Quarterly Market Detail - Q2 2021
Single-Family Homes
Lake County

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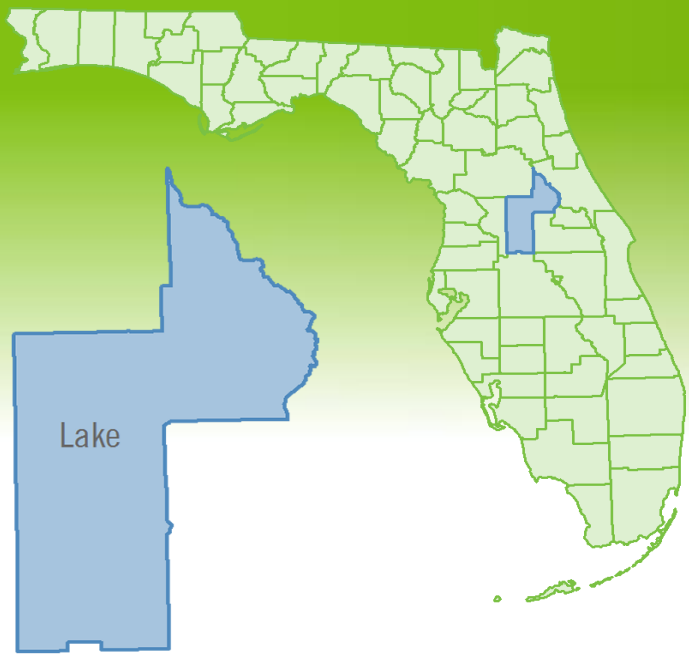


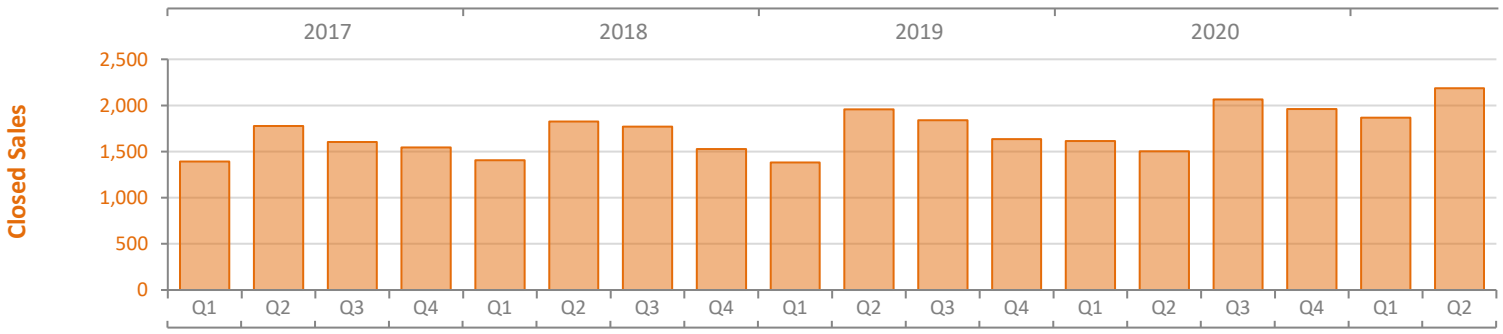
Summary Statistics	Q2 2021	Q2 2020	Percent Change Year-over-Year
Closed Sales	2,186	1,503	45.4%
Paid in Cash	612	239	156.1%
Median Sale Price	$297,000	$260,000	14.2%
Average Sale Price	$336,717	$278,206	21.0%
Dollar Volume	$736.1 Million	$418.1 Million	76.0%
Median Percent of Original List Price Received	100.0%	97.8%	2.2%
Median Time to Contract	7 Days	32 Days	-78.1%
Median Time to Sale	50 Days	77 Days	-35.1%
New Pending Sales	1,983	1,849	7.2%
New Listings	2,234	1,849	20.8%
Pending Inventory	886	1,089	-18.6%
Inventory (Active Listings)	625	1,238	-49.5%
Months Supply of Inventory	0.9	2.3	-60.9%

Closed Sales

The number of sales transactions which closed during the quarter

Economists' note : Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a quarter's sales to the amount of sales in the same quarter in the previous year), rather than changes from one quarter to the next.

Quarter	Closed Sales	Percent Change Year-over-Year
Year-to-Date	4,055	30.1%
Q2 2021	**2,186**	**45.4%**
Q1 2021	1,869	15.9%
Q4 2020	1,961	19.9%
Q3 2020	2,066	12.4%
Q2 2020	1,503	-23.2%
Q1 2020	1,613	16.7%
Q4 2019	1,636	7.2%
Q3 2019	1,838	3.7%
Q2 2019	1,958	7.3%
Q1 2019	1,382	-1.7%
Q4 2018	1,526	-1.2%
Q3 2018	1,772	10.4%
Q2 2018	1,825	2.6%



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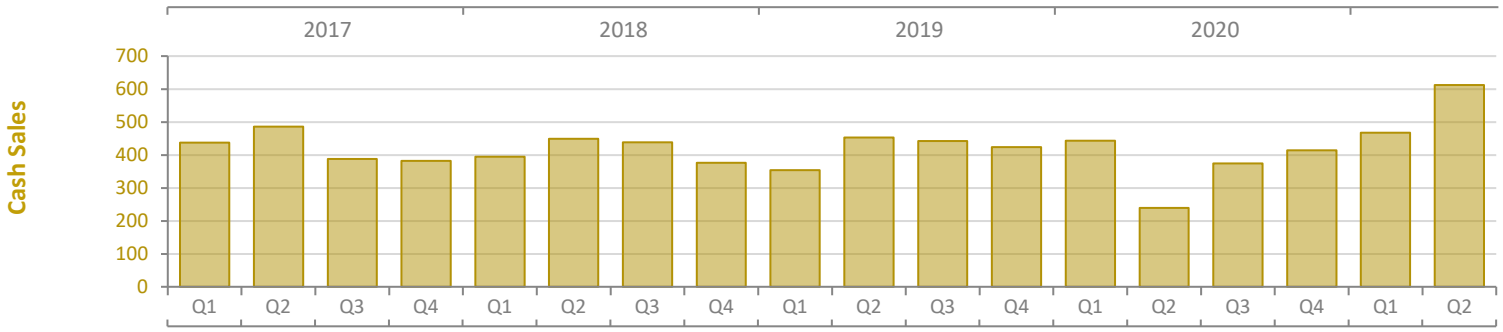
Cash Sales

The number of Closed Sales during the quarter in which buyers exclusively paid in cash

Economists' note : Cash Sales can be a useful indicator of the extent to which investors are participating in the market. Why? Investors are far more likely to have the funds to purchase a home available up front, whereas the typical homebuyer requires a mortgage or some other form of financing. There are, of course, many possible exceptions, so this statistic should be interpreted with care.

