

# Monthly Indicators

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



## September 2018

Some economy observers are pointing to 2018 as the final period in a long string of sentences touting several happy years of buyer demand and sales excitement for the housing industry. Although residential real estate should continue along a mostly positive line for the rest of the year, rising prices and interest rates coupled with salary stagnation and a generational trend toward home purchase delay or even disinterest could create an environment of declining sales.

Closed Sales were down 2.5 percent to 3,144. Pending Sales increased 8.5 percent to 3,043, and Inventory shrank 13.6 percent to 8,288.

Median Sales Price was up 9.0 percent to \$179,900. Percent of Original List Price Received increased 0.5 percent to 95.9%. Absorption Rate was down 15.6 percent to 2.7.

Tracking reputable news sources for housing market predictions makes good sense, as does observing trends based on meaningful statistics. By the numbers, we continue to see pockets of unprecedented price heights combined with low days on market and an economic backdrop conducive to consistent demand. We were reminded by Hurricane Florence of how quickly a situation can change. Rather than dwelling on predictions of a somber future, it is worth the effort to manage the fundamentals that will lead to an ongoing display of healthy balance.

## Quick Facts

**+ 4.3%**      **+ 8.8%**      **- 13.6%**

Quarter-Over-Quarter Change in <b>Closed Sales</b>	Quarter-Over-Quarter Change in <b>Median Sales Price</b>	Year-Over-Year Change in <b>Inventory</b>
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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	+ / -
<b>New Listings</b>	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%
	<b>Sep 2018</b>	<b>43,848</b>	<b>43,125</b>	<b>+ 1.7%</b>	<b>26,803</b>	<b>25,248</b>	<b>+ 6.2%</b>	<b>12,739</b>	<b>11,900</b>	<b>+ 7.1%</b>	<b>3,697</b>	<b>3,586</b>	<b>+ 3.1%</b>
<b>Pending Sales</b>	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%
	<b>Sep 2018</b>	<b>38,528</b>	<b>33,716</b>	<b>+ 14.3%</b>	<b>22,359</b>	<b>19,311</b>	<b>+ 15.8%</b>	<b>10,539</b>	<b>8,955</b>	<b>+ 17.7%</b>	<b>3,043</b>	<b>2,805</b>	<b>+ 8.5%</b>
<b>Closed Sales</b>	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%
	<b>Sep 2018</b>	<b>37,410</b>	<b>36,418</b>	<b>+ 2.7%</b>	<b>21,663</b>	<b>21,164</b>	<b>+ 2.4%</b>	<b>10,648</b>	<b>10,206</b>	<b>+ 4.3%</b>	<b>3,144</b>	<b>3,226</b>	<b>- 2.5%</b>
<b>Median Sales Price</b>	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%
	<b>Sep 2018</b>	<b>\$175,000</b>	<b>\$161,000</b>	<b>+ 8.7%</b>	<b>\$181,000</b>	<b>\$167,000</b>	<b>+ 8.4%</b>	<b>\$180,000</b>	<b>\$165,500</b>	<b>+ 8.8%</b>	<b>\$179,900</b>	<b>\$164,992</b>	<b>+ 9.0%</b>
<b>Average Sales Price</b>	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%
	<b>Sep 2018</b>	<b>\$212,142</b>	<b>\$198,163</b>	<b>+ 7.1%</b>	<b>\$219,970</b>	<b>\$204,529</b>	<b>+ 7.5%</b>	<b>\$216,969</b>	<b>\$204,573</b>	<b>+ 6.1%</b>	<b>\$211,920</b>	<b>\$198,986</b>	<b>+ 6.5%</b>
<b>Pct. of Original List Price Received at Sale</b>	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%
	<b>Sep 2018</b>	<b>96.1%</b>	<b>95.3%</b>	<b>+ 0.8%</b>	<b>96.9%</b>	<b>96.1%</b>	<b>+ 0.8%</b>	<b>96.4%</b>	<b>95.9%</b>	<b>+ 0.5%</b>	<b>95.9%</b>	<b>95.4%</b>	<b>+ 0.5%</b>
<b>Total Active Listings Available at Month End</b>	Jul 2018										7,720	9,625	- 19.8%
	Aug 2018										8,059	9,826	- 18.0%
	<b>Sep 2018</b>										<b>8,288</b>	<b>9,589</b>	<b>- 13.6%</b>
<b>Months Supply of Inventory / Absorption Rate</b>	Jul 2018										2.5	3.2	- 21.9%
	Aug 2018										2.6	3.2	- 18.8%
	<b>Sep 2018</b>										<b>2.7</b>	<b>3.2</b>	<b>- 15.6%</b>

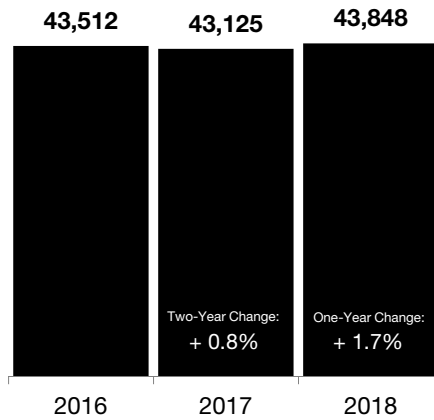
There are no rolling figures for Total Active Listings Available at Month End or Absorption Rate because these metrics are simply snapshots frozen in time at the end of each month. It does not add up over a period of months.

# New Listings

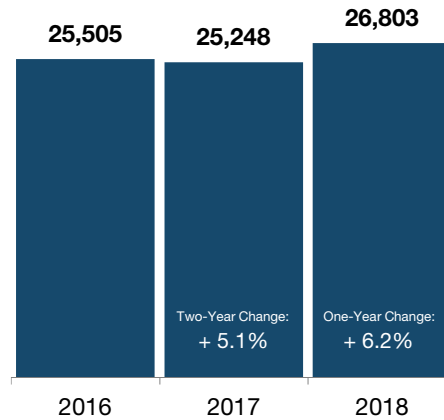
A count of the properties that have been newly listed on the market in a given month, regardless of what status they're currently in.



