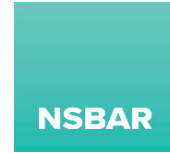


Monthly Indicators



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 2022

The 2022 real estate market begins where 2021 left off, in which existing home sales reached their highest level since 2006, with the National Association of REALTORS® reporting sales were up 8.5% compared to the previous year as homebuyers rushed to take advantage of historically low mortgage rates. Home sales would've been even greater were it not for soaring sales prices and a shortage of homes for sale in many markets, forcing a multitude of buyers to temporarily put their home purchase plans on hold.

New Listings in the North Shore-Barrington region decreased 30.0 percent to 662. Listings Under Contract were down 18.7 percent to 596. Inventory levels fell 54.0 percent to 839 units.

Prices continued to gain traction. The Median Sales Price increased 7.4 percent to \$510,000. Market Times were down 33.4 percent to 70 days. Sellers were encouraged as Months Supply of Inventory was down 58.1 percent to 1.0 months.

For many buyers, 2022 marks a new opportunity to make their home purchase dreams a reality. But it won't be without its challenges. Inventory of existing homes was at 910,000 at the start of the new year, the lowest level recorded since 1999, according to the National Association of REALTORS®, and competition remains fierce. Affordability continues to decline, as inflation, soaring sales prices, and surging mortgage interest rates reduce purchasing power. The sudden increase in rates and home prices means buyers are paying significantly more per month compared to this time last year, which may cause sales to slow as more buyers become priced out of the market.

Quick Facts

- 0.6%

+ 7.4%

- 54.0%

Change in
Closed Sales

Change in
Median Sales Price

Change in
Inventory

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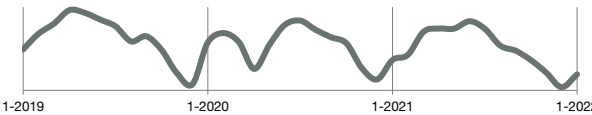
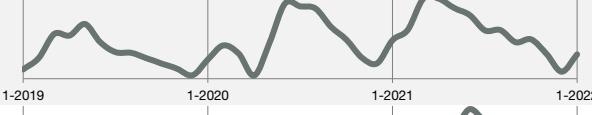

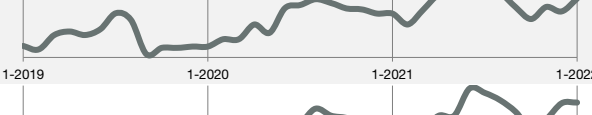









Market Overview

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

NSBAR

NORTH SHORE-BARRINGTON
ASSOCIATION OF REALTORS®

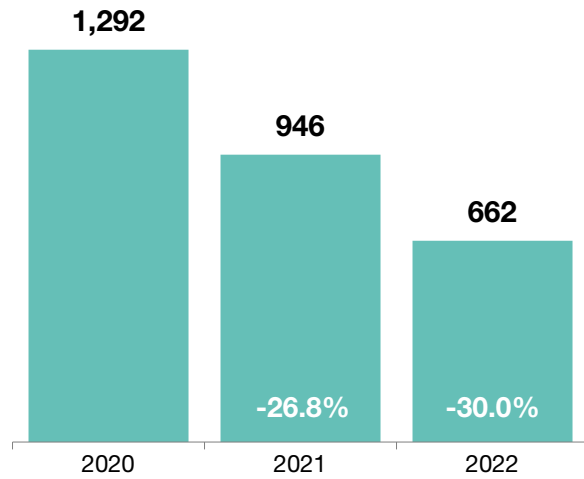
Key Metrics	Historical Sparklines	1-2021	1-2022	+ / -	YTD 2021	YTD 2022	+ / -
New Listings		946	662	- 30.0%	946	662	- 30.0%
Closed Sales		517	514	- 0.6%	517	514	- 0.6%
Under Contract (Contingent and Pending)		733	596	- 18.7%	733	596	- 18.7%
Median Sales Price		\$475,000	\$510,000	+ 7.4%	\$475,000	\$510,000	+ 7.4%
Average Sales Price		\$601,576	\$669,148	+ 11.2%	\$601,576	\$669,148	+ 11.2%
Average List Price		\$806,879	\$740,156	- 8.3%	\$806,879	\$740,156	- 8.3%
Percent of Original List Price Received		94.6%	96.4%	+ 1.9%	94.6%	96.4%	+ 1.9%
Housing Affordability Index		73	68	- 6.8%	73	68	- 6.8%
Market Time		105	70	- 33.4%	105	70	- 33.4%
Months Supply of Homes for Sale		2.4	1.0	- 58.1%	--	--	--
Inventory of Homes for Sale		1,822	839	- 54.0%	--	--	--

New Listings

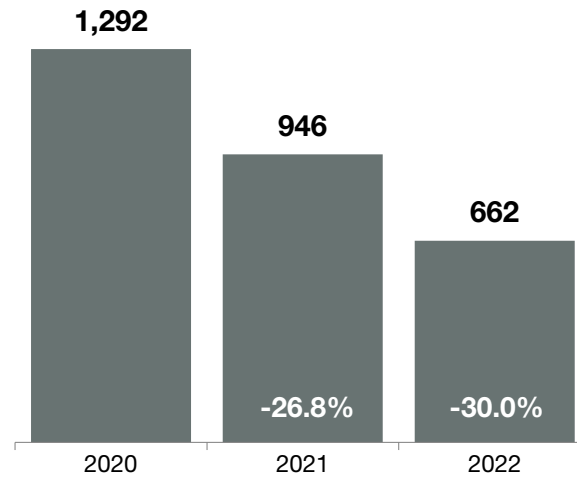
A count of the properties that have been newly listed on the market in a given month.



