

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

September 2025

U.S. existing-home sales were virtually unchanged from the previous month, dipping just 0.2% to a seasonally adjusted annual rate of 4.0 million units, according to the National Association of REALTORS® (NAR). Most of these transactions went under contract in June and July, when mortgage rates were 40 to 50 basis points higher than current levels. Year-over-year, sales increased 1.8%, with the strongest activity occurring in the Midwest, where the typical home price is 22% below the national median.

New Listings in the North Shore-Barrington region increased 6.1 percent to 816. Listings Under Contract were up 11.8 percent to 501. Inventory levels fell 7.6 percent to 888 units.

Prices continued to gain traction. The Median Sales Price increased 9.3 percent to \$628,500. Market Times were down 9.7 percent to 35 days. Sellers were encouraged as Months Supply of Inventory was down 10.0 percent to 1.8 months.

Nationally, housing inventory declined for the first time this year, slipping 1.3% month-over-month to 1.53 million units, representing a 4.6-month supply at the current sales pace, according to NAR. Despite the monthly drop, total inventory remained 11.7% higher than the same time last year. Meanwhile, the median existing-home price rose 2% year-over-year to \$422,600, though it was essentially flat compared to the prior month.

Quick Facts

+ 8.6%	+ 9.3%	- 7.6%
Change in Closed Sales	Change in Median Sales Price	Change in Inventory

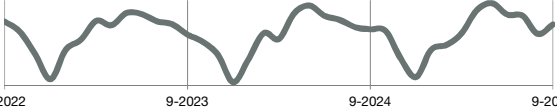
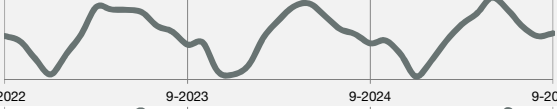
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Market Overview

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

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Key Metrics	Historical Sparklines	9-2024	9-2025	+ / -	YTD 2024	YTD 2025	+ / -
New Listings		769	816	+ 6.1%	7,128	7,252	+ 1.7%
Closed Sales		453	492	+ 8.6%	4,508	4,604	+ 2.1%
Under Contract (Contingent and Pending)		448	501	+ 11.8%	4,750	4,812	+ 1.3%
Median Sales Price		\$575,000	\$628,500	+ 9.3%	\$600,000	\$665,000	+ 10.8%
Average Sales Price		\$765,606	\$811,937	+ 6.1%	\$802,909	\$888,799	+ 10.7%
Average List Price		\$943,360	\$959,393	+ 1.7%	\$929,920	\$974,070	+ 4.7%
Percent of Original List Price Received		98.2%	99.3%	+ 1.1%	99.8%	100.1%	+ 0.3%
Housing Affordability Index		59	54	- 8.5%	57	51	- 10.5%
Market Time		39	35	- 9.7%	39	39	+ 0.1%
Months Supply of Homes for Sale		2.0	1.8	- 10.0%	--	--	--
Inventory of Homes for Sale		961	888	- 7.6%	--	--	--

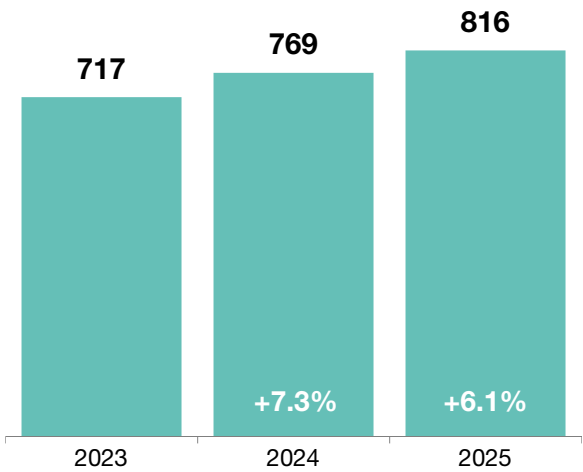
New Listings

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

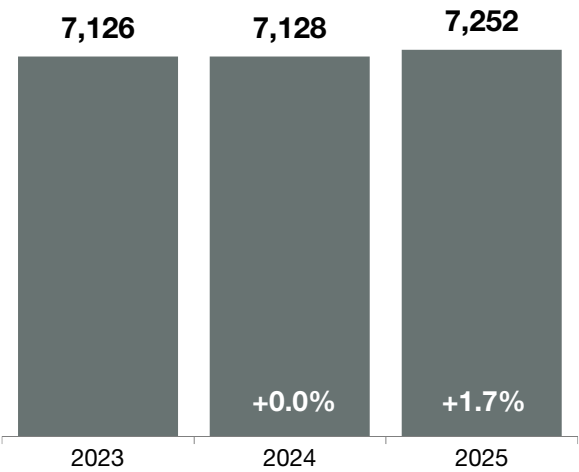
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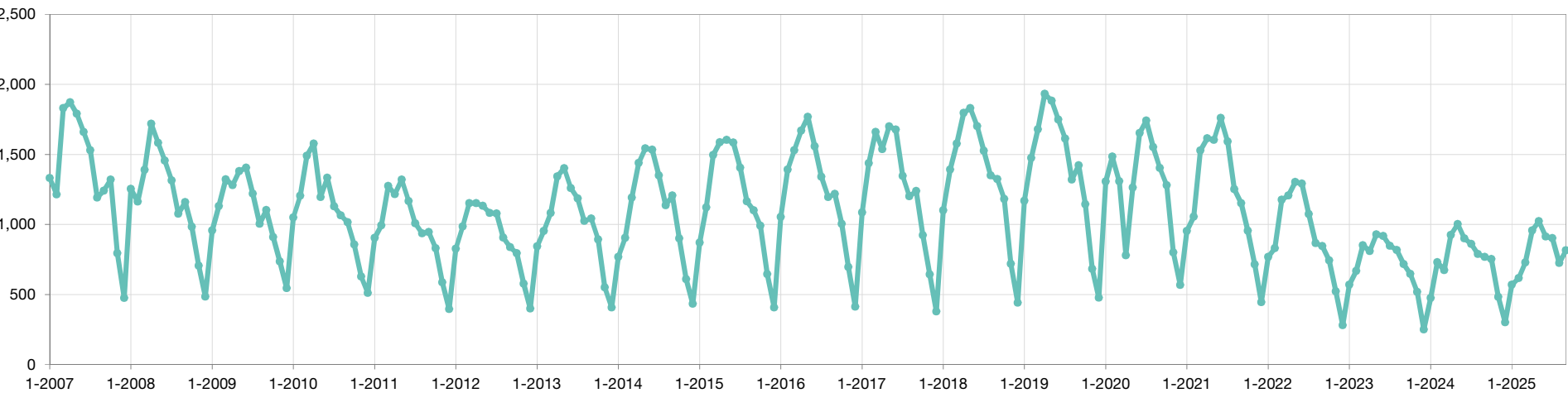