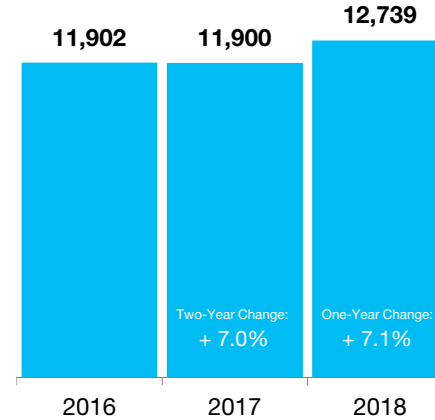
## 12 Month



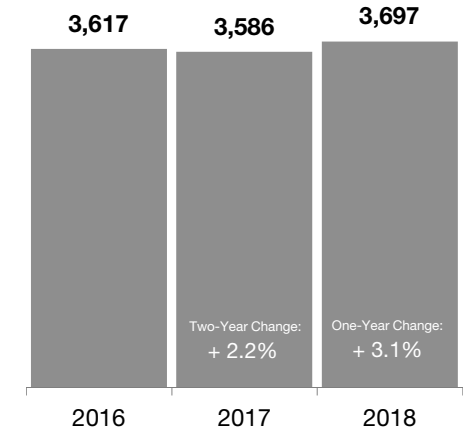
## 6 Month



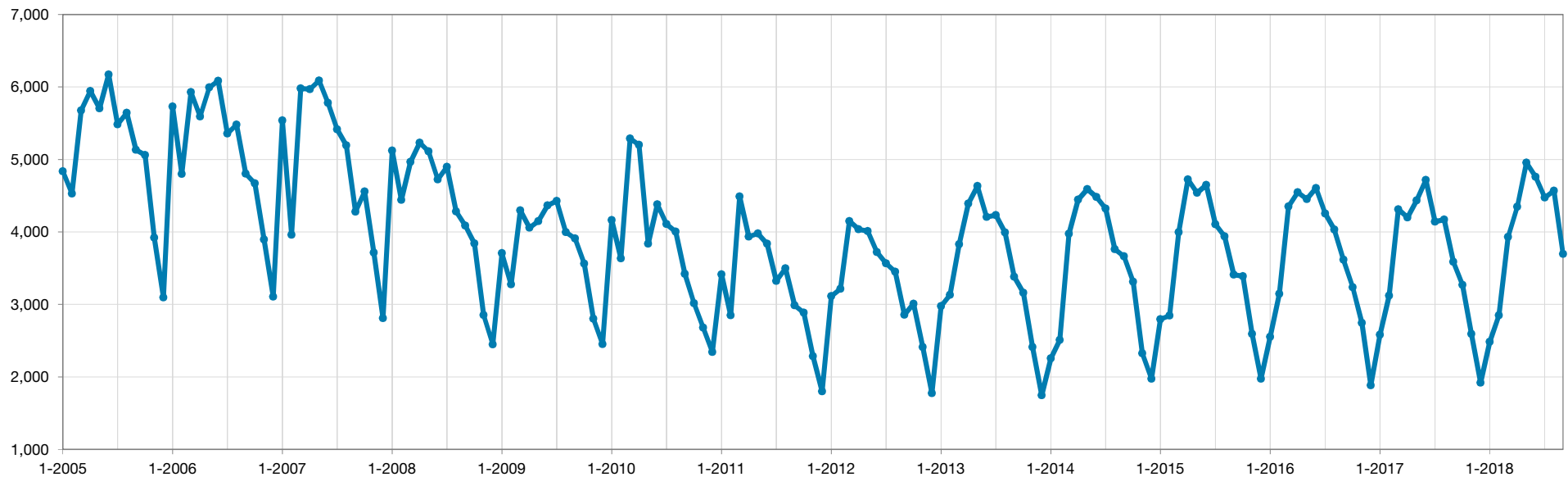
## 3 Month



## September



## Historical New Listings

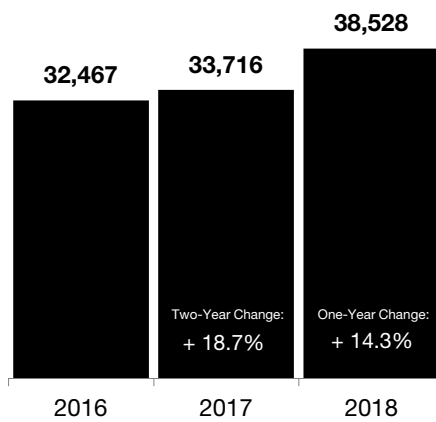


# Pending Sales

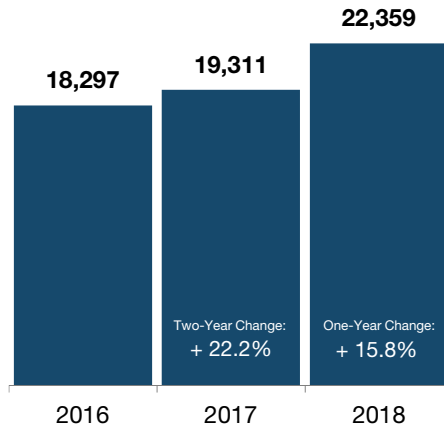
A count of the properties on which contracts have been accepted in a given month, regardless of whether or not the sale closes.



