

Local Market Update – September 2021

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



Lake County

- 8.9%

Change in
New Listings
All Properties

- 9.5%

Change in
Closed Sales
All Properties

- 32.3%

Change in
Inventory of Homes
All Properties

Detached Single-Family

	September			Trailing 12 Months		
	9-2020	9-2021	+ / -	9-2020	9-2021	+ / -
New Listings	1,243	1,110	- 10.7%	14,297	14,184	- 0.8%
Under Contract (includes Contingent and Pending)	933	784	- 16.0%	9,195	10,506	+ 14.3%
Closed Sales	1,049	921	- 12.2%	8,624	10,733	+ 24.5%
Median Sales Price*	\$324,000	\$360,000	+ 11.1%	\$292,500	\$350,000	+ 19.7%
Average Sales Price*	\$402,554	\$438,533	+ 8.9%	\$366,802	\$437,424	+ 19.3%
Percent of Original List Price Received*	96.3%	98.5%	+ 2.3%	94.6%	98.3%	+ 3.9%
Average Market Time	82	33	- 59.8%	110	58	- 47.3%
Inventory of Homes for Sale at Month End	2,209	1,501	- 32.1%	--	--	--

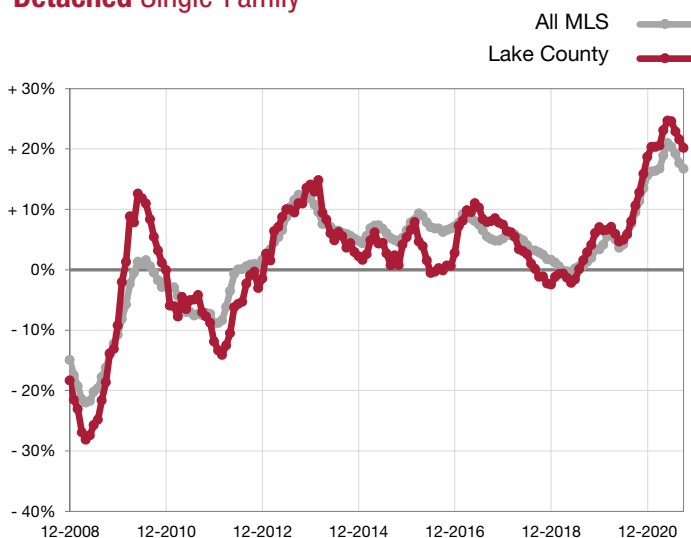
Attached Single-Family

	September			Trailing 12 Months		
	9-2020	9-2021	+ / -	9-2020	9-2021	+ / -
New Listings	345	337	- 2.3%	3,704	4,117	+ 11.2%
Under Contract (includes Contingent and Pending)	247	244	- 1.2%	2,496	3,254	+ 30.4%
Closed Sales	298	298	0.0%	2,374	3,256	+ 37.2%
Median Sales Price*	\$181,250	\$210,000	+ 15.9%	\$179,000	\$202,300	+ 13.0%
Average Sales Price*	\$234,894	\$249,724	+ 6.3%	\$217,707	\$243,219	+ 11.7%
Percent of Original List Price Received*	95.6%	97.4%	+ 1.9%	95.5%	97.5%	+ 2.1%
Average Market Time	69	25	- 63.8%	71	50	- 29.6%
Inventory of Homes for Sale at Month End	558	372	- 33.3%	--	--	--

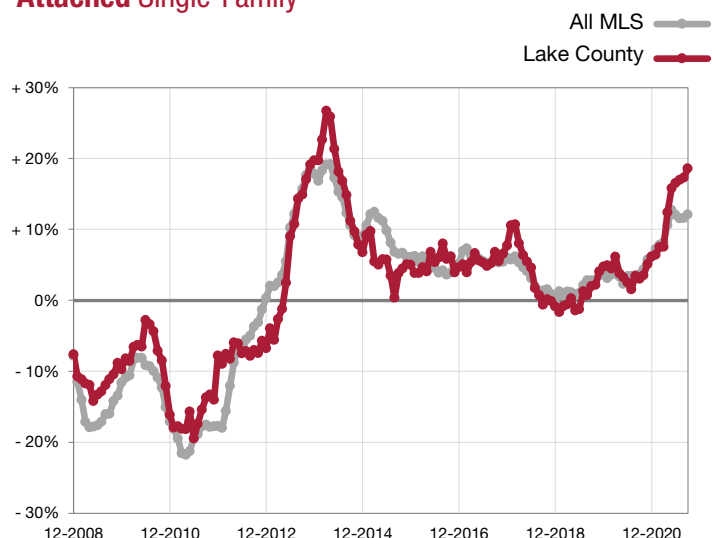
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.