

# Local Market Update – March 2016

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



## Lake County

**+ 1.0%**

Change in  
**New Listings**  
All Properties

**+ 7.3%**

Change in  
**Closed Sales**  
All Properties

**- 3.0%**

Change in  
**Inventory of Homes**  
All Properties

### Detached Single-Family

	March			Trailing 12 Months		
	3-2015	3-2016	+ / -	3-2015	3-2016	+ / -
New Listings	1,481	<b>1,516</b>	+ 2.4%	14,280	<b>15,152</b>	+ 6.1%
Under Contract (includes Contingent and Pending)	797	<b>986</b>	+ 23.7%	7,666	<b>8,291</b>	+ 8.2%
Closed Sales	569	<b>576</b>	+ 1.2%	7,572	<b>7,884</b>	+ 4.1%
Median Sales Price*	\$235,000	<b>\$235,000</b>	0.0%	\$236,000	<b>\$245,000</b>	+ 3.8%
Average Sales Price*	\$314,303	<b>\$306,197</b>	- 2.6%	\$319,153	<b>\$327,552</b>	+ 2.6%
Percent of Original List Price Received*	90.9%	<b>92.2%</b>	+ 1.4%	92.7%	<b>93.1%</b>	+ 0.4%
Average Market Time	137	<b>143</b>	+ 4.4%	103	<b>108</b>	+ 4.9%
Inventory of Homes for Sale at Month End	3,676	<b>3,640</b>	- 1.0%	--	--	--

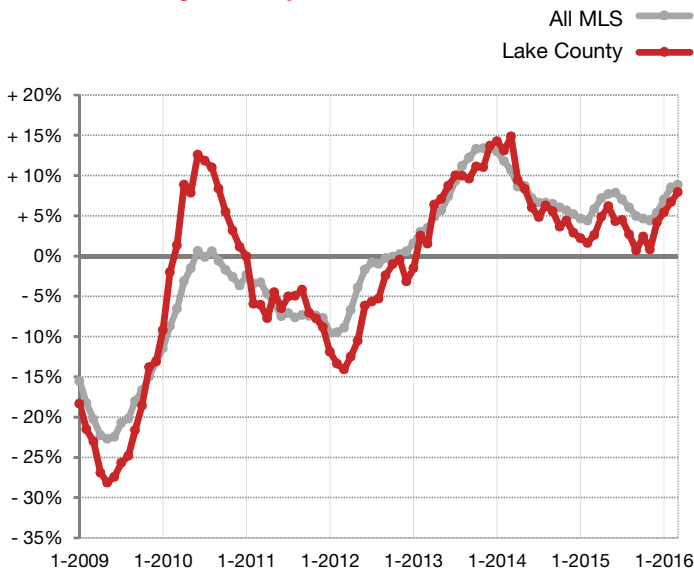
### Attached Single-Family

	March			Trailing 12 Months		
	3-2015	3-2016	+ / -	3-2015	3-2016	+ / -
New Listings	353	<b>337</b>	- 4.5%	3,329	<b>3,442</b>	+ 3.4%
Under Contract (includes Contingent and Pending)	209	<b>258</b>	+ 23.4%	2,213	<b>2,369</b>	+ 7.0%
Closed Sales	131	<b>175</b>	+ 33.6%	2,196	<b>2,278</b>	+ 3.7%
Median Sales Price*	\$163,000	<b>\$153,000</b>	- 6.1%	\$147,500	<b>\$150,000</b>	+ 1.7%
Average Sales Price*	\$184,133	<b>\$183,388</b>	- 0.4%	\$184,867	<b>\$189,992</b>	+ 2.8%
Percent of Original List Price Received*	93.6%	<b>94.3%</b>	+ 0.7%	93.9%	<b>93.6%</b>	- 0.3%
Average Market Time	82	<b>86</b>	+ 4.9%	78	<b>74</b>	- 5.1%
Inventory of Homes for Sale at Month End	700	<b>605</b>	- 13.6%	--	--	--

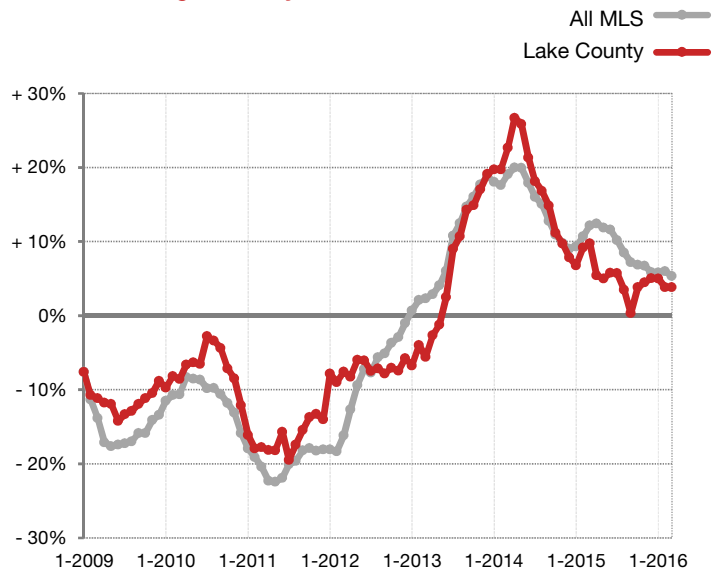
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.