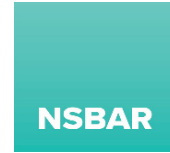


Monthly Indicators



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

December 2024

U.S. existing-home sales improved for the second consecutive month, rising 4.8% to a seasonally adjusted annual rate of 4.15 million units, an eight-month high, according to the National Association of REALTORS® (NAR). Sales were up 6.1% compared to the same time last year, marking the largest year-over-year increase since June 2021. Economists had forecast existing-home sales would come in at an annual rate of 4.07 million units for the month.

New Listings in the North Shore-Barrington region increased 4.4 percent to 262. Listings Under Contract were down 12.0 percent to 249. Inventory levels fell 13.5 percent to 578 units.

Prices continued to gain traction. The Median Sales Price increased 6.4 percent to \$585,000. Market Times were up 14.9 percent to 54 days. Sellers were encouraged as Months Supply of Inventory was down 10.5 percent to 1.2 months.

Total housing inventory stood at 1.33 million units heading into December, a 2.9% decrease from the previous month but a 17.7% increase year-over-year, for a 3.8-month supply at the current sales pace. Inventory remains below the 5 – 6 months' supply of a balanced market, and the limited number of homes for sale continues to put upward pressure on sales prices nationwide, with NAR reporting a median existing-home price of \$406,100, a 4.7% increase from one year earlier.

Quick Facts

+ 10.0%

Change in
Closed Sales

+ 6.4%

Change in
Median Sales Price

- 13.5%

Change in
Inventory

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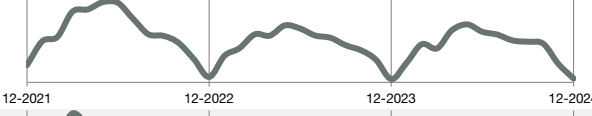
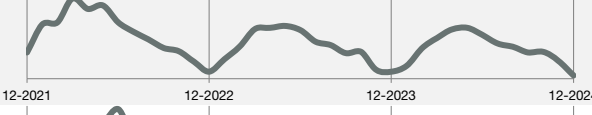
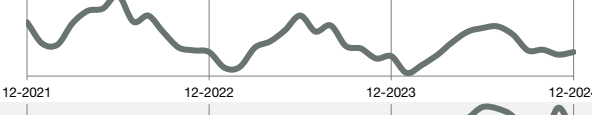



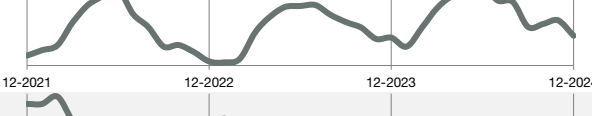



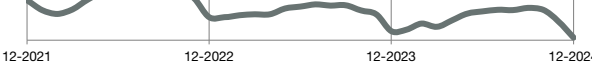


Market Overview

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

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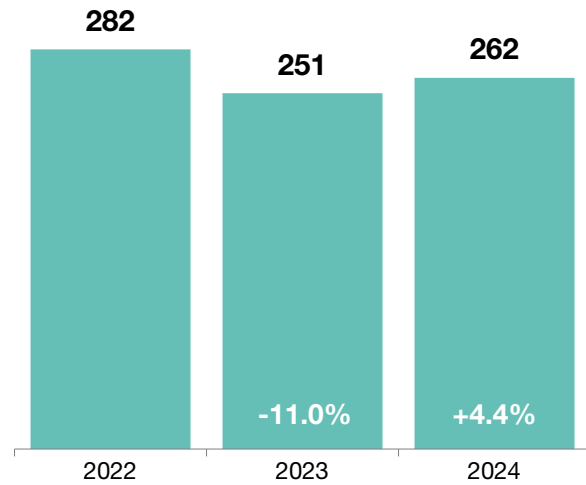
Key Metrics	Historical Sparklines	12-2023	12-2024	+ / -	YTD 2023	YTD 2024	+ / -
New Listings		251	262	+ 4.4%	8,690	8,566	- 1.4%
Closed Sales		399	439	+ 10.0%	6,071	5,820	- 4.1%
Under Contract (Contingent and Pending)		283	249	- 12.0%	6,030	5,830	- 3.3%
Median Sales Price		\$550,000	\$585,000	+ 6.4%	\$550,000	\$600,000	+ 9.1%
Average Sales Price		\$722,231	\$794,383	+ 10.0%	\$733,759	\$802,640	+ 9.4%
Average List Price		\$761,878	\$814,104	+ 6.9%	\$841,383	\$911,263	+ 8.3%
Percent of Original List Price Received		97.3%	97.5%	+ 0.1%	98.5%	99.5%	+ 1.0%
Housing Affordability Index		60	54	- 10.0%	60	53	- 11.7%
Market Time		47	54	+ 14.9%	45	41	- 8.1%
Months Supply of Homes for Sale		1.3	1.2	- 10.5%	--	--	--
Inventory of Homes for Sale		668	578	- 13.5%	--	--	--

New Listings

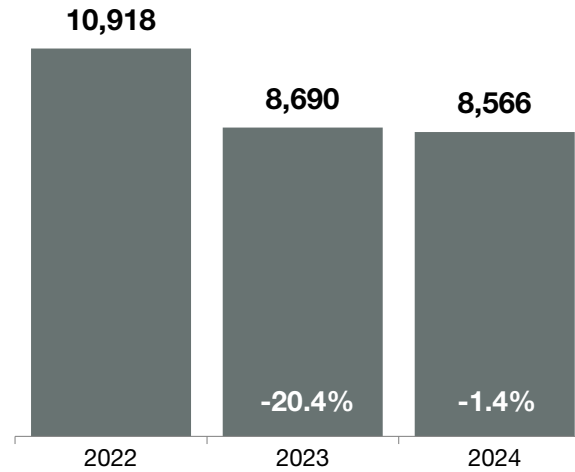
A count of the properties that have been newly listed on the market in a given month.



