MRED
Midwest Real Estate Data

Lake County

- 16.3%	- 35.8%	- 8.7%
Change in **New Listings** All Properties	Change in **Closed Sales** All Properties	Change in **Inventory of Homes** All Properties

Detached Single-Family

	January			Trailing 12 Months		
	1-2022	1-2023	+ / −	1-2022	1-2023	+ / −
New Listings	684	578	- 15.5%	13,786	11,044	- 19.9%
Under Contract (includes Contingent and Pending)	601	479	- 20.3%	10,190	7,533	- 26.1%
Closed Sales	490	332	- 32.2%	10,425	7,765	- 25.5%
Median Sales Price*	$328,738	$325,000	- 1.1%	$355,000	$380,000	+ 7.0%
Average Sales Price*	$464,946	$463,544	- 0.3%	$446,932	$495,467	+ 10.9%
Percent of Original List Price Received*	97.5%	95.7%	- 1.8%	98.7%	99.1%	+ 0.4%
Average Market Time	57	62	+ 8.8%	48	40	- 16.7%
Inventory of Homes for Sale at Month End	877	800	- 8.8%	--	--	--

Attached Single-Family

|	January			Trailing 12 Months		
	1-2022	1-2023	+ / −	1-2022	1-2023	+ / −
New Listings	179	144	- 19.6%	3,975	2,982	- 25.0%
Under Contract (includes Contingent and Pending)	196	120	- 38.8%	3,228	2,362	- 26.8%
Closed Sales	177	96	- 45.8%	3,268	2,439	- 25.4%
Median Sales Price*	$207,000	$251,450	+ 21.5%	$209,000	$229,900	+ 10.0%
Average Sales Price*	$249,595	$287,941	+ 15.4%	$247,759	$266,948	+ 7.7%
Percent of Original List Price Received*	97.3%	96.5%	- 0.8%	98.0%	99.4%	+ 1.4%
Average Market Time	42	40	- 4.8%	42	31	- 26.2%
Inventory of Homes for Sale at Month End	170	156	- 8.2%	--	--	--

* 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

All MLS
Lake County
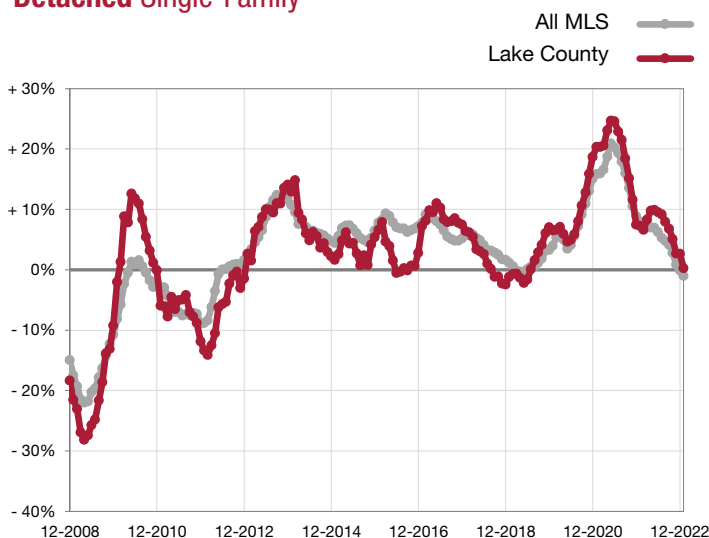
Attached Single-Family

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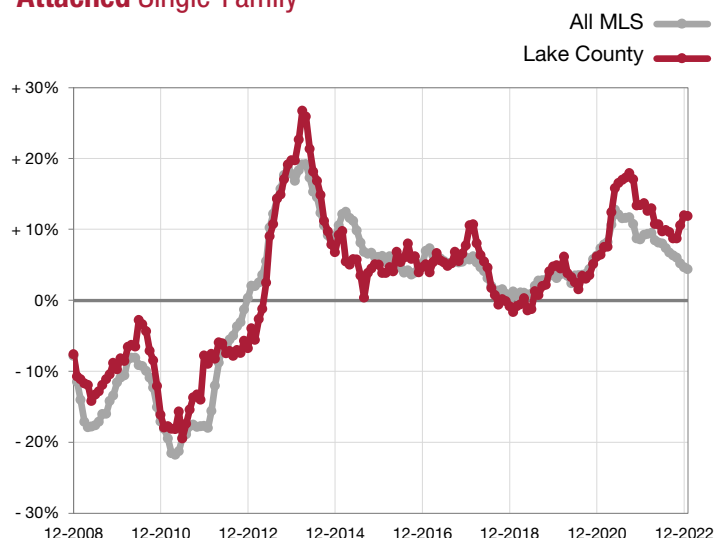
** Each dot represents the change in median sales price from the prior year using a 6-month weighted average.
This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period.