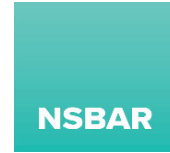


Monthly Indicators



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

March 2022

Nationally, existing home sales recently dropped to a 6-month low, falling 7.2% as buyers struggled to find a home amid rising prices and historic low inventory. Pending sales are also down, declining 4.1% as of last measure, according to the National Association of REALTORS®. Builders are working hard to ramp up production—the U.S. Census Bureau reports housing starts are up 22.3% compared to a year ago—but higher construction costs and increasing sales prices continue to hamper new home sales, despite high demand for additional supply.

New Listings in the North Shore-Barrington region decreased 29.8 percent to 1,051. Listings Under Contract were down 28.5 percent to 817. Inventory levels fell 50.8 percent to 847 units.

Prices continued to gain traction. The Median Sales Price increased 5.7 percent to \$512,744. Market Times were down 33.3 percent to 69 days. Sellers were encouraged as Months Supply of Inventory was down 49.7 percent to 1.1 months.

Across the country, consumers are feeling the bite of inflation and surging mortgage interest rates, which recently hit 4.6% in March, according to Freddie Mac, rising 1.4 percent since January and the highest rate in more than 3 years. Monthly payments have increased significantly compared to this time last year, and as housing affordability declines, an increasing number of would-be homebuyers are turning to the rental market, only to face similar challenges as rental prices skyrocket and vacancy rates remain at near-record low.

Quick Facts

- 10.0%

+ 5.7%

- 50.8%

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 |

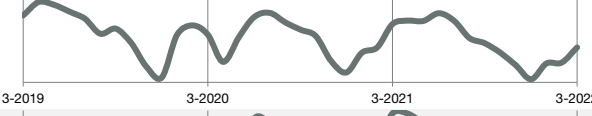
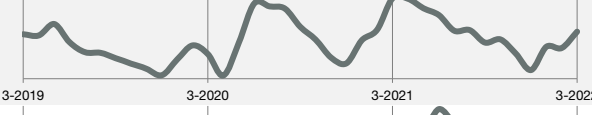
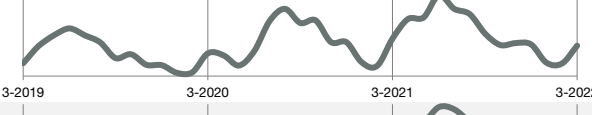
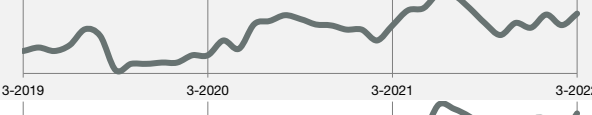


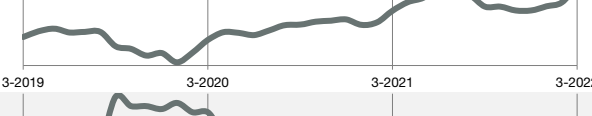


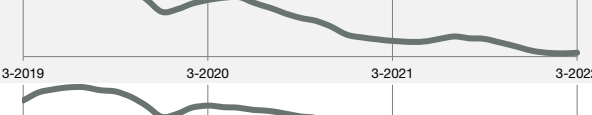



Market Overview

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

NSBAR

NORTH SHORE-BARRINGTON
ASSOCIATION OF REALTORS®

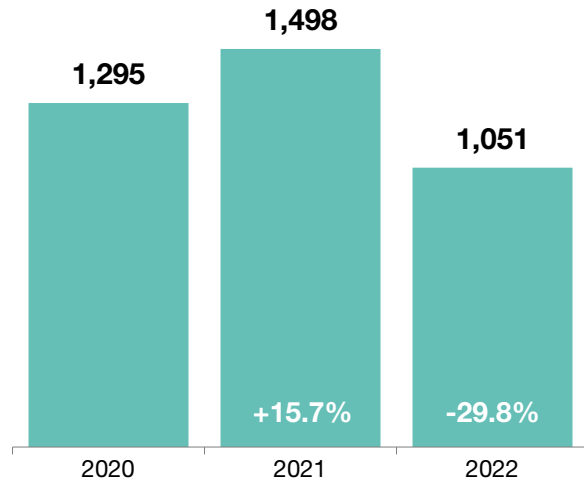
| Key Metrics | Historical Sparklines | 3-2021 | 3-2022 | + / - | YTD 2021 | YTD 2022 | + / - |
|---|--|-----------|------------------|---------|-----------|------------------|---------|
| New Listings |  | 1,498 | 1,051 | - 29.8% | 3,489 | 2,545 | - 27.1% |
| Closed Sales |  | 773 | 696 | - 10.0% | 1,770 | 1,716 | - 3.1% |
| Under Contract (Contingent and Pending) |  | 1,142 | 817 | - 28.5% | 2,710 | 2,145 | - 20.8% |
| Median Sales Price |  | \$485,000 | \$512,744 | + 5.7% | \$471,125 | \$503,000 | + 6.8% |
| Average Sales Price |  | \$596,231 | \$683,714 | + 14.7% | \$591,874 | \$662,395 | + 11.9% |
| Average List Price |  | \$758,296 | \$784,694 | + 3.5% | \$786,168 | \$785,136 | - 0.1% |
| Percent of Original List Price Received |  | 96.0% | 98.5% | + 2.6% | 95.3% | 97.4% | + 2.2% |
| Housing Affordability Index |  | 72 | 68 | - 5.6% | 74 | 69 | - 6.8% |
| Market Time |  | 103 | 69 | - 33.3% | 108 | 72 | - 33.4% |
| Months Supply of Homes for Sale |  | 2.1 | 1.1 | - 49.7% | -- | -- | -- |
| Inventory of Homes for Sale |  | 1,721 | 847 | - 50.8% | -- | -- | -- |

New Listings

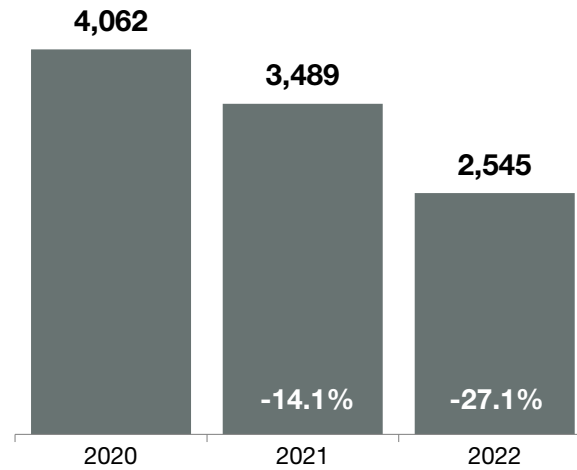
A count of the properties that have been newly listed on the market in a given month.



