

Local Market Update – December 2018

A RESEARCH TOOL PROVIDED BY MIDWEST REAL ESTATE DATA LLC
RESIDENTIAL ACTIVITY ONLY | Data current as of January 14, 2019



Lake County

- 2.0%

Change in
New Listings
All Properties

- 9.4%

Change in
Closed Sales
All Properties

- 0.6%

Change in
Inventory of Homes
All Properties

Detached Single-Family

	December			Trailing 12 Months		
	12-2017	12-2018	+ / -	12-2017	12-2018	+ / -
New Listings	510	497	- 2.5%	15,477	16,330	+ 5.5%
Under Contract (includes Contingent and Pending)	368	425	+ 15.5%	8,268	8,166	- 1.2%
Closed Sales	543	489	- 9.9%	8,340	8,111	- 2.7%
Median Sales Price*	\$251,500	\$248,000	- 1.4%	\$268,000	\$270,000	+ 0.7%
Average Sales Price*	\$341,685	\$320,203	- 6.3%	\$346,553	\$347,181	+ 0.2%
Percent of Original List Price Received*	94.1%	92.3%	- 1.9%	94.5%	94.4%	- 0.1%
Average Market Time	111	109	- 1.8%	105	101	- 3.8%
Inventory of Homes for Sale at Month End	2,934	2,902	- 1.1%	--	--	--

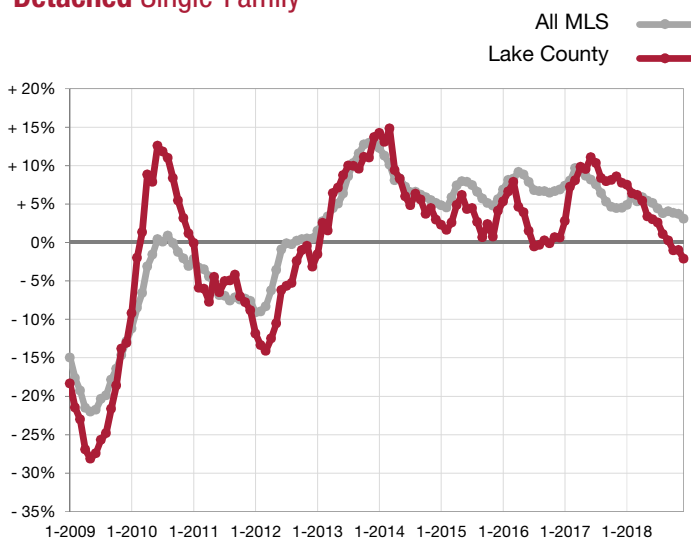
Attached Single-Family

	December			Trailing 12 Months		
	12-2017	12-2018	+ / -	12-2017	12-2018	+ / -
New Listings	130	130	0.0%	3,592	3,776	+ 5.1%
Under Contract (includes Contingent and Pending)	132	116	- 12.1%	2,458	2,403	- 2.2%
Closed Sales	158	146	- 7.6%	2,461	2,412	- 2.0%
Median Sales Price*	\$161,000	\$163,750	+ 1.7%	\$167,500	\$171,500	+ 2.4%
Average Sales Price*	\$190,702	\$201,268	+ 5.5%	\$207,882	\$207,606	- 0.1%
Percent of Original List Price Received*	93.8%	94.3%	+ 0.5%	95.1%	95.4%	+ 0.3%
Average Market Time	71	73	+ 2.8%	66	63	- 4.5%
Inventory of Homes for Sale at Month End	504	516	+ 2.4%	--	--	--

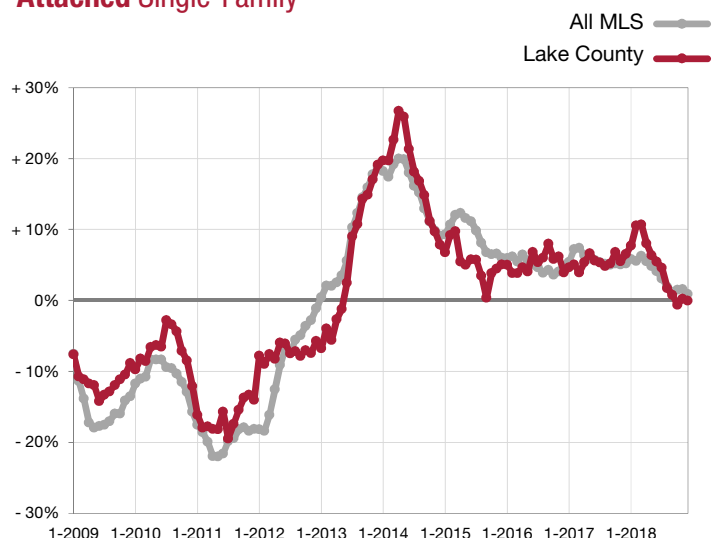
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.