

# 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

## August 2025

U.S. existing-home sales rose 2.0% month-over-month and 0.8% year-over-year to a seasonally adjusted annual rate of 4.01 million units, according to the National Association of REALTORS® (NAR). Economists polled by Reuters had forecast a rate of 3.92 million units. Regionally, sales increased on a monthly basis in the West, South, and Northeast, but declined in the Midwest.

New Listings in the North Shore-Barrington region decreased 11.5 percent to 697. Listings Under Contract were down 9.1 percent to 452. Inventory levels fell 6.2 percent to 865 units.

Prices continued to gain traction. The Median Sales Price increased 21.2 percent to \$760,000. Market Times were up 23.3 percent to 36 days. Sellers were encouraged as Months Supply of Inventory was down 7.1 percent to 1.8 months.

Nationally, 1.55 million units were listed for sale heading into August, up 0.6% from the previous month and 15.7% higher than the same time last year, representing a 4.6-month supply at the current sales pace, according to NAR. Inventory is now at its highest level since May 2020, a shift that has helped slow price growth in many markets. As a result, the national median existing-home sales price edged up just 0.2% year-over-year to \$422,400.

## Quick Facts

+ 4.7%	+ 21.2%	- 6.2%
Change in Closed Sales	Change in Median Sales Price	Change in Inventory

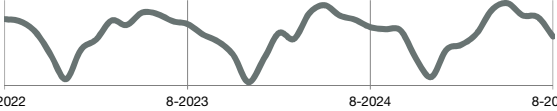
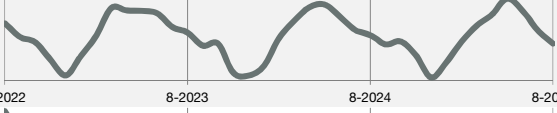
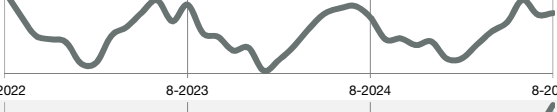

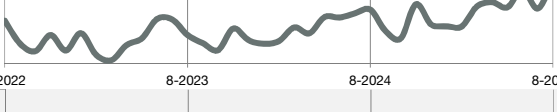






Market Overview	2
New Listings	3
Closed Sales	4
Under Contract	5
Median Sales Price	6
Average Sales Price	7
Average List Price	8
Percent of Original List Price Received	9
Housing Affordability Index	10
Market Time	11
Months Supply of Inventory	12
Inventory of Homes for Sale	13

# Market Overview

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

**NSBAR**

NORTH SHORE-BARRINGTON  
ASSOCIATION OF REALTORS®

Key Metrics	Historical Sparklines	8-2024	8-2025	+ / -	YTD 2024	YTD 2025	+ / -
New Listings		788	697	- 11.5%	6,358	6,379	+ 0.3%
Closed Sales		599	627	+ 4.7%	4,055	4,105	+ 1.2%
Under Contract (Contingent and Pending)		497	452	- 9.1%	4,302	4,260	- 1.0%
Median Sales Price		\$627,000	\$760,000	+ 21.2%	\$600,000	\$673,382	+ 12.2%
Average Sales Price		\$865,616	\$1,002,851	+ 15.9%	\$807,076	\$898,547	+ 11.3%
Average List Price		\$943,403	\$902,755	- 4.3%	\$928,276	\$975,878	+ 5.1%
Percent of Original List Price Received		100.0%	99.8%	- 0.2%	100.0%	100.2%	+ 0.2%
Housing Affordability Index		54	43	- 20.4%	56	49	- 12.5%
Market Time		29	36	+ 23.3%	39	40	+ 0.6%
Months Supply of Homes for Sale		1.9	1.8	- 7.1%	--	--	--
Inventory of Homes for Sale		922	865	- 6.2%	--	--	--

