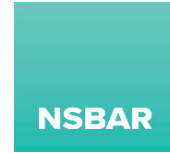


Monthly Indicators



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

April 2024

U.S. existing-home sales recently fell from a one-year high, dropping 4.3% month-over-month to a seasonally adjusted annual rate of 4.19 million, according to the National Association of REALTORS® (NAR), as higher interest rates and rising sales prices continue to keep some prospective buyers on the sidelines. Average 30-year mortgage rates have topped 7% in recent weeks, while the median existing-home sales price hit \$393,500 as of last measure, a 4.8% increase from the previous month, according to NAR.

New Listings in the North Shore-Barrington region increased 0.9 percent to 855. Listings Under Contract were down 8.2 percent to 603. Inventory levels fell 17.8 percent to 746 units.

Prices continued to gain traction. The Median Sales Price increased 10.6 percent to \$600,000. Market Times were down 4.6 percent to 43 days. Sellers were encouraged as Months Supply of Inventory was down 7.4 percent to 1.5 months.

Warmer temperatures appear to have helped bring some sellers back to the market, providing additional options to home shoppers during the spring buying season. Total inventory was up 4.7% month-over-month and 14.4% year-over-year, for a 3.2 months' supply at the current sales pace, according to NAR. Nevertheless, demand continues to outpace supply and properties are selling quickly, with the typical home spending 33 days on market nationwide, down from 38 days the month before.

Quick Facts

- 2.1%

+ 10.6%

- 17.8%

Change in
Closed Sales

Change in
Median Sales Price

Change in
Inventory

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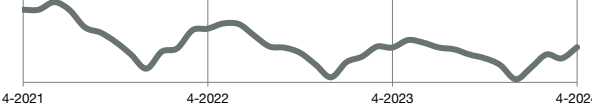

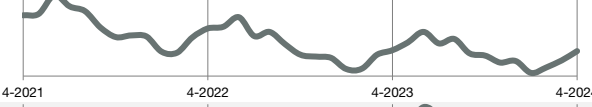






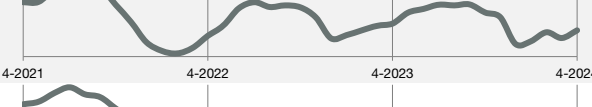



Market Overview

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

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NORTH SHORE-BARRINGTON
ASSOCIATION OF REALTORS®

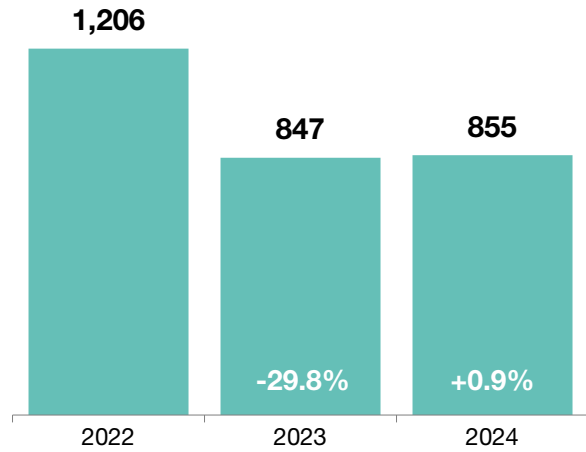
Key Metrics	Historical Sparklines	4-2023	4-2024	+ / -	YTD 2023	YTD 2024	+ / -
New Listings		847	855	+ 0.9%	2,959	2,682	- 9.4%
Closed Sales		536	525	- 2.1%	1,610	1,497	- 7.0%
Under Contract (Contingent and Pending)		657	603	- 8.2%	2,190	1,959	- 10.5%
Median Sales Price		\$542,500	\$600,000	+ 10.6%	\$502,250	\$550,000	+ 9.5%
Average Sales Price		\$698,858	\$755,093	+ 8.0%	\$679,291	\$745,091	+ 9.7%
Average List Price		\$950,611	\$1,007,096	+ 5.9%	\$864,906	\$938,395	+ 8.5%
Percent of Original List Price Received		98.9%	100.5%	+ 1.6%	97.3%	99.1%	+ 1.8%
Housing Affordability Index		62	52	- 16.1%	67	57	- 14.9%
Market Time		45	43	- 4.6%	59	49	- 16.5%
Months Supply of Homes for Sale		1.7	1.5	- 7.4%	--	--	--
Inventory of Homes for Sale		907	746	- 17.8%	--	--	--

New Listings

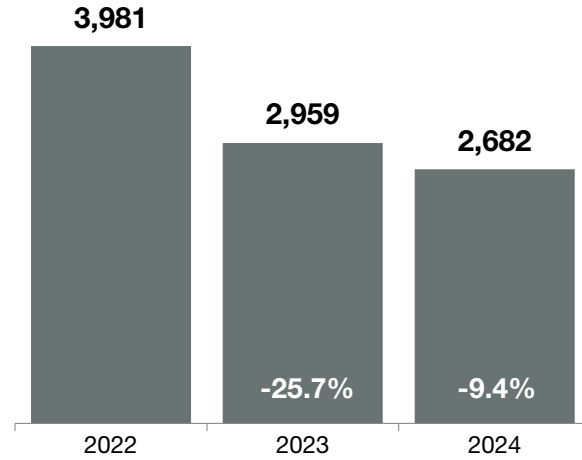
A count of the properties that have been newly listed on the market in a given month.



