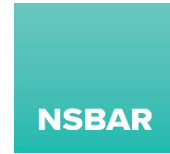


# Monthly Indicators



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 2023

U.S. existing-home sales declined 2.4 percent month-over-month as of last measure, according to the National Association of REALTORS® (NAR), reversing February's sales gain of 14.5%. Fluctuations in mortgage interest rates have caused buyers to pullback, with pending sales dropping 5.2% month-over-month. Meanwhile, the median existing-home sales price declined for the second month in a row, falling 0.9% nationally from the same time last year, the largest year-over-year decline since January 2012, according to NAR.

New Listings in the North Shore-Barrington region decreased 35.1 percent to 783. Listings Under Contract were down 26.2 percent to 606. Inventory levels fell 24.5 percent to 843 units.

Prices were fairly stable. The Median Sales Price increased 0.5 percent to \$542,500. Market Times were down 9.6 percent to 45 days. Buyers felt empowered as Months Supply of Inventory was up 9.4 percent to 1.6 months.

Housing inventory remains tight nationwide, with only 980,000 units available for sale heading into April, a 5.4% increase from one year earlier, although the number of homes for sale is down compared to the same period in 2019, prior to the pandemic. The lack of existing inventory continues to impact home sales, and with only 2.6 months' supply of homes at last measure, competition for available properties remains strong, especially in certain price categories, with multiple offers occurring on about a third of properties, according to NAR.

## Quick Facts

**- 34.2%**

**+ 0.5%**

**- 24.5%**

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

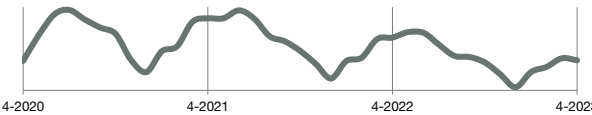
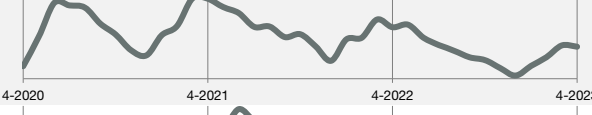







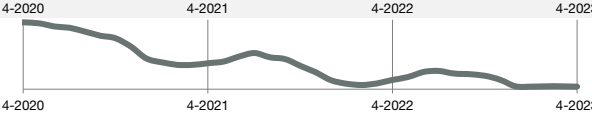



# Market Overview

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

**NSBAR**

NORTH SHORE-BARRINGTON  
ASSOCIATION OF REALTORS®

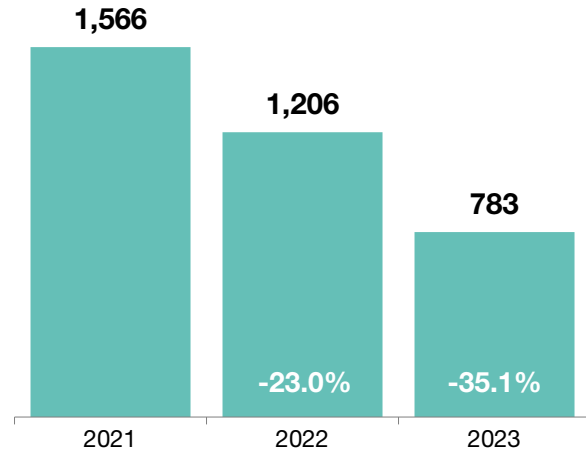
Key Metrics	Historical Sparklines	4-2022	4-2023	+ / -	YTD 2022	YTD 2023	+ / -
<b>New Listings</b>		1,206	<b>783</b>	- 35.1%	3,981	<b>2,821</b>	- 29.1%
<b>Closed Sales</b>		815	<b>536</b>	- 34.2%	2,538	<b>1,609</b>	- 36.6%
<b>Under Contract</b> (Contingent and Pending)		821	<b>606</b>	- 26.2%	3,122	<b>2,102</b>	- 32.7%
<b>Median Sales Price</b>		\$540,000	<b>\$542,500</b>	+ 0.5%	\$516,000	<b>\$500,000</b>	- 3.1%
<b>Average Sales Price</b>		\$728,333	<b>\$698,858</b>	- 4.0%	\$684,452	<b>\$678,924</b>	- 0.8%
<b>Average List Price</b>		\$802,401	<b>\$951,929</b>	+ 18.6%	\$809,444	<b>\$857,813</b>	+ 6.0%
<b>Percent of Original List Price Received</b>		99.8%	<b>98.9%</b>	- 0.9%	98.1%	<b>97.3%</b>	- 0.8%
<b>Housing Affordability Index</b>		59	<b>57</b>	- 3.4%	62	<b>62</b>	0.0%
<b>Market Time</b>		49	<b>45</b>	- 9.6%	65	<b>59</b>	- 9.2%
<b>Months Supply of Homes for Sale</b>		1.4	<b>1.6</b>	+ 9.4%	--	--	--
<b>Inventory of Homes for Sale</b>		1,116	<b>843</b>	- 24.5%	--	--	--

# New Listings

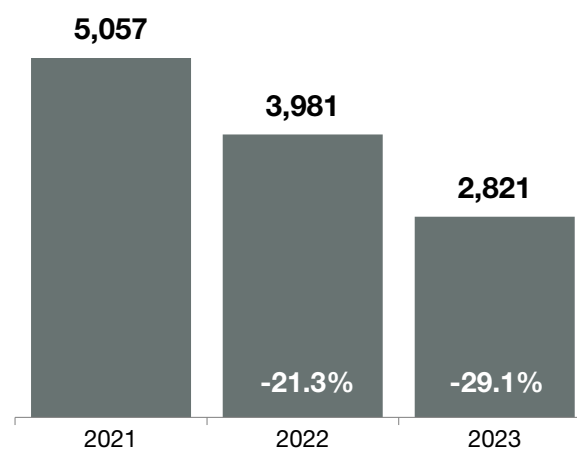
A count of the properties that have been newly listed on the market in a given month.