Quarter	Cash Sales	Percent Change Year-over-Year
Year-to-Date	1,080	58.4%
Q2 2021	**612**	**156.1%**
Q1 2021	468	5.6%
Q4 2020	414	-2.4%
Q3 2020	374	-15.4%
Q2 2020	239	-47.2%
Q1 2020	443	25.1%
Q4 2019	424	12.8%
Q3 2019	442	0.9%
Q2 2019	453	0.9%
Q1 2019	354	-10.4%
Q4 2018	376	-1.6%
Q3 2018	438	12.9%
Q2 2018	449	-7.6%

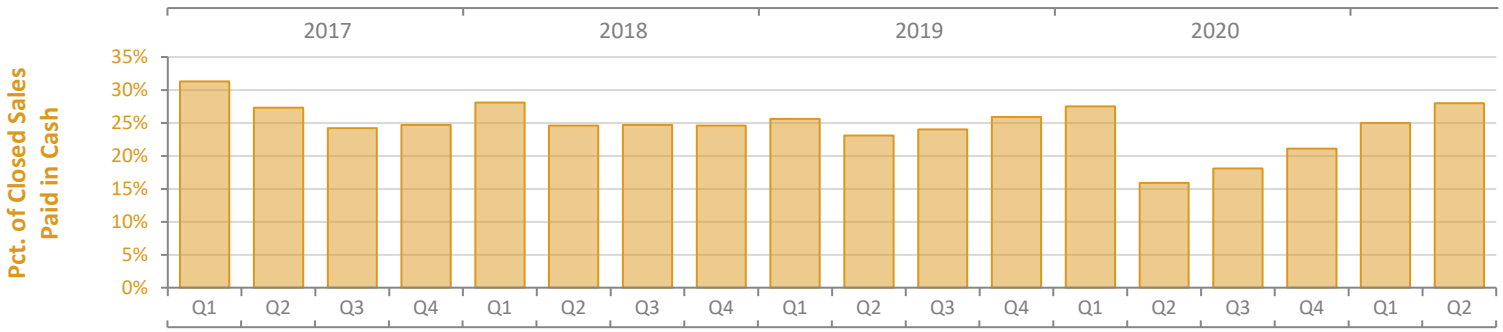


Cash Sales as a Percentage of Closed Sales

The percentage of Closed Sales during the quarter which were Cash Sales

Economists' note : This statistic is simply another way of viewing Cash Sales. The remaining percentages of Closed Sales (i.e. those not paid fully in cash) each quarter involved some sort of financing, such as mortgages, owner/seller financing, assumed loans, etc.

Quarter	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
Year-to-Date	26.6%	21.5%
Q2 2021	**28.0%**	**76.1%**
Q1 2021	25.0%	-9.1%
Q4 2020	21.1%	-18.5%
Q3 2020	18.1%	-24.6%
Q2 2020	15.9%	-31.2%
Q1 2020	27.5%	7.4%
Q4 2019	25.9%	5.3%
Q3 2019	24.0%	-2.8%
Q2 2019	23.1%	-6.1%
Q1 2019	25.6%	-8.9%
Q4 2018	24.6%	-0.4%
Q3 2018	24.7%	2.1%
Q2 2018	24.6%	-9.9%



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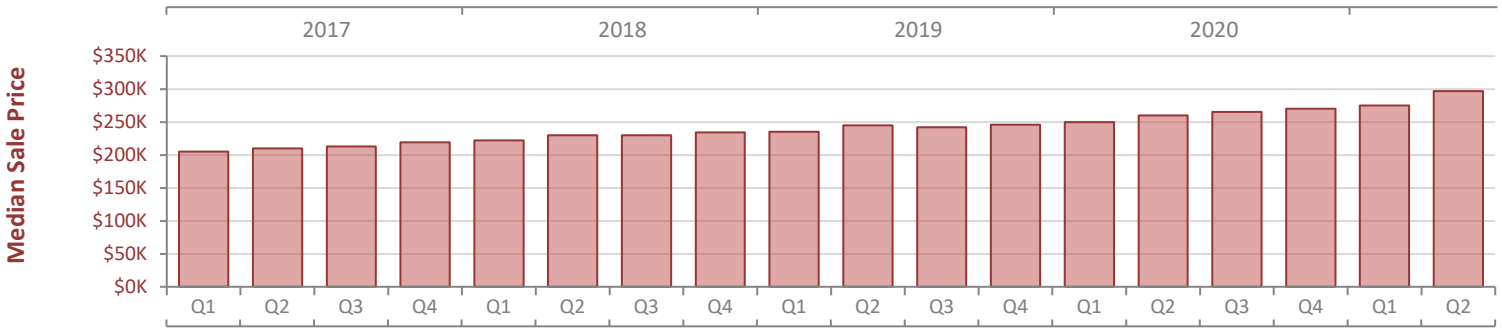
Median Sale Price

The median sale price reported for the quarter (i.e. 50% of sales were above and 50% of sales were below)

Economists' note : Median Sale Price is our preferred summary statistic for price activity because, unlike Average Sale Price, Median Sale Price is not sensitive to high sale prices for small numbers of homes that may not be characteristic of the market area. Keep in mind that median price trends over time are not always solely caused by changes in the general value of local real estate. Median sale price only reflects the values of the homes that *sold* each quarter, and the mix of the types of homes that sell can change over time.

