

# Local Market Update – August 2014

A RESEARCH TOOL PROVIDED BY MIDWEST REAL ESTATE DATA LLC  
RESIDENTIAL ACTIVITY ONLY | Data current as of September 14, 2014



## Lake County

**+ 5.5%**

Change in  
**New Listings**  
All Properties

**- 22.4%**

Change in  
**Closed Sales**  
All Properties

**+ 1.8%**

Change in  
**Inventory of Homes**  
All Properties

### Detached Single-Family

	August			Trailing 12 Mos.		
	8-2013	8-2014	+ / -	8-2013	8-2014	+ / -
New Listings	1,140	<b>1,227</b>	+ 7.6%	12,801	<b>13,327</b>	+ 4.1%
Under Contract (includes Contingent and Pending)	760	<b>715</b>	- 5.9%	8,053	<b>7,687</b>	- 4.5%
Closed Sales	987	<b>765</b>	- 22.5%	7,905	<b>7,628</b>	- 3.5%
Median Sales Price*	\$250,000	<b>\$271,500</b>	+ 8.6%	\$220,000	<b>\$233,000</b>	+ 5.9%
Average Sales Price*	\$334,701	<b>\$353,207</b>	+ 5.5%	\$298,003	<b>\$318,139</b>	+ 6.8%
Percent of Original List Price Received*	93.8%	<b>93.3%</b>	- 0.6%	91.8%	<b>93.1%</b>	+ 1.4%
Average Market Time	95	<b>82</b>	- 13.3%	129	<b>102</b>	- 20.8%
Inventory of Homes for Sale at Month End	3,912	<b>4,115</b>	+ 5.2%	--	--	--

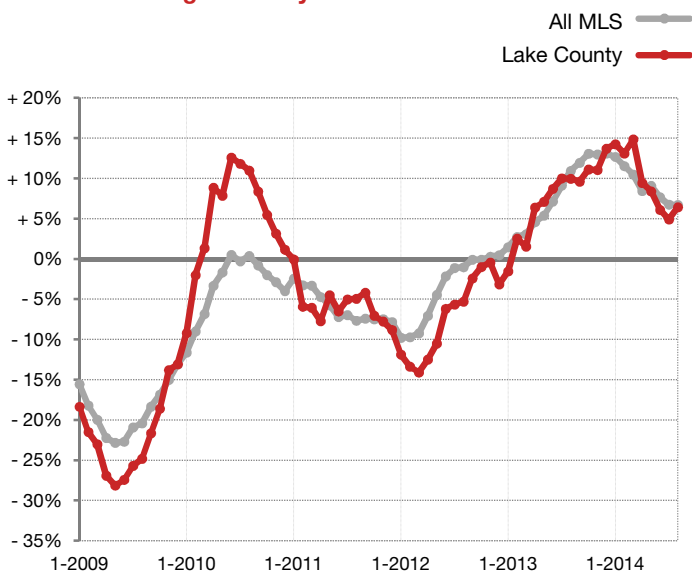
### Attached Single-Family

	August			Trailing 12 Mos.		
	8-2013	8-2014	+ / -	8-2013	8-2014	+ / -
New Listings	288	<b>279</b>	- 3.1%	3,291	<b>3,175</b>	- 3.5%
Under Contract (includes Contingent and Pending)	202	<b>224</b>	+ 10.9%	2,394	<b>2,320</b>	- 3.1%
Closed Sales	271	<b>211</b>	- 22.1%	2,364	<b>2,252</b>	- 4.7%
Median Sales Price*	\$137,000	<b>\$146,900</b>	+ 7.2%	\$122,000	<b>\$138,250</b>	+ 13.3%
Average Sales Price*	\$179,951	<b>\$189,961</b>	+ 5.6%	\$157,537	<b>\$177,521</b>	+ 12.7%
Percent of Original List Price Received*	93.5%	<b>94.5%</b>	+ 1.0%	90.8%	<b>93.9%</b>	+ 3.4%
Average Market Time	86	<b>65</b>	- 24.5%	130	<b>84</b>	- 35.3%
Inventory of Homes for Sale at Month End	792	<b>672</b>	- 15.2%	--	--	--

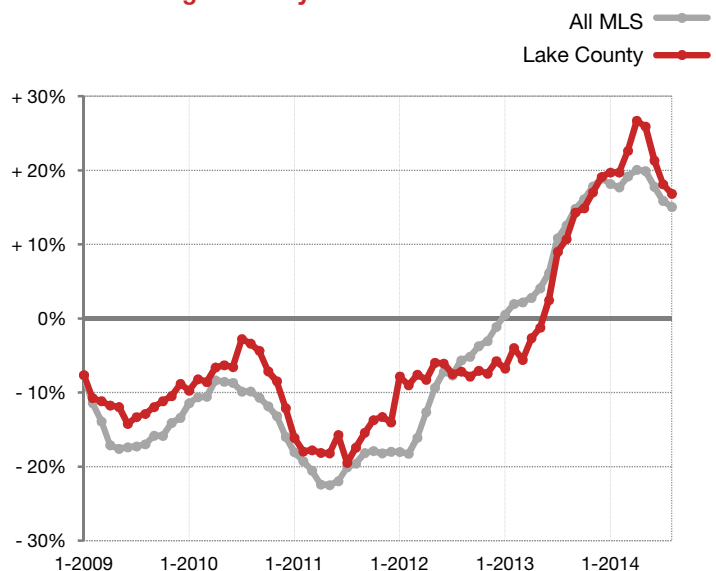
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.