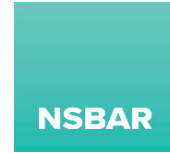


# Monthly Indicators



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

## August 2024

U.S. existing-home sales increased for the first time in 5 months, as lower mortgage rates and rising supply helped boost market activity. According to the National Association of REALTORS® (NAR), sales of previously owned homes rose 1.3% month-over-month to a seasonally adjusted annual rate of 3.95 million units, exceeding economists' expectations and ending the downward trend of recent months.

New Listings in the North Shore-Barrington region decreased 8.3 percent to 750. Listings Under Contract were down 11.0 percent to 455. Inventory levels fell 7.9 percent to 950 units.

Prices continued to gain traction. The Median Sales Price increased 13.4 percent to \$628,500. Market Times were down 11.1 percent to 29 days. Sellers were encouraged as Months Supply of Inventory was down 1.1 percent to 2.0 months.

Nationally, total housing inventory edged up 0.8% from the previous month to 1.33 million units heading into August, for a 4.0-month supply at the current sales pace, NAR data shows. Although inventory is up nearly 20% compared to the same time last year, demand continues to outpace supply, putting upward pressure on sales prices. According to NAR, the nationwide median existing-home price rose 4.2% year-over-year to \$422,600 at last measure, marking the 13th consecutive month of annual price increases.

## Quick Facts

**- 12.6%**

**+ 13.4%**

**- 7.9%**

Change in  
Closed Sales

Change in  
Median Sales Price

Change in  
Inventory

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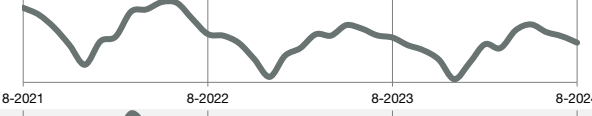
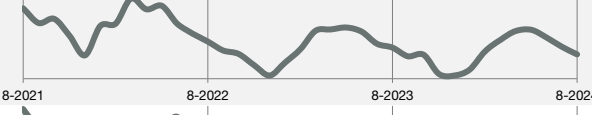



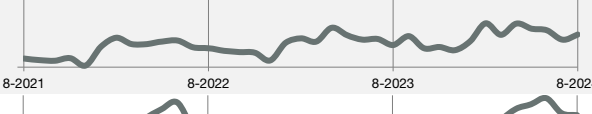
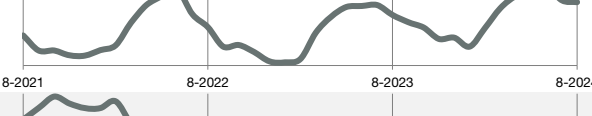






# Market Overview

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

**NSBAR**

NORTH SHORE-BARRINGTON  
ASSOCIATION OF REALTORS®

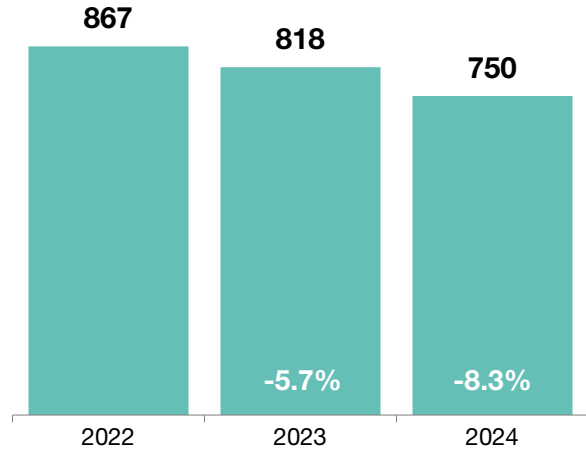
Key Metrics	Historical Sparklines	8-2023	8-2024	+ / -	YTD 2023	YTD 2024	+ / -
<b>New Listings</b>		818	<b>750</b>	- 8.3%	6,559	<b>6,280</b>	- 4.3%
<b>Closed Sales</b>		682	<b>596</b>	- 12.6%	4,327	<b>4,050</b>	- 6.4%
<b>Under Contract</b> (Contingent and Pending)		511	<b>455</b>	- 11.0%	4,556	<b>4,254</b>	- 6.6%
<b>Median Sales Price</b>		\$554,000	<b>\$628,500</b>	+ 13.4%	\$550,000	<b>\$600,500</b>	+ 9.2%
<b>Average Sales Price</b>		\$746,072	<b>\$864,745</b>	+ 15.9%	\$740,358	<b>\$806,950</b>	+ 9.0%
<b>Average List Price</b>		\$794,228	<b>\$889,268</b>	+ 12.0%	\$853,789	<b>\$919,082</b>	+ 7.6%
<b>Percent of Original List Price Received</b>		99.0%	<b>100.0%</b>	+ 1.0%	98.7%	<b>100.0%</b>	+ 1.3%
<b>Housing Affordability Index</b>		57	<b>54</b>	- 5.3%	58	<b>56</b>	- 3.4%
<b>Market Time</b>		33	<b>29</b>	- 11.1%	46	<b>39</b>	- 13.7%
<b>Months Supply of Homes for Sale</b>		2.0	<b>2.0</b>	- 1.1%	--	--	--
<b>Inventory of Homes for Sale</b>		1,032	<b>950</b>	- 7.9%	--	--	--

# New Listings

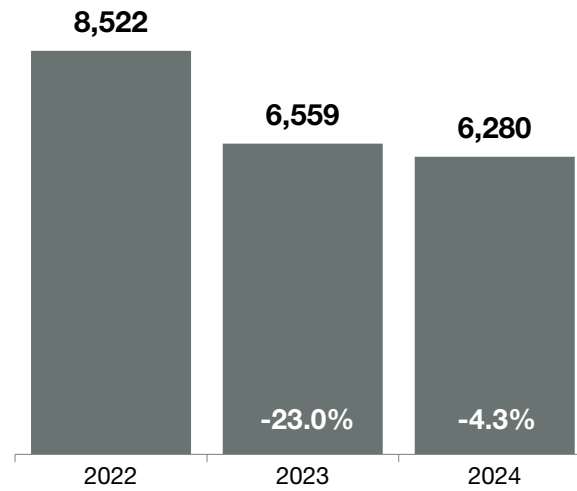
A count of the properties that have been newly listed on the market in a given month.



