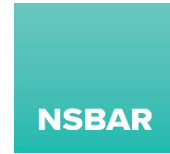


Monthly Indicators



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

November 2024

U.S. existing-home sales rose 3.4% month-over-month and 2.9% year-over-year to a seasonally adjusted annual rate of 3.96 million units, exceeding economists' expectations for the month and marking the first annual gain since July 2021, according to the National Association of REALTORS® (NAR). Lower mortgage rates in late summer and early fall helped sales increase across all four regions.

New Listings in the North Shore-Barrington region decreased 13.3 percent to 448. Listings Under Contract were up 20.8 percent to 360. Inventory levels fell 12.1 percent to 799 units.

Prices continued to gain traction. The Median Sales Price increased 12.4 percent to \$650,000. Market Times were up 12.8 percent to 46 days. Sellers were encouraged as Months Supply of Inventory was down 9.2 percent to 1.6 months.

The number of homes for sale continues to improve nationwide, climbing 0.7% month-over-month and 19.1% year-over-year to 1.37 million units heading into November, for a 4.2-month supply at the current sales pace, according to NAR. Despite a wider selection of properties on the market, sales prices have remained strong at the national level, with a median existing-home price of \$407,200 as of last measure, a 4% increase from the same time last year.

Quick Facts

+ 8.7%

+ 12.4%

- 12.1%

Change in
Closed Sales

Change in
Median Sales Price

Change in
Inventory

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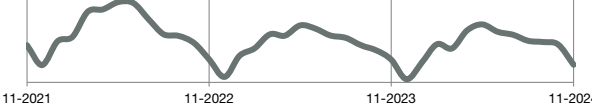
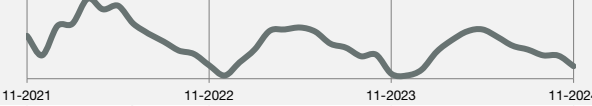
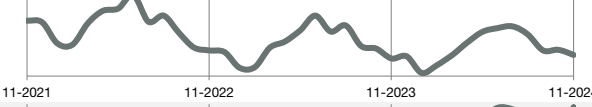
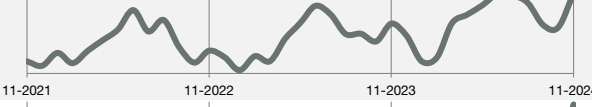
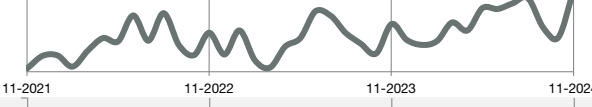

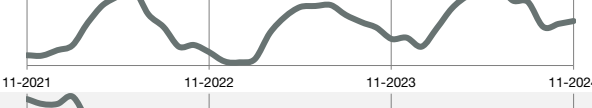



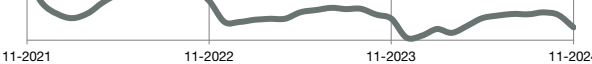


Market Overview

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

NSBAR

NORTH SHORE-BARRINGTON
ASSOCIATION OF REALTORS®

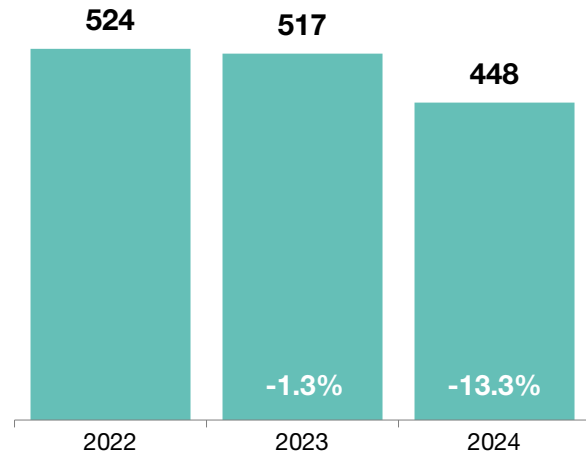
Key Metrics	Historical Sparklines	11-2023	11-2024	+ / -	YTD 2023	YTD 2024	+ / -
New Listings		517	448	- 13.3%	8,439	8,270	- 2.0%
Closed Sales		380	413	+ 8.7%	5,672	5,380	- 5.1%
Under Contract (Contingent and Pending)		298	360	+ 20.8%	5,748	5,556	- 3.3%
Median Sales Price		\$578,500	\$650,000	+ 12.4%	\$550,000	\$600,000	+ 9.1%
Average Sales Price		\$776,825	\$891,338	+ 14.7%	\$734,570	\$803,354	+ 9.4%
Average List Price		\$774,106	\$857,945	+ 10.8%	\$843,740	\$912,938	+ 8.2%
Percent of Original List Price Received		97.3%	98.6%	+ 1.4%	98.6%	99.6%	+ 1.1%
Housing Affordability Index		55	51	- 7.3%	58	55	- 5.2%
Market Time		41	46	+ 12.8%	44	40	- 10.1%
Months Supply of Homes for Sale		1.8	1.6	- 9.2%	--	--	--
Inventory of Homes for Sale		909	799	- 12.1%	--	--	--

New Listings

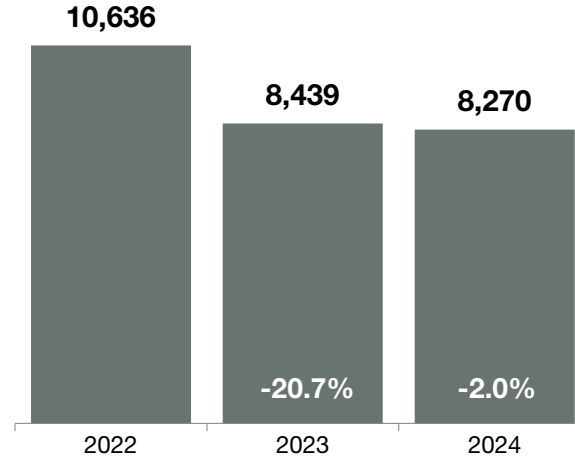
A count of the properties that have been newly listed on the market in a given month.



