9%  |
| <b>Market Time</b>                                |  | 94        | <b>55</b>        | - 41.3% | 125       | <b>70</b>        | - 44.0% |
| <b>Months Supply of Homes for Sale</b>            |  | 3.9       | <b>1.9</b>       | - 52.3% | --        | --               | --      |
| <b>Inventory of Homes for Sale</b>                |  | 2,794     | <b>1,558</b>     | - 44.2% | --        | --               | --      |

# New Listings

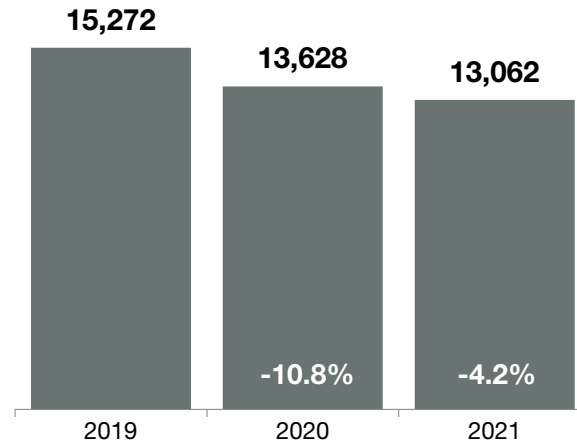
A count of the properties that have been newly listed on the market in a given month.



## October

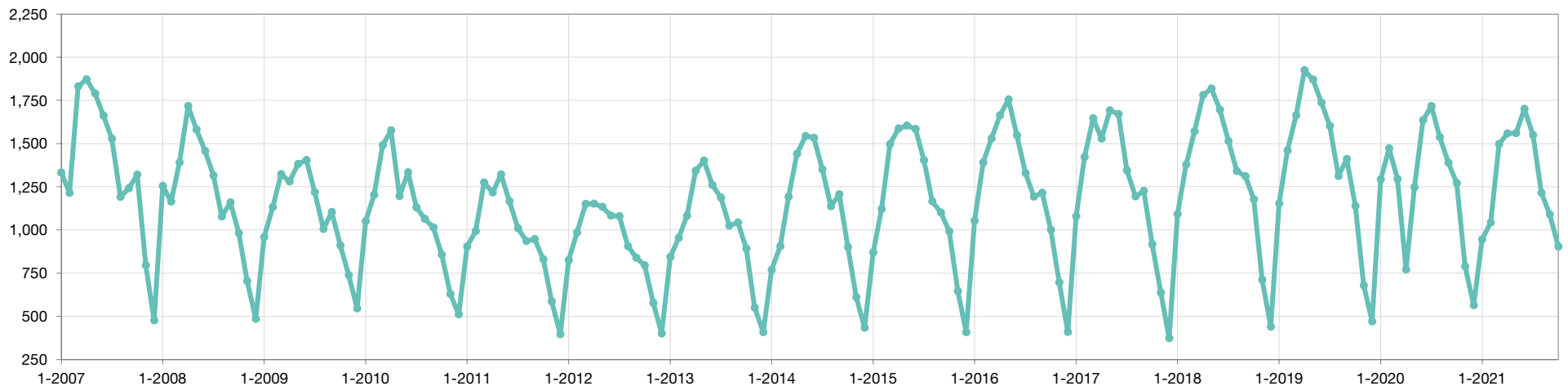


## Year To Date



| Month               | Prior Year   | Current Year | + / -         |
|---------------------|--------------|--------------|---------------|
| November 2020       | 679          | 789          | +16.2%        |
| December 2020       | 470          | 563          | +19.8%        |
| January 2021        | 1,292        | 944          | -26.9%        |
| February 2021       | 1,473        | 1,043        | -29.2%        |
| March 2021          | 1,295        | 1,496        | +15.5%        |
| April 2021          | 771          | 1,559        | +102.2%       |
| May 2021            | 1,247        | 1,560        | +25.1%        |
| June 2021           | 1,636        | 1,701        | +4.0%         |
| July 2021           | 1,717        | 1,549        | -9.8%         |
| August 2021         | 1,537        | 1,216        | -20.9%        |
| September 2021      | 1,389        | 1,090        | -21.5%        |
| <b>October 2021</b> | <b>1,271</b> | <b>904</b>   | <b>-28.9%</b> |
| 12-Month Avg        | 1,231        | 1,201        | -2.5%         |

## Historical New Listing Activity

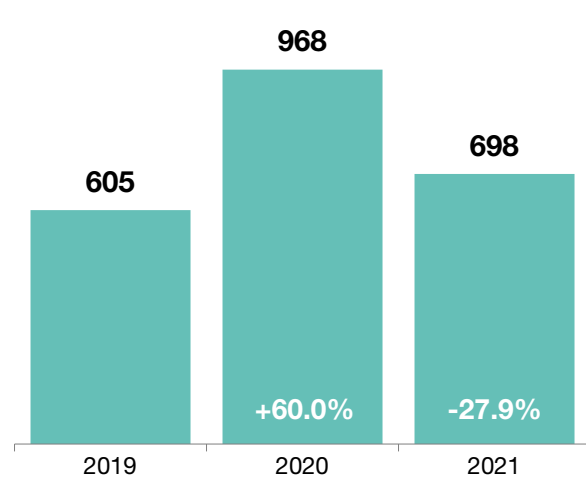


# Closed Sales

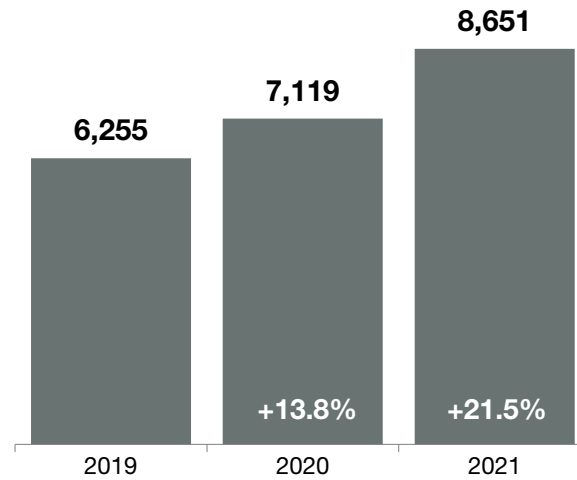
A count of the actual sales that have closed in a given month.