Year To Date



Month	Prior Year	Current Year	+ / -
October 2024	647	754	+16.5%
November 2024	518	483	-6.8%
December 2024	251	301	+19.9%
January 2025	476	569	+19.5%
February 2025	731	617	-15.6%
March 2025	674	729	+8.2%
April 2025	925	958	+3.6%
May 2025	1,002	1,024	+2.2%
June 2025	901	913	+1.3%
July 2025	861	902	+4.8%
August 2025	789	724	-8.2%
September 2025	769	816	+6.1%
12-Month Avg	712	733	+2.9%

Historical New Listing Activity



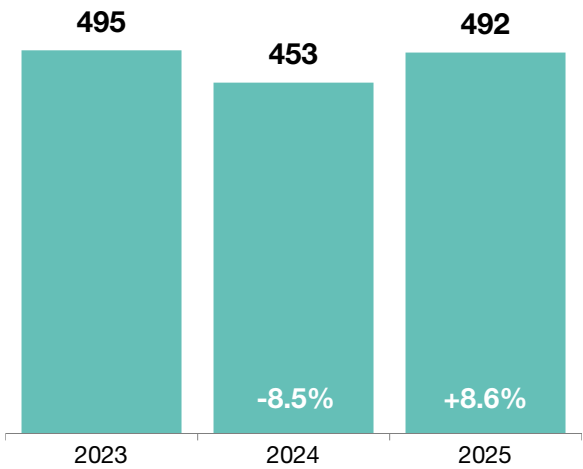
Closed Sales

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

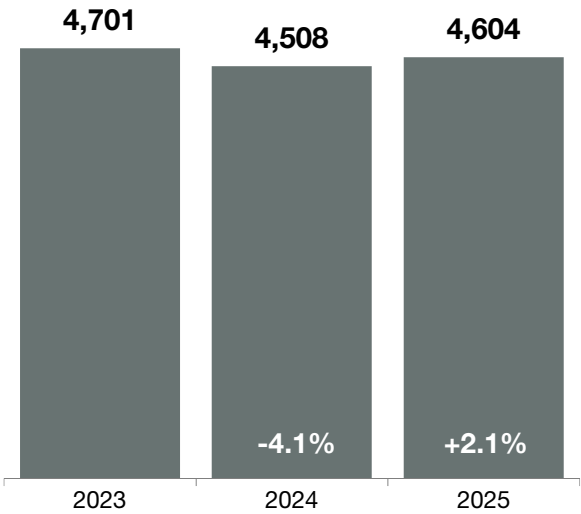
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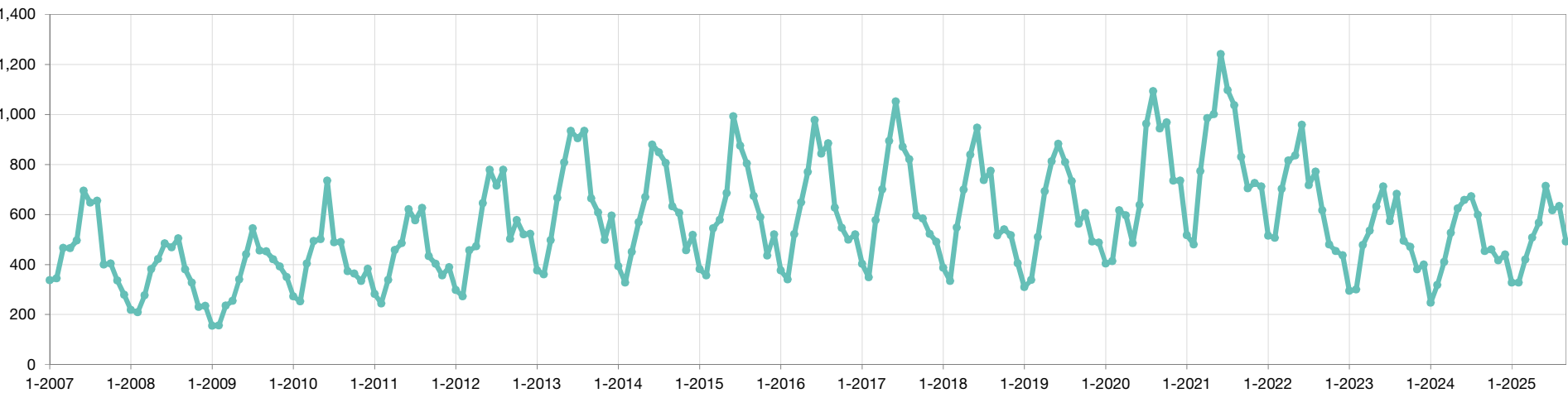


Year To Date



Month	Prior Year	Current Year	+ / -
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	420	+2.4%
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	633	+5.7%
September 2025	453	492	+8.6%
12-Month Avg	480	493	+4.8%

