

# Local Market Update – November 2023

A RESEARCH TOOL PROVIDED BY MIDWEST REAL ESTATE DATA LLC  
RESIDENTIAL ACTIVITY ONLY | Data current as of December 14, 2023



## Lake County

**- 10.7%**

Change in  
**New Listings**  
All Properties

**- 8.3%**

Change in  
**Closed Sales**  
All Properties

**- 15.3%**

Change in  
**Inventory of Homes**  
All Properties

### Detached Single-Family

	November			Trailing 12 Months		
	11-2022	11-2023	+ / -	11-2022	11-2023	+ / -
New Listings	598	<b>506</b>	- 15.4%	11,294	<b>8,959</b>	- 20.7%
Under Contract (includes Contingent and Pending)	385	<b>361</b>	- 6.2%	7,777	<b>6,311</b>	- 18.9%
Closed Sales	519	<b>455</b>	- 12.3%	8,179	<b>6,324</b>	- 22.7%
Median Sales Price*	\$350,000	<b>\$362,500</b>	+ 3.6%	\$376,000	<b>\$380,000</b>	+ 1.1%
Average Sales Price*	\$505,787	<b>\$487,238</b>	- 3.7%	\$493,469	<b>\$491,659</b>	- 0.4%
Percent of Original List Price Received*	97.1%	<b>97.3%</b>	+ 0.2%	99.2%	<b>98.6%</b>	- 0.6%
Average Market Time	44	<b>39</b>	- 11.4%	40	<b>41</b>	+ 2.5%
Inventory of Homes for Sale at Month End	1,154	<b>940</b>	- 18.5%	--	--	--

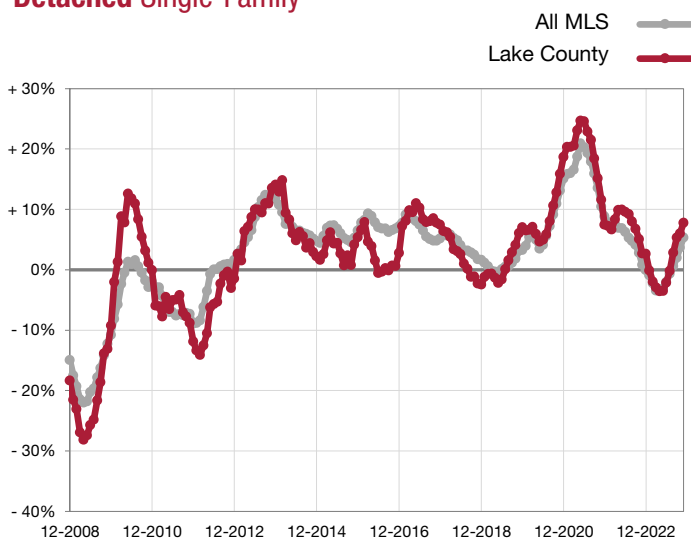
### Attached Single-Family

	November			Trailing 12 Months		
	11-2022	11-2023	+ / -	11-2022	11-2023	+ / -
New Listings	158	<b>169</b>	+ 7.0%	3,082	<b>2,734</b>	- 11.3%
Under Contract (includes Contingent and Pending)	123	<b>140</b>	+ 13.8%	2,504	<b>2,116</b>	- 15.5%
Closed Sales	171	<b>178</b>	+ 4.1%	2,613	<b>2,098</b>	- 19.7%
Median Sales Price*	\$235,000	<b>\$275,000</b>	+ 17.0%	\$225,000	<b>\$262,500</b>	+ 16.7%
Average Sales Price*	\$269,377	<b>\$321,877</b>	+ 19.5%	\$261,853	<b>\$302,950</b>	+ 15.7%
Percent of Original List Price Received*	97.5%	<b>98.8%</b>	+ 1.3%	99.2%	<b>99.5%</b>	+ 0.3%
Average Market Time	31	<b>38</b>	+ 22.6%	30	<b>30</b>	0.0%
Inventory of Homes for Sale at Month End	203	<b>210</b>	+ 3.4%	--	--	--

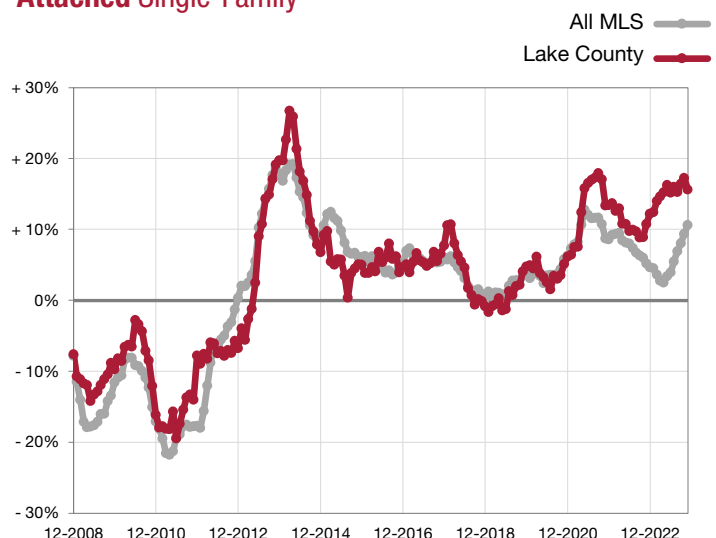
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.