

# Local Market Update – January 2016

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



## Lake County

**+ 3.4%**

Change in  
**New Listings**  
All Properties

**- 7.0%**

Change in  
**Closed Sales**  
All Properties

**- 1.8%**

Change in  
**Inventory of Homes**  
All Properties

### Detached Single-Family

	January			Trailing 12 Months		
	1-2015	1-2016	+ / -	1-2015	1-2016	+ / -
New Listings	945	<b>982</b>	+ 3.9%	13,841	<b>14,883</b>	+ 7.5%
Under Contract (includes Contingent and Pending)	512	<b>570</b>	+ 11.3%	7,523	<b>8,081</b>	+ 7.4%
Closed Sales	450	<b>428</b>	- 4.9%	7,471	<b>7,846</b>	+ 5.0%
Median Sales Price*	\$191,000	<b>\$214,500</b>	+ 12.3%	\$235,000	<b>\$246,500</b>	+ 4.9%
Average Sales Price*	\$278,571	<b>\$310,514</b>	+ 11.5%	\$317,432	<b>\$328,708</b>	+ 3.6%
Percent of Original List Price Received*	89.5%	<b>91.7%</b>	+ 2.5%	92.8%	<b>92.9%</b>	+ 0.1%
Average Market Time	123	<b>120</b>	- 2.4%	101	<b>107</b>	+ 5.9%
Inventory of Homes for Sale at Month End	3,322	<b>3,285</b>	- 1.1%	--	--	--

### Attached Single-Family

	January			Trailing 12 Months		
	1-2015	1-2016	+ / -	1-2015	1-2016	+ / -
New Listings	235	<b>238</b>	+ 1.3%	3,262	<b>3,423</b>	+ 4.9%
Under Contract (includes Contingent and Pending)	135	<b>180</b>	+ 33.3%	2,185	<b>2,300</b>	+ 5.3%
Closed Sales	137	<b>118</b>	- 13.9%	2,236	<b>2,228</b>	- 0.4%
Median Sales Price*	\$135,000	<b>\$146,000</b>	+ 8.1%	\$143,803	<b>\$150,000</b>	+ 4.3%
Average Sales Price*	\$172,651	<b>\$202,193</b>	+ 17.1%	\$181,644	<b>\$190,953</b>	+ 5.1%
Percent of Original List Price Received*	92.1%	<b>92.4%</b>	+ 0.3%	94.0%	<b>93.7%</b>	- 0.3%
Average Market Time	81	<b>90</b>	+ 11.1%	79	<b>73</b>	- 7.6%
Inventory of Homes for Sale at Month End	591	<b>559</b>	- 5.4%	--	--	--

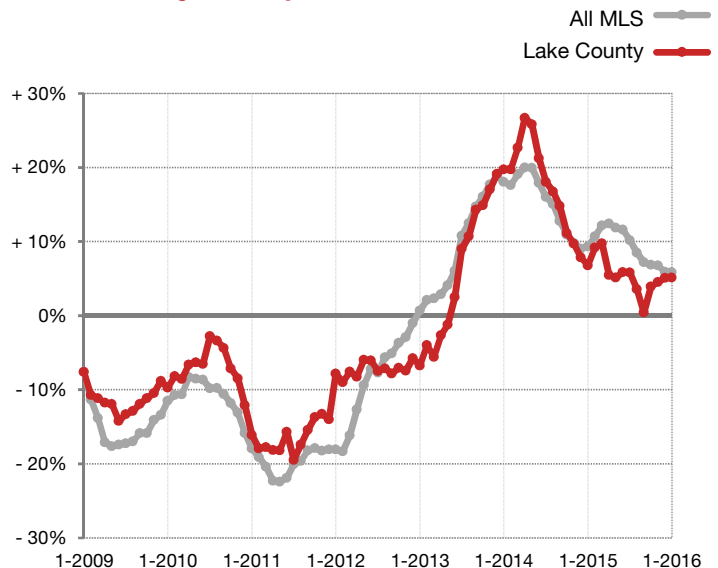
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.