

# Local Market Update – April 2014

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



## Lake County

**+ 5.7%**

Change in  
**New Listings**  
All Properties

**- 15.3%**

Change in  
**Closed Sales**  
All Properties

**- 16.2%**

Change in  
**Inventory of Homes**  
All Properties

### Detached Single-Family

	April			Trailing 12 Mos.		
	4-2013	4-2014	+ / -	4-2013	4-2014	+ / -
New Listings	1,380	<b>1,493</b>	+ 8.2%	11,737	<b>12,874</b>	+ 9.7%
Under Contract (includes Contingent and Pending)	820	<b>896</b>	+ 9.3%	7,295	<b>8,124</b>	+ 11.4%
Closed Sales	680	<b>585</b>	- 14.0%	7,039	<b>7,999</b>	+ 13.6%
Median Sales Price*	\$225,000	<b>\$240,000</b>	+ 6.7%	\$205,000	<b>\$230,000</b>	+ 12.2%
Average Sales Price*	\$300,231	<b>\$302,903</b>	+ 0.9%	\$288,876	<b>\$312,977</b>	+ 8.3%
Percent of Original List Price Received*	92.5%	<b>93.5%</b>	+ 1.0%	90.0%	<b>93.0%</b>	+ 3.4%
Average Market Time	138	<b>105</b>	- 23.6%	150	<b>109</b>	- 27.2%
Inventory of Homes for Sale at Month End	3,728	<b>3,236</b>	- 13.2%	--	--	--

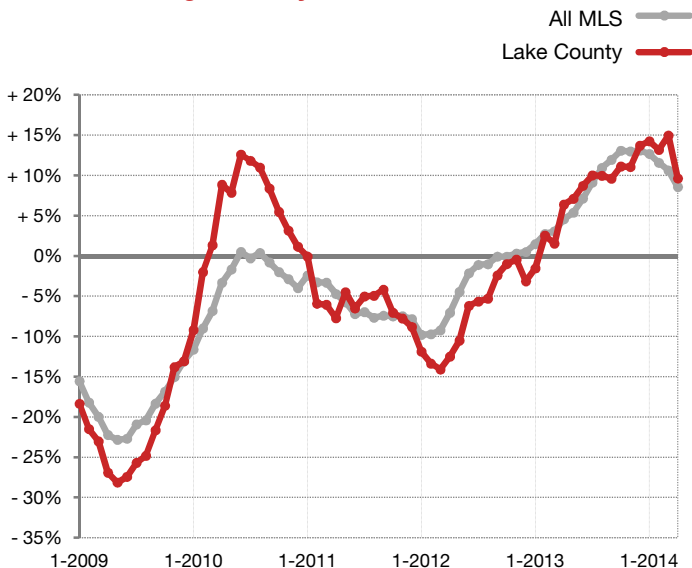
### Attached Single-Family

	April			Trailing 12 Mos.		
	4-2013	4-2014	+ / -	4-2013	4-2014	+ / -
New Listings	360	<b>346</b>	- 3.9%	3,223	<b>3,142</b>	- 2.5%
Under Contract (includes Contingent and Pending)	257	<b>257</b>	0.0%	2,205	<b>2,393</b>	+ 8.5%
Closed Sales	208	<b>167</b>	- 19.7%	2,062	<b>2,398</b>	+ 16.3%
Median Sales Price*	\$120,875	<b>\$160,000</b>	+ 32.4%	\$112,000	<b>\$133,000</b>	+ 18.8%
Average Sales Price*	\$144,808	<b>\$194,577</b>	+ 34.4%	\$148,941	<b>\$171,034</b>	+ 14.8%
Percent of Original List Price Received*	91.8%	<b>94.4%</b>	+ 2.9%	88.2%	<b>93.5%</b>	+ 6.0%
Average Market Time	124	<b>87</b>	- 30.1%	151	<b>100</b>	- 34.0%
Inventory of Homes for Sale at Month End	871	<b>618</b>	- 29.0%	--	--	--

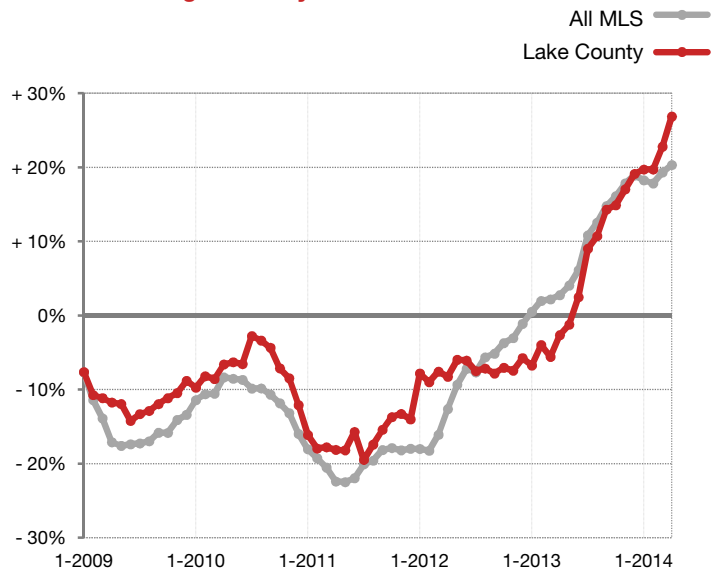
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.