

Monthly Indicators

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



August 2018

Rising home prices, higher interest rates and increased building material costs have pressured housing affordability to a ten-year low, according to the National Association of Home Builders. Keen market observers have been watching this situation take shape for quite some time. Nationally, median household income has risen 2.6% in the last 12 months, while home prices are up 6.0%. That kind of gap will eventually create fewer sales due to affordability concerns, which is happening in several markets, especially in the middle to high-middle price ranges.

Closed Sales were up 8.0 percent to 3,802. Pending Sales increased 19.0 percent to 3,731, and Inventory shrank 18.0 percent to 8,059.

Median Sales Price was up 9.0 percent to \$179,000. Percent of Original List Price Received increased 0.3 percent to 96.2%. Absorption Rate was down 18.8 percent to 2.6.

While some are starting to look for recessionary signs like fewer sales, dropping prices and even foreclosures, others are taking a more cautious and research-based approach to their predictions. The fact remains that the trends do not yet support a dramatic shift away from what has been experienced over the last several years. Housing starts are performing admirably if not excitingly, prices are still inching upward, supply remains low and consumers are optimistic. The U.S. economy is under scrutiny but certainly not deteriorating.

Quick Facts

+ 3.8% **+ 7.7%** **- 18.0%**

Quarter-Over-Quarter Change in Closed Sales	Quarter-Over-Quarter Change in Median Sales Price	Year-Over-Year Change in Inventory
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Report reflects activity for the month reported to the BLC® on the 12th business day of the following month. It is a snapshot of reported activity. Totals rounded to whole number or tenth of a percent; rounding error may occur.

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Market Overview

Key market metrics for the current month as well as for rolling segments in which the given value represents 3, 6 or 12 months of activity.



		Rolling 12 Months			Rolling 6 Months			Rolling 3 Months			Monthly		
		Current	Prior Year	+ / -	Current	Prior Year	+ / -	Current	Prior Year	+ / -	Current	Prior Year	+ / -
New Listings	Jun 2018	43,009	43,127	- 0.3%	23,329	23,361	- 0.1%	14,064	13,348	+ 5.4%	4,761	4,717	+ 0.9%
	Jul 2018	43,339	43,017	+ 0.7%	25,319	24,923	+ 1.6%	14,189	13,293	+ 6.7%	4,473	4,143	+ 8.0%
	Aug 2018	43,737	43,156	+ 1.3%	27,038	25,974	+ 4.1%	13,803	13,031	+ 5.9%	4,569	4,171	+ 9.5%
Pending Sales	Jun 2018	36,944	33,368	+ 10.7%	20,840	18,338	+ 13.6%	11,820	10,356	+ 14.1%	3,811	3,511	+ 8.5%
	Jul 2018	37,695	33,531	+ 12.4%	22,389	19,203	+ 16.6%	11,665	9,987	+ 16.8%	3,765	3,014	+ 24.9%
	Aug 2018	38,290	33,606	+ 13.9%	23,601	19,789	+ 19.3%	11,307	9,661	+ 17.0%	3,731	3,136	+ 19.0%
Closed Sales	Jun 2018	36,968	36,293	+ 1.9%	18,028	17,954	+ 0.4%	11,015	10,958	+ 0.5%	4,064	4,168	- 2.5%
	Jul 2018	37,209	36,261	+ 2.6%	19,829	19,609	+ 1.1%	11,505	11,302	+ 1.8%	3,702	3,461	+ 7.0%
	Aug 2018	37,492	36,388	+ 3.0%	21,485	21,144	+ 1.6%	11,568	11,148	+ 3.8%	3,802	3,519	+ 8.0%
Median Sales Price	Jun 2018	\$170,000	\$159,000	+ 6.9%	\$177,000	\$162,000	+ 9.3%	\$183,000	\$168,000	+ 8.9%	\$188,200	\$173,355	+ 8.6%
	Jul 2018	\$172,500	\$160,000	+ 7.8%	\$180,000	\$165,000	+ 9.1%	\$185,000	\$170,000	+ 8.8%	\$180,254	\$169,500	+ 6.3%
	Aug 2018	\$174,300	\$160,000	+ 8.9%	\$180,000	\$165,000	+ 9.1%	\$182,500	\$169,500	+ 7.7%	\$179,000	\$164,275	+ 9.0%
Average Sales Price	Jun 2018	\$208,660	\$195,332	+ 6.8%	\$214,363	\$197,740	+ 8.4%	\$222,870	\$204,487	+ 9.0%	\$229,009	\$212,914	+ 7.6%
	Jul 2018	\$209,962	\$196,808	+ 6.7%	\$217,900	\$201,161	+ 8.3%	\$225,220	\$208,553	+ 8.0%	\$222,246	\$209,227	+ 6.2%
	Aug 2018	\$211,029	\$198,049	+ 6.6%	\$219,679	\$203,059	+ 8.2%	\$222,576	\$209,306	+ 6.3%	\$216,003	\$205,108	+ 5.3%
Pct. of Original List Price Received at Sale	Jun 2018	96.0%	95.2%	+ 0.8%	96.6%	95.5%	+ 1.2%	97.3%	96.3%	+ 1.0%	97.5%	96.7%	+ 0.8%
	Jul 2018	96.1%	95.2%	+ 0.9%	96.9%	95.8%	+ 1.1%	97.4%	96.5%	+ 0.9%	97.2%	96.3%	+ 0.9%
	Aug 2018	96.1%	95.3%	+ 0.8%	96.9%	96.0%	+ 0.9%	97.0%	96.3%	+ 0.7%	96.2%	95.9%	+ 0.3%
Total Active Listings Available at Month End	Jun 2018										7,313	9,314	- 21.5%
	Jul 2018										7,720	9,625	- 19.8%
	Aug 2018										8,059	9,826	- 18.0%
Months Supply of Inventory / Absorption Rate	Jun 2018										2.4	3.1	- 22.6%
	Jul 2018										2.5	3.2	- 21.9%
	Aug 2018										2.6	3.2	- 18.8%

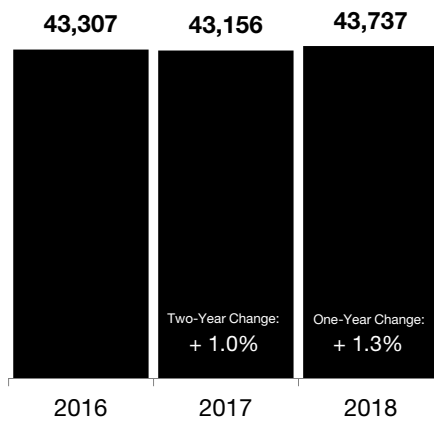
There are no rolling figures for Total Active Listings Available at Month End or Absorption Rate because these metrics are simply snapshots frozen in time at the end of each month. It does not add up over a period of months.

New Listings

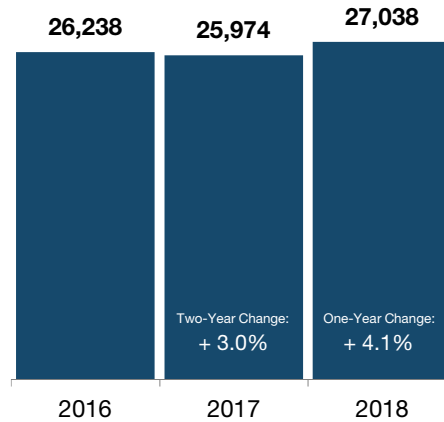
A count of the properties that have been newly listed on the market in a given month, regardless of what status they're currently in.



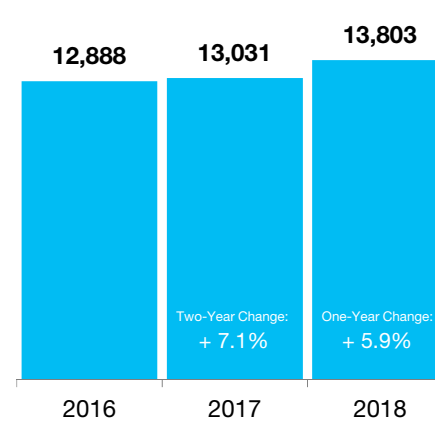
12 Month



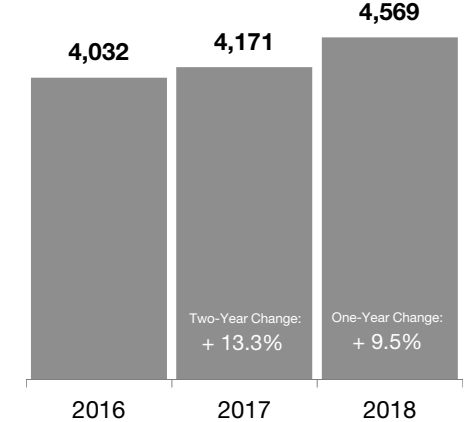
6 Month



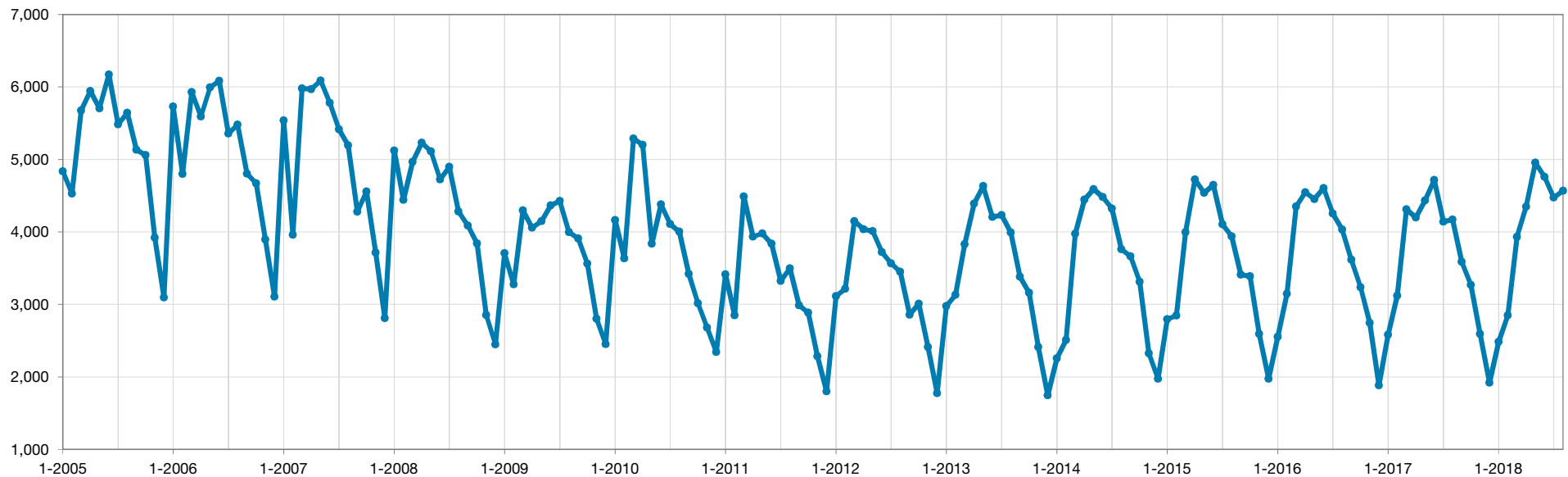
3 Month



August



Historical New Listings

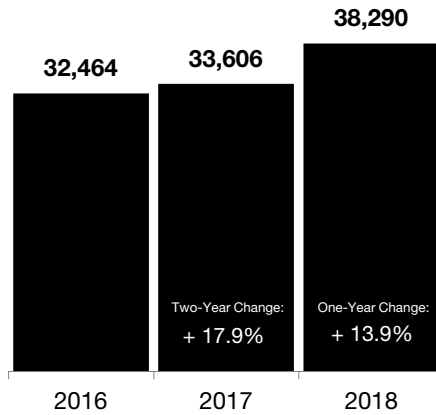


Pending Sales

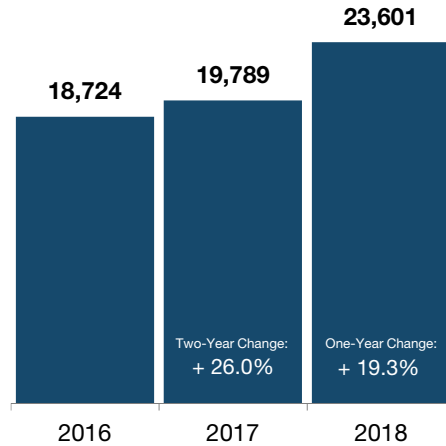
A count of the properties on which contracts have been accepted in a given month, regardless of whether or not the sale closes.



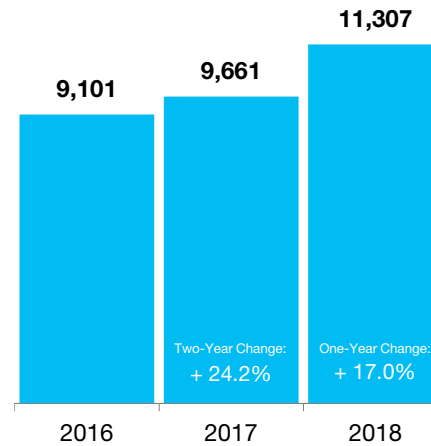
12 Month



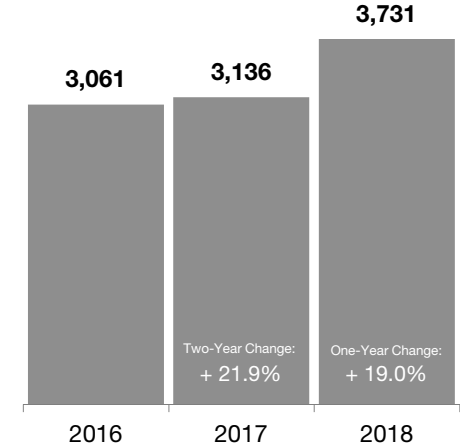
6 Month



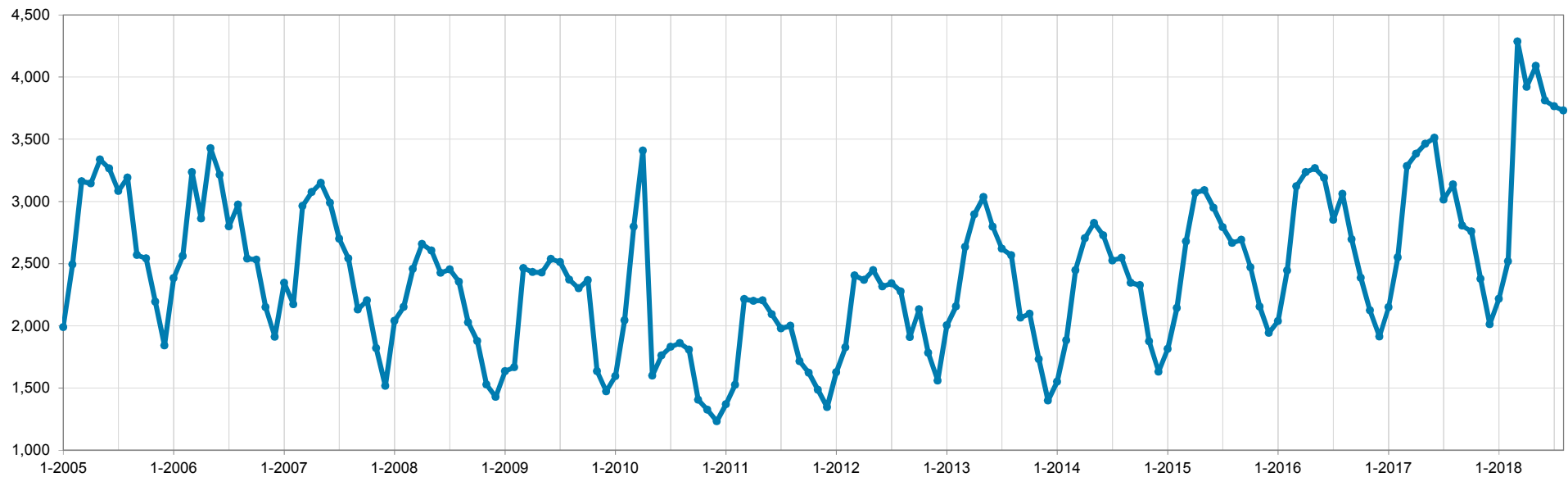
3 Month



August



Historical Pending Sales

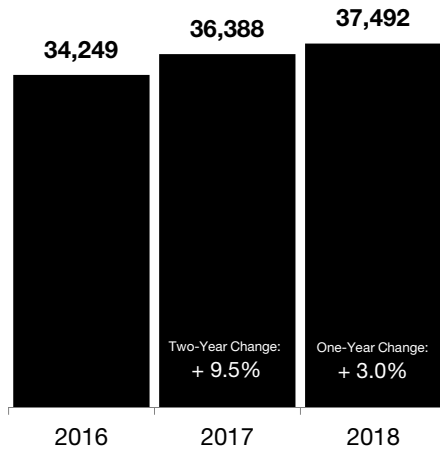


Closed Sales

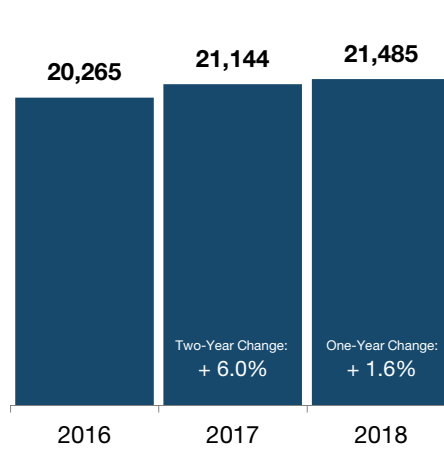
A count of the actual sales that have closed in a given month.