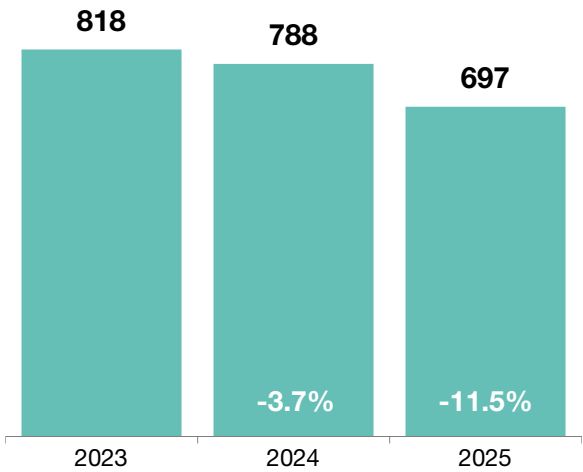
# New Listings

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

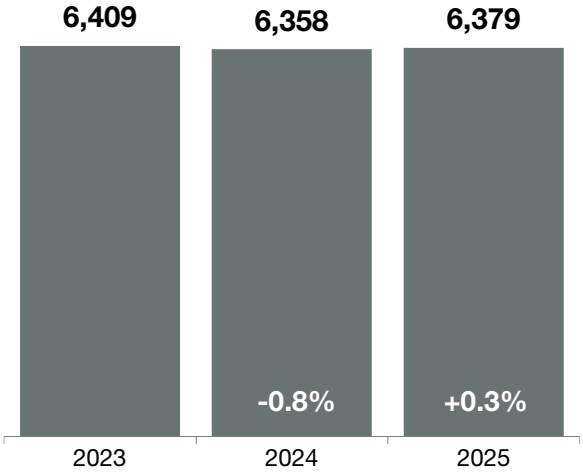
NSBAR

NORTH SHORE-BARRINGTON  
ASSOCIATION OF REALTORS®

## August

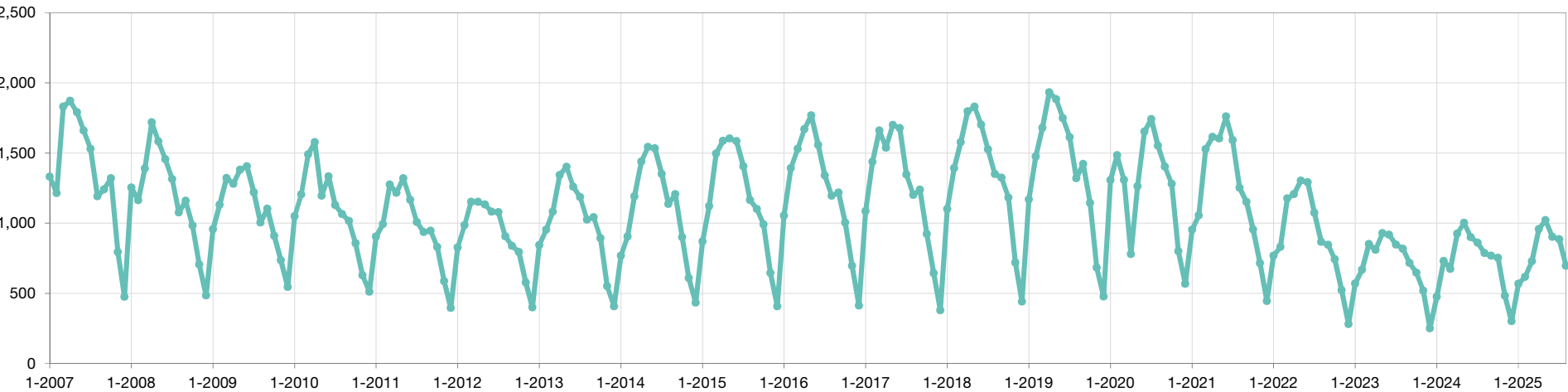


## Year To Date



Month	Prior Year	Current Year	+ / -
September 2024	717	769	+7.3%
October 2024	647	754	+16.5%
November 2024	518	483	-6.8%
December 2024	251	301	+19.9%
January 2025	476	568	+19.3%
February 2025	731	617	-15.6%
March 2025	674	729	+8.2%
April 2025	925	958	+3.6%
May 2025	1,002	1,021	+1.9%
June 2025	901	903	+0.2%
July 2025	861	886	+2.9%
August 2025	788	697	-11.5%
12-Month Avg	708	724	+2.3%