January

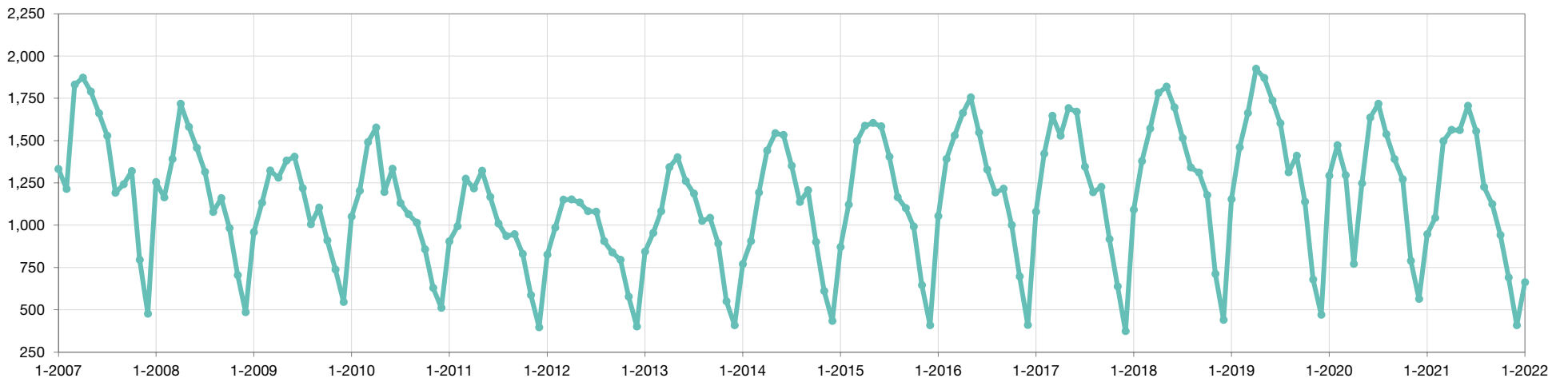


Year To Date



Month	Prior Year	Current Year	+ / -
February 2021	1,473	1,043	-29.2%
March 2021	1,295	1,497	+15.6%
April 2021	771	1,563	+102.7%
May 2021	1,247	1,562	+25.3%
June 2021	1,636	1,705	+4.2%
July 2021	1,717	1,555	-9.4%
August 2021	1,537	1,226	-20.2%
September 2021	1,390	1,124	-19.1%
October 2021	1,271	941	-26.0%
November 2021	789	691	-12.4%
December 2021	563	408	-27.5%
January 2022	946	662	-30.0%
12-Month Avg	1,220	1,165	-4.5%

Historical New Listing Activity

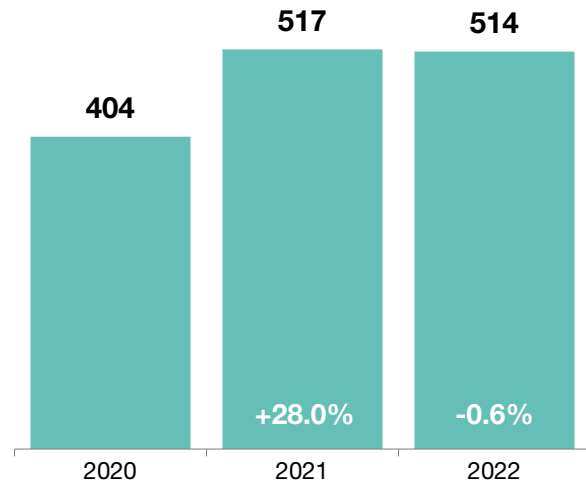


Closed Sales

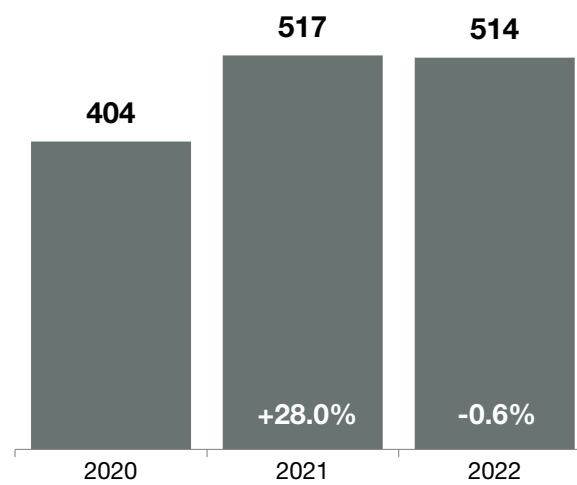
A count of the actual sales that have closed in a given month.



January

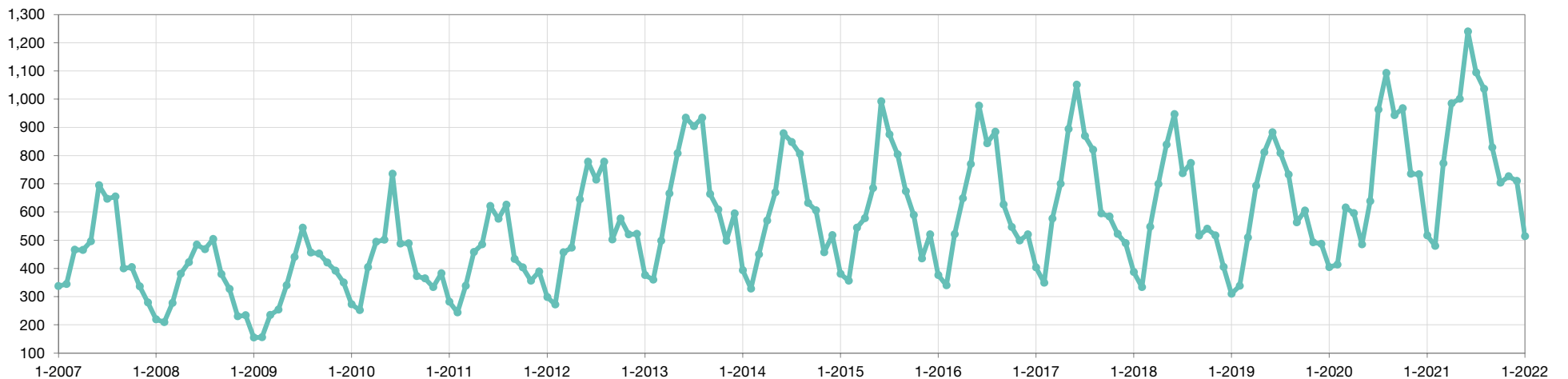


Year To Date



Month	Prior Year	Current Year	+ / -
February 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	1,240	+94.4%
July 2021	963	1,095	+13.7%
August 2021	1,093	1,037	-5.1%
September 2021	943	829	-12.1%
October 2021	968	704	-27.3%
November 2021	735	726	-1.2%
December 2021	734	710	-3.3%
January 2022	517	514	-0.6%
12-Month Avg	725	841	+22.7%

