

Local Market Update – September 2014

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



Lake County

+ 16.2%

Change in
New Listings
All Properties

- 5.9%

Change in
Closed Sales
All Properties

+ 1.2%

Change in
Inventory of Homes
All Properties

Detached Single-Family

	September			Trailing 12 Mos.		
	9-2013	9-2014	+ / -	9-2013	9-2014	+ / -
New Listings	984	1,133	+ 15.1%	12,884	13,489	+ 4.7%
Under Contract (includes Contingent and Pending)	575	686	+ 19.3%	8,112	7,723	- 4.8%
Closed Sales	753	684	- 9.2%	8,171	7,564	- 7.4%
Median Sales Price*	\$229,000	\$239,900	+ 4.8%	\$220,000	\$235,000	+ 6.8%
Average Sales Price*	\$311,994	\$327,383	+ 4.9%	\$300,093	\$319,491	+ 6.5%
Percent of Original List Price Received*	93.3%	92.8%	- 0.5%	92.1%	93.0%	+ 1.0%
Average Market Time	103	96	- 6.5%	126	102	- 19.2%
Inventory of Homes for Sale at Month End	3,867	4,029	+ 4.2%	--	--	--

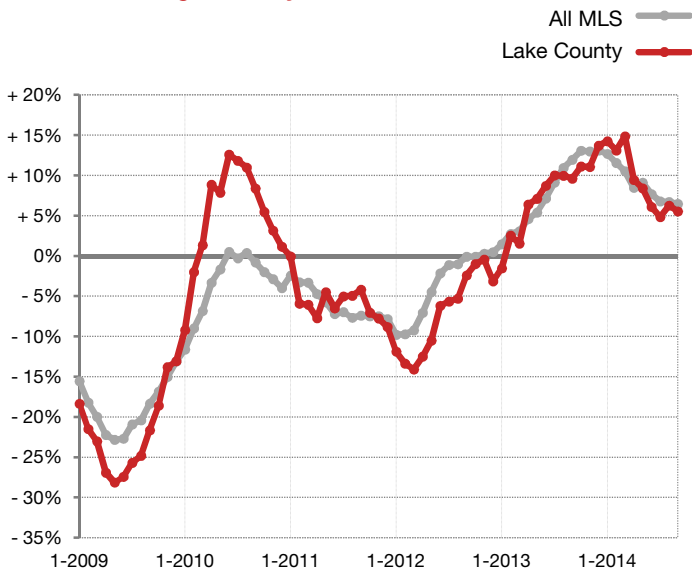
Attached Single-Family

	September			Trailing 12 Mos.		
	9-2013	9-2014	+ / -	9-2013	9-2014	+ / -
New Listings	240	289	+ 20.4%	3,307	3,225	- 2.5%
Under Contract (includes Contingent and Pending)	175	211	+ 20.6%	2,413	2,316	- 4.0%
Closed Sales	194	207	+ 6.7%	2,389	2,266	- 5.1%
Median Sales Price*	\$130,000	\$150,000	+ 15.4%	\$123,000	\$140,200	+ 14.0%
Average Sales Price*	\$167,338	\$194,975	+ 16.5%	\$158,119	\$179,930	+ 13.8%
Percent of Original List Price Received*	92.7%	93.7%	+ 1.0%	91.3%	94.0%	+ 2.9%
Average Market Time	104	75	- 27.5%	127	82	- 35.8%
Inventory of Homes for Sale at Month End	774	669	- 13.6%	--	--	--

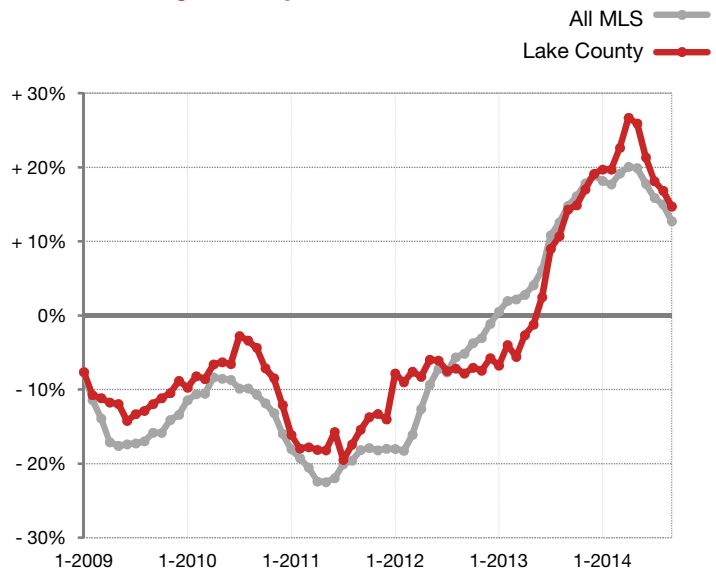
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.