

Monthly Indicators

NSBAR

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

July 2025

U.S. existing-home sales fell 2.7% from the previous month to a seasonally adjusted annual rate of 3.93 million, according to the National Association of REALTORS® (NAR). Sales were unchanged from one year earlier. Regionally, monthly sales declined in the Midwest, Northeast, and South but rose in the West. Year-over-year, sales decreased in the Northeast and West but increased in the South and Midwest.

New Listings in the North Shore-Barrington region decreased 0.2 percent to 859. Listings Under Contract were down 4.0 percent to 503. Inventory levels fell 0.4 percent to 902 units.

Prices continued to gain traction. The Median Sales Price increased 6.2 percent to \$685,000. Market Times were down 20.9 percent to 30 days. Sellers were encouraged as Months Supply of Inventory was down 1.2 percent to 1.9 months.

Nationally, the median existing-home sales price rose 2.0% year-over-year to \$435,300, a new monthly high and the 24th consecutive month of annual price gains, according to NAR. Slower sales activity has contributed to rising inventory this year, with 1.53 million properties listed for sale heading into July, a 15.9% increase from the same time last year and equivalent to a 4.7-month supply at the current sales pace.

Quick Facts

- 8.9%

+ 6.2%

- 0.4%

Change in
Closed Sales

Change in
Median Sales Price

Change in
Inventory

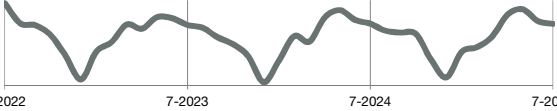
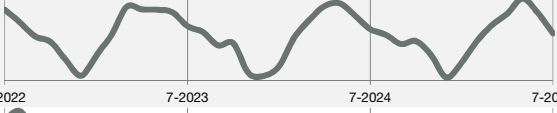









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Market Overview

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

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Key Metrics	Historical Sparklines	7-2024	7-2025	+ / -	YTD 2024	YTD 2025	+ / -
New Listings		861	859	- 0.2%	5,570	5,622	+ 0.9%
Closed Sales		673	613	- 8.9%	3,456	3,473	+ 0.5%
Under Contract (Contingent and Pending)		524	503	- 4.0%	3,805	3,761	- 1.2%
Median Sales Price		\$645,000	\$685,000	+ 6.2%	\$598,000	\$655,000	+ 9.5%
Average Sales Price		\$848,299	\$863,717	+ 1.8%	\$796,930	\$878,632	+ 10.3%
Average List Price		\$854,063	\$917,115	+ 7.4%	\$926,134	\$982,381	+ 6.1%
Percent of Original List Price Received		100.2%	101.2%	+ 1.0%	100.0%	100.3%	+ 0.3%
Housing Affordability Index		51	48	- 5.9%	55	50	- 9.1%
Market Time		38	30	- 20.9%	41	40	- 2.3%
Months Supply of Homes for Sale		1.9	1.9	- 1.2%	--	--	--
Inventory of Homes for Sale		906	902	- 0.4%	--	--	--

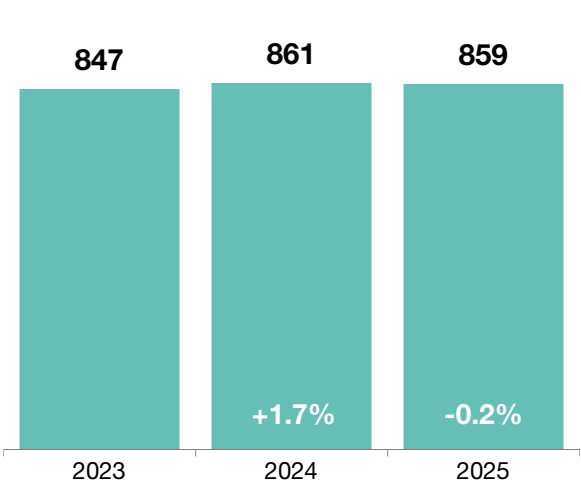
New Listings

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

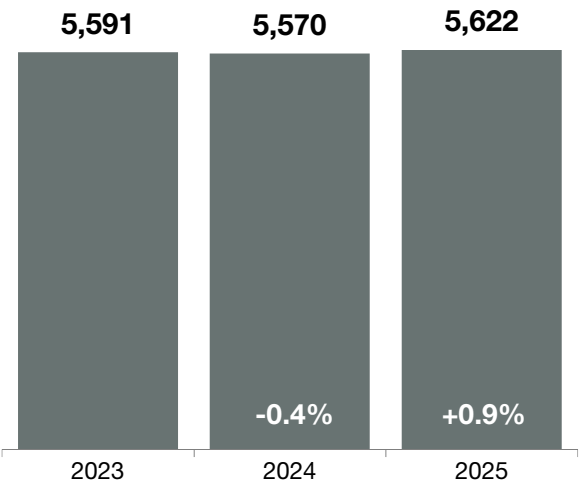
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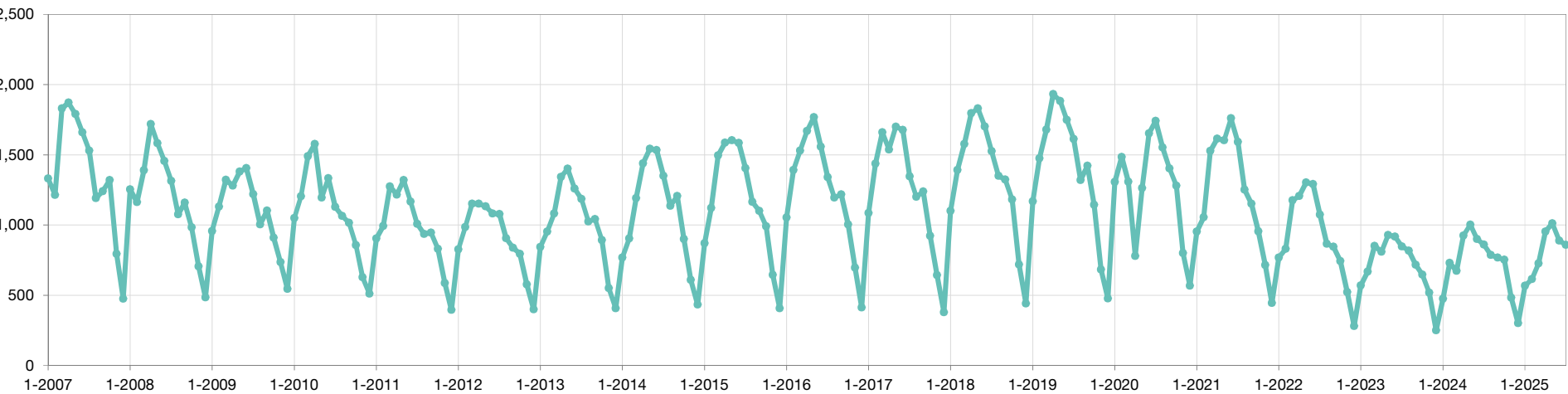