December

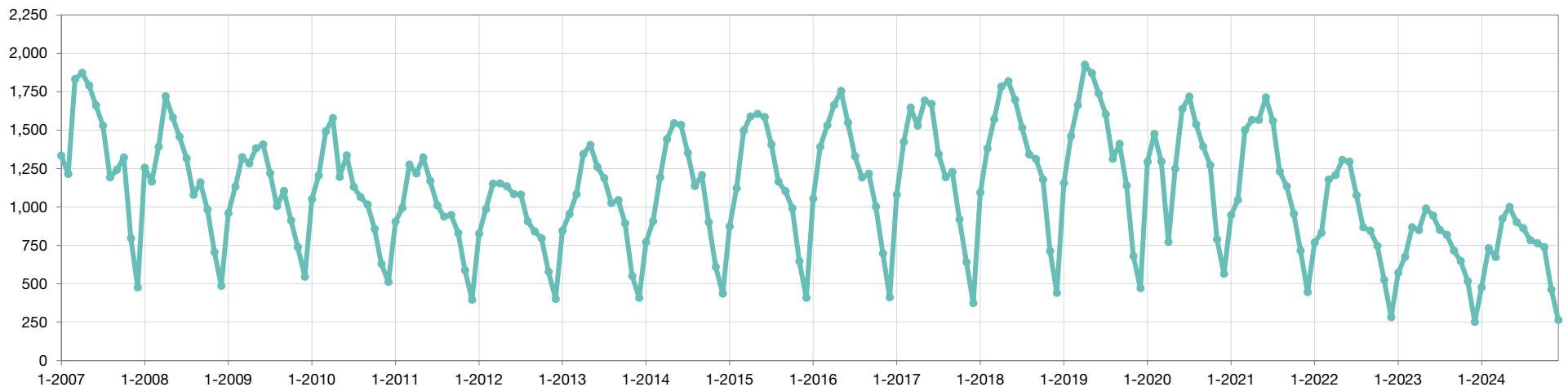


Year To Date



Month	Prior Year	Current Year	+ / -
January 2024	571	475	-16.8%
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	781	-4.5%
September 2024	716	763	+6.6%
October 2024	647	738	+14.1%
November 2024	517	462	-10.6%
December 2024	251	262	+4.4%
12-Month Avg	724	714	-1.4%

Historical New Listing Activity

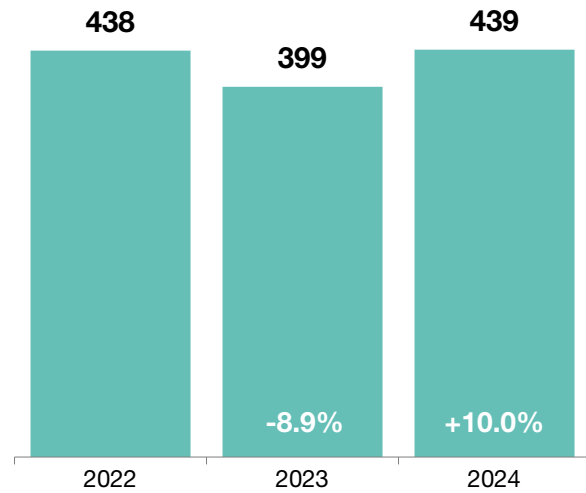


Closed Sales

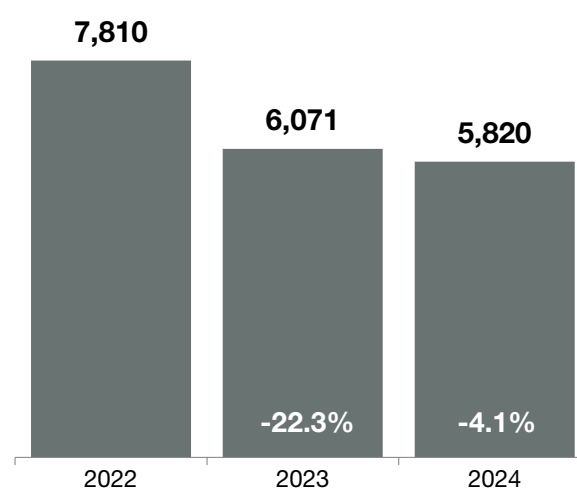
A count of the actual sales that have closed in a given month.



December

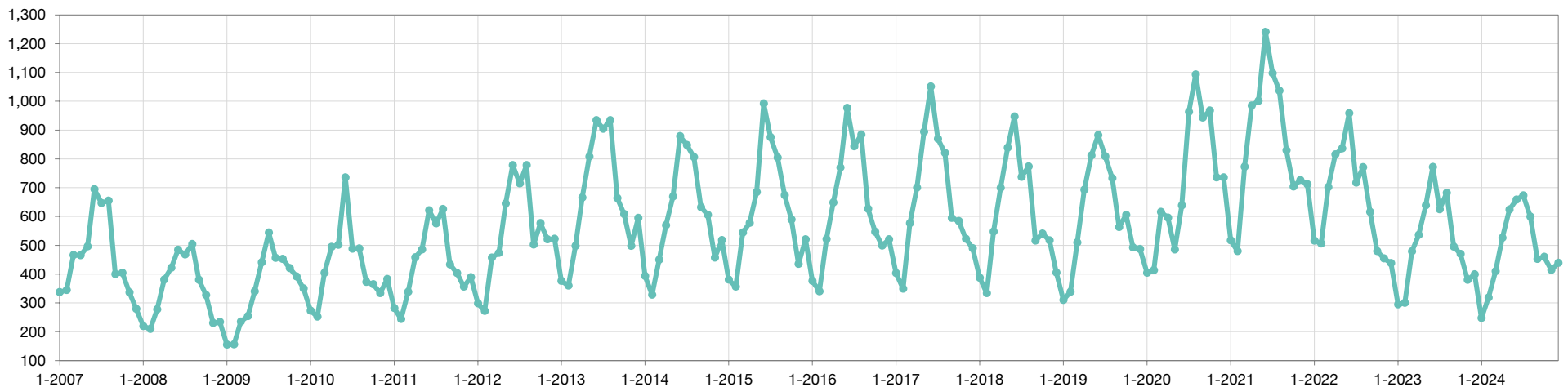


Year To Date



Month	Prior Year	Current Year	+ / -
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	414	+8.9%
December 2024	399	439	+10.0%
12-Month Avg	506	485	-3.3%