Historical Closed Sales Activity



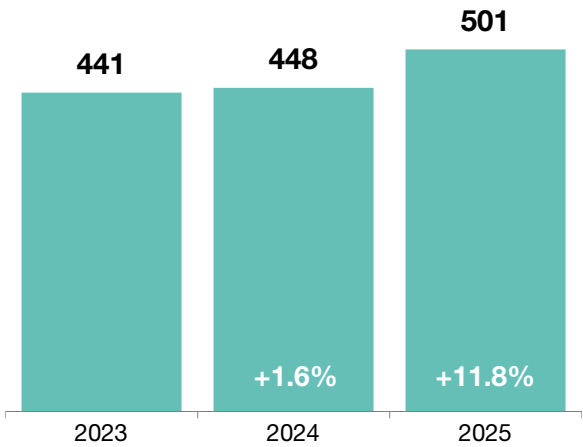
Under Contract

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

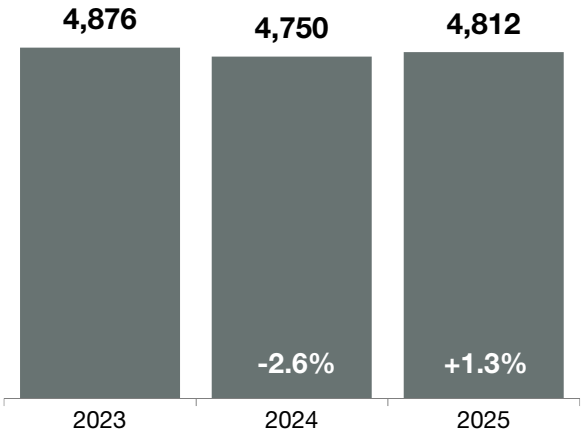
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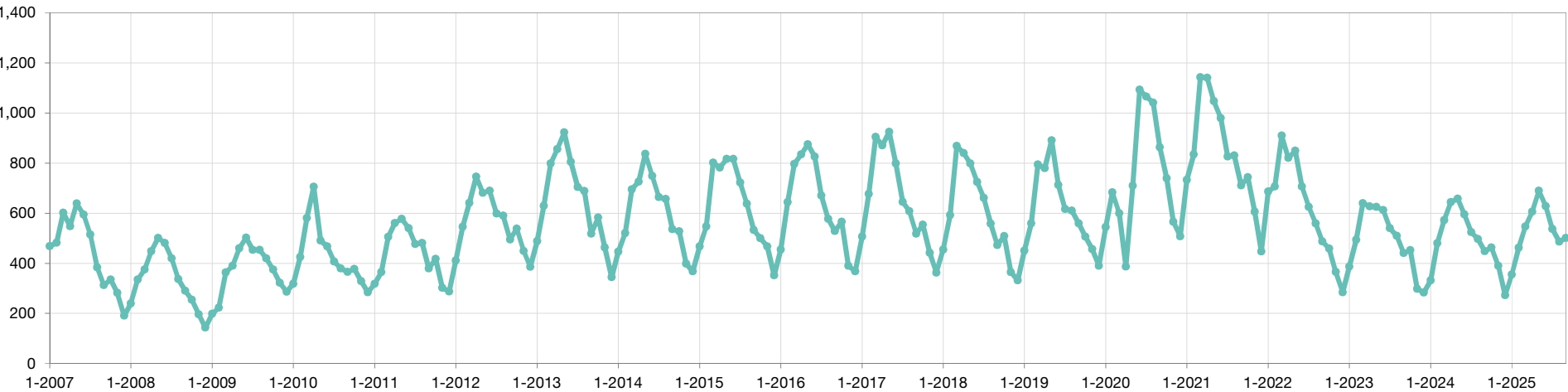


Year To Date



Month	Prior Year	Current Year	+ / -
October 2024	452	463	+2.4%
November 2024	298	390	+30.9%
December 2024	283	273	-3.5%
January 2025	332	355	+6.9%
February 2025	480	462	-3.8%
March 2025	572	547	-4.4%
April 2025	644	606	-5.9%
May 2025	658	690	+4.9%
June 2025	595	628	+5.5%
July 2025	524	537	+2.5%
August 2025	497	486	-2.2%
September 2025	448	501	+11.8%
12-Month Avg	482	495	+2.7%