March

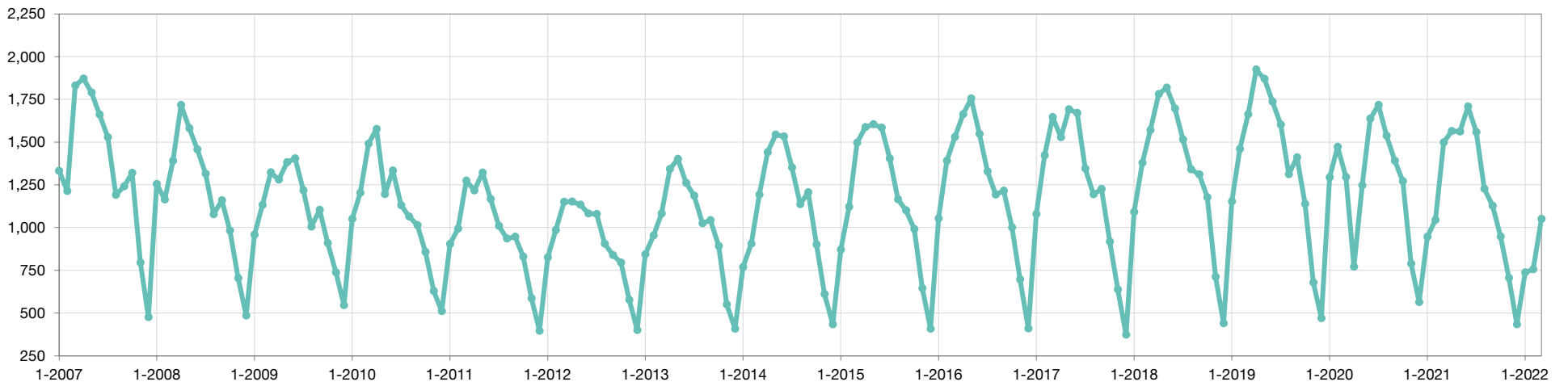


Year To Date



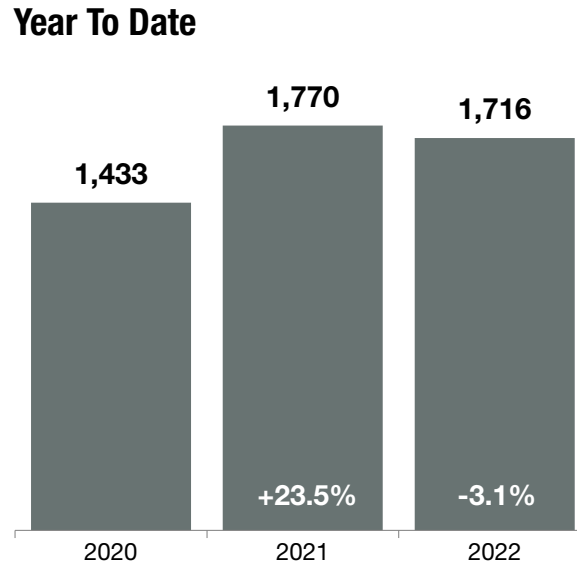
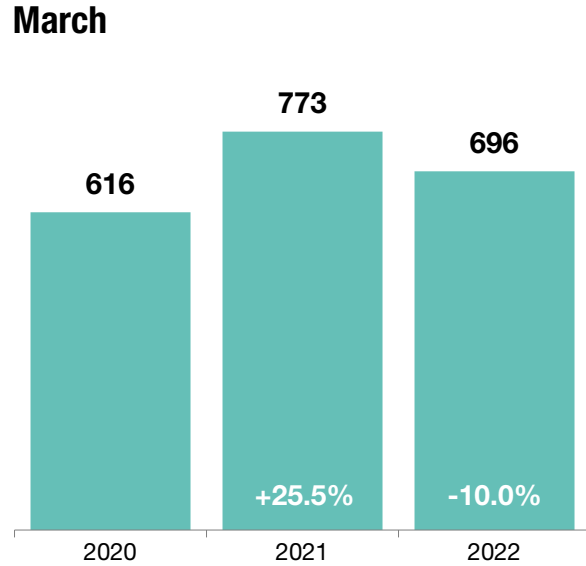
| Month | Prior Year | Current Year | + / - |
|-------------------|--------------|--------------|---------------|
| April 2021 | 771 | 1,564 | +102.9% |
| May 2021 | 1,247 | 1,562 | +25.3% |
| June 2021 | 1,637 | 1,708 | +4.3% |
| July 2021 | 1,717 | 1,559 | -9.2% |
| August 2021 | 1,537 | 1,228 | -20.1% |
| September 2021 | 1,391 | 1,128 | -18.9% |
| October 2021 | 1,271 | 947 | -25.5% |
| November 2021 | 789 | 706 | -10.5% |
| December 2021 | 563 | 434 | -22.9% |
| January 2022 | 946 | 738 | -22.0% |
| February 2022 | 1,045 | 756 | -27.7% |
| March 2022 | 1,498 | 1,051 | -29.8% |
| 12-Month Avg | 1,201 | 1,115 | -7.2% |

