

# Local Market Update – April 2017

A RESEARCH TOOL PROVIDED BY MIDWEST REAL ESTATE DATA LLC  
RESIDENTIAL ACTIVITY ONLY | Data current as of May 14, 2017



## Lake County

**- 5.0%**

Change in  
**New Listings**  
All Properties

**+ 1.1%**

Change in  
**Closed Sales**  
All Properties

**- 10.8%**

Change in  
**Inventory of Homes**  
All Properties

### Detached Single-Family

	April			Trailing 12 Months		
	4-2016	4-2017	+ / -	4-2016	4-2017	+ / -
New Listings	1,620	<b>1,520</b>	- 6.2%	15,140	<b>15,083</b>	- 0.4%
Under Contract (includes Contingent and Pending)	970	<b>965</b>	- 0.5%	8,224	<b>8,485</b>	+ 3.2%
Closed Sales	730	<b>740</b>	+ 1.4%	8,025	<b>8,415</b>	+ 4.9%
Median Sales Price*	\$249,350	<b>\$269,000</b>	+ 7.9%	\$245,000	<b>\$254,000</b>	+ 3.7%
Average Sales Price*	\$328,853	<b>\$348,213</b>	+ 5.9%	\$329,344	<b>\$331,799</b>	+ 0.7%
Percent of Original List Price Received*	94.0%	<b>94.8%</b>	+ 0.9%	93.1%	<b>94.1%</b>	+ 1.1%
Average Market Time	121	<b>123</b>	+ 1.7%	109	<b>108</b>	- 0.9%
Inventory of Homes for Sale at Month End	4,045	<b>3,598</b>	- 11.1%	--	--	--

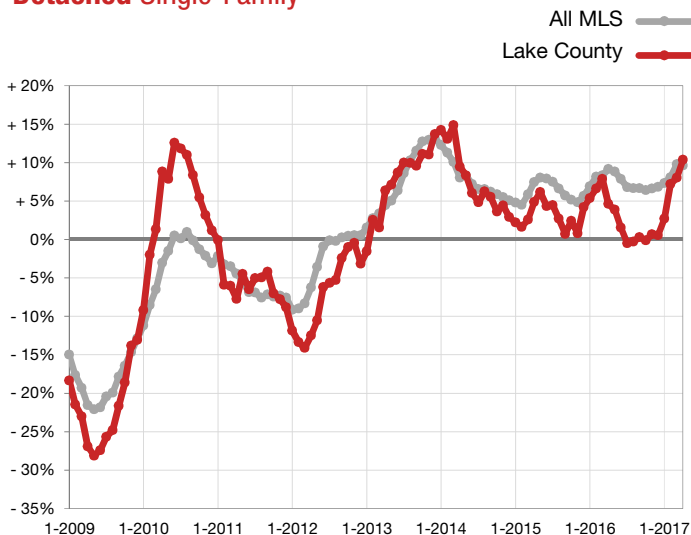
### Attached Single-Family

	April			Trailing 12 Months		
	4-2016	4-2017	+ / -	4-2016	4-2017	+ / -
New Listings	341	<b>343</b>	+ 0.6%	3,370	<b>3,643</b>	+ 8.1%
Under Contract (includes Contingent and Pending)	270	<b>287</b>	+ 6.3%	2,352	<b>2,488</b>	+ 5.8%
Closed Sales	205	<b>205</b>	0.0%	2,297	<b>2,457</b>	+ 7.0%
Median Sales Price*	\$156,000	<b>\$165,000</b>	+ 5.8%	\$152,100	<b>\$160,000</b>	+ 5.2%
Average Sales Price*	\$195,559	<b>\$196,108</b>	+ 0.3%	\$192,340	<b>\$193,737</b>	+ 0.7%
Percent of Original List Price Received*	94.5%	<b>95.6%</b>	+ 1.2%	93.7%	<b>94.6%</b>	+ 1.0%
Average Market Time	85	<b>73</b>	- 14.1%	75	<b>71</b>	- 5.3%
Inventory of Homes for Sale at Month End	660	<b>597</b>	- 9.5%	--	--	--

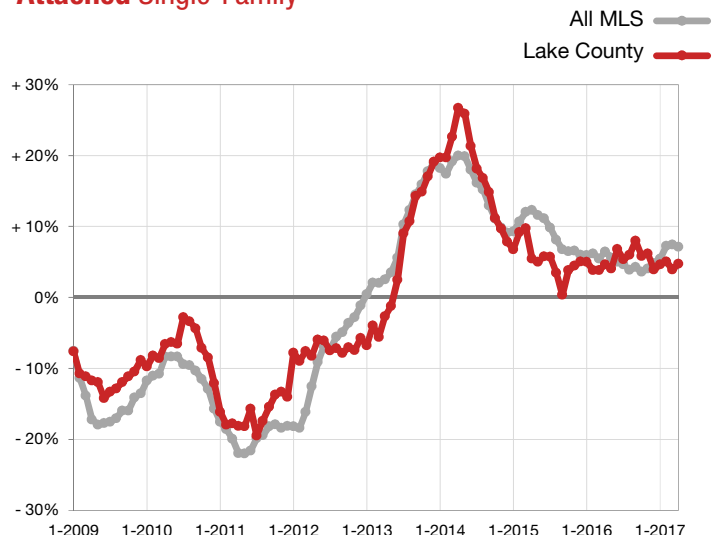
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.