Historical Under Contract Activity



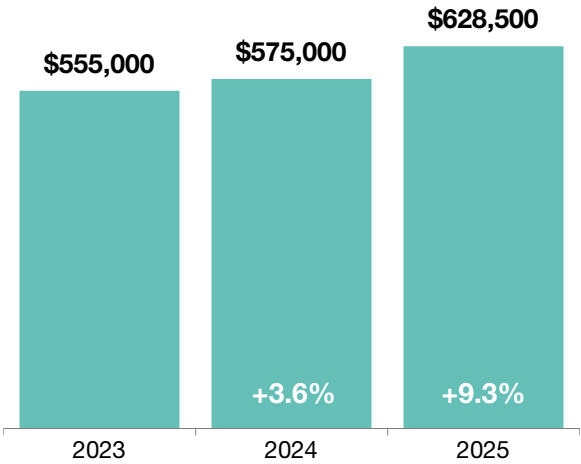
Median Sales Price

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

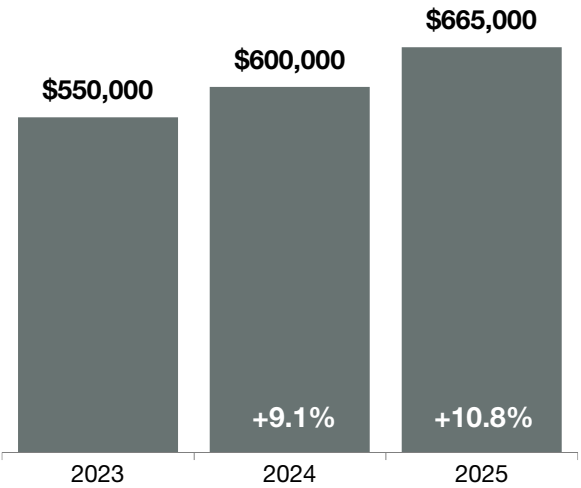
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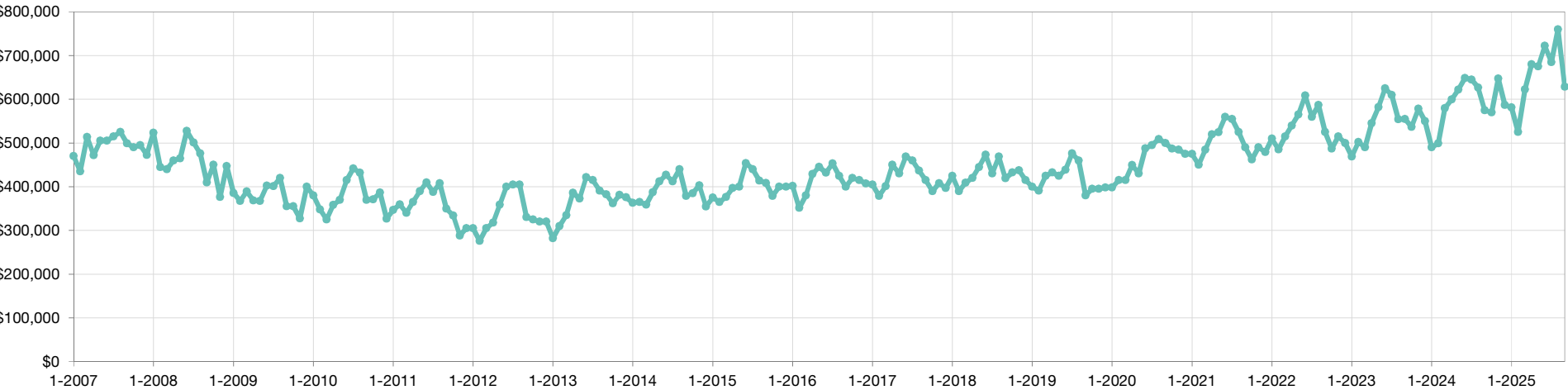


Year To Date



Month	Prior Year	Current Year	+ / -
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	\$622,500	+7.4%
April 2025	\$599,500	\$680,000	+13.4%
May 2025	\$622,000	\$675,000	+8.5%
June 2025	\$648,500	\$722,500	+11.4%
July 2025	\$645,000	\$685,000	+6.2%
August 2025	\$627,000	\$760,000	+21.2%
September 2025	\$575,000	\$628,500	+9.3%
12-Month Med	\$585,000	\$650,000	+11.1%

Historical Median Sales Price

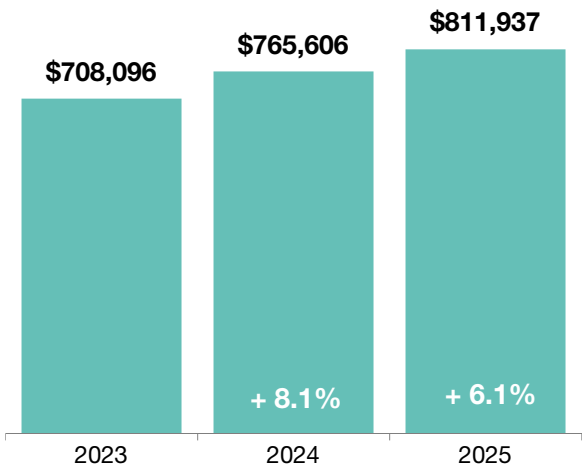


Average Sales Price

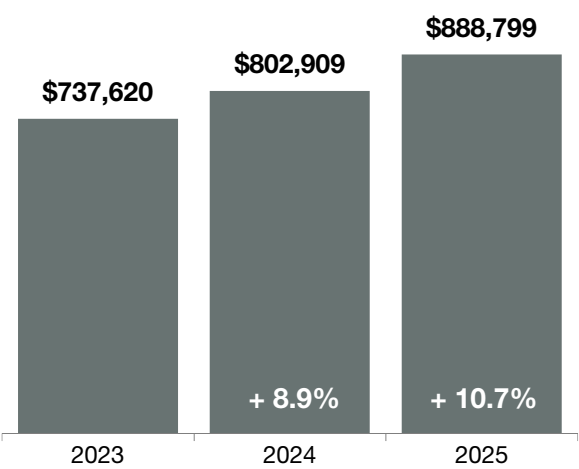
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



September

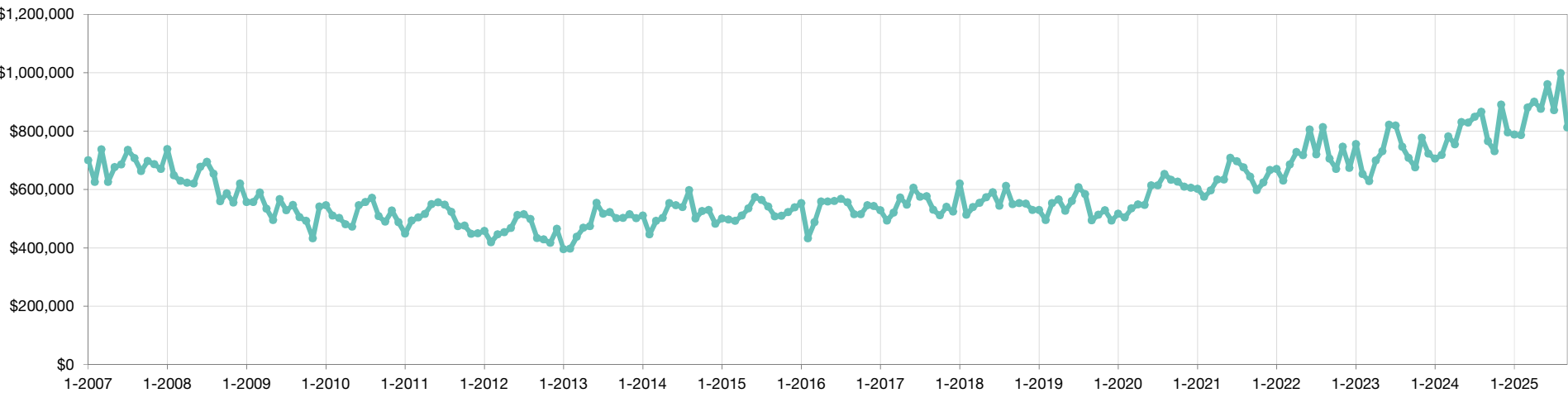


Year To Date



Month	Prior Year	Current Year	+ / -
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	\$880,027	+12.6%
April 2025	\$754,284	\$900,278	+19.4%
May 2025	\$830,848	\$876,104	+5.4%
June 2025	\$828,466	\$960,348	+15.9%
July 2025	\$848,299	\$870,898	+2.7%
August 2025	\$865,616	\$998,342	+15.3%
September 2025	\$765,606	\$811,937	+6.1%
12-Month Avg	\$785,153	\$869,683	+10.8%

