

Local Market Update – July 2018

A RESEARCH TOOL PROVIDED BY MIDWEST REAL ESTATE DATA LLC
RESIDENTIAL ACTIVITY ONLY | Data current as of August 14, 2018



Lake County

+ 11.1%

- 4.4%

- 2.6%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

	July			Trailing 12 Months		
	7-2017	7-2018	+ / -	7-2017	7-2018	+ / -
New Listings	1,410	1,585	+ 12.4%	15,266	15,970	+ 4.6%
Under Contract (includes Contingent and Pending)	708	775	+ 9.5%	8,312	8,194	- 1.4%
Closed Sales	862	817	- 5.2%	8,401	8,128	- 3.2%
Median Sales Price*	\$282,000	\$285,000	+ 1.1%	\$260,000	\$273,000	+ 5.0%
Average Sales Price*	\$365,706	\$363,799	- 0.5%	\$340,176	\$348,956	+ 2.6%
Percent of Original List Price Received*	95.2%	95.6%	+ 0.4%	94.1%	94.7%	+ 0.6%
Average Market Time	88	83	- 5.7%	107	101	- 5.6%
Inventory of Homes for Sale at Month End	4,141	4,036	- 2.5%	--	--	--

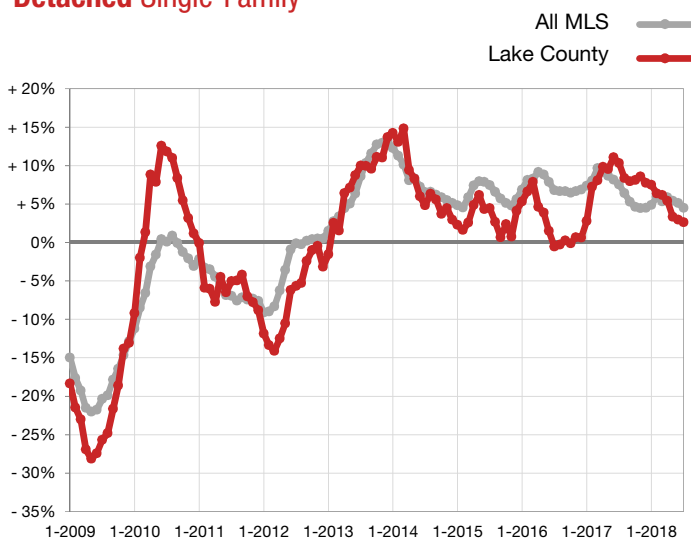
Attached Single-Family

	July			Trailing 12 Months		
	7-2017	7-2018	+ / -	7-2017	7-2018	+ / -
New Listings	367	389	+ 6.0%	3,627	3,746	+ 3.3%
Under Contract (includes Contingent and Pending)	212	254	+ 19.8%	2,470	2,446	- 1.0%
Closed Sales	269	264	- 1.9%	2,551	2,423	- 5.0%
Median Sales Price*	\$175,000	\$180,000	+ 2.9%	\$164,000	\$172,500	+ 5.2%
Average Sales Price*	\$208,202	\$208,599	+ 0.2%	\$199,111	\$210,650	+ 5.8%
Percent of Original List Price Received*	96.3%	96.0%	- 0.3%	94.9%	95.5%	+ 0.6%
Average Market Time	57	47	- 17.5%	69	61	- 11.6%
Inventory of Homes for Sale at Month End	690	671	- 2.8%	--	--	--

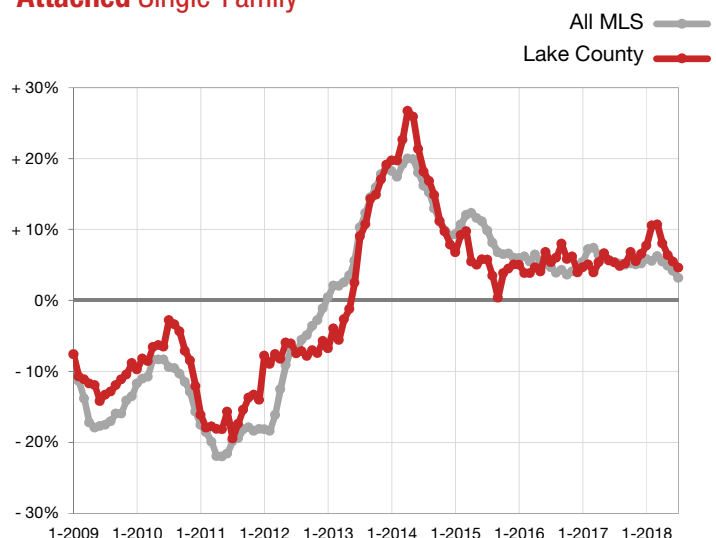
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.