## August

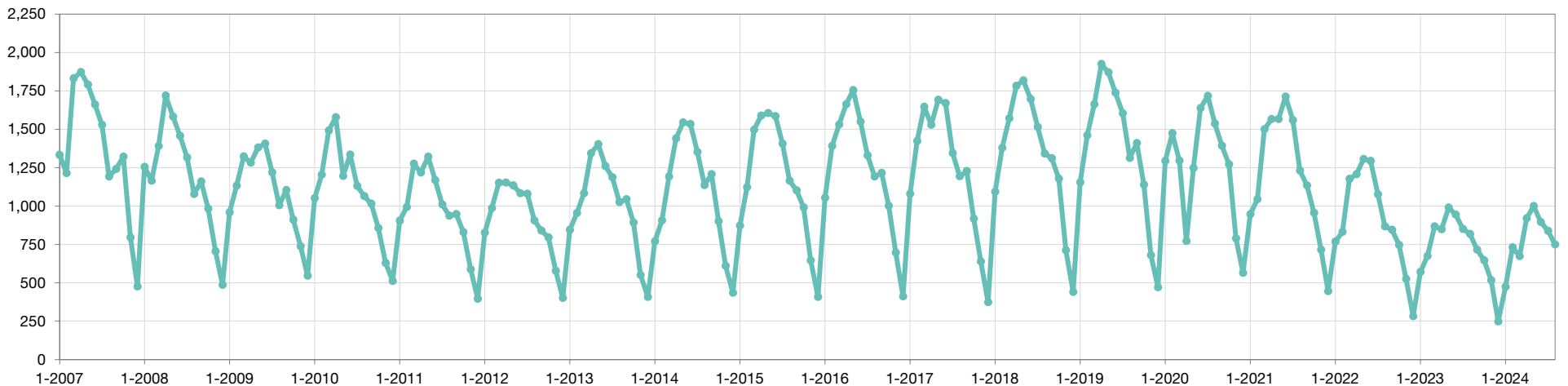


## Year To Date



Month	Prior Year	Current Year	+ / -
September 2023	845	716	-15.3%
October 2023	745	646	-13.3%
November 2023	524	517	-1.3%
December 2023	282	248	-12.1%
January 2024	571	474	-17.0%
February 2024	675	730	+8.1%
March 2024	866	673	-22.3%
April 2024	848	920	+8.5%
May 2024	989	999	+1.0%
June 2024	943	896	-5.0%
July 2024	849	838	-1.3%
<b>August 2024</b>	<b>818</b>	<b>750</b>	<b>-8.3%</b>
12-Month Avg	746	701	-6.1%

## Historical New Listing Activity

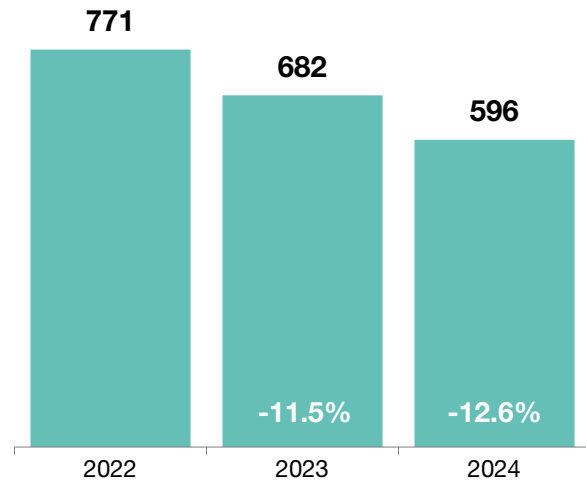


# Closed Sales

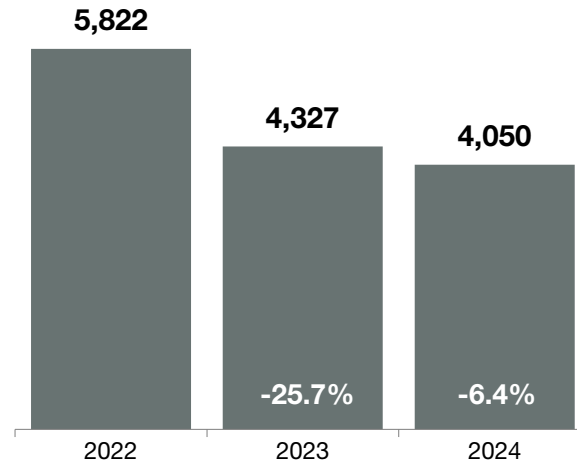
A count of the actual sales that have closed in a given month.



## August

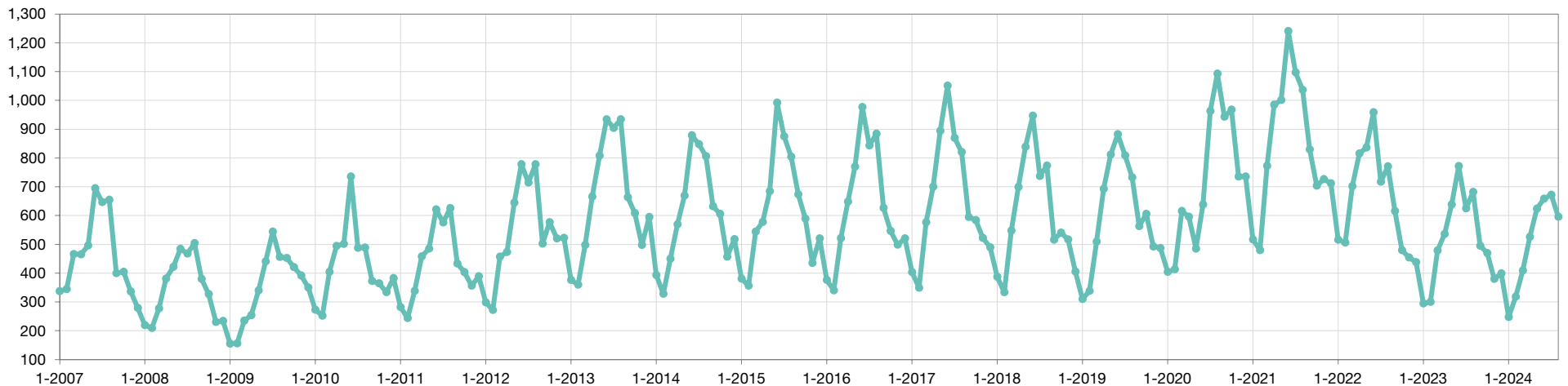


## Year To Date



Month	Prior Year	Current Year	+ / -
September 2023	616	495	-19.6%
October 2023	480	470	-2.1%
November 2023	454	380	-16.3%
December 2023	438	399	-8.9%
January 2024	295	247	-16.3%
February 2024	300	318	+6.0%
March 2024	479	409	-14.6%
April 2024	536	526	-1.9%
May 2024	638	624	-2.2%
June 2024	772	658	-14.8%
July 2024	625	672	+7.5%
<b>August 2024</b>	<b>682</b>	<b>596</b>	<b>-12.6%</b>
12-Month Avg	526	483	-8.0%

