

Local Market Update – March 2017

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



Lake County

+ 4.8%

Change in
New Listings
All Properties

+ 12.2%

Change in
Closed Sales
All Properties

- 10.8%

Change in
Inventory of Homes
All Properties

Detached Single-Family

	March			Trailing 12 Months		
	3-2016	3-2017	+ / -	3-2016	3-2017	+ / -
New Listings	1,520	1,573	+ 3.5%	15,177	15,177	0.0%
Under Contract (includes Contingent and Pending)	898	984	+ 9.6%	8,111	8,552	+ 5.4%
Closed Sales	577	663	+ 14.9%	7,888	8,397	+ 6.5%
Median Sales Price*	\$235,000	\$255,013	+ 8.5%	\$245,000	\$252,000	+ 2.9%
Average Sales Price*	\$306,077	\$307,021	+ 0.3%	\$327,614	\$330,307	+ 0.8%
Percent of Original List Price Received*	92.2%	93.7%	+ 1.6%	93.1%	94.0%	+ 1.0%
Average Market Time	143	131	- 8.4%	108	108	0.0%
Inventory of Homes for Sale at Month End	3,883	3,455	- 11.0%	--	--	--

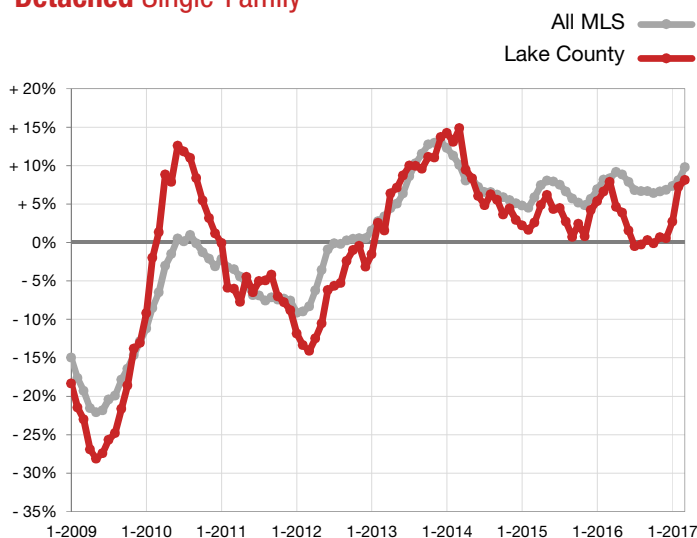
Attached Single-Family

	March			Trailing 12 Months		
	3-2016	3-2017	+ / -	3-2016	3-2017	+ / -
New Listings	337	373	+ 10.7%	3,445	3,641	+ 5.7%
Under Contract (includes Contingent and Pending)	227	256	+ 12.8%	2,318	2,480	+ 7.0%
Closed Sales	175	181	+ 3.4%	2,279	2,456	+ 7.8%
Median Sales Price*	\$153,000	\$160,000	+ 4.6%	\$150,000	\$160,000	+ 6.7%
Average Sales Price*	\$183,388	\$197,067	+ 7.5%	\$190,050	\$193,707	+ 1.9%
Percent of Original List Price Received*	94.3%	93.9%	- 0.4%	93.6%	94.5%	+ 1.0%
Average Market Time	86	97	+ 12.8%	74	72	- 2.7%
Inventory of Homes for Sale at Month End	665	604	- 9.2%	--	--	--

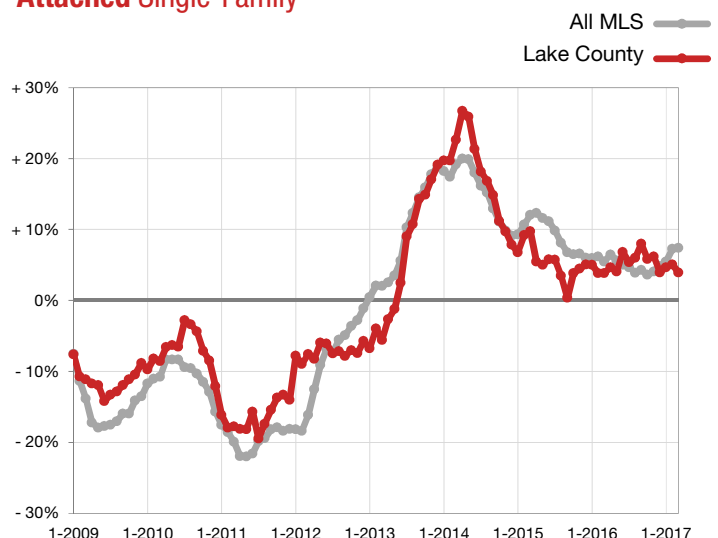
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.