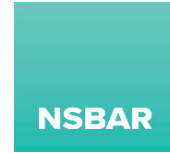


Monthly Indicators



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

October 2024

U.S. existing-home sales unexpectedly slipped 1.0% month-over-month and 3.5% year-over-year to a seasonally adjusted annual rate of 3.84 million, the lowest level in more than a decade, according to the National Association of REALTORS® (NAR). Prospective buyers have pulled back in recent months, despite lower mortgage rates and more home choices compared to the same time last year.

New Listings in the North Shore-Barrington region increased 8.0 percent to 699. Listings Under Contract were down 7.1 percent to 420. Inventory levels fell 0.6 percent to 954 units.

Prices continued to gain traction. The Median Sales Price increased 6.1 percent to \$570,000. Market Times were down 2.1 percent to 41 days. Buyers felt empowered as Months Supply of Inventory was up 5.7 percent to 2.0 months.

There were 1.39 million homes for sale heading into October, a 1.5% increase from the previous month and a 23% increase from the same period last year, for a 4.3-month supply at the current sales pace, according to NAR. Even with improving supply and the slower sales pace, home prices have continued to rise nationwide, with NAR reporting a median existing-home price of \$404,500 as of last measure, a 3% increase from one year ago.

Quick Facts

- 2.3%

+ 6.1%

- 0.6%

Change in
Closed Sales

Change in
Median Sales Price

Change in
Inventory

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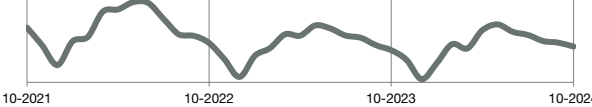
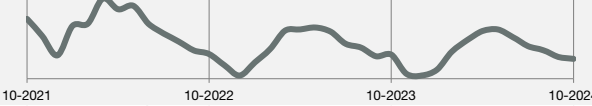
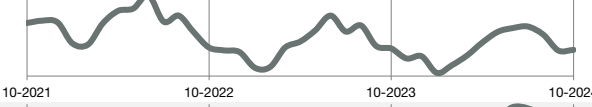



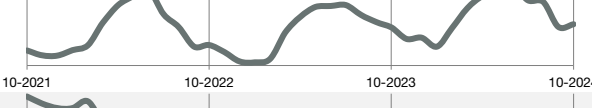






Market Overview

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

NSBAR

NORTH SHORE-BARRINGTON
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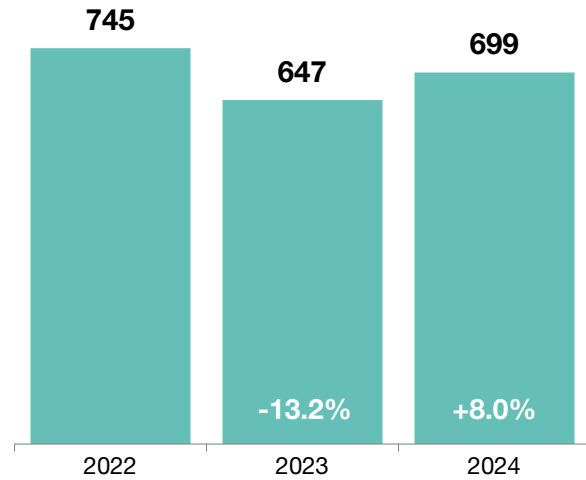
Key Metrics	Historical Sparklines	10-2023	10-2024	+ / -	YTD 2023	YTD 2024	+ / -
New Listings		647	699	+ 8.0%	7,922	7,778	- 1.8%
Closed Sales		470	459	- 2.3%	5,292	4,964	- 6.2%
Under Contract (Contingent and Pending)		452	420	- 7.1%	5,450	5,153	- 5.4%
Median Sales Price		\$537,000	\$570,000	+ 6.1%	\$550,000	\$599,000	+ 8.9%
Average Sales Price		\$674,997	\$731,159	+ 8.3%	\$731,536	\$796,221	+ 8.8%
Average List Price		\$762,109	\$867,894	+ 13.9%	\$848,288	\$916,129	+ 8.0%
Percent of Original List Price Received		98.1%	98.4%	+ 0.3%	98.7%	99.7%	+ 1.1%
Housing Affordability Index		56	56	0.0%	54	53	- 1.9%
Market Time		41	41	- 2.1%	45	39	- 11.8%
Months Supply of Homes for Sale		1.9	2.0	+ 5.7%	--	--	--
Inventory of Homes for Sale		960	954	- 0.6%	--	--	--

New Listings

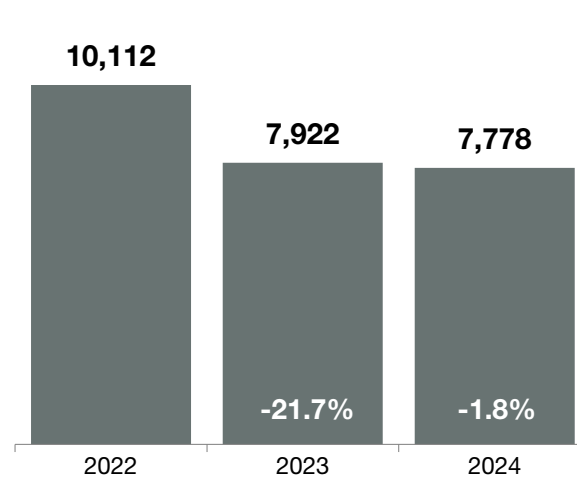
A count of the properties that have been newly listed on the market in a given month.