Quarter	Median Sale Price	Percent Change Year-over-Year
Year-to-Date	$287,905	12.9%
Q2 2021	**$297,000**	**14.2%**
Q1 2021	$275,000	10.0%
Q4 2020	$270,000	9.8%
Q3 2020	$265,150	9.6%
Q2 2020	$260,000	6.1%
Q1 2020	$250,000	6.4%
Q4 2019	$246,000	4.9%
Q3 2019	$242,000	5.2%
Q2 2019	$245,000	6.5%
Q1 2019	$235,000	5.9%
Q4 2018	$234,477	6.9%
Q3 2018	$230,000	8.0%
Q2 2018	$230,000	9.5%

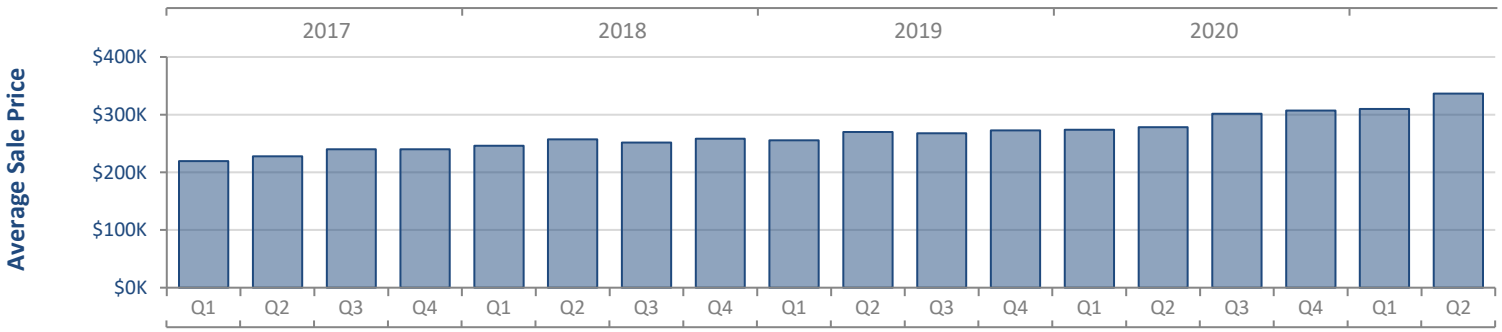


Average Sale Price

The average sale price reported for the quarter (i.e. total sales in dollars divided by the number of sales)

Economists' note : Usually, we prefer Median Sale Price over Average Sale Price as a summary statistic for home prices. However, Average Sale Price does have its uses—particularly when it is analyzed alongside the Median Sale Price. For one, the relative difference between the two statistics can provide some insight into the market for higher-end homes in an area.

Quarter	Average Sale Price	Percent Change Year-over-Year
Year-to-Date	$324,379	17.5%
Q2 2021	**$336,717**	**21.0%**
Q1 2021	$309,947	13.2%
Q4 2020	$306,938	12.7%
Q3 2020	$301,315	12.5%
Q2 2020	$278,206	3.1%
Q1 2020	$273,889	7.3%
Q4 2019	$272,457	5.6%
Q3 2019	$267,792	6.5%
Q2 2019	$269,868	4.9%
Q1 2019	$255,321	3.8%
Q4 2018	$258,058	7.4%
Q3 2018	$251,357	4.8%
Q2 2018	$257,233	13.1%



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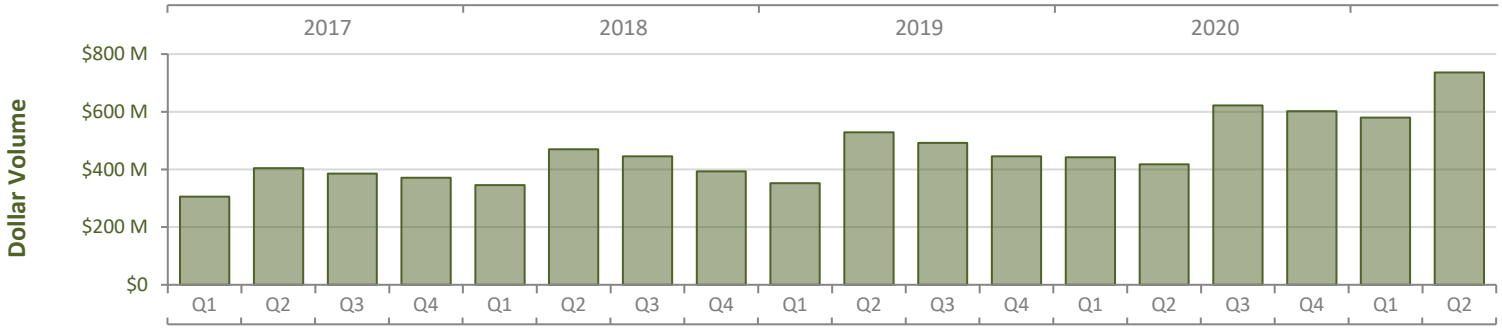
Dollar Volume

The sum of the sale prices for all sales which closed during the quarter

Economists' note : Dollar Volume is simply the sum of all sale prices in a given time period, and can quickly be calculated by multiplying Closed Sales by Average Sale Price. It is a strong indicator of the health of the real estate industry in a market, and is of particular interest to real estate professionals, investors, analysts, and government agencies. Potential home sellers and home buyers, on the other hand, will likely be better served by paying attention to trends in the two components of Dollar Volume (i.e. sales and prices) individually.

Quarter	Dollar Volume	Percent Change Year-over-Year
Year-to-Date	$1.3 Billion	53.0%
Q2 2021	**$736.1 Million**	**76.0%**
Q1 2021	$579.3 Million	31.1%
Q4 2020	$601.9 Million	35.0%
Q3 2020	$622.5 Million	26.5%
Q2 2020	$418.1 Million	-20.9%
Q1 2020	$441.8 Million	25.2%
Q4 2019	$445.7 Million	13.2%
Q3 2019	$492.2 Million	10.5%
Q2 2019	$528.4 Million	12.6%
Q1 2019	$352.9 Million	2.0%
Q4 2018	$393.8 Million	6.2%
Q3 2018	$445.4 Million	15.7%
Q2 2018	$469.5 Million	16.0%