Historical Average Sales Price

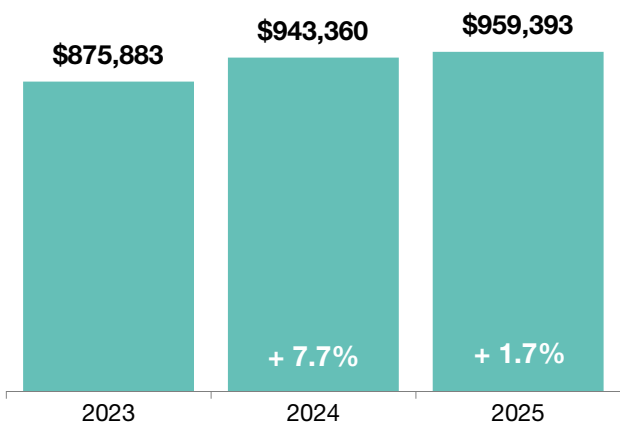


Average List Price

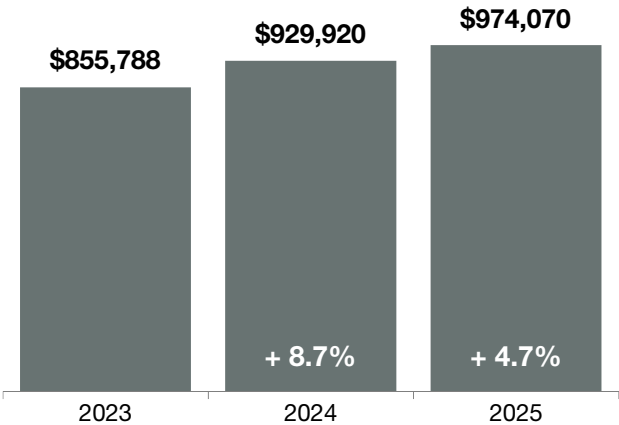
Average list price for all new listings in a given month.



September

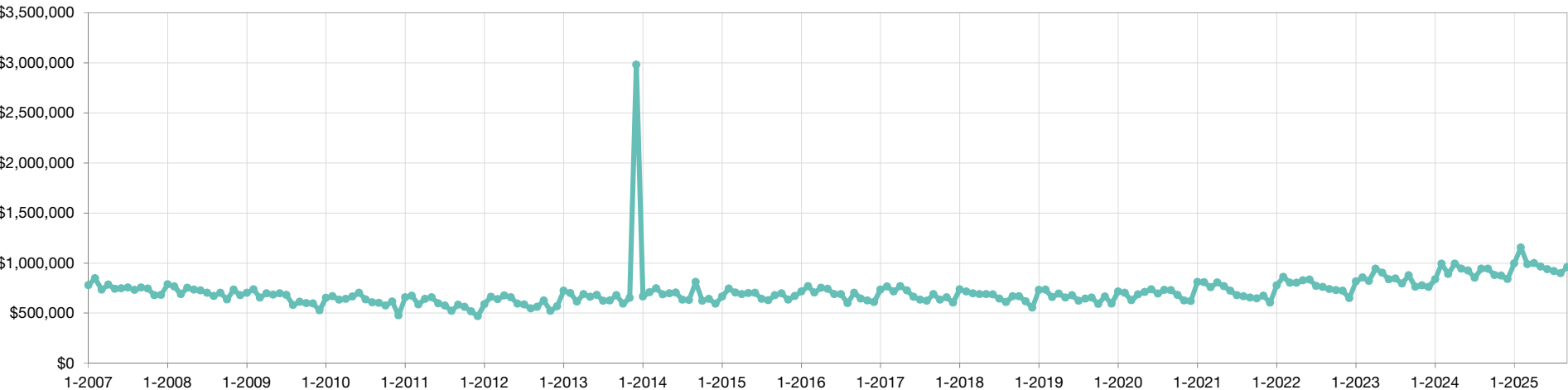


Year To Date



Month	Prior Year	Current Year	+ / -
October 2024	\$762,125	\$878,977	+15.3%
November 2024	\$775,463	\$873,765	+12.7%
December 2024	\$761,878	\$840,805	+10.4%
January 2025	\$838,266	\$995,486	+18.8%
February 2025	\$993,635	\$1,153,732	+16.1%
March 2025	\$889,073	\$988,998	+11.2%
April 2025	\$994,539	\$999,166	+0.5%
May 2025	\$943,593	\$965,511	+2.3%
June 2025	\$924,727	\$937,399	+1.4%
July 2025	\$854,063	\$919,279	+7.6%
August 2025	\$943,517	\$898,961	-4.7%
September 2025	\$943,360	\$959,393	+1.7%
12-Month Avg	\$902,910	\$955,825	+5.9%

Historical Average List Price



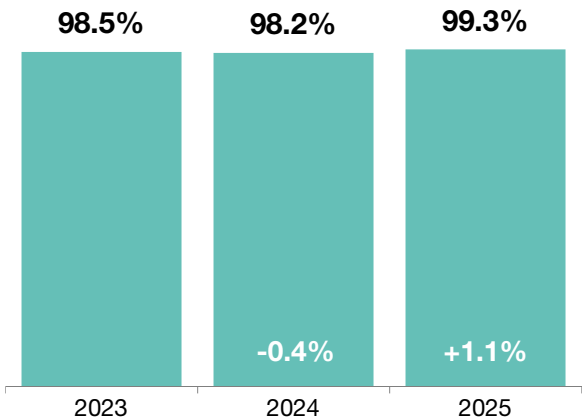
Percent of Original List Price Received

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.

