

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

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 Closed Sales	Change in Median Sales Price	Change in Inventory

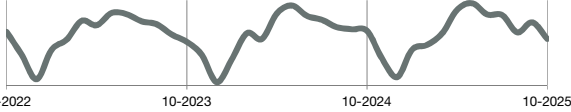
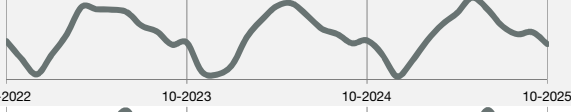
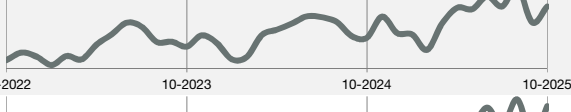
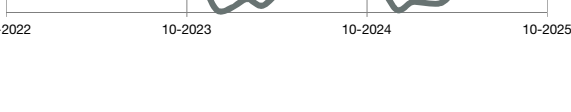
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Market Overview

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

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

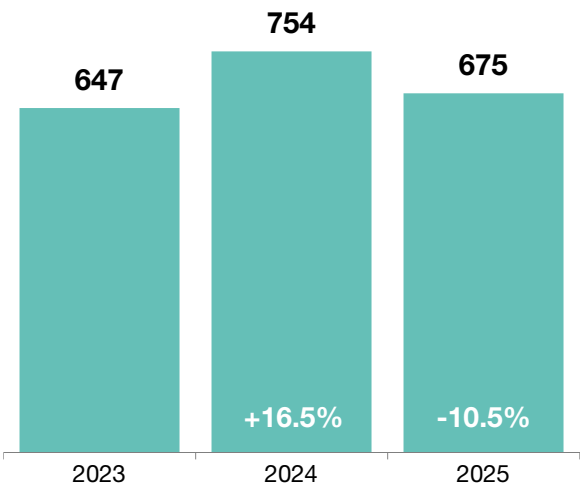
New Listings

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

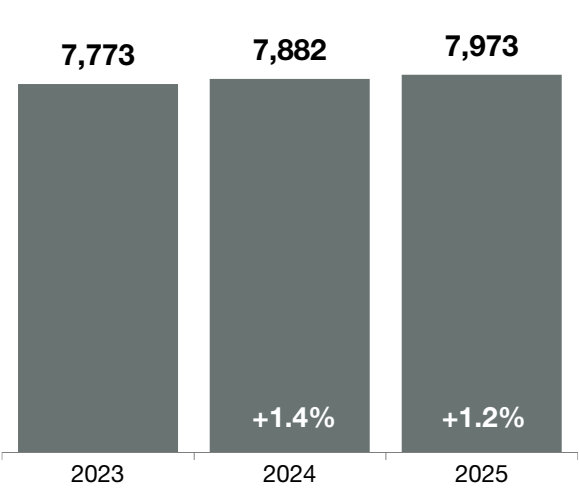
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October

