

Local Market Update – September 2023

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



Lake County

- 14.6%

Change in
New Listings
All Properties

- 15.8%

Change in
Closed Sales
All Properties

- 14.2%

Change in
Inventory of Homes
All Properties

Detached Single-Family

	September			Trailing 12 Months		
	9-2022	9-2023	+ / -	9-2022	9-2023	+ / -
New Listings	921	740	- 19.7%	11,567	9,047	- 21.8%
Under Contract (includes Contingent and Pending)	545	466	- 14.5%	8,240	6,345	- 23.0%
Closed Sales	678	552	- 18.6%	8,723	6,467	- 25.9%
Median Sales Price*	\$360,000	\$400,000	+ 11.1%	\$375,000	\$375,050	+ 0.0%
Average Sales Price*	\$492,891	\$509,347	+ 3.3%	\$484,308	\$488,093	+ 0.8%
Percent of Original List Price Received*	97.5%	98.9%	+ 1.4%	99.1%	98.4%	- 0.7%
Average Market Time	39	37	- 5.1%	40	42	+ 5.0%
Inventory of Homes for Sale at Month End	1,339	1,102	- 17.7%	--	--	--

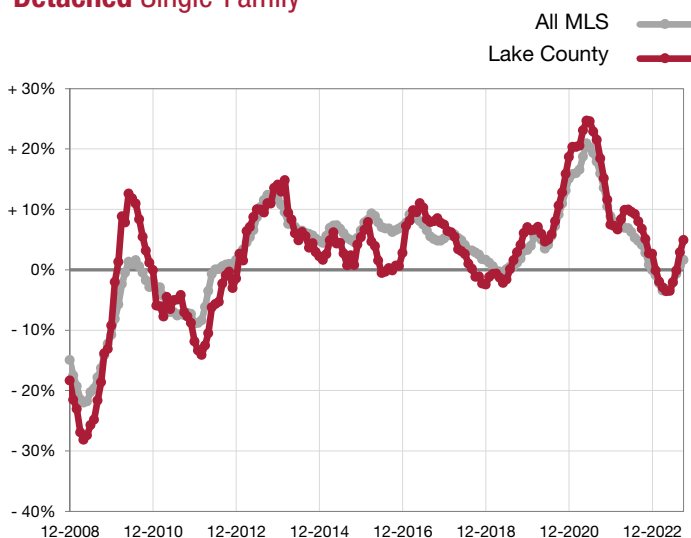
Attached Single-Family

	September			Trailing 12 Months		
	9-2022	9-2023	+ / -	9-2022	9-2023	+ / -
New Listings	254	264	+ 3.9%	3,198	2,711	- 15.2%
Under Contract (includes Contingent and Pending)	189	211	+ 11.6%	2,668	2,102	- 21.2%
Closed Sales	216	201	- 6.9%	2,778	2,079	- 25.2%
Median Sales Price*	\$228,900	\$255,000	+ 11.4%	\$220,050	\$255,000	+ 15.9%
Average Sales Price*	\$283,300	\$302,504	+ 6.8%	\$261,668	\$292,444	+ 11.8%
Percent of Original List Price Received*	98.7%	99.1%	+ 0.4%	99.0%	99.3%	+ 0.3%
Average Market Time	24	27	+ 12.5%	32	29	- 9.4%
Inventory of Homes for Sale at Month End	237	250	+ 5.5%	--	--	--

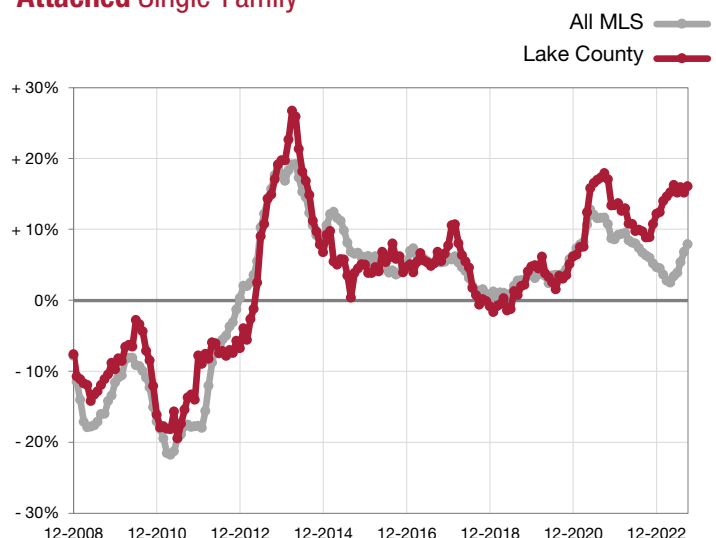
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.