Historical New Listing Activity



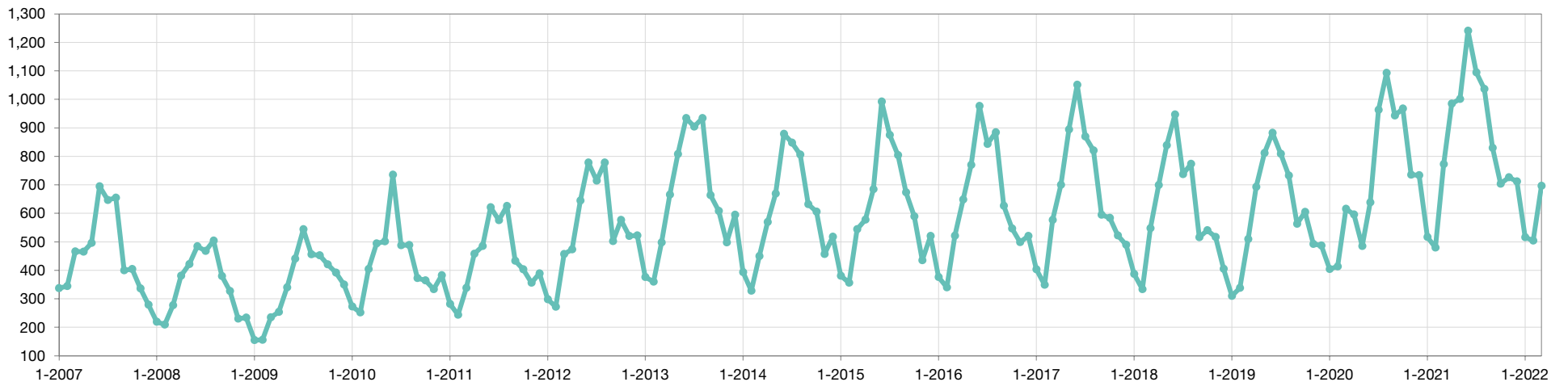
Closed Sales

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



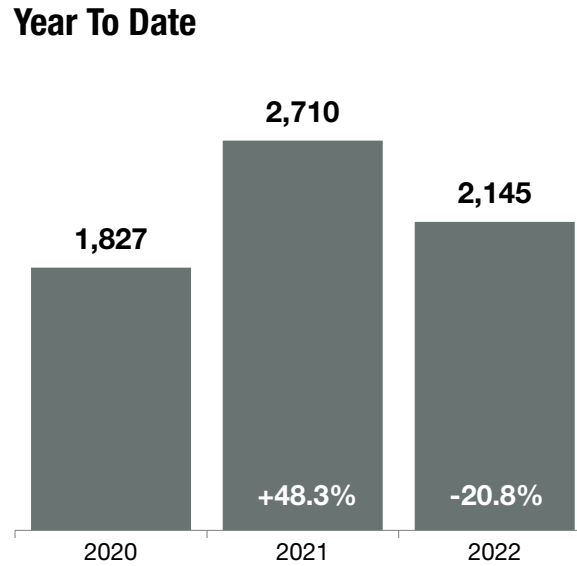
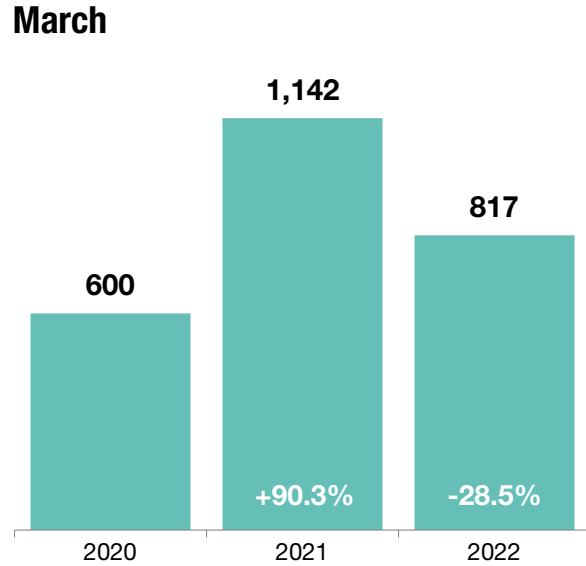
| Month | Prior Year | Current Year | + / - |
|-------------------|------------|--------------|---------------|
| April 2021 | 596 | 985 | +65.3% |
| May 2021 | 485 | 1,001 | +106.4% |
| June 2021 | 638 | 1,241 | +94.5% |
| July 2021 | 963 | 1,095 | +13.7% |
| August 2021 | 1,093 | 1,037 | -5.1% |
| 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 | 516 | -0.2% |
| February 2022 | 480 | 504 | +5.0% |
| March 2022 | 773 | 696 | -10.0% |
| 12-Month Avg | 744 | 837 | +18.8% |

Historical Closed Sales Activity



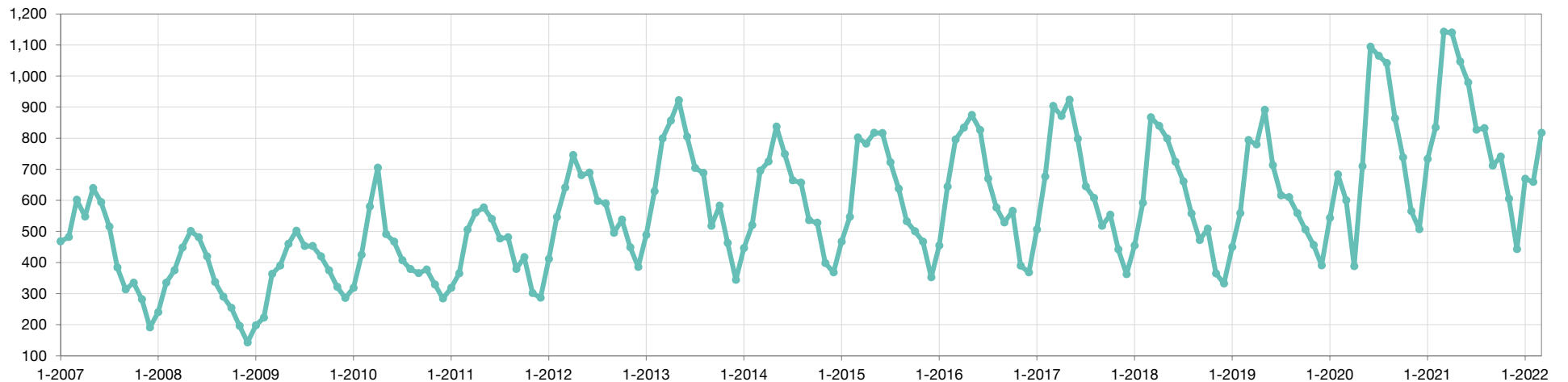
Under Contract

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



| Month | Prior Year | Current Year | + / - |
|-------------------|--------------|--------------|---------------|
| April 2021 | 388 | 1,140 | +193.8% |
| May 2021 | 710 | 1,047 | +47.5% |
| June 2021 | 1,094 | 979 | -10.5% |
| July 2021 | 1,065 | 827 | -22.3% |
| August 2021 | 1,042 | 832 | -20.2% |
| September 2021 | 864 | 712 | -17.6% |
| October 2021 | 738 | 741 | +0.4% |
| November 2021 | 565 | 605 | +7.1% |
| December 2021 | 507 | 443 | -12.6% |
| January 2022 | 733 | 669 | -8.7% |
| February 2022 | 835 | 659 | -21.1% |
| March 2022 | 1,142 | 817 | -28.5% |
| 12-Month Avg | 807 | 789 | -2.2% |