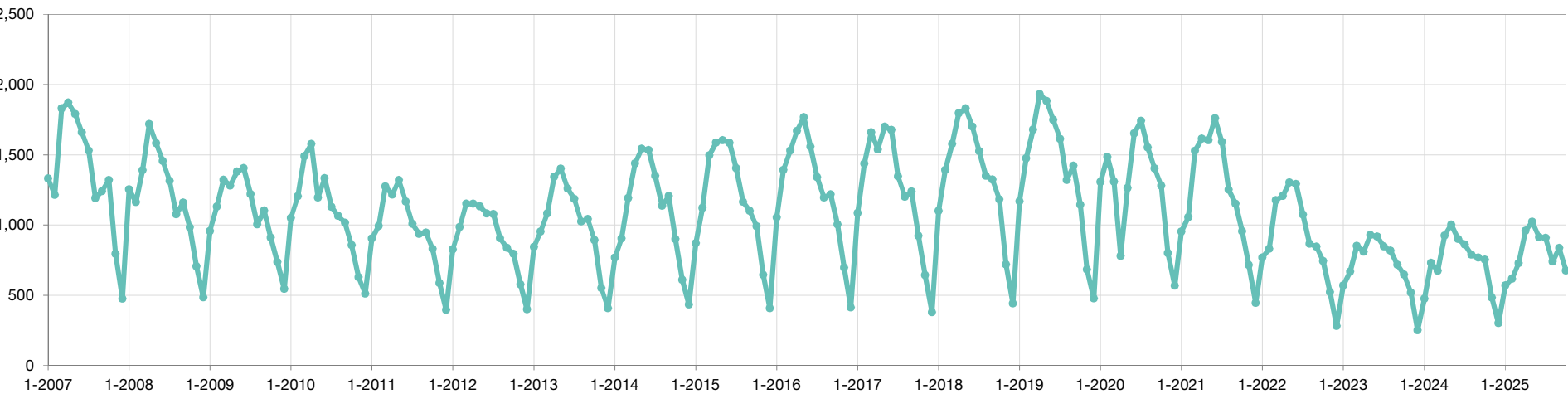


Year To Date



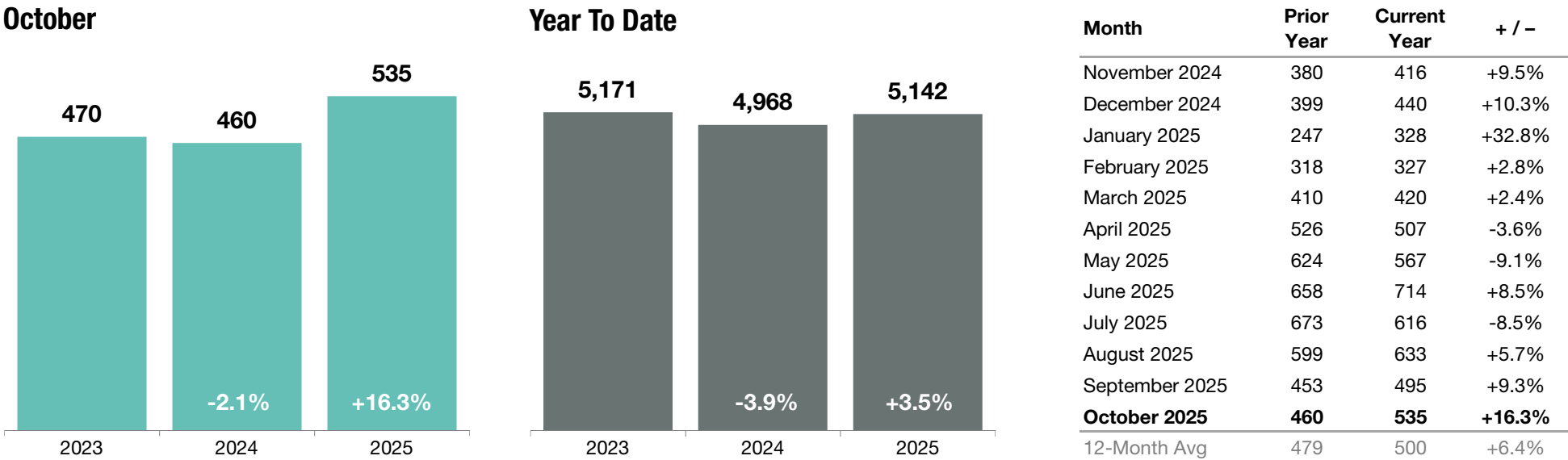
Month	Prior Year	Current Year	+ / -
November 2024	518	483	-6.8%
December 2024	251	301	+19.9%
January 2025	476	570	+19.7%
February 2025	731	617	-15.6%
March 2025	674	729	+8.2%
April 2025	925	960	+3.8%
May 2025	1,002	1,024	+2.2%
June 2025	901	914	+1.4%
July 2025	861	908	+5.5%
