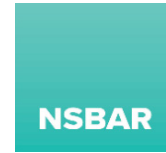


Monthly Indicators



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

January 2025

U.S. existing-home sales advanced for the third straight month, climbing 2.2% to a seasonally adjusted annual rate of 4.24 million units, a 10-month high, according to the National Association of REALTORS® (NAR). Sales were up 9.3% year-over-year, driven largely by purchases of homes priced \$500,000 and above. Month-over-month, sales rose in the South, Northeast, and the West but fell in the Midwest, with all four regions reporting year-over-year gains.

New Listings in the North Shore-Barrington region increased 9.3 percent to 519. Listings Under Contract were down 5.7 percent to 313. Inventory levels fell 4.0 percent to 601 units.

Prices continued to gain traction. The Median Sales Price increased 19.0 percent to \$583,000. Market Times were down 0.3 percent to 58 days. Sellers were encouraged as Months Supply of Inventory was down 3.9 percent to 1.2 months.

According to NAR, total housing inventory was 1.15 million units heading into January, a 13.5% decrease from the previous month but a 16.2% increase from the same period one year earlier, for a 3.3-month supply at the current sales pace. Housing supply remains down compared to pre-pandemic levels, and the limited number of homes on the market continues to push sales prices higher nationwide, with the median existing-home price rising 6% year-over-year to \$404,400.

Quick Facts

+ 32.8% **+ 19.0%** **- 4.0%**

Change in
Closed Sales

Change in
Median Sales Price

Change in
Inventory

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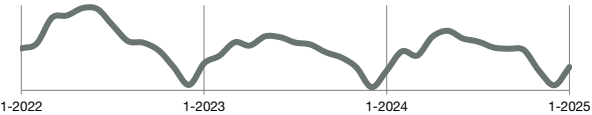
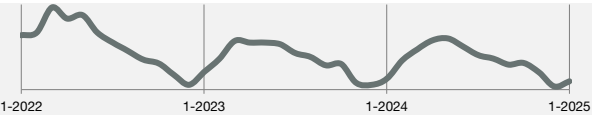

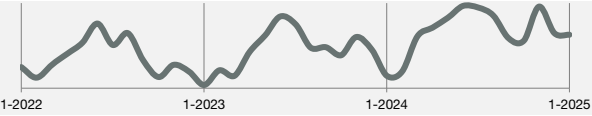
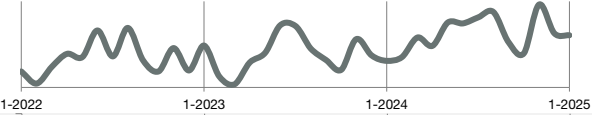

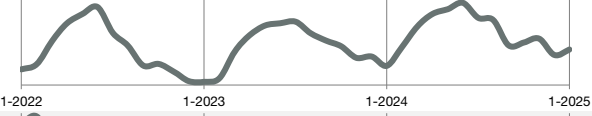
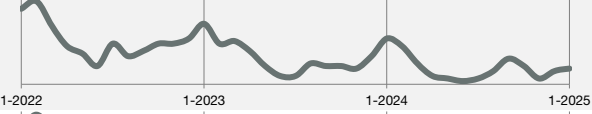
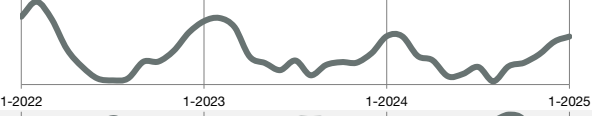
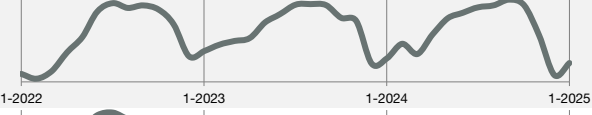



Market Overview

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

NSBAR

NORTH SHORE-BARRINGTON
ASSOCIATION OF REALTORS®

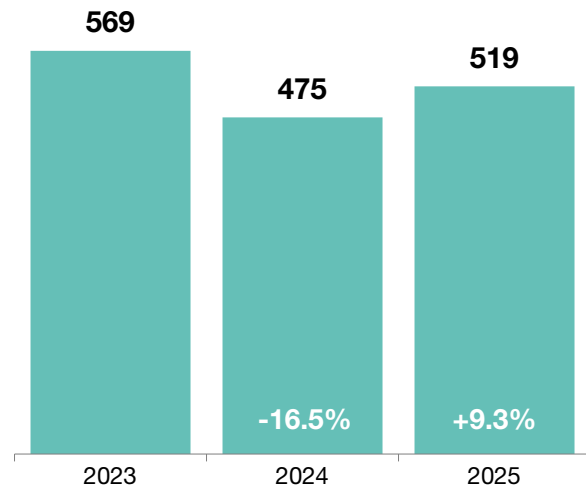
Key Metrics	Historical Sparklines	1-2024	1-2025	+ / -	YTD 2024	YTD 2025	+ / -
New Listings		475	519	+ 9.3%	475	519	+ 9.3%
Closed Sales		247	328	+ 32.8%	247	328	+ 32.8%
Under Contract (Contingent and Pending)		332	313	- 5.7%	332	313	- 5.7%
Median Sales Price		\$490,000	\$583,000	+ 19.0%	\$490,000	\$583,000	+ 19.0%
Average Sales Price		\$705,050	\$789,360	+ 12.0%	\$705,050	\$789,360	+ 12.0%
Average List Price		\$830,567	\$981,100	+ 18.1%	\$830,567	\$981,100	+ 18.1%
Percent of Original List Price Received		96.7%	97.9%	+ 1.2%	96.7%	97.9%	+ 1.2%
Housing Affordability Index		67	55	- 17.9%	67	55	- 17.9%
Market Time		58	58	- 0.3%	58	58	- 0.3%
Months Supply of Homes for Sale		1.3	1.2	- 3.9%	--	--	--
Inventory of Homes for Sale		626	601	- 4.0%	--	--	--

New Listings

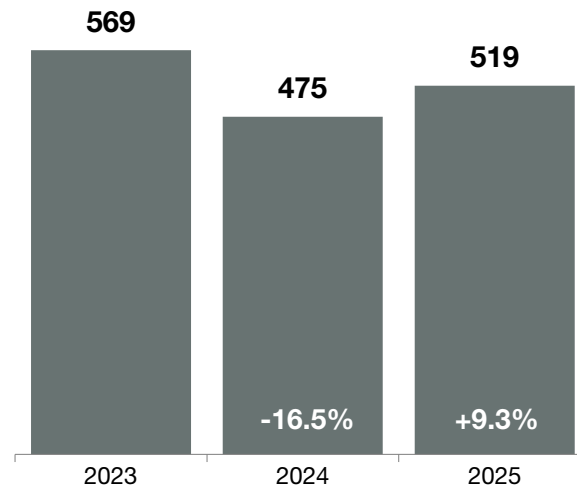
A count of the properties that have been newly listed on the market in a given month.



