

Local Market Update – July 2023

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



Lake County

- 20.1%

Change in
New Listings
All Properties

- 14.6%

Change in
Closed Sales
All Properties

- 30.3%

Change in
Inventory of Homes
All Properties

Detached Single-Family

	July			Trailing 12 Months		
	7-2022	7-2023	+ / -	7-2022	7-2023	+ / -
New Listings	1,176	894	- 24.0%	12,035	9,196	- 23.6%
Under Contract (includes Contingent and Pending)	687	618	- 10.0%	8,735	6,501	- 25.6%
Closed Sales	772	636	- 17.6%	9,183	6,738	- 26.6%
Median Sales Price*	\$390,000	\$408,995	+ 4.9%	\$370,000	\$373,000	+ 0.8%
Average Sales Price*	\$494,421	\$525,276	+ 6.2%	\$473,195	\$485,932	+ 2.7%
Percent of Original List Price Received*	100.1%	99.9%	- 0.2%	99.3%	98.2%	- 1.1%
Average Market Time	24	32	+ 33.3%	39	43	+ 10.3%
Inventory of Homes for Sale at Month End	1,460	961	- 34.2%	--	--	--

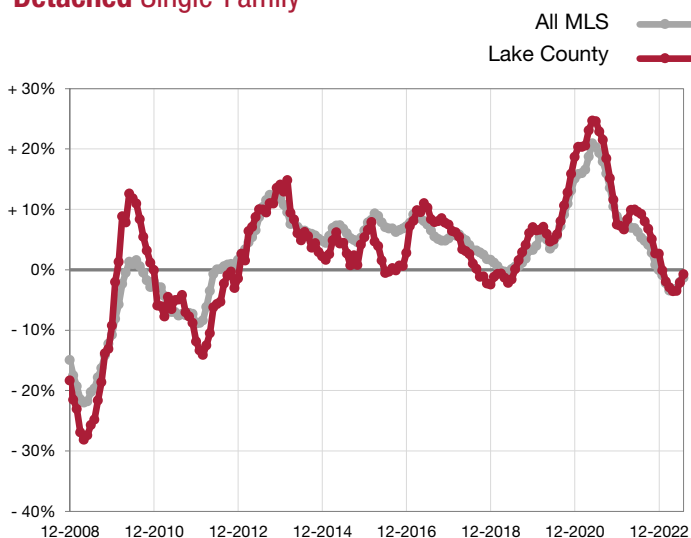
Attached Single-Family

	July			Trailing 12 Months		
	7-2022	7-2023	+ / -	7-2022	7-2023	+ / -
New Listings	273	264	- 3.3%	3,393	2,647	- 22.0%
Under Contract (includes Contingent and Pending)	194	203	+ 4.6%	2,798	2,097	- 25.1%
Closed Sales	230	220	- 4.3%	2,932	2,105	- 28.2%
Median Sales Price*	\$225,000	\$255,000	+ 13.3%	\$218,000	\$245,000	+ 12.4%
Average Sales Price*	\$254,996	\$294,402	+ 15.5%	\$255,934	\$285,247	+ 11.5%
Percent of Original List Price Received*	99.6%	100.3%	+ 0.7%	98.9%	99.0%	+ 0.1%
Average Market Time	19	22	+ 15.8%	33	29	- 12.1%
Inventory of Homes for Sale at Month End	260	237	- 8.8%	--	--	--

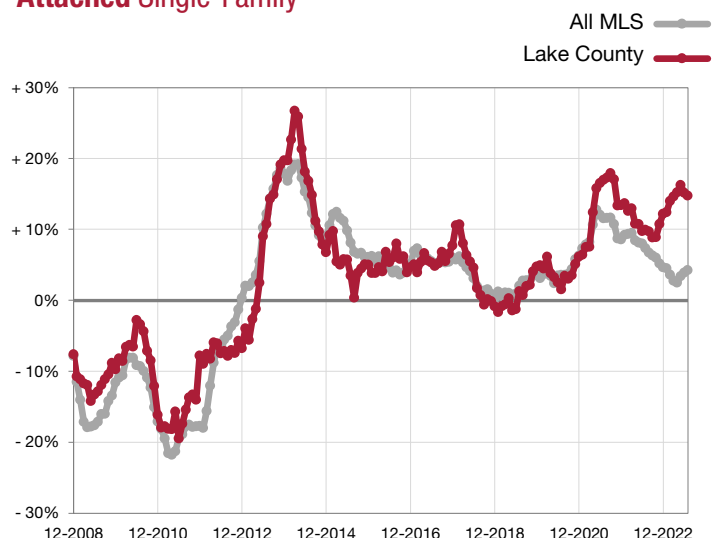
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.