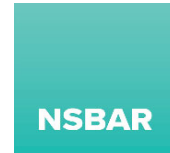


Monthly Indicators



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 2022

The average 30-year fixed rate mortgage exceeded 5% in April, the highest level since 2011, according to Freddie Mac. The recent surge in mortgage rates has reduced the pool of eligible buyers and has caused mortgage applications to decline, with a significant impact on refinance applications, which are down more than 70% compared to this time last year. As the rising costs of homeownership force many Americans to adjust their budgets, an increasing number of buyers are hoping to help offset the costs by moving from bigger, more expensive cities to smaller areas that offer a more affordable cost of living.

New Listings in the North Shore-Barrington region decreased 28.6 percent to 1,116. Listings Under Contract were down 33.6 percent to 757. Inventory levels fell 44.0 percent to 999 units.

Prices continued to gain traction. The Median Sales Price increased 3.4 percent to \$537,500. Market Times were down 45.1 percent to 49 days. Sellers were encouraged as Months Supply of Inventory was down 36.4 percent to 1.3 months.

Affordability challenges are limiting buying activity, and early signs suggest competition for homes may be cooling somewhat. Nationally, existing home sales are down 2.7% as of last measure, while pending sales dropped 1.2%, marking 5 straight months of under contract declines, according to the National Association of REALTORS®. Inventory remains low, with only 2 months supply at present, and home prices continue to rise, with the median existing home at \$373,500, a 15% increase from this time last year. Homes are still selling quickly, however, and multiple offers are common in many markets.

Quick Facts

- 18.0%

+ 3.4%

- 44.0%

Change in
Closed Sales

Change in
Median Sales Price

Change in
Inventory

| | |
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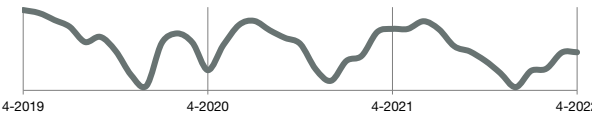
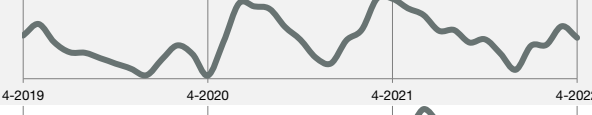

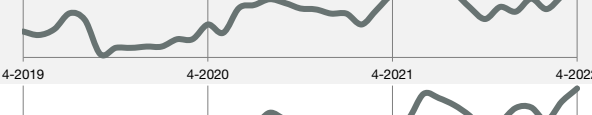









Market Overview

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

NSBAR

NORTH SHORE-BARRINGTON
ASSOCIATION OF REALTORS®

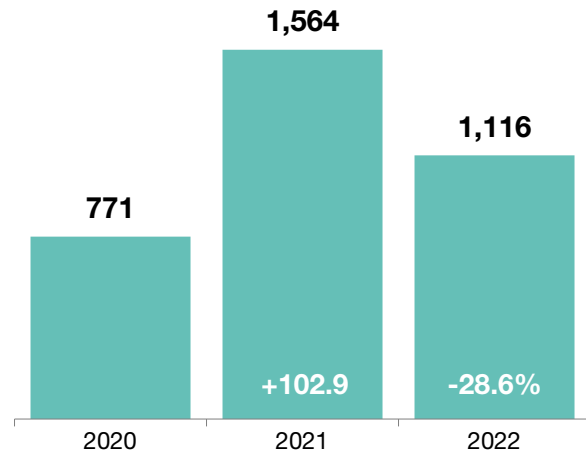
| Key Metrics | Historical Sparklines | 4-2021 | 4-2022 | + / - | YTD 2021 | YTD 2022 | + / - |
|---|--|-----------|------------------|---------|-----------|------------------|---------|
| New Listings |  | 1,564 | 1,116 | - 28.6% | 5,052 | 3,774 | - 25.3% |
| Closed Sales |  | 985 | 808 | - 18.0% | 2,755 | 2,528 | - 8.2% |
| Under Contract (Contingent and Pending) |  | 1,140 | 757 | - 33.6% | 3,850 | 2,997 | - 22.2% |
| Median Sales Price |  | \$520,000 | \$537,500 | + 3.4% | \$487,000 | \$515,000 | + 5.7% |
| Average Sales Price |  | \$633,401 | \$723,993 | + 14.3% | \$606,721 | \$682,967 | + 12.6% |
| Average List Price |  | \$804,218 | \$800,711 | - 0.4% | \$791,893 | \$795,131 | + 0.4% |
| Percent of Original List Price Received |  | 96.9% | 99.8% | + 3.0% | 95.8% | 98.2% | + 2.4% |
| Housing Affordability Index |  | 67 | 60 | - 10.4% | 71 | 62 | - 12.7% |
| Market Time |  | 90 | 49 | - 45.1% | 102 | 65 | - 36.4% |
| Months Supply of Homes for Sale |  | 2.1 | 1.3 | - 36.4% | -- | -- | -- |
| Inventory of Homes for Sale |  | 1,784 | 999 | - 44.0% | -- | -- | -- |

New Listings

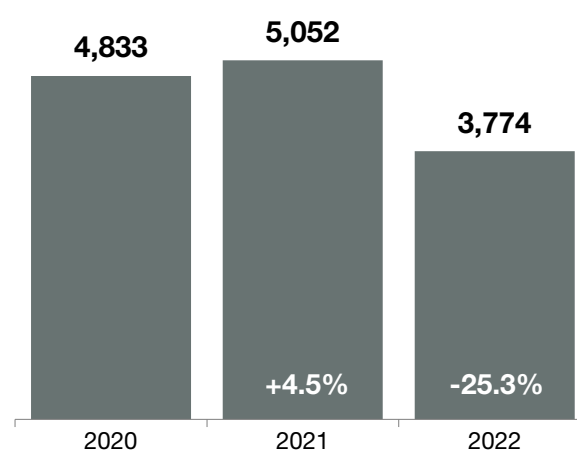
A count of the properties that have been newly listed on the market in a given month.



