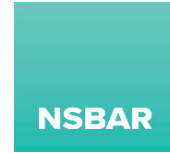


Monthly Indicators



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

September 2024

U.S. existing-home sales slid 2.5% month-over-month and 4.2% year-over-year to a seasonally adjusted annual rate of 3.86 million units, according to the National Association of REALTORS® (NAR). Meanwhile, home prices have continued to reach record heights nationwide, with NAR reporting a median sales price of \$416,700 as of last measure, a 3.1% increase from the same time last year and a new high for the month.

New Listings in the North Shore-Barrington region increased 2.4 percent to 733. Listings Under Contract were down 5.0 percent to 419. Inventory levels fell 4.9 percent to 985 units.

Prices continued to gain traction. The Median Sales Price increased 3.6 percent to \$575,000. Market Times were down 2.8 percent to 38 days. Buyers felt empowered as Months Supply of Inventory was up 1.3 percent to 2.1 months.

Amid slower home sales, inventory has continued to grow across the country. According to NAR, there were 1.35 million units for sale heading into September, a 0.7% increase from the previous month and a 22.7% jump from the same time last year. And while monthly existing-home sales were lower than expected this period, NAR Chief Economist Lawrence Yun believes that the rise in inventory, along with lower mortgage rates, should help sales improve in the months ahead.

Quick Facts

- 8.7%

+ 3.6%

- 4.9%

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 |

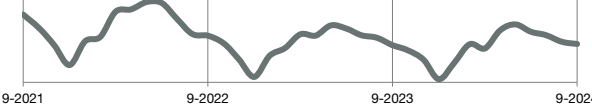
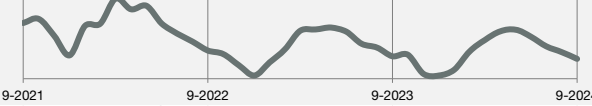
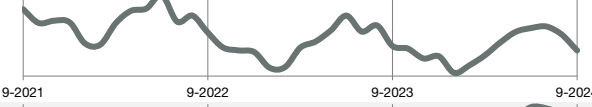






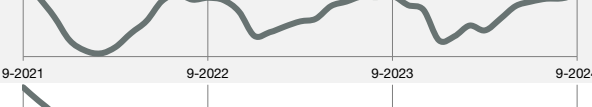



Market Overview

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

NSBAR

NORTH SHORE-BARRINGTON
ASSOCIATION OF REALTORS®

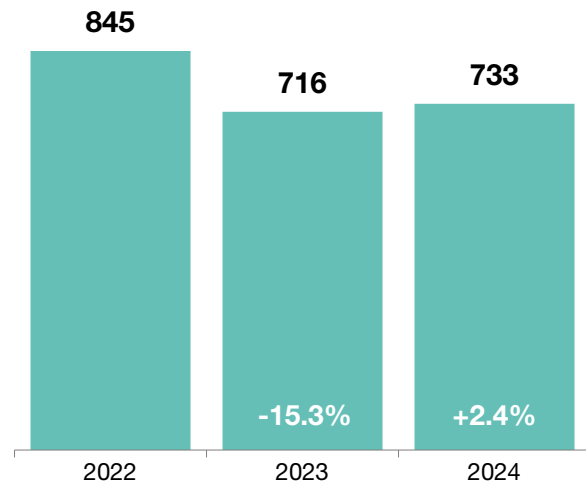
| Key Metrics | Historical Sparklines | 9-2023 | 9-2024 | + / - | YTD 2023 | YTD 2024 | + / - |
|---|--|-----------|------------------|--------|-----------|------------------|---------|
| New Listings |  | 716 | 733 | + 2.4% | 7,276 | 7,044 | - 3.2% |
| Closed Sales |  | 495 | 452 | - 8.7% | 4,822 | 4,504 | - 6.6% |
| Under Contract (Contingent and Pending) |  | 441 | 419 | - 5.0% | 4,997 | 4,698 | - 6.0% |
| Median Sales Price |  | \$555,000 | \$575,000 | + 3.6% | \$550,000 | \$600,000 | + 9.1% |
| Average Sales Price |  | \$708,096 | \$764,545 | + 8.0% | \$737,046 | \$802,924 | + 8.9% |
| Average List Price |  | \$874,034 | \$947,757 | + 8.4% | \$855,940 | \$921,201 | + 7.6% |
| Percent of Original List Price Received |  | 98.5% | 98.2% | - 0.4% | 98.7% | 99.8% | + 1.1% |
| Housing Affordability Index |  | 56 | 59 | + 5.4% | 56 | 57 | + 1.8% |
| Market Time |  | 40 | 38 | - 2.8% | 45 | 39 | - 12.7% |
| Months Supply of Homes for Sale |  | 2.0 | 2.1 | + 1.3% | -- | -- | -- |
| Inventory of Homes for Sale |  | 1,036 | 985 | - 4.9% | -- | -- | -- |

New Listings

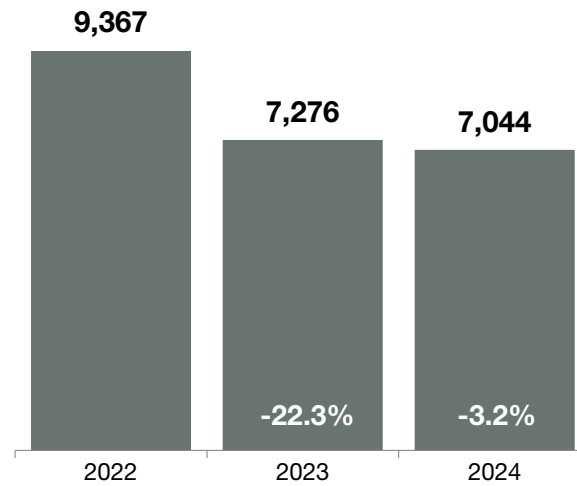
A count of the properties that have been newly listed on the market in a given month.