April

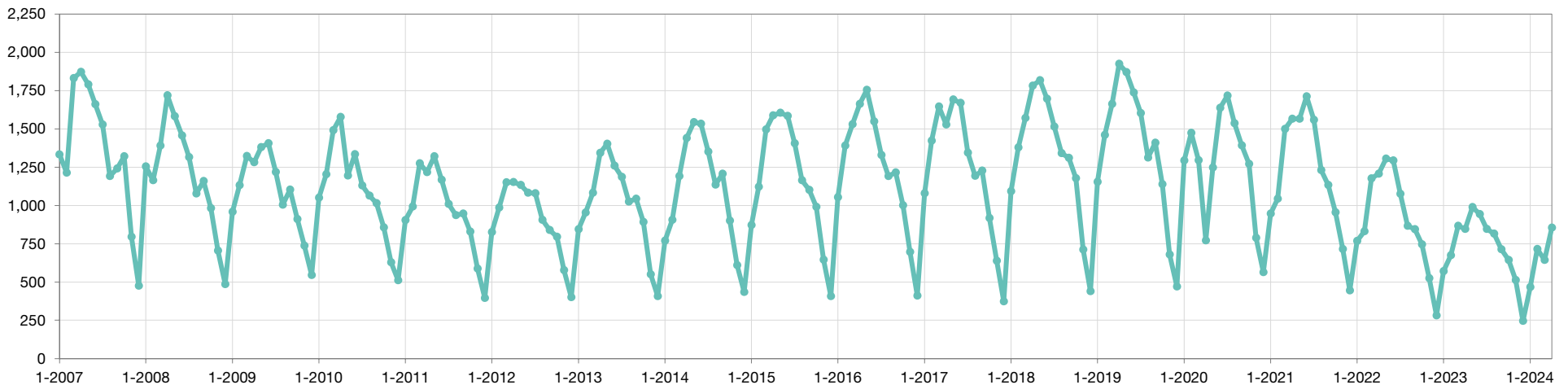


Year To Date



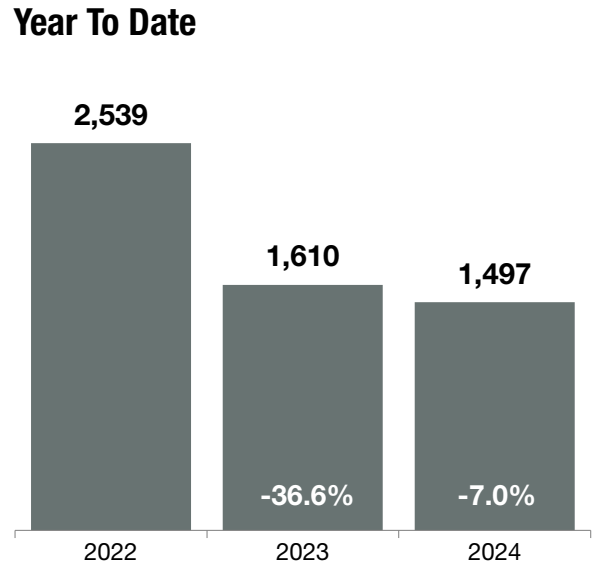
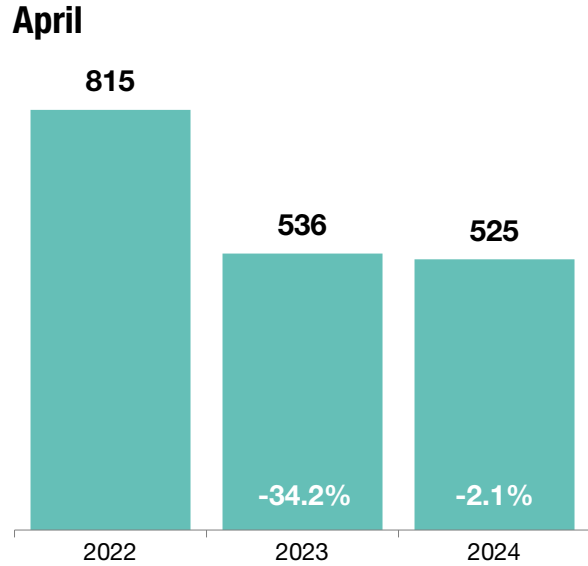
Month	Prior Year	Current Year	+ / -
May 2023	1,306	989	-24.3%
June 2023	1,293	943	-27.1%
July 2023	1,075	847	-21.2%
August 2023	867	816	-5.9%
September 2023	845	714	-15.5%
October 2023	745	643	-13.7%
November 2023	524	513	-2.1%
December 2023	282	245	-13.1%
January 2024	571	467	-18.2%
February 2024	675	716	+6.1%
March 2024	866	644	-25.6%
April 2024	847	855	+0.9%
12-Month Avg	825	699	-15.2%

Historical New Listing Activity



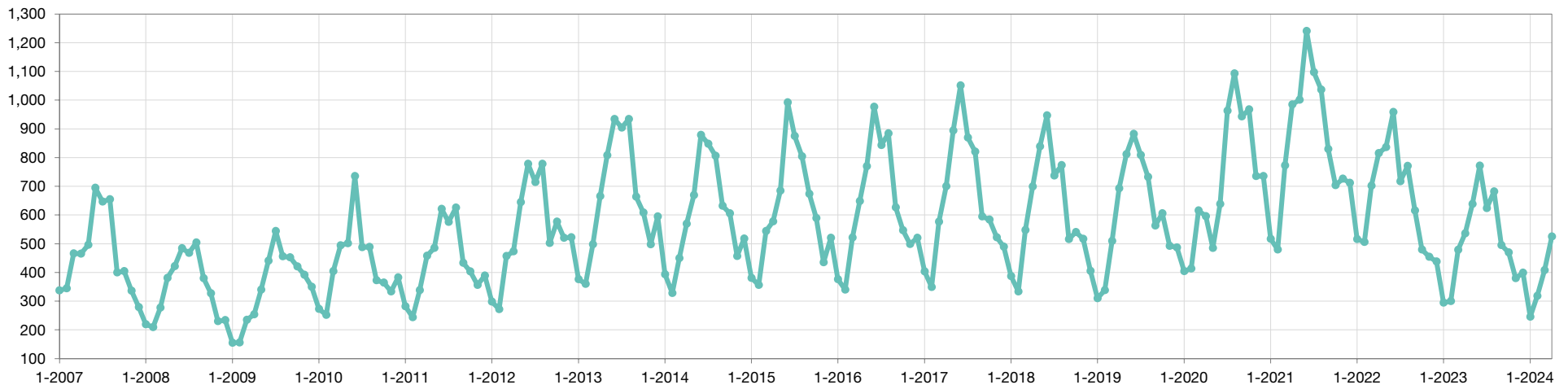
Closed Sales

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



Month	Prior Year	Current Year	+ / -
May 2023	836	638	-23.7%
June 2023	959	772	-19.5%
July 2023	717	624	-13.0%
August 2023	771	682	-11.5%
September 2023	616	495	-19.6%
October 2023	480	470	-2.1%
November 2023	454	380	-16.3%
December 2023	438	399	-8.9%
January 2024	295	246	-16.6%
February 2024	300	318	+6.0%
March 2024	479	408	-14.8%
April 2024	536	525	-2.1%
12-Month Avg	573	496	-11.8%

