

Local Market Update – December 2013

A RESEARCH TOOL PROVIDED BY MIDWEST REAL ESTATE DATA LLC
RESIDENTIAL ACTIVITY ONLY | Data current as of January 14, 2014



Lake County

- 15.4%

+ 15.5%

- 29.5%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

	December			Trailing 12 Mos.		
	12-2012	12-2013	+ / -	12-2012	12-2013	+ / -
New Listings	564	486	- 13.8%	11,661	12,881	+ 10.5%
Under Contract (includes Contingent and Pending)	404	482	+ 19.3%	6,747	8,407	+ 24.6%
Closed Sales	523	613	+ 17.2%	6,488	8,231	+ 26.9%
Median Sales Price*	\$175,000	\$210,000	+ 20.0%	\$200,000	\$226,150	+ 13.1%
Average Sales Price*	\$290,382	\$294,061	+ 1.3%	\$285,443	\$307,081	+ 7.6%
Percent of Original List Price Received*	89.6%	92.2%	+ 2.9%	89.0%	92.7%	+ 4.2%
Average Market Time	163	112	- 31.4%	159	117	- 26.2%
Inventory of Homes for Sale at Month End	3,641	2,743	- 24.7%	--	--	--

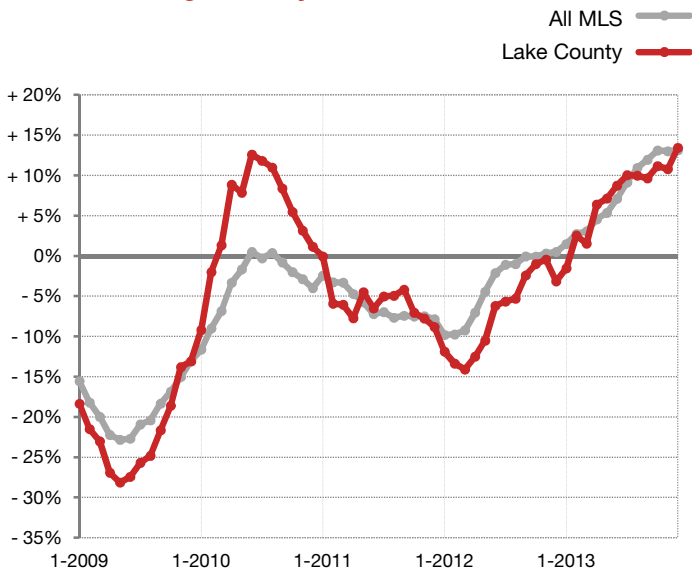
Attached Single-Family

	December			Trailing 12 Mos.		
	12-2012	12-2013	+ / -	12-2012	12-2013	+ / -
New Listings	165	131	- 20.6%	3,179	3,222	+ 1.4%
Under Contract (includes Contingent and Pending)	150	137	- 8.7%	1,989	2,523	+ 26.8%
Closed Sales	166	183	+ 10.2%	1,856	2,484	+ 33.8%
Median Sales Price*	\$109,000	\$149,640	+ 37.3%	\$114,900	\$127,000	+ 10.5%
Average Sales Price*	\$144,481	\$188,440	+ 30.4%	\$153,128	\$162,932	+ 6.4%
Percent of Original List Price Received*	87.1%	93.3%	+ 7.1%	86.4%	92.4%	+ 6.9%
Average Market Time	145	89	- 39.0%	164	114	- 30.3%
Inventory of Homes for Sale at Month End	953	494	- 48.2%	--	--	--

* 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.