## April

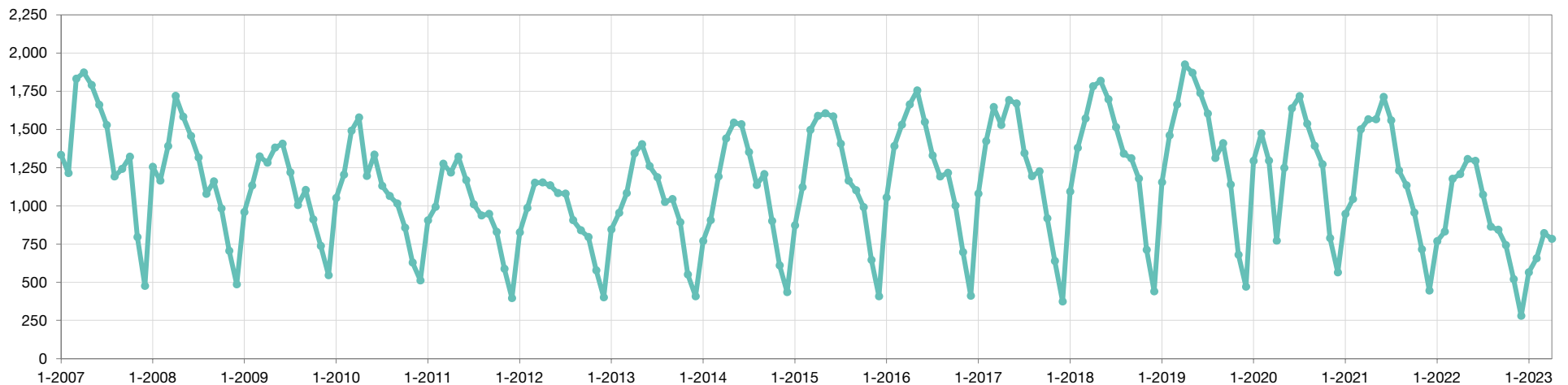


## Year To Date



Month	Prior Year	Current Year	+ / -
May 2022	1,565	1,305	-16.6%
June 2022	1,712	1,293	-24.5%
July 2022	1,559	1,073	-31.2%
August 2022	1,230	863	-29.8%
September 2022	1,134	843	-25.7%
October 2022	955	742	-22.3%
November 2022	716	520	-27.4%
December 2022	445	279	-37.3%
January 2023	768	563	-26.7%
February 2023	831	655	-21.2%
March 2023	1,176	820	-30.3%
<b>April 2023</b>	<b>1,206</b>	<b>783</b>	<b>-35.1%</b>
12-Month Avg	1,108	812	-26.8%

## Historical New Listing Activity

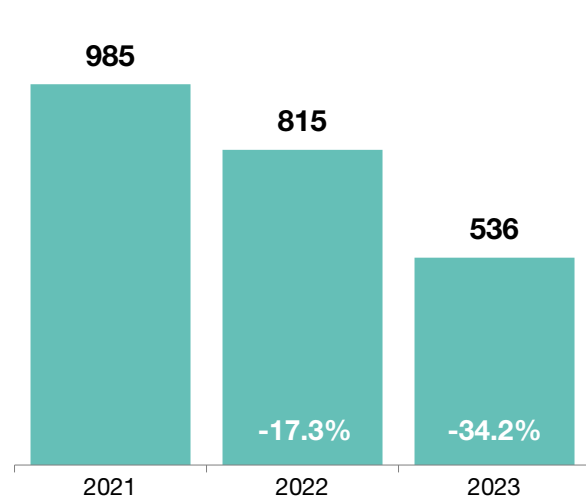


# Closed Sales

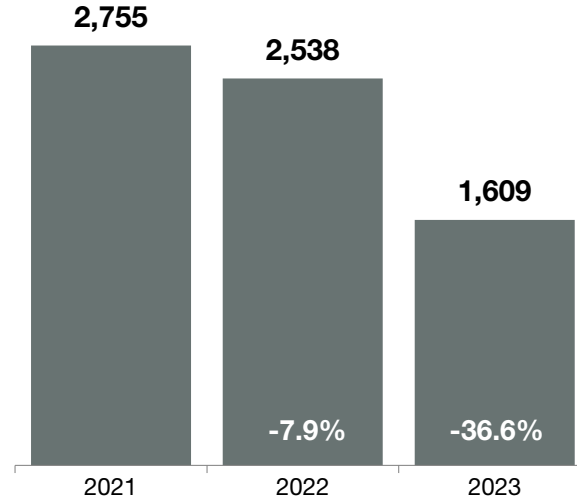
A count of the actual sales that have closed in a given month.