## October

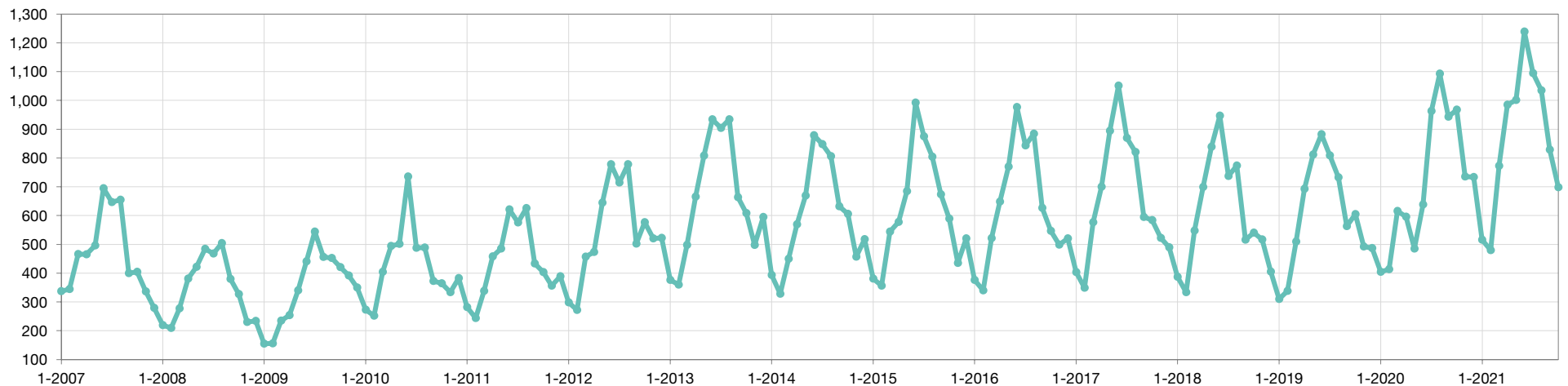


## Year To Date



| Month               | Prior Year | Current Year | + / -         |
|---------------------|------------|--------------|---------------|
| November 2020       | 492        | 735          | +49.4%        |
| December 2020       | 487        | 734          | +50.7%        |
| January 2021        | 404        | 516          | +27.7%        |
| February 2021       | 413        | 480          | +16.2%        |
| March 2021          | 616        | 773          | +25.5%        |
| April 2021          | 596        | 985          | +65.3%        |
| May 2021            | 485        | 1,001        | +106.4%       |
| June 2021           | 638        | 1,239        | +94.2%        |
| July 2021           | 963        | 1,095        | +13.7%        |
| August 2021         | 1,093      | 1,035        | -5.3%         |
| September 2021      | 943        | 829          | -12.1%        |
| <b>October 2021</b> | <b>968</b> | <b>698</b>   | <b>-27.9%</b> |
| 12-Month Avg        | 675        | 843          | +33.7%        |

## Historical Closed Sales Activity

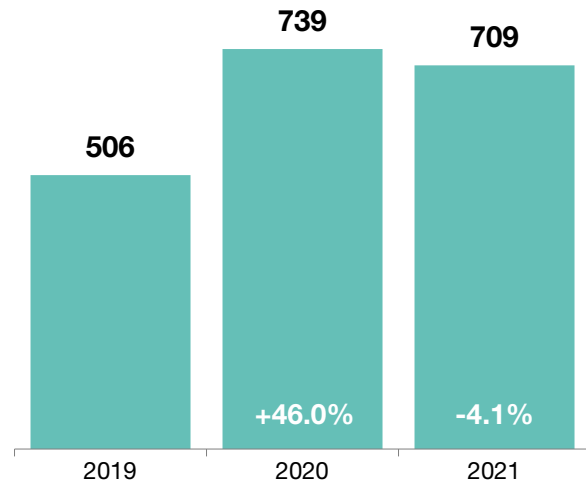


# Under Contract

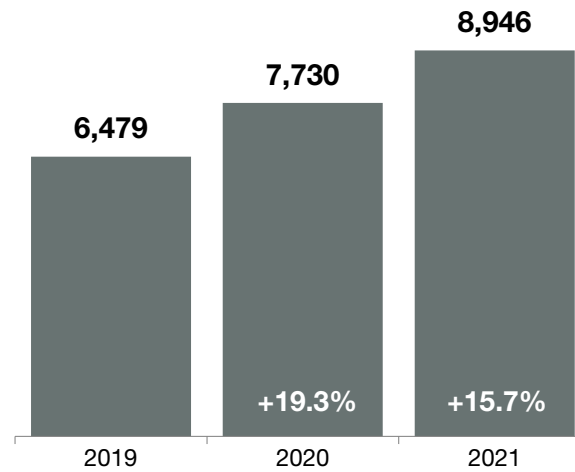
A count of the properties in either a contingent or pending status in a given month.



