

# Local Market Update – July 2013

A RESEARCH TOOL PROVIDED BY MIDWEST REAL ESTATE DATA LLC  
RESIDENTIAL ACTIVITY ONLY | Data current as of August 14, 2013



## Lake County

**+ 25.4%**

Change in  
**New Listings**  
All Properties

**+ 40.2%**

Change in  
**Closed Sales**  
All Properties

**- 30.9%**

Change in  
**Inventory of Homes**  
All Properties

### Detached Single-Family

	July			Trailing 12 Mos.		
	7-2012	7-2013	+ / -	7-2012	7-2013	+ / -
New Listings	1,010	<b>1,308</b>	+ 29.5%	11,728	<b>12,542</b>	+ 6.9%
Under Contract (includes Contingent and Pending)	607	<b>948</b>	+ 56.2%	6,144	<b>8,276</b>	+ 34.7%
Closed Sales	684	<b>929</b>	+ 35.8%	5,857	<b>7,630</b>	+ 30.3%
Median Sales Price*	\$228,950	<b>\$255,000</b>	+ 11.4%	\$202,000	<b>\$215,000</b>	+ 6.4%
Average Sales Price*	\$313,611	<b>\$328,405</b>	+ 4.7%	\$291,102	<b>\$293,935</b>	+ 1.0%
Percent of Original List Price Received*	88.5%	<b>93.9%</b>	+ 6.1%	87.4%	<b>91.4%</b>	+ 4.6%
Average Market Time	170	<b>107</b>	- 37.1%	170	<b>134</b>	- 21.5%
Inventory of Homes for Sale at Month End	4,902	<b>3,592</b>	- 26.7%	--	--	--

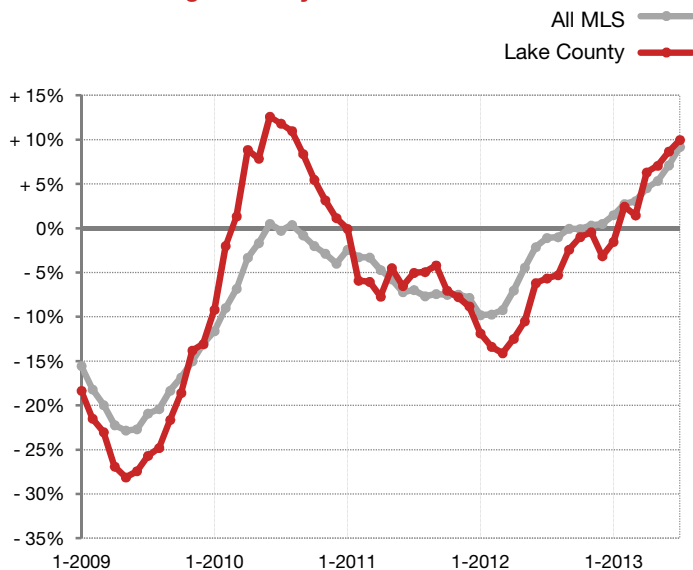
### Attached Single-Family

	July			Trailing 12 Mos.		
	7-2012	7-2013	+ / -	7-2012	7-2013	+ / -
New Listings	273	<b>301</b>	+ 10.3%	3,220	<b>3,309</b>	+ 2.8%
Under Contract (includes Contingent and Pending)	158	<b>250</b>	+ 58.2%	1,701	<b>2,515</b>	+ 47.9%
Closed Sales	175	<b>275</b>	+ 57.1%	1,605	<b>2,279</b>	+ 42.0%
Median Sales Price*	\$115,000	<b>\$140,000</b>	+ 21.7%	\$117,000	<b>\$120,000</b>	+ 2.6%
Average Sales Price*	\$139,557	<b>\$174,644</b>	+ 25.1%	\$151,445	<b>\$156,209</b>	+ 3.1%
Percent of Original List Price Received*	87.7%	<b>93.2%</b>	+ 6.3%	85.4%	<b>90.2%</b>	+ 5.7%
Average Market Time	140	<b>103</b>	- 26.3%	177	<b>137</b>	- 22.7%
Inventory of Homes for Sale at Month End	1,292	<b>685</b>	- 47.0%	--	--	--

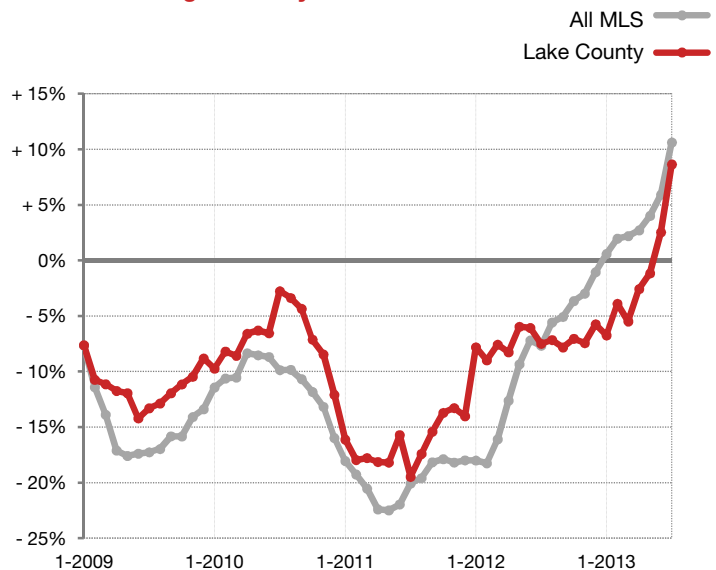
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.