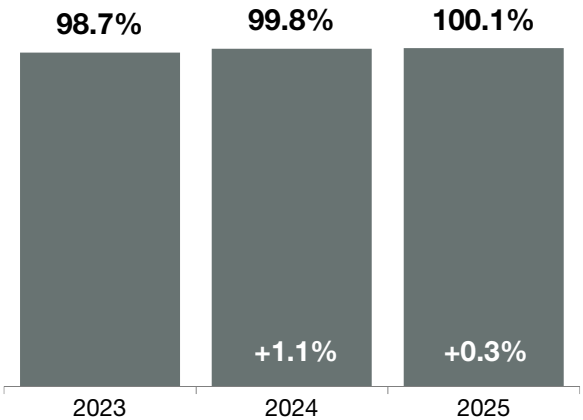
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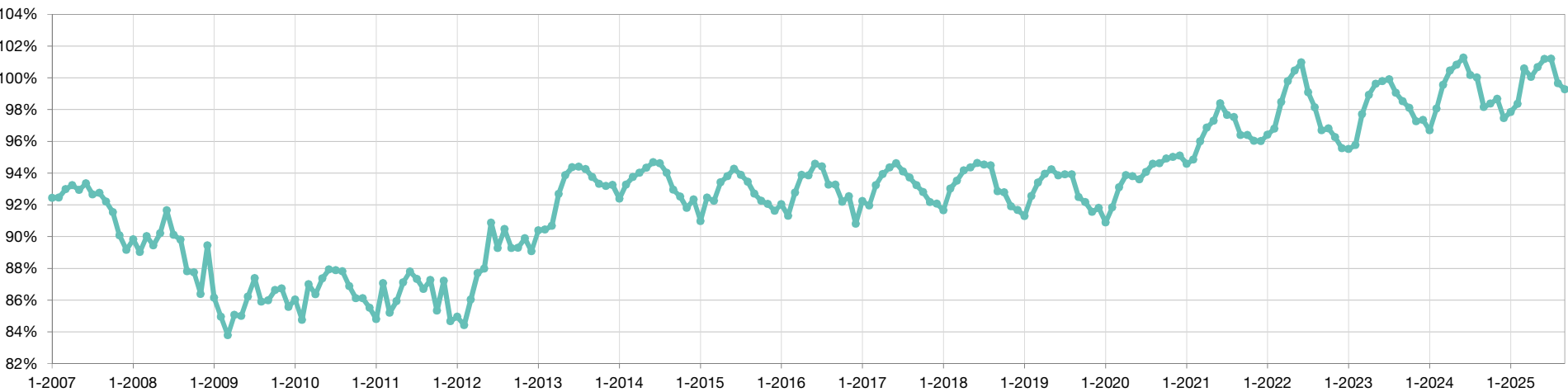


Year To Date



Month	Prior Year	Current Year	+ / -
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%	99.7%	-0.4%
September 2025	98.2%	99.3%	+1.1%
12-Month Avg	99.4%	99.7%	+0.3%

Historical Percent of Original List Price Received



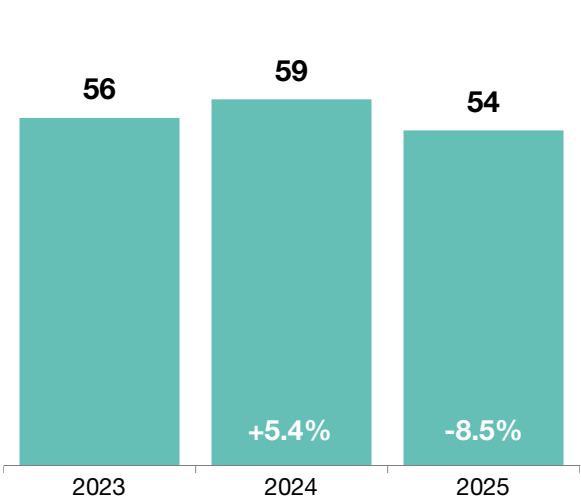
Housing Affordability Index

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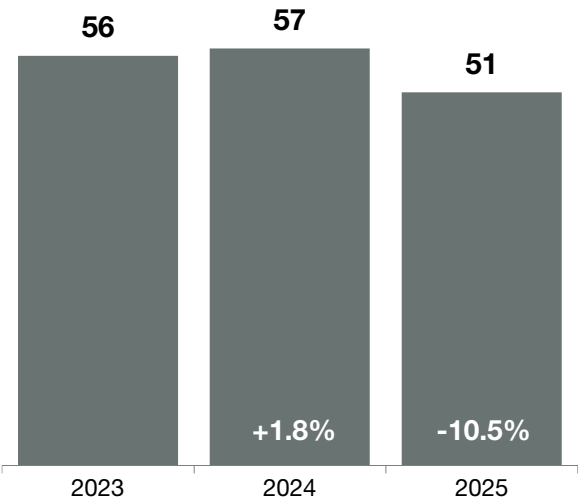
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This index measures housing affordability for the region. For example, an index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater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

