

Local Market Update – February 2023

A RESEARCH TOOL PROVIDED BY MIDWEST REAL ESTATE DATA LLC
RESIDENTIAL ACTIVITY ONLY | Data current as of March 14, 2023



Lake County

- 29.8%

Change in
New Listings
All Properties

- 23.3%

Change in
Closed Sales
All Properties

- 8.6%

Change in
Inventory of Homes
All Properties

Detached Single-Family

	February			Trailing 12 Months		
	2-2022	2-2023	+ / -	2-2022	2-2023	+ / -
New Listings	754	526	- 30.2%	13,610	10,835	- 20.4%
Under Contract (includes Contingent and Pending)	629	467	- 25.8%	10,030	7,366	- 26.6%
Closed Sales	475	375	- 21.1%	10,363	7,671	- 26.0%
Median Sales Price*	\$340,000	\$329,000	- 3.2%	\$358,000	\$378,000	+ 5.6%
Average Sales Price*	\$446,898	\$422,926	- 5.4%	\$449,171	\$494,746	+ 10.1%
Percent of Original List Price Received*	99.2%	97.6%	- 1.6%	98.8%	99.0%	+ 0.2%
Average Market Time	66	58	- 12.1%	47	39	- 17.0%
Inventory of Homes for Sale at Month End	834	743	- 10.9%	--	--	--

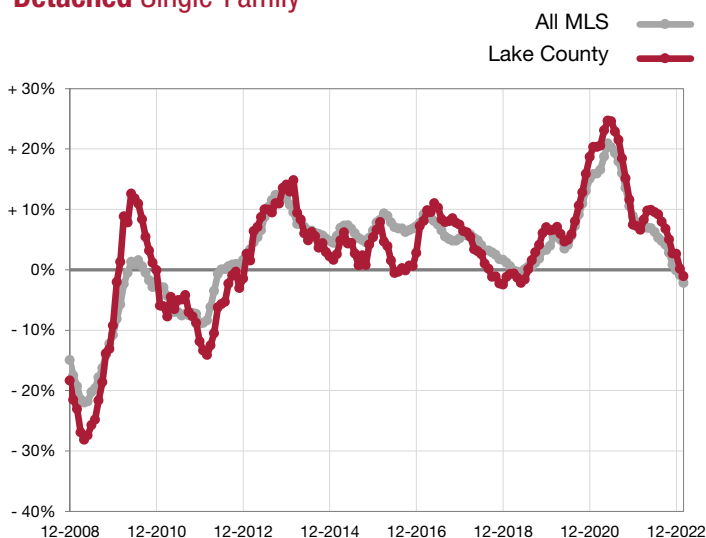
Attached Single-Family

	February			Trailing 12 Months		
	2-2022	2-2023	+ / -	2-2022	2-2023	+ / -
New Listings	226	162	- 28.3%	3,920	2,925	- 25.4%
Under Contract (includes Contingent and Pending)	217	144	- 33.6%	3,219	2,287	- 29.0%
Closed Sales	151	105	- 30.5%	3,254	2,394	- 26.4%
Median Sales Price*	\$215,000	\$250,000	+ 16.3%	\$210,000	\$230,000	+ 9.5%
Average Sales Price*	\$254,439	\$290,613	+ 14.2%	\$249,152	\$268,805	+ 7.9%
Percent of Original List Price Received*	98.6%	97.3%	- 1.3%	98.1%	99.3%	+ 1.2%
Average Market Time	53	45	- 15.1%	41	30	- 26.8%
Inventory of Homes for Sale at Month End	153	159	+ 3.9%	--	--	--

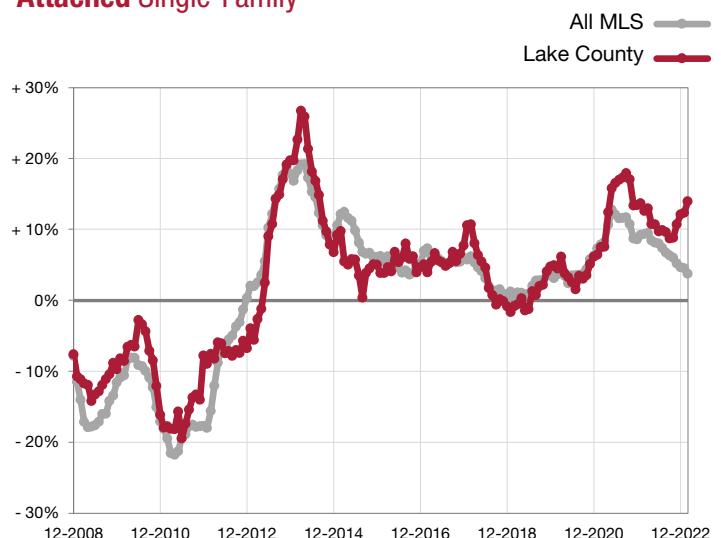
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



Attached Single-Family



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period.