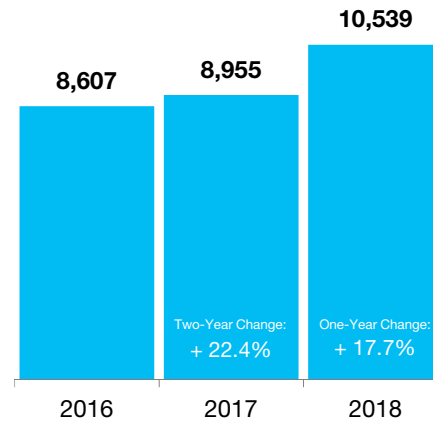
## 12 Month



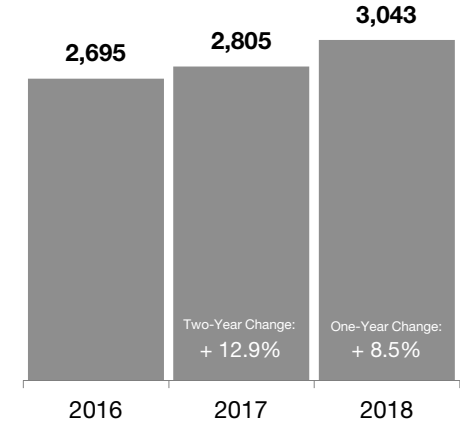
## 6 Month



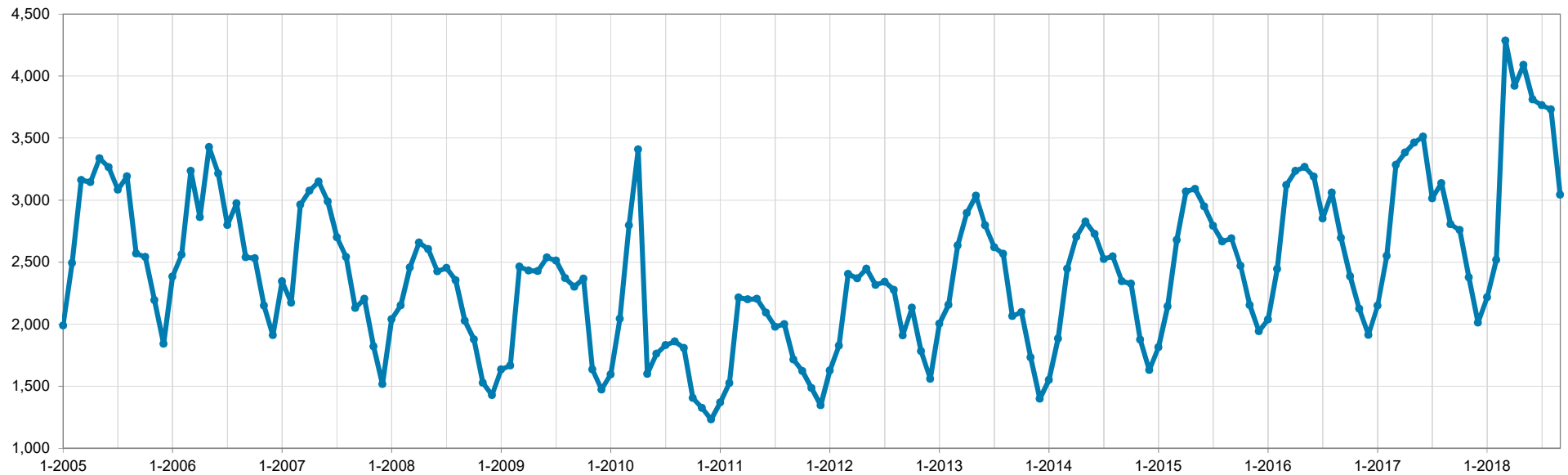
## 3 Month



## September



## Historical Pending Sales

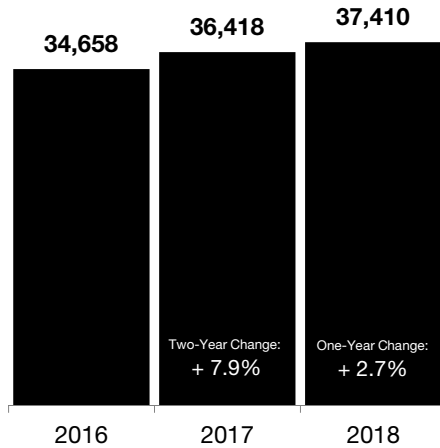


# Closed Sales

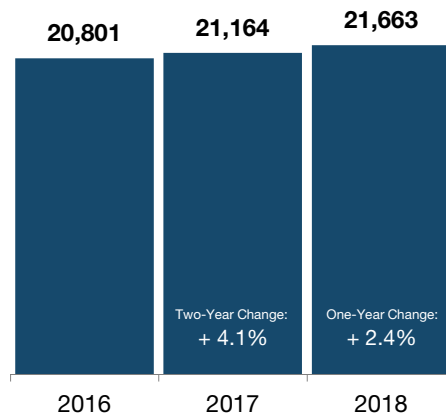
A count of the actual sales that have closed in a given month.



