

Local Market Update – December 2013

A RESEARCH TOOL PROVIDED BY THE INDIANA ASSOCIATION OF REALTORS®



Lake County

+ 5.5%

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

+ 10.9%

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

+ 7.5%

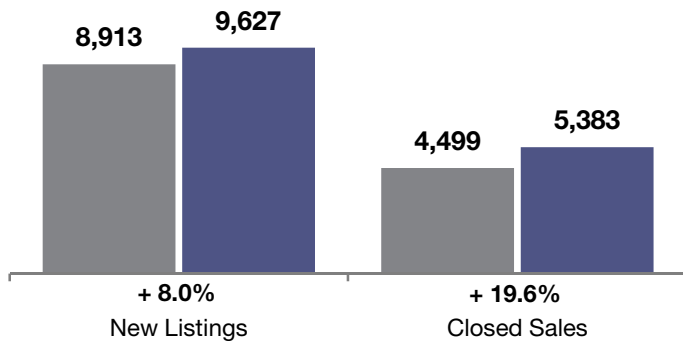
Change in
Median Sales Price
Last 3 Mos. Compared
to a Year Ago

	October through December			January through December		
	2012	2013	+ / -	2012	2013	+ / -
New Listings	1,857	1,959	+ 5.5%	8,913	9,627	+ 8.0%
Closed Sales	1,189	1,319	+ 10.9%	4,499	5,383	+ 19.6%
Median Sales Price	\$120,000	\$129,000	+ 7.5%	\$125,500	\$128,000	+ 2.0%
Percent of Original List Price Received at Sale*	91.0%	92.1%	+ 1.2%	91.5%	92.8%	+ 1.4%

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

January through December

■ 2012 ■ 2013

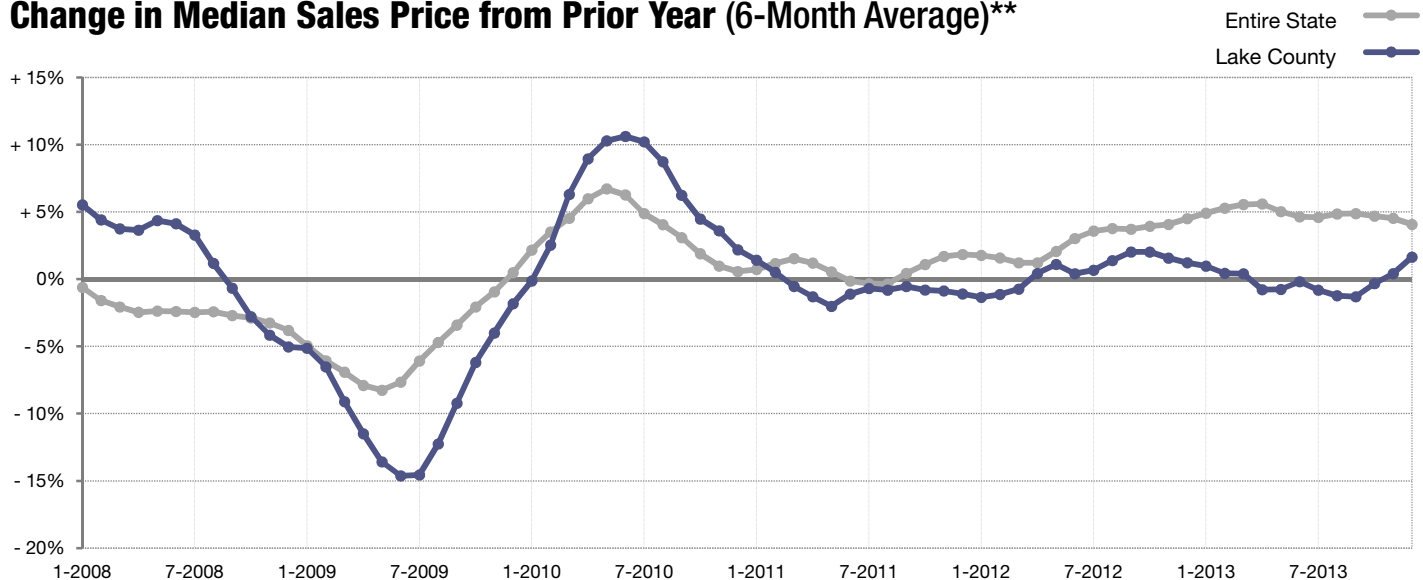


October through December

■ 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.