

# Local Market Update – April 2023

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



## Lake County

**- 36.5%**

Change in  
**New Listings**  
All Properties

**- 37.0%**

Change in  
**Closed Sales**  
All Properties

**- 26.9%**

Change in  
**Inventory of Homes**  
All Properties

### Detached Single-Family

	April			Trailing 12 Months		
	4-2022	4-2023	+ / -	4-2022	4-2023	+ / -
New Listings	1,182	740	- 37.4%	13,043	10,096	- 22.6%
Under Contract (includes Contingent and Pending)	812	557	- 31.4%	9,522	6,884	- 27.7%
Closed Sales	816	517	- 36.6%	10,074	7,318	- 27.4%
Median Sales Price*	\$404,500	<b>\$385,000</b>	- 4.8%	\$360,000	<b>\$375,000</b>	+ 4.2%
Average Sales Price*	\$519,738	<b>\$485,997</b>	- 6.5%	\$460,438	<b>\$486,070</b>	+ 5.6%
Percent of Original List Price Received*	100.8%	<b>99.0%</b>	- 1.8%	99.0%	<b>98.7%</b>	- 0.3%
Average Market Time	35	45	+ 28.6%	42	40	- 4.8%
Inventory of Homes for Sale at Month End	1,047	759	- 27.5%	--	--	--

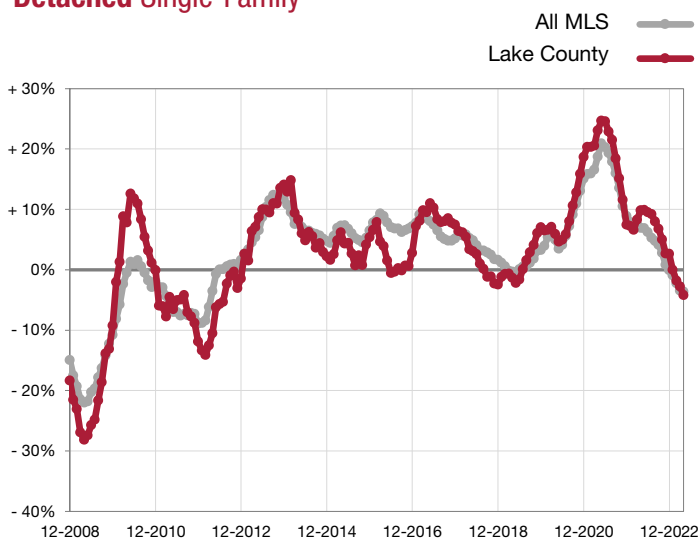
### Attached Single-Family

	April			Trailing 12 Months		
	4-2022	4-2023	+ / -	4-2022	4-2023	+ / -
New Listings	334	222	- 33.5%	3,783	2,723	- 28.0%
Under Contract (includes Contingent and Pending)	267	201	- 24.7%	3,045	2,158	- 29.1%
Closed Sales	251	155	- 38.2%	3,199	2,222	- 30.5%
Median Sales Price*	\$235,000	<b>\$258,000</b>	+ 9.8%	\$212,500	<b>\$235,000</b>	+ 10.6%
Average Sales Price*	\$255,120	<b>\$290,188</b>	+ 13.7%	\$251,230	<b>\$273,682</b>	+ 8.9%
Percent of Original List Price Received*	101.0%	<b>100.3%</b>	- 0.7%	98.5%	<b>99.2%</b>	+ 0.7%
Average Market Time	21	26	+ 23.8%	36	28	- 22.2%
Inventory of Homes for Sale at Month End	209	159	- 23.9%	--	--	--

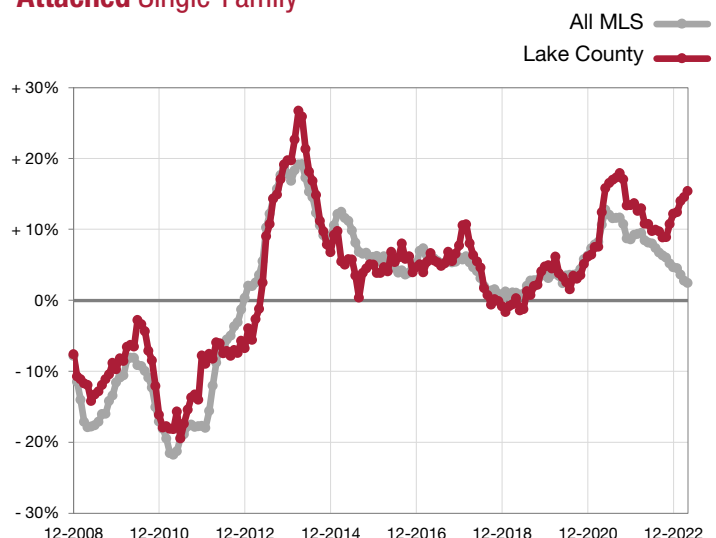
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.