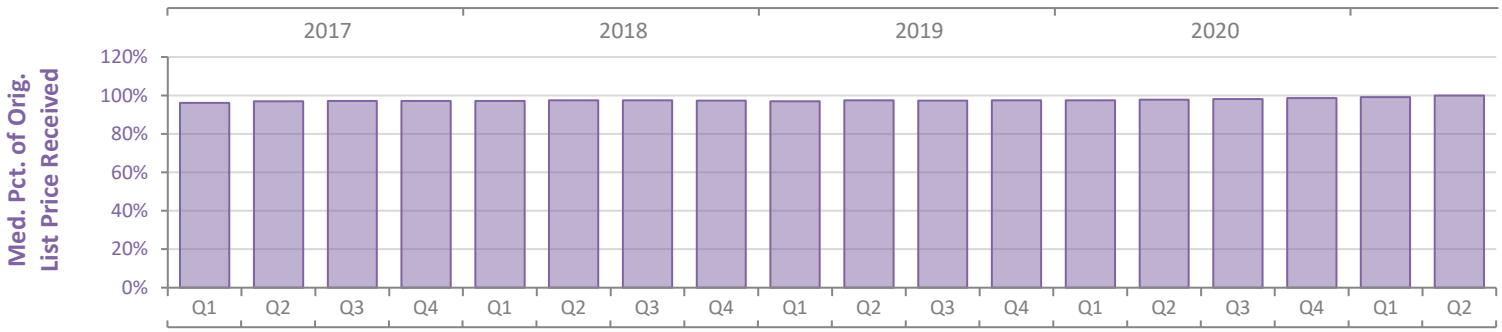


Median Percent of Original List Price Received

The median of the sale price (as a percentage of the original list price) across all properties selling during the quarter

Economists' note : The Median Percent of Original List Price Received is useful as an indicator of market recovery, since it typically rises as buyers realize that the market may be moving away from them and they need to match the selling price (or better it) in order to get a contract on the house. This is usually the last measure to indicate a market has shifted from down to up, so it is what we would call a *lagging* indicator.

Quarter	Med. Pct. of Orig. List Price Received	Percent Change Year-over-Year
Year-to-Date	100.0%	2.4%
Q2 2021	**100.0%**	**2.2%**
Q1 2021	99.2%	1.7%
Q4 2020	98.7%	1.3%
Q3 2020	98.2%	0.9%
Q2 2020	97.8%	0.4%
Q1 2020	97.5%	0.6%
Q4 2019	97.4%	0.1%
Q3 2019	97.3%	-0.2%
Q2 2019	97.4%	0.0%
Q1 2019	96.9%	-0.3%
Q4 2018	97.3%	0.1%
Q3 2018	97.5%	0.4%
Q2 2018	97.4%	0.5%



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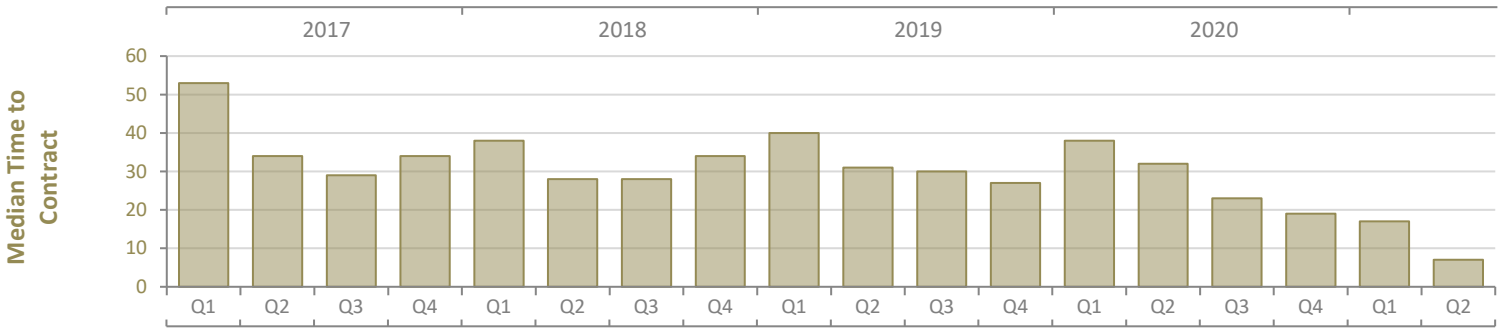
Median Time to Contract

The median number of days between the listing date and contract date for all Closed Sales during the quarter

Economists' note : Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the quarter. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

Quarter	Median Time to Contract	Percent Change Year-over-Year
Year-to-Date	10 Days	-71.4%
Q2 2021	**7 Days**	**-78.1%**
Q1 2021	17 Days	-55.3%
Q4 2020	19 Days	-29.6%
Q3 2020	23 Days	-23.3%
Q2 2020	32 Days	3.2%
Q1 2020	38 Days	-5.0%
Q4 2019	27 Days	-20.6%
Q3 2019	30 Days	7.1%
Q2 2019	31 Days	10.7%
Q1 2019	40 Days	5.3%
Q4 2018	34 Days	0.0%
Q3 2018	28 Days	-3.4%
Q2 2018	28 Days	-17.6%

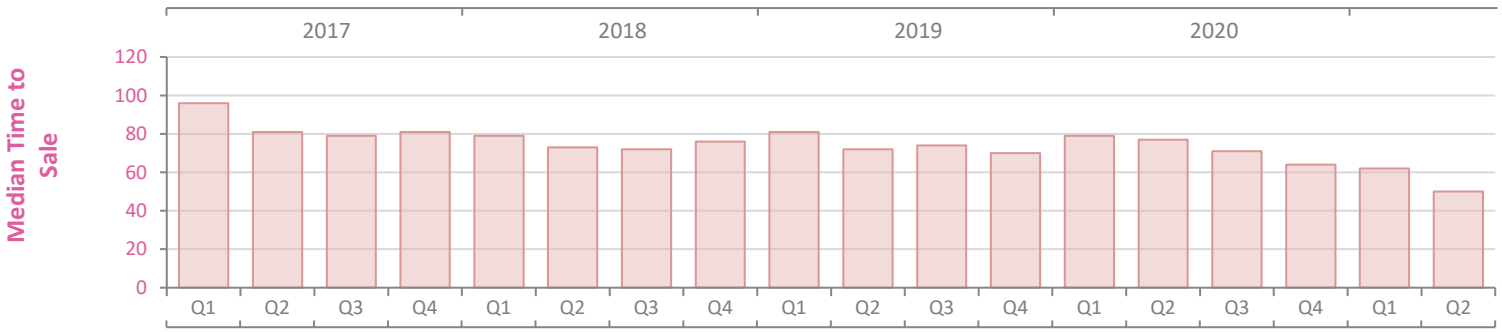


Median Time to Sale

The median number of days between the listing date and closing date for all Closed Sales during the quarter

Economists' note : Time to Sale is a measure of the length of the home selling process, calculated as the number of days between the initial listing of a property and the closing of the sale. *Median* Time to Sale is the amount of time the "middle" property selling this month was on the market. That is, 50% of homes selling this month took *less* time to sell, and 50% of homes took *more* time to sell. Median Time to Sale gives a more accurate picture than Average Time to Sale, which can be skewed upward by small numbers of properties taking an abnormally long time to sell.

