

Monthly Indicators



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

March 2025

U.S. existing-home sales rebounded from the previous month, rising 4.2% to a seasonally adjusted annual rate of 4.26 million units, according to the National Association of REALTORS® (NAR). Economists polled by Reuters had forecast sales would fall to a rate of 3.95 million for the month. Purchase activity increased in the South and the West but decreased in the Northeast, while sales in the Midwest remained unchanged from one month earlier.

New Listings in the North Shore-Barrington region decreased 1.3 percent to 665. Listings Under Contract were down 14.3 percent to 491. Inventory levels fell 4.8 percent to 614 units.

Prices continued to gain traction. The Median Sales Price increased 6.3 percent to \$615,750. Market Times were up 14.3 percent to 52 days. Sellers were encouraged as Months Supply of Inventory was down 5.0 percent to 1.3 months.

Heading into March there were 1.24 million properties for sale, a 5.1% increase from the previous month and a 17% jump from one year ago, for a 3.5-month supply at the current sales pace, according to NAR. While mortgage rates have remained in the mid-to-high 6% range, the additional supply appears to have helped bring some buyers out of the woodwork, even as sales prices continue to rise nationwide.

Quick Facts

+ 1.5%	+ 6.3%	- 4.8%
Change in Closed Sales	Change in Median Sales Price	Change in Inventory

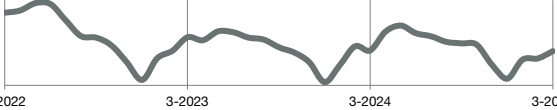
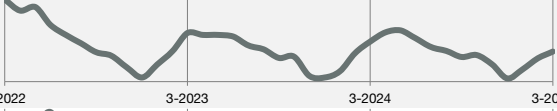
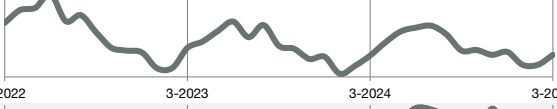

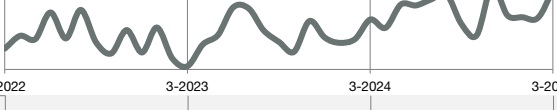

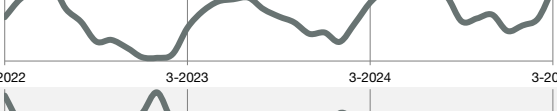




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Market Overview

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

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Key Metrics	Historical Sparklines	3-2024	3-2025	+ / -	YTD 2024	YTD 2025	+ / -
New Listings		674	665	- 1.3%	1,881	1,785	- 5.1%
Closed Sales		410	416	+ 1.5%	975	1,070	+ 9.7%
Under Contract (Contingent and Pending)		573	491	- 14.3%	1,385	1,277	- 7.8%
Median Sales Price		\$579,500	\$615,750	+ 6.3%	\$531,250	\$584,000	+ 9.9%
Average Sales Price		\$781,736	\$879,179	+ 12.5%	\$741,487	\$823,386	+ 11.0%
Average List Price		\$889,073	\$982,600	+ 10.5%	\$916,799	\$1,031,049	+ 12.5%
Percent of Original List Price Received		99.6%	100.6%	+ 1.1%	98.3%	99.1%	+ 0.8%
Housing Affordability Index		57	53	- 7.0%	62	56	- 9.7%
Market Time		45	52	+ 14.3%	53	57	+ 7.5%
Months Supply of Homes for Sale		1.3	1.3	- 5.0%	--	--	--
Inventory of Homes for Sale		645	614	- 4.8%	--	--	--

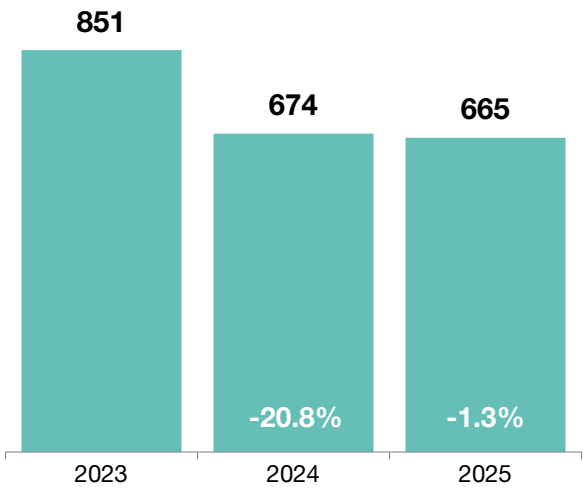
New Listings

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

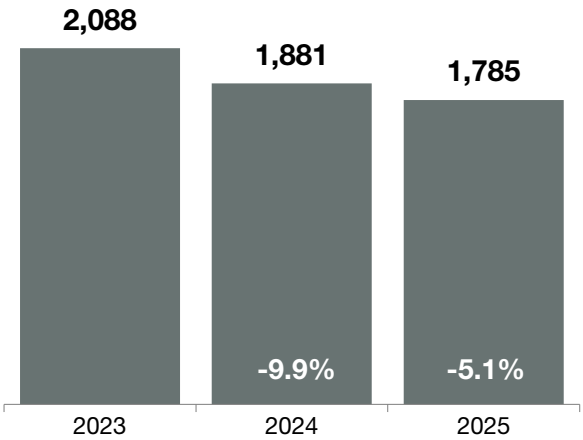
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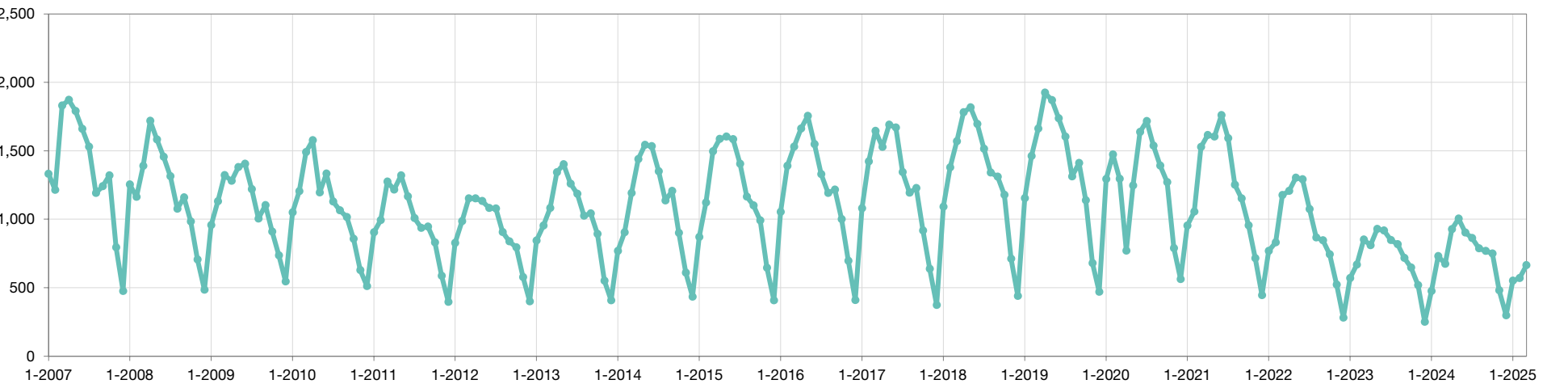