## April

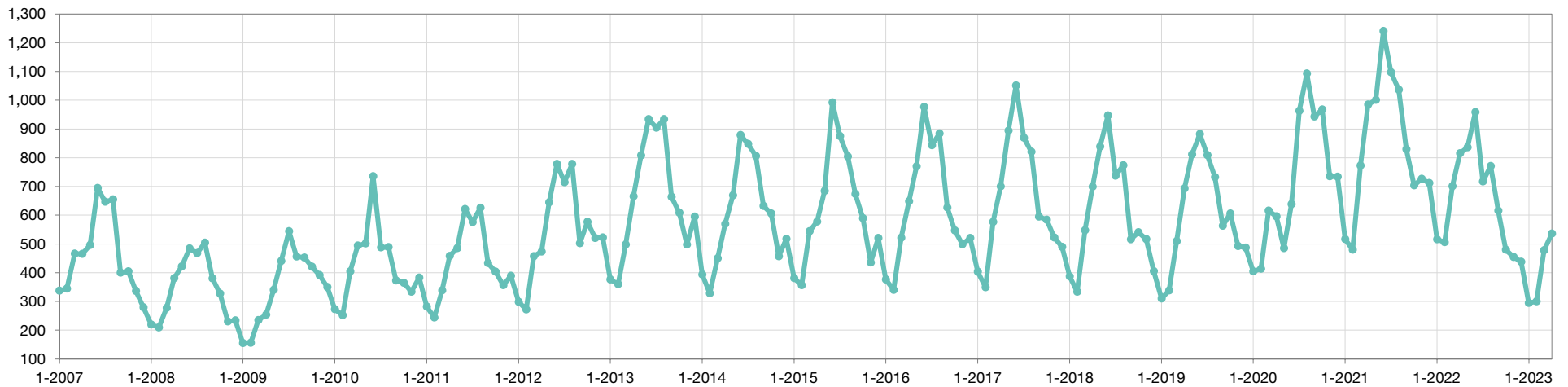


## Year To Date



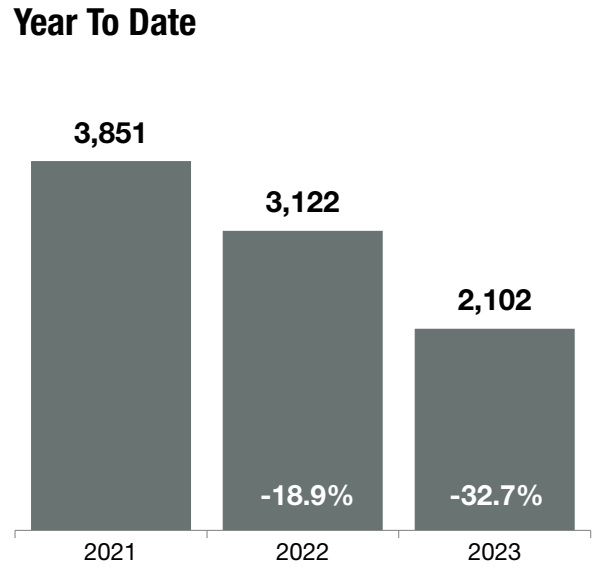
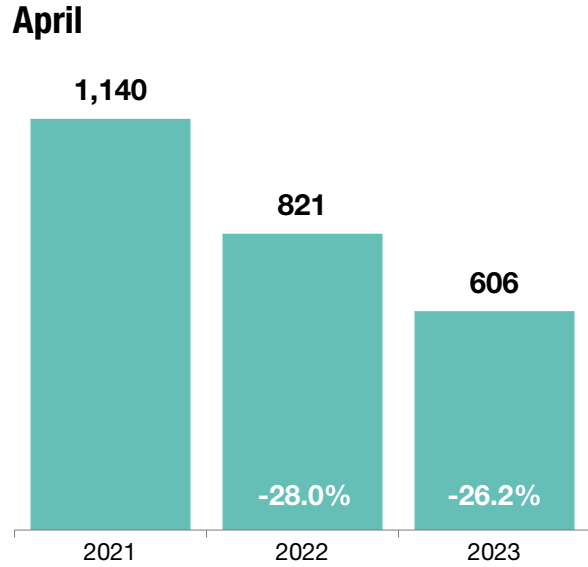
Month	Prior Year	Current Year	+ / -
May 2022	1,001	836	-16.5%
June 2022	1,241	959	-22.7%
July 2022	1,097	717	-34.6%
August 2022	1,037	771	-25.7%
September 2022	830	616	-25.8%
October 2022	704	480	-31.8%
November 2022	726	454	-37.5%
December 2022	712	438	-38.5%
January 2023	516	295	-42.8%
February 2023	506	300	-40.7%
March 2023	701	478	-31.8%
<b>April 2023</b>	<b>815</b>	<b>536</b>	<b>-34.2%</b>
12-Month Avg	824	573	-31.9%

## Historical Closed Sales Activity



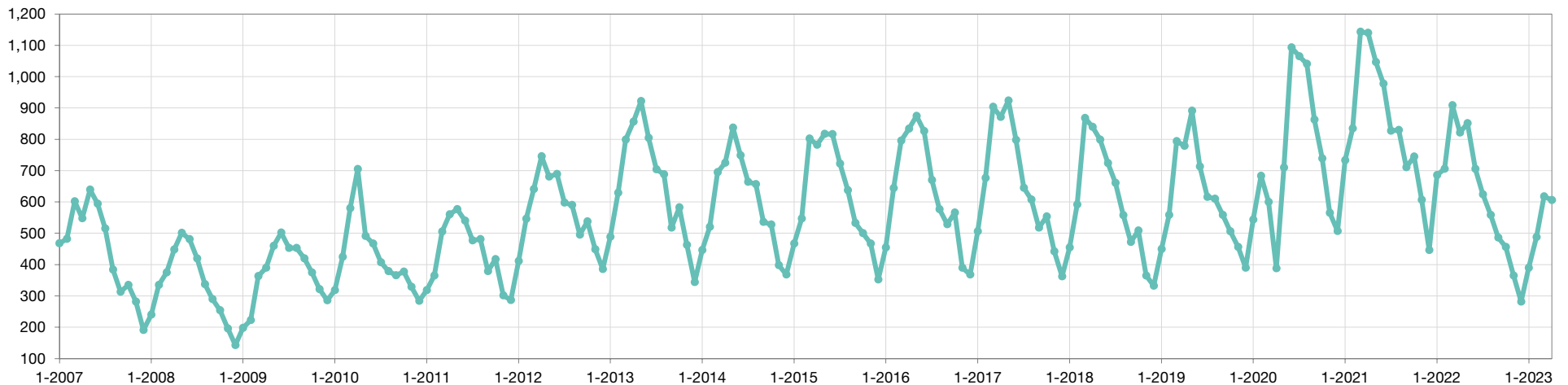
# Under Contract

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



Month	Prior Year	Current Year	+ / -
May 2022	1,047	851	-18.7%
June 2022	978	706	-27.8%
July 2022	827	624	-24.5%
August 2022	830	559	-32.7%
September 2022	711	486	-31.6%
October 2022	745	456	-38.8%
November 2022	607	365	-39.9%
December 2022	446	282	-36.8%
January 2023	686	390	-43.1%
February 2023	706	488	-30.9%
March 2023	909	618	-32.0%
<b>April 2023</b>	<b>821</b>	<b>606</b>	<b>-26.2%</b>
12-Month Avg	776	536	-30.9%

## Historical Under Contract Activity

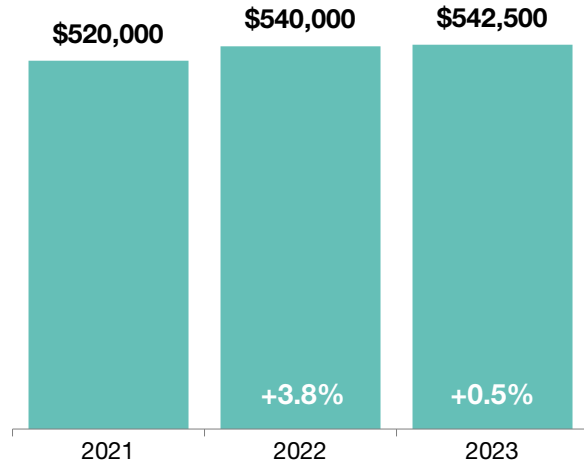


# Median Sales Price

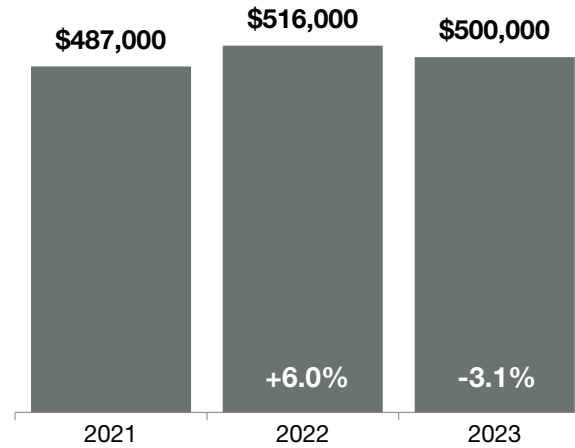
Median price point for all closed sales, not accounting for seller concessions, in a given month.