November

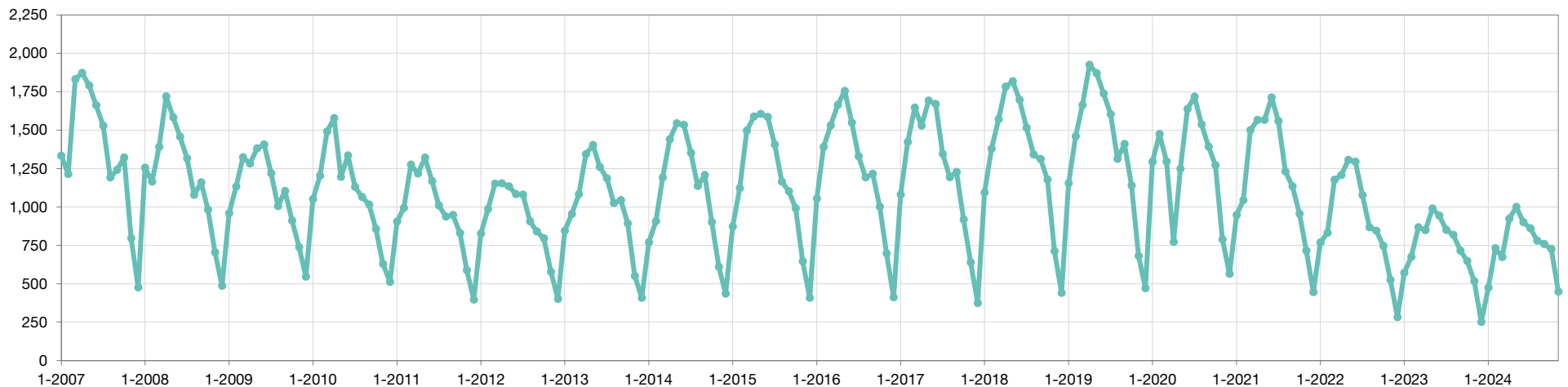


Year To Date



Month	Prior Year	Current Year	+ / -
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	900	-4.6%
July 2024	849	860	+1.3%
August 2024	818	779	-4.8%
September 2024	716	758	+5.9%
October 2024	647	726	+12.2%
November 2024	517	448	-13.3%
12-Month Avg	727	710	-2.3%

Historical New Listing Activity

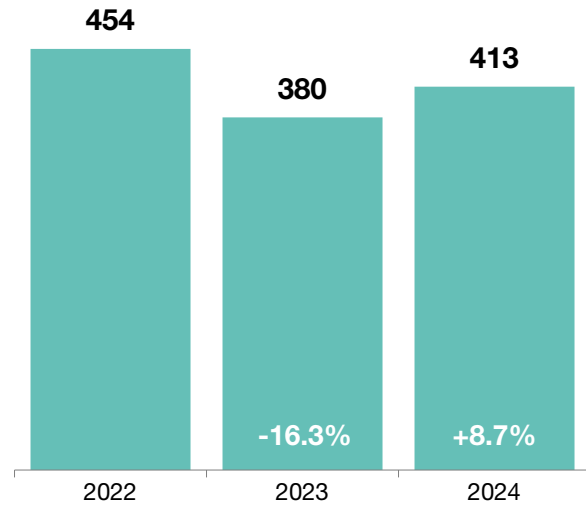


Closed Sales

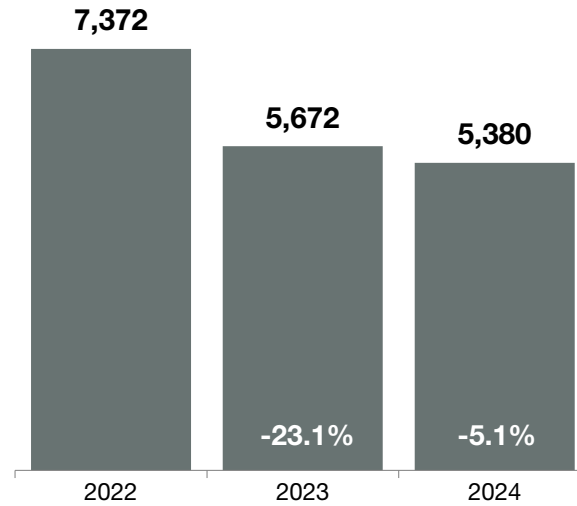
A count of the actual sales that have closed in a given month.



November

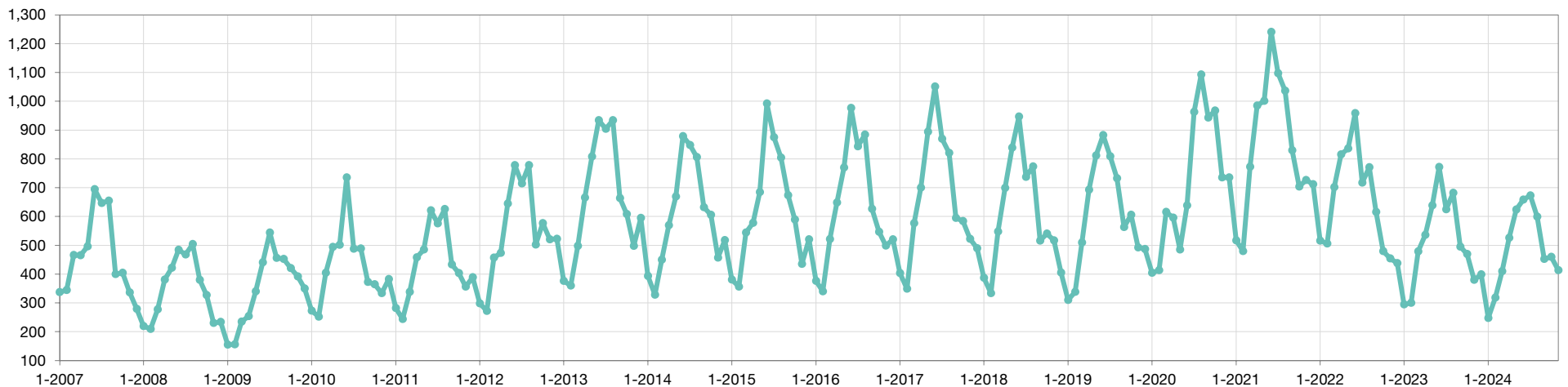


Year To Date



Month	Prior Year	Current Year	+ / -
December 2023	438	399	-8.9%
January 2024	295	247	-16.3%
February 2024	300	318	+6.0%
March 2024	479	410	-14.4%
April 2024	536	526	-1.9%
May 2024	638	624	-2.2%
June 2024	772	658	-14.8%
July 2024	625	673	+7.7%
August 2024	682	599	-12.2%
September 2024	495	452	-8.7%
October 2024	470	460	-2.1%
November 2024	380	413	+8.7%
12-Month Avg	509	482	-4.9%

