

Local Market Update – September 2018

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



Lake County

+ 1.8%

- 13.0%

- 1.4%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

	September			Trailing 12 Months		
	9-2017	9-2018	+ / -	9-2017	9-2018	+ / -
New Listings	1,304	1,289	- 1.2%	15,418	16,157	+ 4.8%
Under Contract (includes Contingent and Pending)	545	652	+ 19.6%	8,319	8,217	- 1.2%
Closed Sales	679	600	- 11.6%	8,418	8,040	- 4.5%
Median Sales Price*	\$252,500	\$245,000	- 3.0%	\$263,000	\$270,000	+ 2.7%
Average Sales Price*	\$331,118	\$344,188	+ 3.9%	\$343,009	\$348,156	+ 1.5%
Percent of Original List Price Received*	94.3%	94.1%	- 0.2%	94.3%	94.6%	+ 0.3%
Average Market Time	93	88	- 5.4%	107	100	- 6.5%
Inventory of Homes for Sale at Month End	4,041	3,970	- 1.8%	--	--	--

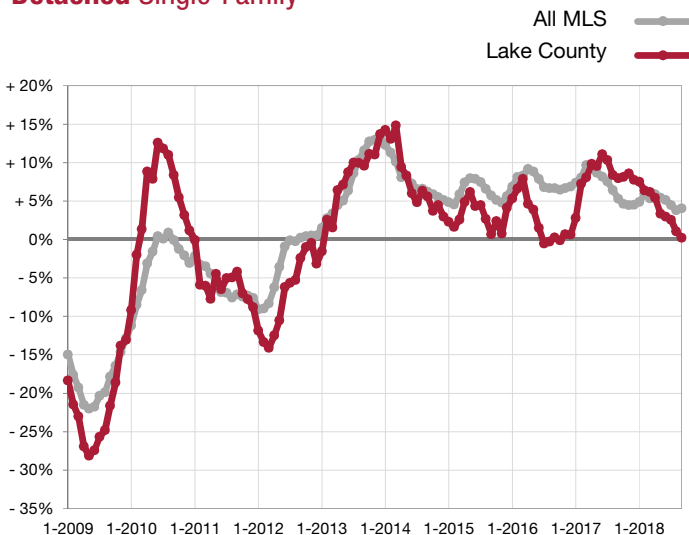
Attached Single-Family

	September			Trailing 12 Months		
	9-2017	9-2018	+ / -	9-2017	9-2018	+ / -
New Listings	288	332	+ 15.3%	3,629	3,766	+ 3.8%
Under Contract (includes Contingent and Pending)	173	167	- 3.5%	2,442	2,417	- 1.0%
Closed Sales	216	179	- 17.1%	2,488	2,430	- 2.3%
Median Sales Price*	\$169,600	\$168,999	- 0.4%	\$165,000	\$172,000	+ 4.2%
Average Sales Price*	\$212,515	\$212,481	- 0.0%	\$202,306	\$210,011	+ 3.8%
Percent of Original List Price Received*	95.7%	95.1%	- 0.6%	95.0%	95.4%	+ 0.4%
Average Market Time	56	51	- 8.9%	68	63	- 7.4%
Inventory of Homes for Sale at Month End	714	718	+ 0.6%	--	--	--

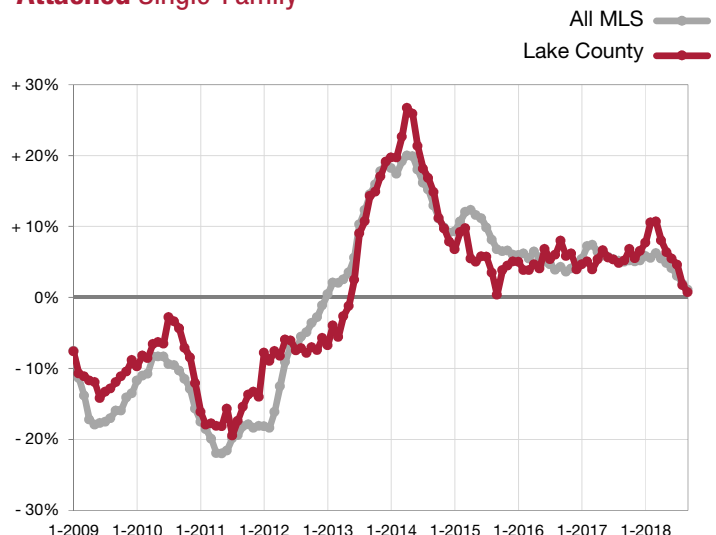
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.