## Historical Closed Sales Activity

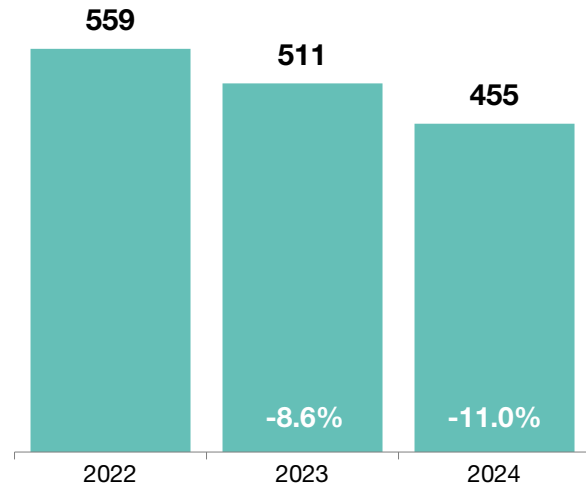


# Under Contract

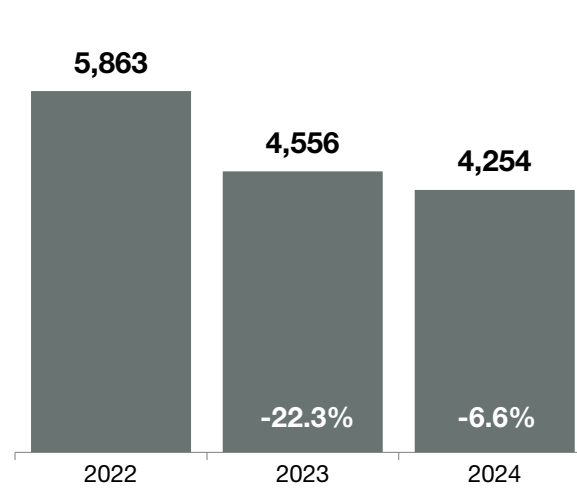
A count of the properties in either a contingent or pending status in a given month.



## August

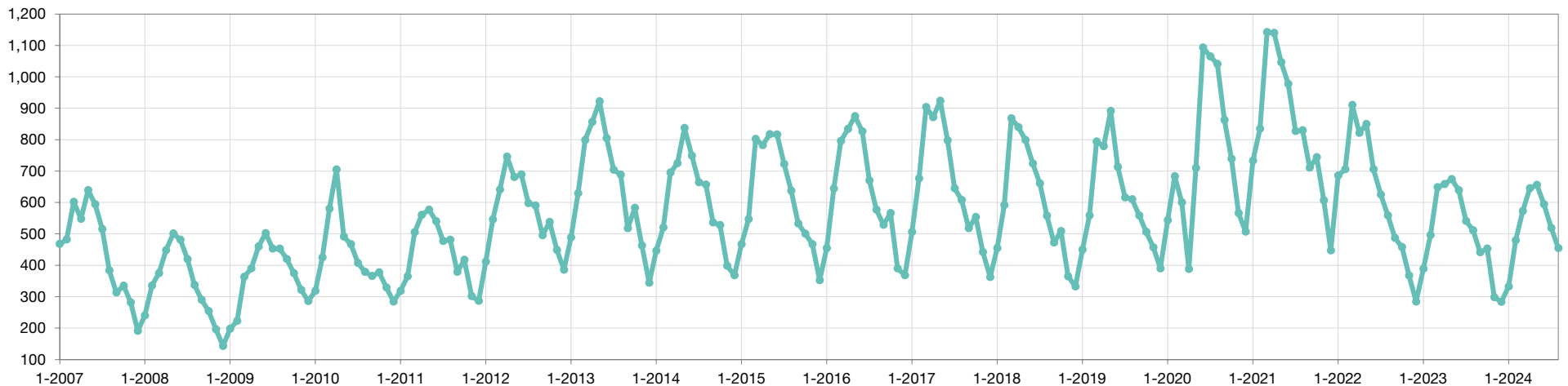


## Year To Date



Month	Prior Year	Current Year	+ / -
September 2023	487	441	-9.4%
October 2023	458	453	-1.1%
November 2023	367	298	-18.8%
December 2023	284	283	-0.4%
January 2024	389	332	-14.7%
February 2024	496	480	-3.2%
March 2024	648	573	-11.6%
April 2024	658	645	-2.0%
May 2024	674	656	-2.7%
June 2024	639	594	-7.0%
July 2024	541	519	-4.1%
<b>August 2024</b>	<b>511</b>	<b>455</b>	<b>-11.0%</b>
12-Month Avg	513	477	-6.9%

## Historical Under Contract Activity

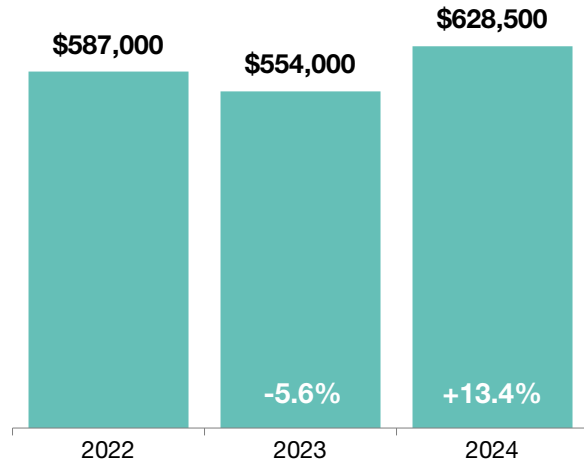


# Median Sales Price

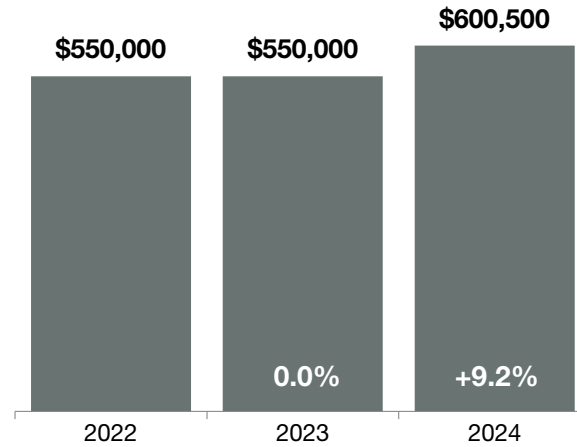
Median price point for all closed sales, not accounting for seller concessions, in a given month.