Year To Date



Month	Prior Year	Current Year	+ / -
August 2024	818	787	-3.8%
September 2024	717	769	+7.3%
October 2024	647	753	+16.4%
November 2024	518	483	-6.8%
December 2024	251	301	+19.9%
January 2025	476	567	+19.1%
February 2025	731	616	-15.7%
March 2025	674	726	+7.7%
April 2025	925	953	+3.0%
May 2025	1,002	1,012	+1.0%
June 2025	901	889	-1.3%
July 2025	861	859	-0.2%
12-Month Avg	710	726	+2.3%

Historical New Listing Activity



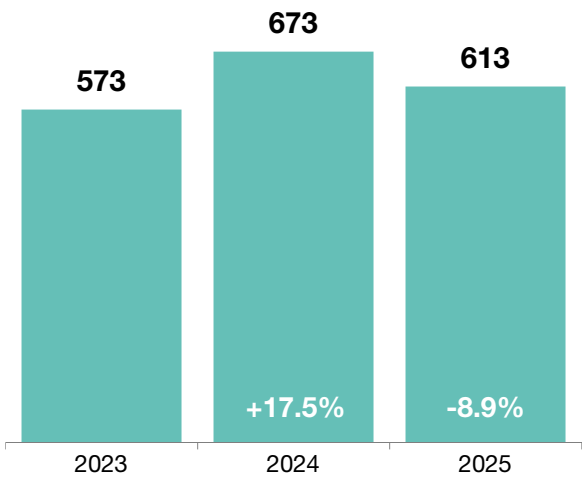
Closed Sales

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

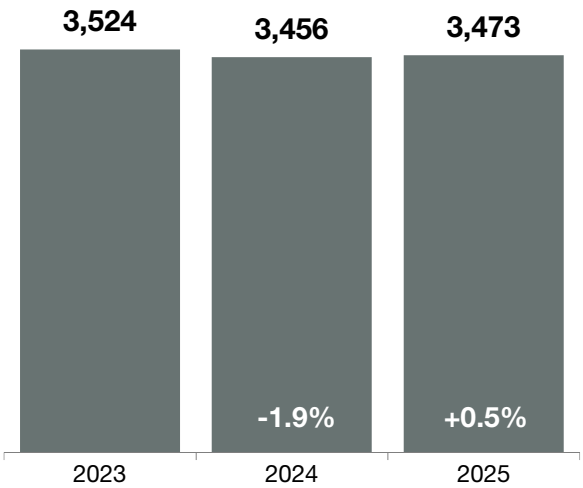
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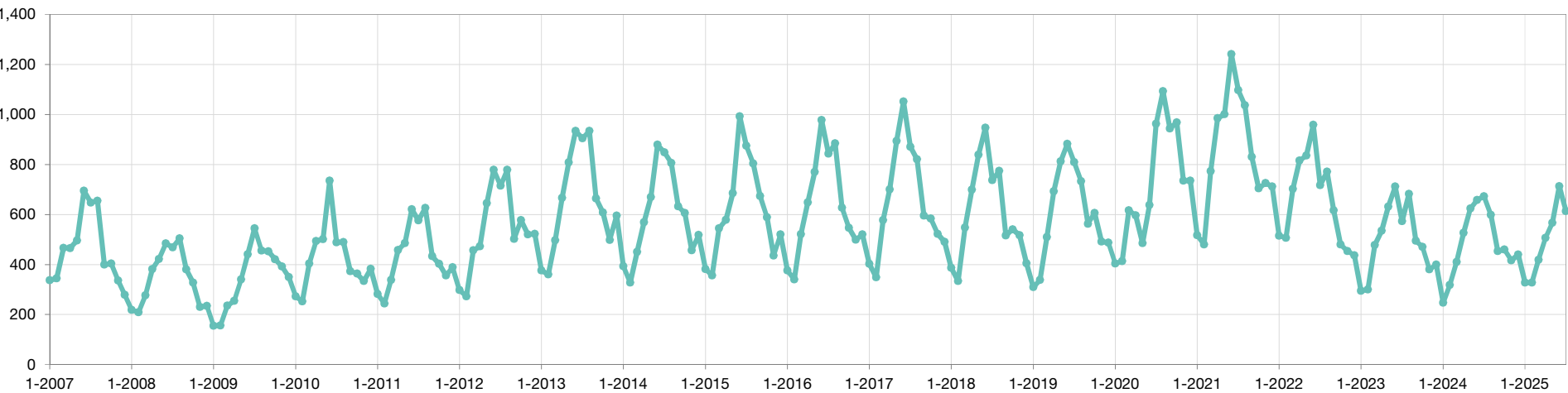


Year To Date



Month	Prior Year	Current Year	+ / -
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	506	-3.8%
May 2025	624	567	-9.1%
June 2025	658	713	+8.4%
July 2025	673	613	-8.9%
12-Month Avg	490	487	+1.8%

