

Local Market Update – November 2018

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



Lake County

+ 3.3%

Change in
New Listings
All Properties

+ 6.8%

Change in
Closed Sales
All Properties

+ 0.2%

Change in
Inventory of Homes
All Properties

Detached Single-Family

	November			Trailing 12 Months		
	11-2017	11-2018	+ / -	11-2017	11-2018	+ / -
New Listings	754	779	+ 3.3%	15,464	16,333	+ 5.6%
Under Contract (includes Contingent and Pending)	503	474	- 5.8%	8,291	8,136	- 1.9%
Closed Sales	558	593	+ 6.3%	8,413	8,158	- 3.0%
Median Sales Price*	\$251,000	\$258,000	+ 2.8%	\$267,000	\$270,000	+ 1.1%
Average Sales Price*	\$325,764	\$328,985	+ 1.0%	\$344,030	\$348,637	+ 1.3%
Percent of Original List Price Received*	93.2%	94.5%	+ 1.4%	94.4%	94.7%	+ 0.3%
Average Market Time	99	110	+ 11.1%	106	101	- 4.7%
Inventory of Homes for Sale at Month End	3,367	3,361	- 0.2%	--	--	--

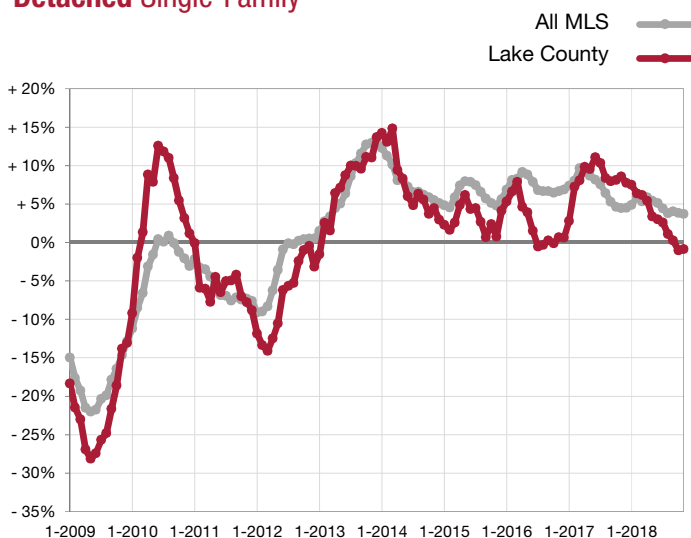
Attached Single-Family

	November			Trailing 12 Months		
	11-2017	11-2018	+ / -	11-2017	11-2018	+ / -
New Listings	176	182	+ 3.4%	3,610	3,776	+ 4.6%
Under Contract (includes Contingent and Pending)	157	133	- 15.3%	2,449	2,421	- 1.1%
Closed Sales	148	161	+ 8.8%	2,483	2,423	- 2.4%
Median Sales Price*	\$159,500	\$167,000	+ 4.7%	\$167,000	\$171,000	+ 2.4%
Average Sales Price*	\$201,563	\$198,700	- 1.4%	\$207,034	\$206,913	- 0.1%
Percent of Original List Price Received*	93.9%	94.7%	+ 0.9%	95.1%	95.4%	+ 0.3%
Average Market Time	69	63	- 8.7%	66	63	- 4.5%
Inventory of Homes for Sale at Month End	604	618	+ 2.3%	--	--	--

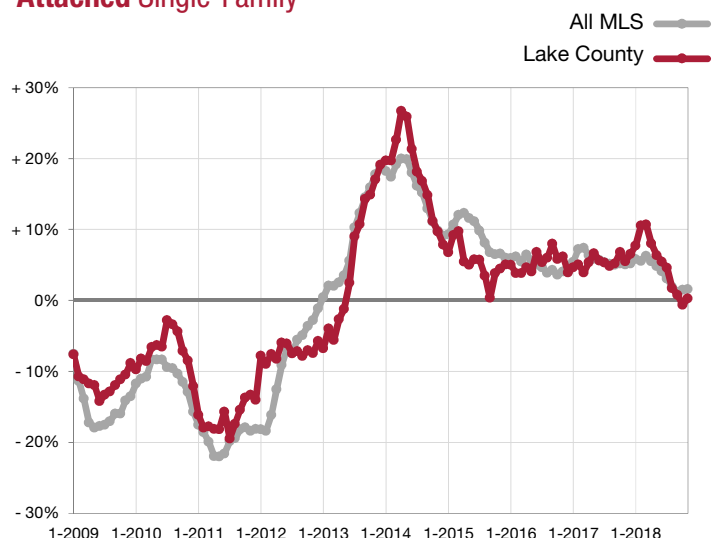
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.