Year To Date



Month	Prior Year	Current Year	+ / -
April 2024	809	927	+14.6%
May 2024	929	1,005	+8.2%
June 2024	917	903	-1.5%
July 2024	847	863	+1.9%
August 2024	818	788	-3.7%
September 2024	717	769	+7.3%
October 2024	647	749	+15.8%
November 2024	518	480	-7.3%
December 2024	251	298	+18.7%
January 2025	476	551	+15.8%
February 2025	731	569	-22.2%
March 2025	674	665	-1.3%
12-Month Avg	695	714	+2.8%

Historical New Listing Activity



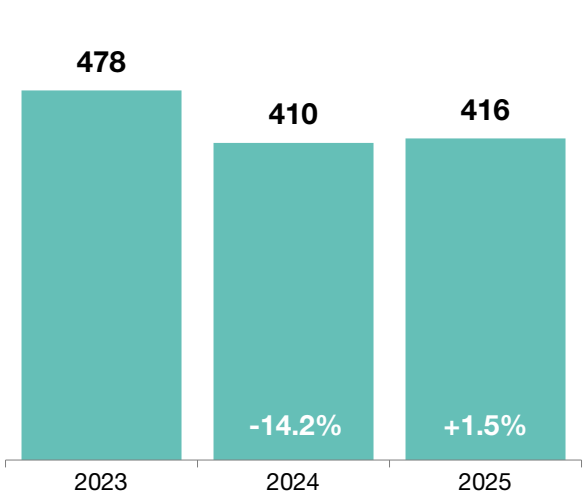
Closed Sales

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

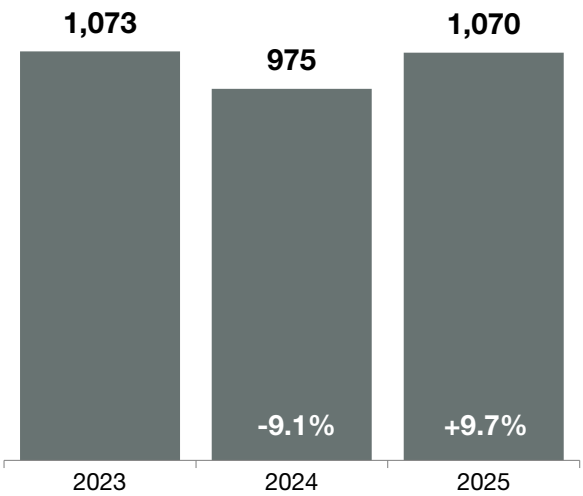
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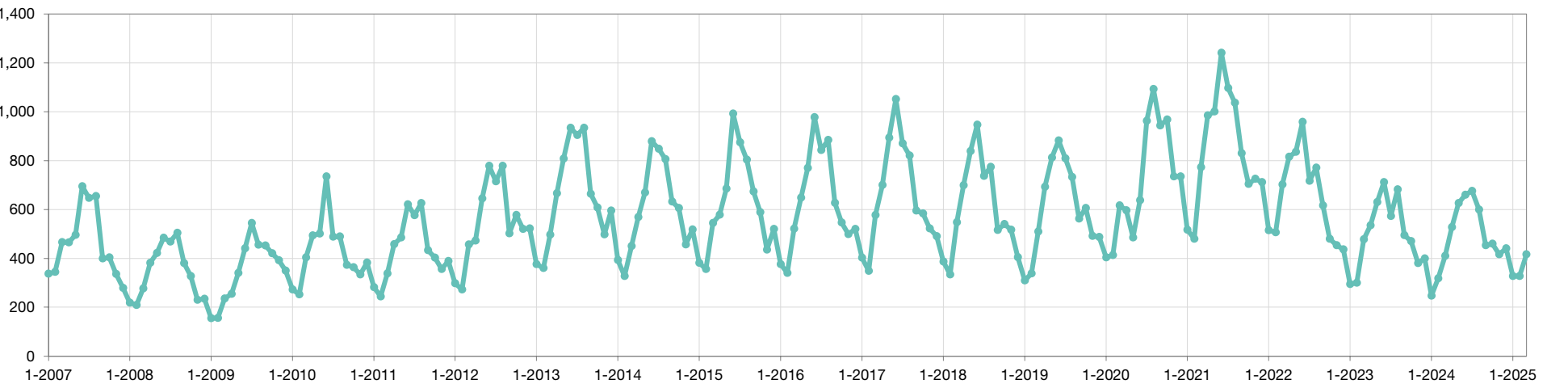


Year To Date



Month	Prior Year	Current Year	+ / -
April 2024	535	528	-1.3%
May 2024	630	626	-0.6%
June 2024	712	660	-7.3%
July 2024	573	676	+18.0%
August 2024	682	600	-12.0%
September 2024	495	453	-8.5%
October 2024	470	460	-2.1%
November 2024	380	416	+9.5%
December 2024	399	441	+10.5%
January 2025	247	327	+32.4%
February 2025	318	327	+2.8%
March 2025	410	416	+1.5%
12-Month Avg	488	494	+3.6%

