

Local Market Update – March 2019

A RESEARCH TOOL PROVIDED BY MIDWEST REAL ESTATE DATA LLC
RESIDENTIAL ACTIVITY ONLY | Data current as of April 13, 2019



Lake County

- 2.0%

Change in
New Listings
All Properties

- 2.2%

Change in
Closed Sales
All Properties

+ 0.5%

Change in
Inventory of Homes
All Properties

Detached Single-Family

	March			Trailing 12 Months		
	3-2018	3-2019	+ / -	3-2018	3-2019	+ / -
New Listings	1,680	1,630	- 3.0%	15,394	16,408	+ 6.6%
Under Contract (includes Contingent and Pending)	938	883	- 5.9%	8,134	8,026	- 1.3%
Closed Sales	596	577	- 3.2%	8,225	8,046	- 2.2%
Median Sales Price*	\$265,000	\$264,000	- 0.4%	\$270,000	\$270,000	0.0%
Average Sales Price*	\$354,329	\$337,480	- 4.8%	\$350,999	\$345,506	- 1.6%
Percent of Original List Price Received*	94.5%	94.0%	- 0.5%	94.5%	94.4%	- 0.1%
Average Market Time	134	127	- 5.2%	104	100	- 3.8%
Inventory of Homes for Sale at Month End	3,341	3,287	- 1.6%	--	--	--

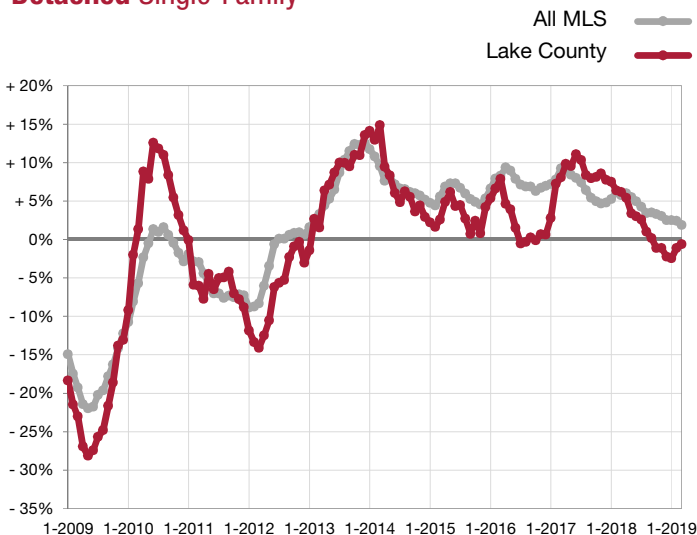
Attached Single-Family

	March			Trailing 12 Months		
	3-2018	3-2019	+ / -	3-2018	3-2019	+ / -
New Listings	392	401	+ 2.3%	3,602	3,854	+ 7.0%
Under Contract (includes Contingent and Pending)	268	265	- 1.1%	2,472	2,400	- 2.9%
Closed Sales	179	181	+ 1.1%	2,493	2,373	- 4.8%
Median Sales Price*	\$172,000	\$176,600	+ 2.7%	\$170,000	\$171,000	+ 0.6%
Average Sales Price*	\$213,692	\$227,629	+ 6.5%	\$210,439	\$209,537	- 0.4%
Percent of Original List Price Received*	95.6%	95.6%	0.0%	95.3%	95.4%	+ 0.1%
Average Market Time	86	85	- 1.2%	65	63	- 3.1%
Inventory of Homes for Sale at Month End	527	601	+ 14.0%	--	--	--

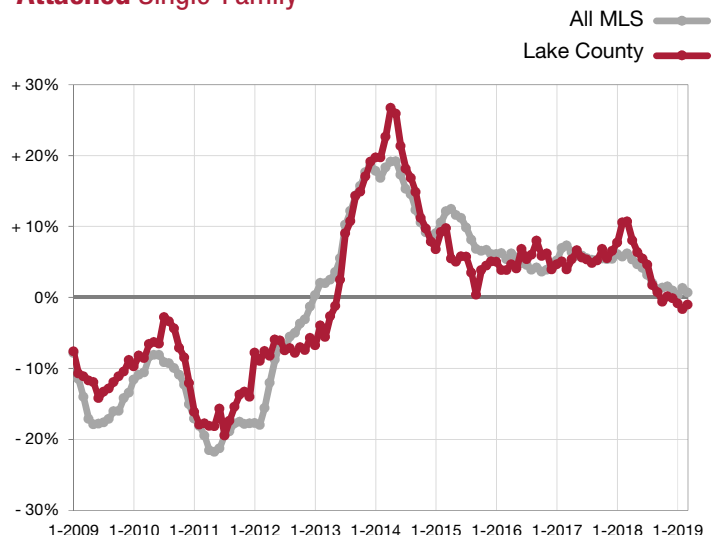
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.