Historical Closed Sales Activity

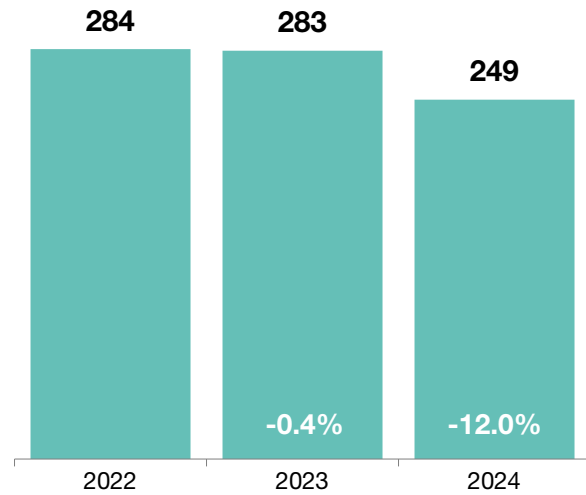


Under Contract

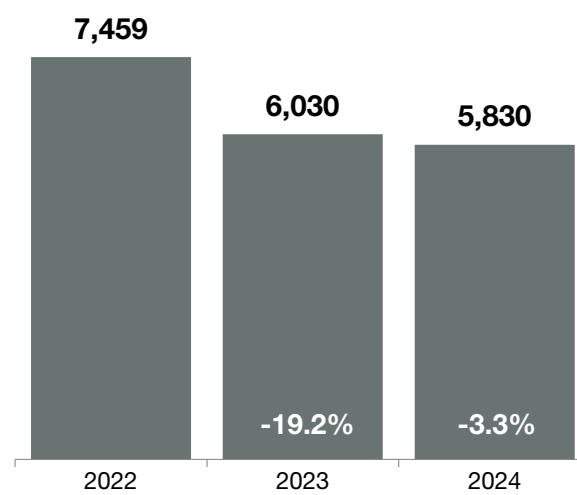
A count of the properties in either a contingent or pending status in a given month.



December

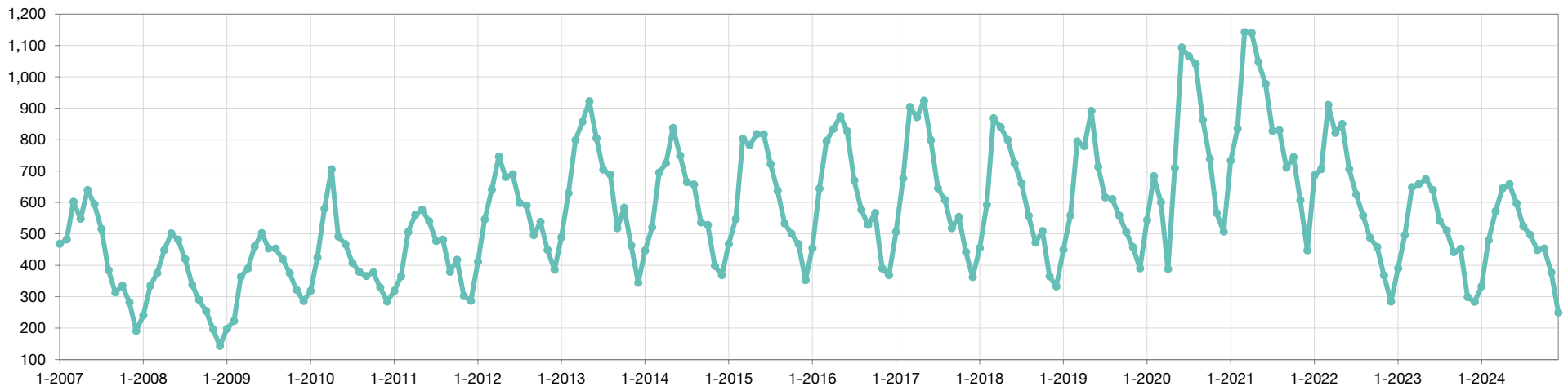


Year To Date



Month	Prior Year	Current Year	+ / -
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	524	-3.1%
August 2024	510	496	-2.7%
September 2024	441	448	+1.6%
October 2024	452	453	+0.2%
November 2024	298	377	+26.5%
December 2024	283	249	-12.0%
12-Month Avg	503	486	-3.3%

Historical Under Contract Activity

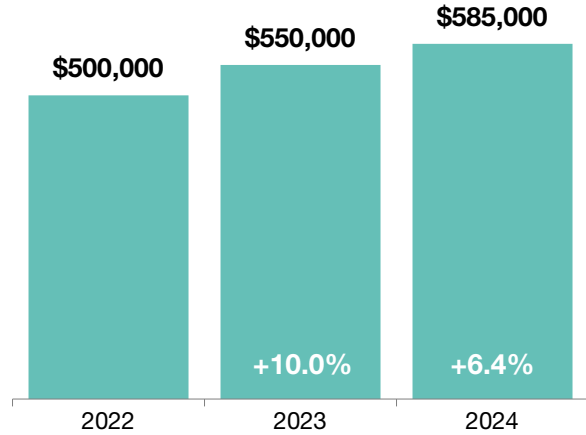


Median Sales Price

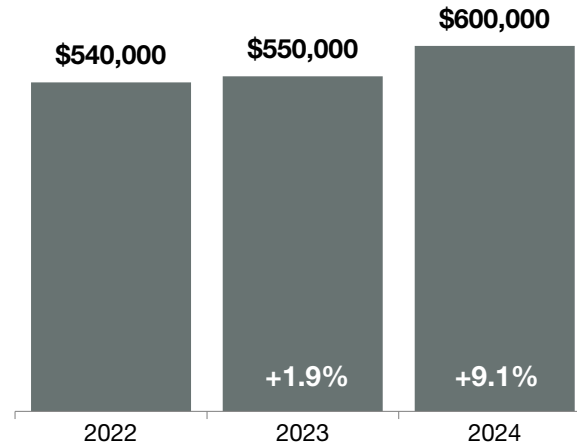
Median price point for all closed sales, not accounting for seller concessions, in a given month.