Historical Under Contract Activity

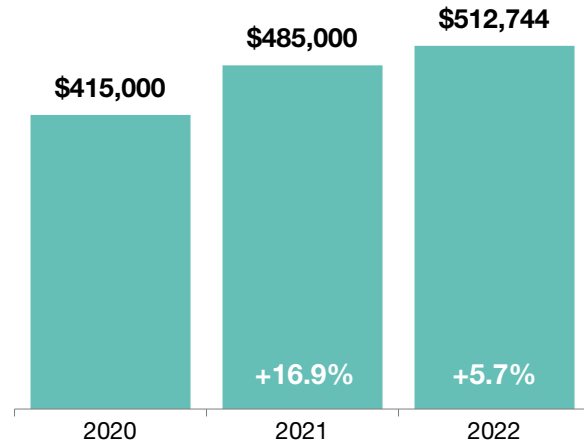


Median Sales Price

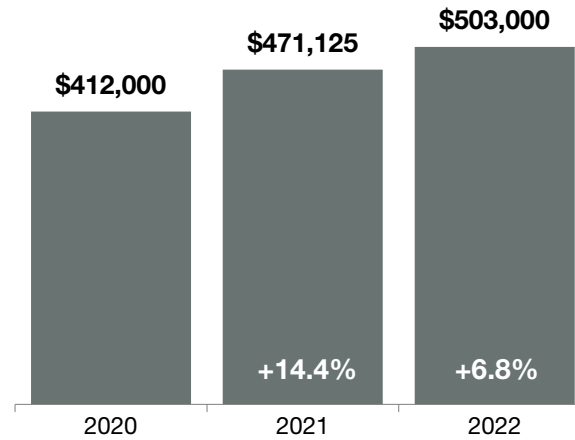
Median price point for all closed sales, not accounting for seller concessions, in a given month.



March

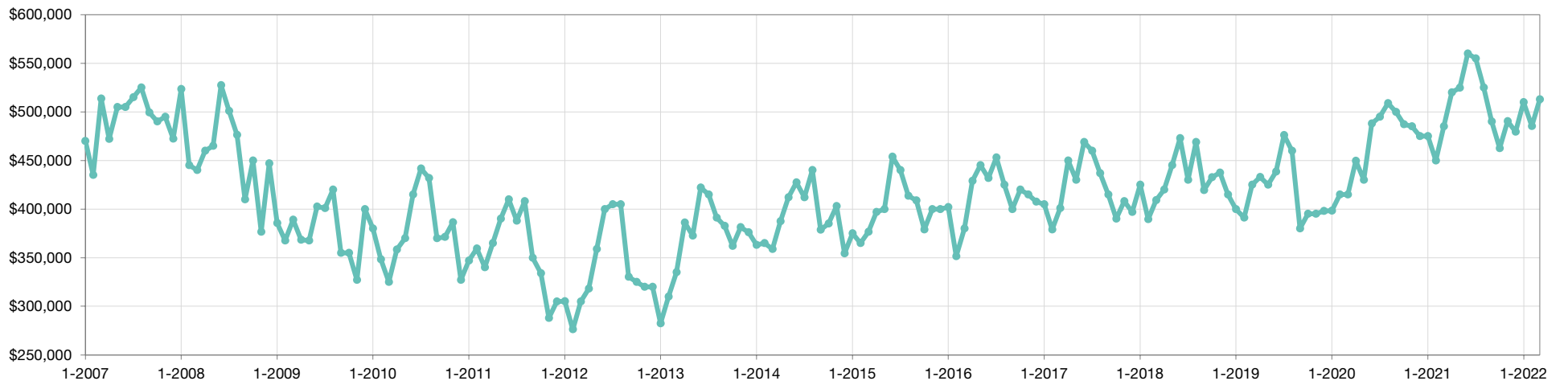


Year To Date



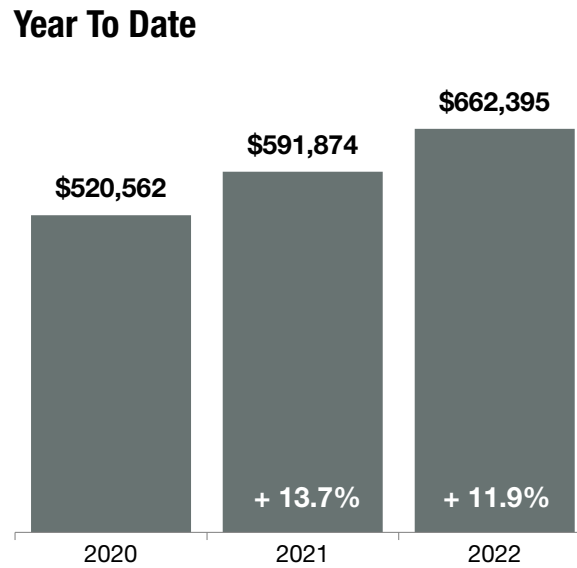
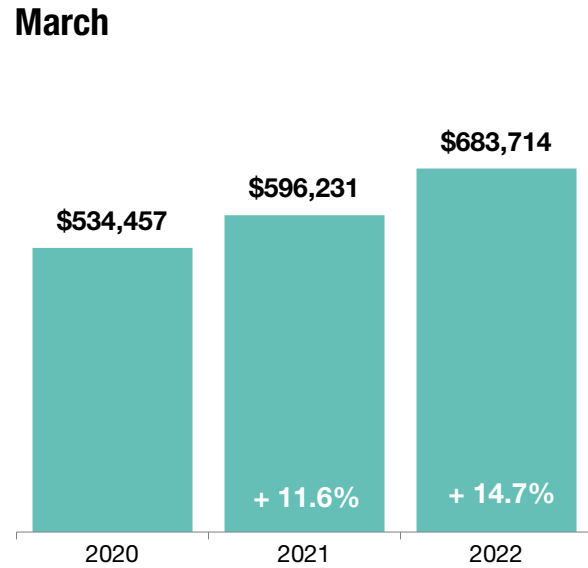
| Month | Prior Year | Current Year | + / - |
|-------------------|------------------|------------------|--------------|
| April 2021 | \$449,500 | \$520,000 | +15.7% |
| May 2021 | \$430,000 | \$524,900 | +22.1% |
| June 2021 | \$488,000 | \$560,000 | +14.8% |
| July 2021 | \$495,000 | \$555,000 | +12.1% |
| 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% |
| March 2022 | \$485,000 | \$512,744 | +5.7% |
| 12-Month Med | \$480,000 | \$515,000 | +7.3% |

