

Local Market Update – November 2013

A RESEARCH TOOL PROVIDED BY MIDWEST REAL ESTATE DATA LLC
RESIDENTIAL ACTIVITY ONLY | Data current as of December 13, 2013



Lake County

- 5.7%

Change in
New Listings
All Properties

- 1.1%

Change in
Closed Sales
All Properties

- 26.8%

Change in
Inventory of Homes
All Properties

Detached Single-Family

	November			Trailing 12 Mos.		
	11-2012	11-2013	+ / -	11-2012	11-2013	+ / -
New Listings	717	679	- 5.3%	11,666	12,957	+ 11.1%
Under Contract (includes Contingent and Pending)	492	549	+ 11.6%	6,661	8,404	+ 26.2%
Closed Sales	576	538	- 6.6%	6,406	8,139	+ 27.1%
Median Sales Price*	\$179,000	\$188,000	+ 5.0%	\$200,000	\$225,000	+ 12.5%
Average Sales Price*	\$264,373	\$301,580	+ 14.1%	\$285,325	\$307,034	+ 7.6%
Percent of Original List Price Received*	89.0%	91.0%	+ 2.3%	88.7%	92.5%	+ 4.3%
Average Market Time	147	121	- 17.6%	159	121	- 24.1%
Inventory of Homes for Sale at Month End	3,939	3,102	- 21.2%	--	--	--

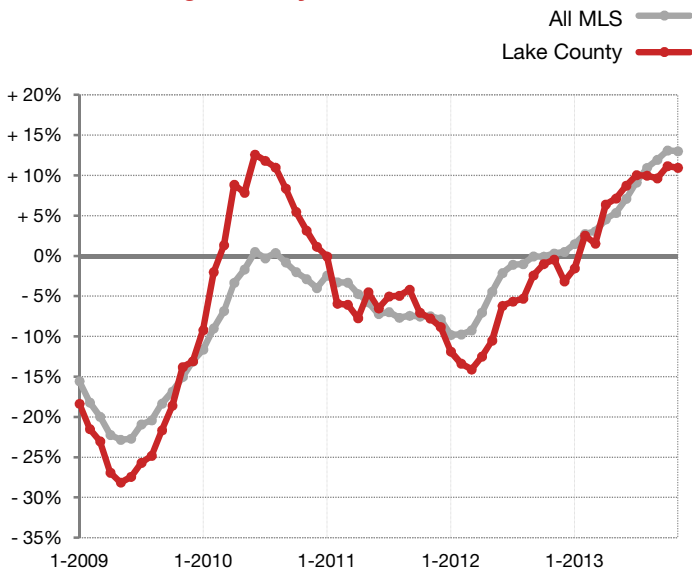
Attached Single-Family

	November			Trailing 12 Mos.		
	11-2012	11-2013	+ / -	11-2012	11-2013	+ / -
New Listings	202	188	- 6.9%	3,187	3,255	+ 2.1%
Under Contract (includes Contingent and Pending)	142	201	+ 41.5%	1,924	2,565	+ 33.3%
Closed Sales	141	171	+ 21.3%	1,796	2,466	+ 37.3%
Median Sales Price*	\$107,000	\$125,000	+ 16.8%	\$115,000	\$125,000	+ 8.7%
Average Sales Price*	\$161,229	\$162,369	+ 0.7%	\$152,824	\$159,681	+ 4.5%
Percent of Original List Price Received*	89.7%	92.5%	+ 3.1%	86.2%	91.9%	+ 6.6%
Average Market Time	121	82	- 32.1%	167	119	- 29.0%
Inventory of Homes for Sale at Month End	1,052	553	- 47.4%	--	--	--

* 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.