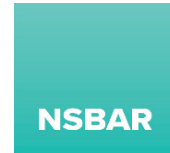


Monthly Indicators



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

February 2022

The U.S. real estate market remains hot ahead of the spring selling season, with existing home sales up 6.7% as of last measure, according to the National Association of REALTORS®. Experts attribute the growth in sales to an uptick in mortgage interest rates, as buyers rushed to lock down their home purchases before rates move higher. Mortgage rates have increased almost a full percentage point since December, with the average 30-year fixed-rate mortgage briefly exceeding 4% in February, the highest level since May 2019.

New Listings in the North Shore-Barrington region decreased 31.5 percent to 716. Listings Under Contract were down 26.0 percent to 618. Inventory levels fell 54.3 percent to 789 units.

Prices continued to gain traction. The Median Sales Price increased 7.8 percent to \$485,250. Market Times were down 34.0 percent to 80 days. Sellers were encouraged as Months Supply of Inventory was down 57.0 percent to 1.0 months.

Inventory was at an all-time low of 860,000 as February began, down 17% from a year ago and equivalent to 1.6 months supply. According to Lawrence Yun, Chief Economist at the National Association of REALTORS®, much of the current housing supply is concentrated at the upper end of the market, where inventory is increasing, while homes priced at the lower end of the market are quickly disappearing, leaving many first-time buyers behind. The shortage of homes is boosting demand even further, and with bidding wars common in many markets, it's no surprise sales prices continue to soar.

Quick Facts

+ 4.2%

Change in
Closed Sales

+ 7.8%

Change in
Median Sales Price

- 54.3%

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

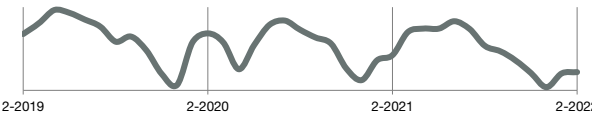
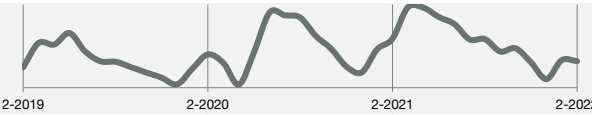
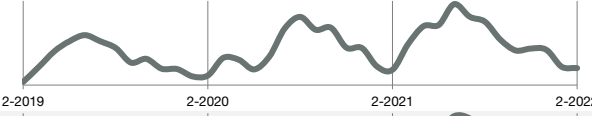
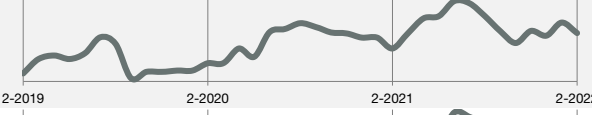

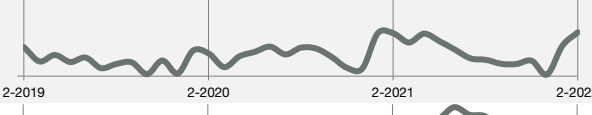
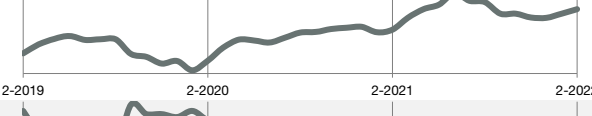






Market Overview

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

NSBAR

NORTH SHORE-BARRINGTON
ASSOCIATION OF REALTORS®

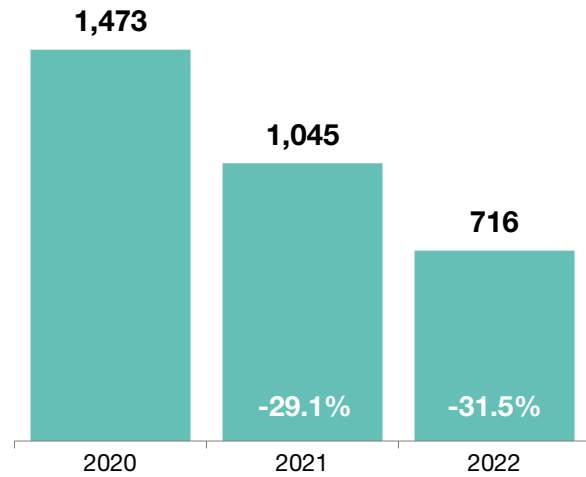
Key Metrics	Historical Sparklines	2-2021	2-2022	+ / -	YTD 2021	YTD 2022	+ / -
New Listings		1,045	716	- 31.5%	1,992	1,409	- 29.3%
Closed Sales		480	500	+ 4.2%	997	1,015	+ 1.8%
Under Contract (Contingent and Pending)		835	618	- 26.0%	1,568	1,246	- 20.5%
Median Sales Price		\$450,000	\$485,250	+ 7.8%	\$464,000	\$500,000	+ 7.8%
Average Sales Price		\$574,408	\$628,982	+ 9.5%	\$588,496	\$648,940	+ 10.3%
Average List Price		\$807,370	\$811,762	+ 0.5%	\$807,131	\$777,208	- 3.7%
Percent of Original List Price Received		94.9%	96.8%	+ 2.1%	94.7%	96.6%	+ 2.0%
Housing Affordability Index		77	72	- 6.5%	75	70	- 6.7%
Market Time		121	80	- 34.0%	113	75	- 33.5%
Months Supply of Homes for Sale		2.3	1.0	- 57.0%	--	--	--
Inventory of Homes for Sale		1,727	789	- 54.3%	--	--	--

New Listings

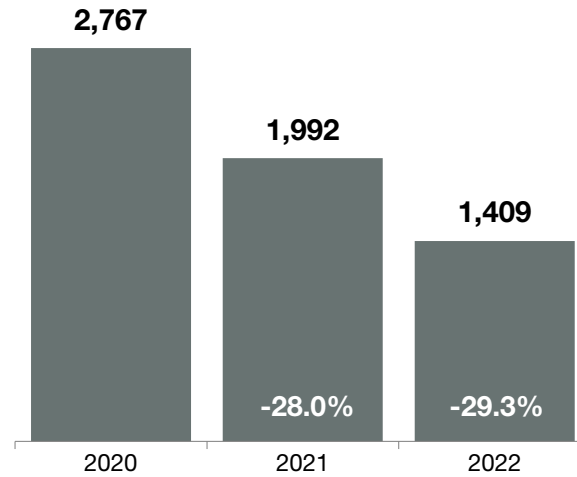
A count of the properties that have been newly listed on the market in a given month.



