

Local Market Update – November 2021

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



Lake County

- 11.0%

Change in
New Listings
All Properties

- 3.0%

Change in
Closed Sales
All Properties

- 40.3%

Change in
Inventory of Homes
All Properties

Detached Single-Family

	November			Trailing 12 Months		
	11-2020	11-2021	+ / -	11-2020	11-2021	+ / -
New Listings	726	648	- 10.7%	14,078	13,984	- 0.7%
Under Contract (includes Contingent and Pending)	638	595	- 6.7%	9,565	10,451	+ 9.3%
Closed Sales	827	767	- 7.3%	9,280	10,481	+ 12.9%
Median Sales Price*	\$315,000	\$337,500	+ 7.1%	\$300,000	\$351,000	+ 17.0%
Average Sales Price*	\$391,477	\$419,277	+ 7.1%	\$377,741	\$440,445	+ 16.6%
Percent of Original List Price Received*	96.6%	97.4%	+ 0.8%	95.2%	98.5%	+ 3.5%
Average Market Time	77	43	- 44.2%	104	52	- 50.0%
Inventory of Homes for Sale at Month End	1,747	1,069	- 38.8%	--	--	--

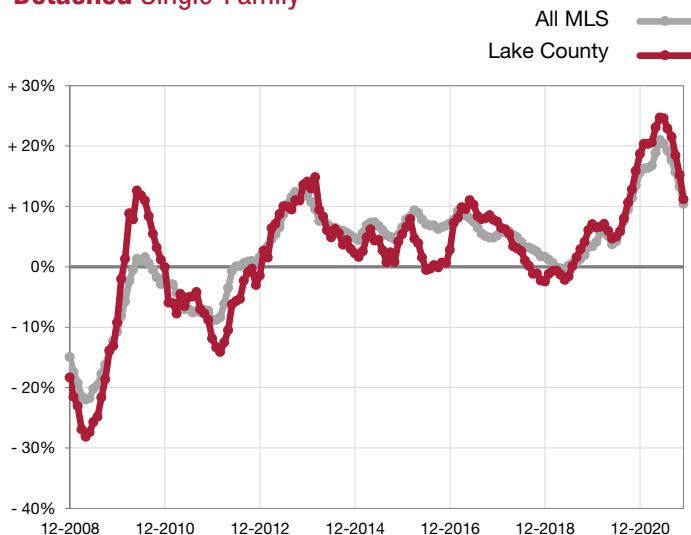
Attached Single-Family

	November			Trailing 12 Months		
	11-2020	11-2021	+ / -	11-2020	11-2021	+ / -
New Listings	232	205	- 11.6%	3,759	4,064	+ 8.1%
Under Contract (includes Contingent and Pending)	158	204	+ 29.1%	2,588	3,282	+ 26.8%
Closed Sales	238	266	+ 11.8%	2,539	3,247	+ 27.9%
Median Sales Price*	\$182,250	\$216,500	+ 18.8%	\$180,000	\$206,900	+ 14.9%
Average Sales Price*	\$221,756	\$260,720	+ 17.6%	\$221,826	\$247,290	+ 11.5%
Percent of Original List Price Received*	95.6%	97.3%	+ 1.8%	95.7%	97.9%	+ 2.3%
Average Market Time	64	45	- 29.7%	72	44	- 38.9%
Inventory of Homes for Sale at Month End	497	271	- 45.5%	--	--	--

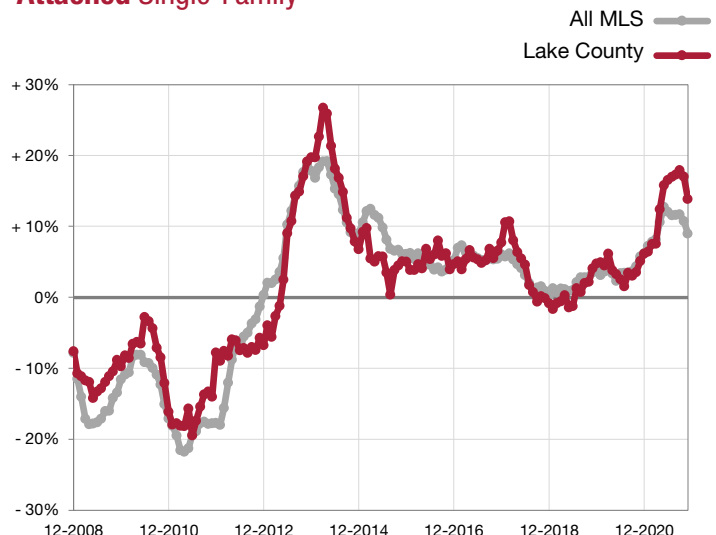
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.