

Local Market Update – April 2019

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



Lake County

+ 7.6%

Change in
New Listings
All Properties

+ 3.0%

Change in
Closed Sales
All Properties

+ 3.0%

Change in
Inventory of Homes
All Properties

Detached Single-Family

	April			Trailing 12 Months		
	4-2018	4-2019	+ / -	4-2018	4-2019	+ / -
New Listings	1,667	1,837	+ 10.2%	15,533	16,587	+ 6.8%
Under Contract (includes Contingent and Pending)	913	951	+ 4.2%	8,149	8,031	- 1.4%
Closed Sales	733	752	+ 2.6%	8,214	8,070	- 1.8%
Median Sales Price*	\$283,500	\$275,000	- 3.0%	\$270,285	\$270,000	- 0.1%
Average Sales Price*	\$349,131	\$343,231	- 1.7%	\$351,006	\$344,890	- 1.7%
Percent of Original List Price Received*	95.2%	96.5%	+ 1.4%	94.6%	94.6%	0.0%
Average Market Time	104	110	+ 5.8%	102	100	- 2.0%
Inventory of Homes for Sale at Month End	3,532	3,624	+ 2.6%	--	--	--

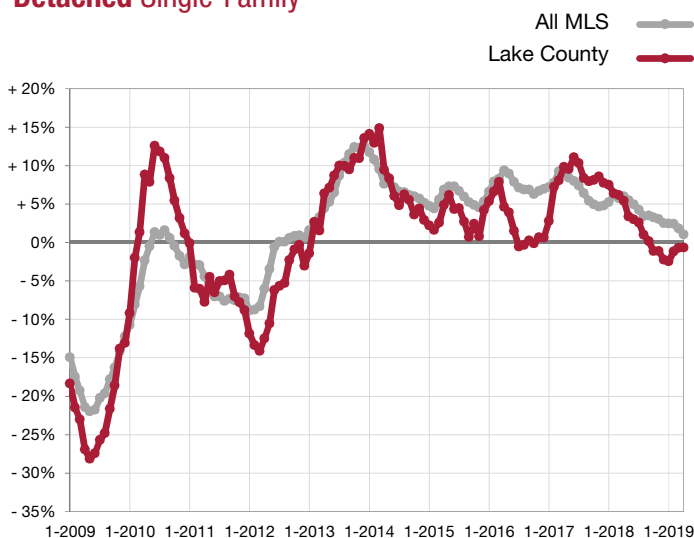
Attached Single-Family

	April			Trailing 12 Months		
	4-2018	4-2019	+ / -	4-2018	4-2019	+ / -
New Listings	406	394	- 3.0%	3,663	3,842	+ 4.9%
Under Contract (includes Contingent and Pending)	257	290	+ 12.8%	2,452	2,430	- 0.9%
Closed Sales	218	228	+ 4.6%	2,505	2,386	- 4.8%
Median Sales Price*	\$173,000	\$167,250	- 3.3%	\$171,000	\$170,000	- 0.6%
Average Sales Price*	\$213,509	\$207,718	- 2.7%	\$211,905	\$209,133	- 1.3%
Percent of Original List Price Received*	96.7%	95.6%	- 1.1%	95.4%	95.2%	- 0.2%
Average Market Time	75	78	+ 4.0%	65	63	- 3.1%
Inventory of Homes for Sale at Month End	580	613	+ 5.7%	--	--	--

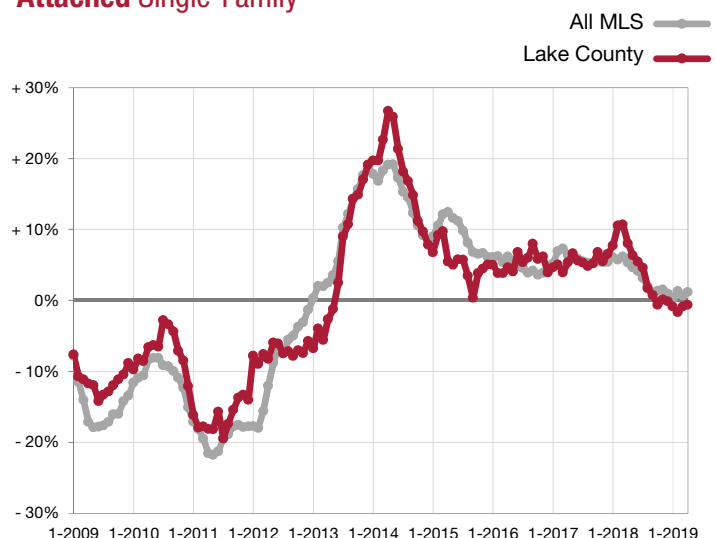
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

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.