

# Local Market Update – May 2014

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



## Lake County

**+ 6.2%**

Change in  
**New Listings**  
All Properties

**- 12.5%**

Change in  
**Closed Sales**  
All Properties

**- 10.3%**

Change in  
**Inventory of Homes**  
All Properties

### Detached Single-Family

	May			Trailing 12 Mos.		
	5-2013	5-2014	+ / -	5-2013	5-2014	+ / -
New Listings	1,511	<b>1,629</b>	+ 7.8%	11,975	<b>13,001</b>	+ 8.6%
Under Contract (includes Contingent and Pending)	906	<b>900</b>	- 0.7%	7,542	<b>8,019</b>	+ 6.3%
Closed Sales	802	<b>697</b>	- 13.1%	7,277	<b>7,898</b>	+ 8.5%
Median Sales Price*	\$229,250	<b>\$233,500</b>	+ 1.9%	\$208,000	<b>\$230,000</b>	+ 10.6%
Average Sales Price*	\$299,790	<b>\$317,269</b>	+ 5.8%	\$289,589	<b>\$314,545</b>	+ 8.6%
Percent of Original List Price Received*	93.4%	<b>93.2%</b>	- 0.3%	90.4%	<b>93.0%</b>	+ 2.9%
Average Market Time	126	<b>98</b>	- 22.5%	146	<b>106</b>	- 26.9%
Inventory of Homes for Sale at Month End	3,922	<b>3,648</b>	- 7.0%	--	--	--

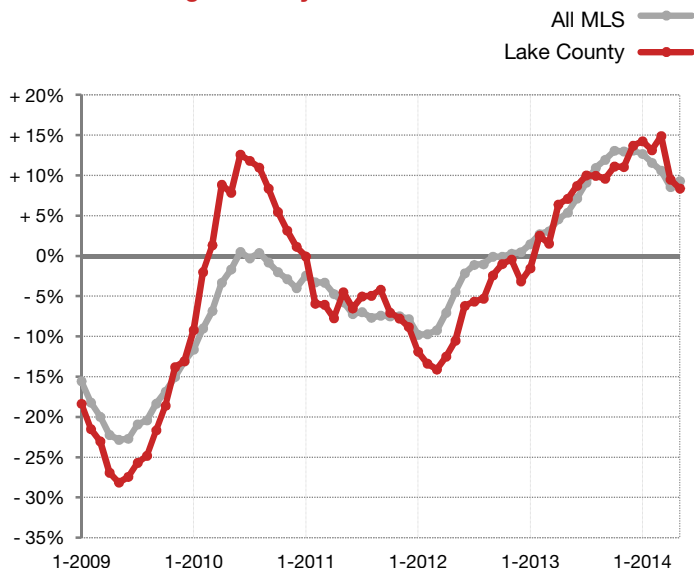
### Attached Single-Family

	May			Trailing 12 Mos.		
	5-2013	5-2014	+ / -	5-2013	5-2014	+ / -
New Listings	339	<b>335</b>	- 1.2%	3,257	<b>3,138</b>	- 3.7%
Under Contract (includes Contingent and Pending)	280	<b>276</b>	- 1.4%	2,303	<b>2,360</b>	+ 2.5%
Closed Sales	229	<b>205</b>	- 10.5%	2,117	<b>2,375</b>	+ 12.2%
Median Sales Price*	\$130,000	<b>\$150,000</b>	+ 15.4%	\$112,000	<b>\$135,000</b>	+ 20.5%
Average Sales Price*	\$160,100	<b>\$194,450</b>	+ 21.5%	\$148,337	<b>\$174,258</b>	+ 17.5%
Percent of Original List Price Received*	94.0%	<b>95.5%</b>	+ 1.6%	88.9%	<b>93.6%</b>	+ 5.3%
Average Market Time	129	<b>89</b>	- 30.8%	146	<b>96</b>	- 34.0%
Inventory of Homes for Sale at Month End	836	<b>622</b>	- 25.6%	--	--	--

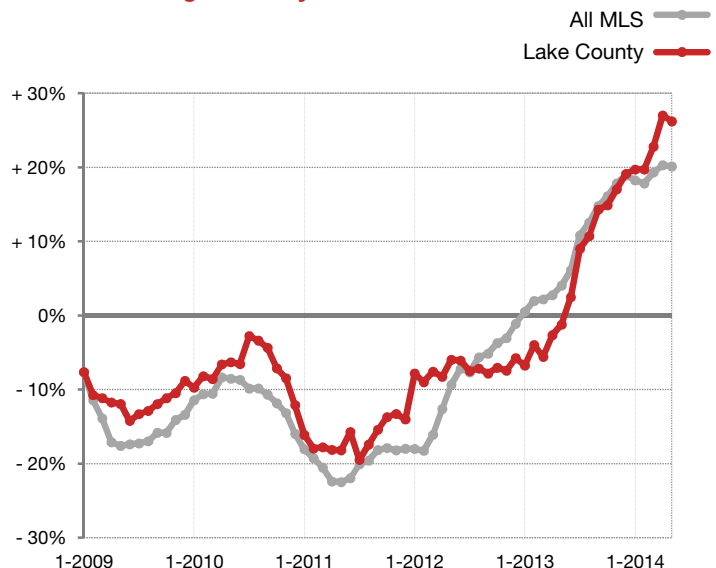
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.