Historical Median Sales Price



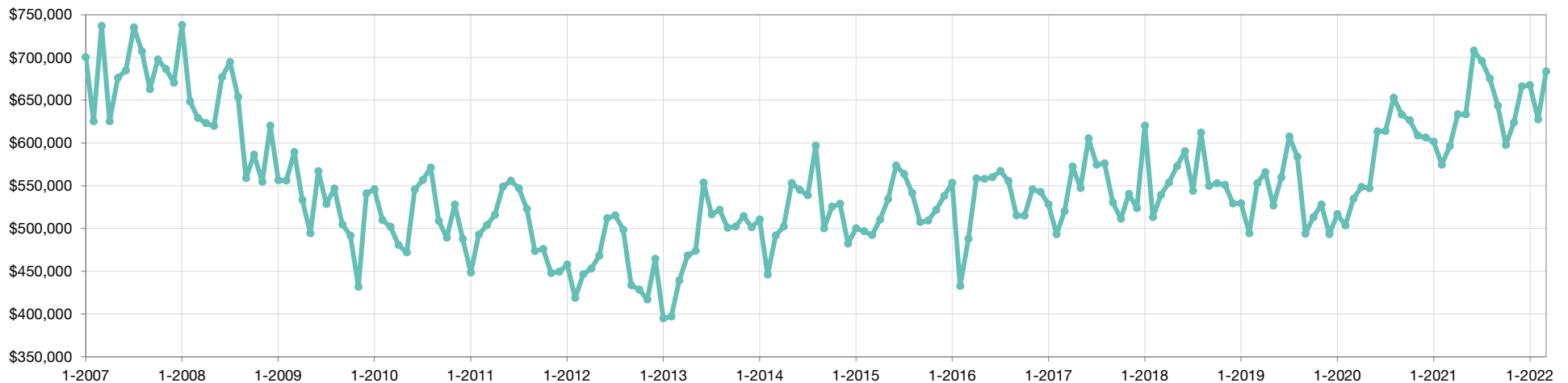
Average Sales Price

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



| Month | Prior Year | Current Year | + / - |
|-------------------|------------------|------------------|---------------|
| 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 | \$667,670 | +11.0% |
| February 2022 | \$574,408 | \$627,553 | +9.3% |
| March 2022 | \$596,231 | \$683,714 | +14.7% |
| 12-Month Avg | \$608,590 | \$658,628 | +8.2% |

Historical Average Sales Price

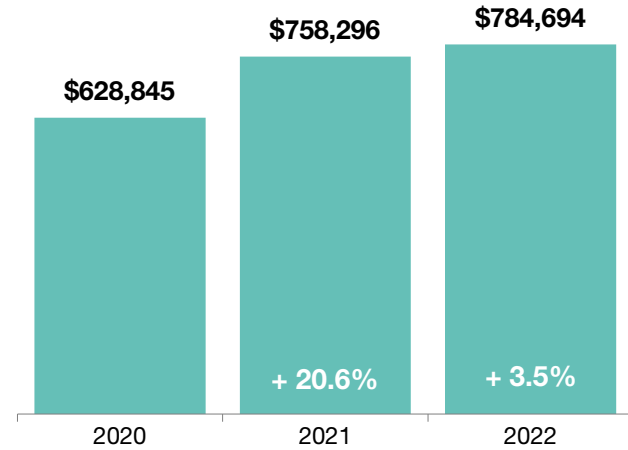


Average List Price

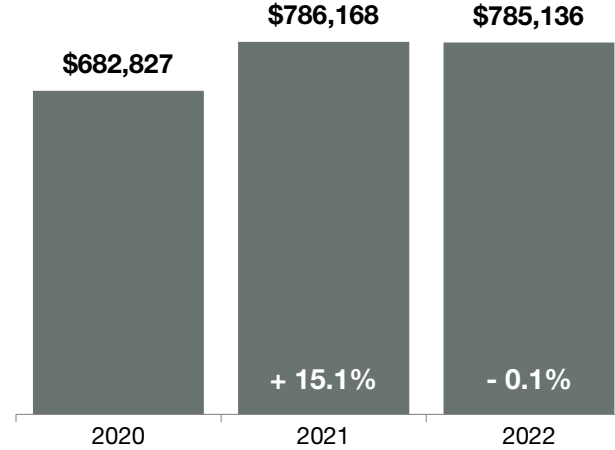
Average list price for all new listings in a given month.



March

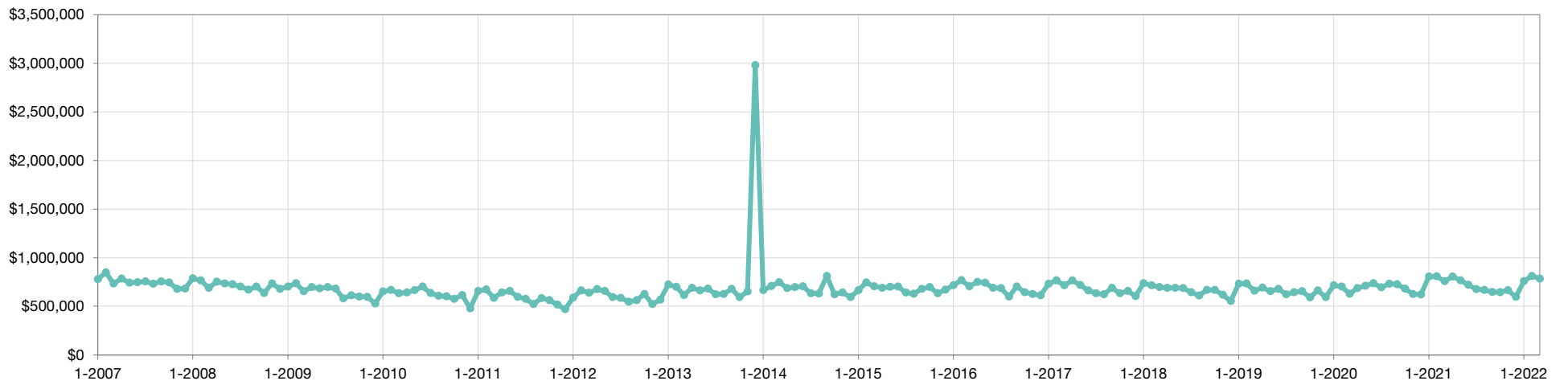


Year To Date



| Month | Prior Year | Current Year | + / - |
|-------------------|------------------|------------------|--------------|
| April 2021 | \$685,403 | \$804,282 | +17.3% |
| May 2021 | \$709,032 | \$765,146 | +7.9% |
| June 2021 | \$736,603 | \$721,042 | -2.1% |
| July 2021 | \$695,428 | \$677,224 | -2.6% |
| August 2021 | \$731,487 | \$667,602 | -8.7% |
| September 2021 | \$726,640 | \$647,141 | -10.9% |
| October 2021 | \$682,411 | \$644,747 | -5.5% |
| November 2021 | \$625,221 | \$666,244 | +6.6% |
| December 2021 | \$621,117 | \$596,507 | -4.0% |
| January 2022 | \$806,879 | \$758,714 | -6.0% |
| February 2022 | \$807,370 | \$811,577 | +0.5% |
| March 2022 | \$758,296 | \$784,694 | +3.5% |
| 12-Month Avg | \$721,512 | \$719,506 | -0.3% |