April

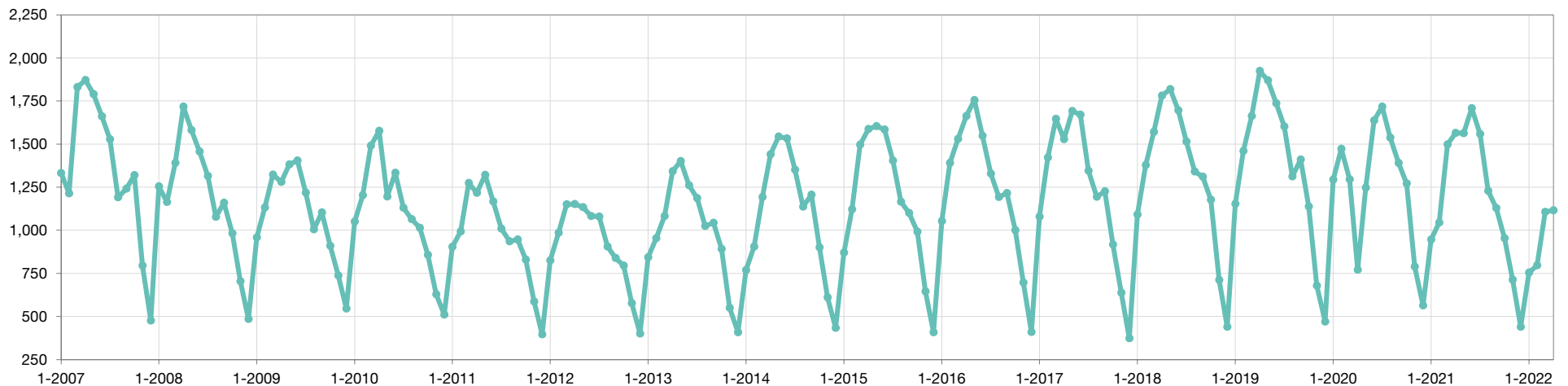


Year To Date



| Month | Prior Year | Current Year | + / - |
|-------------------|--------------|--------------|---------------|
| May 2021 | 1,247 | 1,563 | +25.3% |
| June 2021 | 1,637 | 1,709 | +4.4% |
| July 2021 | 1,717 | 1,559 | -9.2% |
| August 2021 | 1,537 | 1,229 | -20.0% |
| September 2021 | 1,391 | 1,129 | -18.8% |
| October 2021 | 1,271 | 954 | -24.9% |
| November 2021 | 789 | 713 | -9.6% |
| December 2021 | 563 | 440 | -21.8% |
| January 2022 | 946 | 754 | -20.3% |
| February 2022 | 1,044 | 797 | -23.7% |
| March 2022 | 1,498 | 1,107 | -26.1% |
| April 2022 | 1,564 | 1,116 | -28.6% |
| 12-Month Avg | 1,267 | 1,089 | -14.0% |

Historical New Listing Activity

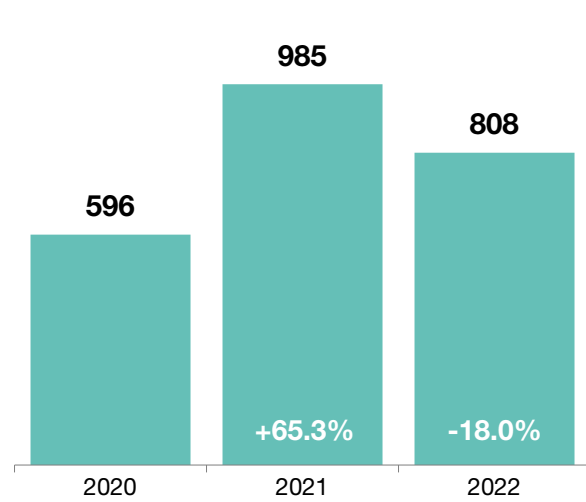


Closed Sales

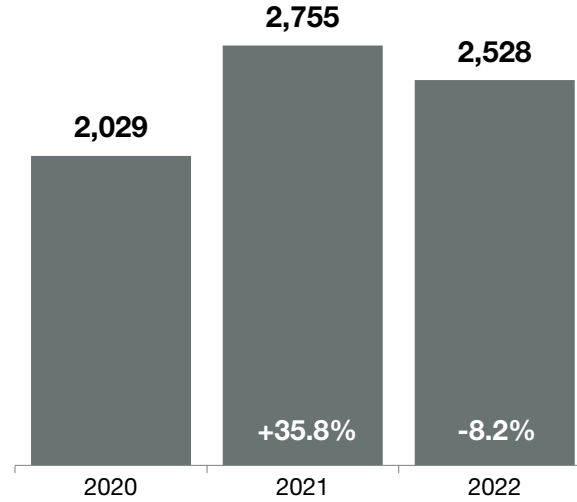
A count of the actual sales that have closed in a given month.



April

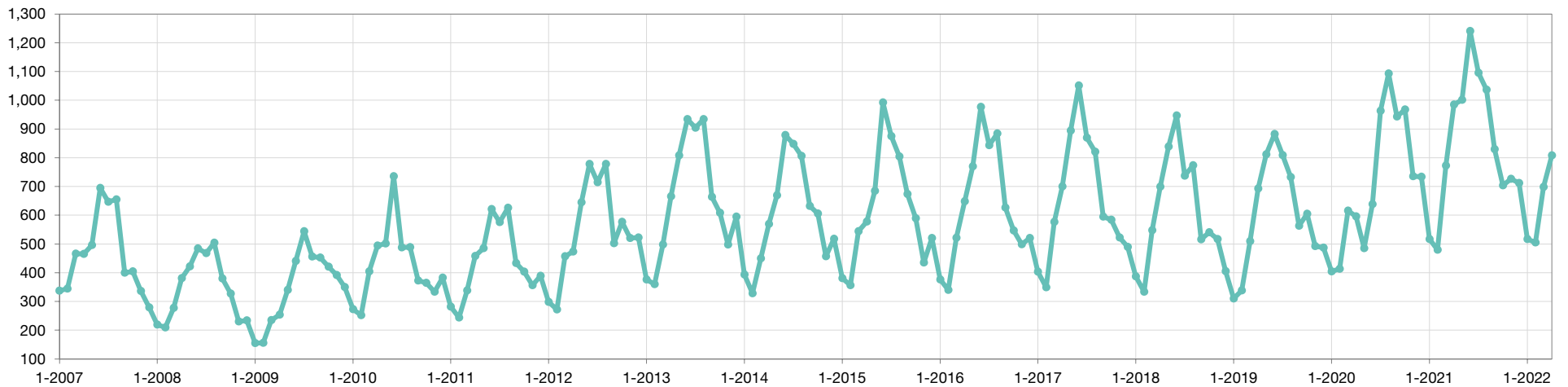


Year To Date



| Month | Prior Year | Current Year | + / - |
|-------------------|------------|--------------|---------------|
| May 2021 | 485 | 1,001 | +106.4% |
| June 2021 | 638 | 1,241 | +94.5% |
| July 2021 | 963 | 1,096 | +13.8% |
| 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 | 517 | 0.0% |
| February 2022 | 480 | 505 | +5.2% |
| March 2022 | 773 | 698 | -9.7% |
| April 2022 | 985 | 808 | -18.0% |
| 12-Month Avg | 776 | 823 | +12.0% |

