# **Monthly Indicators**

NSBAR NORTH SHORE-BARRINGTON ASSOCIATION OF REALTORS®

13

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FOR MEMBERS OF THE NORTH SHORE BARRINGTON ASSOCIATION OF REALTORS®
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#### October 2025

U.S. existing-home sales climbed 1.5% month-over-month and 4.1% year-over-year, reaching a seasonally adjusted annual rate of 4.06 million units, according to the National Association of REALTORS® (NAR). The increase was partly driven by falling mortgage rates, which recently hit their lowest level in more than a year. Regionally, monthly sales advanced in the Northeast, South, and West, while the Midwest experienced a slight decline.

New Listings in the North Shore-Barrington region decreased 10.5 percent to 675. Listings Under Contract were down 4.1 percent to 444. Inventory levels fell 10.1 percent to 848 units.

Prices continued to gain traction. The Median Sales Price increased 20.2 percent to \$685,000. Market Times were down 6.8 percent to 38 days. Sellers were encouraged as Months Supply of Inventory was down 12.3 percent to 1.7 months.

Housing inventory edged up 1.3% from the previous month to 1.55 million units, 14.0% higher than the same period last year. This represents a 4.6-month supply at the current sales pace, according to NAR. The median existing-home price grew 2.1% year-over-year to \$415,200, continuing the trend of annual price gains. The Midwest saw the largest year-over-year increase in median sales price, followed by the Northeast and South, while prices remained mostly flat in the West.

#### **Quick Facts**

+ 16.3% + 20.2% - 10.1% Change in Change in Change in **Closed Sales Median Sales Price** Inventory Market Overview **New Listings** 3 Closed Sales 4 **Under Contract** 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

### **Market Overview**

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



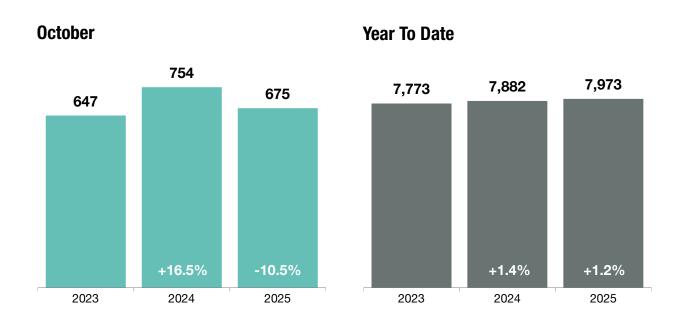
NORTH SHORE-BARRINGTON ASSOCIATION OF REALTORS®

Key Metrics	Historical Sparklines	10-2024	10-2025	+/-	YTD 2024	YTD 2025	+/-
New Listings	10-2022 10-2023 10-2024 10-2025	754	675	- 10.5%	7,882	7,973	+ 1.2%
Closed Sales	10-2022 10-2023 10-2024 10-2025	460	535	+ 16.3%	4,968	5,142	+ 3.5%
Under Contract (Contingent and Pending)	10-2022 10-2023 10-2024 10-2025	463	444	- 4.1%	5,213	5,276	+ 1.2%
Median Sales Price	10-2022 10-2023 10-2024 10-2025	\$569,950	\$685,000	+ 20.2%	\$599,000	\$667,908	+ 11.5%
Average Sales Price	10-2022 10-2023 10-2024 10-2025	\$730,341	\$967,102	+ 32.4%	\$796,189	\$896,716	+ 12.6%
Average List Price	10-2022 10-2023 10-2024 10-2025	\$878,977	\$958,307	+ 9.0%	\$925,024	\$972,336	+ 5.1%
Percent of Original List Price Received	10-2022 10-2023 10-2024 10-2025	98.4%	98.7%	+ 0.4%	99.7%	99.9%	+ 0.2%
Housing Affordability Index	10-2022 10-2023 10-2024 10-2025	56	50	- 10.7%	53	51	- 3.8%
Market Time	10-2022 10-2023 10-2024 10-2025	41	38	- 6.8%	39	39	- 0.6%
Months Supply of Homes for Sale	10-2022 10-2023 10-2024 10-2025	2.0	1.7	- 12.3%			
Inventory of Homes for Sale	10-2022 10-2023 10-2024 10-2025	943	848	- 10.1%			

# **New Listings**

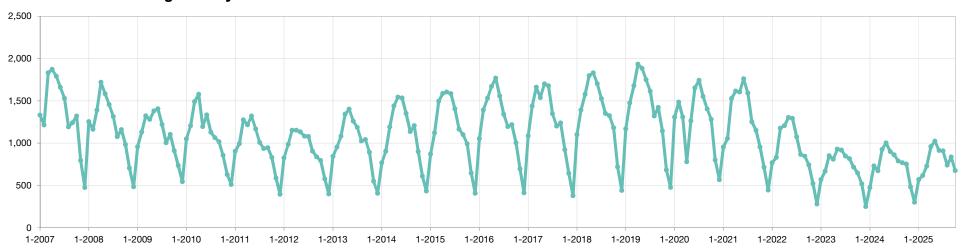
A count of the properties that have been newly listed on the market in a given month.