## October

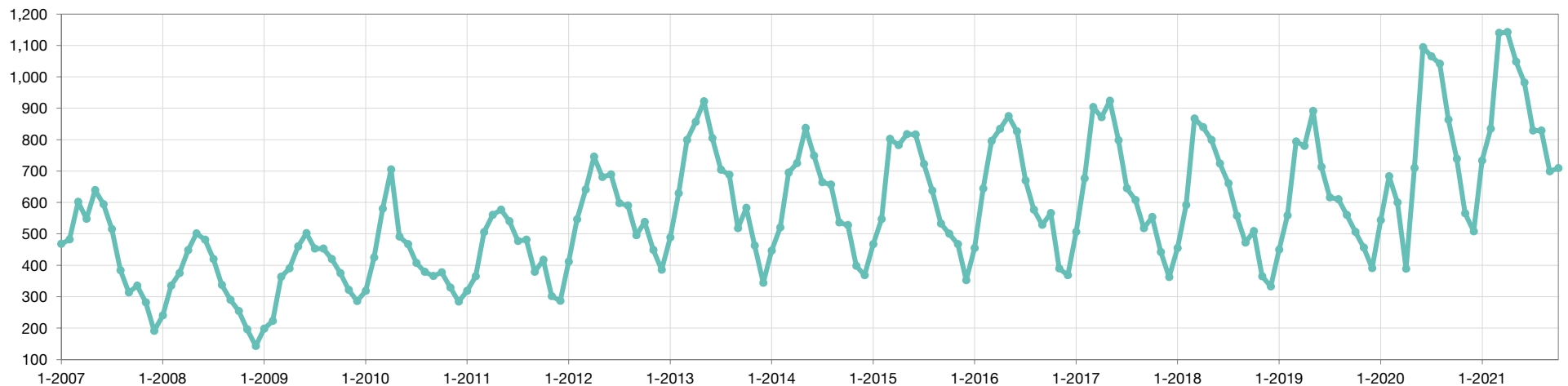


## Year To Date



| Month               | Prior Year | Current Year | + / -        |
|---------------------|------------|--------------|--------------|
| November 2020       | 456        | 565          | +23.9%       |
| December 2020       | 391        | 508          | +29.9%       |
| January 2021        | 544        | 733          | +34.7%       |
| February 2021       | 683        | 835          | +22.3%       |
| March 2021          | 600        | 1,140        | +90.0%       |
| April 2021          | 389        | 1,142        | +193.6%      |
| May 2021            | 710        | 1,048        | +47.6%       |
| June 2021           | 1,094      | 982          | -10.2%       |
| July 2021           | 1,065      | 829          | -22.2%       |
| August 2021         | 1,042      | 829          | -20.4%       |
| September 2021      | 864        | 699          | -19.1%       |
| <b>October 2021</b> | <b>739</b> | <b>709</b>   | <b>-4.1%</b> |
| 12-Month Avg        | 715        | 835          | +16.8%       |

## Historical Under Contract Activity

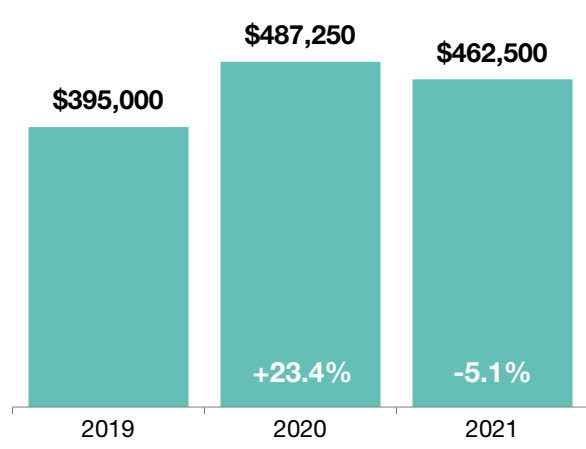


# Median Sales Price

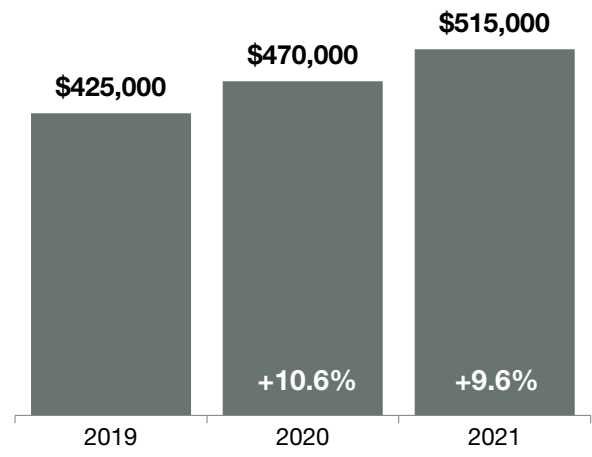
Median price point for all closed sales, not accounting for seller concessions, in a given month.



## October

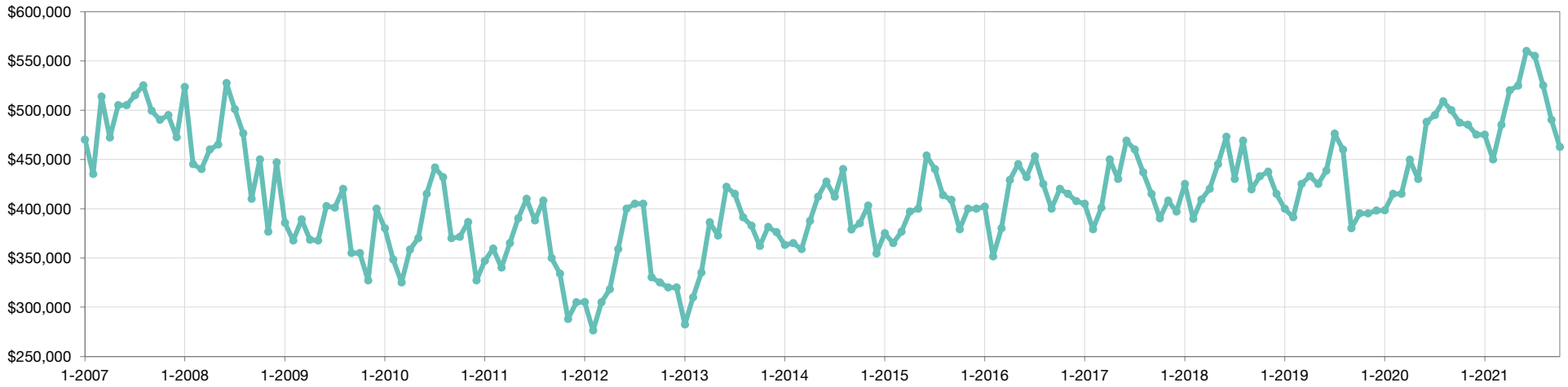


## Year To Date



| Month               | Prior Year       | Current Year     | + / -        |
|---------------------|------------------|------------------|--------------|
| 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        | \$520,000        | +15.7%       |
| May 2021            | \$430,000        | \$524,900        | +22.1%       |
| June 2021           | \$488,000        | \$560,000        | +14.8%       |
| July 2021           | \$495,000        | \$555,000        | +12.1%       |
| August 2021         | \$508,890        | \$525,000        | +3.2%        |
| September 2021      | \$500,000        | \$490,000        | -2.0%        |
| <b>October 2021</b> | <b>\$487,250</b> | <b>\$462,500</b> | <b>-5.1%</b> |
| 12-Month Med        | \$460,000        | \$507,500        | +10.3%       |