Historical Closed Sales Activity



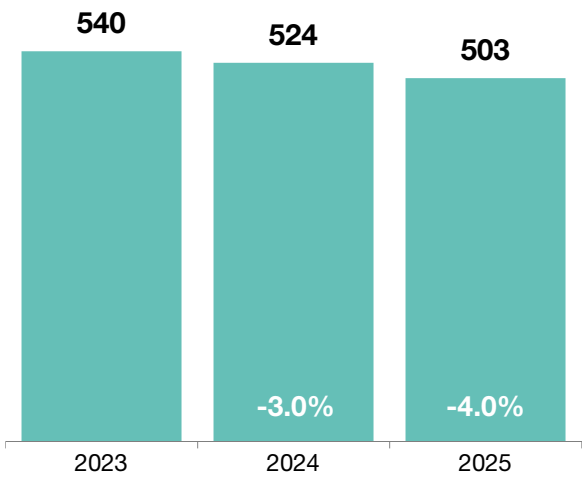
Under Contract

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

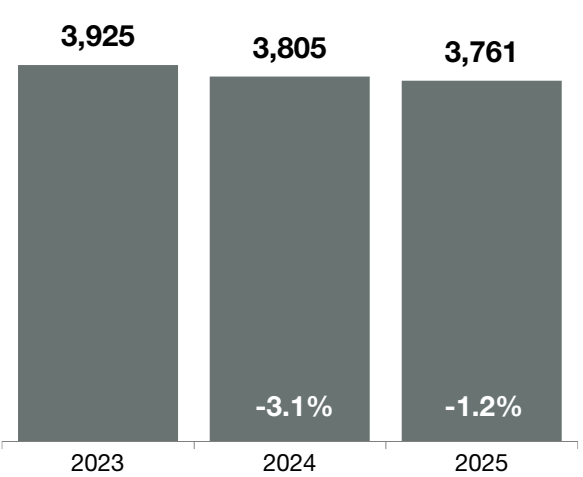
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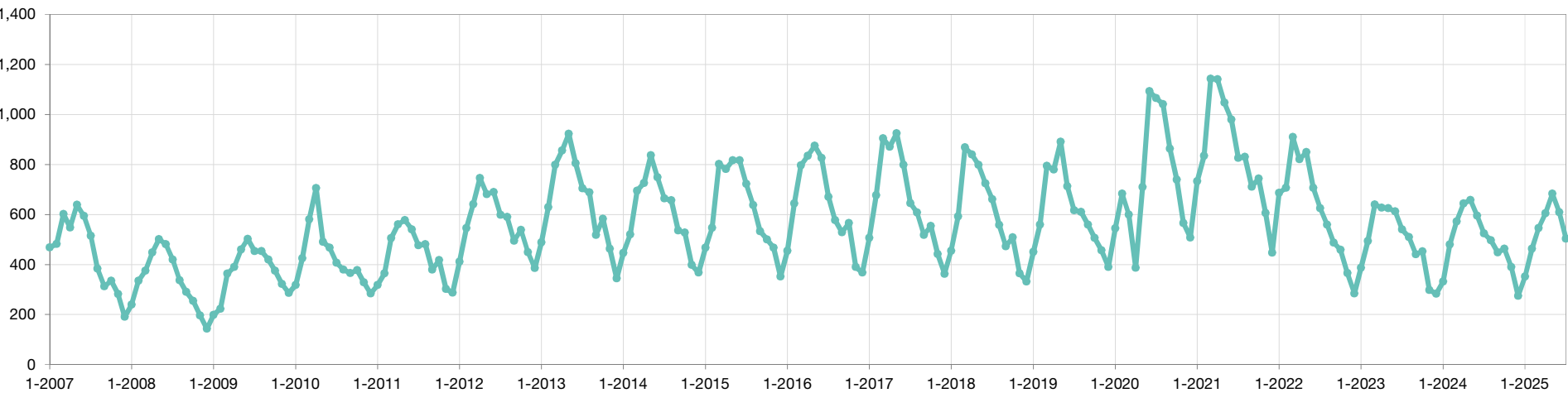


Year To Date



Month	Prior Year	Current Year	+ / -
August 2024	510	497	-2.5%
September 2024	441	448	+1.6%
October 2024	452	463	+2.4%
November 2024	298	390	+30.9%
December 2024	283	275	-2.8%
January 2025	332	352	+6.0%
February 2025	480	463	-3.5%
March 2025	572	546	-4.5%
April 2025	644	605	-6.1%
May 2025	658	683	+3.8%
June 2025	595	609	+2.4%
July 2025	524	503	-4.0%
12-Month Avg	482	486	+0.8%