Historical Closed Sales Activity

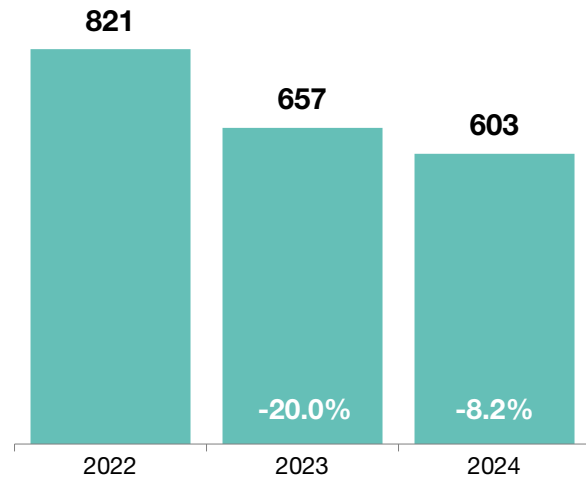


Under Contract

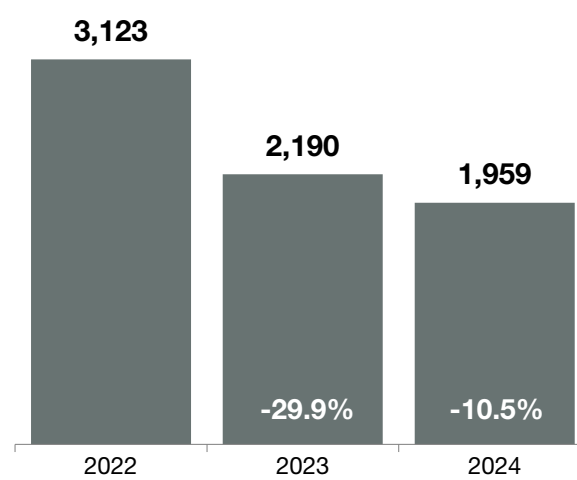
A count of the properties in either a contingent or pending status in a given month.



April

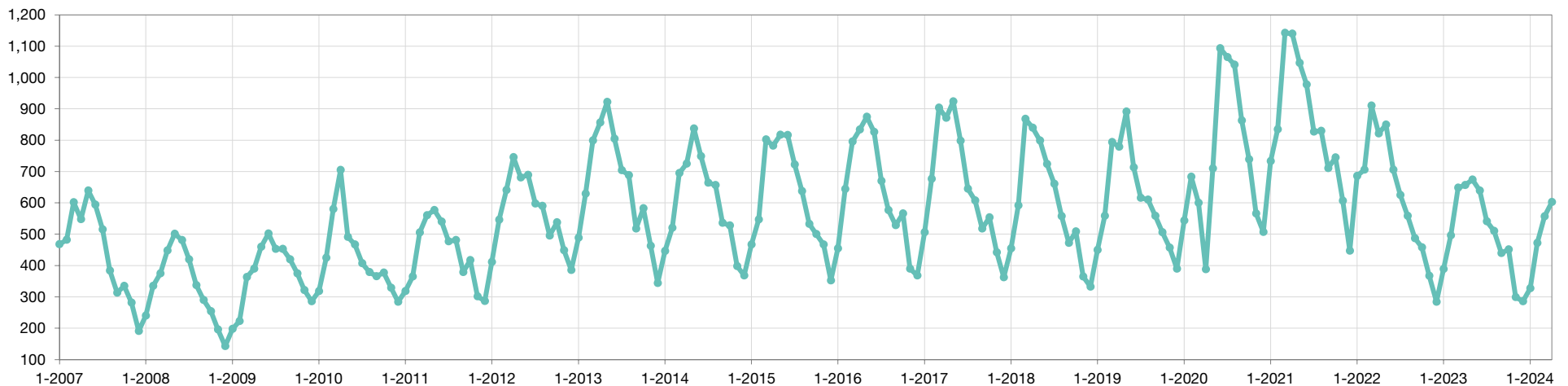


Year To Date



Month	Prior Year	Current Year	+ / -
May 2023	850	674	-20.7%
June 2023	706	639	-9.5%
July 2023	625	541	-13.4%
August 2023	559	510	-8.8%
September 2023	487	440	-9.7%
October 2023	458	451	-1.5%
November 2023	367	299	-18.5%
December 2023	284	286	+0.7%
January 2024	389	327	-15.9%
February 2024	496	472	-4.8%
March 2024	648	557	-14.0%
April 2024	657	603	-8.2%
12-Month Avg	544	483	-11.1%

Historical Under Contract Activity

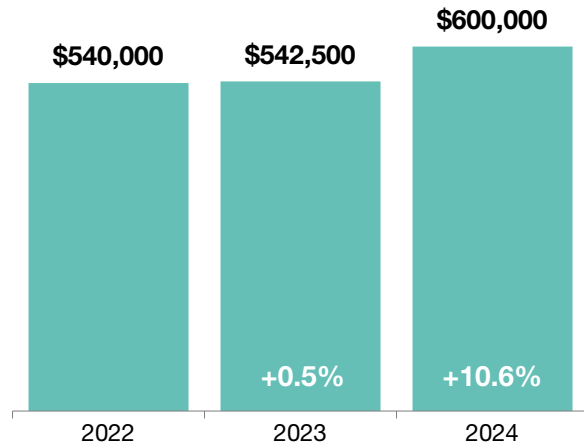


Median Sales Price

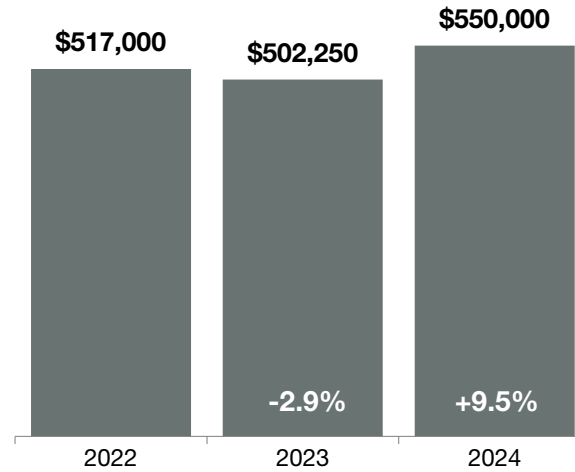
Median price point for all closed sales, not accounting for seller concessions, in a given month.