## Historical Median Sales Price

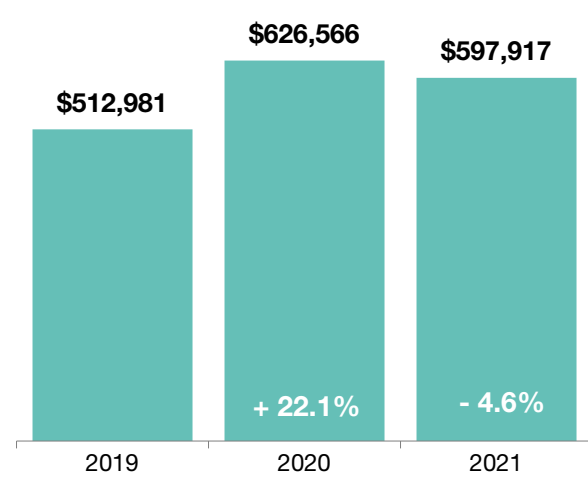


# Average Sales Price

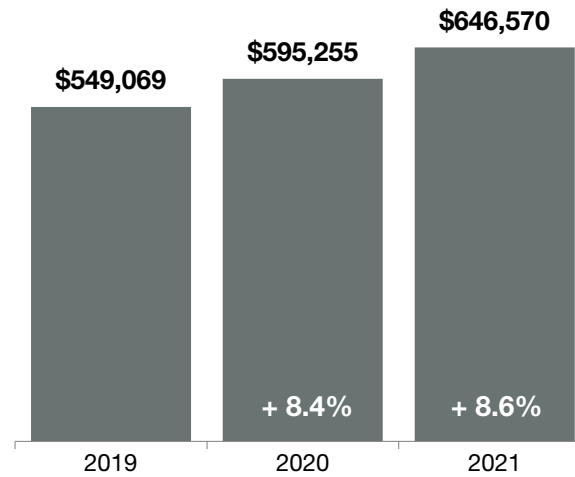
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## October

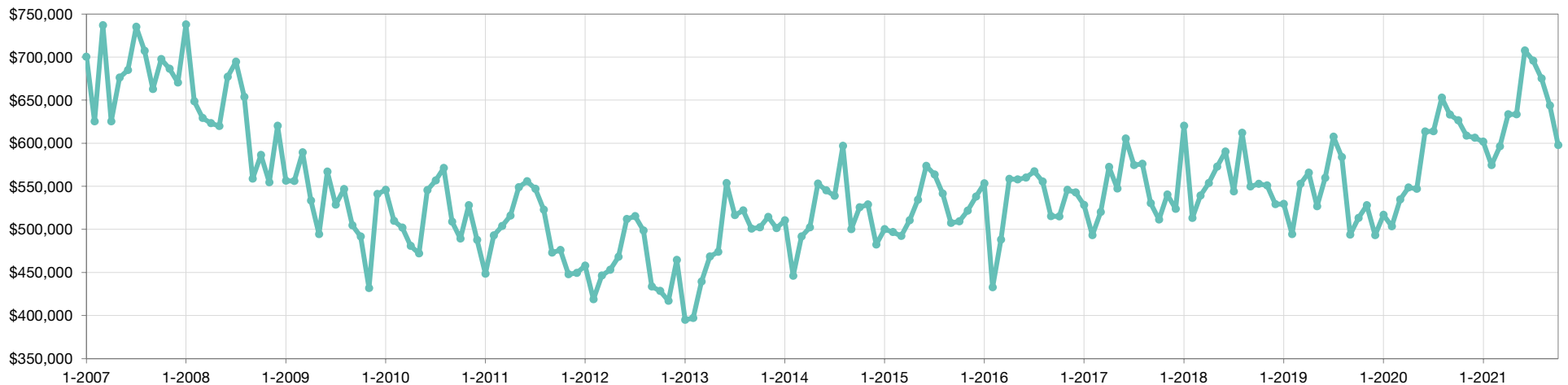


## Year To Date



| Month               | Prior Year       | Current Year     | + / -        |
|---------------------|------------------|------------------|--------------|
| November 2020       | \$527,993        | \$608,726        | +15.3%       |
| December 2020       | \$493,030        | \$606,245        | +23.0%       |
| January 2021        | \$516,823        | \$601,711        | +16.4%       |
| February 2021       | \$503,494        | \$574,408        | +14.1%       |
| March 2021          | \$534,457        | \$596,231        | +11.6%       |
| April 2021          | \$548,406        | \$633,401        | +15.5%       |
| May 2021            | \$546,984        | \$633,435        | +15.8%       |
| June 2021           | \$613,415        | \$707,566        | +15.3%       |
| July 2021           | \$613,897        | \$695,926        | +13.4%       |
| August 2021         | \$652,725        | \$675,111        | +3.4%        |
| September 2021      | \$633,116        | \$643,698        | +1.7%        |
| <b>October 2021</b> | <b>\$626,566</b> | <b>\$597,917</b> | <b>-4.6%</b> |
| 12-Month Avg        | \$585,020        | \$640,897        | +9.6%        |

