

Local Market Update – June 2015

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



Lake County

+ 7.3%

Change in
New Listings
All Properties

+ 14.4%

Change in
Closed Sales
All Properties

+ 2.1%

Change in
Inventory of Homes
All Properties

Detached Single-Family

	June			Trailing 12 Mos.		
	6-2014	6-2015	+ / -	6-2014	6-2015	+ / -
New Listings	1,541	1,643	+ 6.6%	13,131	14,559	+ 10.9%
Under Contract (includes Contingent and Pending)	767	935	+ 21.9%	7,679	8,053	+ 4.9%
Closed Sales	878	983	+ 12.0%	7,947	7,720	- 2.9%
Median Sales Price*	\$290,000	\$275,299	- 5.1%	\$230,625	\$240,000	+ 4.1%
Average Sales Price*	\$362,583	\$368,259	+ 1.6%	\$316,616	\$321,223	+ 1.5%
Percent of Original List Price Received*	94.8%	94.4%	- 0.4%	93.1%	92.8%	- 0.3%
Average Market Time	95	98	+ 3.1%	106	105	- 0.4%
Inventory of Homes for Sale at Month End	4,173	4,309	+ 3.3%	--	--	--

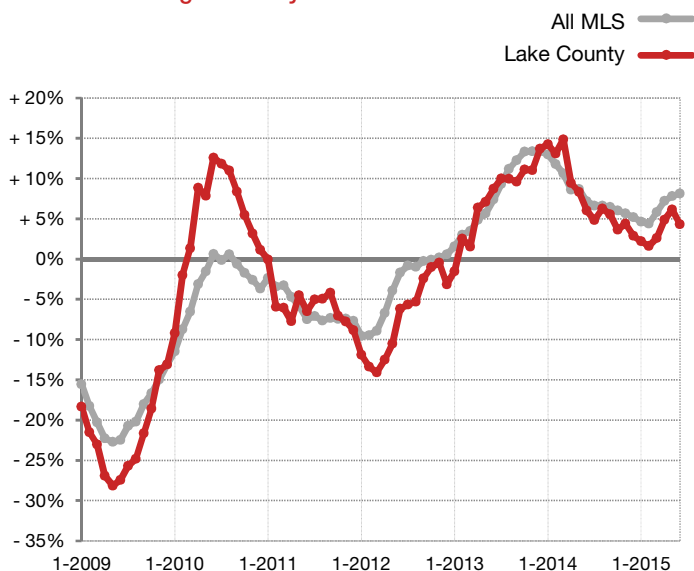
Attached Single-Family

	June			Trailing 12 Mos.		
	6-2014	6-2015	+ / -	6-2014	6-2015	+ / -
New Listings	336	371	+ 10.4%	3,154	3,478	+ 10.3%
Under Contract (includes Contingent and Pending)	197	277	+ 40.6%	2,240	2,369	+ 5.8%
Closed Sales	230	284	+ 23.5%	2,363	2,269	- 4.0%
Median Sales Price*	\$153,250	\$157,250	+ 2.6%	\$136,000	\$146,900	+ 8.0%
Average Sales Price*	\$191,006	\$191,253	+ 0.1%	\$174,973	\$182,780	+ 4.5%
Percent of Original List Price Received*	94.9%	95.4%	+ 0.5%	93.6%	93.8%	+ 0.2%
Average Market Time	74	56	- 23.6%	90	74	- 18.0%
Inventory of Homes for Sale at Month End	759	725	- 4.5%	--	--	--

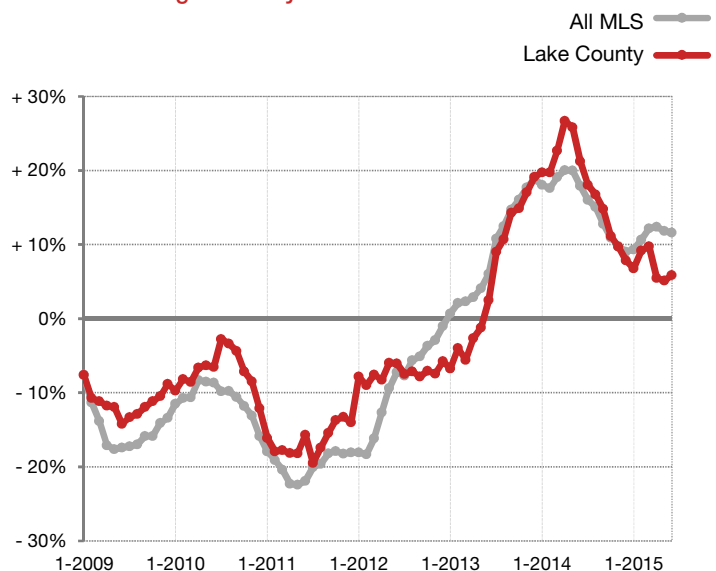
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.