

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 2025

U.S. existing-home sales decreased 5.9% month-over-month and 2.4% year-over-year to a seasonally adjusted annual rate of 4.02 million units, according to the National Association of REALTORS® (NAR), as affordability challenges and economic uncertainty weigh on market activity. Sales were down month-over-month in all four regions, with the West experiencing the largest decline, at 9.4%.

New Listings in the North Shore-Barrington region decreased 5.3 percent to 876. Listings Under Contract were down 12.7 percent to 562. Inventory levels fell 3.2 percent to 729 units.

Prices continued to gain traction. The Median Sales Price increased 13.5 percent to \$680,500. Market Times were down 8.2 percent to 39 days. Sellers were encouraged as Months Supply of Inventory was down 2.2 percent to 1.5 months.

Total housing inventory increased 8.1% month-over-month for a total of 1.33 million units heading into April, equivalent to a 4.0-month supply at the current sales pace, according to NAR. Although inventory is up nearly 20% from the same time last year, the additional supply has had little effect on home prices across much of the country, with the national median existing-home price climbing 2.7% year-over-year to \$403,700 as of last measure.

Quick Facts

- 4.2%

+ 13.5%

- 3.2%

Change in
Closed Sales

Change in
Median Sales Price

Change in
Inventory


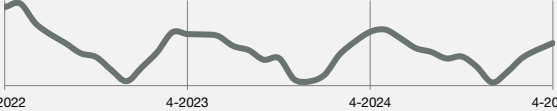
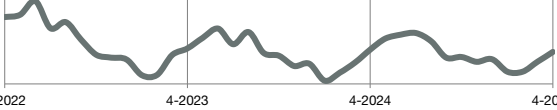

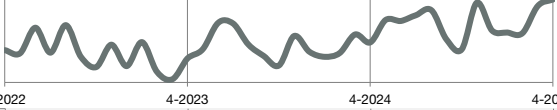

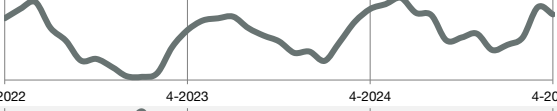
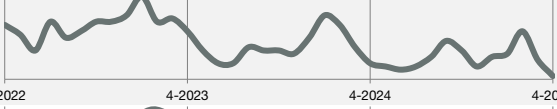
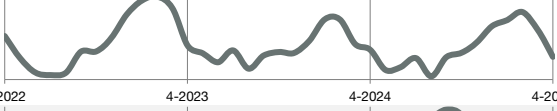


| | |
|---|----|
| Market Overview | 2 |
| New Listings | 3 |
| Closed Sales | 4 |
| Under Contract | 5 |
| Median Sales Price | 6 |
| Average Sales Price | 7 |
| Average List Price | 8 |
| Percent of Original List Price Received | 9 |
| Housing Affordability Index | 10 |
| Market Time | 11 |
| Months Supply of Inventory | 12 |
| Inventory of Homes for Sale | 13 |

Market Overview

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

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| Key Metrics | Historical Sparklines | 4-2024 | 4-2025 | + / - | YTD 2024 | YTD 2025 | + / - |
|---|--|-----------|------------------|---------|-----------|--------------------|---------|
| New Listings |  | 925 | 876 | - 5.3% | 2,806 | 2,722 | - 3.0% |
| Closed Sales |  | 526 | 504 | - 4.2% | 1,501 | 1,578 | + 5.1% |
| Under Contract (Contingent and Pending) |  | 644 | 562 | - 12.7% | 2,029 | 1,882 | - 7.2% |
| Median Sales Price |  | \$599,500 | \$680,500 | + 13.5% | \$550,000 | \$616,250 | + 12.0% |
| Average Sales Price |  | \$754,284 | \$902,157 | + 19.6% | \$745,972 | \$848,599 | + 13.8% |
| Average List Price |  | \$994,647 | \$997,278 | + 0.3% | \$942,498 | \$1,021,310 | + 8.4% |
| Percent of Original List Price Received |  | 100.5% | 100.1% | - 0.4% | 99.1% | 99.4% | + 0.3% |
| Housing Affordability Index |  | 52 | 48 | - 7.7% | 57 | 53 | - 7.0% |
| Market Time |  | 43 | 39 | - 8.2% | 49 | 51 | + 4.1% |
| Months Supply of Homes for Sale |  | 1.6 | 1.5 | - 2.2% | -- | -- | -- |
| Inventory of Homes for Sale |  | 753 | 729 | - 3.2% | -- | -- | -- |

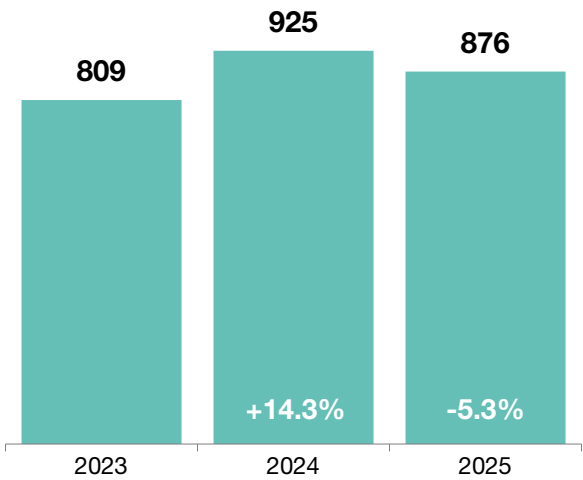
New Listings

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

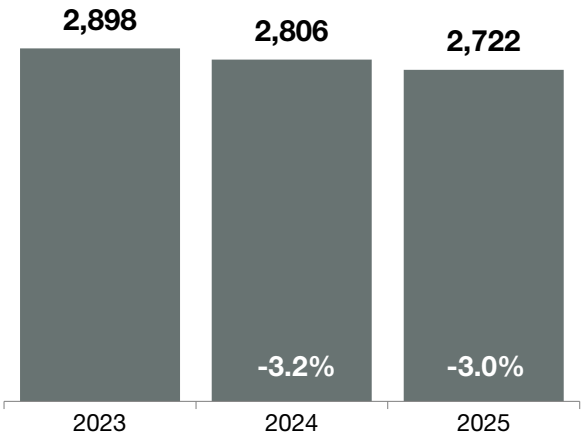
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April

