

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

December 2025

U.S. existing home sales ticked up 0.5% from the previous month to a seasonally adjusted annual rate of 4.13 million, marking the third consecutive monthly increase, according to the National Association of REALTORS® (NAR). However, sales were down 1.0% from the same period last year. Regionally, sales rose month-over-month in the Northeast and South, were unchanged in the West, and declined in the Midwest. On a year-over-year basis, sales were flat in the Northeast and South and fell in both the Midwest and West.

New Listings in the North Shore-Barrington region decreased 23.2 percent to 232. Listings Under Contract were down 12.5 percent to 239. Inventory levels fell 12.5 percent to 534 units.

Prices continued to gain traction. The Median Sales Price increased 1.7 percent to \$597,000. Market Times were down 3.9 percent to 52 days. Sellers were encouraged as Months Supply of Inventory was down 12.7 percent to 1.1 months.

The national median existing-home price continued to climb, rising 1.2% from a year ago to \$409,200, according to NAR. This year-over-year increase—the 29th consecutive monthly gain—reflects ongoing tightness in housing supply. At the end of November, there were 1.43 million units for sale, down 5.9% from the previous month but up 7.5% from the same time last year, representing a 4.2-month supply at the current sales pace.

Quick Facts

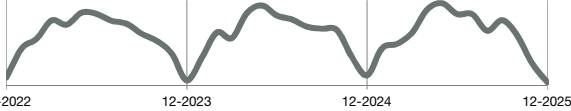
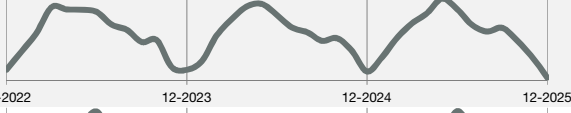









- 3.2%	+ 1.7%	- 12.5%
Change in Closed Sales	Change in Median Sales Price	Change in Inventory
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Market Overview

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

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Key Metrics	Historical Sparklines	12-2024	12-2025	+ / -	YTD 2024	YTD 2025	+ / -
New Listings		302	232	- 23.2%	8,667	8,686	+ 0.2%
Closed Sales		440	426	- 3.2%	5,824	5,976	+ 2.6%
Under Contract (Contingent and Pending)		273	239	- 12.5%	5,876	5,894	+ 0.3%
Median Sales Price		\$587,000	\$597,000	+ 1.7%	\$600,000	\$652,750	+ 8.8%
Average Sales Price		\$795,495	\$849,672	+ 6.8%	\$802,885	\$893,147	+ 11.2%
Average List Price		\$843,319	\$804,629	- 4.6%	\$919,324	\$968,843	+ 5.4%
Percent of Original List Price Received		97.5%	98.0%	+ 0.5%	99.5%	99.7%	+ 0.3%
Housing Affordability Index		54	57	+ 5.6%	53	52	- 1.9%
Market Time		54	52	- 3.9%	41	40	- 2.5%
Months Supply of Homes for Sale		1.2	1.1	- 12.7%	--	--	--
Inventory of Homes for Sale		610	534	- 12.5%	--	--	--

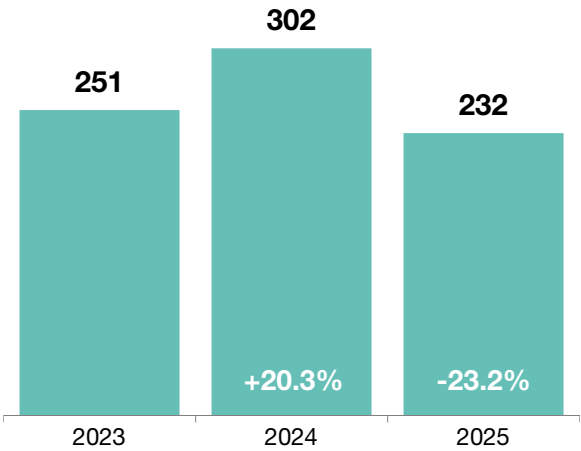
New Listings

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

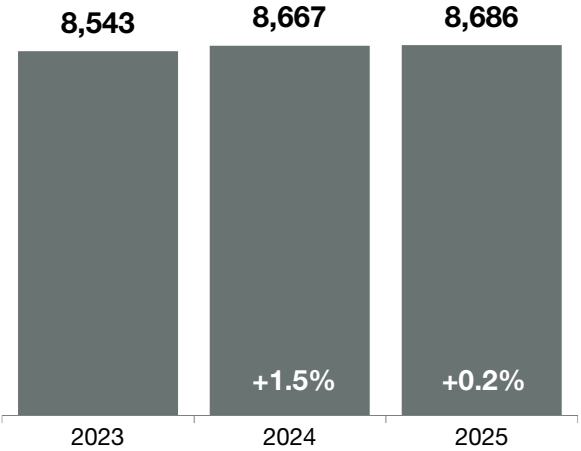
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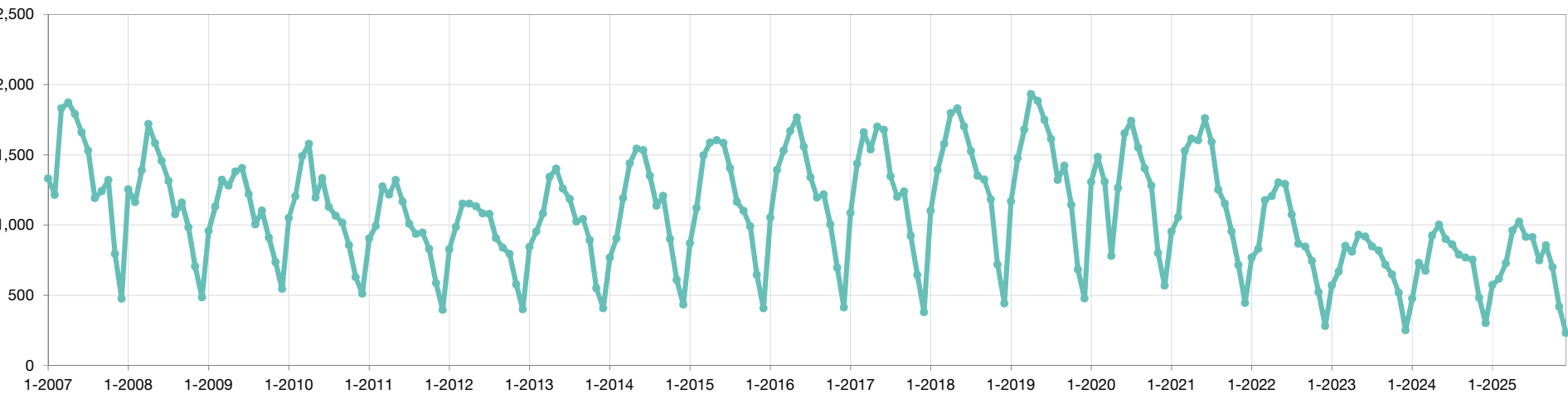