Month	Prior Year	Current Year	+/-
November 2024	518	483	-6.8%
December 2024	251	301	+19.9%
January 2025	476	570	+19.7%
February 2025	731	617	-15.6%
March 2025	674	729	+8.2%
April 2025	925	960	+3.8%
May 2025	1,002	1,024	+2.2%
June 2025	901	914	+1.4%
July 2025	861	908	+5.5%
August 2025	789	739	-6.3%
September 2025	769	837	+8.8%
October 2025	754	675	-10.5%
12-Month Avg	721	730	+1.2%

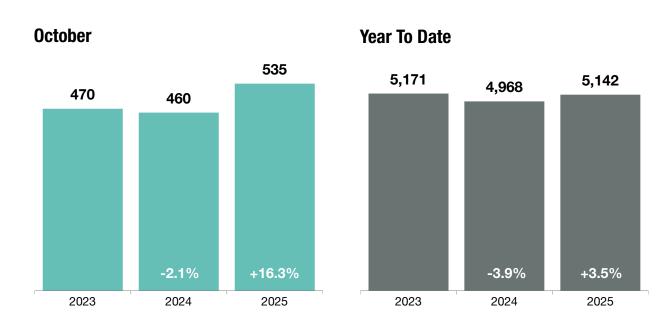
#### **Historical New Listing Activity**



### **Closed Sales**

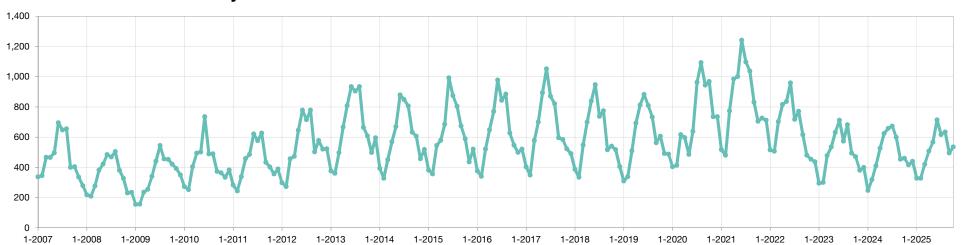
A count of the actual sales that have closed in a given month.





Month	Prior Year	Current Year	+/-
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	495	+9.3%
October 2025	460	535	+16.3%
12-Month Avg	479	500	+6.4%

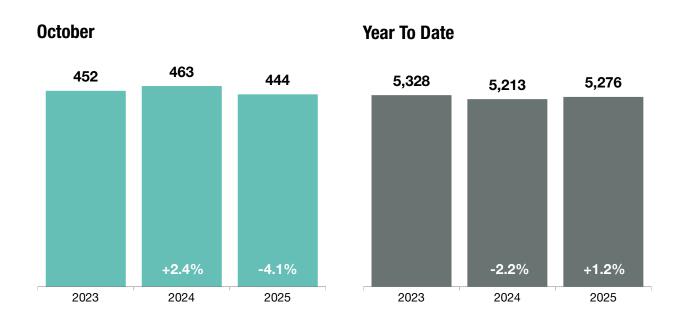
#### **Historical Closed Sales Activity**



### **Under Contract**

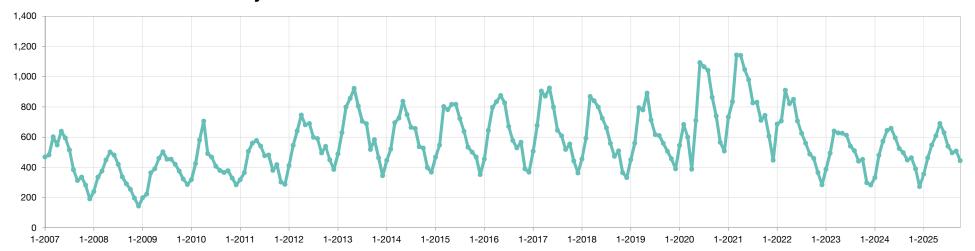
A count of the properties in either a contingent or pending status in a given month.





