

Local Market Update – February 2015

A RESEARCH TOOL PROVIDED BY MIDWEST REAL ESTATE DATA LLC
RESIDENTIAL ACTIVITY ONLY | Data current as of March 16, 2015



Lake County

+ 12.6%

Change in
New Listings
All Properties

+ 4.8%

Change in
Closed Sales
All Properties

+ 3.5%

Change in
Inventory of Homes
All Properties

Detached Single-Family

	February			Trailing 12 Mos.		
	2-2014	2-2015	+ / -	2-2014	2-2015	+ / -
New Listings	936	1,051	+ 12.3%	12,692	13,944	+ 9.9%
Under Contract (includes Contingent and Pending)	546	680	+ 24.5%	7,939	7,760	- 2.3%
Closed Sales	353	388	+ 9.9%	8,170	7,507	- 8.1%
Median Sales Price*	\$172,000	\$187,000	+ 8.7%	\$227,851	\$235,000	+ 3.1%
Average Sales Price*	\$258,490	\$276,320	+ 6.9%	\$311,057	\$318,031	+ 2.2%
Percent of Original List Price Received*	91.4%	90.7%	- 0.8%	92.9%	92.7%	- 0.2%
Average Market Time	118	121	+ 2.7%	114	102	- 11.1%
Inventory of Homes for Sale at Month End	3,068	3,227	+ 5.2%	--	--	--

Attached Single-Family

	February			Trailing 12 Mos.		
	2-2014	2-2015	+ / -	2-2014	2-2015	+ / -
New Listings	224	255	+ 13.8%	3,118	3,293	+ 5.6%
Under Contract (includes Contingent and Pending)	146	185	+ 26.7%	2,376	2,258	- 5.0%
Closed Sales	124	112	- 9.7%	2,463	2,223	- 9.7%
Median Sales Price*	\$112,500	\$145,000	+ 28.9%	\$129,000	\$145,500	+ 12.8%
Average Sales Price*	\$146,852	\$179,303	+ 22.1%	\$165,002	\$183,209	+ 11.0%
Percent of Original List Price Received*	92.8%	92.9%	+ 0.0%	92.8%	94.0%	+ 1.2%
Average Market Time	92	95	+ 2.7%	108	79	- 27.1%
Inventory of Homes for Sale at Month End	598	567	- 5.2%	--	--	--

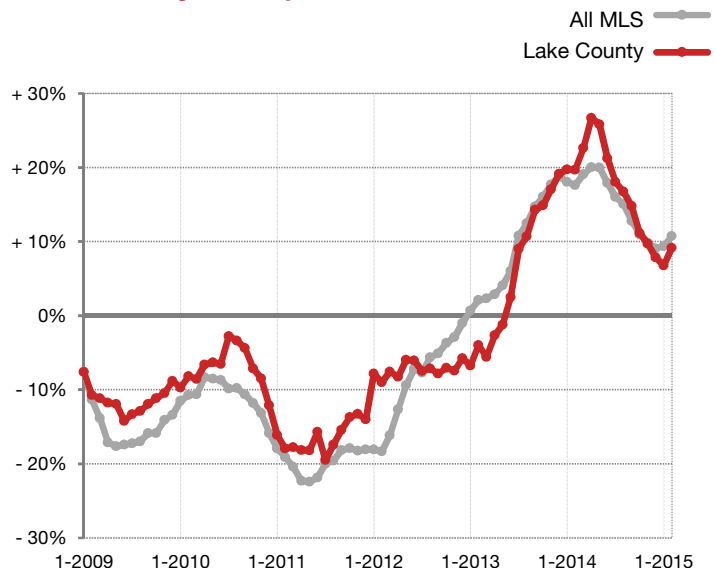
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.