

Local Market Update for January 2019

A RESEARCH TOOL PROVIDED BY THE INDIANA ASSOCIATION OF REALTORS®

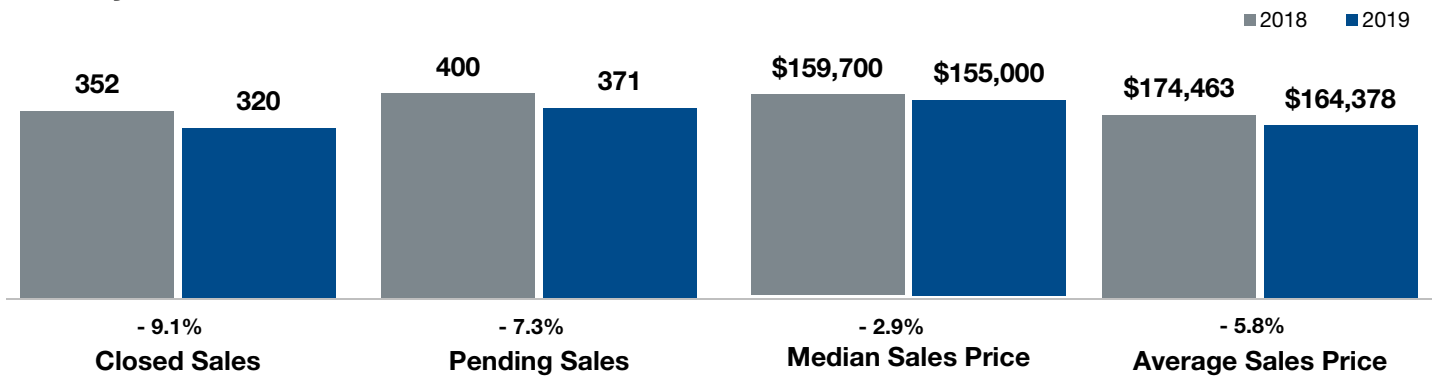


Lake County

Key Metrics	January			Year to Date		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	545	514	- 5.7%	545	514	- 5.7%
Closed Sales	352	320	- 9.1%	352	320	- 9.1%
Median Sales Price	\$159,700	\$155,000	- 2.9%	\$159,700	\$155,000	- 2.9%
Percent of Original List Price Received*	94.2%	94.2%	0.0%	94.2%	94.2%	0.0%
Months Supply of Inventory	3.3	3.0	- 9.1%	--	--	--
Inventory of Homes for Sale	1,670	1,562	- 6.5%	--	--	--

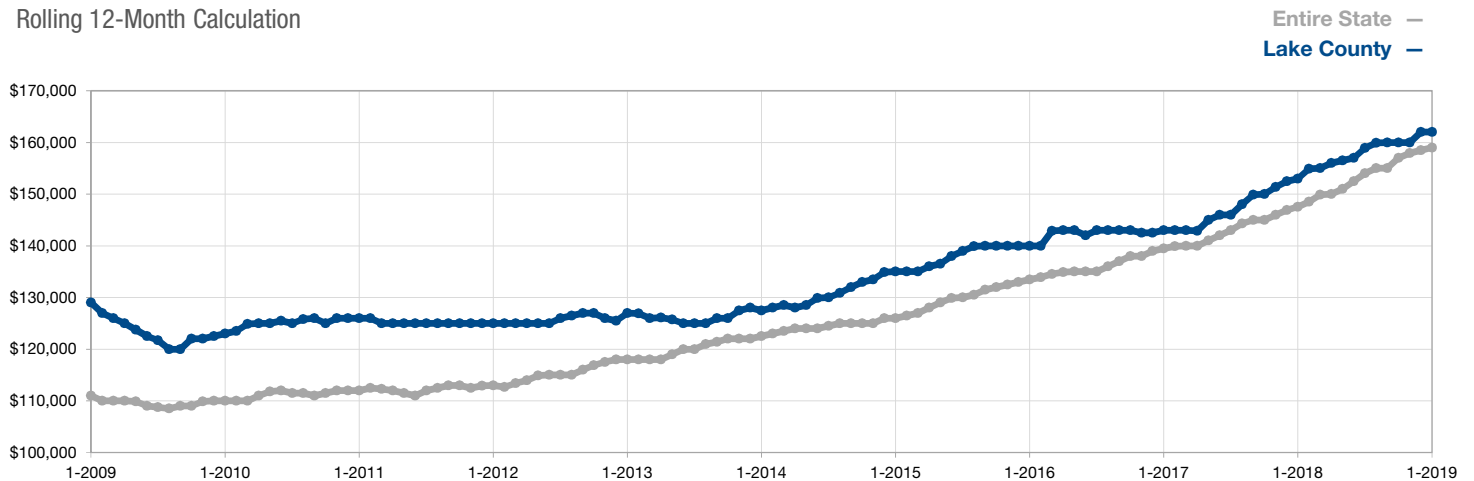
* Does not account for list price from any previous listing contracts. | Activity for one month can sometimes look extreme due to small sample size.

January



Median Sales Price

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.