

Local Market Update – October 2016

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



Lake County

- 2.0%

Change in
New Listings
All Properties

- 5.7%

Change in
Closed Sales
All Properties

- 10.8%

Change in
Inventory of Homes
All Properties

Detached Single-Family

	October			Trailing 12 Months		
	10-2015	10-2016	+ / -	10-2015	10-2016	+ / -
New Listings	1,098	1,020	- 7.1%	14,823	15,016	+ 1.3%
Under Contract (includes Contingent and Pending)	593	675	+ 13.8%	7,935	8,430	+ 6.2%
Closed Sales	657	587	- 10.7%	7,846	8,173	+ 4.2%
Median Sales Price*	\$243,000	\$237,500	- 2.3%	\$245,000	\$245,500	+ 0.2%
Average Sales Price*	\$339,513	\$324,593	- 4.4%	\$324,876	\$328,241	+ 1.0%
Percent of Original List Price Received*	92.0%	92.9%	+ 1.0%	92.8%	93.6%	+ 0.9%
Average Market Time	98	104	+ 6.1%	106	109	+ 2.8%
Inventory of Homes for Sale at Month End	4,276	3,812	- 10.9%	--	--	--

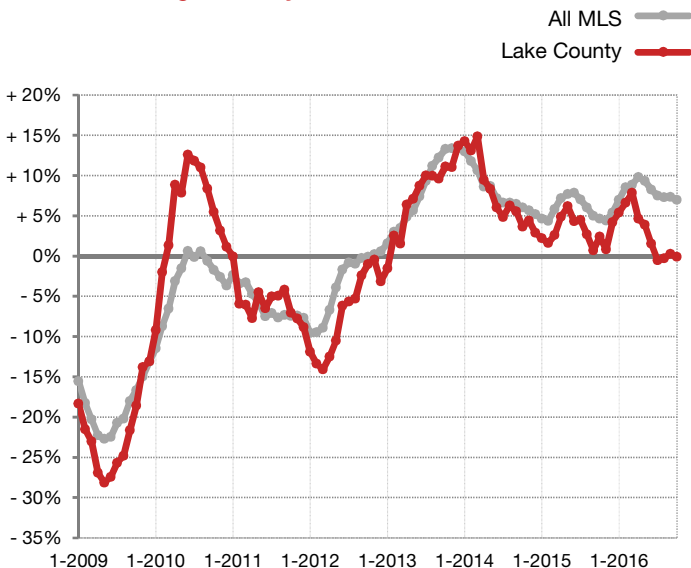
Attached Single-Family

	October			Trailing 12 Months		
	10-2015	10-2016	+ / -	10-2015	10-2016	+ / -
New Listings	225	276	+ 22.7%	3,452	3,589	+ 4.0%
Under Contract (includes Contingent and Pending)	134	180	+ 34.3%	2,249	2,474	+ 10.0%
Closed Sales	187	209	+ 11.8%	2,296	2,376	+ 3.5%
Median Sales Price*	\$151,500	\$150,000	- 1.0%	\$149,000	\$159,000	+ 6.7%
Average Sales Price*	\$187,956	\$186,253	- 0.9%	\$186,100	\$193,207	+ 3.8%
Percent of Original List Price Received*	93.2%	93.5%	+ 0.3%	93.6%	94.2%	+ 0.6%
Average Market Time	67	73	+ 9.0%	72	75	+ 4.2%
Inventory of Homes for Sale at Month End	737	661	- 10.3%	--	--	--

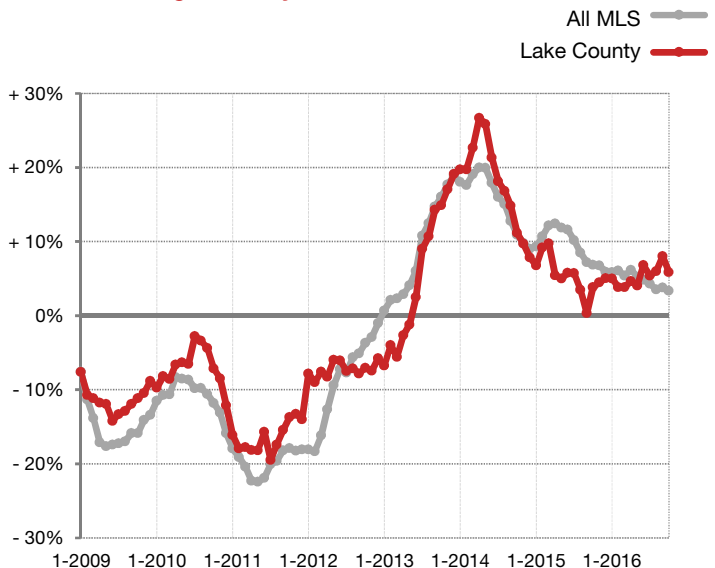
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.