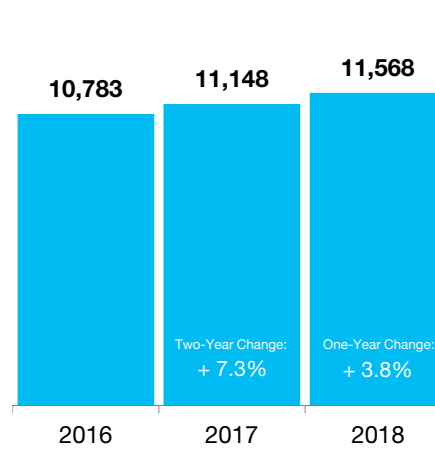
12 Month



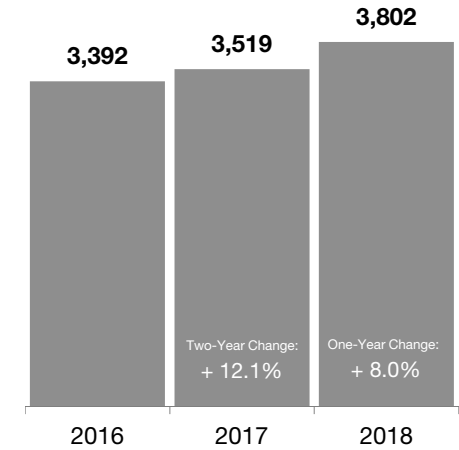
6 Month



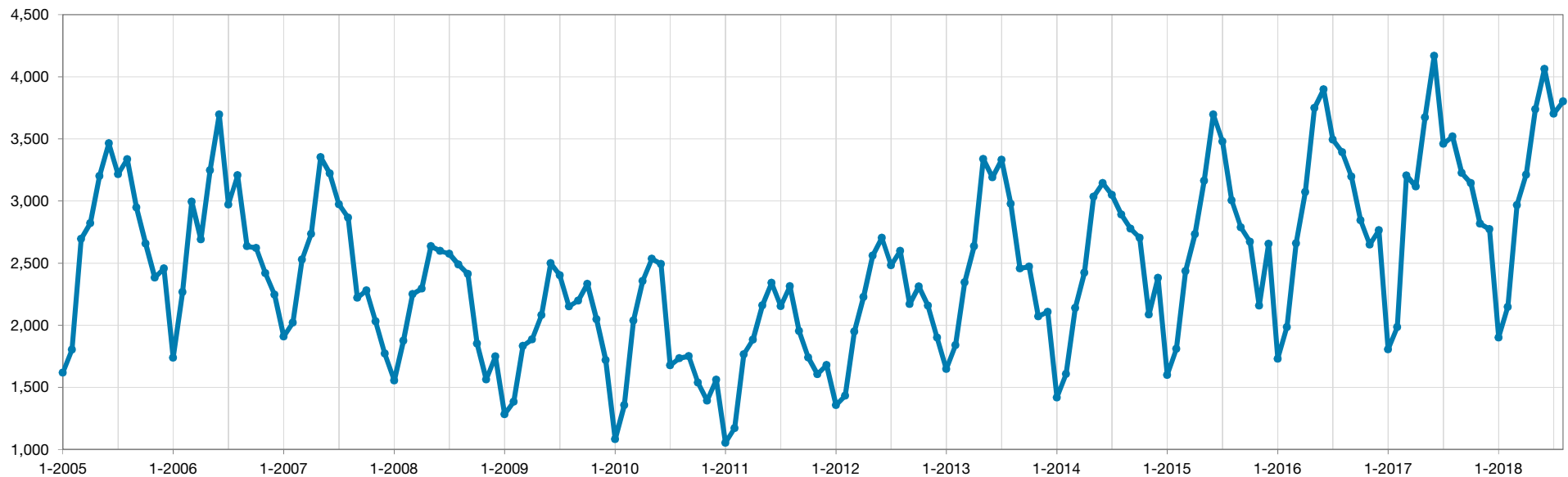
3 Month



August



Historical Closed Sales

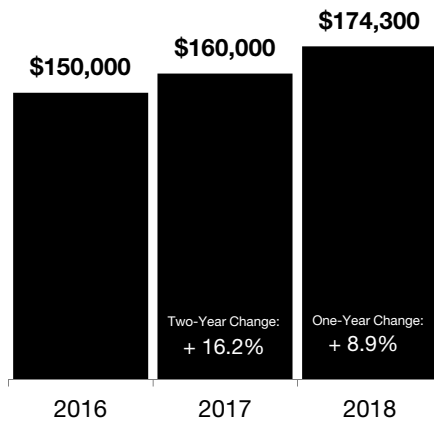


Median Sales Price

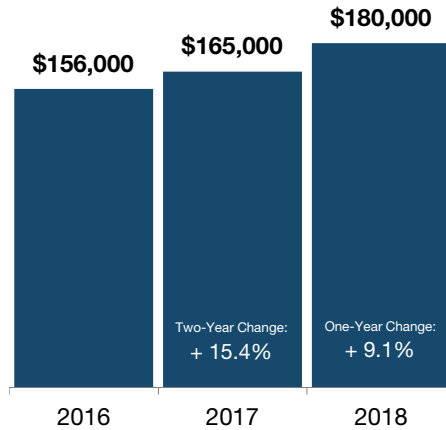
Median price point for all closed sales, not accounting for seller concessions, in a given month.



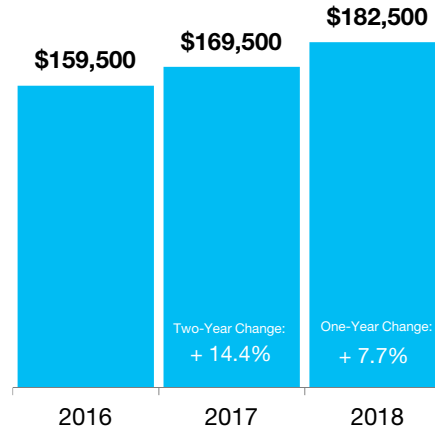
12 Month



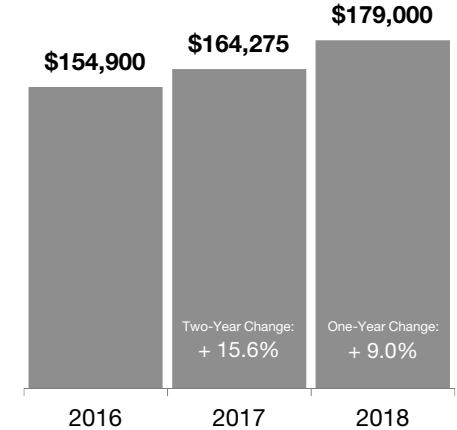
6 Month



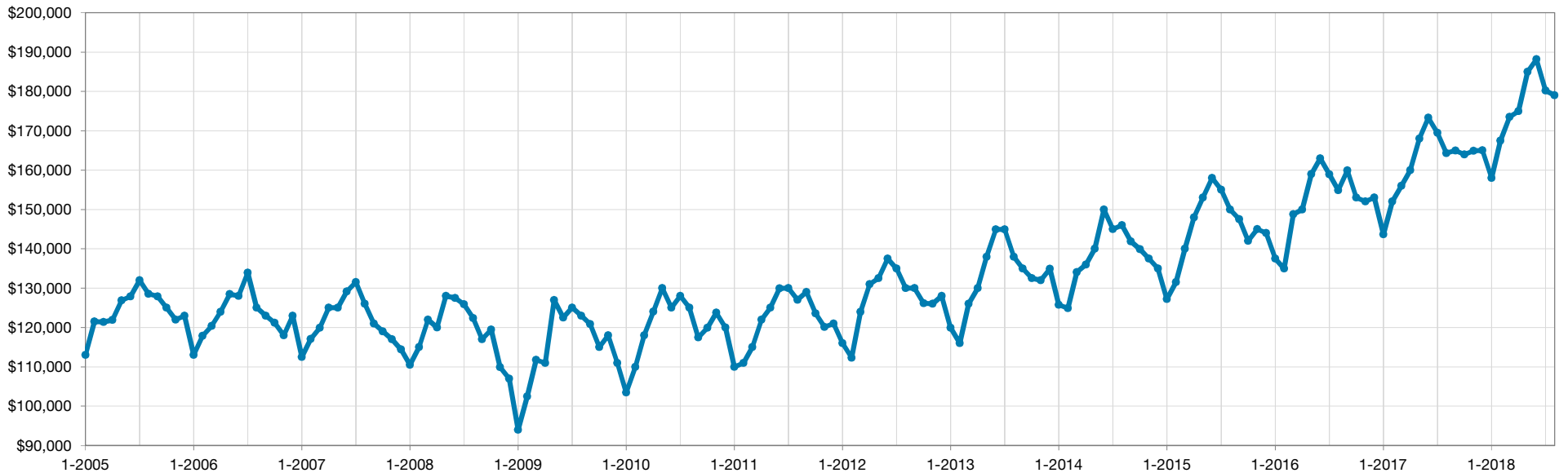
3 Month



August



Historical Median Sales Price

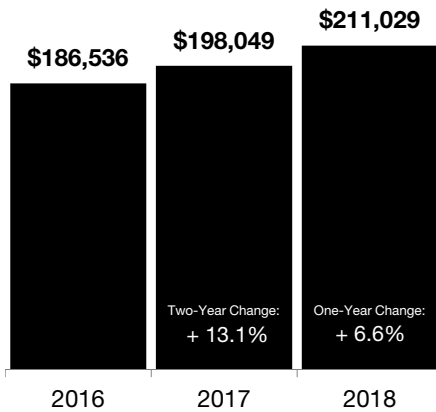


Average Sales Price

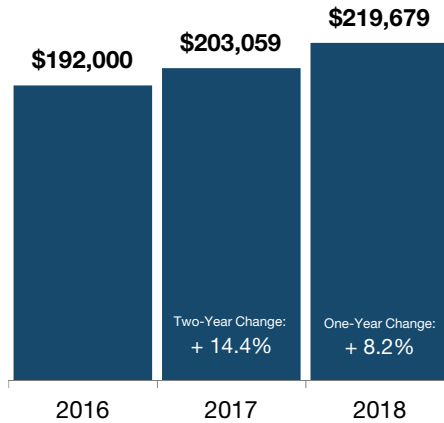
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



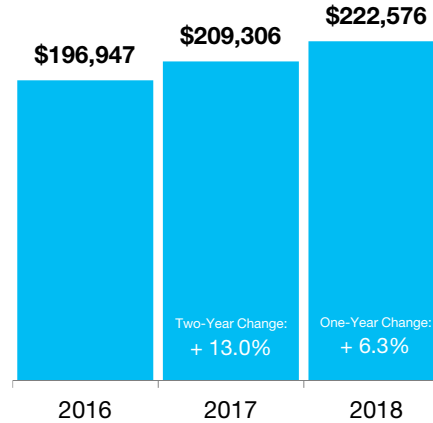
12 Month



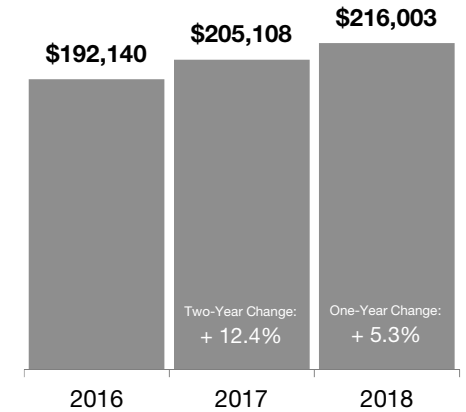
6 Month



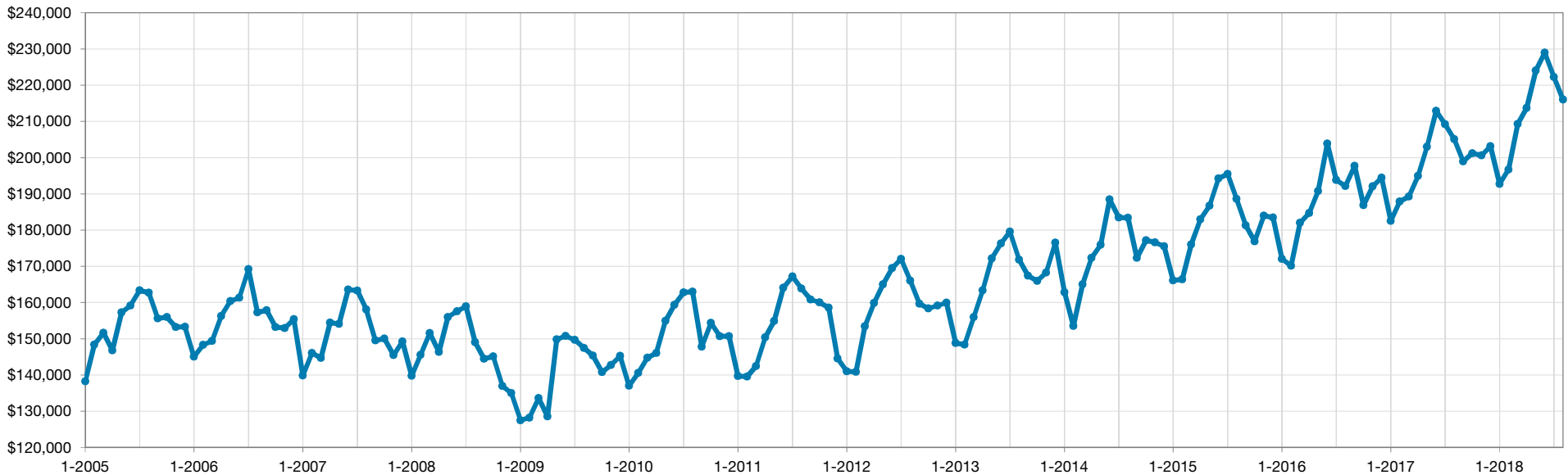
3 Month



August



Historical Average Sales Price

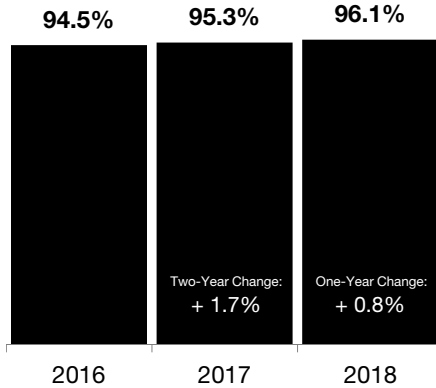


Percent of Original List Price Received

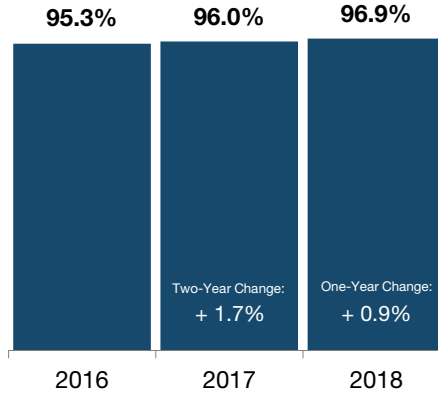
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



