

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 Forest

- 37.8%

+ 53.3%

- 30.4%

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	36	24	- 33.3%	501	424	- 15.4%
Under Contract (includes Contingent and Pending)	17	18	+ 5.9%	328	273	- 16.8%
Closed Sales	13	17	+ 30.8%	363	273	- 24.8%
Median Sales Price*	\$1,180,000	\$960,000	- 18.6%	\$1,180,000	\$1,069,000	- 9.4%
Average Sales Price*	\$1,759,385	\$1,046,625	- 40.5%	\$1,436,311	\$1,286,786	- 10.4%
Percent of Original List Price Received*	92.5%	95.0%	+ 2.7%	96.6%	95.9%	- 0.7%
Average Market Time	131	126	- 3.8%	77	60	- 22.1%
Inventory of Homes for Sale at Month End	65	49	- 24.6%	--	--	--

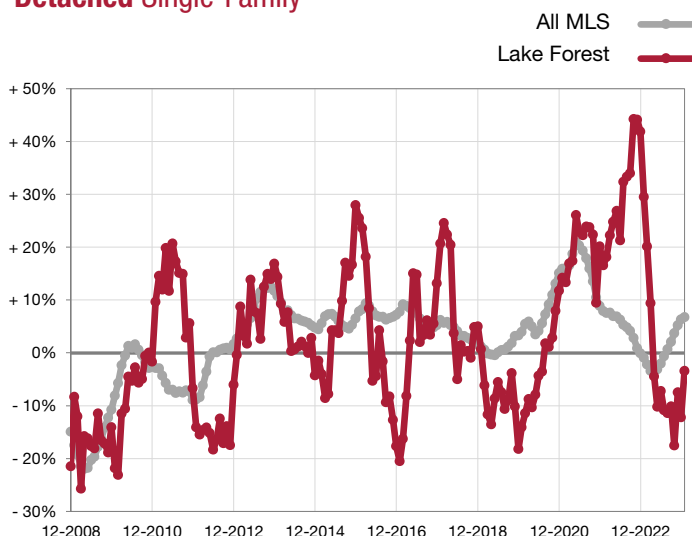
Attached Single-Family

	January			Trailing 12 Months		
	1-2023	1-2024	+ / -	1-2023	1-2024	+ / -
New Listings	9	4	- 55.6%	78	107	+ 37.2%
Under Contract (includes Contingent and Pending)	1	7	+ 600.0%	62	82	+ 32.3%
Closed Sales	2	6	+ 200.0%	64	69	+ 7.8%
Median Sales Price*	\$592,500	\$940,000	+ 58.6%	\$451,219	\$489,000	+ 8.4%
Average Sales Price*	\$592,500	\$878,750	+ 48.3%	\$573,271	\$591,340	+ 3.2%
Percent of Original List Price Received*	96.0%	88.3%	- 8.0%	97.7%	96.1%	- 1.6%
Average Market Time	40	71	+ 77.5%	40	38	- 5.0%
Inventory of Homes for Sale at Month End	14	6	- 57.1%	--	--	--

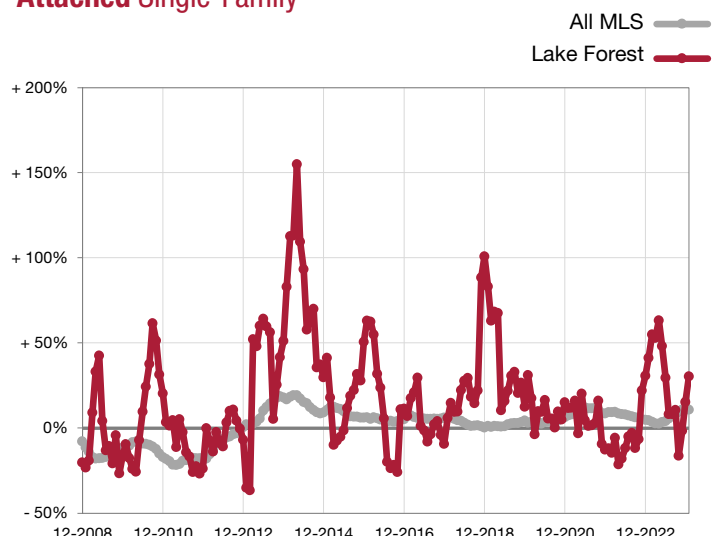
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.