## Historical New Listing Activity



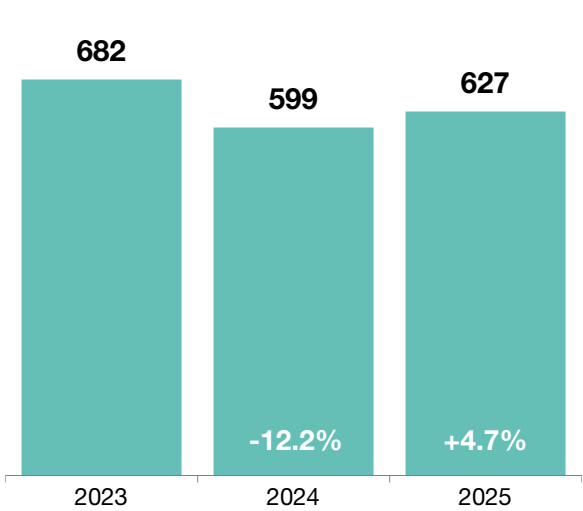
# Closed Sales

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

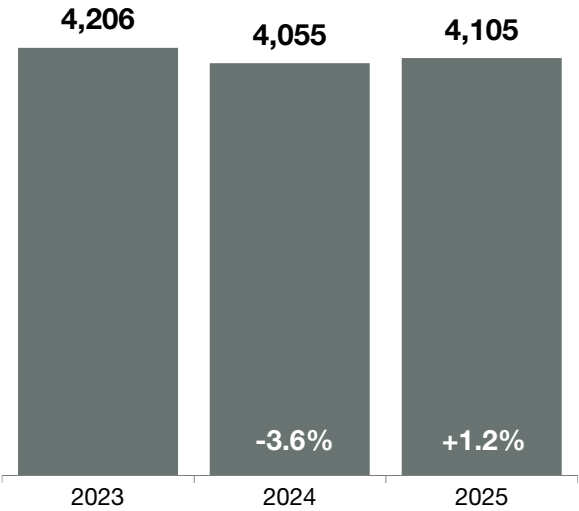
NSBAR

NORTH SHORE-BARRINGTON  
ASSOCIATION OF REALTORS®

## August

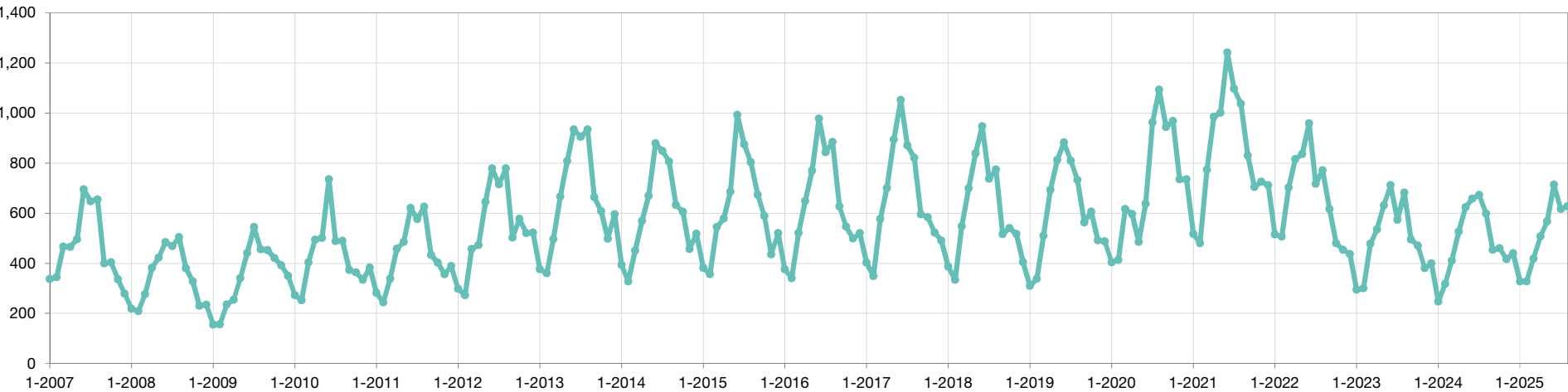


## Year To Date



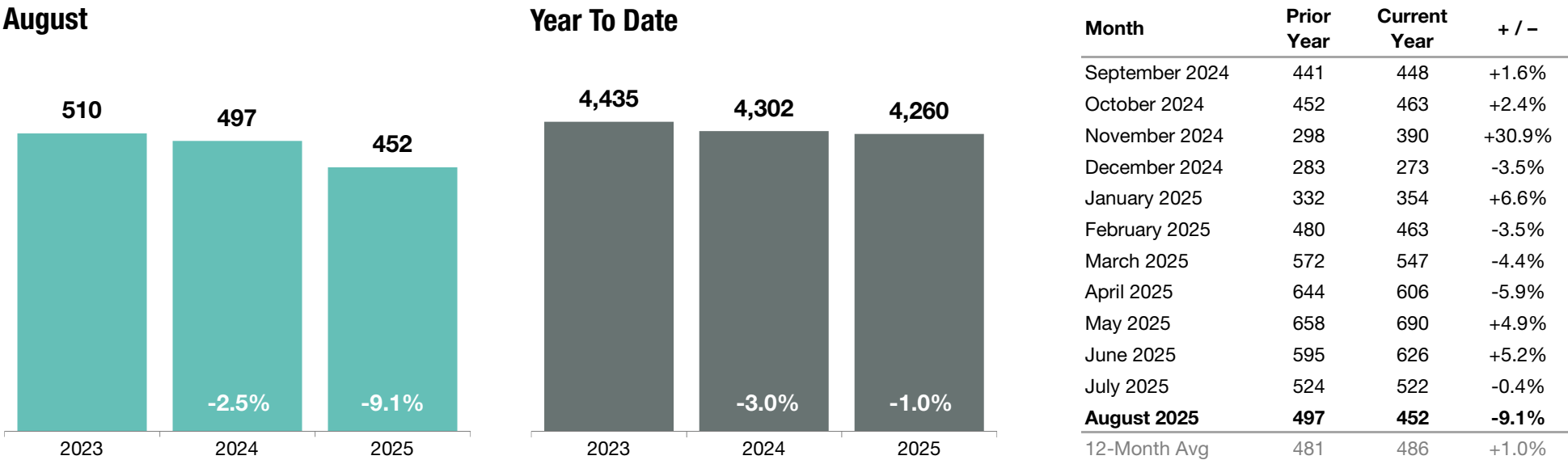
Month	Prior Year	Current Year	+ / -
September 2024	495	453	-8.5%
October 2024	470	460	-2.1%
November 2024	380	416	+9.5%
December 2024	399	440	+10.3%
January 2025	247	328	+32.8%
February 2025	318	327	+2.8%
March 2025	410	419	+2.2%
April 2025	526	507	-3.6%
May 2025	624	567	-9.1%
June 2025	658	714	+8.5%
July 2025	673	616	-8.5%
August 2025	599	627	+4.7%
12-Month Avg	483	490	+3.2%

