

# Local Market Update – November 2016

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



## Lake County

**+ 1.8%**

Change in  
**New Listings**  
All Properties

**+ 27.7%**

Change in  
**Closed Sales**  
All Properties

**- 12.2%**

Change in  
**Inventory of Homes**  
All Properties

### Detached Single-Family

	November			Trailing 12 Months		
	11-2015	11-2016	+ / -	11-2015	11-2016	+ / -
New Listings	759	<b>757</b>	- 0.3%	14,827	<b>15,019</b>	+ 1.3%
Under Contract (includes Contingent and Pending)	494	<b>560</b>	+ 13.4%	7,956	<b>8,433</b>	+ 6.0%
Closed Sales	469	<b>581</b>	+ 23.9%	7,823	<b>8,287</b>	+ 5.9%
Median Sales Price*	\$211,000	<b>\$229,000</b>	+ 8.5%	\$244,990	<b>\$247,000</b>	+ 0.8%
Average Sales Price*	\$306,794	<b>\$312,220</b>	+ 1.8%	\$324,218	<b>\$328,286</b>	+ 1.3%
Percent of Original List Price Received*	91.5%	<b>92.7%</b>	+ 1.3%	92.8%	<b>93.7%</b>	+ 1.0%
Average Market Time	116	<b>105</b>	- 9.5%	106	<b>108</b>	+ 1.9%
Inventory of Homes for Sale at Month End	3,943	<b>3,448</b>	- 12.6%	--	--	--

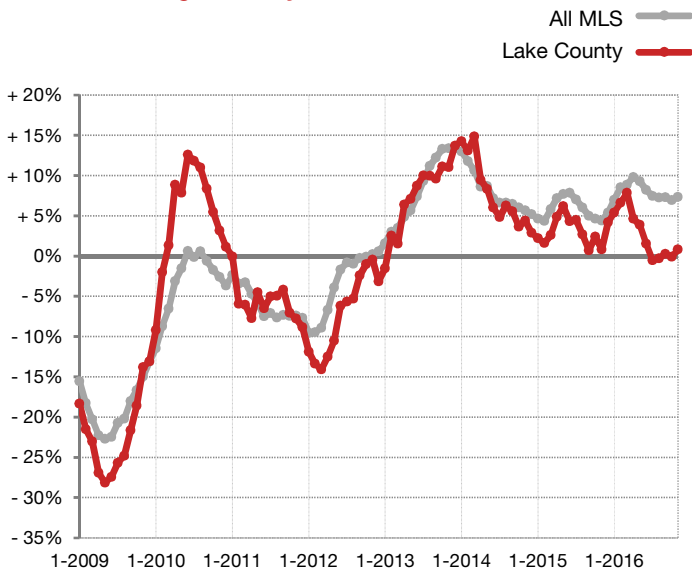
### Attached Single-Family

	November			Trailing 12 Months		
	11-2015	11-2016	+ / -	11-2015	11-2016	+ / -
New Listings	191	<b>210</b>	+ 9.9%	3,439	<b>3,612</b>	+ 5.0%
Under Contract (includes Contingent and Pending)	142	<b>162</b>	+ 14.1%	2,241	<b>2,481</b>	+ 10.7%
Closed Sales	113	<b>162</b>	+ 43.4%	2,258	<b>2,430</b>	+ 7.6%
Median Sales Price*	\$145,000	<b>\$155,150</b>	+ 7.0%	\$150,000	<b>\$159,000</b>	+ 6.0%
Average Sales Price*	\$203,412	<b>\$189,912</b>	- 6.6%	\$187,951	<b>\$192,587</b>	+ 2.5%
Percent of Original List Price Received*	93.7%	<b>94.2%</b>	+ 0.5%	93.6%	<b>94.2%</b>	+ 0.6%
Average Market Time	83	<b>69</b>	- 16.9%	73	<b>74</b>	+ 1.4%
Inventory of Homes for Sale at Month End	680	<b>609</b>	- 10.4%	--	--	--

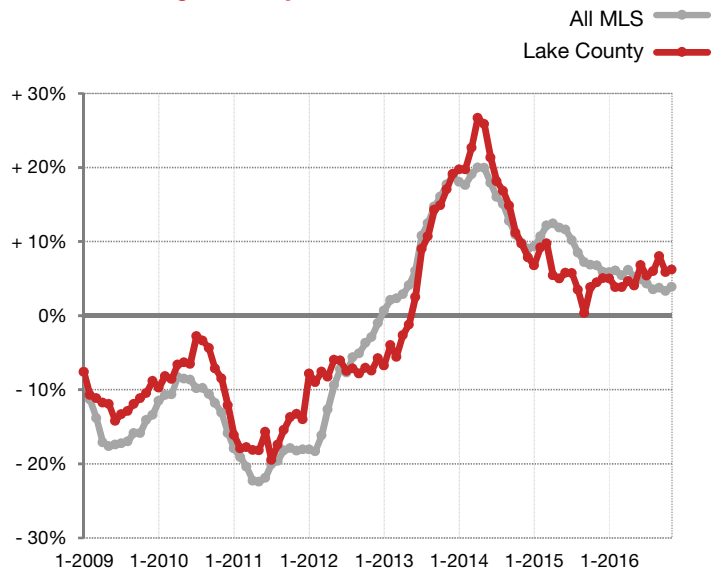
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.