Historical Closed Sales Activity



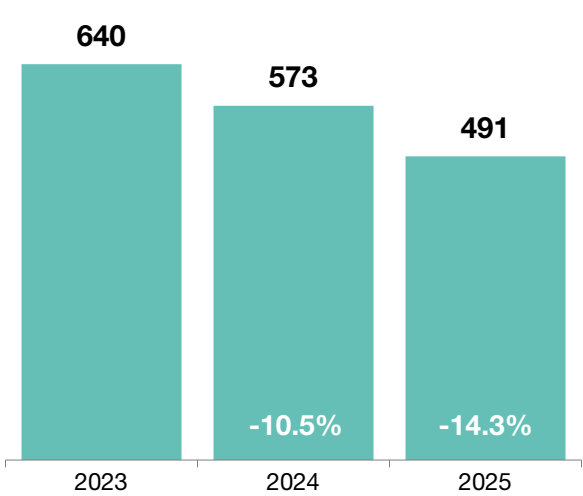
Under Contract

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

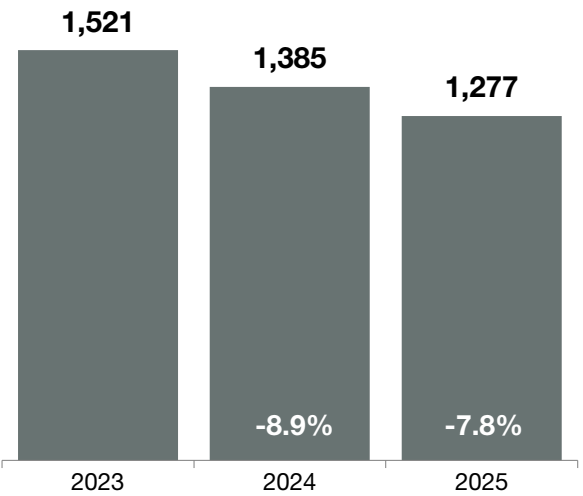
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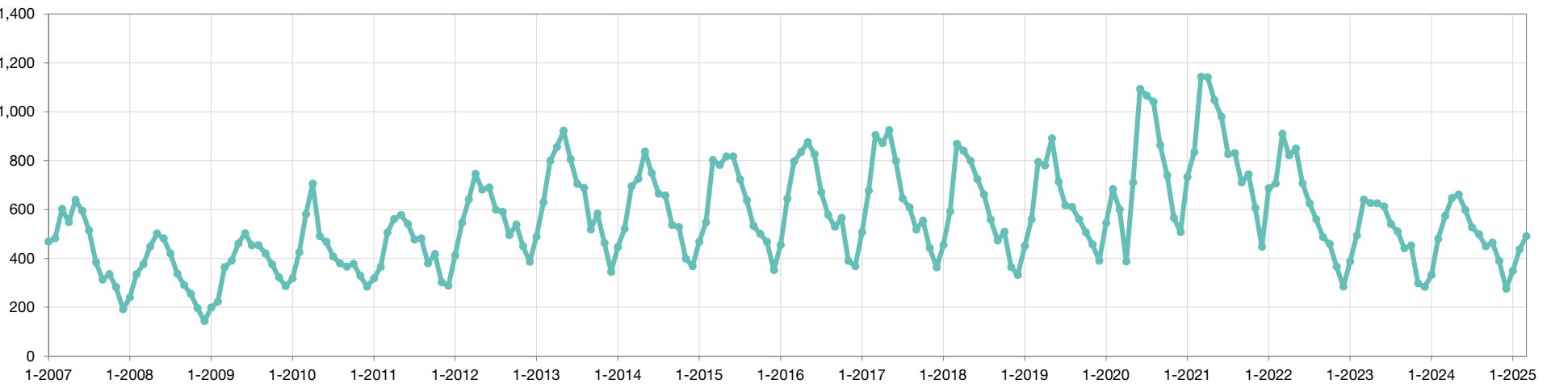


Year To Date



Month	Prior Year	Current Year	+ / -
April 2024	626	646	+3.2%
May 2024	625	661	+5.8%
June 2024	612	597	-2.5%
July 2024	540	527	-2.4%
August 2024	510	498	-2.4%
September 2024	441	449	+1.8%
October 2024	452	464	+2.7%
November 2024	298	389	+30.5%
December 2024	283	276	-2.5%
January 2025	332	349	+5.1%
February 2025	480	437	-9.0%
March 2025	573	491	-14.3%
12-Month Avg	481	482	+0.2%

