

# Local Market Update – January 2021

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



## Lake Country North

**- 44.4%**

**- 13.8%**

**+ 1.5%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

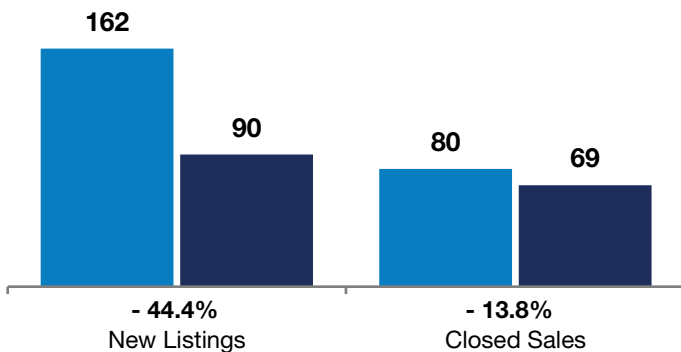
Includes the cities of Chenequa, Delafield, Hartland, Lac La Belle, Merton, Nashotah, North Lake, Oconomowoc, Oconomowoc Lake, Okauchee, Pewaukee, Stone Bank and Summit

	January			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
New Listings	162	90	- 44.4%	162	90	- 44.4%
Closed Sales	80	69	- 13.8%	80	69	- 13.8%
Median Sales Price*	\$369,900	<b>\$375,555</b>	+ 1.5%	\$369,900	<b>\$375,555</b>	+ 1.5%
Percent of Original List Price Received*	96.0%	<b>98.2%</b>	+ 2.3%	96.0%	<b>98.2%</b>	+ 2.3%
Days on Market Until Sale	67	49	- 26.9%	67	49	- 26.9%
Inventory – Single-Family Detached	244	133	- 45.5%	--	--	--
Inventory – Townhouse-Condo	59	75	+ 27.1%	--	--	--

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

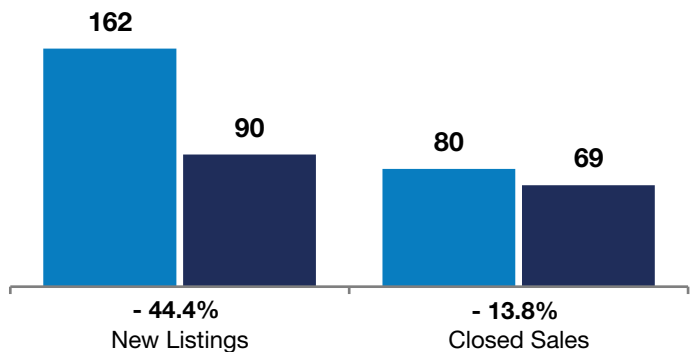
### January

■ 2020 ■ 2021



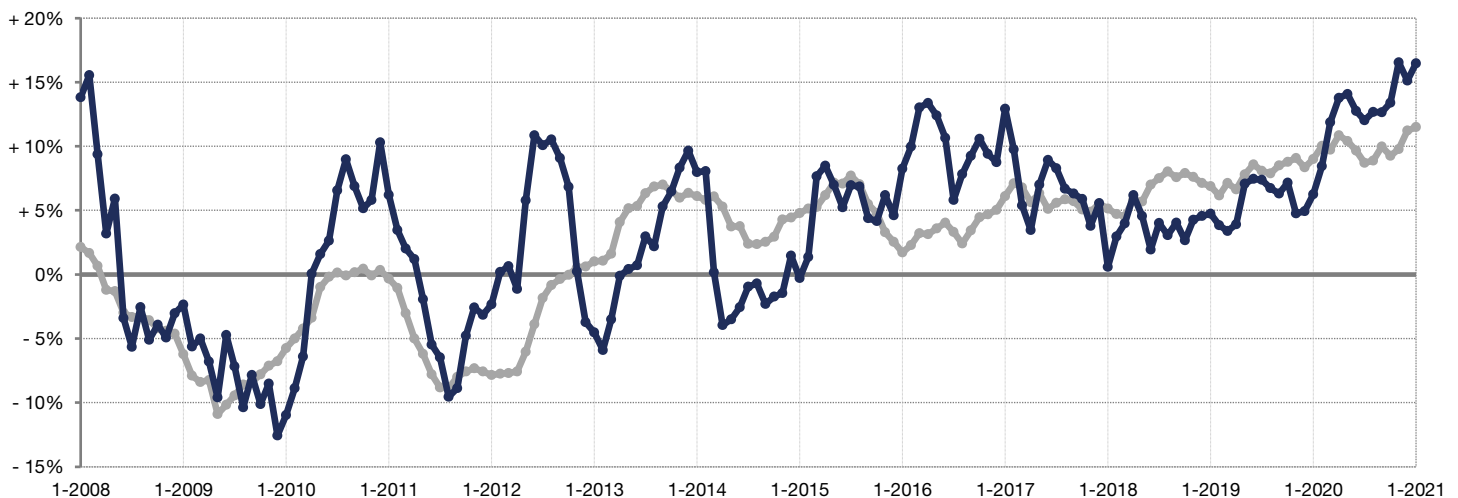
### Year to Date

■ 2020 ■ 2021



### 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, 2021.  
All data comes from Metro MLS for activity in the 4-County Milwaukee Metropolitan Area. | Powered by ShowingTime.