Year To Date



Month	Prior Year	Current Year	+ / -
January 2025	476	573	+20.4%
February 2025	731	617	-15.6%
March 2025	674	729	+8.2%
April 2025	925	961	+3.9%
May 2025	1,002	1,024	+2.2%
June 2025	901	915	+1.6%
July 2025	861	914	+6.2%
August 2025	789	748	-5.2%
September 2025	769	855	+11.2%
October 2025	754	700	-7.2%
November 2025	483	418	-13.5%
December 2025	302	232	-23.2%
12-Month Avg	722	724	+0.2%

Historical New Listing Activity



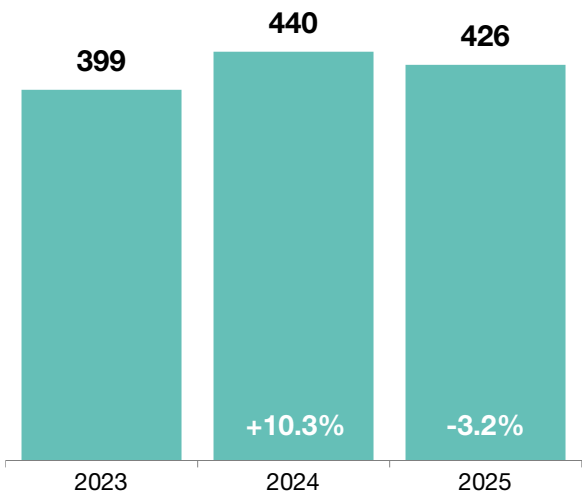
Closed Sales

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

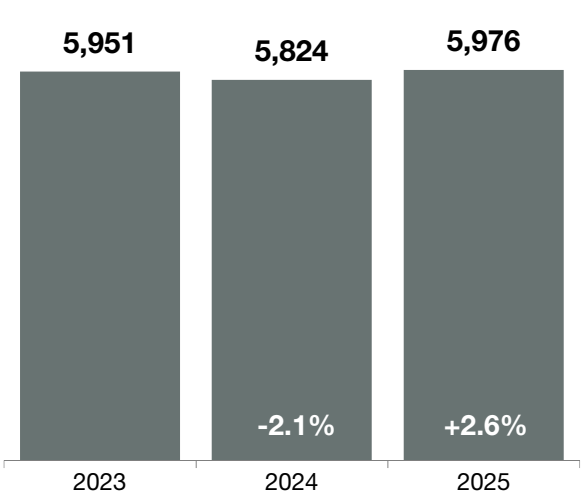
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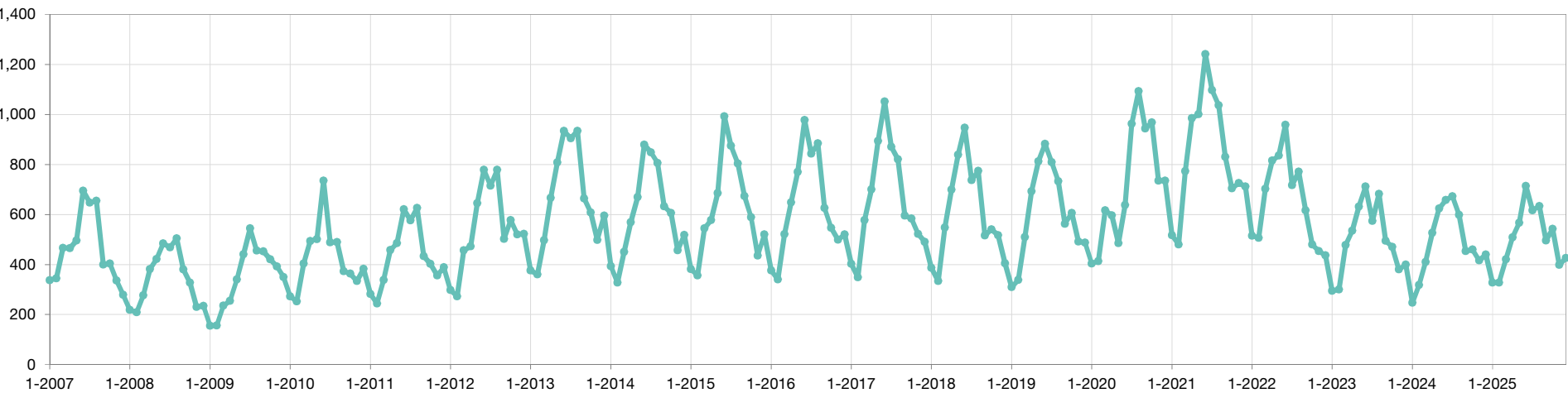


Year To Date



Month	Prior Year	Current Year	+ / -
January 2025	247	328	+32.8%
February 2025	318	327	+2.8%
March 2025	410	421	+2.7%
April 2025	526	508	-3.4%
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	496	+9.5%
October 2025	460	542	+17.8%
November 2025	416	398	-4.3%
December 2025	440	426	-3.2%
12-Month Avg	485	498	+4.3%

