

Local Market Update – July 2021

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



Lake County

- 1.0%

+ 3.1%

- 35.2%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

	July			Trailing 12 Months		
	7-2020	7-2021	+ / -	7-2020	7-2021	+ / -
New Listings	1,564	1,571	+ 0.4%	14,467	14,383	- 0.6%
Under Contract (includes Contingent and Pending)	1,143	984	- 13.9%	8,452	10,878	+ 28.7%
Closed Sales	1,131	1,105	- 2.3%	7,942	10,868	+ 36.8%
Median Sales Price*	\$310,000	\$385,000	+ 24.2%	\$285,000	\$344,690	+ 20.9%
Average Sales Price*	\$382,418	\$472,586	+ 23.6%	\$353,587	\$428,239	+ 21.1%
Percent of Original List Price Received*	95.7%	99.5%	+ 4.0%	94.2%	97.8%	+ 3.8%
Average Market Time	102	36	- 64.7%	110	69	- 37.3%
Inventory of Homes for Sale at Month End	2,561	1,680	- 34.4%	--	--	--

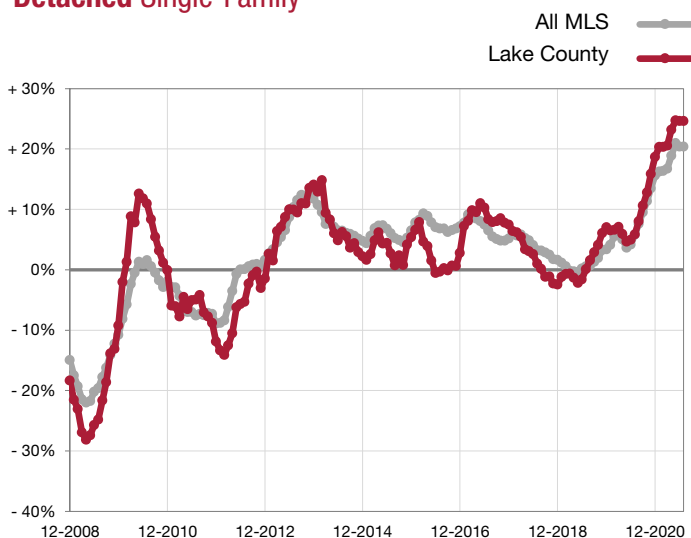
Attached Single-Family

	July			Trailing 12 Months		
	7-2020	7-2021	+ / -	7-2020	7-2021	+ / -
New Listings	475	448	- 5.7%	3,682	4,122	+ 12.0%
Under Contract (includes Contingent and Pending)	301	276	- 8.3%	2,317	3,279	+ 41.5%
Closed Sales	255	324	+ 27.1%	2,209	3,240	+ 46.7%
Median Sales Price*	\$180,000	\$206,553	+ 14.8%	\$175,000	\$195,750	+ 11.9%
Average Sales Price*	\$215,182	\$247,653	+ 15.1%	\$214,304	\$240,044	+ 12.0%
Percent of Original List Price Received*	96.0%	99.2%	+ 3.3%	95.3%	97.2%	+ 2.0%
Average Market Time	68	25	- 63.2%	72	56	- 22.2%
Inventory of Homes for Sale at Month End	673	415	- 38.3%	--	--	--

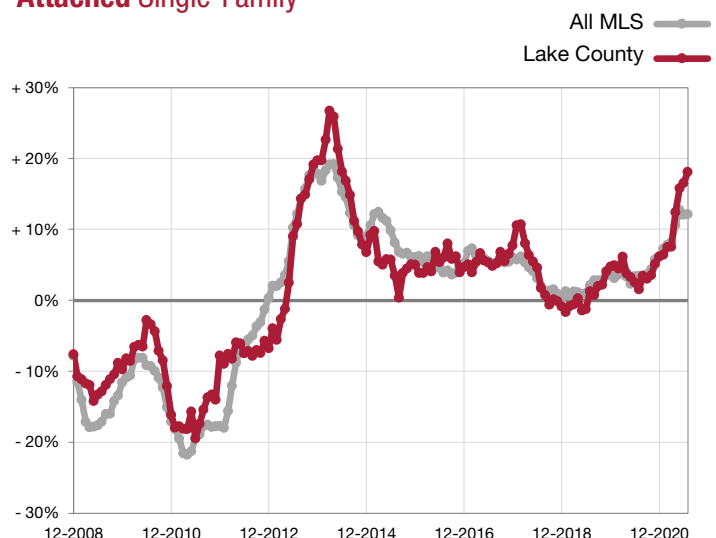
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.