October

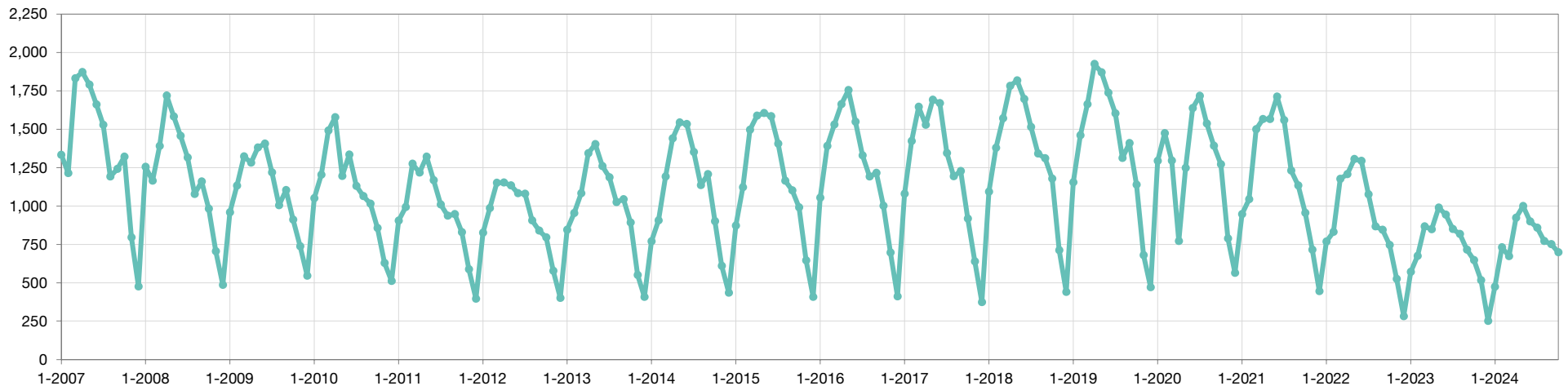


Year To Date



Month	Prior Year	Current Year	+ / -
November 2023	524	517	-1.3%
December 2023	282	251	-11.0%
January 2024	571	474	-17.0%
February 2024	675	730	+8.1%
March 2024	866	673	-22.3%
April 2024	848	922	+8.7%
May 2024	989	1,000	+1.1%
June 2024	943	899	-4.7%
July 2024	849	858	+1.1%
August 2024	818	772	-5.6%
September 2024	716	751	+4.9%
October 2024	647	699	+8.0%
12-Month Avg	727	712	-2.1%

Historical New Listing Activity

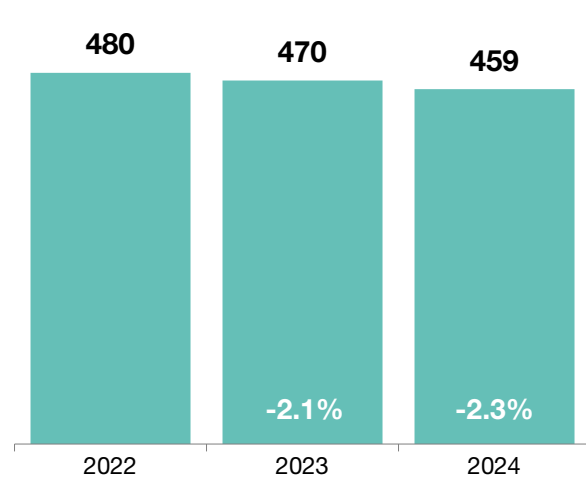


Closed Sales

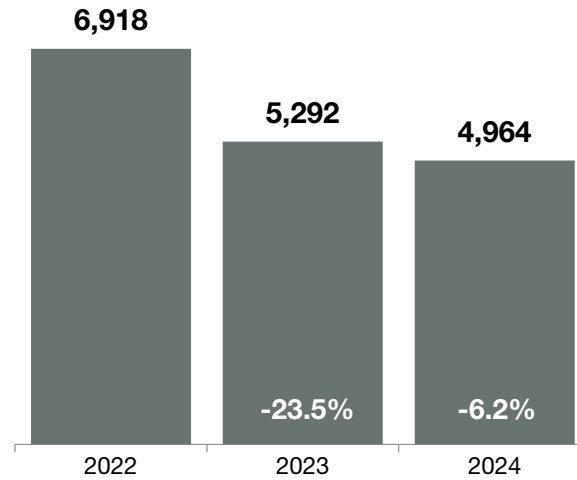
A count of the actual sales that have closed in a given month.



October

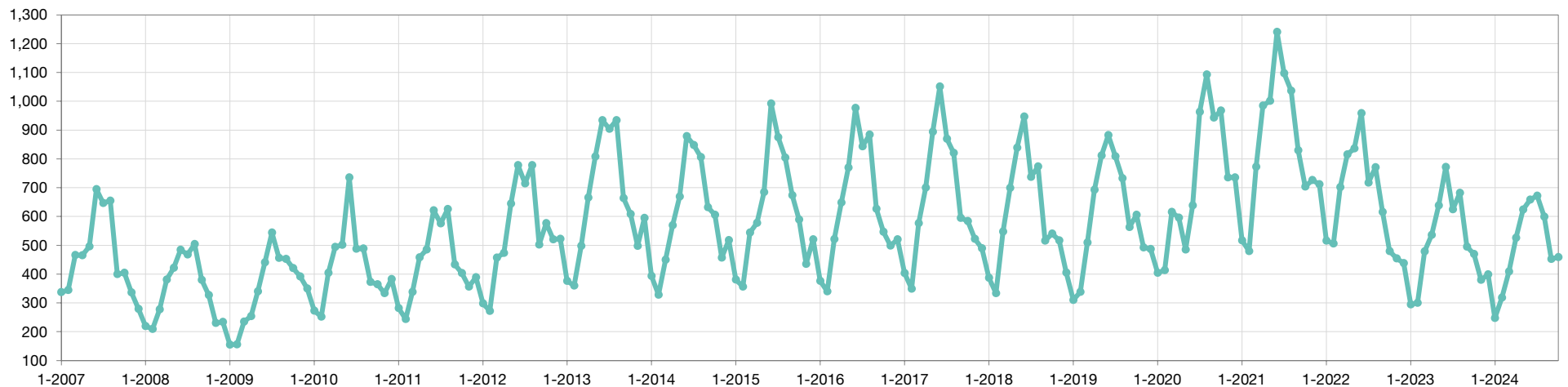


Year To Date



Month	Prior Year	Current Year	+ / -
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	599	-12.2%
September 2024	495	452	-8.7%
October 2024	470	459	-2.3%
12-Month Avg	515	479	-7.0%