Historical Closed Sales Activity

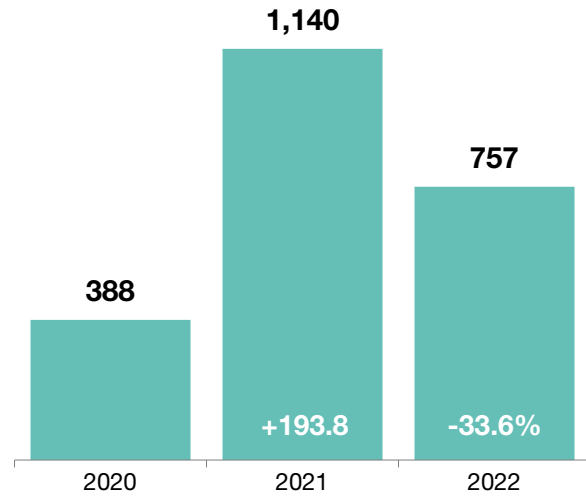


Under Contract

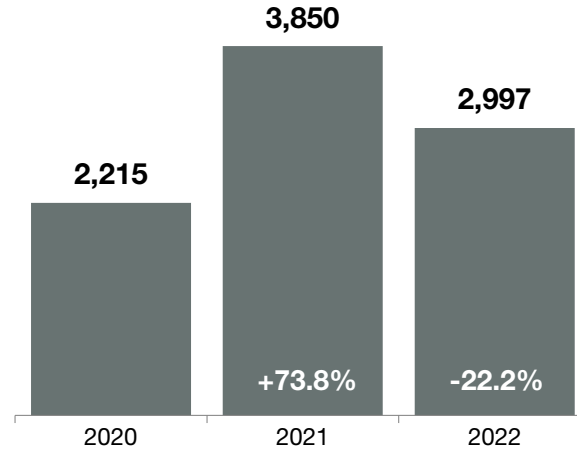
A count of the properties in either a contingent or pending status in a given month.



April

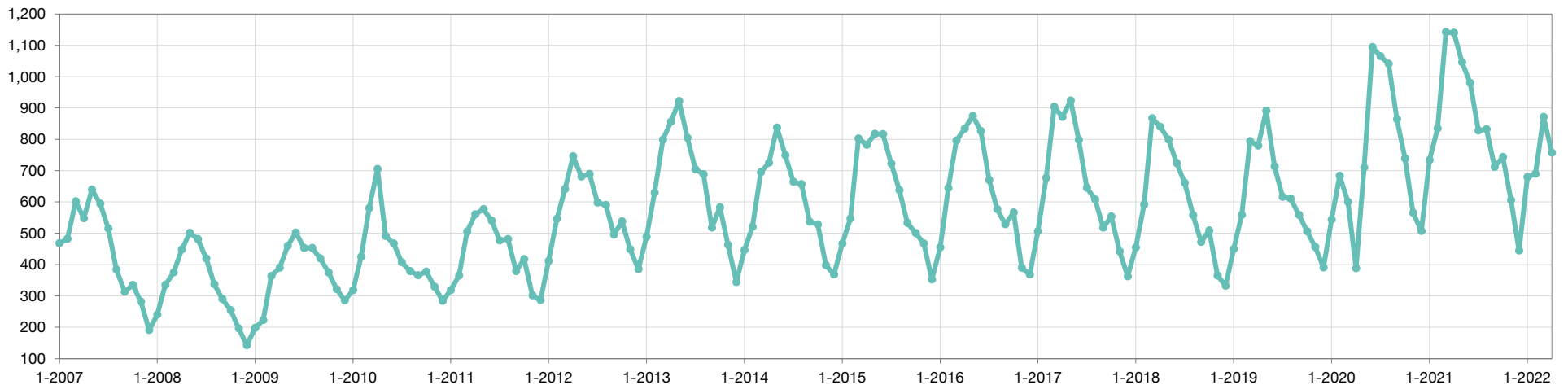


Year To Date



| Month | Prior Year | Current Year | + / - |
|-------------------|--------------|--------------|---------------|
| May 2021 | 710 | 1,046 | +47.3% |
| June 2021 | 1,094 | 980 | -10.4% |
| July 2021 | 1,065 | 828 | -22.3% |
| August 2021 | 1,041 | 832 | -20.1% |
| September 2021 | 864 | 712 | -17.6% |
| October 2021 | 739 | 743 | +0.5% |
| November 2021 | 565 | 606 | +7.3% |
| December 2021 | 507 | 445 | -12.2% |
| January 2022 | 733 | 679 | -7.4% |
| February 2022 | 835 | 690 | -17.4% |
| March 2022 | 1,142 | 871 | -23.7% |
| April 2022 | 1,140 | 757 | -33.6% |
| 12-Month Avg | 870 | 766 | -11.9% |

Historical Under Contract Activity

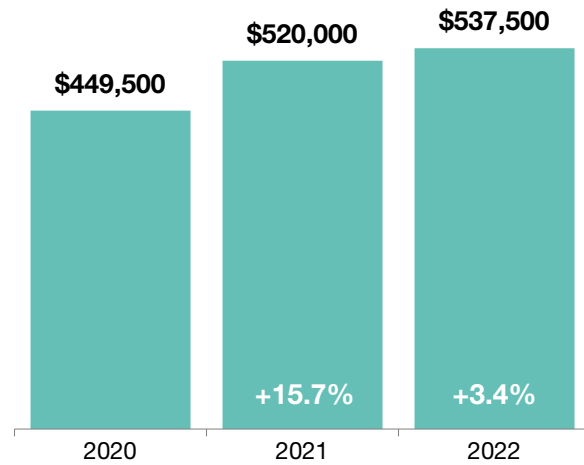


Median Sales Price

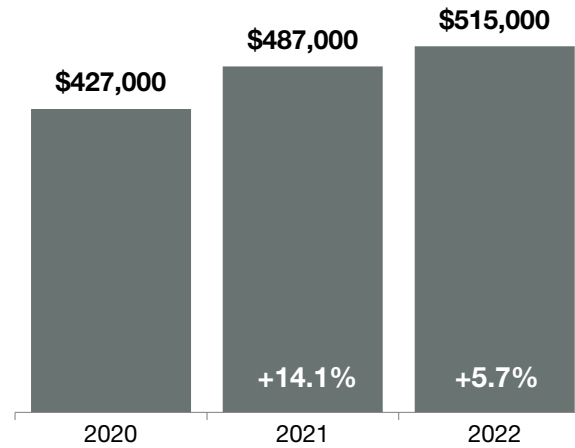
Median price point for all closed sales, not accounting for seller concessions, in a given month.



