

# Local Market Update – October 2018

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



## Lake County

**+ 10.2%**

Change in  
**New Listings**  
All Properties

**+ 6.0%**

Change in  
**Closed Sales**  
All Properties

**- 1.4%**

Change in  
**Inventory of Homes**  
All Properties

### Detached Single-Family

	October			Trailing 12 Months		
	10-2017	10-2018	+ / -	10-2017	10-2018	+ / -
New Listings	1,086	<b>1,223</b>	+ 12.6%	15,485	<b>16,308</b>	+ 5.3%
Under Contract (includes Contingent and Pending)	591	<b>607</b>	+ 2.7%	8,306	<b>8,199</b>	- 1.3%
Closed Sales	612	<b>683</b>	+ 11.6%	8,440	<b>8,119</b>	- 3.8%
Median Sales Price*	\$259,000	<b>\$250,000</b>	- 3.5%	\$265,000	<b>\$270,000</b>	+ 1.9%
Average Sales Price*	\$323,448	<b>\$329,800</b>	+ 2.0%	\$342,925	<b>\$348,406</b>	+ 1.6%
Percent of Original List Price Received*	94.1%	<b>93.5%</b>	- 0.6%	94.4%	<b>94.6%</b>	+ 0.2%
Average Market Time	93	<b>92</b>	- 1.1%	106	<b>100</b>	- 5.7%
Inventory of Homes for Sale at Month End	3,785	<b>3,739</b>	- 1.2%	--	--	--

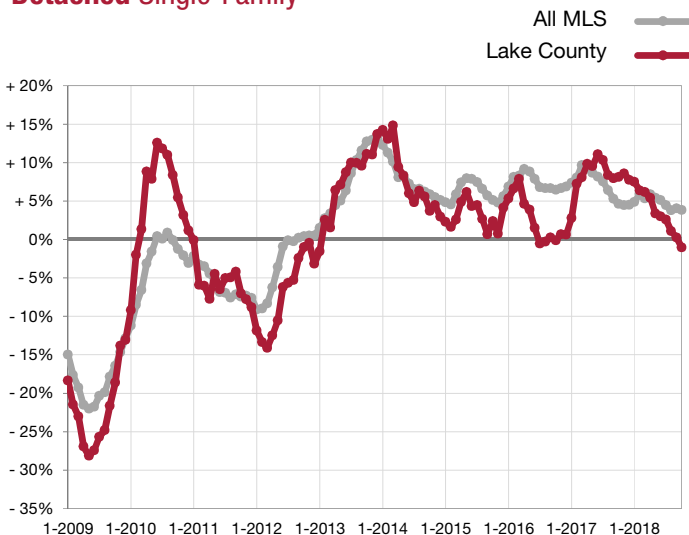
### Attached Single-Family

	October			Trailing 12 Months		
	10-2017	10-2018	+ / -	10-2017	10-2018	+ / -
New Listings	291	<b>294</b>	+ 1.0%	3,642	<b>3,769</b>	+ 3.5%
Under Contract (includes Contingent and Pending)	165	<b>199</b>	+ 20.6%	2,434	<b>2,447</b>	+ 0.5%
Closed Sales	224	<b>203</b>	- 9.4%	2,497	<b>2,409</b>	- 3.5%
Median Sales Price*	\$175,000	<b>\$167,000</b>	- 4.6%	\$166,000	<b>\$170,000</b>	+ 2.4%
Average Sales Price*	\$231,295	<b>\$199,740</b>	- 13.6%	\$206,248	<b>\$207,166</b>	+ 0.4%
Percent of Original List Price Received*	95.0%	<b>94.4%</b>	- 0.6%	95.2%	<b>95.3%</b>	+ 0.1%
Average Market Time	52	<b>52</b>	0.0%	66	<b>63</b>	- 4.5%
Inventory of Homes for Sale at Month End	696	<b>680</b>	- 2.3%	--	--	--

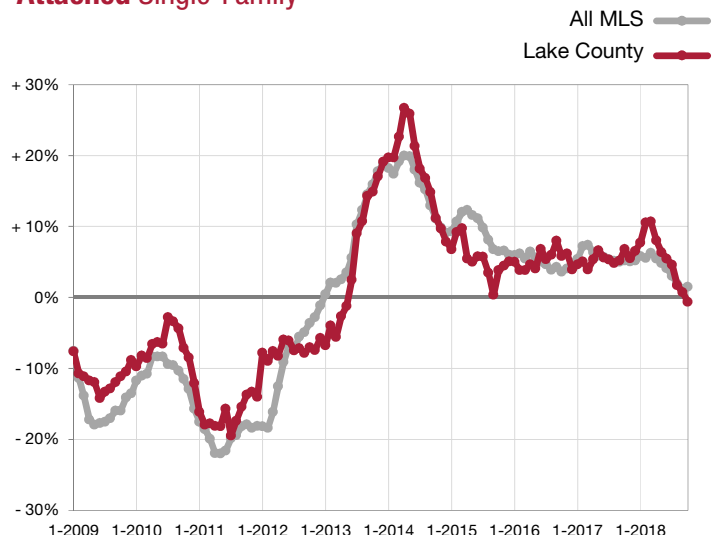
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.