Historical Closed Sales Activity



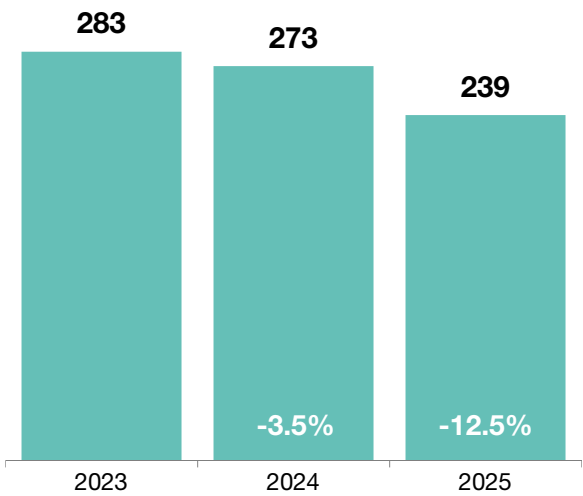
Under Contract

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

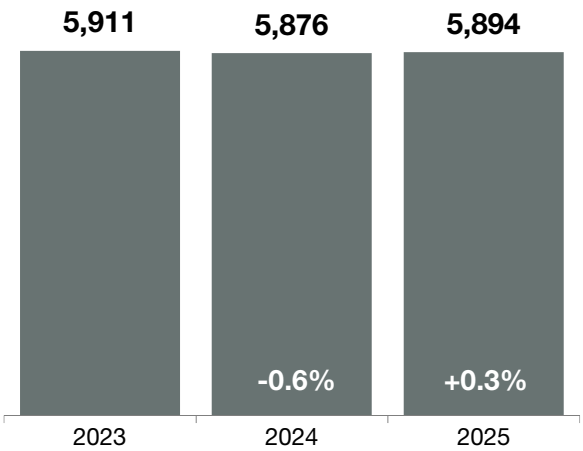
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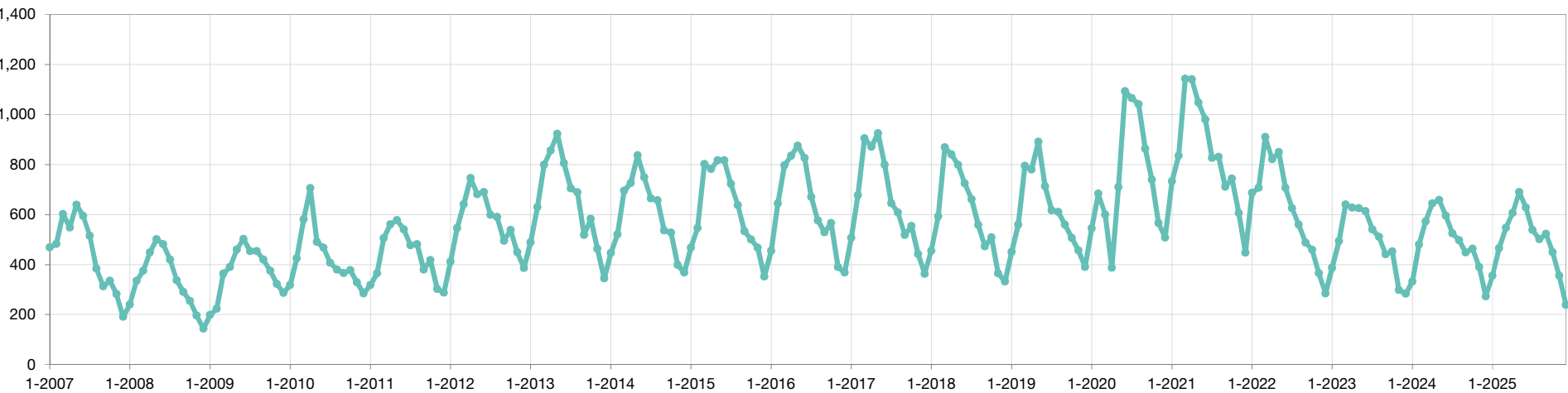


Year To Date



Month	Prior Year	Current Year	+ / -
January 2025	332	355	+6.9%
February 2025	480	465	-3.1%
March 2025	572	547	-4.4%
April 2025	644	606	-5.9%
May 2025	658	689	+4.7%
June 2025	595	628	+5.5%
July 2025	524	538	+2.7%
August 2025	497	501	+0.8%
September 2025	448	522	+16.5%
October 2025	463	449	-3.0%
November 2025	390	355	-9.0%
December 2025	273	239	-12.5%
12-Month Avg	490	491	+0.3%