April

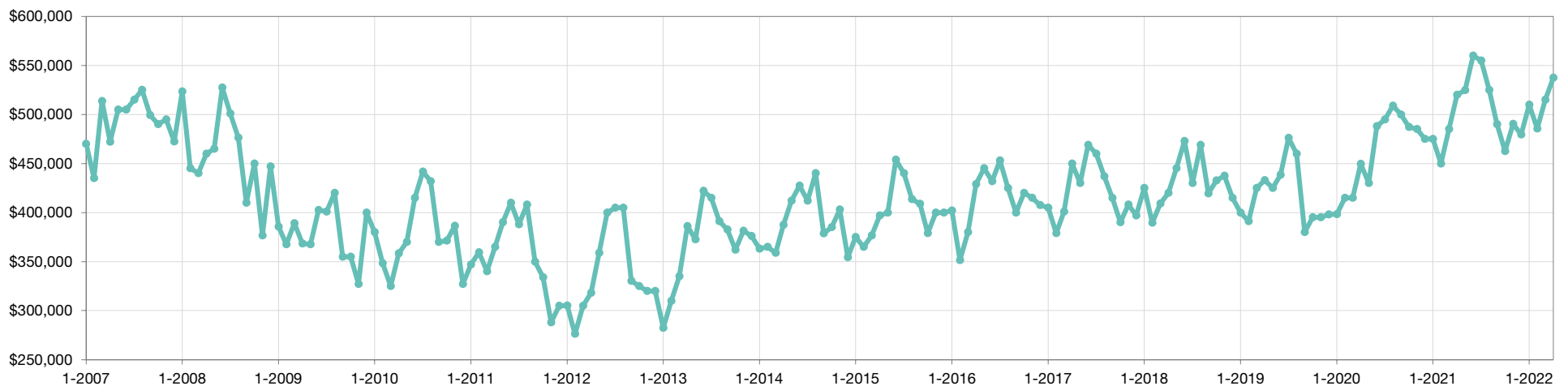


Year To Date



| Month | Prior Year | Current Year | + / - |
|-------------------|------------------|------------------|--------------|
| May 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 | \$485,500 | +7.9% |
| March 2022 | \$485,000 | \$515,000 | +6.2% |
| April 2022 | \$520,000 | \$537,500 | +3.4% |
| 12-Month Med | \$487,750 | \$517,000 | +6.0% |

Historical Median Sales Price

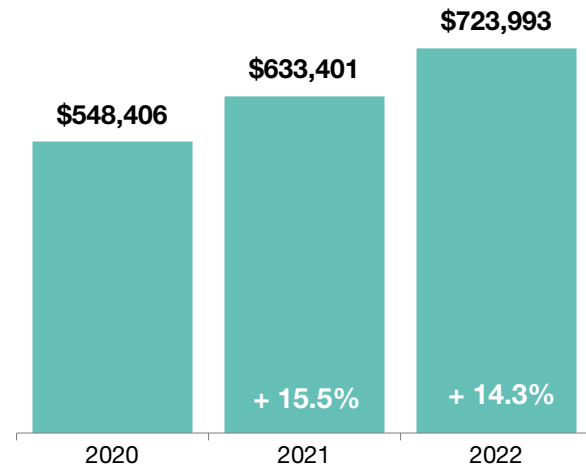


Average Sales Price

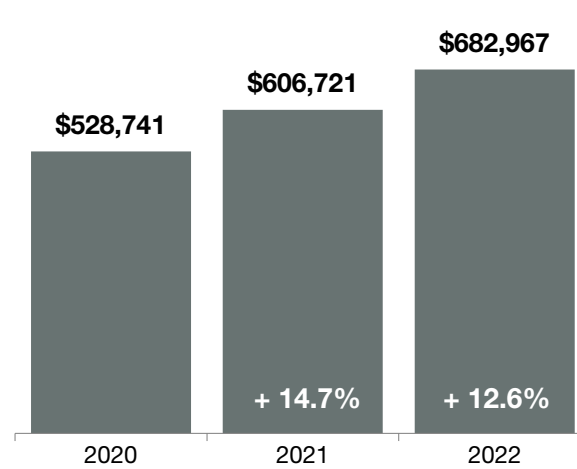
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