January

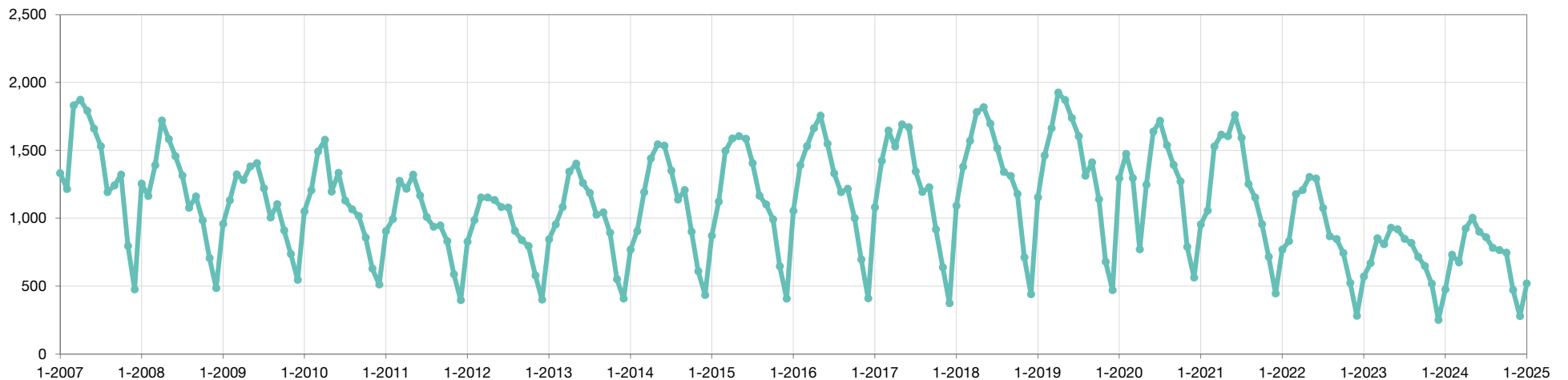


Year To Date



Month	Prior Year	Current Year	+ / -
February 2024	668	731	+9.4%
March 2024	851	673	-20.9%
April 2024	808	924	+14.4%
May 2024	929	1,003	+8.0%
June 2024	917	901	-1.7%
July 2024	847	859	+1.4%
August 2024	818	781	-4.5%
September 2024	716	764	+6.7%
October 2024	647	745	+15.1%
November 2024	517	471	-8.9%
December 2024	251	278	+10.8%
January 2025	475	519	+9.3%
12-Month Avg	704	721	+2.4%

Historical New Listing Activity

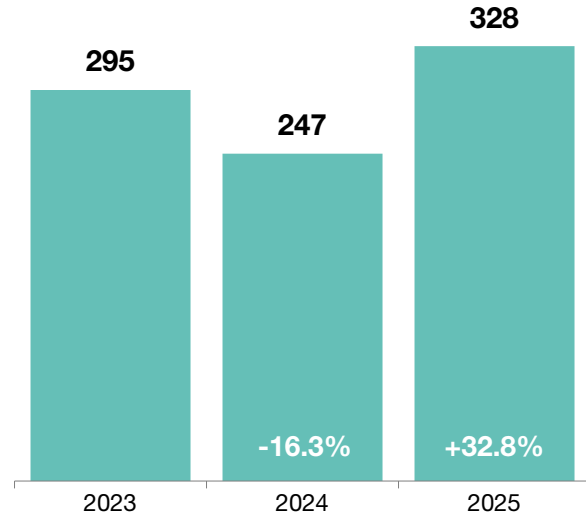


Closed Sales

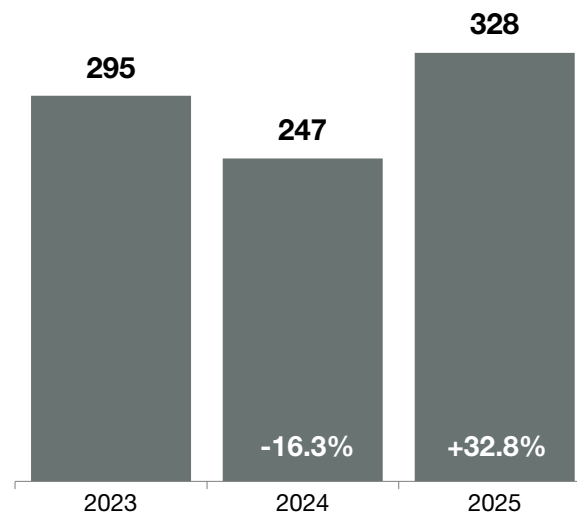
A count of the actual sales that have closed in a given month.