Month	Prior Year	Current Year	+/-
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	608	-5.6%
May 2025	658	689	+4.7%
June 2025	595	629	+5.7%
July 2025	524	539	+2.9%
August 2025	497	496	-0.2%
September 2025	448	507	+13.2%
October 2025	463	444	-4.1%
12-Month Avg	483	495	+2.5%

#### **Historical Under Contract Activity**



### **Median Sales Price**

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

2025



#### **Year To Date October** \$685,000 \$667,908 \$599,000 \$569,950 \$550,000 \$537,000 +6.1% +20.2% +8.9% +11.5%

2023

Month	Prior Year	Current Year	+/-
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	\$626,000	+8.9%
October 2025	\$569,950	\$685,000	+20.2%
12-Month Med	\$590,000	\$660,000	+11.9%

#### **Historical Median Sales Price**

2024

2023



2024

2025

### **Average Sales Price**

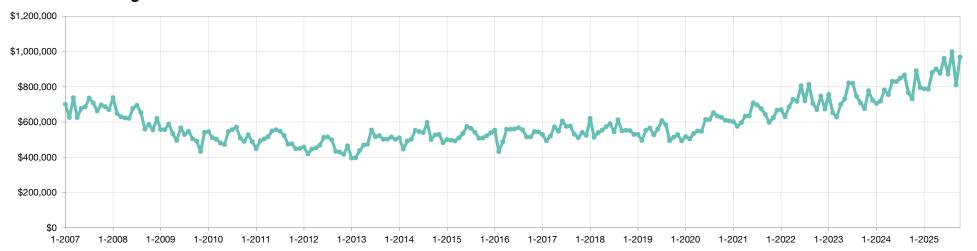
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



#### **October Year To Date** \$896,716 \$967,102 \$796,189 \$731,925 \$730,341 \$674,997 + 32.4% + 8.2% + 8.8% + 12.6% 2023 2024 2025 2023 2024 2025

Month	Prior Year	Current Year	+/-
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	\$810,016	+5.8%
October 2025	\$730,341	\$967,102	+32.4%
12-Month Avg	\$789,774	\$888,871	+12.5%

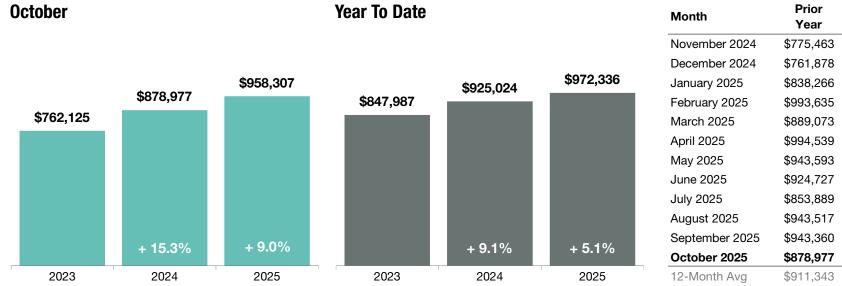
#### **Historical Average Sales Price**



# **Average List Price**

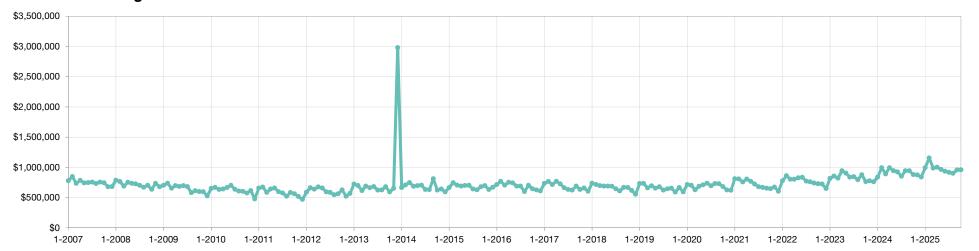
Average list price for all new listings in a given month.