Historical Under Contract Activity



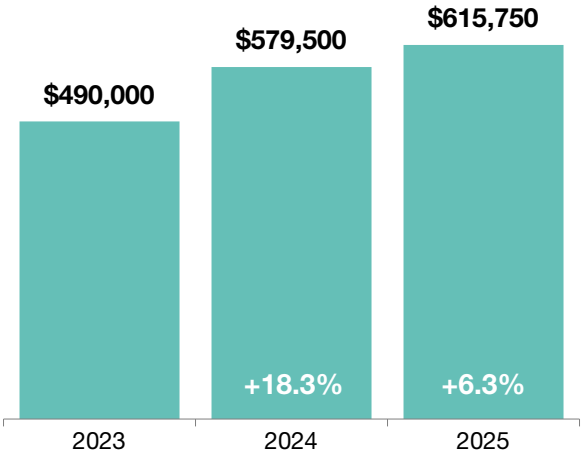
Median Sales Price

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

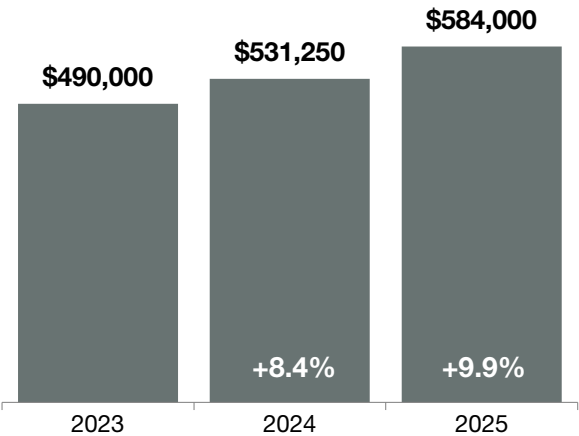
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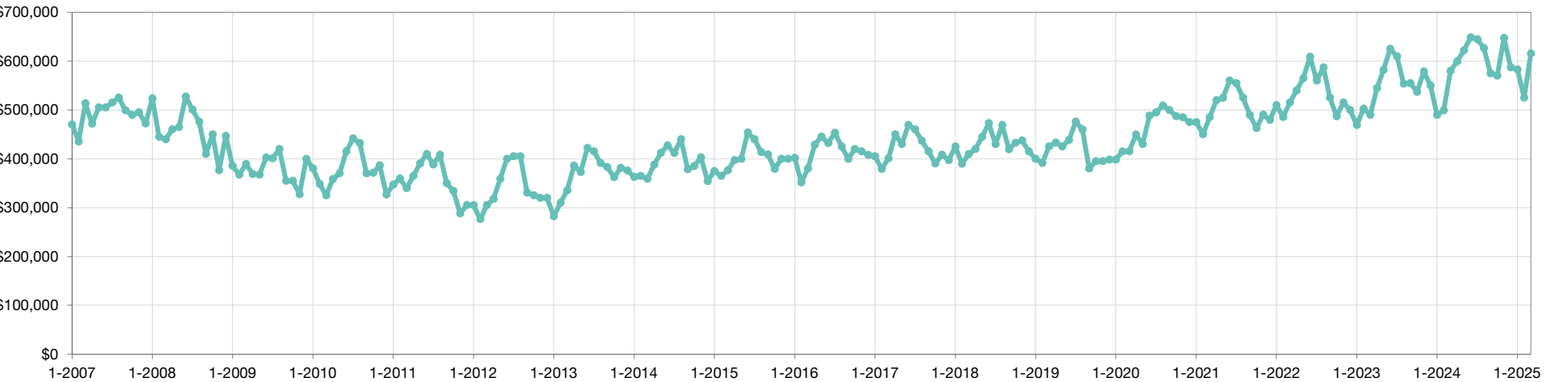


Year To Date



Month	Prior Year	Current Year	+ / -
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	\$610,000	\$645,000	+5.7%
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%
February 2025	\$499,500	\$525,000	+5.1%
March 2025	\$579,500	\$615,750	+6.3%
12-Month Med	\$564,000	\$610,000	+8.2%

Historical Median Sales Price



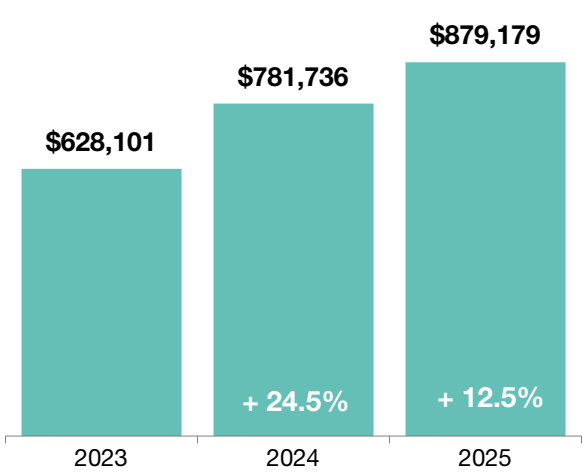
Average Sales Price

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

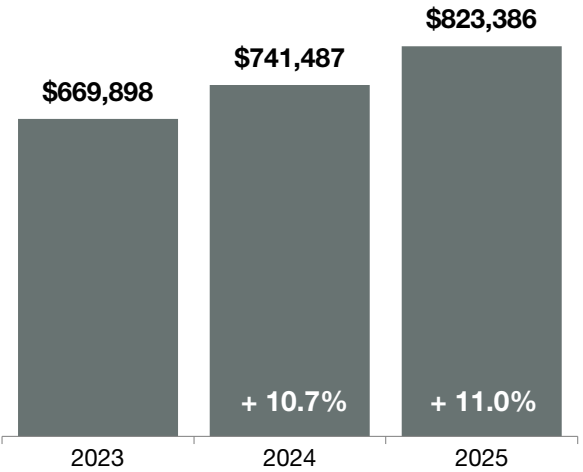
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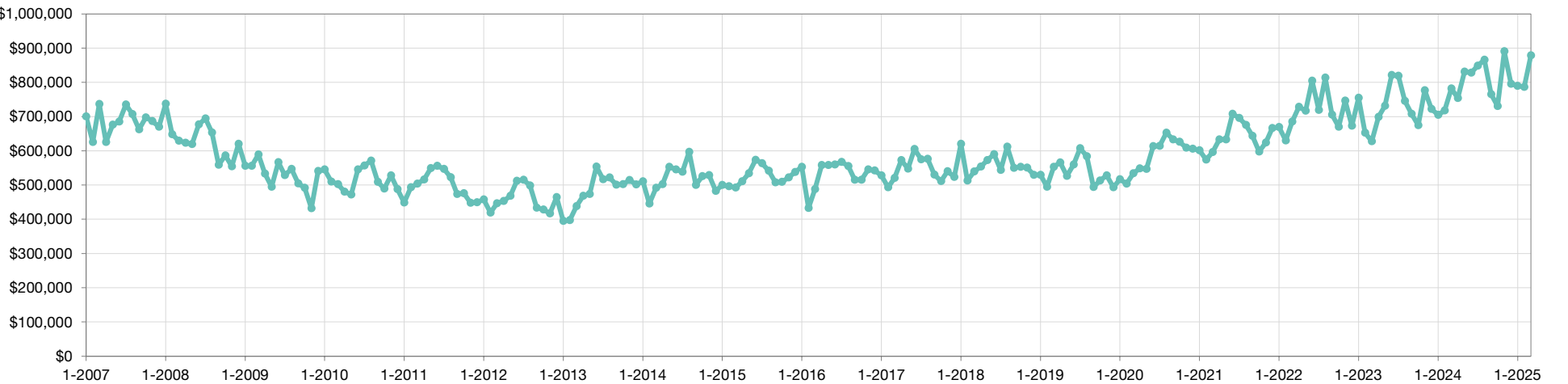


