

Local Market Update – June 2017

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



Lake County

+ 3.9%

Change in
New Listings
All Properties

+ 5.5%

Change in
Closed Sales
All Properties

- 8.4%

Change in
Inventory of Homes
All Properties

Detached Single-Family

	June			Trailing 12 Months		
	6-2016	6-2017	+ / -	6-2016	6-2017	+ / -
New Listings	1,616	1,708	+ 5.7%	15,137	15,272	+ 0.9%
Under Contract (includes Contingent and Pending)	831	851	+ 2.4%	8,350	8,470	+ 1.4%
Closed Sales	1,030	1,067	+ 3.6%	8,209	8,473	+ 3.2%
Median Sales Price*	\$277,250	\$306,000	+ 10.4%	\$246,500	\$259,000	+ 5.1%
Average Sales Price*	\$352,689	\$385,353	+ 9.3%	\$328,144	\$338,536	+ 3.2%
Percent of Original List Price Received*	95.7%	95.5%	- 0.2%	93.3%	94.1%	+ 0.9%
Average Market Time	99	91	- 8.1%	109	106	- 2.8%
Inventory of Homes for Sale at Month End	4,360	4,016	- 7.9%	--	--	--

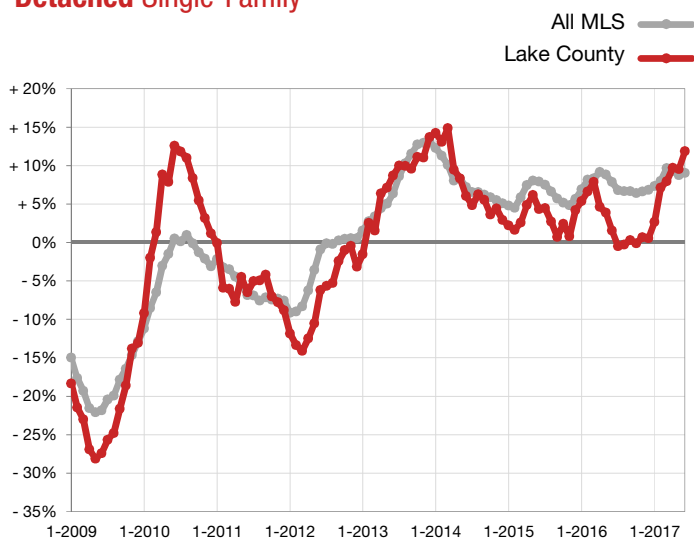
Attached Single-Family

	June			Trailing 12 Months		
	6-2016	6-2017	+ / -	6-2016	6-2017	+ / -
New Listings	379	365	- 3.7%	3,389	3,634	+ 7.2%
Under Contract (includes Contingent and Pending)	272	265	- 2.6%	2,363	2,505	+ 6.0%
Closed Sales	296	332	+ 12.2%	2,326	2,533	+ 8.9%
Median Sales Price*	\$181,500	\$185,000	+ 1.9%	\$155,500	\$163,000	+ 4.8%
Average Sales Price*	\$210,990	\$221,835	+ 5.1%	\$194,343	\$198,101	+ 1.9%
Percent of Original List Price Received*	95.3%	95.9%	+ 0.6%	93.7%	94.8%	+ 1.2%
Average Market Time	71	63	- 11.3%	76	70	- 7.9%
Inventory of Homes for Sale at Month End	698	619	- 11.3%	--	--	--

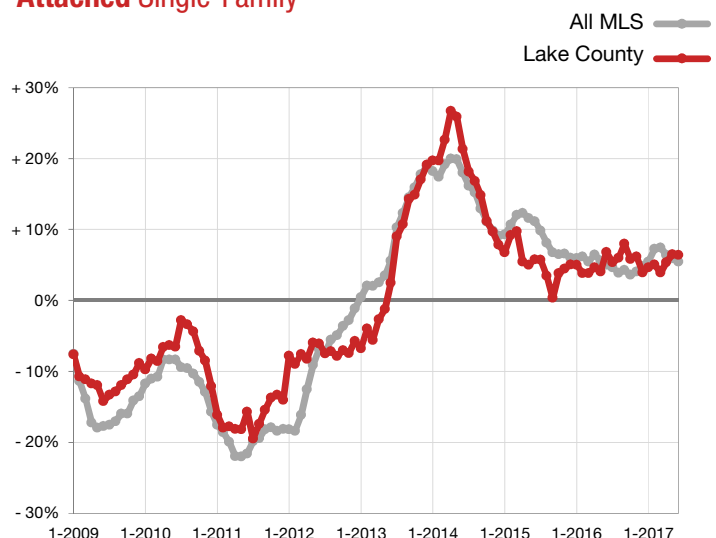
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.