

Local Market Update – November 2015

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



Lake County

- 2.0%

Change in
New Listings
All Properties

- 10.7%

Change in
Closed Sales
All Properties

- 1.6%

Change in
Inventory of Homes
All Properties

Detached Single-Family

	November			Trailing 12 Mos.		
	11-2014	11-2015	+ / -	11-2014	11-2015	+ / -
New Listings	754	748	- 0.8%	13,645	14,799	+ 8.5%
Under Contract (includes Contingent and Pending)	471	552	+ 17.2%	7,447	8,117	+ 9.0%
Closed Sales	492	461	- 6.3%	7,543	7,813	+ 3.6%
Median Sales Price*	\$204,750	\$215,000	+ 5.0%	\$233,500	\$244,990	+ 4.9%
Average Sales Price*	\$318,108	\$309,069	- 2.8%	\$320,063	\$323,895	+ 1.2%
Percent of Original List Price Received*	91.0%	91.4%	+ 0.4%	93.0%	92.9%	- 0.1%
Average Market Time	115	115	0.0%	100	106	+ 6.0%
Inventory of Homes for Sale at Month End	3,787	3,740	- 1.2%	--	--	--

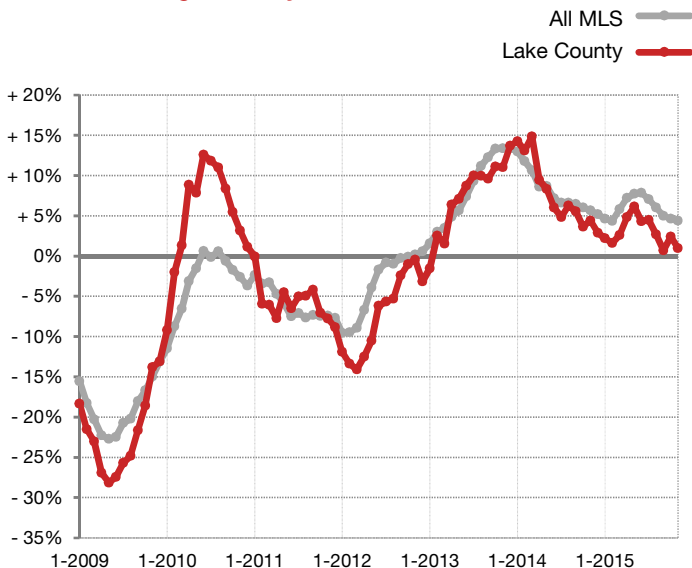
Attached Single-Family

	November			Trailing 12 Mos.		
	11-2014	11-2015	+ / -	11-2014	11-2015	+ / -
New Listings	204	191	- 6.4%	3,232	3,438	+ 6.4%
Under Contract (includes Contingent and Pending)	150	162	+ 8.0%	2,195	2,291	+ 4.4%
Closed Sales	151	113	- 25.2%	2,259	2,261	+ 0.1%
Median Sales Price*	\$132,000	\$145,000	+ 9.8%	\$143,500	\$150,000	+ 4.5%
Average Sales Price*	\$171,381	\$203,412	+ 18.7%	\$181,963	\$187,929	+ 3.3%
Percent of Original List Price Received*	93.7%	93.7%	0.0%	94.1%	93.6%	- 0.5%
Average Market Time	69	83	+ 20.3%	79	73	- 7.6%
Inventory of Homes for Sale at Month End	649	627	- 3.4%	--	--	--

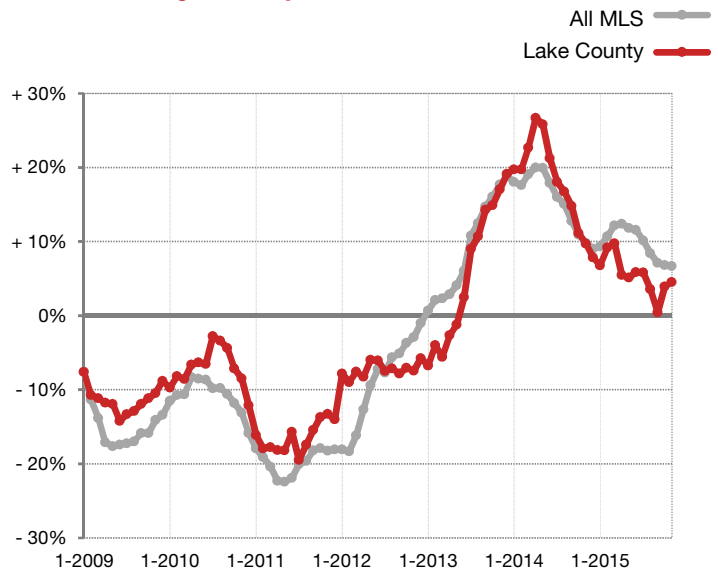
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.