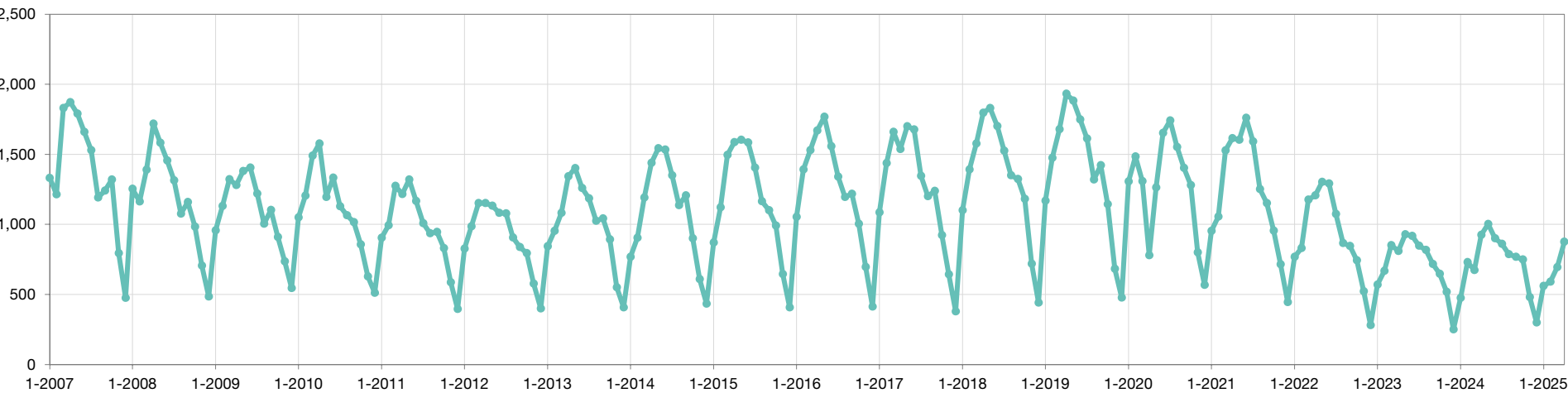


Year To Date



| Month | Prior Year | Current Year | + / - |
|----------------|------------|--------------|--------|
| May 2024 | 929 | 1,003 | +8.0% |
| June 2024 | 917 | 901 | -1.7% |
| July 2024 | 847 | 860 | +1.5% |
| August 2024 | 818 | 787 | -3.8% |
| September 2024 | 717 | 769 | +7.3% |
| October 2024 | 647 | 749 | +15.8% |
| November 2024 | 518 | 481 | -7.1% |
| December 2024 | 251 | 299 | +19.1% |
| January 2025 | 476 | 561 | +17.9% |
| February 2025 | 731 | 591 | -19.2% |
| March 2025 | 674 | 694 | +3.0% |
| April 2025 | 925 | 876 | -5.3% |
| 12-Month Avg | 704 | 714 | +1.4% |

Historical New Listing Activity



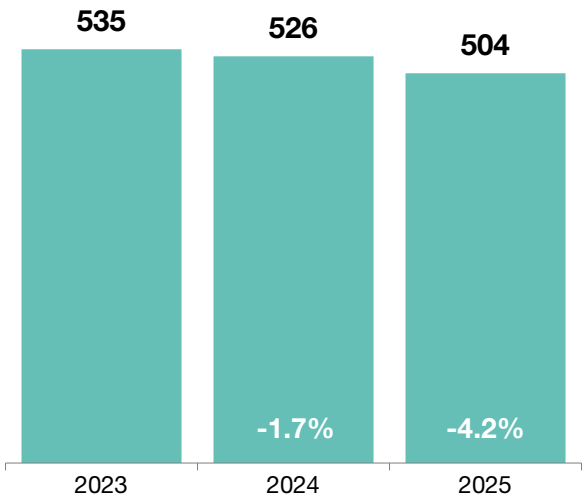
Closed Sales

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

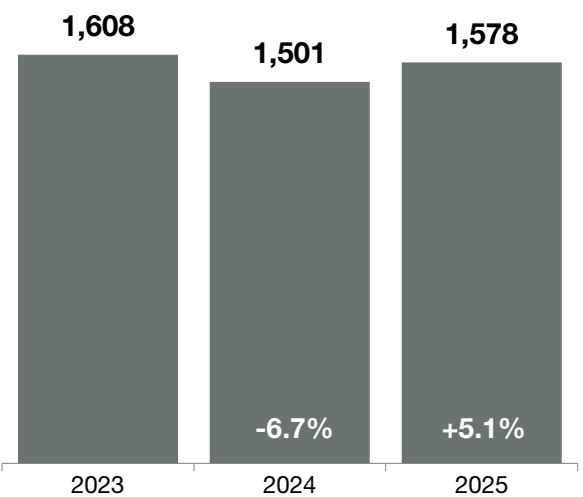
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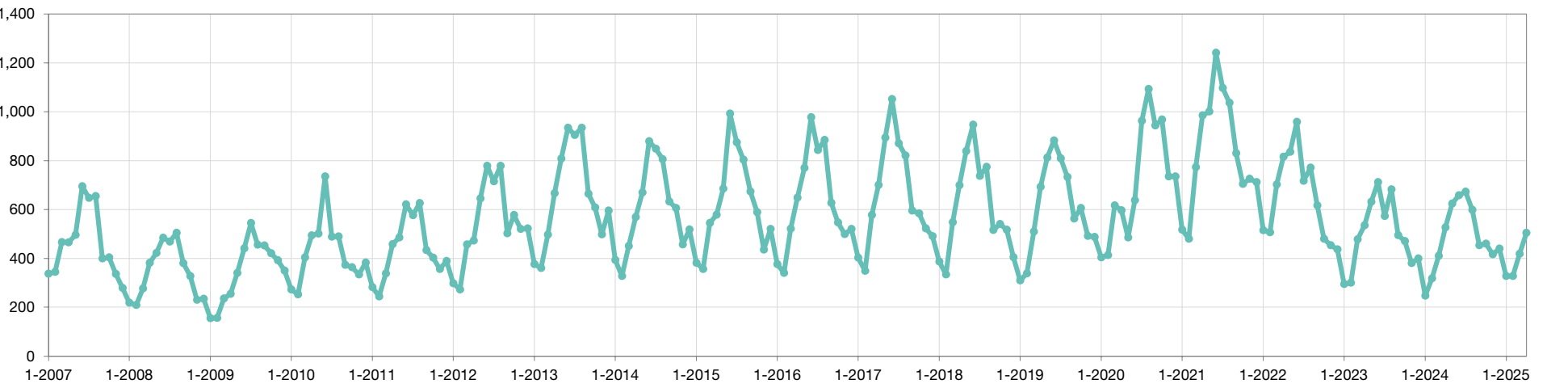


