Local Market Update for January 2017



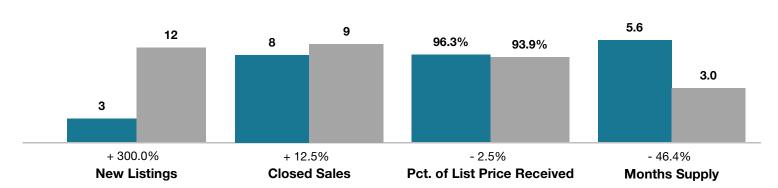


Lake County

	January			Year to Date		
Key Metrics	2016	2017	Percent Change from Previous Year	Thru 1-2016	Thru 1-2017	Percent Change from Previous Year
New Listings	3	12	+ 300.0%	3	12	+ 300.0%
Closed Sales	8	9	+ 12.5%	8	9	+ 12.5%
Median Sales Price*	\$191,000	\$255,000	+ 33.5%	\$191,000	\$255,000	+ 33.5%
Average Sales Price*	\$199,688	\$205,778	+ 3.0%	\$199,688	\$205,778	+ 3.0%
Percent of List Price Received*	96.3%	93.9%	- 2.5%	96.3%	93.9%	- 2.5%
Days on Market Until Sale	162	38	- 76.5%	162	38	- 76.5%
Inventory of Homes for Sale	36	28	- 22.2%			
Months Supply of Inventory	5.6	3.0	- 46.4%			

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

January ■2016 ■2017



Historical Median Sales Price Rolling 12-Month Calculation

Entire MLS -

Lake County -

