

Local Market Update – October 2014

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



Lake County

+ 3.3%

Change in
New Listings
All Properties

+ 3.3%

Change in
Closed Sales
All Properties

+ 2.0%

Change in
Inventory of Homes
All Properties

Detached Single-Family

	October			Trailing 12 Mos.		
	10-2013	10-2014	+ / -	10-2013	10-2014	+ / -
New Listings	955	1,005	+ 5.2%	12,998	13,545	+ 4.2%
Under Contract (includes Contingent and Pending)	601	604	+ 0.5%	8,130	7,650	- 5.9%
Closed Sales	653	674	+ 3.2%	8,180	7,587	- 7.2%
Median Sales Price*	\$225,000	\$210,000	- 6.7%	\$225,000	\$232,500	+ 3.3%
Average Sales Price*	\$312,304	\$306,778	- 1.8%	\$304,348	\$318,950	+ 4.8%
Percent of Original List Price Received*	92.7%	91.8%	- 0.9%	92.4%	92.9%	+ 0.6%
Average Market Time	109	100	- 8.3%	122	101	- 17.7%
Inventory of Homes for Sale at Month End	3,672	3,856	+ 5.0%	--	--	--

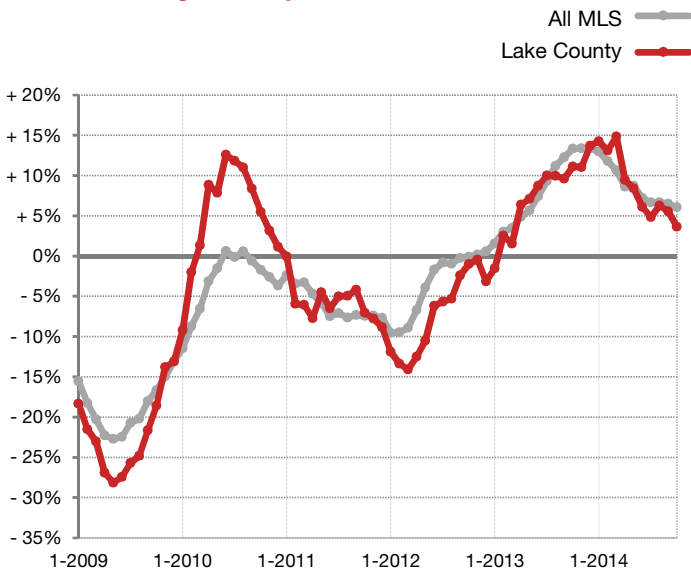
Attached Single-Family

	October			Trailing 12 Mos.		
	10-2013	10-2014	+ / -	10-2013	10-2014	+ / -
New Listings	236	225	- 4.7%	3,270	3,213	- 1.7%
Under Contract (includes Contingent and Pending)	208	206	- 1.0%	2,449	2,288	- 6.6%
Closed Sales	223	231	+ 3.6%	2,438	2,278	- 6.6%
Median Sales Price*	\$127,500	\$137,000	+ 7.5%	\$124,900	\$143,250	+ 14.7%
Average Sales Price*	\$158,851	\$172,504	+ 8.6%	\$159,565	\$181,373	+ 13.7%
Percent of Original List Price Received*	92.6%	93.4%	+ 0.9%	91.7%	94.0%	+ 2.5%
Average Market Time	94	71	- 24.3%	122	79	- 34.7%
Inventory of Homes for Sale at Month End	703	608	- 13.5%	--	--	--

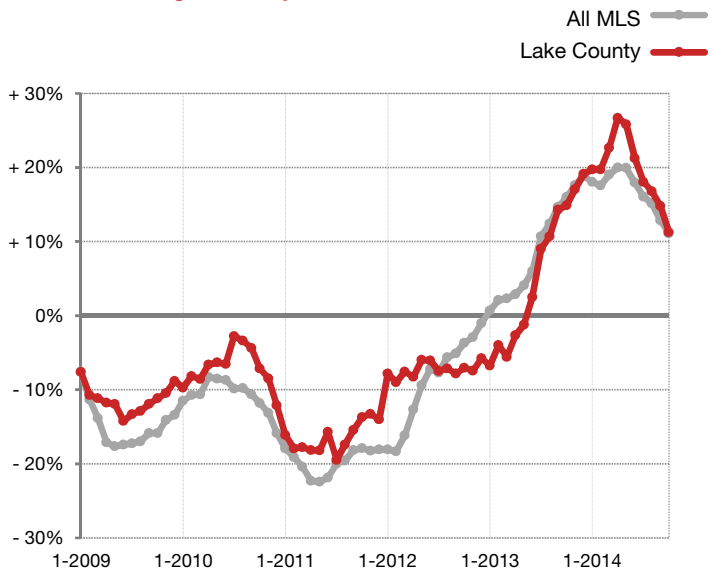
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.