April

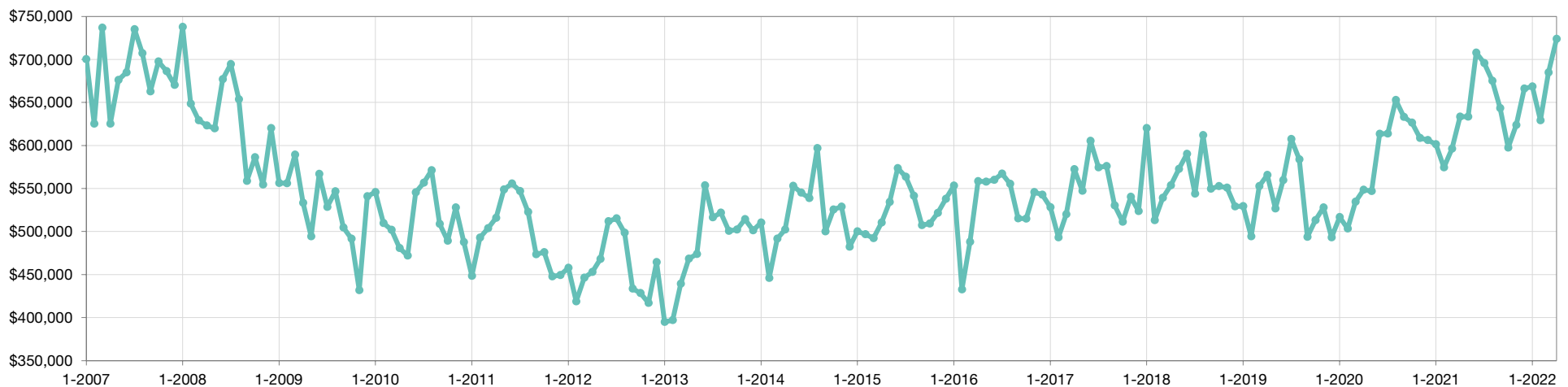


Year To Date



| Month | Prior Year | Current Year | + / - |
|-------------------|------------------|------------------|---------------|
| May 2021 | \$546,984 | \$633,435 | +15.8% |
| June 2021 | \$613,415 | \$708,025 | +15.4% |
| July 2021 | \$613,897 | \$695,786 | +13.3% |
| 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 | \$668,459 | +11.1% |
| February 2022 | \$574,408 | \$629,380 | +9.6% |
| March 2022 | \$596,231 | \$684,993 | +14.9% |
| April 2022 | \$633,401 | \$723,993 | +14.3% |
| 12-Month Avg | \$615,065 | \$666,712 | +8.4% |

Historical Average Sales Price



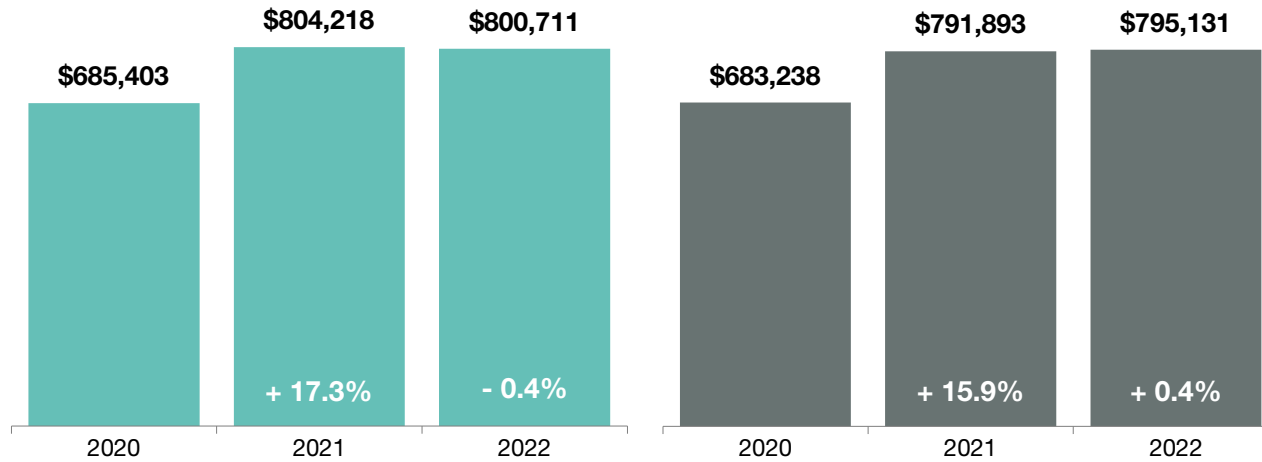
Average List Price

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



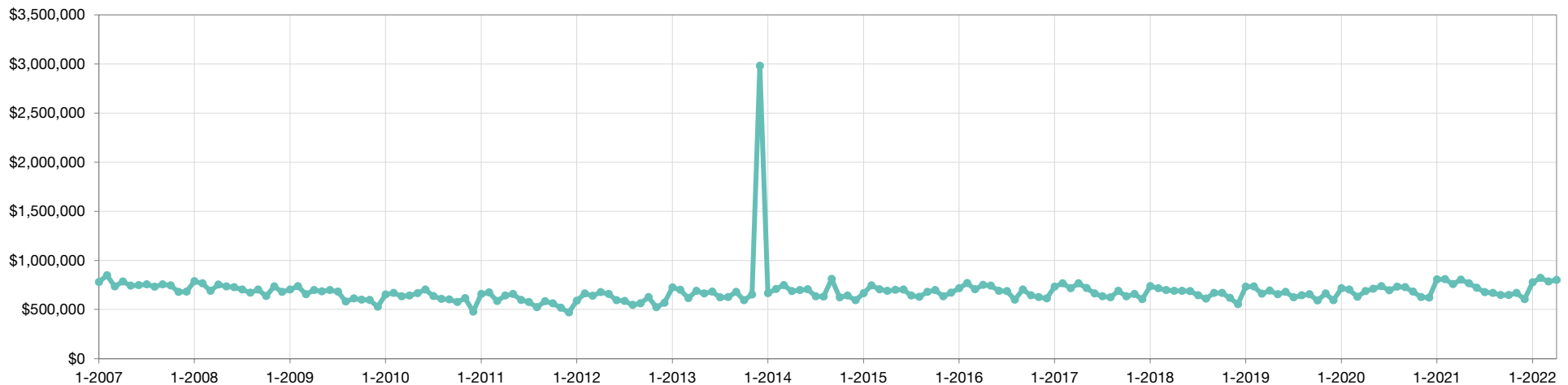
April

Year To Date



| Month | Prior Year | Current Year | + / - |
|-------------------|------------------|------------------|--------------|
| May 2021 | \$709,032 | \$765,406 | +8.0% |
| June 2021 | \$736,603 | \$721,026 | -2.1% |
| July 2021 | \$695,428 | \$677,224 | -2.6% |
| August 2021 | \$731,487 | \$667,396 | -8.8% |
| September 2021 | \$726,640 | \$648,062 | -10.8% |
| October 2021 | \$682,411 | \$647,462 | -5.1% |
| November 2021 | \$625,094 | \$669,293 | +7.1% |
| December 2021 | \$621,117 | \$604,218 | -2.7% |
| January 2022 | \$806,879 | \$776,303 | -3.8% |
| February 2022 | \$807,832 | \$820,427 | +1.6% |
| March 2022 | \$758,296 | \$784,115 | +3.4% |
| April 2022 | \$804,218 | \$800,711 | -0.4% |
| 12-Month Avg | \$731,890 | \$719,013 | -1.8% |