Historical Average List Price



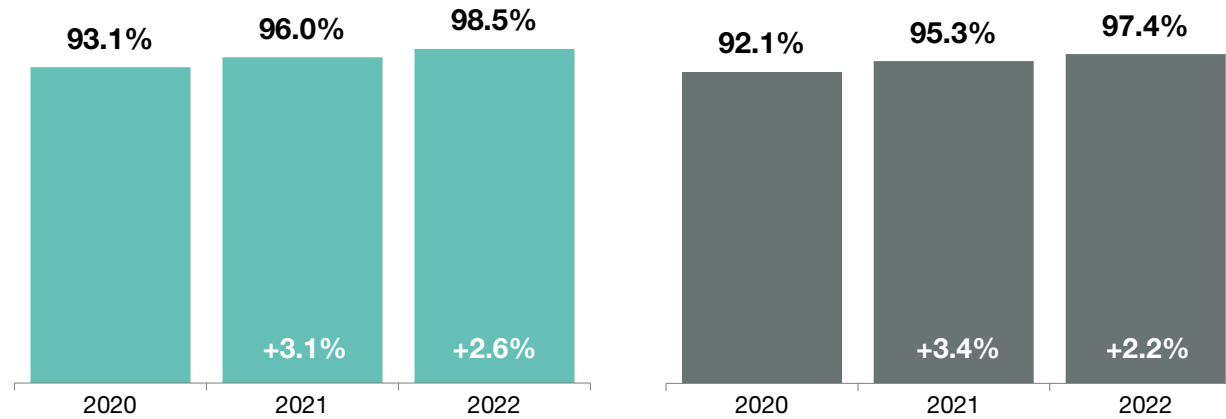
Percent of Original List Price Received



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.

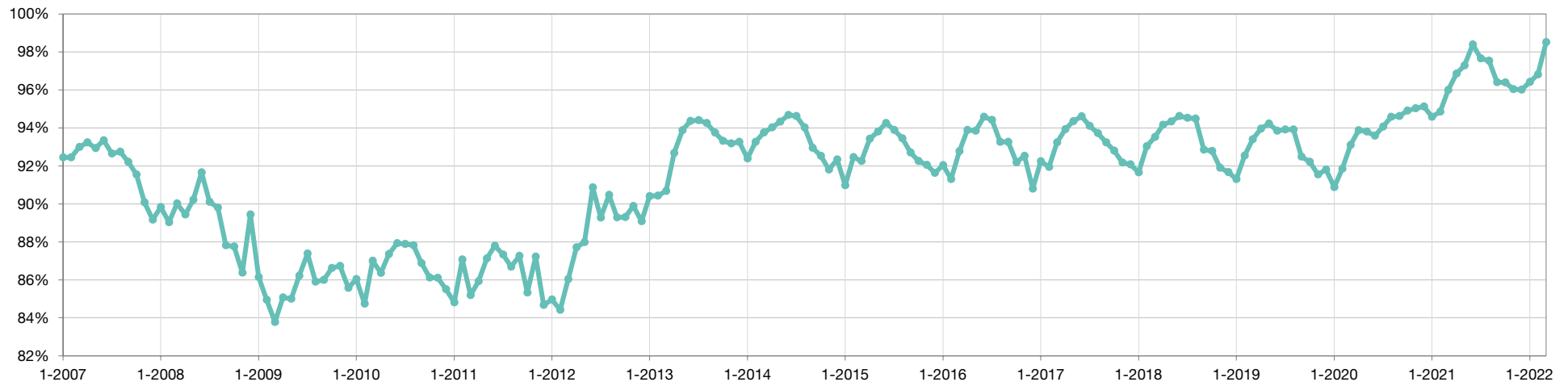
March

Year To Date



| Month | Prior Year | Current Year | + / - |
|-------------------|--------------|--------------|--------------|
| 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% |
| March 2022 | 96.0% | 98.5% | +2.6% |
| 12-Month Avg | 94.6% | 97.1% | +2.7% |

Historical Percent of Original List Price Received

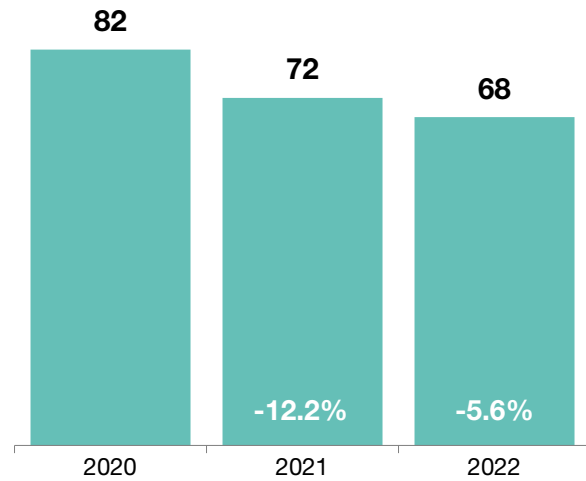


Housing Affordability Index

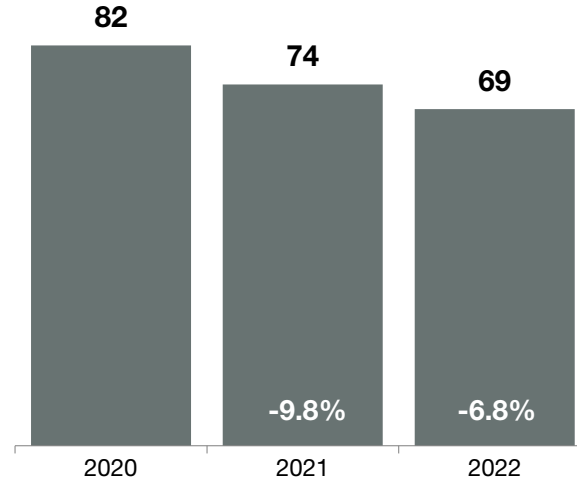


This index measures housing affordability for the region. For example, an index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**