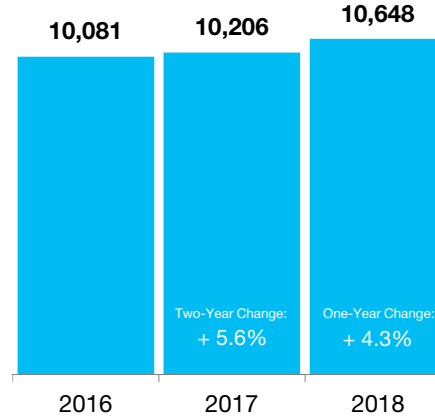
## 12 Month



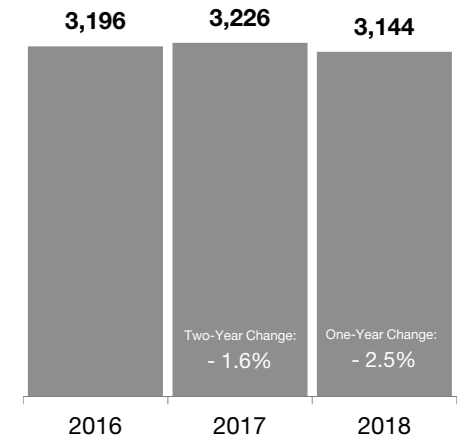
## 6 Month



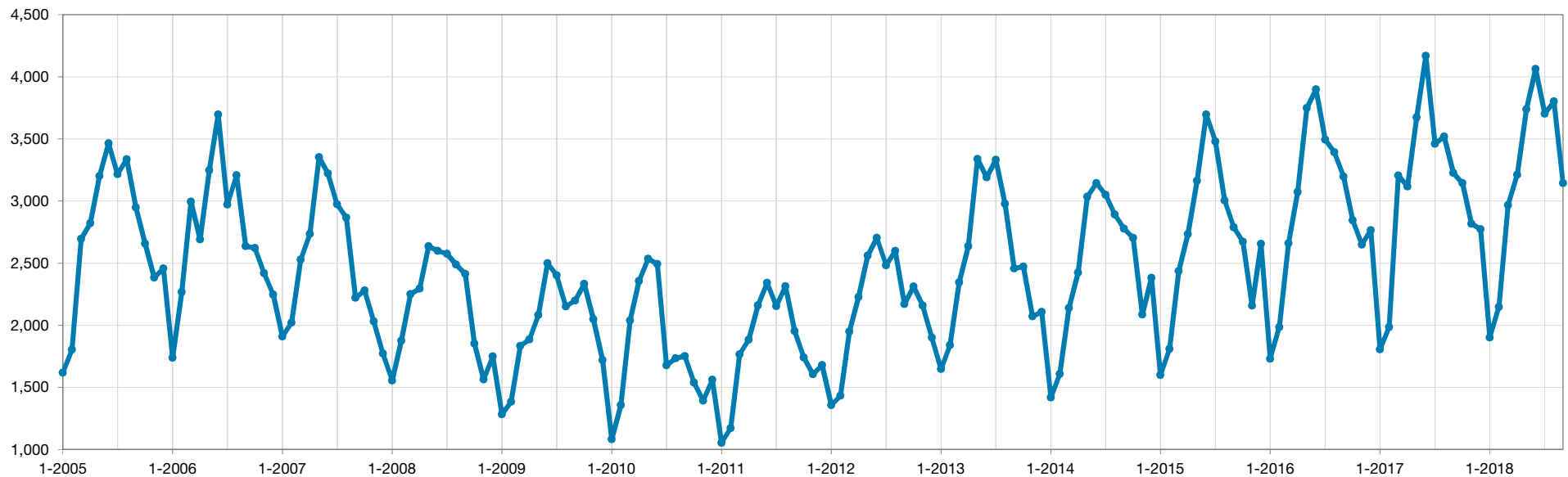
## 3 Month



## September



## Historical Closed Sales

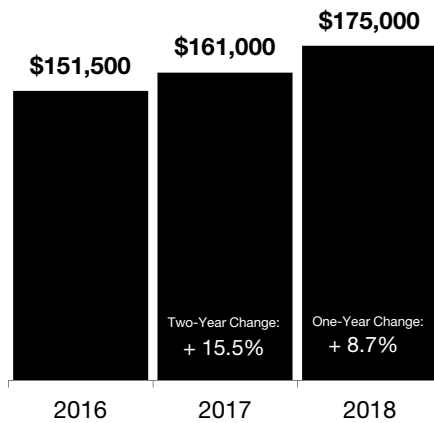


# Median Sales Price

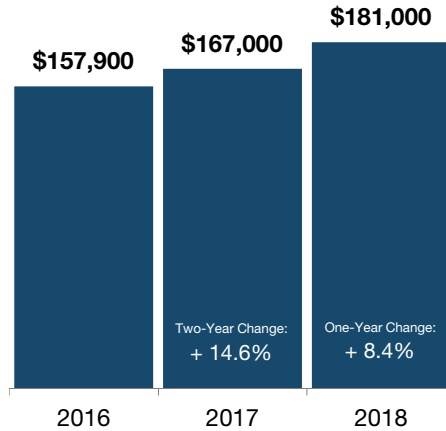
Median price point for all closed sales, not accounting for seller concessions, in a given month.



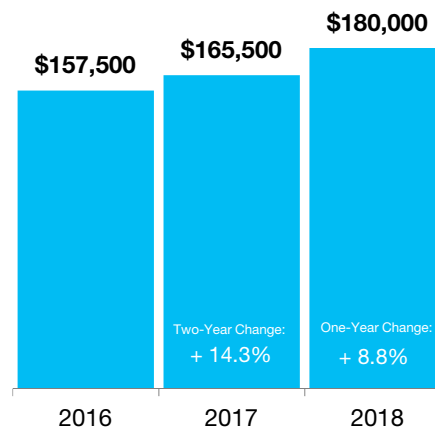
## 12 Month



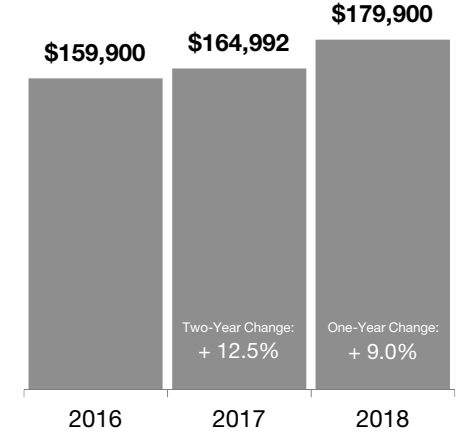
## 6 Month



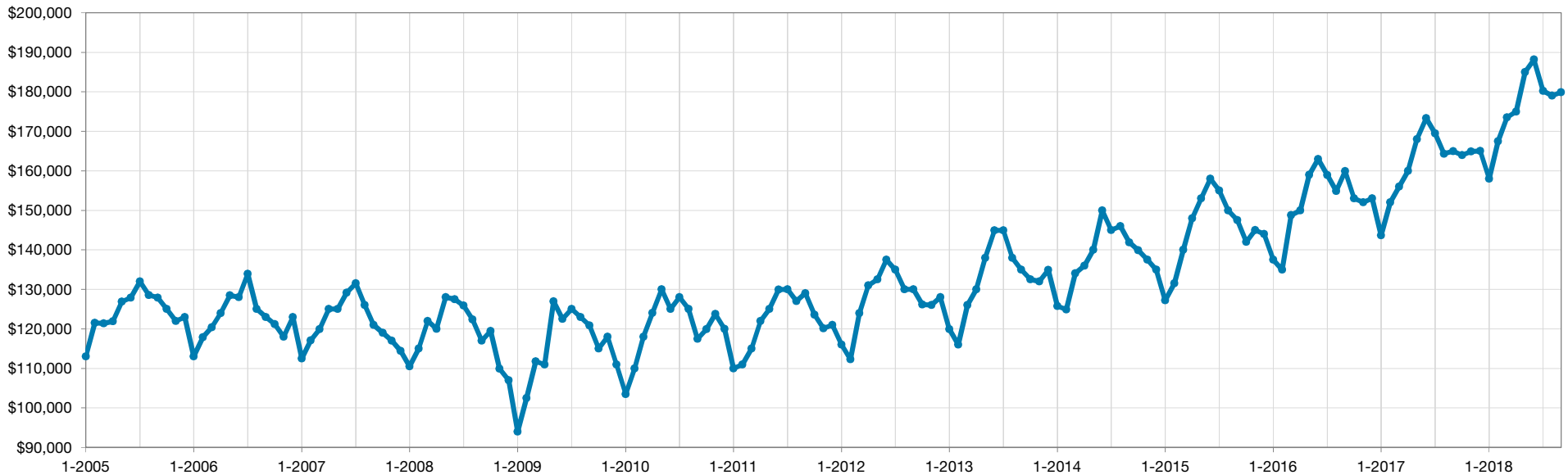
## 3 Month



## September



## Historical Median Sales Price

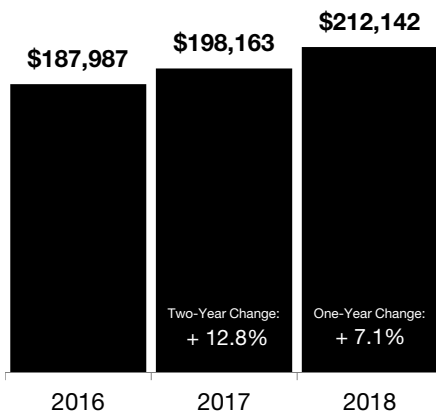


# Average Sales Price

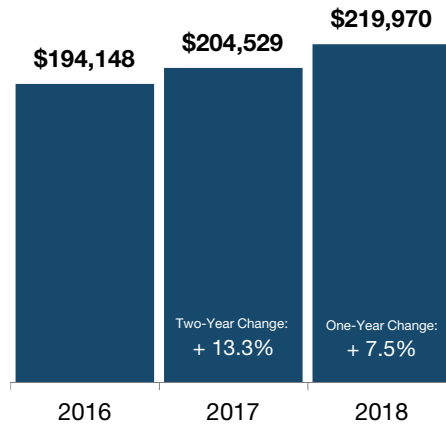
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