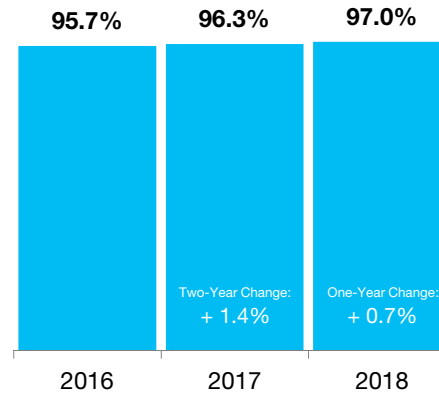
12 Month



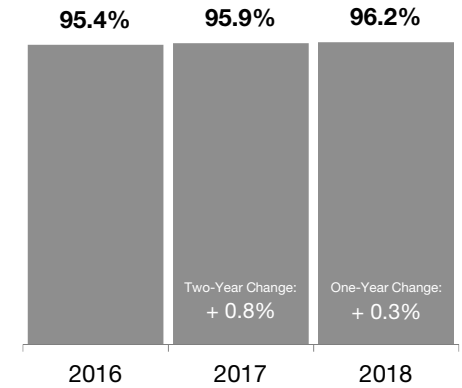
6 Month



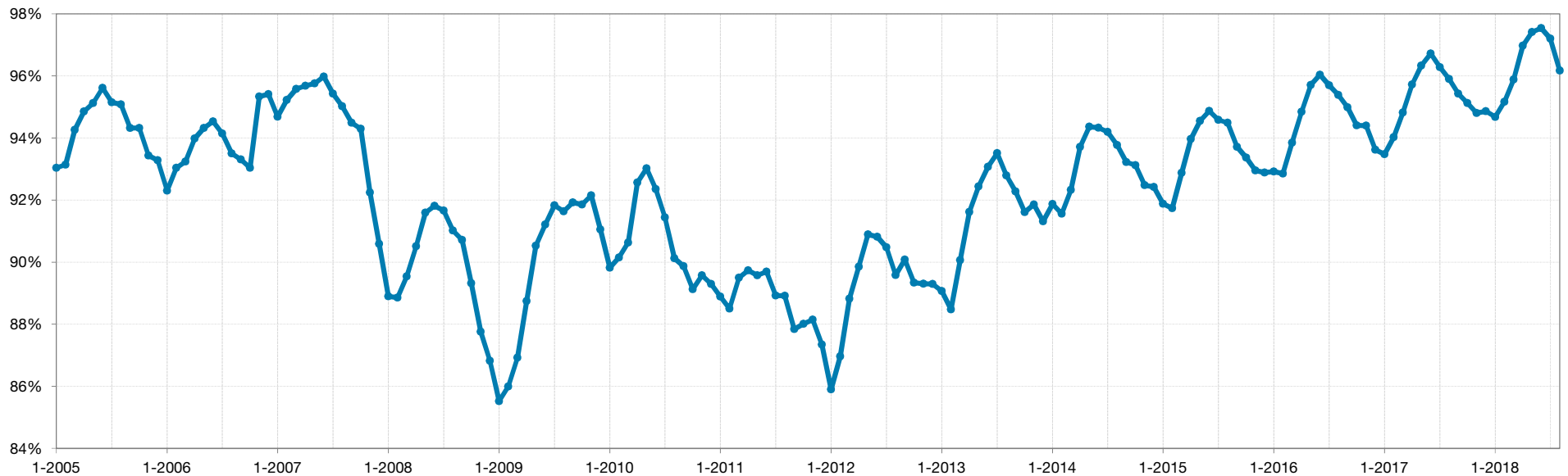
3 Month



August



Historical Percent of Original List Price Received

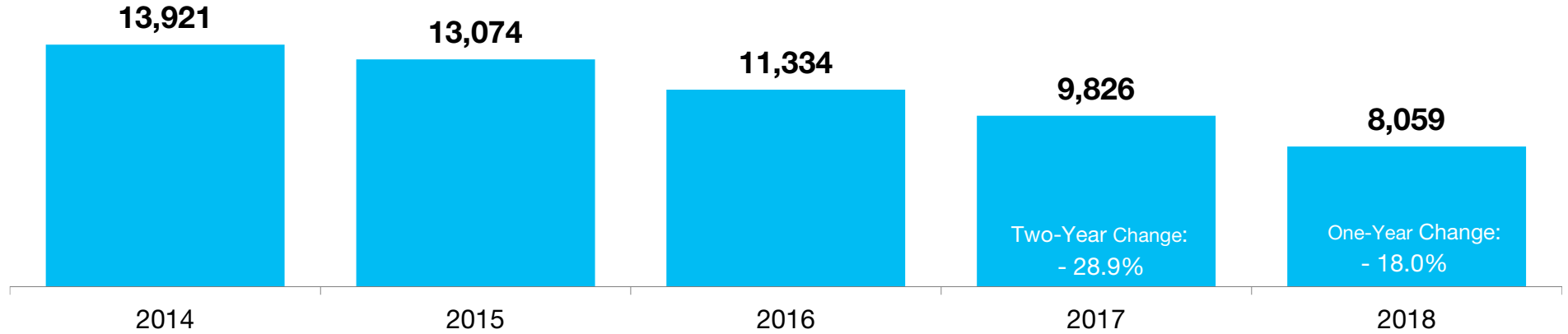


Inventory of Homes for Sale

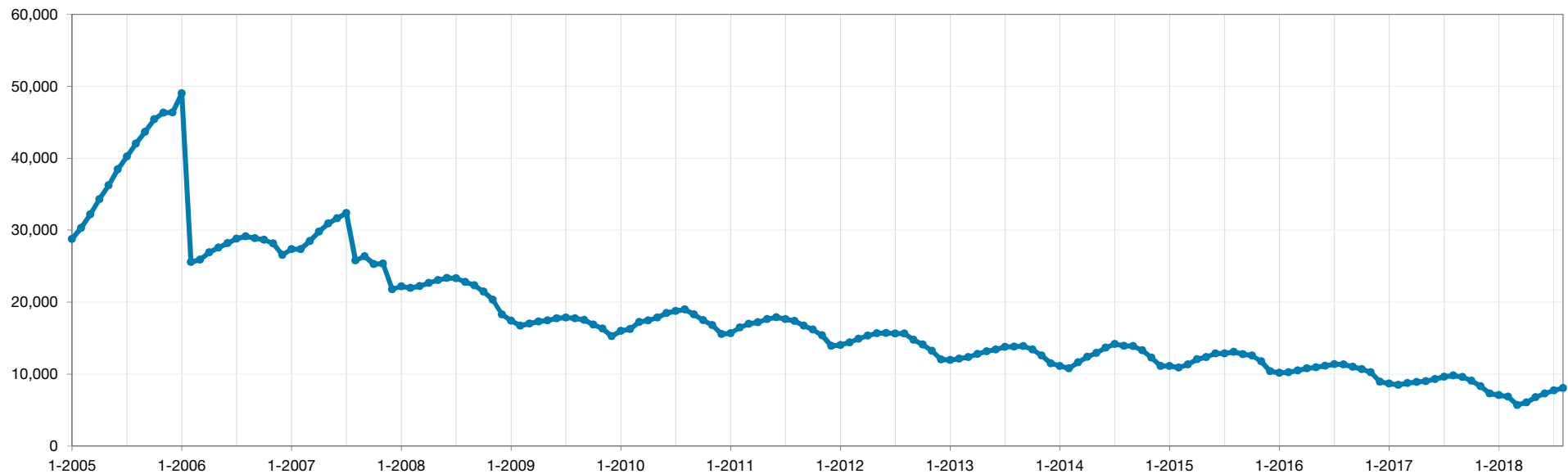
The number of properties available for sale in active status at the end of a given month. There are no rolling figures for Inventory of Homes for Sale because this metric is simply a snapshot frozen in time at the end of each month. It does not add up over a period of months.



August



Historical Inventory of Homes Available

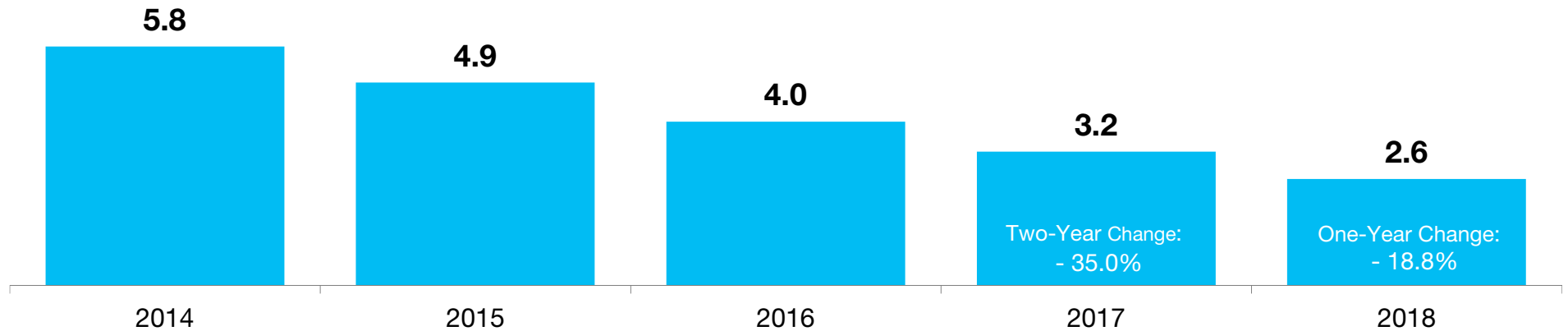


Months Supply of Inventory / Absorption Rate

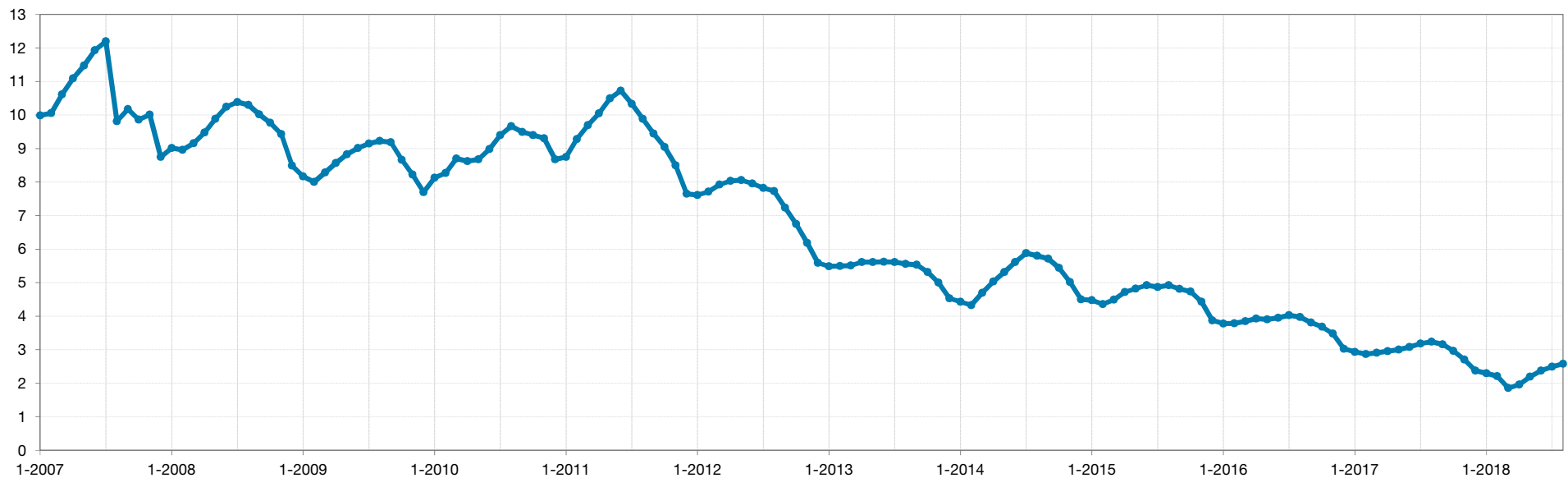
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months. There are no rolling figures for this metric because it is simply a snapshot frozen in time at the end of each month. It does not add up over a period of months.



August



Historical Months Supply of Inventory / Absorption Rate



Active Listings by Price Range

A measure of the number of homes available for sale at a given time by price range.



Compared to Prior Year

By Price Range	Single Family			Condo		
	8-2017	8-2018	Change	8-2017	8-2018	Change
\$75,000 and Below	1,305	1,024	- 21.5%	93	69	- 25.8%
\$75,001 to \$120,000	1,017	656	- 35.5%	130	59	- 54.6%
\$120,001 to \$175,000	1,567	1,073	- 31.5%	126	107	- 15.1%
\$175,001 to \$200,000	634	499	- 21.3%	44	39	- 11.4%
\$200,001 to \$350,000	2,307	2,046	- 11.3%	185	145	- 21.6%
\$350,001 to \$500,000	1,145	1,145	0.0%	57	55	- 3.5%
\$500,001 to \$750,000	676	665	- 1.6%	23	19	- 17.4%
\$750,001 to \$1,000,000	266	239	- 10.2%	7	4	- 42.9%
\$1,000,001 and Above	237	212	- 10.5%	7	3	- 57.1%
All Price Ranges	9,154	7,559	- 17.4%	672	500	- 25.6%

Compared to Prior Month

By Price Range	Single Family			Condo		
	7-2018	8-2018	Change	7-2018	8-2018	Change
\$75,000 and Below	1,005	1,024	+ 1.9%	64	69	+ 7.8%
\$75,001 to \$120,000	615	656	+ 6.7%	62	59	- 4.8%
\$120,001 to \$175,000	935	1,073	+ 14.8%	93	107	+ 15.1%
\$175,001 to \$200,000	460	499	+ 8.5%	35	39	+ 11.4%
\$200,001 to \$350,000	2,007	2,046	+ 1.9%	146	145	- 0.7%
\$350,001 to \$500,000	1,121	1,145	+ 2.1%	59	55	- 6.8%
\$500,001 to \$750,000	652	665	+ 2.0%	18	19	+ 5.6%
\$750,001 to \$1,000,000	229	239	+ 4.4%	3	4	+ 33.3%
\$1,000,001 and Above	214	212	- 0.9%	2	3	+ 50.0%
All Price Ranges	7,238	7,559	+ 4.4%	482	500	+ 3.7%

Closed Sales by Price Range

A count of the actual sales that have closed in a given month by price range.

Compared to Prior Year

By Price Range	Single Family			Condo		
	8-2017	8-2018	Change	8-2017	8-2018	Change
\$75,000 and Below	393	304	- 22.6%	46	24	- 47.8%
\$75,001 to \$120,000	455	399	- 12.3%	77	64	- 16.9%
\$120,001 to \$175,000	876	957	+ 9.2%	68	90	+ 32.4%
\$175,001 to \$200,000	294	365	+ 24.1%	27	12	- 55.6%
\$200,001 to \$350,000	806	1,040	+ 29.0%	53	63	+ 18.9%
\$350,001 to \$500,000	257	294	+ 14.4%	8	16	+ 100.0%
\$500,001 to \$750,000	107	129	+ 20.6%	3	4	+ 33.3%
\$750,001 to \$1,000,000	28	27	- 3.6%	1	--	--
\$1,000,001 and Above	20	14	- 30.0%	--	--	--
All Price Ranges	3,236	3,529	+ 9.1%	283	273	- 3.5%

Compared to Prior Month

By Price Range	Single Family			Condo		
	7-2018	8-2018	Change	7-2018	8-2018	Change
\$75,000 and Below	255	304	+ 19.2%	41	24	- 41.5%
\$75,001 to \$120,000	407	399	- 2.0%	55	64	+ 16.4%
\$120,001 to \$175,000	921	957	+ 3.9%	70	90	+ 28.6%
\$175,001 to \$200,000	368	365	- 0.8%	28	12	- 57.1%
\$200,001 to \$350,000	960	1,040	+ 8.3%	82	63	- 23.2%
\$350,001 to \$500,000	320	294	- 8.1%	16	16	0.0%
\$500,001 to \$750,000	109	129	+ 18.3%	9	4	- 55.6%
\$750,001 to \$1,000,000	39	27	- 30.8%	--	--	--
\$1,000,001 and Above	21	14	- 33.3%	1	--	--
All Price Ranges	3,400	3,529	+ 3.8%	302	273	- 9.6%

Market Overview

Key market metrics for the current month as well as for rolling segments in which the given value represents 3, 6 or 12 months of activity.