September

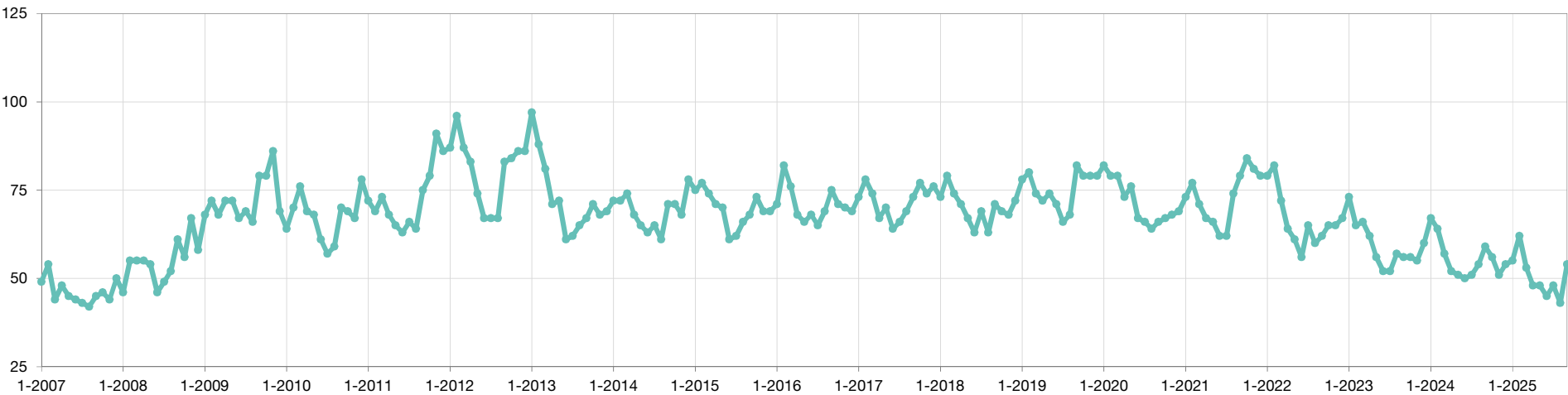


Year To Date



Month	Prior Year	Current Year	+ / -
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%
September 2025	59	54	-8.5%
12-Month Avg	56	51	-8.6%

Historical Housing Affordability Index



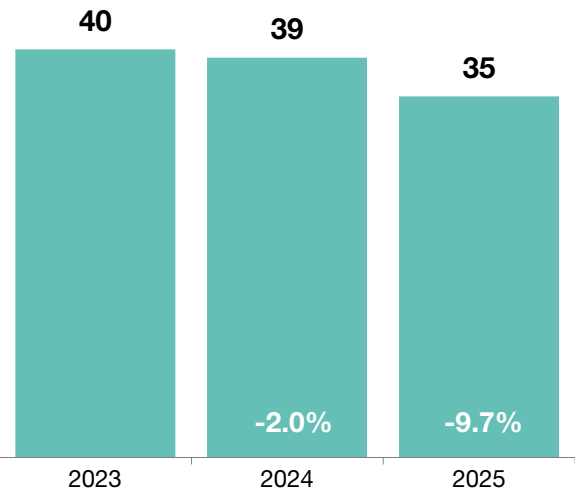
Market Time

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

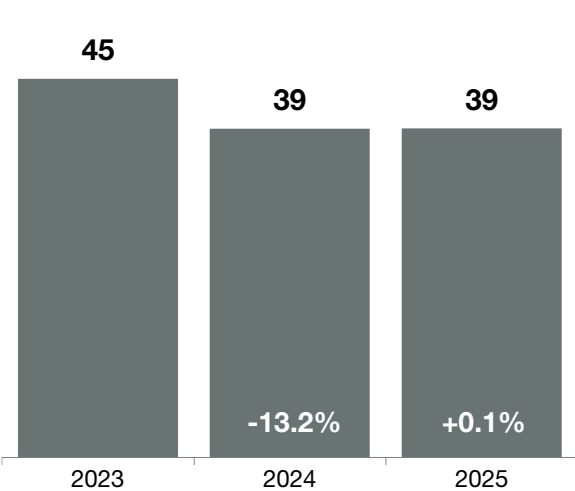
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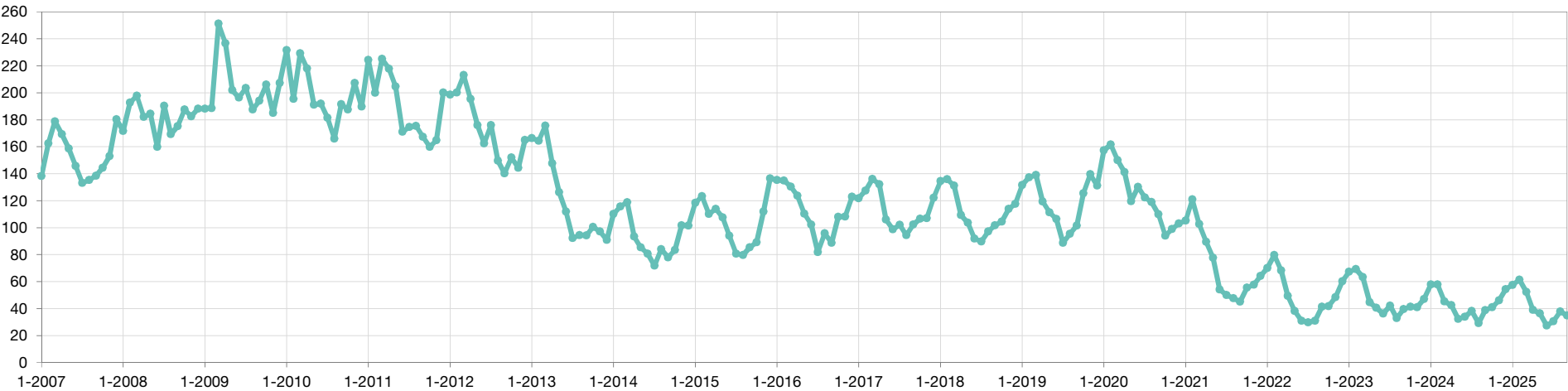


Year To Date



Month	Prior Year	Current Year	+ / -
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	+15.4%
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	38	+29.6%
September 2025	39	35	-9.7%
12-Month Avg	40	41	+2.3%