Historical Closed Sales Activity

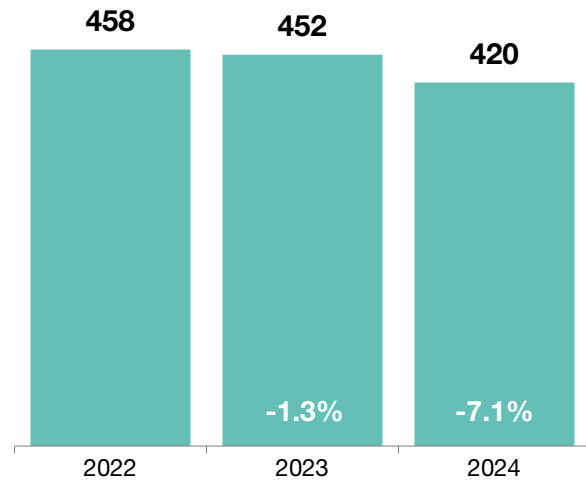


Under Contract

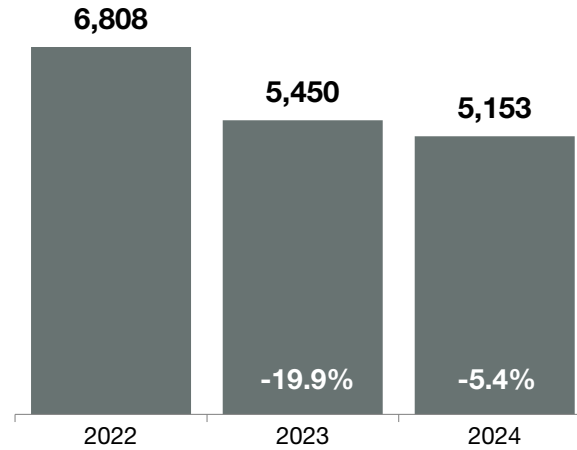
A count of the properties in either a contingent or pending status in a given month.



October

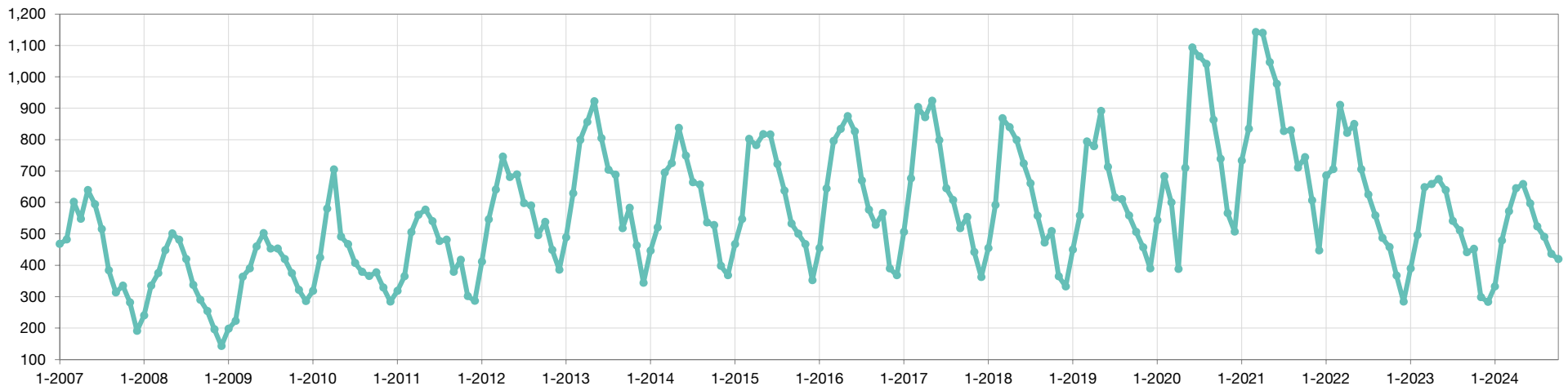


Year To Date



Month	Prior Year	Current Year	+ / -
November 2023	367	298	-18.8%
December 2023	284	283	-0.4%
January 2024	390	332	-14.9%
February 2024	496	479	-3.4%
March 2024	648	572	-11.7%
April 2024	658	645	-2.0%
May 2024	674	658	-2.4%
June 2024	639	597	-6.6%
July 2024	541	524	-3.1%
August 2024	511	490	-4.1%
September 2024	441	436	-1.1%
October 2024	452	420	-7.1%
12-Month Avg	508	478	-6.0%

Historical Under Contract Activity

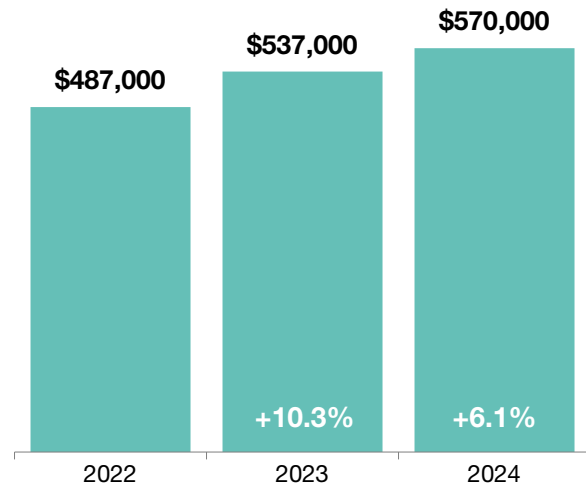


Median Sales Price

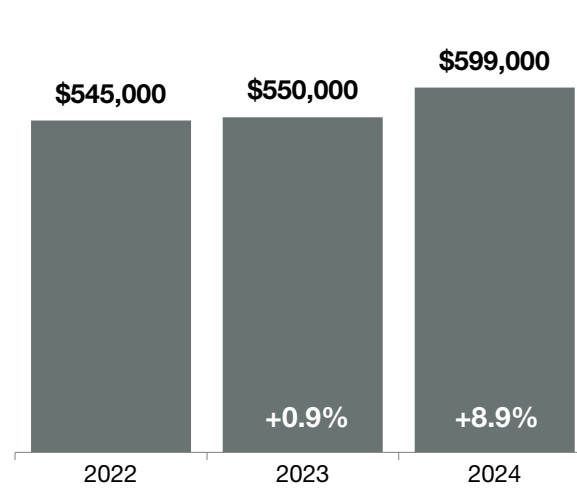
Median price point for all closed sales, not accounting for seller concessions, in a given month.