December

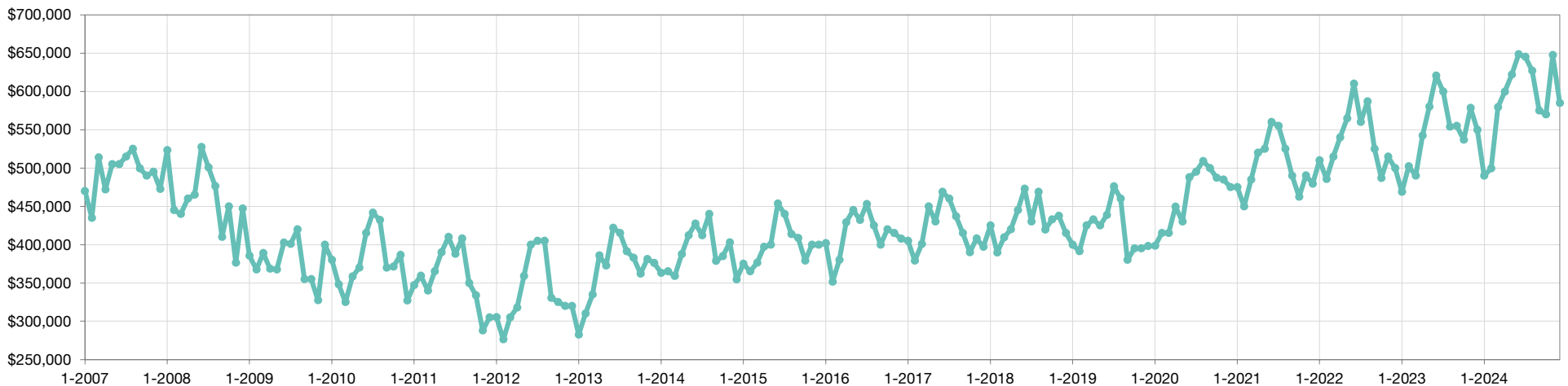


Year To Date



Month	Prior Year	Current Year	+ / -
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	\$647,500	+11.9%
December 2024	\$550,000	\$585,000	+6.4%
12-Month Med	\$550,000	\$600,000	+9.1%

Historical Median Sales Price

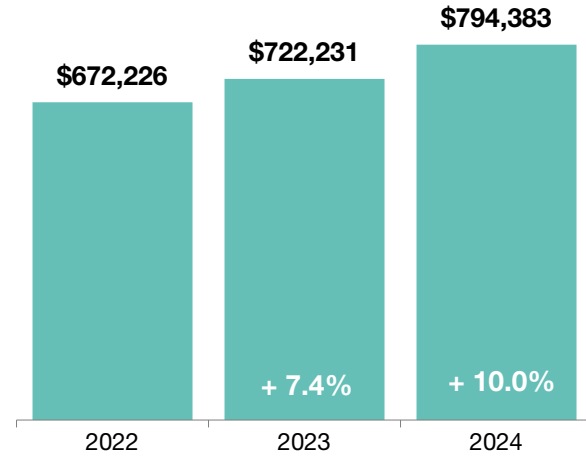


Average Sales Price

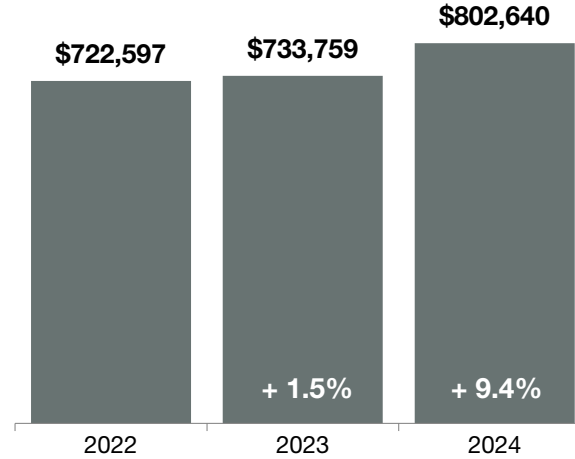
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



December

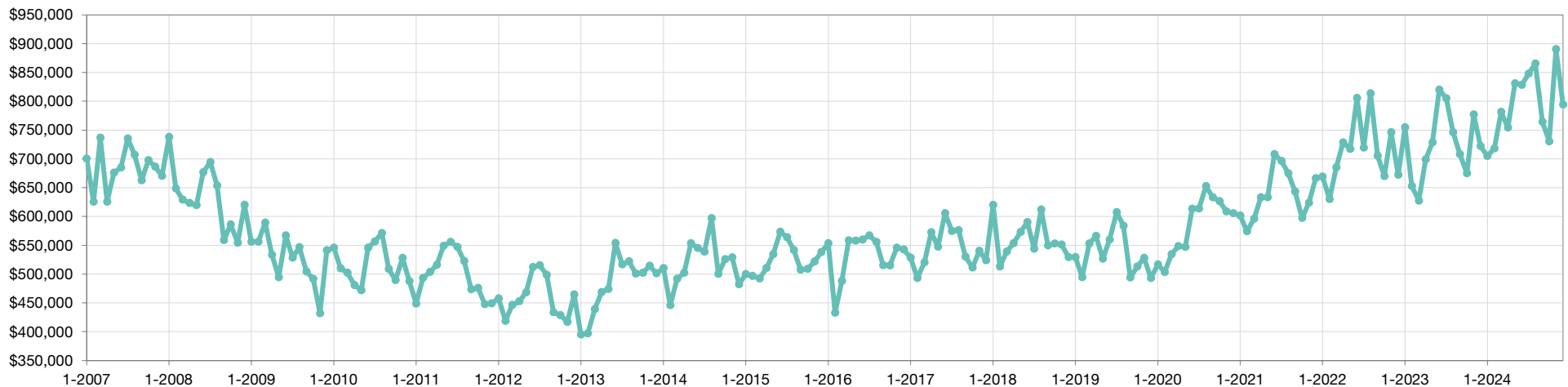


Year To Date



Month	Prior Year	Current Year	+ / -
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	\$890,593	+14.6%
December 2024	\$722,231	\$794,383	+10.0%
12-Month Avg	\$733,759	\$802,640	+9.4%