August 2025	789	739	-6.3%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

Historical New Listing Activity

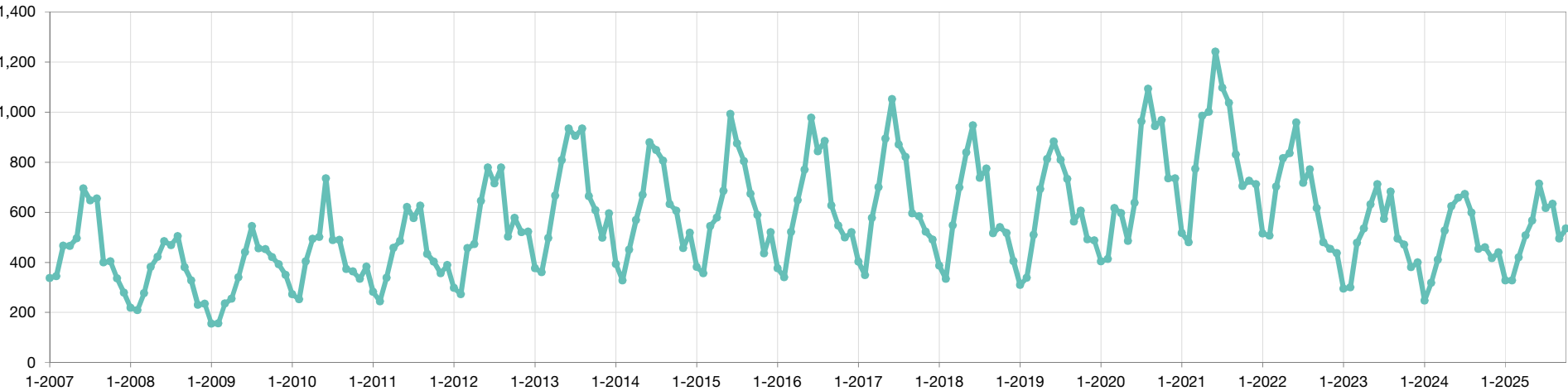


Closed Sales

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



Historical Closed Sales Activity

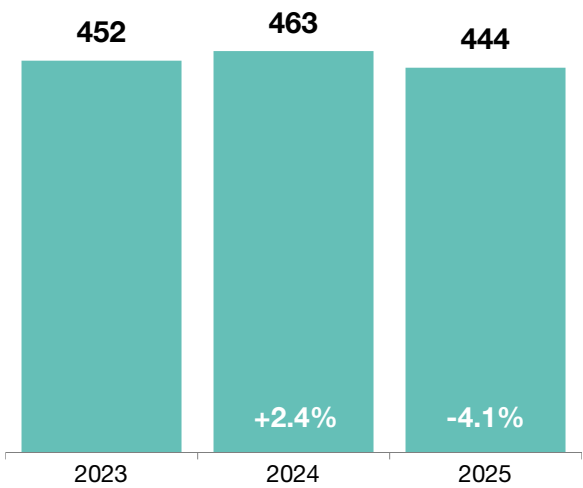


Under Contract

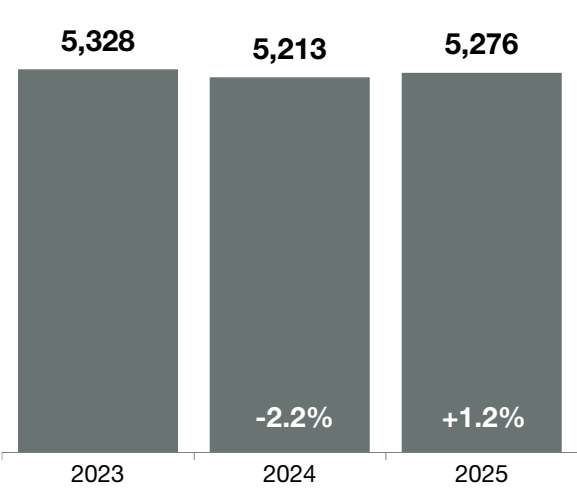
A count of the properties in either a contingent or pending status in a given month.