Historical Closed Sales Activity

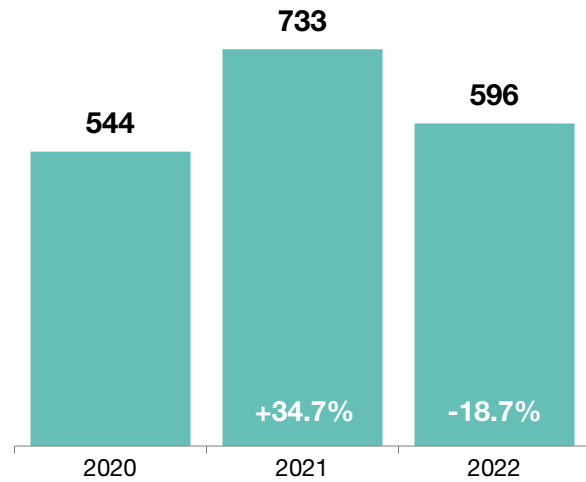


Under Contract

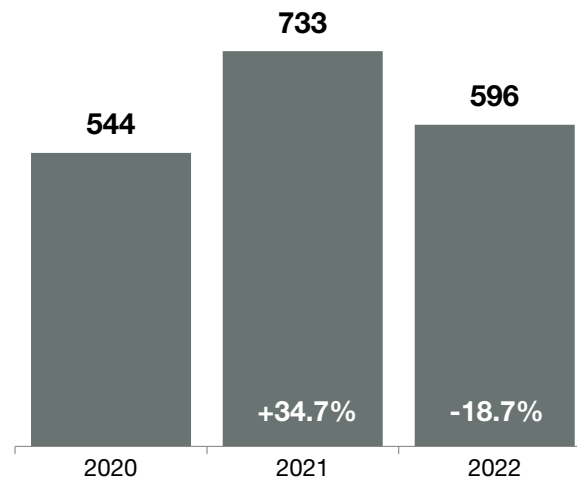
A count of the properties in either a contingent or pending status in a given month.



January

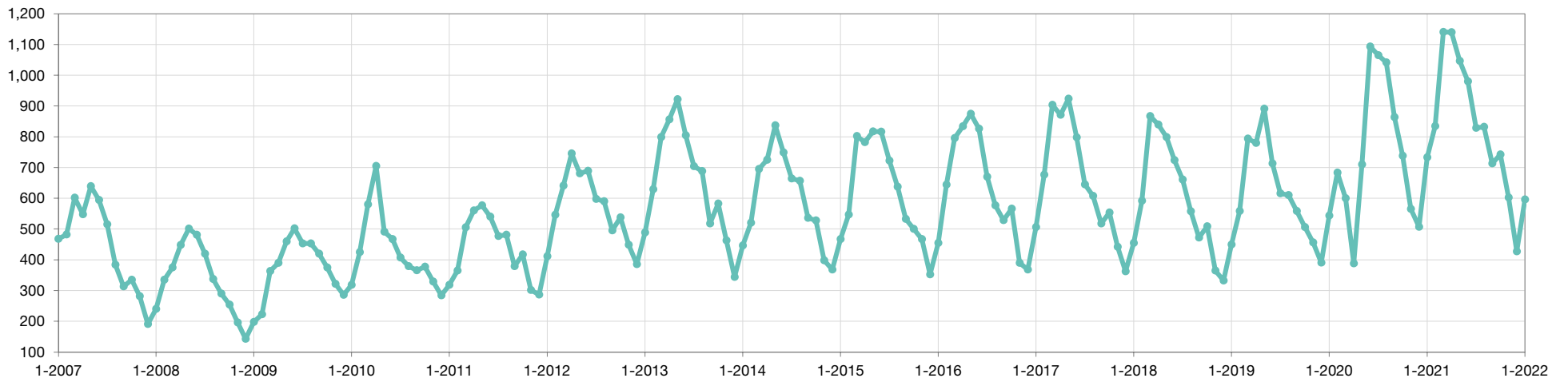


Year To Date



Month	Prior Year	Current Year	+ / -
February 2021	683	835	+22.3%
March 2021	600	1,141	+90.2%
April 2021	388	1,140	+193.8%
May 2021	710	1,047	+47.5%
June 2021	1,093	980	-10.3%
July 2021	1,065	829	-22.2%
August 2021	1,042	832	-20.2%
September 2021	864	713	-17.5%
October 2021	738	742	+0.5%
November 2021	565	603	+6.7%
December 2021	507	427	-15.8%
January 2022	733	596	-18.7%
12-Month Avg	749	824	+10.0%

Historical Under Contract Activity

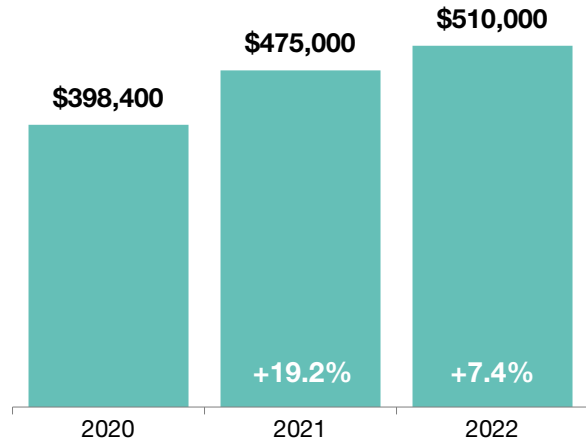


Median Sales Price

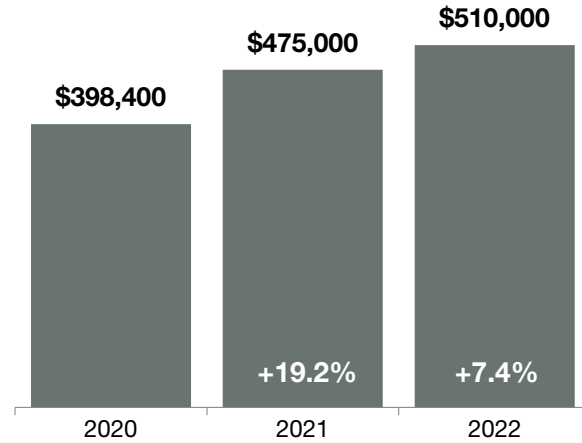
Median price point for all closed sales, not accounting for seller concessions, in a given month.