Historical Closed Sales Activity

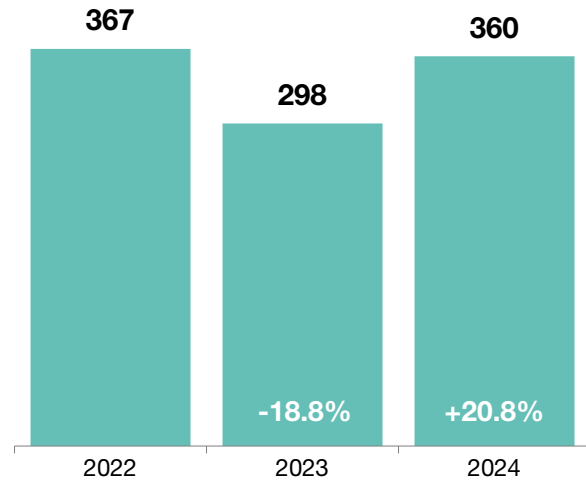


Under Contract

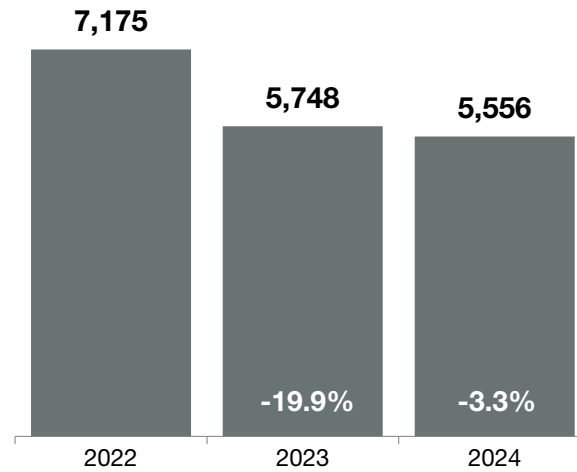
A count of the properties in either a contingent or pending status in a given month.



November

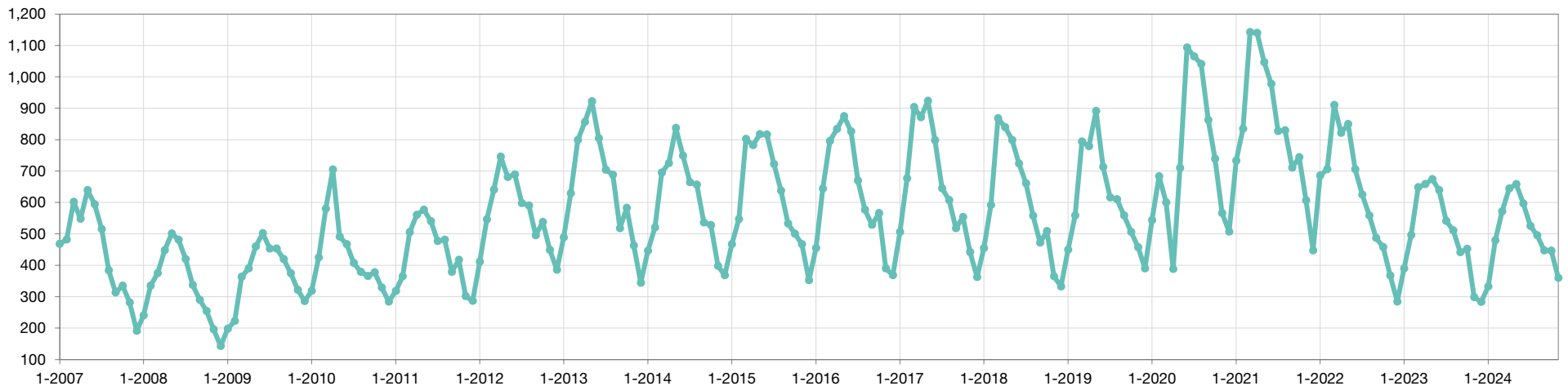


Year To Date



Month	Prior Year	Current Year	+ / -
December 2023	284	283	-0.4%
January 2024	390	332	-14.9%
February 2024	496	480	-3.2%
March 2024	648	572	-11.7%
April 2024	658	644	-2.1%
May 2024	674	658	-2.4%
June 2024	639	597	-6.6%
July 2024	541	525	-3.0%
August 2024	511	495	-3.1%
September 2024	441	447	+1.4%
October 2024	452	446	-1.3%
November 2024	298	360	+20.8%
12-Month Avg	503	487	-3.2%

Historical Under Contract Activity

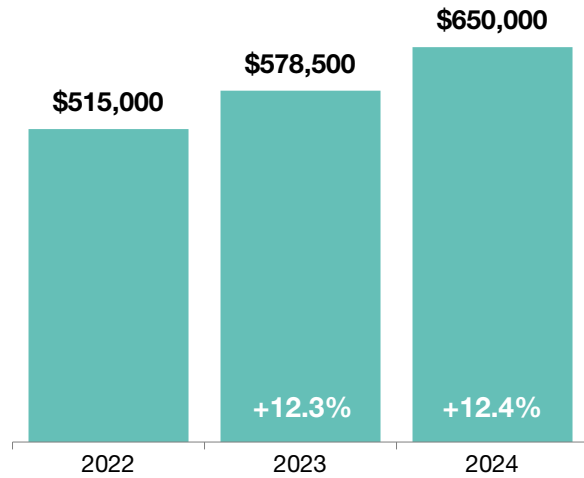


Median Sales Price

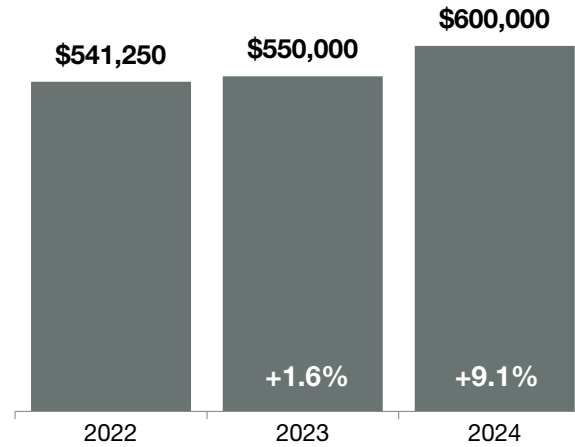
Median price point for all closed sales, not accounting for seller concessions, in a given month.



