

- 50.0%

+ 33.3%

- 73.8%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Lakeland

October

Year to Date

	2017	2018	+ / -	2017	2018	+ / -
New Listings	2	1	-50.0%	39	27	-30.8%
Closed Sales	3	4	+ 33.3%	26	21	-19.2%
Median Sales Price*	\$1,600,000	\$419,000	-73.8%	\$276,500	\$271,000	-2.0%
Average Sales Price*	\$1,367,333	\$437,000	-68.0%	\$419,531	\$320,376	-23.6%
Price Per Square Foot*	\$243	\$223	-8.4%	\$155	\$164	+ 5.7%
Percent of Original List Price Received*	93.7%	97.5%	+ 4.1%	97.8%	97.4%	-0.4%
Days on Market Until Sale	179	71	-60.3%	66	63	-4.5%
Inventory of Homes for Sale	10	6	-40.0%	--	--	--
Months Supply of Inventory	4.0	2.3	-42.5%	--	--	--

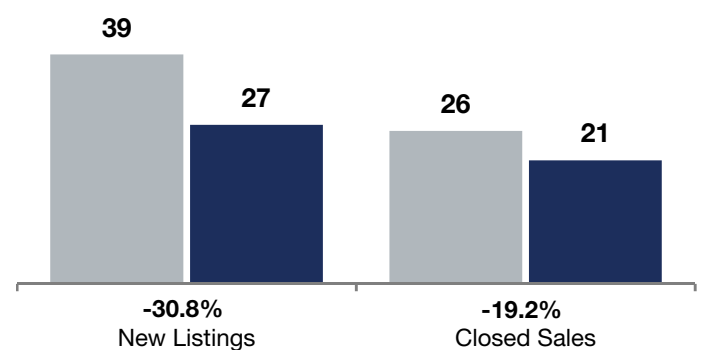
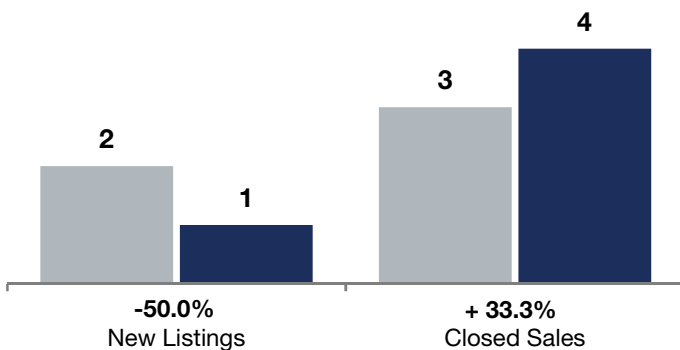
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

October

■ 2017 ■ 2018

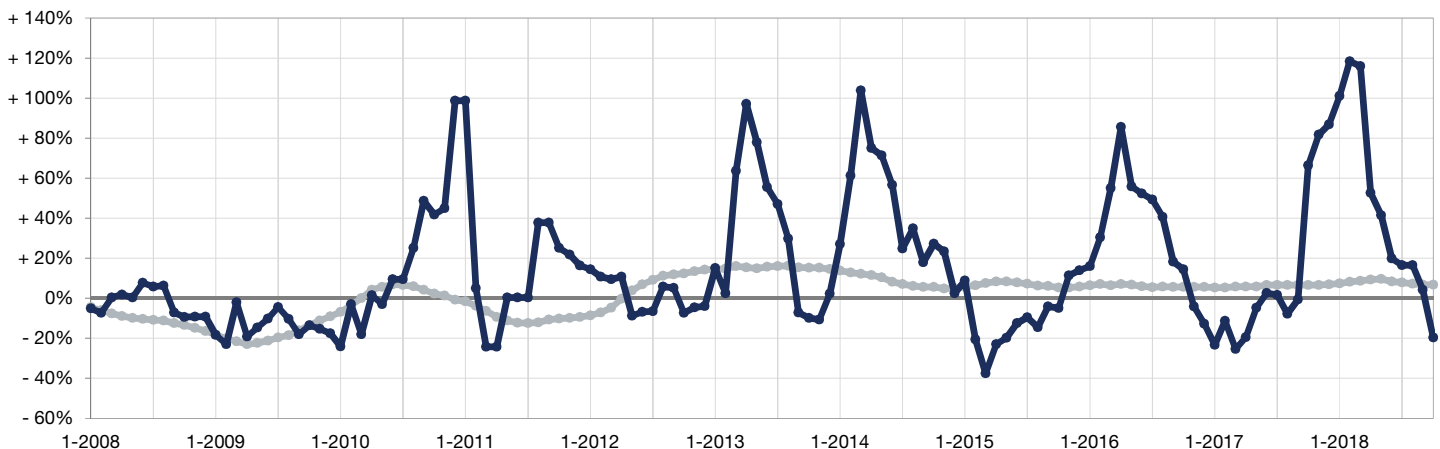
Year to Date

■ 2017 ■ 2018



Change in Median Sales Price from Prior Year (6-Month Average)**

16-County Twin Cities Region —
Lakeland —



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period.