## April

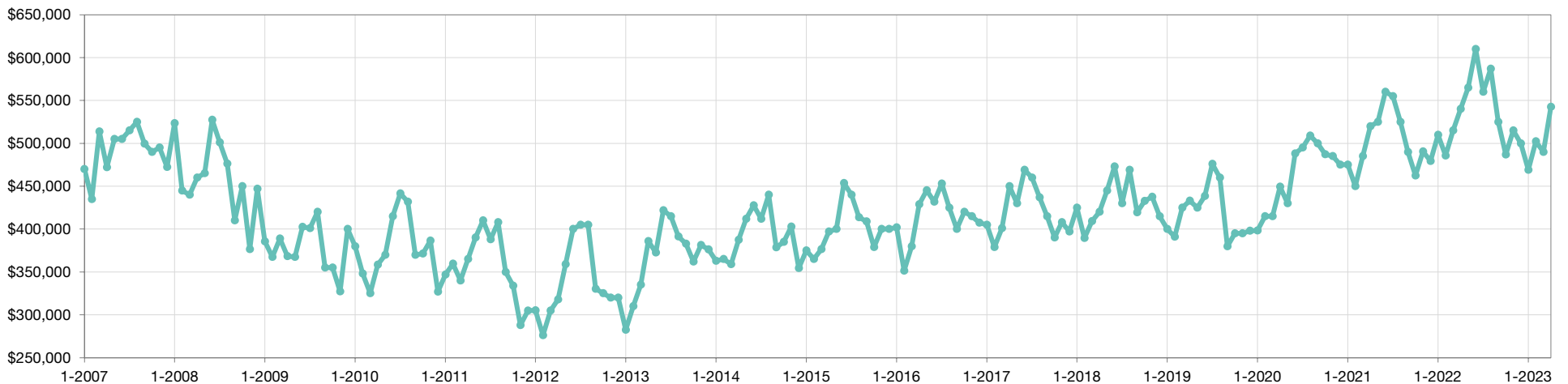


## Year To Date



Month	Prior Year	Current Year	+ / -
May 2022	\$524,900	\$565,000	+7.6%
June 2022	\$560,000	\$610,000	+8.9%
July 2022	\$555,000	\$560,000	+0.9%
August 2022	\$525,000	\$587,000	+11.8%
September 2022	\$490,000	\$525,000	+7.1%
October 2022	\$462,500	\$487,000	+5.3%
November 2022	\$490,434	\$515,000	+5.0%
December 2022	\$479,500	\$500,000	+4.3%
January 2023	\$510,000	\$469,000	-8.0%
February 2023	\$485,565	\$502,250	+3.4%
March 2023	\$515,000	\$490,000	-4.9%
<b>April 2023</b>	<b>\$540,000</b>	<b>\$542,500</b>	<b>+0.5%</b>
12-Month Med	\$517,500	\$540,000	+4.3%

## Historical Median Sales Price

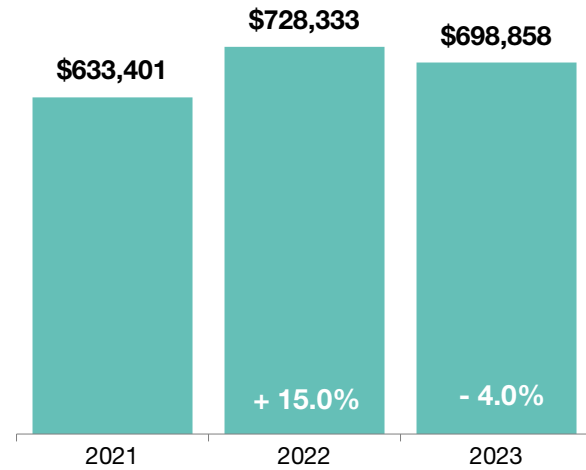


# Average Sales Price

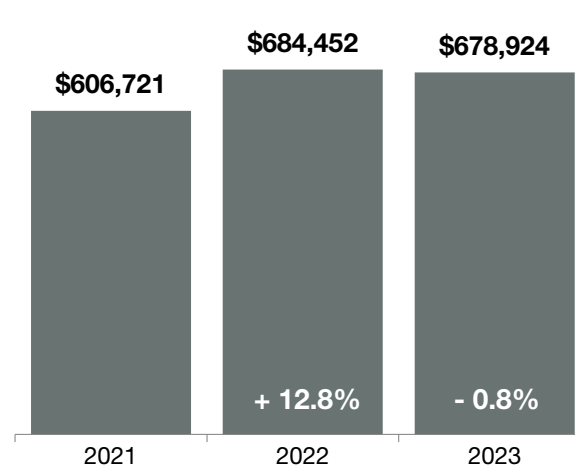
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## April

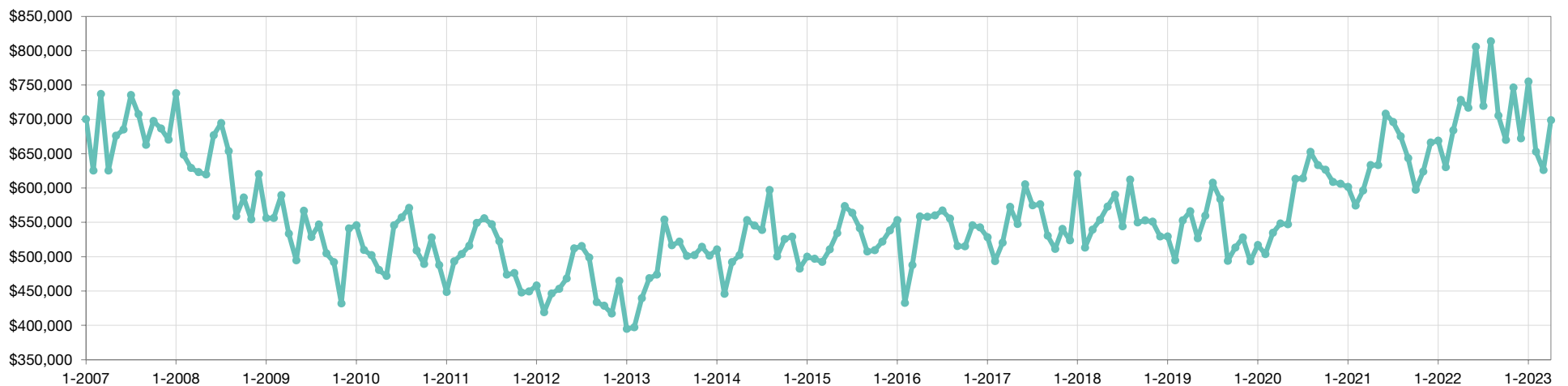


## Year To Date



Month	Prior Year	Current Year	+ / -
May 2022	\$633,435	\$717,001	+13.2%
June 2022	\$708,025	\$805,578	+13.8%
July 2022	\$696,133	\$719,412	+3.3%
August 2022	\$675,077	\$813,709	+20.5%
September 2022	\$643,391	\$705,358	+9.6%
October 2022	\$597,461	\$670,101	+12.2%
November 2022	\$623,762	\$746,391	+19.7%
December 2022	\$666,290	\$672,226	+0.9%
January 2023	\$668,989	\$754,974	+12.9%
February 2023	\$630,209	\$652,837	+3.6%
March 2023	\$683,973	\$626,009	-8.5%
<b>April 2023</b>	<b>\$728,333</b>	<b>\$698,858</b>	<b>-4.0%</b>
12-Month Avg	\$667,151	\$726,306	+8.9%