January

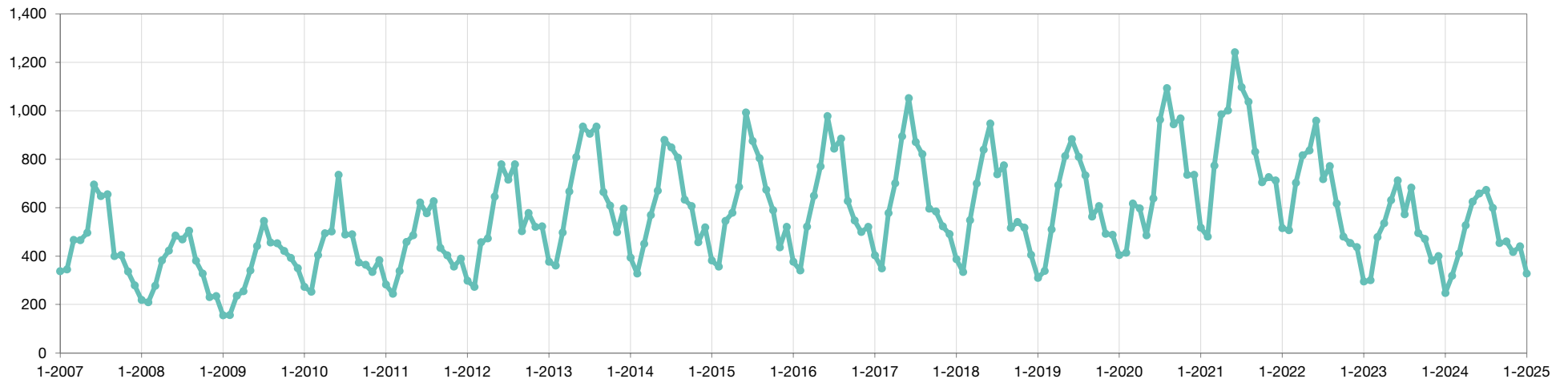


Year To Date



Month	Prior Year	Current Year	+ / -
February 2024	300	318	+6.0%
March 2024	478	410	-14.2%
April 2024	535	526	-1.7%
May 2024	630	624	-1.0%
June 2024	712	658	-7.6%
July 2024	572	673	+17.7%
August 2024	682	599	-12.2%
September 2024	495	453	-8.5%
October 2024	470	460	-2.1%
November 2024	380	416	+9.5%
December 2024	399	440	+10.3%
January 2025	247	328	+32.8%
12-Month Avg	492	492	+2.4%

Historical Closed Sales Activity

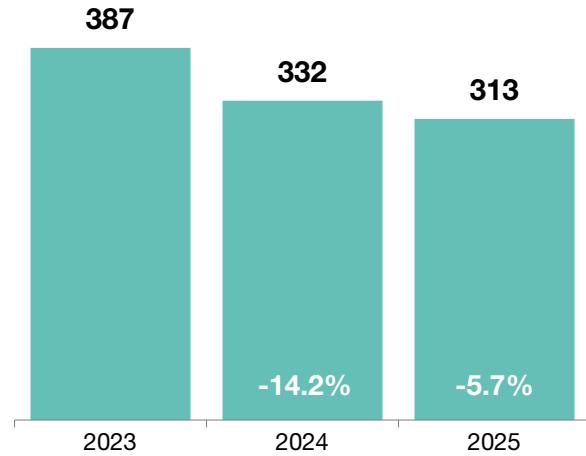


Under Contract

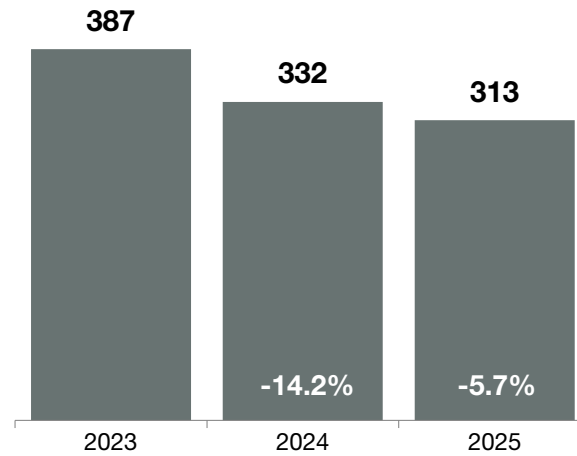
A count of the properties in either a contingent or pending status in a given month.



January

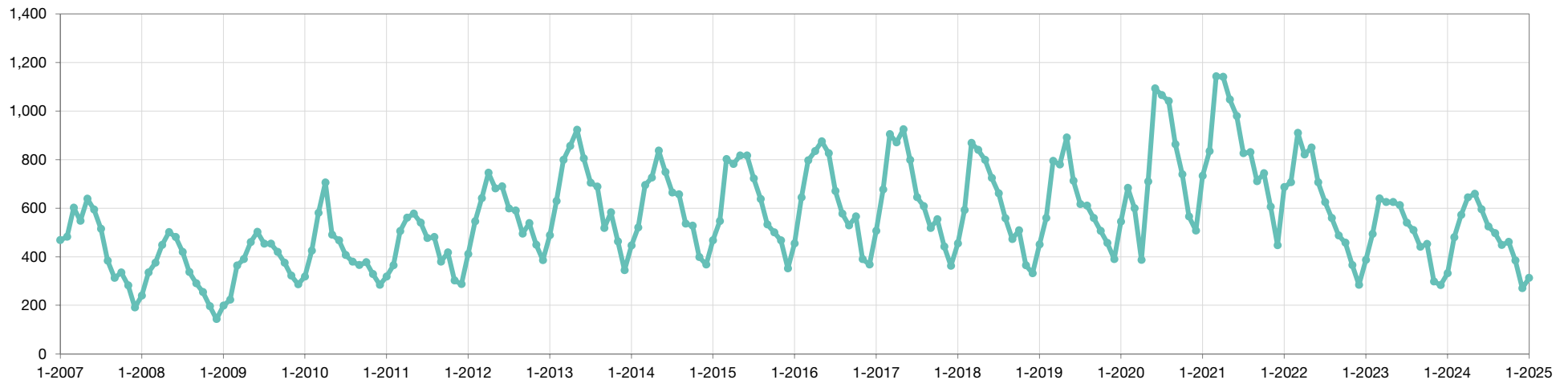


Year To Date



Month	Prior Year	Current Year	+ / -
February 2024	494	480	-2.8%
March 2024	640	572	-10.6%
April 2024	625	644	+3.0%
May 2024	625	659	+5.4%
June 2024	612	595	-2.8%
July 2024	540	524	-3.0%
August 2024	510	497	-2.5%
September 2024	441	448	+1.6%
October 2024	452	461	+2.0%
November 2024	298	385	+29.2%
December 2024	283	270	-4.6%
January 2025	332	313	-5.7%
12-Month Avg	488	487	-0.1%

Historical Under Contract Activity

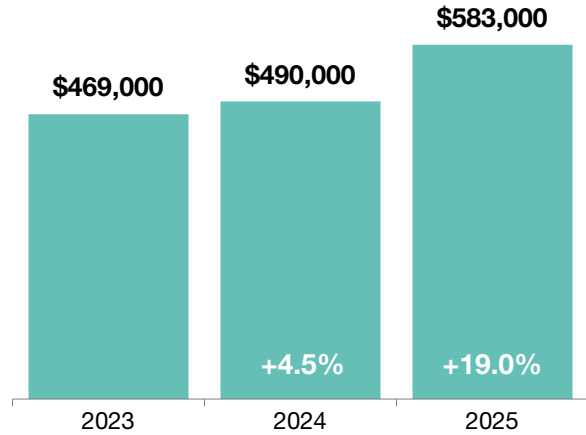


Median Sales Price

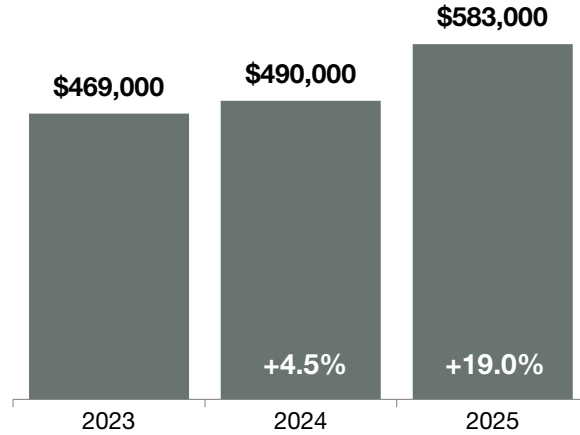
Median price point for all closed sales, not accounting for seller concessions, in a given month.



