

Local Market Update – August 2021

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



Lake County

- 9.5%

Change in
New Listings
All Properties

- 0.6%

Change in
Closed Sales
All Properties

- 35.1%

Change in
Inventory of Homes
All Properties

Detached Single-Family

	August			Trailing 12 Months		
	8-2020	8-2021	+ / -	8-2020	8-2021	+ / -
New Listings	1,379	1,228	- 10.9%	14,351	14,282	- 0.5%
Under Contract (includes Contingent and Pending)	1,103	928	- 15.9%	8,864	10,687	+ 20.6%
Closed Sales	1,079	1,059	- 1.9%	8,226	10,854	+ 31.9%
Median Sales Price*	\$318,000	\$350,000	+ 10.1%	\$287,000	\$348,000	+ 21.3%
Average Sales Price*	\$398,066	\$458,084	+ 15.1%	\$358,837	\$434,091	+ 21.0%
Percent of Original List Price Received*	96.3%	99.4%	+ 3.2%	94.4%	98.1%	+ 3.9%
Average Market Time	101	33	- 67.3%	112	62	- 44.6%
Inventory of Homes for Sale at Month End	2,384	1,557	- 34.7%	--	--	--

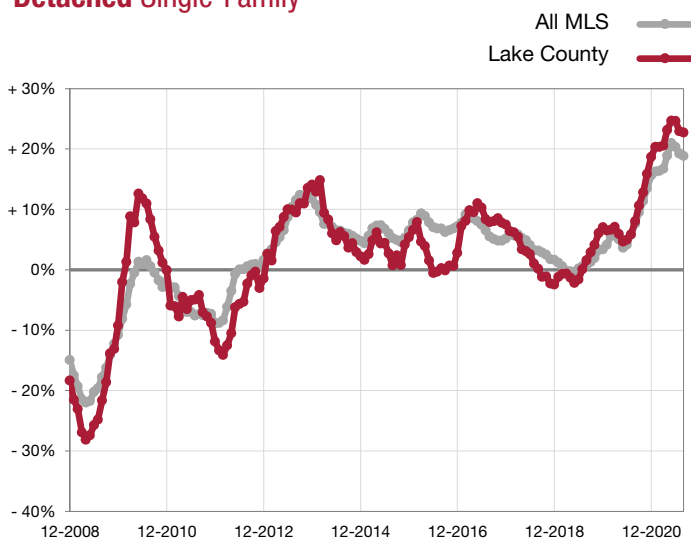
Attached Single-Family

	August			Trailing 12 Months		
	8-2020	8-2021	+ / -	8-2020	8-2021	+ / -
New Listings	385	368	- 4.4%	3,674	4,116	+ 12.0%
Under Contract (includes Contingent and Pending)	334	313	- 6.3%	2,453	3,257	+ 32.8%
Closed Sales	288	300	+ 4.2%	2,267	3,254	+ 43.5%
Median Sales Price*	\$180,700	\$202,500	+ 12.1%	\$177,000	\$199,900	+ 12.9%
Average Sales Price*	\$217,333	\$238,404	+ 9.7%	\$215,039	\$241,894	+ 12.5%
Percent of Original List Price Received*	96.2%	98.4%	+ 2.3%	95.4%	97.4%	+ 2.1%
Average Market Time	59	38	- 35.6%	72	54	- 25.0%
Inventory of Homes for Sale at Month End	580	368	- 36.6%	--	--	--

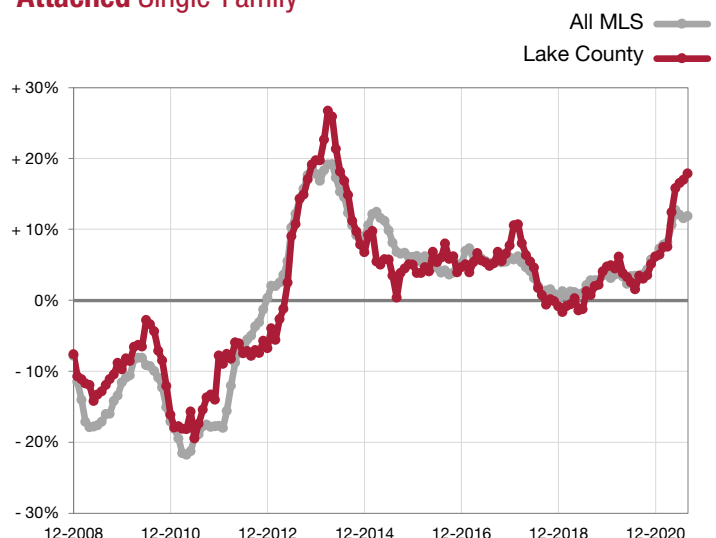
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.