

Local Market Update – September 2013

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



Lake County

+ 8.5%

Change in
New Listings
All Properties

+ 43.0%

Change in
Closed Sales
All Properties

- 26.0%

Change in
Inventory of Homes
All Properties

Detached Single-Family

	September			Trailing 12 Mos.		
	9-2012	9-2013	+ / -	9-2012	9-2013	+ / -
New Listings	902	984	+ 9.1%	11,627	12,877	+ 10.8%
Under Contract (includes Contingent and Pending)	516	663	+ 28.5%	6,400	8,427	+ 31.7%
Closed Sales	487	746	+ 53.2%	6,049	8,162	+ 34.9%
Median Sales Price*	\$220,000	\$229,450	+ 4.3%	\$202,500	\$220,000	+ 8.6%
Average Sales Price*	\$284,577	\$312,654	+ 9.9%	\$288,537	\$300,092	+ 4.0%
Percent of Original List Price Received*	89.1%	93.3%	+ 4.7%	88.0%	92.1%	+ 4.6%
Average Market Time	142	103	- 27.3%	162	126	- 22.6%
Inventory of Homes for Sale at Month End	4,516	3,534	- 21.7%	--	--	--

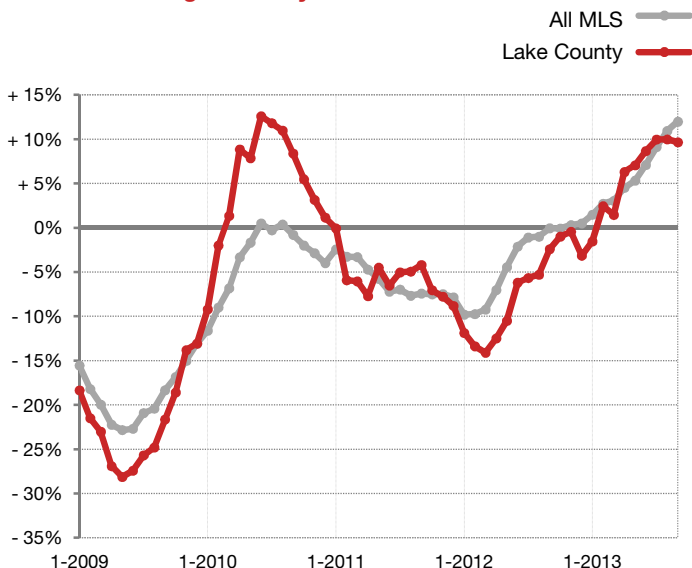
Attached Single-Family

	September			Trailing 12 Mos.		
	9-2012	9-2013	+ / -	9-2012	9-2013	+ / -
New Listings	224	238	+ 6.3%	3,203	3,302	+ 3.1%
Under Contract (includes Contingent and Pending)	156	201	+ 28.8%	1,829	2,513	+ 37.4%
Closed Sales	169	192	+ 13.6%	1,706	2,388	+ 40.0%
Median Sales Price*	\$114,000	\$130,500	+ 14.5%	\$115,000	\$123,400	+ 7.3%
Average Sales Price*	\$160,570	\$168,311	+ 4.8%	\$153,038	\$158,255	+ 3.4%
Percent of Original List Price Received*	86.6%	93.0%	+ 7.4%	85.7%	91.3%	+ 6.5%
Average Market Time	139	103	- 26.4%	170	127	- 25.0%
Inventory of Homes for Sale at Month End	1,160	668	- 42.4%	--	--	--

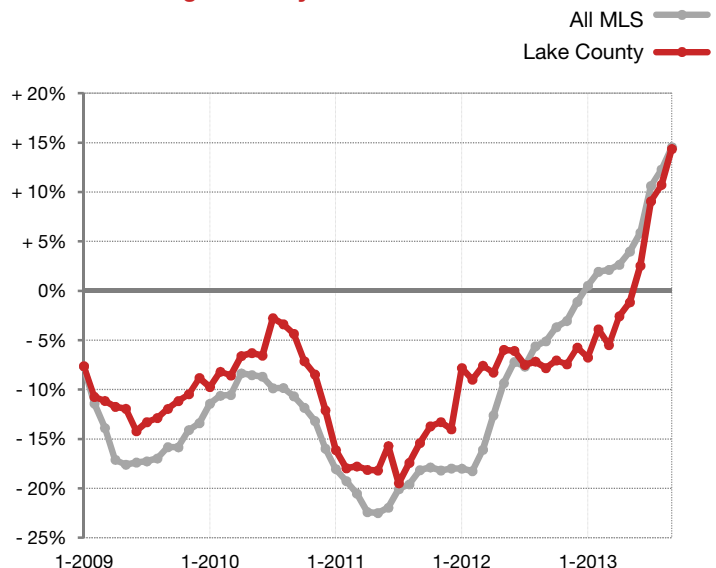
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.