September

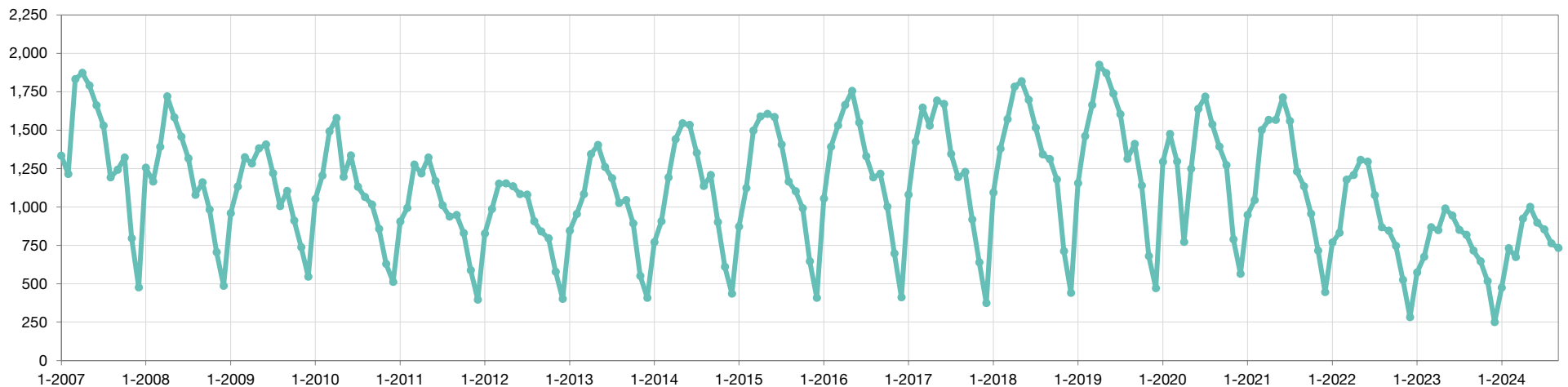


Year To Date



| Month | Prior Year | Current Year | + / - |
|-----------------------|------------|--------------|--------------|
| October 2023 | 745 | 646 | -13.3% |
| November 2023 | 524 | 517 | -1.3% |
| December 2023 | 282 | 249 | -11.7% |
| January 2024 | 572 | 474 | -17.1% |
| February 2024 | 675 | 730 | +8.1% |
| March 2024 | 866 | 673 | -22.3% |
| April 2024 | 848 | 922 | +8.7% |
| May 2024 | 989 | 999 | +1.0% |
| June 2024 | 943 | 898 | -4.8% |
| July 2024 | 849 | 853 | +0.5% |
| August 2024 | 818 | 762 | -6.8% |
| September 2024 | 716 | 733 | +2.4% |
| 12-Month Avg | 736 | 705 | -4.2% |

Historical New Listing Activity

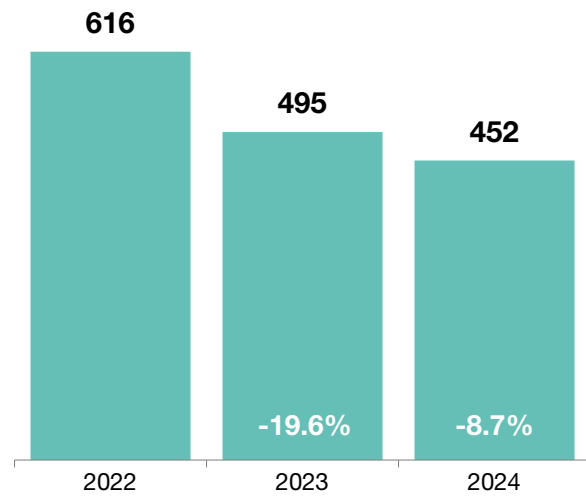


Closed Sales

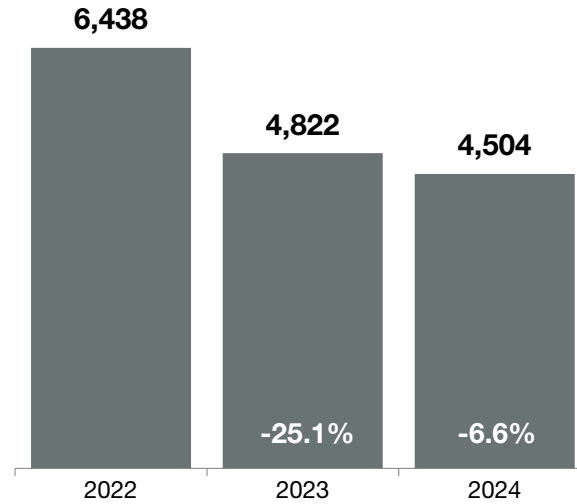
A count of the actual sales that have closed in a given month.



September

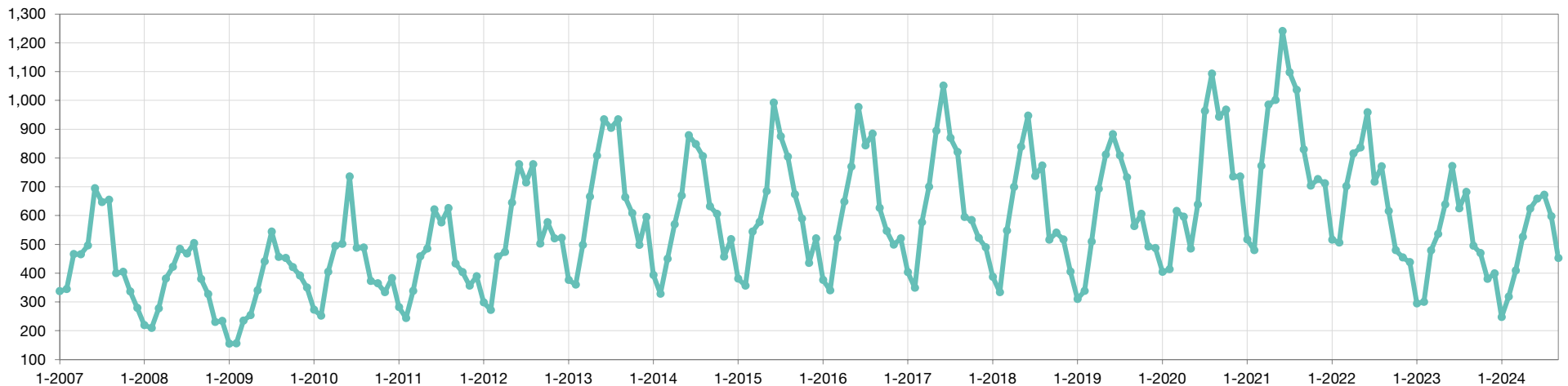


Year To Date



| Month | Prior Year | Current Year | + / - |
|-----------------------|------------|--------------|--------------|
| 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% |
| August 2024 | 682 | 598 | -12.3% |
| September 2024 | 495 | 452 | -8.7% |
| 12-Month Avg | 516 | 479 | -7.0% |