In the Counties of: Boone County, Brown County, Decatur County, Hamilton County, Hancock County, Hendricks County, Jonson County, Madison County, Maron County, Montgomery County, Morgan County, Putnam County, Shelby County

		Rolling 12 Months			Rolling 6 Months			Rolling 3 Months			Monthly		
		Current	Prior Year	+ / -	Current	Prior Year	+ / -	Current	Prior Year	+ / -	Current	Prior Year	+ / -
New Listings	Jun 2018	41,378	41,437	- 0.1%	22,428	22,439	- 0.0%	13,542	12,829	+ 5.6%	4,606	4,530	+ 1.7%
	Jul 2018	41,733	41,313	+ 1.0%	24,380	23,954	+ 1.8%	13,724	12,776	+ 7.4%	4,338	3,983	+ 8.9%
	Aug 2018	42,116	41,458	+ 1.6%	26,065	24,979	+ 4.3%	13,337	12,523	+ 6.5%	4,393	4,010	+ 9.6%
Pending Sales	Jun 2018	35,477	31,960	+ 11.0%	19,994	17,545	+ 14.0%	11,370	9,913	+ 14.7%	3,675	3,366	+ 9.2%
	Jul 2018	36,205	32,130	+ 12.7%	21,495	18,382	+ 16.9%	11,246	9,588	+ 17.3%	3,627	2,899	+ 25.1%
	Aug 2018	36,797	32,214	+ 14.2%	22,707	18,976	+ 19.7%	10,900	9,271	+ 17.6%	3,598	3,006	+ 19.7%
Closed Sales	Jun 2018	35,529	34,915	+ 1.8%	17,295	17,243	+ 0.3%	10,582	10,531	+ 0.5%	3,921	4,022	- 2.5%
	Jul 2018	35,775	34,850	+ 2.7%	19,031	18,830	+ 1.1%	11,069	10,862	+ 1.9%	3,572	3,326	+ 7.4%
	Aug 2018	36,035	34,988	+ 3.0%	20,627	20,327	+ 1.5%	11,149	10,744	+ 3.8%	3,656	3,396	+ 7.7%
Median Sales Price	Jun 2018	\$171,000	\$159,500	+ 7.2%	\$177,500	\$162,500	+ 9.2%	\$183,500	\$168,150	+ 9.1%	\$189,000	\$174,500	+ 8.3%
	Jul 2018	\$173,000	\$160,000	+ 8.1%	\$180,000	\$165,000	+ 9.1%	\$185,000	\$170,000	+ 8.8%	\$181,000	\$169,000	+ 7.1%
	Aug 2018	\$174,900	\$160,500	+ 9.0%	\$180,000	\$165,620	+ 8.7%	\$183,000	\$169,900	+ 7.7%	\$179,900	\$165,000	+ 9.0%
Average Sales Price	Jun 2018	\$209,308	\$195,983	+ 6.8%	\$214,976	\$198,407	+ 8.4%	\$223,504	\$205,210	+ 8.9%	\$229,743	\$213,669	+ 7.5%
	Jul 2018	\$210,703	\$197,371	+ 6.8%	\$218,528	\$201,727	+ 8.3%	\$225,733	\$208,960	+ 8.0%	\$222,837	\$208,869	+ 6.7%
	Aug 2018	\$211,724	\$198,670	+ 6.6%	\$220,398	\$203,664	+ 8.2%	\$223,255	\$209,853	+ 6.4%	\$216,688	\$206,295	+ 5.0%
Pct. of Original List Price Received at Sale	Jun 2018	96.0%	95.2%	+ 0.8%	96.6%	95.5%	+ 1.2%	97.4%	96.3%	+ 1.1%	97.6%	96.7%	+ 0.9%
	Jul 2018	96.1%	95.2%	+ 0.9%	96.9%	95.9%	+ 1.0%	97.4%	96.5%	+ 0.9%	97.3%	96.3%	+ 1.0%
	Aug 2018	96.2%	95.3%	+ 0.9%	97.0%	96.0%	+ 1.0%	97.0%	96.3%	+ 0.7%	96.2%	95.9%	+ 0.3%
Total Active Listings Available at Month End	Jun 2018										7,052	8,943	- 21.1%
	Jul 2018										7,466	9,230	- 19.1%
	Aug 2018										7,779	9,432	- 17.5%
Months Supply of Inventory / Absorption Rate	Jun 2018										2.4	3.1	- 22.6%
	Jul 2018										2.5	3.2	- 21.9%
	Aug 2018										2.6	3.2	- 18.8%

There are no rolling figures for Total Active Listings Available at Month End or Absorption Rate because these metrics are simply snapshots frozen in time at the end of each month. It does not add up over a period of months.

Local Market Update – August 2018

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



Bartholomew County

+ 7.2%

Change in
New Listings

+ 25.0%

Change in
Closed Sales

+ 6.3%

Change in
Median Sales Price

Jun through Aug

August

	2017	2018	+ / -	2017	2018	+ / -
New Listings	425	396	- 6.8%	138	148	+ 7.2%
Closed Sales	344	354	+ 2.9%	96	120	+ 25.0%
Median Sales Price*	\$174,900	\$189,000	+ 8.1%	\$167,500	\$178,000	+ 6.3%
Average Sales Price*	\$210,141	\$220,366	+ 4.9%	\$193,847	\$216,943	+ 11.9%
Percent of Original List Price Received at Sale*	96.0%	95.8%	- 0.3%	95.5%	95.3%	- 0.2%
Absorption Rate				3.3	2.2	- 33.6%
Single-Family Detached Inventory				319	223	- 30.1%
Townhouse-Condo Inventory				9	8	- 11.1%

There are no rolling figures for Absorption Rate, Single-Family Detached Inventory and Townhouse-Condo Inventory because these metrics are simply snapshots frozen in time at the end of each month. It does not add up over a period of months.

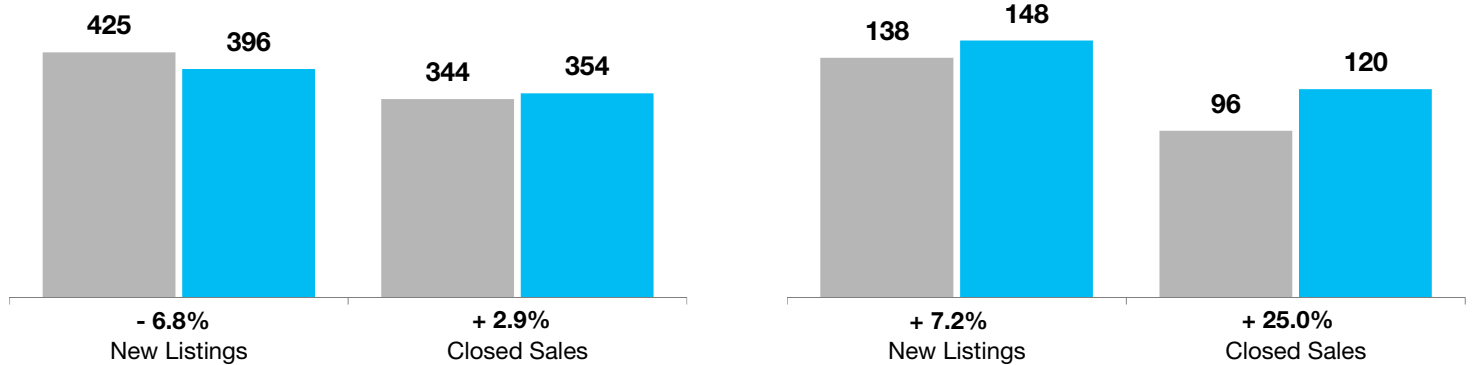
* Does not account for seller concessions. | + / - by month may look extreme due to small sample size. | Totals rounded to whole number or tenth of a percent; rounding error may occur.

Jun through Aug

■ 2017 ■ 2018

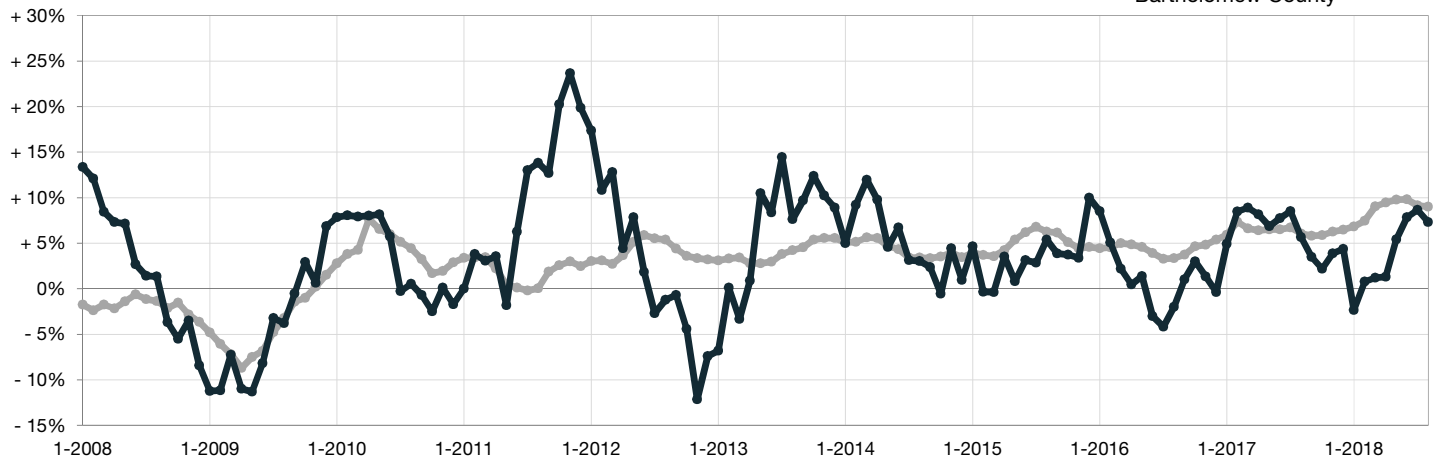
August

■ 2017 ■ 2018



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

Indianapolis Metro Area — Indianapolis Metro Area
Bartholomew County — Bartholomew County



** 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.

Local Market Update – August 2018

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



+ 23.5%

Change in
New Listings

- 2.4%

Change in
Closed Sales

+ 13.2%

Change in
Median Sales Price

Boone County

Jun through Aug

August

	2017	2018	+ / -	2017	2018	+ / -
New Listings	407	476	+ 17.0%	132	163	+ 23.5%
Closed Sales	373	377	+ 1.1%	125	122	- 2.4%
Median Sales Price*	\$251,000	\$281,677	+ 12.2%	\$251,870	\$285,000	+ 13.2%
Average Sales Price*	\$319,484	\$334,042	+ 4.6%	\$317,804	\$363,162	+ 14.3%
Percent of Original List Price Received at Sale*	96.6%	96.4%	- 0.2%	96.7%	95.1%	- 1.6%
Absorption Rate				3.6	3.1	- 13.3%
Single-Family Detached Inventory				359	323	- 10.0%
Townhouse-Condo Inventory				14	8	- 42.9%

There are no rolling figures for Absorption Rate, Single-Family Detached Inventory and Townhouse-Condo Inventory because these metrics are simply snapshots frozen in time at the end of each month. It does not add up over a period of months.

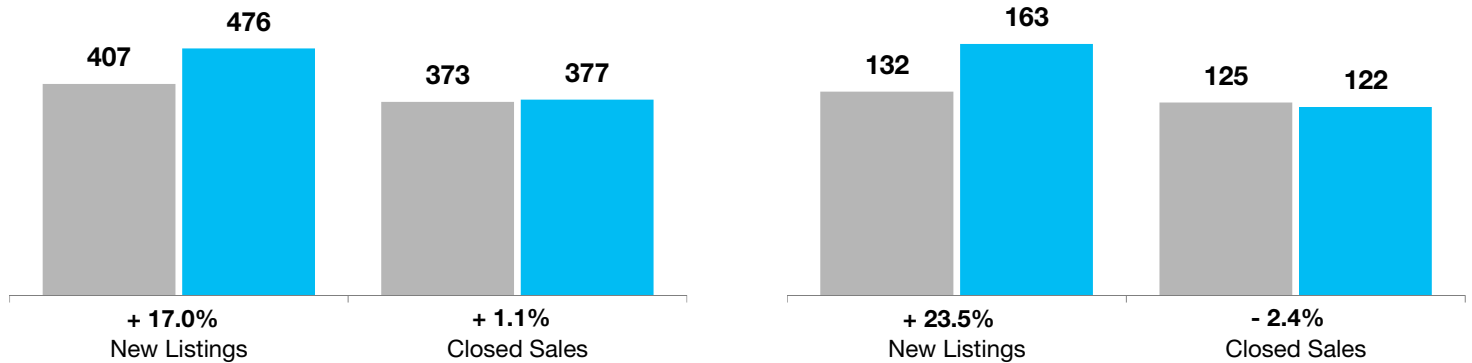
* Does not account for seller concessions. | + / - by month may look extreme due to small sample size. | Totals rounded to whole number or tenth of a percent; rounding error may occur.

Jun through Aug

■ 2017 ■ 2018

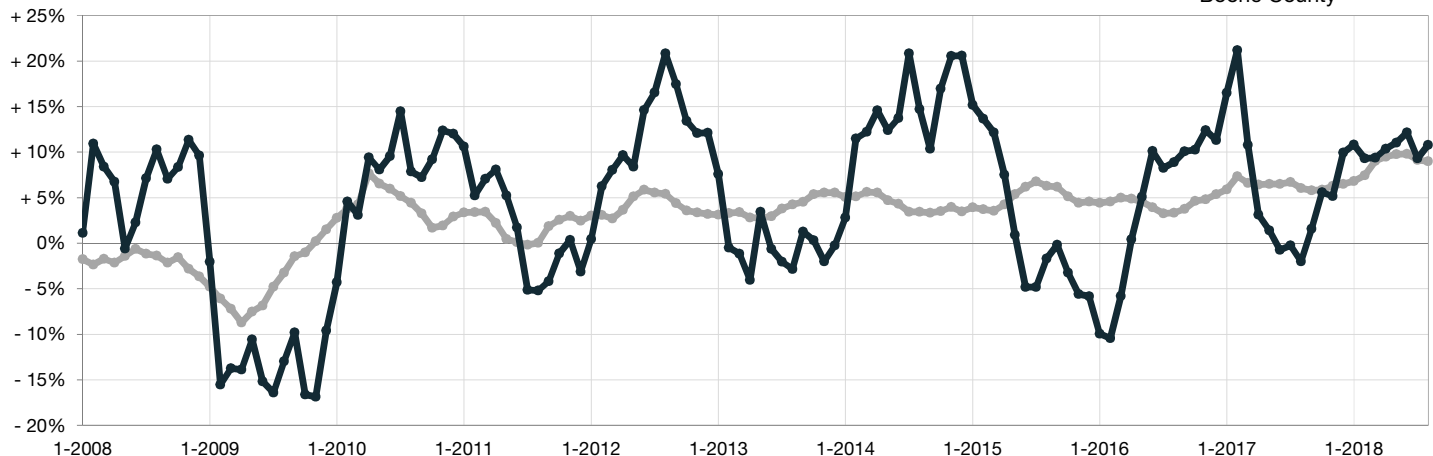
August

■ 2017 ■ 2018



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

Indianapolis Metro Area — Indianapolis Metro Area
Boone County — Boone County



** 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.

Local Market Update – August 2018

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



- 14.9%

+ 23.1%

- 6.8%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Brown County

Jun through Aug

August

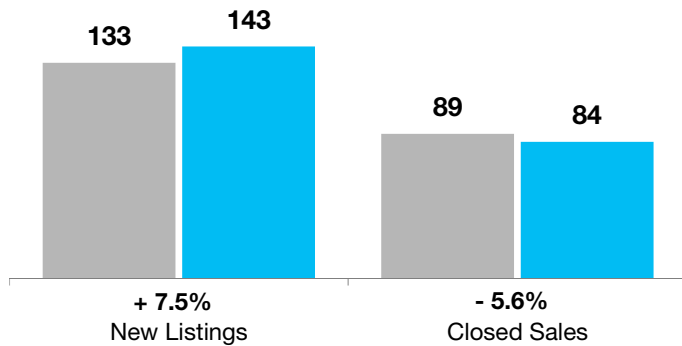
	2017	2018	+ / -	2017	2018	+ / -
New Listings	133	143	+ 7.5%	47	40	- 14.9%
Closed Sales	89	84	- 5.6%	26	32	+ 23.1%
Median Sales Price*	\$195,000	\$232,000	+ 19.0%	\$252,250	\$235,000	- 6.8%
Average Sales Price*	\$234,820	\$276,488	+ 17.7%	\$271,648	\$257,408	- 5.2%
Percent of Original List Price Received at Sale*	92.5%	93.2%	+ 0.7%	90.1%	92.0%	+ 2.2%
Absorption Rate				11.1	9.5	- 14.2%
Single-Family Detached Inventory				274	243	- 11.3%
Townhouse-Condo Inventory				2	1	- 50.0%

There are no rolling figures for Absorption Rate, Single-Family Detached Inventory and Townhouse-Condo Inventory because these metrics are simply snapshots frozen in time at the end of each month. It does not add up over a period of months.