January

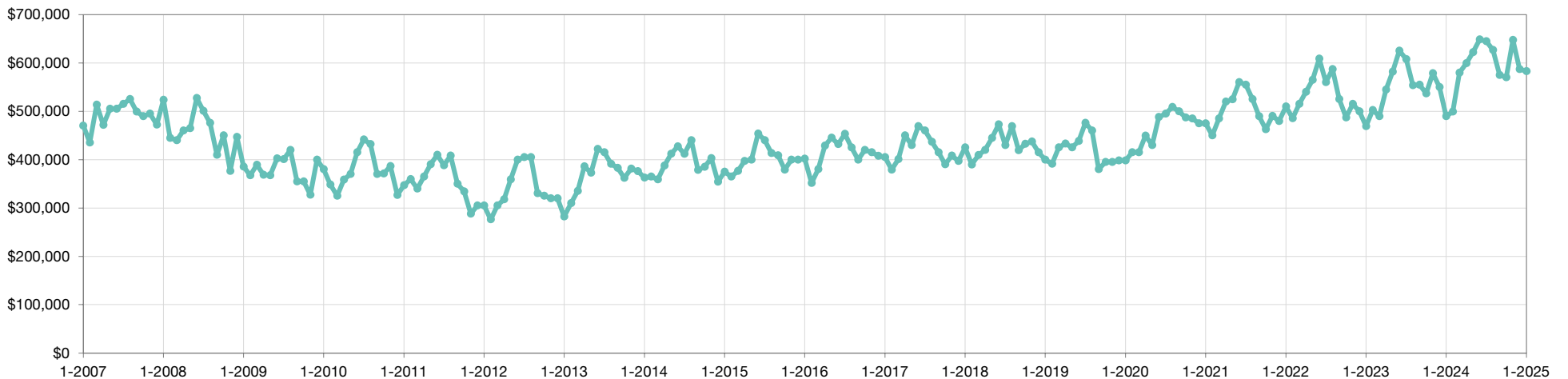


Year To Date



Month	Prior Year	Current Year	+ / -
February 2024	\$502,250	\$499,500	-0.5%
March 2024	\$490,000	\$579,500	+18.3%
April 2024	\$545,000	\$599,500	+10.0%
May 2024	\$582,000	\$622,000	+6.9%
June 2024	\$625,000	\$648,500	+3.8%
July 2024	\$607,500	\$645,000	+6.2%
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	\$587,000	+6.7%
January 2025	\$490,000	\$583,000	+19.0%
12-Month Med	\$551,000	\$605,000	+9.8%

Historical Median Sales Price

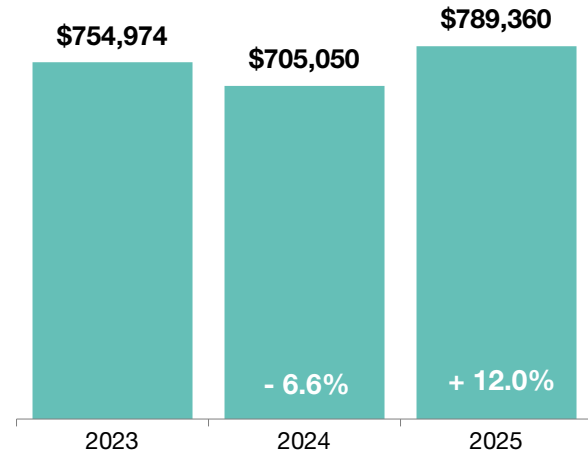


Average Sales Price

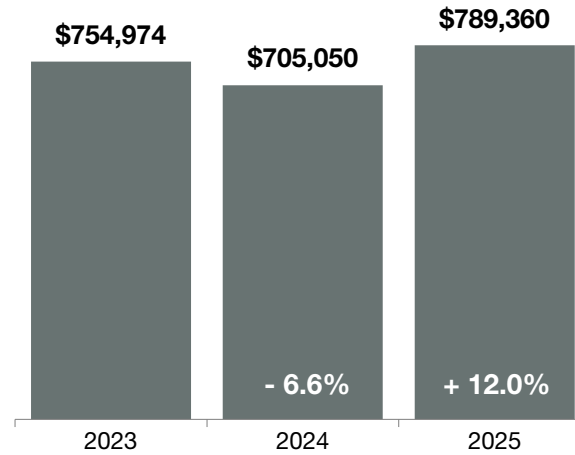
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



