

Local Market Update – February 2014

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



Lake County

- 1.3%

Change in
New Listings
All Properties

- 20.5%

Change in
Closed Sales
All Properties

- 26.9%

Change in
Inventory of Homes
All Properties

Detached Single-Family

	February			Trailing 12 Mos.		
	2-2013	2-2014	+ / -	2-2013	2-2014	+ / -
New Listings	918	933	+ 1.6%	11,672	12,684	+ 8.7%
Under Contract (includes Contingent and Pending)	592	615	+ 3.9%	6,988	8,200	+ 17.3%
Closed Sales	443	346	- 21.9%	6,687	8,161	+ 22.0%
Median Sales Price*	\$182,000	\$173,000	- 4.9%	\$200,000	\$228,000	+ 14.0%
Average Sales Price*	\$250,647	\$259,984	+ 3.7%	\$286,612	\$311,148	+ 8.6%
Percent of Original List Price Received*	90.3%	91.3%	+ 1.1%	89.4%	92.9%	+ 3.9%
Average Market Time	140	119	- 15.3%	156	114	- 26.9%
Inventory of Homes for Sale at Month End	3,590	2,772	- 22.8%	--	--	--

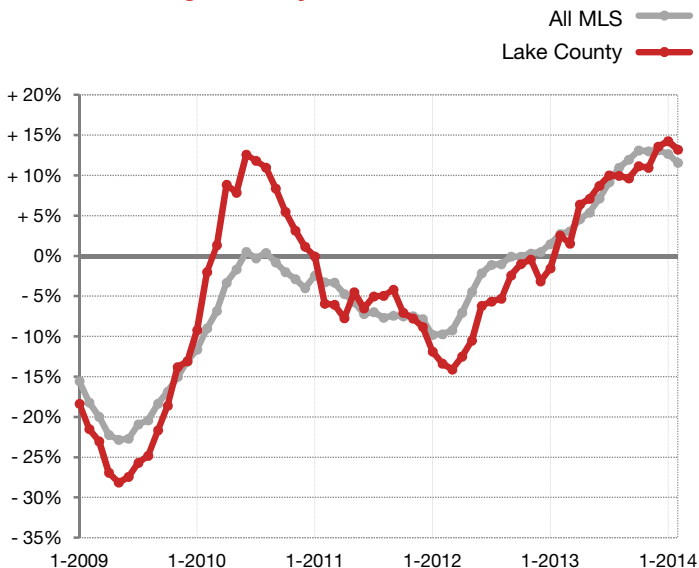
Attached Single-Family

	February			Trailing 12 Mos.		
	2-2013	2-2014	+ / -	2-2013	2-2014	+ / -
New Listings	251	221	- 12.0%	3,187	3,114	- 2.3%
Under Contract (includes Contingent and Pending)	195	171	- 12.3%	2,076	2,456	+ 18.3%
Closed Sales	146	122	- 16.4%	1,958	2,461	+ 25.7%
Median Sales Price*	\$100,450	\$112,500	+ 12.0%	\$113,000	\$129,000	+ 14.2%
Average Sales Price*	\$139,239	\$146,792	+ 5.4%	\$151,547	\$165,016	+ 8.9%
Percent of Original List Price Received*	88.8%	92.4%	+ 4.1%	87.3%	92.8%	+ 6.3%
Average Market Time	167	88	- 47.7%	158	108	- 31.6%
Inventory of Homes for Sale at Month End	894	508	- 43.2%	--	--	--

* 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.