

# Local Market Update – January 2021

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



## Lake County

**- 26.7%**

**+ 16.8%**

**- 57.7%**

Change in  
**New Listings**  
All Properties

Change in  
**Closed Sales**  
All Properties

Change in  
**Inventory of Homes**  
All Properties

### Detached Single-Family

	January			Trailing 12 Months		
	1-2020	1-2021	+ / -	1-2020	1-2021	+ / -
New Listings	1,154	801	- 30.6%	16,622	13,719	- 17.5%
Under Contract (includes Contingent and Pending)	571	745	+ 30.5%	8,042	9,887	+ 22.9%
Closed Sales	434	499	+ 15.0%	7,990	9,544	+ 19.4%
Median Sales Price*	\$265,000	<b>\$330,000</b>	+ 24.5%	\$275,000	<b>\$309,000</b>	+ 12.4%
Average Sales Price*	\$356,898	<b>\$422,207</b>	+ 18.3%	\$345,588	<b>\$385,130</b>	+ 11.4%
Percent of Original List Price Received*	91.9%	<b>96.3%</b>	+ 4.8%	94.4%	<b>95.6%</b>	+ 1.3%
Average Market Time	135	97	- 28.1%	101	99	- 2.0%
Inventory of Homes for Sale at Month End	2,886	1,144	- 60.4%	--	--	--

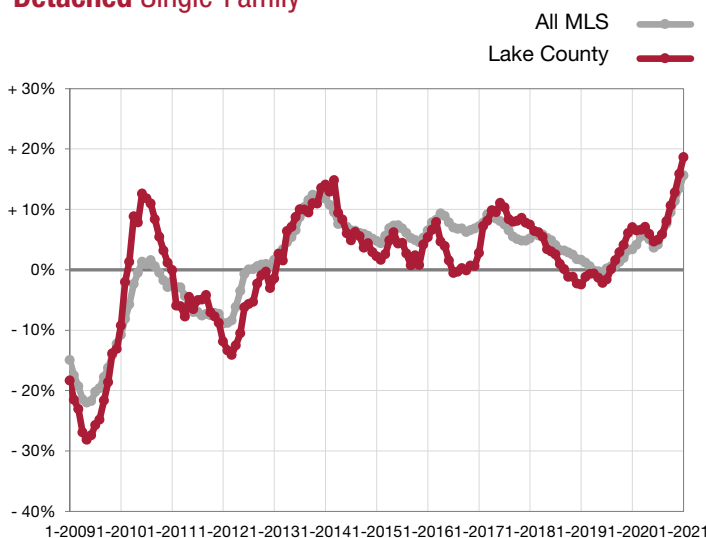
### Attached Single-Family

	January			Trailing 12 Months		
	1-2020	1-2021	+ / -	1-2020	1-2021	+ / -
New Listings	270	243	- 10.0%	3,954	3,774	- 4.6%
Under Contract (includes Contingent and Pending)	154	226	+ 46.8%	2,421	2,715	+ 12.1%
Closed Sales	138	169	+ 22.5%	2,441	2,587	+ 6.0%
Median Sales Price*	\$166,750	<b>\$178,000</b>	+ 6.7%	\$175,000	<b>\$180,500</b>	+ 3.1%
Average Sales Price*	\$187,205	<b>\$230,880</b>	+ 23.3%	\$213,475	<b>\$226,026</b>	+ 5.9%
Percent of Original List Price Received*	94.2%	<b>96.0%</b>	+ 1.9%	95.0%	<b>95.9%</b>	+ 0.9%
Average Market Time	94	71	- 24.5%	70	69	- 1.4%
Inventory of Homes for Sale at Month End	561	313	- 44.2%	--	--	--

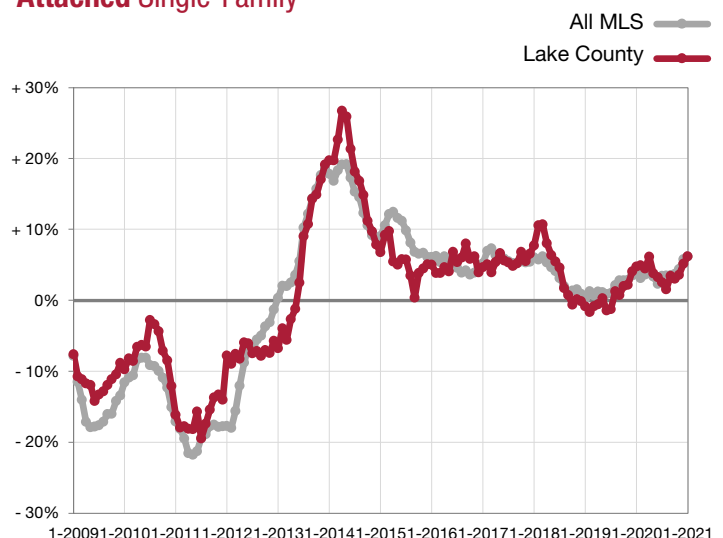
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.