Historical Under Contract Activity



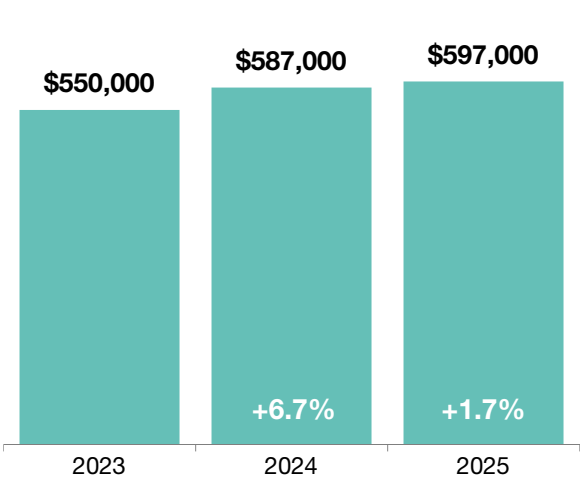
Median Sales Price

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

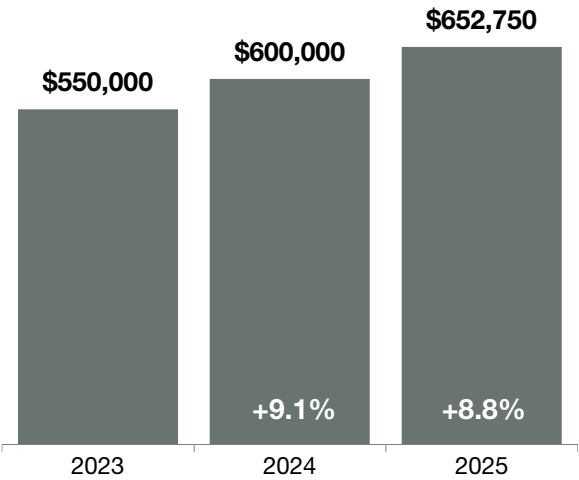
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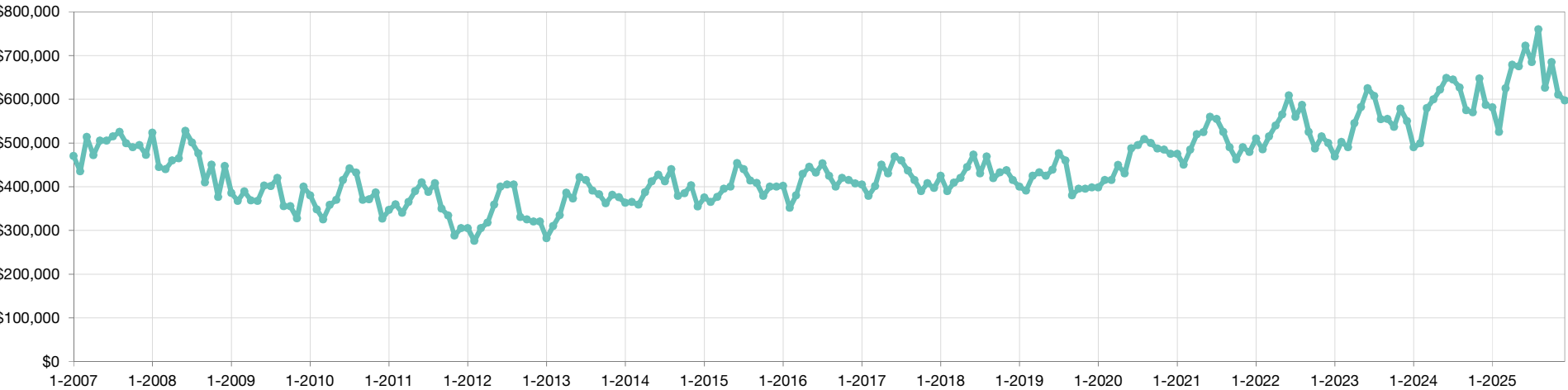


Year To Date



Month	Prior Year	Current Year	+ / -
January 2025	\$490,000	\$581,500	+18.7%
February 2025	\$499,500	\$525,000	+5.1%
March 2025	\$579,500	\$625,000	+7.9%
April 2025	\$599,500	\$679,000	+13.3%
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	\$626,500	+9.0%
October 2025	\$569,950	\$685,000	+20.2%
November 2025	\$647,500	\$610,500	-5.7%
December 2025	\$587,000	\$597,000	+1.7%
12-Month Med	\$600,000	\$652,750	+8.8%

Historical Median Sales Price



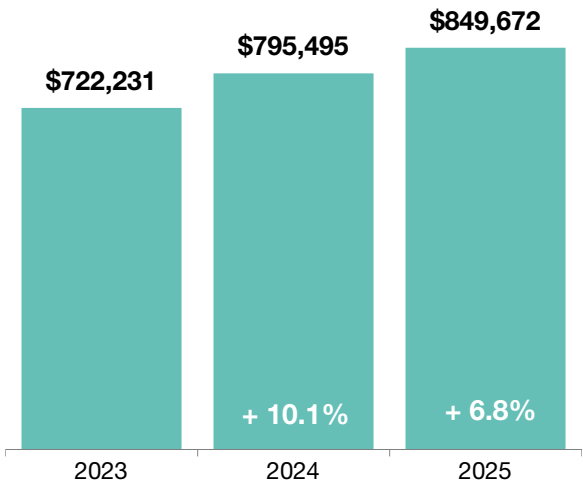
Average Sales Price

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

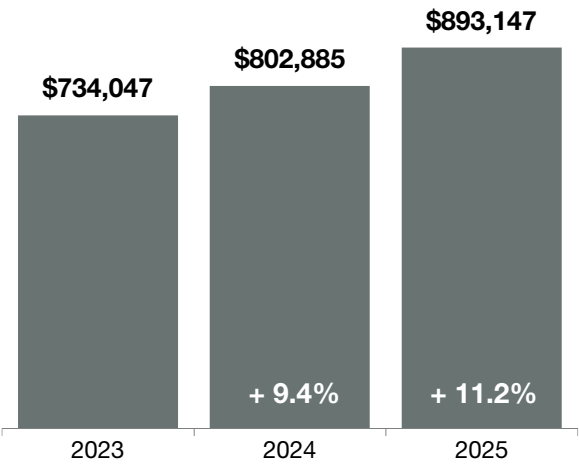
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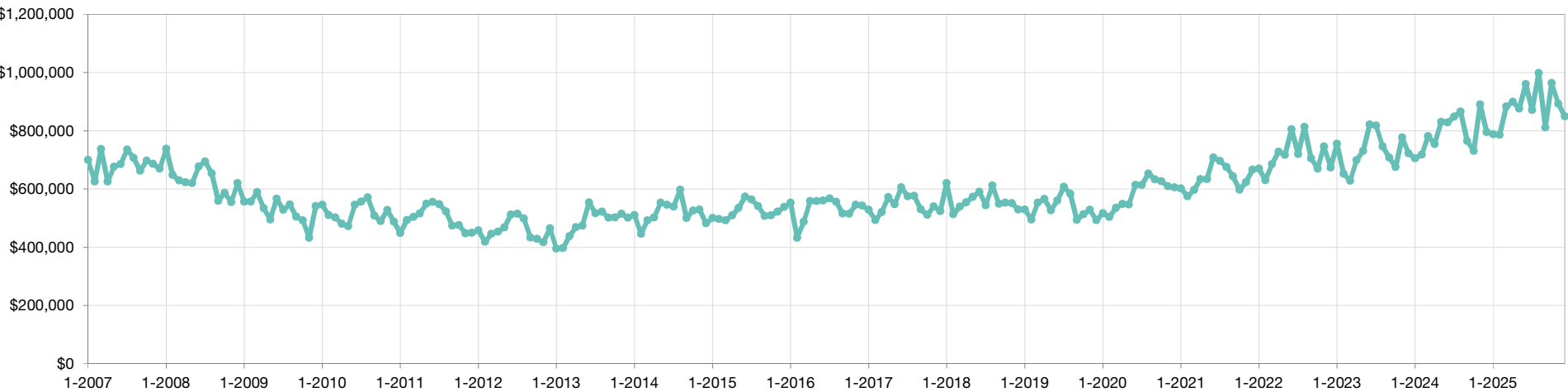


