

Local Market Update – December 2015

A RESEARCH TOOL PROVIDED BY MIDWEST REAL ESTATE DATA LLC
RESIDENTIAL ACTIVITY ONLY | Data current as of January 14, 2016



Lake County

+ 2.3%

Change in
New Listings
All Properties

+ 4.2%

Change in
Closed Sales
All Properties

- 1.5%

Change in
Inventory of Homes
All Properties

Detached Single-Family

	December			Trailing 12 Months		
	12-2014	12-2015	+ / -	12-2014	12-2015	+ / -
New Listings	528	560	+ 6.1%	13,678	14,836	+ 8.5%
Under Contract (includes Contingent and Pending)	422	460	+ 9.0%	7,469	8,093	+ 8.4%
Closed Sales	527	571	+ 8.3%	7,456	7,864	+ 5.5%
Median Sales Price*	\$206,000	\$238,000	+ 15.5%	\$233,000	\$245,000	+ 5.2%
Average Sales Price*	\$280,322	\$326,437	+ 16.5%	\$319,417	\$326,913	+ 2.3%
Percent of Original List Price Received*	92.0%	91.4%	- 0.7%	92.9%	92.8%	- 0.1%
Average Market Time	118	132	+ 11.9%	101	107	+ 5.9%
Inventory of Homes for Sale at Month End	3,355	3,306	- 1.5%	--	--	--

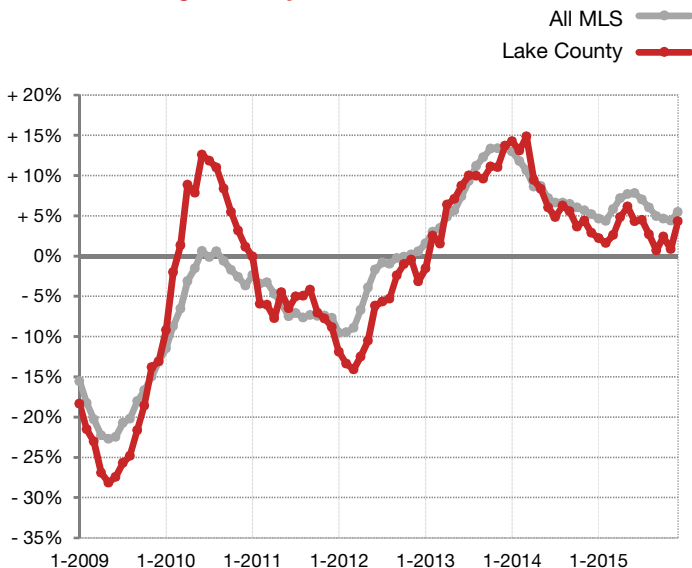
Attached Single-Family

	December			Trailing 12 Months		
	12-2014	12-2015	+ / -	12-2014	12-2015	+ / -
New Listings	135	118	- 12.6%	3,236	3,422	+ 5.7%
Under Contract (includes Contingent and Pending)	118	122	+ 3.4%	2,193	2,272	+ 3.6%
Closed Sales	169	154	- 8.9%	2,242	2,246	+ 0.2%
Median Sales Price*	\$137,500	\$144,750	+ 5.3%	\$142,500	\$150,000	+ 5.3%
Average Sales Price*	\$166,598	\$183,720	+ 10.3%	\$180,468	\$189,245	+ 4.9%
Percent of Original List Price Received*	92.3%	92.7%	+ 0.4%	94.1%	93.6%	- 0.5%
Average Market Time	88	85	- 3.4%	79	73	- 7.6%
Inventory of Homes for Sale at Month End	567	558	- 1.6%	--	--	--

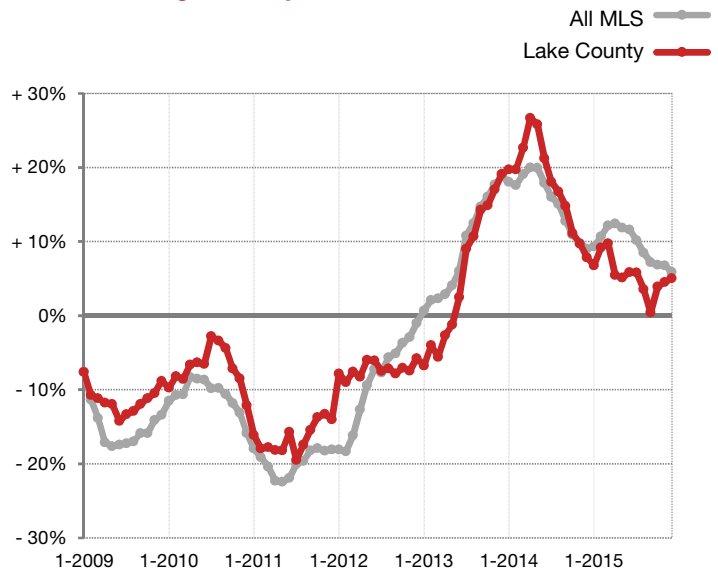
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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