

Local Market Update – June 2013

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



Lake County

+ 20.5%

Change in
New Listings
All Properties

+ 18.3%

Change in
Closed Sales
All Properties

- 32.0%

Change in
Inventory of Homes
All Properties

Detached Single-Family

	June			Trailing 12 Mos.		
	6-2012	6-2013	+ / -	6-2012	6-2013	+ / -
New Listings	1,154	1,428	+ 23.7%	11,746	12,246	+ 4.3%
Under Contract (includes Contingent and Pending)	692	961	+ 38.9%	6,006	8,073	+ 34.4%
Closed Sales	724	829	+ 14.5%	5,705	7,380	+ 29.4%
Median Sales Price*	\$261,000	\$270,000	+ 3.4%	\$202,000	\$210,000	+ 4.0%
Average Sales Price*	\$334,250	\$345,243	+ 3.3%	\$295,381	\$291,385	- 1.4%
Percent of Original List Price Received*	90.2%	94.1%	+ 4.4%	87.2%	90.8%	+ 4.1%
Average Market Time	150	102	- 31.5%	169	140	- 17.1%
Inventory of Homes for Sale at Month End	4,980	3,567	- 28.4%	--	--	--

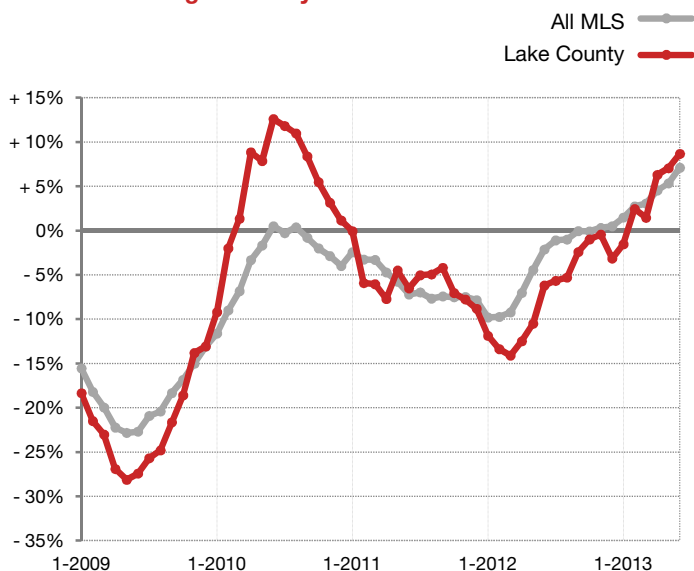
Attached Single-Family

	June			Trailing 12 Mos.		
	6-2012	6-2013	+ / -	6-2012	6-2013	+ / -
New Listings	298	321	+ 7.7%	3,209	3,279	+ 2.2%
Under Contract (includes Contingent and Pending)	185	266	+ 43.8%	1,669	2,468	+ 47.9%
Closed Sales	183	244	+ 33.3%	1,548	2,179	+ 40.8%
Median Sales Price*	\$120,000	\$139,950	+ 16.6%	\$119,000	\$115,750	- 2.7%
Average Sales Price*	\$144,269	\$182,151	+ 26.3%	\$153,836	\$152,543	- 0.8%
Percent of Original List Price Received*	87.1%	94.4%	+ 8.3%	85.0%	89.7%	+ 5.5%
Average Market Time	176	132	- 25.0%	184	142	- 23.1%
Inventory of Homes for Sale at Month End	1,300	701	- 46.1%	--	--	--

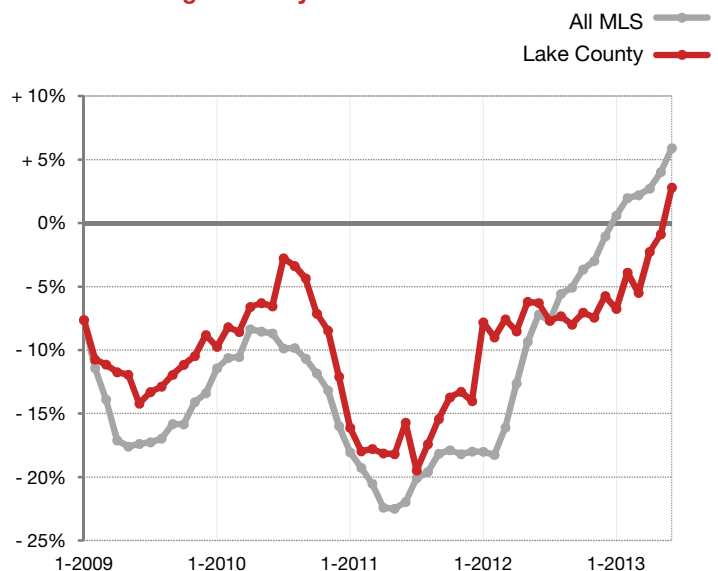
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.