February

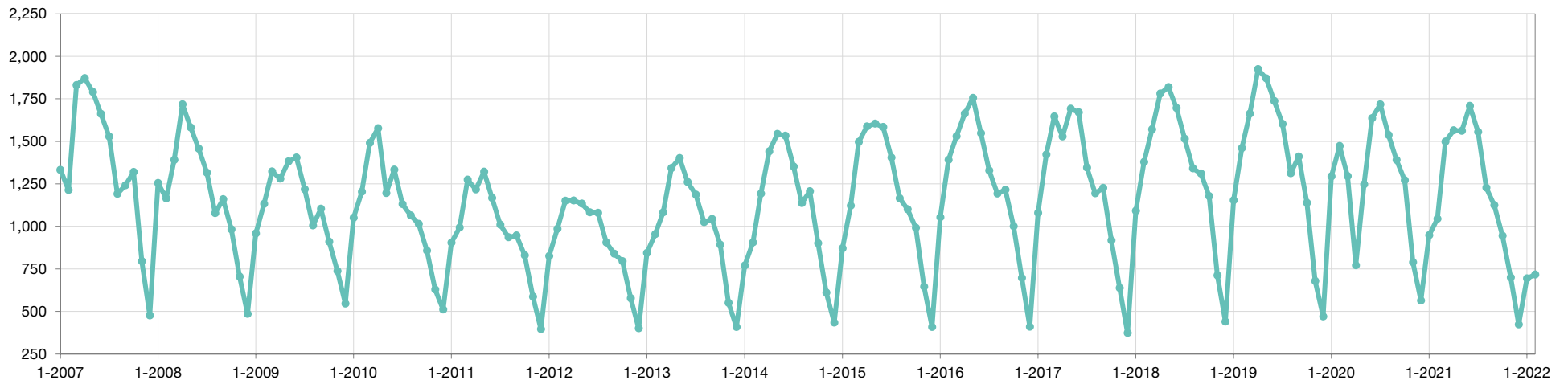


Year To Date



Month	Prior Year	Current Year	+ / -
March 2021	1,295	1,498	+15.7%
April 2021	771	1,564	+102.9%
May 2021	1,247	1,562	+25.3%
June 2021	1,636	1,708	+4.4%
July 2021	1,717	1,555	-9.4%
August 2021	1,537	1,228	-20.1%
September 2021	1,390	1,125	-19.1%
October 2021	1,271	944	-25.7%
November 2021	789	699	-11.4%
December 2021	563	423	-24.9%
January 2022	947	693	-26.8%
February 2022	1,045	716	-31.5%
12-Month Avg	1,184	1,143	-3.5%

Historical New Listing Activity

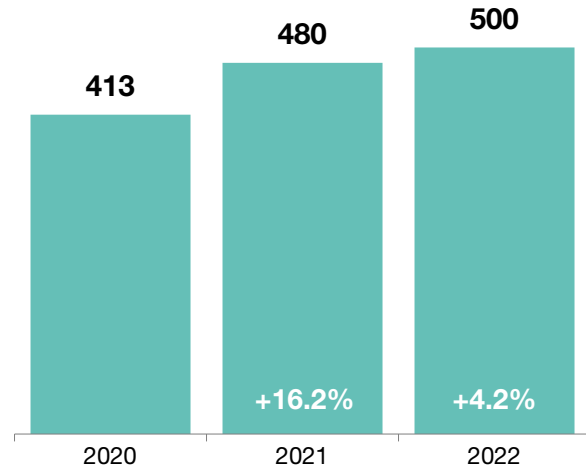


Closed Sales

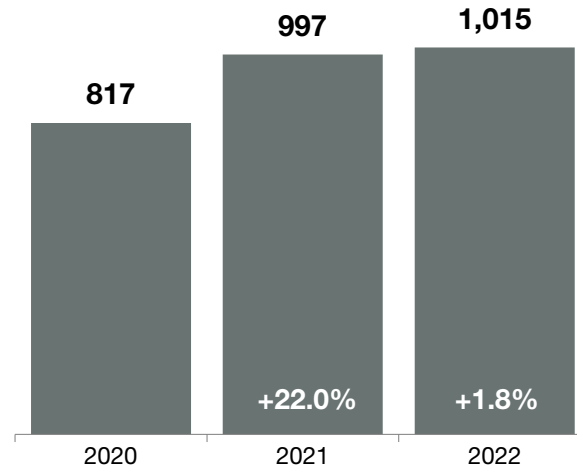
A count of the actual sales that have closed in a given month.



February

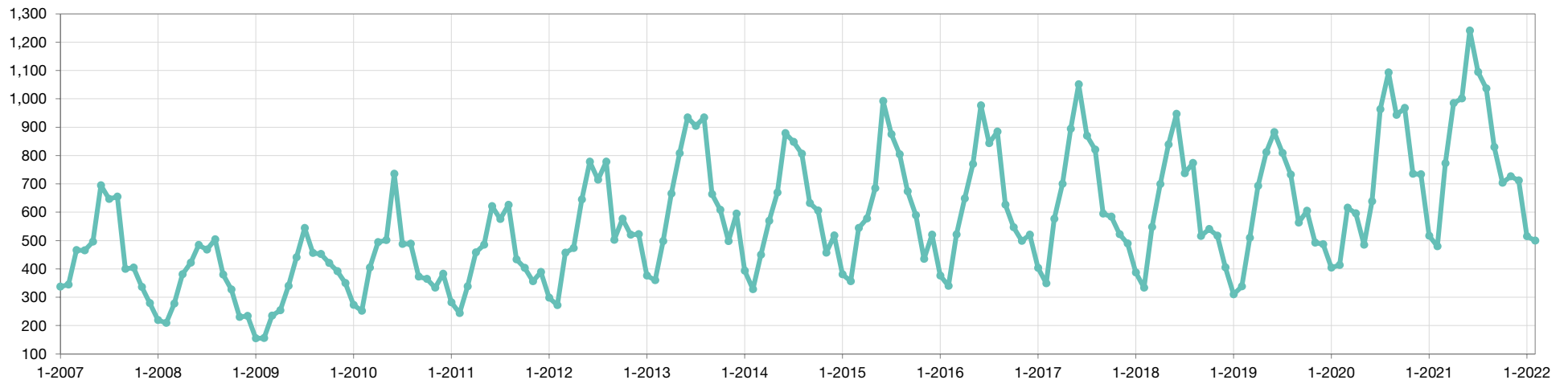


Year To Date



Month	Prior Year	Current Year	+ / -
March 2021	616	773	+25.5%
April 2021	596	985	+65.3%
May 2021	485	1,001	+106.4%
June 2021	638	1,241	+94.5%
July 2021	963	1,095	+13.7%
August 2021	1,093	1,037	-5.1%
September 2021	943	830	-12.0%
October 2021	968	704	-27.3%
November 2021	735	726	-1.2%
December 2021	734	712	-3.0%
January 2022	517	515	-0.4%
February 2022	480	500	+4.2%
12-Month Avg	731	843	+21.7%