January

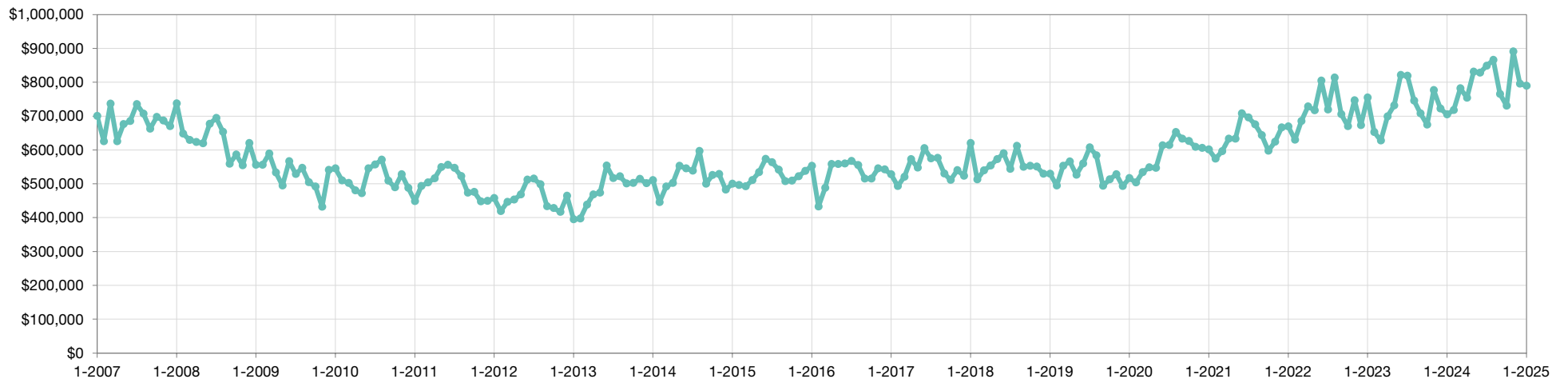


Year To Date



Month	Prior Year	Current Year	+ / -
February 2024	\$652,837	\$717,897	+10.0%
March 2024	\$628,101	\$781,736	+24.5%
April 2024	\$699,229	\$754,284	+7.9%
May 2024	\$731,236	\$830,848	+13.6%
June 2024	\$821,620	\$828,466	+0.8%
July 2024	\$819,087	\$848,299	+3.6%
August 2024	\$746,072	\$865,616	+16.0%
September 2024	\$708,096	\$765,617	+8.1%
October 2024	\$674,997	\$730,341	+8.2%
November 2024	\$776,825	\$890,665	+14.7%
December 2024	\$722,231	\$795,495	+10.1%
January 2025	\$705,050	\$789,360	+12.0%
12-Month Avg	\$731,941	\$806,230	+10.1%

Historical Average Sales Price



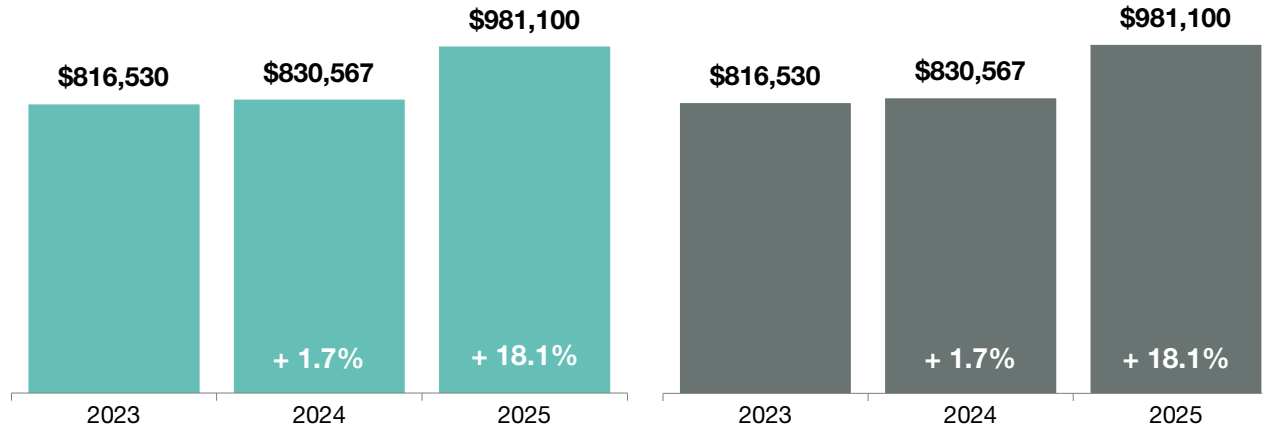
Average List Price

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



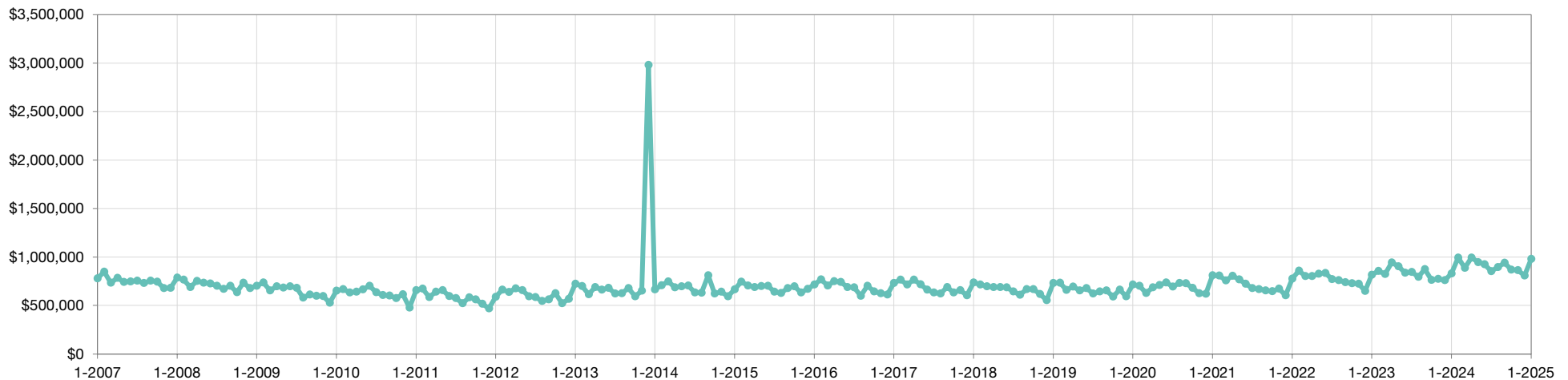
January

Year To Date



Month	Prior Year	Current Year	+ / -
February 2024	\$854,808	\$993,635	+16.2%
March 2024	\$823,045	\$887,045	+7.8%
April 2024	\$942,216	\$993,727	+5.5%
May 2024	\$902,351	\$946,436	+4.9%
June 2024	\$838,185	\$924,716	+10.3%
July 2024	\$844,870	\$853,852	+1.1%
August 2024	\$794,222	\$896,048	+12.8%
September 2024	\$874,034	\$940,108	+7.6%
October 2024	\$762,125	\$869,627	+14.1%
November 2024	\$774,106	\$864,550	+11.7%
December 2024	\$761,878	\$808,148	+6.1%
January 2025	\$830,567	\$981,100	+18.1%
12-Month Avg	\$841,964	\$920,840	+9.4%

