

Local Market Update for September 2018

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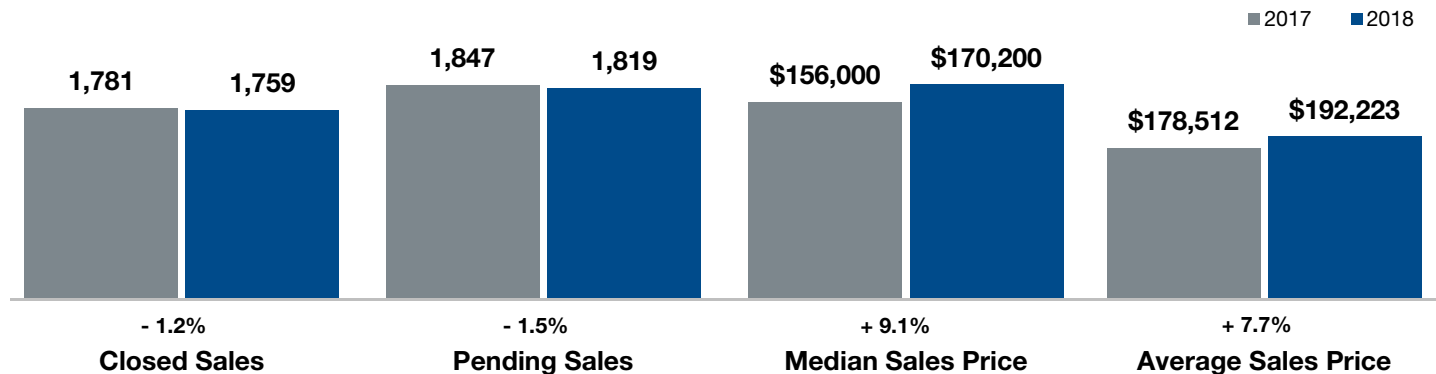


Lake County

Key Metrics	July through September			October through September		
	2017	2018	Percent Change	Thru 9-2017	Thru 9-2018	Percent Change
New Listings	2,273	2,286	+ 0.6%	8,158	8,055	- 1.3%
Closed Sales	1,781	1,759	- 1.2%	6,085	6,173	+ 1.4%
Median Sales Price	\$156,000	\$170,200	+ 9.1%	\$149,900	\$160,000	+ 6.7%
Percent of Original List Price Received*	95.4%	96.2%	+ 0.8%	95.0%	95.6%	+ 0.6%

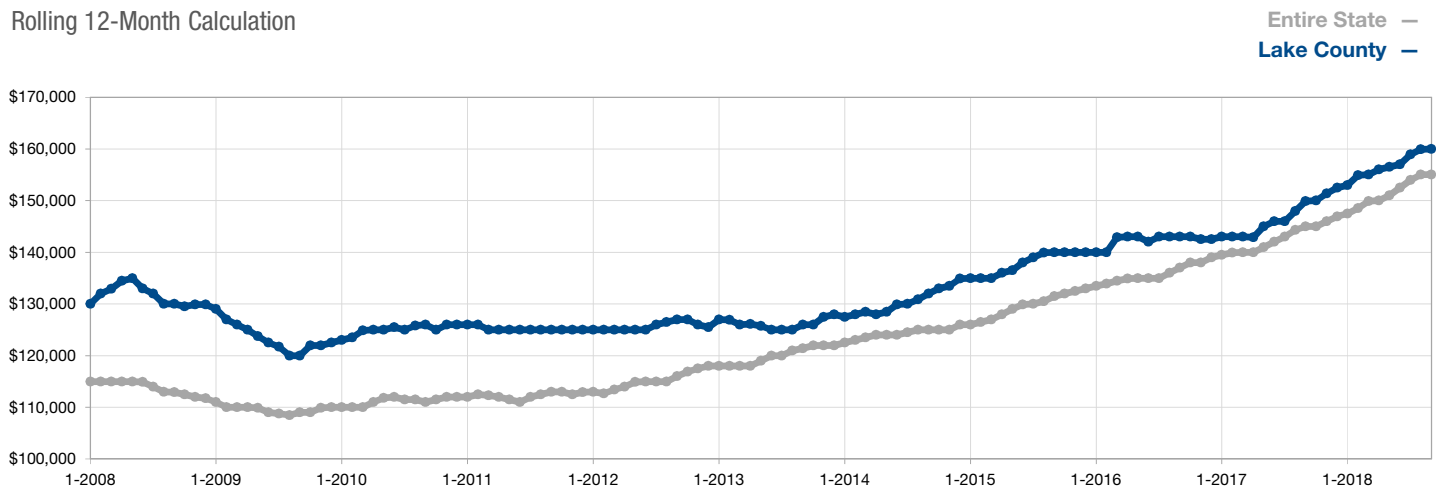
* Does not account for list price from any previous listing contracts. | Activity for one month can sometimes look extreme due to small sample size.

July through 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.