## Historical Closed Sales Activity

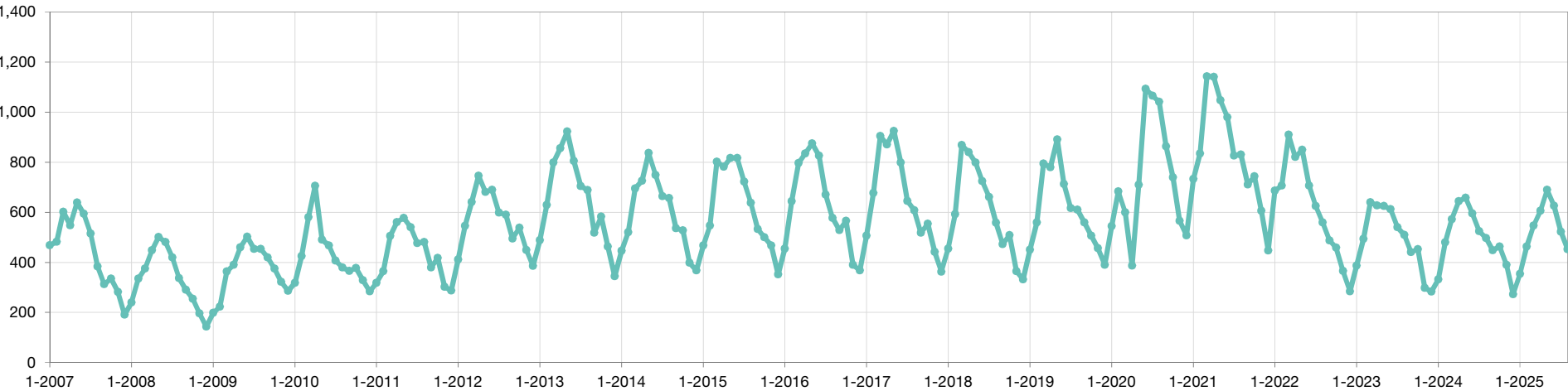


# Under Contract

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



## Historical Under Contract Activity

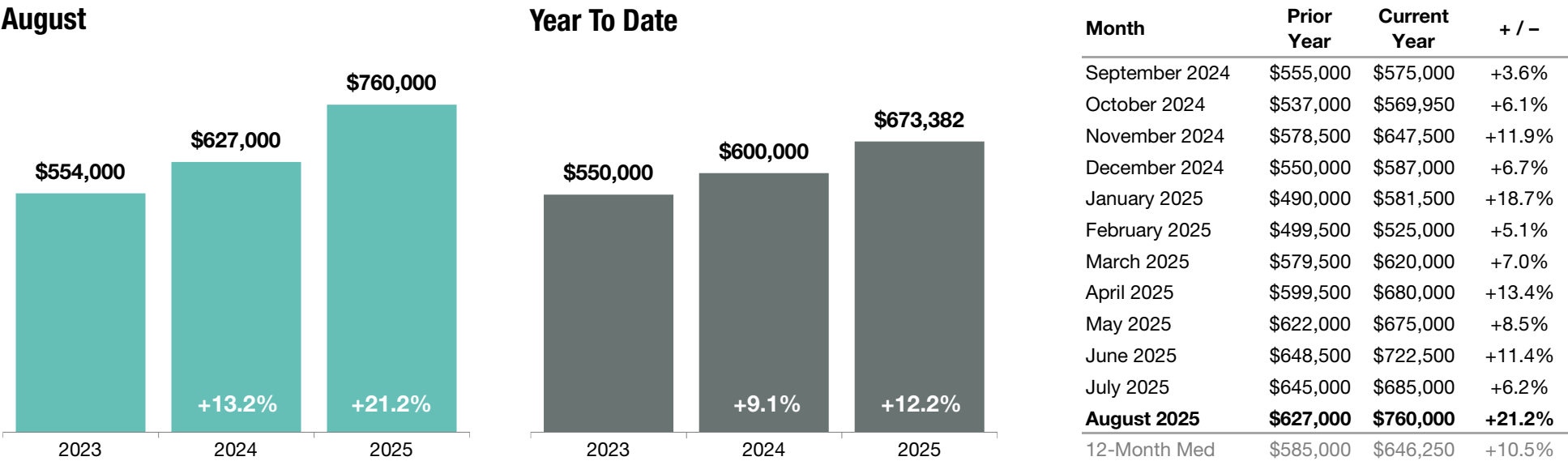


# Median Sales Price

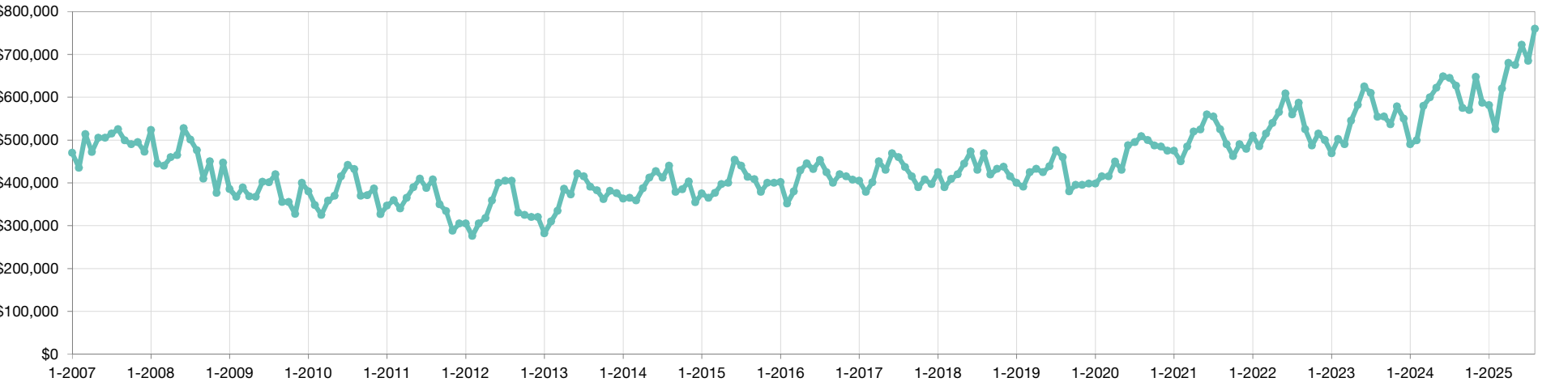
Median price point for all closed sales, not accounting for seller concessions, in a given month.

NSBAR

NORTH SHORE-BARRINGTON  
ASSOCIATION OF REALTORS®



## Historical Median Sales Price

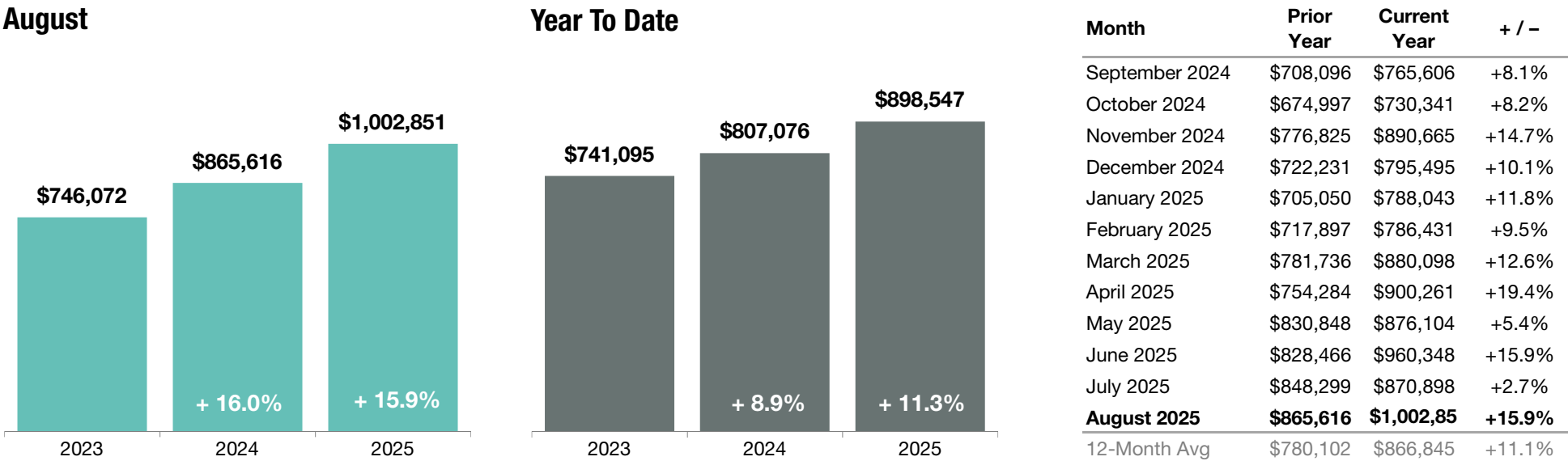


# Average Sales Price

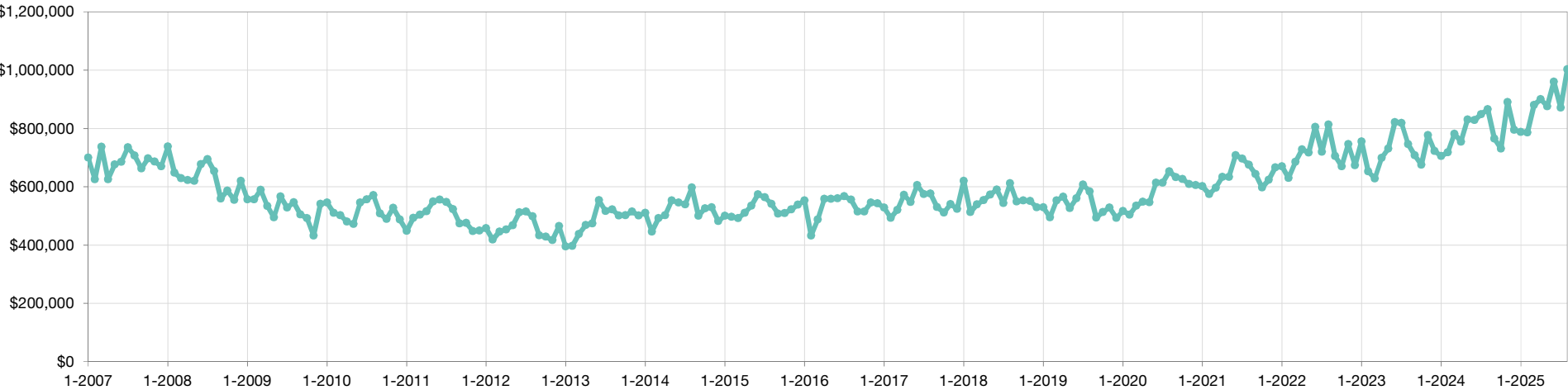
Average sales price for all closed sales, not accounting for seller concessions, in a given month.

