

Local Market Update – December 2014

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



Lake County

+ 4.8%

Change in
New Listings
All Properties

- 14.1%

Change in
Closed Sales
All Properties

- 0.5%

Change in
Inventory of Homes
All Properties

Detached Single-Family

	December			Trailing 12 Mos.		
	12-2013	12-2014	+ / -	12-2013	12-2014	+ / -
New Listings	495	522	+ 5.5%	12,894	13,654	+ 5.9%
Under Contract (includes Contingent and Pending)	399	485	+ 21.6%	8,109	7,664	- 5.5%
Closed Sales	614	522	- 15.0%	8,236	7,450	- 9.5%
Median Sales Price*	\$210,000	\$209,200	- 0.4%	\$226,325	\$233,500	+ 3.2%
Average Sales Price*	\$293,801	\$282,653	- 3.8%	\$307,096	\$319,601	+ 4.1%
Percent of Original List Price Received*	92.3%	91.8%	- 0.6%	92.7%	92.9%	+ 0.2%
Average Market Time	112	119	+ 6.6%	117	101	- 14.2%
Inventory of Homes for Sale at Month End	3,074	3,111	+ 1.2%	--	--	--

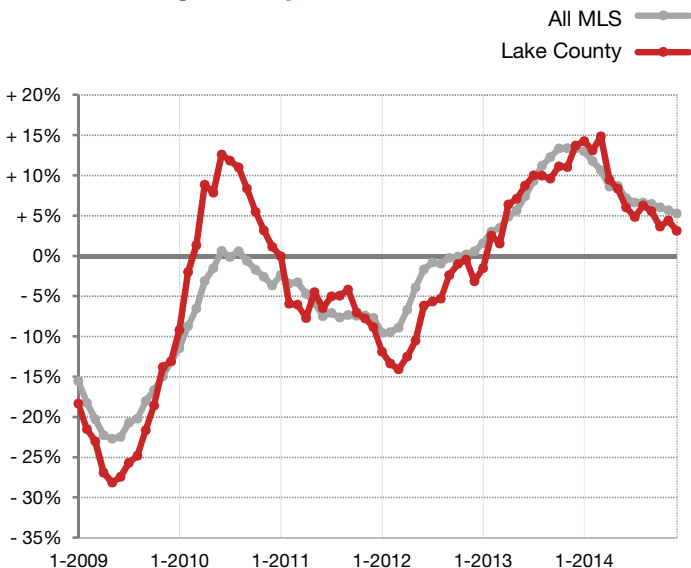
Attached Single-Family

	December			Trailing 12 Mos.		
	12-2013	12-2014	+ / -	12-2013	12-2014	+ / -
New Listings	131	134	+ 2.3%	3,222	3,234	+ 0.4%
Under Contract (includes Contingent and Pending)	120	138	+ 15.0%	2,454	2,247	- 8.4%
Closed Sales	186	165	- 11.3%	2,489	2,236	- 10.2%
Median Sales Price*	\$143,000	\$137,500	- 3.8%	\$127,000	\$142,500	+ 12.2%
Average Sales Price*	\$186,020	\$167,700	- 9.8%	\$162,739	\$180,630	+ 11.0%
Percent of Original List Price Received*	93.3%	92.1%	- 1.2%	92.3%	94.0%	+ 1.8%
Average Market Time	89	89	+ 0.2%	115	79	- 31.1%
Inventory of Homes for Sale at Month End	566	509	- 10.1%	--	--	--

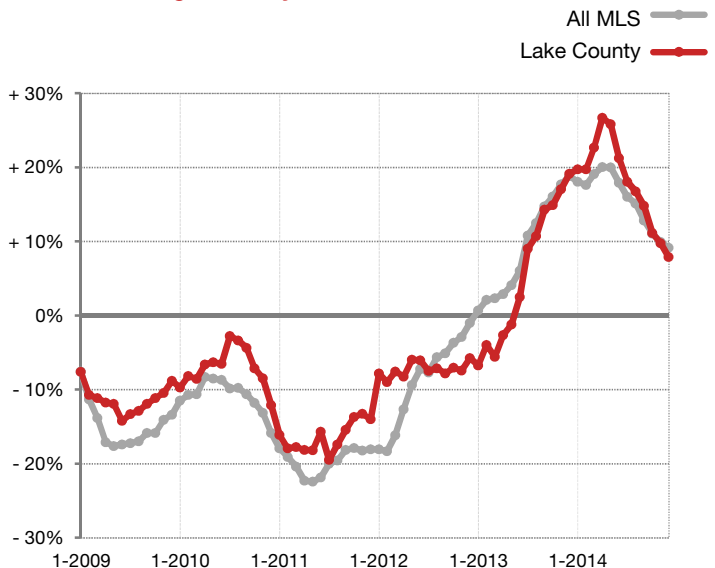
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.