Historical Under Contract Activity



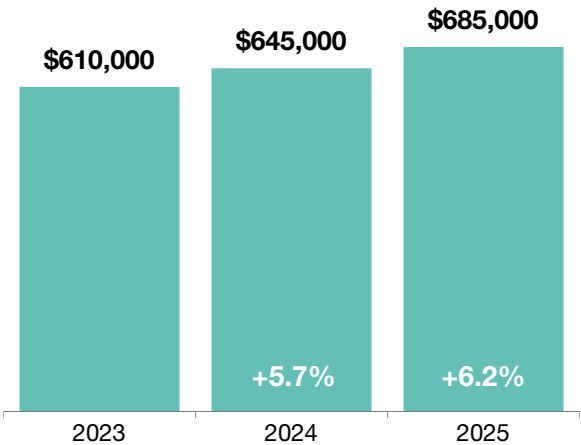
Median Sales Price

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

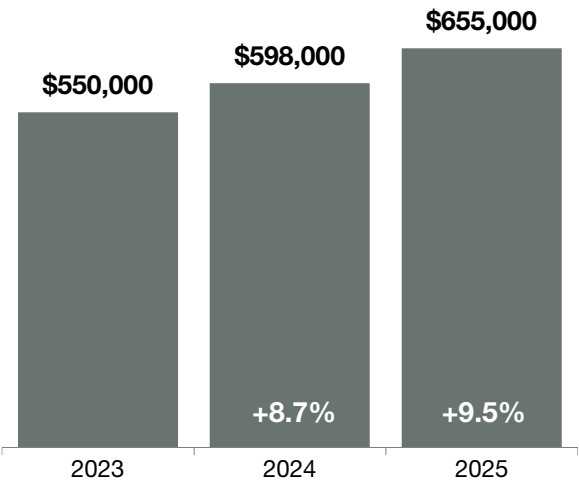
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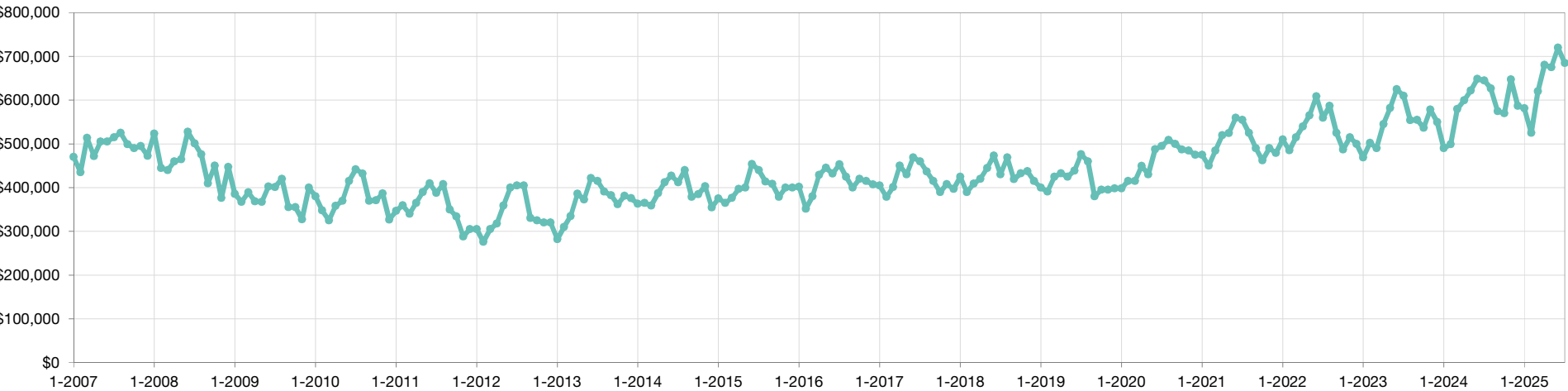


Year To Date



Month	Prior Year	Current Year	+ / -
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%
May 2025	\$622,000	\$675,000	+8.5%
June 2025	\$648,500	\$720,000	+11.0%
July 2025	\$645,000	\$685,000	+6.2%
12-Month Med	\$575,000	\$635,000	+10.4%

Historical Median Sales Price



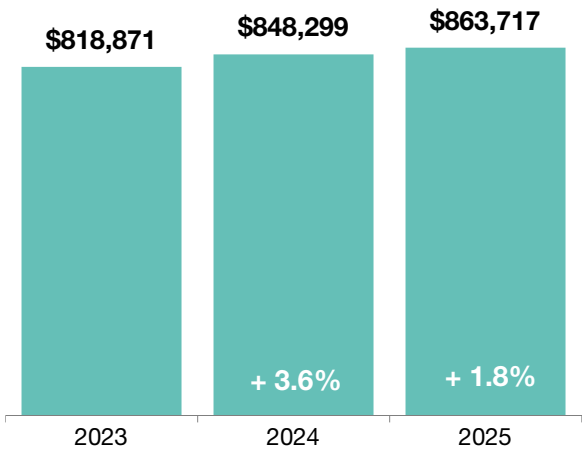
Average Sales Price

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

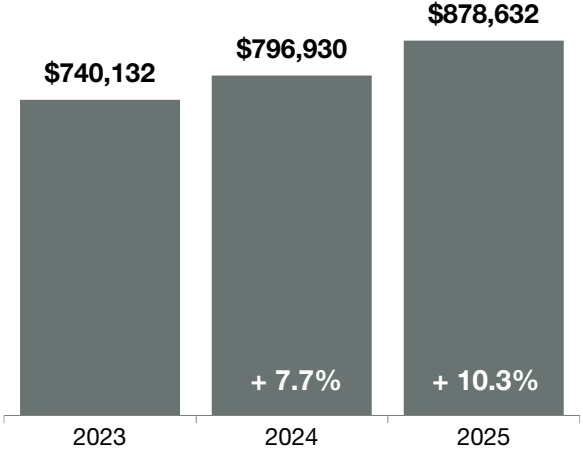
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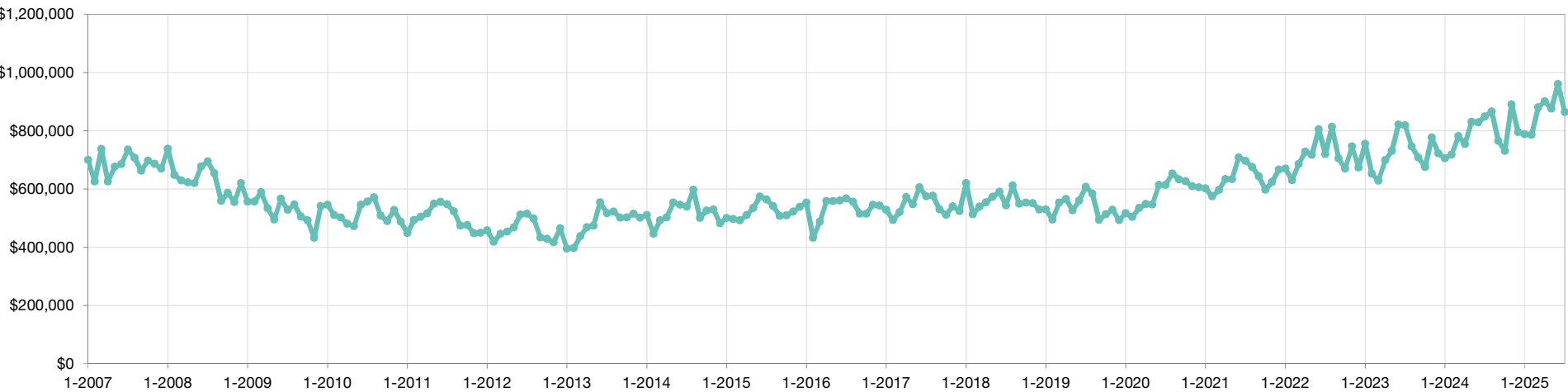