NSBAR

NORTH SHORE-BARRINGTON  
ASSOCIATION OF REALTORS®



## Historical Average Sales Price

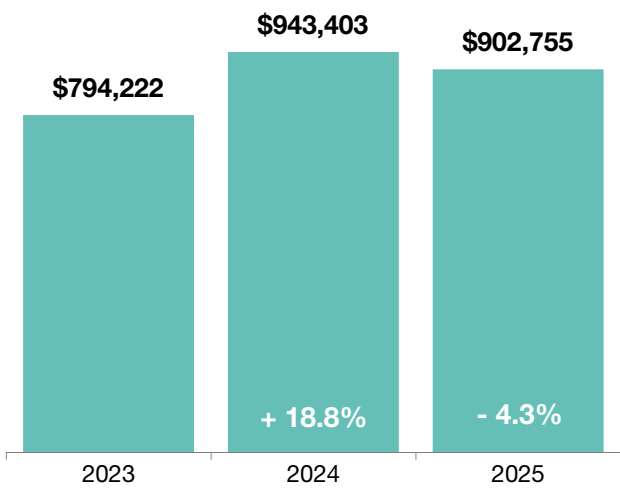


# Average List Price

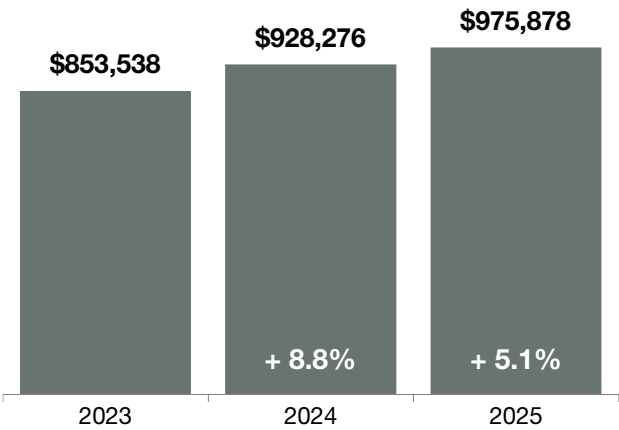
Average list price for all new listings in a given month.



## August

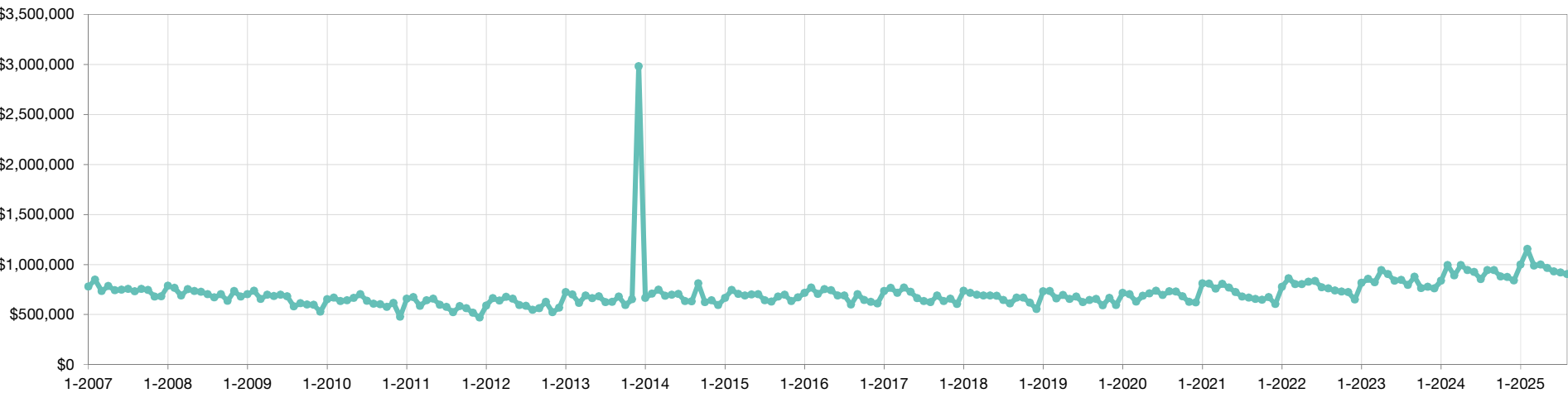


## Year To Date



Month	Prior Year	Current Year	+ / -
September 2024	\$875,883	\$943,360	+7.7%
October 2024	\$762,125	\$879,025	+15.3%
November 2024	\$775,463	\$873,765	+12.7%
December 2024	\$761,878	\$840,805	+10.4%
January 2025	\$838,266	\$998,117	+19.1%
February 2025	\$993,635	\$1,153,732	+16.1%
March 2025	\$889,073	\$988,998	+11.2%
April 2025	\$994,539	\$999,588	+0.5%
May 2025	\$943,593	\$965,104	+2.3%
June 2025	\$924,727	\$929,568	+0.5%
July 2025	\$854,063	\$918,414	+7.5%
August 2025	\$943,403	\$902,755	-4.3%
12-Month Avg	\$896,944	\$954,221	+6.4%

## Historical Average List Price





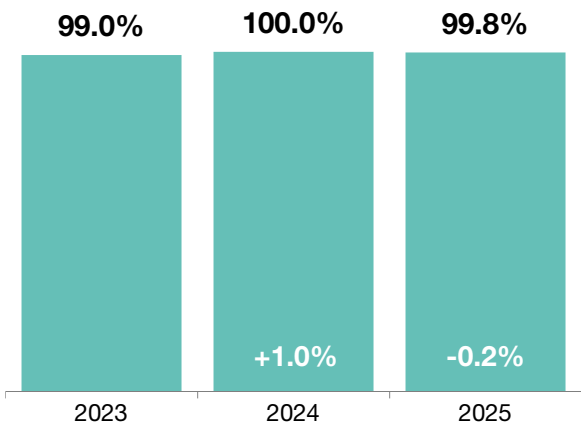
# Percent of Original List Price Received

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.