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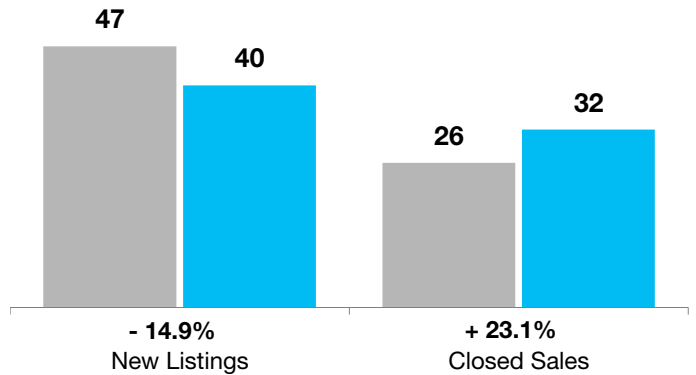
Jun through Aug

■ 2017 ■ 2018



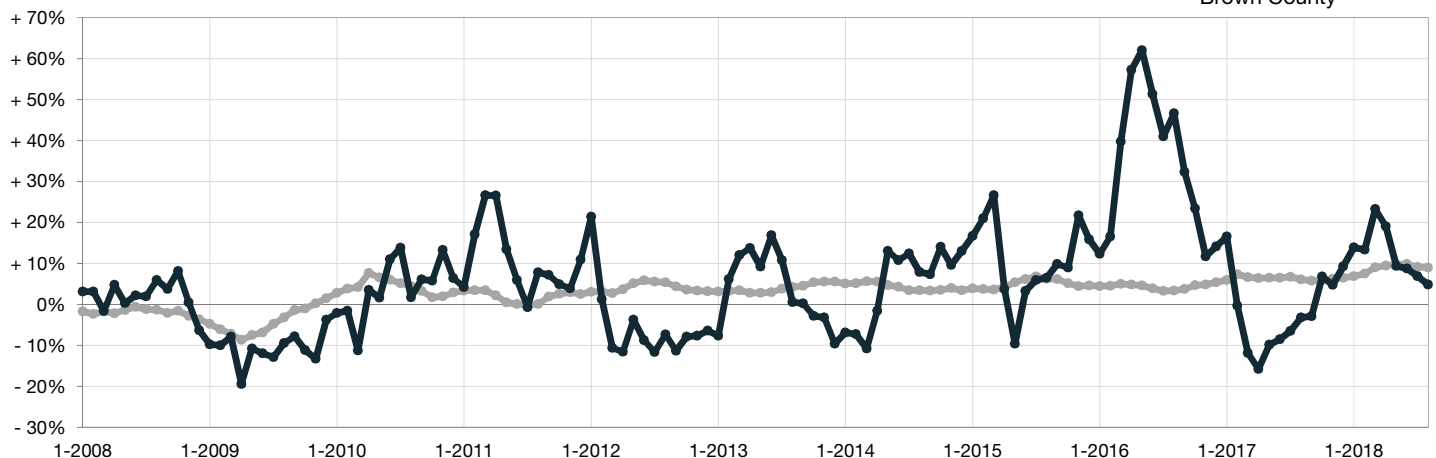
August

■ 2017 ■ 2018



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

Indianapolis Metro Area — Indianapolis Metro Area
Brown County — Brown County



** 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.

Local Market Update – August 2018

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



+ 51.7%

+ 45.8%

+ 12.7%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Decatur County

Jun through Aug

August

	2017	2018	+ / -	2017	2018	+ / -
New Listings	91	131	+ 44.0%	29	44	+ 51.7%
Closed Sales	83	98	+ 18.1%	24	35	+ 45.8%
Median Sales Price*	\$124,500	\$136,000	+ 9.2%	\$124,250	\$140,000	+ 12.7%
Average Sales Price*	\$132,912	\$147,760	+ 11.2%	\$145,950	\$152,100	+ 4.2%
Percent of Original List Price Received at Sale*	94.7%	94.4%	- 0.2%	95.9%	93.8%	- 2.2%
Absorption Rate				4.2	3.7	- 12.3%
Single-Family Detached Inventory				100	89	- 11.0%
Townhouse-Condo Inventory				1	2	+ 100.0%

There are no rolling figures for Absorption Rate, Single-Family Detached Inventory and Townhouse-Condo Inventory because these metrics are simply snapshots frozen in time at the end of each month. It does not add up over a period of months.

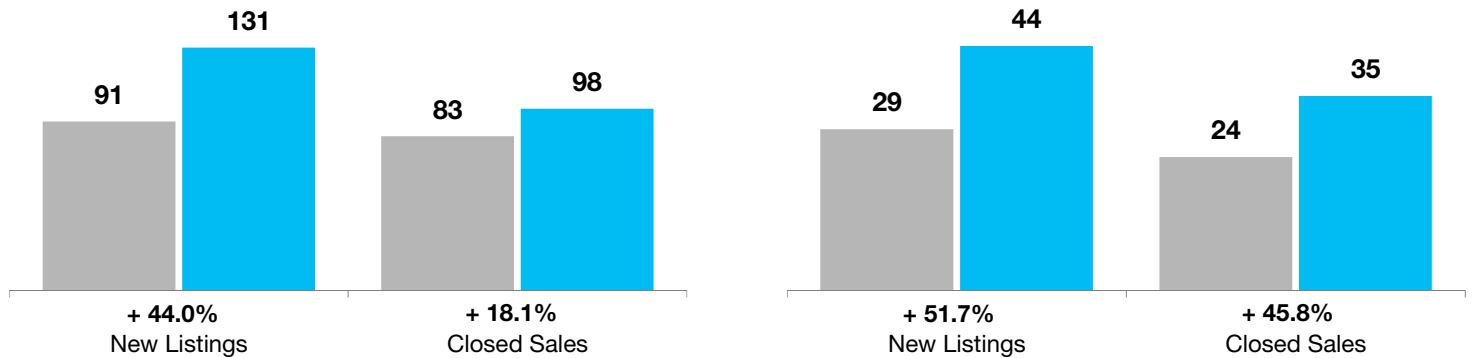
* Does not account for seller concessions. | + / - by month may look extreme due to small sample size. | Totals rounded to whole number or tenth of a percent; rounding error may occur.

Jun through Aug

■ 2017 ■ 2018

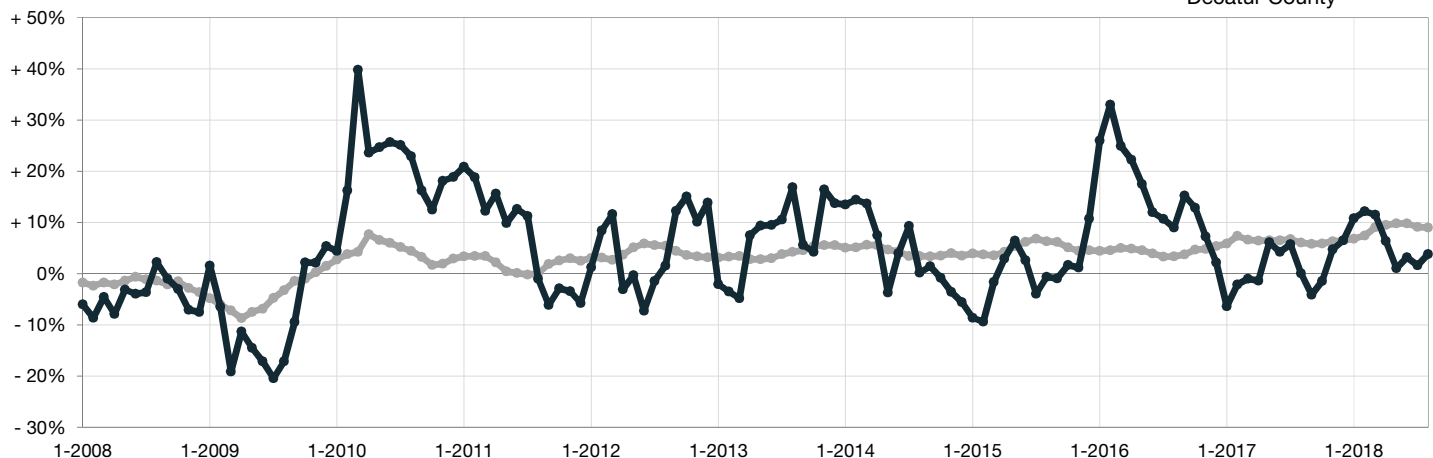
August

■ 2017 ■ 2018



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

Indianapolis Metro Area — Indianapolis Metro Area
Decatur County — Decatur County



** 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.

Local Market Update – August 2018

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



+ 16.0%

+ 7.3%

+ 7.7%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Hamilton County

Jun through Aug

August

	2017	2018	+ / -	2017	2018	+ / -
New Listings	2,442	2,532	+ 3.7%	707	820	+ 16.0%
Closed Sales	2,283	2,415	+ 5.8%	686	736	+ 7.3%
Median Sales Price*	\$263,270	\$285,000	+ 8.3%	\$257,000	\$276,750	+ 7.7%
Average Sales Price*	\$310,105	\$328,407	+ 5.9%	\$308,107	\$313,505	+ 1.8%
Percent of Original List Price Received at Sale*	97.0%	97.4%	+ 0.3%	96.8%	96.6%	- 0.3%
Absorption Rate				3.2	2.7	- 14.9%
Single-Family Detached Inventory				1,748	1,524	- 12.8%
Townhouse-Condo Inventory				127	110	- 13.4%

There are no rolling figures for Absorption Rate, Single-Family Detached Inventory and Townhouse-Condo Inventory because these metrics are simply snapshots frozen in time at the end of each month. It does not add up over a period of months.

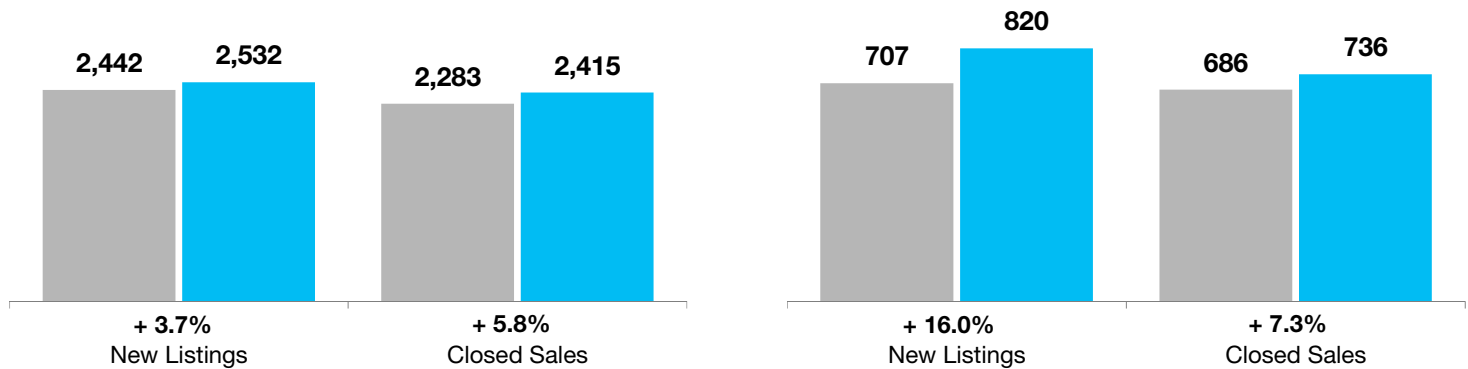
* Does not account for seller concessions. | + / - by month may look extreme due to small sample size. | Totals rounded to whole number or tenth of a percent; rounding error may occur.

Jun through Aug

■ 2017 ■ 2018

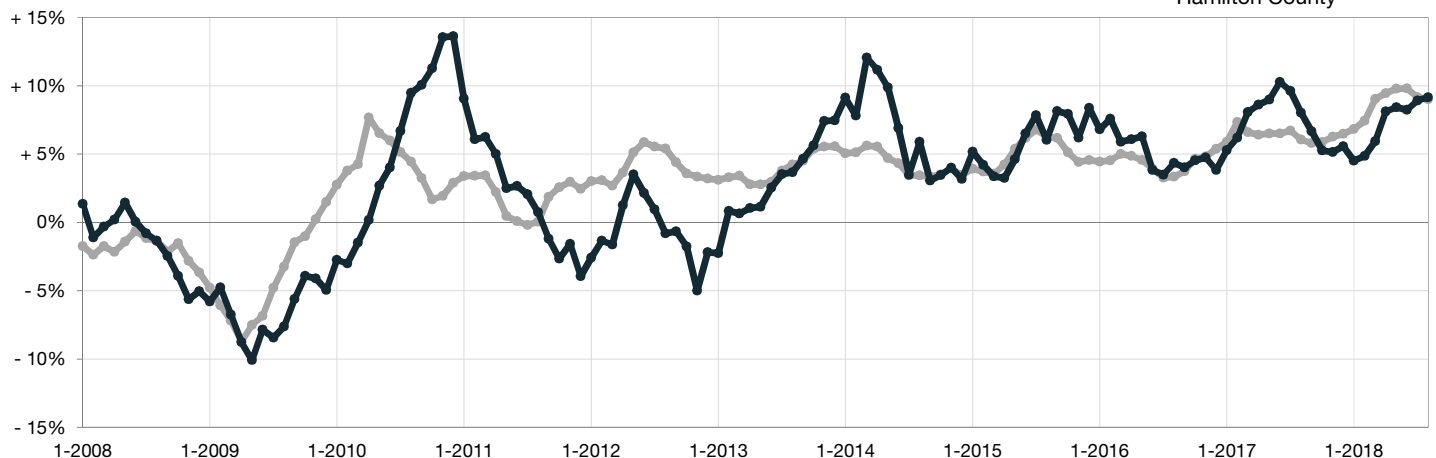
August

■ 2017 ■ 2018



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

Indianapolis Metro Area — Indianapolis Metro Area
Hamilton County — Hamilton County



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Local Market Update – August 2018

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



- 10.9%

Change in
New Listings

- 2.3%

Change in
Closed Sales

+ 11.8%

Change in
Median Sales Price

Hancock County

Jun through Aug

August

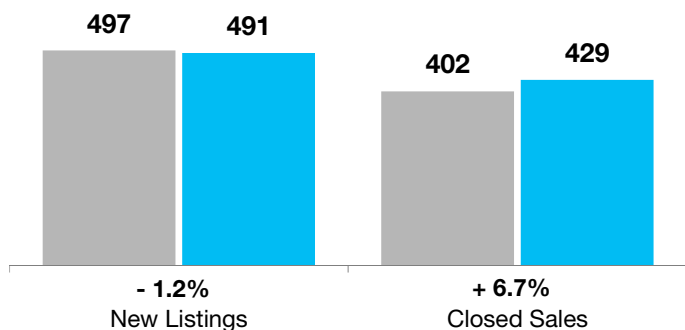
	2017	2018	+ / -	2017	2018	+ / -
New Listings	497	491	- 1.2%	156	139	- 10.9%
Closed Sales	402	429	+ 6.7%	129	126	- 2.3%
Median Sales Price*	\$177,000	\$190,000	+ 7.3%	\$175,000	\$195,700	+ 11.8%
Average Sales Price*	\$190,753	\$208,723	+ 9.4%	\$184,703	\$218,307	+ 18.2%
Percent of Original List Price Received at Sale*	96.7%	97.6%	+ 1.0%	96.8%	97.3%	+ 0.6%
Absorption Rate				2.9	2.4	- 17.2%
Single-Family Detached Inventory				322	279	- 13.4%
Townhouse-Condo Inventory				8	5	- 37.5%

There are no rolling figures for Absorption Rate, Single-Family Detached Inventory and Townhouse-Condo Inventory because these metrics are simply snapshots frozen in time at the end of each month. It does not add up over a period of months.

* Does not account for seller concessions. | + / - by month may look extreme due to small sample size. | Totals rounded to whole number or tenth of a percent; rounding error may occur.

