

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



Lake County

+ 19.2%

Change in
New Listings
All Properties

+ 37.7%

Change in
Closed Sales
All Properties

- 28.5%

Change in
Inventory of Homes
All Properties

Detached Single-Family

	August			Trailing 12 Mos.		
	8-2012	8-2013	+ / -	8-2012	8-2013	+ / -
New Listings	890	1,140	+ 28.1%	11,644	12,797	+ 9.9%
Under Contract (includes Contingent and Pending)	606	882	+ 45.5%	6,297	8,417	+ 33.7%
Closed Sales	719	983	+ 36.7%	5,984	7,897	+ 32.0%
Median Sales Price*	\$225,000	\$250,000	+ 11.1%	\$200,000	\$220,000	+ 10.0%
Average Sales Price*	\$305,294	\$335,351	+ 9.8%	\$288,165	\$298,009	+ 3.4%
Percent of Original List Price Received*	90.7%	93.8%	+ 3.4%	87.8%	91.8%	+ 4.5%
Average Market Time	131	95	- 27.6%	165	129	- 21.9%
Inventory of Homes for Sale at Month End	4,657	3,531	- 24.2%	--	--	--

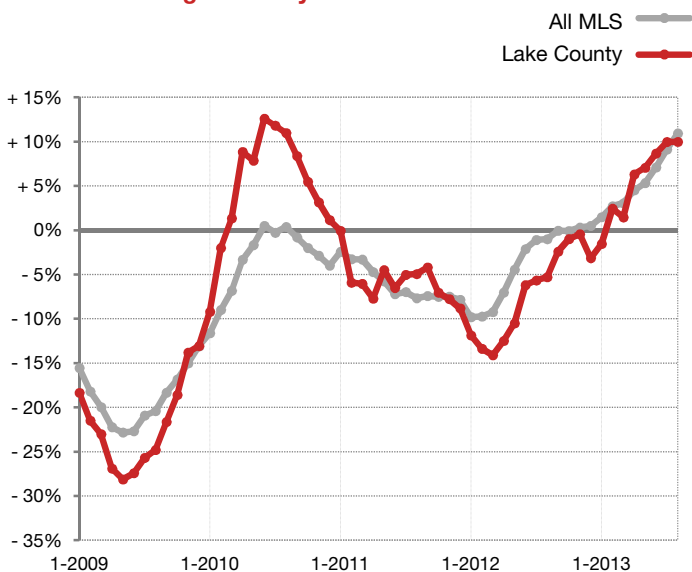
Attached Single-Family

	August			Trailing 12 Mos.		
	8-2012	8-2013	+ / -	8-2012	8-2013	+ / -
New Listings	308	288	- 6.5%	3,242	3,289	+ 1.4%
Under Contract (includes Contingent and Pending)	209	250	+ 19.6%	1,778	2,514	+ 41.4%
Closed Sales	191	270	+ 41.4%	1,648	2,364	+ 43.4%
Median Sales Price*	\$117,900	\$136,550	+ 15.8%	\$115,000	\$122,000	+ 6.1%
Average Sales Price*	\$177,056	\$178,969	+ 1.1%	\$152,633	\$157,482	+ 3.2%
Percent of Original List Price Received*	88.1%	93.5%	+ 6.2%	85.6%	90.8%	+ 6.1%
Average Market Time	149	84	- 43.5%	174	130	- 25.5%
Inventory of Homes for Sale at Month End	1,221	670	- 45.1%	--	--	--

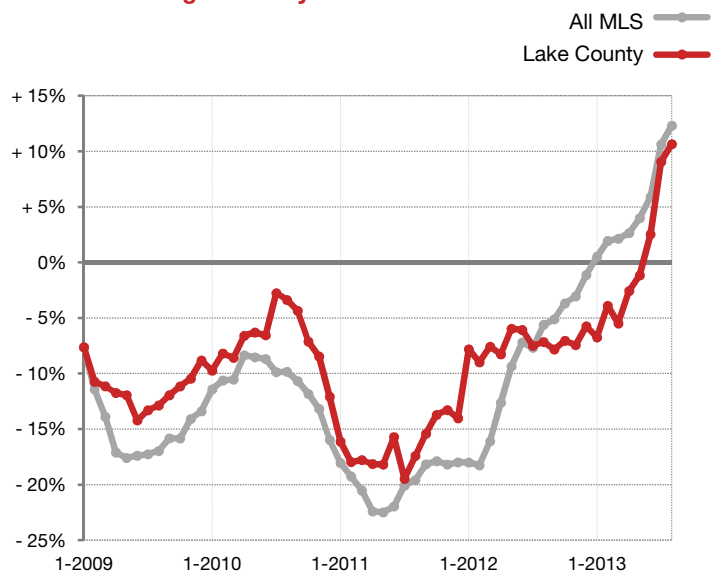
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.