Month	Prior Year	Current Year	+/-
November 2024	\$775,463	\$873,765	+12.7%
December 2024	\$761,878	\$840,805	+10.4%
January 2025	\$838,266	\$994,580	+18.6%
February 2025	\$993,635	\$1,153,651	+16.1%
March 2025	\$889,073	\$988,928	+11.2%
April 2025	\$994,539	\$1,002,690	+0.8%
May 2025	\$943,593	\$965,350	+2.3%
June 2025	\$924,727	\$936,535	+1.3%
July 2025	\$853,889	\$918,011	+7.5%
August 2025	\$943,517	\$900,083	-4.6%
September 2025	\$943,360	\$955,802	+1.3%
October 2025	\$878,977	\$958,307	+9.0%
12-Month Avg	\$911,343	\$962,371	+5.6%

#### **Historical Average List Price**



# **Percent of Original List Price Received**

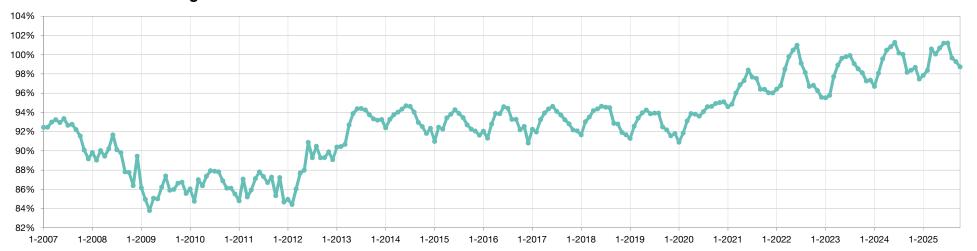


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

<b>0</b> c	tober	Year To Date				
	98.1%	98.4%	98.7%	98.6%	99.7%	99.9%
		0.007	2.42/		4.40/	2.22/
	2023	+0.3%	+0.4%	2023	+1.1%	<b>+0.2</b> % 2025

Month	Prior Year	Current Year	+/-
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%
October 2025	98.4%	98.7%	+0.4%
12-Month Avg	99.4%	99.7%	+0.3%

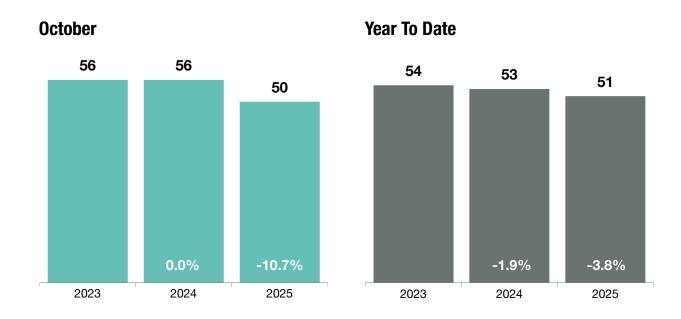
#### **Historical Percent of Original List Price Received**



# **Housing Affordability Index**

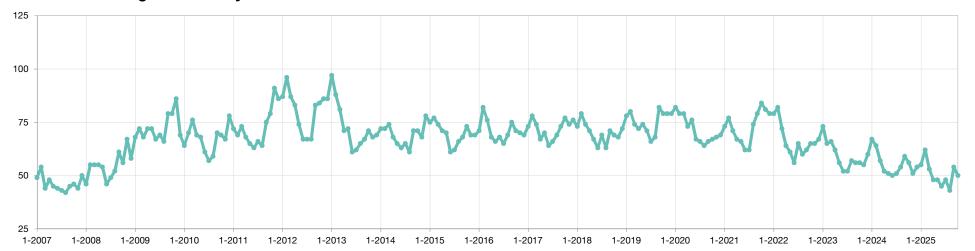


This index measures housing affordability for the region. For example, an index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



Month	Prior Year	Current Year	+/-
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%
October 2025	56	50	-10.7%
12-Month Avg	56	51	-9.5%

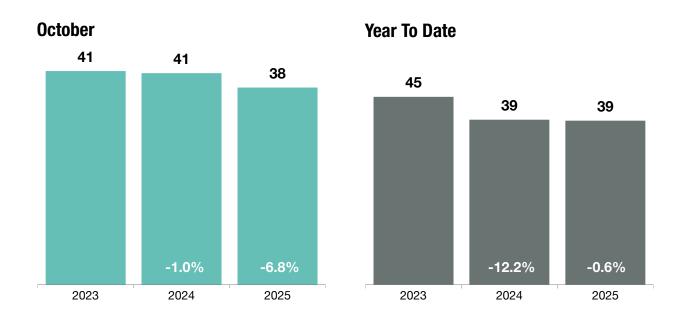
#### **Historical Housing Affordability Index**