## Historical Average Sales Price



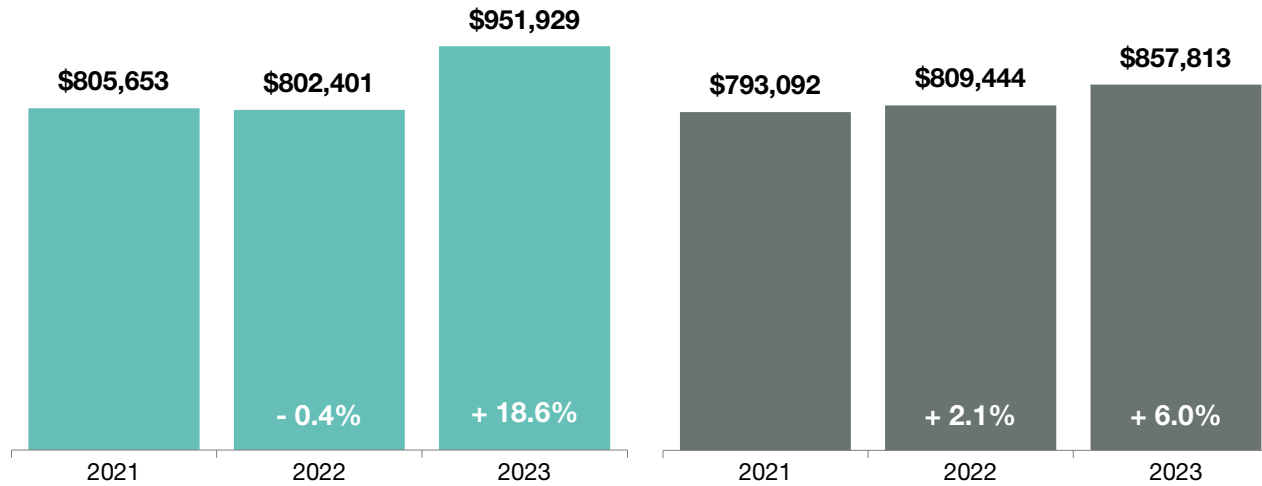
# Average List Price

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



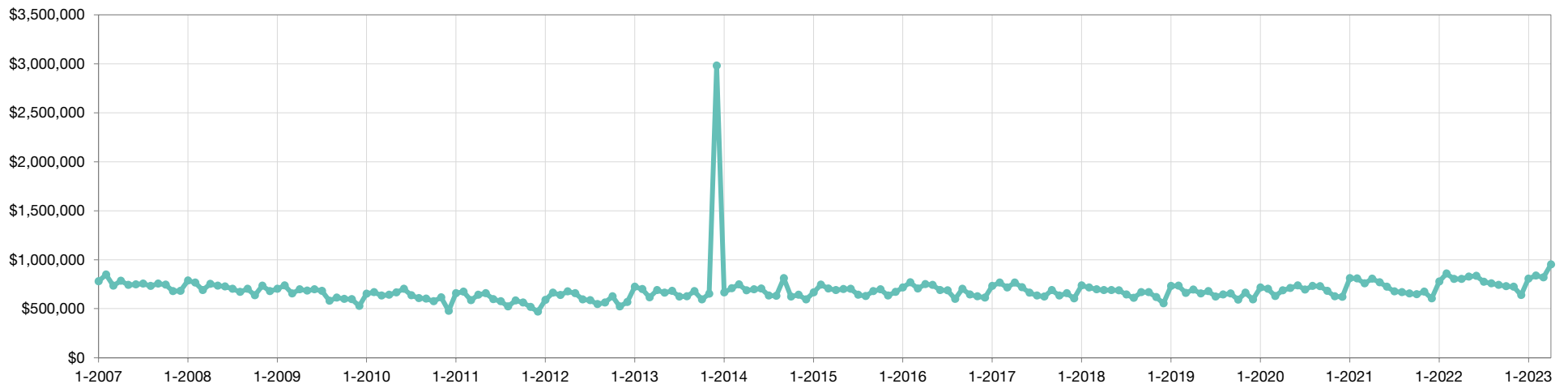
## April

## Year To Date



Month	Prior Year	Current Year	+ / -
May 2022	\$767,911	\$825,906	+7.6%
June 2022	\$722,506	\$834,971	+15.6%
July 2022	\$677,192	\$773,022	+14.2%
August 2022	\$668,403	\$758,086	+13.4%
September 2022	\$654,178	\$741,149	+13.3%
October 2022	\$648,108	\$727,812	+12.3%
November 2022	\$673,249	\$722,556	+7.3%
December 2022	\$605,302	\$639,683	+5.7%
January 2023	\$777,247	\$805,700	+3.7%
February 2023	\$859,641	\$838,271	-2.5%
March 2023	\$802,239	\$819,476	+2.1%
<b>April 2023</b>	<b>\$802,401</b>	<b>\$951,929</b>	<b>+18.6%</b>
12-Month Avg	\$725,790	\$798,874	+10.1%

## Historical Average List Price





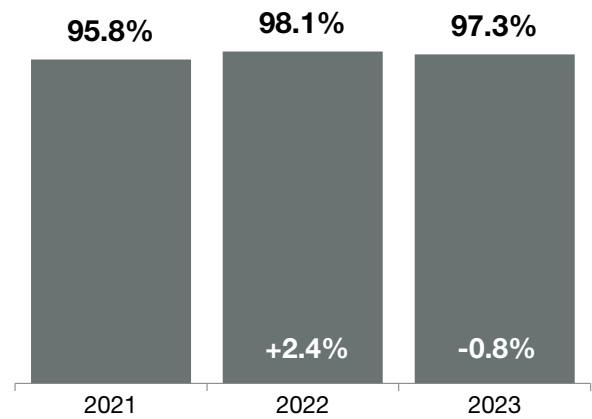
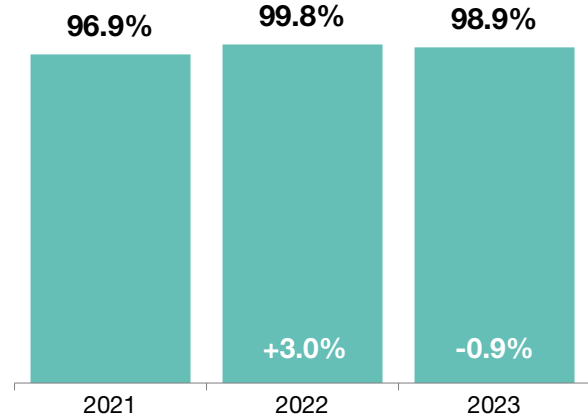
# Percent of Original List Price Received



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.