Historical Closed Sales Activity

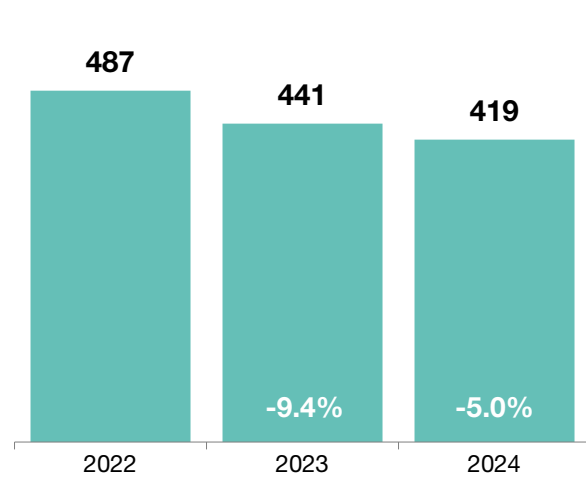


Under Contract

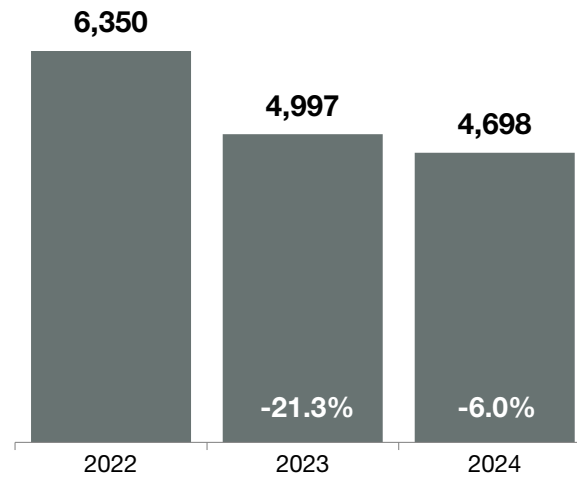
A count of the properties in either a contingent or pending status in a given month.



September

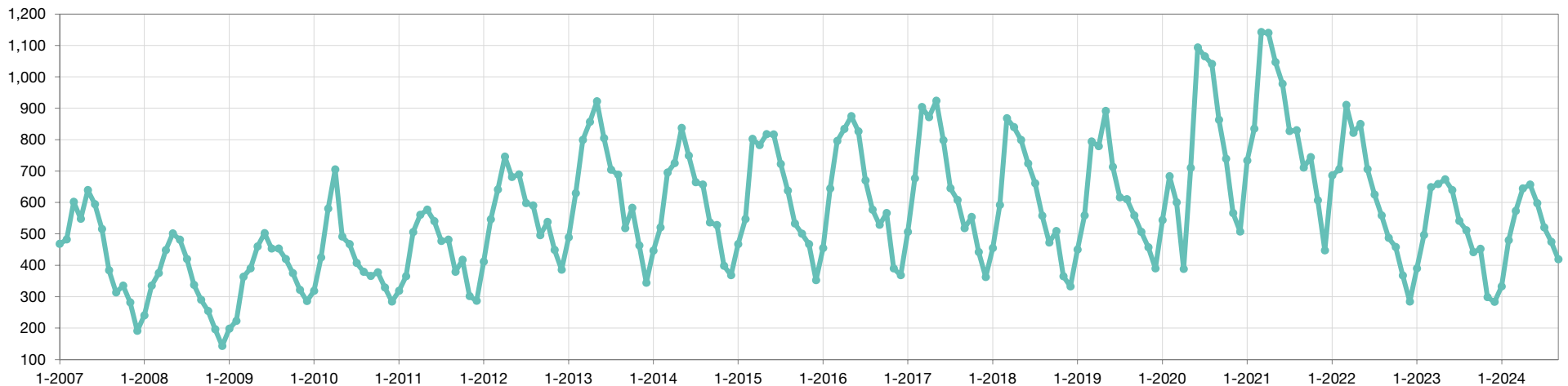


Year To Date



| Month | Prior Year | Current Year | + / - |
|-----------------------|------------|--------------|--------------|
| October 2023 | 458 | 452 | -1.3% |
| November 2023 | 367 | 298 | -18.8% |
| December 2023 | 284 | 283 | -0.4% |
| January 2024 | 390 | 332 | -14.9% |
| February 2024 | 496 | 480 | -3.2% |
| March 2024 | 648 | 573 | -11.6% |
| April 2024 | 658 | 644 | -2.1% |
| May 2024 | 673 | 657 | -2.4% |
| June 2024 | 639 | 598 | -6.4% |
| July 2024 | 541 | 520 | -3.9% |
| August 2024 | 511 | 475 | -7.0% |
| September 2024 | 441 | 419 | -5.0% |
| 12-Month Avg | 509 | 478 | -6.1% |

Historical Under Contract Activity

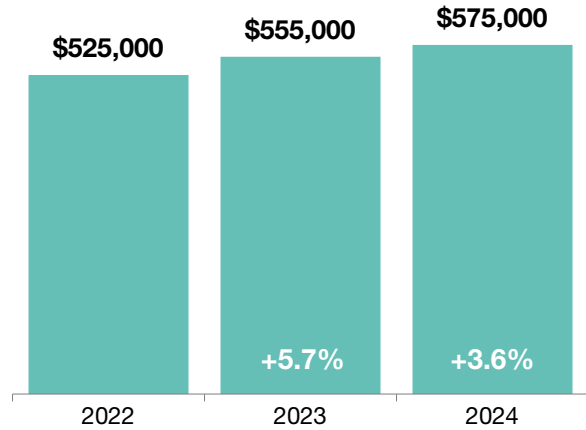


Median Sales Price

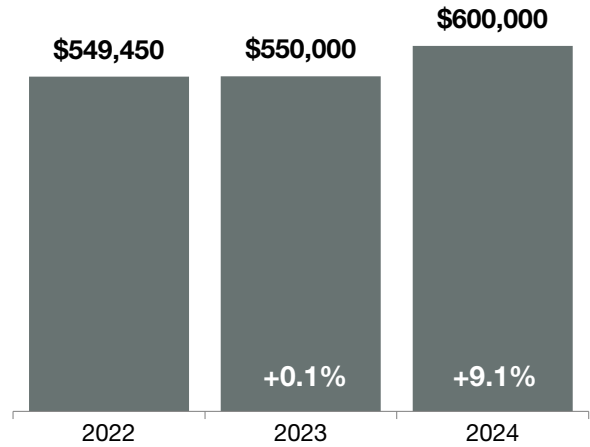
Median price point for all closed sales, not accounting for seller concessions, in a given month.