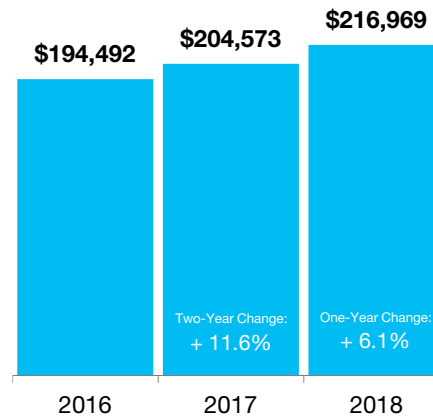
## 12 Month



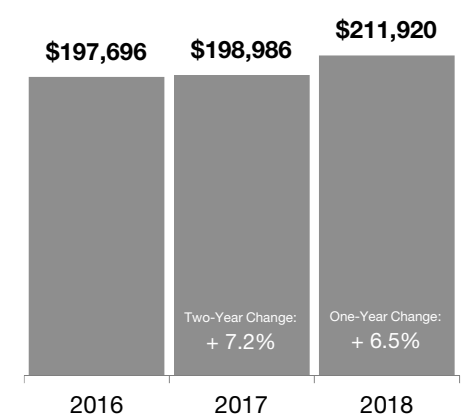
## 6 Month



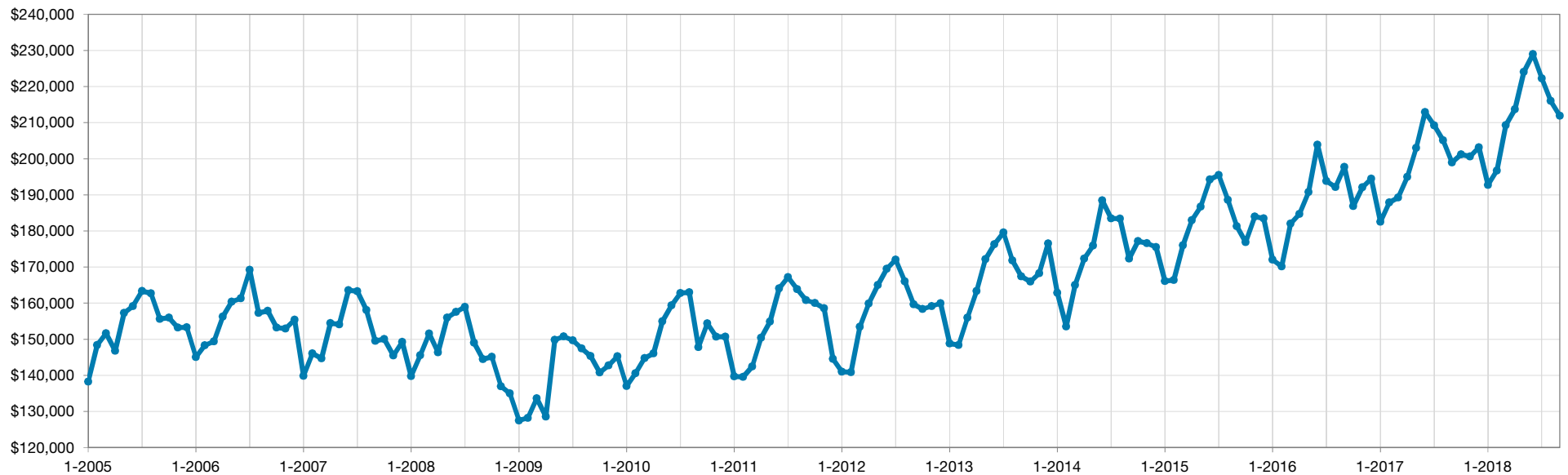
## 3 Month



## September



## Historical Average Sales Price

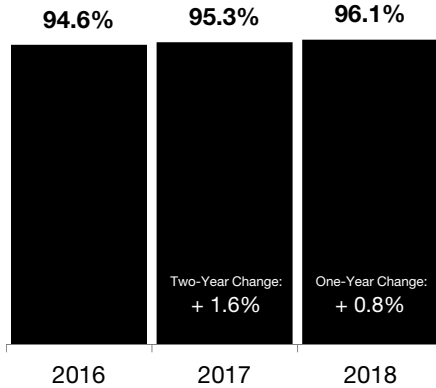


# Percent of Original List Price Received

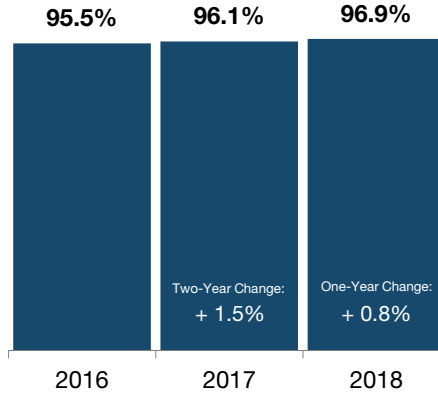
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



