

Local Market Update – July 2017

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



Lake County

- 2.1%

Change in
New Listings
All Properties

- 6.2%

Change in
Closed Sales
All Properties

- 9.5%

Change in
Inventory of Homes
All Properties

Detached Single-Family

	July			Trailing 12 Months		
	7-2016	7-2017	+ / -	7-2016	7-2017	+ / -
New Listings	1,433	1,407	- 1.8%	15,019	15,252	+ 1.6%
Under Contract (includes Contingent and Pending)	705	764	+ 8.4%	8,293	8,430	+ 1.7%
Closed Sales	944	858	- 9.1%	8,229	8,396	+ 2.0%
Median Sales Price*	\$265,000	\$282,000	+ 6.4%	\$245,000	\$260,000	+ 6.1%
Average Sales Price*	\$349,015	\$365,743	+ 4.8%	\$328,326	\$340,032	+ 3.6%
Percent of Original List Price Received*	95.2%	95.1%	- 0.1%	93.4%	94.1%	+ 0.7%
Average Market Time	85	88	+ 3.5%	109	107	- 1.8%
Inventory of Homes for Sale at Month End	4,417	4,003	- 9.4%	--	--	--

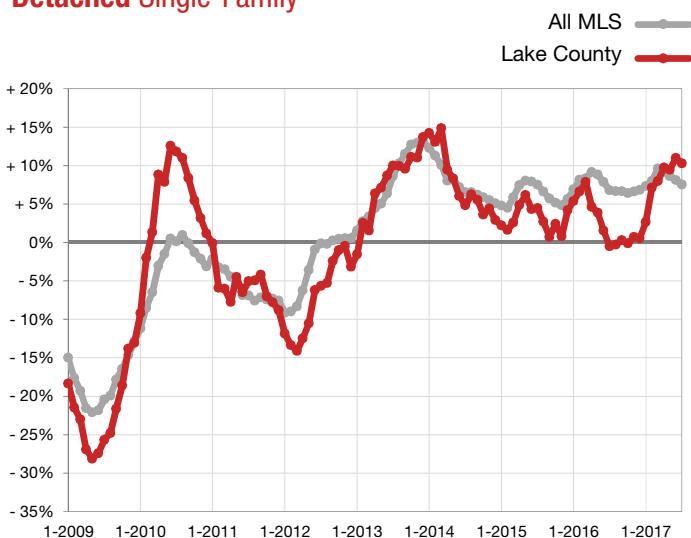
Attached Single-Family

	July			Trailing 12 Months		
	7-2016	7-2017	+ / -	7-2016	7-2017	+ / -
New Listings	377	365	- 3.2%	3,464	3,624	+ 4.6%
Under Contract (includes Contingent and Pending)	216	227	+ 5.1%	2,358	2,489	+ 5.6%
Closed Sales	257	268	+ 4.3%	2,298	2,548	+ 10.9%
Median Sales Price*	\$170,000	\$175,000	+ 2.9%	\$156,000	\$164,000	+ 5.1%
Average Sales Price*	\$200,586	\$208,381	+ 3.9%	\$193,236	\$199,190	+ 3.1%
Percent of Original List Price Received*	95.2%	96.3%	+ 1.2%	93.8%	94.9%	+ 1.2%
Average Market Time	65	57	- 12.3%	77	69	- 10.4%
Inventory of Homes for Sale at Month End	741	665	- 10.3%	--	--	--

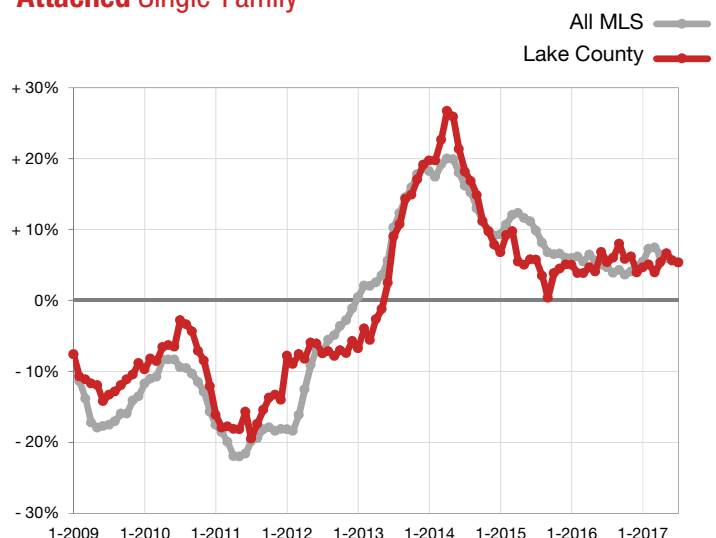
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.