## August



## Year To Date



Month	Prior Year	Current Year	+ / -
September 2023	\$525,000	\$555,000	+5.7%
October 2023	\$487,000	\$537,000	+10.3%
November 2023	\$515,000	\$578,500	+12.3%
December 2023	\$500,000	\$550,000	+10.0%
January 2024	\$469,000	\$490,000	+4.5%
February 2024	\$502,250	\$499,500	-0.5%
March 2024	\$490,000	\$579,000	+18.2%
April 2024	\$542,500	\$599,500	+10.5%
May 2024	\$580,000	\$622,000	+7.2%
June 2024	\$620,500	\$648,500	+4.5%
July 2024	\$600,000	\$645,500	+7.6%
<b>August 2024</b>	<b>\$554,000</b>	<b>\$628,500</b>	<b>+13.4%</b>
12-Month Med	\$540,000	\$585,000	+8.3%

## Historical Median Sales Price

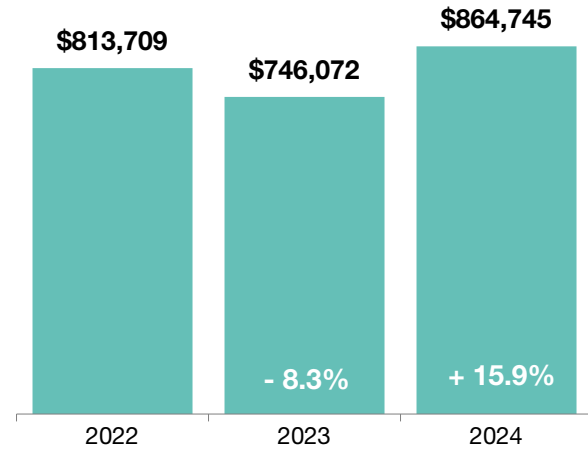


# Average Sales Price

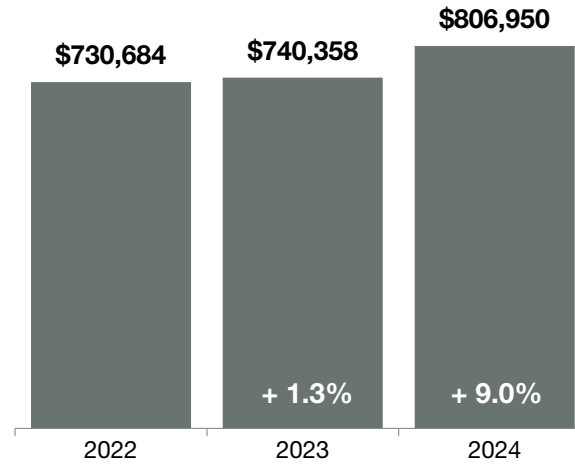
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## August

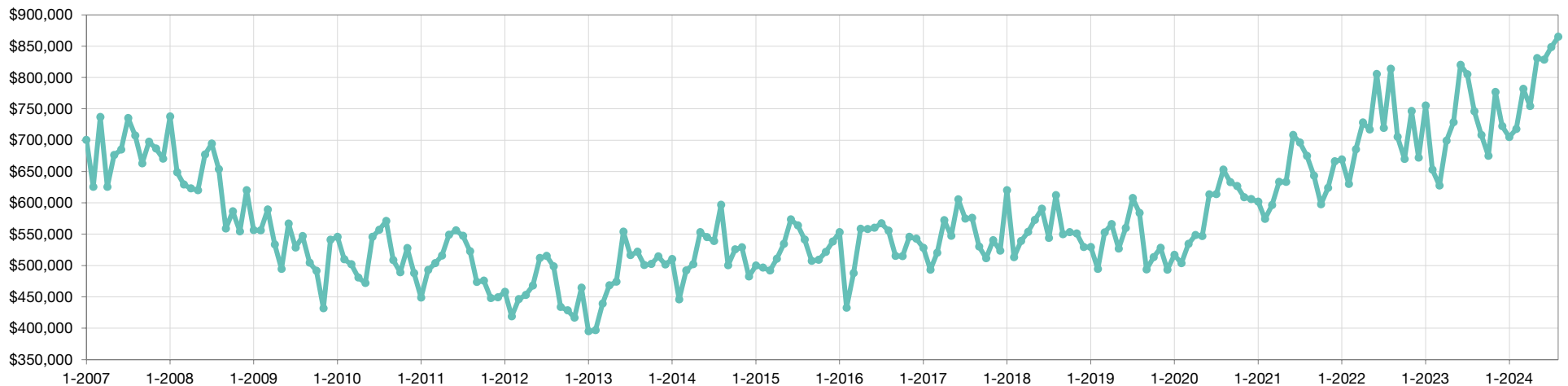


## Year To Date



Month	Prior Year	Current Year	+ / -
September 2023	\$705,358	\$708,096	+0.4%
October 2023	\$670,101	\$674,997	+0.7%
November 2023	\$746,391	\$776,825	+4.1%
December 2023	\$672,226	\$722,231	+7.4%
January 2024	\$754,974	\$705,050	-6.6%
February 2024	\$652,837	\$717,897	+10.0%
March 2024	\$627,353	\$781,887	+24.6%
April 2024	\$698,858	\$754,284	+7.9%
May 2024	\$728,478	\$830,848	+14.1%
June 2024	\$820,057	\$828,466	+1.0%
July 2024	\$805,118	\$848,504	+5.4%
<b>August 2024</b>	<b>\$746,072</b>	<b>\$864,745</b>	<b>+15.9%</b>
12-Month Avg	\$727,312	\$779,991	+7.2%

