

Local Market Update – February 2021

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



Lake County

- 32.3%

+ 23.7%

- 63.1%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

	February			Trailing 12 Months		
	2-2020	2-2021	+ / -	2-2020	2-2021	+ / -
New Listings	1,354	861	- 36.4%	16,668	13,253	- 20.5%
Under Contract (includes Contingent and Pending)	710	777	+ 9.4%	8,163	9,937	+ 21.7%
Closed Sales	446	536	+ 20.2%	8,041	9,636	+ 19.8%
Median Sales Price*	\$264,950	\$305,000	+ 15.1%	\$275,040	\$310,000	+ 12.7%
Average Sales Price*	\$341,771	\$403,614	+ 18.1%	\$346,708	\$388,184	+ 12.0%
Percent of Original List Price Received*	92.8%	96.8%	+ 4.3%	94.3%	95.8%	+ 1.6%
Average Market Time	149	94	- 36.9%	102	96	- 5.9%
Inventory of Homes for Sale at Month End	3,086	1,061	- 65.6%	--	--	--

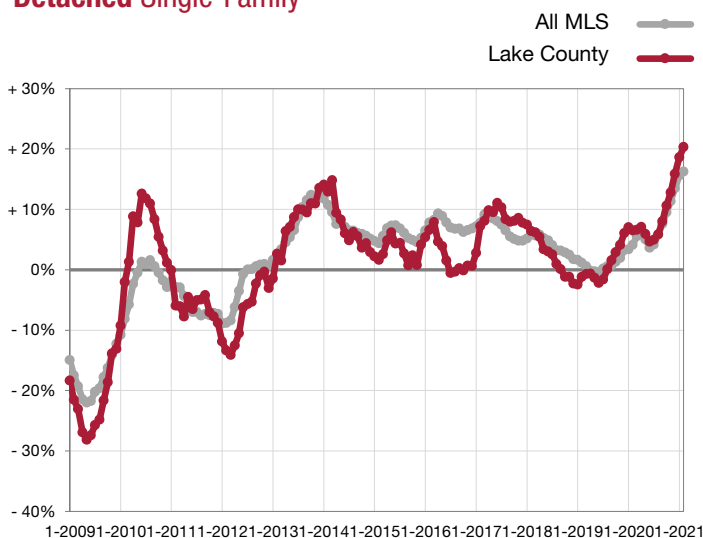
Attached Single-Family

	February			Trailing 12 Months		
	2-2020	2-2021	+ / -	2-2020	2-2021	+ / -
New Listings	320	272	- 15.0%	3,989	3,733	- 6.4%
Under Contract (includes Contingent and Pending)	187	227	+ 21.4%	2,441	2,750	+ 12.7%
Closed Sales	119	163	+ 37.0%	2,440	2,633	+ 7.9%
Median Sales Price*	\$184,000	\$190,000	+ 3.3%	\$175,000	\$182,000	+ 4.0%
Average Sales Price*	\$222,040	\$227,633	+ 2.5%	\$214,714	\$226,382	+ 5.4%
Percent of Original List Price Received*	94.1%	96.3%	+ 2.3%	95.0%	96.0%	+ 1.1%
Average Market Time	90	75	- 16.7%	71	69	- 2.8%
Inventory of Homes for Sale at Month End	608	302	- 50.3%	--	--	--

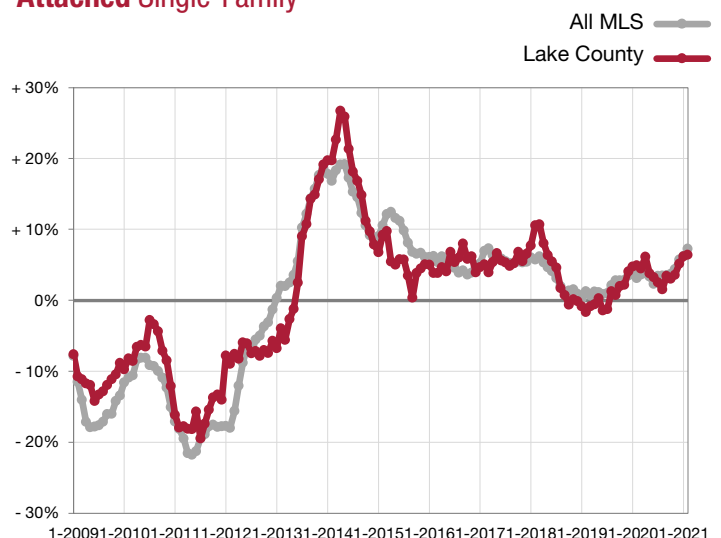
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.