

Local Market Update – May 2017

A RESEARCH TOOL PROVIDED BY MIDWEST REAL ESTATE DATA LLC
RESIDENTIAL ACTIVITY ONLY | Data current as of June 15, 2017



Lake County

+ 4.2%

Change in
New Listings
All Properties

+ 4.8%

Change in
Closed Sales
All Properties

- 11.2%

Change in
Inventory of Homes
All Properties

Detached Single-Family

	May			Trailing 12 Months		
	5-2016	5-2017	+ / -	5-2016	5-2017	+ / -
New Listings	1,706	1,790	+ 4.9%	15,170	15,173	+ 0.0%
Under Contract (includes Contingent and Pending)	949	1,063	+ 12.0%	8,330	8,529	+ 2.4%
Closed Sales	883	898	+ 1.7%	8,167	8,434	+ 3.3%
Median Sales Price*	\$265,000	\$285,000	+ 7.5%	\$246,500	\$255,000	+ 3.4%
Average Sales Price*	\$332,220	\$355,419	+ 7.0%	\$329,970	\$334,402	+ 1.3%
Percent of Original List Price Received*	94.4%	94.9%	+ 0.5%	93.1%	94.1%	+ 1.1%
Average Market Time	109	105	- 3.7%	109	107	- 1.8%
Inventory of Homes for Sale at Month End	4,187	3,743	- 10.6%	--	--	--

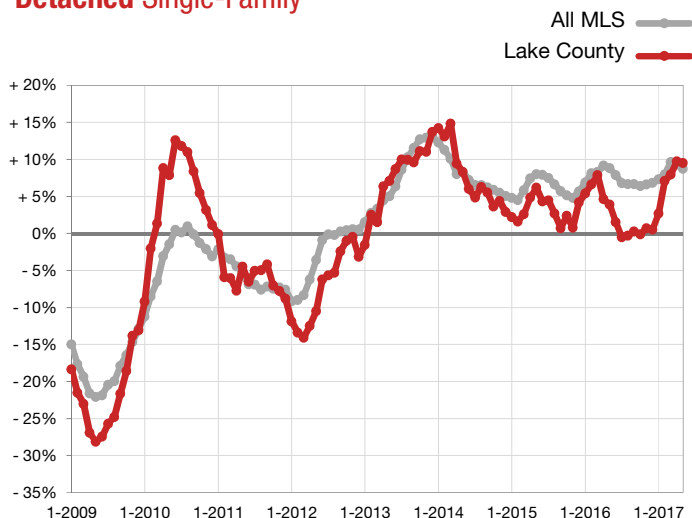
Attached Single-Family

	May			Trailing 12 Months		
	5-2016	5-2017	+ / -	5-2016	5-2017	+ / -
New Listings	393	398	+ 1.3%	3,380	3,648	+ 7.9%
Under Contract (includes Contingent and Pending)	253	314	+ 24.1%	2,340	2,534	+ 8.3%
Closed Sales	226	264	+ 16.8%	2,316	2,496	+ 7.8%
Median Sales Price*	\$161,485	\$179,000	+ 10.8%	\$153,250	\$162,000	+ 5.7%
Average Sales Price*	\$190,726	\$216,656	+ 13.6%	\$192,087	\$196,415	+ 2.3%
Percent of Original List Price Received*	94.2%	95.2%	+ 1.1%	93.7%	94.7%	+ 1.1%
Average Market Time	76	75	- 1.3%	75	71	- 5.3%
Inventory of Homes for Sale at Month End	705	601	- 14.8%	--	--	--

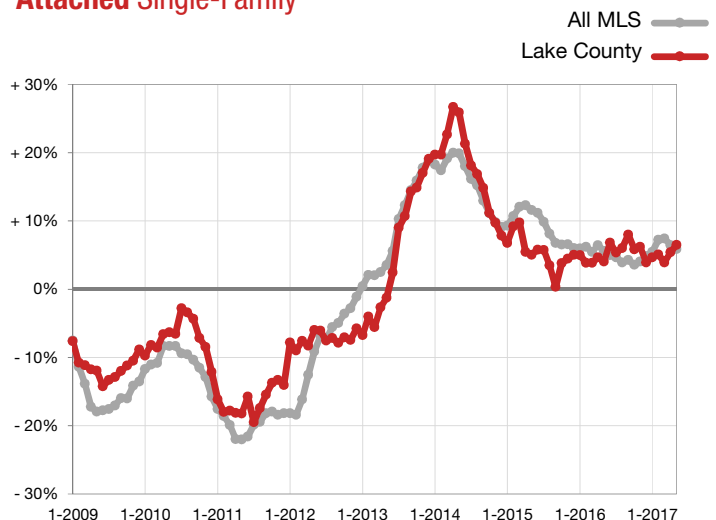
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.