

# Local Market Update – October 2017

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



## Lake County

**+ 5.0%**

Change in  
**New Listings**  
All Properties

**+ 2.7%**

Change in  
**Closed Sales**  
All Properties

**- 8.0%**

Change in  
**Inventory of Homes**  
All Properties

### Detached Single-Family

	October			Trailing 12 Months		
	10-2016	10-2017	+ / -	10-2016	10-2017	+ / -
New Listings	1,019	<b>1,073</b>	+ 5.3%	15,027	<b>15,461</b>	+ 2.9%
Under Contract (includes Contingent and Pending)	604	<b>634</b>	+ 5.0%	8,274	<b>8,402</b>	+ 1.5%
Closed Sales	590	<b>605</b>	+ 2.5%	8,171	<b>8,431</b>	+ 3.2%
Median Sales Price*	\$237,250	<b>\$259,000</b>	+ 9.2%	\$245,500	<b>\$265,000</b>	+ 7.9%
Average Sales Price*	\$323,929	<b>\$323,455</b>	- 0.1%	\$328,196	<b>\$342,960</b>	+ 4.5%
Percent of Original List Price Received*	92.8%	<b>94.2%</b>	+ 1.5%	93.6%	<b>94.4%</b>	+ 0.9%
Average Market Time	104	<b>93</b>	- 10.6%	109	<b>106</b>	- 2.8%
Inventory of Homes for Sale at Month End	4,012	<b>3,658</b>	- 8.8%	--	--	--

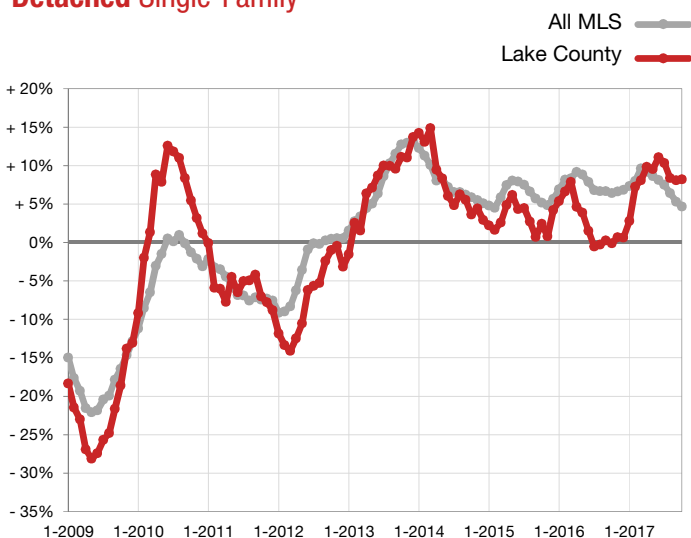
### Attached Single-Family

	October			Trailing 12 Months		
	10-2016	10-2017	+ / -	10-2016	10-2017	+ / -
New Listings	278	<b>289</b>	+ 4.0%	3,592	<b>3,640</b>	+ 1.3%
Under Contract (includes Contingent and Pending)	173	<b>169</b>	- 2.3%	2,449	<b>2,457</b>	+ 0.3%
Closed Sales	215	<b>222</b>	+ 3.3%	2,382	<b>2,494</b>	+ 4.7%
Median Sales Price*	\$150,000	<b>\$175,000</b>	+ 16.7%	\$159,000	<b>\$166,000</b>	+ 4.4%
Average Sales Price*	\$186,732	<b>\$231,739</b>	+ 24.1%	\$193,233	<b>\$206,270</b>	+ 6.7%
Percent of Original List Price Received*	93.6%	<b>95.0%</b>	+ 1.5%	94.2%	<b>95.2%</b>	+ 1.1%
Average Market Time	75	<b>52</b>	- 30.7%	75	<b>66</b>	- 12.0%
Inventory of Homes for Sale at Month End	695	<b>671</b>	- 3.5%	--	--	--

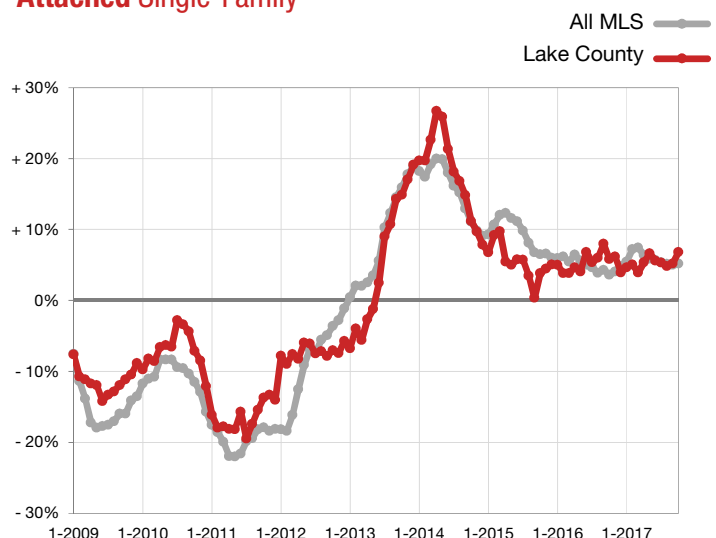
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.