April

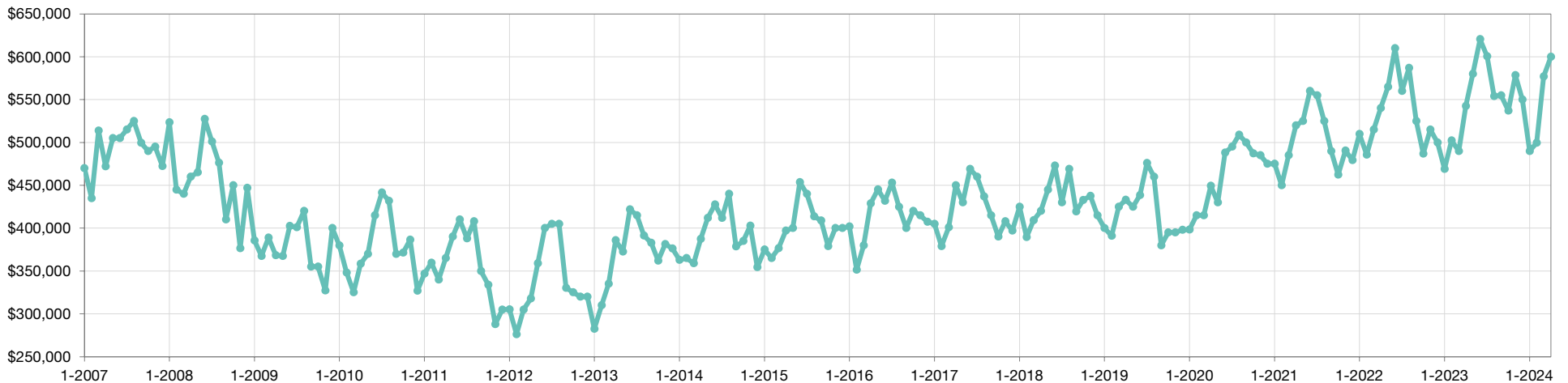


Year To Date



Month	Prior Year	Current Year	+ / -
May 2023	\$565,000	\$580,000	+2.7%
June 2023	\$610,000	\$620,500	+1.7%
July 2023	\$560,000	\$600,500	+7.2%
August 2023	\$587,000	\$554,000	-5.6%
September 2023	\$525,000	\$555,000	+5.7%
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	\$577,000	+17.8%
April 2024	\$542,500	\$600,000	+10.6%
12-Month Med	\$540,000	\$570,000	+5.6%

Historical Median Sales Price

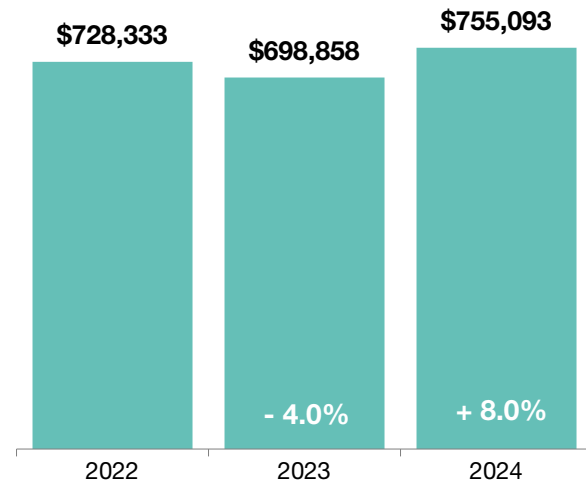


Average Sales Price

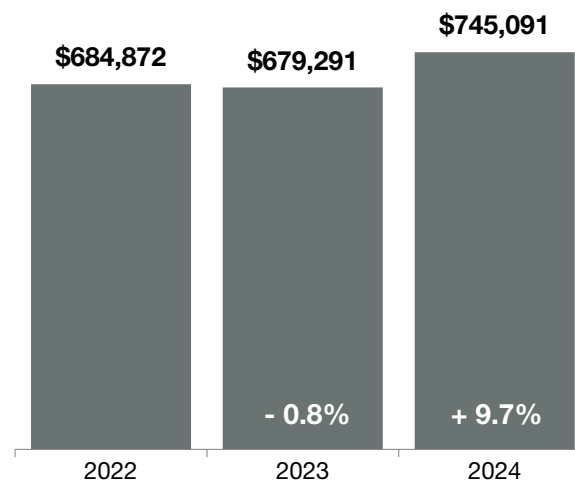
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



April

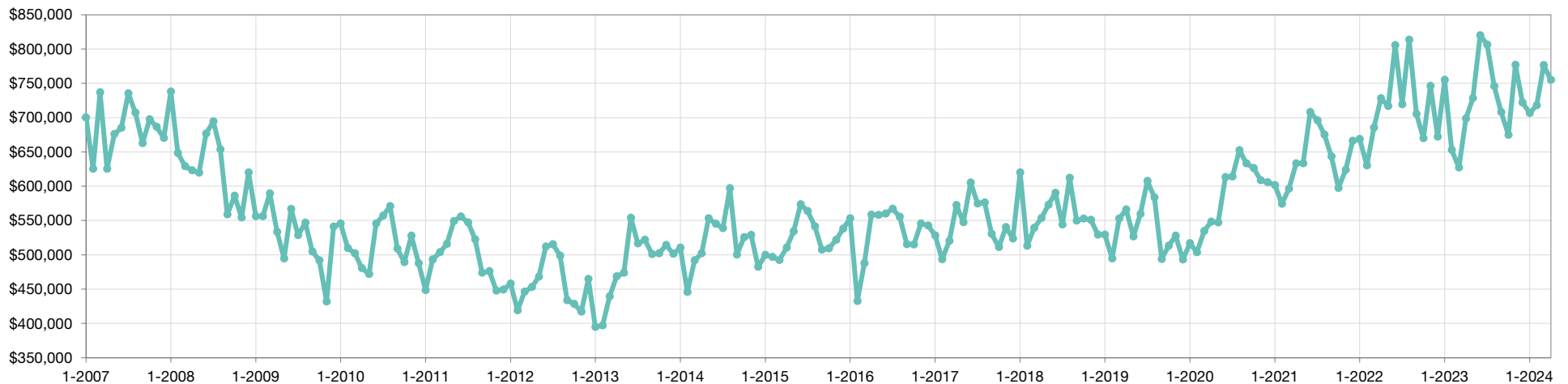


Year To Date



Month	Prior Year	Current Year	+ / -
May 2023	\$717,001	\$728,478	+1.6%
June 2023	\$805,578	\$820,057	+1.8%
July 2023	\$719,412	\$806,569	+12.1%
August 2023	\$813,709	\$746,072	-8.3%
September 2023	\$705,358	\$708,096	+0.4%
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	\$706,635	-6.4%
February 2024	\$652,837	\$717,780	+9.9%
March 2024	\$627,353	\$776,695	+23.8%
April 2024	\$698,858	\$755,093	+8.0%
12-Month Avg	\$726,385	\$751,468	+3.5%