Quarter	Median Time to Sale	Percent Change Year-over-Year
Year-to-Date	55 Days	-29.5%
Q2 2021	**50 Days**	**-35.1%**
Q1 2021	62 Days	-21.5%
Q4 2020	64 Days	-8.6%
Q3 2020	71 Days	-4.1%
Q2 2020	77 Days	6.9%
Q1 2020	79 Days	-2.5%
Q4 2019	70 Days	-7.9%
Q3 2019	74 Days	2.8%
Q2 2019	72 Days	-1.4%
Q1 2019	81 Days	2.5%
Q4 2018	76 Days	-6.2%
Q3 2018	72 Days	-8.9%
Q2 2018	73 Days	-9.9%



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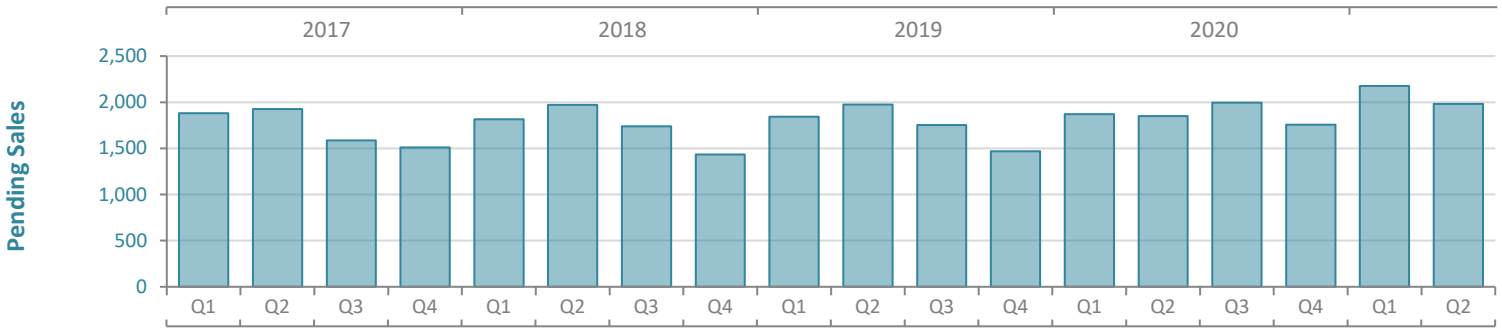
New Pending Sales

The number of listed properties that went under contract during the quarter

Economists' note : Because of the typical length of time it takes for a sale to close, economists consider Pending Sales to be a decent indicator of potential future Closed Sales. It is important to bear in mind, however, that not all Pending Sales will be closed successfully. So, the effectiveness of Pending Sales as a future indicator of Closed Sales is susceptible to changes in market conditions such as the availability of financing for homebuyers and the inventory of distressed properties for sale.

Quarter	New Pending Sales	Percent Change Year-over-Year
Year-to-Date	4,158	11.7%
Q2 2021	**1,983**	**7.2%**
Q1 2021	2,175	16.2%
Q4 2020	1,757	19.5%
Q3 2020	1,995	13.9%
Q2 2020	1,849	-6.4%
Q1 2020	1,872	1.6%
Q4 2019	1,470	2.4%
Q3 2019	1,752	0.7%
Q2 2019	1,976	0.2%
Q1 2019	1,842	1.4%
Q4 2018	1,435	-5.0%
Q3 2018	1,739	9.6%
Q2 2018	1,972	2.3%

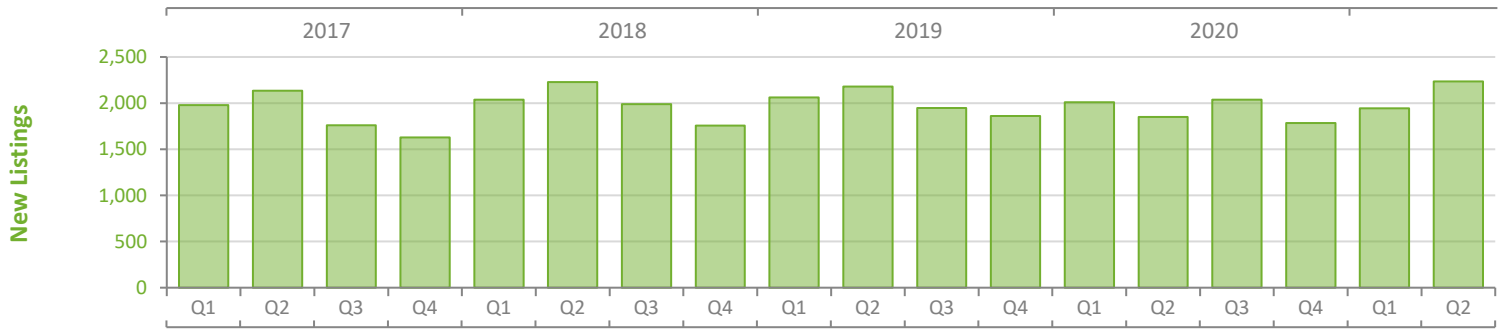


New Listings

The number of properties put onto the market during the quarter

Economists' note : New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

Quarter	New Listings	Percent Change Year-over-Year
Year-to-Date	4,177	8.3%
Q2 2021	**2,234**	**20.8%**
Q1 2021	1,943	-3.2%
Q4 2020	1,785	-4.0%
Q3 2020	2,037	4.7%
Q2 2020	1,849	-15.2%
Q1 2020	2,008	-2.5%
Q4 2019	1,859	5.9%
Q3 2019	1,946	-2.1%
Q2 2019	2,181	-2.1%
Q1 2019	2,060	1.2%
Q4 2018	1,756	7.9%
Q3 2018	1,988	13.0%
Q2 2018	2,227	4.3%



