

Local Market Update – March 2024

A RESEARCH TOOL PROVIDED BY MIDWEST REAL ESTATE DATA LLC
RESIDENTIAL ACTIVITY ONLY | Data current as of April 14, 2024



Lake County

- 13.7%

Change in
New Listings
All Properties

- 10.4%

Change in
Closed Sales
All Properties

- 17.7%

Change in
Inventory of Homes
All Properties

Detached Single-Family

	March			Trailing 12 Months		
	3-2023	3-2024	+ / -	3-2023	3-2024	+ / -
New Listings	792	665	- 16.0%	10,590	8,733	- 17.5%
Under Contract (includes Contingent and Pending)	598	550	- 8.0%	7,141	6,138	- 14.0%
Closed Sales	519	428	- 17.5%	7,621	6,225	- 18.3%
Median Sales Price*	\$345,000	\$408,995	+ 18.5%	\$375,000	\$395,000	+ 5.3%
Average Sales Price*	\$429,759	\$520,381	+ 21.1%	\$489,718	\$509,217	+ 4.0%
Percent of Original List Price Received*	97.5%	98.4%	+ 0.9%	98.9%	98.8%	- 0.1%
Average Market Time	62	53	- 14.5%	39	39	0.0%
Inventory of Homes for Sale at Month End	798	659	- 17.4%	--	--	--

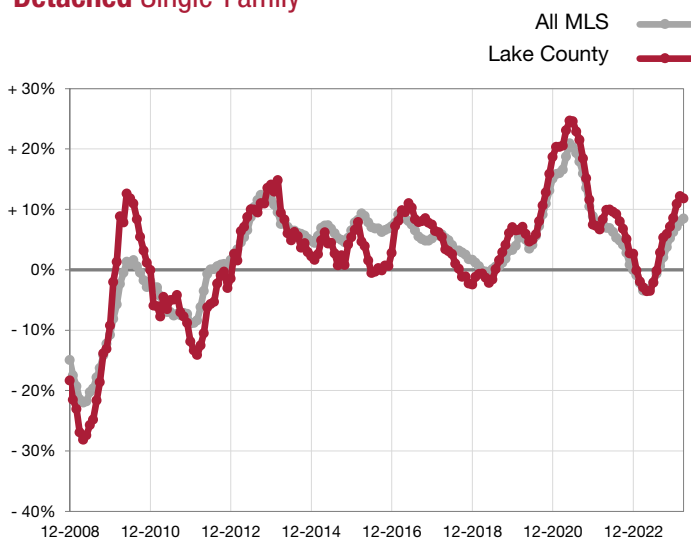
Attached Single-Family

	March			Trailing 12 Months		
	3-2023	3-2024	+ / -	3-2023	3-2024	+ / -
New Listings	238	224	- 5.9%	2,843	2,821	- 0.8%
Under Contract (includes Contingent and Pending)	196	208	+ 6.1%	2,221	2,208	- 0.6%
Closed Sales	152	173	+ 13.8%	2,319	2,204	- 5.0%
Median Sales Price*	\$252,000	\$273,500	+ 8.5%	\$233,000	\$265,000	+ 13.7%
Average Sales Price*	\$278,543	\$320,531	+ 15.1%	\$270,553	\$310,255	+ 14.7%
Percent of Original List Price Received*	99.5%	100.1%	+ 0.6%	99.3%	99.5%	+ 0.2%
Average Market Time	35	29	- 17.1%	27	31	+ 14.8%
Inventory of Homes for Sale at Month End	182	148	- 18.7%	--	--	--

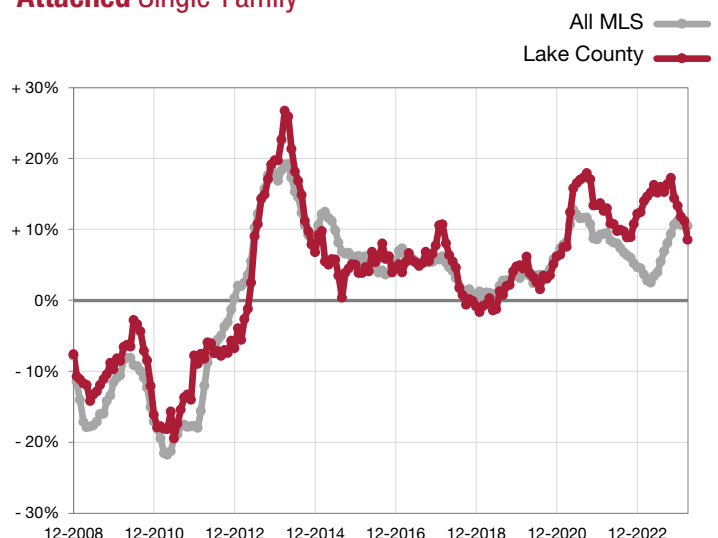
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.