Historical Average List Price



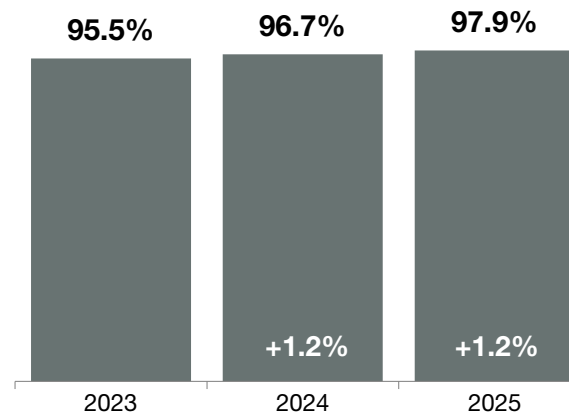
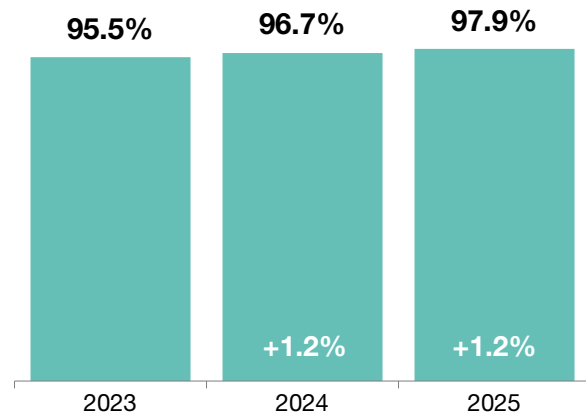
Percent of Original List Price Received



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.

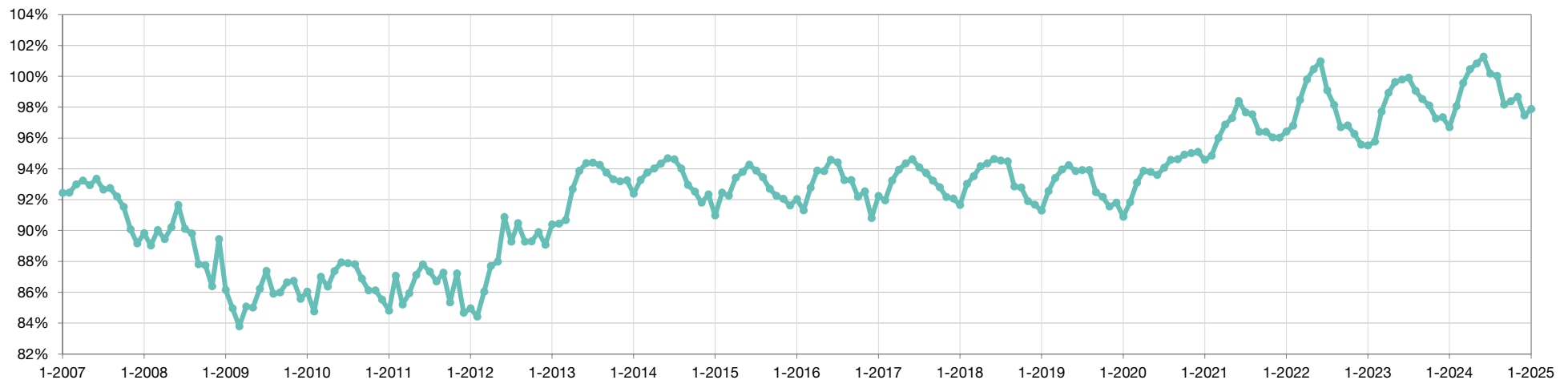
January

Year To Date



Month	Prior Year	Current Year	+ / -
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	99.8%	101.3%	+1.5%
July 2024	99.9%	100.2%	+0.3%
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%	98.7%	+1.4%
December 2024	97.3%	97.5%	+0.1%
January 2025	96.7%	97.9%	+1.2%
12-Month Avg	98.5%	99.5%	+1.0%

Historical Percent of Original List Price Received

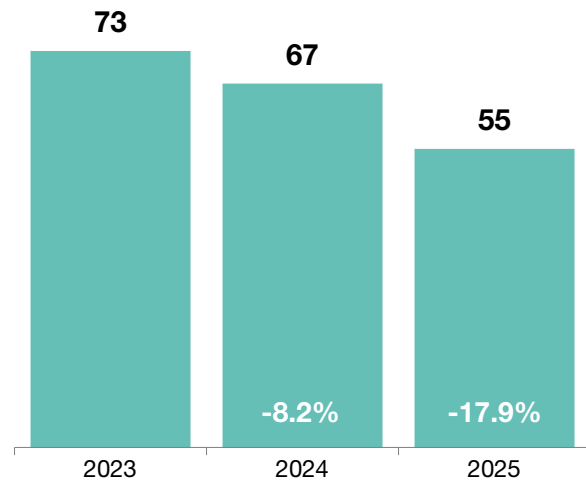


Housing Affordability Index

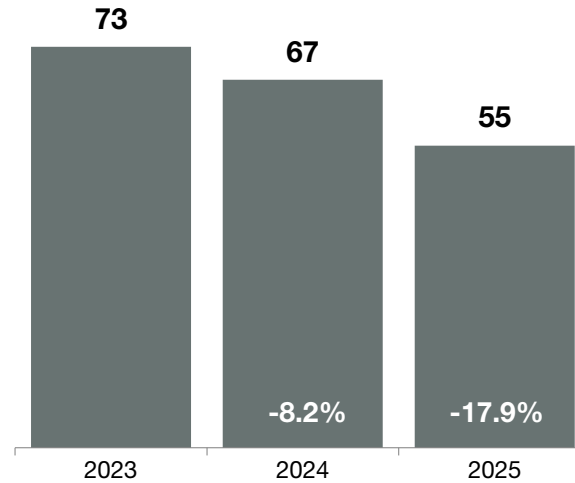


This index measures housing affordability for the region. For example, an index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**