October

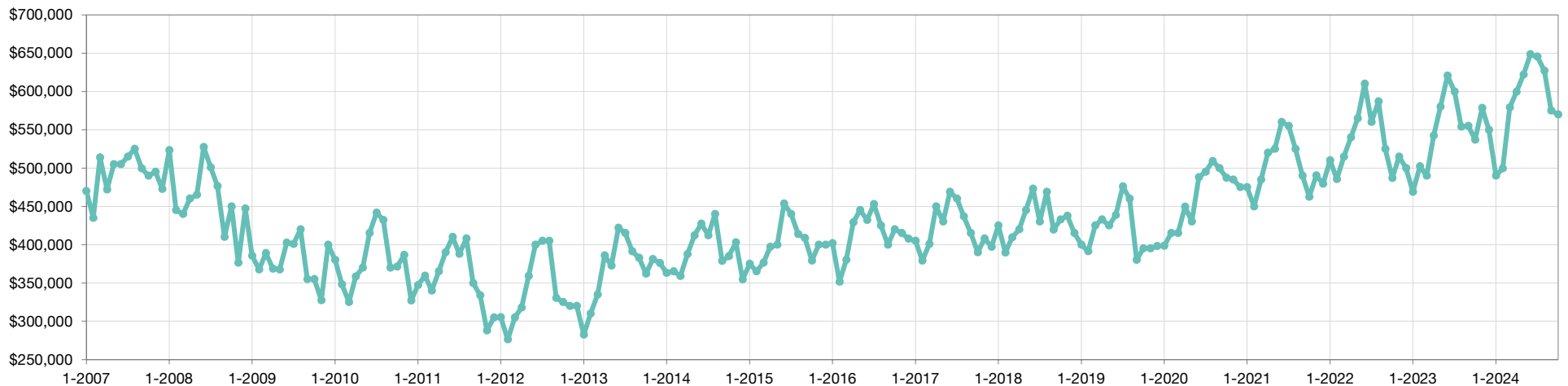


Year To Date



Month	Prior Year	Current Year	+ / -
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	\$627,000	+13.2%
September 2024	\$555,000	\$575,000	+3.6%
October 2024	\$537,000	\$570,000	+6.1%
12-Month Med	\$548,500	\$590,000	+7.6%

Historical Median Sales Price

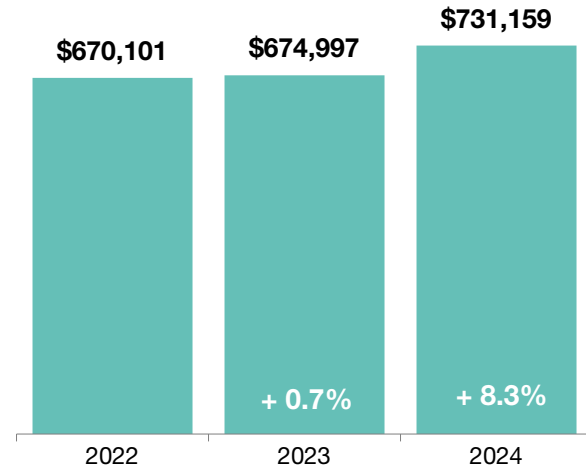


Average Sales Price

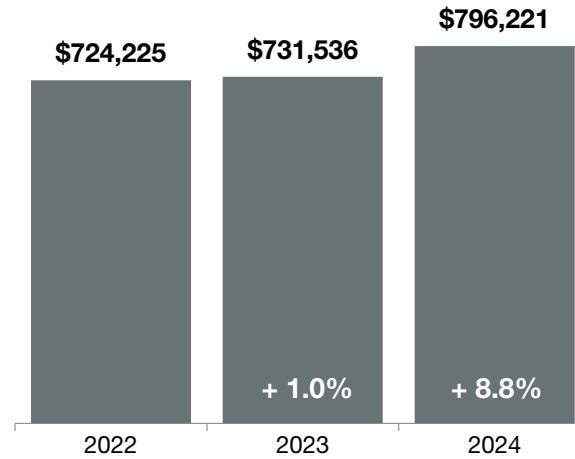
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



October

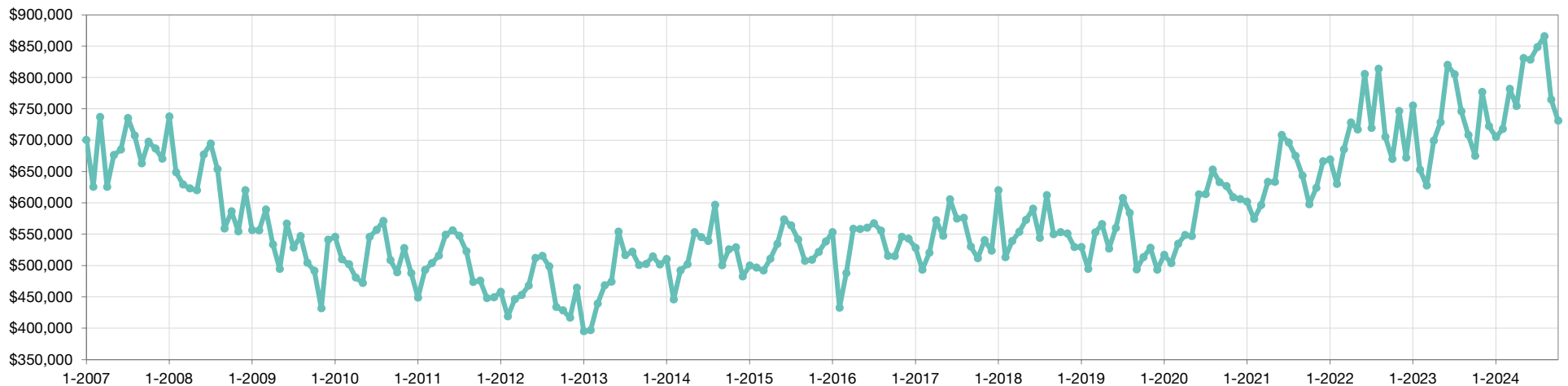


Year To Date



Month	Prior Year	Current Year	+ / -
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	\$865,616	+16.0%
September 2024	\$708,096	\$764,545	+8.0%
October 2024	\$674,997	\$731,159	+8.3%
12-Month Avg	\$728,425	\$789,797	+8.4%