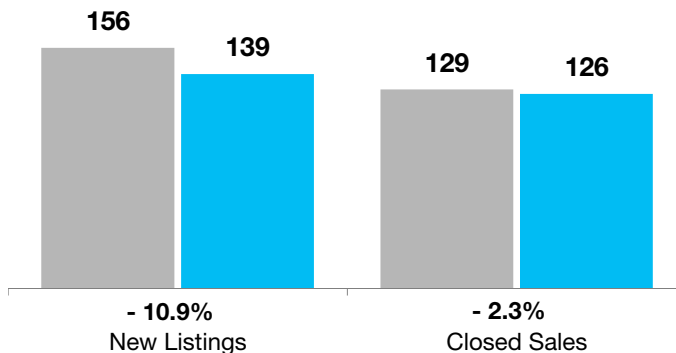
Jun through Aug

■ 2017 ■ 2018

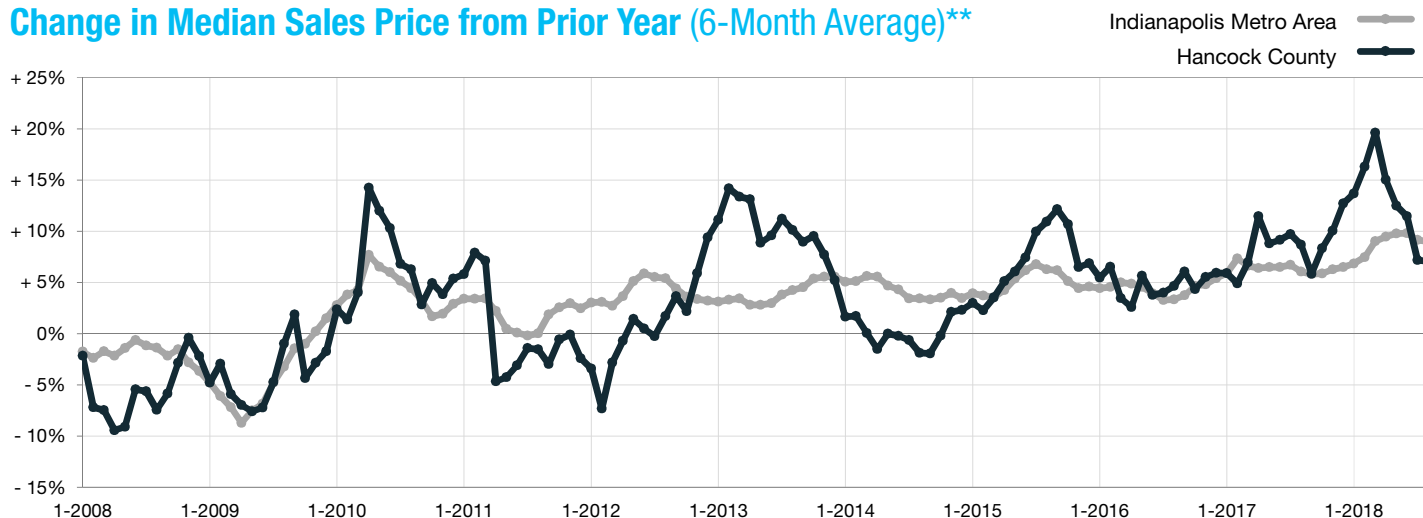


August

■ 2017 ■ 2018



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



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Local Market Update – August 2018

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



- 5.1%

+ 16.6%

+ 5.2%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Hendricks County

Jun through Aug

August

	2017	2018	+ / -	2017	2018	+ / -
New Listings	1,102	1,099	- 0.3%	356	338	- 5.1%
Closed Sales	952	1,052	+ 10.5%	289	337	+ 16.6%
Median Sales Price*	\$190,000	\$200,000	+ 5.3%	\$190,153	\$200,000	+ 5.2%
Average Sales Price*	\$218,337	\$226,743	+ 3.8%	\$221,391	\$224,224	+ 1.3%
Percent of Original List Price Received at Sale*	97.3%	97.7%	+ 0.3%	97.5%	96.8%	- 0.7%
Absorption Rate				2.8	1.8	- 35.2%
Single-Family Detached Inventory				693	482	- 30.4%
Townhouse-Condo Inventory				37	23	- 37.8%

There are no rolling figures for Absorption Rate, Single-Family Detached Inventory and Townhouse-Condo Inventory because these metrics are simply snapshots frozen in time at the end of each month. It does not add up over a period of months.

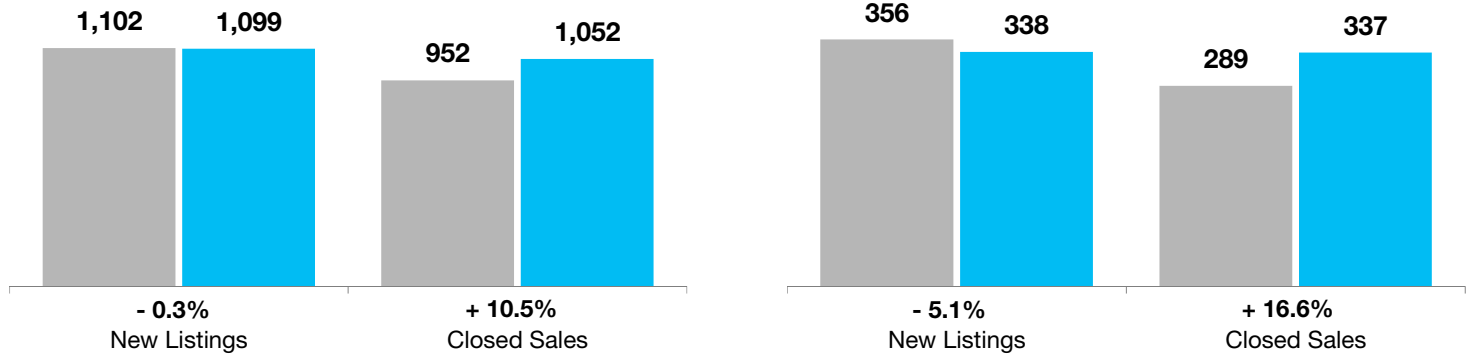
* Does not account for seller concessions. | + / - by month may look extreme due to small sample size. | Totals rounded to whole number or tenth of a percent; rounding error may occur.

Jun through Aug

■ 2017 ■ 2018

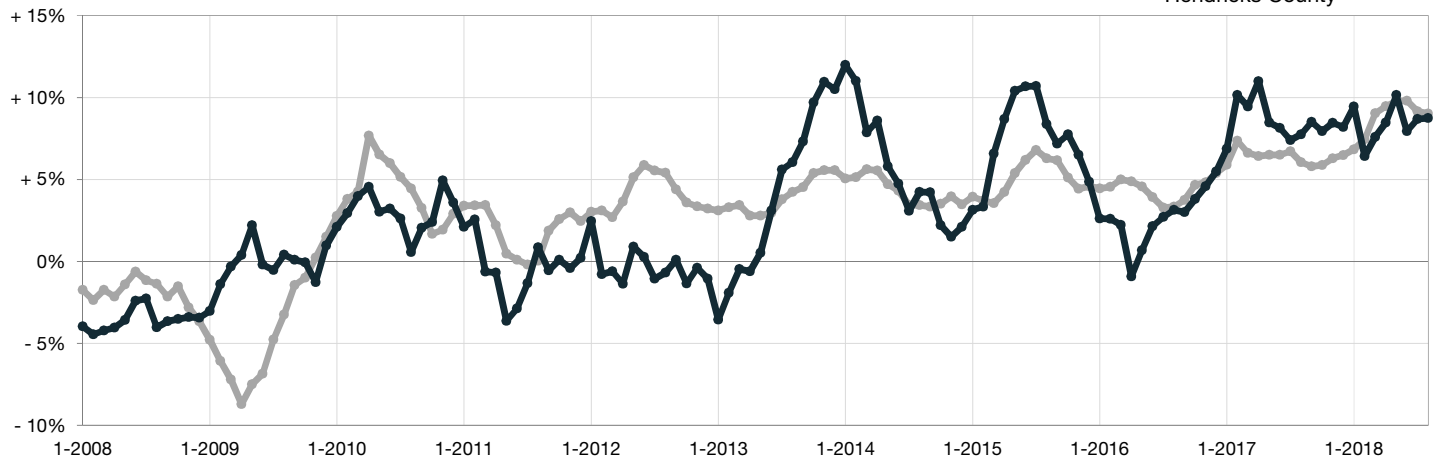
August

■ 2017 ■ 2018



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

Indianapolis Metro Area — Indianapolis Metro Area
Hendricks County — Hendricks County



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Local Market Update – August 2018

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



+ 21.7%

Change in
New Listings

- 3.7%

Change in
Closed Sales

+ 16.6%

Change in
Median Sales Price

Jennings County

Jun through Aug

August

	2017	2018	+ / -	2017	2018	+ / -
New Listings	83	70	- 15.7%	23	28	+ 21.7%
Closed Sales	60	65	+ 8.3%	27	26	- 3.7%
Median Sales Price*	\$90,000	\$105,500	+ 17.2%	\$90,000	\$104,950	+ 16.6%
Average Sales Price*	\$105,596	\$118,900	+ 12.6%	\$97,276	\$116,219	+ 19.5%
Percent of Original List Price Received at Sale*	94.4%	94.0%	- 0.4%	94.2%	92.8%	- 1.4%
Absorption Rate				3.6	2.8	- 20.8%
Single-Family Detached Inventory				66	49	- 25.8%
Townhouse-Condo Inventory				0	0	--

There are no rolling figures for Absorption Rate, Single-Family Detached Inventory and Townhouse-Condo Inventory because these metrics are simply snapshots frozen in time at the end of each month. It does not add up over a period of months.

* Does not account for seller concessions. | + / - by month may look extreme due to small sample size. | Totals rounded to whole number or tenth of a percent; rounding error may occur.

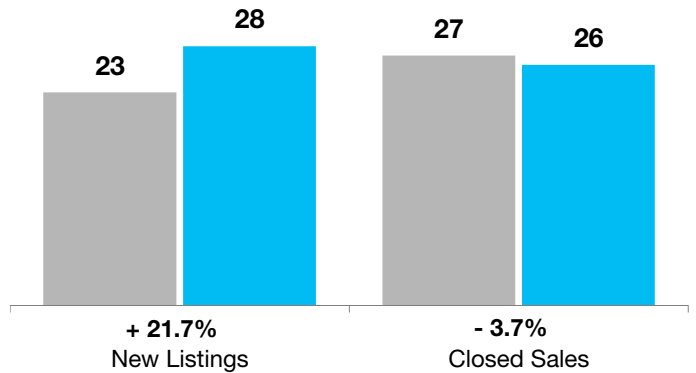
Jun through Aug

■ 2017 ■ 2018



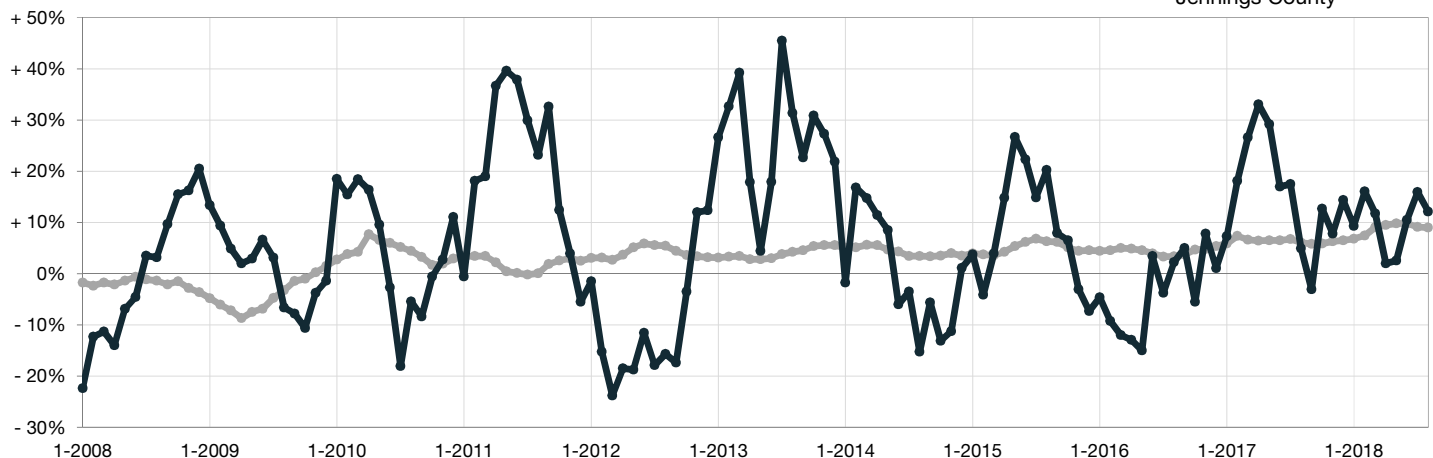
August

■ 2017 ■ 2018



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

Indianapolis Metro Area — Indianapolis Metro Area
Jennings County — Jennings County



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Local Market Update – August 2018

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



+ 1.2%

Change in
New Listings

+ 1.1%

Change in
Closed Sales

+ 4.7%

Change in
Median Sales Price

Johnson County

Jun through Aug

August

	2017	2018	+ / -	2017	2018	+ / -
New Listings	1,005	1,059	+ 5.4%	332	336	+ 1.2%
Closed Sales	839	890	+ 6.1%	263	266	+ 1.1%
Median Sales Price*	\$174,900	\$182,000	+ 4.1%	\$174,250	\$182,400	+ 4.7%
Average Sales Price*	\$208,562	\$218,640	+ 4.8%	\$217,457	\$214,873	- 1.2%
Percent of Original List Price Received at Sale*	97.1%	97.5%	+ 0.3%	97.1%	96.6%	- 0.5%
Absorption Rate				3.0	2.3	- 25.3%
Single-Family Detached Inventory				668	531	- 20.5%
Townhouse-Condo Inventory				26	18	- 30.8%

There are no rolling figures for Absorption Rate, Single-Family Detached Inventory and Townhouse-Condo Inventory because these metrics are simply snapshots frozen in time at the end of each month. It does not add up over a period of months.

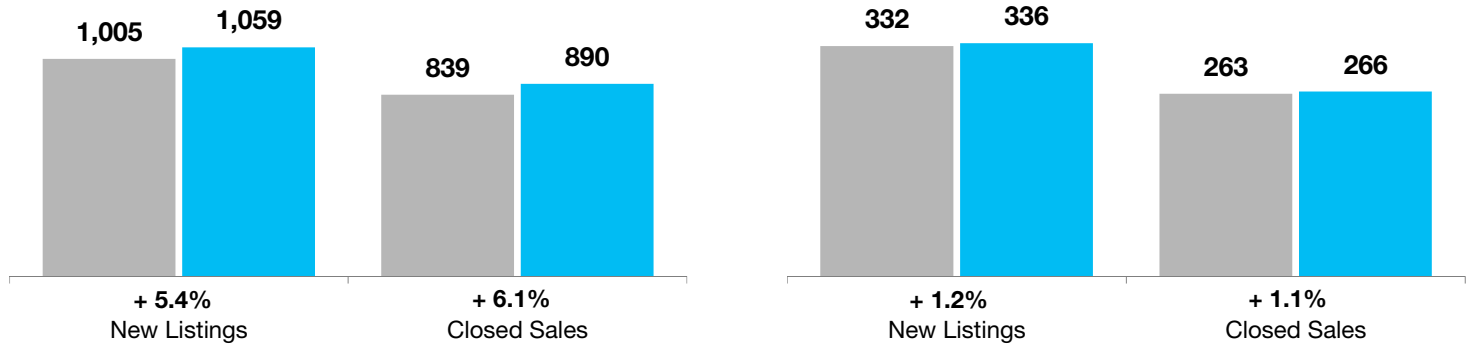
* Does not account for seller concessions. | + / - by month may look extreme due to small sample size. | Totals rounded to whole number or tenth of a percent; rounding error may occur.

