

# Local Market Update – April 2021

A RESEARCH TOOL PROVIDED BY MIDWEST REAL ESTATE DATA LLC  
RESIDENTIAL ACTIVITY ONLY | Data current as of May 14, 2021



## Lake County

**+ 62.5%**

**+ 51.1%**

**- 60.4%**

Change in  
**New Listings**  
All Properties

Change in  
**Closed Sales**  
All Properties

Change in  
**Inventory of Homes**  
All Properties

### Detached Single-Family

	April			Trailing 12 Months		
	4-2020	4-2021	+ / -	4-2020	4-2021	+ / -
New Listings	909	<b>1,465</b>	+ 61.2%	15,390	<b>13,849</b>	- 10.0%
Under Contract (includes Contingent and Pending)	547	<b>1,077</b>	+ 96.9%	7,658	<b>10,842</b>	+ 41.6%
Closed Sales	615	<b>895</b>	+ 45.5%	7,964	<b>10,050</b>	+ 26.2%
Median Sales Price*	\$298,000	<b>\$370,000</b>	+ 24.2%	\$280,000	<b>\$320,000</b>	+ 14.3%
Average Sales Price*	\$366,051	<b>\$448,712</b>	+ 22.6%	\$349,728	<b>\$399,547</b>	+ 14.2%
Percent of Original List Price Received*	94.5%	<b>98.9%</b>	+ 4.7%	94.2%	<b>96.4%</b>	+ 2.3%
Average Market Time	126	<b>65</b>	- 48.4%	104	<b>88</b>	- 15.4%
Inventory of Homes for Sale at Month End	3,046	<b>1,194</b>	- 60.8%	--	--	--

### Attached Single-Family

	April			Trailing 12 Months		
	4-2020	4-2021	+ / -	4-2020	4-2021	+ / -
New Listings	256	<b>428</b>	+ 67.2%	3,767	<b>3,964</b>	+ 5.2%
Under Contract (includes Contingent and Pending)	142	<b>375</b>	+ 164.1%	2,214	<b>3,135</b>	+ 41.6%
Closed Sales	162	<b>279</b>	+ 72.2%	2,369	<b>2,826</b>	+ 19.3%
Median Sales Price*	\$192,250	<b>\$207,000</b>	+ 7.7%	\$176,500	<b>\$185,000</b>	+ 4.8%
Average Sales Price*	\$231,871	<b>\$247,892</b>	+ 6.9%	\$214,710	<b>\$229,801</b>	+ 7.0%
Percent of Original List Price Received*	95.8%	<b>98.3%</b>	+ 2.6%	94.9%	<b>96.4%</b>	+ 1.6%
Average Market Time	75	<b>52</b>	- 30.7%	71	<b>65</b>	- 8.5%
Inventory of Homes for Sale at Month End	656	<b>272</b>	- 58.5%	--	--	--

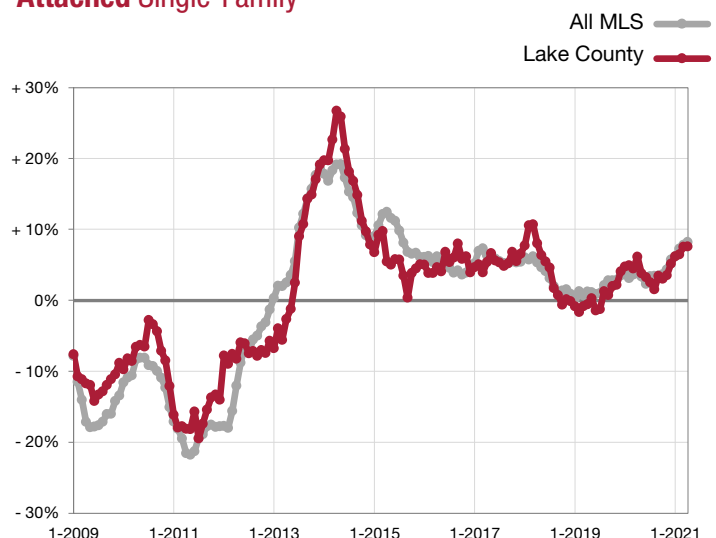
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.