

Local Market Update – January 2014

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



Lake County

- 23.1%

+ 3.1%

- 28.9%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

	January			Trailing 12 Mos.		
	1-2013	1-2014	+ / -	1-2013	1-2014	+ / -
New Listings	1,003	782	- 22.0%	11,788	12,666	+ 7.4%
Under Contract (includes Contingent and Pending)	581	542	- 6.7%	6,917	8,269	+ 19.5%
Closed Sales	410	433	+ 5.6%	6,564	8,255	+ 25.8%
Median Sales Price*	\$167,000	\$191,000	+ 14.4%	\$200,000	\$227,500	+ 13.8%
Average Sales Price*	\$247,589	\$311,175	+ 25.7%	\$285,824	\$310,230	+ 8.5%
Percent of Original List Price Received*	89.9%	92.7%	+ 3.0%	89.1%	92.8%	+ 4.1%
Average Market Time	146	109	- 25.4%	158	115	- 26.8%
Inventory of Homes for Sale at Month End	3,575	2,705	- 24.3%	--	--	--

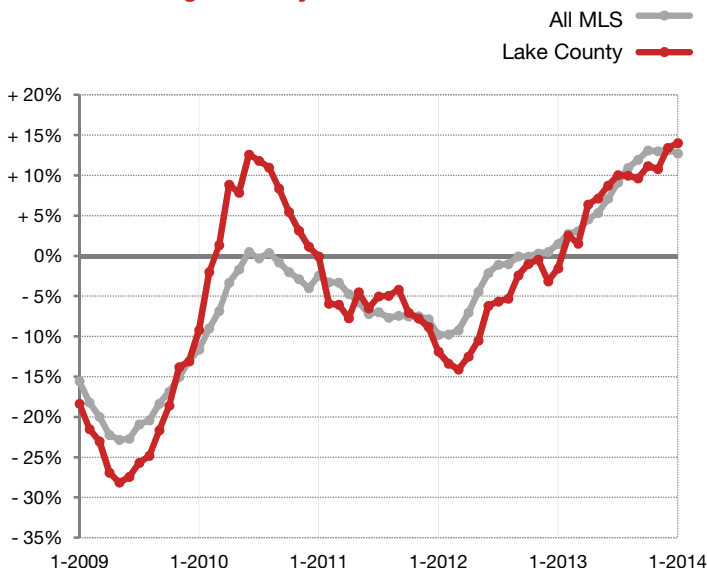
Attached Single-Family

	January			Trailing 12 Mos.		
	1-2013	1-2014	+ / -	1-2013	1-2014	+ / -
New Listings	286	209	- 26.9%	3,215	3,145	- 2.2%
Under Contract (includes Contingent and Pending)	176	167	- 5.1%	2,041	2,500	+ 22.5%
Closed Sales	147	141	- 4.1%	1,912	2,480	+ 29.7%
Median Sales Price*	\$95,000	\$125,000	+ 31.6%	\$112,000	\$128,875	+ 15.1%
Average Sales Price*	\$126,826	\$154,809	+ 22.1%	\$151,682	\$164,561	+ 8.5%
Percent of Original List Price Received*	89.1%	93.4%	+ 4.8%	86.8%	92.6%	+ 6.7%
Average Market Time	125	84	- 32.8%	160	112	- 30.0%
Inventory of Homes for Sale at Month End	921	492	- 46.6%	--	--	--

* 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.