

Local Market Update – January 2024

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



Lake County

- 23.7%

+ 4.7%

- 22.2%

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		
	1-2023	1-2024	+ / -	1-2023	1-2024	+ / -
New Listings	608	423	- 30.4%	11,110	8,776	- 21.0%
Under Contract (includes Contingent and Pending)	483	370	- 23.4%	7,523	6,205	- 17.5%
Closed Sales	333	332	- 0.3%	7,776	6,346	- 18.4%
Median Sales Price*	\$325,000	\$376,500	+ 15.8%	\$380,000	\$385,000	+ 1.3%
Average Sales Price*	\$462,675	\$477,920	+ 3.3%	\$495,438	\$493,389	- 0.4%
Percent of Original List Price Received*	95.6%	96.4%	+ 0.8%	99.1%	98.7%	- 0.4%
Average Market Time	62	49	- 21.0%	40	40	0.0%
Inventory of Homes for Sale at Month End	880	658	- 25.2%	--	--	--

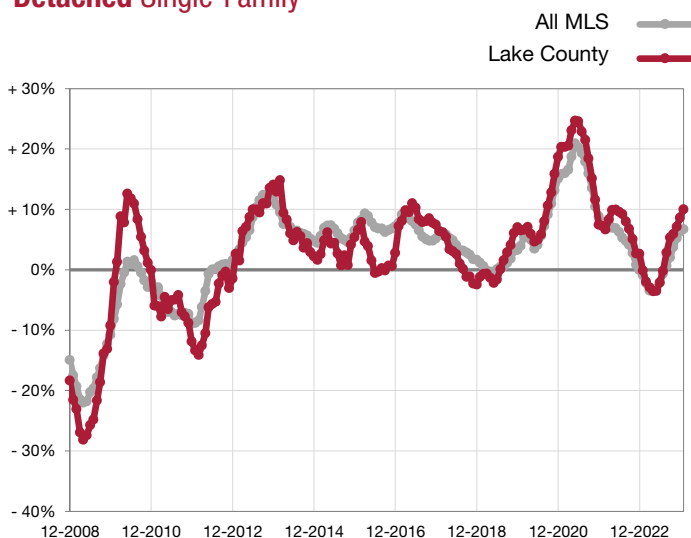
Attached Single-Family

	January			Trailing 12 Months		
	1-2023	1-2024	+ / -	1-2023	1-2024	+ / -
New Listings	156	160	+ 2.6%	3,002	2,782	- 7.3%
Under Contract (includes Contingent and Pending)	123	126	+ 2.4%	2,361	2,161	- 8.5%
Closed Sales	96	117	+ 21.9%	2,442	2,157	- 11.7%
Median Sales Price*	\$251,450	\$255,500	+ 1.6%	\$229,900	\$262,250	+ 14.1%
Average Sales Price*	\$287,941	\$305,000	+ 5.9%	\$267,053	\$304,802	+ 14.1%
Percent of Original List Price Received*	96.5%	97.1%	+ 0.6%	99.3%	99.4%	+ 0.1%
Average Market Time	40	54	+ 35.0%	28	31	+ 10.7%
Inventory of Homes for Sale at Month End	180	167	- 7.2%	--	--	--

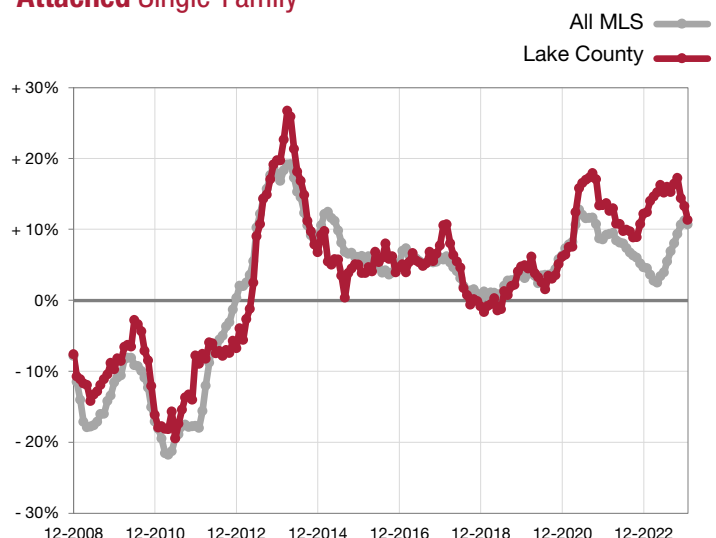
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Change in Median Sales Price from Prior Year (6-Month Average)**

Detached Single-Family



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.