

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 Forest

- 28.8% **+ 107.7%** **- 41.2%**

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	91	65	- 28.6%	656	700	+ 6.7%
Under Contract (includes Contingent and Pending)	64	44	- 31.3%	330	517	+ 56.7%
Closed Sales	36	65	+ 80.6%	282	518	+ 83.7%
Median Sales Price*	\$706,438	\$1,106,250	+ 56.6%	\$735,000	\$836,750	+ 13.8%
Average Sales Price*	\$893,039	\$1,404,440	+ 57.3%	\$946,003	\$1,083,915	+ 14.6%
Percent of Original List Price Received*	89.6%	95.2%	+ 6.3%	87.7%	93.0%	+ 6.0%
Average Market Time	206	100	- 51.5%	223	173	- 22.4%
Inventory of Homes for Sale at Month End	216	130	- 39.8%	--	--	--

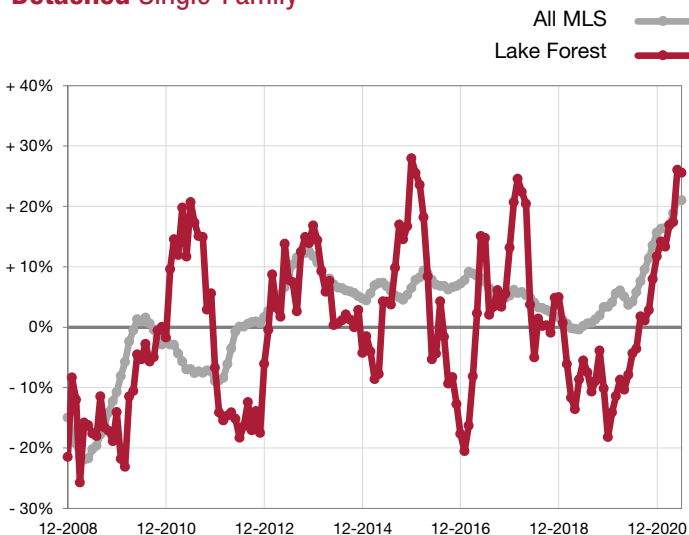
Attached Single-Family

	June			Trailing 12 Months		
	6-2020	6-2021	+ / -	6-2020	6-2021	+ / -
New Listings	13	9	- 30.8%	121	146	+ 20.7%
Under Contract (includes Contingent and Pending)	9	9	0.0%	60	122	+ 103.3%
Closed Sales	3	16	+ 433.3%	62	120	+ 93.5%
Median Sales Price*	\$388,000	\$670,000	+ 72.7%	\$595,000	\$571,500	- 3.9%
Average Sales Price*	\$465,800	\$604,065	+ 29.7%	\$569,069	\$567,502	- 0.3%
Percent of Original List Price Received*	93.0%	95.6%	+ 2.8%	92.6%	95.2%	+ 2.8%
Average Market Time	83	85	+ 2.4%	181	133	- 26.5%
Inventory of Homes for Sale at Month End	39	20	- 48.7%	--	--	--

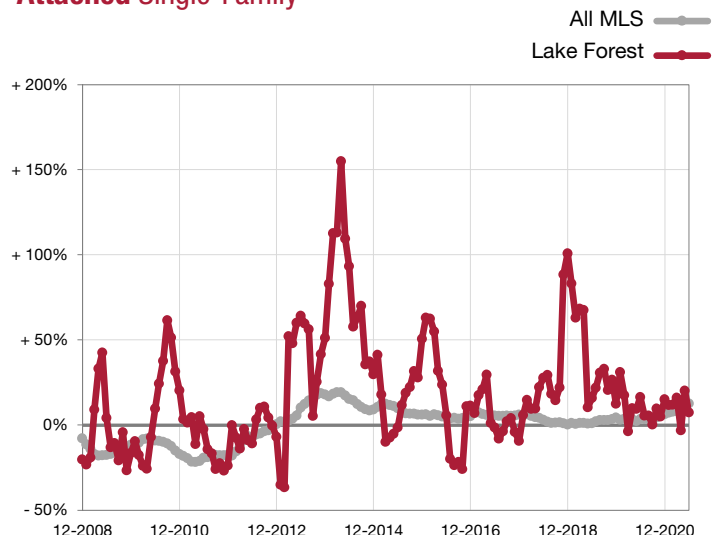
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.