Historical Closed Sales Activity

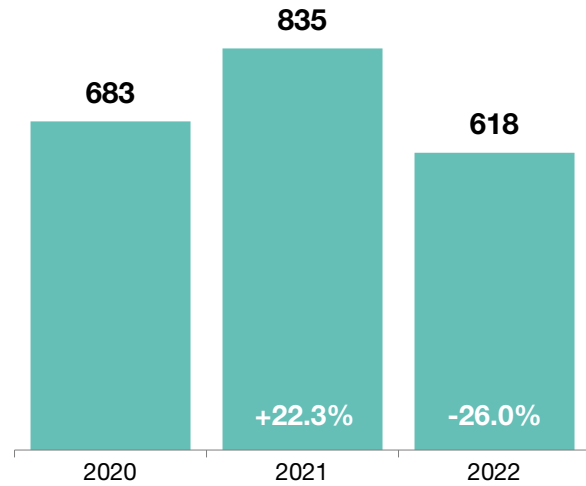


Under Contract

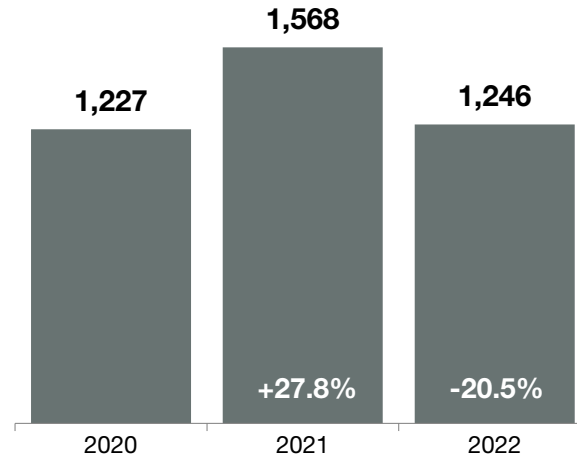
A count of the properties in either a contingent or pending status in a given month.



February

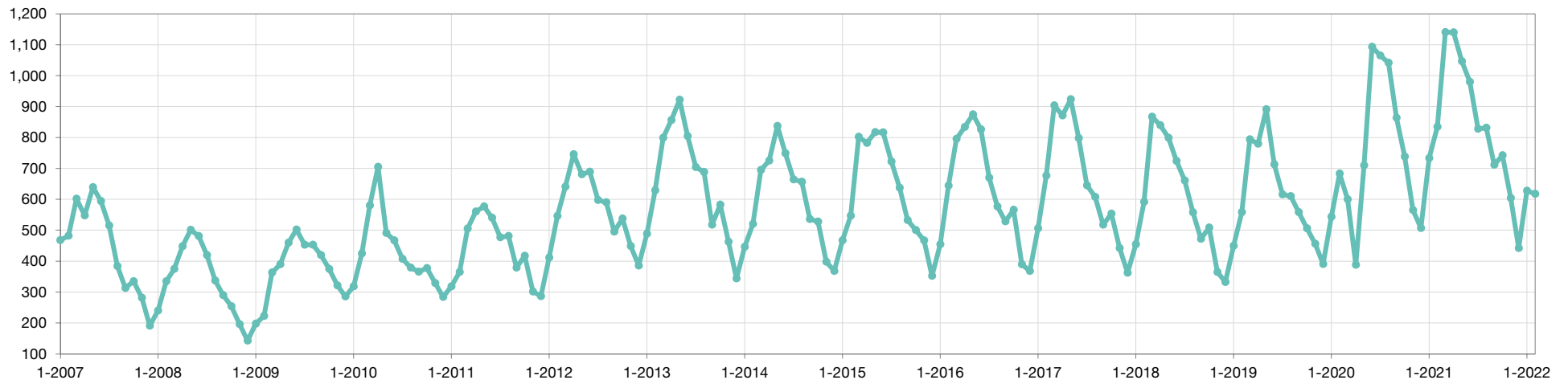


Year To Date



Month	Prior Year	Current Year	+ / -
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	828	-22.3%
August 2021	1,042	831	-20.2%
September 2021	864	712	-17.6%
October 2021	738	742	+0.5%
November 2021	565	604	+6.9%
December 2021	507	442	-12.8%
January 2022	733	628	-14.3%
February 2022	835	618	-26.0%
12-Month Avg	762	809	+6.3%

Historical Under Contract Activity

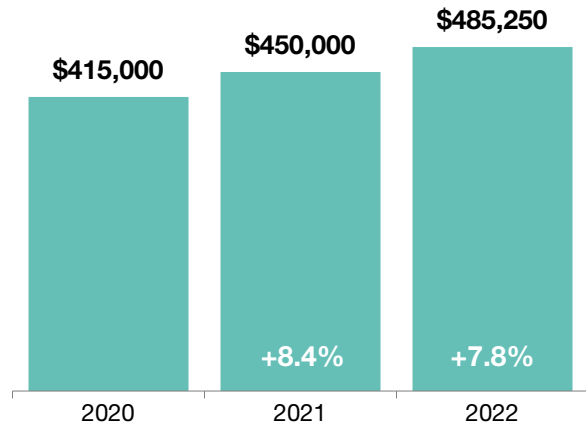


Median Sales Price

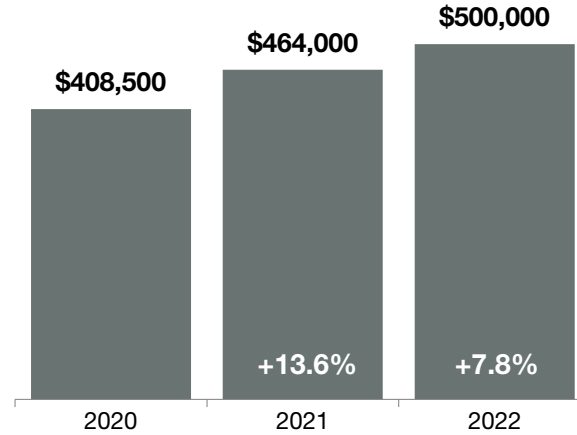
Median price point for all closed sales, not accounting for seller concessions, in a given month.



