

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 in the Hills

+ 3.2%

0.0%

- 31.6%

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	25	23	- 8.0%	322	317	- 1.6%
Under Contract (includes Contingent and Pending)	23	20	- 13.0%	260	235	- 9.6%
Closed Sales	20	16	- 20.0%	259	229	- 11.6%
Median Sales Price*	\$322,500	\$397,500	+ 23.3%	\$355,000	\$374,900	+ 5.6%
Average Sales Price*	\$341,450	\$396,688	+ 16.2%	\$358,193	\$374,625	+ 4.6%
Percent of Original List Price Received*	101.5%	100.5%	- 1.0%	101.0%	100.5%	- 0.5%
Average Market Time	31	47	+ 51.6%	27	33	+ 22.2%
Inventory of Homes for Sale at Month End	15	12	- 20.0%	--	--	--

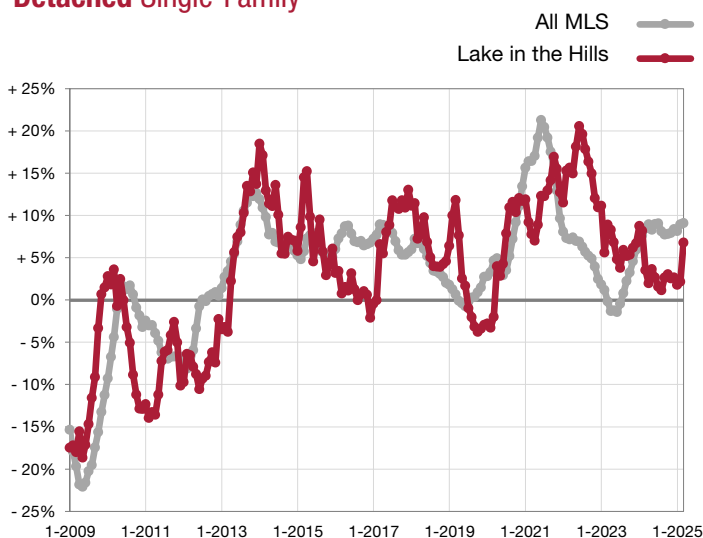
Attached Single-Family

	March			Trailing 12 Months		
	3-2024	3-2025	+ / -	3-2024	3-2025	+ / -
New Listings	6	9	+ 50.0%	123	120	- 2.4%
Under Contract (includes Contingent and Pending)	6	12	+ 100.0%	108	107	- 0.9%
Closed Sales	4	8	+ 100.0%	110	101	- 8.2%
Median Sales Price*	\$239,000	\$259,750	+ 8.7%	\$243,750	\$265,000	+ 8.7%
Average Sales Price*	\$240,250	\$304,938	+ 26.9%	\$253,964	\$273,918	+ 7.9%
Percent of Original List Price Received*	100.0%	100.1%	+ 0.1%	101.1%	100.6%	- 0.5%
Average Market Time	36	46	+ 27.8%	20	25	+ 25.0%
Inventory of Homes for Sale at Month End	4	1	- 75.0%	--	--	--

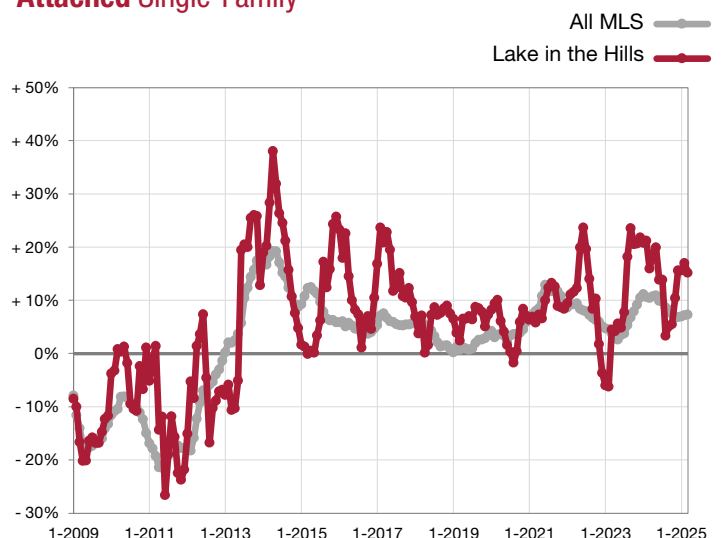
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.