January

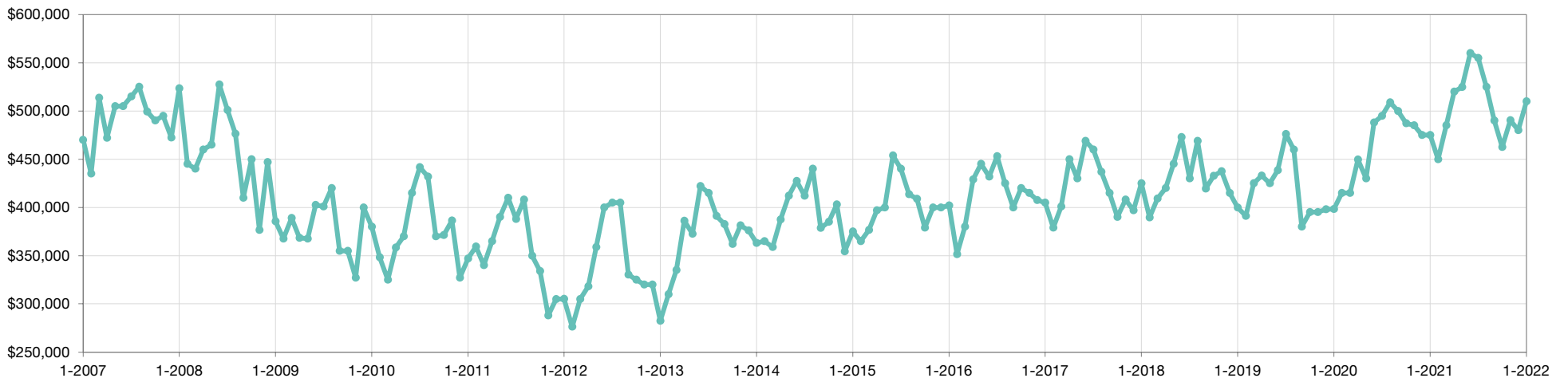


Year To Date



Month	Prior Year	Current Year	+ / -
February 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%
October 2021	\$487,250	\$462,500	-5.1%
November 2021	\$485,000	\$490,434	+1.1%
December 2021	\$475,000	\$480,000	+1.1%
January 2022	\$475,000	\$510,000	+7.4%
12-Month Med	\$475,000	\$511,250	+7.6%

Historical Median Sales Price

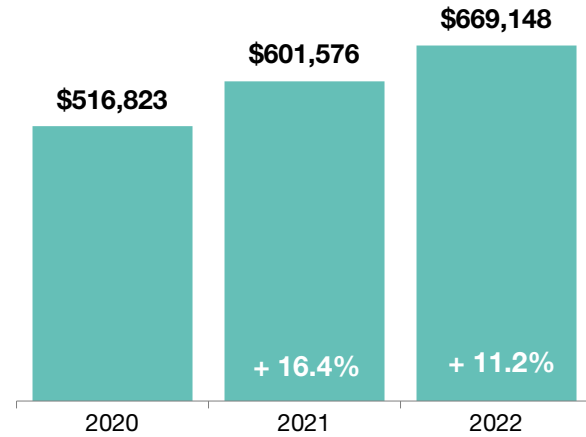


Average Sales Price

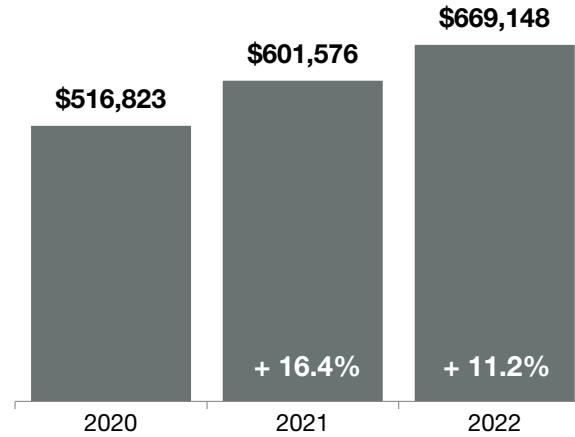
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



January

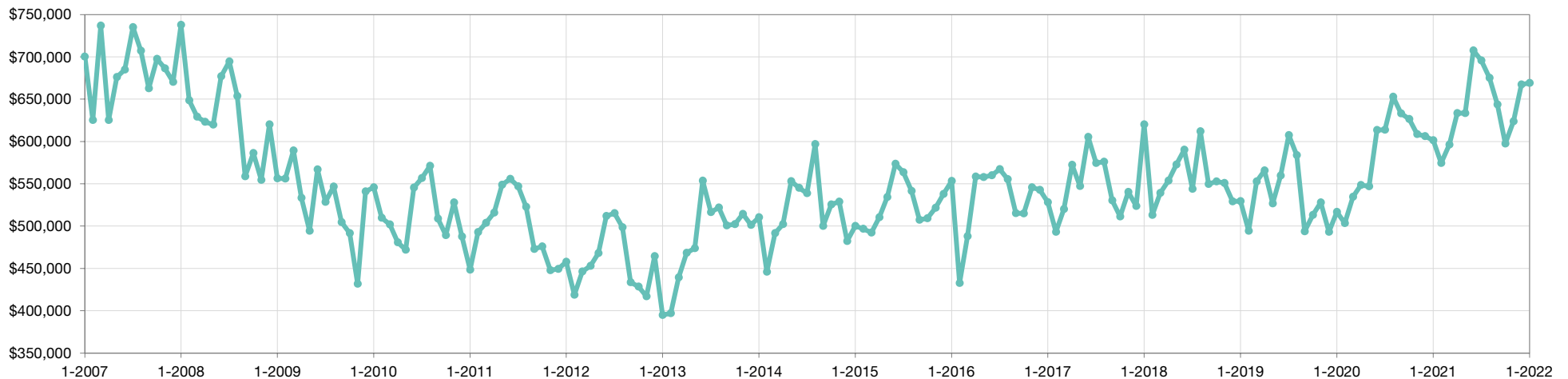


Year To Date



Month	Prior Year	Current Year	+ / -
February 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	\$707,717	+15.4%
July 2021	\$613,897	\$695,901	+13.4%
August 2021	\$652,725	\$675,077	+3.4%
September 2021	\$633,116	\$643,625	+1.7%
October 2021	\$626,566	\$597,461	-4.6%
November 2021	\$608,726	\$623,762	+2.5%
December 2021	\$606,245	\$667,470	+10.1%
January 2022	\$601,576	\$669,148	+11.2%
12-Month Avg	\$601,337	\$649,800	+8.1%