March

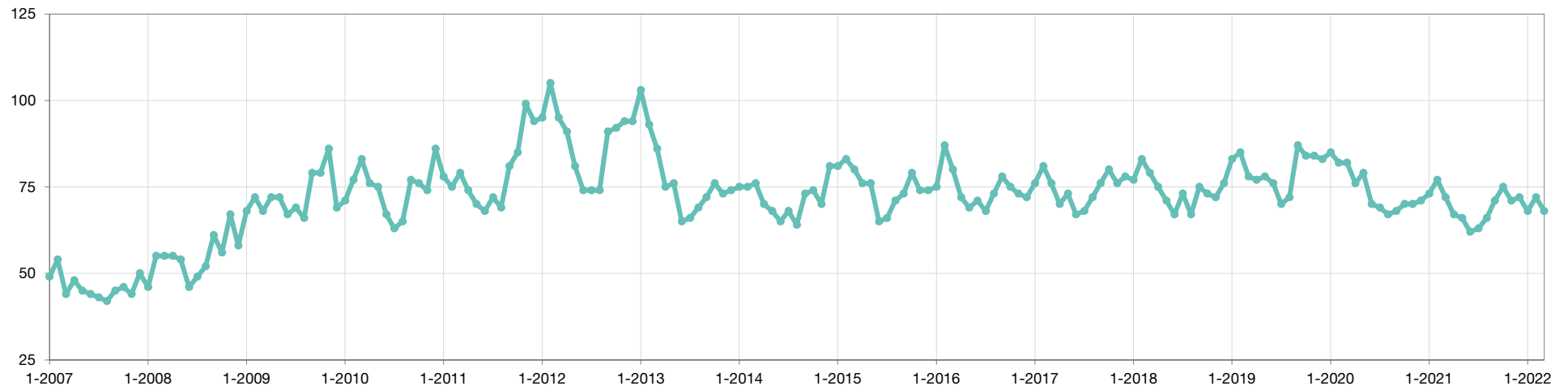


Year To Date



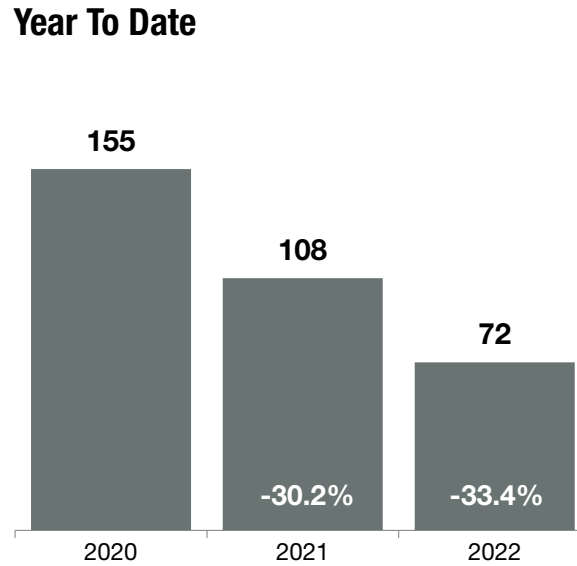
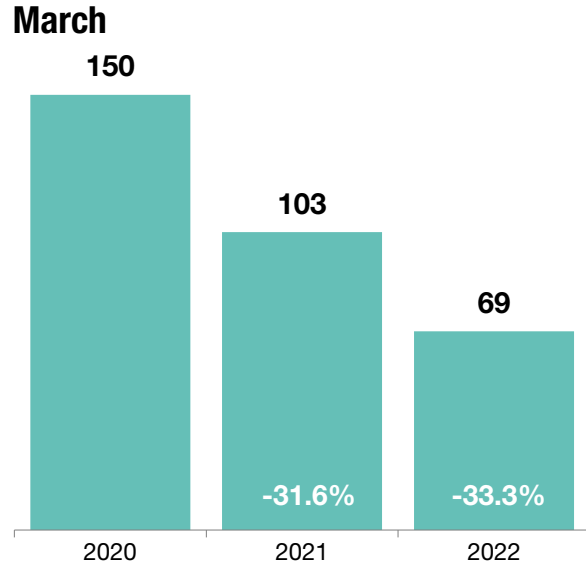
| Month | Prior Year | Current Year | + / - |
|-------------------|------------|--------------|--------------|
| April 2021 | 76 | 67 | -11.8% |
| May 2021 | 79 | 66 | -16.5% |
| June 2021 | 70 | 62 | -11.4% |
| July 2021 | 69 | 63 | -8.7% |
| August 2021 | 67 | 66 | -1.5% |
| September 2021 | 68 | 71 | +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% |
| March 2022 | 72 | 68 | -5.6% |
| 12-Month Avg | 72 | 68 | -4.5% |

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.



| Month | Prior Year | Current Year | + / - |
|-------------------|------------|--------------|---------------|
| 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 | -33.4% |
| February 2022 | 121 | 79 | -34.3% |
| March 2022 | 103 | 69 | -33.3% |
| 12-Month Avg | 113 | 62 | -44.9% |

Historical Market Times

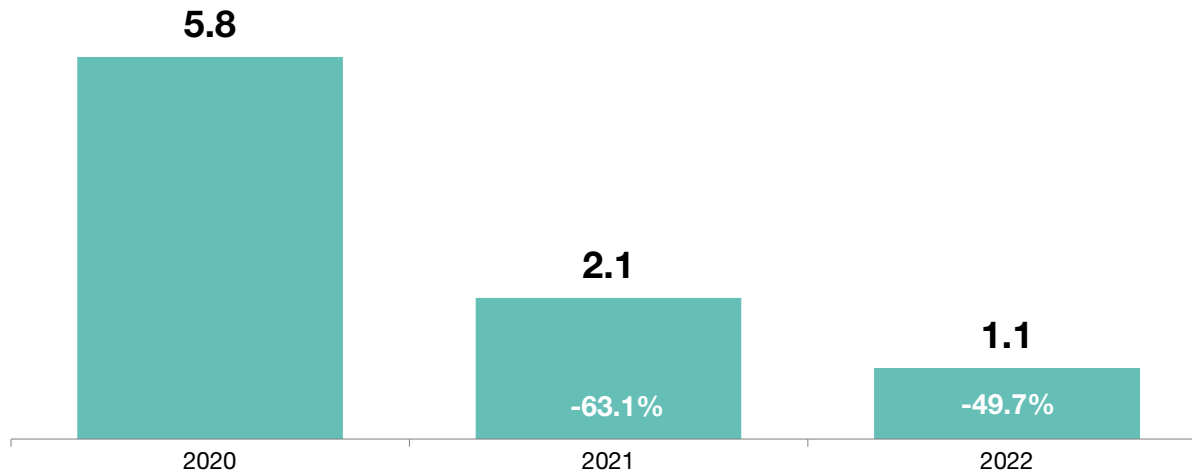


Months Supply of Inventory

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.

