

Local Market Update – December 2013

A RESEARCH TOOL PROVIDED BY THE INDIANA ASSOCIATION OF REALTORS®



Lake County

+ 6.8%

Change in
New Listings

+ 20.4%

Change in
Closed Sales

+ 8.6%

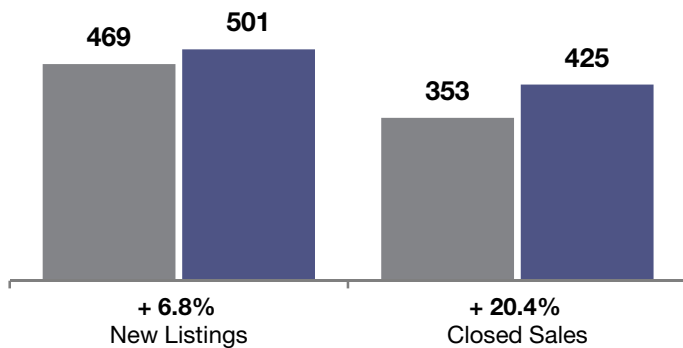
Change in
Median Sales Price

	December			Year to Date		
	2012	2013	+ / -	2012	2013	+ / -
New Listings	469	501	+ 6.8%	8,913	9,627	+ 8.0%
Closed Sales	353	425	+ 20.4%	4,499	5,383	+ 19.6%
Median Sales Price	\$119,750	\$130,000	+ 8.6%	\$125,500	\$128,000	+ 2.0%
Percent of Original List Price Received at Sale*	90.6%	91.1%	+ 0.6%	91.5%	92.8%	+ 1.4%
Months Supply of Inventory	8.0	7.0	- 12.4%	--	--	--
Inventory of Homes for Sale	2,985	3,127	+ 4.8%	--	--	--

* Does not account for list price from any previous listing contracts. | Activity for one month can sometimes look extreme due to small sample size.

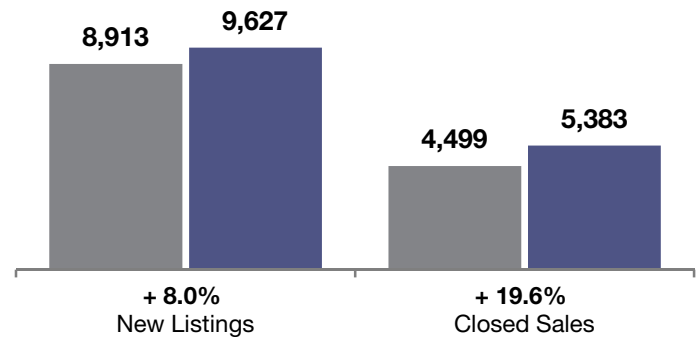
December

■ 2012 ■ 2013

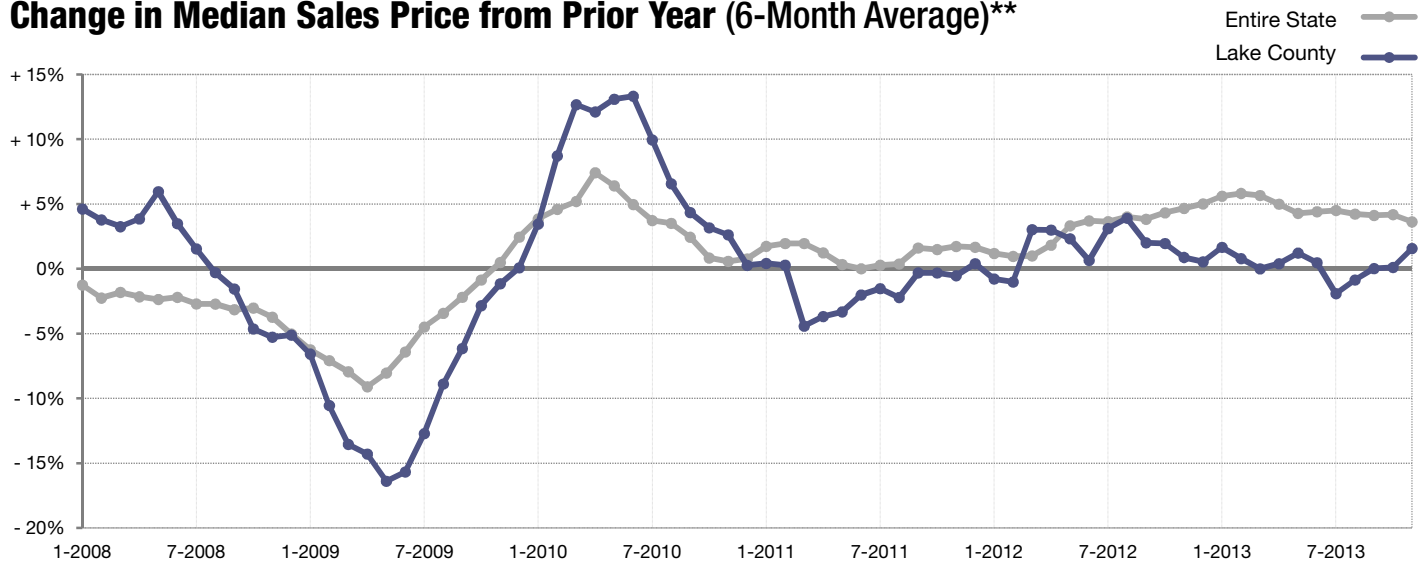


Year to Date

■ 2012 ■ 2013



Change in Median Sales Price from Prior Year (6-Month Average)**



** 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. | Data obtained from participating Multiple Listing Services (MLSs) and Broker Listing Cooperatives® (BLCs®). Powered by 10K Research and Marketing.