## Historical Average Sales Price



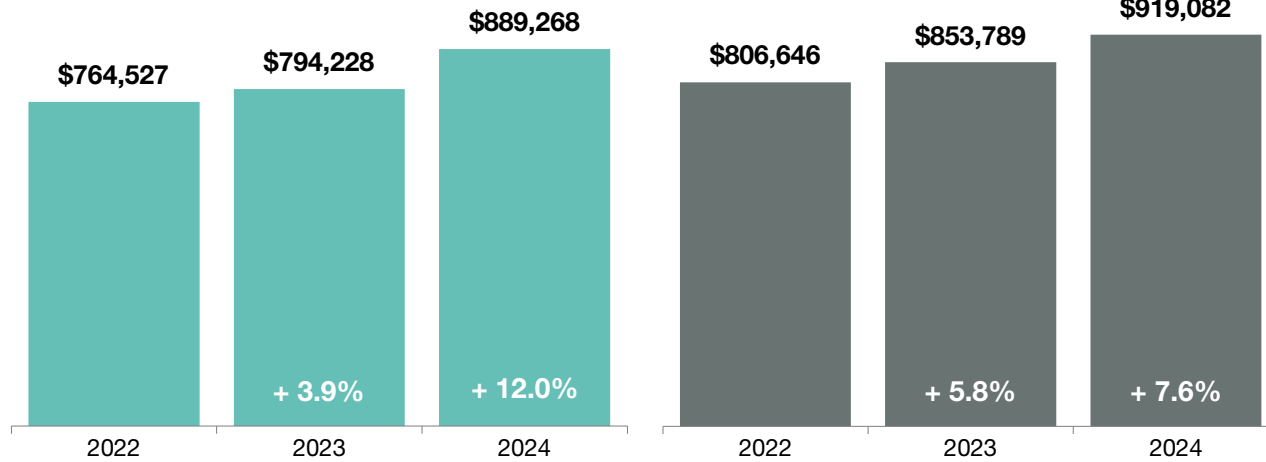
# Average List Price

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



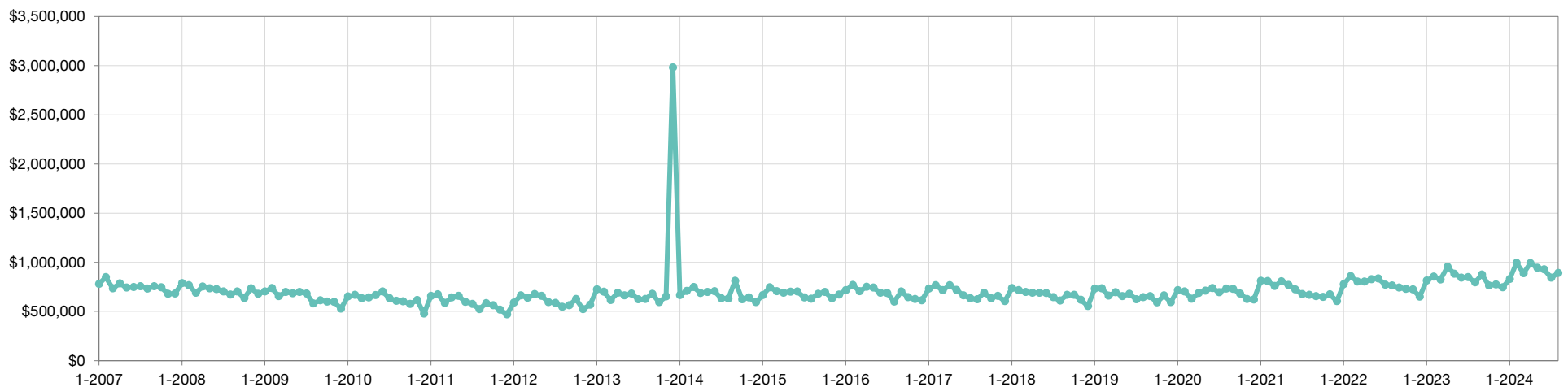
## August

## Year To Date



Month	Prior Year	Current Year	+ / -
September 2023	\$740,775	\$874,034	+18.0%
October 2023	\$729,538	\$762,863	+4.6%
November 2023	\$722,737	\$774,671	+7.2%
December 2023	\$650,308	\$745,710	+14.7%
January 2024	\$813,030	\$828,359	+1.9%
February 2024	\$854,358	\$992,755	+16.2%
March 2024	\$823,732	\$887,176	+7.7%
April 2024	\$953,037	\$991,128	+4.0%
May 2024	\$882,525	\$943,196	+6.9%
June 2024	\$842,801	\$927,649	+10.1%
July 2024	\$848,732	\$841,594	-0.8%
<b>August 2024</b>	<b>\$794,228</b>	<b>\$889,268</b>	<b>+12.0%</b>
12-Month Avg	\$818,755	\$889,242	+8.6%

## Historical Average List Price





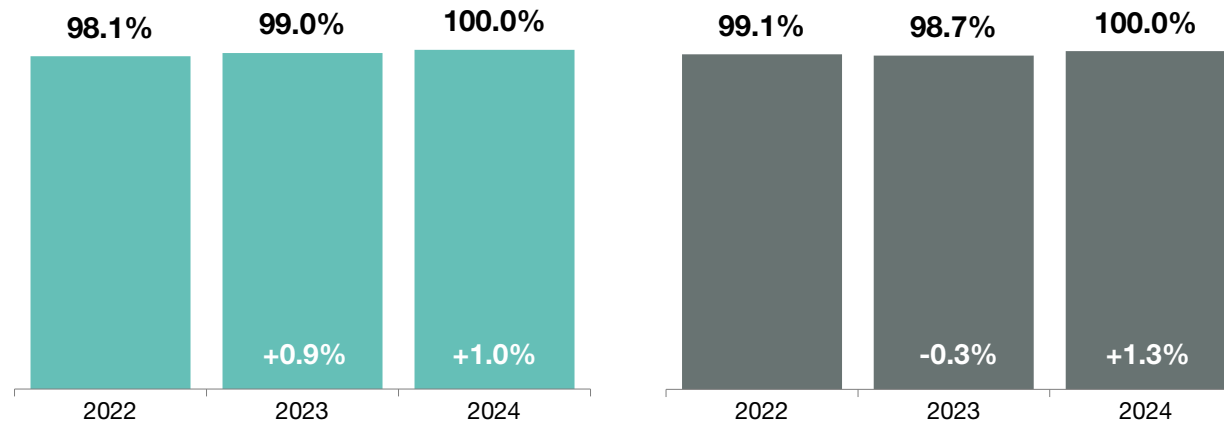
# Percent of Original List Price Received

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.



