

# Local Market Update – September 2017

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



## Lake County

**+ 5.0%**

**- 0.3%**

**- 8.1%**

Change in  
**New Listings**  
All Properties

Change in  
**Closed Sales**  
All Properties

Change in  
**Inventory of Homes**  
All Properties

### Detached Single-Family

	September			Trailing 12 Months		
	9-2016	9-2017	+ / -	9-2016	9-2017	+ / -
New Listings	1,207	<b>1,300</b>	+ 7.7%	15,095	<b>15,406</b>	+ 2.1%
Under Contract (includes Contingent and Pending)	557	<b>584</b>	+ 4.8%	8,263	<b>8,412</b>	+ 1.8%
Closed Sales	661	<b>668</b>	+ 1.1%	8,238	<b>8,405</b>	+ 2.0%
Median Sales Price*	\$240,000	<b>\$255,000</b>	+ 6.3%	\$245,950	<b>\$263,000</b>	+ 6.9%
Average Sales Price*	\$319,101	<b>\$332,412</b>	+ 4.2%	\$329,416	<b>\$343,068</b>	+ 4.1%
Percent of Original List Price Received*	94.1%	<b>94.3%</b>	+ 0.2%	93.5%	<b>94.3%</b>	+ 0.9%
Average Market Time	93	<b>92</b>	- 1.1%	108	<b>107</b>	- 0.9%
Inventory of Homes for Sale at Month End	4,291	<b>3,930</b>	- 8.4%	--	--	--

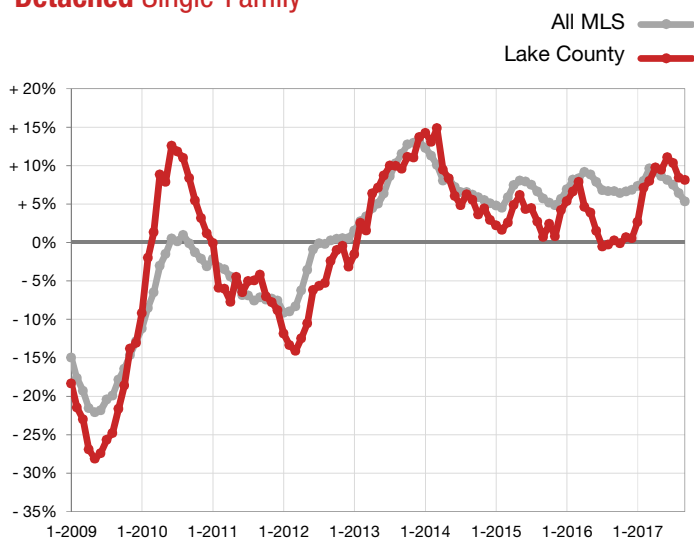
### Attached Single-Family

	September			Trailing 12 Months		
	9-2016	9-2017	+ / -	9-2016	9-2017	+ / -
New Listings	306	<b>288</b>	- 5.9%	3,537	<b>3,629</b>	+ 2.6%
Under Contract (includes Contingent and Pending)	207	<b>187</b>	- 9.7%	2,410	<b>2,472</b>	+ 2.6%
Closed Sales	226	<b>216</b>	- 4.4%	2,354	<b>2,487</b>	+ 5.6%
Median Sales Price*	\$158,000	<b>\$169,600</b>	+ 7.3%	\$159,000	<b>\$165,000</b>	+ 3.8%
Average Sales Price*	\$186,539	<b>\$212,515</b>	+ 13.9%	\$193,408	<b>\$202,308</b>	+ 4.6%
Percent of Original List Price Received*	94.7%	<b>95.7%</b>	+ 1.1%	94.2%	<b>95.0%</b>	+ 0.8%
Average Market Time	57	<b>56</b>	- 1.8%	74	<b>68</b>	- 8.1%
Inventory of Homes for Sale at Month End	728	<b>683</b>	- 6.2%	--	--	--

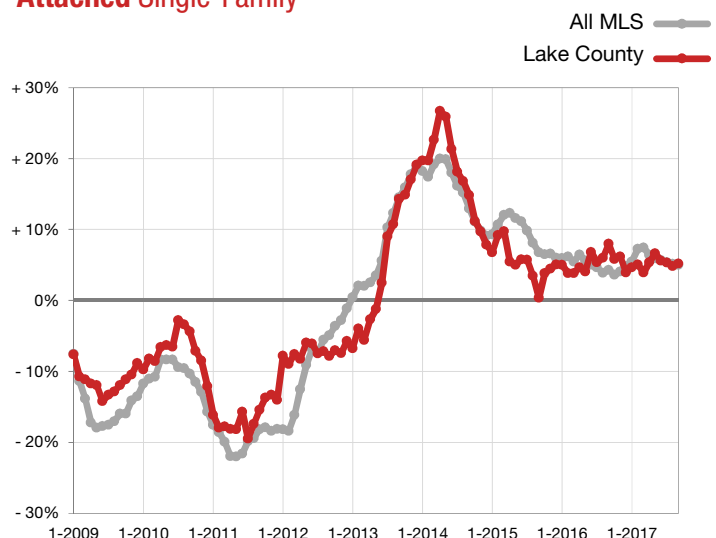
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.