Historical Average List Price



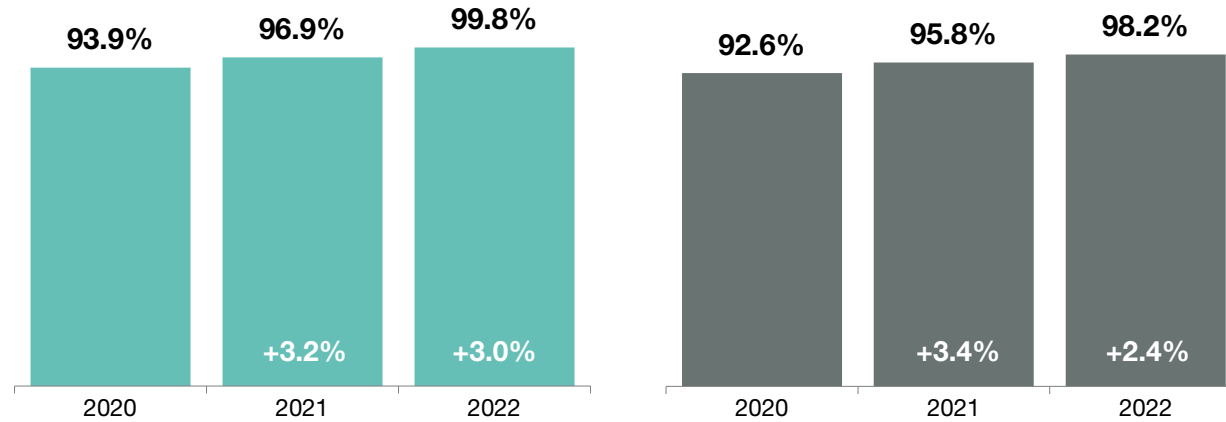
Percent of Original List Price Received



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.

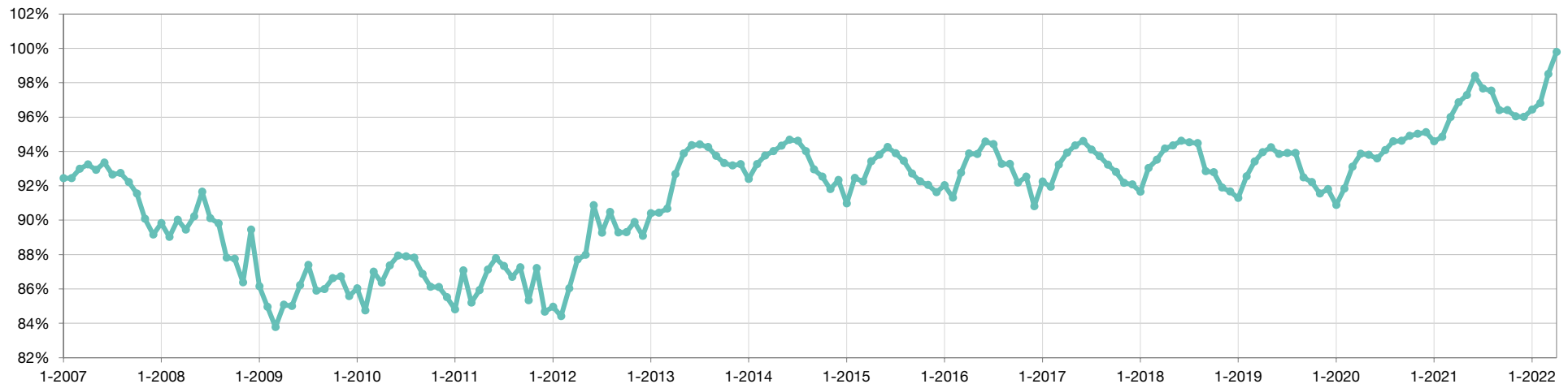
April

Year To Date



| Month | Prior Year | Current Year | + / - |
|-------------------|--------------|--------------|--------------|
| May 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% | +2.0% |
| February 2022 | 94.9% | 96.8% | +2.1% |
| March 2022 | 96.0% | 98.5% | +2.6% |
| April 2022 | 96.9% | 99.8% | +3.0% |
| 12-Month Avg | 94.9% | 97.4% | +2.6% |

Historical Percent of Original List Price Received

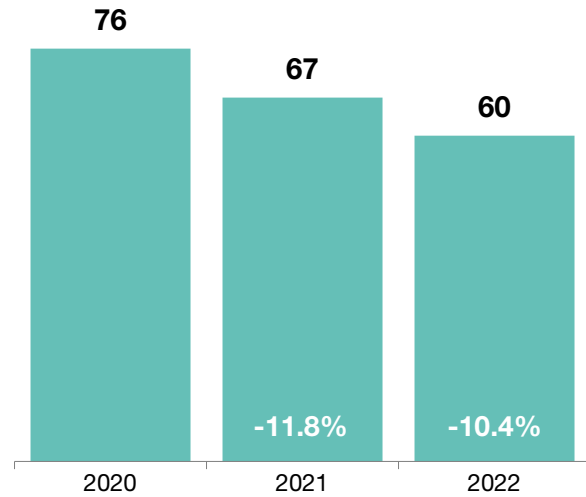


Housing Affordability Index

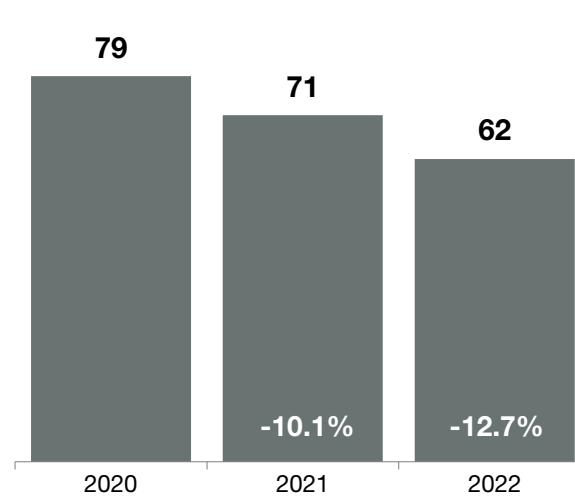


This index measures housing affordability for the region. For example, an index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**