Historical Average Sales Price



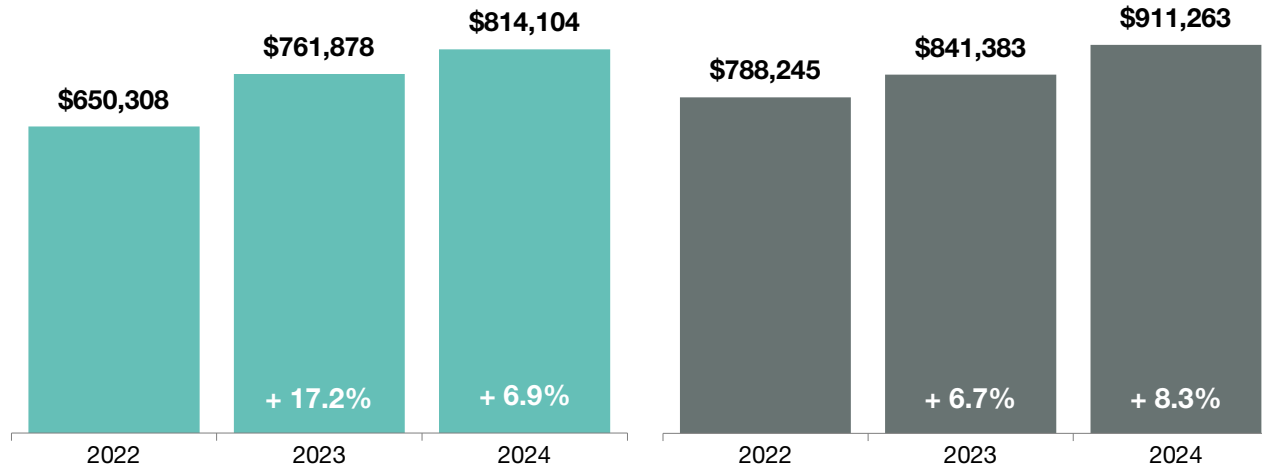
Average List Price

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



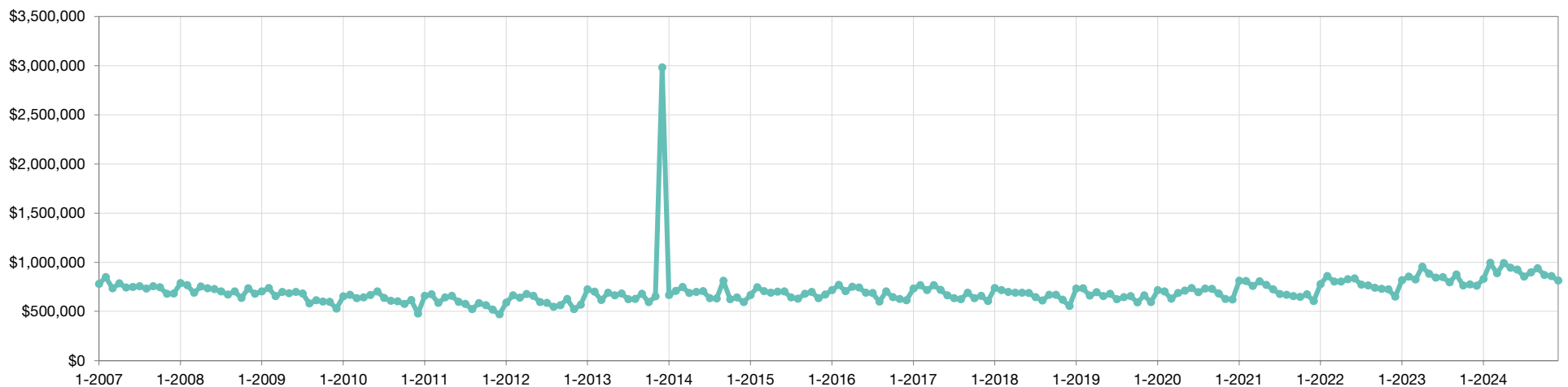
December

Year To Date



Month	Prior Year	Current Year	+ / -
January 2024	\$815,751	\$830,567	+1.8%
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	\$925,488	+9.8%
July 2024	\$848,732	\$853,214	+0.5%
August 2024	\$794,222	\$896,412	+12.9%
September 2024	\$874,034	\$937,547	+7.3%
October 2024	\$762,109	\$868,054	+13.9%
November 2024	\$774,106	\$859,264	+11.0%
December 2024	\$761,878	\$814,104	+6.9%
12-Month Avg	\$841,383	\$911,263	+8.3%

Historical Average List Price



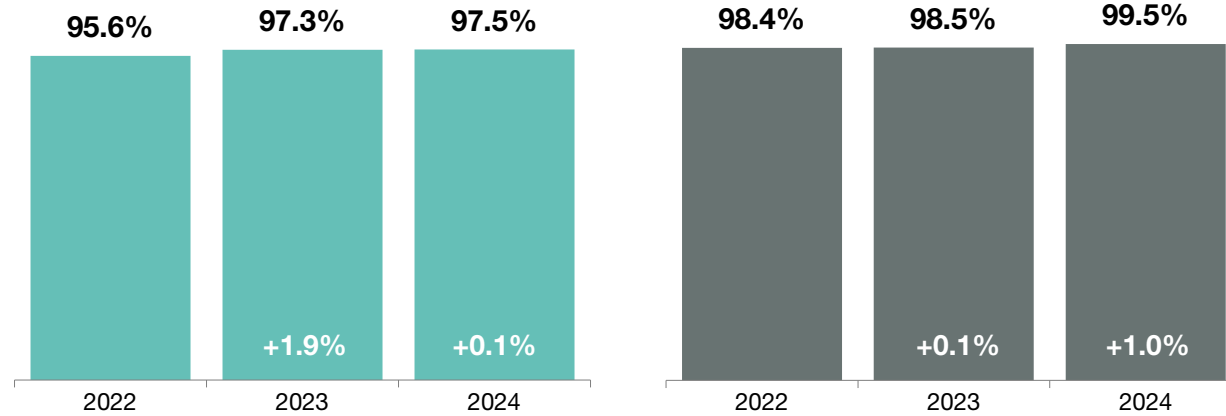
Percent of Original List Price Received



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.