Jun through Aug

■ 2017 ■ 2018

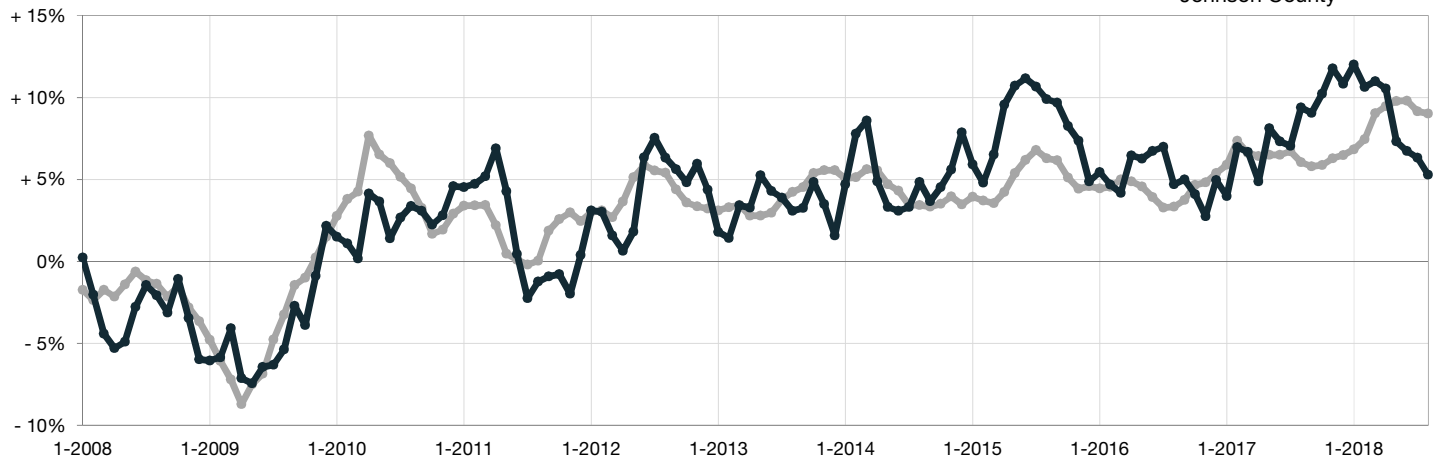
August

■ 2017 ■ 2018



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

Indianapolis Metro Area — Indianapolis Metro Area
Johnson County — Johnson County



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Local Market Update – August 2018

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



+ 12.4%

- 3.6%

+ 9.1%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Madison County

Jun through Aug

August

	2017	2018	+ / -	2017	2018	+ / -
New Listings	633	648	+ 2.4%	209	235	+ 12.4%
Closed Sales	503	482	- 4.2%	166	160	- 3.6%
Median Sales Price*	\$112,000	\$114,000	+ 1.8%	\$110,000	\$120,000	+ 9.1%
Average Sales Price*	\$120,721	\$127,181	+ 5.4%	\$119,258	\$125,610	+ 5.3%
Percent of Original List Price Received at Sale*	94.2%	95.0%	+ 0.9%	94.3%	94.4%	+ 0.0%
Absorption Rate				3.8	3.0	- 19.2%
Single-Family Detached Inventory				511	402	- 21.3%
Townhouse-Condo Inventory				18	10	- 44.4%

There are no rolling figures for Absorption Rate, Single-Family Detached Inventory and Townhouse-Condo Inventory because these metrics are simply snapshots frozen in time at the end of each month. It does not add up over a period of months.

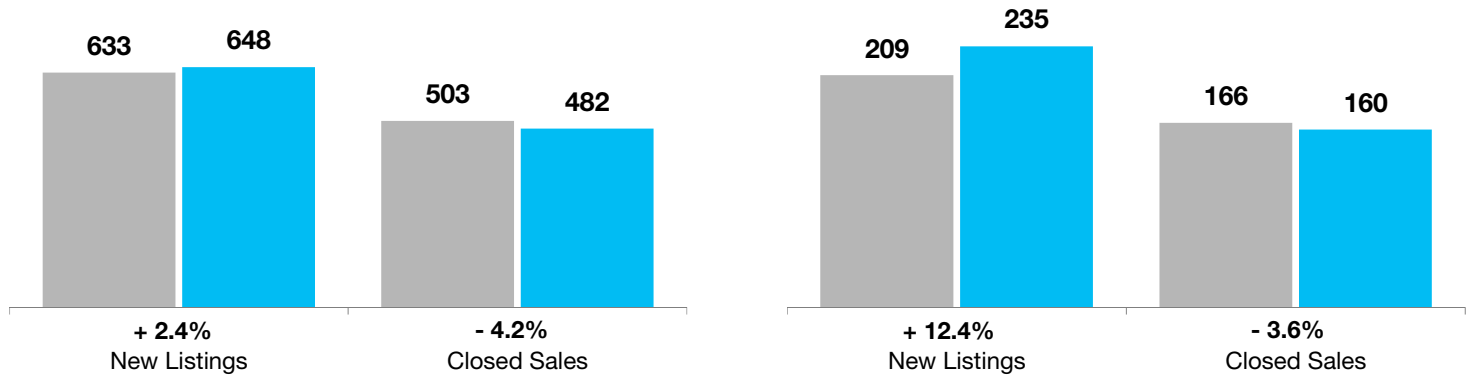
* Does not account for seller concessions. | + / - by month may look extreme due to small sample size. | Totals rounded to whole number or tenth of a percent; rounding error may occur.

Jun through Aug

■ 2017 ■ 2018

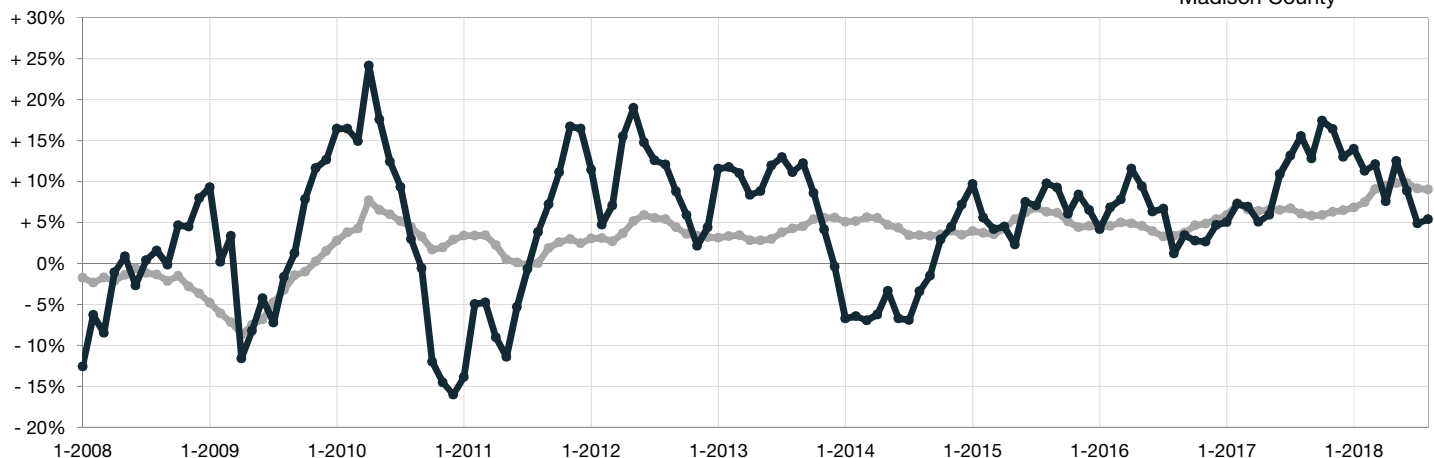
August

■ 2017 ■ 2018



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

Indianapolis Metro Area — Indianapolis Metro Area
Madison County — Madison County



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Local Market Update – August 2018

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



+ 14.5%

Change in
New Listings

+ 5.2%

Change in
Closed Sales

+ 12.6%

Change in
Median Sales Price

Marion County

Jun through Aug

August

	2017	2018	+ / -	2017	2018	+ / -
New Listings	5,206	5,660	+ 8.7%	1,687	1,931	+ 14.5%
Closed Sales	4,443	4,445	+ 0.0%	1,433	1,507	+ 5.2%
Median Sales Price*	\$138,500	\$151,000	+ 9.0%	\$135,000	\$152,000	+ 12.6%
Average Sales Price*	\$168,064	\$180,620	+ 7.5%	\$163,019	\$178,075	+ 9.2%
Percent of Original List Price Received at Sale*	96.1%	97.2%	+ 1.2%	95.4%	96.4%	+ 1.1%
Absorption Rate				3.0	2.5	- 18.0%
Single-Family Detached Inventory				3,278	2,772	- 15.4%
Townhouse-Condo Inventory				390	296	- 24.1%

There are no rolling figures for Absorption Rate, Single-Family Detached Inventory and Townhouse-Condo Inventory because these metrics are simply snapshots frozen in time at the end of each month. It does not add up over a period of months.

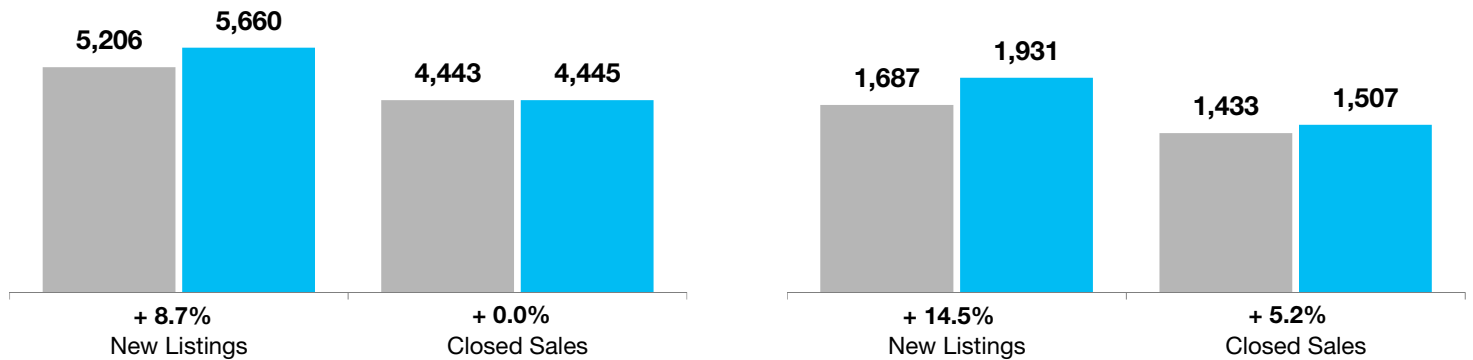
* Does not account for seller concessions. | + / - by month may look extreme due to small sample size. | Totals rounded to whole number or tenth of a percent; rounding error may occur.

Jun through Aug

■ 2017 ■ 2018

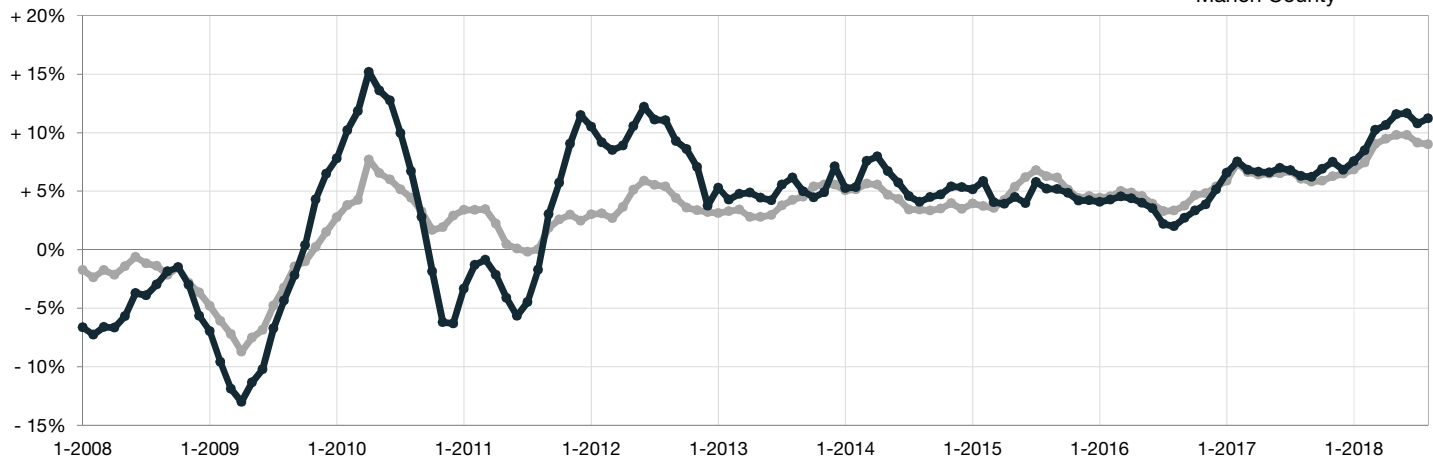
August

■ 2017 ■ 2018



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

Indianapolis Metro Area — Indianapolis Metro Area
Marion County — Marion County



** 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.

Local Market Update – August 2018

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



- 4.5%

+ 44.7%

- 2.4%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Montgomery County

Jun through Aug

August

	2017	2018	+ / -	2017	2018	+ / -
New Listings	177	216	+ 22.0%	67	64	- 4.5%
Closed Sales	135	189	+ 40.0%	47	68	+ 44.7%
Median Sales Price*	\$129,900	\$127,500	- 1.8%	\$134,200	\$131,000	- 2.4%
Average Sales Price*	\$144,884	\$141,117	- 2.6%	\$137,432	\$139,526	+ 1.5%
Percent of Original List Price Received at Sale*	94.8%	96.2%	+ 1.5%	94.2%	95.2%	+ 1.1%
Absorption Rate				3.6	2.6	- 29.2%
Single-Family Detached Inventory				143	120	- 16.1%
Townhouse-Condo Inventory				7	1	- 85.7%

There are no rolling figures for Absorption Rate, Single-Family Detached Inventory and Townhouse-Condo Inventory because these metrics are simply snapshots frozen in time at the end of each month. It does not add up over a period of months.

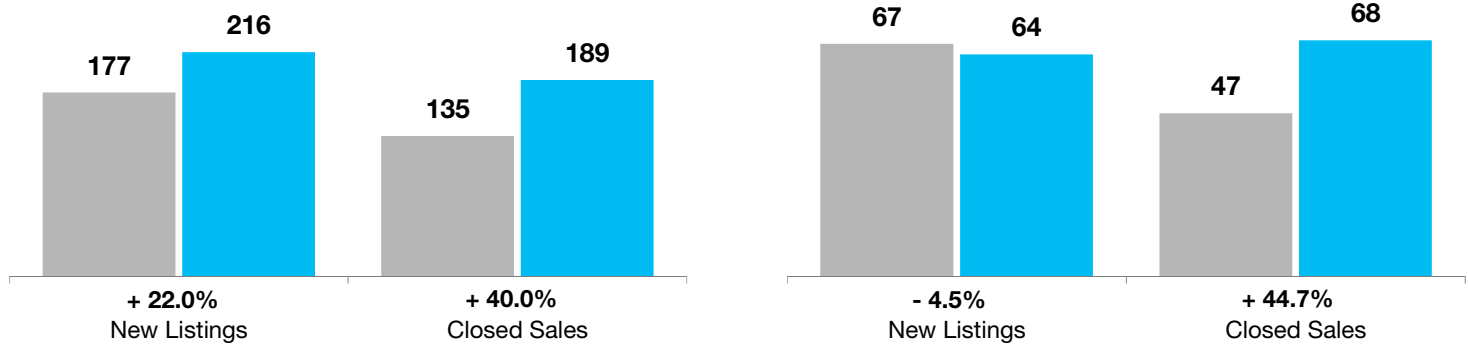
* Does not account for seller concessions. | + / - by month may look extreme due to small sample size. | Totals rounded to whole number or tenth of a percent; rounding error may occur.

