

Local Market Update – July 2014

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



Lake County

+ 9.2%

Change in
New Listings
All Properties

- 12.5%

Change in
Closed Sales
All Properties

- 0.8%

Change in
Inventory of Homes
All Properties

Detached Single-Family

	July			Trailing 12 Mos.		
	7-2013	7-2014	+ / -	7-2013	7-2014	+ / -
New Listings	1,314	1,432	+ 9.0%	12,552	13,240	+ 5.5%
Under Contract (includes Contingent and Pending)	811	828	+ 2.1%	7,901	7,813	- 1.1%
Closed Sales	934	834	- 10.7%	7,637	7,848	+ 2.8%
Median Sales Price*	\$255,000	\$265,000	+ 3.9%	\$215,000	\$231,000	+ 7.4%
Average Sales Price*	\$328,127	\$329,705	+ 0.5%	\$293,946	\$316,639	+ 7.7%
Percent of Original List Price Received*	93.9%	94.5%	+ 0.6%	91.4%	93.1%	+ 1.8%
Average Market Time	106	84	- 21.2%	134	103	- 22.7%
Inventory of Homes for Sale at Month End	3,991	4,057	+ 1.7%	--	--	--

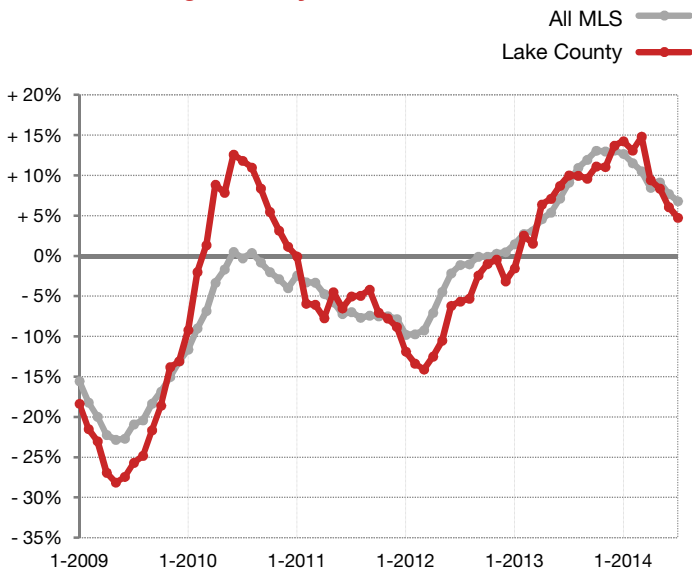
Attached Single-Family

	July			Trailing 12 Mos.		
	7-2013	7-2014	+ / -	7-2013	7-2014	+ / -
New Listings	302	332	+ 9.9%	3,310	3,184	- 3.8%
Under Contract (includes Contingent and Pending)	208	247	+ 18.8%	2,401	2,317	- 3.5%
Closed Sales	280	228	- 18.6%	2,284	2,309	+ 1.1%
Median Sales Price*	\$142,000	\$160,000	+ 12.7%	\$120,000	\$137,500	+ 14.6%
Average Sales Price*	\$177,595	\$194,941	+ 9.8%	\$156,510	\$176,706	+ 12.9%
Percent of Original List Price Received*	93.3%	94.6%	+ 1.4%	90.3%	93.8%	+ 3.9%
Average Market Time	102	64	- 37.3%	137	86	- 37.1%
Inventory of Homes for Sale at Month End	801	695	- 13.2%	--	--	--

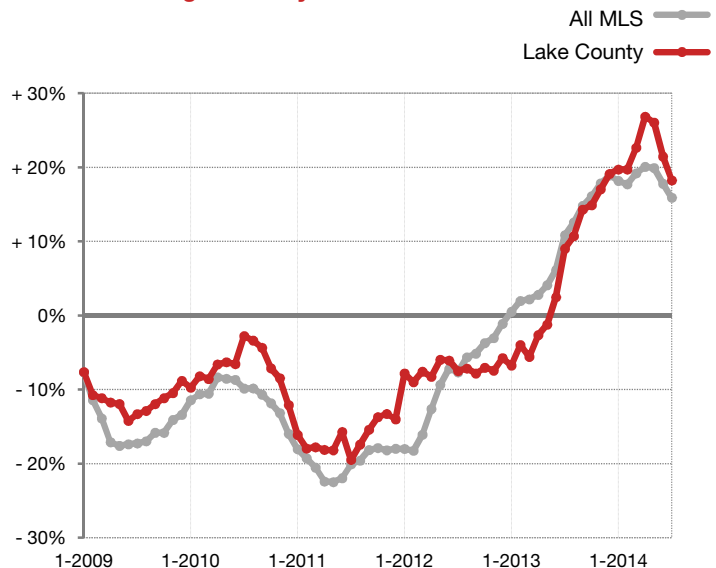
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.