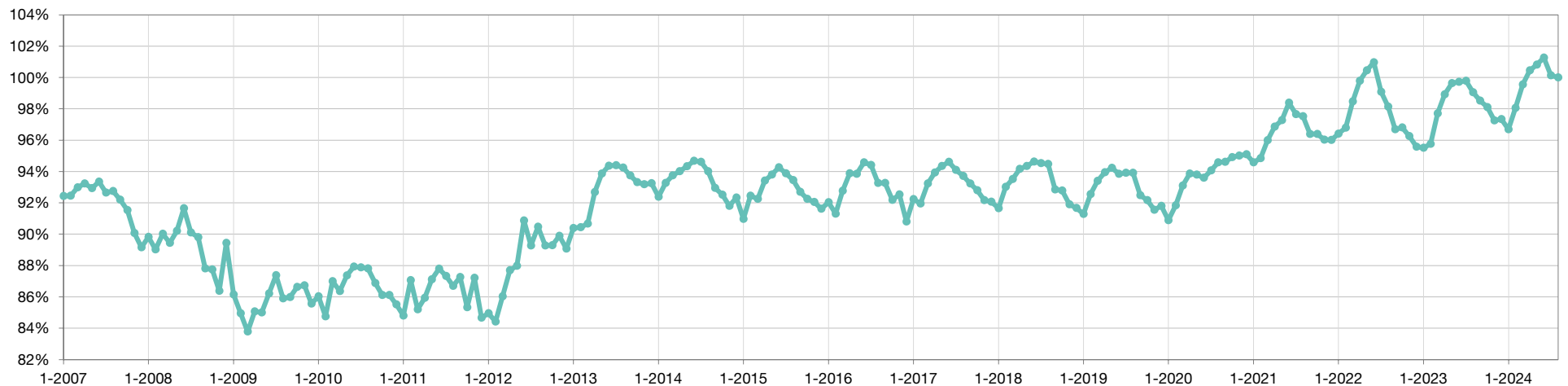
## August

## Year To Date



Month	Prior Year	Current Year	+ / -
September 2023	96.7%	98.5%	+1.9%
October 2023	96.8%	98.1%	+1.3%
November 2023	96.3%	97.3%	+1.0%
December 2023	95.6%	97.3%	+1.9%
January 2024	95.5%	96.7%	+1.2%
February 2024	95.8%	98.1%	+2.4%
March 2024	97.7%	99.6%	+1.9%
April 2024	98.9%	100.5%	+1.6%
May 2024	99.6%	100.8%	+1.2%
June 2024	99.7%	101.3%	+1.6%
July 2024	99.8%	100.1%	+0.4%
<b>August 2024</b>	<b>99.0%</b>	<b>100.0%</b>	<b>+1.0%</b>
12-Month Avg	98.0%	99.4%	+1.4%

## Historical Percent of Original List Price Received



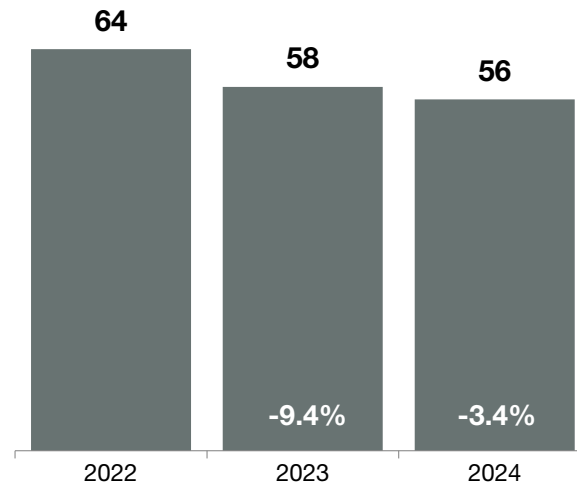
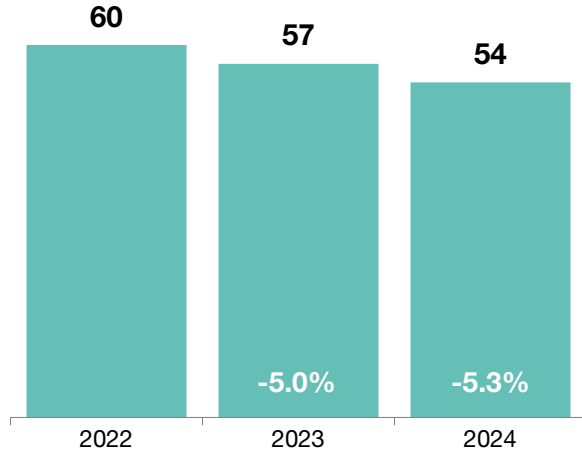
# Housing Affordability Index



