

Local Market Update – December 2021

A RESEARCH TOOL PROVIDED BY MIDWEST REAL ESTATE DATA LLC
RESIDENTIAL ACTIVITY ONLY | Data current as of January 14, 2022



Lake County

- 22.4%

Change in
New Listings
All Properties

- 5.2%

Change in
Closed Sales
All Properties

- 41.8%

Change in
Inventory of Homes
All Properties

Detached Single-Family

	December			Trailing 12 Months		
	12-2020	12-2021	+ / -	12-2020	12-2021	+ / -
New Listings	581	440	- 24.3%	14,127	13,864	- 1.9%
Under Contract (includes Contingent and Pending)	530	441	- 16.8%	9,695	10,341	+ 6.7%
Closed Sales	750	687	- 8.4%	9,479	10,429	+ 10.0%
Median Sales Price*	\$312,250	\$351,000	+ 12.4%	\$305,000	\$355,000	+ 16.4%
Average Sales Price*	\$391,259	\$456,232	+ 16.6%	\$381,947	\$444,960	+ 16.5%
Percent of Original List Price Received*	96.0%	97.4%	+ 1.5%	95.4%	98.6%	+ 3.4%
Average Market Time	74	49	- 33.8%	101	50	- 50.5%
Inventory of Homes for Sale at Month End	1,438	872	- 39.4%	--	--	--

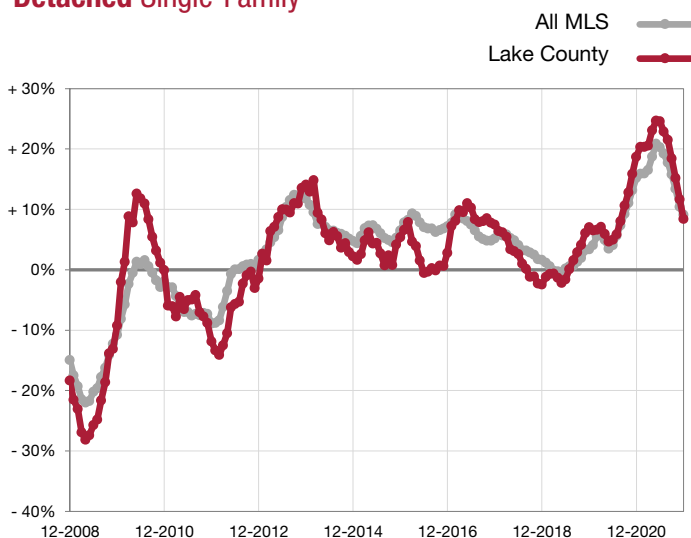
Attached Single-Family

	December			Trailing 12 Months		
	12-2020	12-2021	+ / -	12-2020	12-2021	+ / -
New Listings	186	155	- 16.7%	3,816	4,040	+ 5.9%
Under Contract (includes Contingent and Pending)	192	168	- 12.5%	2,643	3,269	+ 23.7%
Closed Sales	203	216	+ 6.4%	2,560	3,260	+ 27.3%
Median Sales Price*	\$186,500	\$195,000	+ 4.6%	\$180,000	\$207,000	+ 15.0%
Average Sales Price*	\$232,857	\$226,209	- 2.9%	\$223,628	\$246,793	+ 10.4%
Percent of Original List Price Received*	95.8%	96.7%	+ 0.9%	95.8%	97.9%	+ 2.2%
Average Market Time	61	45	- 26.2%	71	43	- 39.4%
Inventory of Homes for Sale at Month End	398	197	- 50.5%	--	--	--

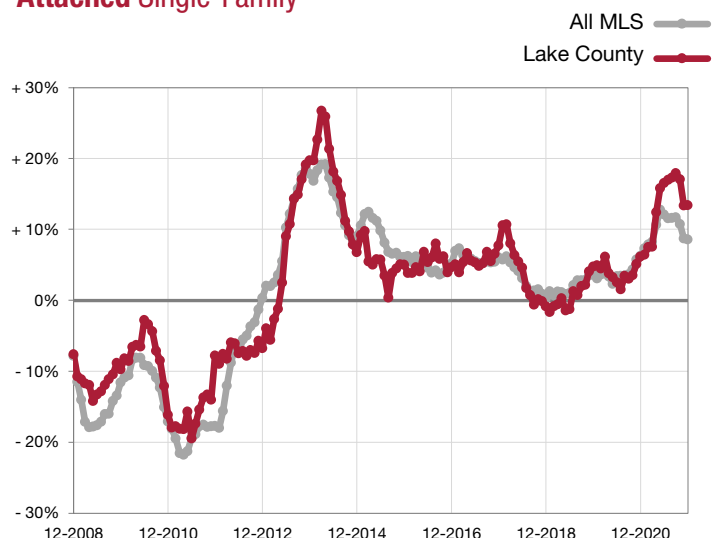
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.