

Local Market Update – October 2013

A RESEARCH TOOL PROVIDED BY MIDWEST REAL ESTATE DATA LLC
RESIDENTIAL ACTIVITY ONLY | Data current as of November 13, 2013



Lake County

+ 6.7%

Change in
New Listings
All Properties

+ 6.0%

Change in
Closed Sales
All Properties

- 26.2%

Change in
Inventory of Homes
All Properties

Detached Single-Family

	October			Trailing 12 Mos.		
	10-2012	10-2013	+ / -	10-2012	10-2013	+ / -
New Listings	841	954	+ 13.4%	11,660	12,995	+ 11.4%
Under Contract (includes Contingent and Pending)	586	724	+ 23.5%	6,560	8,454	+ 28.9%
Closed Sales	644	647	+ 0.5%	6,239	8,171	+ 31.0%
Median Sales Price*	\$170,050	\$225,000	+ 32.3%	\$200,000	\$225,000	+ 12.5%
Average Sales Price*	\$258,727	\$313,675	+ 21.2%	\$286,599	\$304,421	+ 6.2%
Percent of Original List Price Received*	89.3%	92.8%	+ 4.0%	88.4%	92.4%	+ 4.5%
Average Market Time	151	107	- 29.3%	162	122	- 24.5%
Inventory of Homes for Sale at Month End	4,227	3,327	- 21.3%	--	--	--

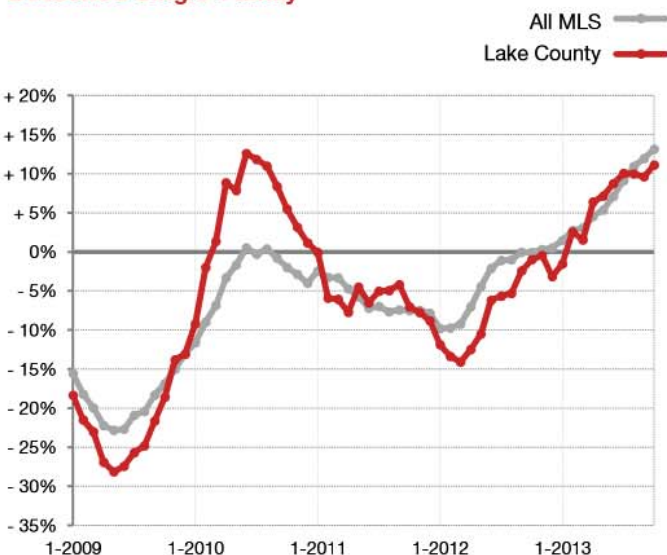
Attached Single-Family

	October			Trailing 12 Mos.		
	10-2012	10-2013	+ / -	10-2012	10-2013	+ / -
New Listings	273	235	- 13.9%	3,212	3,267	+ 1.7%
Under Contract (includes Contingent and Pending)	171	231	+ 35.1%	1,884	2,532	+ 34.4%
Closed Sales	174	220	+ 26.4%	1,757	2,435	+ 38.6%
Median Sales Price*	\$113,250	\$127,250	+ 12.4%	\$115,000	\$124,900	+ 8.6%
Average Sales Price*	\$138,799	\$158,153	+ 13.9%	\$152,003	\$159,614	+ 5.0%
Percent of Original List Price Received*	86.3%	92.6%	+ 7.2%	85.9%	91.8%	+ 6.9%
Average Market Time	166	92	- 44.2%	170	121	- 28.7%
Inventory of Homes for Sale at Month End	1,113	616	- 44.7%	--	--	--

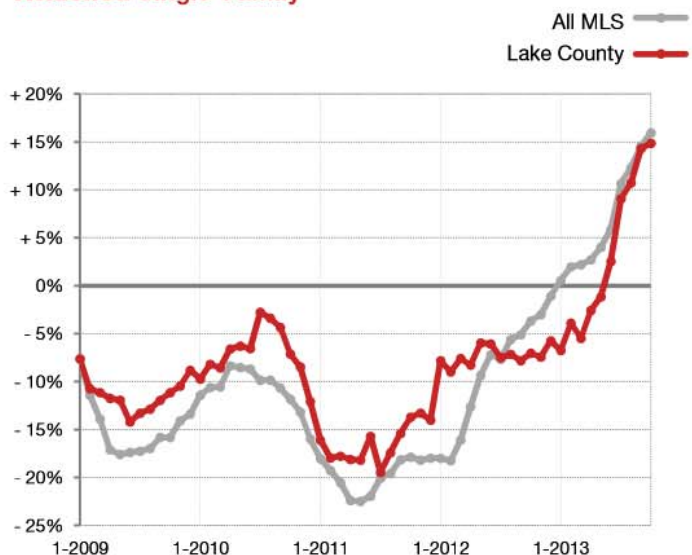
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.