January

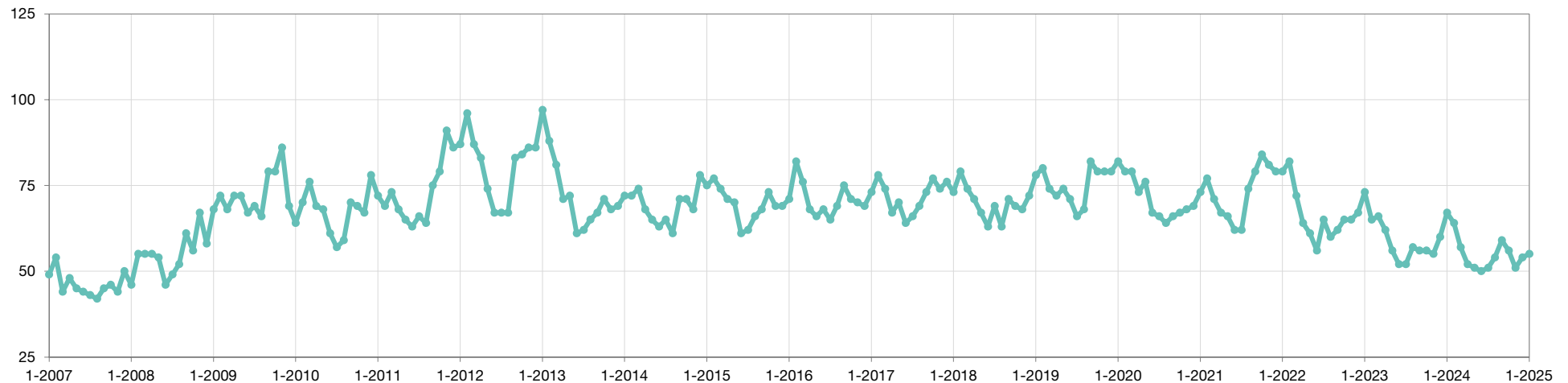


Year To Date



Month	Prior Year	Current Year	+ / -
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%
January 2025	67	55	-17.9%
12-Month Avg	59	55	-6.8%

Historical Housing Affordability Index

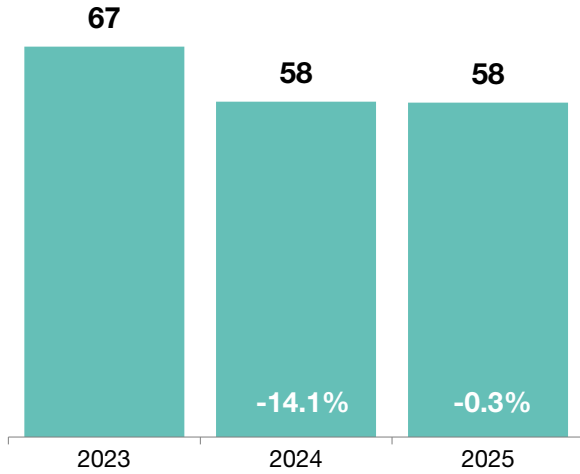


Market Time

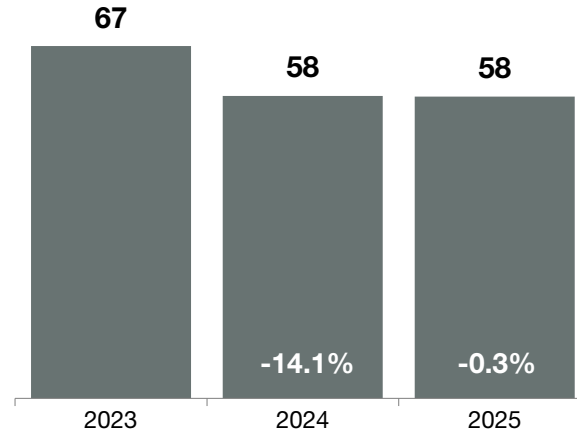
Average number of days between when a property is listed and when an offer is accepted in a given month.



January

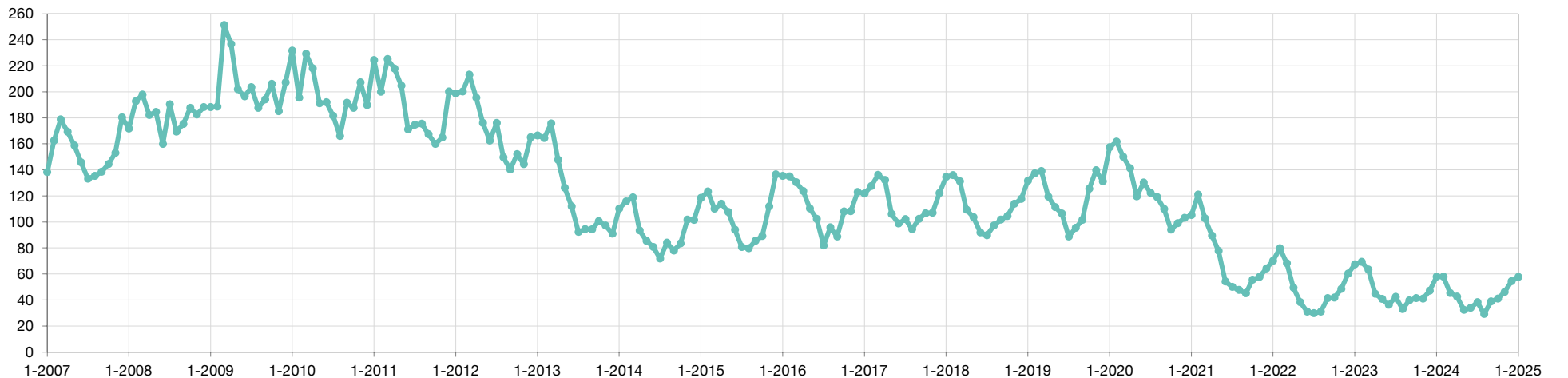


Year To Date



Month	Prior Year	Current Year	+ / -
February 2024	69	58	-16.5%
March 2024	63	45	-28.5%
April 2024	45	43	-4.8%
May 2024	41	32	-20.6%
June 2024	36	34	-6.7%
July 2024	42	38	-9.4%
August 2024	33	29	-11.5%
September 2024	40	39	-2.0%
October 2024	41	41	-1.0%
November 2024	41	46	+12.7%
December 2024	47	54	+15.4%
January 2025	58	58	-0.3%
12-Month Avg	44	41	-6.7%