February

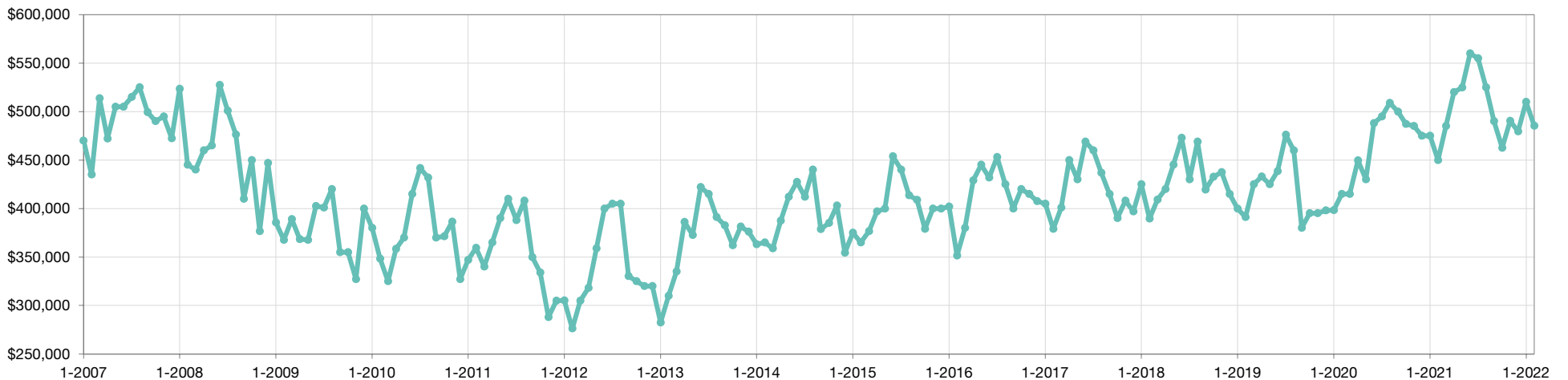


Year To Date



Month	Prior Year	Current Year	+ / -
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	\$479,500	+0.9%
January 2022	\$475,000	\$510,000	+7.4%
February 2022	\$450,000	\$485,250	+7.8%
12-Month Med	\$475,000	\$515,000	+8.4%

Historical Median Sales Price

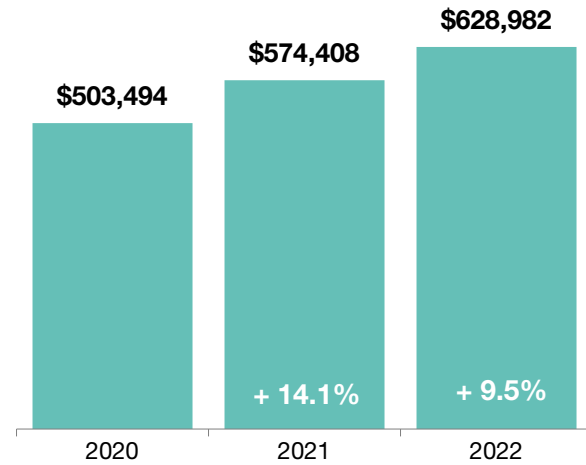


Average Sales Price

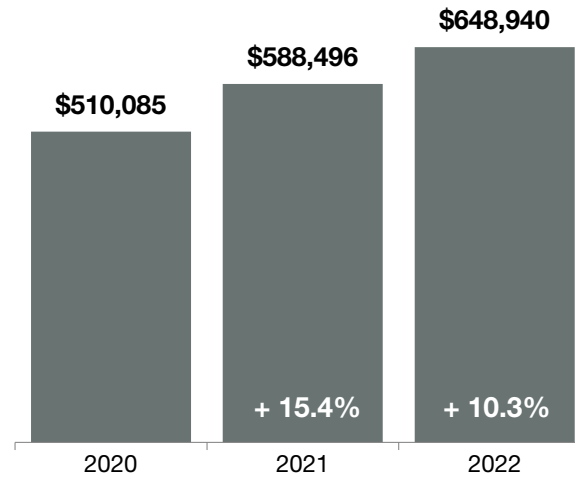
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



February

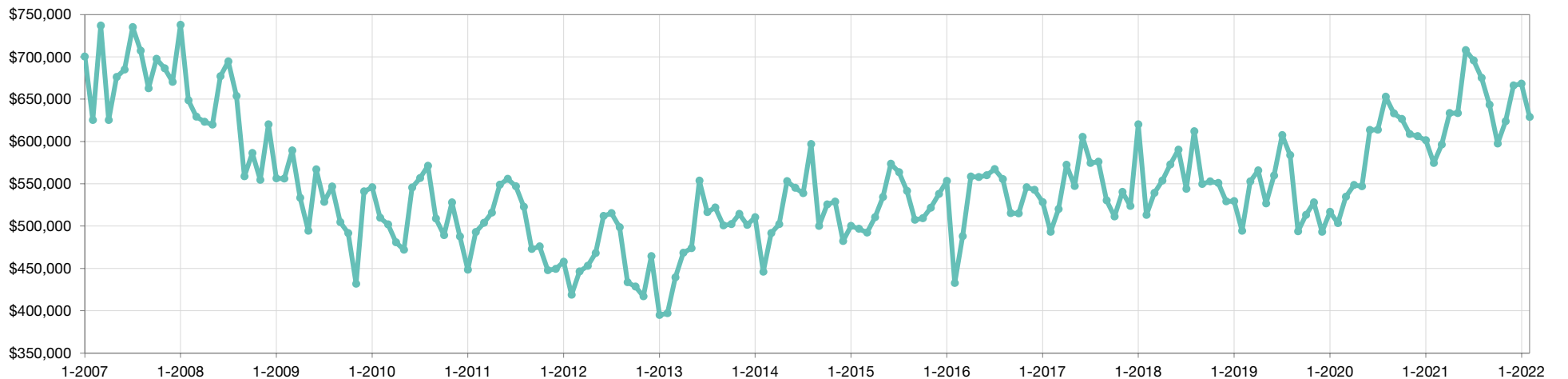


Year To Date



Month	Prior Year	Current Year	+ / -
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	\$708,025	+15.4%
July 2021	\$613,897	\$695,901	+13.4%
August 2021	\$652,725	\$675,077	+3.4%
September 2021	\$633,116	\$643,391	+1.6%
October 2021	\$626,566	\$597,461	-4.6%
November 2021	\$608,726	\$623,762	+2.5%
December 2021	\$606,245	\$666,290	+9.9%
January 2022	\$601,576	\$668,316	+11.1%
February 2022	\$574,408	\$628,982	+9.5%
12-Month Avg	\$604,471	\$652,251	+7.9%

