

# Local Market Update – April 2012

A RESEARCH TOOL PROVIDED BY THE INDIANA ASSOCIATION OF REALTORS®



## Lake County

**- 0.6%**

Change in  
**New Listings**  
Last 3 Mos. Compared  
to a Year Ago

**+ 10.2%**

Change in  
**Closed Sales**  
Last 3 Mos. Compared  
to a Year Ago

**+ 2.6%**

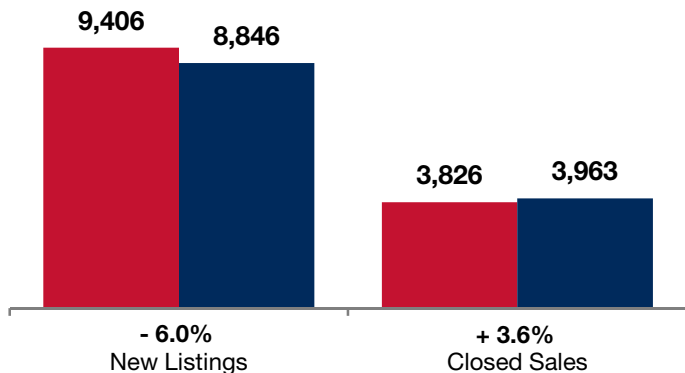
Change in  
**Median Sales Price**  
Last 3 Mos. Compared  
to a Year Ago

	Feb through Apr			May through Apr		
	2011	2012	+ / -	2011	2012	+ / -
New Listings	2,388	2,374	- 0.6%	9,406	8,846	- 6.0%
Closed Sales	861	949	+ 10.2%	3,826	3,963	+ 3.6%
Median Sales Price	\$116,900	\$119,900	+ 2.6%	\$125,000	\$125,000	0.0%
Percent of Original List Price Received at Sale*	91.0%	90.8%	-0.3%	91.1%	90.5%	-0.6%

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

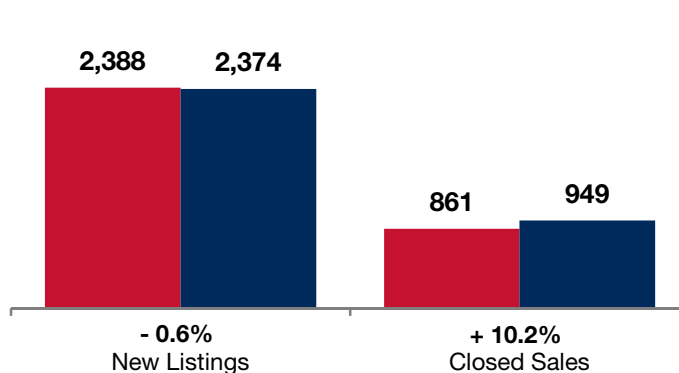
### May through Apr

■ 2011 ■ 2012

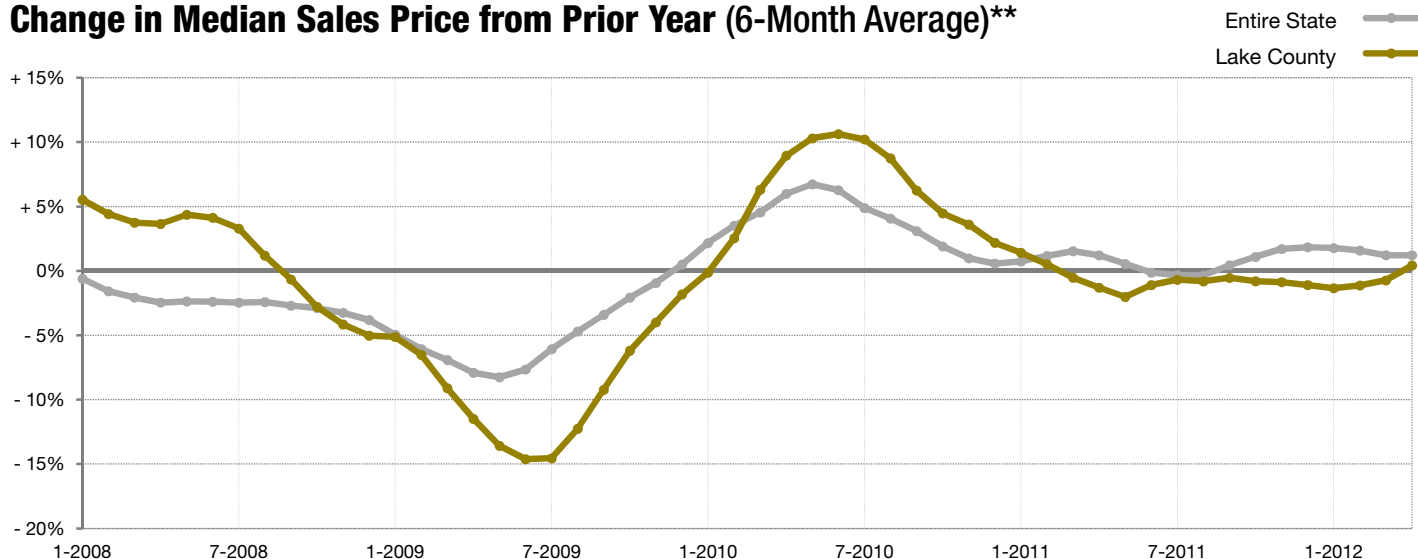


### Feb through Apr

■ 2011 ■ 2012



### 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.