Historical Market Times

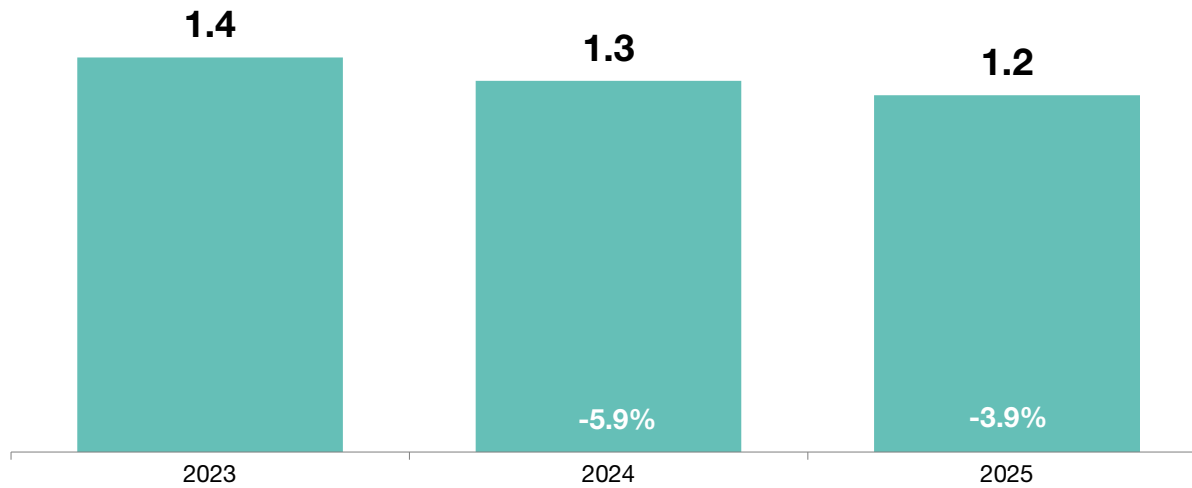


Months Supply of Inventory

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.

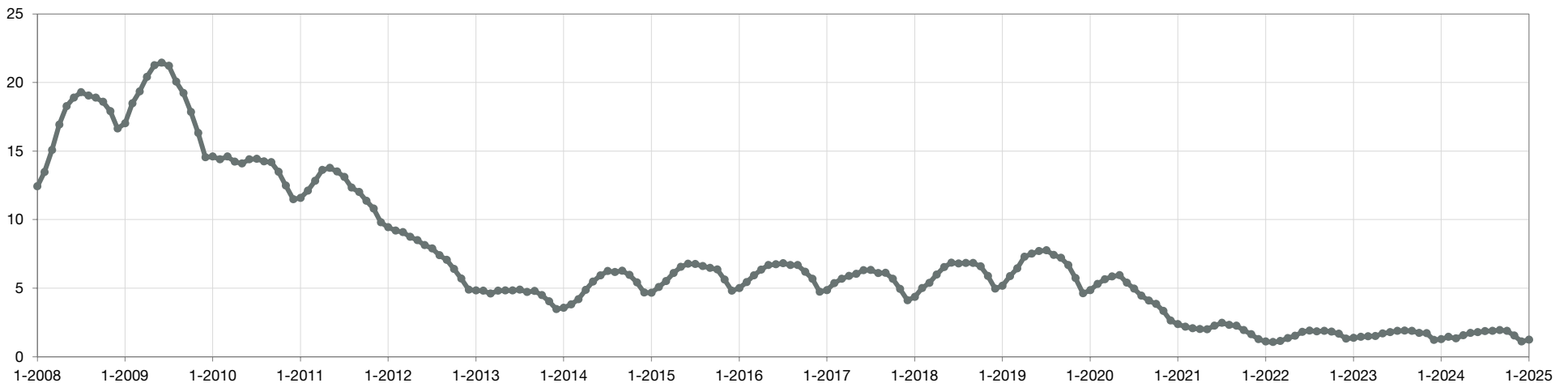


January



Month	Prior Year	Current Year	+ / -
February 2024	1.4	1.4	+0.6%
March 2024	1.5	1.3	-9.9%
April 2024	1.5	1.6	+2.6%
May 2024	1.7	1.7	+2.7%
June 2024	1.8	1.8	+0.9%
July 2024	1.9	1.9	-1.5%
August 2024	1.9	1.9	-0.8%
September 2024	1.9	1.9	+3.1%
October 2024	1.7	1.9	+8.2%
November 2024	1.7	1.5	-9.2%
December 2024	1.2	1.1	-10.3%
January 2025	1.3	1.2	-3.9%
12-Month Avg	1.6	1.6	-1.1%

Historical Months Supply of Inventory

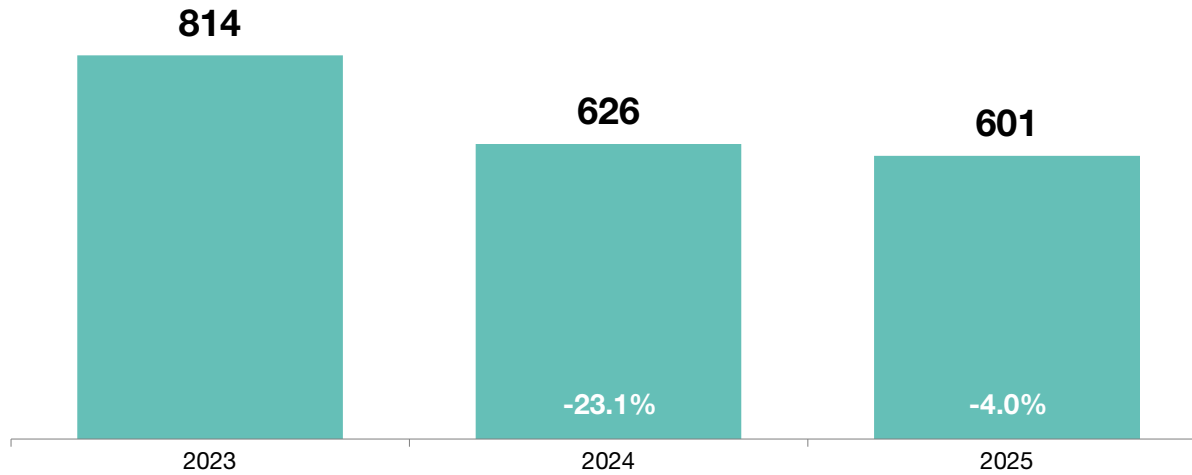


Inventory of Homes for Sale

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



January



Month	Prior Year	Current Year	+ / -
February 2024	833	704	-15.5%
March 2024	823	641	-22.1%
April 2024	816	748	-8.3%
May 2024	879	840	-4.4%
June 2024	913	868	-4.9%
July 2024	954	895	-6.2%
August 2024	949	902	-5.0%
September 2024	937	934	-0.3%
October 2024	865	907	+4.9%
November 2024	838	757	-9.7%
December 2024	604	538	-10.9%
January 2025	626	601	-4.0%
12-Month Avg	836	778	-7.2%

Historical Inventory of Homes for Sale