Historical Average Sales Price



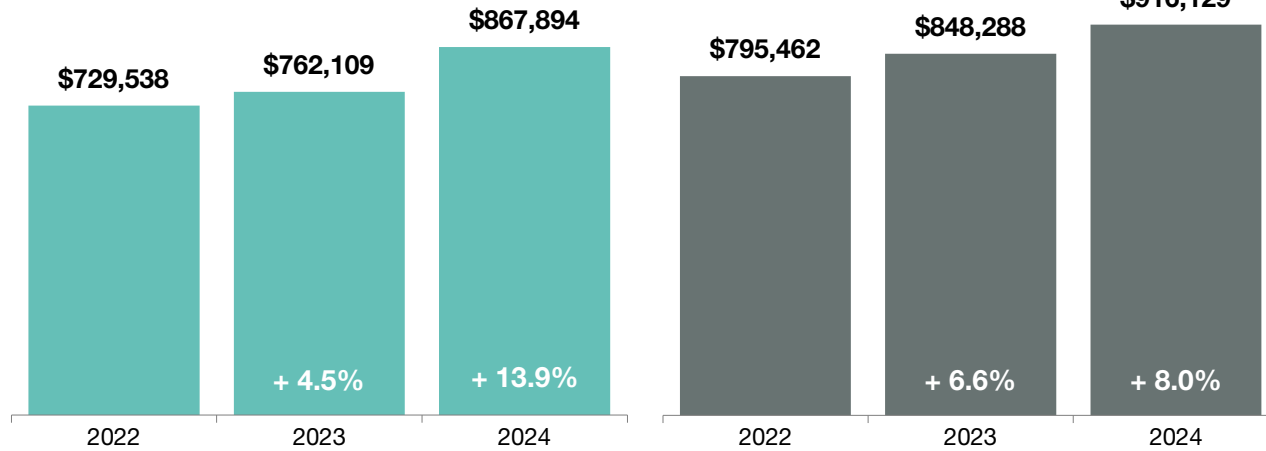
Average List Price

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



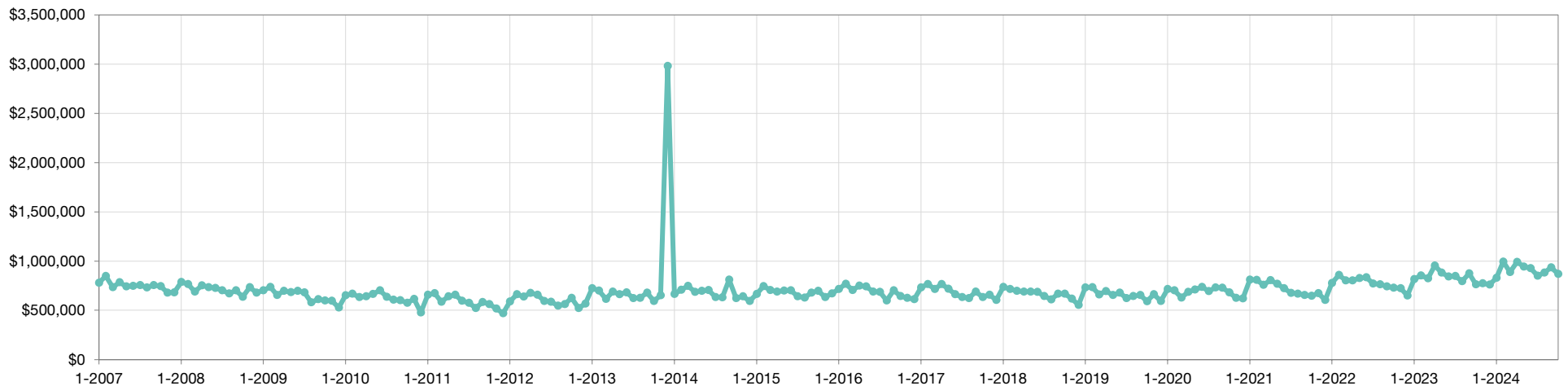
October

Year To Date



Month	Prior Year	Current Year	+ / -
November 2023	\$722,737	\$774,106	+7.1%
December 2023	\$650,308	\$761,878	+17.2%
January 2024	\$815,751	\$828,313	+1.5%
February 2024	\$854,358	\$992,406	+16.2%
March 2024	\$823,732	\$887,075	+7.7%
April 2024	\$953,037	\$991,870	+4.1%
May 2024	\$882,525	\$942,876	+6.8%
June 2024	\$842,515	\$926,408	+10.0%
July 2024	\$848,732	\$850,711	+0.2%
August 2024	\$794,222	\$882,984	+11.2%
September 2024	\$874,034	\$936,293	+7.1%
October 2024	\$762,109	\$867,894	+13.9%
12-Month Avg	\$834,399	\$903,014	+8.2%

Historical Average List Price



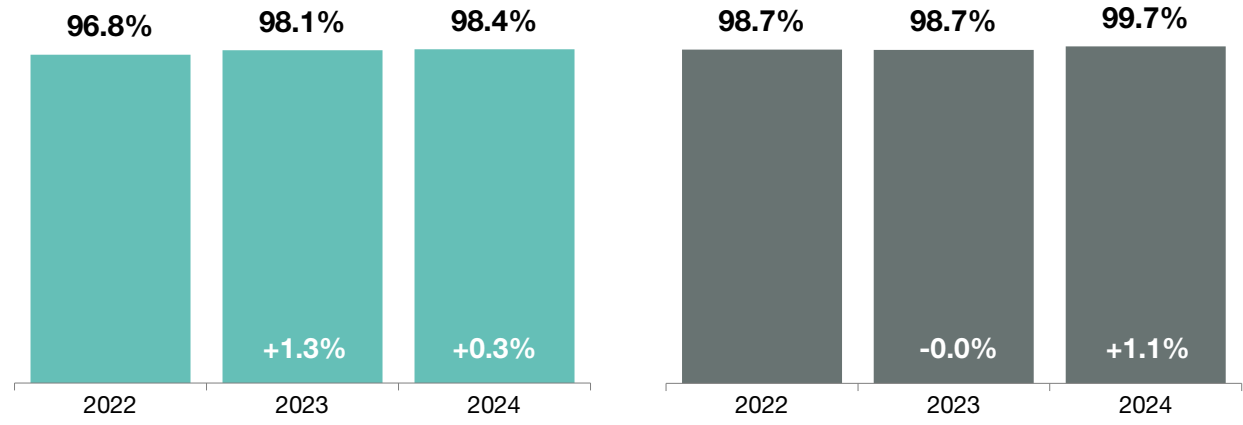
Percent of Original List Price Received



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.

