

Local Market Update – September 2016

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



Lake County

+ 10.0%

Change in
New Listings
All Properties

- 4.2%

Change in
Closed Sales
All Properties

- 8.6%

Change in
Inventory of Homes
All Properties

Detached Single-Family

	September			Trailing 12 Months		
	9-2015	9-2016	+ / -	9-2015	9-2016	+ / -
New Listings	1,116	1,209	+ 8.3%	14,739	15,092	+ 2.4%
Under Contract (includes Contingent and Pending)	570	627	+ 10.0%	7,873	8,422	+ 7.0%
Closed Sales	720	663	- 7.9%	7,867	8,241	+ 4.8%
Median Sales Price*	\$230,000	\$240,000	+ 4.3%	\$240,000	\$246,000	+ 2.5%
Average Sales Price*	\$310,698	\$319,671	+ 2.9%	\$322,094	\$329,516	+ 2.3%
Percent of Original List Price Received*	93.2%	95.3%	+ 2.3%	92.8%	93.6%	+ 0.9%
Average Market Time	92	93	+ 1.1%	106	108	+ 1.9%
Inventory of Homes for Sale at Month End	4,474	4,086	- 8.7%	--	--	--

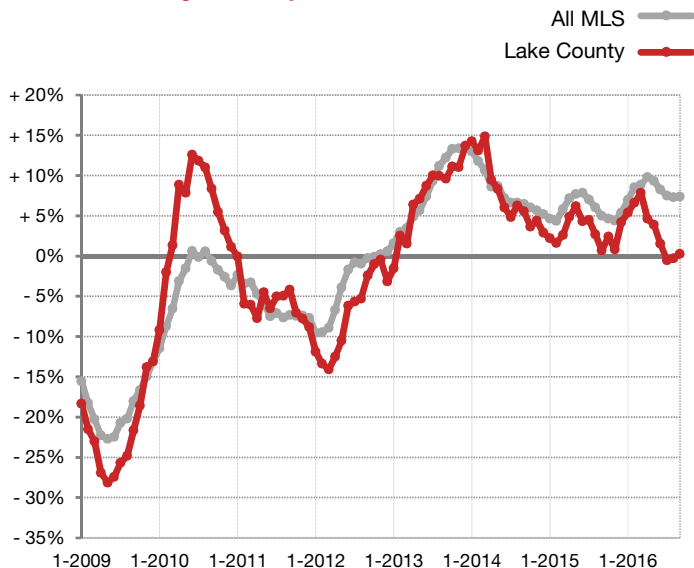
Attached Single-Family

	September			Trailing 12 Months		
	9-2015	9-2016	+ / -	9-2015	9-2016	+ / -
New Listings	260	305	+ 17.3%	3,454	3,539	+ 2.5%
Under Contract (includes Contingent and Pending)	166	220	+ 32.5%	2,301	2,444	+ 6.2%
Closed Sales	206	224	+ 8.7%	2,341	2,351	+ 0.4%
Median Sales Price*	\$144,000	\$158,000	+ 9.7%	\$147,500	\$159,000	+ 7.8%
Average Sales Price*	\$185,541	\$187,102	+ 0.8%	\$184,576	\$193,462	+ 4.8%
Percent of Original List Price Received*	93.2%	94.8%	+ 1.7%	93.6%	94.2%	+ 0.6%
Average Market Time	67	57	- 14.9%	73	74	+ 1.4%
Inventory of Homes for Sale at Month End	749	688	- 8.1%	--	--	--

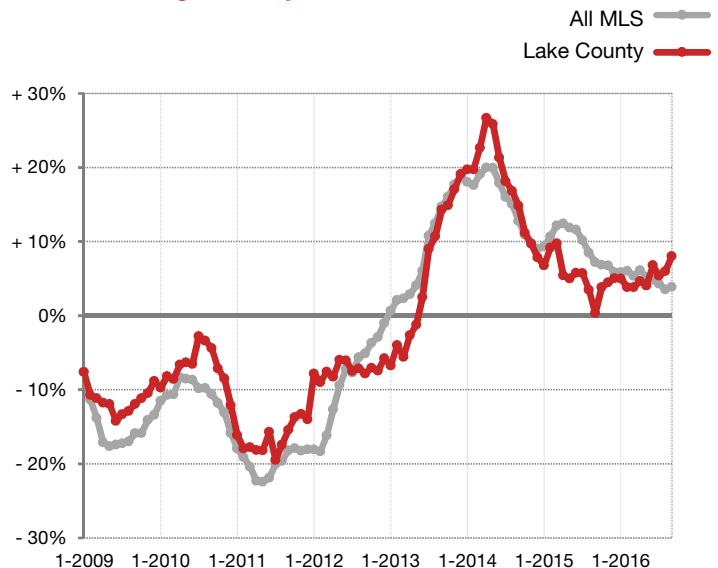
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.