

Local Market Update – February 2022

A RESEARCH TOOL PROVIDED BY MIDWEST REAL ESTATE DATA LLC
RESIDENTIAL ACTIVITY ONLY | Data current as of March 14, 2022



Lake County

- 26.8%

Change in
New Listings
All Properties

- 11.3%

Change in
Closed Sales
All Properties

- 43.5%

Change in
Inventory of Homes
All Properties

Detached Single-Family

	February			Trailing 12 Months		
	2-2021	2-2022	+ / -	2-2021	2-2022	+ / -
New Listings	930	676	- 27.3%	13,391	13,459	+ 0.5%
Under Contract (includes Contingent and Pending)	789	572	- 27.5%	9,944	9,965	+ 0.2%
Closed Sales	537	472	- 12.1%	9,637	10,359	+ 7.5%
Median Sales Price*	\$305,000	\$340,000	+ 11.5%	\$310,000	\$357,995	+ 15.5%
Average Sales Price*	\$403,701	\$446,086	+ 10.5%	\$388,349	\$449,074	+ 15.6%
Percent of Original List Price Received*	96.8%	99.2%	+ 2.5%	95.8%	98.8%	+ 3.1%
Average Market Time	94	66	- 29.8%	96	47	- 51.0%
Inventory of Homes for Sale at Month End	1,206	738	- 38.8%	--	--	--

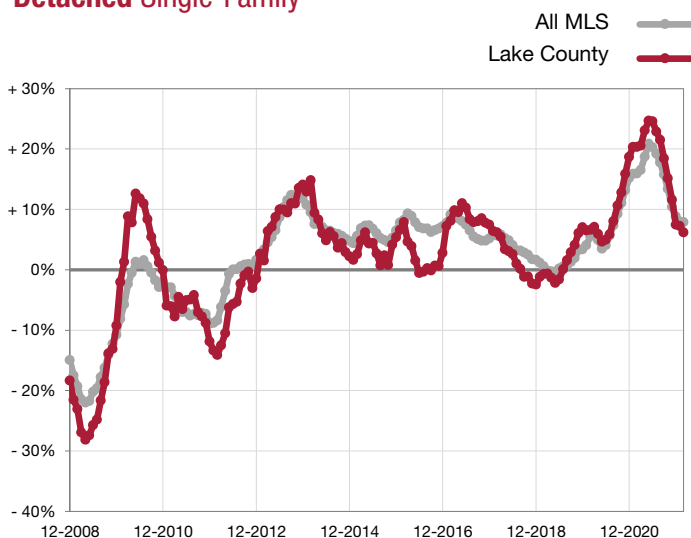
Attached Single-Family

	February			Trailing 12 Months		
	2-2021	2-2022	+ / -	2-2021	2-2022	+ / -
New Listings	281	211	- 24.9%	3,759	3,893	+ 3.6%
Under Contract (includes Contingent and Pending)	226	204	- 9.7%	2,751	3,213	+ 16.8%
Closed Sales	165	151	- 8.5%	2,638	3,252	+ 23.3%
Median Sales Price*	\$190,000	\$215,000	+ 13.2%	\$182,000	\$210,000	+ 15.4%
Average Sales Price*	\$226,389	\$254,439	+ 12.4%	\$226,242	\$249,182	+ 10.1%
Percent of Original List Price Received*	96.3%	98.6%	+ 2.4%	96.0%	98.1%	+ 2.2%
Average Market Time	74	53	- 28.4%	69	41	- 40.6%
Inventory of Homes for Sale at Month End	331	130	- 60.7%	--	--	--

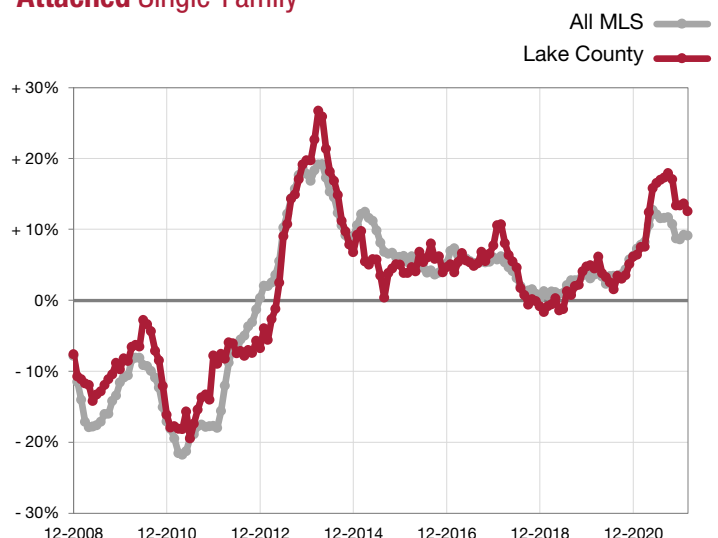
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.