

# Local Market Update – December 2016

A RESEARCH TOOL PROVIDED BY MIDWEST REAL ESTATE DATA LLC  
RESIDENTIAL ACTIVITY ONLY | Data current as of January 14, 2017



## Lake County

**- 4.1%**

Change in  
**New Listings**  
All Properties

**+ 8.7%**

Change in  
**Closed Sales**  
All Properties

**- 13.4%**

Change in  
**Inventory of Homes**  
All Properties

### Detached Single-Family

|  | December  |                  |         | Trailing 12 Months |                  |        |
|--|-----------|------------------|---------|--------------------|------------------|--------|
|  | 12-2015   | 12-2016          | + / -   | 12-2015            | 12-2016          | + / -  |
| New Listings                                     | 569       | <b>510</b>       | - 10.4% | 14,868             | <b>14,971</b>    | + 0.7% |
| Under Contract (includes Contingent and Pending) | 400       | <b>441</b>       | + 10.3% | 7,931              | <b>8,429</b>     | + 6.3% |
| Closed Sales                                     | 573       | <b>612</b>       | + 6.8%  | 7,869              | <b>8,330</b>     | + 5.9% |
| Median Sales Price*                              | \$237,000 | <b>\$238,850</b> | + 0.8%  | \$245,000          | <b>\$247,500</b> | + 1.0% |
| Average Sales Price*                             | \$321,048 | <b>\$307,362</b> | - 4.3%  | \$326,927          | <b>\$327,092</b> | + 0.1% |
| Percent of Original List Price Received*         | 91.4%     | <b>93.1%</b>     | + 1.9%  | 92.8%              | <b>93.8%</b>     | + 1.1% |
| Average Market Time                              | 132       | <b>124</b>       | - 6.1%  | 107                | <b>108</b>       | + 0.9% |
| Inventory of Homes for Sale at Month End         | 3,518     | <b>3,021</b>     | - 14.1% | --                 | --               | --     |

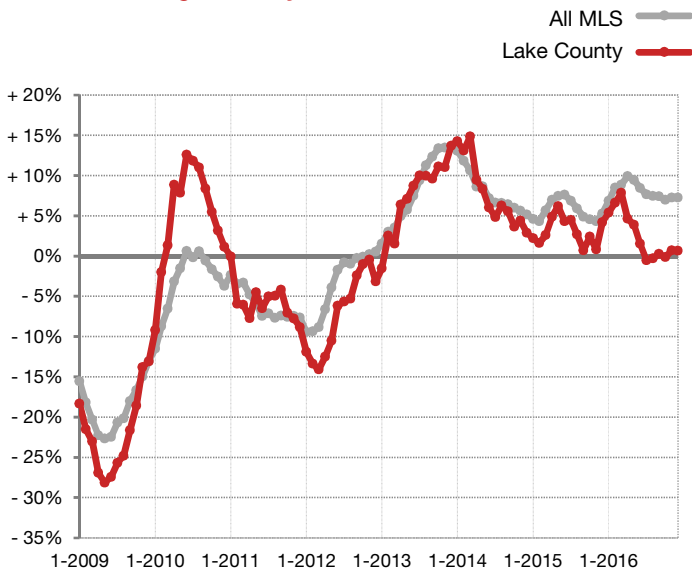
### Attached Single-Family

|  | December  |                  |         | Trailing 12 Months |                  |         |
|--|-----------|------------------|---------|--------------------|------------------|---------|
|  | 12-2015   | 12-2016          | + / -   | 12-2015            | 12-2016          | + / -   |
| New Listings                                     | 119       | <b>150</b>       | + 26.1% | 3,423              | <b>3,643</b>     | + 6.4%  |
| Under Contract (includes Contingent and Pending) | 111       | <b>137</b>       | + 23.4% | 2,233              | <b>2,495</b>     | + 11.7% |
| Closed Sales                                     | 155       | <b>179</b>       | + 15.5% | 2,244              | <b>2,455</b>     | + 9.4%  |
| Median Sales Price*                              | \$145,000 | <b>\$152,500</b> | + 5.2%  | \$150,000          | <b>\$159,900</b> | + 6.6%  |
| Average Sales Price*                             | \$183,769 | <b>\$181,477</b> | - 1.2%  | \$189,270          | <b>\$192,286</b> | + 1.6%  |
| Percent of Original List Price Received*         | 92.7%     | <b>93.9%</b>     | + 1.3%  | 93.6%              | <b>94.3%</b>     | + 0.7%  |
| Average Market Time                              | 85        | <b>76</b>        | - 10.6% | 73                 | <b>74</b>        | + 1.4%  |
| Inventory of Homes for Sale at Month End         | 601       | <b>546</b>       | - 9.2%  | --                 | --               | --      |

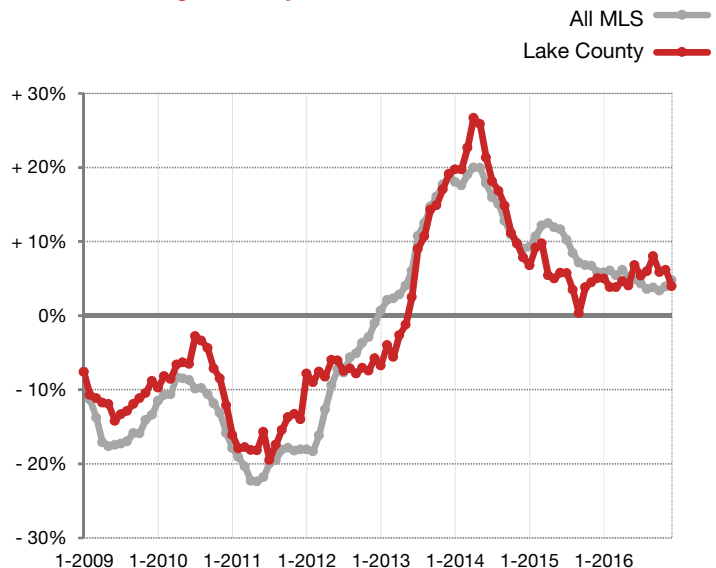
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.