October

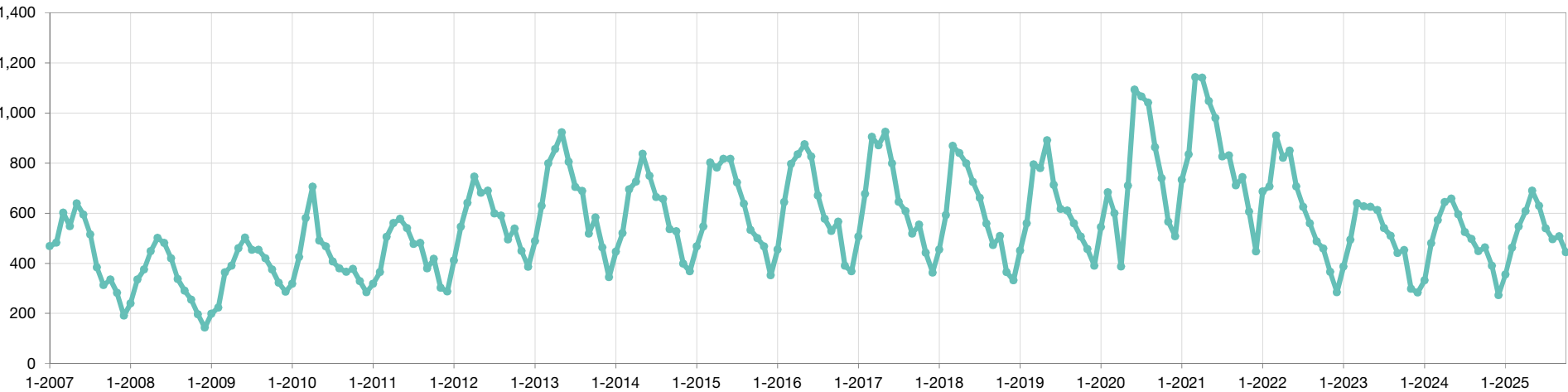


Year To Date



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

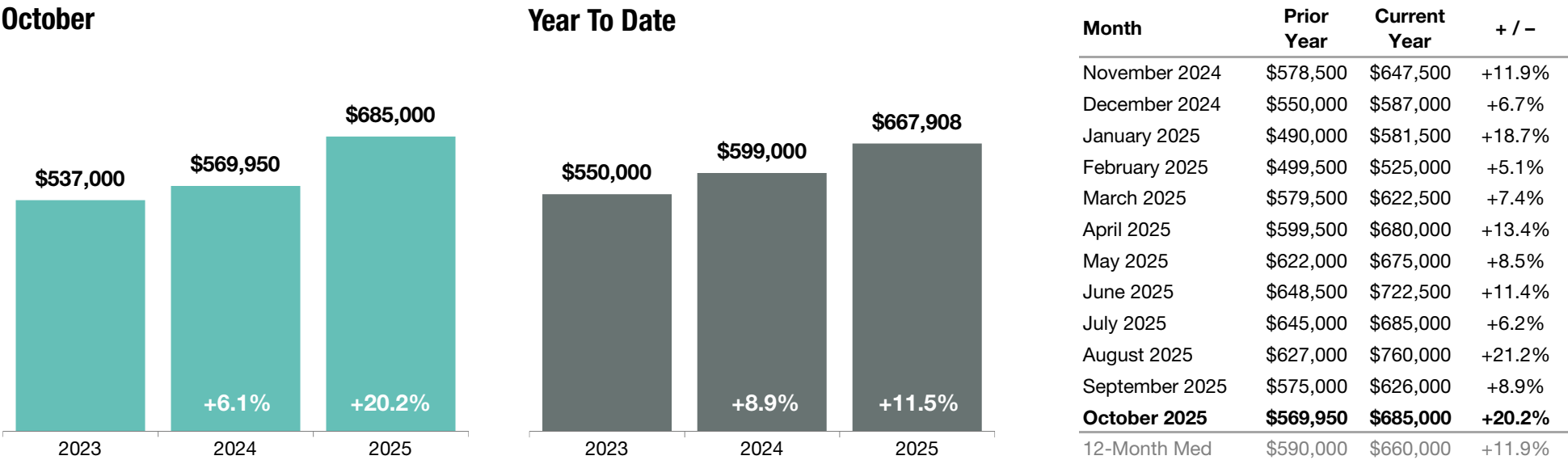


Median Sales Price

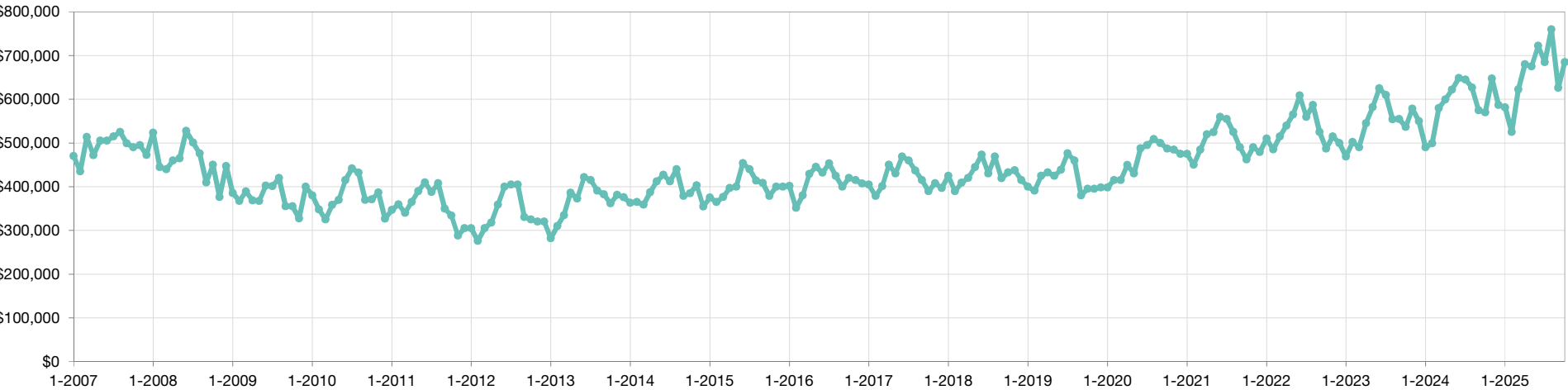
Median price point for all closed sales, not accounting for seller concessions, in a given month.

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Historical Median Sales Price



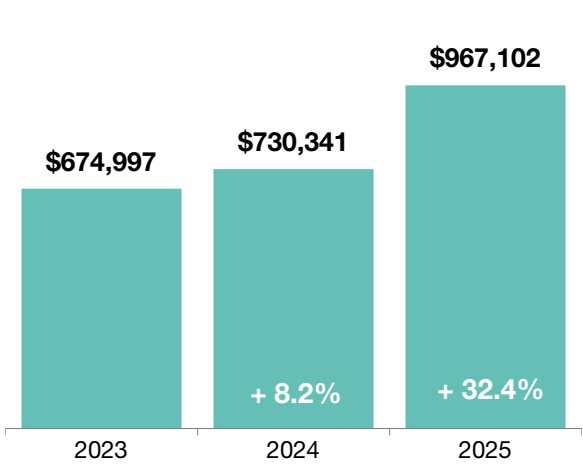
Average Sales Price

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

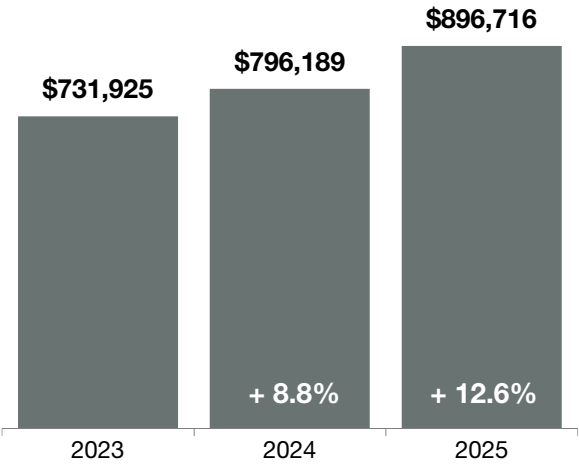
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October