September

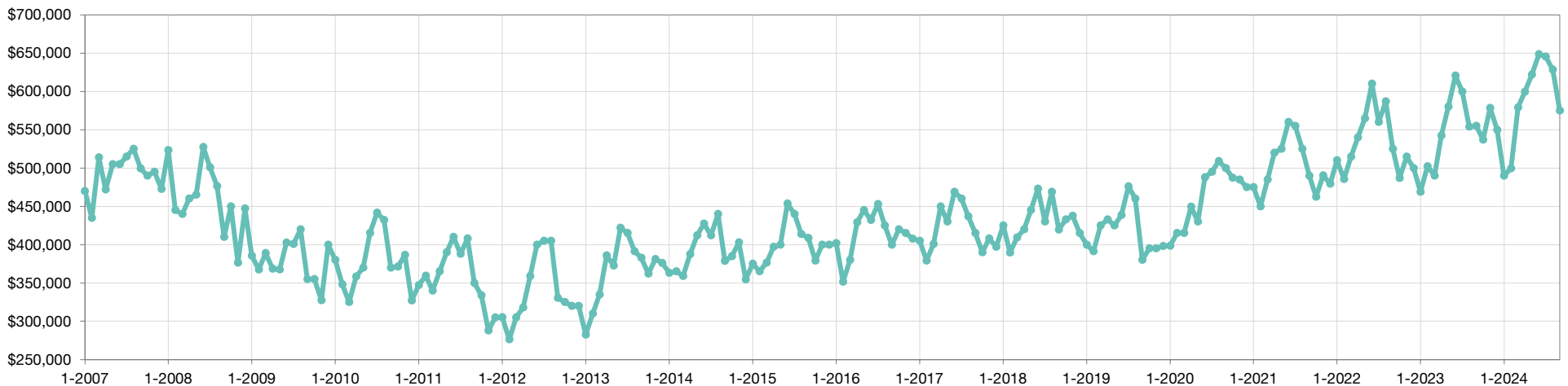


Year To Date



| Month | Prior Year | Current Year | + / - |
|-----------------------|------------------|------------------|--------------|
| 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% |
| August 2024 | \$554,000 | \$628,500 | +13.4% |
| September 2024 | \$555,000 | \$575,000 | +3.6% |
| 12-Month Med | \$542,750 | \$585,000 | +7.8% |

Historical Median Sales Price

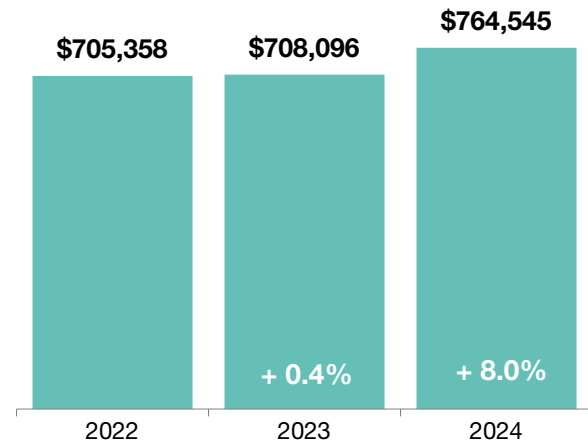


Average Sales Price

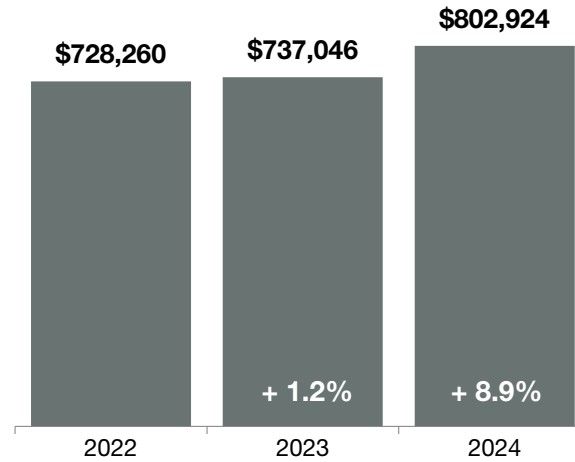
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



September

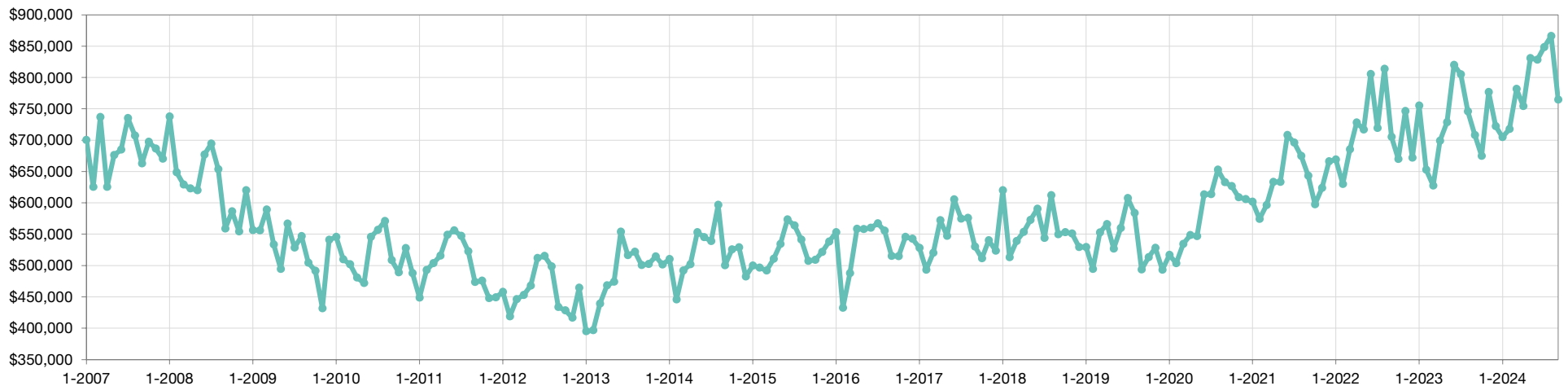


Year To Date



| Month | Prior Year | Current Year | + / - |
|-----------------------|------------------|------------------|--------------|
| 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% |
| August 2024 | \$746,072 | \$866,286 | +16.1% |
| September 2024 | \$708,096 | \$764,545 | +8.0% |
| 12-Month Avg | \$727,960 | \$785,153 | +7.9% |