Historical Average Sales Price



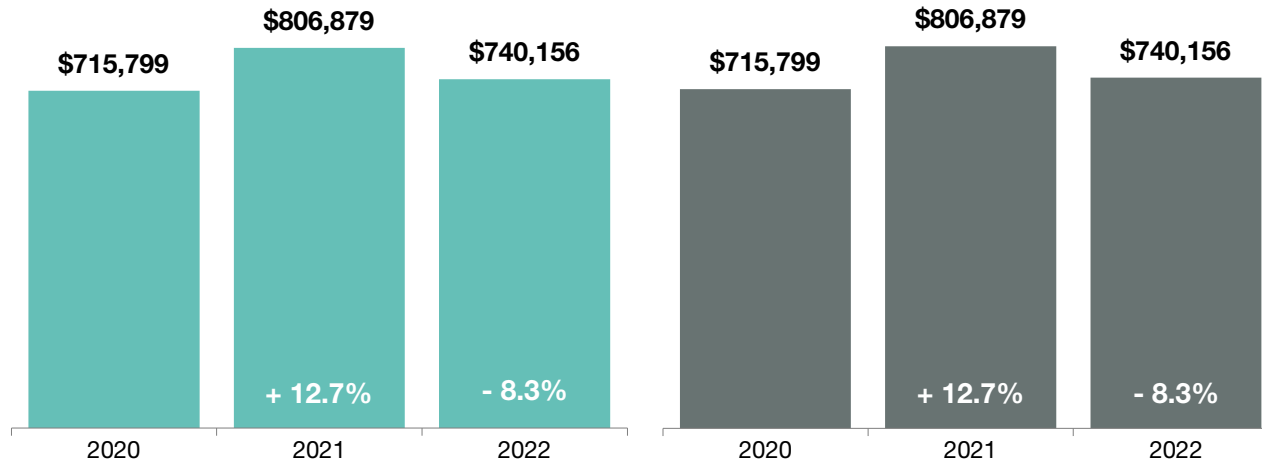
Average List Price

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



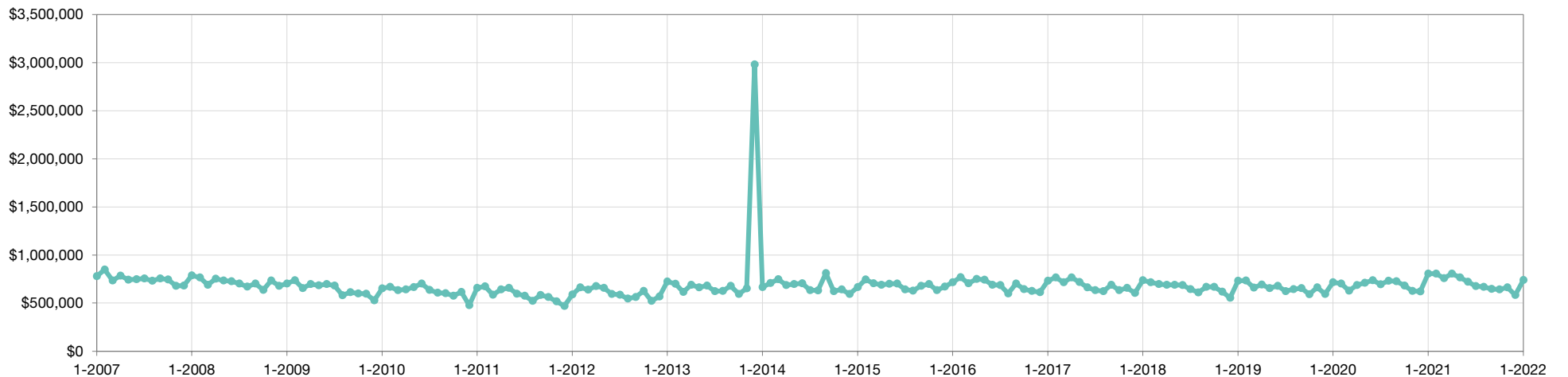
January

Year To Date



Month	Prior Year	Current Year	+ / -
February 2021	\$701,546	\$806,866	+15.0%
March 2021	\$628,845	\$758,065	+20.5%
April 2021	\$685,403	\$804,348	+17.4%
May 2021	\$709,032	\$765,252	+7.9%
June 2021	\$736,638	\$720,865	-2.1%
July 2021	\$695,428	\$675,266	-2.9%
August 2021	\$731,487	\$667,084	-8.8%
September 2021	\$725,871	\$646,180	-11.0%
October 2021	\$682,411	\$642,584	-5.8%
November 2021	\$625,221	\$661,931	+5.9%
December 2021	\$621,117	\$584,310	-5.9%
January 2022	\$806,879	\$740,156	-8.3%
12-Month Avg	\$701,487	\$718,286	+2.4%

Historical Average List Price



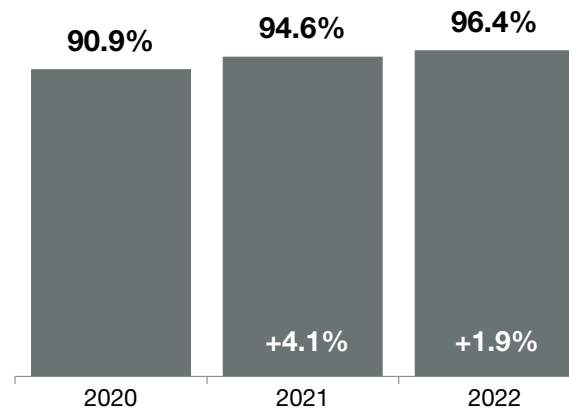
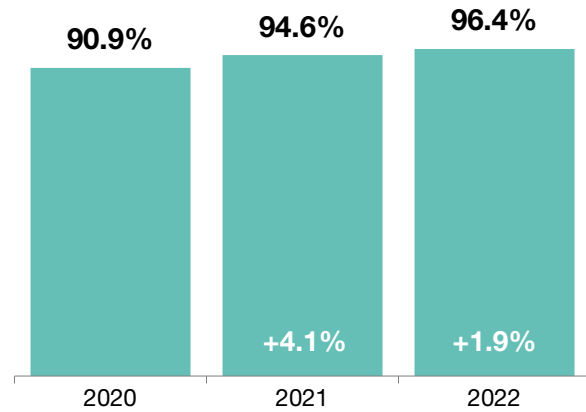
Percent of Original List Price Received



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.