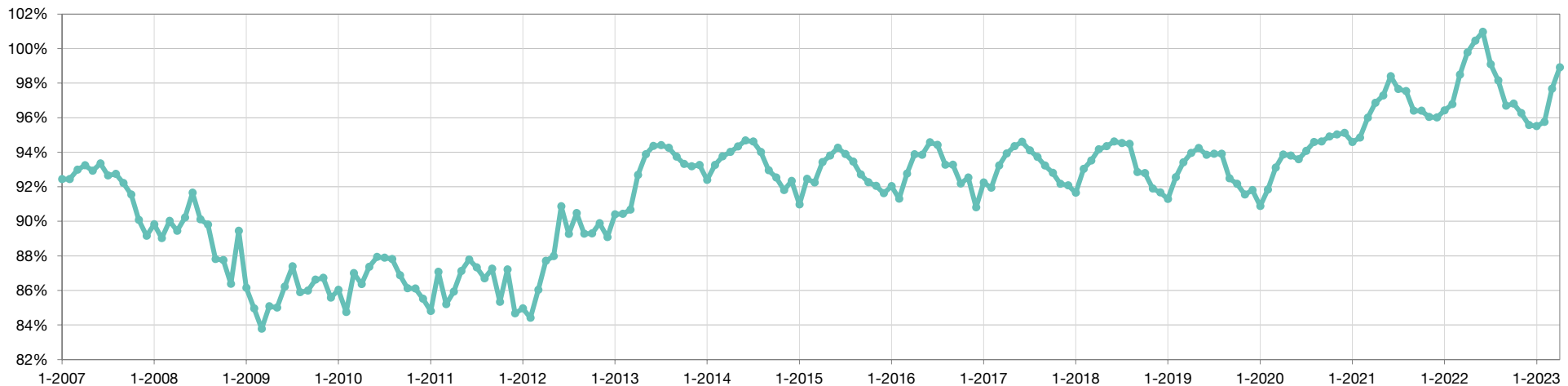
## April

## Year To Date



Month	Prior Year	Current Year	+ / -
May 2022	97.3%	100.5%	+3.3%
June 2022	98.4%	101.0%	+2.6%
July 2022	97.7%	99.1%	+1.5%
August 2022	97.5%	98.1%	+0.6%
September 2022	96.4%	96.7%	+0.3%
October 2022	96.4%	96.8%	+0.4%
November 2022	96.0%	96.3%	+0.2%
December 2022	96.0%	95.6%	-0.5%
January 2023	96.4%	95.5%	-0.9%
February 2023	96.8%	95.8%	-1.1%
March 2023	98.5%	97.7%	-0.8%
<b>April 2023</b>	<b>99.8%</b>	<b>98.9%</b>	<b>-0.9%</b>
12-Month Avg	97.4%	98.2%	+0.8%