Year To Date



Month	Prior Year	Current Year	+ / -
January 2025	\$705,050	\$788,043	+11.8%
February 2025	\$717,897	\$786,431	+9.5%
March 2025	\$781,736	\$882,782	+12.9%
April 2025	\$754,284	\$899,667	+19.3%
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	\$811,536	+6.0%
October 2025	\$730,341	\$963,667	+31.9%
November 2025	\$890,665	\$893,146	+0.3%
December 2025	\$795,495	\$849,672	+6.8%
12-Month Avg	\$802,885	\$893,147	+11.2%

Historical Average Sales Price

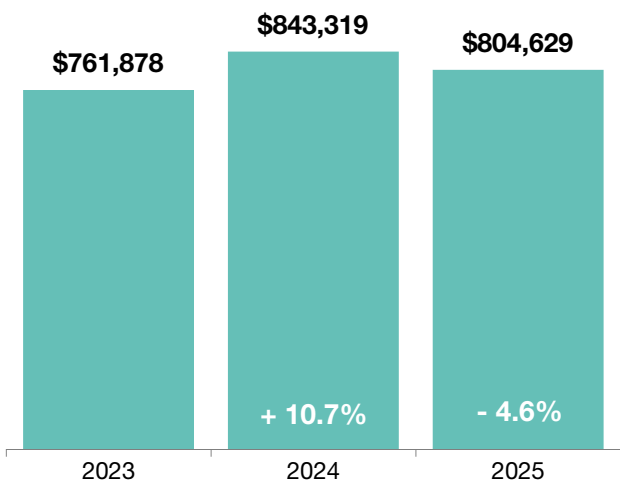


Average List Price

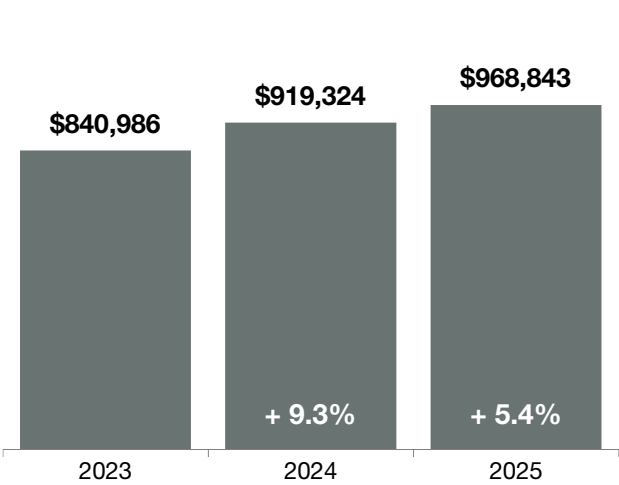
Average list price for all new listings in a given month.



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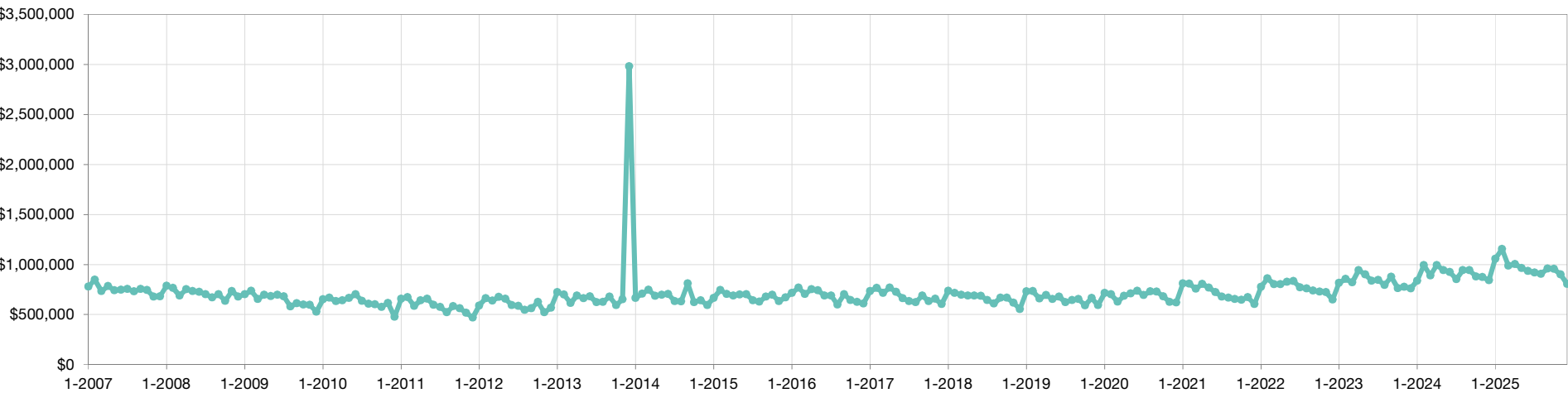


Year To Date



Month	Prior Year	Current Year	+ / -
January 2025	\$838,266	\$1,055,805	+26.0%
February 2025	\$993,635	\$1,153,700	+16.1%
March 2025	\$889,178	\$988,928	+11.2%
April 2025	\$994,539	\$1,003,155	+0.9%
May 2025	\$943,593	\$965,325	+2.3%
June 2025	\$924,727	\$935,624	+1.2%
July 2025	\$853,889	\$918,369	+7.6%
August 2025	\$943,517	\$905,177	-4.1%
September 2025	\$943,360	\$958,524	+1.6%
October 2025	\$878,977	\$957,077	+8.9%
November 2025	\$873,765	\$900,184	+3.0%
December 2025	\$843,319	\$804,629	-4.6%
12-Month Avg	\$919,324	\$968,843	+5.4%

Historical Average List Price



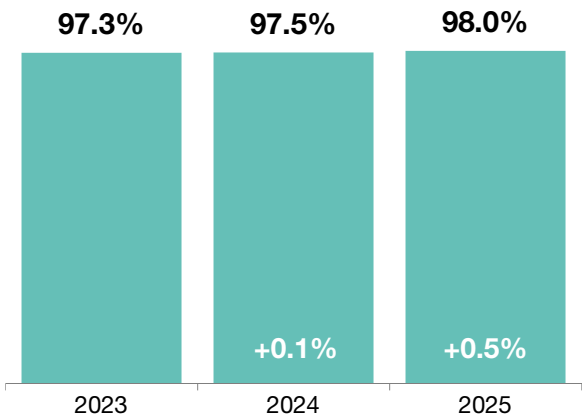
Percent of Original List Price Received

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.