Historical Average Sales Price

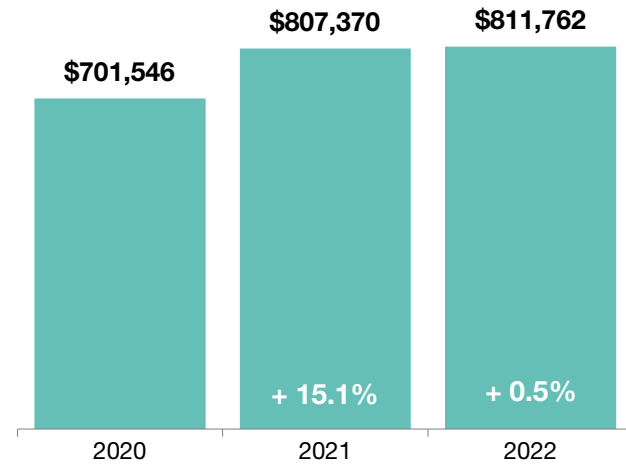


Average List Price

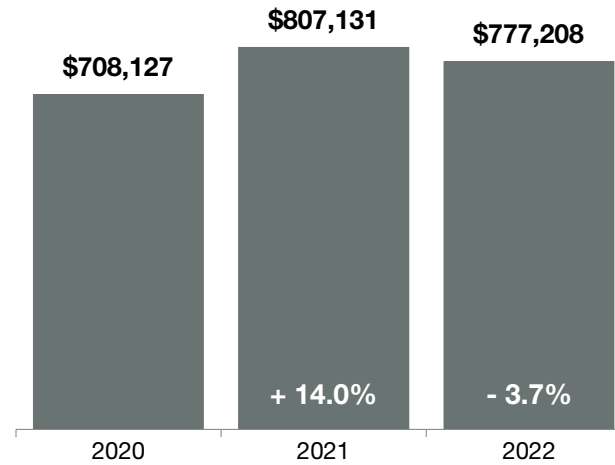
Average list price for all new listings in a given month.



February

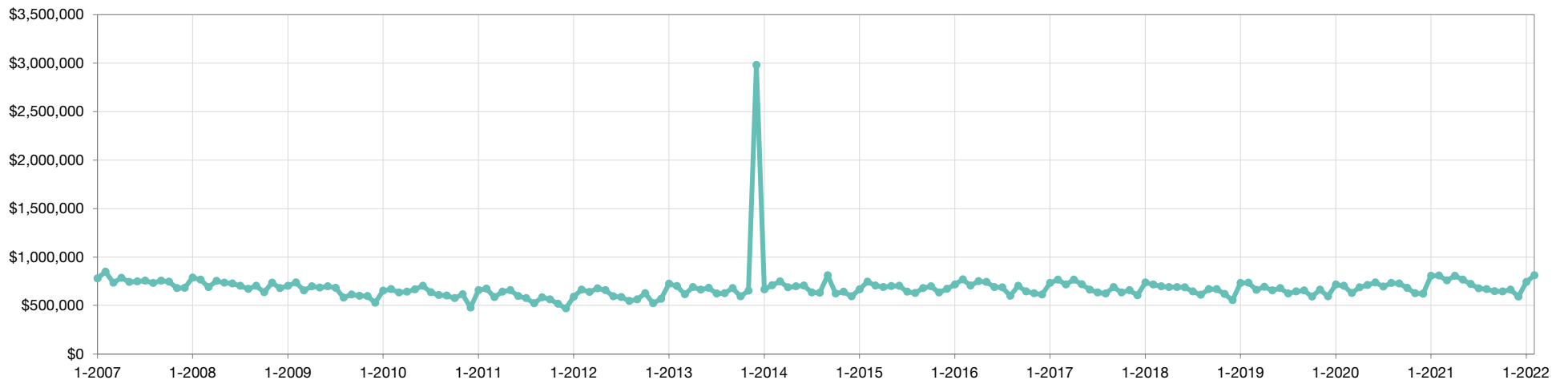


Year To Date



Month	Prior Year	Current Year	+ / -
March 2021	\$628,845	\$758,296	+20.6%
April 2021	\$685,403	\$804,282	+17.3%
May 2021	\$709,032	\$765,281	+7.9%
June 2021	\$736,638	\$721,045	-2.1%
July 2021	\$695,428	\$674,970	-2.9%
August 2021	\$731,487	\$667,809	-8.7%
September 2021	\$725,871	\$646,149	-11.0%
October 2021	\$682,411	\$644,433	-5.6%
November 2021	\$625,221	\$662,341	+5.9%
December 2021	\$621,117	\$590,039	-5.0%
January 2022	\$806,871	\$741,558	-8.1%
February 2022	\$807,370	\$811,762	+0.5%
12-Month Avg	\$709,144	\$716,883	+1.1%

