

# Local Market Update – July 2016

A RESEARCH TOOL PROVIDED BY MIDWEST REAL ESTATE DATA LLC  
RESIDENTIAL ACTIVITY ONLY | Data current as of August 15, 2016



## Lake County

**- 2.6%**

Change in  
**New Listings**  
All Properties

**- 1.1%**

Change in  
**Closed Sales**  
All Properties

**- 9.0%**

Change in  
**Inventory of Homes**  
All Properties

### Detached Single-Family

	July			Trailing 12 Months		
	7-2015	7-2016	+ / -	7-2015	7-2016	+ / -
New Listings	1,550	<b>1,426</b>	- 8.0%	14,699	<b>15,010</b>	+ 2.1%
Under Contract (includes Contingent and Pending)	763	<b>763</b>	0.0%	7,840	<b>8,434</b>	+ 7.6%
Closed Sales	924	<b>942</b>	+ 1.9%	7,815	<b>8,226</b>	+ 5.3%
Median Sales Price*	\$275,000	<b>\$265,000</b>	- 3.6%	\$241,000	<b>\$245,000</b>	+ 1.7%
Average Sales Price*	\$347,846	<b>\$348,854</b>	+ 0.3%	\$323,900	<b>\$328,261</b>	+ 1.3%
Percent of Original List Price Received*	94.3%	<b>95.2%</b>	+ 1.0%	92.8%	<b>93.4%</b>	+ 0.6%
Average Market Time	84	<b>85</b>	+ 1.2%	105	<b>109</b>	+ 3.8%
Inventory of Homes for Sale at Month End	4,658	<b>4,232</b>	- 9.1%	--	--	--

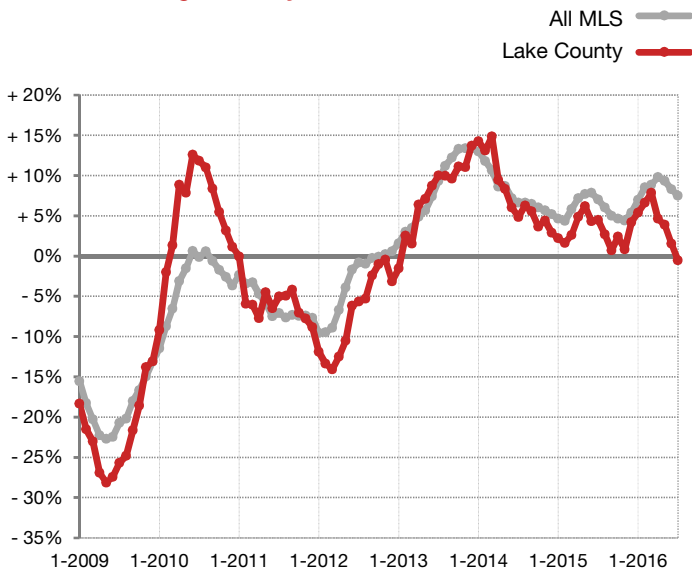
### Attached Single-Family

	July			Trailing 12 Months		
	7-2015	7-2016	+ / -	7-2015	7-2016	+ / -
New Listings	301	<b>376</b>	+ 24.9%	3,450	<b>3,466</b>	+ 0.5%
Under Contract (includes Contingent and Pending)	221	<b>233</b>	+ 5.4%	2,307	<b>2,390</b>	+ 3.6%
Closed Sales	285	<b>254</b>	- 10.9%	2,324	<b>2,295</b>	- 1.2%
Median Sales Price*	\$170,000	<b>\$170,000</b>	0.0%	\$148,000	<b>\$156,000</b>	+ 5.4%
Average Sales Price*	\$208,896	<b>\$200,700</b>	- 3.9%	\$185,049	<b>\$193,239</b>	+ 4.4%
Percent of Original List Price Received*	94.4%	<b>95.2%</b>	+ 0.8%	93.8%	<b>93.8%</b>	0.0%
Average Market Time	61	<b>62</b>	+ 1.6%	73	<b>77</b>	+ 5.5%
Inventory of Homes for Sale at Month End	771	<b>706</b>	- 8.4%	--	--	--

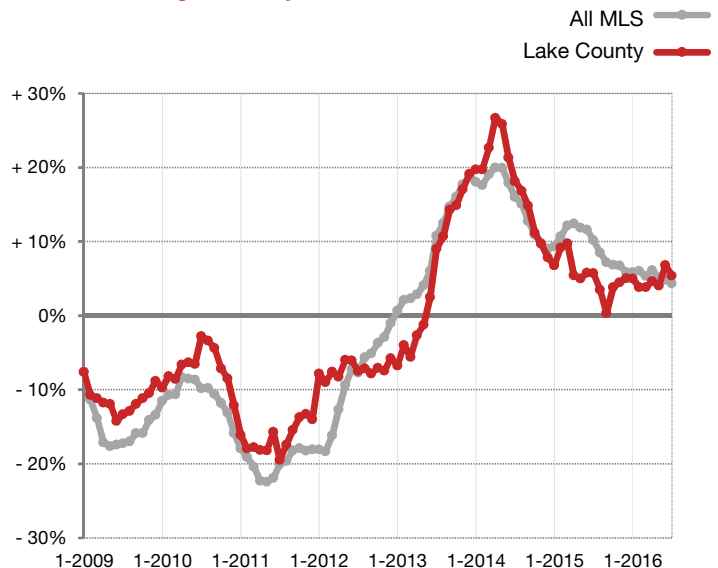
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.