

Local Market Update – March 2015

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



Lake County

+ 23.3%

Change in
New Listings
All Properties

+ 3.1%

Change in
Closed Sales
All Properties

+ 5.4%

Change in
Inventory of Homes
All Properties

Detached Single-Family

	March			Trailing 12 Mos.		
	3-2014	3-2015	+ / -	3-2014	3-2015	+ / -
New Listings	1,163	1,476	+ 26.9%	12,770	14,257	+ 11.6%
Under Contract (includes Contingent and Pending)	709	887	+ 25.1%	7,895	7,870	- 0.3%
Closed Sales	510	566	+ 11.0%	8,096	7,570	- 6.5%
Median Sales Price*	\$212,250	\$235,450	+ 10.9%	\$229,000	\$236,000	+ 3.1%
Average Sales Price*	\$297,765	\$314,920	+ 5.8%	\$312,552	\$319,074	+ 2.1%
Percent of Original List Price Received*	91.5%	90.8%	- 0.7%	93.0%	92.6%	- 0.4%
Average Market Time	118	137	+ 16.4%	112	103	- 7.7%
Inventory of Homes for Sale at Month End	3,178	3,429	+ 7.9%	--	--	--

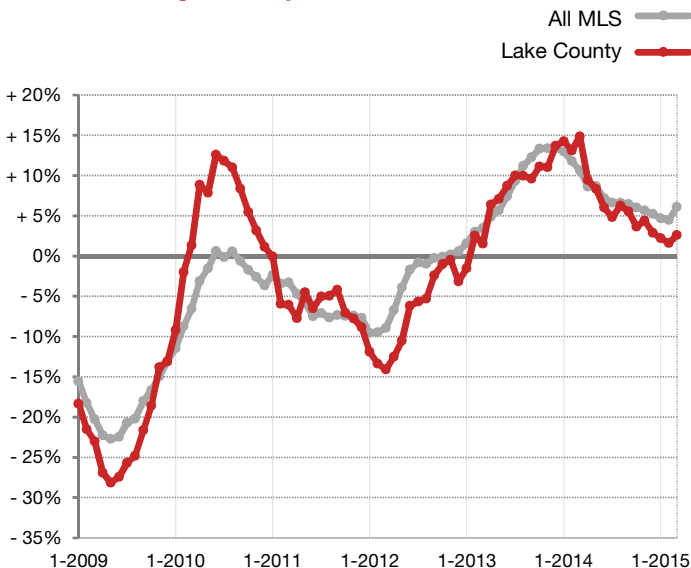
Attached Single-Family

	March			Trailing 12 Mos.		
	3-2014	3-2015	+ / -	3-2014	3-2015	+ / -
New Listings	318	350	+ 10.1%	3,157	3,325	+ 5.3%
Under Contract (includes Contingent and Pending)	196	246	+ 25.5%	2,344	2,292	- 2.2%
Closed Sales	166	131	- 21.1%	2,441	2,192	- 10.2%
Median Sales Price*	\$131,000	\$165,000	+ 26.0%	\$130,000	\$147,500	+ 13.5%
Average Sales Price*	\$163,977	\$185,764	+ 13.3%	\$167,143	\$185,013	+ 10.7%
Percent of Original List Price Received*	94.3%	93.6%	- 0.7%	93.3%	93.9%	+ 0.7%
Average Market Time	98	81	- 16.8%	103	78	- 24.5%
Inventory of Homes for Sale at Month End	660	616	- 6.7%	--	--	--

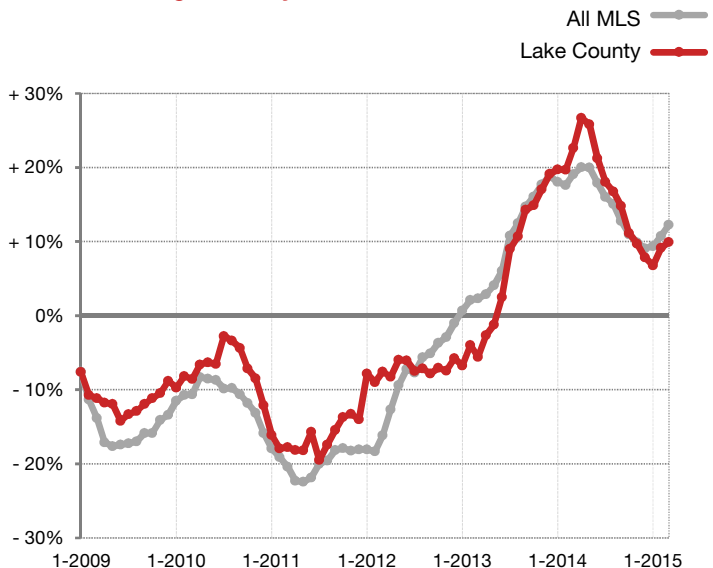
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.