Historical Average List Price



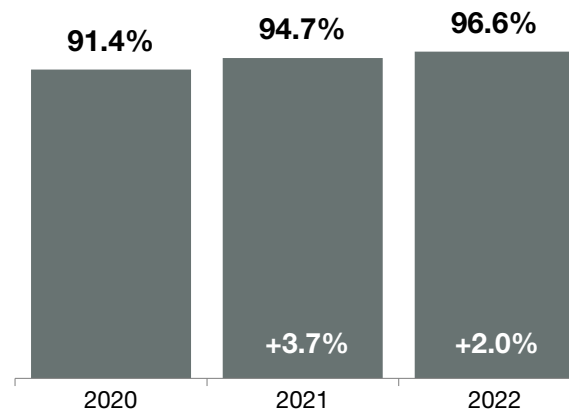
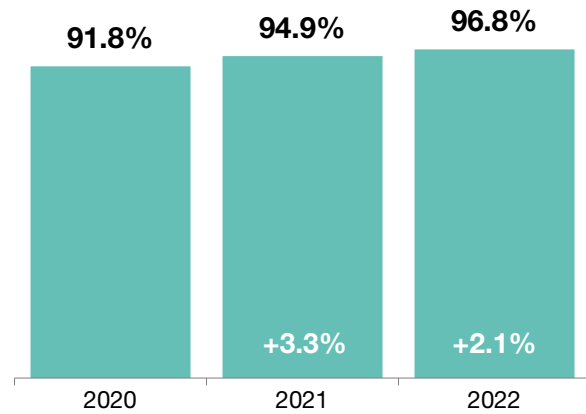
Percent of Original List Price Received



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.

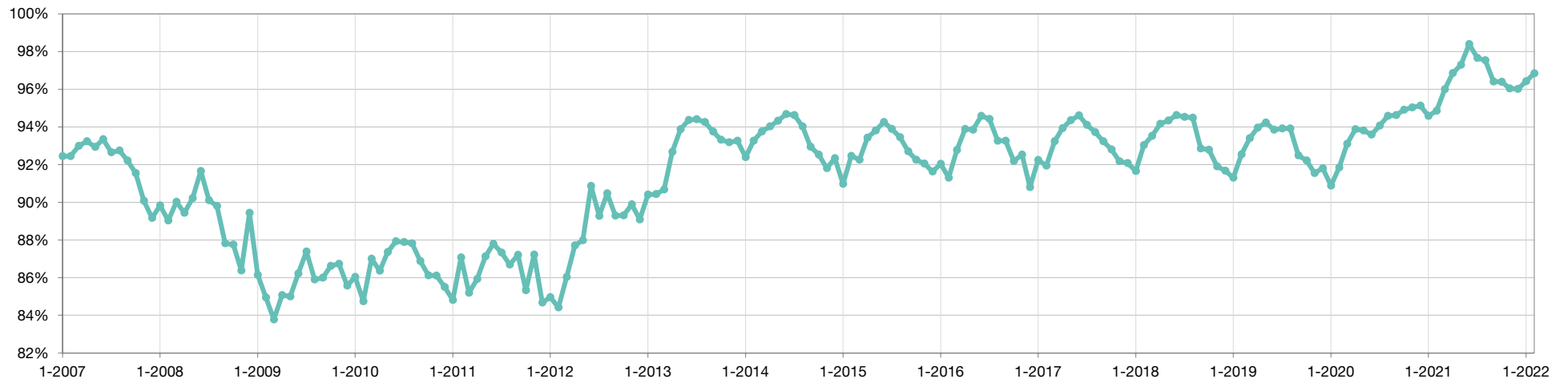
February

Year To Date



Month	Prior Year	Current Year	+ / -
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%
February 2022	94.9%	96.8%	+2.1%
12-Month Avg	94.4%	97.0%	+2.7%

Historical Percent of Original List Price Received

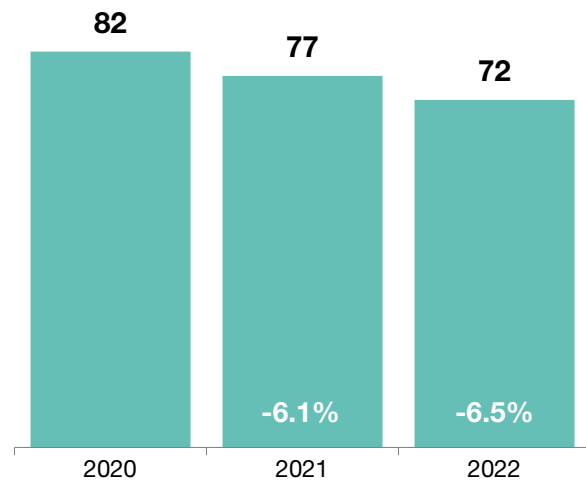


Housing Affordability Index

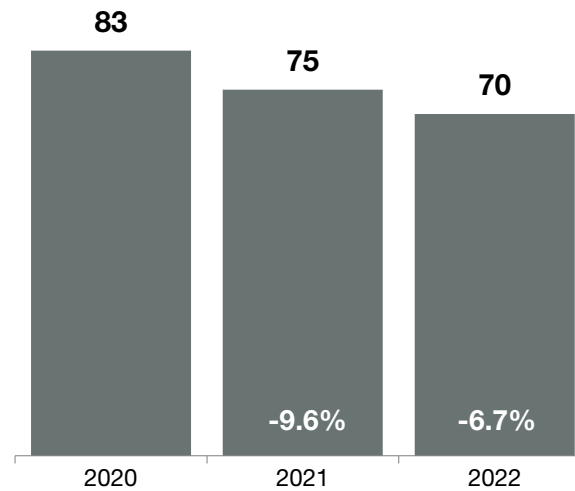


This index measures housing affordability for the region. For example, an index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**

February

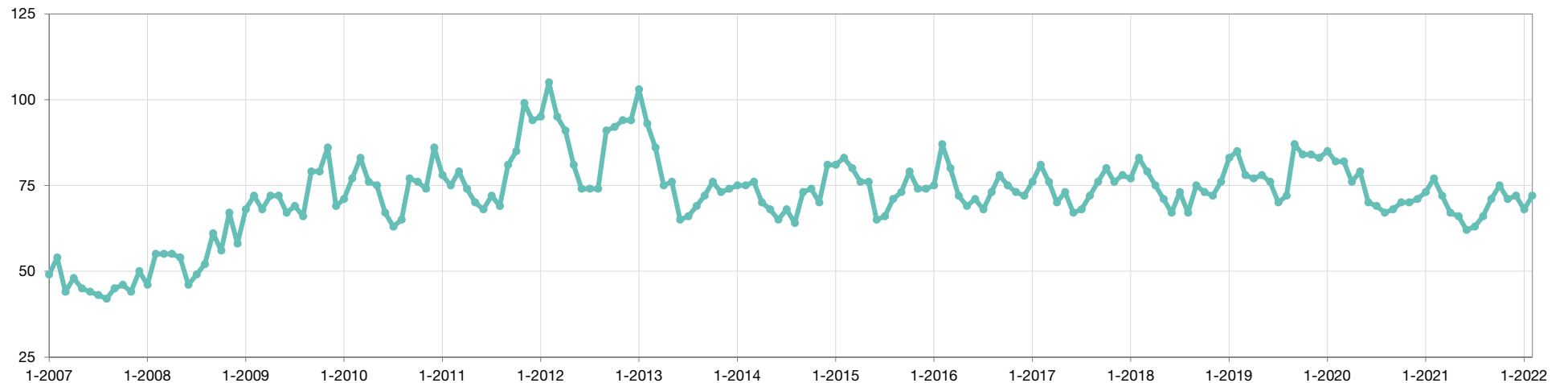


Year To Date



Month	Prior Year	Current Year	+ / -
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%
February 2022	77	72	-6.5%
12-Month Avg	73	69	-5.1%