Year To Date



| Month | Prior Year | Current Year | + / - |
|----------------|------------|--------------|--------|
| May 2024 | 631 | 624 | -1.1% |
| June 2024 | 712 | 658 | -7.6% |
| July 2024 | 573 | 673 | +17.5% |
| 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% |
| February 2025 | 318 | 327 | +2.8% |
| March 2025 | 410 | 419 | +2.2% |
| April 2025 | 526 | 504 | -4.2% |
| 12-Month Avg | 487 | 492 | +3.3% |

Historical Closed Sales Activity

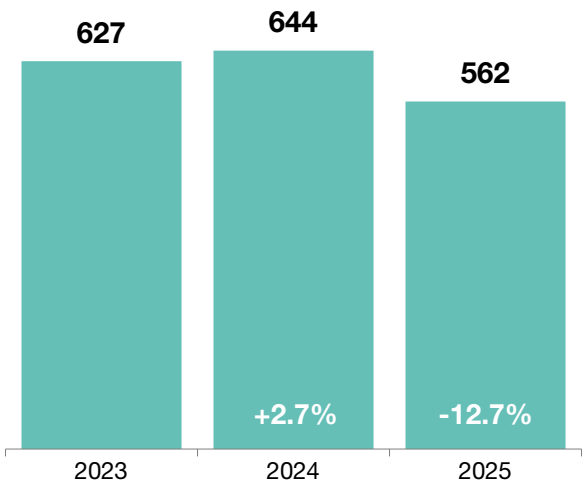


Under Contract

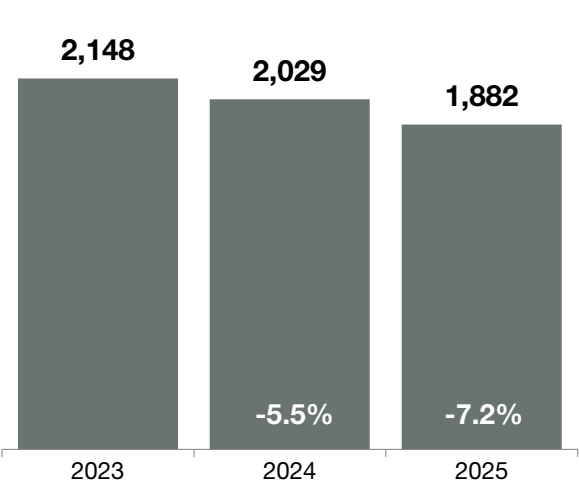
A count of the properties in either a contingent or pending status in a given month.



April

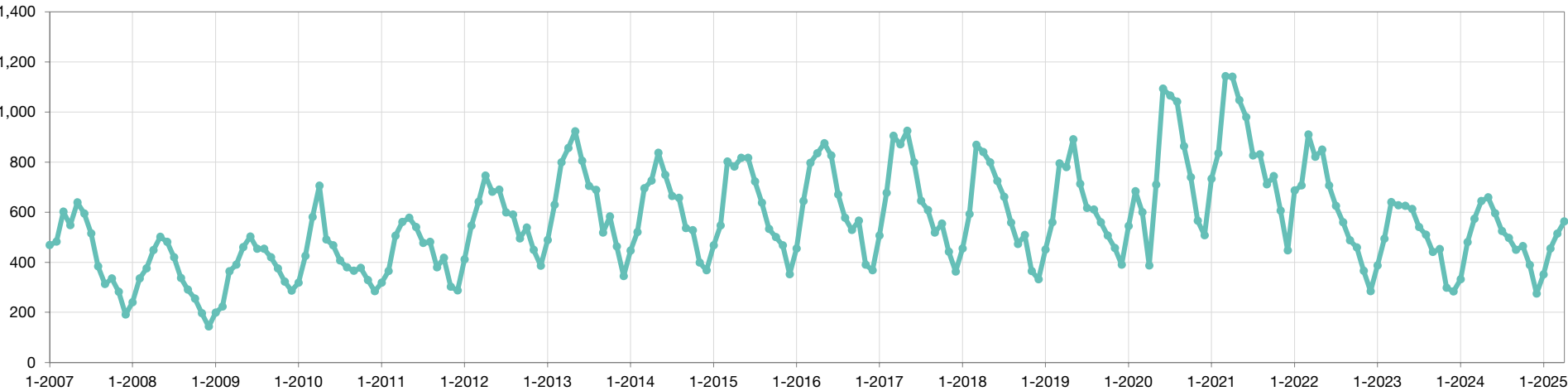


Year To Date



| Month | Prior Year | Current Year | + / - |
|----------------|------------|--------------|--------|
| May 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 | 449 | +1.8% |
| October 2024 | 452 | 464 | +2.7% |
| November 2024 | 298 | 389 | +30.5% |
| December 2024 | 283 | 275 | -2.8% |
| January 2025 | 332 | 351 | +5.7% |
| February 2025 | 480 | 455 | -5.2% |
| March 2025 | 573 | 514 | -10.3% |
| April 2025 | 644 | 562 | -12.7% |
| 12-Month Avg | 483 | 478 | -1.0% |

Historical Under Contract Activity



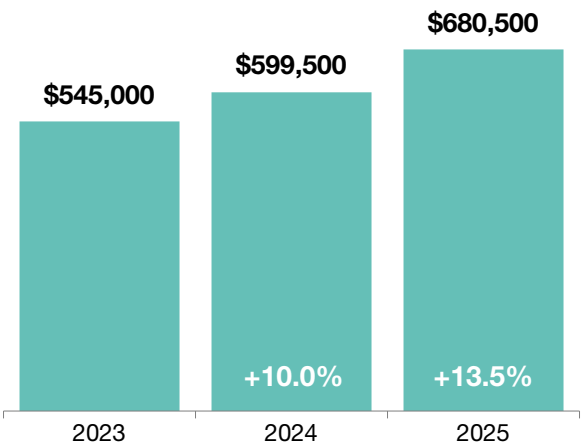
Median Sales Price

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

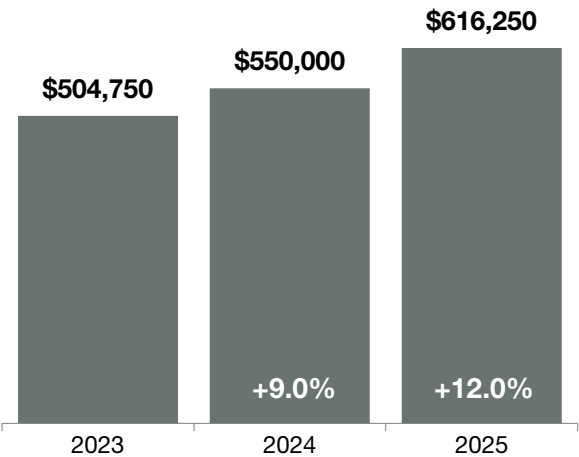
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April

