

Local Market Update – August 2017

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



Lake County

+ 4.1%

- 5.0%

- 9.2%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

	August			Trailing 12 Months		
	8-2016	8-2017	+ / -	8-2016	8-2017	+ / -
New Listings	1,297	1,345	+ 3.7%	15,003	15,304	+ 2.0%
Under Contract (includes Contingent and Pending)	681	750	+ 10.1%	8,274	8,444	+ 2.1%
Closed Sales	861	859	- 0.2%	8,297	8,396	+ 1.2%
Median Sales Price*	\$260,000	\$285,000	+ 9.6%	\$245,000	\$262,000	+ 6.9%
Average Sales Price*	\$350,142	\$367,690	+ 5.0%	\$328,614	\$341,859	+ 4.0%
Percent of Original List Price Received*	94.0%	95.4%	+ 1.5%	93.5%	94.2%	+ 0.7%
Average Market Time	93	93	0.0%	108	107	- 0.9%
Inventory of Homes for Sale at Month End	4,302	3,908	- 9.2%	--	--	--

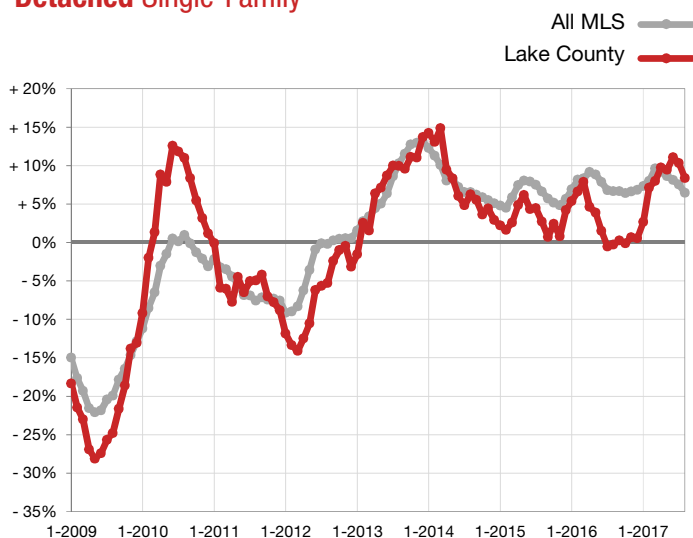
Attached Single-Family

	August			Trailing 12 Months		
	8-2016	8-2017	+ / -	8-2016	8-2017	+ / -
New Listings	342	361	+ 5.6%	3,491	3,644	+ 4.4%
Under Contract (includes Contingent and Pending)	215	237	+ 10.2%	2,369	2,500	+ 5.5%
Closed Sales	270	216	- 20.0%	2,334	2,495	+ 6.9%
Median Sales Price*	\$160,000	\$164,700	+ 2.9%	\$158,000	\$164,900	+ 4.4%
Average Sales Price*	\$194,778	\$204,778	+ 5.1%	\$193,378	\$200,135	+ 3.5%
Percent of Original List Price Received*	95.0%	95.6%	+ 0.6%	94.0%	94.9%	+ 1.0%
Average Market Time	56	42	- 25.0%	75	68	- 9.3%
Inventory of Homes for Sale at Month End	754	681	- 9.7%	--	--	--

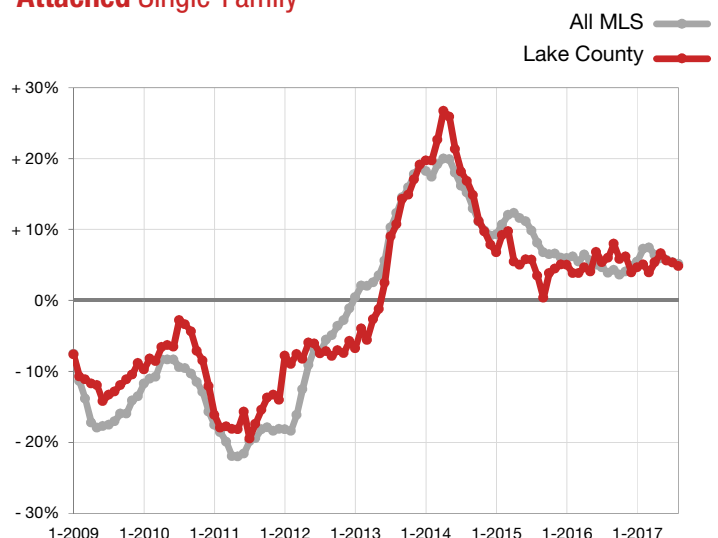
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.