Historical Average Sales Price

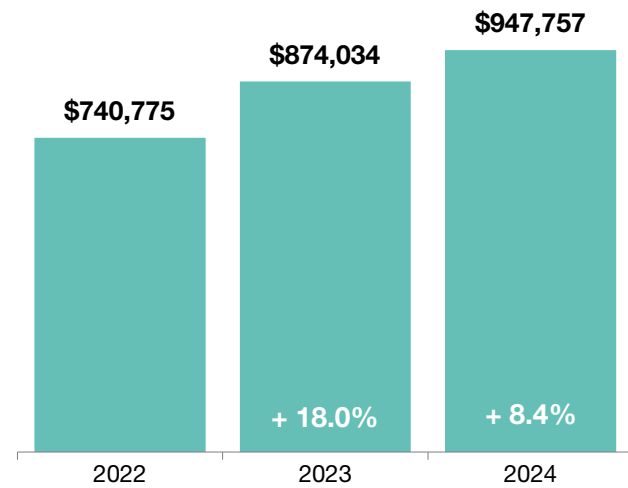


Average List Price

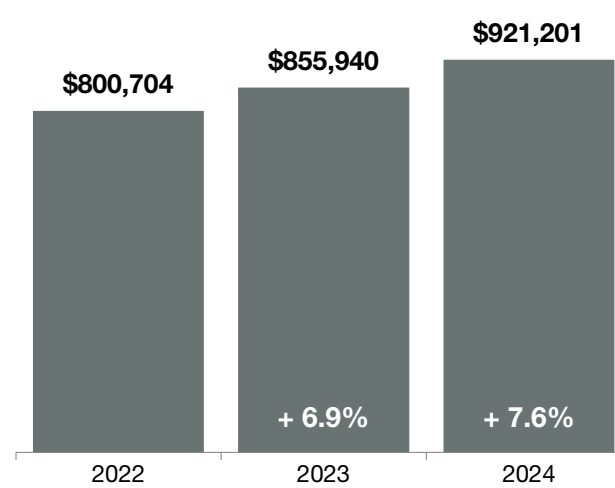
Average list price for all new listings in a given month.



September

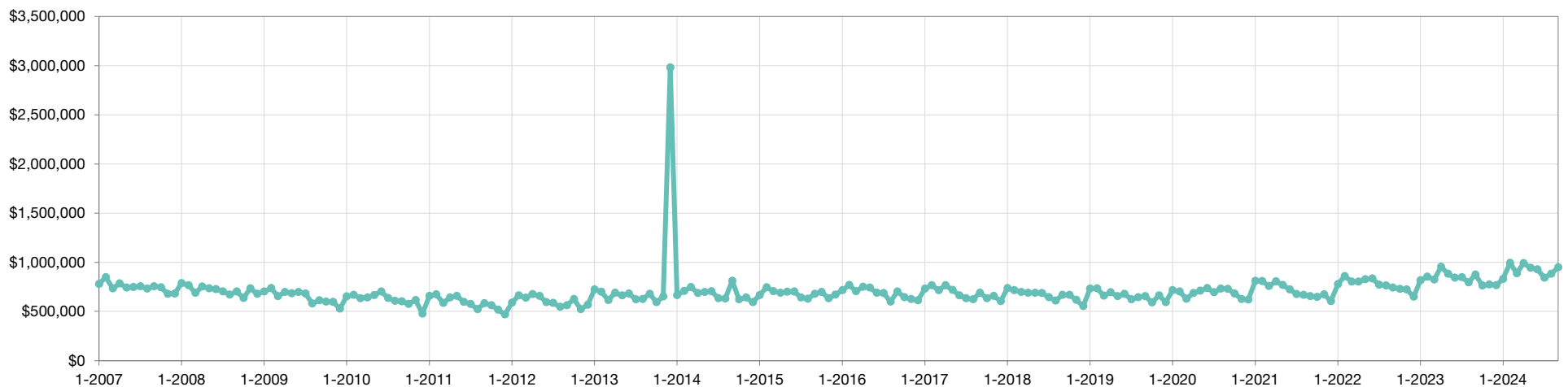


Year To Date



| Month | Prior Year | Current Year | + / - |
|-----------------------|------------------|------------------|--------------|
| October 2023 | \$729,538 | \$762,863 | +4.6% |
| November 2023 | \$722,737 | \$774,106 | +7.1% |
| December 2023 | \$650,308 | \$765,607 | +17.7% |
| January 2024 | \$815,108 | \$828,316 | +1.6% |
| February 2024 | \$854,358 | \$992,406 | +16.2% |
| March 2024 | \$823,732 | \$887,169 | +7.7% |
| April 2024 | \$953,037 | \$991,020 | +4.0% |
| May 2024 | \$882,525 | \$942,574 | +6.8% |
| June 2024 | \$842,801 | \$926,990 | +10.0% |
| July 2024 | \$848,732 | \$843,602 | -0.6% |
| August 2024 | \$794,222 | \$882,824 | +11.2% |
| September 2024 | \$874,034 | \$947,757 | +8.4% |
| 12-Month Avg | \$830,842 | \$895,527 | +7.8% |

Historical Average List Price



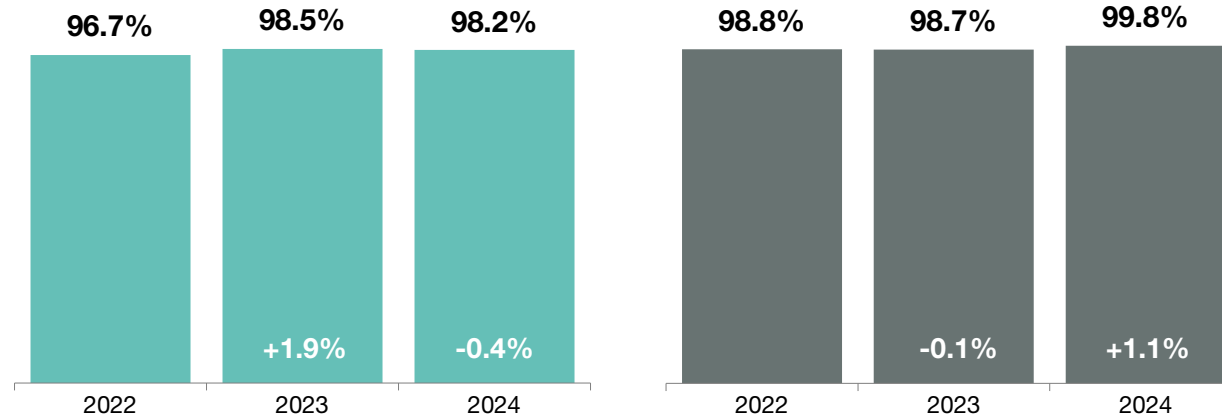
Percent of Original List Price Received



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.

