

Local Market Update – March 2021

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



Lake County

- 2.9%

+ 24.5%

- 66.1%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

	March			Trailing 12 Months		
	3-2020	3-2021	+ / -	3-2020	3-2021	+ / -
New Listings	1,302	1,219	- 6.4%	16,326	13,217	- 19.0%
Under Contract (includes Contingent and Pending)	687	1,072	+ 56.0%	8,000	10,315	+ 28.9%
Closed Sales	649	781	+ 20.3%	8,108	9,771	+ 20.5%
Median Sales Price*	\$292,500	\$352,500	+ 20.5%	\$279,900	\$315,000	+ 12.5%
Average Sales Price*	\$352,837	\$416,371	+ 18.0%	\$347,842	\$392,909	+ 13.0%
Percent of Original List Price Received*	94.3%	98.2%	+ 4.1%	94.3%	96.1%	+ 1.9%
Average Market Time	130	77	- 40.8%	103	93	- 9.7%
Inventory of Homes for Sale at Month End	3,162	1,018	- 67.8%	--	--	--

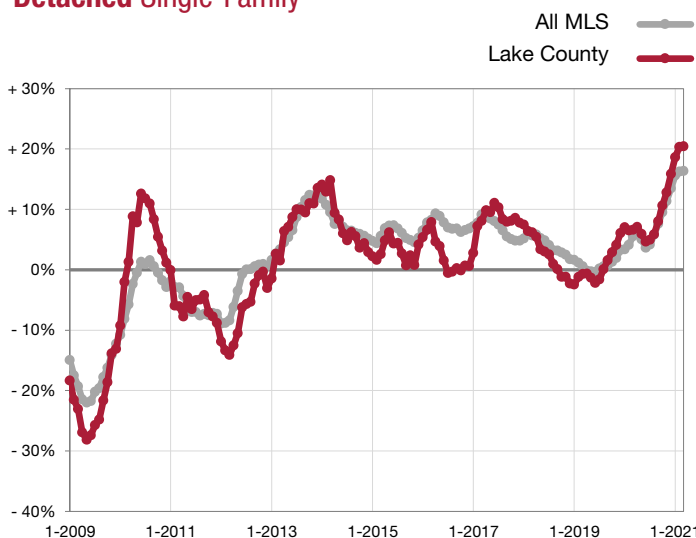
Attached Single-Family

	March			Trailing 12 Months		
	3-2020	3-2021	+ / -	3-2020	3-2021	+ / -
New Listings	317	353	+ 11.4%	3,905	3,778	- 3.3%
Under Contract (includes Contingent and Pending)	176	331	+ 88.1%	2,353	2,907	+ 23.5%
Closed Sales	183	255	+ 39.3%	2,439	2,707	+ 11.0%
Median Sales Price*	\$173,000	\$196,000	+ 13.3%	\$175,000	\$184,900	+ 5.7%
Average Sales Price*	\$216,988	\$238,554	+ 9.9%	\$213,802	\$228,075	+ 6.7%
Percent of Original List Price Received*	94.5%	96.9%	+ 2.5%	94.9%	96.2%	+ 1.4%
Average Market Time	88	64	- 27.3%	71	67	- 5.6%
Inventory of Homes for Sale at Month End	645	273	- 57.7%	--	--	--

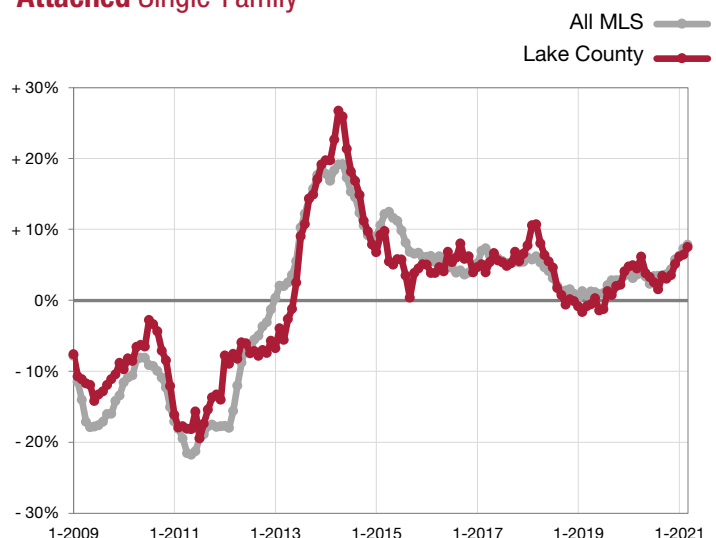
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.