

Local Market Update – February 2019

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



Lake County

+ 6.1%

- 1.7%

+ 0.6%

Change in
New Listings
All Properties

Change in
Closed Sales
All Properties

Change in
Inventory of Homes
All Properties

Detached Single-Family

	February			Trailing 12 Months		
	2-2018	2-2019	+ / -	2-2018	2-2019	+ / -
New Listings	1,218	1,297	+ 6.5%	15,296	16,446	+ 7.5%
Under Contract (includes Contingent and Pending)	627	607	- 3.2%	8,114	8,107	- 0.1%
Closed Sales	382	395	+ 3.4%	8,299	8,063	- 2.8%
Median Sales Price*	\$252,500	\$250,000	- 1.0%	\$269,000	\$270,000	+ 0.4%
Average Sales Price*	\$323,981	\$318,484	- 1.7%	\$347,166	\$346,682	- 0.1%
Percent of Original List Price Received*	93.1%	94.1%	+ 1.1%	94.5%	94.5%	0.0%
Average Market Time	128	125	- 2.3%	104	100	- 3.8%
Inventory of Homes for Sale at Month End	3,088	3,058	- 1.0%	--	--	--

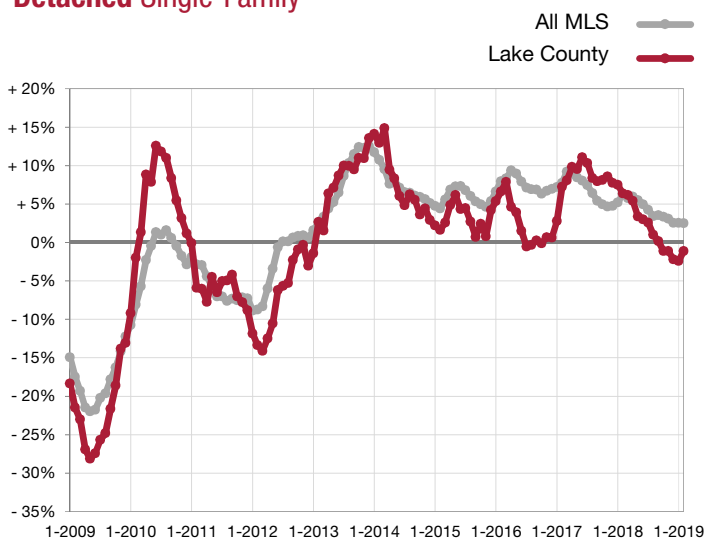
Attached Single-Family

	February			Trailing 12 Months		
	2-2018	2-2019	+ / -	2-2018	2-2019	+ / -
New Listings	270	282	+ 4.4%	3,583	3,845	+ 7.3%
Under Contract (includes Contingent and Pending)	157	180	+ 14.6%	2,444	2,415	- 1.2%
Closed Sales	141	119	- 15.6%	2,496	2,370	- 5.0%
Median Sales Price*	\$180,000	\$160,000	- 11.1%	\$169,000	\$170,000	+ 0.6%
Average Sales Price*	\$211,129	\$197,237	- 6.6%	\$209,214	\$208,519	- 0.3%
Percent of Original List Price Received*	94.8%	94.4%	- 0.4%	95.2%	95.4%	+ 0.2%
Average Market Time	84	74	- 11.9%	66	63	- 4.5%
Inventory of Homes for Sale at Month End	496	548	+ 10.5%	--	--	--

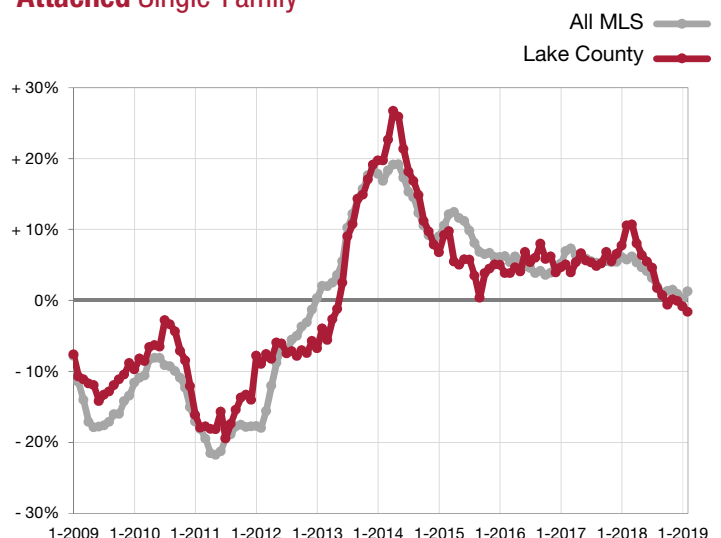
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.