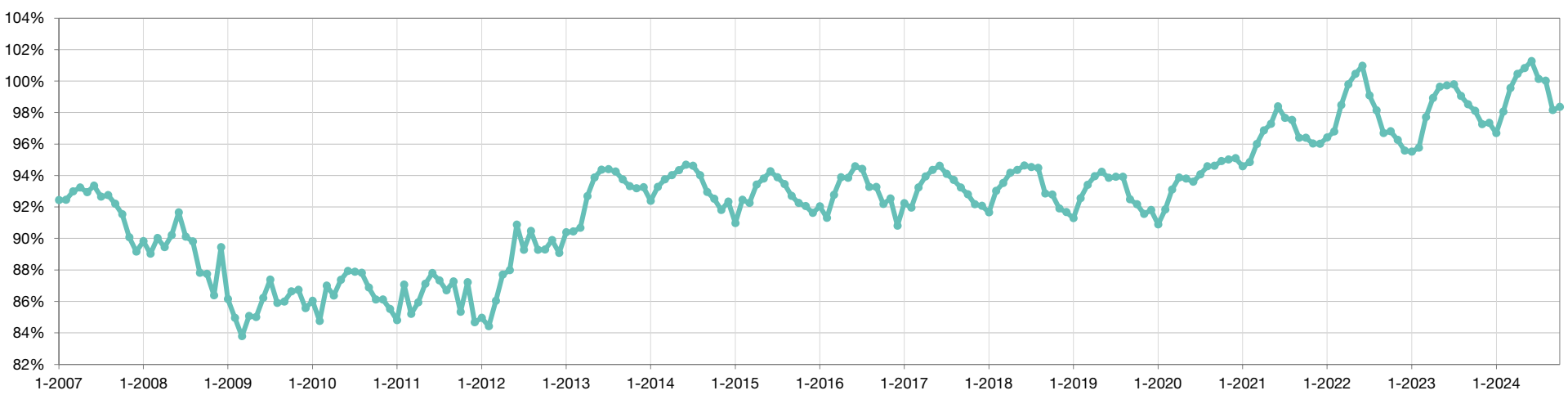
October

Year To Date



Month	Prior Year	Current Year	+ / -
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%
October 2024	98.1%	98.4%	+0.3%
12-Month Avg	98.3%	99.4%	+1.1%

Historical Percent of Original List Price Received

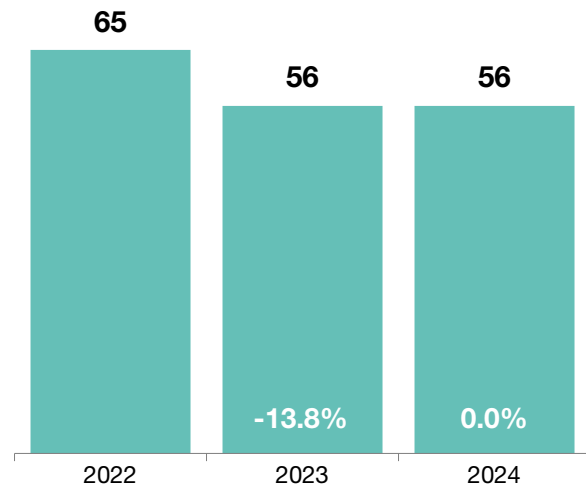


Housing Affordability Index

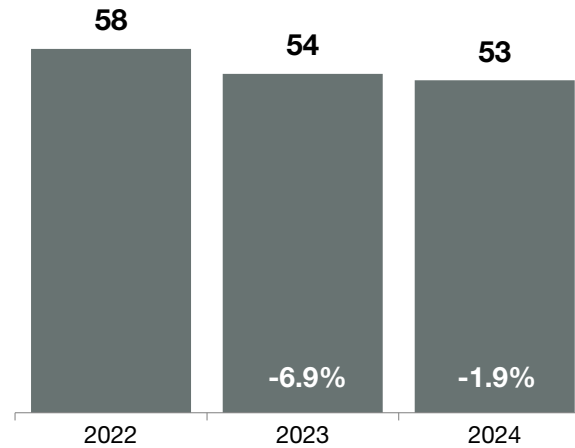


This index measures housing affordability for the region. For example, an index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**