## Historical Average Sales Price



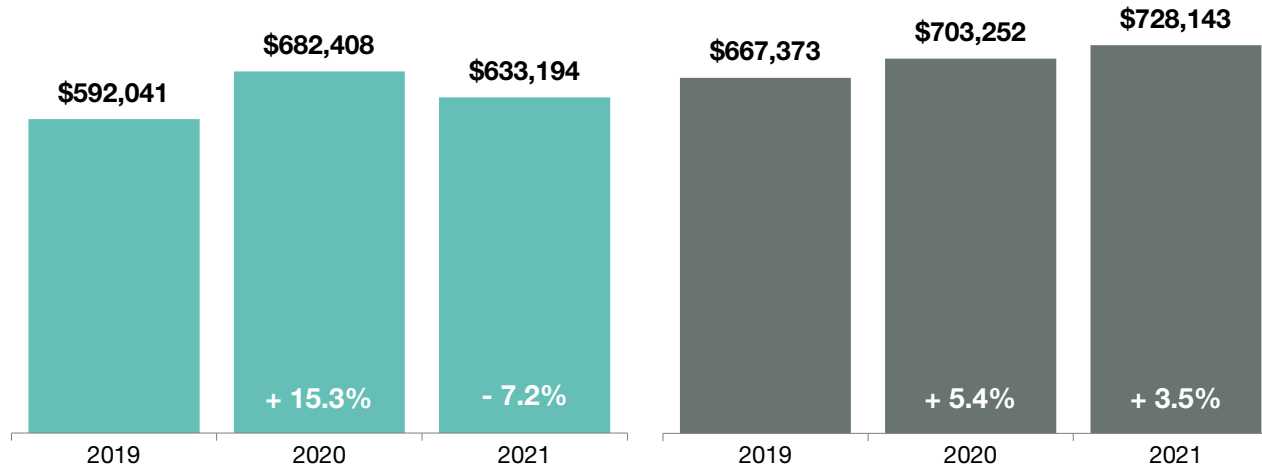
# Average List Price

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



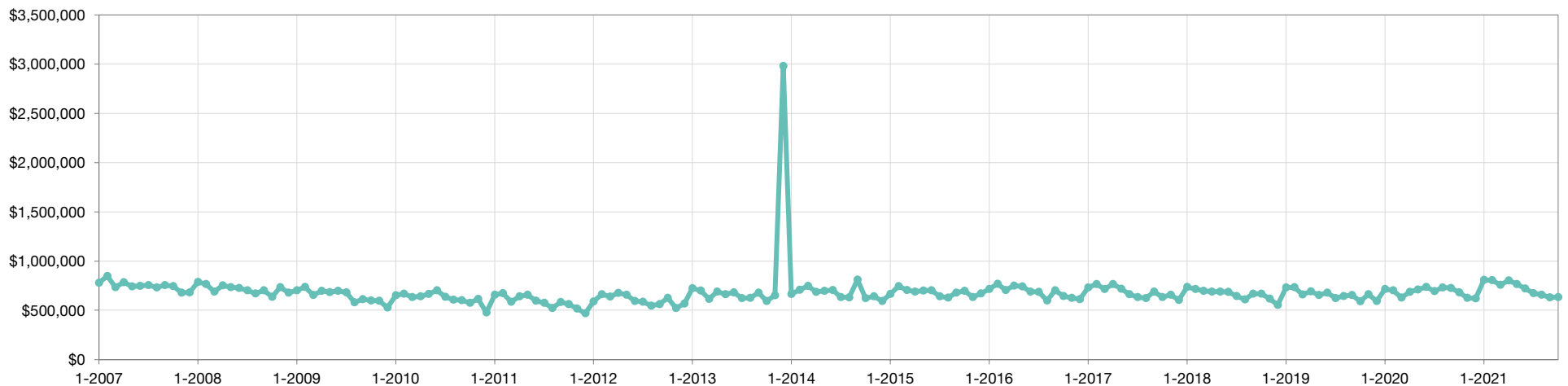
## October

## Year To Date



| Month               | Prior Year       | Current Year     | + / -        |
|---------------------|------------------|------------------|--------------|
| November 2020       | \$663,185        | \$625,221        | -5.7%        |
| December 2020       | \$594,786        | \$621,117        | +4.4%        |
| January 2021        | \$715,799        | \$807,100        | +12.8%       |
| February 2021       | \$701,546        | \$806,621        | +15.0%       |
| March 2021          | \$628,845        | \$757,993        | +20.5%       |
| April 2021          | \$685,403        | \$803,708        | +17.3%       |
| May 2021            | \$709,032        | \$765,455        | +8.0%        |
| June 2021           | \$736,708        | \$719,958        | -2.3%        |
| July 2021           | \$695,428        | \$673,938        | -3.1%        |
| August 2021         | \$731,487        | \$658,606        | -10.0%       |
| September 2021      | \$725,494        | \$631,417        | -13.0%       |
| <b>October 2021</b> | <b>\$682,408</b> | <b>\$633,194</b> | <b>-7.2%</b> |
| 12-Month Avg        | \$698,020        | \$718,336        | +2.9%        |

## Historical Average List Price





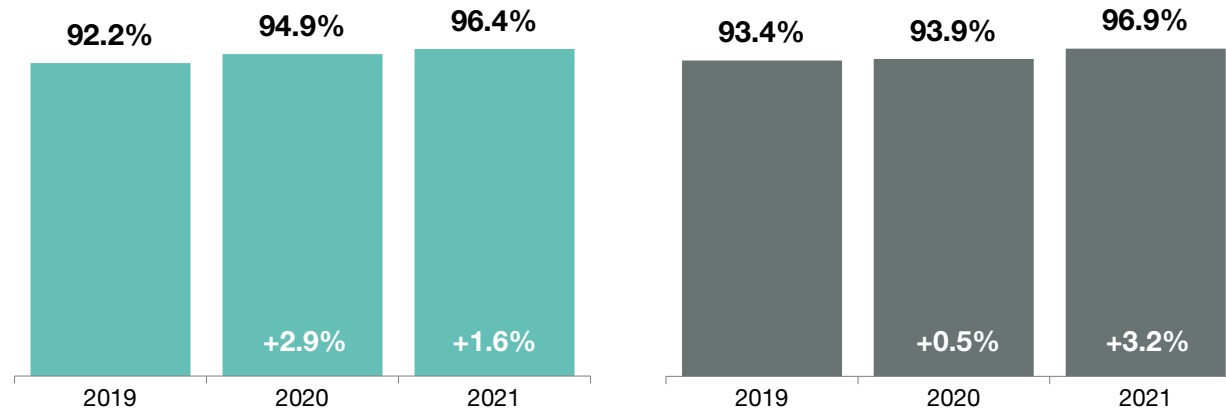
# Percent of Original List Price Received



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.

