

Local Market Update – August 2018

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



Lake County

+ 9.1%

Change in
New Listings
All Properties

+ 2.3%

Change in
Closed Sales
All Properties

+ 0.3%

Change in
Inventory of Homes
All Properties

Detached Single-Family

	August			Trailing 12 Months		
	8-2017	8-2018	+ / -	8-2017	8-2018	+ / -
New Listings	1,353	1,538	+ 13.7%	15,321	16,164	+ 5.5%
Under Contract (includes Contingent and Pending)	700	707	+ 1.0%	8,331	8,159	- 2.1%
Closed Sales	860	843	- 2.0%	8,400	8,115	- 3.4%
Median Sales Price*	\$285,000	\$268,000	- 6.0%	\$262,250	\$271,000	+ 3.3%
Average Sales Price*	\$368,829	\$352,206	- 4.5%	\$342,089	\$347,095	+ 1.5%
Percent of Original List Price Received*	95.4%	94.9%	- 0.5%	94.3%	94.6%	+ 0.3%
Average Market Time	93	85	- 8.6%	107	100	- 6.5%
Inventory of Homes for Sale at Month End	4,043	4,079	+ 0.9%	--	--	--

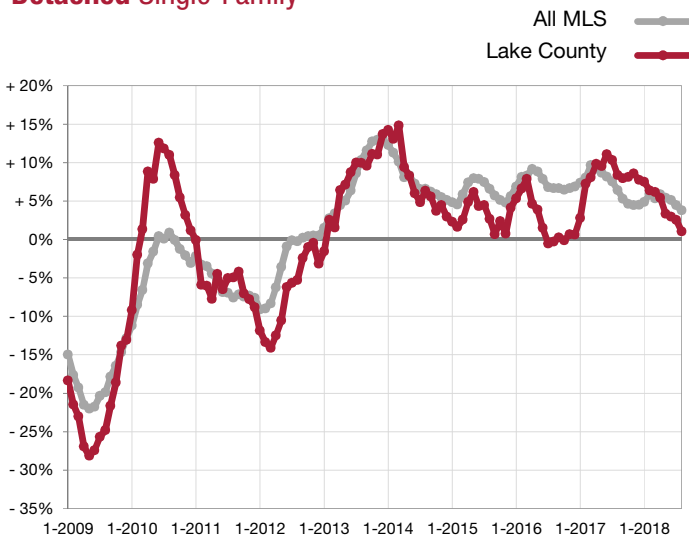
Attached Single-Family

	August			Trailing 12 Months		
	8-2017	8-2018	+ / -	8-2017	8-2018	+ / -
New Listings	362	333	- 8.0%	3,647	3,720	+ 2.0%
Under Contract (includes Contingent and Pending)	221	214	- 3.2%	2,476	2,429	- 1.9%
Closed Sales	217	259	+ 19.4%	2,498	2,465	- 1.3%
Median Sales Price*	\$164,500	\$160,000	- 2.7%	\$164,700	\$172,500	+ 4.7%
Average Sales Price*	\$203,912	\$199,835	- 2.0%	\$199,997	\$210,106	+ 5.1%
Percent of Original List Price Received*	95.6%	94.9%	- 0.7%	94.9%	95.4%	+ 0.5%
Average Market Time	42	70	+ 66.7%	68	63	- 7.4%
Inventory of Homes for Sale at Month End	710	689	- 3.0%	--	--	--

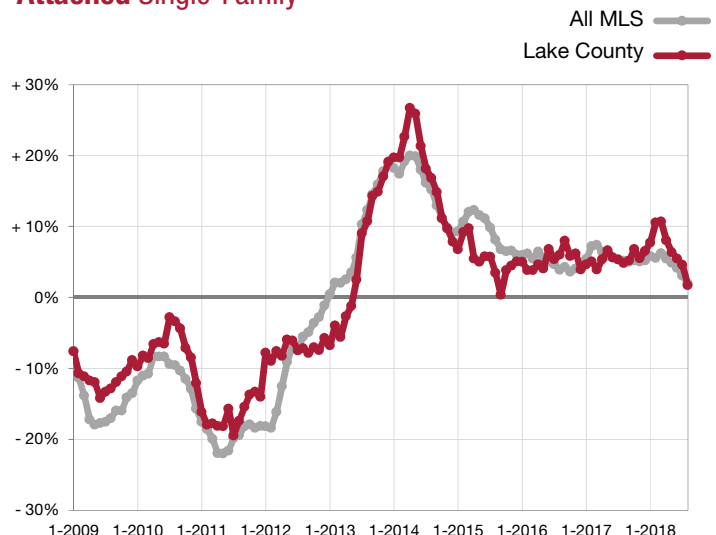
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.