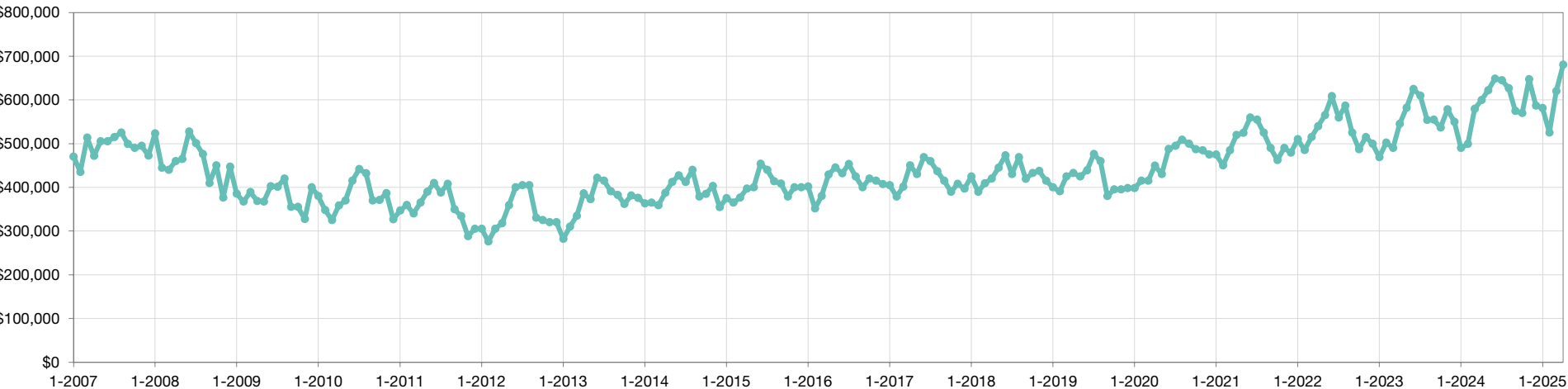


Year To Date



| Month | Prior Year | Current Year | + / - |
|----------------|------------|--------------|--------|
| 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 | \$581,500 | +18.7% |
| February 2025 | \$499,500 | \$525,000 | +5.1% |
| March 2025 | \$579,500 | \$620,000 | +7.0% |
| April 2025 | \$599,500 | \$680,500 | +13.5% |
| 12-Month Med | \$570,000 | \$620,000 | +8.8% |

Historical Median Sales Price



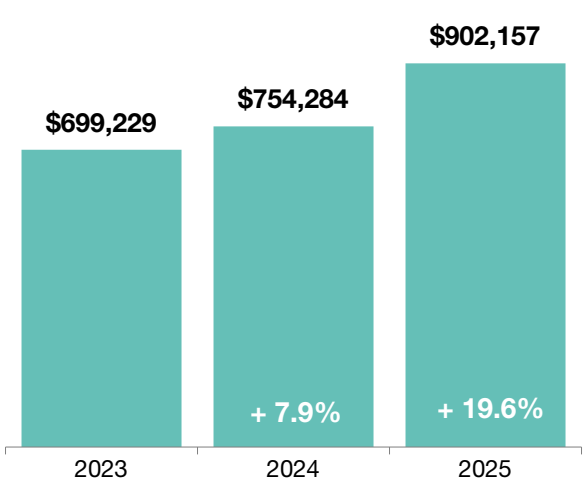
Average Sales Price

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

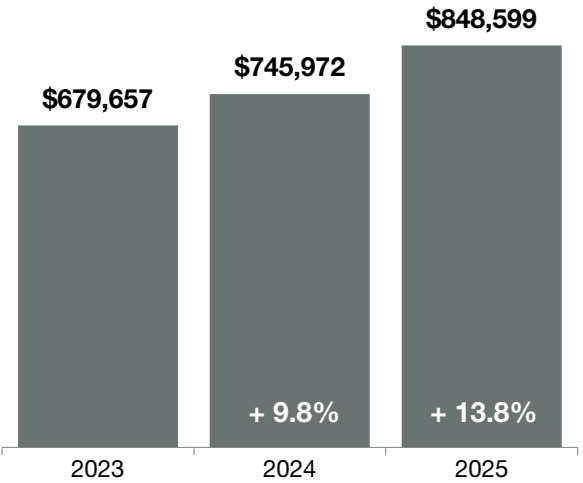
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April

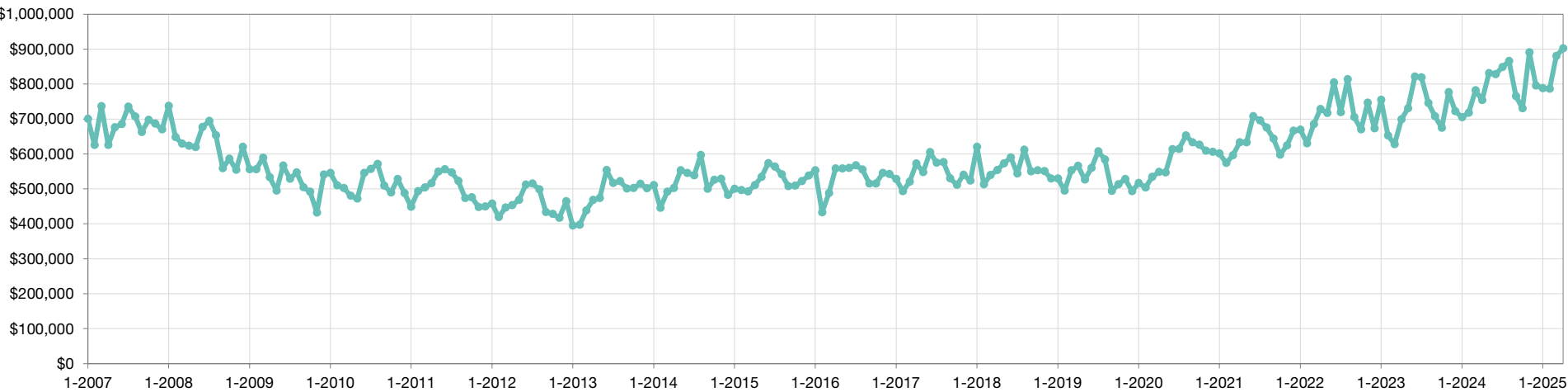


Year To Date



| Month | Prior Year | Current Year | + / - |
|----------------|------------|--------------|--------|
| May 2024 | \$730,791 | \$830,848 | +13.7% |
| 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 | \$788,043 | +11.8% |
| February 2025 | \$717,897 | \$786,431 | +9.5% |
| March 2025 | \$781,736 | \$880,098 | +12.6% |
| April 2025 | \$754,284 | \$902,157 | +19.6% |
| 12-Month Avg | \$752,179 | \$829,587 | +10.3% |