Year To Date



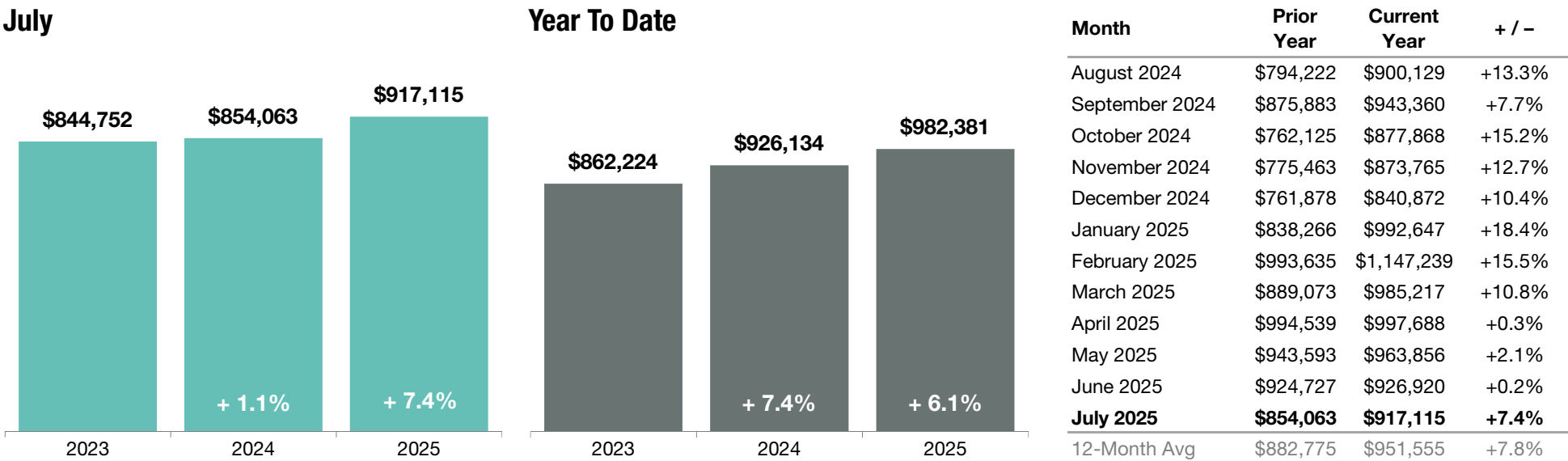
Month	Prior Year	Current Year	+ / -
August 2024	\$746,072	\$865,616	+16.0%
September 2024	\$708,096	\$765,606	+8.1%
October 2024	\$674,997	\$730,341	+8.2%
November 2024	\$776,825	\$890,665	+14.7%
December 2024	\$722,231	\$795,495	+10.1%
January 2025	\$705,050	\$788,043	+11.8%
February 2025	\$717,897	\$786,431	+9.5%
March 2025	\$781,736	\$880,098	+12.6%
April 2025	\$754,284	\$901,408	+19.5%
May 2025	\$830,848	\$876,104	+5.4%
June 2025	\$828,466	\$960,398	+15.9%
July 2025	\$848,299	\$863,717	+1.8%
12-Month Avg	\$767,448	\$851,447	+10.9%

Historical Average Sales Price

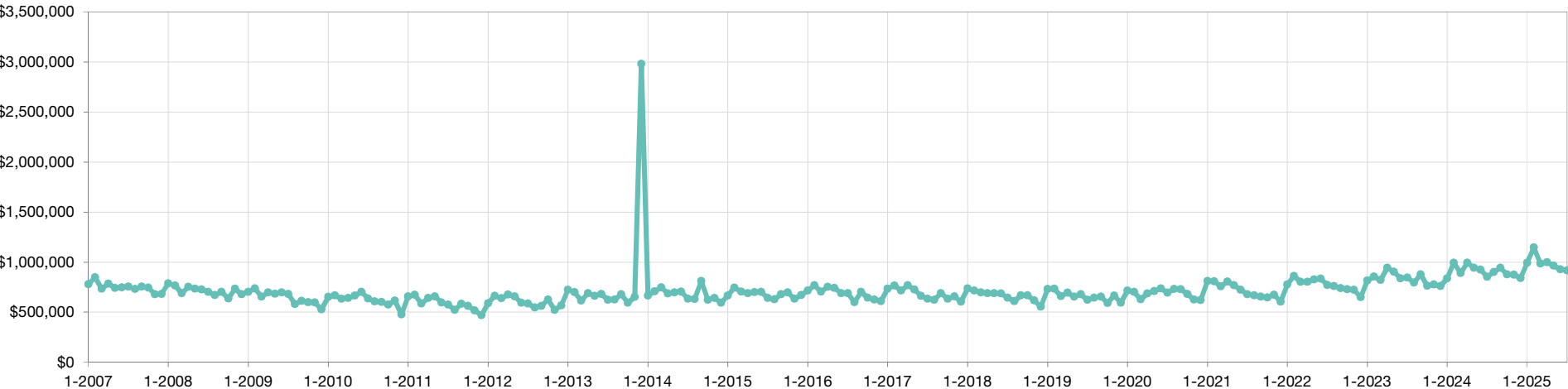


Average List Price

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



Historical Average List Price



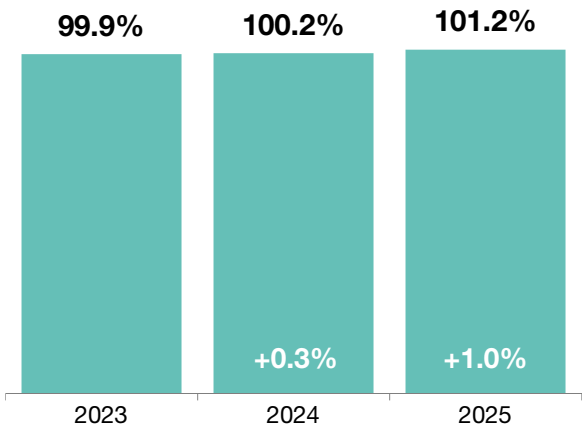
Percent of Original List Price Received

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.