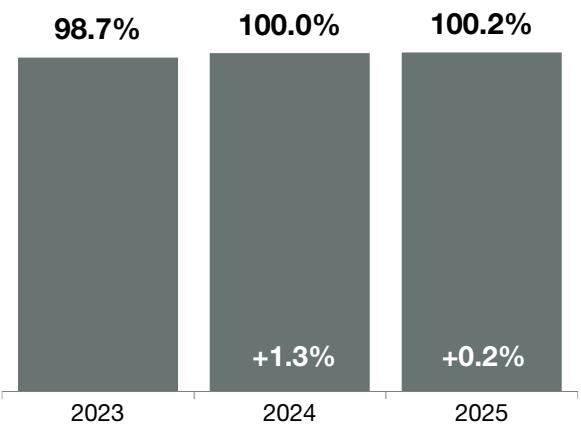
NSBAR

NORTH SHORE-BARRINGTON  
ASSOCIATION OF REALTORS®

## August

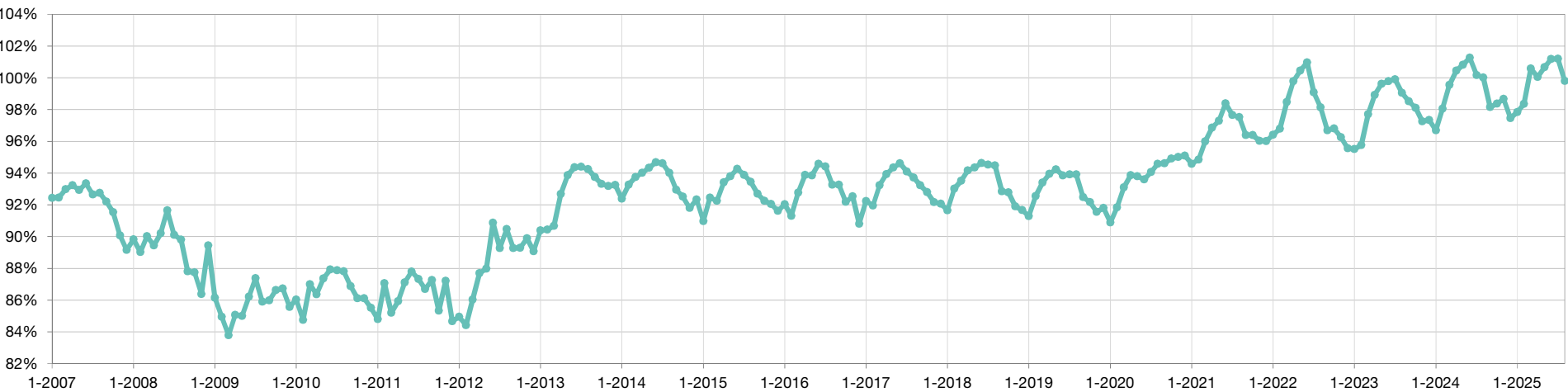


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
August 2025	100.0%	99.8%	-0.2%
12-Month Avg	99.4%	99.6%	+0.2%

## Historical Percent of Original List Price Received



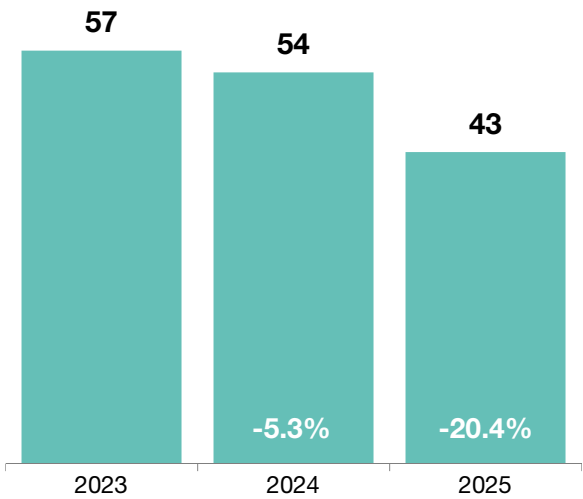
# Housing Affordability Index

NSBAR

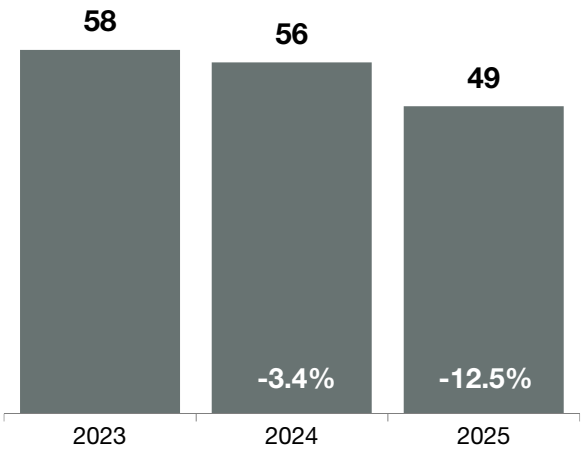
NORTH SHORE-BARRINGTON  
ASSOCIATION OF REALTORS®