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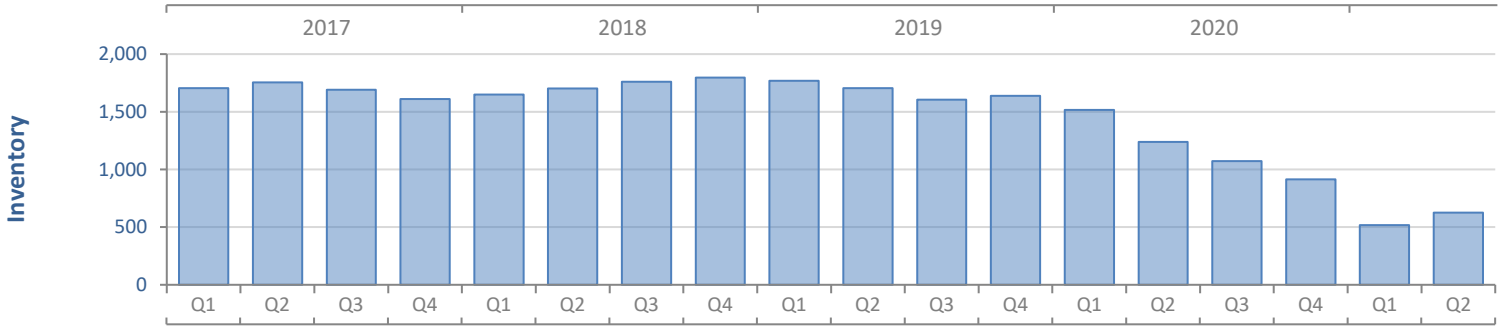
Inventory (Active Listings)

The number of property listings active at the end of the quarter

Economists' note : There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the quarter, and hold this number to compare with the same quarter the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

Quarter	Inventory	Percent Change Year-over-Year
YTD (Monthly Avg)	586	-59.6%
Q2 2021	**625**	**-49.5%**
Q1 2021	517	-65.9%
Q4 2020	915	-44.1%
Q3 2020	1,073	-33.2%
Q2 2020	1,238	-27.3%
Q1 2020	1,515	-14.3%
Q4 2019	1,638	-8.8%
Q3 2019	1,606	-8.8%
Q2 2019	1,704	0.1%
Q1 2019	1,768	7.2%
Q4 2018	1,797	11.6%
Q3 2018	1,760	4.0%
Q2 2018	1,703	-2.9%

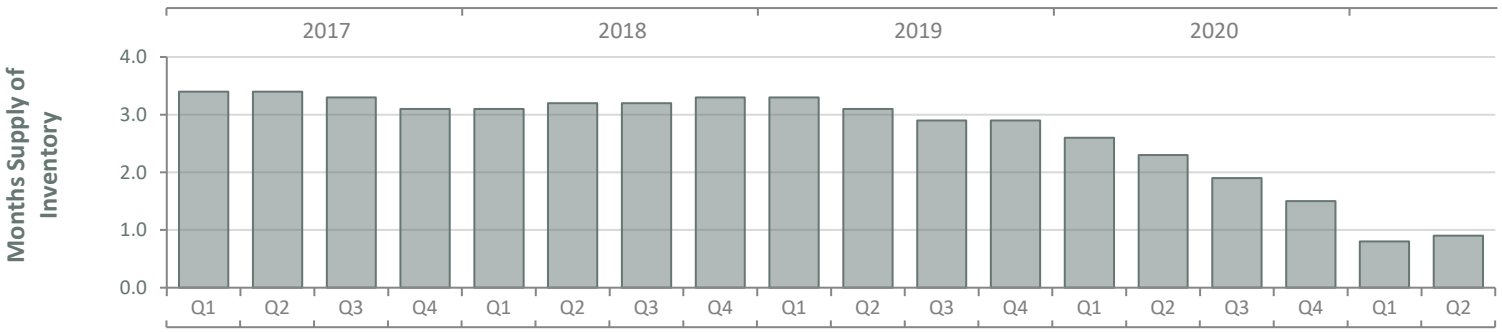


Months Supply of Inventory

An estimate of the number of months it will take to deplete the current Inventory given recent sales rates

Economists' note : MSI is a useful indicator of market conditions. The benchmark for a balanced market (favoring neither buyer nor seller) is 5.5 months of inventory. Anything higher is traditionally a buyers' market, and anything lower is a sellers' market. There is no single accepted way of calculating MSI. A common method is to divide current Inventory by the most recent month's Closed Sales count, but this count is a usually poor predictor of future Closed Sales due to seasonal cycles. To eliminate seasonal effects, we use the 12-month average of monthly Closed Sales instead.

Quarter	Months Supply	Percent Change Year-over-Year
YTD (Monthly Avg)	0.9	-64.0%
Q2 2021	**0.9**	**-60.9%**
Q1 2021	0.8	-69.2%
Q4 2020	1.5	-48.3%
Q3 2020	1.9	-34.5%
Q2 2020	2.3	-25.8%
Q1 2020	2.6	-21.2%
Q4 2019	2.9	-12.1%
Q3 2019	2.9	-9.4%
Q2 2019	3.1	-3.1%
Q1 2019	3.3	6.5%
Q4 2018	3.3	6.5%
Q3 2018	3.2	-3.0%
Q2 2018	3.2	-5.9%



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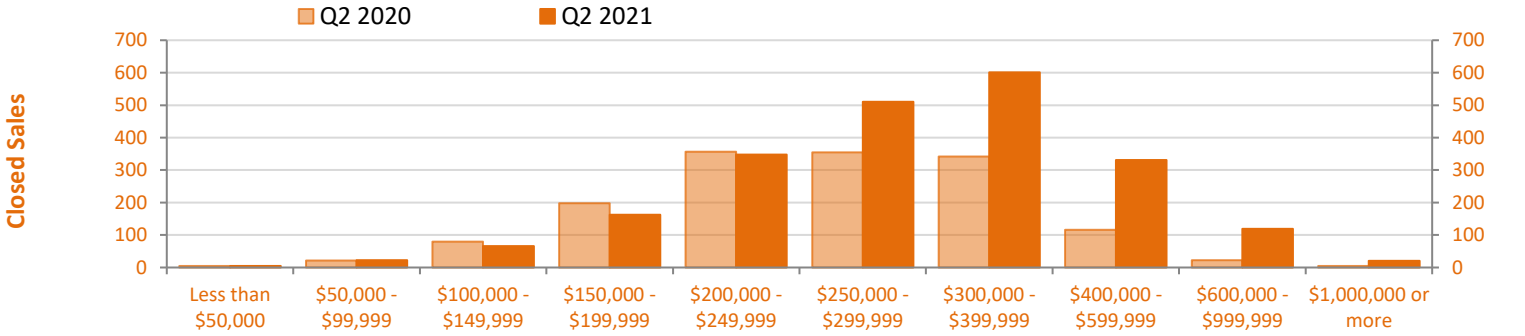
Closed Sales by Sale Price

The number of sales transactions which closed during the quarter

Economists' note: Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a quarter's sales to the amount of sales in the same quarter in the previous year), rather than changes from one quarter to the next.

