

Local Market Update – September 2015

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



Lake County

- 4.4%

Change in
New Listings
All Properties

+ 2.9%

Change in
Closed Sales
All Properties

- 1.4%

Change in
Inventory of Homes
All Properties

Detached Single-Family

	September			Trailing 12 Mos.		
	9-2014	9-2015	+ / -	9-2014	9-2015	+ / -
New Listings	1,144	1,110	- 3.0%	13,514	14,711	+ 8.9%
Under Contract (includes Contingent and Pending)	608	643	+ 5.8%	7,523	8,040	+ 6.9%
Closed Sales	687	718	+ 4.5%	7,568	7,863	+ 3.9%
Median Sales Price*	\$239,900	\$230,875	- 3.8%	\$235,000	\$240,000	+ 2.1%
Average Sales Price*	\$327,157	\$311,246	- 4.9%	\$319,468	\$321,644	+ 0.7%
Percent of Original List Price Received*	92.9%	93.2%	+ 0.3%	93.0%	92.8%	- 0.2%
Average Market Time	96	92	- 4.2%	102	106	+ 3.9%
Inventory of Homes for Sale at Month End	4,274	4,261	- 0.3%	--	--	--

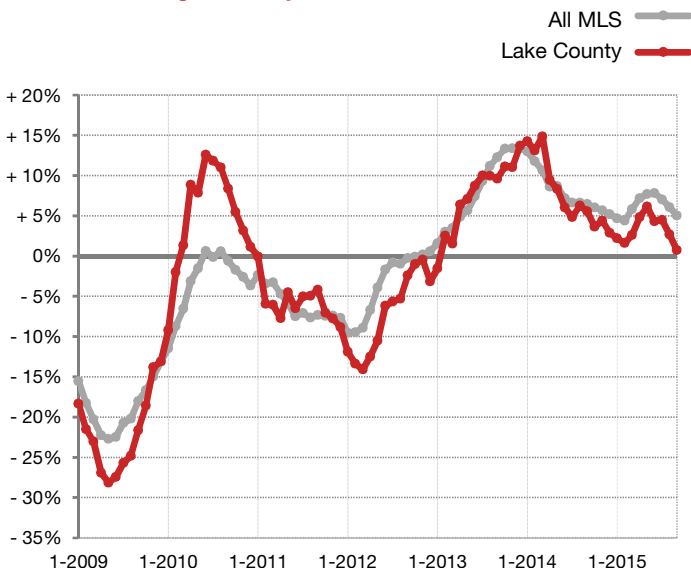
Attached Single-Family

	September			Trailing 12 Mos.		
	9-2014	9-2015	+ / -	9-2014	9-2015	+ / -
New Listings	289	260	- 10.0%	3,225	3,449	+ 6.9%
Under Contract (includes Contingent and Pending)	190	190	0.0%	2,243	2,351	+ 4.8%
Closed Sales	210	205	- 2.4%	2,271	2,342	+ 3.1%
Median Sales Price*	\$151,050	\$145,000	- 4.0%	\$140,400	\$147,500	+ 5.1%
Average Sales Price*	\$196,642	\$186,019	- 5.4%	\$180,016	\$184,609	+ 2.6%
Percent of Original List Price Received*	93.7%	93.2%	- 0.5%	94.0%	93.6%	- 0.4%
Average Market Time	76	67	- 11.8%	82	73	- 11.0%
Inventory of Homes for Sale at Month End	744	689	- 7.4%	--	--	--

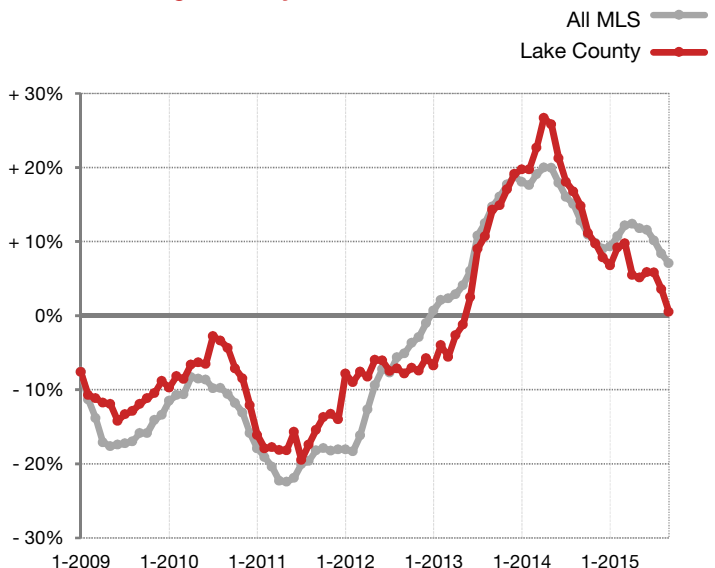
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.