November

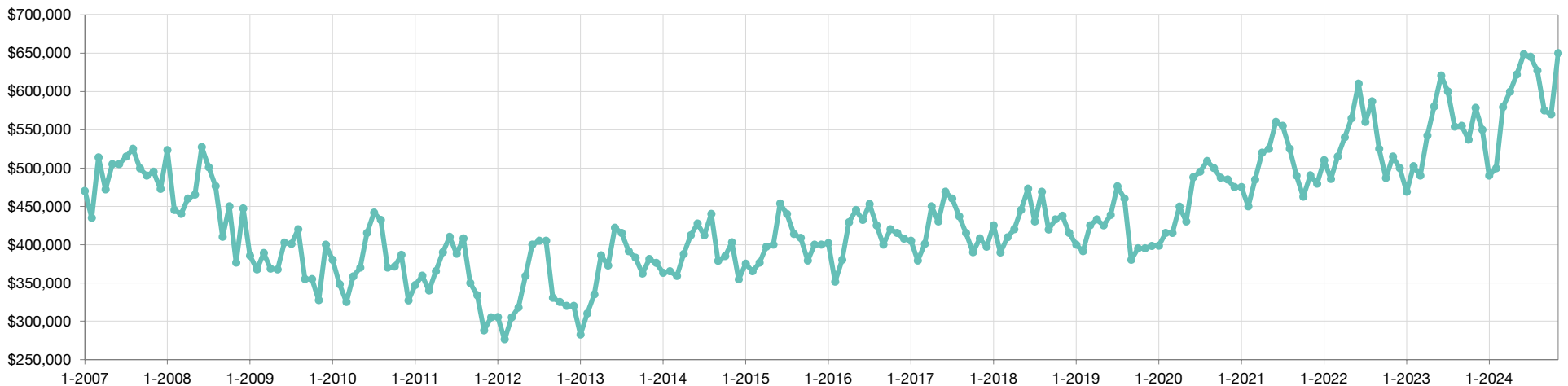


Year To Date



Month	Prior Year	Current Year	+ / -
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	\$579,500	+18.3%
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	\$645,000	+7.5%
August 2024	\$554,000	\$627,000	+13.2%
September 2024	\$555,000	\$575,000	+3.6%
October 2024	\$537,000	\$569,950	+6.1%
November 2024	\$578,500	\$650,000	+12.4%
12-Month Med	\$550,000	\$597,000	+8.5%

Historical Median Sales Price

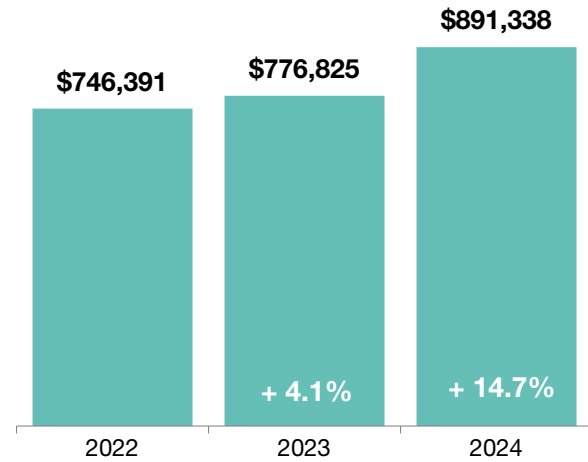


Average Sales Price

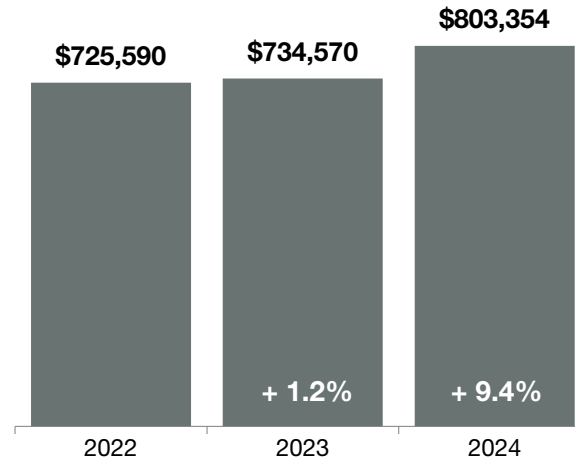
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



November

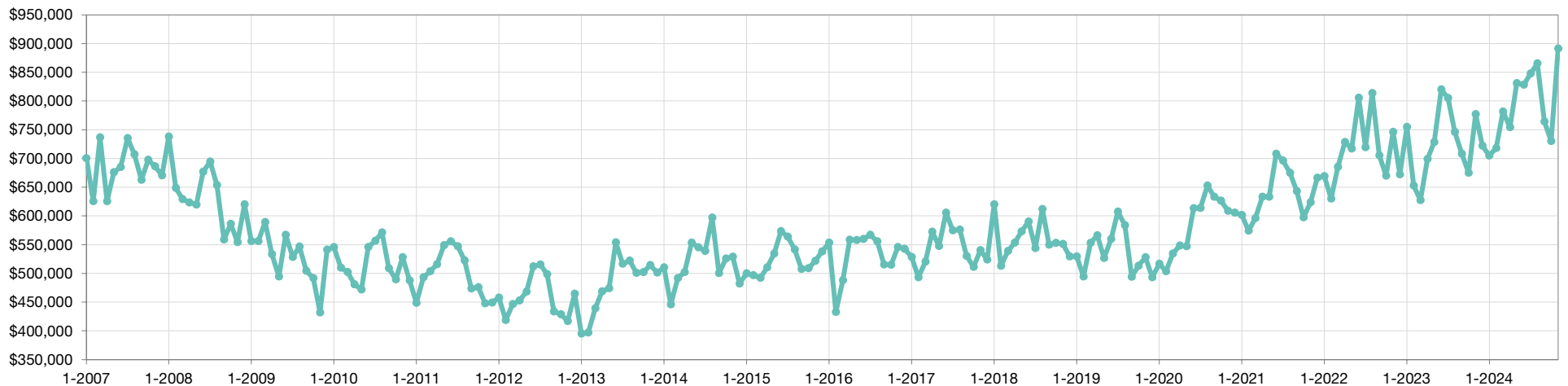


Year To Date



Month	Prior Year	Current Year	+ / -
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	\$781,736	+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	\$847,853	+5.3%
August 2024	\$746,072	\$865,616	+16.0%
September 2024	\$708,096	\$764,545	+8.0%
October 2024	\$674,997	\$730,341	+8.2%
November 2024	\$776,825	\$891,338	+14.7%
12-Month Avg	\$730,101	\$797,753	+9.3%