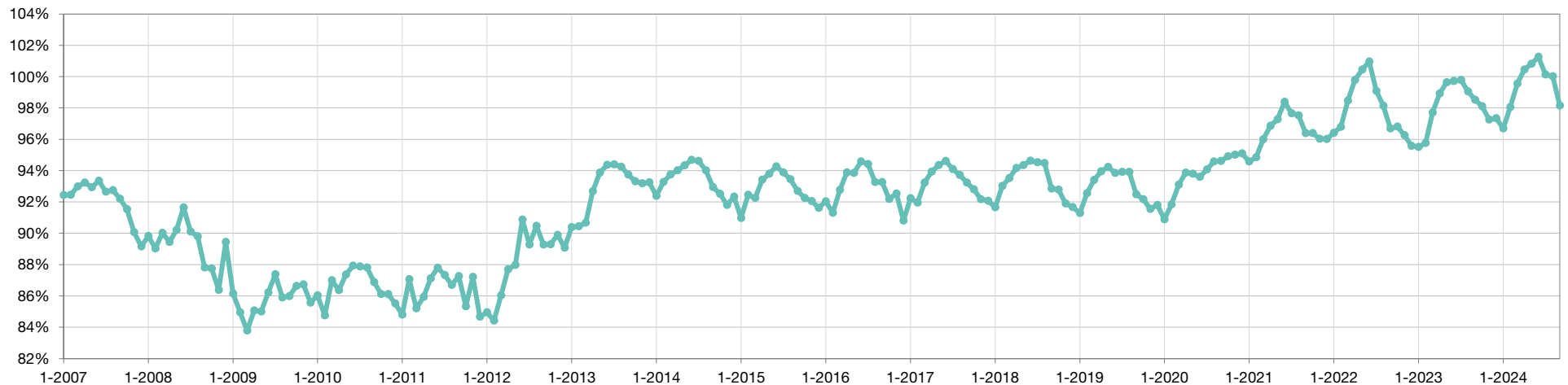
September

Year To Date



| Month | Prior Year | Current Year | + / - |
|-----------------------|--------------|--------------|--------------|
| 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% |
| August 2024 | 99.0% | 100.0% | +1.0% |
| September 2024 | 98.5% | 98.2% | -0.4% |
| 12-Month Avg | 98.2% | 99.3% | +1.2% |

Historical Percent of Original List Price Received

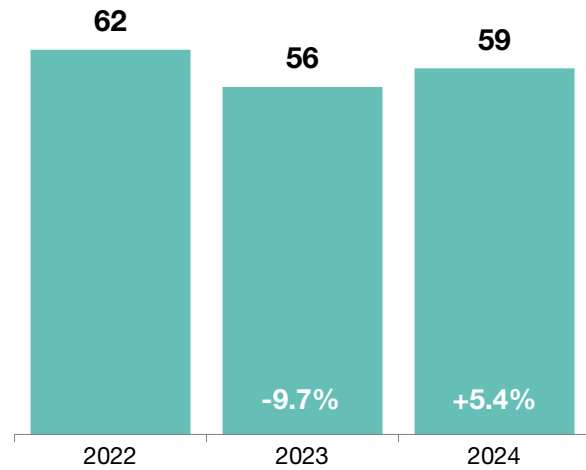


Housing Affordability Index

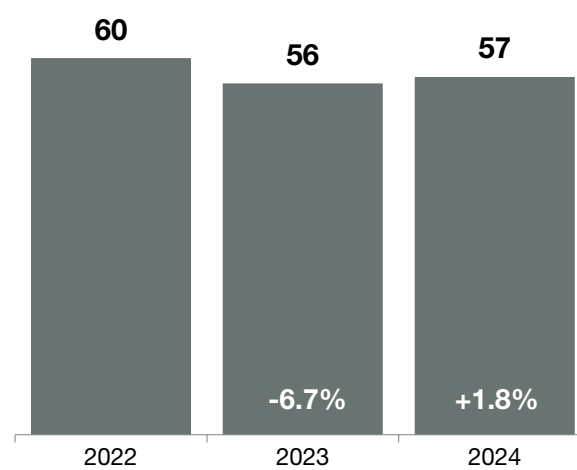


This index measures housing affordability for the region. For example, an index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**

September

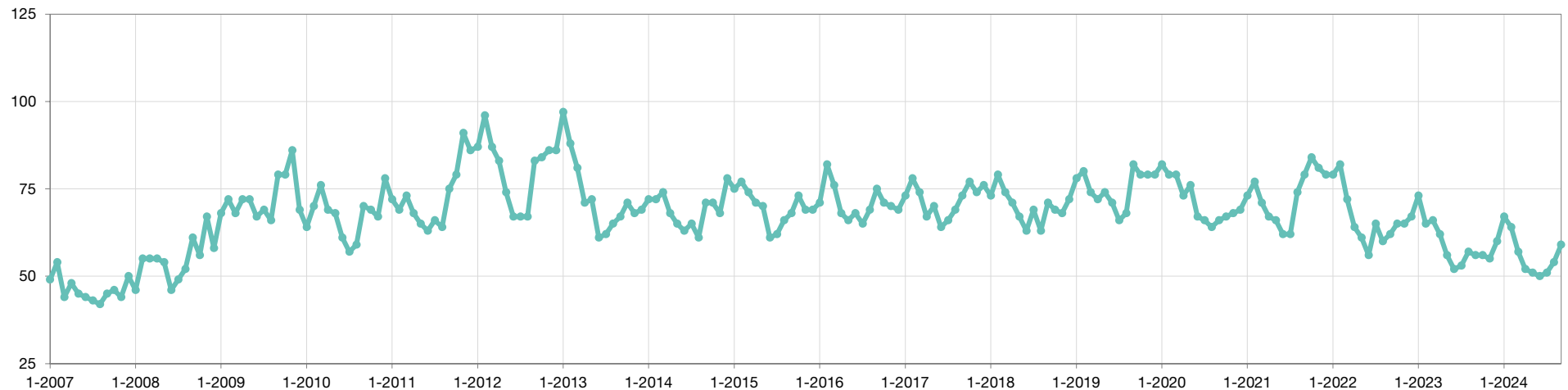


Year To Date



| Month | Prior Year | Current Year | + / - |
|-----------------------|------------|--------------|--------------|
| 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% |
| August 2024 | 57 | 54 | -5.3% |
| September 2024 | 56 | 59 | +5.4% |
| 12-Month Avg | 61 | 56 | -8.0% |

