

Local Market Update – May 2013

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



Lake County

+ 17.2%

Change in
New Listings
All Properties

+ 39.3%

Change in
Closed Sales
All Properties

- 34.8%

Change in
Inventory of Homes
All Properties

Detached Single-Family

	May			Trailing 12 Mos.		
	5-2012	5-2013	+ / -	5-2012	5-2013	+ / -
New Listings	1,273	1,509	+ 18.5%	11,776	11,972	+ 1.7%
Under Contract (includes Contingent and Pending)	661	1,066	+ 61.3%	5,865	7,964	+ 35.8%
Closed Sales	564	801	+ 42.0%	5,549	7,271	+ 31.0%
Median Sales Price*	\$212,000	\$230,000	+ 8.5%	\$200,000	\$208,000	+ 4.0%
Average Sales Price*	\$295,198	\$302,372	+ 2.4%	\$294,319	\$289,544	- 1.6%
Percent of Original List Price Received*	89.6%	93.4%	+ 4.3%	86.7%	90.4%	+ 4.2%
Average Market Time	173	128	- 26.1%	173	146	- 15.8%
Inventory of Homes for Sale at Month End	5,063	3,480	- 31.3%	--	--	--

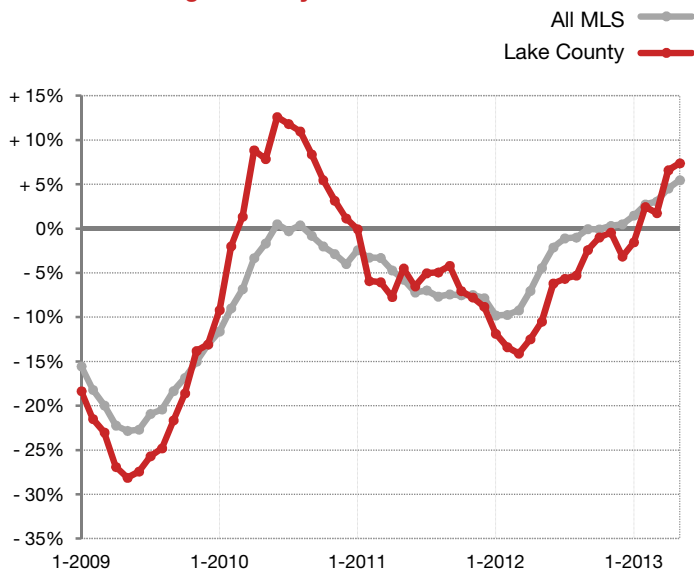
Attached Single-Family

	May			Trailing 12 Mos.		
	5-2012	5-2013	+ / -	5-2012	5-2013	+ / -
New Listings	305	340	+ 11.5%	3,210	3,258	+ 1.5%
Under Contract (includes Contingent and Pending)	183	327	+ 78.7%	1,621	2,430	+ 49.9%
Closed Sales	174	227	+ 30.5%	1,505	2,114	+ 40.5%
Median Sales Price*	\$125,000	\$130,000	+ 4.0%	\$120,000	\$112,000	- 6.7%
Average Sales Price*	\$170,975	\$160,774	- 6.0%	\$157,116	\$148,485	- 5.5%
Percent of Original List Price Received*	86.9%	93.9%	+ 8.1%	84.7%	88.9%	+ 5.0%
Average Market Time	190	130	- 31.6%	186	146	- 21.4%
Inventory of Homes for Sale at Month End	1,353	706	- 47.8%	--	--	--

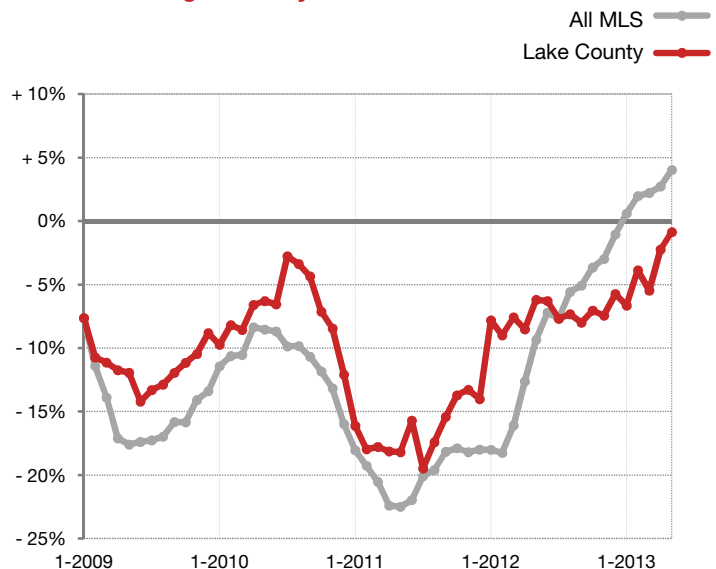
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.