

Local Market Update – October 2015

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



Lake County

+ 6.3%

Change in
New Listings
All Properties

- 8.0%

Change in
Closed Sales
All Properties

- 0.2%

Change in
Inventory of Homes
All Properties

Detached Single-Family

	October			Trailing 12 Mos.		
	10-2014	10-2015	+ / -	10-2014	10-2015	+ / -
New Listings	1,014	1,094	+ 7.9%	13,573	14,801	+ 9.0%
Under Contract (includes Contingent and Pending)	531	642	+ 20.9%	7,455	8,089	+ 8.5%
Closed Sales	677	651	- 3.8%	7,592	7,840	+ 3.3%
Median Sales Price*	\$210,000	\$243,000	+ 15.7%	\$232,500	\$245,000	+ 5.4%
Average Sales Price*	\$306,295	\$340,954	+ 11.3%	\$318,909	\$324,483	+ 1.7%
Percent of Original List Price Received*	91.9%	91.9%	0.0%	93.0%	92.8%	- 0.2%
Average Market Time	99	98	- 1.0%	101	106	+ 5.0%
Inventory of Homes for Sale at Month End	4,104	4,086	- 0.4%	--	--	--

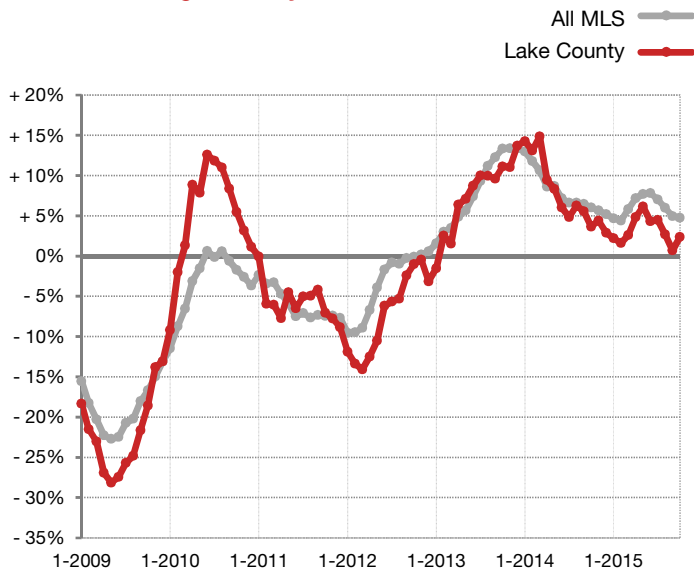
Attached Single-Family

	October			Trailing 12 Mos.		
	10-2014	10-2015	+ / -	10-2014	10-2015	+ / -
New Listings	227	225	- 0.9%	3,216	3,452	+ 7.3%
Under Contract (includes Contingent and Pending)	186	148	- 20.4%	2,220	2,291	+ 3.2%
Closed Sales	232	185	- 20.3%	2,280	2,296	+ 0.7%
Median Sales Price*	\$136,000	\$153,500	+ 12.9%	\$142,750	\$149,500	+ 4.7%
Average Sales Price*	\$172,215	\$189,478	+ 10.0%	\$181,292	\$186,212	+ 2.7%
Percent of Original List Price Received*	93.3%	93.2%	- 0.1%	94.0%	93.6%	- 0.4%
Average Market Time	79	67	- 15.2%	80	72	- 10.0%
Inventory of Homes for Sale at Month End	682	692	+ 1.5%	--	--	--

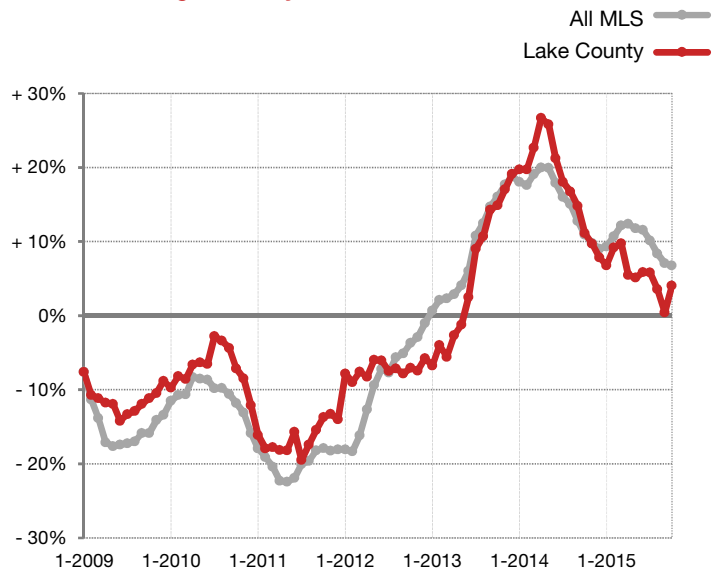
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.