

Local Market Update – March 2025

A RESEARCH TOOL PROVIDED BY MIDWEST REAL ESTATE DATA LLC
RESIDENTIAL ACTIVITY ONLY | Data current as of April 14, 2025



Lake Bluff

+ 14.3%

+ 33.3%

- 5.3%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

	March			Trailing 12 Months		
	3-2024	3-2025	+ / -	3-2024	3-2025	+ / -
New Listings	14	14	0.0%	143	162	+ 13.3%
Under Contract (includes Contingent and Pending)	9	12	+ 33.3%	102	119	+ 16.7%
Closed Sales	7	10	+ 42.9%	94	123	+ 30.9%
Median Sales Price*	\$685,000	\$767,000	+ 12.0%	\$675,000	\$837,500	+ 24.1%
Average Sales Price*	\$1,169,000	\$1,331,150	+ 13.9%	\$863,159	\$1,004,830	+ 16.4%
Percent of Original List Price Received*	96.7%	125.2%	+ 29.5%	97.1%	100.7%	+ 3.7%
Average Market Time	24	54	+ 125.0%	33	32	- 3.0%
Inventory of Homes for Sale at Month End	17	18	+ 5.9%	--	--	--

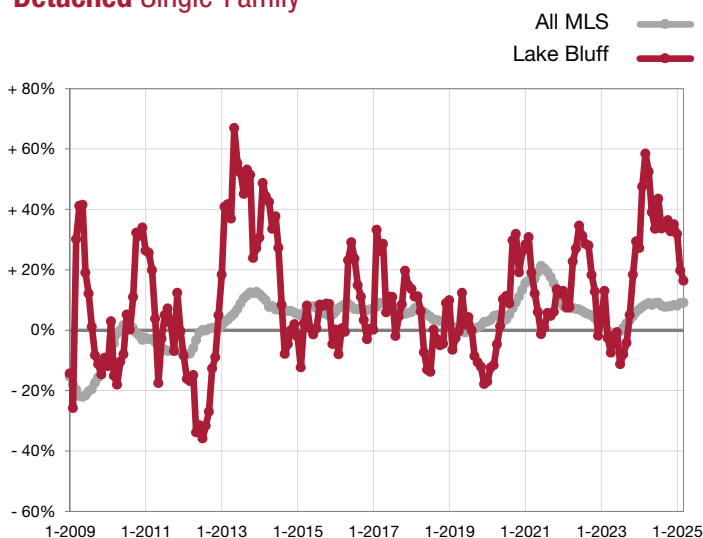
Attached Single-Family

	March			Trailing 12 Months		
	3-2024	3-2025	+ / -	3-2024	3-2025	+ / -
New Listings	0	2	--	43	46	+ 7.0%
Under Contract (includes Contingent and Pending)	1	3	+ 200.0%	38	36	- 5.3%
Closed Sales	2	2	0.0%	37	37	0.0%
Median Sales Price*	\$497,500	\$352,500	- 29.1%	\$237,500	\$342,500	+ 44.2%
Average Sales Price*	\$497,500	\$352,500	- 29.1%	\$307,849	\$412,007	+ 33.8%
Percent of Original List Price Received*	101.2%	104.8%	+ 3.6%	99.6%	100.7%	+ 1.1%
Average Market Time	16	5	- 68.8%	21	22	+ 4.8%
Inventory of Homes for Sale at Month End	2	0	- 100.0%	--	--	--

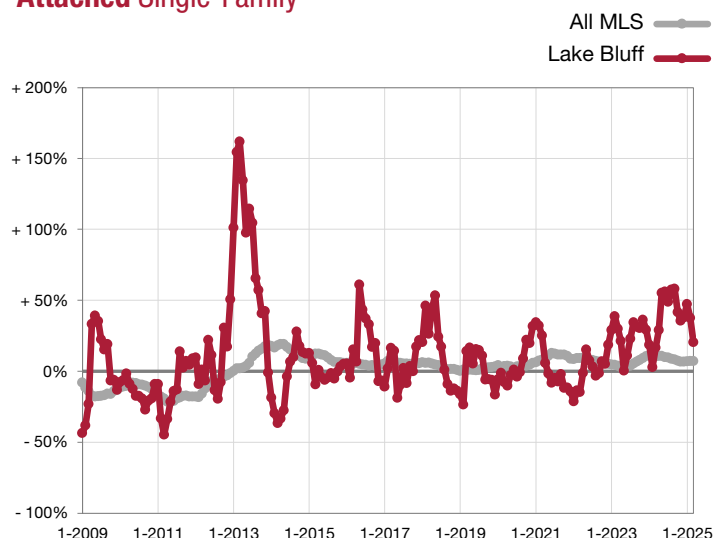
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.