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.**

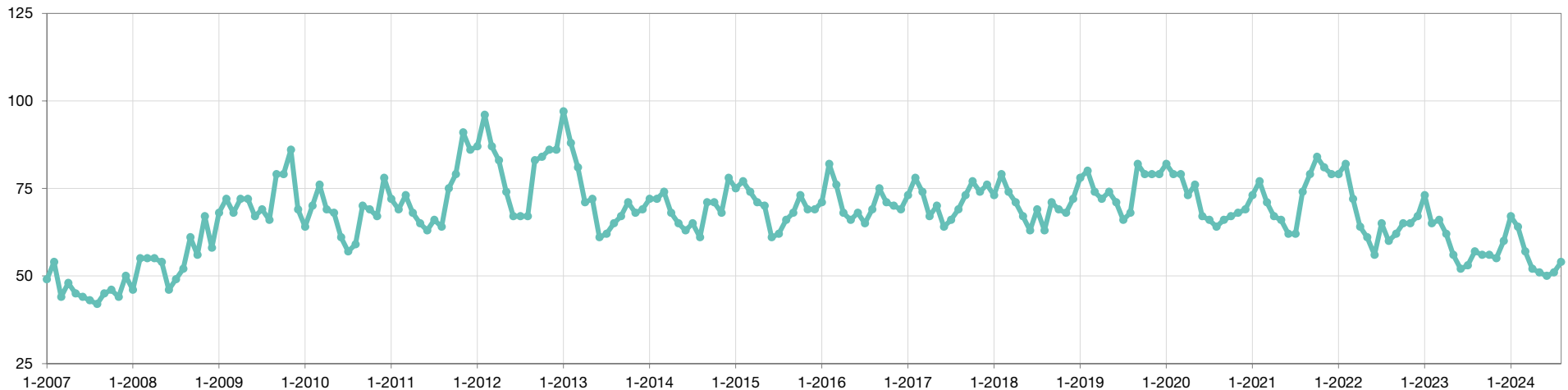
## August

## Year To Date



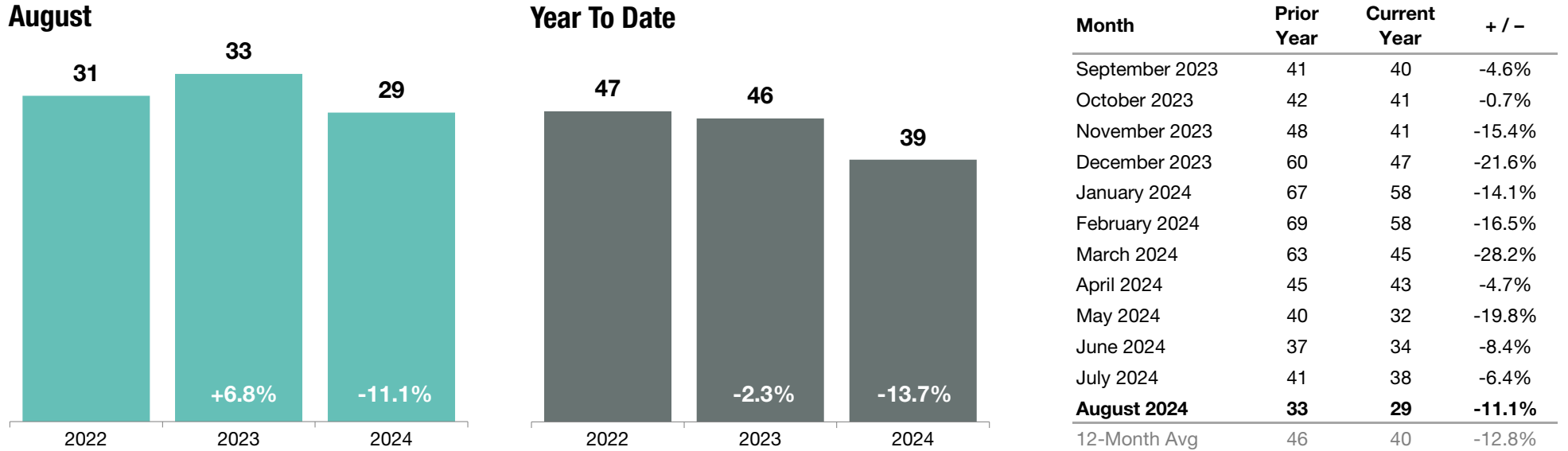
Month	Prior Year	Current Year	+ / -
September 2023	62	56	-9.7%
October 2023	65	56	-13.8%
November 2023	65	55	-15.4%
December 2023	67	60	-10.4%
January 2024	73	67	-8.2%
February 2024	65	64	-1.5%
March 2024	66	57	-13.6%
April 2024	62	52	-16.1%
May 2024	56	51	-8.9%
June 2024	52	50	-3.8%
July 2024	53	51	-3.8%
<b>August 2024</b>	<b>57</b>	<b>54</b>	<b>-5.3%</b>
12-Month Avg	62	56	-9.2%

