

# Local Market Update – January 2022

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



## Lake County

**- 27.3%**

Change in  
**New Listings**  
All Properties

**- 1.2%**

Change in  
**Closed Sales**  
All Properties

**- 43.3%**

Change in  
**Inventory of Homes**  
All Properties

### Detached Single-Family

	January			Trailing 12 Months		
	1-2021	1-2022	+ / -	1-2021	1-2022	+ / -
New Listings	844	<b>628</b>	- 25.6%	13,815	<b>13,670</b>	- 1.0%
Under Contract (includes Contingent and Pending)	740	<b>563</b>	- 23.9%	9,864	<b>10,166</b>	+ 3.1%
Closed Sales	501	<b>490</b>	- 2.2%	9,546	<b>10,421</b>	+ 9.2%
Median Sales Price*	\$330,000	<b>\$328,738</b>	- 0.4%	\$309,000	<b>\$355,000</b>	+ 14.9%
Average Sales Price*	\$424,301	<b>\$464,946</b>	+ 9.6%	\$385,309	<b>\$446,865</b>	+ 16.0%
Percent of Original List Price Received*	96.3%	<b>97.5%</b>	+ 1.2%	95.6%	<b>98.7%</b>	+ 3.2%
Average Market Time	97	<b>57</b>	- 41.2%	99	<b>48</b>	- 51.5%
Inventory of Homes for Sale at Month End	1,276	<b>773</b>	- 39.4%	--	--	--

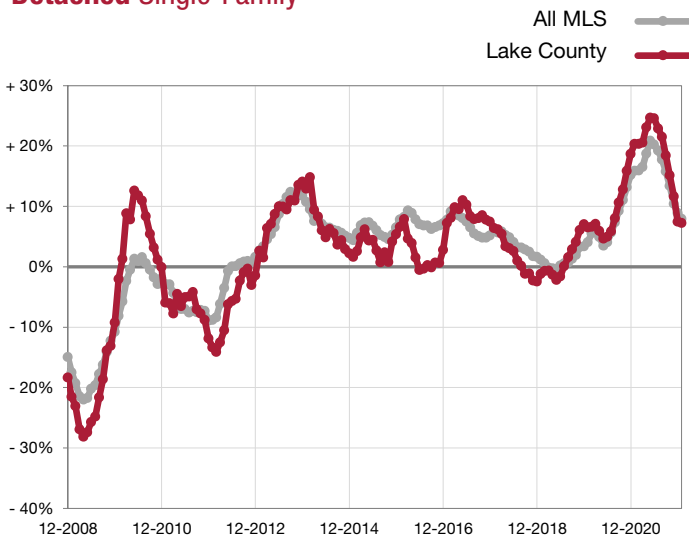
### Attached Single-Family

	January			Trailing 12 Months		
	1-2021	1-2022	+ / -	1-2021	1-2022	+ / -
New Listings	252	<b>169</b>	- 32.9%	3,797	<b>3,961</b>	+ 4.3%
Under Contract (includes Contingent and Pending)	224	<b>196</b>	- 12.5%	2,712	<b>3,238</b>	+ 19.4%
Closed Sales	170	<b>173</b>	+ 1.8%	2,592	<b>3,263</b>	+ 25.9%
Median Sales Price*	\$178,000	<b>\$205,900</b>	+ 15.7%	\$180,750	<b>\$209,000</b>	+ 15.6%
Average Sales Price*	\$230,851	<b>\$249,273</b>	+ 8.0%	\$226,041	<b>\$247,755</b>	+ 9.6%
Percent of Original List Price Received*	96.0%	<b>97.3%</b>	+ 1.4%	95.9%	<b>98.0%</b>	+ 2.2%
Average Market Time	70	<b>41</b>	- 41.4%	69	<b>42</b>	- 39.1%
Inventory of Homes for Sale at Month End	341	<b>144</b>	- 57.8%	--	--	--

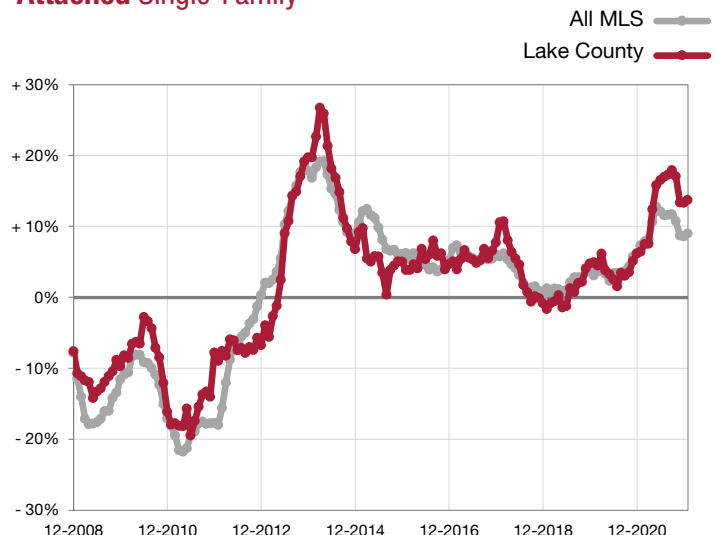
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.