

Local Market Update – June 2016

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



Lake County

- 1.0%

Change in
New Listings
All Properties

+ 3.1%

Change in
Closed Sales
All Properties

- 10.7%

Change in
Inventory of Homes
All Properties

Detached Single-Family

	June			Trailing 12 Months		
	6-2015	6-2016	+ / -	6-2015	6-2016	+ / -
New Listings	1,652	1,623	- 1.8%	14,586	15,129	+ 3.7%
Under Contract (includes Contingent and Pending)	813	907	+ 11.6%	7,830	8,517	+ 8.8%
Closed Sales	988	1,019	+ 3.1%	7,728	8,196	+ 6.1%
Median Sales Price*	\$275,200	\$275,000	- 0.1%	\$240,000	\$246,250	+ 2.6%
Average Sales Price*	\$368,825	\$352,864	- 4.3%	\$321,732	\$328,119	+ 2.0%
Percent of Original List Price Received*	94.5%	95.6%	+ 1.2%	92.8%	93.3%	+ 0.5%
Average Market Time	99	99	0.0%	105	109	+ 3.8%
Inventory of Homes for Sale at Month End	4,573	4,149	- 9.3%	--	--	--

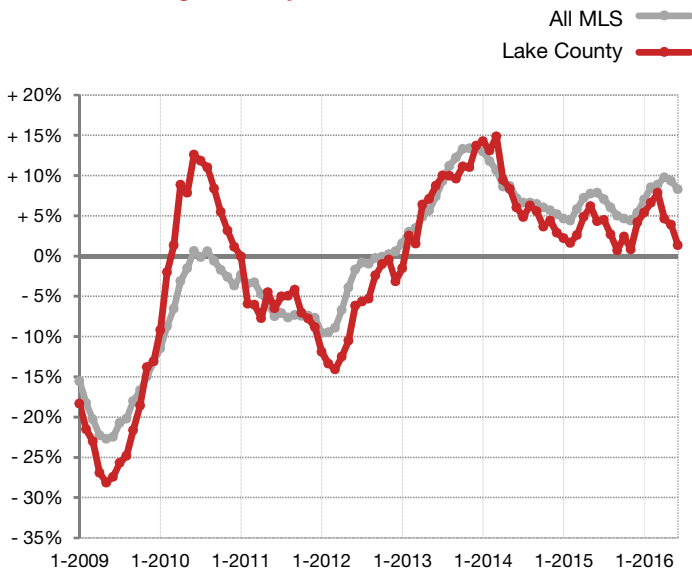
Attached Single-Family

	June			Trailing 12 Months		
	6-2015	6-2016	+ / -	6-2015	6-2016	+ / -
New Listings	372	381	+ 2.4%	3,481	3,388	- 2.7%
Under Contract (includes Contingent and Pending)	249	292	+ 17.3%	2,300	2,405	+ 4.6%
Closed Sales	286	294	+ 2.8%	2,269	2,324	+ 2.4%
Median Sales Price*	\$157,250	\$181,500	+ 15.4%	\$146,895	\$155,500	+ 5.9%
Average Sales Price*	\$193,299	\$211,022	+ 9.2%	\$183,052	\$194,333	+ 6.2%
Percent of Original List Price Received*	95.4%	95.2%	- 0.2%	93.8%	93.7%	- 0.1%
Average Market Time	57	72	+ 26.3%	74	76	+ 2.7%
Inventory of Homes for Sale at Month End	803	652	- 18.8%	--	--	--

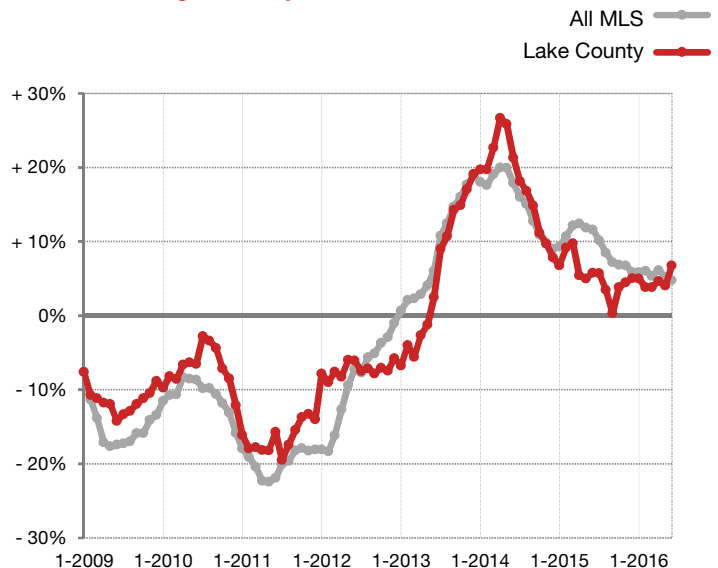
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.