Historical Average Sales Price



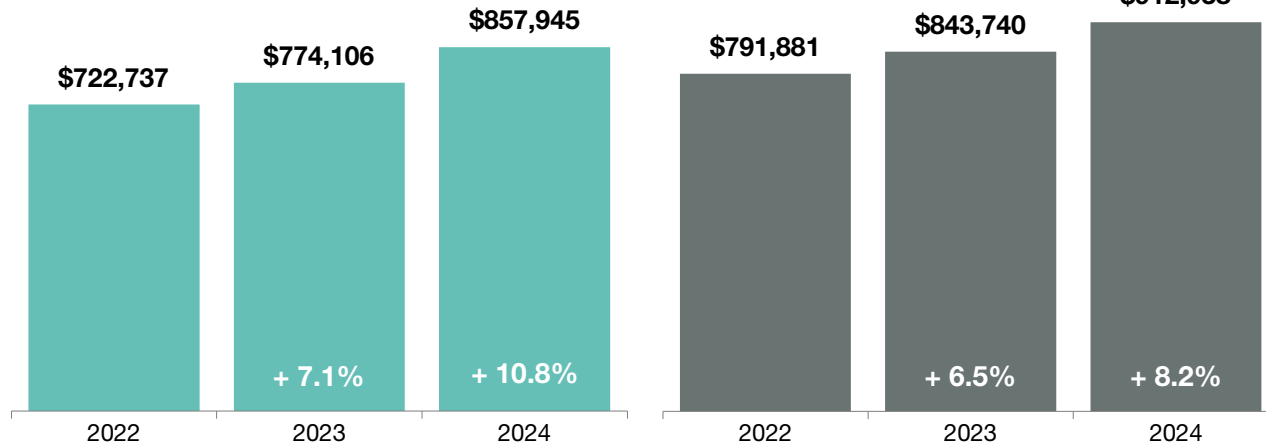
Average List Price

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



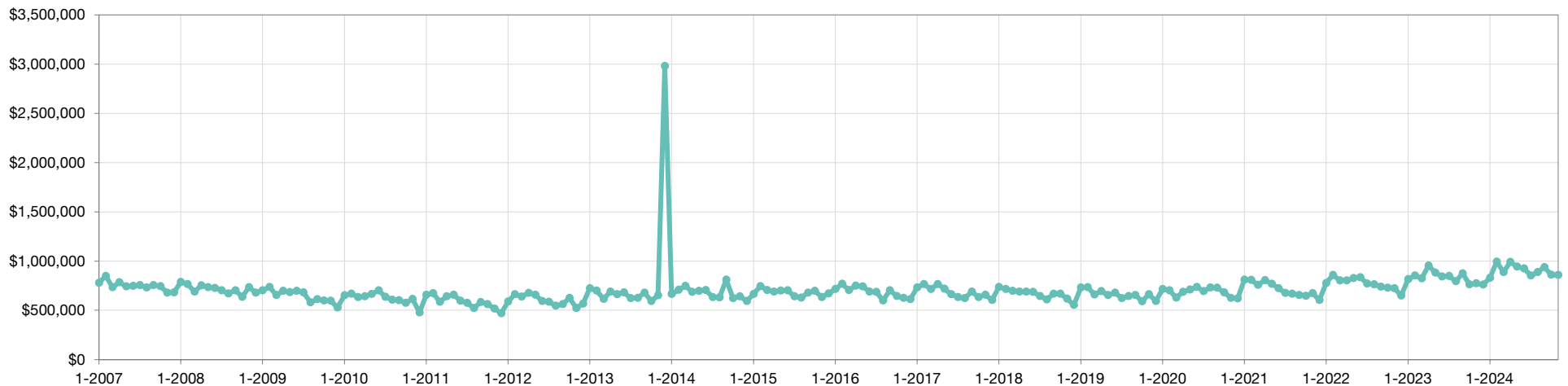
November

Year To Date



Month	Prior Year	Current Year	+ / -
December 2023	\$650,308	\$761,878	+17.2%
January 2024	\$815,751	\$828,313	+1.5%
February 2024	\$854,358	\$992,323	+16.1%
March 2024	\$823,732	\$887,045	+7.7%
April 2024	\$953,037	\$991,870	+4.1%
May 2024	\$882,525	\$942,496	+6.8%
June 2024	\$842,515	\$925,500	+9.8%
July 2024	\$848,732	\$853,231	+0.5%
August 2024	\$794,222	\$886,307	+11.6%
September 2024	\$874,034	\$939,193	+7.5%
October 2024	\$762,109	\$861,755	+13.1%
November 2024	\$774,106	\$857,945	+10.8%
12-Month Avg	\$837,524	\$908,503	+8.5%

Historical Average List Price



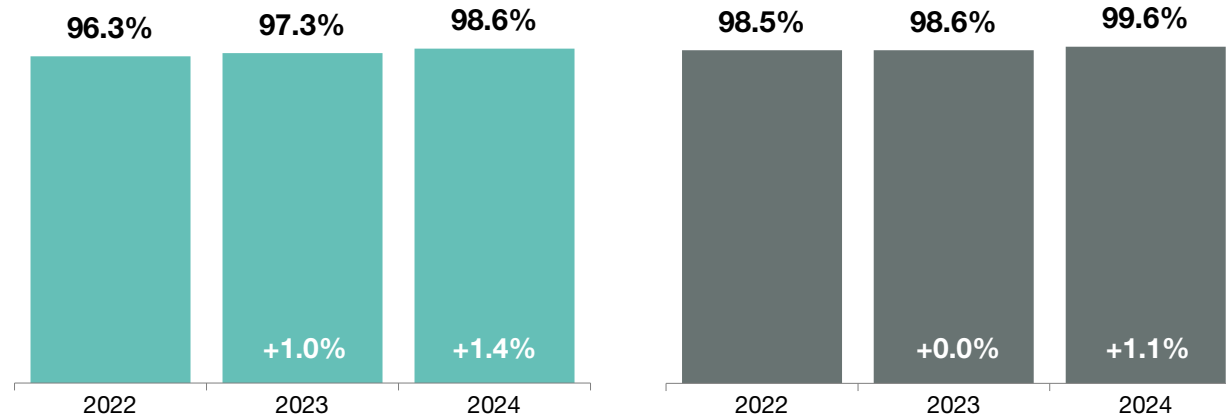
Percent of Original List Price Received



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.

