

Local Market Update – February 2016

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



Lake County

+ 19.0%

Change in
New Listings
All Properties

+ 6.7%

Change in
Closed Sales
All Properties

- 0.8%

Change in
Inventory of Homes
All Properties

Detached Single-Family

	February			Trailing 12 Months		
	2-2015	2-2016	+ / -	2-2015	2-2016	+ / -
New Listings	1,057	1,276	+ 20.7%	13,962	15,108	+ 8.2%
Under Contract (includes Contingent and Pending)	597	759	+ 27.1%	7,573	8,184	+ 8.1%
Closed Sales	395	423	+ 7.1%	7,513	7,874	+ 4.8%
Median Sales Price*	\$187,000	\$183,000	- 2.1%	\$235,000	\$245,000	+ 4.3%
Average Sales Price*	\$276,999	\$271,006	- 2.2%	\$318,068	\$328,190	+ 3.2%
Percent of Original List Price Received*	90.7%	91.3%	+ 0.7%	92.7%	93.0%	+ 0.3%
Average Market Time	123	136	+ 10.6%	102	108	+ 5.9%
Inventory of Homes for Sale at Month End	3,444	3,450	+ 0.2%	--	--	--

Attached Single-Family

	February			Trailing 12 Months		
	2-2015	2-2016	+ / -	2-2015	2-2016	+ / -
New Listings	256	287	+ 12.1%	3,294	3,456	+ 4.9%
Under Contract (includes Contingent and Pending)	162	215	+ 32.7%	2,200	2,339	+ 6.3%
Closed Sales	116	122	+ 5.2%	2,231	2,233	+ 0.1%
Median Sales Price*	\$145,000	\$137,625	- 5.1%	\$145,500	\$150,000	+ 3.1%
Average Sales Price*	\$177,086	\$164,914	- 6.9%	\$183,356	\$190,202	+ 3.7%
Percent of Original List Price Received*	92.7%	91.2%	- 1.6%	94.0%	93.6%	- 0.4%
Average Market Time	97	109	+ 12.4%	79	74	- 6.3%
Inventory of Homes for Sale at Month End	628	589	- 6.2%	--	--	--

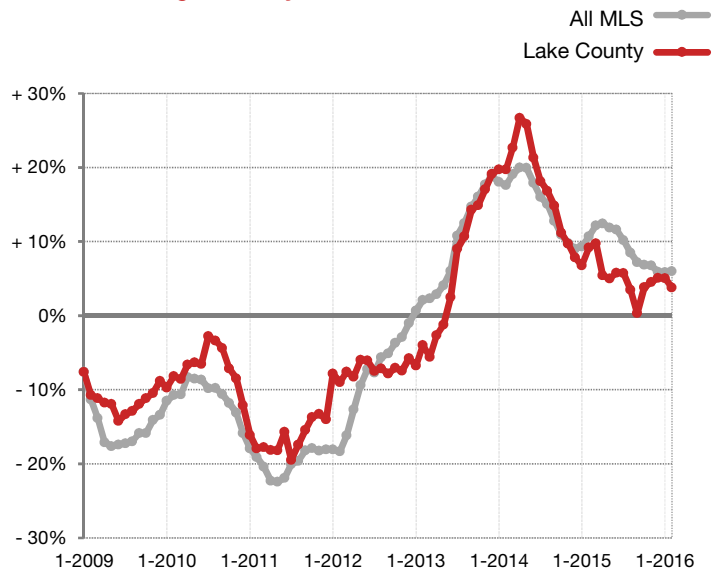
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.