

Local Market Update for August 2018

A Research Tool Provided by the Colorado Association of REALTORS®



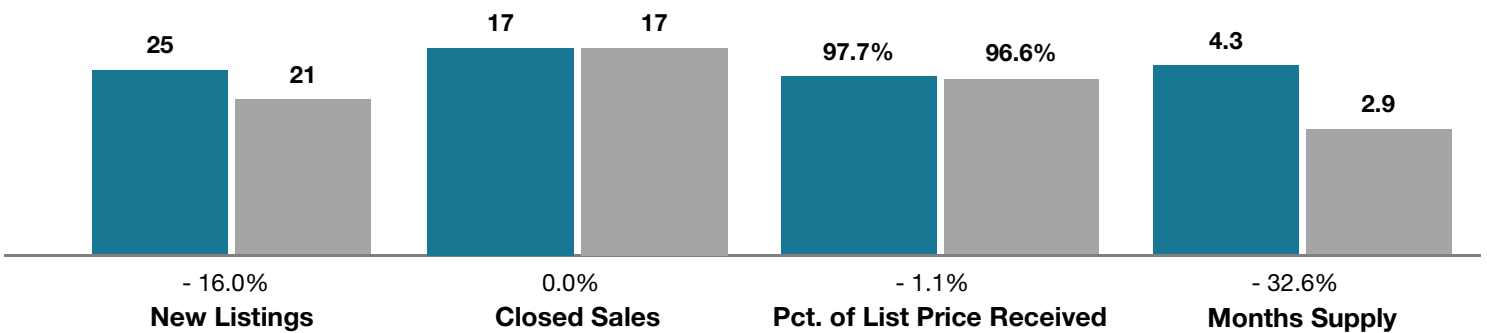
Lake County

| Key Metrics | August | | | Year to Date | | |
|---------------------------------|-----------|------------------|-----------------------------------|--------------|------------------|-----------------------------------|
| | 2017 | 2018 | Percent Change from Previous Year | Thru 8-2017 | Thru 8-2018 | Percent Change from Previous Year |
| New Listings | 25 | 21 | - 16.0% | 153 | 133 | - 13.1% |
| Closed Sales | 17 | 17 | 0.0% | 94 | 90 | - 4.3% |
| Median Sales Price* | \$260,000 | \$286,000 | + 10.0% | \$251,500 | \$282,500 | + 12.3% |
| Average Sales Price* | \$263,238 | \$283,871 | + 7.8% | \$252,497 | \$288,916 | + 14.4% |
| Percent of List Price Received* | 97.7% | 96.6% | - 1.1% | 96.7% | 97.0% | + 0.3% |
| Days on Market Until Sale | 19 | 36 | + 89.5% | 54 | 51 | - 5.6% |
| Inventory of Homes for Sale | 71 | 39 | - 45.1% | -- | -- | -- |
| Months Supply of Inventory | 4.3 | 2.9 | - 32.6% | -- | -- | -- |

* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

August

■ 2017 ■ 2018



Historical Median Sales Price Rolling 12-Month Calculation

Entire MLS —
Lake County —