## Historical Percent of Original List Price Received



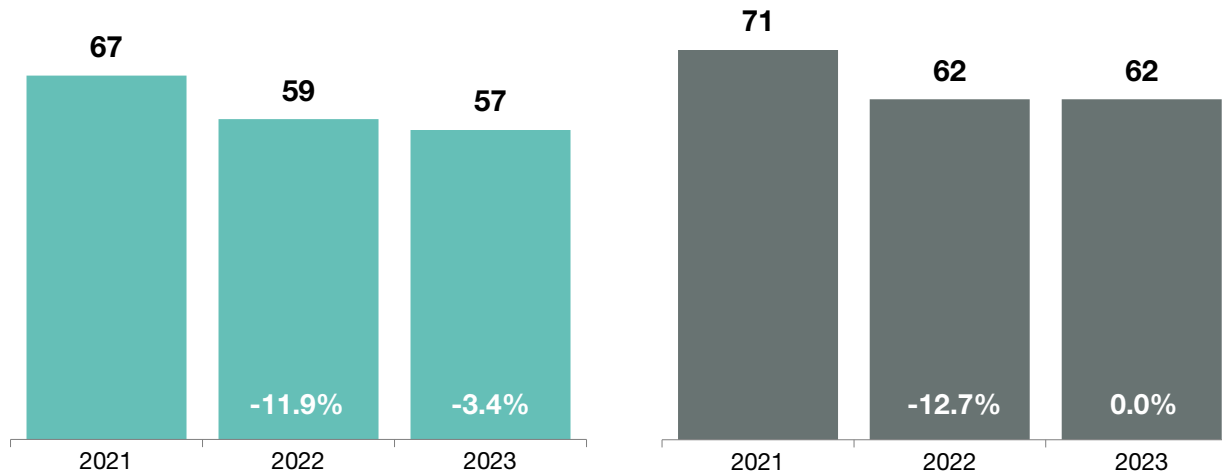
# Housing Affordability Index



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.**

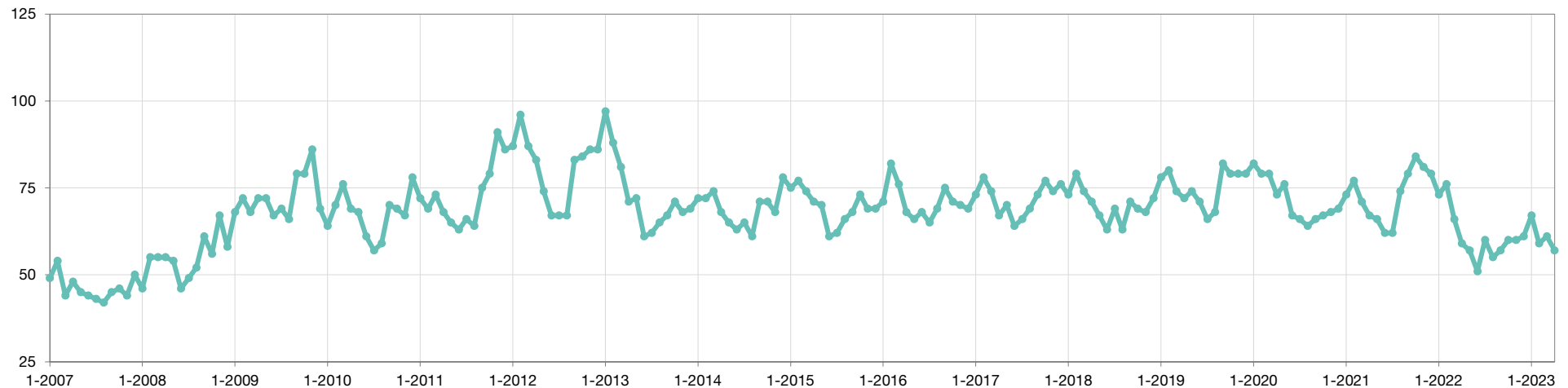
## April

## Year To Date



Month	Prior Year	Current Year	+ / -
May 2022	66	57	-13.6%
June 2022	62	51	-17.7%
July 2022	62	60	-3.2%
August 2022	74	55	-25.7%
September 2022	79	57	-27.8%
October 2022	84	60	-28.6%
November 2022	81	60	-25.9%
December 2022	79	61	-22.8%
January 2023	73	67	-8.2%
February 2023	76	59	-22.4%
March 2023	66	61	-7.6%
<b>April 2023</b>	<b>59</b>	<b>57</b>	<b>-3.4%</b>
12-Month Avg	72	59	-17.2%

## Historical Housing Affordability Index

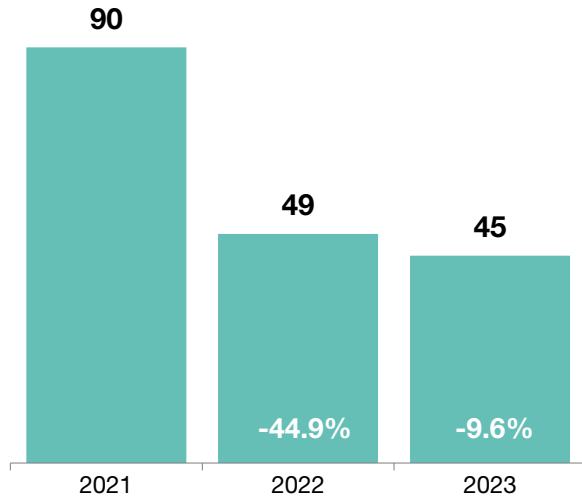


# Market Time

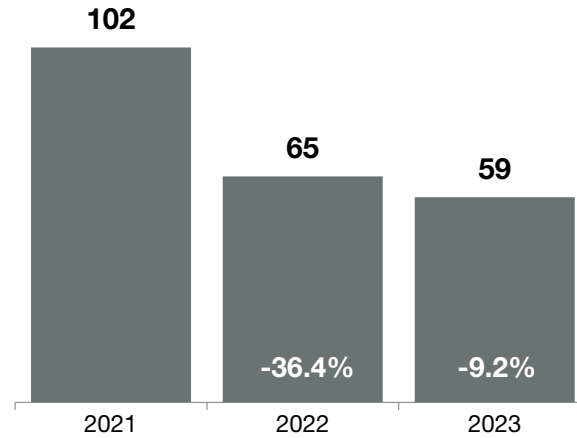
Average number of days between when a property is listed and when an offer is accepted in a given month.



## April

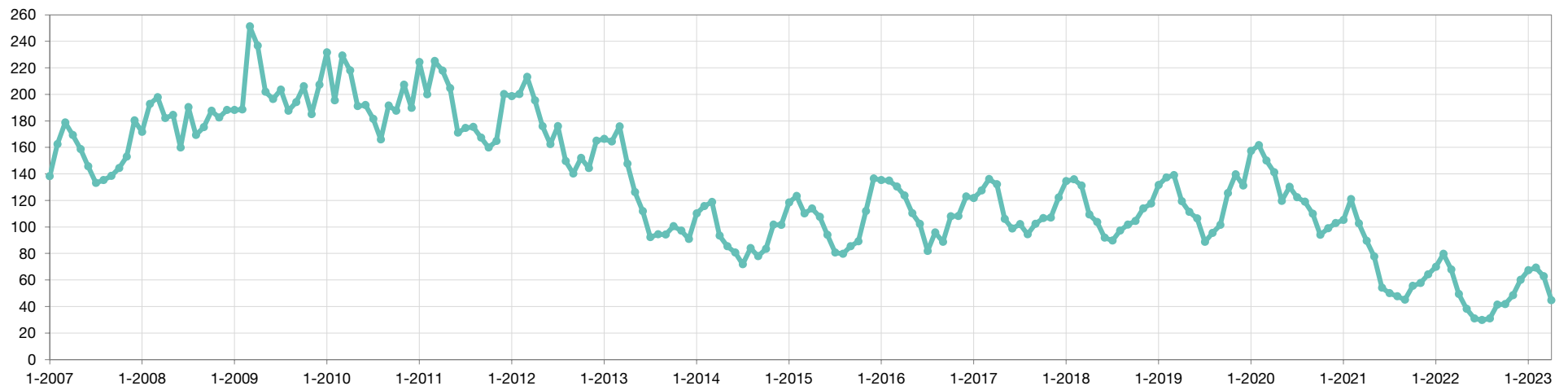


## Year To Date



Month	Prior Year	Current Year	+ / -
May 2022	78	38	-50.7%
June 2022	54	31	-42.8%
July 2022	50	30	-40.4%
August 2022	48	31	-35.3%
September 2022	45	41	-8.2%
October 2022	55	42	-24.7%
November 2022	58	48	-16.2%
December 2022	64	60	-6.4%
January 2023	70	67	-3.8%
February 2023	80	69	-13.1%
March 2023	68	63	-7.6%
<b>April 2023</b>	<b>49</b>	<b>45</b>	<b>-9.6%</b>
12-Month Avg	58	43	-26.6%

