



ERA Lambros

Lake County Monthly Market Update

LAND

- The average number of Days on Market is up 72% in May and up 21% year to date
- New Listings are up 33%
- Closed Sales are down 8%
- The Average Sales Price is down 16% year to date
- 91% of the Original Listing Price is received at closing

Lake County

Land

+33%

Change in
New Listings

-8%

Change in
Closed Sales

+72%

Change in
Days on Market

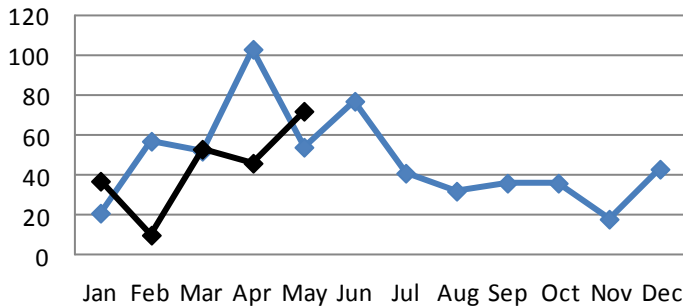
May

Year to Date

	2016	2017	+/-	2016	2017	+/-
New Listings	54	72	+33%	288	219	-24%
Closed Sales	13	12	-8%	46	60	+30%
Median Sales Price	\$90K	\$67K	-26%	\$93K	\$62K	-33%
Average Sales Price	\$117K	\$71K	-39%	\$131K	\$110K	-16%
Avg. % of Original List Price Received	93%	91%	-2%	89%	87%	-2%
Average Days on Market Until Sale	273	470	+72%	352	425	+21%

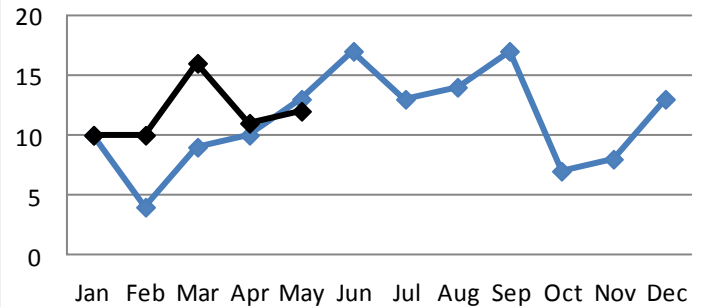
New Listings

—◆— 2016 —◆— 2017



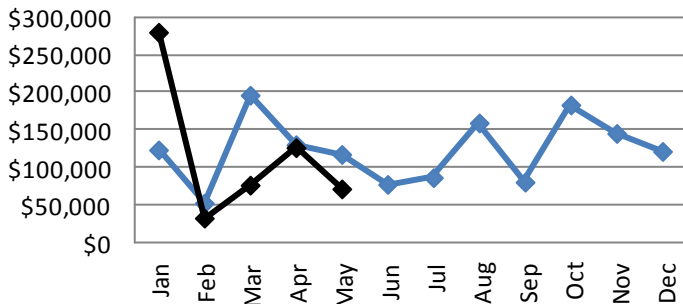
Closed Sales

—◆— 2016 —◆— 2017



Average Sales Price

—◆— 2016 —◆— 2017



Average Days on Market

—◆— 2016 —◆— 2017

