

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 County

- 4.5%

Change in
New Listings
All Properties

- 3.1%

Change in
Closed Sales
All Properties

+ 5.1%

Change in
Inventory of Homes
All Properties

Detached Single-Family

	March			Trailing 12 Months		
	3-2024	3-2025	+ / -	3-2024	3-2025	+ / -
New Listings	726	697	- 4.0%	8,741	8,865	+ 1.4%
Under Contract (includes Contingent and Pending)	596	530	- 11.1%	6,105	6,042	- 1.0%
Closed Sales	430	437	+ 1.6%	6,141	6,102	- 0.6%
Median Sales Price*	\$408,995	\$419,900	+ 2.7%	\$395,000	\$418,750	+ 6.0%
Average Sales Price*	\$525,389	\$577,815	+ 10.0%	\$508,225	\$545,332	+ 7.3%
Percent of Original List Price Received*	98.4%	99.5%	+ 1.1%	98.8%	99.2%	+ 0.4%
Average Market Time	54	44	- 18.5%	39	40	+ 2.6%
Inventory of Homes for Sale at Month End	657	640	- 2.6%	--	--	--

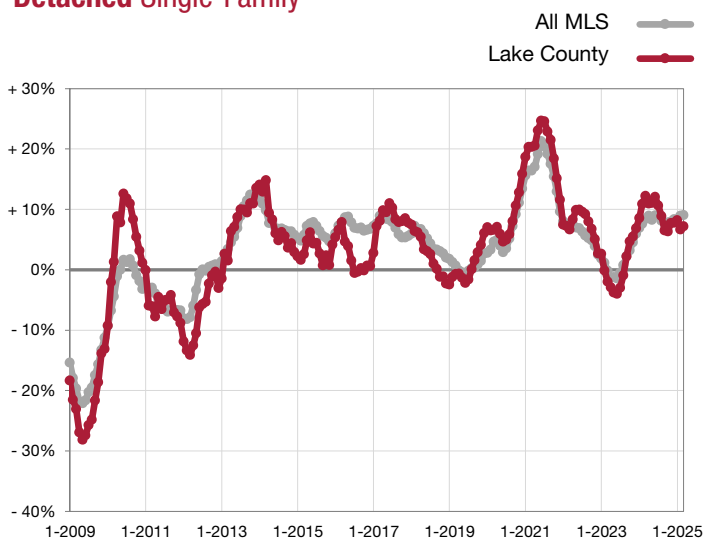
Attached Single-Family

	March			Trailing 12 Months		
	3-2024	3-2025	+ / -	3-2024	3-2025	+ / -
New Listings	232	218	- 6.0%	2,813	2,900	+ 3.1%
Under Contract (includes Contingent and Pending)	215	197	- 8.4%	2,187	2,114	- 3.3%
Closed Sales	175	149	- 14.9%	2,180	2,167	- 0.6%
Median Sales Price*	\$275,000	\$284,000	+ 3.3%	\$265,000	\$280,000	+ 5.7%
Average Sales Price*	\$321,234	\$322,889	+ 0.5%	\$309,991	\$325,206	+ 4.9%
Percent of Original List Price Received*	100.1%	98.8%	- 1.3%	99.5%	99.4%	- 0.1%
Average Market Time	29	45	+ 55.2%	31	31	0.0%
Inventory of Homes for Sale at Month End	140	198	+ 41.4%	--	--	--

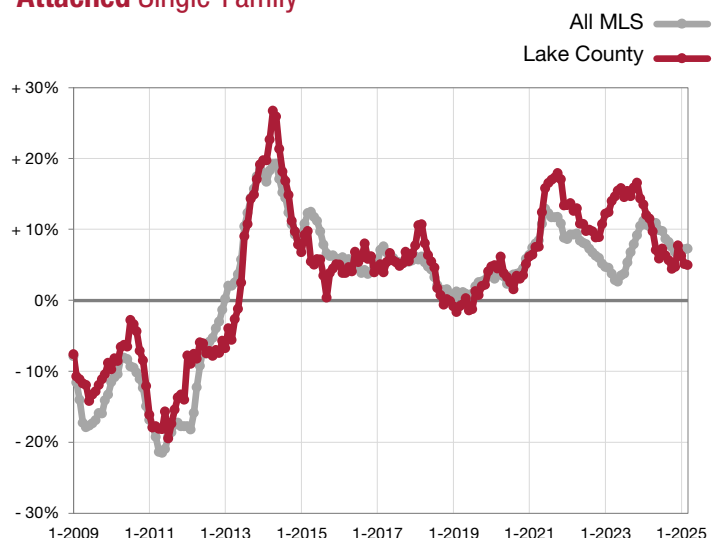
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.