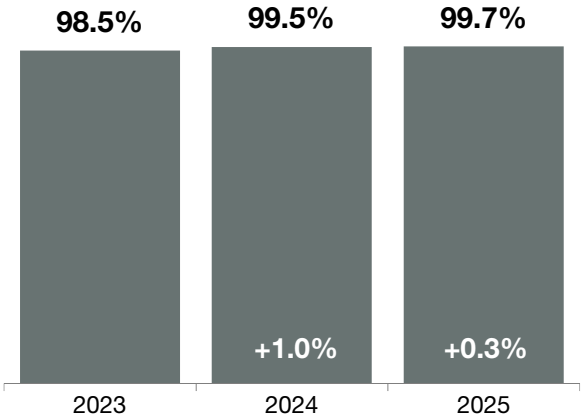
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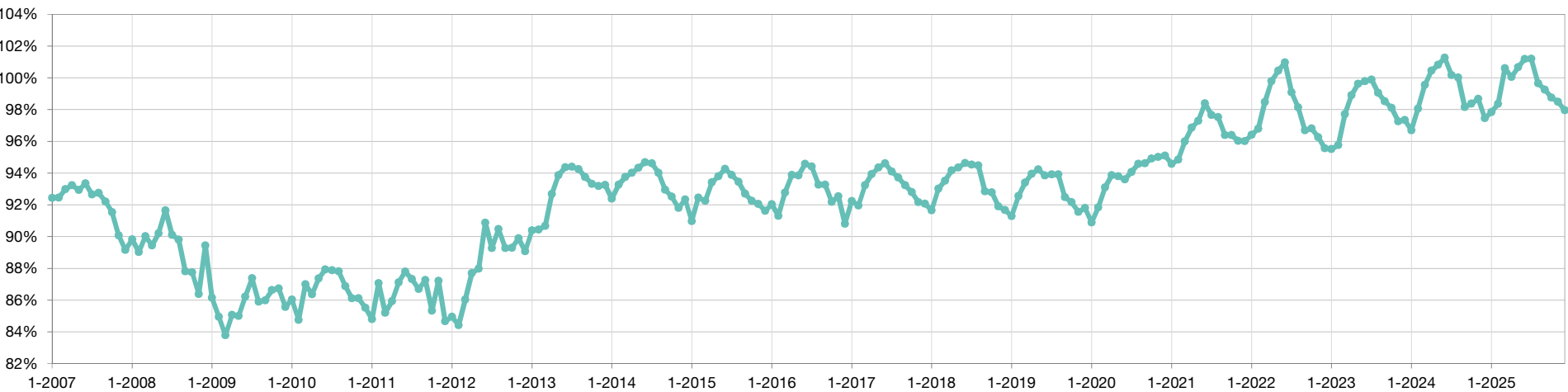


Year To Date



Month	Prior Year	Current Year	+ / -
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%
November 2025	98.7%	98.5%	-0.2%
December 2025	97.5%	98.0%	+0.5%
12-Month Avg	99.5%	99.7%	+0.3%

Historical Percent of Original List Price Received



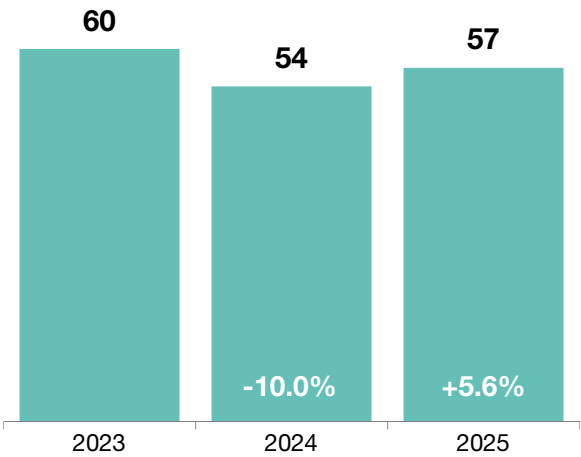
Housing Affordability Index

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.**

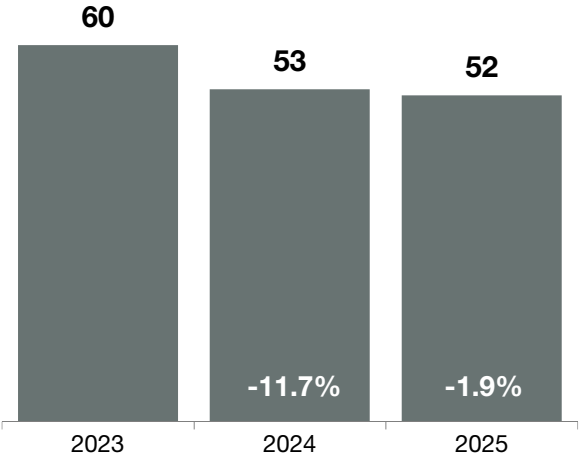
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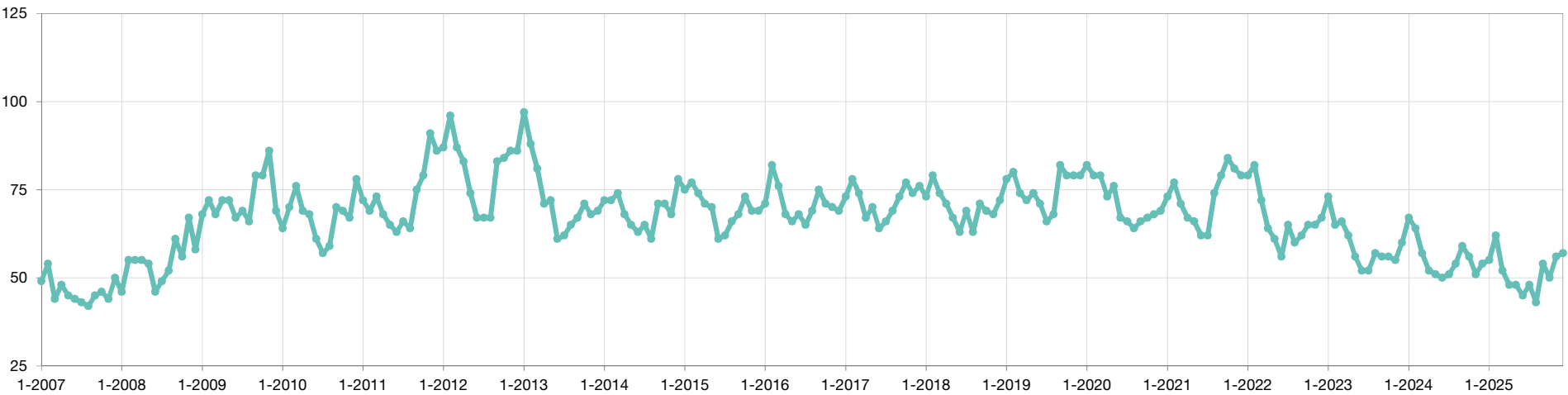