### **Market Time**

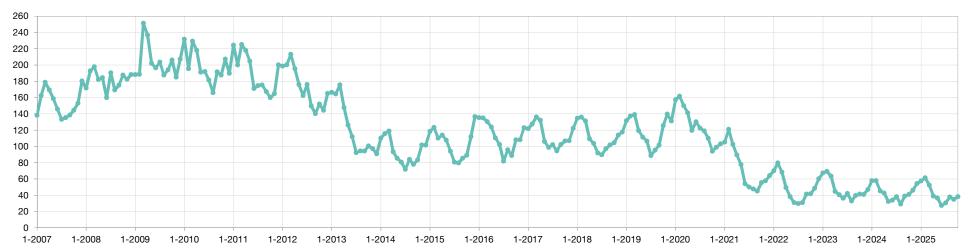
Average number of days between when a property is listed and when an offer is accepted in a given month.





Month	Prior Year	Current Year	+/-
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	-9.8%
October 2025	41	38	-6.8%
12-Month Avg	40	41	+1.8%

#### **Historical Market Times**

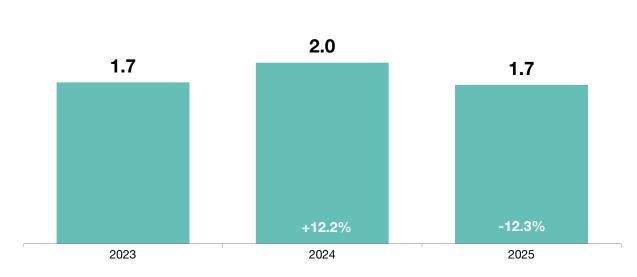


# **Months Supply of Inventory**



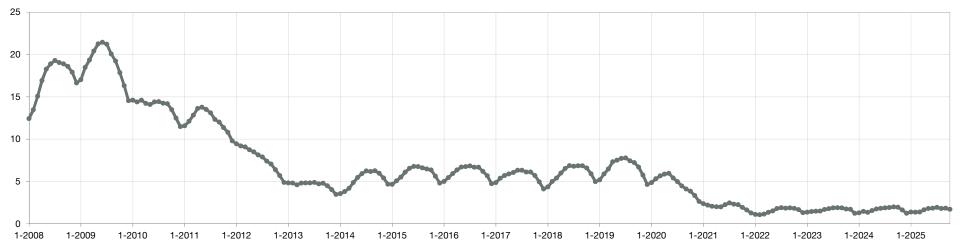


#### **October**



Month	Prior Year	Current Year	+/-
November 2024	1.7	1.6	-4.2%
December 2024	1.2	1.2	+0.7%
January 2025	1.3	1.4	+7.0%
February 2025	1.5	1.4	-6.2%
March 2025	1.3	1.4	+3.1%
April 2025	1.6	1.6	+5.4%
May 2025	1.7	1.8	+3.6%
June 2025	1.8	1.8	+1.4%
July 2025	1.9	1.9	+2.7%
August 2025	1.9	1.8	-5.6%
September 2025	2.0	1.8	-7.9%
October 2025	2.0	1.7	-12.3%
12-Month Avg	1.7	1.6	-1.5%

#### **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.



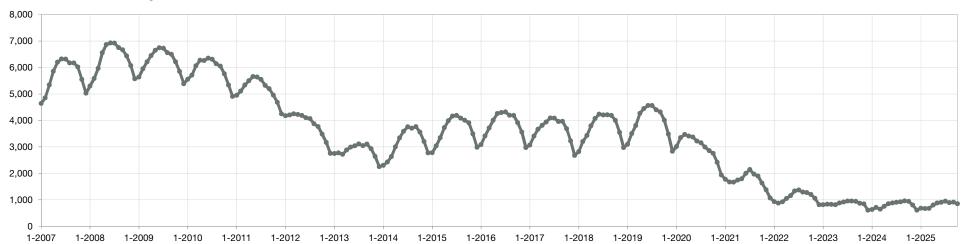
October								
	867	943						
			+8.8%		-10.1%			

2024

Month	Prior Year	Current Year	+/-
November 2024	841	802	-4.6%
December 2024	607	608	+0.2%
January 2025	630	679	+7.8%
February 2025	708	669	-5.5%
March 2025	646	676	+4.6%
April 2025	754	799	+6.0%
May 2025	847	882	+4.1%
June 2025	878	903	+2.8%
July 2025	906	948	+4.6%
August 2025	923	890	-3.6%
September 2025	961	912	-5.1%
October 2025	943	848	-10.1%
12-Month Avg	804	801	+0.1%

#### **Historical Inventory of Homes for Sale**

2023



2025