Historical Average Sales Price

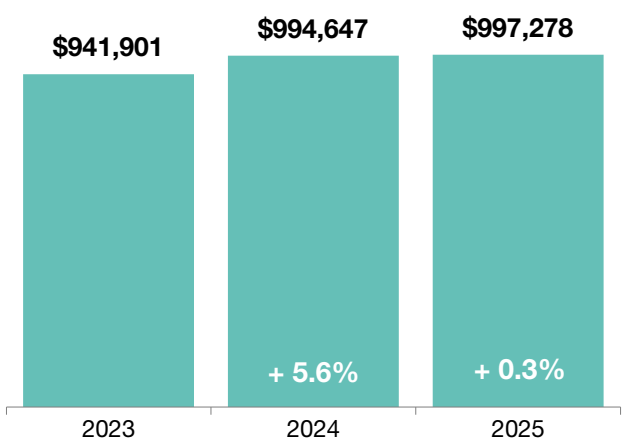


Average List Price

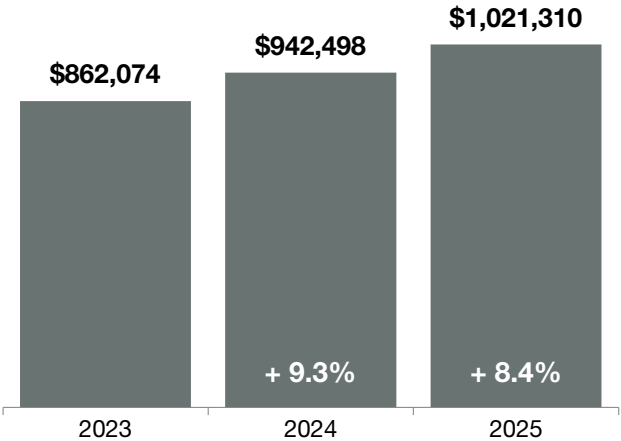
Average list price for all new listings in a given month.



April

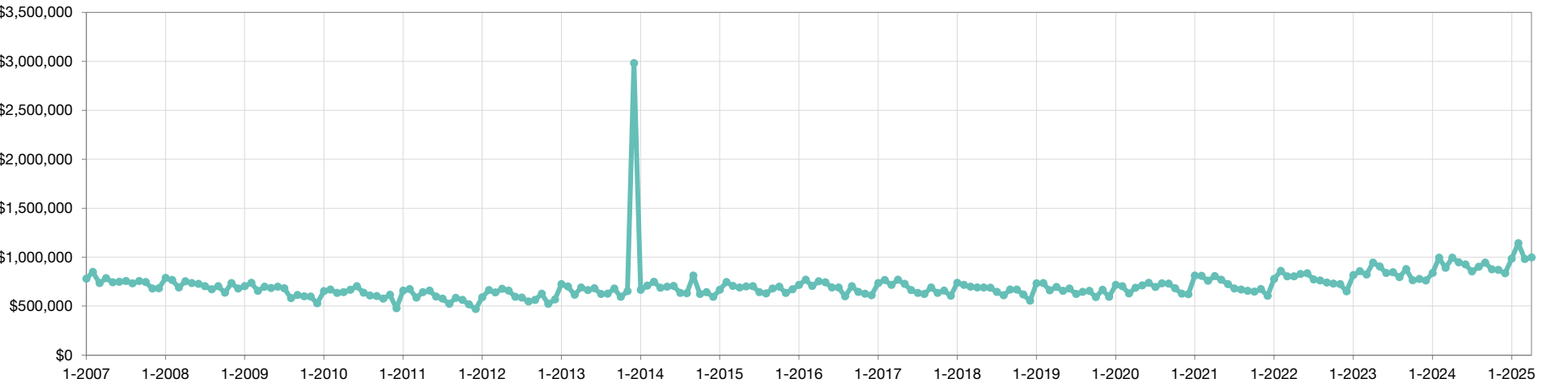


Year To Date



| Month | Prior Year | Current Year | + / - |
|----------------|------------|--------------|--------|
| May 2024 | \$902,351 | \$946,636 | +4.9% |
| June 2024 | \$838,185 | \$924,638 | +10.3% |
| July 2024 | \$844,870 | \$853,429 | +1.0% |
| August 2024 | \$794,222 | \$900,320 | +13.4% |
| September 2024 | \$875,883 | \$943,477 | +7.7% |
| October 2024 | \$762,125 | \$874,245 | +14.7% |
| November 2024 | \$775,463 | \$868,866 | +12.0% |
| December 2024 | \$761,878 | \$834,418 | +9.5% |
| January 2025 | \$838,266 | \$984,097 | +17.4% |
| February 2025 | \$993,635 | \$1,141,782 | +14.9% |
| March 2025 | \$889,073 | \$979,072 | +10.1% |
| April 2025 | \$994,647 | \$997,278 | +0.3% |
| 12-Month Avg | \$867,533 | \$939,547 | +8.3% |

Historical Average List Price



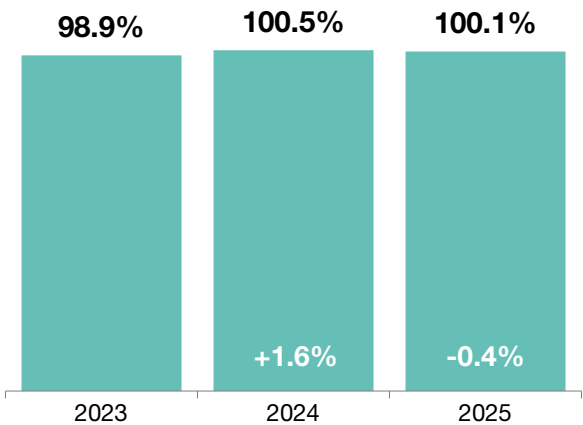
Percent of Original List Price Received

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.