October

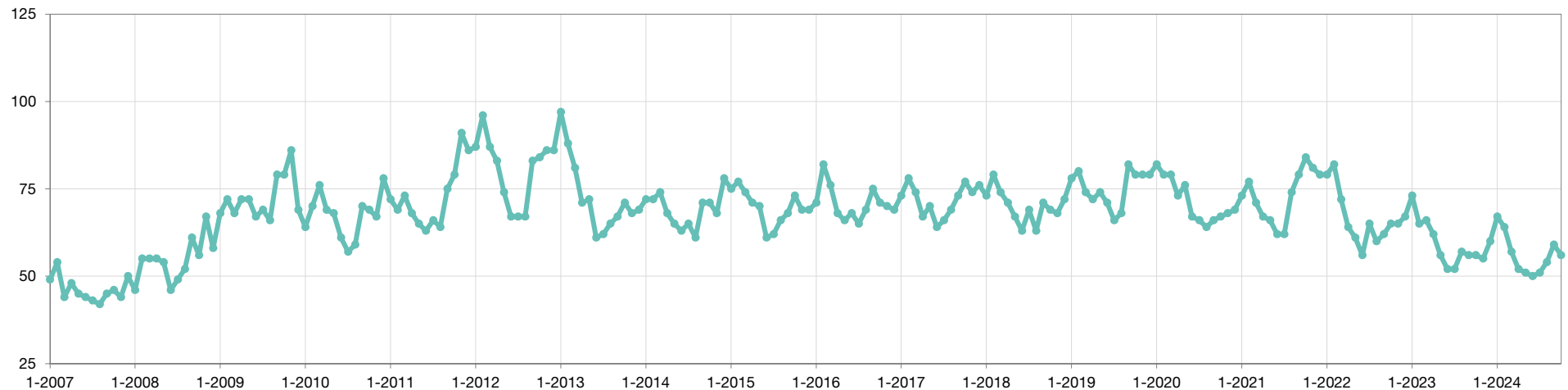


Year To Date



Month	Prior Year	Current Year	+ / -
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	52	51	-1.9%
August 2024	57	54	-5.3%
September 2024	56	59	+5.4%
October 2024	56	56	0.0%
12-Month Avg	61	56	-6.7%

Historical Housing Affordability Index

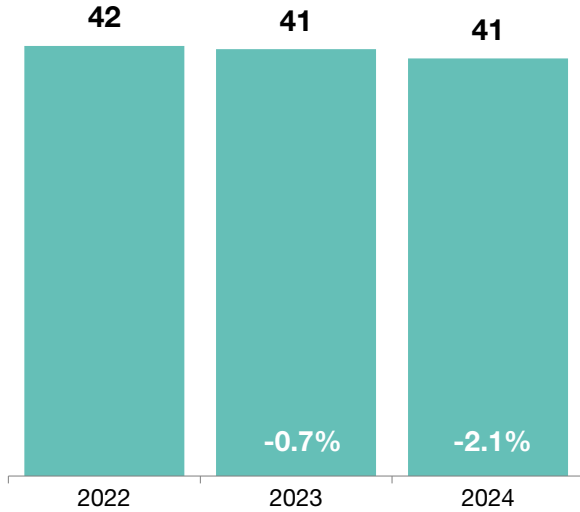


Market Time

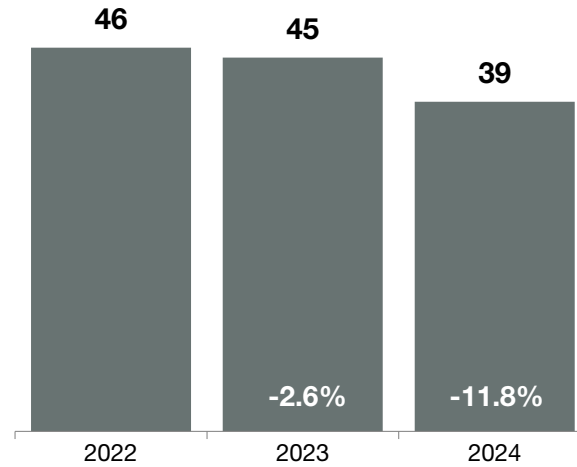
Average number of days between when a property is listed and when an offer is accepted in a given month.



October

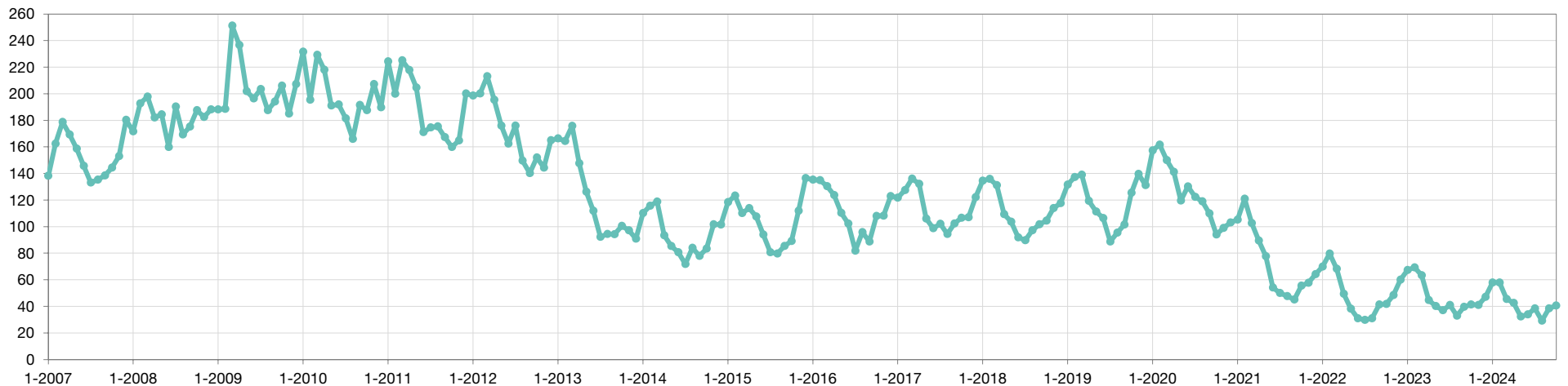


Year To Date



Month	Prior Year	Current Year	+ / -
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	-11.5%
September 2024	40	38	-2.8%
October 2024	41	41	-2.1%
12-Month Avg	46	40	-13.1%

Historical Market Times

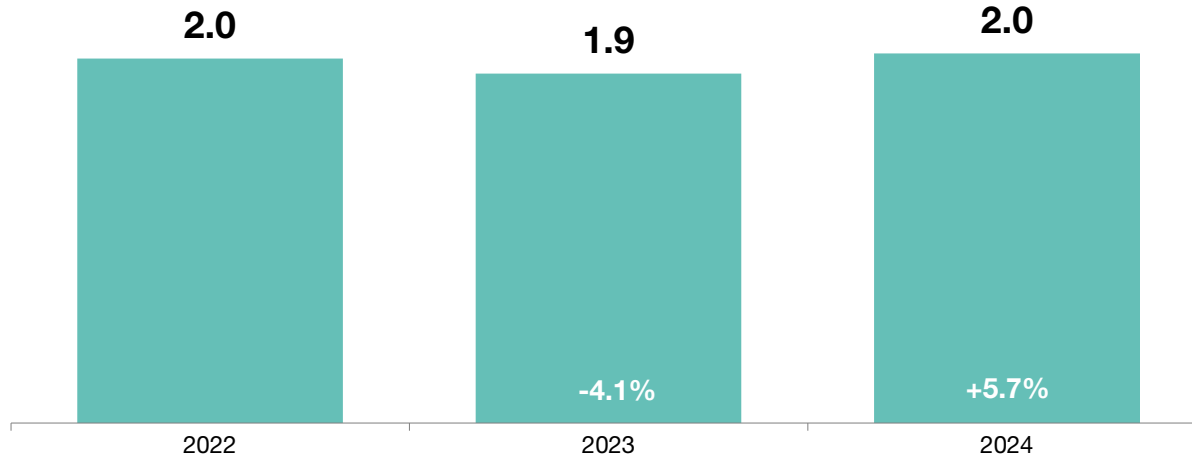


Months Supply of Inventory

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.

