

Local Market Update – May 2016

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



Lake County

+ 1.1%

Change in
New Listings
All Properties

+ 16.5%

Change in
Closed Sales
All Properties

- 11.0%

Change in
Inventory of Homes
All Properties

Detached Single-Family

	May			Trailing 12 Months		
	5-2015	5-2016	+ / -	5-2015	5-2016	+ / -
New Listings	1,686	1,699	+ 0.8%	14,475	15,152	+ 4.7%
Under Contract (includes Contingent and Pending)	845	1,034	+ 22.4%	7,784	8,533	+ 9.6%
Closed Sales	741	878	+ 18.5%	7,618	8,159	+ 7.1%
Median Sales Price*	\$263,000	\$265,000	+ 0.8%	\$240,000	\$246,500	+ 2.7%
Average Sales Price*	\$325,871	\$333,329	+ 2.3%	\$320,332	\$329,964	+ 3.0%
Percent of Original List Price Received*	94.8%	94.4%	- 0.4%	92.8%	93.1%	+ 0.3%
Average Market Time	109	109	0.0%	105	109	+ 3.8%
Inventory of Homes for Sale at Month End	4,345	3,927	- 9.6%	--	--	--

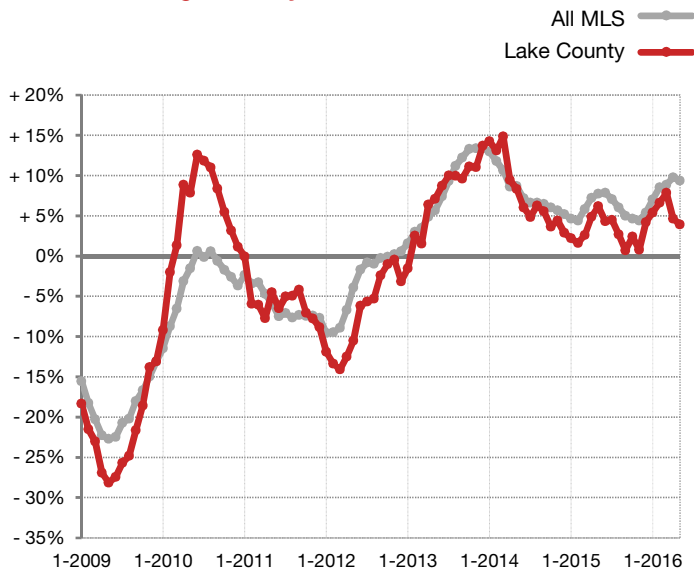
Attached Single-Family

	May			Trailing 12 Months		
	5-2015	5-2016	+ / -	5-2015	5-2016	+ / -
New Listings	381	391	+ 2.6%	3,445	3,378	- 1.9%
Under Contract (includes Contingent and Pending)	265	271	+ 2.3%	2,247	2,387	+ 6.2%
Closed Sales	207	226	+ 9.2%	2,213	2,316	+ 4.7%
Median Sales Price*	\$154,500	\$161,485	+ 4.5%	\$146,000	\$153,250	+ 5.0%
Average Sales Price*	\$193,415	\$190,726	- 1.4%	\$182,555	\$192,087	+ 5.2%
Percent of Original List Price Received*	94.0%	94.2%	+ 0.2%	93.7%	93.7%	0.0%
Average Market Time	76	76	0.0%	76	75	- 1.3%
Inventory of Homes for Sale at Month End	793	648	- 18.3%	--	--	--

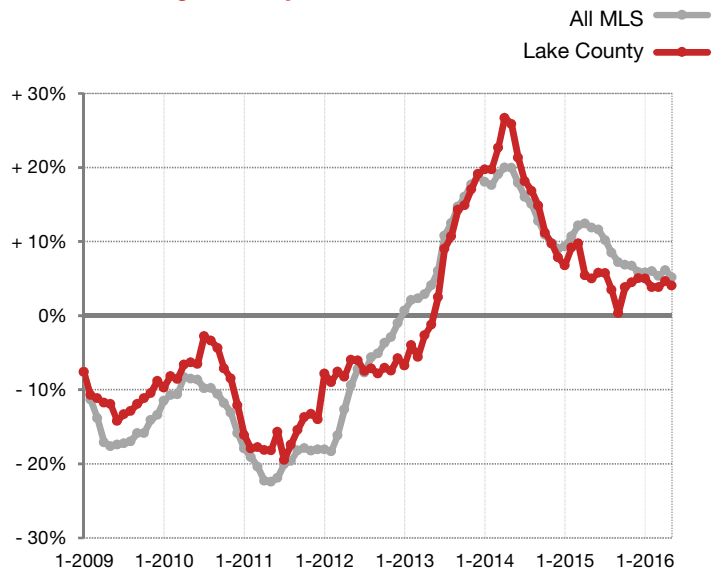
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.