

# Local Market Update – February 2017

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



## Lake County

**+ 3.7%**

Change in  
**New Listings**  
All Properties

**- 8.4%**

Change in  
**Closed Sales**  
All Properties

**- 12.4%**

Change in  
**Inventory of Homes**  
All Properties

### Detached Single-Family

	February			Trailing 12 Months		
	2-2016	2-2017	+ / -	2-2016	2-2017	+ / -
New Listings	1,294	<b>1,385</b>	+ 7.0%	15,150	<b>15,109</b>	- 0.3%
Under Contract (includes Contingent and Pending)	682	<b>776</b>	+ 13.8%	8,011	<b>8,534</b>	+ 6.5%
Closed Sales	425	<b>391</b>	- 8.0%	7,880	<b>8,308</b>	+ 5.4%
Median Sales Price*	\$183,000	<b>\$246,919</b>	+ 34.9%	\$245,000	<b>\$250,000</b>	+ 2.0%
Average Sales Price*	\$270,745	<b>\$321,877</b>	+ 18.9%	\$328,230	<b>\$330,560</b>	+ 0.7%
Percent of Original List Price Received*	91.3%	<b>92.9%</b>	+ 1.8%	93.0%	<b>93.9%</b>	+ 1.0%
Average Market Time	137	<b>143</b>	+ 4.4%	108	<b>108</b>	0.0%
Inventory of Homes for Sale at Month End	3,691	<b>3,228</b>	- 12.5%	--	--	--

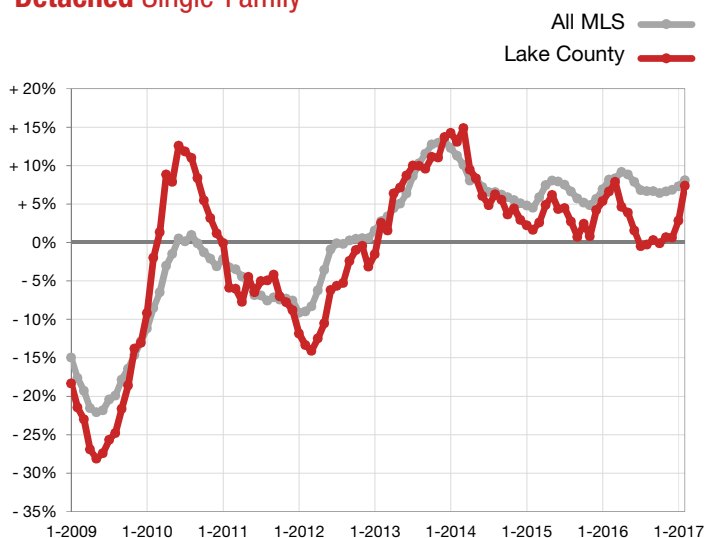
### Attached Single-Family

	February			Trailing 12 Months		
	2-2016	2-2017	+ / -	2-2016	2-2017	+ / -
New Listings	290	<b>257</b>	- 11.4%	3,463	<b>3,605</b>	+ 4.1%
Under Contract (includes Contingent and Pending)	201	<b>197</b>	- 2.0%	2,300	<b>2,461</b>	+ 7.0%
Closed Sales	124	<b>112</b>	- 9.7%	2,235	<b>2,449</b>	+ 9.6%
Median Sales Price*	\$138,750	<b>\$149,500</b>	+ 7.7%	\$150,000	<b>\$160,000</b>	+ 6.7%
Average Sales Price*	\$165,983	<b>\$184,849</b>	+ 11.4%	\$190,225	<b>\$192,766</b>	+ 1.3%
Percent of Original List Price Received*	91.2%	<b>94.0%</b>	+ 3.1%	93.6%	<b>94.5%</b>	+ 1.0%
Average Market Time	108	<b>77</b>	- 28.7%	74	<b>71</b>	- 4.1%
Inventory of Homes for Sale at Month End	638	<b>564</b>	- 11.6%	--	--	--

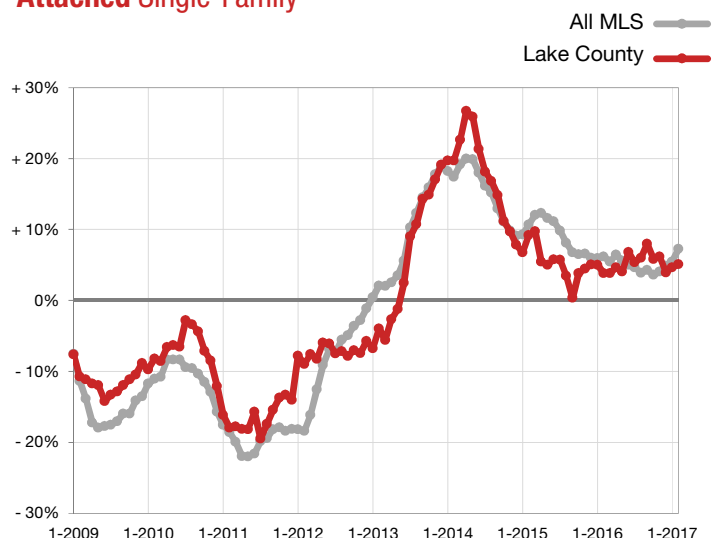
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.