

Local Market Update – January 2015

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



Lake County

+ 18.5%

Change in
New Listings
All Properties

+ 0.9%

Change in
Closed Sales
All Properties

+ 1.5%

Change in
Inventory of Homes
All Properties

Detached Single-Family

	January			Trailing 12 Mos.		
	1-2014	1-2015	+ / -	1-2014	1-2015	+ / -
New Listings	783	941	+ 20.2%	12,674	13,821	+ 9.1%
Under Contract (includes Contingent and Pending)	458	573	+ 25.1%	7,983	7,702	- 3.5%
Closed Sales	435	448	+ 3.0%	8,260	7,470	- 9.6%
Median Sales Price*	\$190,000	\$191,000	+ 0.5%	\$227,500	\$235,000	+ 3.3%
Average Sales Price*	\$311,242	\$278,534	- 10.5%	\$310,057	\$317,398	+ 2.4%
Percent of Original List Price Received*	92.5%	89.5%	- 3.3%	92.8%	92.7%	- 0.1%
Average Market Time	112	123	+ 10.6%	115	101	- 12.2%
Inventory of Homes for Sale at Month End	3,021	3,108	+ 2.9%	--	--	--

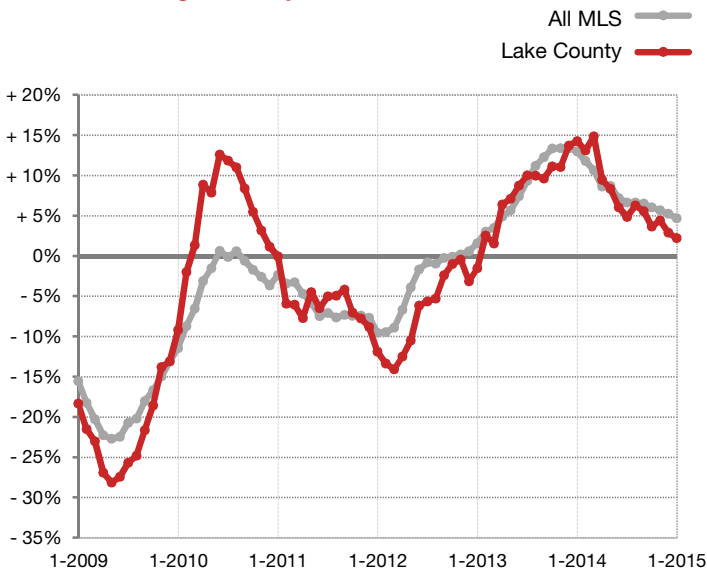
Attached Single-Family

	January			Trailing 12 Mos.		
	1-2014	1-2015	+ / -	1-2014	1-2015	+ / -
New Listings	209	235	+ 12.4%	3,145	3,262	+ 3.7%
Under Contract (includes Contingent and Pending)	145	150	+ 3.4%	2,425	2,234	- 7.9%
Closed Sales	143	135	- 5.6%	2,485	2,234	- 10.1%
Median Sales Price*	\$126,000	\$135,000	+ 7.1%	\$128,750	\$143,803	+ 11.7%
Average Sales Price*	\$154,588	\$168,206	+ 8.8%	\$164,394	\$181,402	+ 10.3%
Percent of Original List Price Received*	93.4%	92.1%	- 1.4%	92.6%	94.0%	+ 1.5%
Average Market Time	85	78	- 7.7%	112	79	- 29.9%
Inventory of Homes for Sale at Month End	571	538	- 5.8%	--	--	--

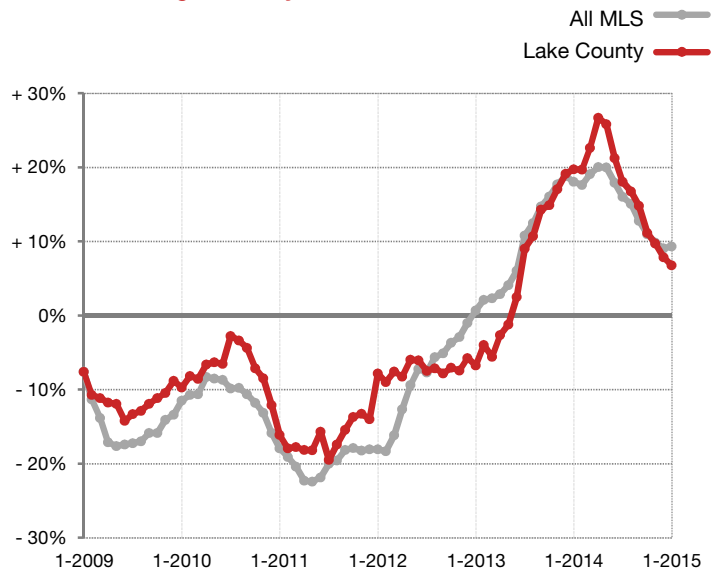
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.