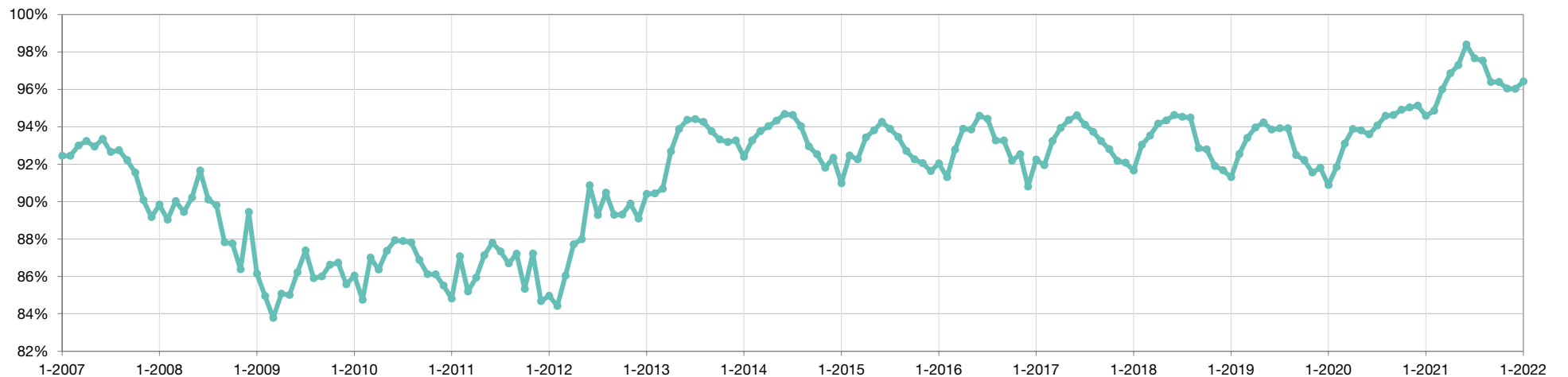
January

Year To Date



Month	Prior Year	Current Year	+ / -
February 2021	91.8%	94.9%	+3.3%
March 2021	93.1%	96.0%	+3.1%
April 2021	93.9%	96.9%	+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%
October 2021	94.9%	96.4%	+1.6%
November 2021	95.0%	96.0%	+1.1%
December 2021	95.1%	96.0%	+0.9%
January 2022	94.6%	96.4%	+1.9%
12-Month Avg	94.2%	96.9%	+2.8%

Historical Percent of Original List Price Received

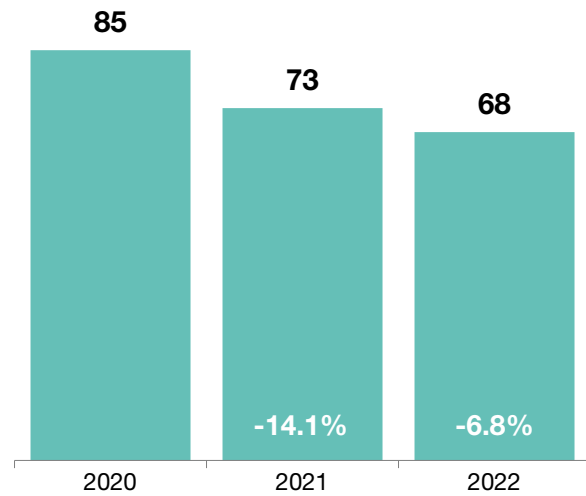


Housing Affordability Index

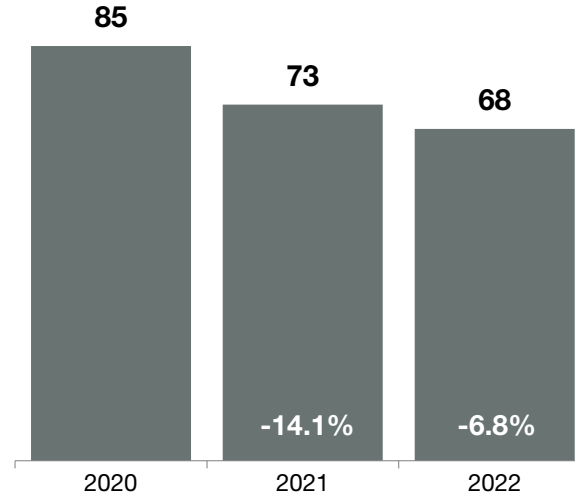


This index measures housing affordability for the region. For example, an index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**