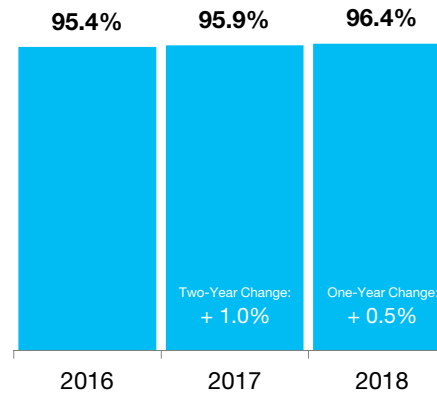
## 12 Month



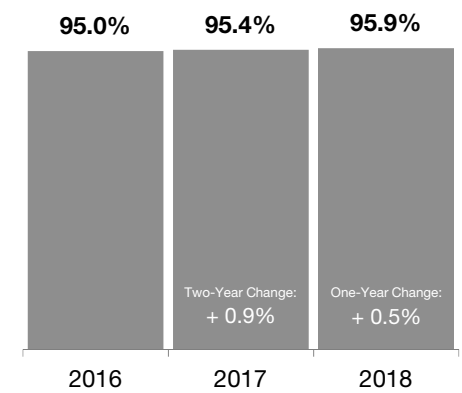
## 6 Month



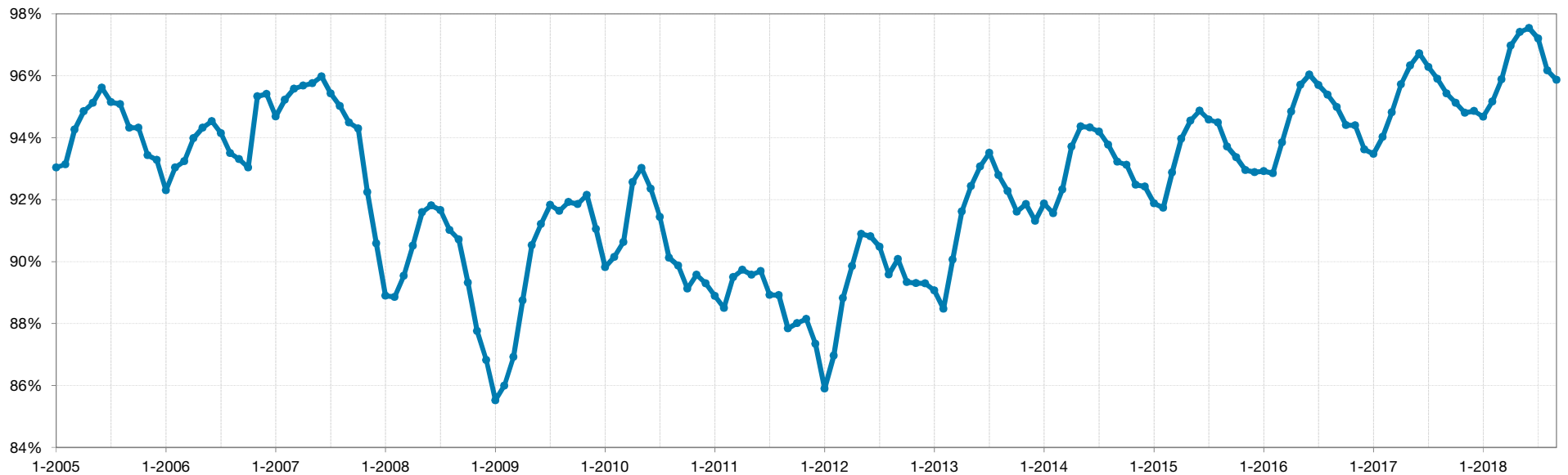
## 3 Month



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## Historical Percent of Original List Price Received



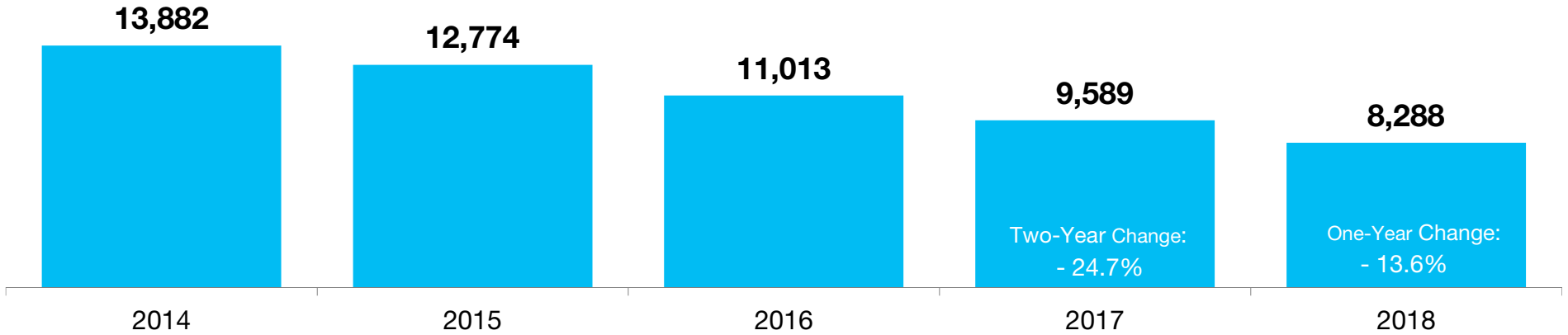


# Inventory of Homes for Sale

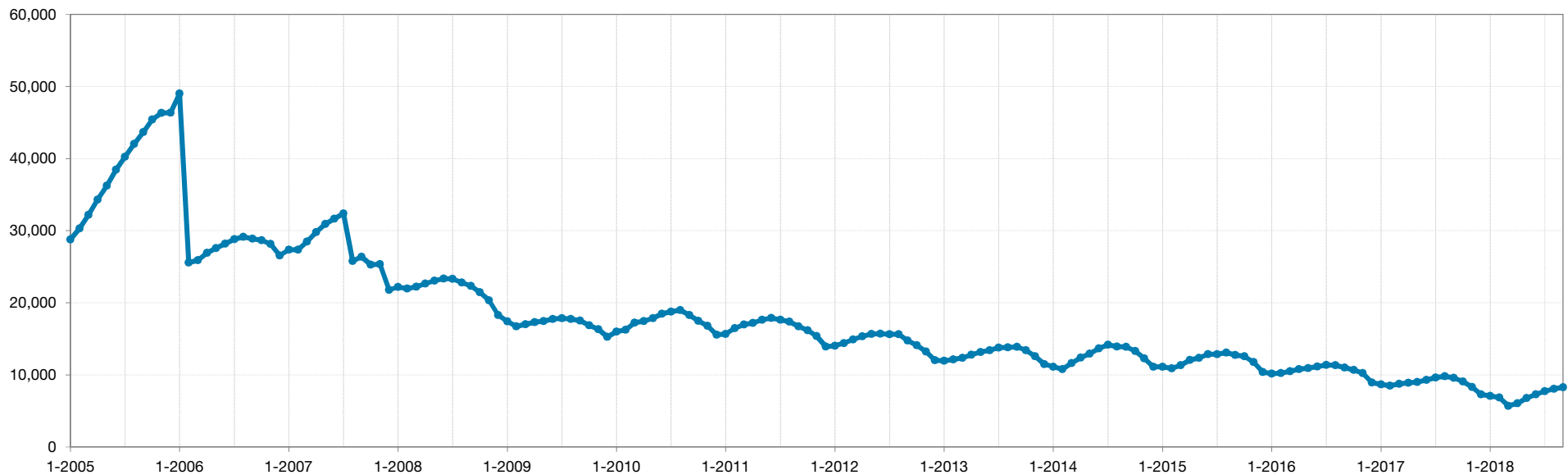
The number of properties available for sale in active status at the end of a given month. There are no rolling figures for Inventory of Homes for Sale because this metric is simply a snapshot frozen in time at the end of each month. It does not add up over a period of months.