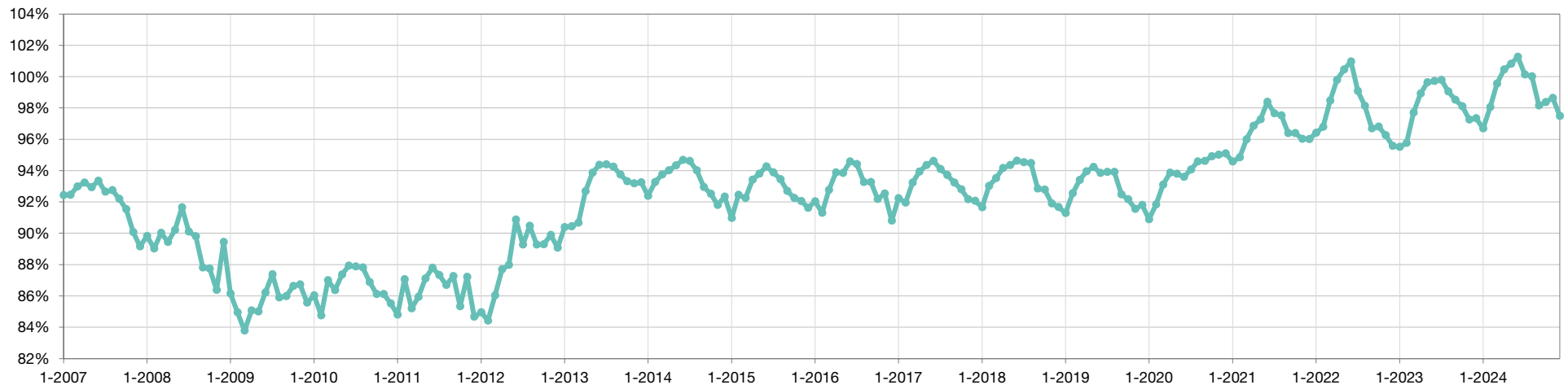
December

Year To Date



Month	Prior Year	Current Year	+ / -
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%
December 2024	97.3%	97.5%	+0.1%
12-Month Avg	98.5%	99.5%	+1.0%

Historical Percent of Original List Price Received

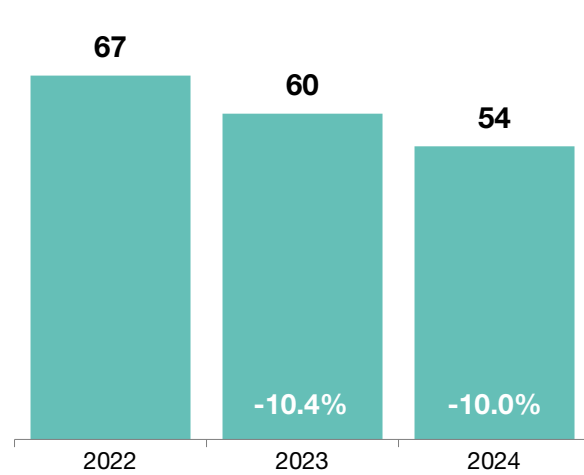


Housing Affordability Index

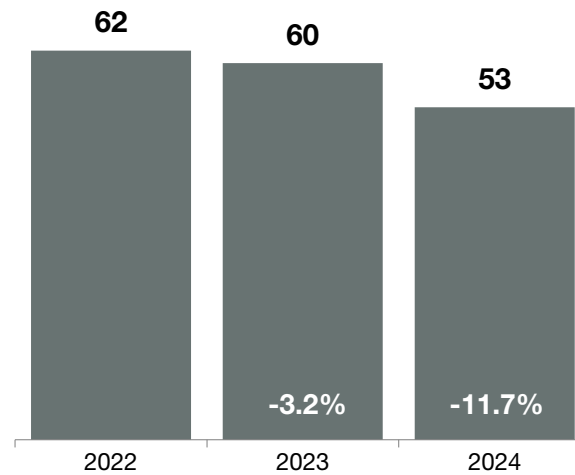


This index measures housing affordability for the region. For example, an index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**

December

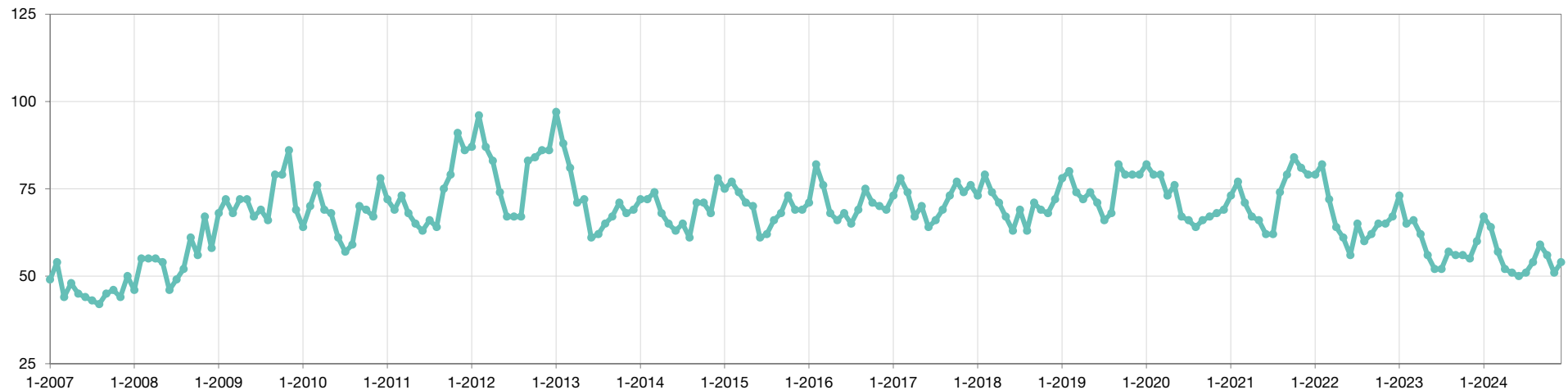


Year To Date



Month	Prior Year	Current Year	+ / -
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%
December 2024	60	54	-10.0%
12-Month Avg	59	56	-5.9%