Year To Date



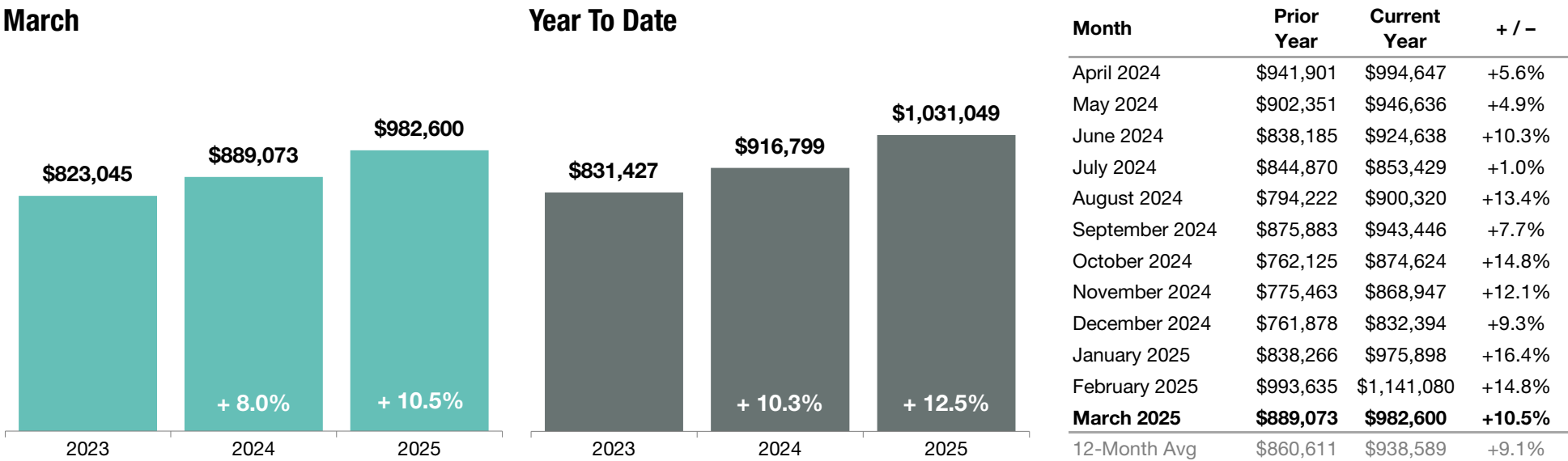
Month	Prior Year	Current Year	+ / -
April 2024	\$699,229	\$754,284	+7.9%
May 2024	\$731,236	\$830,848	+13.6%
June 2024	\$821,620	\$828,466	+0.8%
July 2024	\$818,871	\$848,299	+3.6%
August 2024	\$746,072	\$865,616	+16.0%
September 2024	\$708,096	\$765,617	+8.1%
October 2024	\$674,997	\$730,341	+8.2%
November 2024	\$776,825	\$890,665	+14.7%
December 2024	\$722,231	\$795,495	+10.1%
January 2025	\$705,050	\$789,360	+12.0%
February 2025	\$717,897	\$786,431	+9.5%
March 2025	\$781,736	\$879,179	+12.5%
12-Month Avg	\$747,199	\$816,706	+9.3%

Historical Average Sales Price

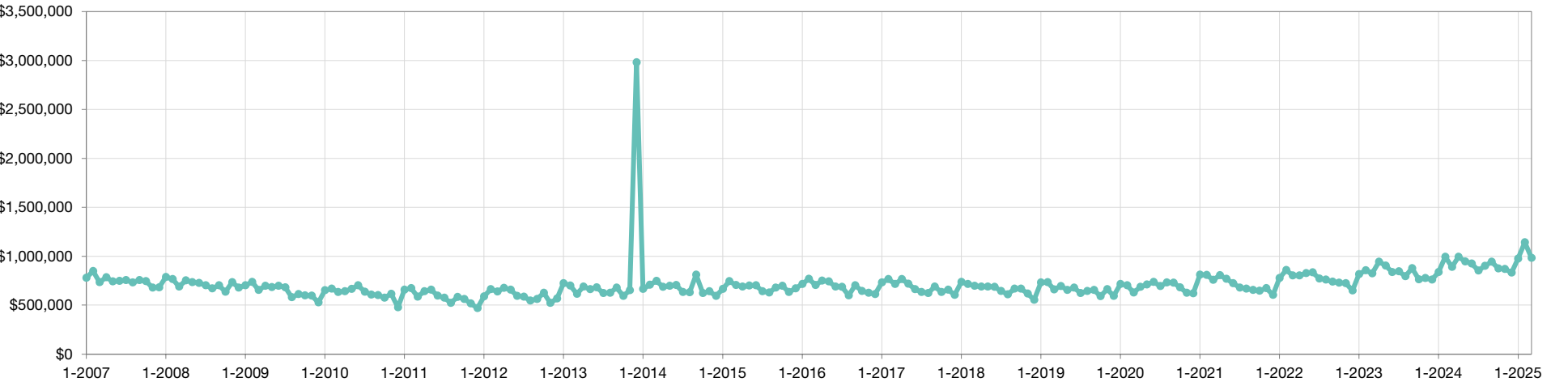


Average List Price

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



Historical Average List Price



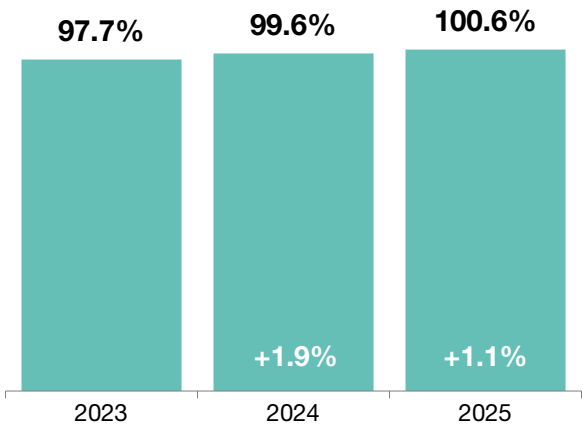
Percent of Original List Price Received

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.