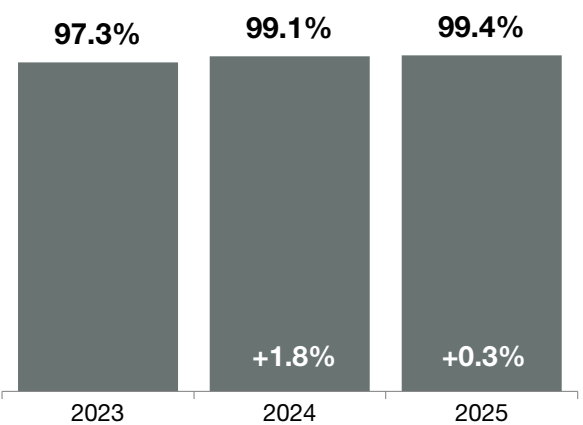
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April

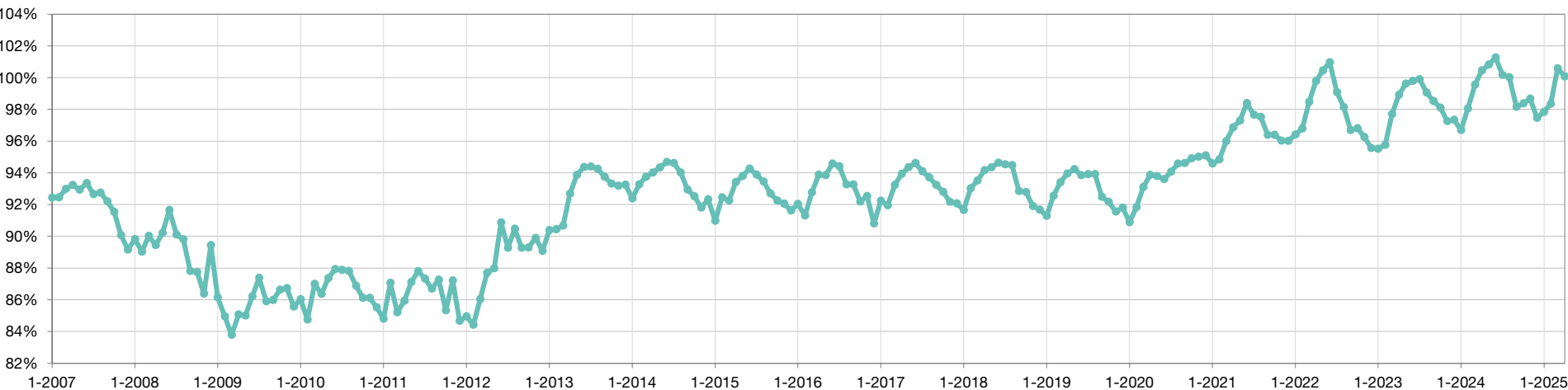


Year To Date



| Month | Prior Year | Current Year | + / - |
|----------------|------------|--------------|-------|
| 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% | 97.8% | +1.2% |
| February 2025 | 98.1% | 98.4% | +0.3% |
| March 2025 | 99.6% | 100.6% | +1.0% |
| April 2025 | 100.5% | 100.1% | -0.4% |
| 12-Month Avg | 98.9% | 99.5% | +0.6% |

Historical Percent of Original List Price Received



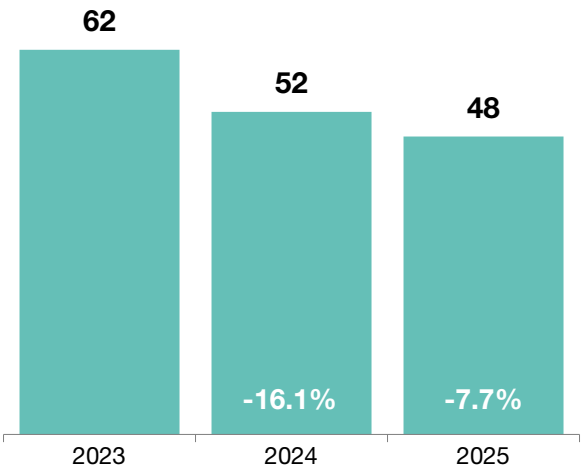
Housing Affordability Index

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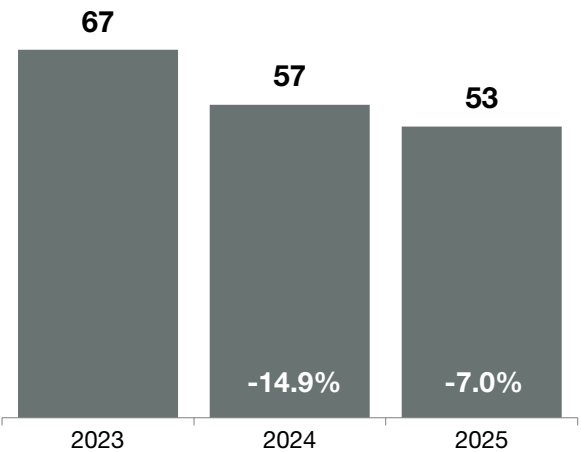
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This index measures housing affordability for the region. For example, an index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater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