Historical Market Times



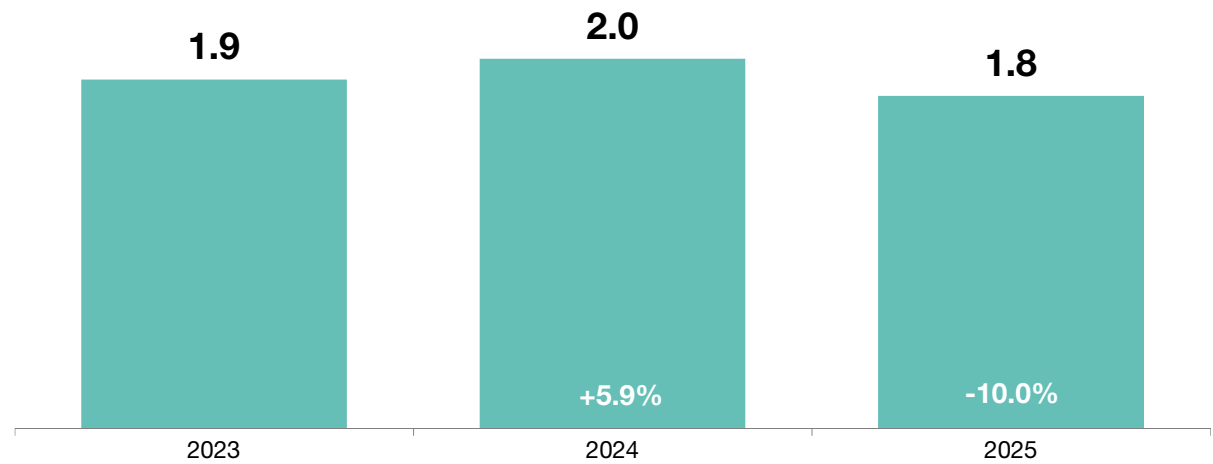
Months Supply of Inventory

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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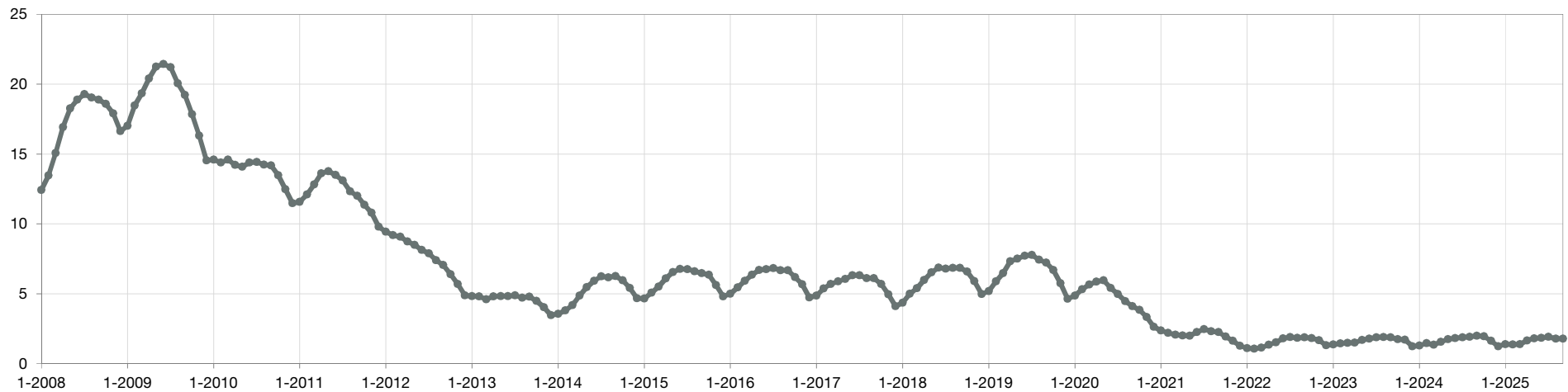
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Month	Prior Year	Current Year	+ / -
October 2024	1.7	2.0	+12.2%
November 2024	1.7	1.6	-4.2%
December 2024	1.2	1.2	+0.7%
January 2025	1.3	1.4	+6.8%
February 2025	1.5	1.4	-6.3%
March 2025	1.3	1.4	+3.0%
April 2025	1.6	1.6	+5.3%
May 2025	1.7	1.8	+3.5%
June 2025	1.8	1.8	+1.3%
July 2025	1.9	1.9	+1.8%
August 2025	1.9	1.8	-6.7%
September 2025	2.0	1.8	-10.0%
12-Month Avg	1.6	1.6	+0.3%

Historical Months Supply of Inventory



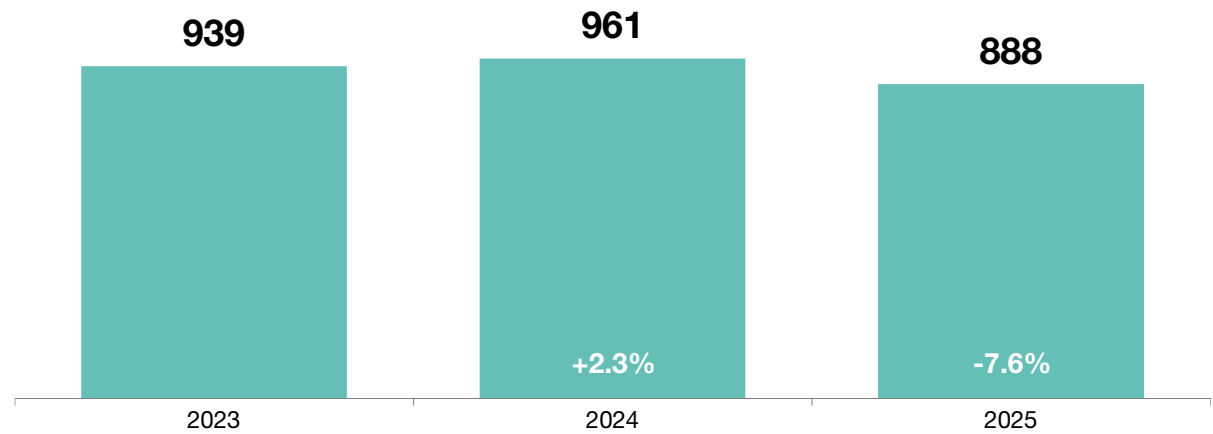
Inventory of Homes for Sale

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

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Month	Prior Year	Current Year	+ / -
October 2024	867	943	+8.8%
November 2024	841	802	-4.6%
December 2024	607	608	+0.2%
January 2025	630	678	+7.6%
February 2025	708	668	-5.6%
March 2025	646	675	+4.5%
April 2025	754	798	+5.8%
May 2025	847	881	+4.0%
June 2025	878	901	+2.6%
July 2025	906	939	+3.6%
August 2025	923	877	-5.0%
September 2025	961	888	-7.6%
12-Month Avg	797	805	+1.2%

Historical Inventory of Homes for Sale