April

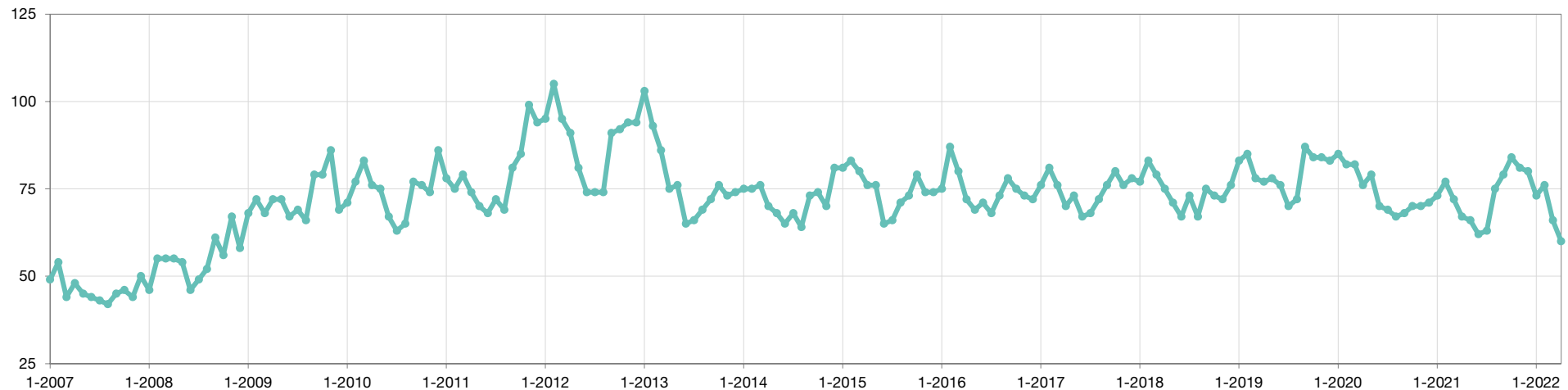


Year To Date



| Month | Prior Year | Current Year | + / - |
|-------------------|------------|--------------|---------------|
| May 2021 | 79 | 66 | -16.5% |
| June 2021 | 70 | 62 | -11.4% |
| July 2021 | 69 | 63 | -8.7% |
| August 2021 | 67 | 75 | +11.9% |
| September 2021 | 68 | 79 | +16.2% |
| October 2021 | 70 | 84 | +20.0% |
| November 2021 | 70 | 81 | +15.7% |
| December 2021 | 71 | 80 | +12.7% |
| January 2022 | 73 | 73 | 0.0% |
| February 2022 | 77 | 76 | -1.3% |
| March 2022 | 72 | 66 | -8.3% |
| April 2022 | 67 | 60 | -10.4% |
| 12-Month Avg | 71 | 72 | +1.7% |

Historical Housing Affordability Index

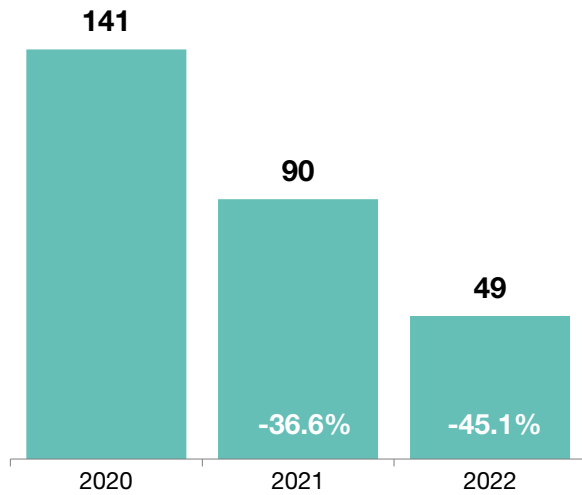


Market Time

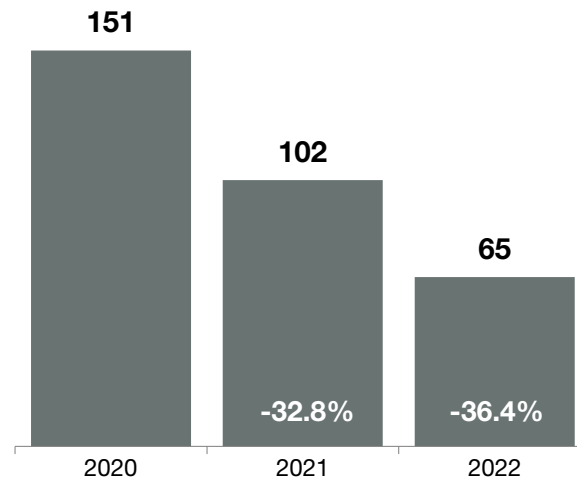
Average number of days between when a property is listed and when an offer is accepted in a given month.



April



Year To Date



| Month | Prior Year | Current Year | + / - |
|-------------------|------------|--------------|---------------|
| May 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 | -33.5% |
| February 2022 | 121 | 79 | -34.4% |
| March 2022 | 103 | 68 | -33.8% |
| April 2022 | 90 | 49 | -45.1% |
| 12-Month Avg | 109 | 58 | -46.2% |

Historical Market Times

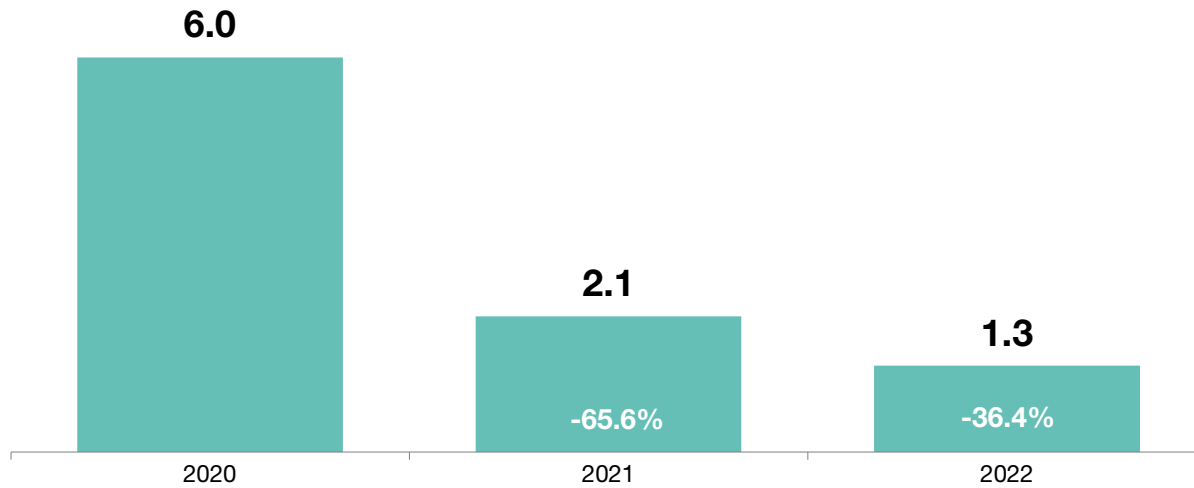


Months Supply of Inventory

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.