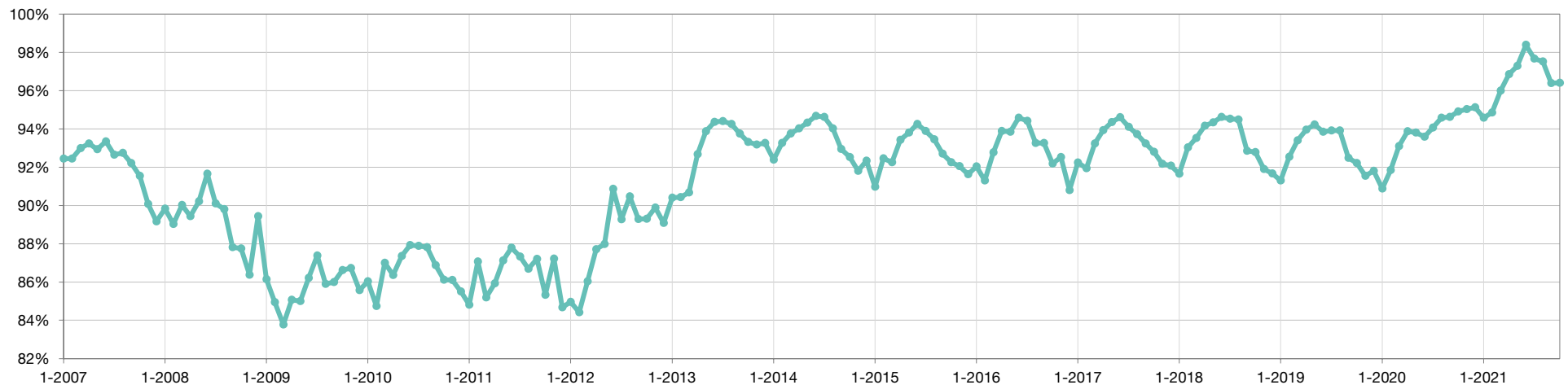
## October

## Year To Date



| Month               | Prior Year   | Current Year | + / -        |
|---------------------|--------------|--------------|--------------|
| November 2020       | 91.6%        | 95.0%        | +3.8%        |
| December 2020       | 91.8%        | 95.1%        | +3.6%        |
| January 2021        | 90.9%        | 94.6%        | +4.1%        |
| February 2021       | 91.8%        | 94.9%        | +3.3%        |
| March 2021          | 93.1%        | 96.0%        | +3.1%        |
| April 2021          | 93.9%        | 96.8%        | +3.2%        |
| May 2021            | 93.8%        | 97.3%        | +3.7%        |
| June 2021           | 93.6%        | 98.4%        | +5.1%        |
| July 2021           | 94.1%        | 97.7%        | +3.8%        |
| August 2021         | 94.6%        | 97.5%        | +3.1%        |
| September 2021      | 94.6%        | 96.4%        | +1.9%        |
| <b>October 2021</b> | <b>94.9%</b> | <b>96.4%</b> | <b>+1.6%</b> |
| 12-Month Avg        | 93.6%        | 96.6%        | +3.2%        |

## Historical Percent of Original List Price Received

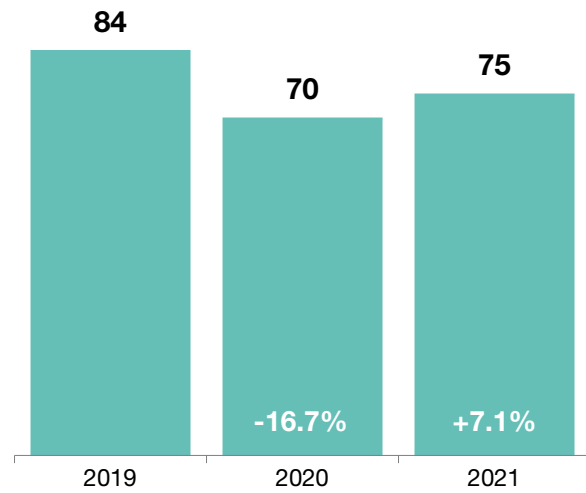


# Housing Affordability Index

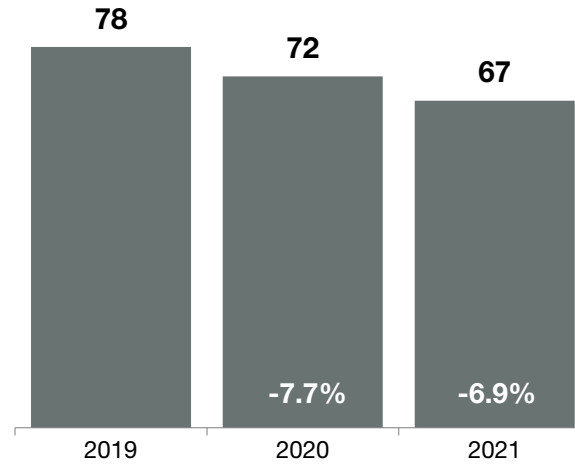


This index measures housing affordability for the region. For example, an index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**

## October

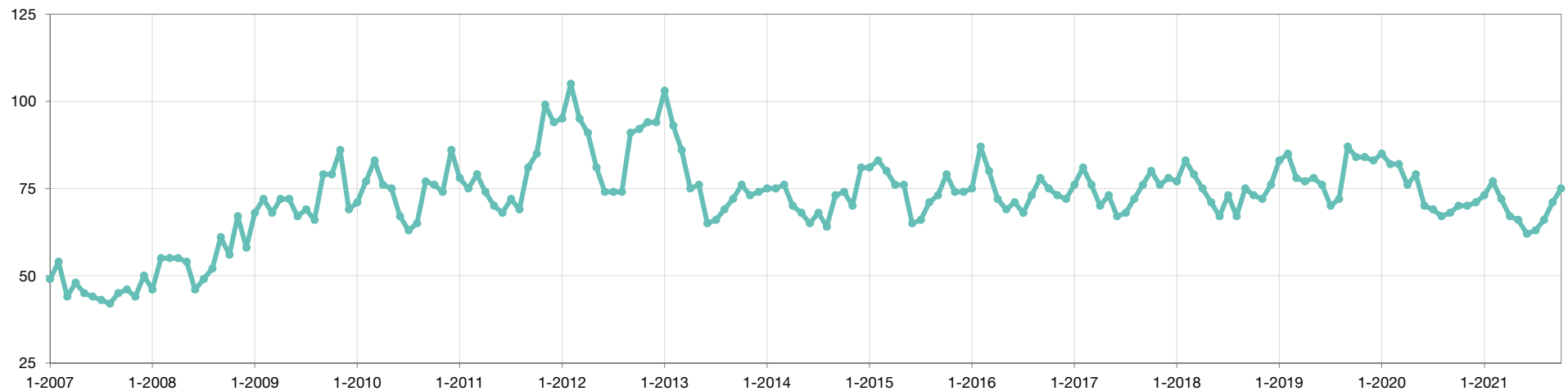


## Year To Date



| Month               | Prior Year | Current Year | + / -        |
|---------------------|------------|--------------|--------------|
| November 2020       | 84         | 70           | -16.7%       |
| December 2020       | 83         | 71           | -14.5%       |
| January 2021        | 85         | 73           | -14.1%       |
| February 2021       | 82         | 77           | -6.1%        |
| March 2021          | 82         | 72           | -12.2%       |
| April 2021          | 76         | 67           | -11.8%       |
| May 2021            | 79         | 66           | -16.5%       |
| June 2021           | 70         | 62           | -11.4%       |
| July 2021           | 69         | 63           | -8.7%        |
| August 2021         | 67         | 66           | -1.5%        |
| September 2021      | 68         | 71           | +4.4%        |
| <b>October 2021</b> | <b>70</b>  | <b>75</b>    | <b>+7.1%</b> |
| 12-Month Avg        | 76         | 69           | -8.5%        |

