

# Local Market Update – June 2014

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



## Lake County

**+ 7.1%**

Change in  
**New Listings**  
All Properties

**+ 2.3%**

Change in  
**Closed Sales**  
All Properties

**- 4.2%**

Change in  
**Inventory of Homes**  
All Properties

### Detached Single-Family

|  | June      |                  |        | Trailing 12 Mos. |                  |         |
|--|-----------|------------------|--------|------------------|------------------|---------|
|  | 6-2013    | 6-2014           | + / -  | 6-2013           | 6-2014           | + / -   |
| New Listings                                     | 1,427     | <b>1,536</b>     | + 7.6% | 12,248           | <b>13,114</b>    | + 7.1%  |
| Under Contract (includes Contingent and Pending) | 850       | <b>851</b>       | + 0.1% | 7,698            | <b>7,909</b>     | + 2.7%  |
| Closed Sales                                     | 834       | <b>876</b>       | + 5.0% | 7,387            | <b>7,947</b>     | + 7.6%  |
| Median Sales Price*                              | \$270,000 | <b>\$290,000</b> | + 7.4% | \$210,000        | <b>\$230,625</b> | + 9.8%  |
| Average Sales Price*                             | \$344,784 | <b>\$362,088</b> | + 5.0% | \$291,444        | <b>\$316,513</b> | + 8.6%  |
| Percent of Original List Price Received*         | 94.3%     | <b>94.8%</b>     | + 0.6% | 90.8%            | <b>93.1%</b>     | + 2.5%  |
| Average Market Time                              | 102       | <b>95</b>        | - 6.8% | 140              | <b>106</b>       | - 24.8% |
| Inventory of Homes for Sale at Month End         | 3,961     | <b>3,907</b>     | - 1.4% | --               | --               | --      |

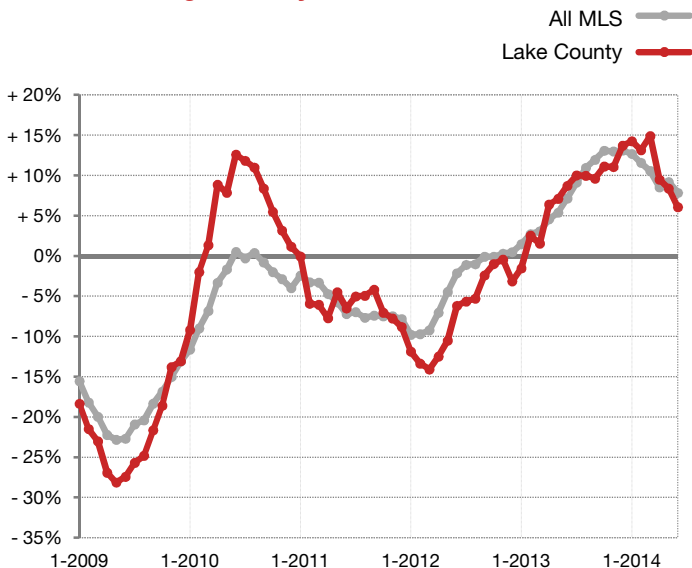
### Attached Single-Family

|  | June      |                  |         | Trailing 12 Mos. |                  |         |
|--|-----------|------------------|---------|------------------|------------------|---------|
|  | 6-2013    | 6-2014           | + / -   | 6-2013           | 6-2014           | + / -   |
| New Listings                                     | 321       | <b>336</b>       | + 4.7%  | 3,281            | <b>3,154</b>     | - 3.9%  |
| Under Contract (includes Contingent and Pending) | 235       | <b>224</b>       | - 4.7%  | 2,354            | <b>2,321</b>     | - 1.4%  |
| Closed Sales                                     | 245       | <b>228</b>       | - 6.9%  | 2,179            | <b>2,359</b>     | + 8.3%  |
| Median Sales Price*                              | \$139,900 | <b>\$152,250</b> | + 8.8%  | \$115,500        | <b>\$136,000</b> | + 17.7% |
| Average Sales Price*                             | \$181,748 | <b>\$190,115</b> | + 4.6%  | \$152,437        | <b>\$174,953</b> | + 14.8% |
| Percent of Original List Price Received*         | 94.4%     | <b>94.9%</b>     | + 0.6%  | 89.7%            | <b>93.6%</b>     | + 4.4%  |
| Average Market Time                              | 133       | <b>73</b>        | - 44.6% | 142              | <b>90</b>        | - 36.4% |
| Inventory of Homes for Sale at Month End         | 819       | <b>672</b>       | - 17.9% | --               | --               | --      |

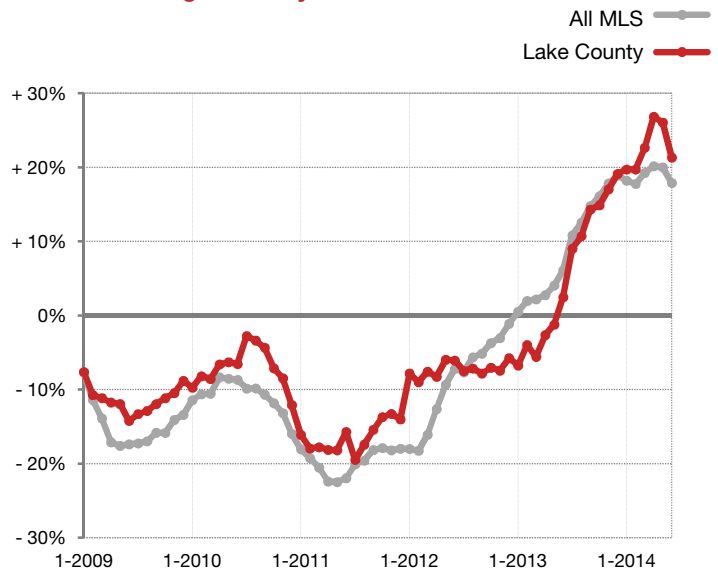
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.