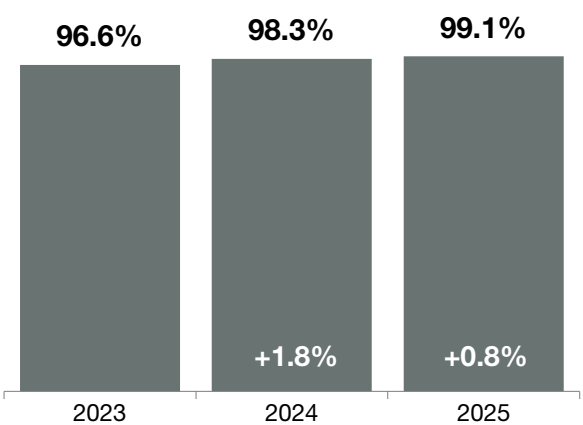
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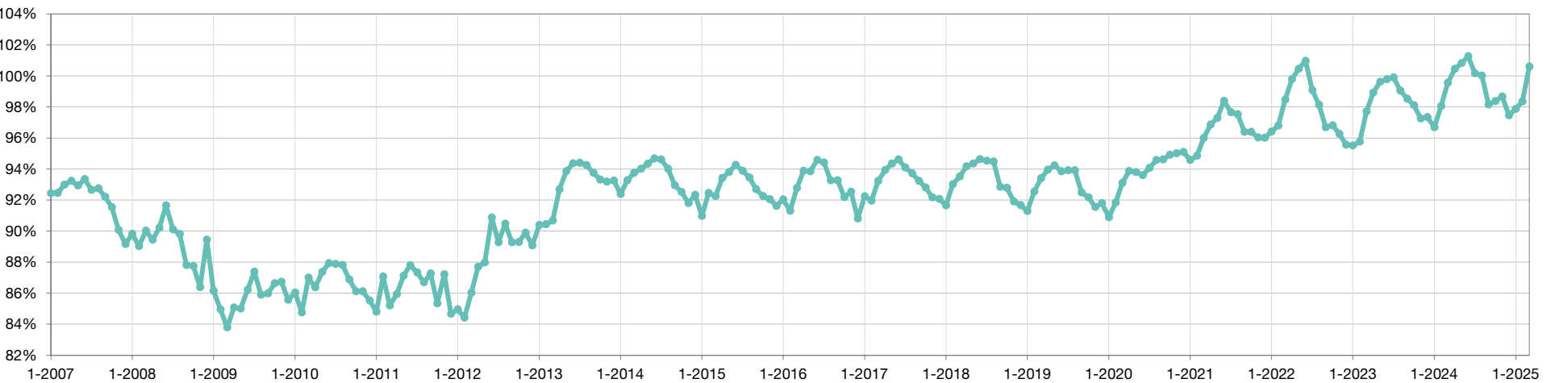


Year To Date



Month	Prior Year	Current Year	+ / -
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%
February 2025	98.1%	98.4%	+0.3%
March 2025	99.6%	100.6%	+1.1%
12-Month Avg	98.8%	99.6%	+0.8%