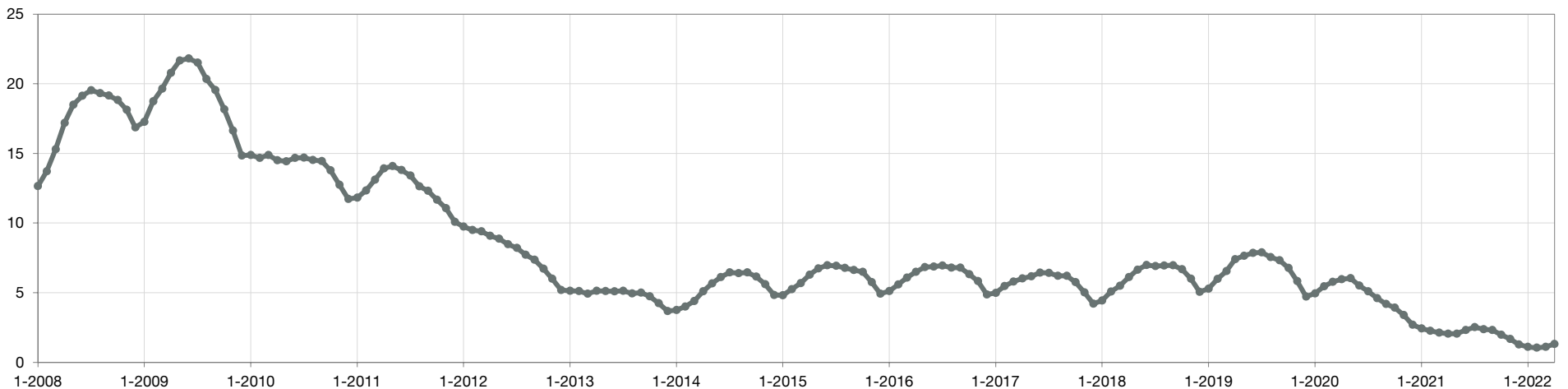


April



| Month | Prior Year | Current Year | + / - |
|-------------------|------------|--------------|---------------|
| May 2021 | 6.0 | 2.1 | -65.9% |
| June 2021 | 5.5 | 2.3 | -58.2% |
| July 2021 | 5.1 | 2.5 | -50.4% |
| August 2021 | 4.6 | 2.4 | -48.5% |
| September 2021 | 4.2 | 2.3 | -44.6% |
| October 2021 | 3.9 | 2.0 | -49.4% |
| November 2021 | 3.4 | 1.7 | -51.1% |
| December 2021 | 2.7 | 1.3 | -52.6% |
| January 2022 | 2.4 | 1.1 | -54.3% |
| February 2022 | 2.3 | 1.0 | -54.0% |
| March 2022 | 2.1 | 1.1 | -47.9% |
| April 2022 | 2.1 | 1.3 | -36.4% |
| 12-Month Avg | 3.7 | 1.8 | -52.5% |

Historical Months Supply of Inventory

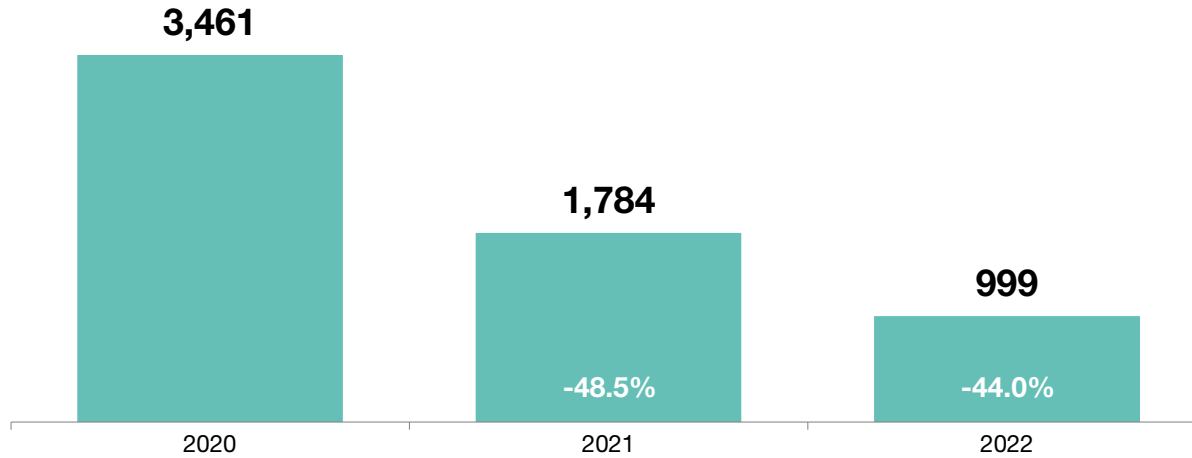


Inventory of Homes for Sale

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



April



| Month | Prior Year | Current Year | + / - |
|-------------------|--------------|--------------|---------------|
| May 2021 | 3,414 | 1,848 | -45.9% |
| June 2021 | 3,288 | 2,048 | -37.7% |
| July 2021 | 3,229 | 2,192 | -32.1% |
| August 2021 | 3,076 | 2,014 | -34.5% |
| September 2021 | 2,907 | 1,941 | -33.2% |
| October 2021 | 2,802 | 1,663 | -40.6% |
| November 2021 | 2,460 | 1,400 | -43.1% |
| December 2021 | 1,981 | 1,072 | -45.9% |
| January 2022 | 1,825 | 926 | -49.3% |
| February 2022 | 1,726 | 855 | -50.5% |
| March 2022 | 1,720 | 886 | -48.5% |
| April 2022 | 1,784 | 999 | -44.0% |
| 12-Month Avg | 2,518 | 1,487 | -42.1% |

Historical Inventory of Homes for Sale

