

# Local Market Update – August 2016

A RESEARCH TOOL PROVIDED BY MIDWEST REAL ESTATE DATA LLC  
RESIDENTIAL ACTIVITY ONLY | Data current as of September 14, 2016



## Lake County

**+ 0.2%**

Change in  
**New Listings**  
All Properties

**+ 9.3%**

Change in  
**Closed Sales**  
All Properties

**- 10.4%**

Change in  
**Inventory of Homes**  
All Properties

### Detached Single-Family

	August			Trailing 12 Months		
	8-2015	8-2016	+ / -	8-2015	8-2016	+ / -
New Listings	1,308	<b>1,287</b>	- 1.6%	14,767	<b>14,999</b>	+ 1.6%
Under Contract (includes Contingent and Pending)	700	<b>747</b>	+ 6.7%	7,910	<b>8,428</b>	+ 6.5%
Closed Sales	792	<b>854</b>	+ 7.8%	7,834	<b>8,291</b>	+ 5.8%
Median Sales Price*	\$260,000	<b>\$260,000</b>	0.0%	\$241,000	<b>\$245,000</b>	+ 1.7%
Average Sales Price*	\$348,688	<b>\$351,441</b>	+ 0.8%	\$323,585	<b>\$328,716</b>	+ 1.6%
Percent of Original List Price Received*	93.3%	<b>94.1%</b>	+ 0.9%	92.8%	<b>93.5%</b>	+ 0.8%
Average Market Time	98	<b>94</b>	- 4.1%	107	<b>108</b>	+ 0.9%
Inventory of Homes for Sale at Month End	4,610	<b>4,099</b>	- 11.1%	--	--	--

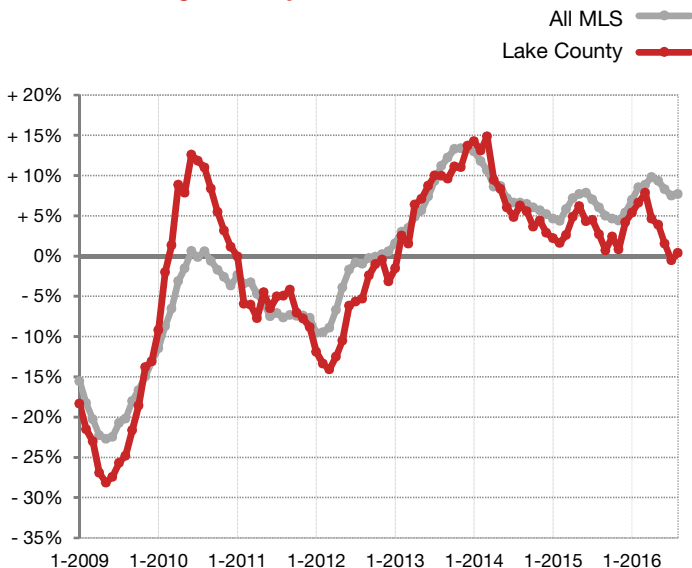
### Attached Single-Family

	August			Trailing 12 Months		
	8-2015	8-2016	+ / -	8-2015	8-2016	+ / -
New Listings	313	<b>338</b>	+ 8.0%	3,483	<b>3,490</b>	+ 0.2%
Under Contract (includes Contingent and Pending)	204	<b>231</b>	+ 13.2%	2,326	<b>2,402</b>	+ 3.3%
Closed Sales	234	<b>267</b>	+ 14.1%	2,345	<b>2,330</b>	- 0.6%
Median Sales Price*	\$153,500	<b>\$160,000</b>	+ 4.2%	\$148,000	<b>\$158,000</b>	+ 6.8%
Average Sales Price*	\$193,598	<b>\$195,139</b>	+ 0.8%	\$185,572	<b>\$193,471</b>	+ 4.3%
Percent of Original List Price Received*	93.0%	<b>95.0%</b>	+ 2.2%	93.6%	<b>94.0%</b>	+ 0.4%
Average Market Time	71	<b>57</b>	- 19.7%	74	<b>75</b>	+ 1.4%
Inventory of Homes for Sale at Month End	761	<b>711</b>	- 6.6%	--	--	--

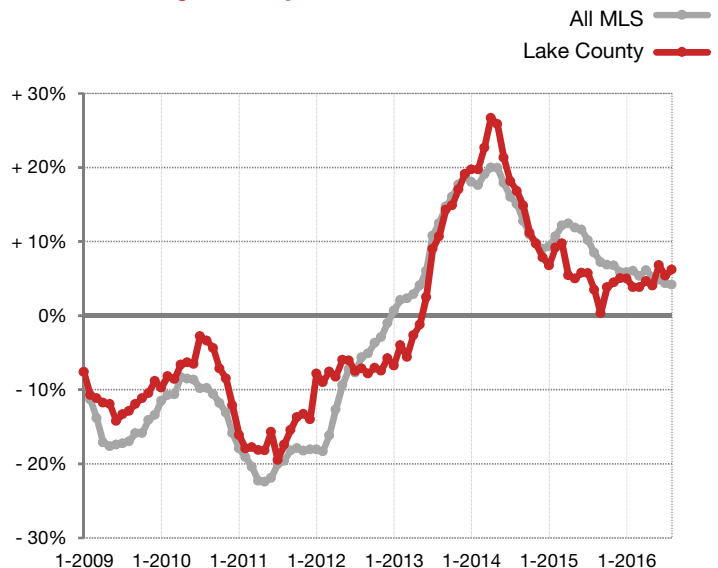
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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. | All data from Midwest Real Estate Data LLC. Powered by ShowingTime 10K.