## Historical Housing Affordability Index

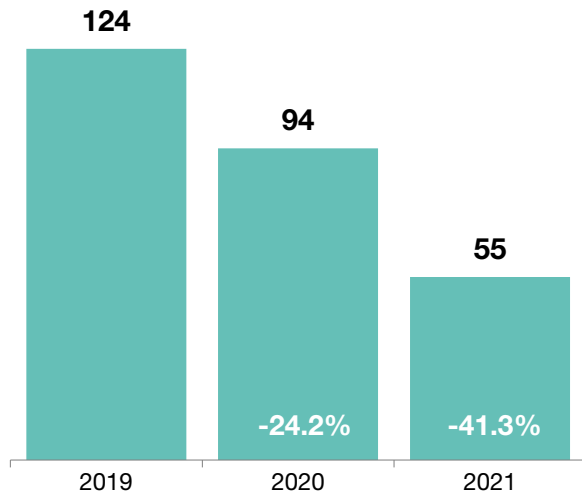


# Market Time

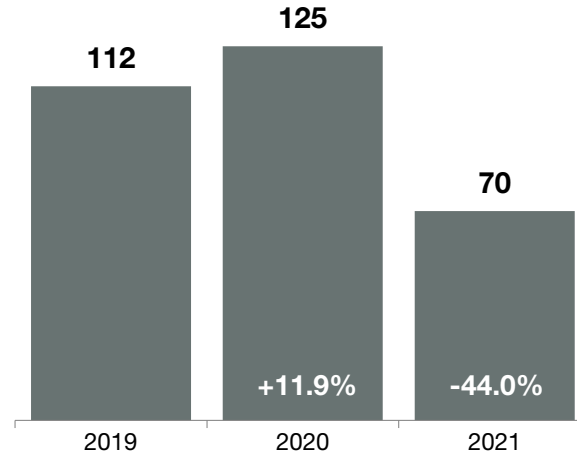
Average number of days between when a property is listed and when an offer is accepted in a given month.



## October

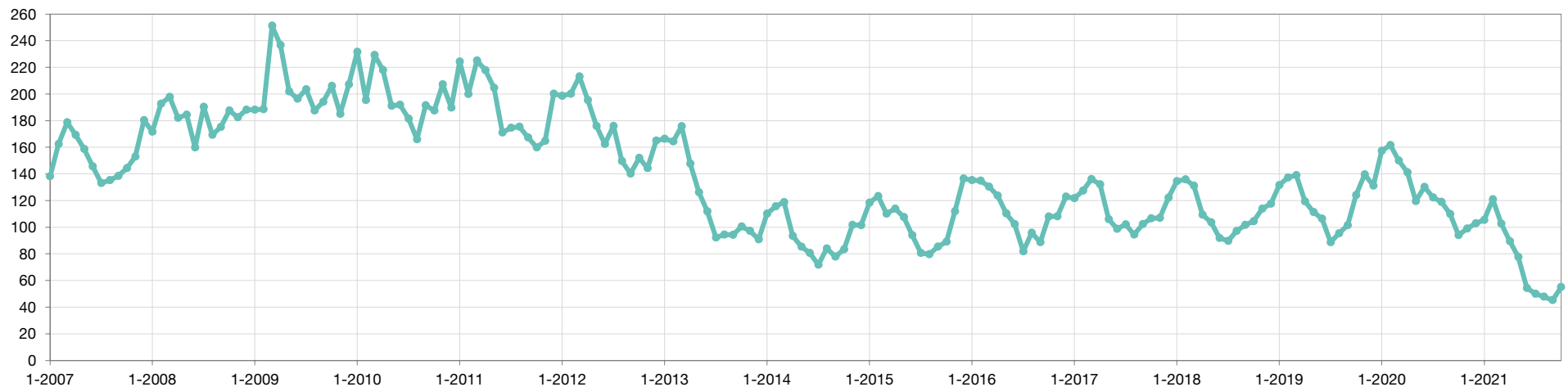


## Year To Date



| Month               | Prior Year | Current Year | + / -         |
|---------------------|------------|--------------|---------------|
| November 2020       | 140        | 99           | -29.2%        |
| December 2020       | 131        | 103          | -21.6%        |
| January 2021        | 157        | 106          | -32.9%        |
| February 2021       | 162        | 121          | -25.1%        |
| March 2021          | 150        | 103          | -31.6%        |
| April 2021          | 141        | 90           | -36.6%        |
| May 2021            | 120        | 78           | -35.1%        |
| June 2021           | 130        | 54           | -58.3%        |
| July 2021           | 122        | 50           | -59.1%        |
| August 2021         | 119        | 48           | -59.8%        |
| September 2021      | 110        | 45           | -58.8%        |
| <b>October 2021</b> | <b>94</b>  | <b>55</b>    | <b>-41.3%</b> |
| 12-Month Avg        | 126        | 74           | -41.1%        |

## Historical Market Times

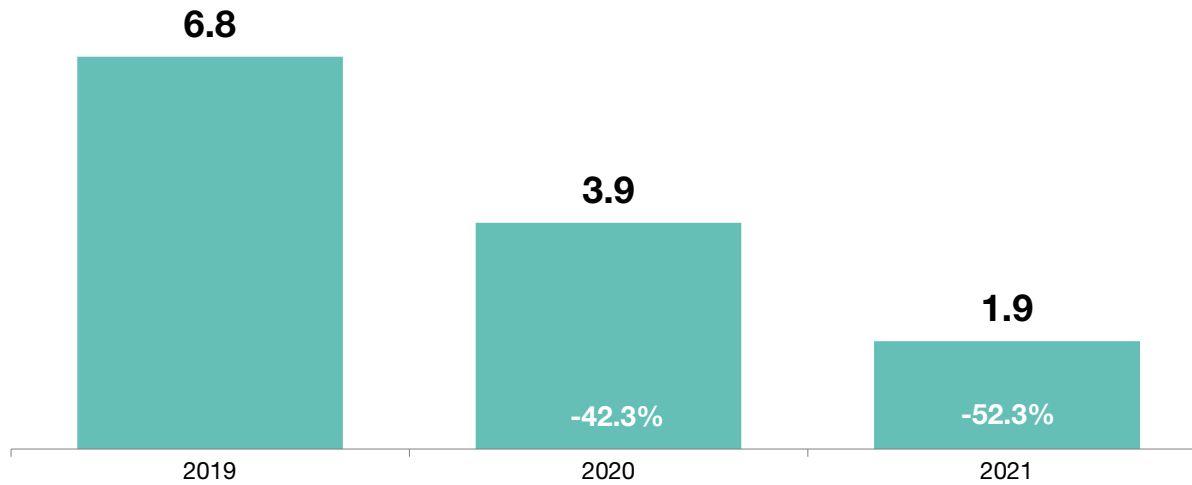


# Months Supply of Inventory

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.