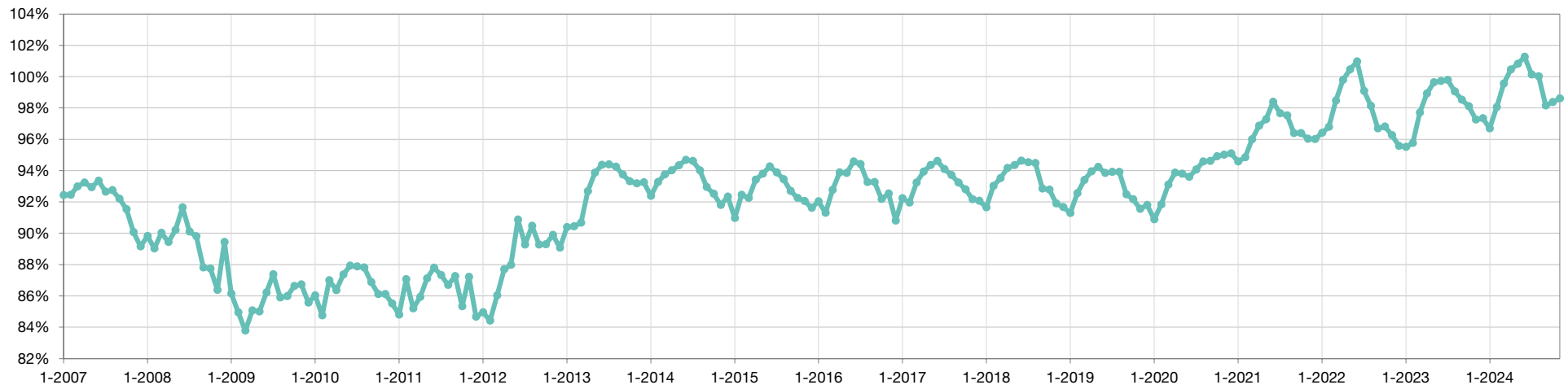
November

Year To Date



Month	Prior Year	Current Year	+ / -
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%
November 2024	97.3%	98.6%	+1.4%
12-Month Avg	98.3%	99.5%	+1.1%

Historical Percent of Original List Price Received

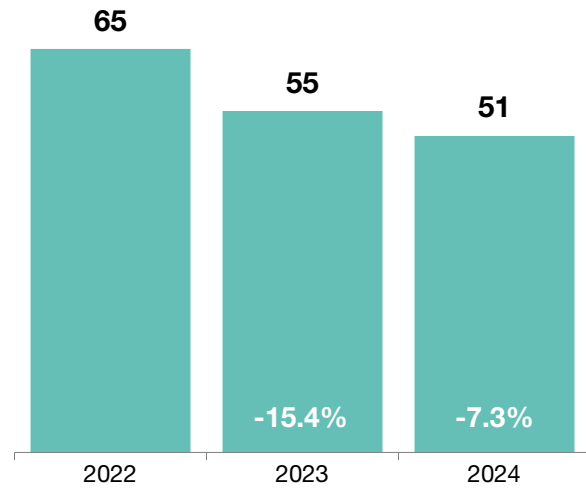


Housing Affordability Index

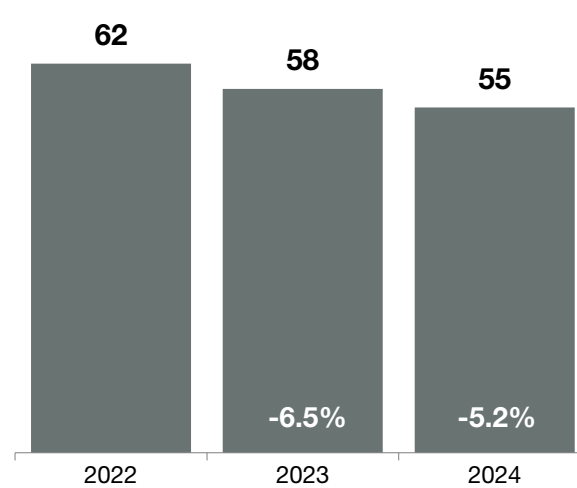


This index measures housing affordability for the region. For example, an index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**

November

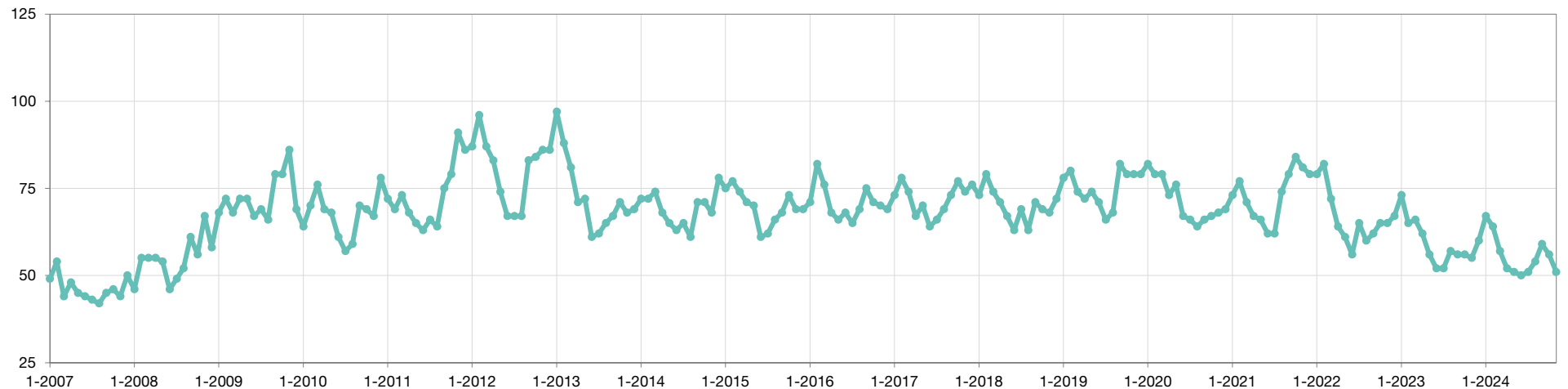


Year To Date



Month	Prior Year	Current Year	+ / -
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%
November 2024	55	51	-7.3%
12-Month Avg	60	56	-6.0%