Historical Housing Affordability Index

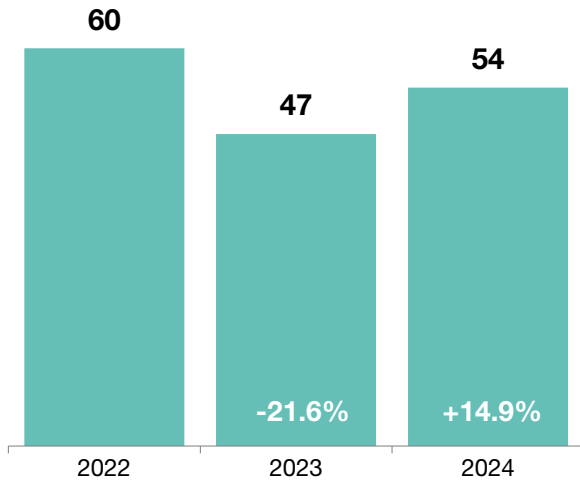


Market Time

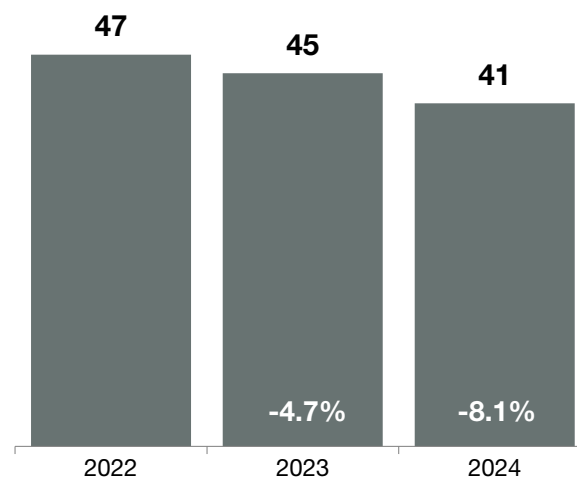
Average number of days between when a property is listed and when an offer is accepted in a given month.



December

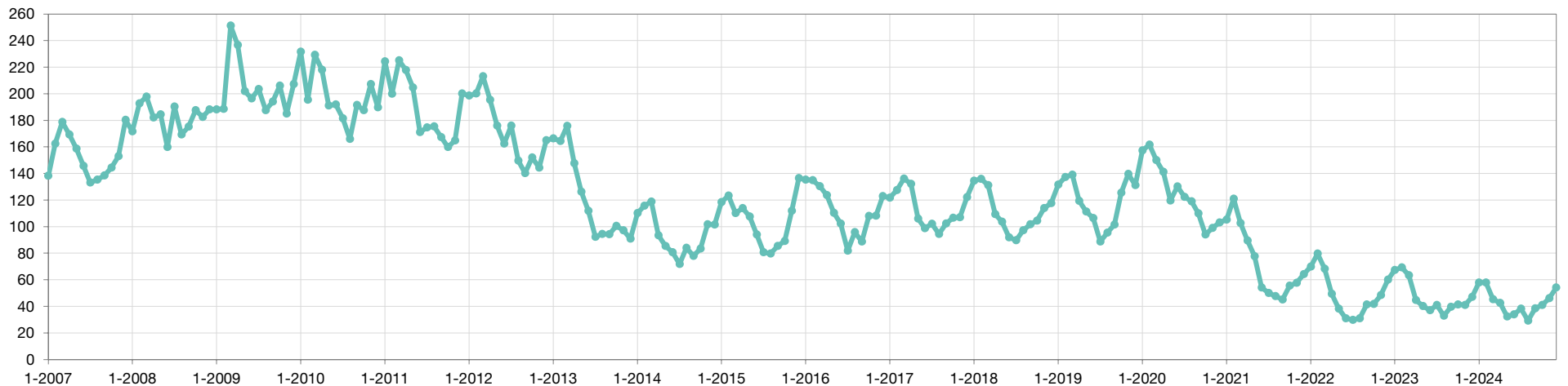


Year To Date



Month	Prior Year	Current Year	+ / -
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	+12.7%
December 2024	47	54	+14.9%
12-Month Avg	45	41	-8.1%

Historical Market Times

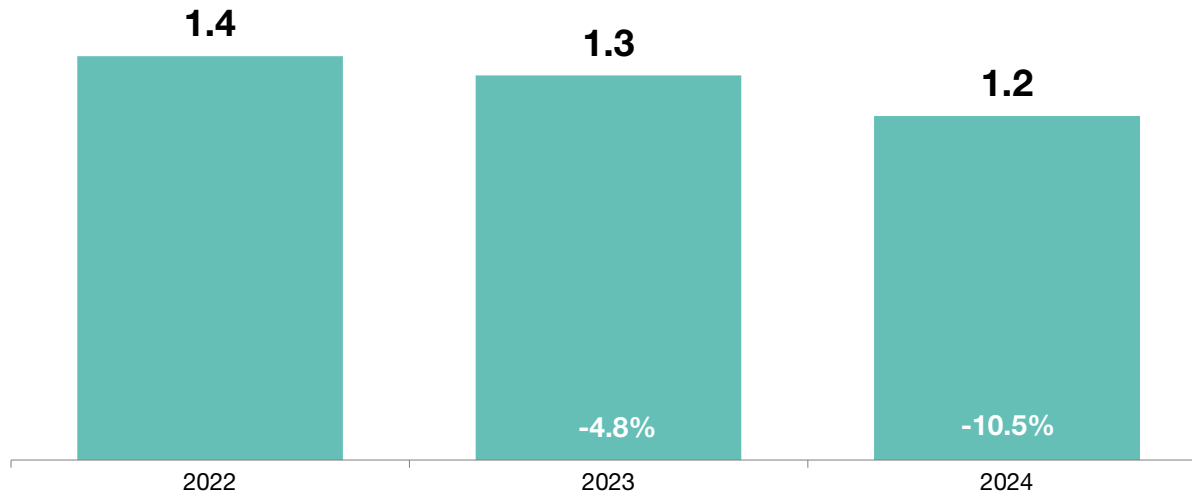


Months Supply of Inventory

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.

