

Local Market Update – August 2015

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



Lake County

+ 5.7%

Change in
New Listings
All Properties

+ 3.5%

Change in
Closed Sales
All Properties

- 0.6%

Change in
Inventory of Homes
All Properties

Detached Single-Family

	August			Trailing 12 Mos.		
	8-2014	8-2015	+ / -	8-2014	8-2015	+ / -
New Listings	1,240	1,298	+ 4.7%	13,354	14,741	+ 10.4%
Under Contract (includes Contingent and Pending)	628	776	+ 23.6%	7,487	8,087	+ 8.0%
Closed Sales	773	788	+ 1.9%	7,634	7,829	+ 2.6%
Median Sales Price*	\$270,000	\$260,000	- 3.7%	\$233,000	\$240,900	+ 3.4%
Average Sales Price*	\$352,490	\$349,196	- 0.9%	\$318,038	\$323,016	+ 1.6%
Percent of Original List Price Received*	93.3%	93.3%	0.0%	93.1%	92.8%	- 0.3%
Average Market Time	83	98	+ 18.1%	102	106	+ 3.9%
Inventory of Homes for Sale at Month End	4,357	4,393	+ 0.8%	--	--	--

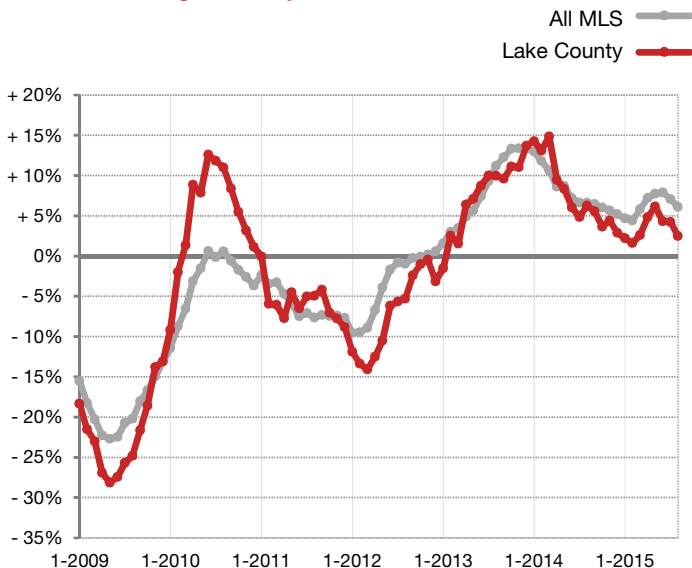
Attached Single-Family

	August			Trailing 12 Mos.		
	8-2014	8-2015	+ / -	8-2014	8-2015	+ / -
New Listings	280	309	+ 10.4%	3,176	3,477	+ 9.5%
Under Contract (includes Contingent and Pending)	186	214	+ 15.1%	2,228	2,369	+ 6.3%
Closed Sales	213	233	+ 9.4%	2,255	2,344	+ 3.9%
Median Sales Price*	\$146,900	\$154,000	+ 4.8%	\$138,100	\$148,550	+ 7.6%
Average Sales Price*	\$188,686	\$193,914	+ 2.8%	\$177,377	\$185,627	+ 4.7%
Percent of Original List Price Received*	94.5%	92.9%	- 1.7%	93.9%	93.6%	- 0.3%
Average Market Time	65	71	+ 9.2%	84	74	- 11.9%
Inventory of Homes for Sale at Month End	769	704	- 8.5%	--	--	--

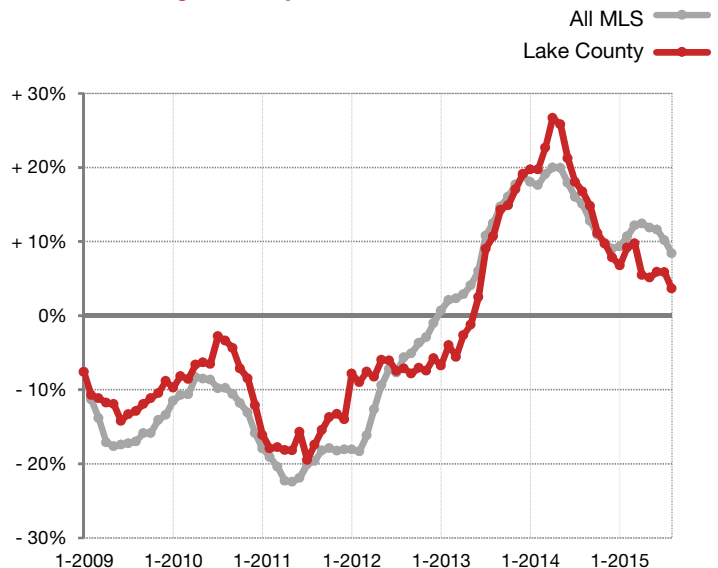
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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. | All data from Midwest Real Estate Data LLC. Powered by 10K Research and Marketing.