January

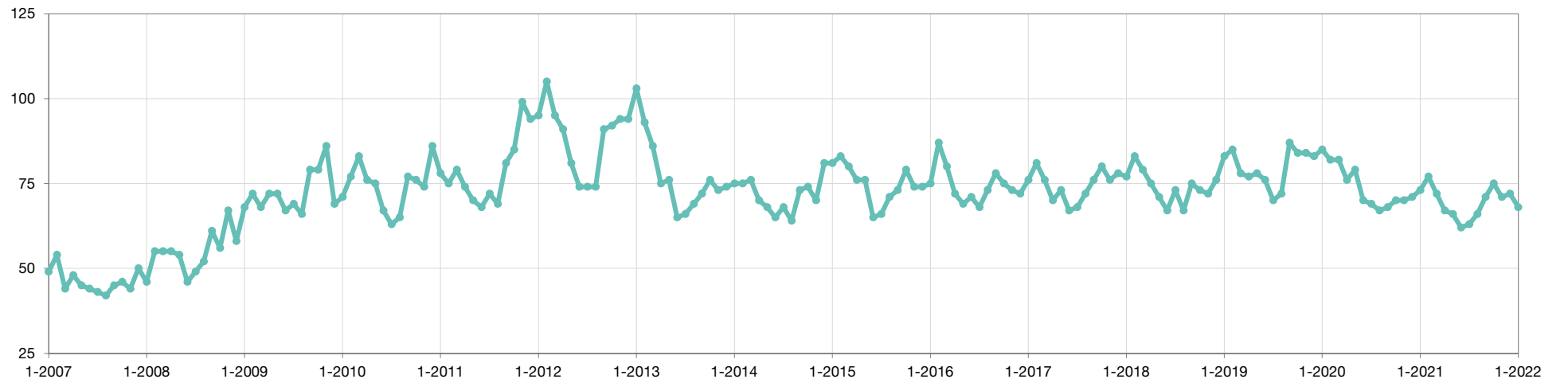


Year To Date



Month	Prior Year	Current Year	+ / -
February 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%
October 2021	70	75	+7.1%
November 2021	70	71	+1.4%
December 2021	71	72	+1.4%
January 2022	73	68	-6.8%
12-Month Avg	73	69	-5.1%

Historical Housing Affordability Index

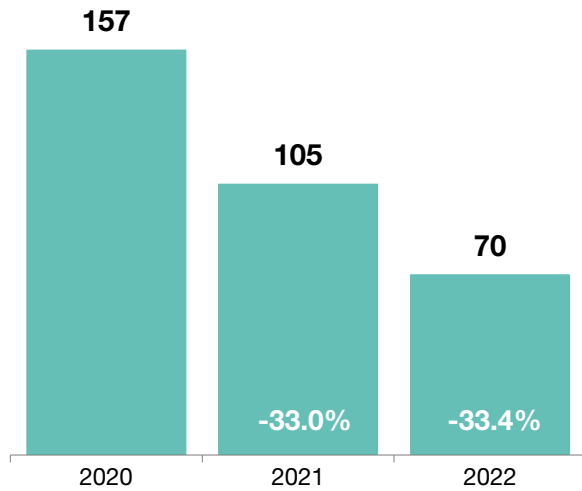


Market Time

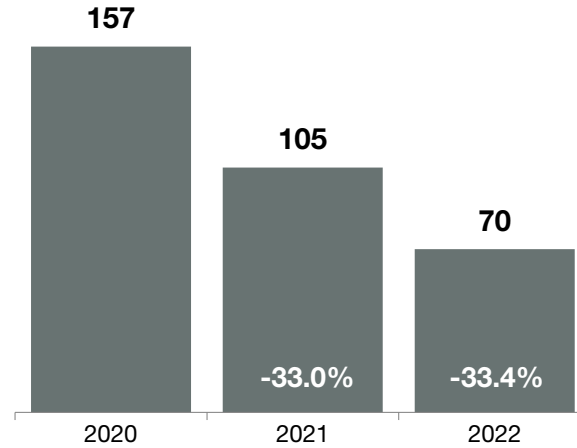
Average number of days between when a property is listed and when an offer is accepted in a given month.



January

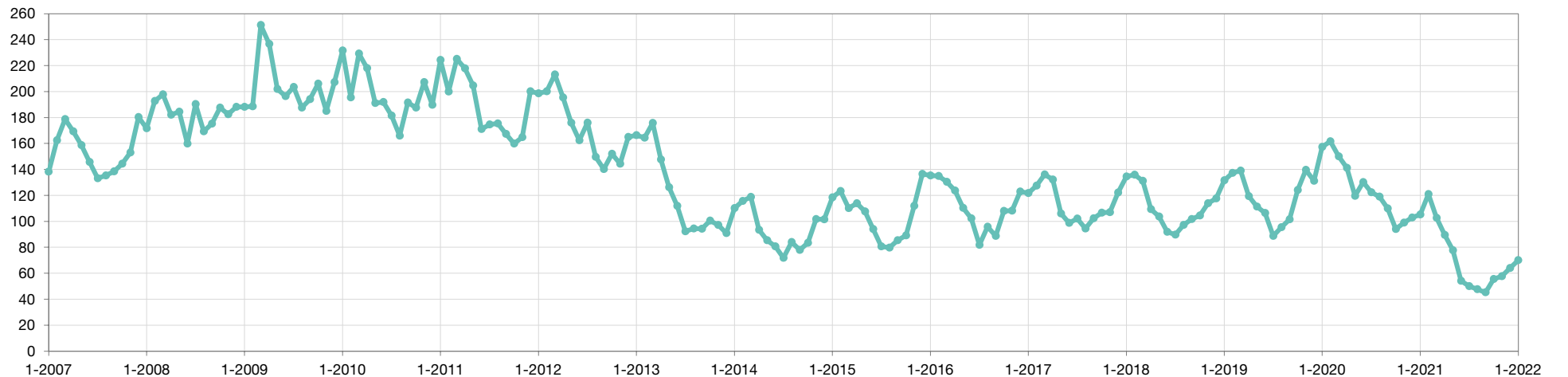


Year To Date



Month	Prior Year	Current Year	+ / -
February 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%
October 2021	94	55	-41.1%
November 2021	99	58	-41.6%
December 2021	103	64	-37.8%
January 2022	105	70	-33.4%
12-Month Avg	118	67	-43.5%