Historical Percent of Original List Price Received

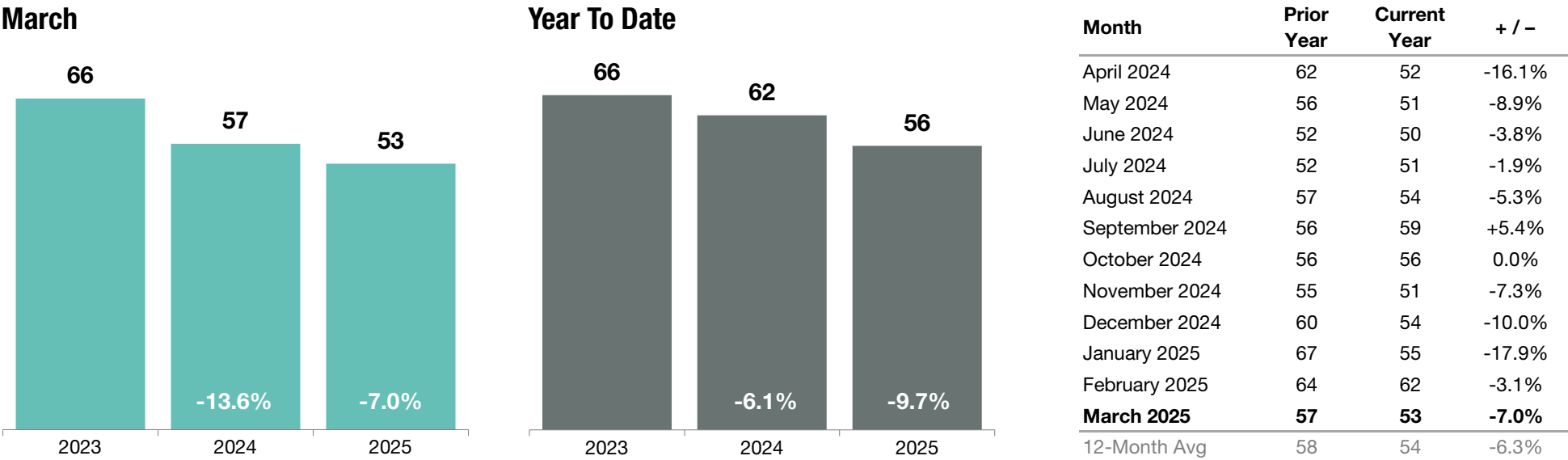


Housing Affordability Index

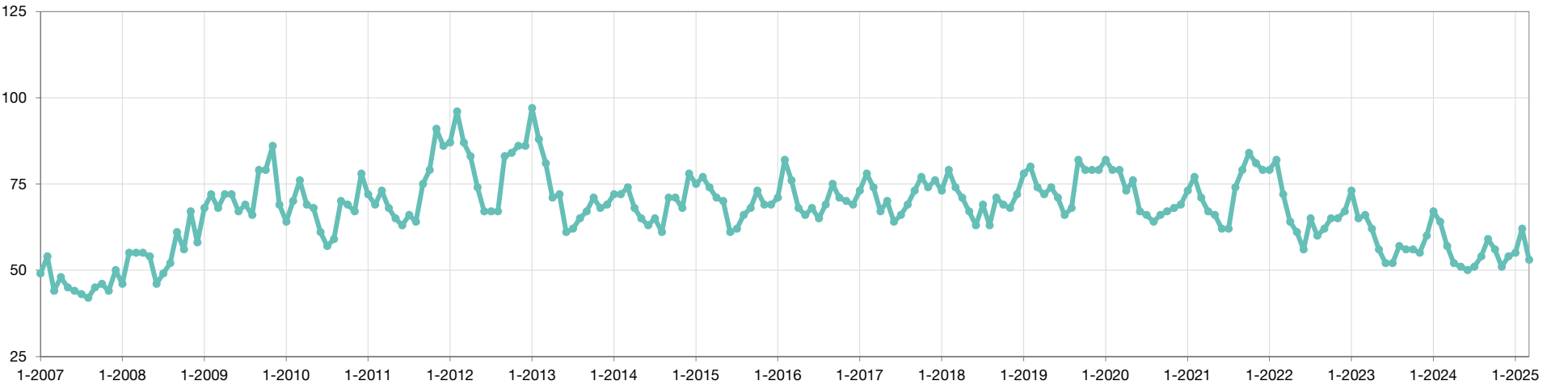
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This index measures housing affordability for the region. For example, an index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater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



Historical Housing Affordability Index



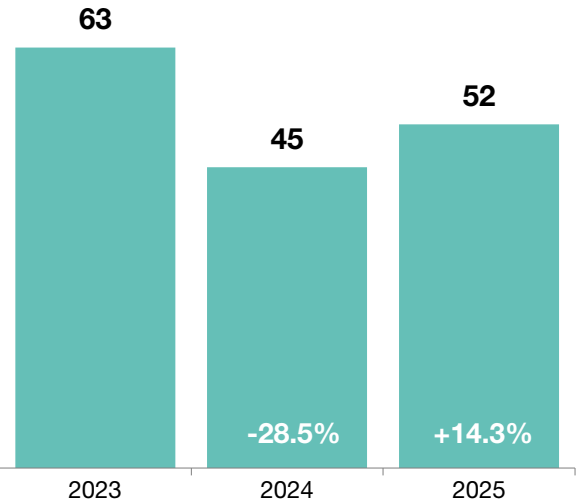
Market Time

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

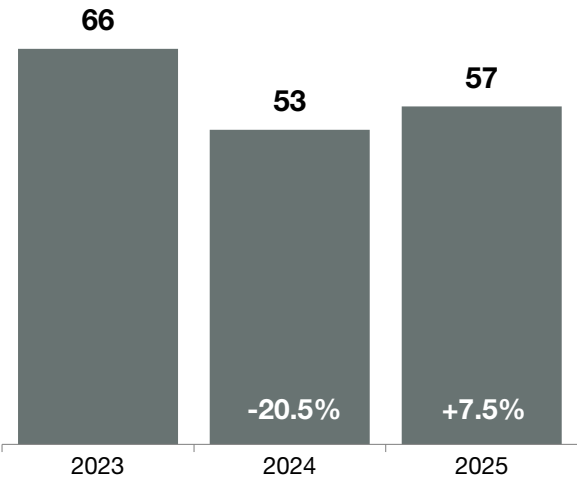
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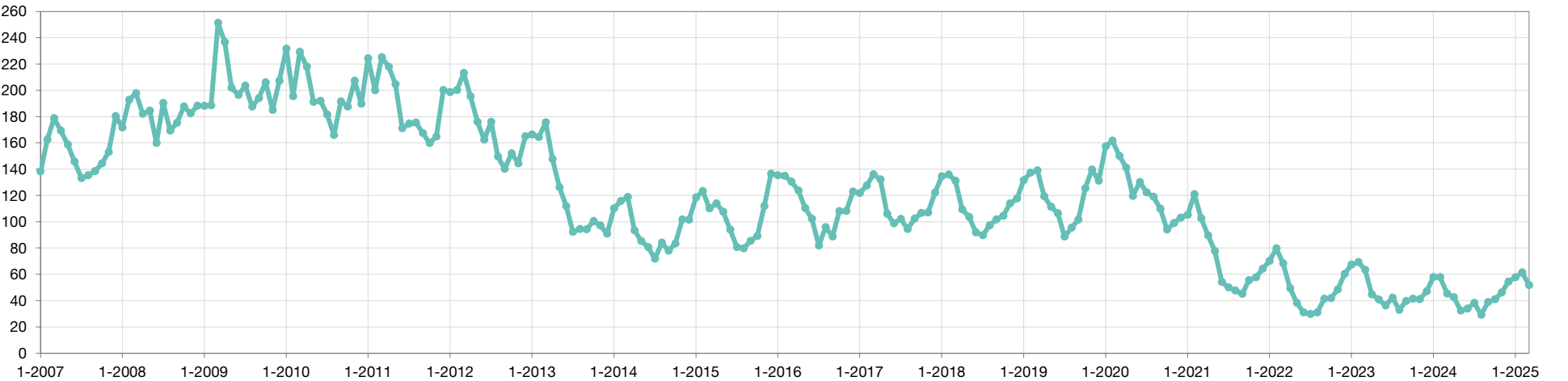


Year To Date



Month	Prior Year	Current Year	+ / -
April 2024	45	43	-4.8%
May 2024	41	32	-20.6%
June 2024	36	34	-6.7%
July 2024	42	38	-9.2%
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%
February 2025	58	61	+6.2%
March 2025	45	52	+14.3%
12-Month Avg	42	42	-0.6%