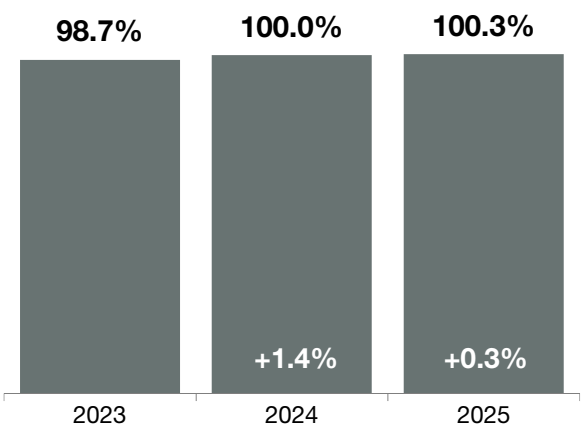
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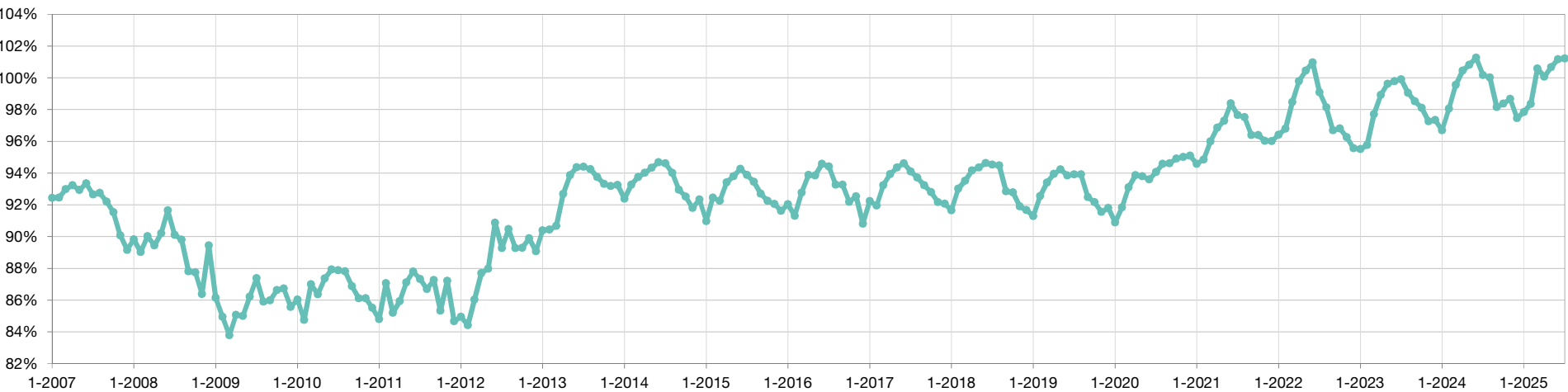


Year To Date



Month	Prior Year	Current Year	+ / -
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%
May 2025	100.8%	100.7%	-0.2%
June 2025	101.3%	101.2%	-0.1%
July 2025	100.2%	101.2%	+1.0%
12-Month Avg	99.3%	99.6%	+0.3%

Historical Percent of Original List Price Received



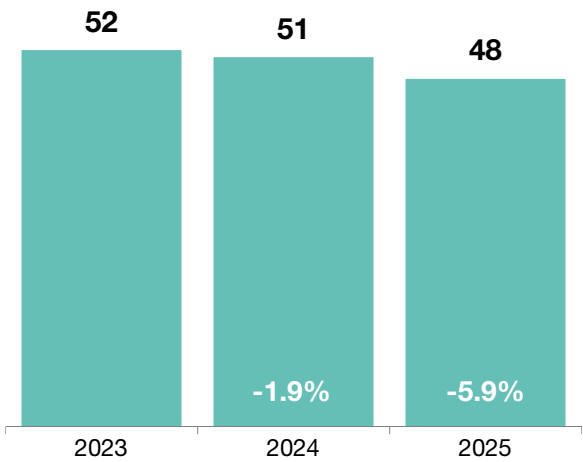
Housing Affordability Index

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.**

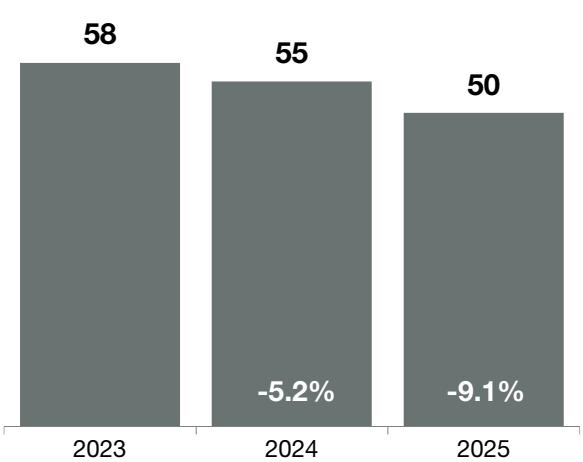
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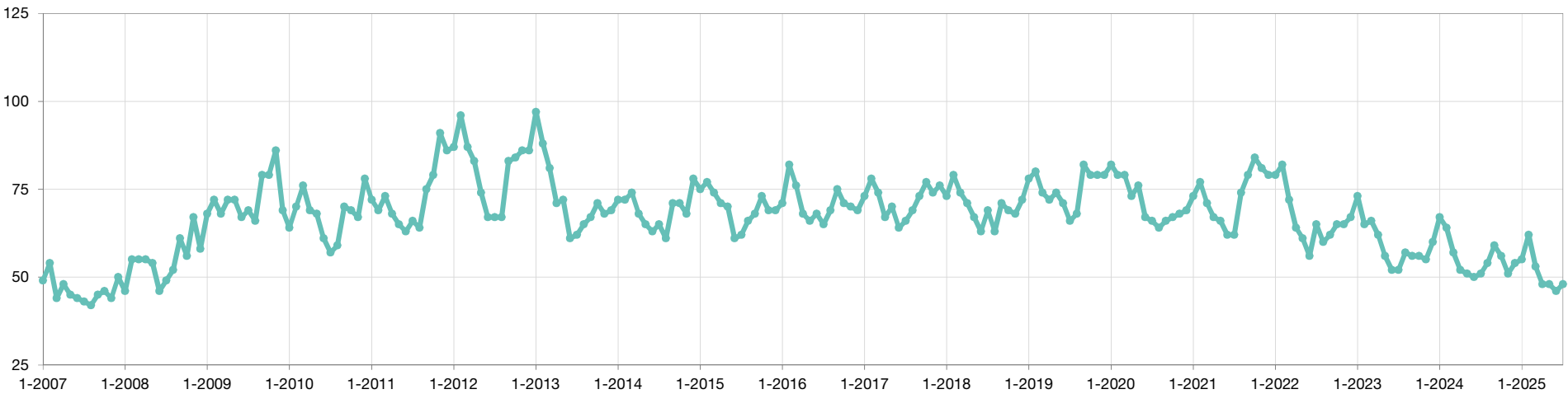