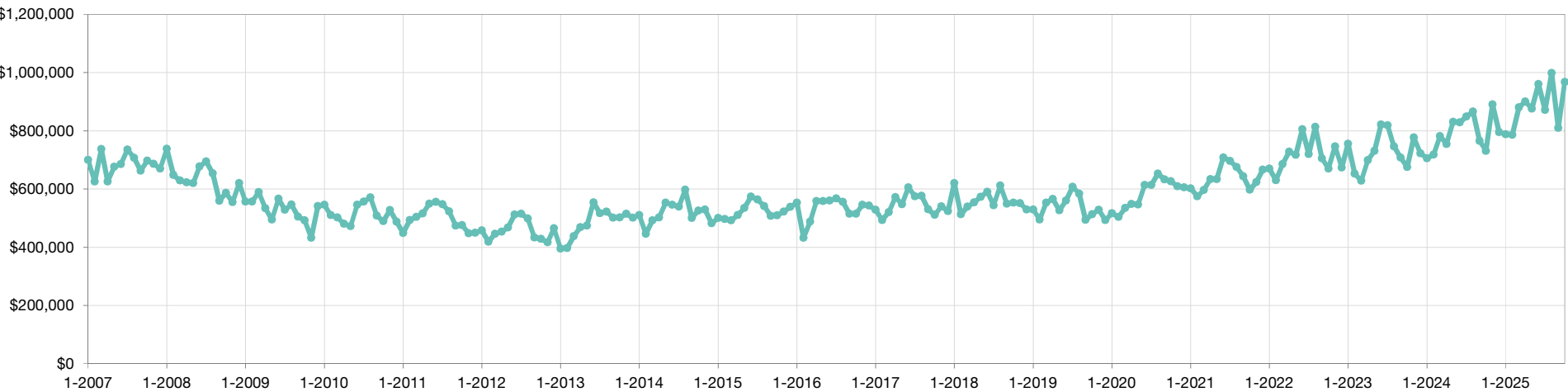


Year To Date



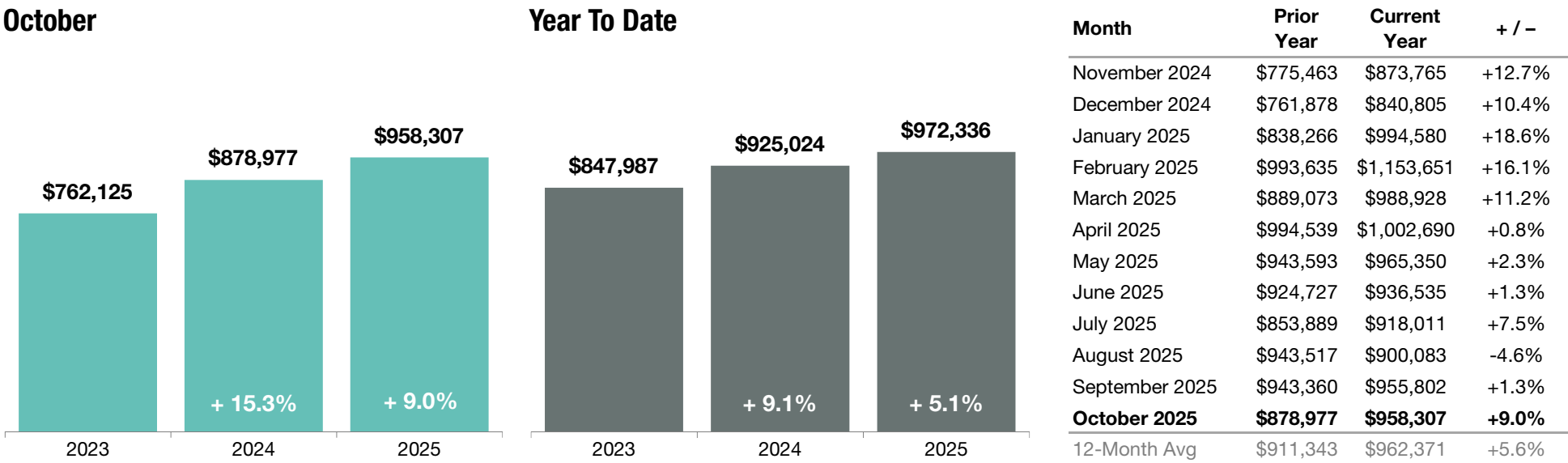
Month	Prior Year	Current Year	+ / -
November 2024	\$776,825	\$890,665	+14.7%
December 2024	\$722,231	\$795,495	+10.1%
January 2025	\$705,050	\$788,043	+11.8%
February 2025	\$717,897	\$786,431	+9.5%
March 2025	\$781,736	\$880,027	+12.6%
April 2025	\$754,284	\$900,278	+19.4%
May 2025	\$830,848	\$876,104	+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

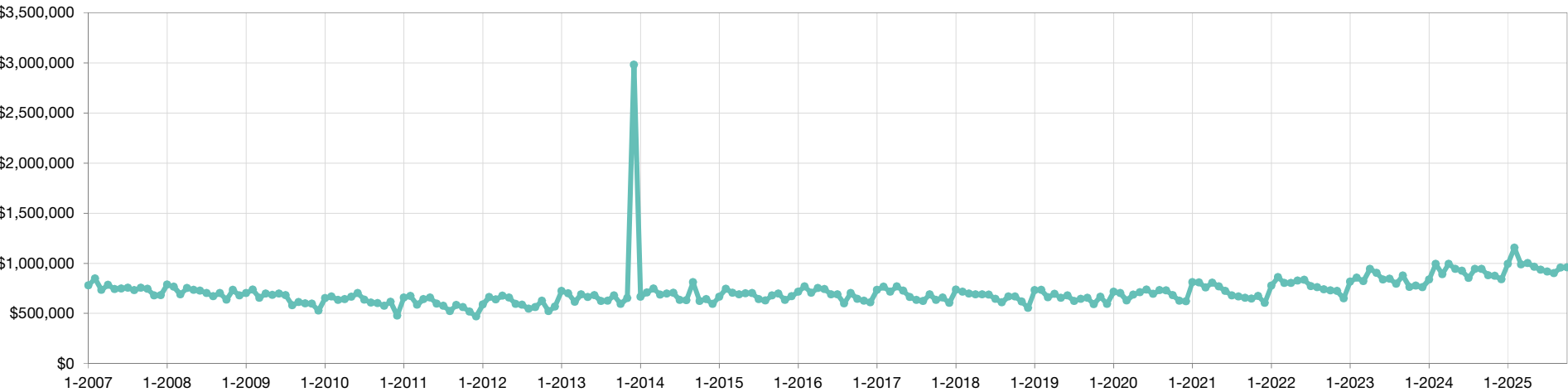


Average List Price

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



Historical Average List Price



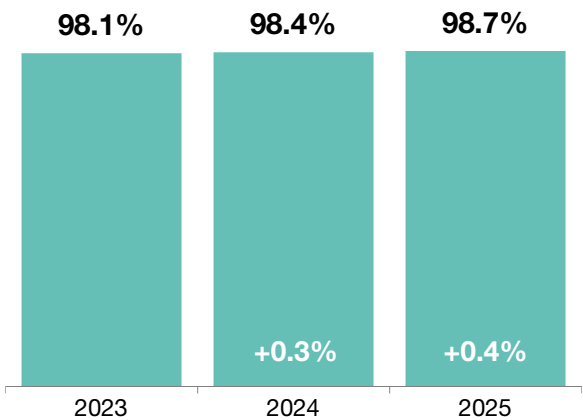
Percent of Original List Price Received

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.