Year To Date



Month	Prior Year	Current Year	+ / -
January 2025	67	55	-17.9%
February 2025	64	62	-3.1%
March 2025	57	52	-8.8%
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%
November 2025	51	56	+9.8%
December 2025	54	57	+5.6%
12-Month Avg	56	52	-7.0%

Historical Housing Affordability Index



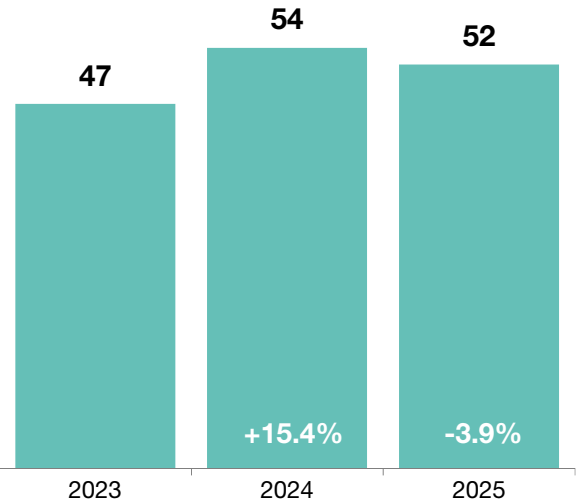
Market Time

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

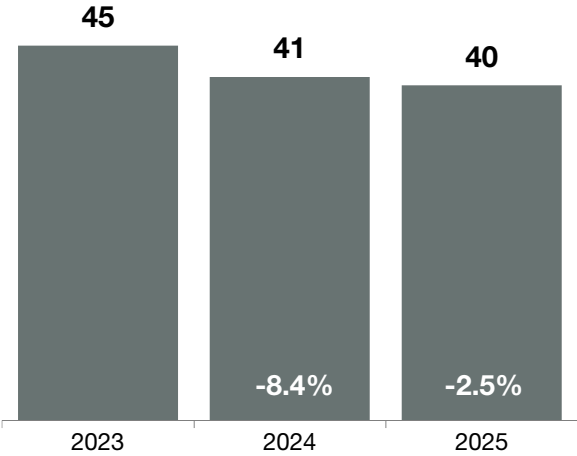
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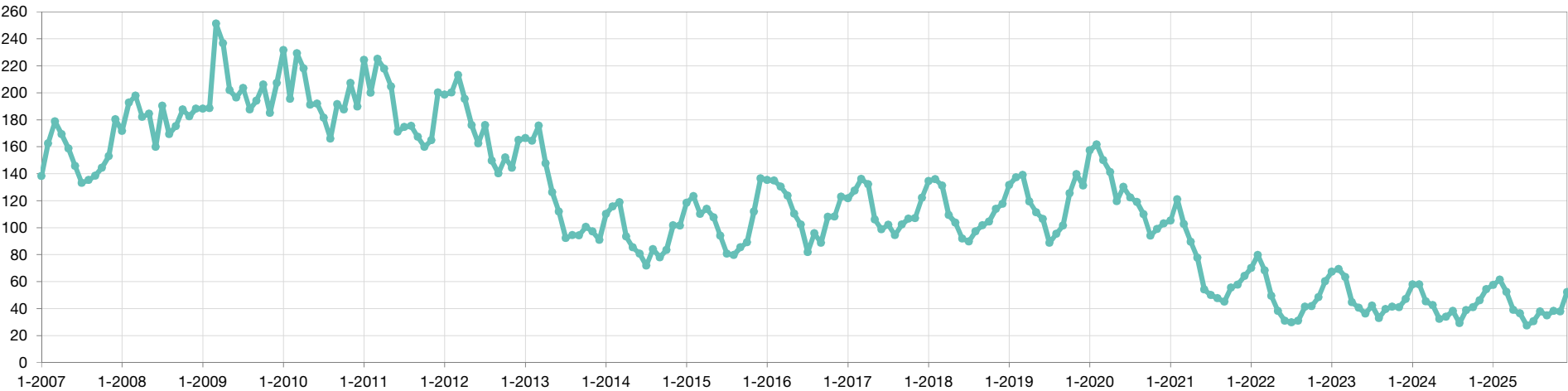


Year To Date



Month	Prior Year	Current Year	+ / -
January 2025	58	58	-0.5%
February 2025	58	61	+6.2%
March 2025	45	52	+15.5%
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%
October 2025	41	38	-6.9%
November 2025	46	38	-18.2%
December 2025	54	52	-3.9%
12-Month Avg	41	40	-2.5%