Historical Housing Affordability Index

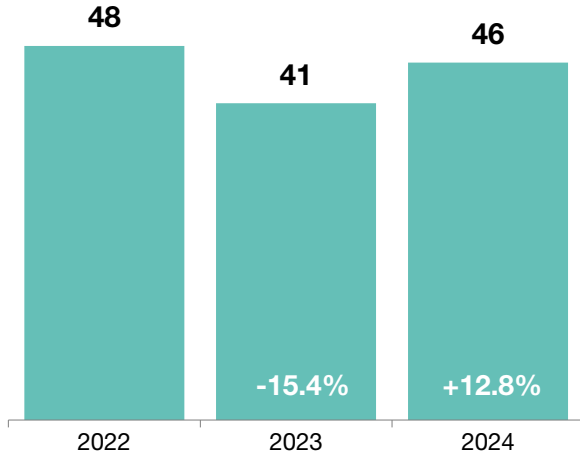


Market Time

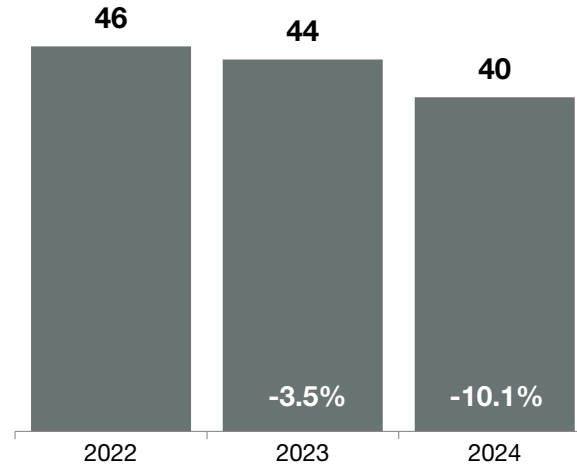
Average number of days between when a property is listed and when an offer is accepted in a given month.



November

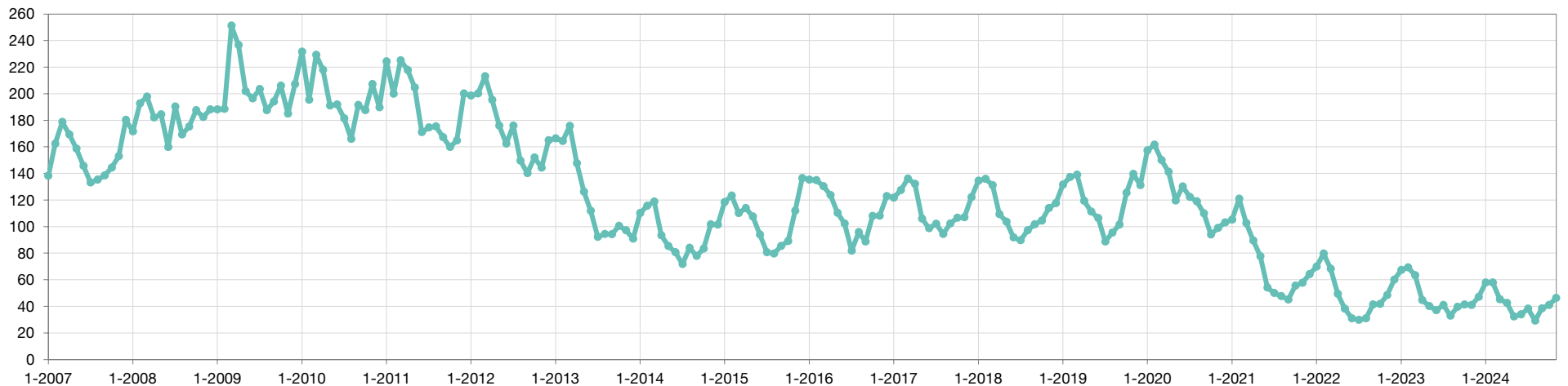


Year To Date



Month	Prior Year	Current Year	+ / -
December 2023	60	47	-21.6%
January 2024	67	58	-14.1%
February 2024	69	58	-16.5%
March 2024	63	45	-28.4%
April 2024	45	43	-4.7%
May 2024	40	32	-19.8%
June 2024	37	34	-8.4%
July 2024	41	38	-6.5%
August 2024	33	29	-11.5%
September 2024	40	38	-2.8%
October 2024	41	41	-1.0%
November 2024	41	46	+12.8%
12-Month Avg	46	40	-11.2%