Historical Housing Affordability Index

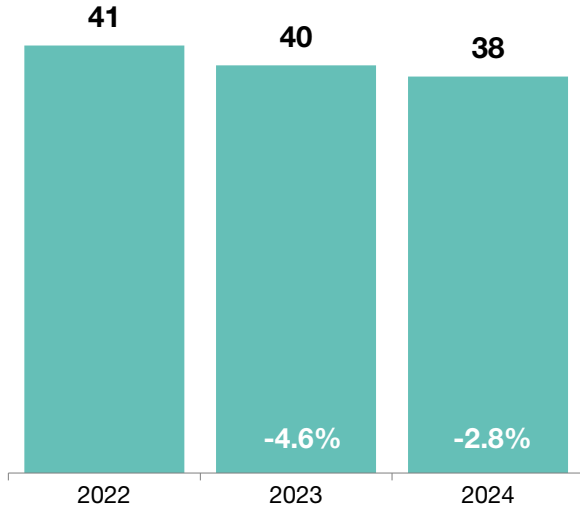


Market Time

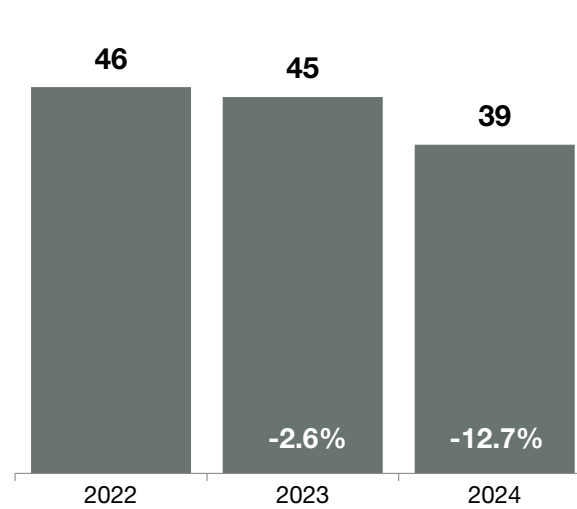
Average number of days between when a property is listed and when an offer is accepted in a given month.



September

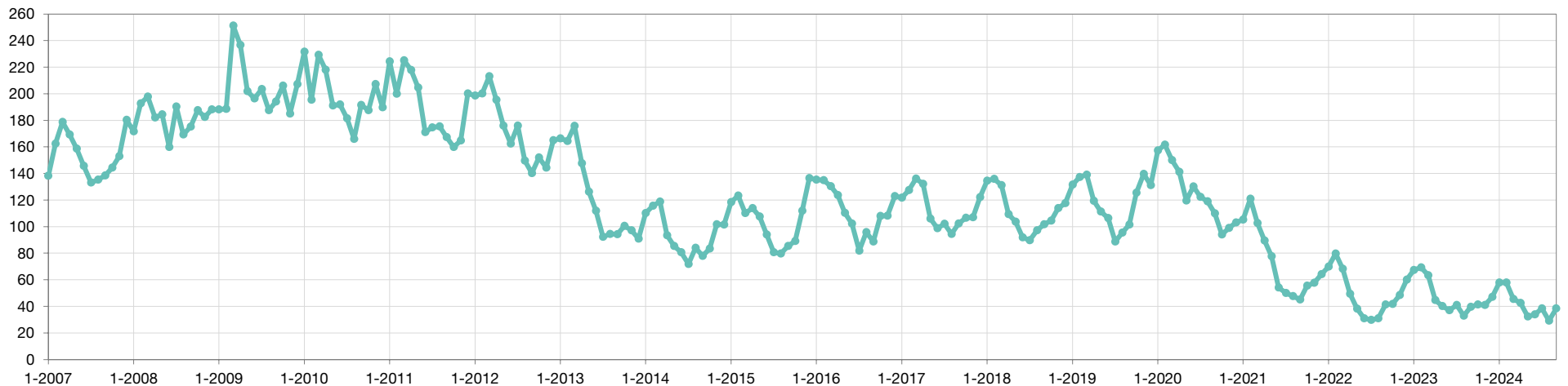


Year To Date



| Month | Prior Year | Current Year | + / - |
|-----------------------|------------|--------------|--------------|
| October 2023 | 42 | 41 | -0.7% |
| November 2023 | 48 | 41 | -15.4% |
| December 2023 | 60 | 47 | -21.6% |
| January 2024 | 67 | 58 | -14.1% |
| February 2024 | 69 | 58 | -16.5% |
| March 2024 | 63 | 45 | -28.2% |
| April 2024 | 45 | 43 | -4.7% |
| May 2024 | 40 | 32 | -19.8% |
| June 2024 | 37 | 34 | -8.4% |
| July 2024 | 41 | 38 | -6.4% |
| August 2024 | 33 | 29 | -11.4% |
| September 2024 | 40 | 38 | -2.8% |
| 12-Month Avg | 46 | 40 | -12.9% |

Historical Market Times

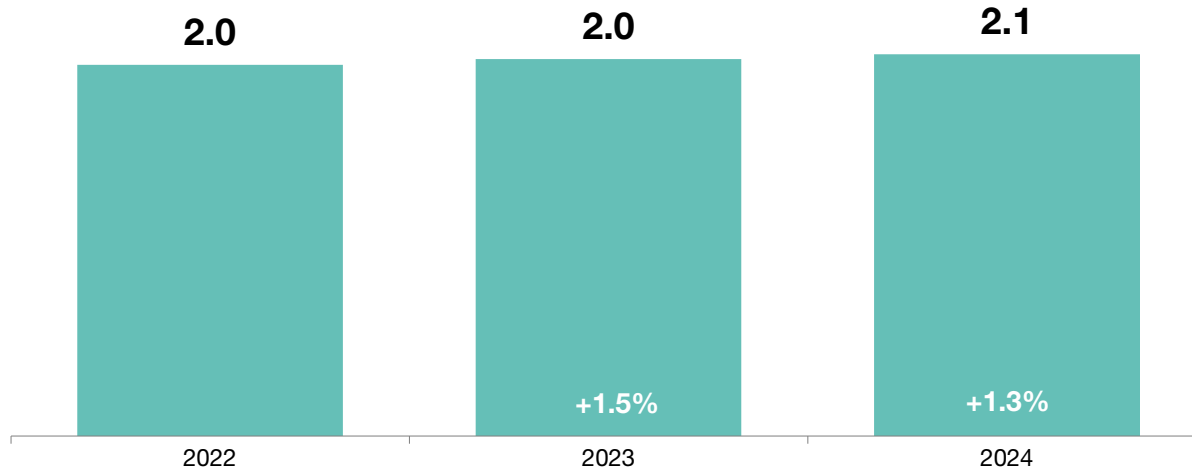


Months Supply of Inventory

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.