Historical Market Times



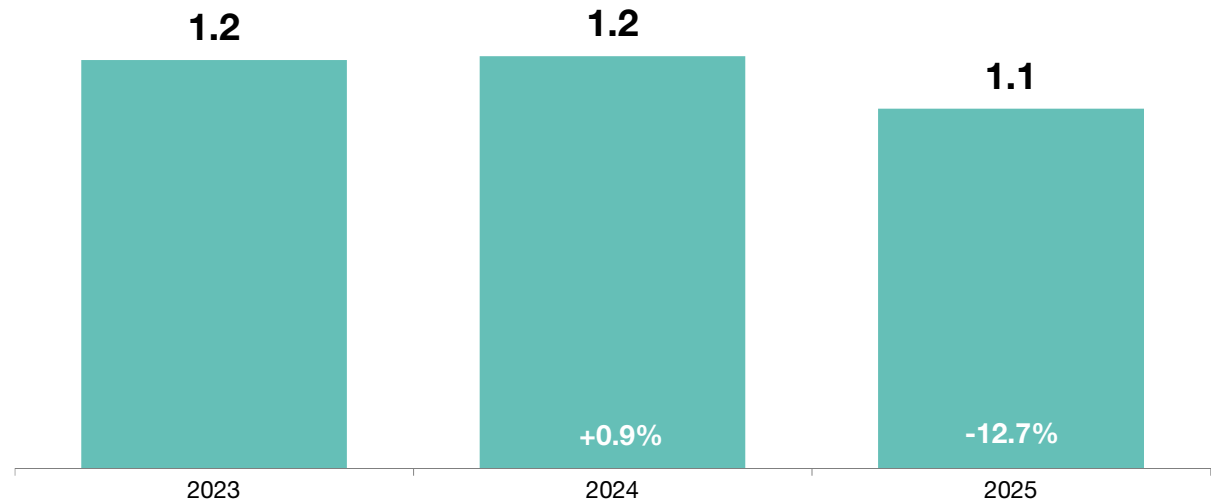
Months Supply of Inventory

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.

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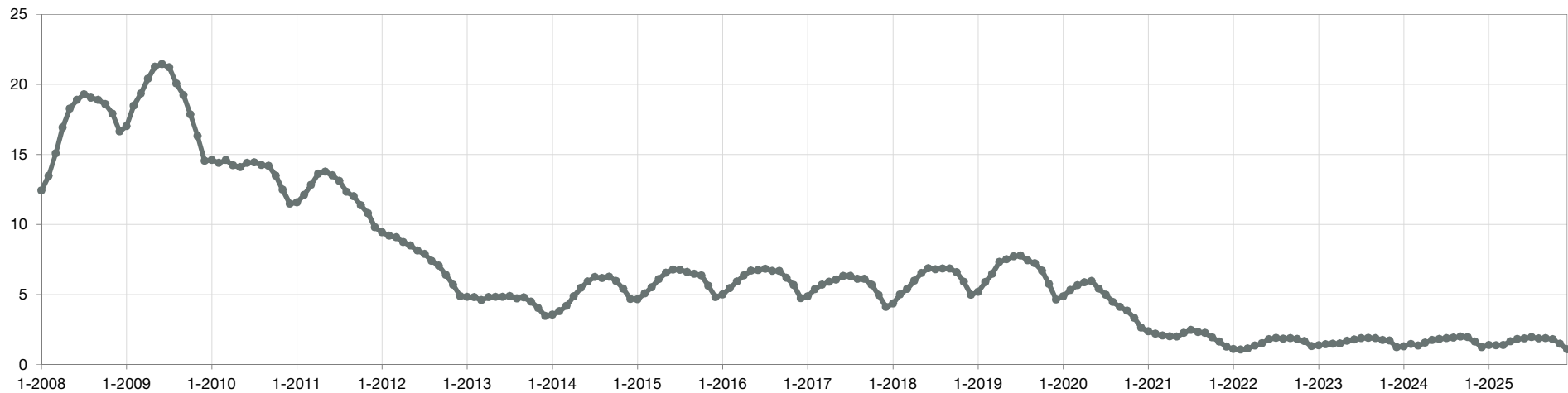
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Month	Prior Year	Current Year	+ / -
January 2025	1.3	1.4	+7.6%
February 2025	1.5	1.4	-6.0%
March 2025	1.3	1.4	+3.6%
April 2025	1.6	1.7	+5.9%
May 2025	1.7	1.8	+4.1%
June 2025	1.8	1.9	+2.1%
July 2025	1.9	2.0	+4.3%
August 2025	1.9	1.9	-3.5%
September 2025	2.0	1.9	-5.8%
October 2025	2.0	1.8	-7.8%
November 2025	1.6	1.5	-9.1%
December 2025	1.2	1.1	-12.7%
12-Month Avg	1.7	1.6	-1.5%

Historical Months Supply of Inventory



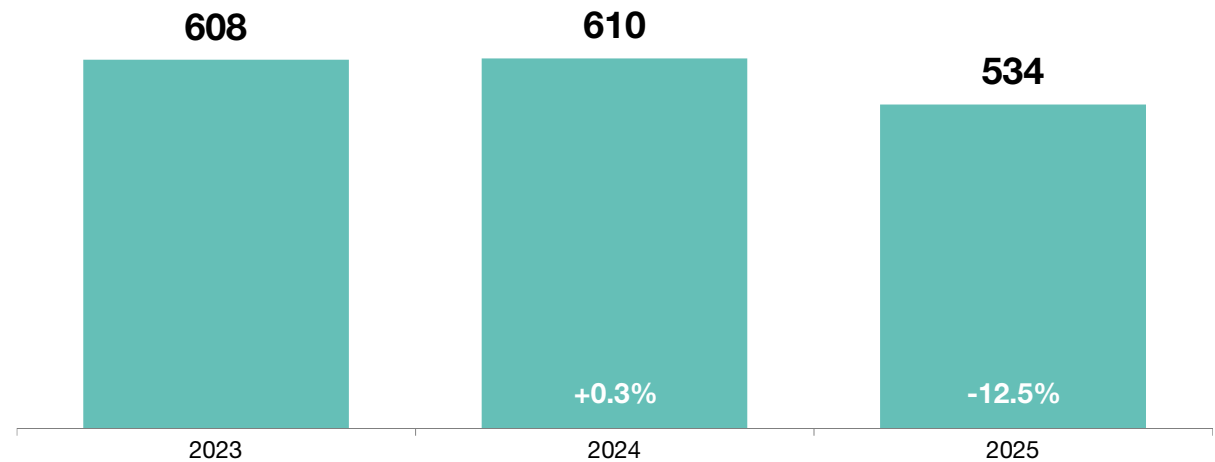
Inventory of Homes for Sale

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

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Month	Prior Year	Current Year	+ / -
January 2025	631	684	+8.4%
February 2025	709	671	-5.4%
March 2025	647	680	+5.1%
April 2025	755	804	+6.5%
May 2025	848	887	+4.6%
June 2025	879	910	+3.5%
July 2025	907	964	+6.3%
August 2025	924	911	-1.4%
September 2025	962	937	-2.6%
October 2025	944	896	-5.1%
November 2025	803	735	-8.5%
December 2025	610	534	-12.5%
12-Month Avg	802	801	-0.1%

Historical Inventory of Homes for Sale