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.**

## August

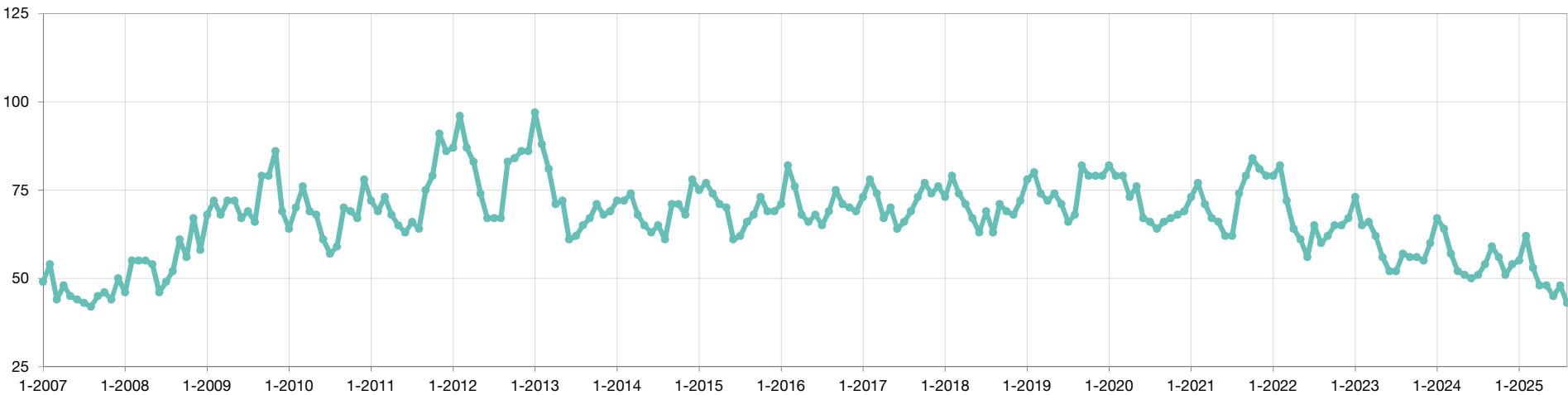


## Year To Date



Month	Prior Year	Current Year	+ / -
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	45	-10.0%
July 2025	51	48	-5.9%
August 2025	54	43	-20.4%
12-Month Avg	56	52	-7.5%

## Historical Housing Affordability Index



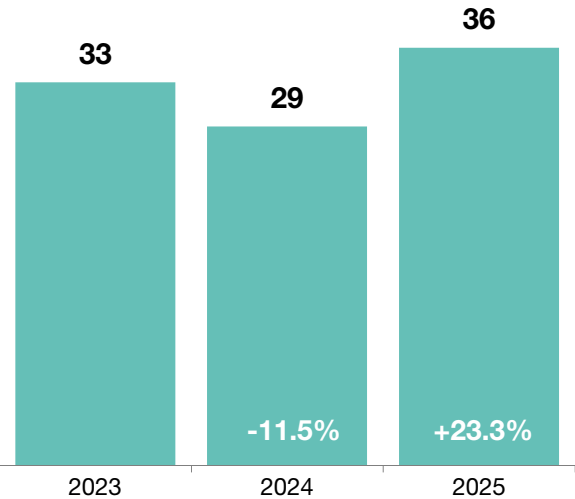
# Market Time

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

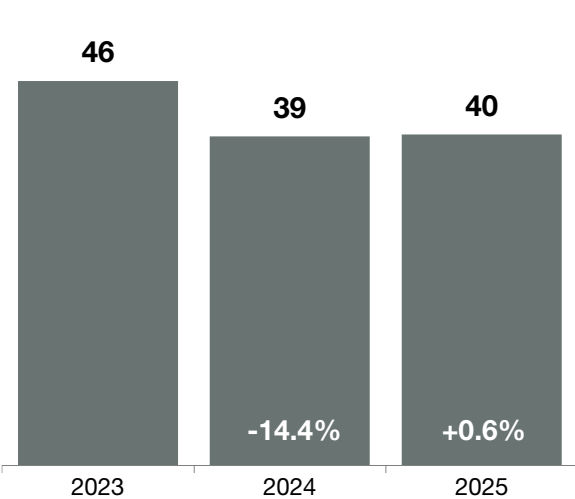
NSBAR

NORTH SHORE-BARRINGTON  
ASSOCIATION OF REALTORS®

## August

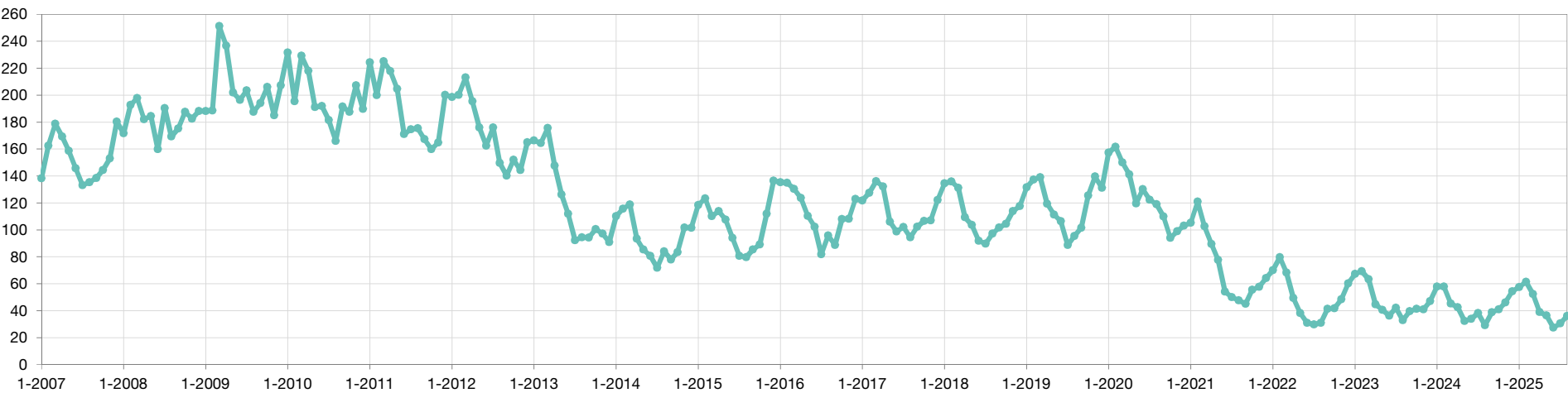


## Year To Date



Month	Prior Year	Current Year	+ / -
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	-8.5%
May 2025	32	36	+12.6%
June 2025	34	27	-19.2%
July 2025	38	31	-20.0%
August 2025	29	36	+23.3%
12-Month Avg	40	41	+2.5%

## Historical Market Times



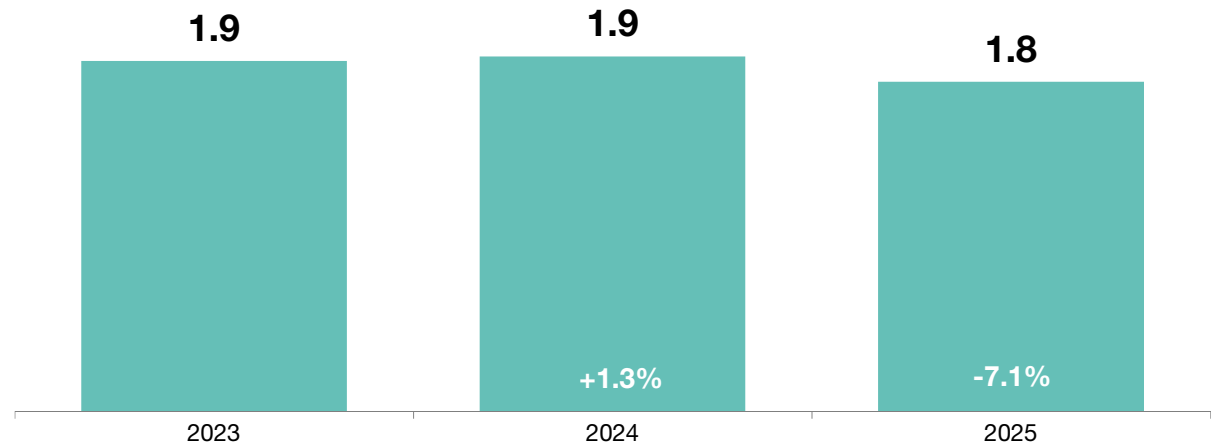
# Months Supply of Inventory

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.