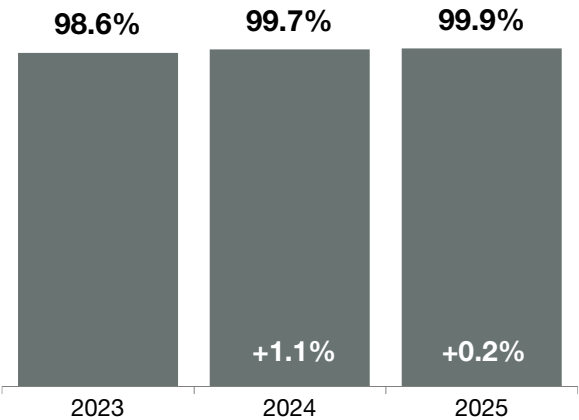
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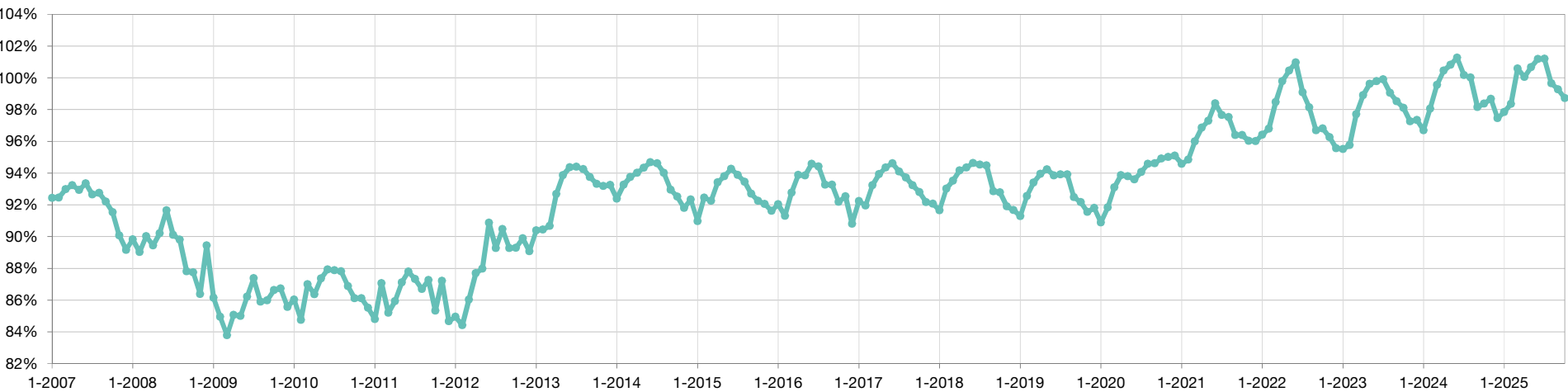


Year To Date



Month	Prior Year	Current Year	+ / -
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

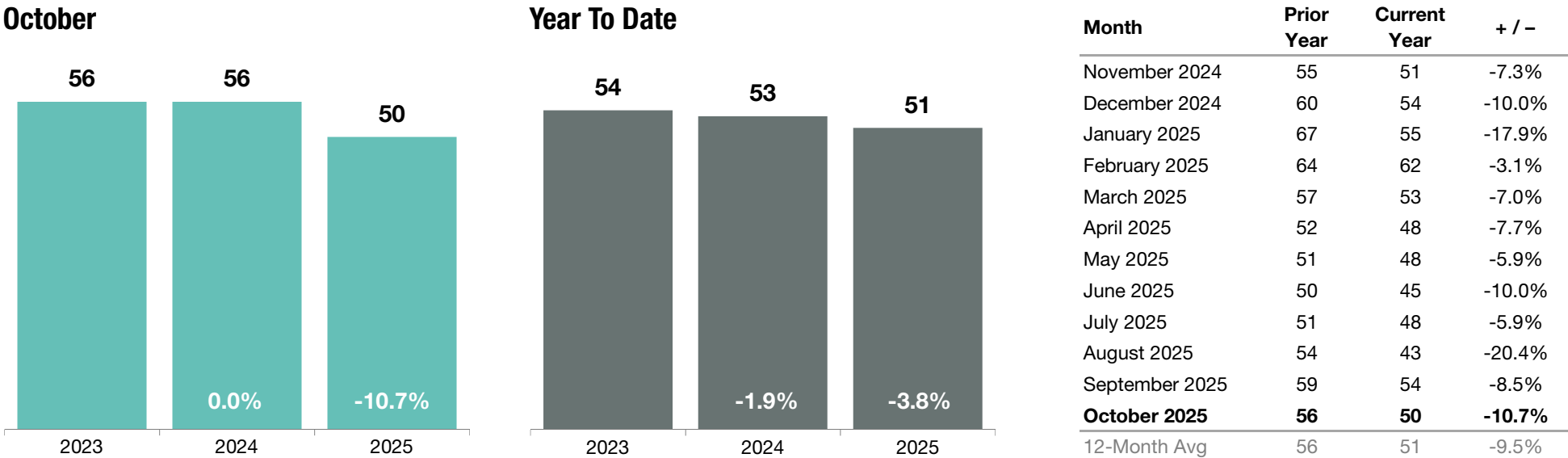


Housing Affordability Index

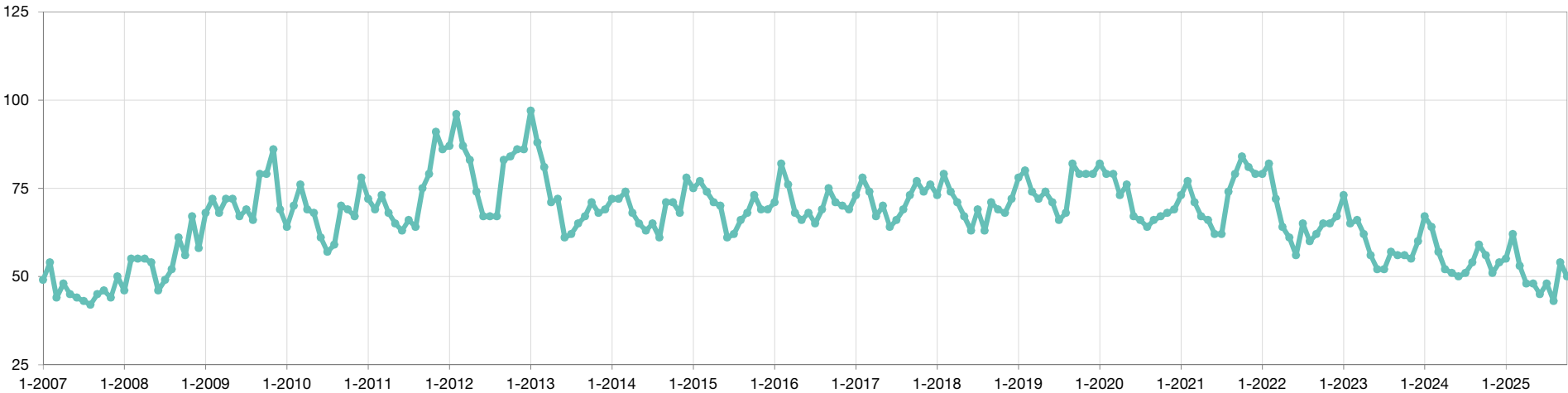
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This index measures housing affordability for the region. For example, an index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater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