## September



## Historical Inventory of Homes Available

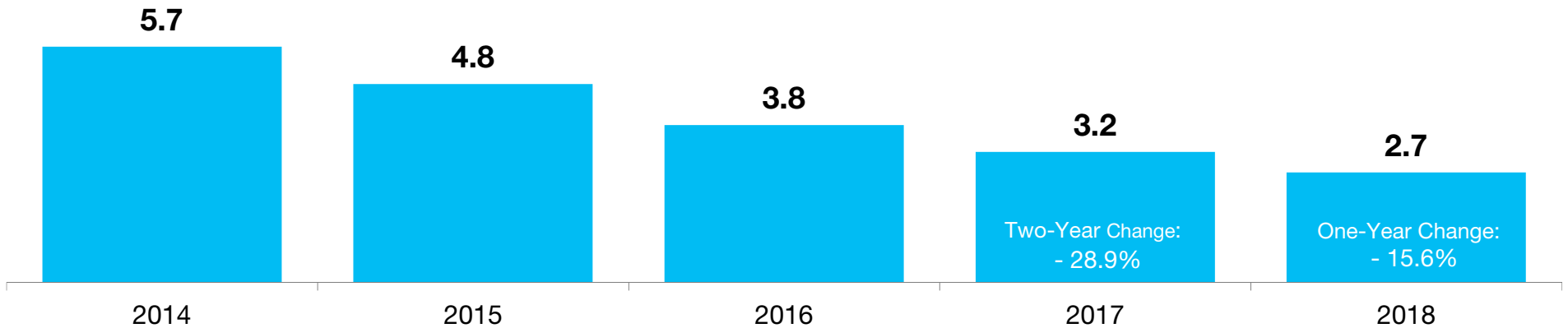


# Months Supply of Inventory / Absorption Rate

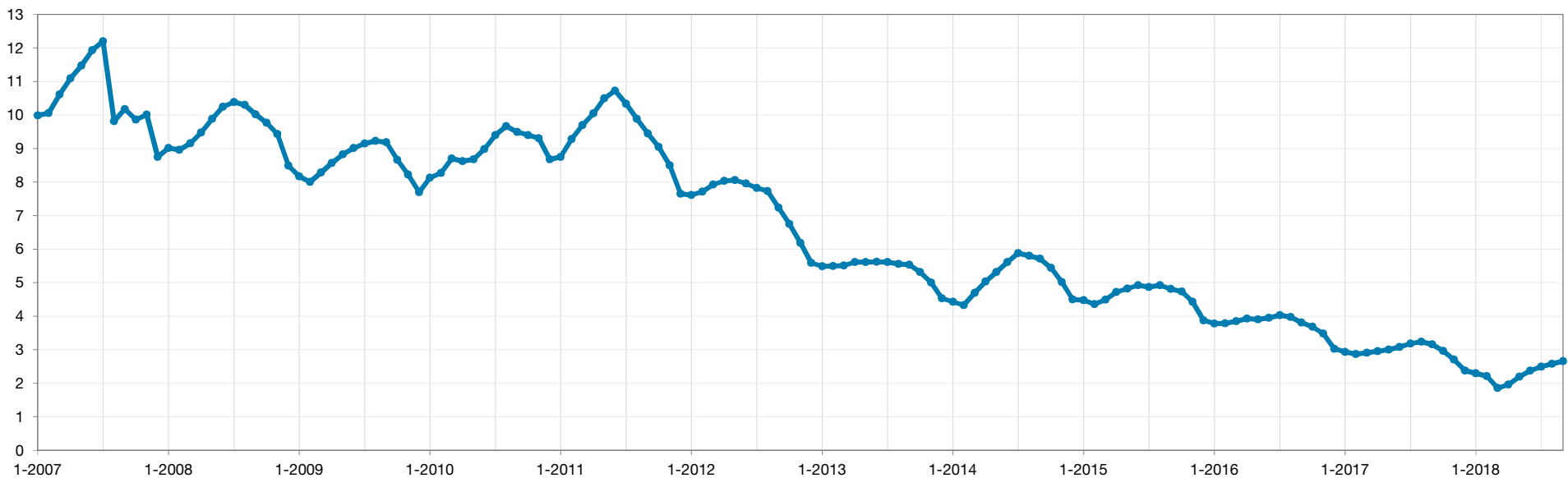
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months. There are no rolling figures for this metric because it is simply a snapshot frozen in time at the end of each month. It does not add up over a period of months.



## September



## 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		
	9-2017	9-2018	Change	9-2017	9-2018	Change
\$75,000 and Below	1,283	1,067	- 16.8%	75	70	- 6.7%
\$75,001 to \$120,000	1,042	693	- 33.5%	145	53	- 63.4%
\$120,001 to \$175,000	1,508	1,173	- 22.2%	138	95	- 31.2%
\$175,001 to \$200,000	597	543	- 9.0%	55	36	- 34.5%
\$200,001 to \$350,000	2,195	2,108	- 4.0%	178	170	- 4.5%
\$350,001 to \$500,000	1,131	1,100	- 2.7%	58	61	+ 5.2%
\$500,001 to \$750,000	658	652	- 0.9%	23	20	- 13.0%
\$750,001 to \$1,000,000	259	225	- 13.1%	6	5	- 16.7%
\$1,000,001 and Above	231	214	- 7.4%	7	3	- 57.1%
<b>All Price Ranges</b>	<b>8,904</b>	<b>7,775</b>	<b>- 12.7%</b>	<b>685</b>	<b>513</b>	<b>- 25.1%</b>

## Compared to Prior Month

By Price Range	Single Family			Condo		
	8-2018	9-2018	Change	8-2018	9-2018	Change
\$75,000 and Below	1,024	1,067	+ 4.2%	69	70	+ 1.4%
\$75,001 to \$120,000	656	693	+ 5.6%	59	53	- 10.2%
\$120,001 to \$175,000	1,073	1,173	+ 9.3%	107	95	- 11.2%
\$175,001 to \$200,000	499	543	+ 8.8%	39	36	- 7.7%
\$200,001 to \$350,000	2,046	2,108	+ 3.0%	145	170	+ 17.2%
\$350,001 to \$500,000	1,145	1,100	- 3.9%	55	61	+ 10.9%
\$500,001 to \$750,000	665	652	- 2.0%	19	20	+ 5.3%
\$750,001 to \$1,000,000	239	225	- 5.9%	4	5	+ 25.0%
\$1,000,001 and Above	212	214	+ 0.9%	3	3	0.0%
<b>All Price Ranges</b>	<b>7,559</b>	<b>7,775</b>	<b>+ 2.9%</b>	<b>500</b>	<b>513</b>	<b>+ 2.6%</b>

# 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		
	9-2017	9-2018	Change	9-2017	9-2018	Change
\$75,000 and Below	321	265	- 17.4%	38	25	- 34.2%
\$75,001 to \$120,000	447	325	- 27.3%	58	54	- 6.9%
\$120,001 to \$175,000	817	750	- 8.2%	71	84	+ 18.3%
\$175,001 to \$200,000	297	300	+ 1.0%	20	17	- 15.0%
\$200,001 to \$350,000	761	884	+ 16.2%	45	56	+ 24.4%
\$350,001 to \$500,000	224	256	+ 14.3%	6	7	+ 16.7%
\$500,001 to \$750,000	83	83	0.0%	1	5	+ 400.0%
\$750,001 to \$1,000,000	26	24	- 7.7%	--	1	--
\$1,000,001 and Above	10	8	- 20.0%	1	--	--
<b>All Price Ranges</b>	<b>2,986</b>	<b>2,895</b>	<b>- 3.0%</b>	<b>240</b>	<b>249</b>	<b>+ 3.8%</b>

