

Local Market Update – January 2017

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



Lake County

+ 2.5%

Change in
New Listings
All Properties

+ 1.6%

Change in
Closed Sales
All Properties

- 14.0%

Change in
Inventory of Homes
All Properties

Detached Single-Family

	January			Trailing 12 Months		
	1-2016	1-2017	+ / -	1-2016	1-2017	+ / -
New Listings	985	1,019	+ 3.5%	14,908	15,011	+ 0.7%
Under Contract (includes Contingent and Pending)	506	626	+ 23.7%	7,925	8,486	+ 7.1%
Closed Sales	429	434	+ 1.2%	7,848	8,337	+ 6.2%
Median Sales Price*	\$214,000	\$237,625	+ 11.0%	\$246,500	\$248,000	+ 0.6%
Average Sales Price*	\$310,256	\$329,141	+ 6.1%	\$328,788	\$328,040	- 0.2%
Percent of Original List Price Received*	91.7%	92.4%	+ 0.8%	92.9%	93.8%	+ 1.0%
Average Market Time	120	125	+ 4.2%	107	108	+ 0.9%
Inventory of Homes for Sale at Month End	3,483	2,962	- 15.0%	--	--	--

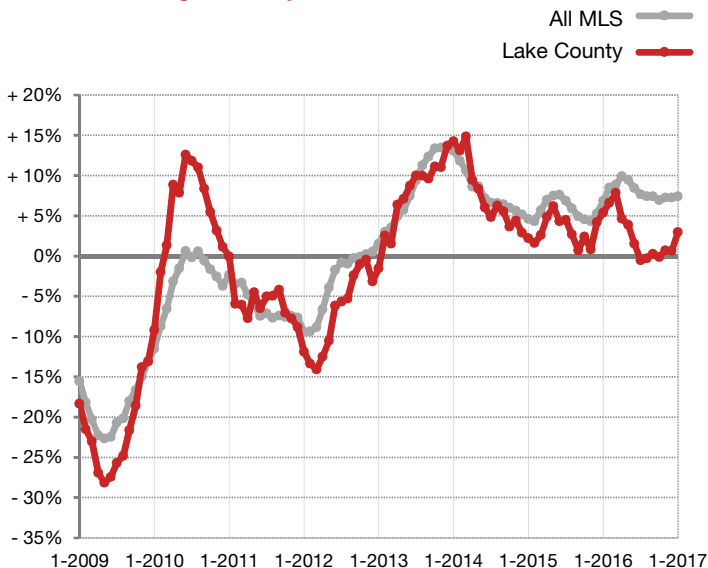
Attached Single-Family

	January			Trailing 12 Months		
	1-2016	1-2017	+ / -	1-2016	1-2017	+ / -
New Listings	238	234	- 1.7%	3,426	3,639	+ 6.2%
Under Contract (includes Contingent and Pending)	164	160	- 2.4%	2,262	2,479	+ 9.6%
Closed Sales	120	124	+ 3.3%	2,227	2,460	+ 10.5%
Median Sales Price*	\$145,000	\$149,450	+ 3.1%	\$150,000	\$159,503	+ 6.3%
Average Sales Price*	\$200,369	\$191,045	- 4.7%	\$190,891	\$191,797	+ 0.5%
Percent of Original List Price Received*	92.5%	94.4%	+ 2.1%	93.7%	94.4%	+ 0.7%
Average Market Time	89	80	- 10.1%	73	73	0.0%
Inventory of Homes for Sale at Month End	603	550	- 8.8%	--	--	--

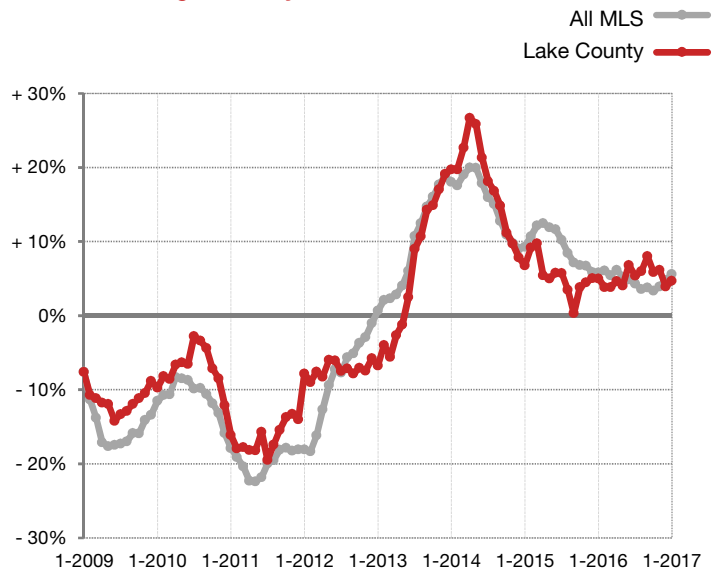
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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. | All data from Midwest Real Estate Data LLC. Powered by ShowingTime 10K.