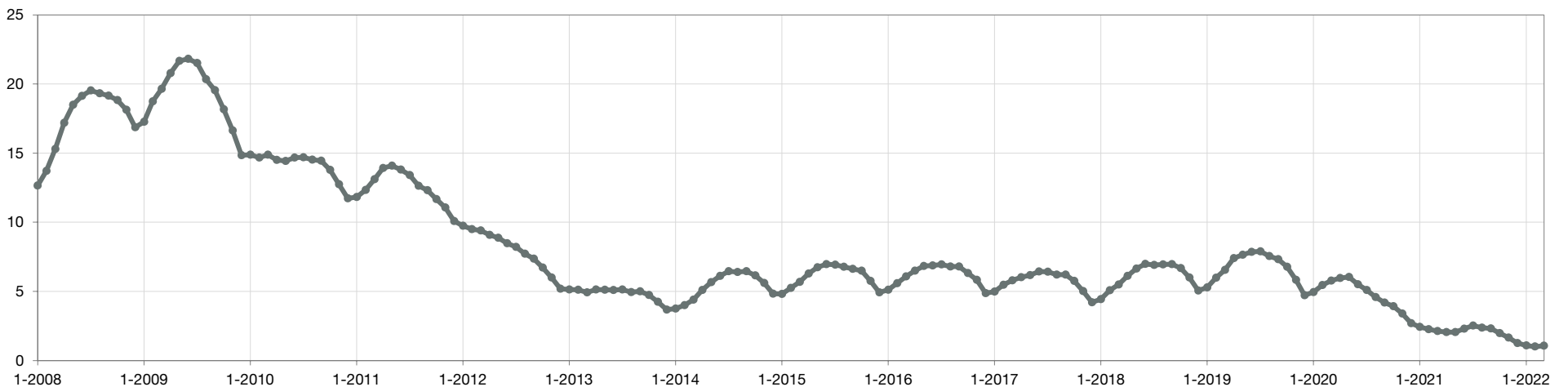


March



| Month | Prior Year | Current Year | + / - |
|-------------------|------------|--------------|---------------|
| April 2021 | 6.0 | 2.1 | -65.6% |
| May 2021 | 6.0 | 2.1 | -66.0% |
| June 2021 | 5.5 | 2.3 | -58.2% |
| July 2021 | 5.1 | 2.5 | -50.5% |
| August 2021 | 4.6 | 2.4 | -48.5% |
| September 2021 | 4.2 | 2.3 | -44.7% |
| October 2021 | 3.9 | 2.0 | -49.7% |
| November 2021 | 3.4 | 1.6 | -51.6% |
| December 2021 | 2.7 | 1.3 | -53.3% |
| January 2022 | 2.4 | 1.1 | -55.4% |
| February 2022 | 2.3 | 1.0 | -55.7% |
| March 2022 | 2.1 | 1.1 | -49.7% |
| 12-Month Avg | 4.0 | 1.8 | -55.1% |

Historical Months Supply of Inventory

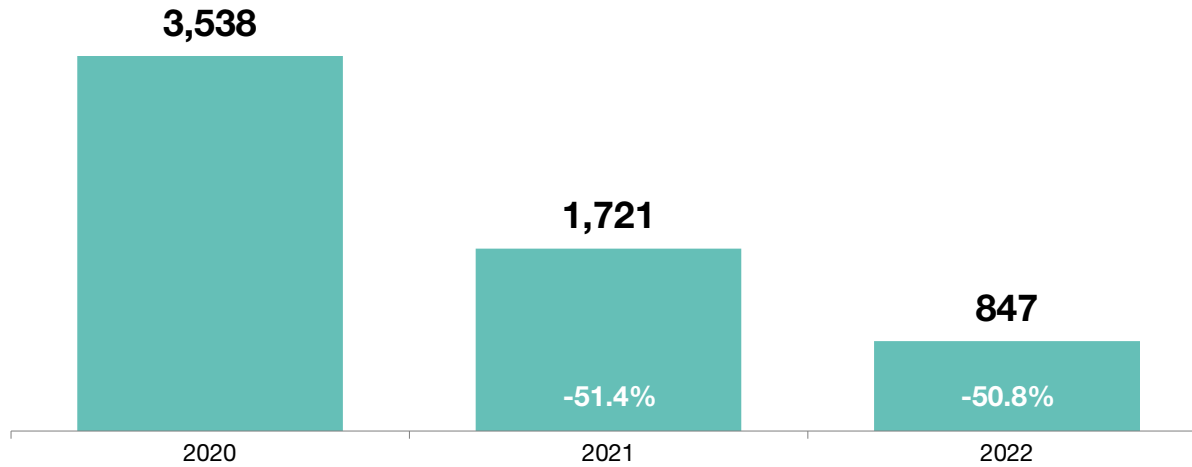


Inventory of Homes for Sale

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



March



| Month | Prior Year | Current Year | + / - |
|-------------------|--------------|--------------|---------------|
| April 2021 | 3,461 | 1,785 | -48.4% |
| May 2021 | 3,414 | 1,847 | -45.9% |
| June 2021 | 3,288 | 2,046 | -37.8% |
| July 2021 | 3,229 | 2,191 | -32.1% |
| August 2021 | 3,075 | 2,012 | -34.6% |
| September 2021 | 2,906 | 1,938 | -33.3% |
| October 2021 | 2,802 | 1,655 | -40.9% |
| November 2021 | 2,460 | 1,386 | -43.7% |
| December 2021 | 1,981 | 1,054 | -46.8% |
| January 2022 | 1,825 | 902 | -50.6% |
| February 2022 | 1,727 | 820 | -52.5% |
| March 2022 | 1,721 | 847 | -50.8% |
| 12-Month Avg | 2,657 | 1,540 | -43.1% |

Historical Inventory of Homes for Sale