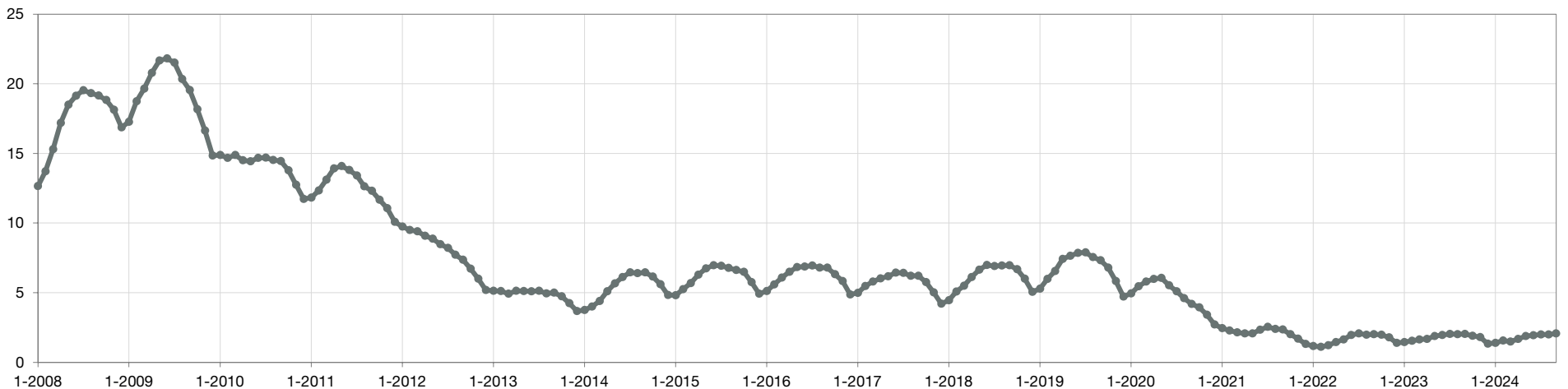


September



| Month | Prior Year | Current Year | + / - |
|-----------------------|------------|--------------|--------------|
| October 2023 | 2.0 | 1.9 | -4.0% |
| November 2023 | 1.8 | 1.8 | +1.3% |
| December 2023 | 1.4 | 1.3 | -5.1% |
| January 2024 | 1.5 | 1.4 | -4.6% |
| February 2024 | 1.5 | 1.6 | +1.0% |
| March 2024 | 1.6 | 1.5 | -9.0% |
| April 2024 | 1.7 | 1.7 | -0.1% |
| May 2024 | 1.9 | 1.9 | +0.0% |
| June 2024 | 1.9 | 1.9 | -0.0% |
| July 2024 | 2.0 | 2.0 | -1.9% |
| August 2024 | 2.0 | 2.0 | -0.9% |
| September 2024 | 2.0 | 2.1 | +1.3% |
| 12-Month Avg | 1.8 | 1.7 | -1.7% |

Historical Months Supply of Inventory

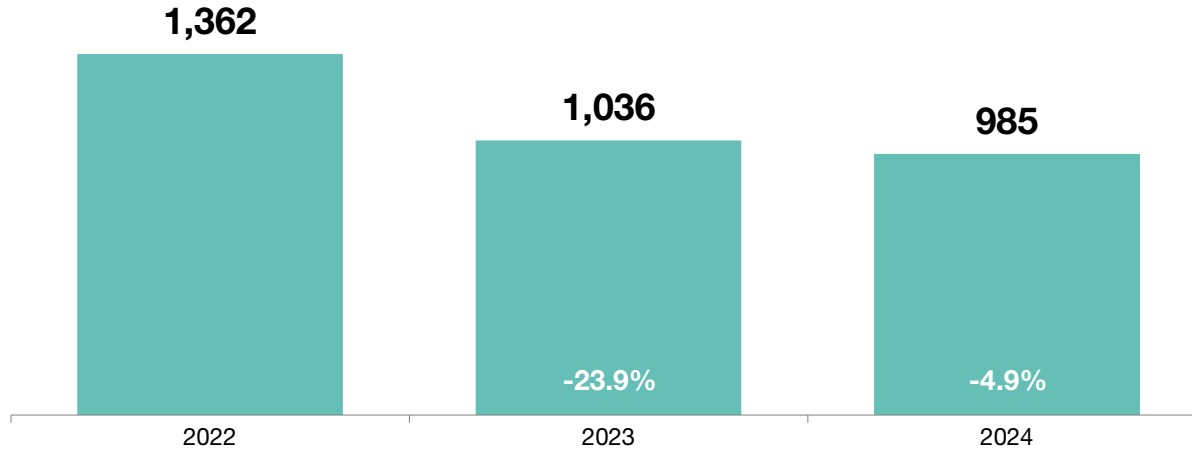


Inventory of Homes for Sale

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



September



| Month | Prior Year | Current Year | + / - |
|-----------------------|--------------|--------------|--------------|
| October 2023 | 1,290 | 961 | -25.5% |
| November 2023 | 1,135 | 910 | -19.8% |
| December 2023 | 868 | 666 | -23.3% |
| January 2024 | 866 | 689 | -20.4% |
| February 2024 | 895 | 774 | -13.5% |
| March 2024 | 908 | 726 | -20.0% |
| April 2024 | 908 | 815 | -10.2% |
| May 2024 | 992 | 914 | -7.9% |
| June 2024 | 1,019 | 942 | -7.6% |
| July 2024 | 1,048 | 960 | -8.4% |
| August 2024 | 1,033 | 957 | -7.4% |
| September 2024 | 1,036 | 985 | -4.9% |
| 12-Month Avg | 1,000 | 858 | -14.1% |

Historical Inventory of Homes for Sale