Historical Average Sales Price



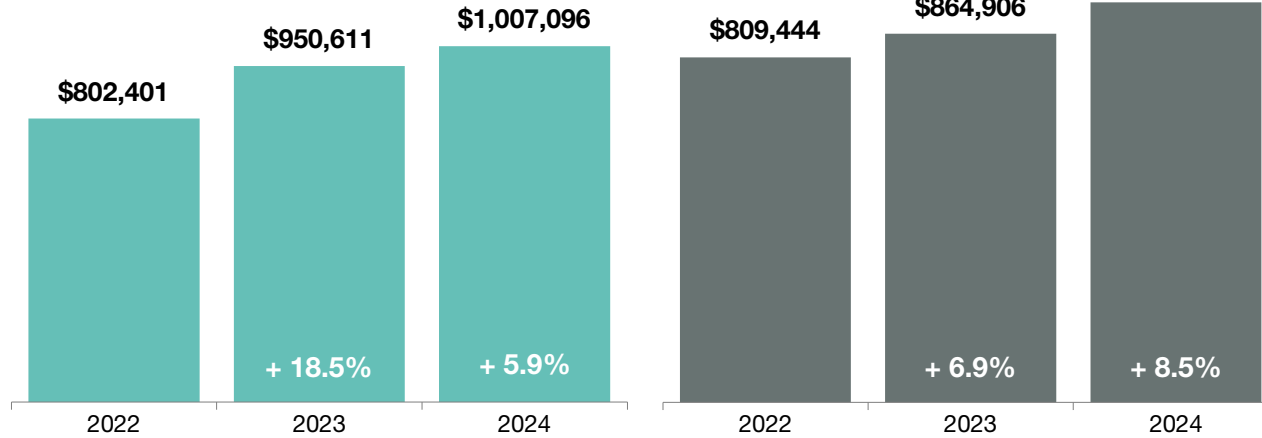
Average List Price

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



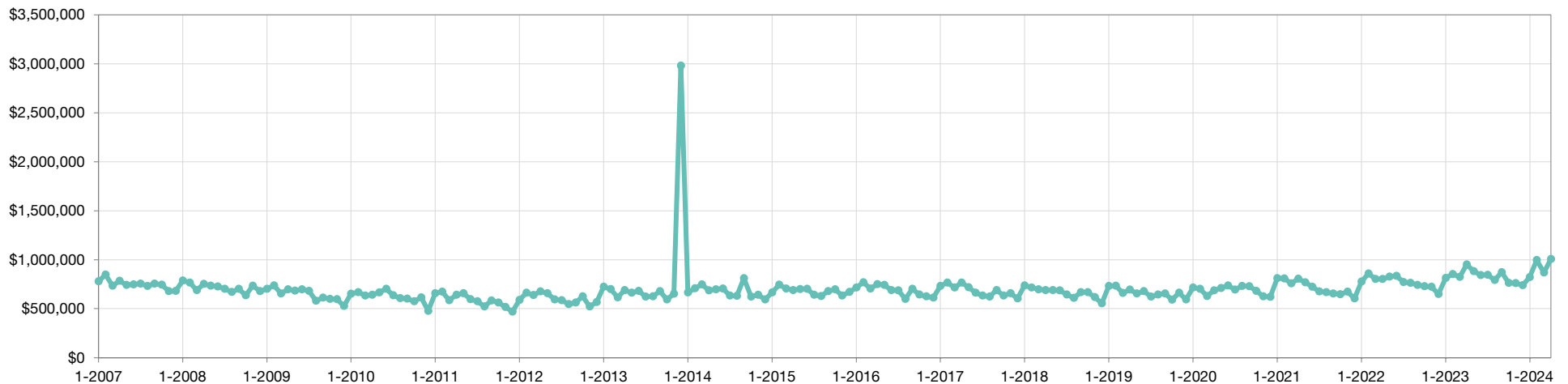
April

Year To Date



Month	Prior Year	Current Year	+ / -
May 2023	\$826,268	\$882,525	+6.8%
June 2023	\$834,951	\$842,747	+0.9%
July 2023	\$772,421	\$846,409	+9.6%
August 2023	\$764,527	\$791,365	+3.5%
September 2023	\$740,805	\$872,042	+17.7%
October 2023	\$729,538	\$762,500	+4.5%
November 2023	\$722,737	\$759,999	+5.2%
December 2023	\$650,308	\$738,166	+13.5%
January 2024	\$813,030	\$820,609	+0.9%
February 2024	\$854,358	\$995,515	+16.5%
March 2024	\$823,732	\$869,053	+5.5%
April 2024	\$950,611	\$1,007,096	+5.9%
12-Month Avg	\$802,636	\$861,584	+7.3%

Historical Average List Price



Percent of Original List Price Received

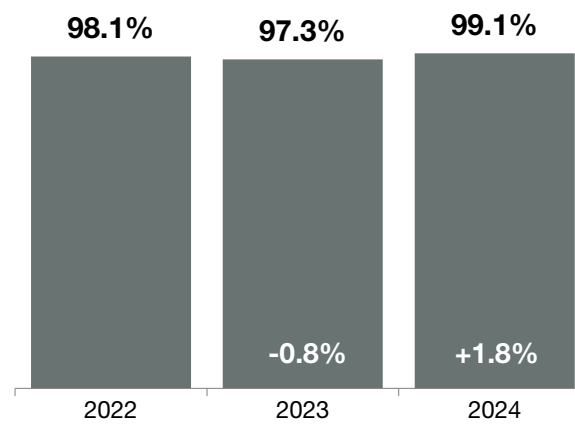
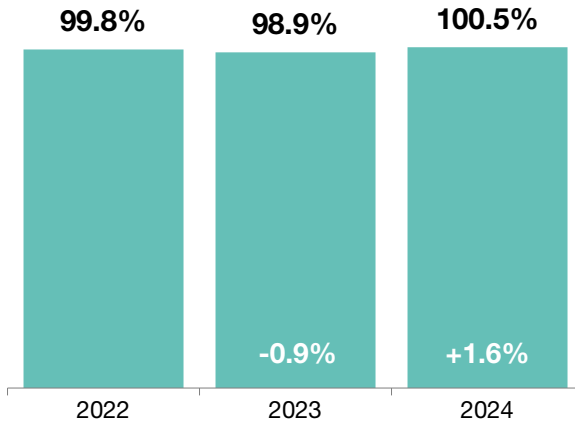