Historical Housing Affordability Index

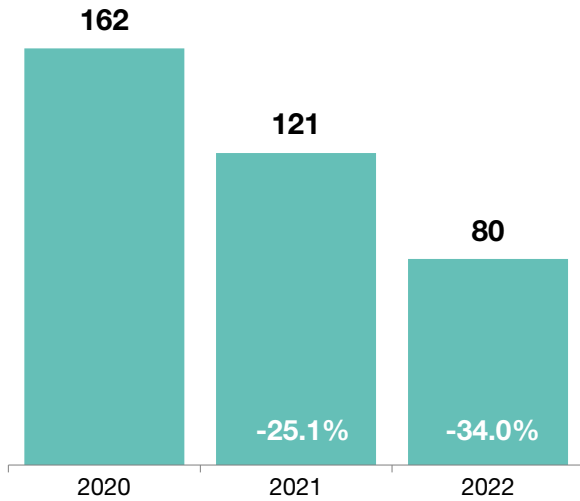


Market Time

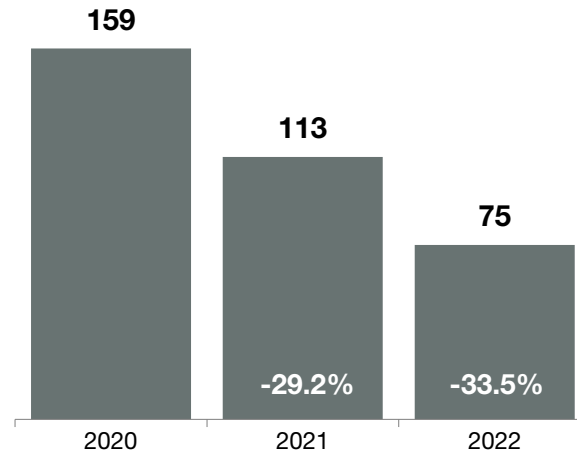
Average number of days between when a property is listed and when an offer is accepted in a given month.



February

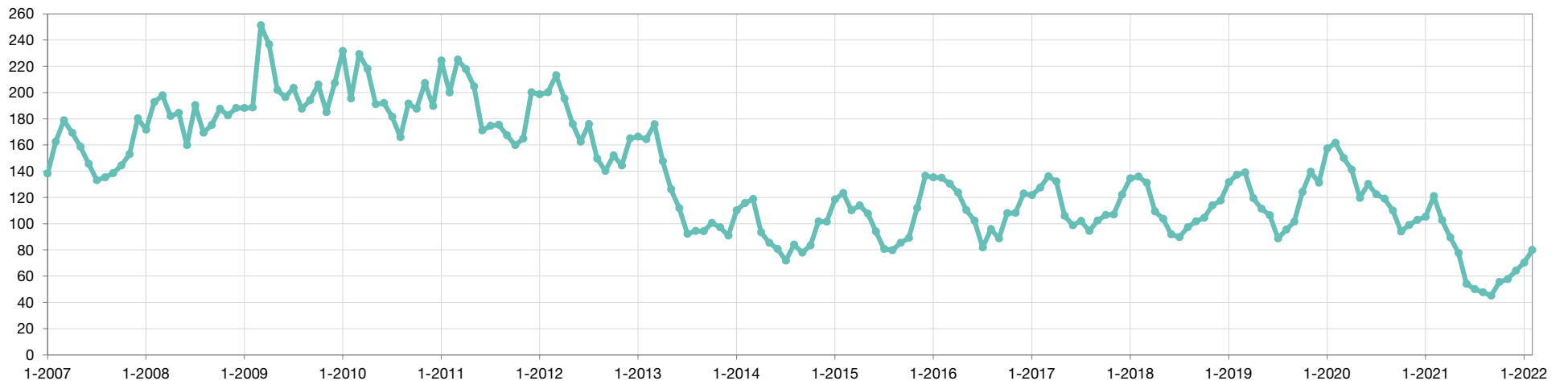


Year To Date



Month	Prior Year	Current Year	+ / -
March 2021	150	103	-31.6%
April 2021	141	90	-36.6%
May 2021	120	78	-35.1%
June 2021	130	54	-58.4%
July 2021	122	50	-59.1%
August 2021	119	48	-59.8%
September 2021	110	45	-58.9%
October 2021	94	55	-41.1%
November 2021	99	58	-41.6%
December 2021	103	64	-37.7%
January 2022	105	70	-33.3%
February 2022	121	80	-34.0%
12-Month Avg	116	65	-44.2%