Historical Market Times

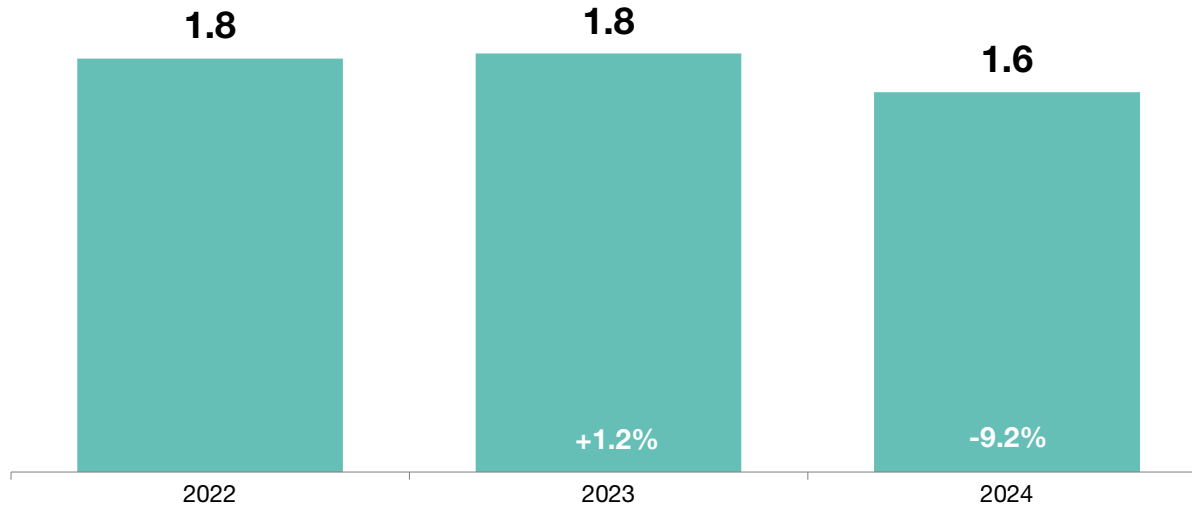


Months Supply of Inventory

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.

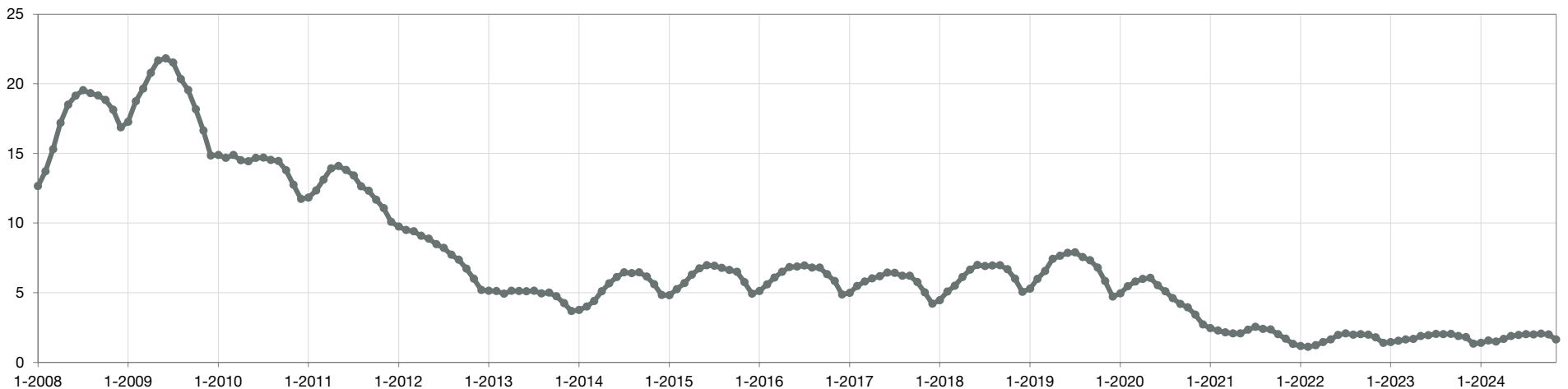


November



Month	Prior Year	Current Year	+ / -
December 2023	1.4	1.3	-5.0%
January 2024	1.4	1.4	-4.3%
February 2024	1.5	1.6	+1.2%
March 2024	1.6	1.5	-8.7%
April 2024	1.7	1.7	+0.3%
May 2024	1.9	1.9	+0.4%
June 2024	1.9	2.0	+0.7%
July 2024	2.0	2.0	-0.9%
August 2024	2.0	2.0	-0.5%
September 2024	2.0	2.1	+0.9%
October 2024	1.9	2.0	+5.2%
November 2024	1.8	1.6	-9.2%
12-Month Avg	1.8	1.7	-1.4%

Historical Months Supply of Inventory

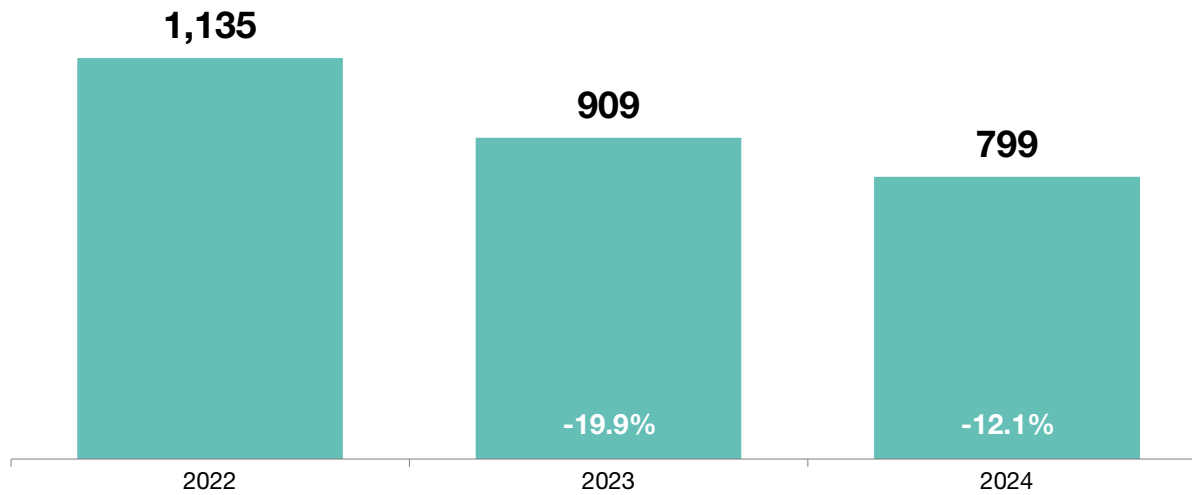


Inventory of Homes for Sale

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



November



Month	Prior Year	Current Year	+ / -
December 2023	868	667	-23.2%
January 2024	865	690	-20.2%
February 2024	894	775	-13.3%
March 2024	907	728	-19.7%
April 2024	907	818	-9.8%
May 2024	990	916	-7.5%
June 2024	1,017	947	-6.9%
July 2024	1,046	968	-7.5%
August 2024	1,031	963	-6.6%
September 2024	1,034	988	-4.4%
October 2024	960	956	-0.4%
November 2024	909	799	-12.1%
12-Month Avg	952	851	-11.0%

Historical Inventory of Homes for Sale