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

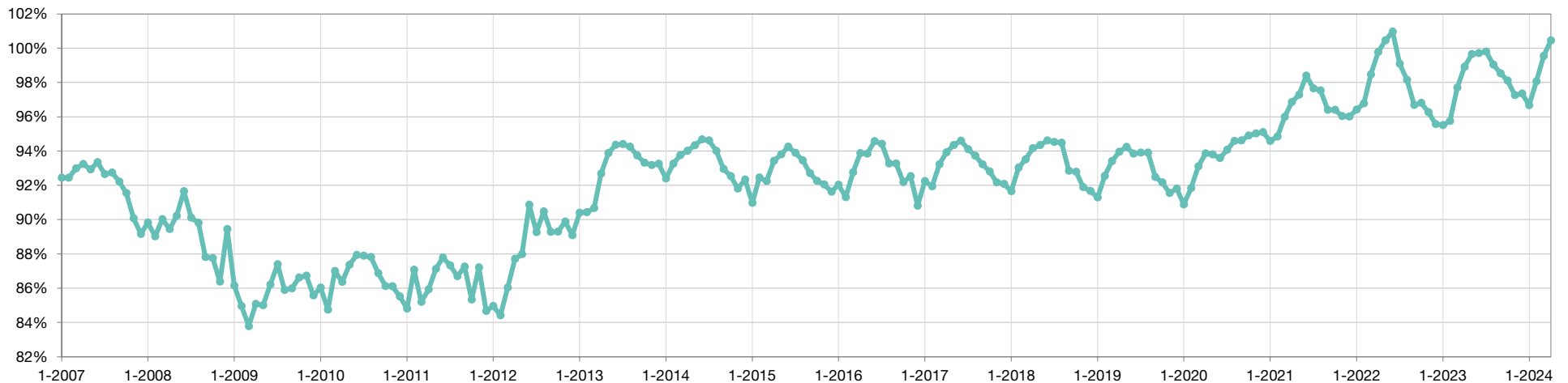
April

Year To Date

Month	Prior Year	Current Year	+ / -
May 2023	100.5%	99.6%	-0.8%
June 2023	101.0%	99.7%	-1.2%
July 2023	99.1%	99.8%	+0.7%
August 2023	98.1%	99.0%	+0.9%
September 2023	96.7%	98.5%	+1.9%
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%
12-Month Avg	98.2%	98.9%	+0.7%



Historical Percent of Original List Price Received

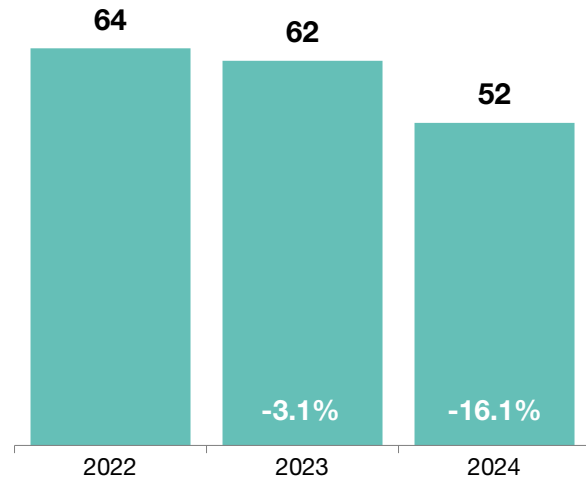


Housing Affordability Index

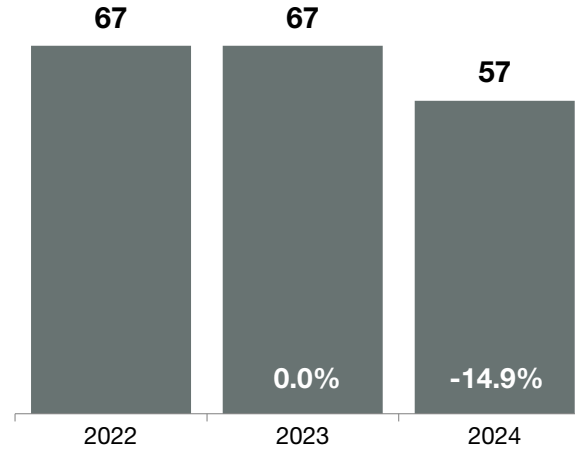


This index measures housing affordability for the region. For example, an index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**

April

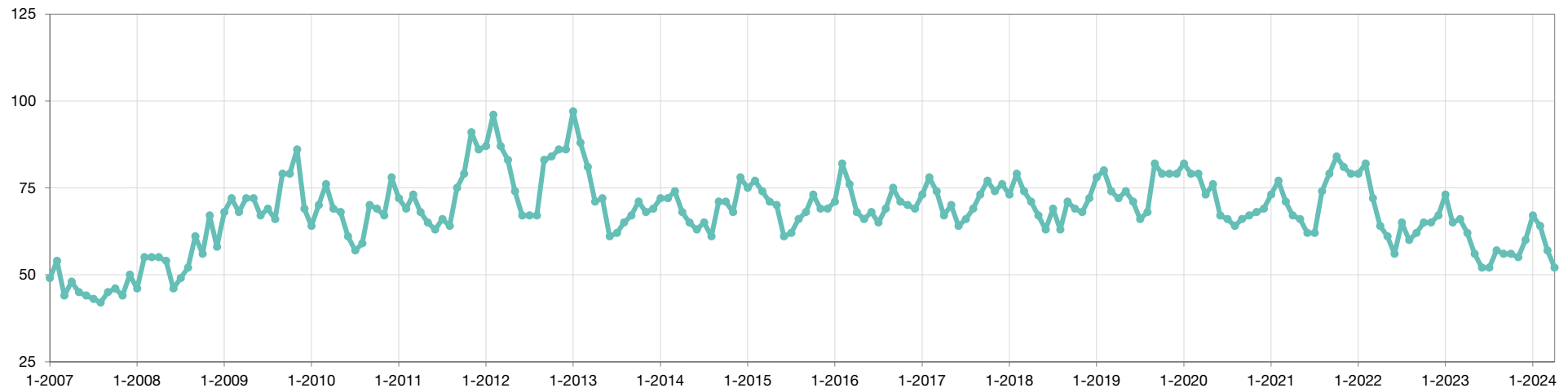


Year To Date



Month	Prior Year	Current Year	+ / -
May 2023	61	56	-8.2%
June 2023	56	52	-7.1%
July 2023	65	52	-20.0%
August 2023	60	57	-5.0%
September 2023	62	56	-9.7%
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%
12-Month Avg	64	57	-10.8%

