

Local Market Update – June 2021

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



Lake County

+ 4.0%

Change in
New Listings
All Properties

+ 59.4%

Change in
Closed Sales
All Properties

- 45.5%

Change in
Inventory of Homes
All Properties

Detached Single-Family

	June			Trailing 12 Months		
	6-2020	6-2021	+ / -	6-2020	6-2021	+ / -
New Listings	1,584	1,617	+ 2.1%	14,579	14,303	- 1.9%
Under Contract (includes Contingent and Pending)	1,160	1,074	- 7.4%	8,032	11,042	+ 37.5%
Closed Sales	830	1,297	+ 56.3%	7,652	10,882	+ 42.2%
Median Sales Price*	\$296,450	\$380,000	+ 28.2%	\$280,000	\$335,193	+ 19.7%
Average Sales Price*	\$364,981	\$482,478	+ 32.2%	\$351,364	\$418,809	+ 19.2%
Percent of Original List Price Received*	94.8%	100.2%	+ 5.7%	94.0%	97.4%	+ 3.6%
Average Market Time	116	38	- 67.2%	108	76	- 29.6%
Inventory of Homes for Sale at Month End	2,702	1,491	- 44.8%	--	--	--

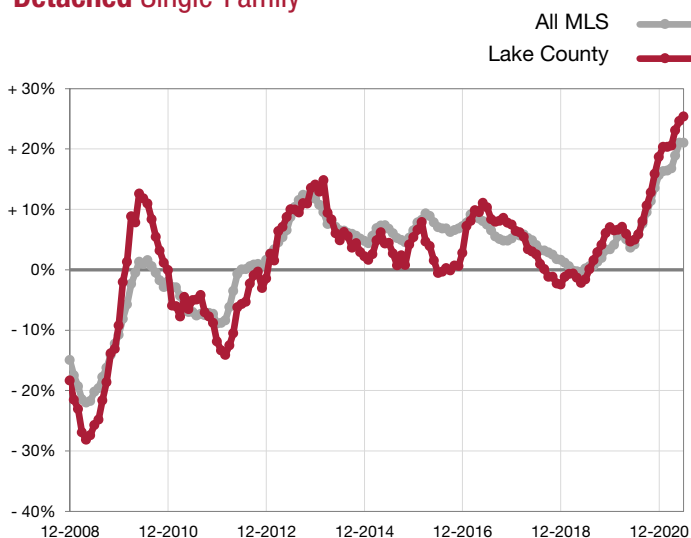
Attached Single-Family

	June			Trailing 12 Months		
	6-2020	6-2021	+ / -	6-2020	6-2021	+ / -
New Listings	402	449	+ 11.7%	3,580	4,133	+ 15.4%
Under Contract (includes Contingent and Pending)	279	326	+ 16.8%	2,230	3,310	+ 48.4%
Closed Sales	218	373	+ 71.1%	2,187	3,169	+ 44.9%
Median Sales Price*	\$177,000	\$224,000	+ 26.6%	\$175,000	\$193,000	+ 10.3%
Average Sales Price*	\$214,147	\$262,111	+ 22.4%	\$214,617	\$237,320	+ 10.6%
Percent of Original List Price Received*	99.4%	99.0%	- 0.4%	95.2%	96.9%	+ 1.8%
Average Market Time	65	34	- 47.7%	70	60	- 14.3%
Inventory of Homes for Sale at Month End	652	336	- 48.5%	--	--	--

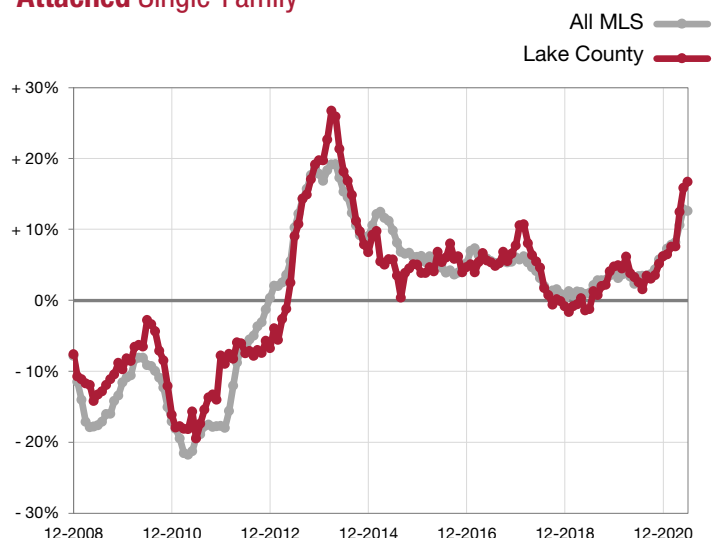
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.