Historical Housing Affordability Index



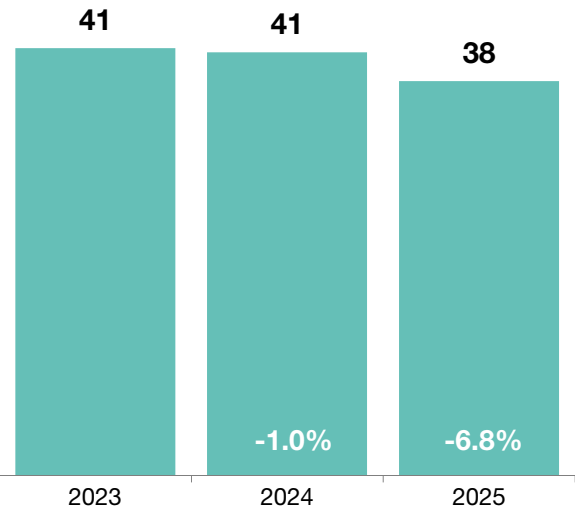
Market Time

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

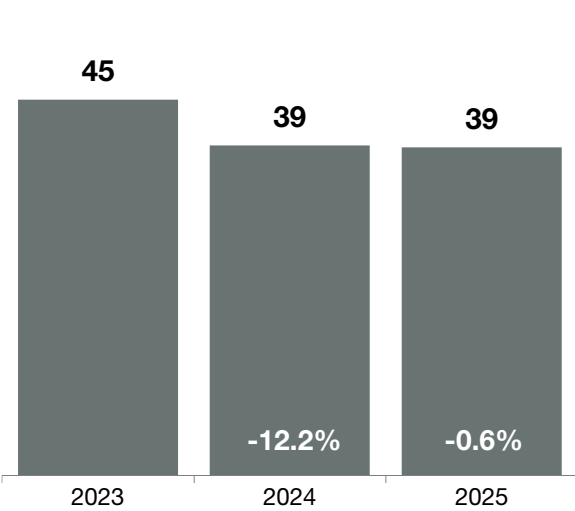
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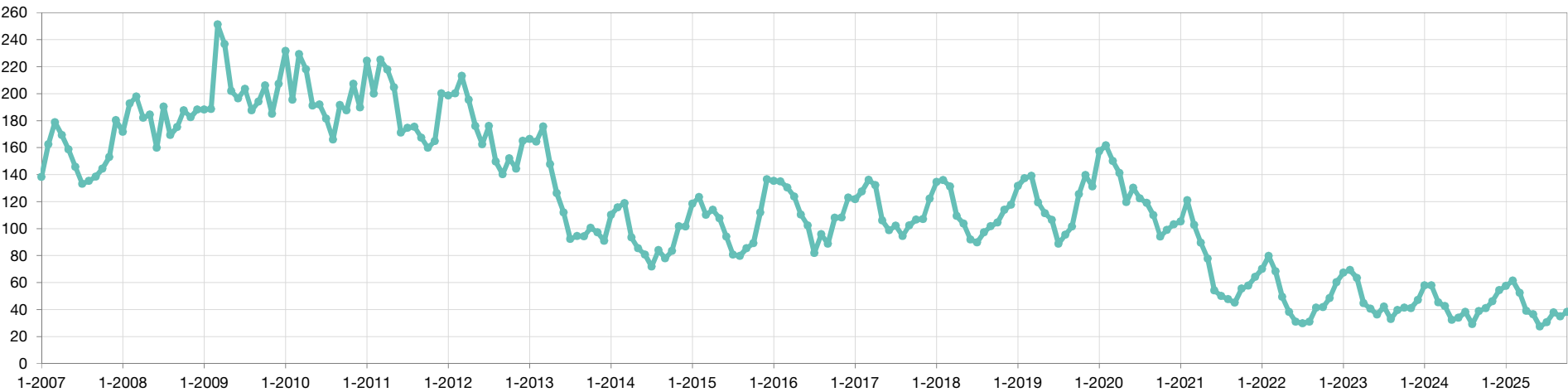


Year To Date



Month	Prior Year	Current Year	+ / -
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