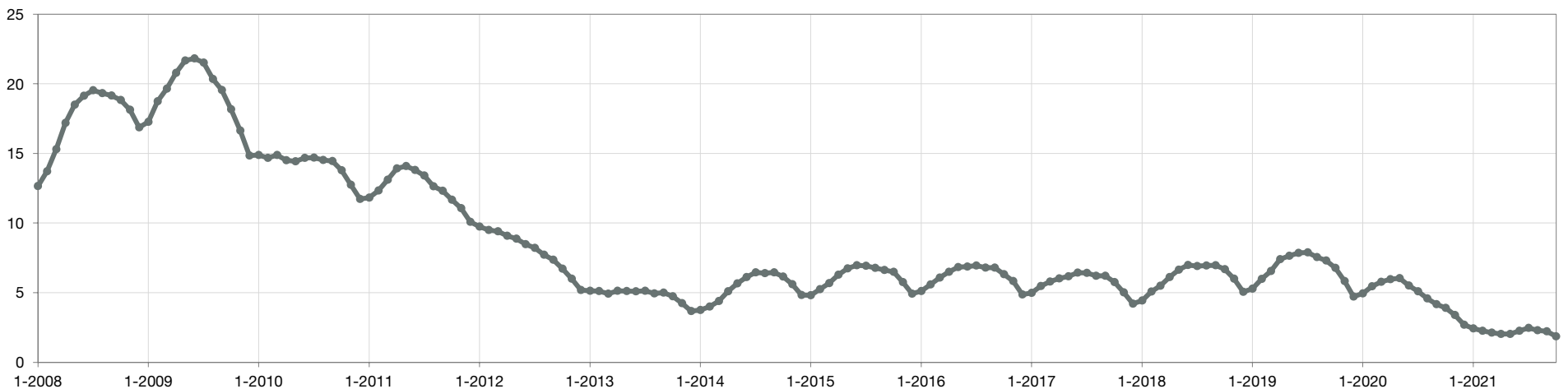


## October



| Month               | Prior Year | Current Year | + / -         |
|---------------------|------------|--------------|---------------|
| November 2020       | 5.8        | 3.4          | -41.9%        |
| December 2020       | 4.7        | 2.7          | -42.9%        |
| January 2021        | 4.9        | 2.4          | -51.0%        |
| February 2021       | 5.4        | 2.2          | -58.7%        |
| March 2021          | 5.8        | 2.1          | -63.3%        |
| April 2021          | 6.0        | 2.0          | -66.0%        |
| May 2021            | 6.0        | 2.0          | -66.4%        |
| June 2021           | 5.5        | 2.3          | -58.8%        |
| July 2021           | 5.1        | 2.5          | -51.4%        |
| August 2021         | 4.6        | 2.3          | -49.8%        |
| September 2021      | 4.2        | 2.2          | -46.8%        |
| <b>October 2021</b> | <b>3.9</b> | <b>1.9</b>   | <b>-52.3%</b> |
| 12-Month Avg        | 5.2        | 2.3          | -54.7%        |

## Historical Months Supply of Inventory

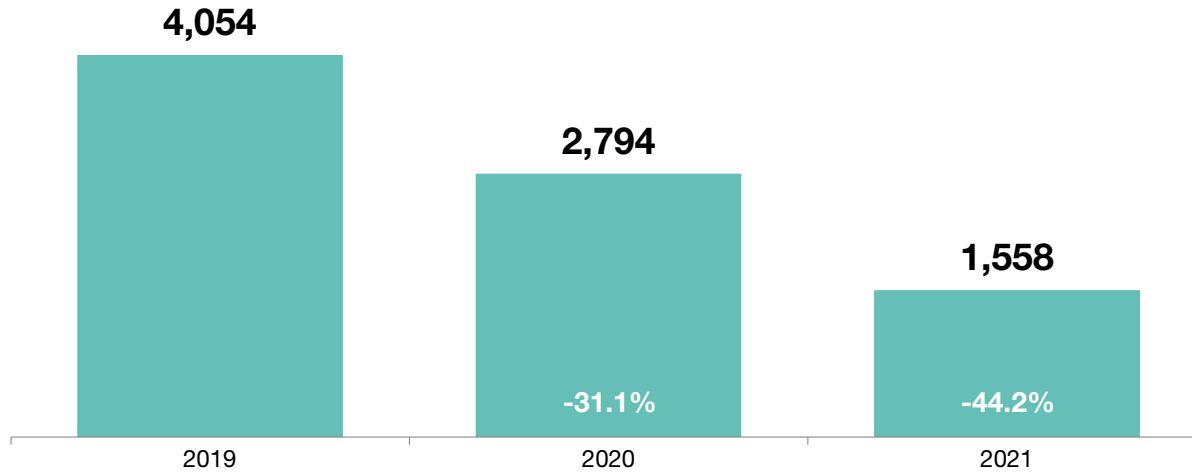


# Inventory of Homes for Sale

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



## October



| Month               | Prior Year   | Current Year | + / -         |
|---------------------|--------------|--------------|---------------|
| November 2020       | 3,533        | 2,452        | -30.6%        |
| December 2020       | 2,876        | 1,972        | -31.4%        |
| January 2021        | 3,054        | 1,814        | -40.6%        |
| February 2021       | 3,426        | 1,714        | -50.0%        |
| March 2021          | 3,535        | 1,708        | -51.7%        |
| April 2021          | 3,457        | 1,765        | -48.9%        |
| May 2021            | 3,410        | 1,823        | -46.5%        |
| June 2021           | 3,283        | 2,014        | -38.7%        |
| July 2021           | 3,224        | 2,148        | -33.4%        |
| August 2021         | 3,070        | 1,959        | -36.2%        |
| September 2021      | 2,899        | 1,858        | -35.9%        |
| <b>October 2021</b> | <b>2,794</b> | <b>1,558</b> | <b>-44.2%</b> |
| 12-Month Avg        | 3,213        | 1,899        | -40.7%        |

## Historical Inventory of Homes for Sale