## Historical Market Times

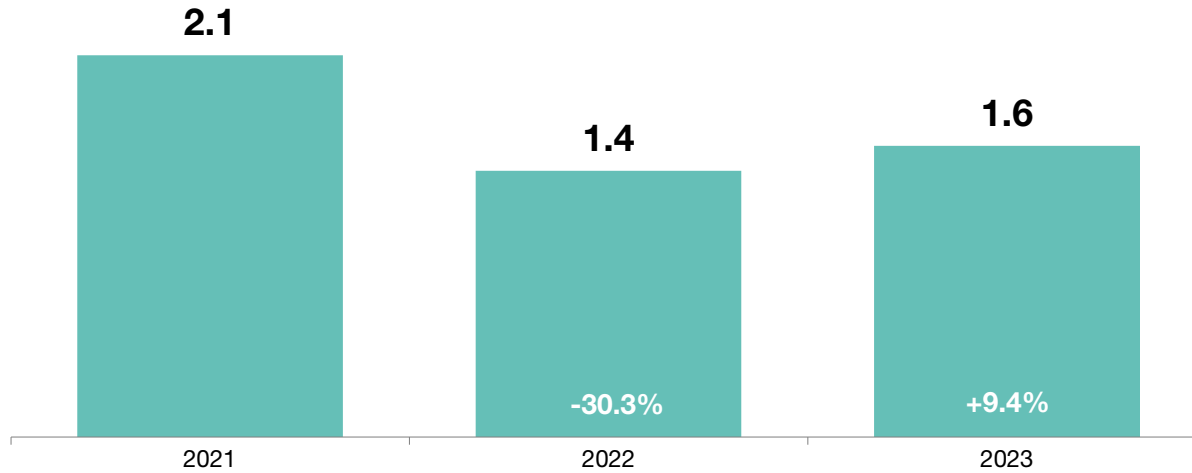


# Months Supply of Inventory

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.

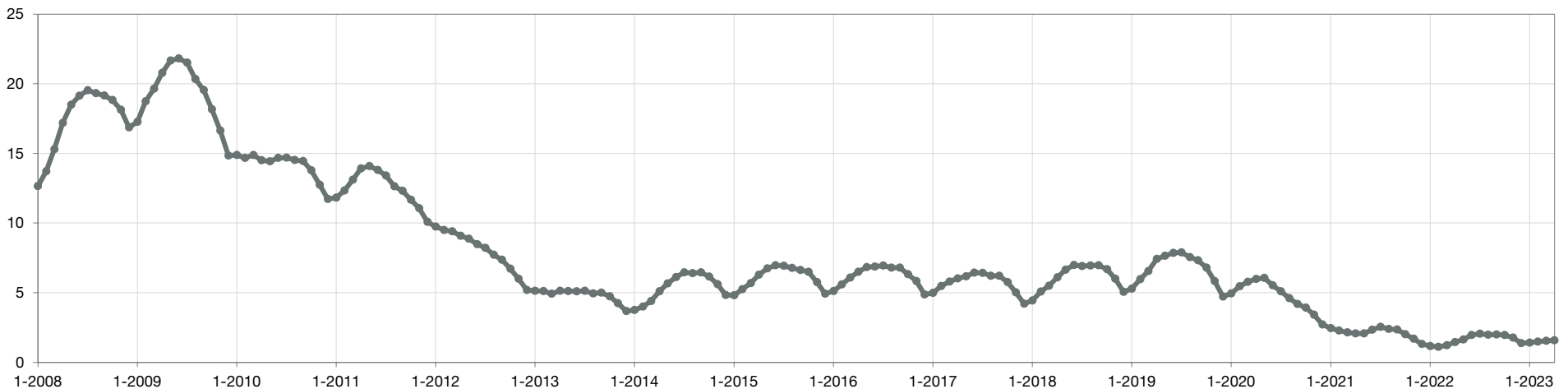


## April



Month	Prior Year	Current Year	+ / -
May 2022	2.1	1.6	-21.4%
June 2022	2.3	1.9	-16.2%
July 2022	2.5	2.1	-19.1%
August 2022	2.4	2.0	-17.8%
September 2022	2.3	2.0	-15.2%
October 2022	2.0	2.0	-3.0%
November 2022	1.7	1.8	+4.2%
December 2022	1.3	1.4	+4.3%
January 2023	1.2	1.4	+22.0%
February 2023	1.1	1.5	+34.1%
March 2023	1.2	1.5	+27.3%
<b>April 2023</b>	<b>1.4</b>	<b>1.6</b>	<b>+9.4%</b>
12-Month Avg	1.8	1.7	-4.2%

## Historical Months Supply of Inventory

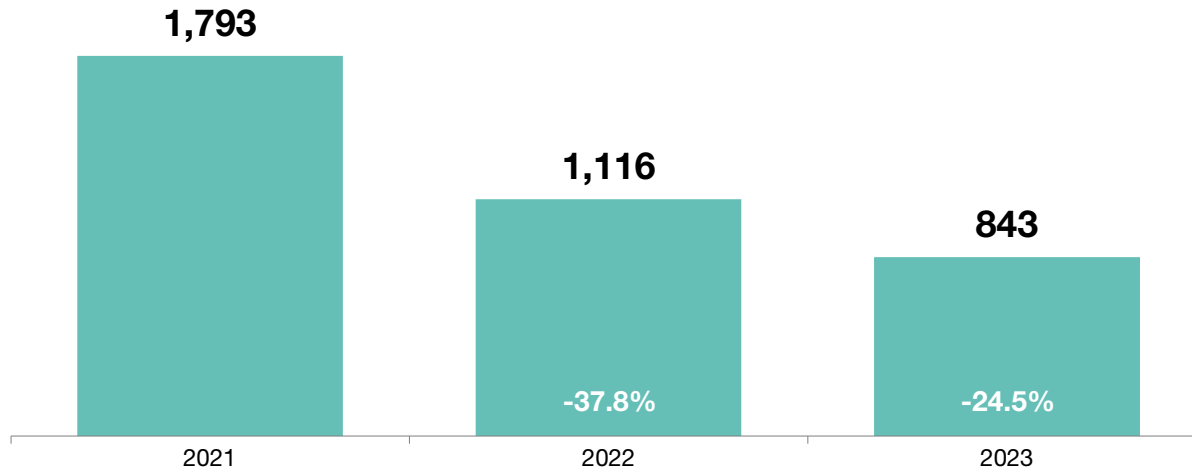


# Inventory of Homes for Sale

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



## April



Month	Prior Year	Current Year	+ / -
May 2022	1,858	1,236	-33.5%
June 2022	2,064	1,436	-30.4%
July 2022	2,209	1,483	-32.9%
August 2022	2,034	1,371	-32.6%
September 2022	1,967	1,352	-31.3%
October 2022	1,689	1,279	-24.3%
November 2022	1,428	1,122	-21.4%
December 2022	1,104	854	-22.6%
January 2023	965	843	-12.6%
February 2023	912	860	-5.7%
March 2023	976	857	-12.2%
<b>April 2023</b>	<b>1,116</b>	<b>843</b>	<b>-24.5%</b>
12-Month Avg	1,527	1,128	-23.7%

## Historical Inventory of Homes for Sale

