

# Local Market Update – August 2013

A RESEARCH TOOL PROVIDED BY MIDWEST REAL ESTATE DATA LLC  
RESIDENTIAL ACTIVITY ONLY | Data current as of September 15, 2013



## Cook County

**+ 9.3%**

Change in  
**New Listings**  
All Properties

**+ 22.1%**

Change in  
**Closed Sales**  
All Properties

**- 34.7%**

Change in  
**Inventory of Homes**  
All Properties

### Detached Single-Family

|  | August    |                  |         | Trailing 12 Mos. |                  |         |
|--|-----------|------------------|---------|------------------|------------------|---------|
|  | 8-2012    | 8-2013           | + / -   | 8-2012           | 8-2013           | + / -   |
| New Listings                                     | 4,594     | <b>4,985</b>     | + 8.5%  | 52,327           | <b>53,024</b>    | + 1.3%  |
| Under Contract (includes Contingent and Pending) | 2,534     | <b>3,584</b>     | + 41.4% | 26,960           | <b>34,970</b>    | + 29.7% |
| Closed Sales                                     | 2,862     | <b>3,537</b>     | + 23.6% | 25,550           | <b>32,531</b>    | + 27.3% |
| Median Sales Price*                              | \$175,000 | <b>\$200,000</b> | + 14.3% | \$160,000        | <b>\$170,000</b> | + 6.3%  |
| Average Sales Price*                             | \$276,649 | <b>\$292,005</b> | + 5.6%  | \$247,165        | <b>\$256,551</b> | + 3.8%  |
| Percent of Original List Price Received*         | 90.5%     | <b>95.4%</b>     | + 5.5%  | 88.4%            | <b>92.2%</b>     | + 4.3%  |
| Average Market Time                              | 133       | <b>92</b>        | - 30.7% | 147              | <b>118</b>       | - 19.6% |
| Inventory of Homes for Sale at Month End         | 18,173    | <b>12,580</b>    | - 30.8% | --               | --               | --      |

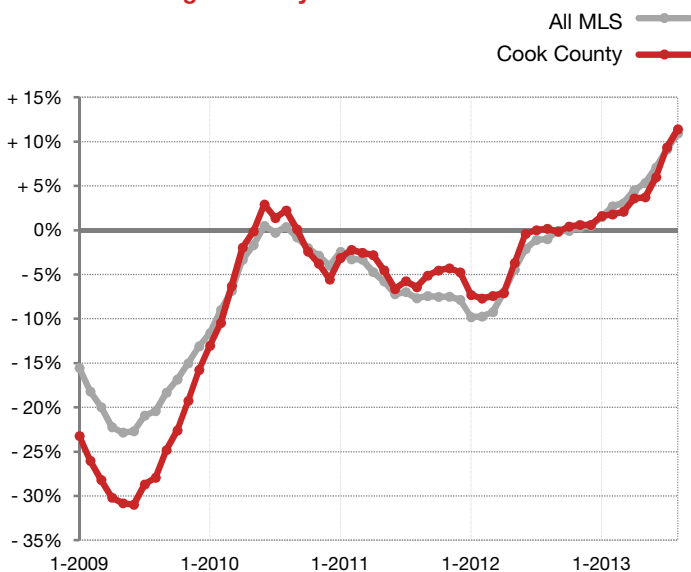
### Attached Single-Family

|  | August    |                  |         | Trailing 12 Mos. |                  |         |
|--|-----------|------------------|---------|------------------|------------------|---------|
|  | 8-2012    | 8-2013           | + / -   | 8-2012           | 8-2013           | + / -   |
| New Listings                                     | 3,336     | <b>3,682</b>     | + 10.4% | 40,596           | <b>40,198</b>    | - 1.0%  |
| Under Contract (includes Contingent and Pending) | 2,199     | <b>2,862</b>     | + 30.2% | 22,131           | <b>29,006</b>    | + 31.1% |
| Closed Sales                                     | 2,402     | <b>2,892</b>     | + 20.4% | 20,780           | <b>27,263</b>    | + 31.2% |
| Median Sales Price*                              | \$165,000 | <b>\$200,000</b> | + 21.2% | \$146,900        | <b>\$165,000</b> | + 12.3% |
| Average Sales Price*                             | \$230,997 | <b>\$263,311</b> | + 14.0% | \$218,784        | <b>\$237,203</b> | + 8.4%  |
| Percent of Original List Price Received*         | 90.0%     | <b>95.5%</b>     | + 6.0%  | 87.7%            | <b>92.7%</b>     | + 5.6%  |
| Average Market Time                              | 144       | <b>87</b>        | - 39.7% | 170              | <b>119</b>       | - 29.8% |
| Inventory of Homes for Sale at Month End         | 13,487    | <b>8,099</b>     | - 39.9% | --               | --               | --      |

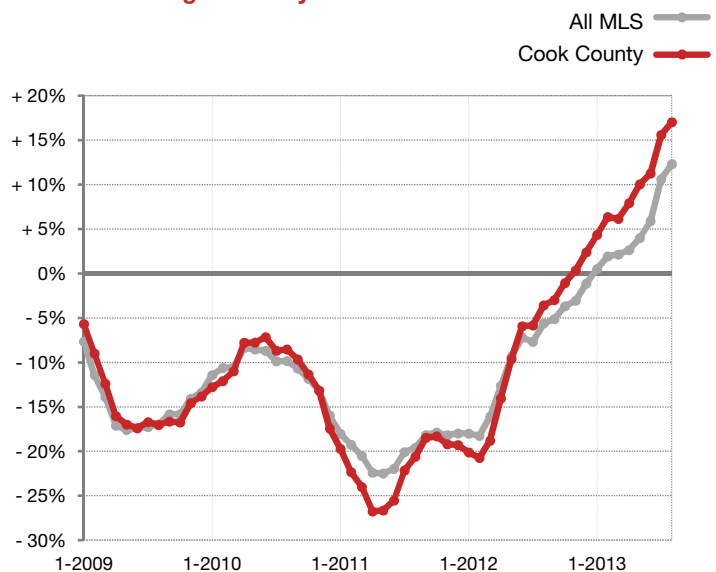
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.