

Local Market Update – April 2015

A RESEARCH TOOL PROVIDED BY MIDWEST REAL ESTATE DATA LLC
RESIDENTIAL ACTIVITY ONLY | Data current as of May 14, 2015



Lake County

+ 11.5%

Change in
New Listings
All Properties

+ 2.6%

Change in
Closed Sales
All Properties

+ 6.4%

Change in
Inventory of Homes
All Properties

Detached Single-Family

	April			Trailing 12 Mos.		
	4-2014	4-2015	+ / -	4-2014	4-2015	+ / -
New Listings	1,502	1,645	+ 9.5%	12,892	14,414	+ 11.8%
Under Contract (includes Contingent and Pending)	799	973	+ 21.8%	7,876	7,962	+ 1.1%
Closed Sales	586	586	0.0%	8,002	7,572	- 5.4%
Median Sales Price*	\$239,000	\$247,250	+ 3.5%	\$230,000	\$237,000	+ 3.0%
Average Sales Price*	\$302,356	\$301,393	- 0.3%	\$312,852	\$319,068	+ 2.0%
Percent of Original List Price Received*	93.4%	93.2%	- 0.2%	93.0%	92.6%	- 0.4%
Average Market Time	105	115	+ 9.6%	109	104	- 4.8%
Inventory of Homes for Sale at Month End	3,520	3,781	+ 7.4%	--	--	--

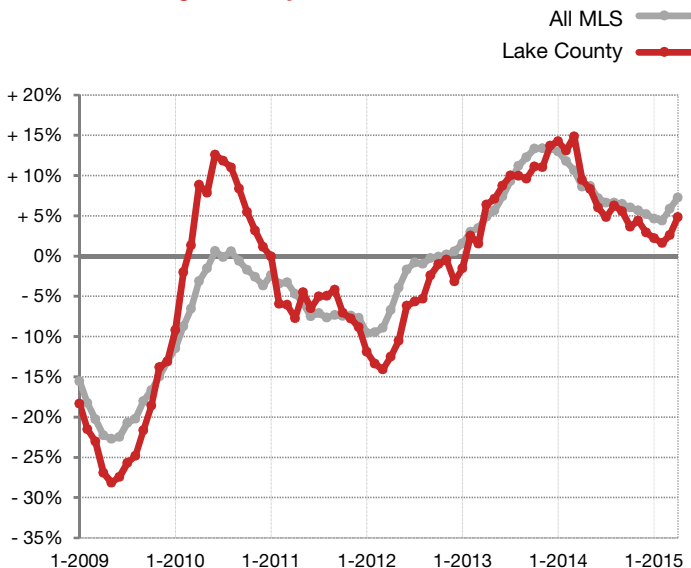
Attached Single-Family

	April			Trailing 12 Mos.		
	4-2014	4-2015	+ / -	4-2014	4-2015	+ / -
New Listings	346	415	+ 19.9%	3,143	3,395	+ 8.0%
Under Contract (includes Contingent and Pending)	222	258	+ 16.2%	2,309	2,296	- 0.6%
Closed Sales	169	189	+ 11.8%	2,402	2,212	- 7.9%
Median Sales Price*	\$160,000	\$137,000	- 14.4%	\$133,000	\$145,000	+ 9.0%
Average Sales Price*	\$195,816	\$168,037	- 14.2%	\$171,095	\$182,641	+ 6.7%
Percent of Original List Price Received*	94.4%	93.5%	- 1.0%	93.5%	93.9%	+ 0.4%
Average Market Time	86	79	- 8.2%	100	77	- 22.7%
Inventory of Homes for Sale at Month End	707	715	+ 1.1%	--	--	--

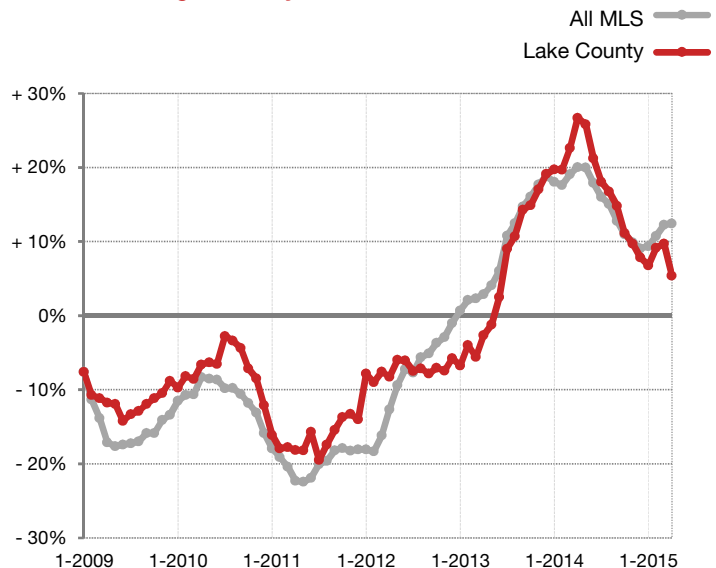
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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 10K Research and Marketing.