

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 Bluff

+ 28.6% **+ 133.3%** **- 41.0%**

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

	June			Trailing 12 Months		
	6-2020	6-2021	+ / -	6-2020	6-2021	+ / -
New Listings	23	27	+ 17.4%	222	233	+ 5.0%
Under Contract (includes Contingent and Pending)	17	20	+ 17.6%	141	194	+ 37.6%
Closed Sales	10	29	+ 190.0%	136	197	+ 44.9%
Median Sales Price*	\$560,000	\$617,000	+ 10.2%	\$527,500	\$540,000	+ 2.4%
Average Sales Price*	\$561,900	\$798,954	+ 42.2%	\$656,044	\$674,737	+ 2.8%
Percent of Original List Price Received*	91.3%	97.8%	+ 7.1%	89.1%	95.0%	+ 6.6%
Average Market Time	153	38	- 75.2%	172	107	- 37.8%
Inventory of Homes for Sale at Month End	51	27	- 47.1%	--	--	--

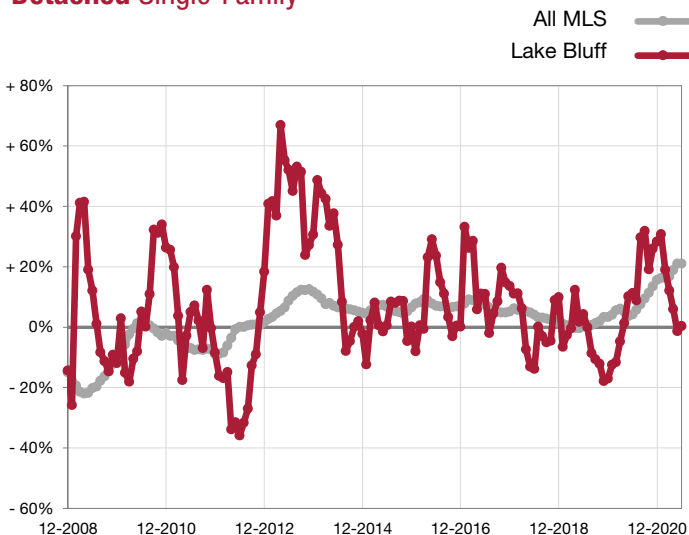
Attached Single-Family

	June			Trailing 12 Months		
	6-2020	6-2021	+ / -	6-2020	6-2021	+ / -
New Listings	5	9	+ 80.0%	59	67	+ 13.6%
Under Contract (includes Contingent and Pending)	3	5	+ 66.7%	44	46	+ 4.5%
Closed Sales	5	6	+ 20.0%	43	45	+ 4.7%
Median Sales Price*	\$242,250	\$260,000	+ 7.3%	\$203,000	\$207,000	+ 2.0%
Average Sales Price*	\$278,450	\$232,917	- 16.4%	\$233,372	\$233,946	+ 0.2%
Percent of Original List Price Received*	95.6%	99.6%	+ 4.2%	93.6%	96.4%	+ 3.0%
Average Market Time	79	15	- 81.0%	72	52	- 27.8%
Inventory of Homes for Sale at Month End	10	9	- 10.0%	--	--	--

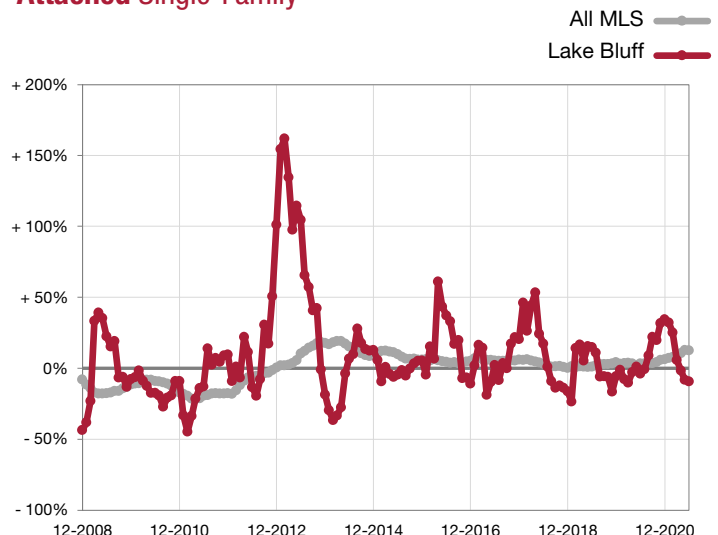
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.