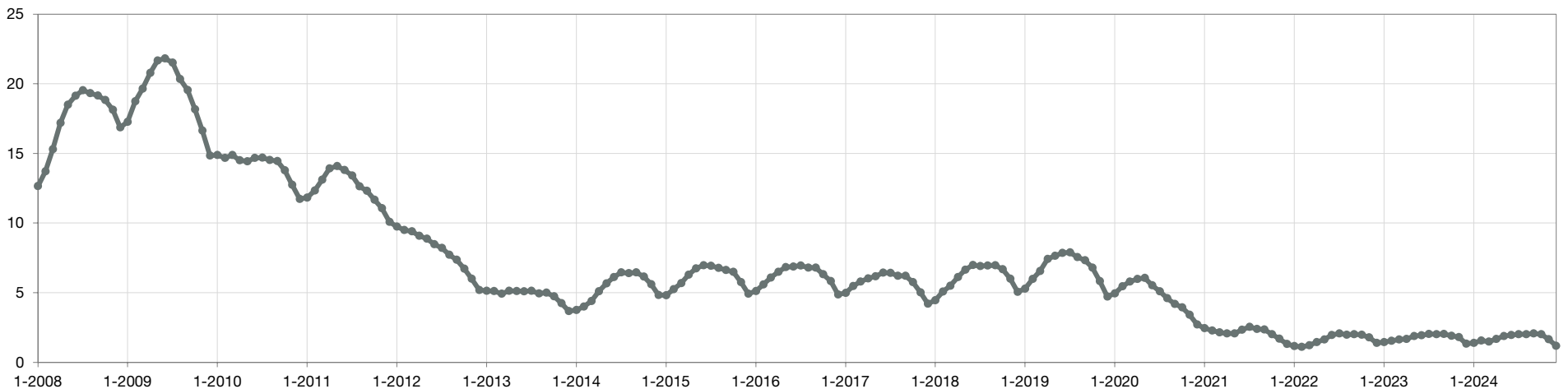


December



Month	Prior Year	Current Year	+ / -
January 2024	1.4	1.4	-4.0%
February 2024	1.5	1.6	+1.5%
March 2024	1.6	1.5	-8.4%
April 2024	1.7	1.7	+0.6%
May 2024	1.9	1.9	+0.7%
June 2024	1.9	2.0	+1.0%
July 2024	2.0	2.0	-0.6%
August 2024	2.0	2.0	-0.2%
September 2024	2.0	2.1	+1.6%
October 2024	1.9	2.0	+6.3%
November 2024	1.8	1.7	-8.6%
December 2024	1.3	1.2	-10.5%
12-Month Avg	1.8	1.7	-1.4%

Historical Months Supply of Inventory

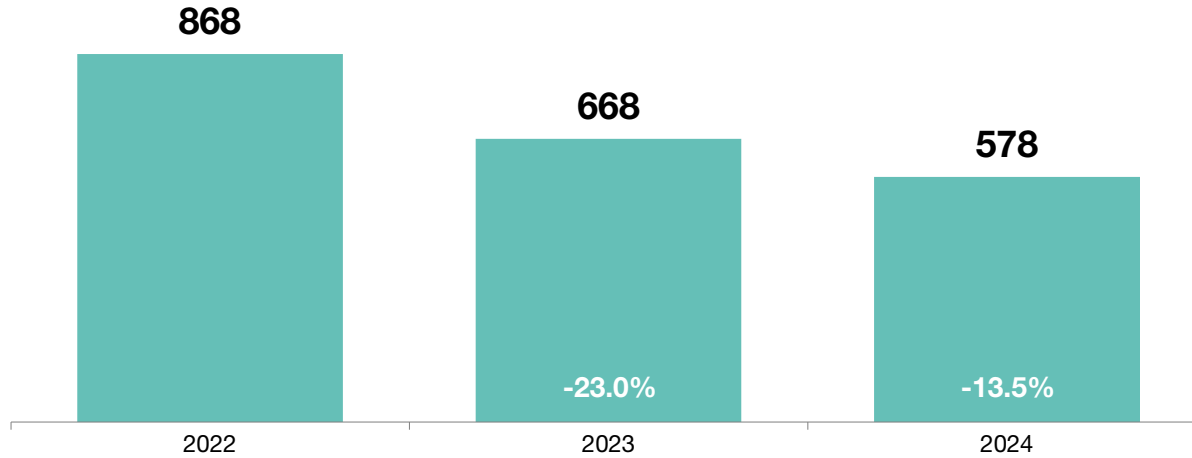


Inventory of Homes for Sale

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



December



Month	Prior Year	Current Year	+ / -
January 2024	865	692	-20.0%
February 2024	894	777	-13.1%
March 2024	907	730	-19.5%
April 2024	907	820	-9.6%
May 2024	990	918	-7.3%
June 2024	1,017	949	-6.7%
July 2024	1,046	971	-7.2%
August 2024	1,032	967	-6.3%
September 2024	1,035	996	-3.8%
October 2024	961	969	+0.8%
November 2024	910	809	-11.1%
December 2024	668	578	-13.5%
12-Month Avg	936	848	-9.8%

Historical Inventory of Homes for Sale

