

Local Market Update – January 2020

A RESEARCH TOOL PROVIDED BY THE MULTIPLE LISTING SERVICE, INC.



Lake Country North

+ 22.4%

Change in
New Listings

+ 48.1%

Change in
Closed Sales

+ 13.5%

Change in
Median Sales Price

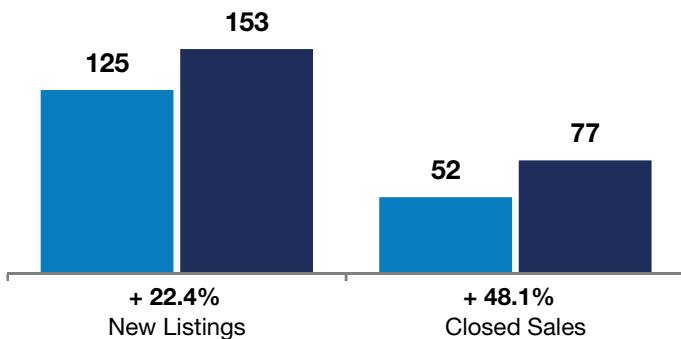
Includes the cities of Chenequa, Delafield, Hartland, Lac La Belle, Merton, Nashotah, North Lake, Oconomowoc, Oconomowoc Lake, Okauchee, Pewaukee, Stone Bank and Summit

	January			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	125	153	+ 22.4%	125	153	+ 22.4%
Closed Sales	52	77	+ 48.1%	52	77	+ 48.1%
Median Sales Price*	\$326,000	\$369,900	+ 13.5%	\$326,000	\$369,900	+ 13.5%
Percent of Original List Price Received*	94.9%	95.8%	+ 0.9%	94.9%	95.8%	+ 0.9%
Days on Market Until Sale	59	70	+ 18.6%	59	70	+ 18.6%
Inventory – Single-Family Detached	271	281	+ 3.7%	--	--	--
Inventory – Townhouse-Condo	85	66	- 22.4%	--	--	--

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

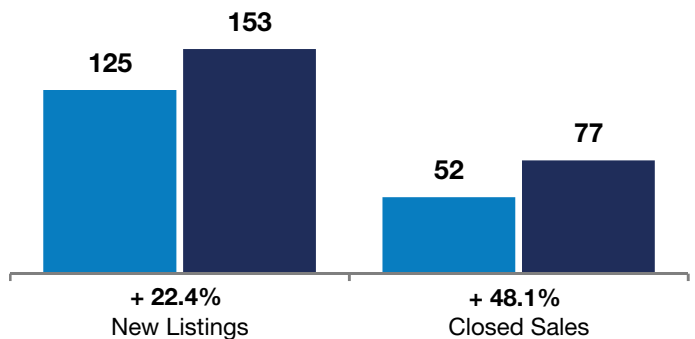
January

■ 2019 ■ 2020



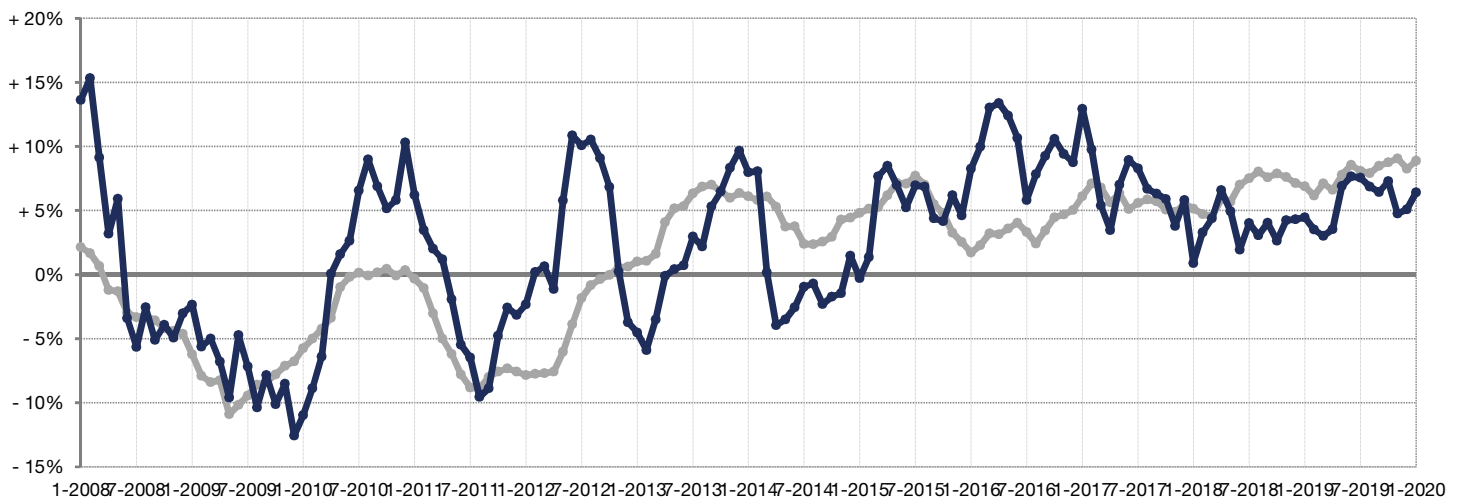
Year to Date

■ 2019 ■ 2020



Change in Median Sales Price from Prior Year (6-Month Average)**

All MLS — Lake Country North —



** 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. | Current as of February 10, 2020. All data comes from Metro MLS for activity in the 4-County Milwaukee Metropolitan Area. | Powered by ShowingTime 10K.