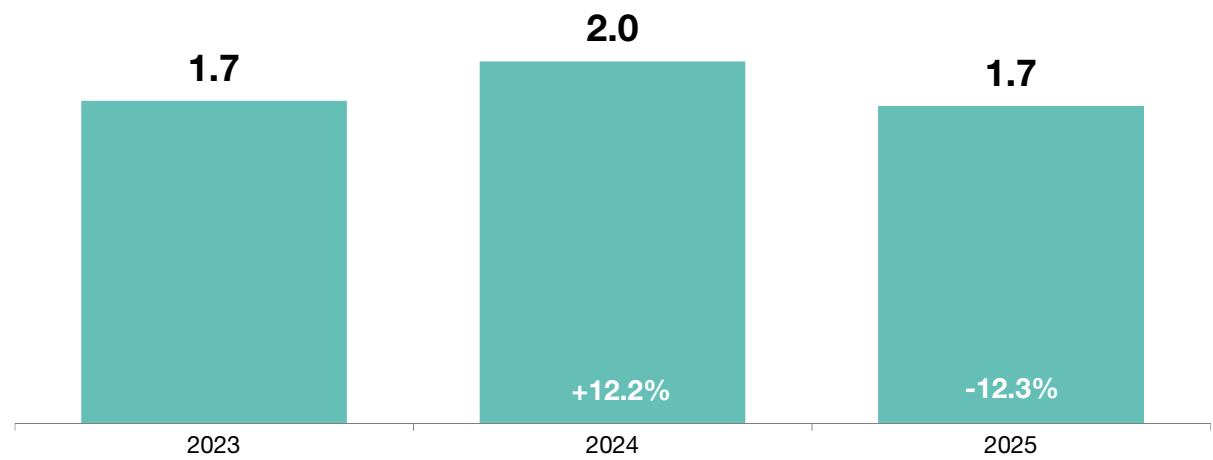
Months Supply of Inventory

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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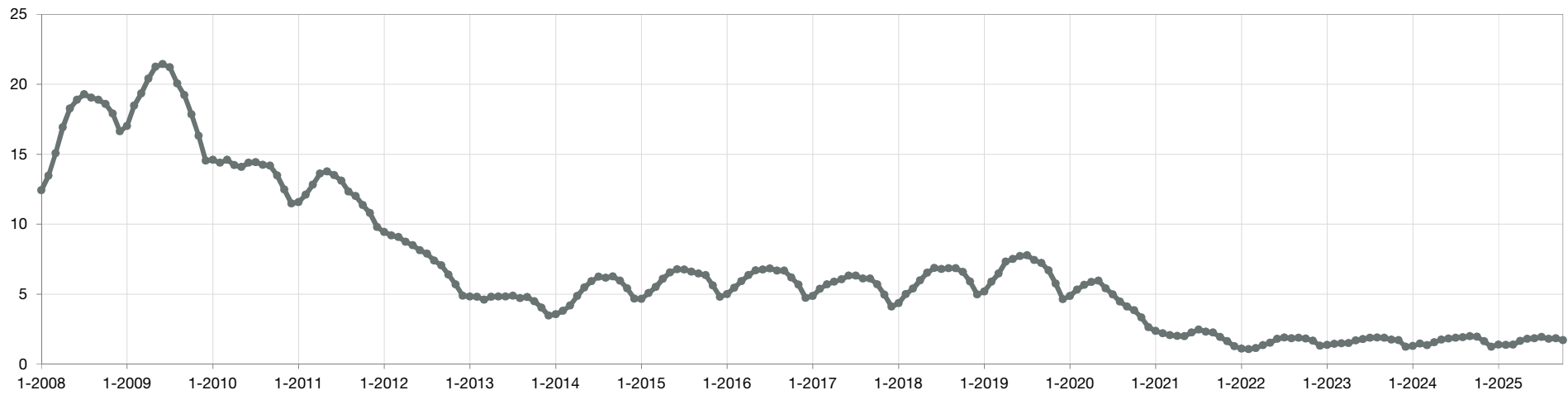
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Month	Prior Year	Current Year	+ / -
November 2024	1.7	1.6	-4.2%
December 2024	1.2	1.2	+0.7%
January 2025	1.3	1.4	+7.0%
February 2025	1.5	1.4	-6.2%
March 2025	1.3	1.4	+3.1%
April 2025	1.6	1.6	+5.4%
May 2025	1.7	1.8	+3.6%
June 2025	1.8	1.8	+1.4%
July 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



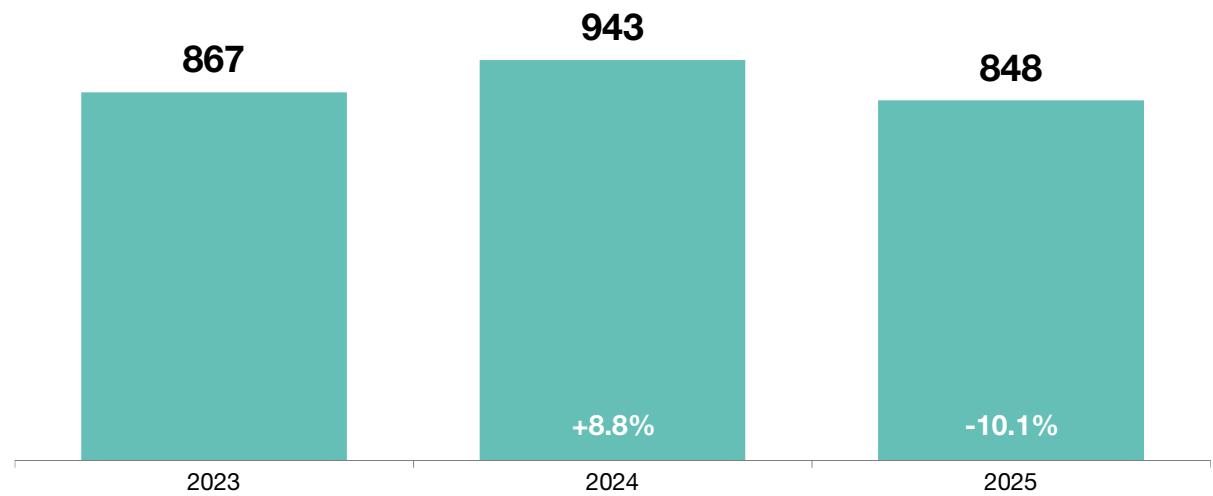
Inventory of Homes for Sale

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

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October



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