April

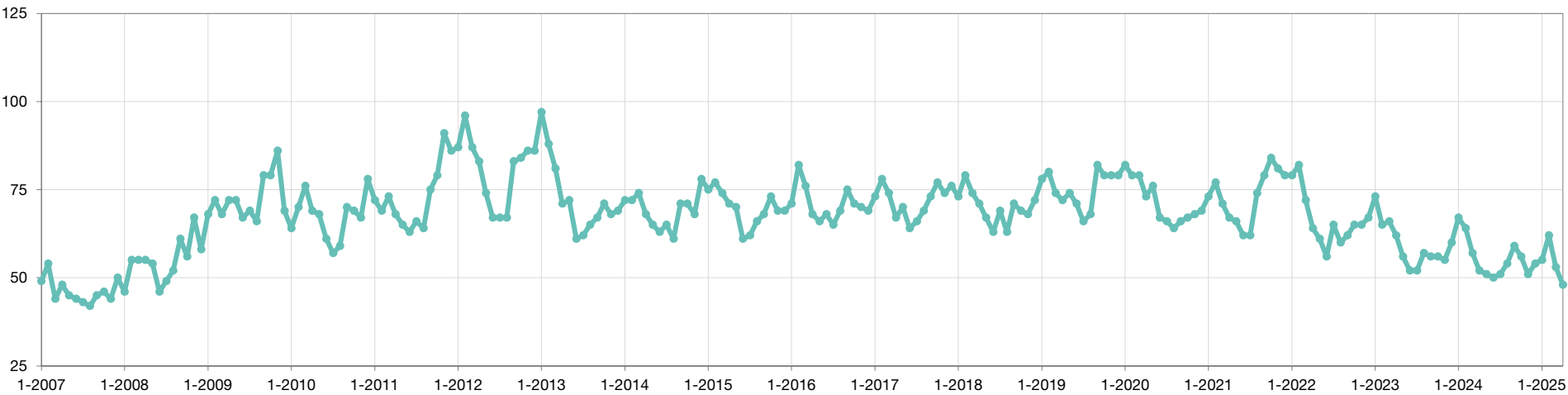


Year To Date



| Month | Prior Year | Current Year | + / - |
|----------------|------------|--------------|--------|
| 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% |
| February 2025 | 64 | 62 | -3.1% |
| March 2025 | 57 | 53 | -7.0% |
| April 2025 | 52 | 48 | -7.7% |
| 12-Month Avg | 57 | 54 | -5.6% |

Historical Housing Affordability Index



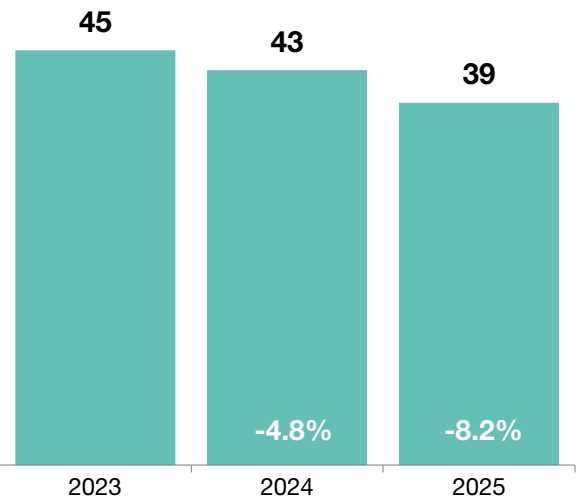
Market Time

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

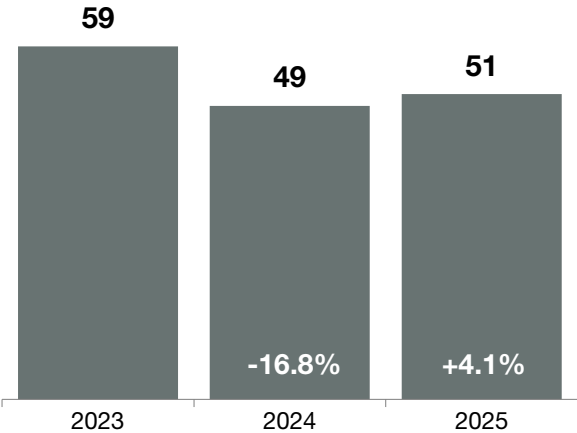
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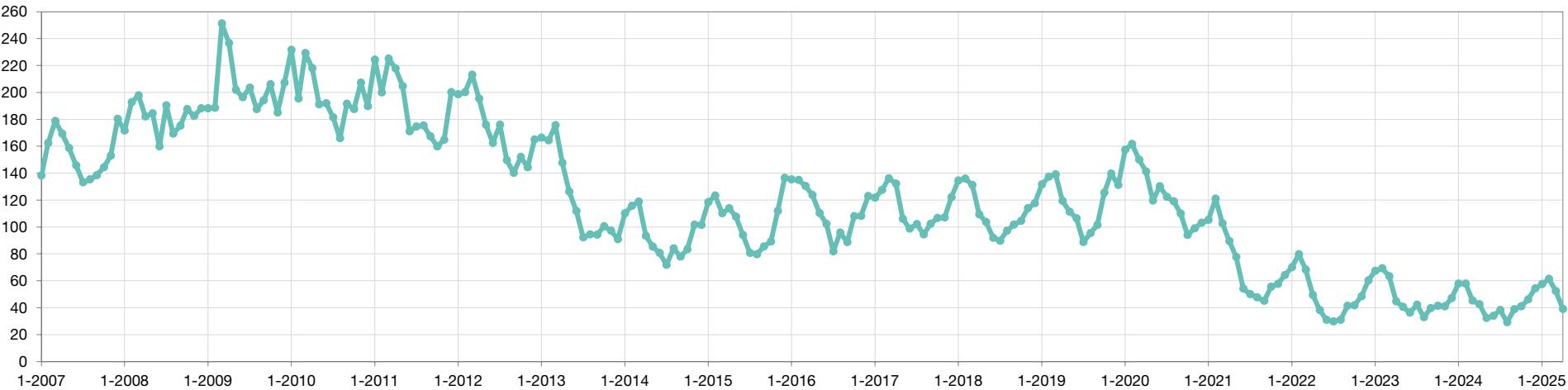


Year To Date



| Month | Prior Year | Current Year | + / - |
|----------------|------------|--------------|--------|
| May 2024 | 41 | 32 | -20.5% |
| 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 | -0.5% |
| February 2025 | 58 | 61 | +6.2% |
| March 2025 | 45 | 52 | +15.6% |
| April 2025 | 43 | 39 | -8.2% |
| 12-Month Avg | 42 | 42 | -0.7% |

Historical Market Times



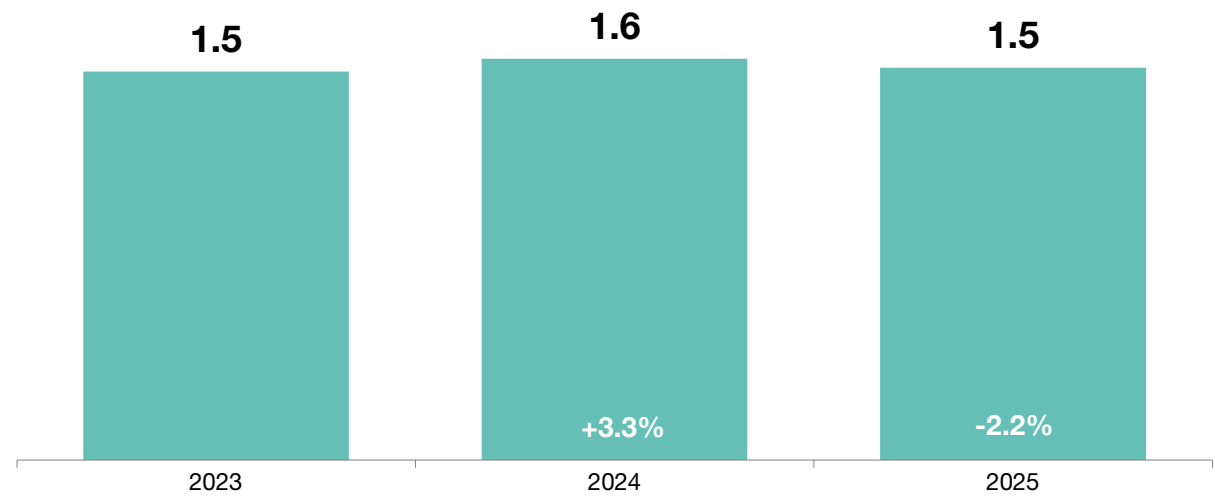
Months Supply of Inventory

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.

