

Local Market Update – December 2017

A RESEARCH TOOL PROVIDED BY MIDWEST REAL ESTATE DATA LLC
RESIDENTIAL ACTIVITY ONLY | Data current as of January 14, 2018



Lake County

- 2.0%

Change in
New Listings
All Properties

- 12.7%

Change in
Closed Sales
All Properties

- 13.0%

Change in
Inventory of Homes
All Properties

Detached Single-Family

	December			Trailing 12 Months		
	12-2016	12-2017	+ / -	12-2016	12-2017	+ / -
New Listings	498	504	+ 1.2%	14,980	15,455	+ 3.2%
Under Contract (includes Contingent and Pending)	392	405	+ 3.3%	8,289	8,371	+ 1.0%
Closed Sales	617	541	- 12.3%	8,331	8,335	+ 0.0%
Median Sales Price*	\$238,000	\$253,000	+ 6.3%	\$247,500	\$268,000	+ 8.3%
Average Sales Price*	\$307,685	\$342,392	+ 11.3%	\$327,140	\$346,603	+ 5.9%
Percent of Original List Price Received*	93.2%	94.1%	+ 1.0%	93.8%	94.5%	+ 0.7%
Average Market Time	123	111	- 9.8%	108	105	- 2.8%
Inventory of Homes for Sale at Month End	3,193	2,803	- 12.2%	--	--	--

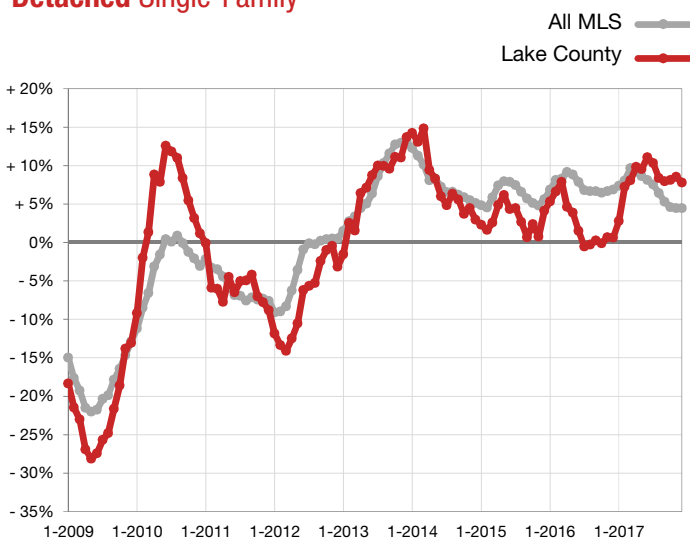
Attached Single-Family

	December			Trailing 12 Months		
	12-2016	12-2017	+ / -	12-2016	12-2017	+ / -
New Listings	148	129	- 12.8%	3,640	3,590	- 1.4%
Under Contract (includes Contingent and Pending)	123	143	+ 16.3%	2,461	2,482	+ 0.9%
Closed Sales	180	155	- 13.9%	2,456	2,456	0.0%
Median Sales Price*	\$152,162	\$160,000	+ 5.2%	\$159,850	\$167,500	+ 4.8%
Average Sales Price*	\$181,108	\$187,909	+ 3.8%	\$192,254	\$207,769	+ 8.1%
Percent of Original List Price Received*	93.9%	93.7%	- 0.2%	94.3%	95.1%	+ 0.8%
Average Market Time	75	69	- 8.0%	74	66	- 10.8%
Inventory of Homes for Sale at Month End	580	478	- 17.6%	--	--	--

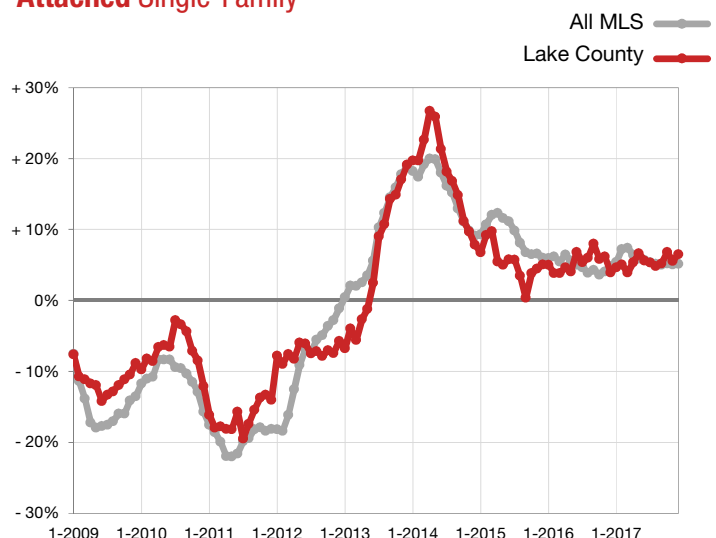
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.