Historical Market Times

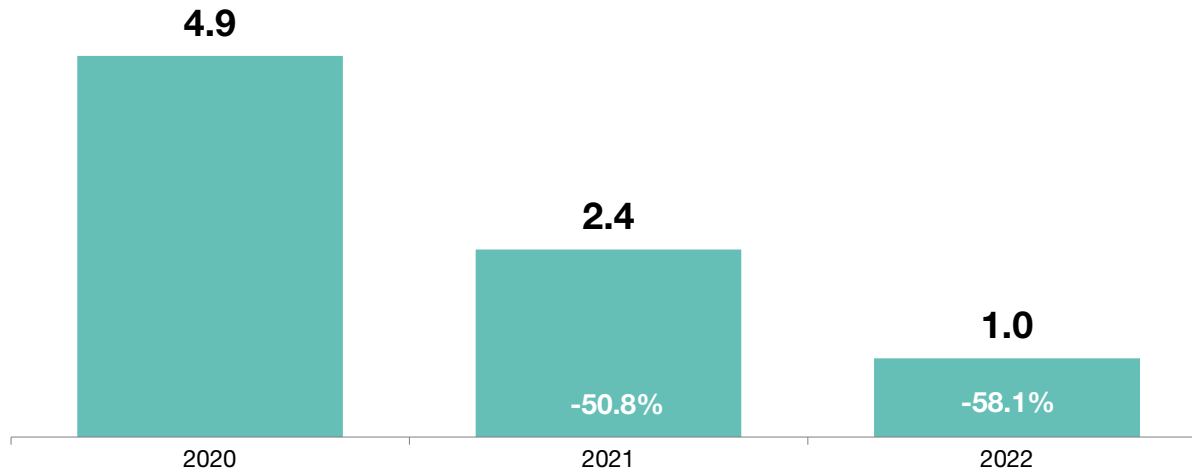


Months Supply of Inventory

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.

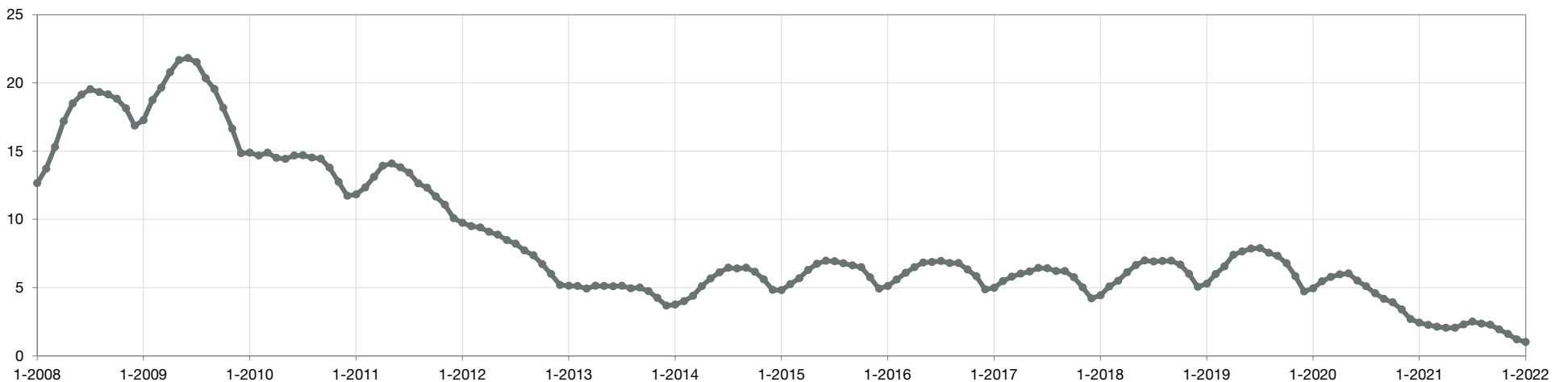


January



Month	Prior Year	Current Year	+ / -
February 2021	5.5	2.3	-58.5%
March 2021	5.8	2.1	-63.2%
April 2021	6.0	2.0	-65.7%
May 2021	6.0	2.1	-66.1%
June 2021	5.5	2.3	-58.4%
July 2021	5.1	2.5	-50.8%
August 2021	4.6	2.3	-48.9%
September 2021	4.2	2.3	-45.3%
October 2021	3.9	1.9	-50.6%
November 2021	3.4	1.6	-53.1%
December 2021	2.7	1.2	-55.8%
January 2022	2.4	1.0	-58.1%
12-Month Avg	4.6	2.0	-57.0%

Historical Months Supply of Inventory

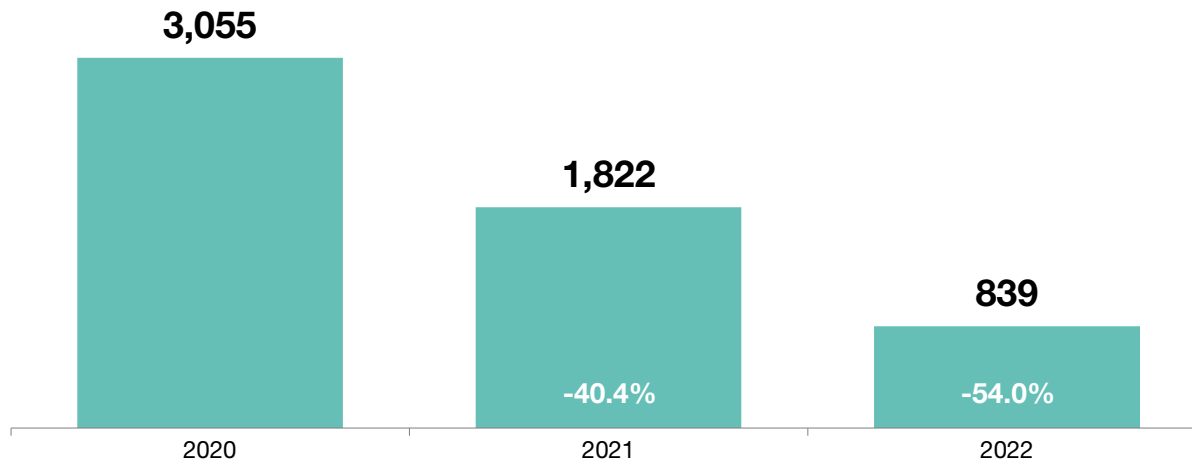


Inventory of Homes for Sale

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



January



Month	Prior Year	Current Year	+ / -
February 2021	3,427	1,722	-49.8%
March 2021	3,536	1,716	-51.5%
April 2021	3,459	1,779	-48.6%
May 2021	3,412	1,841	-46.0%
June 2021	3,286	2,036	-38.0%
July 2021	3,227	2,175	-32.6%
August 2021	3,073	1,994	-35.1%
September 2021	2,903	1,914	-34.1%
October 2021	2,799	1,623	-42.0%
November 2021	2,457	1,340	-45.5%
December 2021	1,978	996	-49.6%
January 2022	1,822	839	-54.0%
12-Month Avg	2,948	1,665	-43.9%

Historical Inventory of Homes for Sale

