

Local Market Update for May 2018

A RESEARCH TOOL PROVIDED BY THE INDIANA ASSOCIATION OF REALTORS®

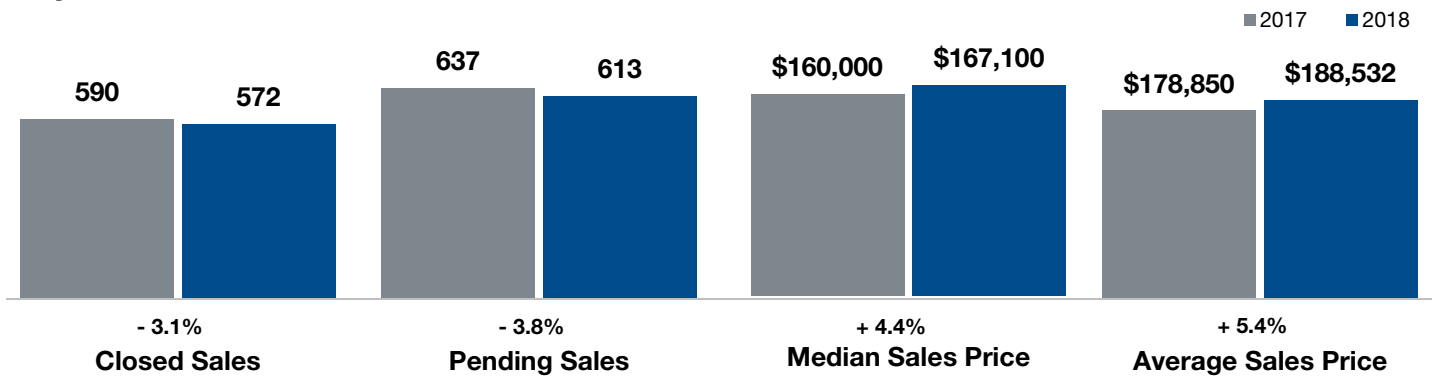


Lake County

Key Metrics	May			Year to Date		
	2017	2018	Percent Change	Thru 5-2017	Thru 5-2018	Percent Change
New Listings	865	837	- 3.2%	3,493	3,335	- 4.5%
Closed Sales	590	572	- 3.1%	2,191	2,226	+ 1.6%
Median Sales Price	\$160,000	\$167,100	+ 4.4%	\$146,000	\$157,900	+ 8.2%
Percent of Original List Price Received*	96.4%	96.5%	+ 0.1%	94.8%	95.5%	+ 0.7%
Months Supply of Inventory	4.1	3.6	- 12.2%	--	--	--
Inventory of Homes for Sale	2,072	1,854	- 10.5%	--	--	--

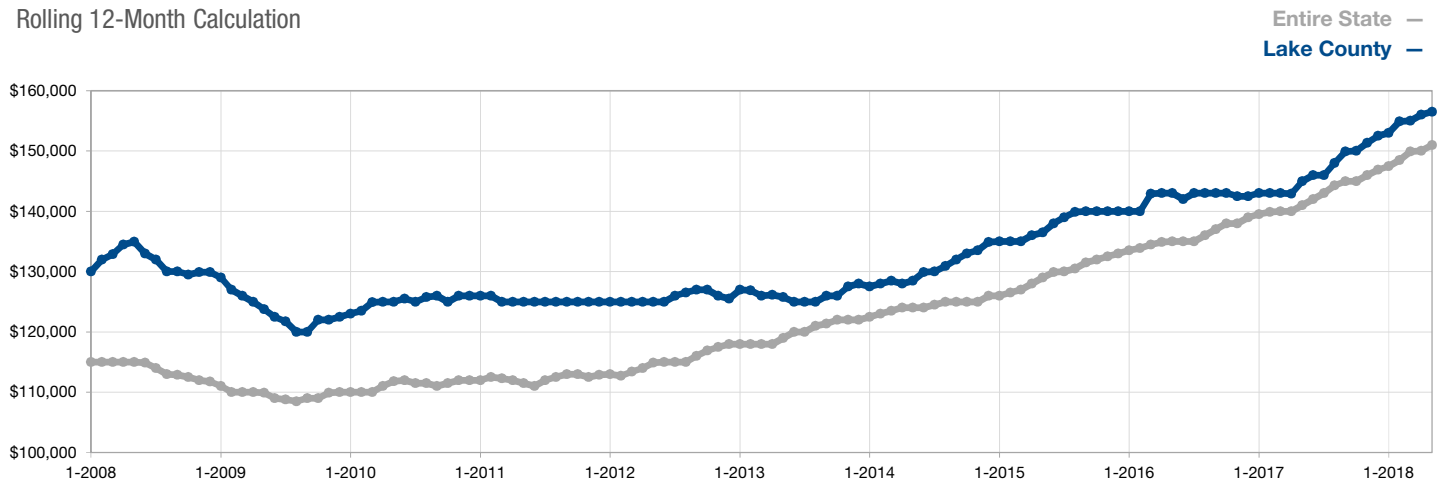
* Does not account for list price from any previous listing contracts. | Activity for one month can sometimes look extreme due to small sample size.

May



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.