Jun through Aug

■ 2017 ■ 2018

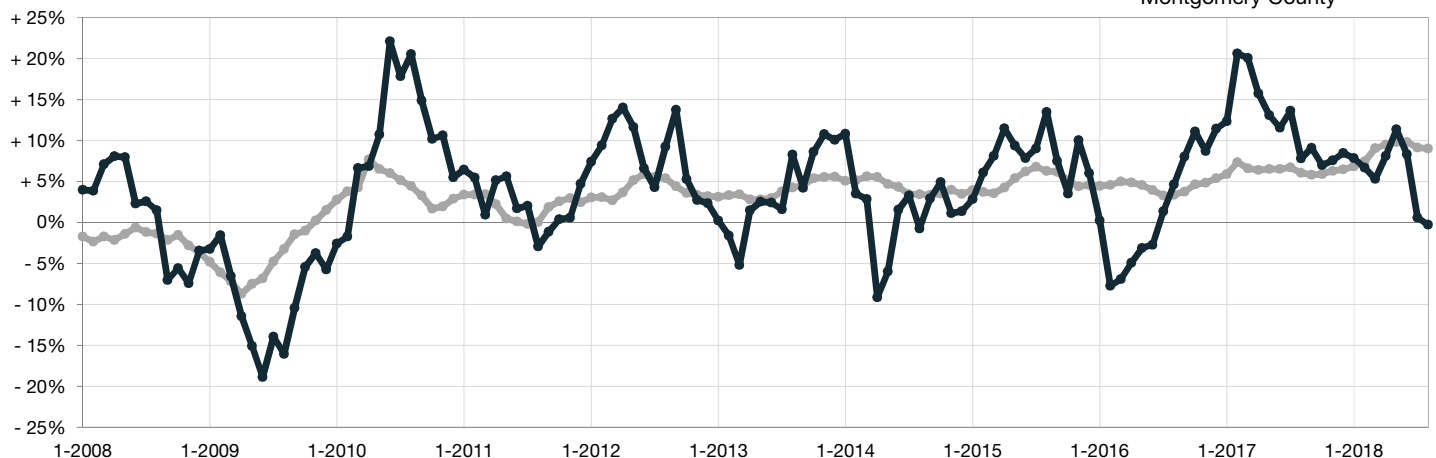
August

■ 2017 ■ 2018



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

Indianapolis Metro Area — Indianapolis Metro Area
Montgomery County — Montgomery County



** 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.

Local Market Update – August 2018

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



+ 3.5%

Change in
New Listings

+ 15.4%

Change in
Closed Sales

+ 11.0%

Change in
Median Sales Price

Morgan County

Jun through Aug

August

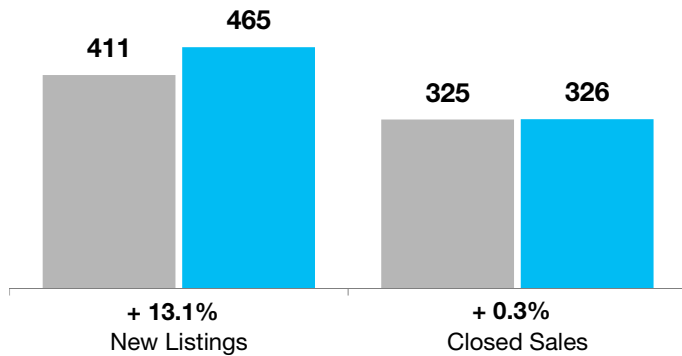
	2017	2018	+ / -	2017	2018	+ / -
New Listings	411	465	+ 13.1%	143	148	+ 3.5%
Closed Sales	325	326	+ 0.3%	104	120	+ 15.4%
Median Sales Price*	\$158,000	\$166,500	+ 5.4%	\$155,000	\$172,000	+ 11.0%
Average Sales Price*	\$185,599	\$186,307	+ 0.4%	\$182,205	\$185,665	+ 1.9%
Percent of Original List Price Received at Sale*	96.1%	96.5%	+ 0.4%	95.2%	96.4%	+ 1.3%
Absorption Rate				4.0	3.1	- 23.4%
Single-Family Detached Inventory				339	274	- 19.2%
Townhouse-Condo Inventory				16	11	- 31.3%

There are no rolling figures for Absorption Rate, Single-Family Detached Inventory and Townhouse-Condo Inventory because these metrics are simply snapshots frozen in time at the end of each month. It does not add up over a period of months.

* Does not account for seller concessions. | + / - by month may look extreme due to small sample size. | Totals rounded to whole number or tenth of a percent; rounding error may occur.

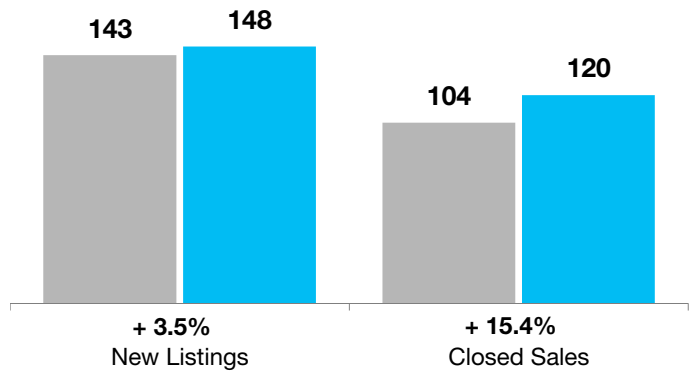
Jun through Aug

■ 2017 ■ 2018



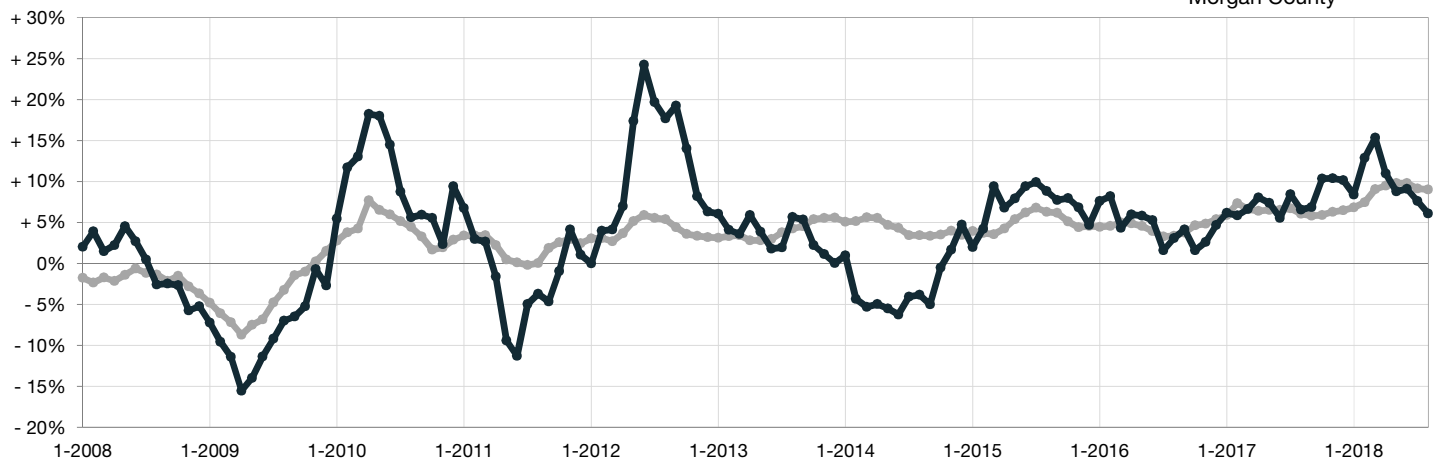
August

■ 2017 ■ 2018



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

Indianapolis Metro Area — Indianapolis Metro Area
Morgan County — Morgan County



** 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.

Local Market Update – August 2018

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



- 5.6%

+ 46.2%

+ 44.7%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Putnam County

Jun through Aug

August

	2017	2018	+ / -	2017	2018	+ / -
New Listings	199	205	+ 3.0%	71	67	- 5.6%
Closed Sales	151	181	+ 19.9%	52	76	+ 46.2%
Median Sales Price*	\$137,450	\$150,500	+ 9.5%	\$103,332	\$149,500	+ 44.7%
Average Sales Price*	\$159,825	\$164,075	+ 2.7%	\$134,710	\$168,687	+ 25.2%
Percent of Original List Price Received at Sale*	94.7%	95.1%	+ 0.4%	93.4%	94.0%	+ 0.6%
Absorption Rate				4.3	2.8	- 35.3%
Single-Family Detached Inventory				172	124	- 27.9%
Townhouse-Condo Inventory				7	5	- 28.6%

There are no rolling figures for Absorption Rate, Single-Family Detached Inventory and Townhouse-Condo Inventory because these metrics are simply snapshots frozen in time at the end of each month. It does not add up over a period of months.

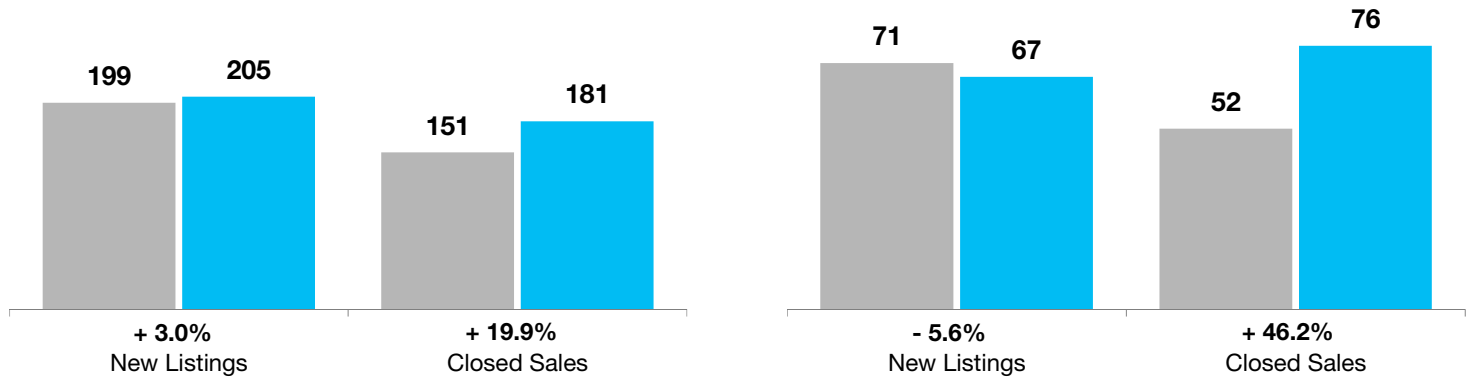
* Does not account for seller concessions. | + / - by month may look extreme due to small sample size. | Totals rounded to whole number or tenth of a percent; rounding error may occur.

Jun through Aug

■ 2017 ■ 2018

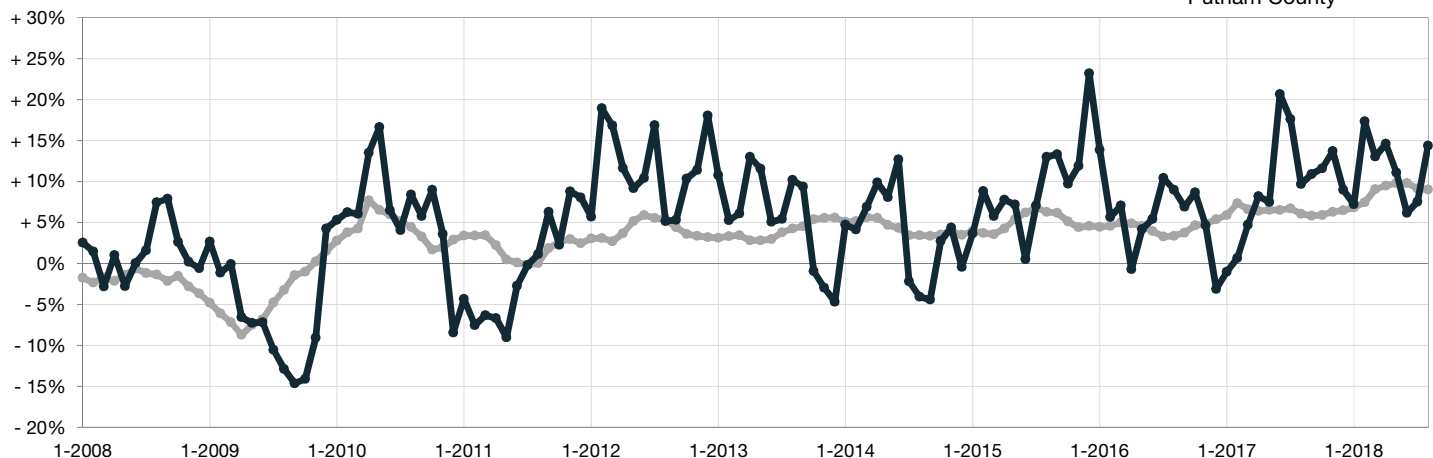
August

■ 2017 ■ 2018



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

Indianapolis Metro Area — Indianapolis Metro Area
Putnam County — Putnam County



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Local Market Update – August 2018

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



- 8.1%

+ 36.5%

0.0%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Shelby County

Jun through Aug

August

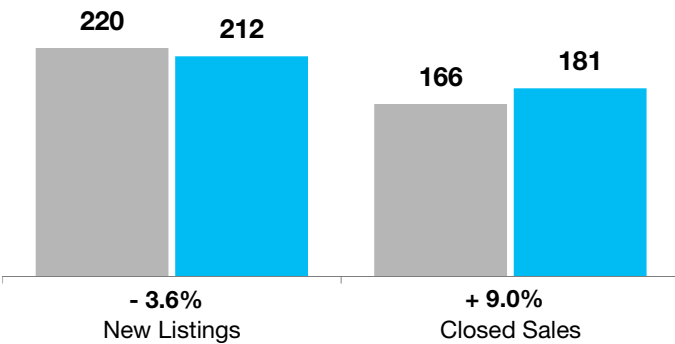
	2017	2018	+ / -	2017	2018	+ / -
New Listings	220	212	- 3.6%	74	68	- 8.1%
Closed Sales	166	181	+ 9.0%	52	71	+ 36.5%
Median Sales Price*	\$123,000	\$135,000	+ 9.8%	\$127,000	\$127,000	0.0%
Average Sales Price*	\$132,465	\$150,746	+ 13.8%	\$138,769	\$147,805	+ 6.5%
Percent of Original List Price Received at Sale*	95.9%	95.8%	- 0.2%	93.8%	94.9%	+ 1.1%
Absorption Rate				3.6	2.7	- 27.1%
Single-Family Detached Inventory				162	124	- 23.5%
Townhouse-Condo Inventory				10	2	- 80.0%

There are no rolling figures for Absorption Rate, Single-Family Detached Inventory and Townhouse-Condo Inventory because these metrics are simply snapshots frozen in time at the end of each month. It does not add up over a period of months.

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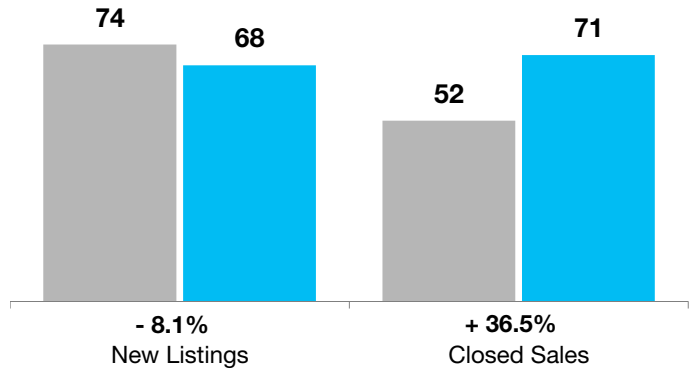
Jun through Aug

■ 2017 ■ 2018



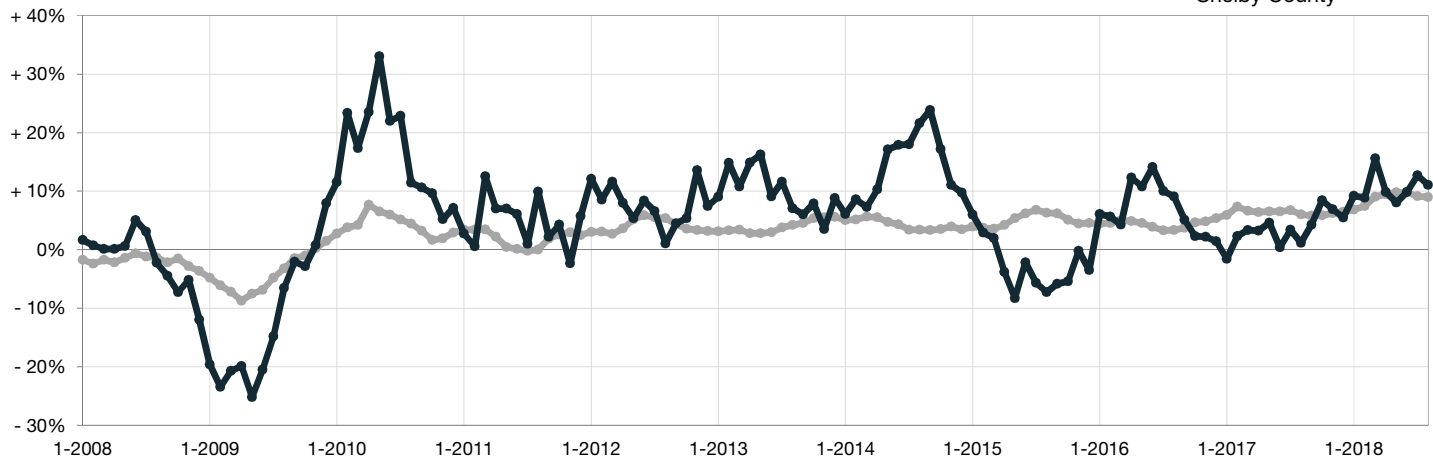
August

■ 2017 ■ 2018



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

Indianapolis Metro Area — Indianapolis Metro Area
Shelby County — Shelby County



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