Historical Housing Affordability Index

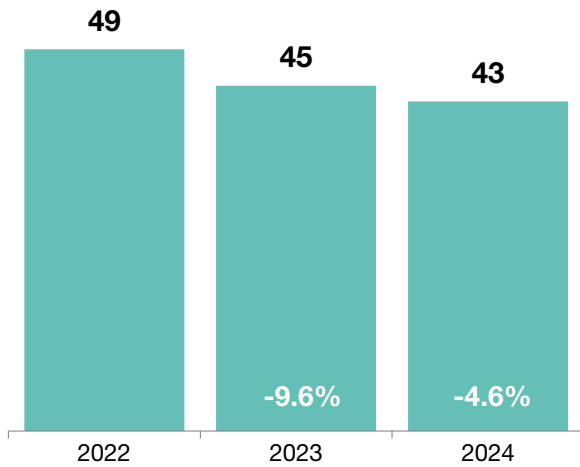


Market Time

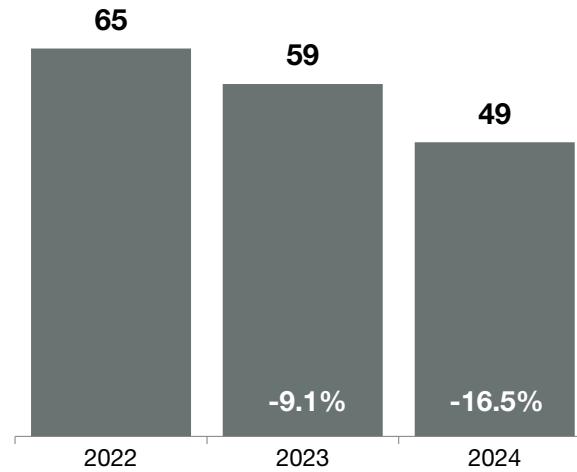
Average number of days between when a property is listed and when an offer is accepted in a given month.



April

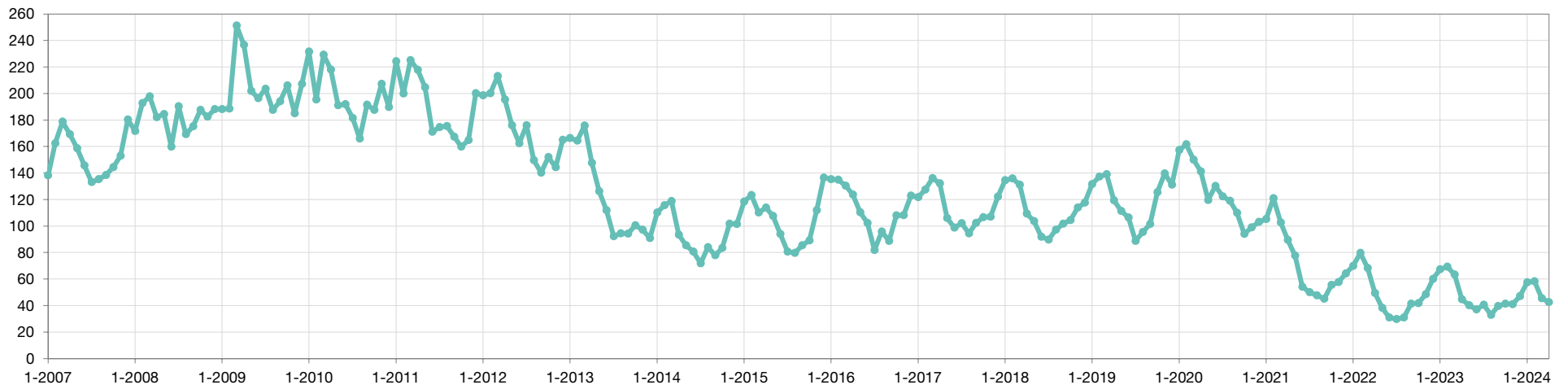


Year To Date



Month	Prior Year	Current Year	+ / -
May 2023	38	40	+5.3%
June 2023	31	37	+19.3%
July 2023	30	40	+36.0%
August 2023	31	33	+6.8%
September 2023	41	40	-4.6%
October 2023	42	41	-0.7%
November 2023	48	41	-15.4%
December 2023	60	47	-21.6%
January 2024	67	58	-14.5%
February 2024	69	58	-15.9%
March 2024	63	46	-28.0%
April 2024	45	43	-4.6%
12-Month Avg	43	42	-2.7%