Historical Market Times

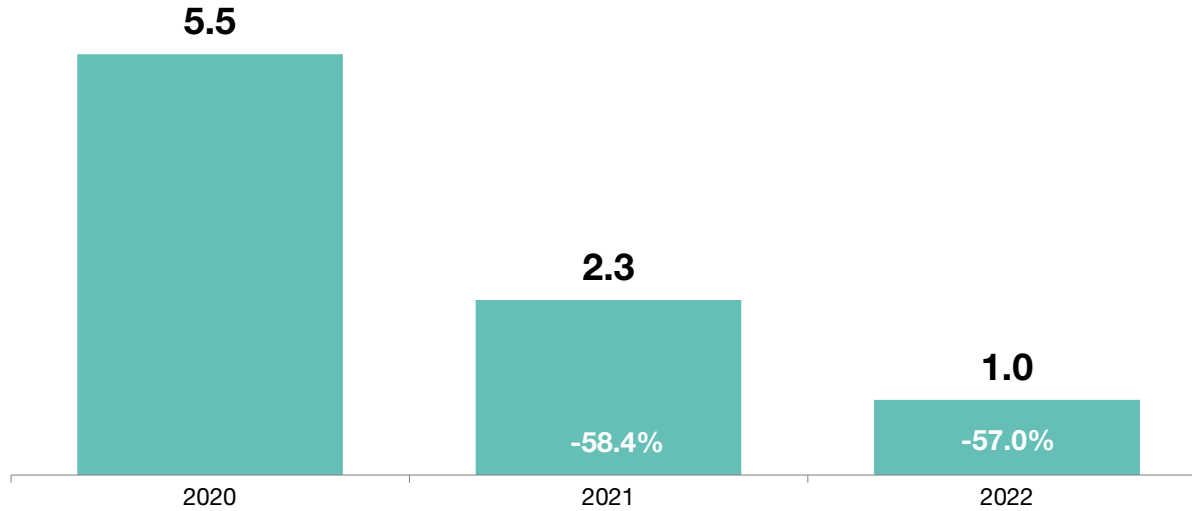


Months Supply of Inventory

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.

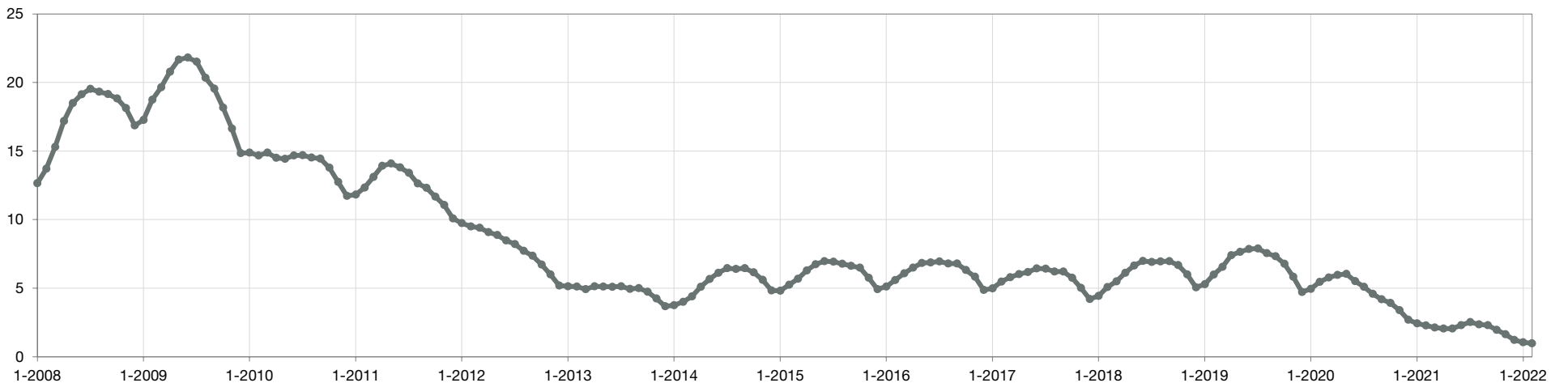


February



Month	Prior Year	Current Year	+ / -
March 2021	5.8	2.1	-63.1%
April 2021	6.0	2.1	-65.6%
May 2021	6.0	2.1	-65.9%
June 2021	5.5	2.3	-58.2%
July 2021	5.1	2.5	-50.6%
August 2021	4.6	2.4	-48.6%
September 2021	4.2	2.3	-44.9%
October 2021	3.9	2.0	-50.0%
November 2021	3.4	1.6	-52.2%
December 2021	2.7	1.2	-54.6%
January 2022	2.4	1.1	-56.9%
February 2022	2.3	1.0	-57.0%
12-Month Avg	4.3	1.9	-56.5%

Historical Months Supply of Inventory

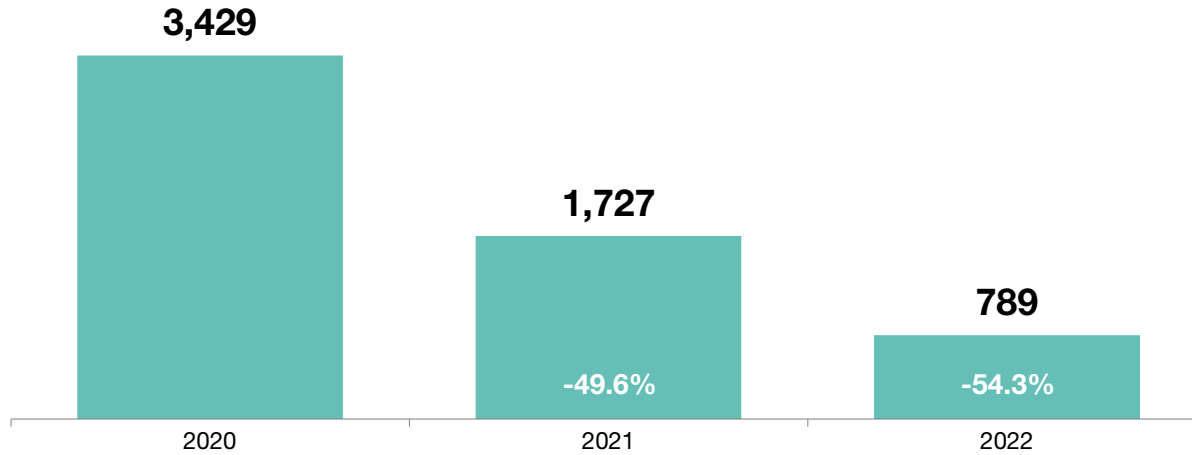


Inventory of Homes for Sale

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



February



Month	Prior Year	Current Year	+ / -
March 2021	3,538	1,722	-51.3%
April 2021	3,461	1,786	-48.4%
May 2021	3,414	1,848	-45.9%
June 2021	3,288	2,046	-37.8%
July 2021	3,229	2,186	-32.3%
August 2021	3,075	2,008	-34.7%
September 2021	2,905	1,931	-33.5%
October 2021	2,801	1,644	-41.3%
November 2021	2,459	1,368	-44.4%
December 2021	1,980	1,026	-48.2%
January 2022	1,825	870	-52.3%
February 2022	1,727	789	-54.3%
12-Month Avg	2,809	1,602	-43.7%

Historical Inventory of Homes for Sale