NSBAR

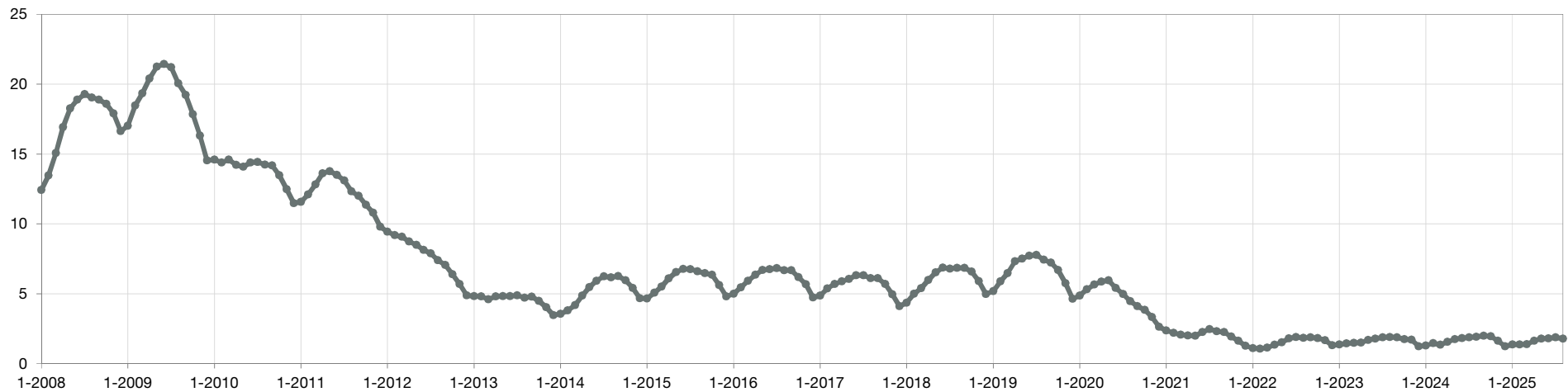
NORTH SHORE-BARRINGTON  
ASSOCIATION OF REALTORS®

## August



Month	Prior Year	Current Year	+ / -
September 2024	1.9	2.0	+5.8%
October 2024	1.7	2.0	+12.1%
November 2024	1.7	1.6	-4.4%
December 2024	1.2	1.2	+0.6%
January 2025	1.3	1.4	+6.7%
February 2025	1.5	1.4	-6.4%
March 2025	1.3	1.4	+2.8%
April 2025	1.6	1.6	+4.9%
May 2025	1.7	1.8	+2.7%
June 2025	1.8	1.8	-0.4%
July 2025	1.9	1.9	-0.0%
August 2025	1.9	1.8	-7.1%
12-Month Avg	1.6	1.7	+1.3%

## Historical Months Supply of Inventory



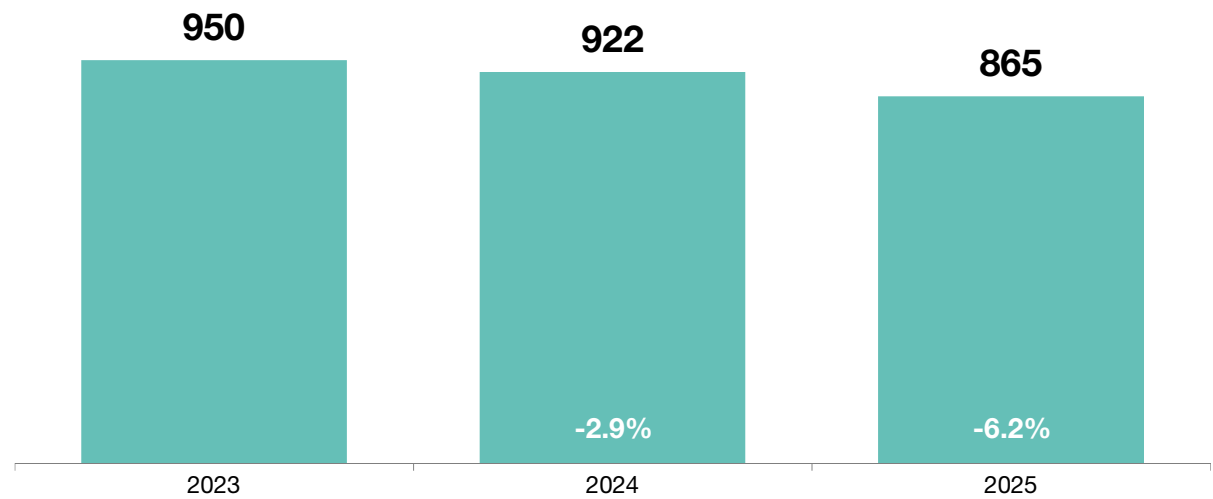
# Inventory of Homes for Sale

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

NSBAR

NORTH SHORE-BARRINGTON  
ASSOCIATION OF REALTORS®

## August



Month	Prior Year	Current Year	+ / -
September 2024	939	960	+2.2%
October 2024	867	942	+8.7%
November 2024	841	801	-4.8%
December 2024	607	607	0.0%
January 2025	630	677	+7.5%
February 2025	708	667	-5.8%
March 2025	646	674	+4.3%
April 2025	754	795	+5.4%
May 2025	847	874	+3.2%
June 2025	878	886	+0.9%
July 2025	906	920	+1.5%
August 2025	922	865	-6.2%
12-Month Avg	795	806	+1.4%

## Historical Inventory of Homes for Sale