Historical Market Times

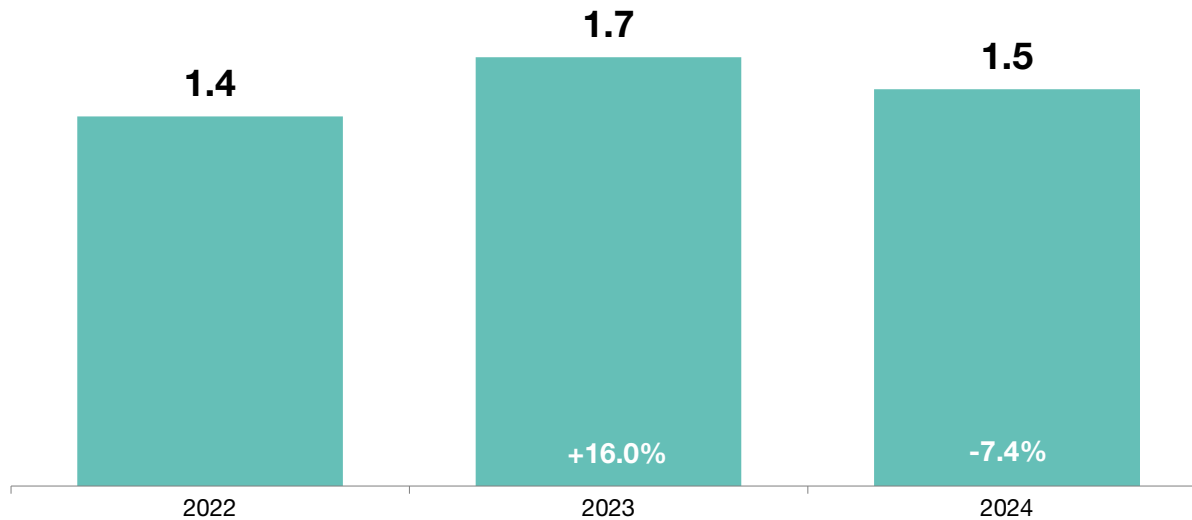


Months Supply of Inventory

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.

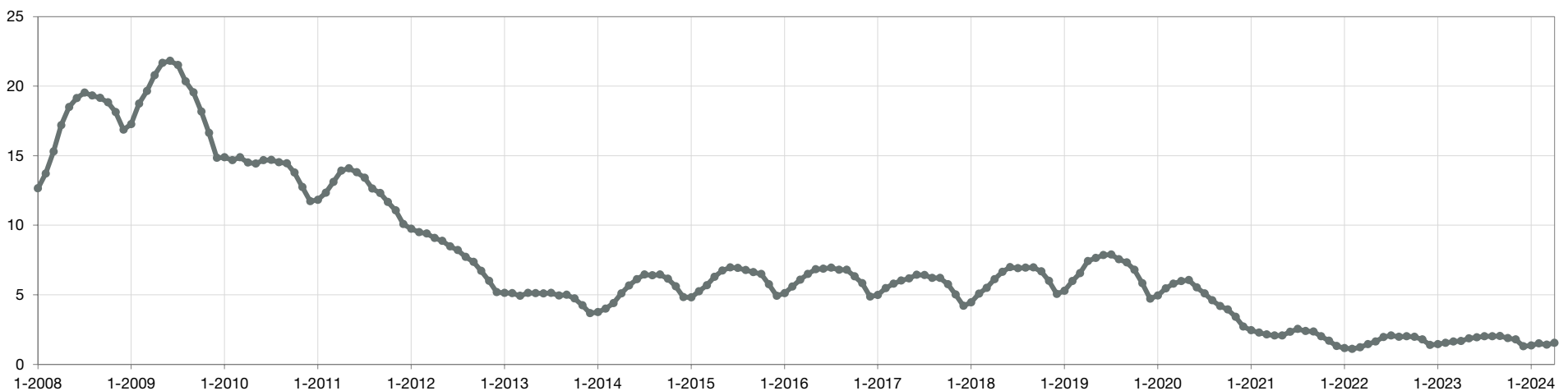


April



Month	Prior Year	Current Year	+ / -
May 2023	1.6	1.9	+14.7%
June 2023	2.0	1.9	-0.5%
July 2023	2.1	2.0	-2.2%
August 2023	2.0	2.0	+1.4%
September 2023	2.0	2.0	+1.0%
October 2023	2.0	1.9	-4.7%
November 2023	1.8	1.8	-0.1%
December 2023	1.4	1.3	-7.8%
January 2024	1.4	1.3	-7.5%
February 2024	1.5	1.5	-2.4%
March 2024	1.6	1.4	-13.9%
April 2024	1.7	1.5	-7.4%
12-Month Avg	1.8	1.7	-2.2%

Historical Months Supply of Inventory

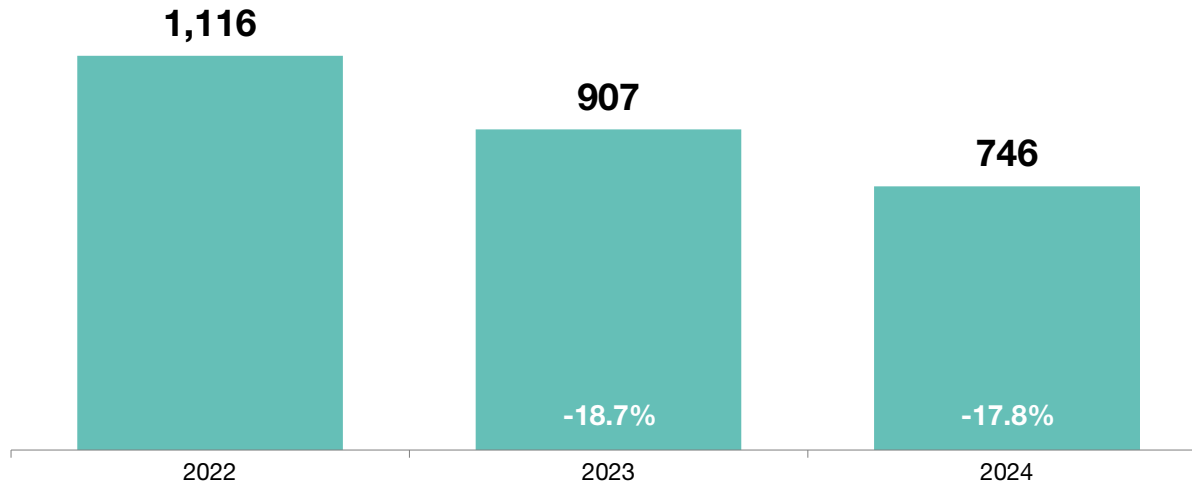


Inventory of Homes for Sale

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



April



Month	Prior Year	Current Year	+ / -
May 2023	1,238	989	-20.1%
June 2023	1,438	1,016	-29.3%
July 2023	1,487	1,043	-29.9%
August 2023	1,379	1,027	-25.5%
September 2023	1,361	1,029	-24.4%
October 2023	1,289	952	-26.1%
November 2023	1,134	896	-21.0%
December 2023	867	646	-25.5%
January 2024	865	667	-22.9%
February 2024	894	746	-16.6%
March 2024	907	683	-24.7%
April 2024	907	746	-17.8%
12-Month Avg	1,147	870	-23.6%

Historical Inventory of Homes for Sale