## Historical Housing Affordability Index

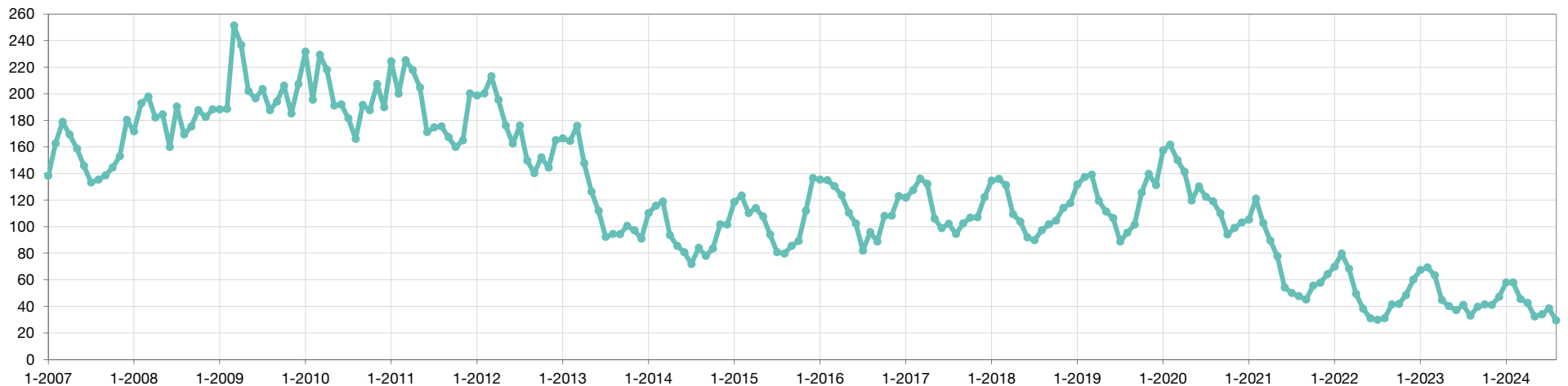


# Market Time

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



## Historical Market Times

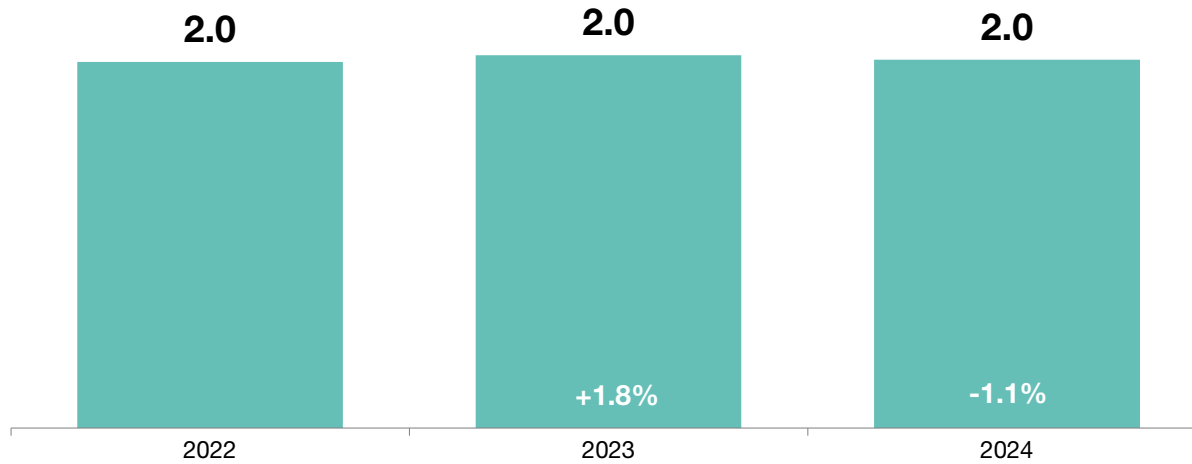


# Months Supply of Inventory

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.

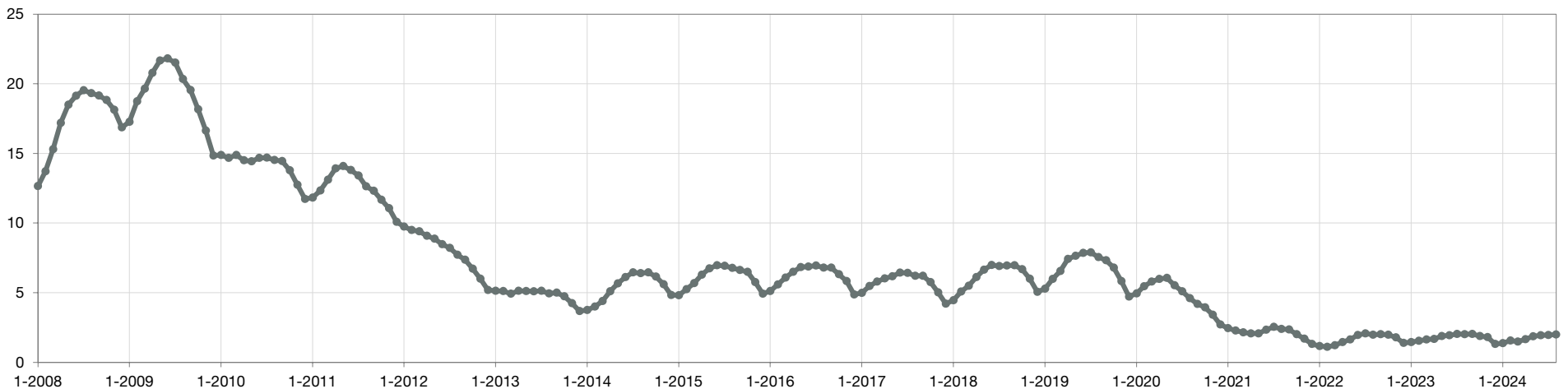


## August



Month	Prior Year	Current Year	+ / -
September 2023	2.0	2.0	+1.4%
October 2023	2.0	1.9	-4.2%
November 2023	1.8	1.8	+1.1%
December 2023	1.4	1.3	-5.5%
January 2024	1.5	1.4	-5.0%
February 2024	1.5	1.6	+0.5%
March 2024	1.6	1.5	-9.5%
April 2024	1.7	1.7	-0.8%
May 2024	1.9	1.9	-0.3%
June 2024	1.9	1.9	-0.1%
July 2024	2.0	2.0	-3.4%
<b>August 2024</b>	<b>2.0</b>	<b>2.0</b>	<b>-1.1%</b>
12-Month Avg	1.8	1.7	-2.1%

## Historical Months Supply of Inventory

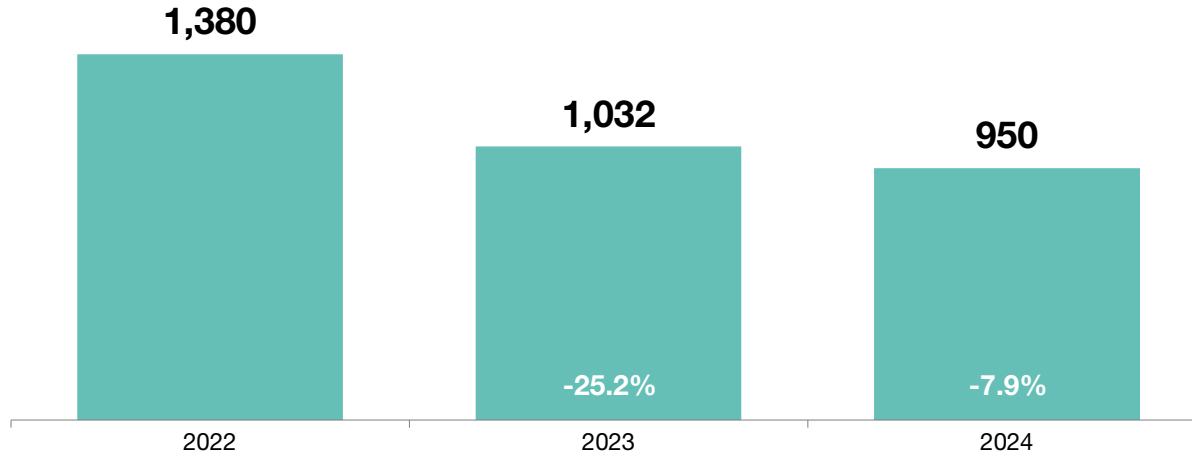


# Inventory of Homes for Sale

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



## August



Month	Prior Year	Current Year	+ / -
September 2023	1,362	1,035	-24.0%
October 2023	1,290	959	-25.7%
November 2023	1,135	908	-20.0%
December 2023	868	663	-23.6%
January 2024	866	686	-20.8%
February 2024	895	771	-13.9%
March 2024	908	723	-20.4%
April 2024	908	810	-10.8%
May 2024	991	910	-8.2%
June 2024	1,018	940	-7.7%
July 2024	1,047	944	-9.8%
<b>August 2024</b>	<b>1,032</b>	<b>950</b>	<b>-7.9%</b>
12-Month Avg	1,027	858	-16.1%

## Historical Inventory of Homes for Sale