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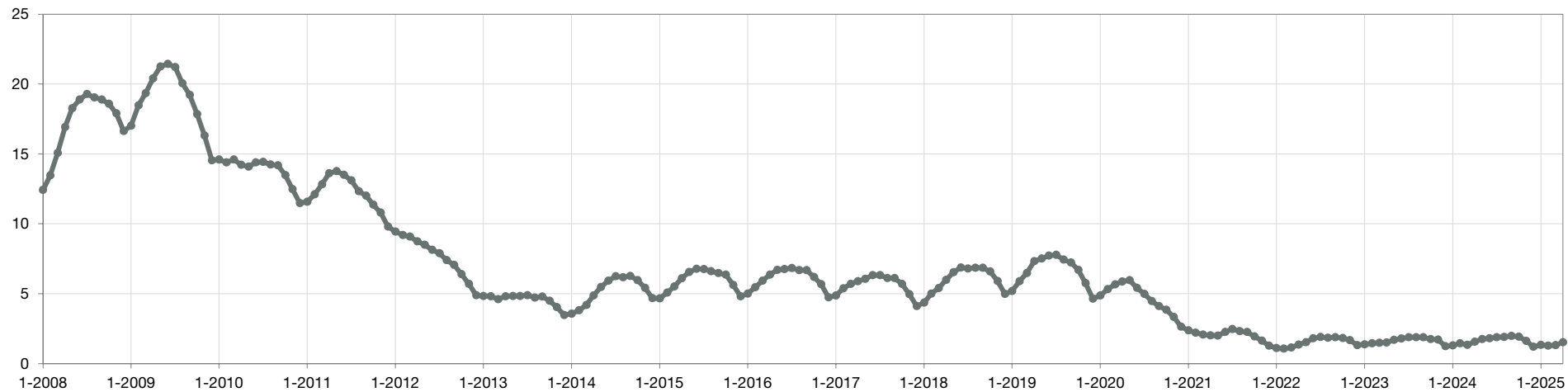
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April



| Month | Prior Year | Current Year | + / - |
|----------------|------------|--------------|--------|
| May 2024 | 1.7 | 1.7 | +3.4% |
| June 2024 | 1.8 | 1.8 | +1.7% |
| July 2024 | 1.9 | 1.9 | -0.6% |
| August 2024 | 1.9 | 1.9 | +1.0% |
| September 2024 | 1.9 | 2.0 | +5.3% |
| October 2024 | 1.7 | 1.9 | +10.7% |
| November 2024 | 1.7 | 1.6 | -5.9% |
| December 2024 | 1.2 | 1.2 | -2.3% |
| January 2025 | 1.3 | 1.3 | +2.8% |
| February 2025 | 1.5 | 1.3 | -11.7% |
| March 2025 | 1.3 | 1.3 | -2.7% |
| April 2025 | 1.6 | 1.5 | -2.2% |
| 12-Month Avg | 1.6 | 1.6 | +0.2% |

Historical Months Supply of Inventory



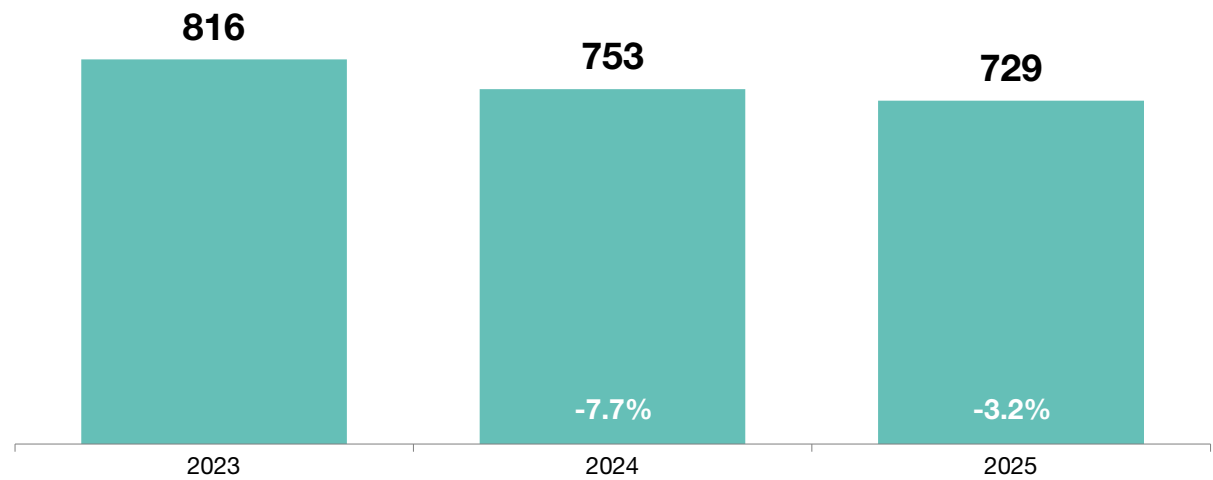
Inventory of Homes for Sale

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

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April



| Month | Prior Year | Current Year | + / - |
|----------------|------------|--------------|--------|
| 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 | 955 | +1.8% |
| October 2024 | 866 | 930 | +7.4% |
| November 2024 | 840 | 788 | -6.2% |
| December 2024 | 606 | 589 | -2.8% |
| January 2025 | 629 | 652 | +3.7% |
| February 2025 | 707 | 628 | -11.2% |
| March 2025 | 645 | 632 | -2.0% |
| April 2025 | 753 | 729 | -3.2% |
| 12-Month Avg | 807 | 787 | -2.4% |

Historical Inventory of Homes for Sale

