

# Local Market Update for September 2018

A RESEARCH TOOL PROVIDED BY THE INDIANA ASSOCIATION OF REALTORS®

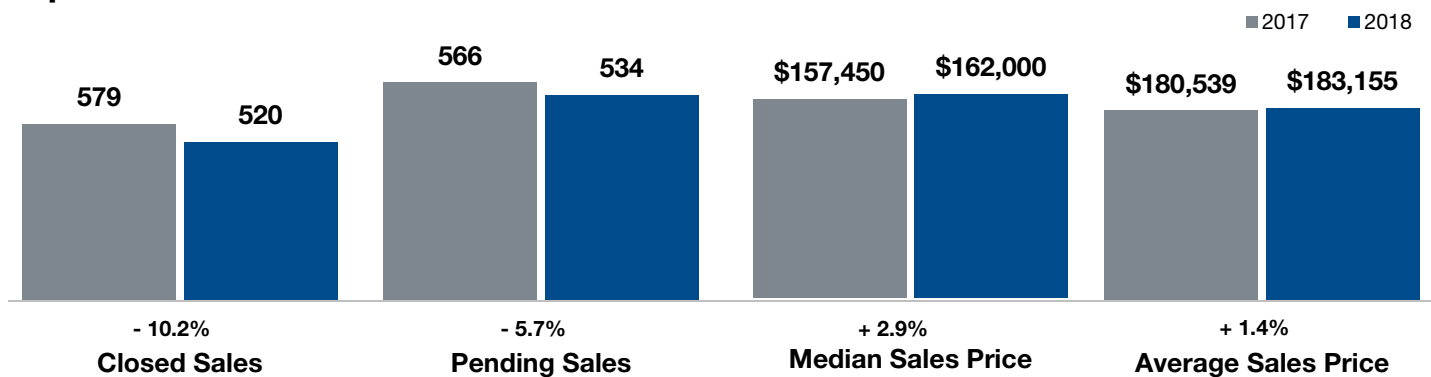


## Lake County

Key Metrics	September			Year to Date		
	2017	2018	Percent Change	Thru 9-2017	Thru 9-2018	Percent Change
New Listings	648	<b>673</b>	+ 3.9%	6,638	<b>6,441</b>	- 3.0%
Closed Sales	579	<b>520</b>	- 10.2%	4,614	<b>4,671</b>	+ 1.2%
Median Sales Price	\$157,450	<b>\$162,000</b>	+ 2.9%	\$152,000	<b>\$162,500</b>	+ 6.9%
Percent of Original List Price Received*	95.0%	<b>96.0%</b>	+ 1.1%	95.3%	<b>96.0%</b>	+ 0.7%
Months Supply of Inventory	4.0	<b>3.7</b>	- 7.5%	--	--	--
Inventory of Homes for Sale	2,038	<b>1,882</b>	- 7.7%	--	--	--

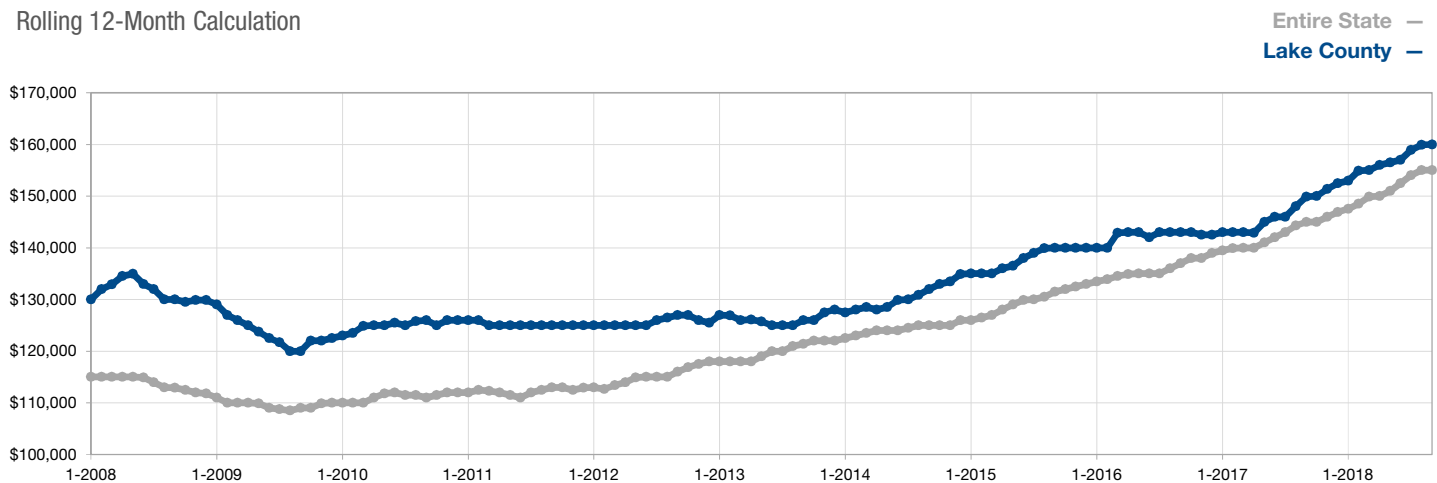
\* Does not account for list price from any previous listing contracts. | Activity for one month can sometimes look extreme due to small sample size.

### September



### 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.