

Local Market Update – November 2017

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



Lake County

- 6.5%

Change in
New Listings
All Properties

- 6.2%

Change in
Closed Sales
All Properties

- 10.6%

Change in
Inventory of Homes
All Properties

Detached Single-Family

	November			Trailing 12 Months		
	11-2016	11-2017	+ / -	11-2016	11-2017	+ / -
New Listings	775	744	- 4.0%	15,045	15,441	+ 2.6%
Under Contract (includes Contingent and Pending)	517	540	+ 4.4%	8,297	8,392	+ 1.1%
Closed Sales	585	555	- 5.1%	8,287	8,408	+ 1.5%
Median Sales Price*	\$228,000	\$250,000	+ 9.6%	\$248,000	\$267,000	+ 7.7%
Average Sales Price*	\$311,531	\$324,756	+ 4.2%	\$329,433	\$344,048	+ 4.4%
Percent of Original List Price Received*	92.9%	93.2%	+ 0.3%	93.7%	94.4%	+ 0.7%
Average Market Time	100	95	- 5.0%	102	100	- 2.0%
Inventory of Homes for Sale at Month End	3,634	3,241	- 10.8%	--	--	--

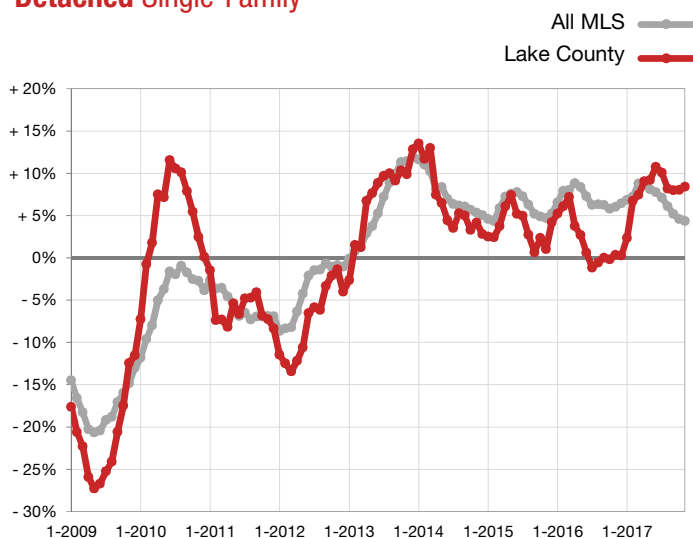
Attached Single-Family

	November			Trailing 12 Months		
	11-2016	11-2017	+ / -	11-2016	11-2017	+ / -
New Listings	208	175	- 15.9%	3,608	3,608	0.0%
Under Contract (includes Contingent and Pending)	142	164	+ 15.5%	2,449	2,468	+ 0.8%
Closed Sales	162	146	- 9.9%	2,431	2,480	+ 2.0%
Median Sales Price*	\$155,150	\$159,500	+ 2.8%	\$159,000	\$167,000	+ 5.0%
Average Sales Price*	\$189,912	\$201,619	+ 6.2%	\$192,539	\$206,817	+ 7.4%
Percent of Original List Price Received*	94.2%	93.9%	- 0.3%	94.2%	95.2%	+ 1.1%
Average Market Time	64	68	+ 6.3%	73	66	- 9.6%
Inventory of Homes for Sale at Month End	643	581	- 9.6%	--	--	--

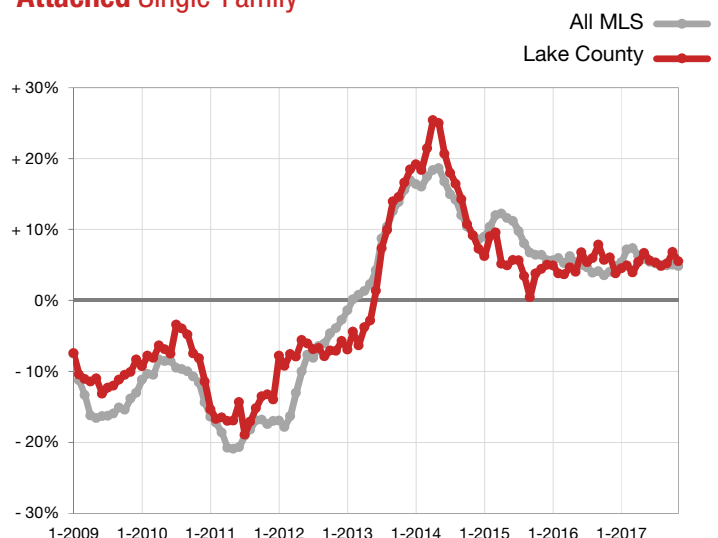
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.