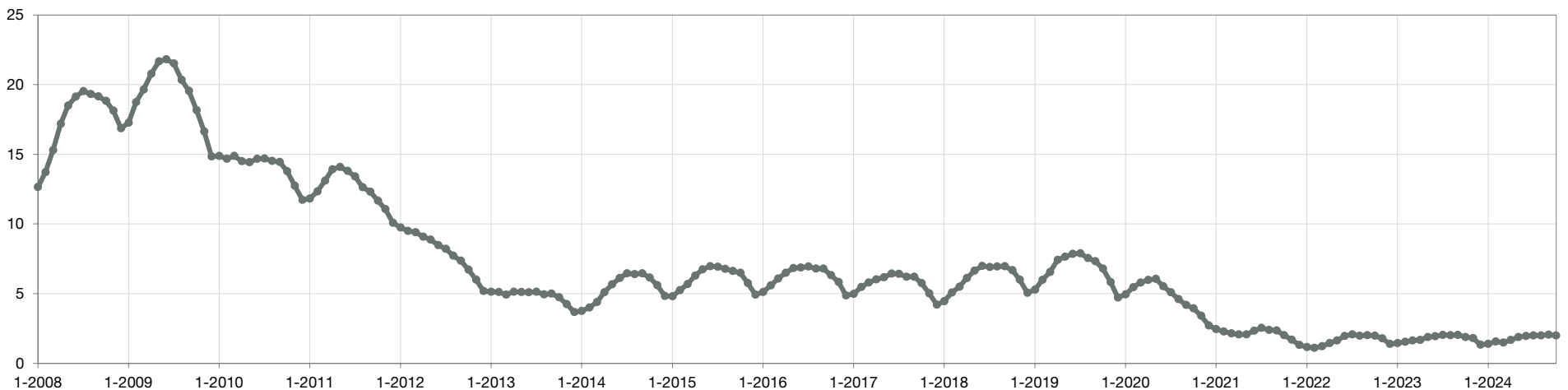


October



Month	Prior Year	Current Year	+ / -
November 2023	1.8	1.8	+1.2%
December 2023	1.4	1.3	-5.0%
January 2024	1.4	1.4	-4.3%
February 2024	1.5	1.6	+1.3%
March 2024	1.6	1.5	-8.5%
April 2024	1.7	1.7	+0.3%
May 2024	1.9	1.9	+0.3%
June 2024	1.9	2.0	+0.5%
July 2024	2.0	2.0	-1.2%
August 2024	2.0	2.0	-0.9%
September 2024	2.0	2.1	+1.1%
October 2024	1.9	2.0	+5.7%
12-Month Avg	1.8	1.8	-0.6%

Historical Months Supply of Inventory

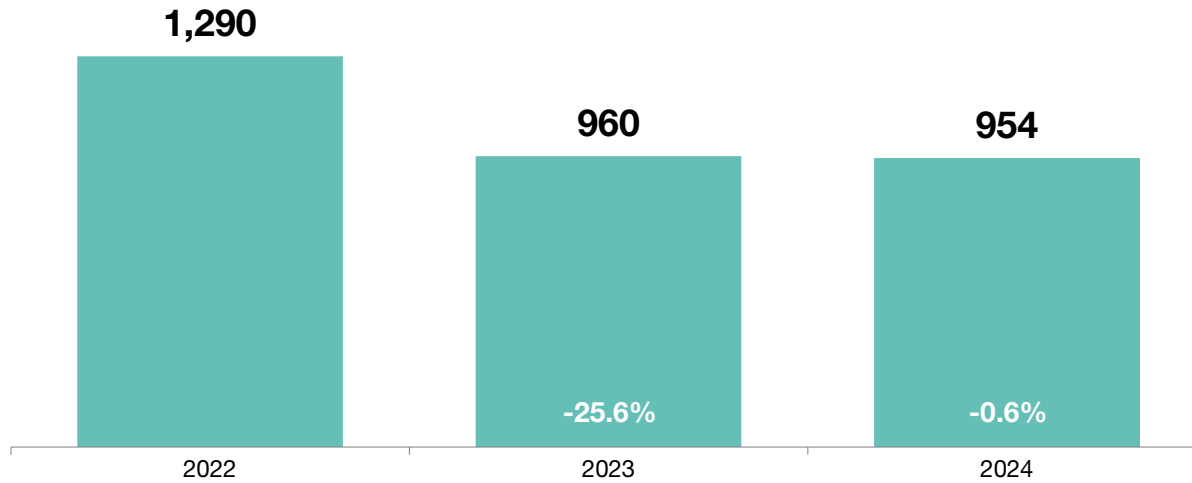


Inventory of Homes for Sale

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



October



Month	Prior Year	Current Year	+ / -
November 2023	1,135	909	-19.9%
December 2023	868	667	-23.2%
January 2024	865	690	-20.2%
February 2024	894	776	-13.2%
March 2024	907	729	-19.6%
April 2024	907	818	-9.8%
May 2024	990	915	-7.6%
June 2024	1,017	945	-7.1%
July 2024	1,046	965	-7.7%
August 2024	1,031	958	-7.1%
September 2024	1,034	987	-4.5%
October 2024	960	954	-0.6%
12-Month Avg	971	859	-11.7%

Historical Inventory of Homes for Sale