Year To Date



Month	Prior Year	Current Year	+ / -
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%
May 2025	51	48	-5.9%
June 2025	50	46	-8.0%
July 2025	51	48	-5.9%
12-Month Avg	56	53	-6.1%

Historical Housing Affordability Index

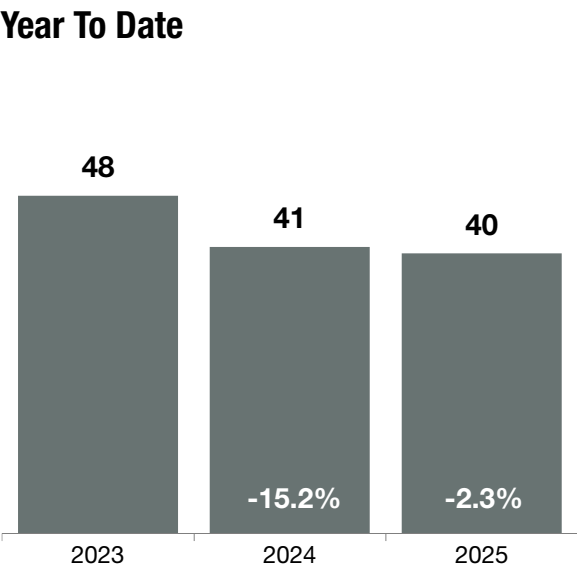
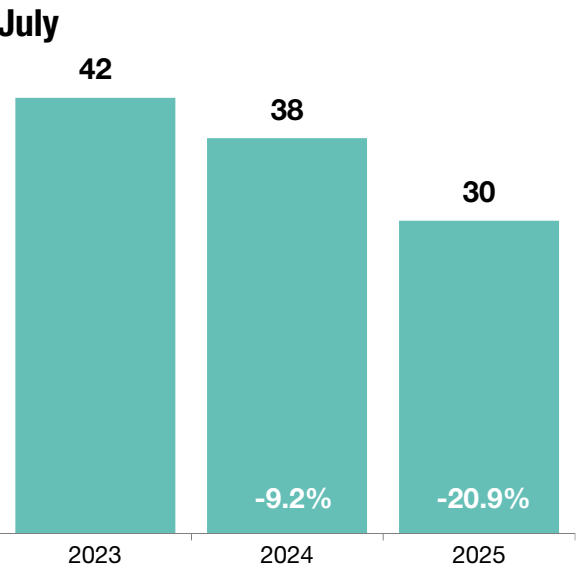


Market Time

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

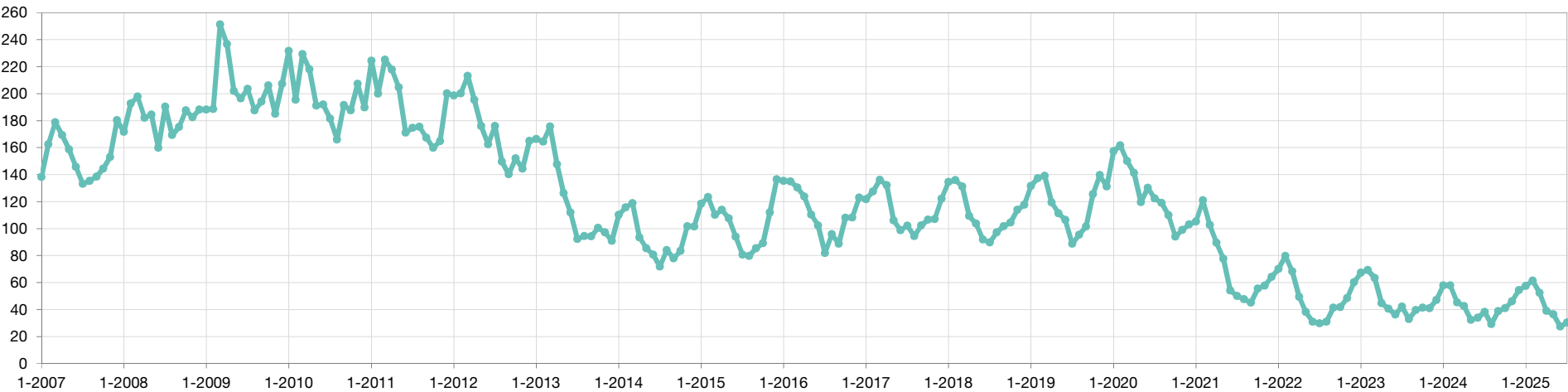
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Month	Prior Year	Current Year	+ / -
August 2024	33	29	-11.5%
September 2024	40	39	-2.0%
October 2024	41	41	-1.0%
November 2024	41	46	+12.7%
December 2024	47	54	+15.4%
January 2025	58	58	-0.5%
February 2025	58	61	+6.2%
March 2025	45	52	+15.6%
April 2025	43	39	-8.3%
May 2025	32	36	+12.6%
June 2025	34	27	-19.2%
July 2025	38	30	-20.9%
12-Month Avg	40	40	+0.1%

