

# Local Market Update – January 2019

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



## Lake County

**+ 5.8%**

**- 17.6%**

**- 0.3%**

Change in  
**New Listings**  
All Properties

Change in  
**Closed Sales**  
All Properties

Change in  
**Inventory of Homes**  
All Properties

### Detached Single-Family

	January			Trailing 12 Months		
	1-2018	1-2019	+ / -	1-2018	1-2019	+ / -
New Listings	1,041	<b>1,060</b>	+ 1.8%	15,473	<b>16,354</b>	+ 5.7%
Under Contract (includes Contingent and Pending)	508	<b>538</b>	+ 5.9%	8,198	<b>8,160</b>	- 0.5%
Closed Sales	412	<b>341</b>	- 17.2%	8,313	<b>8,044</b>	- 3.2%
Median Sales Price*	\$241,000	<b>\$247,000</b>	+ 2.5%	\$268,650	<b>\$270,000</b>	+ 0.5%
Average Sales Price*	\$331,719	<b>\$328,974</b>	- 0.8%	\$346,848	<b>\$347,155</b>	+ 0.1%
Percent of Original List Price Received*	92.6%	<b>92.0%</b>	- 0.6%	94.5%	<b>94.4%</b>	- 0.1%
Average Market Time	129	<b>129</b>	0.0%	105	<b>100</b>	- 4.8%
Inventory of Homes for Sale at Month End	2,925	<b>2,858</b>	- 2.3%	--	--	--

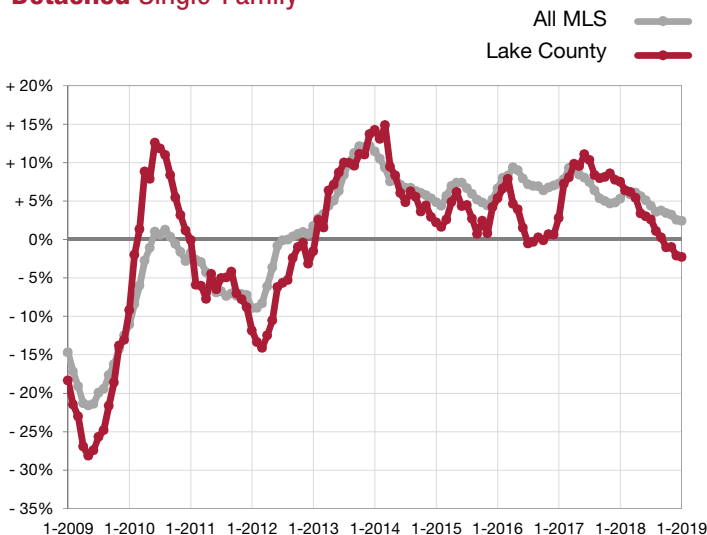
### Attached Single-Family

	January			Trailing 12 Months		
	1-2018	1-2019	+ / -	1-2018	1-2019	+ / -
New Listings	216	<b>270</b>	+ 25.0%	3,571	<b>3,831</b>	+ 7.3%
Under Contract (includes Contingent and Pending)	170	<b>168</b>	- 1.2%	2,473	<b>2,396</b>	- 3.1%
Closed Sales	132	<b>107</b>	- 18.9%	2,468	<b>2,390</b>	- 3.2%
Median Sales Price*	\$162,250	<b>\$162,000</b>	- 0.2%	\$167,750	<b>\$172,000</b>	+ 2.5%
Average Sales Price*	\$192,805	<b>\$219,745</b>	+ 14.0%	\$207,949	<b>\$209,153</b>	+ 0.6%
Percent of Original List Price Received*	94.4%	<b>93.6%</b>	- 0.8%	95.1%	<b>95.4%</b>	+ 0.3%
Average Market Time	67	<b>74</b>	+ 10.4%	65	<b>63</b>	- 3.1%
Inventory of Homes for Sale at Month End	463	<b>521</b>	+ 12.5%	--	--	--

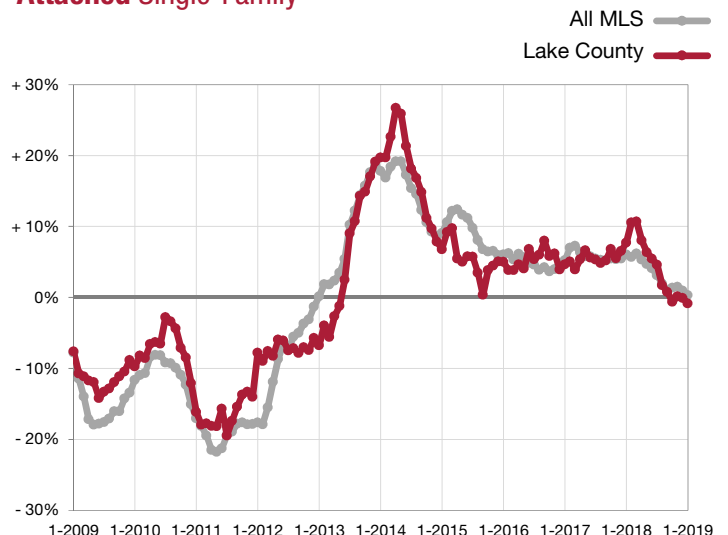
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## 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.