Historical Market Times

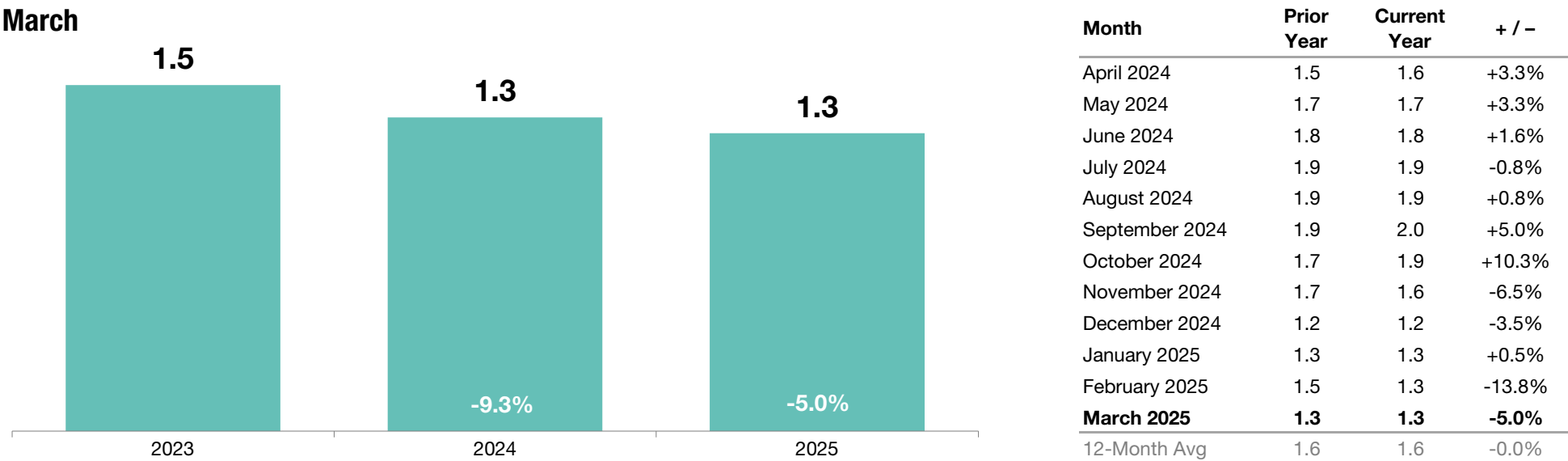


Months Supply of Inventory

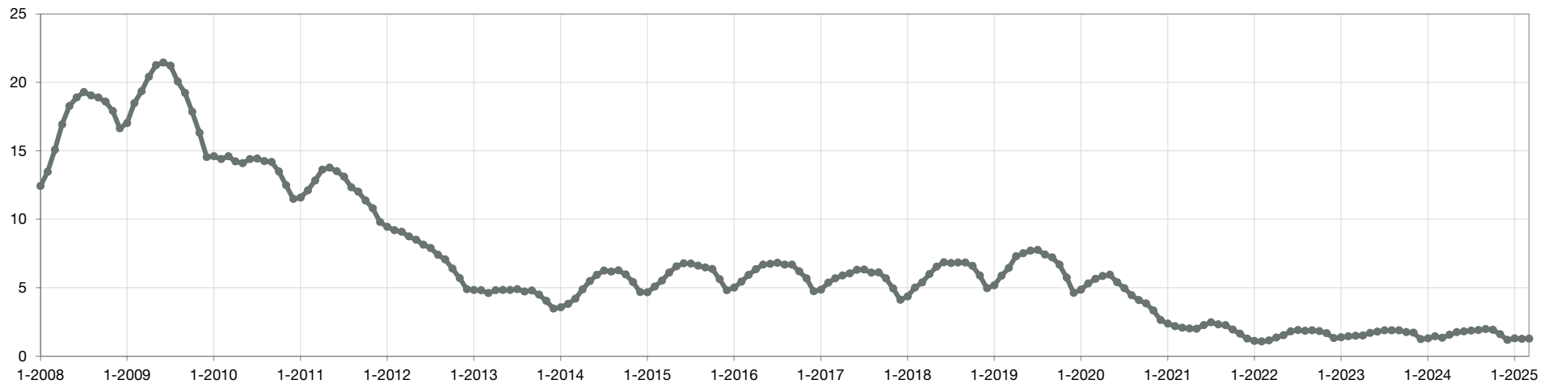
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

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Historical Months Supply of Inventory



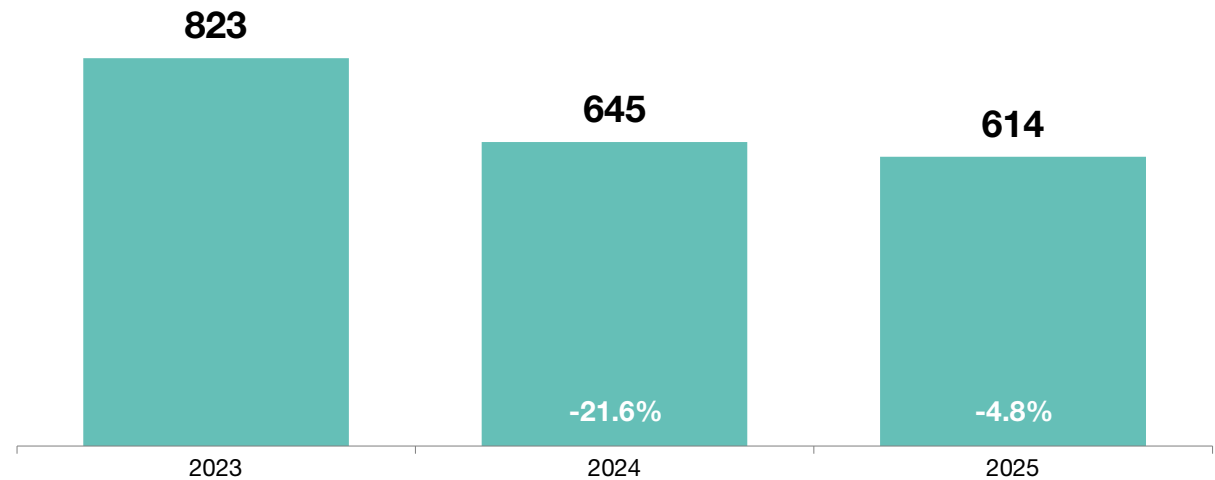
Inventory of Homes for Sale

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

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March



Month	Prior Year	Current Year	+ / -
April 2024	816	753	-7.7%
May 2024	879	846	-3.8%
June 2024	913	875	-4.2%
July 2024	954	903	-5.3%
August 2024	949	918	-3.3%
September 2024	938	954	+1.7%
October 2024	866	928	+7.2%
November 2024	840	784	-6.7%
December 2024	606	583	-3.8%
January 2025	629	638	+1.4%
February 2025	707	612	-13.4%
March 2025	645	614	-4.8%
12-Month Avg	812	784	-3.6%

Historical Inventory of Homes for Sale

