Local Market Update – October 2021

A RESEARCH TOOL PROVIDED BY **MIDWEST REAL ESTATE DATA LLC**

RESIDENTIAL ACTIVITY ONLY | Data current as of November 14, 2021

MRED
Midwest Real Estate Data

Lake County

- 15.7%	- 18.2%	- 36.4%
Change in **New Listings** All Properties	Change in **Closed Sales** All Properties	Change in **Inventory of Homes** All Properties

Detached Single-Family

	October			Trailing 12 Months		
	10-2020	10-2021	+ / –	10-2020	10-2021	+ / –
New Listings	1,113	931	- 16.4%	14,161	14,031	- 0.9%
Under Contract (includes Contingent and Pending)	809	775	- 4.2%	9,432	10,473	+ 11.0%
Closed Sales	1,036	832	- 19.7%	8,995	10,535	+ 17.1%
Median Sales Price*	$325,000	$330,000	+ 1.5%	$299,000	$350,000	+ 17.1%
Average Sales Price*	$417,350	$422,812	+ 1.3%	$374,413	$438,141	+ 17.0%
Percent of Original List Price Received*	96.4%	97.6%	+ 1.2%	94.9%	98.4%	+ 3.7%
Average Market Time	75	38	- 49.3%	106	54	- 49.1%
Inventory of Homes for Sale at Month End	2,051	1,307	- 36.3%	--	--	--

Attached Single-Family

|	October			Trailing 12 Months		
	10-2020	10-2021	+ / –	10-2020	10-2021	+ / –
New Listings	316	274	- 13.3%	3,725	4,085	+ 9.7%
Under Contract (includes Contingent and Pending)	256	244	- 4.7%	2,586	3,237	+ 25.2%
Closed Sales	299	260	- 13.0%	2,456	3,218	+ 31.0%
Median Sales Price*	$188,000	$210,000	+ 11.7%	$180,000	$205,000	+ 13.9%
Average Sales Price*	$247,481	$257,936	+ 4.2%	$221,291	$244,247	+ 10.4%
Percent of Original List Price Received*	95.5%	97.4%	+ 2.0%	95.6%	97.7%	+ 2.2%
Average Market Time	77	35	- 54.5%	72	46	- 36.1%
Inventory of Homes for Sale at Month End	518	326	- 37.1%	--	--	--

* 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

All MLS
Lake County
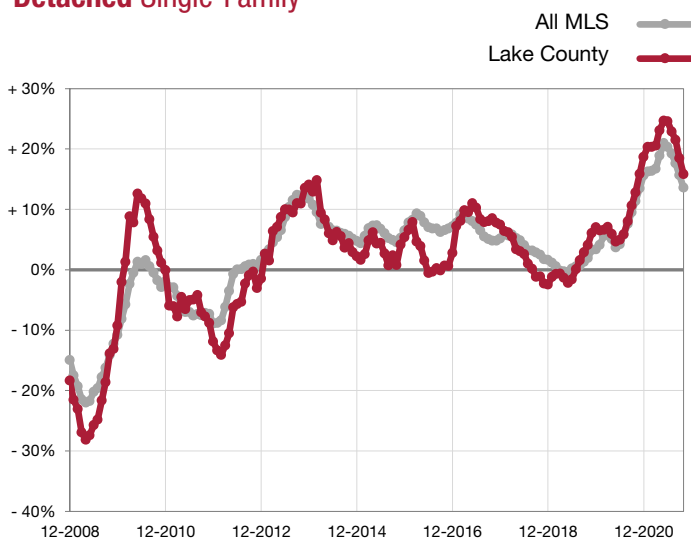
Attached Single-Family

All MLS
Lake County
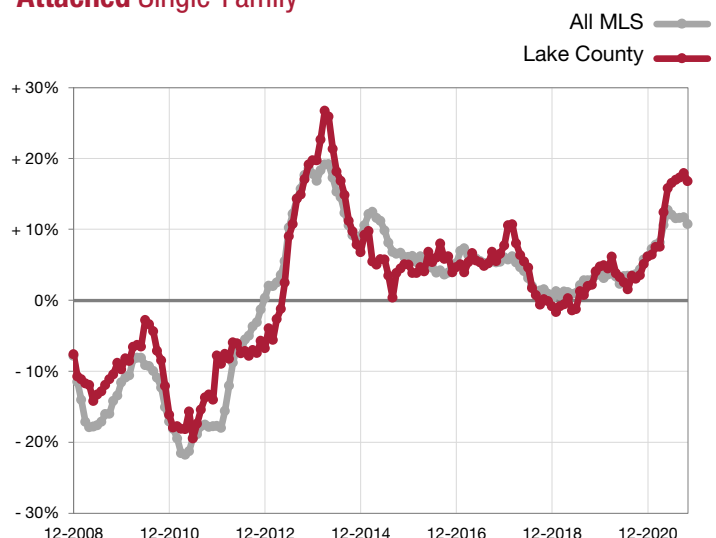
** Each dot represents the change in median sales price from the prior year using a 6-month weighted average.
This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period.