

Local Market Update – June 2023

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



Lake County

- 25.0%

Change in
New Listings
All Properties

- 28.6%

Change in
Closed Sales
All Properties

- 28.7%

Change in
Inventory of Homes
All Properties

Detached Single-Family

	June			Trailing 12 Months		
	6-2022	6-2023	+ / -	6-2022	6-2023	+ / -
New Listings	1,370	964	- 29.6%	12,457	9,433	- 24.3%
Under Contract (includes Contingent and Pending)	756	629	- 16.8%	8,998	6,536	- 27.4%
Closed Sales	987	692	- 29.9%	9,521	6,870	- 27.8%
Median Sales Price*	\$425,000	\$421,175	- 0.9%	\$369,900	\$370,000	+ 0.0%
Average Sales Price*	\$544,502	\$528,523	- 2.9%	\$471,179	\$483,090	+ 2.5%
Percent of Original List Price Received*	101.2%	100.3%	- 0.9%	99.2%	98.3%	- 0.9%
Average Market Time	28	30	+ 7.1%	40	41	+ 2.5%
Inventory of Homes for Sale at Month End	1,363	924	- 32.2%	--	--	--

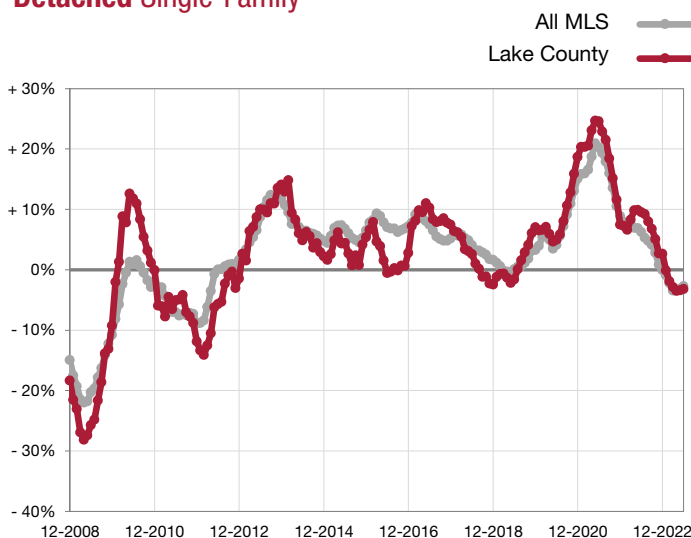
Attached Single-Family

	June			Trailing 12 Months		
	6-2022	6-2023	+ / -	6-2022	6-2023	+ / -
New Listings	321	304	- 5.3%	3,576	2,647	- 26.0%
Under Contract (includes Contingent and Pending)	237	216	- 8.9%	2,885	2,086	- 27.7%
Closed Sales	297	225	- 24.2%	3,028	2,114	- 30.2%
Median Sales Price*	\$237,500	\$289,900	+ 22.1%	\$215,000	\$240,000	+ 11.6%
Average Sales Price*	\$287,013	\$322,767	+ 12.5%	\$255,100	\$280,925	+ 10.1%
Percent of Original List Price Received*	101.1%	100.9%	- 0.2%	98.9%	98.9%	0.0%
Average Market Time	29	24	- 17.2%	33	28	- 15.2%
Inventory of Homes for Sale at Month End	252	227	- 9.9%	--	--	--

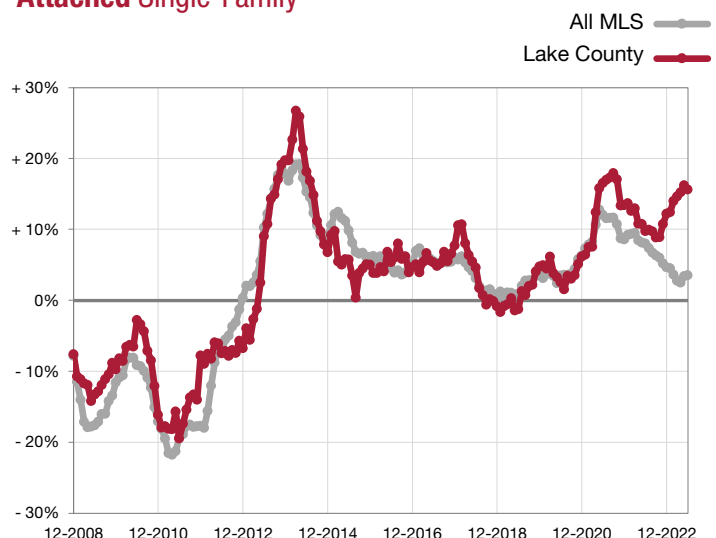
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.