Historical Market Times



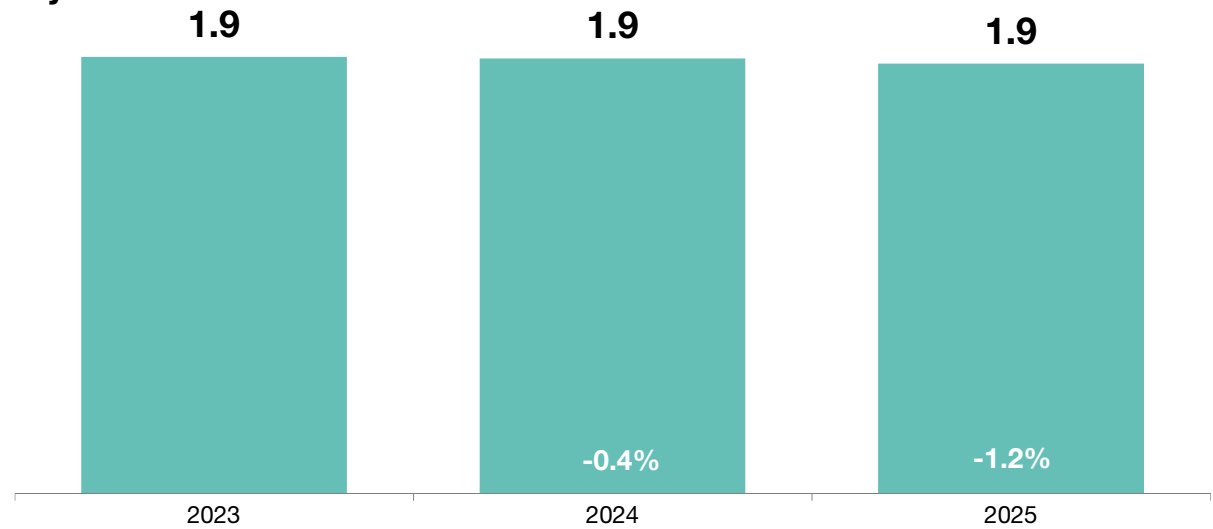
Months Supply of Inventory

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.

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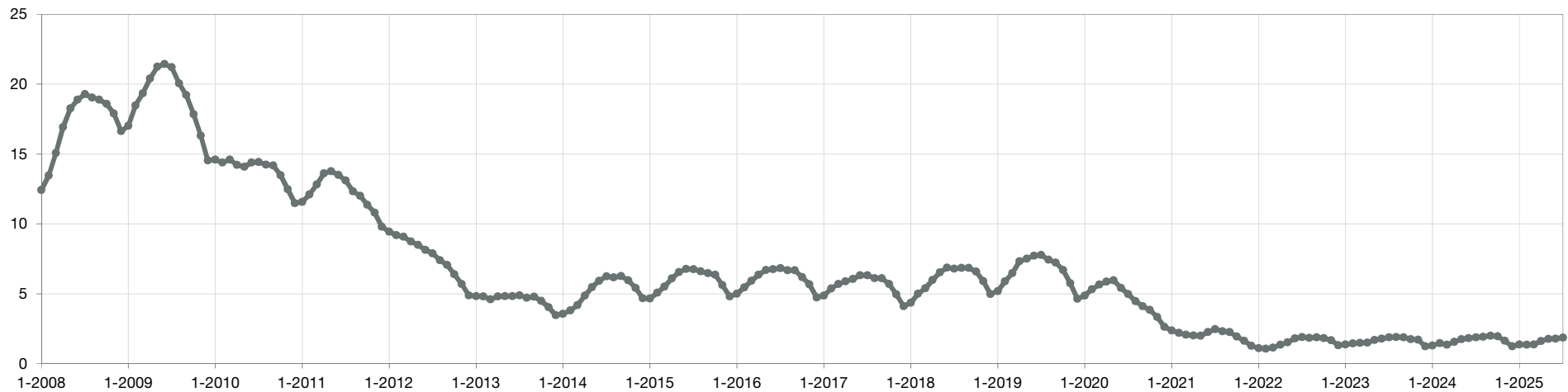
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Month	Prior Year	Current Year	+ / -
August 2024	1.9	1.9	+1.2%
September 2024	1.9	2.0	+5.7%
October 2024	1.7	1.9	+11.9%
November 2024	1.7	1.6	-4.6%
December 2024	1.2	1.2	-0.1%
January 2025	1.3	1.4	+6.2%
February 2025	1.5	1.4	-7.0%
March 2025	1.3	1.4	+1.6%
April 2025	1.6	1.6	+3.4%
May 2025	1.7	1.8	+1.1%
June 2025	1.8	1.8	-1.6%
July 2025	1.9	1.9	-1.2%
12-Month Avg	1.6	1.7	+1.4%

Historical Months Supply of Inventory



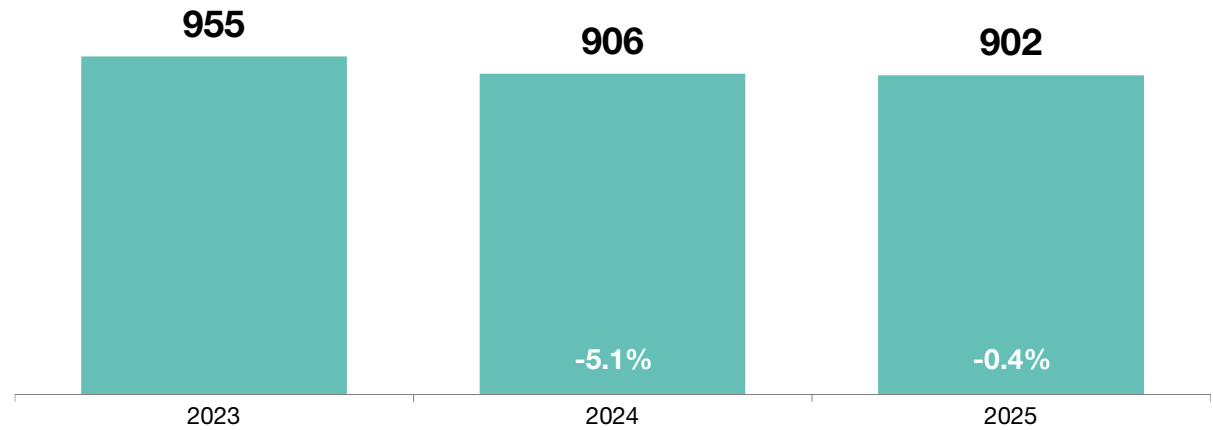
Inventory of Homes for Sale

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

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Month	Prior Year	Current Year	+ / -
August 2024	950	921	-3.1%
September 2024	939	959	+2.1%
October 2024	867	940	+8.4%
November 2024	841	799	-5.0%
December 2024	607	603	-0.7%
January 2025	630	674	+7.0%
February 2025	708	663	-6.4%
March 2025	646	666	+3.1%
April 2025	754	783	+3.8%
May 2025	847	859	+1.4%
June 2025	878	871	-0.8%
July 2025	906	902	-0.4%
12-Month Avg	798	803	+0.8%

Historical Inventory of Homes for Sale