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than $50,000	5	0.0%
$50,000 - $99,999	23	4.5%
$100,000 - $149,999	66	-17.5%
$150,000 - $199,999	162	-18.2%
$200,000 - $249,999	348	-2.5%
$250,000 - $299,999	510	43.7%
$300,000 - $399,999	601	75.7%
$400,000 - $599,999	331	185.3%
$600,000 - $999,999	119	417.4%
$1,000,000 or more	21	320.0%

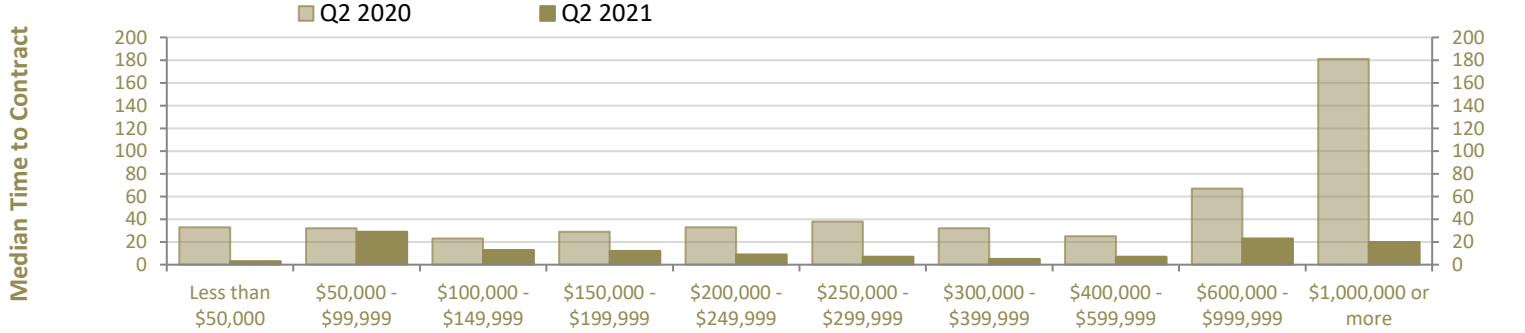


Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the quarter

Economists' note : Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the quarter. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than $50,000	3 Days	-90.9%
$50,000 - $99,999	29 Days	-9.4%
$100,000 - $149,999	13 Days	-43.5%
$150,000 - $199,999	12 Days	-58.6%
$200,000 - $249,999	9 Days	-72.7%
$250,000 - $299,999	7 Days	-81.6%
$300,000 - $399,999	5 Days	-84.4%
$400,000 - $599,999	7 Days	-72.0%
$600,000 - $999,999	23 Days	-65.7%
$1,000,000 or more	20 Days	-89.0%



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Quarterly Market Detail - Q2 2021
Single-Family Homes
Lake County

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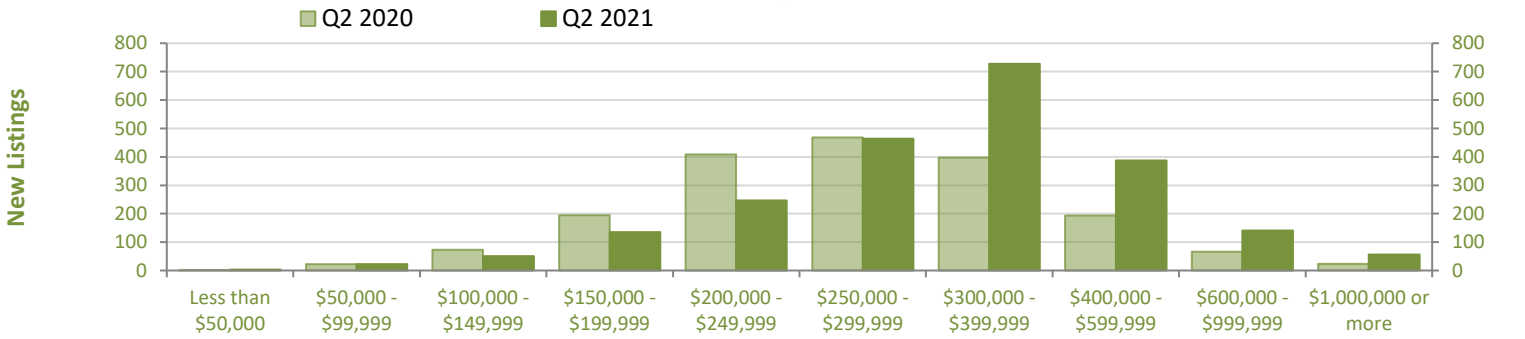
New Listings by Initial Listing Price

The number of properties put onto the market during the quarter

Economists' note: New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than $50,000	3	50.0%
$50,000 - $99,999	22	0.0%
$100,000 - $149,999	51	-30.1%
$150,000 - $199,999	135	-30.8%
$200,000 - $249,999	247	-39.6%
$250,000 - $299,999	464	-0.9%
$300,000 - $399,999	728	83.4%
$400,000 - $599,999	387	99.5%
$600,000 - $999,999	141	113.6%
$1,000,000 or more	56	143.5%

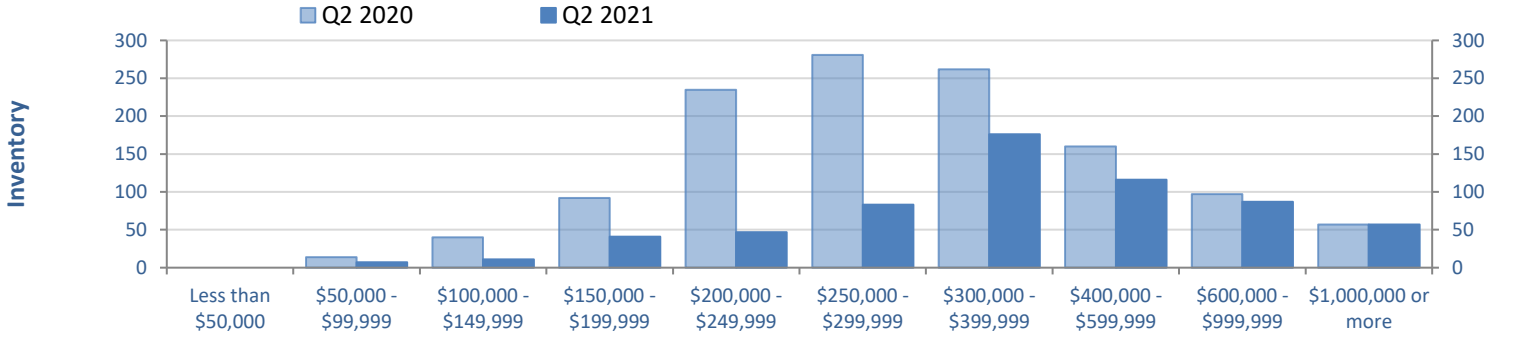


Inventory by Current Listing Price

The number of property listings active at the end of the quarter

Economists' note : There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the quarter, and hold this number to compare with the same quarter the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

