

Local Market Update – March 2014

A RESEARCH TOOL PROVIDED BY MIDWEST REAL ESTATE DATA LLC
RESIDENTIAL ACTIVITY ONLY | Data current as of April 13, 2014



Lake County

+ 8.1%

Change in
New Listings
All Properties

- 13.5%

Change in
Closed Sales
All Properties

- 22.0%

Change in
Inventory of Homes
All Properties

Detached Single-Family

	March			Trailing 12 Mos.		
	3-2013	3-2014	+ / -	3-2013	3-2014	+ / -
New Listings	1,085	1,159	+ 6.8%	11,501	12,758	+ 10.9%
Under Contract (includes Contingent and Pending)	757	795	+ 5.0%	7,154	8,147	+ 13.9%
Closed Sales	584	506	- 13.4%	6,798	8,088	+ 19.0%
Median Sales Price*	\$192,000	\$212,250	+ 10.5%	\$202,500	\$229,900	+ 13.5%
Average Sales Price*	\$278,675	\$298,250	+ 7.0%	\$287,270	\$312,667	+ 8.8%
Percent of Original List Price Received*	90.6%	91.5%	+ 1.0%	89.6%	93.0%	+ 3.7%
Average Market Time	149	117	- 21.2%	153	112	- 27.0%
Inventory of Homes for Sale at Month End	3,572	2,894	- 19.0%	--	--	--

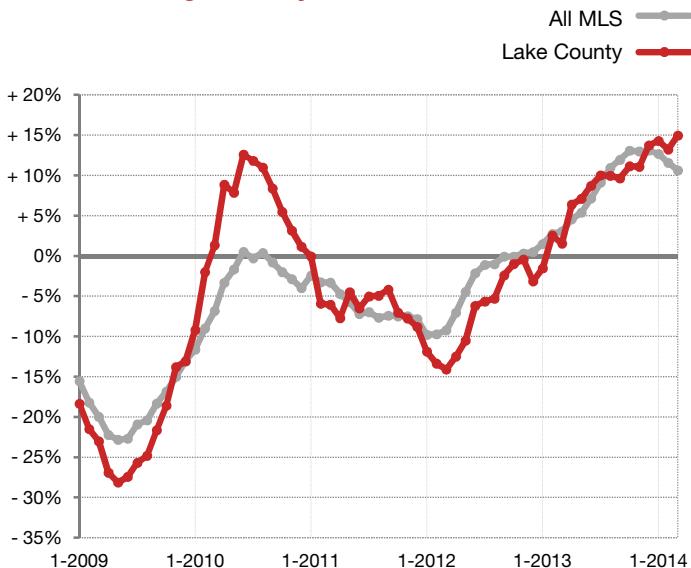
Attached Single-Family

	March			Trailing 12 Mos.		
	3-2013	3-2014	+ / -	3-2013	3-2014	+ / -
New Listings	279	315	+ 12.9%	3,145	3,150	+ 0.2%
Under Contract (includes Contingent and Pending)	228	225	- 1.3%	2,118	2,423	+ 14.4%
Closed Sales	188	162	- 13.8%	2,006	2,436	+ 21.4%
Median Sales Price*	\$100,000	\$133,500	+ 33.5%	\$110,000	\$130,000	+ 18.2%
Average Sales Price*	\$136,295	\$163,714	+ 20.1%	\$149,627	\$167,118	+ 11.7%
Percent of Original List Price Received*	88.7%	94.2%	+ 6.2%	87.7%	93.3%	+ 6.4%
Average Market Time	167	100	- 40.4%	156	103	- 34.0%
Inventory of Homes for Sale at Month End	869	569	- 34.5%	--	--	--

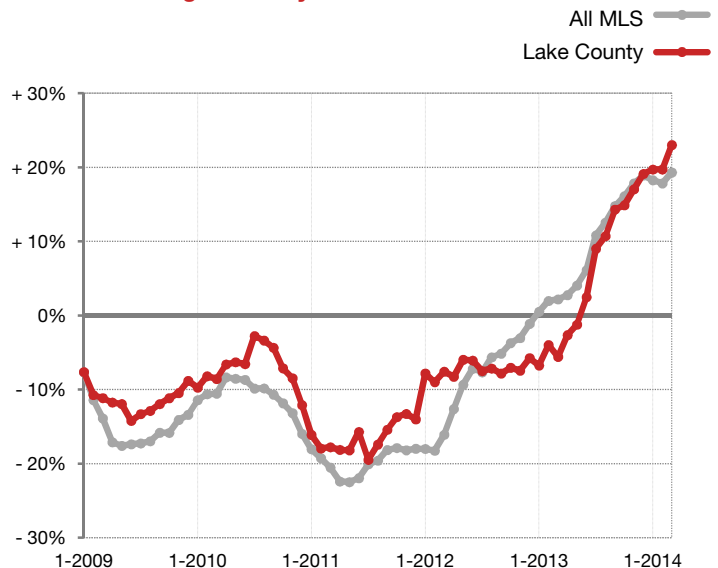
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.