

# Local Market Update – July 2015

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



## Lake County

**+ 4.1%**

Change in  
**New Listings**  
All Properties

**+ 13.0%**

Change in  
**Closed Sales**  
All Properties

**+ 2.0%**

Change in  
**Inventory of Homes**  
All Properties

### Detached Single-Family

	July			Trailing 12 Mos.		
	7-2014	7-2015	+ / -	7-2014	7-2015	+ / -
New Listings	1,437	<b>1,543</b>	+ 7.4%	13,254	<b>14,672</b>	+ 10.7%
Under Contract (includes Contingent and Pending)	751	<b>816</b>	+ 8.7%	7,618	<b>8,013</b>	+ 5.2%
Closed Sales	835	<b>920</b>	+ 10.2%	7,848	<b>7,811</b>	- 0.5%
Median Sales Price*	\$266,750	<b>\$272,250</b>	+ 2.1%	\$231,500	<b>\$240,750</b>	+ 4.0%
Average Sales Price*	\$330,659	<b>\$347,207</b>	+ 5.0%	\$316,741	<b>\$323,267</b>	+ 2.1%
Percent of Original List Price Received*	94.5%	<b>94.3%</b>	- 0.2%	93.1%	<b>92.8%</b>	- 0.3%
Average Market Time	83	<b>84</b>	+ 1.2%	103	<b>105</b>	+ 1.9%
Inventory of Homes for Sale at Month End	4,285	<b>4,450</b>	+ 3.9%	--	--	--

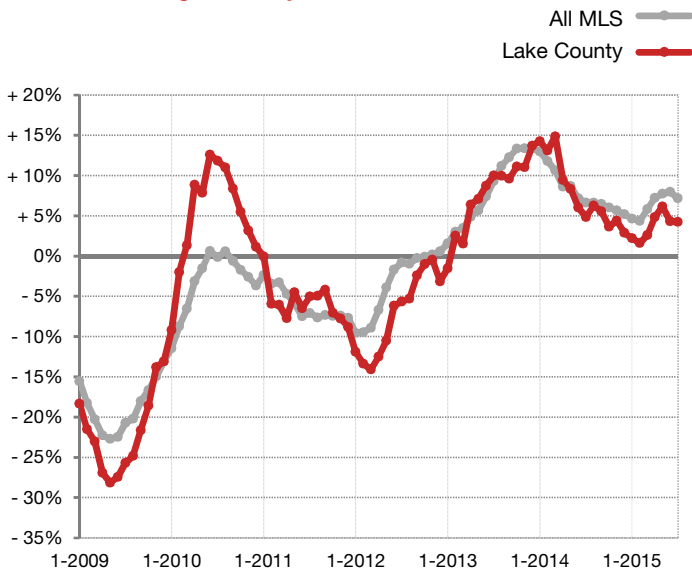
### Attached Single-Family

	July			Trailing 12 Mos.		
	7-2014	7-2015	+ / -	7-2014	7-2015	+ / -
New Listings	332	<b>299</b>	- 9.9%	3,184	<b>3,445</b>	+ 8.2%
Under Contract (includes Contingent and Pending)	216	<b>237</b>	+ 9.7%	2,245	<b>2,361</b>	+ 5.2%
Closed Sales	230	<b>283</b>	+ 23.0%	2,313	<b>2,323</b>	+ 0.4%
Median Sales Price*	\$160,000	<b>\$170,000</b>	+ 6.3%	\$137,000	<b>\$148,000</b>	+ 8.0%
Average Sales Price*	\$194,900	<b>\$208,835</b>	+ 7.1%	\$176,637	<b>\$185,041</b>	+ 4.8%
Percent of Original List Price Received*	94.6%	<b>94.4%</b>	- 0.2%	93.8%	<b>93.8%</b>	0.0%
Average Market Time	64	<b>61</b>	- 4.7%	86	<b>73</b>	- 15.1%
Inventory of Homes for Sale at Month End	772	<b>707</b>	- 8.4%	--	--	--

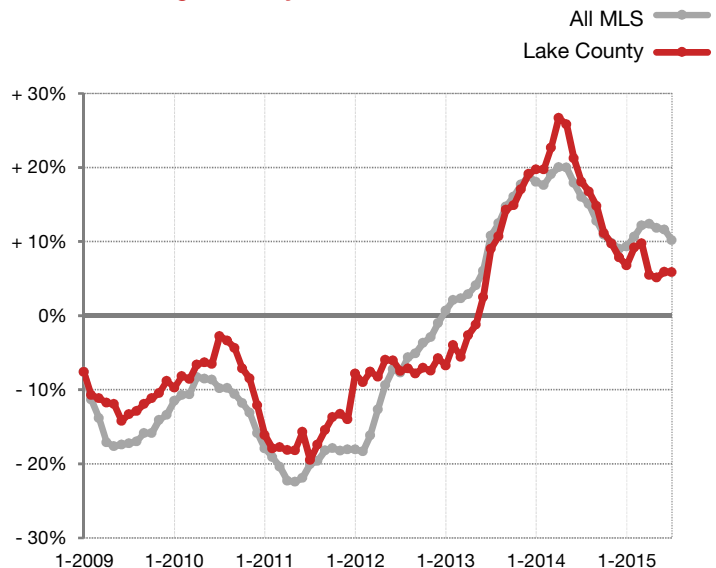
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.