Current Listing Price	Inventory	Percent Change Year-over-Year
Less than $50,000	0	N/A
$50,000 - $99,999	7	-50.0%
$100,000 - $149,999	11	-72.5%
$150,000 - $199,999	41	-55.4%
$200,000 - $249,999	47	-80.0%
$250,000 - $299,999	83	-70.5%
$300,000 - $399,999	176	-32.8%
$400,000 - $599,999	116	-27.5%
$600,000 - $999,999	87	-10.3%
$1,000,000 or more	57	0.0%



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Quarterly Distressed Market - Q2 2021
Single-Family Homes
Lake County

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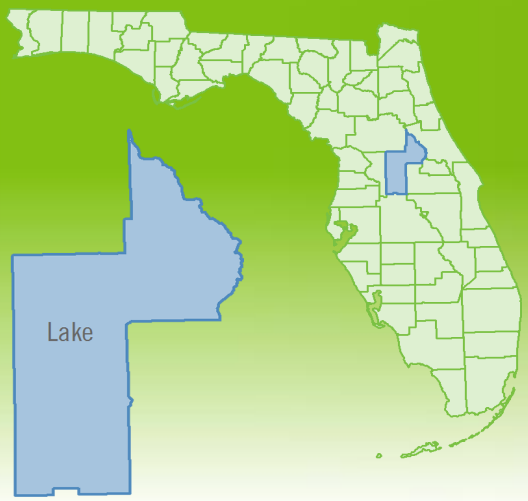
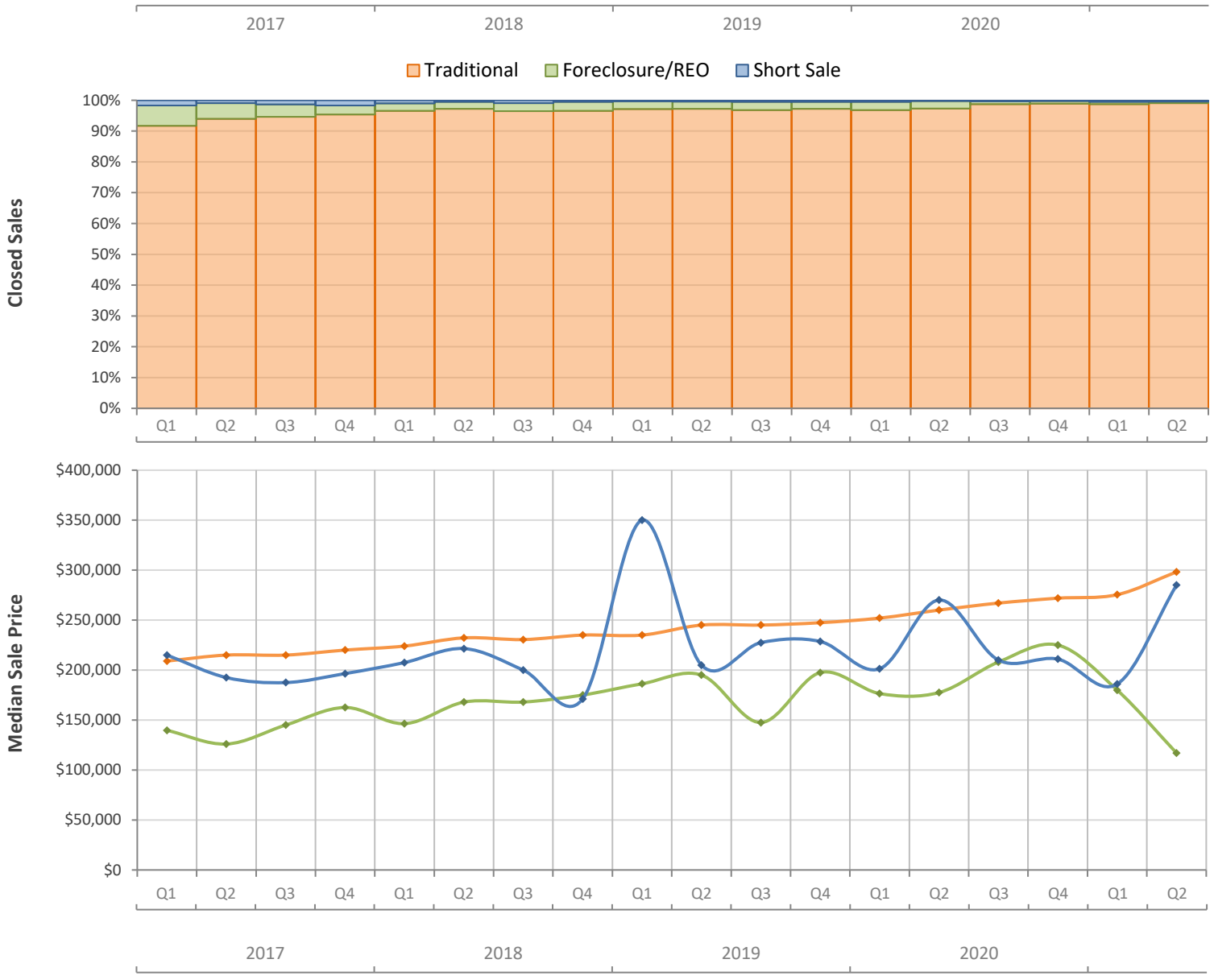


		Q2 2021	Q2 2020	Percent Change Year-over-Year
Traditional	Closed Sales	2,166	1,462	48.2%
	Median Sale Price	$298,226	$260,000	14.7%
Foreclosure/REO	Closed Sales	11	37	-70.3%
	Median Sale Price	$117,000	$177,500	-34.1%
Short Sale	Closed Sales	9	4	125.0%
	Median Sale Price	$285,000	$270,128	5.5%



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