## Compared to Prior Month

By Price Range	Single Family			Condo		
	8-2018	9-2018	Change	8-2018	9-2018	Change
\$75,000 and Below	304	265	- 12.8%	24	25	+ 4.2%
\$75,001 to \$120,000	399	325	- 18.5%	64	54	- 15.6%
\$120,001 to \$175,000	957	750	- 21.6%	90	84	- 6.7%
\$175,001 to \$200,000	365	300	- 17.8%	12	17	+ 41.7%
\$200,001 to \$350,000	1,040	884	- 15.0%	63	56	- 11.1%
\$350,001 to \$500,000	294	256	- 12.9%	16	7	- 56.3%
\$500,001 to \$750,000	129	83	- 35.7%	4	5	+ 25.0%
\$750,001 to \$1,000,000	27	24	- 11.1%	--	1	--
\$1,000,001 and Above	14	8	- 42.9%	--	--	--
<b>All Price Ranges</b>	<b>3,529</b>	<b>2,895</b>	<b>- 18.0%</b>	<b>273</b>	<b>249</b>	<b>- 8.8%</b>

# 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	+ / -
<b>New Listings</b>	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%
	<b>Sep 2018</b>	<b>42,232</b>	<b>41,450</b>	<b>+ 1.9%</b>	<b>25,860</b>	<b>24,293</b>	<b>+ 6.5%</b>	<b>12,318</b>	<b>11,464</b>	<b>+ 7.4%</b>	<b>3,587</b>	<b>3,471</b>	<b>+ 3.3%</b>
<b>Pending Sales</b>	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%
	<b>Sep 2018</b>	<b>37,017</b>	<b>32,324</b>	<b>+ 14.5%</b>	<b>21,523</b>	<b>18,526</b>	<b>+ 16.2%</b>	<b>10,153</b>	<b>8,613</b>	<b>+ 17.9%</b>	<b>2,928</b>	<b>2,708</b>	<b>+ 8.1%</b>
<b>Closed Sales</b>	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%
	<b>Sep 2018</b>	<b>35,956</b>	<b>35,017</b>	<b>+ 2.7%</b>	<b>20,834</b>	<b>20,356</b>	<b>+ 2.3%</b>	<b>10,252</b>	<b>9,825</b>	<b>+ 4.3%</b>	<b>3,024</b>	<b>3,103</b>	<b>- 2.5%</b>
<b>Median Sales Price</b>	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%
	<b>Sep 2018</b>	<b>\$175,000</b>	<b>\$161,500</b>	<b>+ 8.4%</b>	<b>\$181,500</b>	<b>\$167,000</b>	<b>+ 8.7%</b>	<b>\$180,000</b>	<b>\$165,500</b>	<b>+ 8.8%</b>	<b>\$179,900</b>	<b>\$164,985</b>	<b>+ 9.0%</b>
<b>Average Sales Price</b>	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%
	<b>Sep 2018</b>	<b>\$212,846</b>	<b>\$198,740</b>	<b>+ 7.1%</b>	<b>\$220,541</b>	<b>\$205,059</b>	<b>+ 7.6%</b>	<b>\$217,483</b>	<b>\$204,897</b>	<b>+ 6.1%</b>	<b>\$212,116</b>	<b>\$199,102</b>	<b>+ 6.5%</b>
<b>Pct. of Original List Price Received at Sale</b>	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%
	<b>Sep 2018</b>	<b>96.2%</b>	<b>95.3%</b>	<b>+ 0.9%</b>	<b>96.9%</b>	<b>96.1%</b>	<b>+ 0.8%</b>	<b>96.5%</b>	<b>95.9%</b>	<b>+ 0.6%</b>	<b>95.9%</b>	<b>95.5%</b>	<b>+ 0.4%</b>
<b>Total Active Listings Available at Month End</b>	Jul 2018	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.									7,466	9,230	- 19.1%
	Aug 2018										7,779	9,432	- 17.5%
	<b>Sep 2018</b>										<b>8,026</b>	<b>9,198</b>	<b>- 12.7%</b>
<b>Months Supply of Inventory / Absorption Rate</b>	Jul 2018	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.									2.5	3.2	- 21.9%
	Aug 2018										2.6	3.2	- 18.8%
	<b>Sep 2018</b>										<b>2.7</b>	<b>3.2</b>	<b>- 15.6%</b>

# Local Market Update – September 2018

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



## Bartholomew County

**- 3.3%**

Change in  
New Listings

**- 1.9%**

Change in  
Closed Sales

**+ 6.4%**

Change in  
Median Sales Price

### Jul through Sep

### September

	2017	2018	+ / -	2017	2018	+ / -
New Listings	358	350	- 2.2%	91	88	- 3.3%
Closed Sales	327	335	+ 2.4%	107	105	- 1.9%
Median Sales Price*	\$175,500	<b>\$185,000</b>	+ 5.4%	\$180,000	<b>\$191,500</b>	+ 6.4%
Average Sales Price*	\$212,311	<b>\$219,583</b>	+ 3.4%	\$211,262	<b>\$220,001</b>	+ 4.1%
Percent of Original List Price Received at Sale*	95.4%	<b>95.6%</b>	+ 0.2%	94.9%	<b>95.8%</b>	+ 1.0%
Absorption Rate				3.3	<b>2.1</b>	- 37.2%
Single-Family Detached Inventory				312	<b>206</b>	- 34.0%
Townhouse-Condo Inventory				12	<b>8</b>	- 33.3%

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.

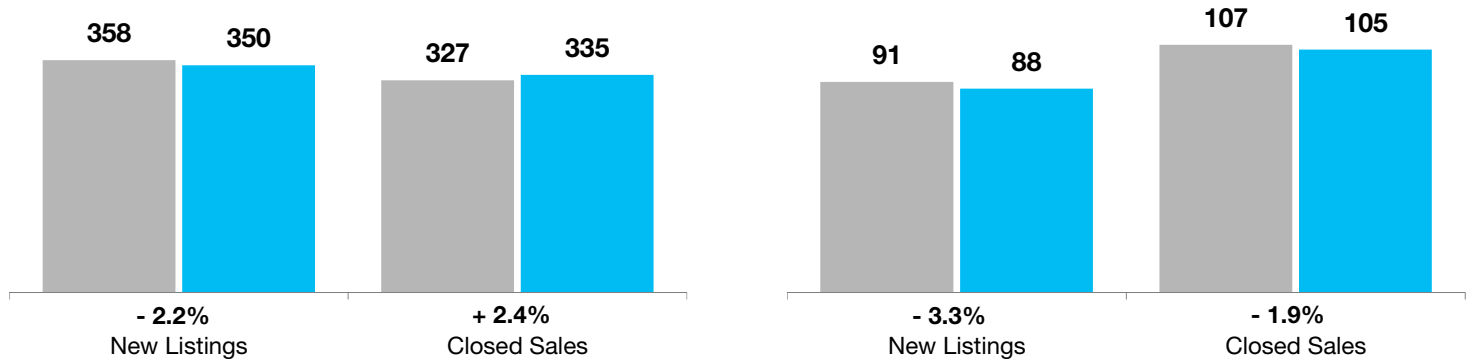
\* Does not account for seller concessions. | + / - by month may look extreme due to small sample size. | Totals rounded to whole number or tenth of a percent; rounding error may occur.

### Jul through Sep

■ 2017 ■ 2018

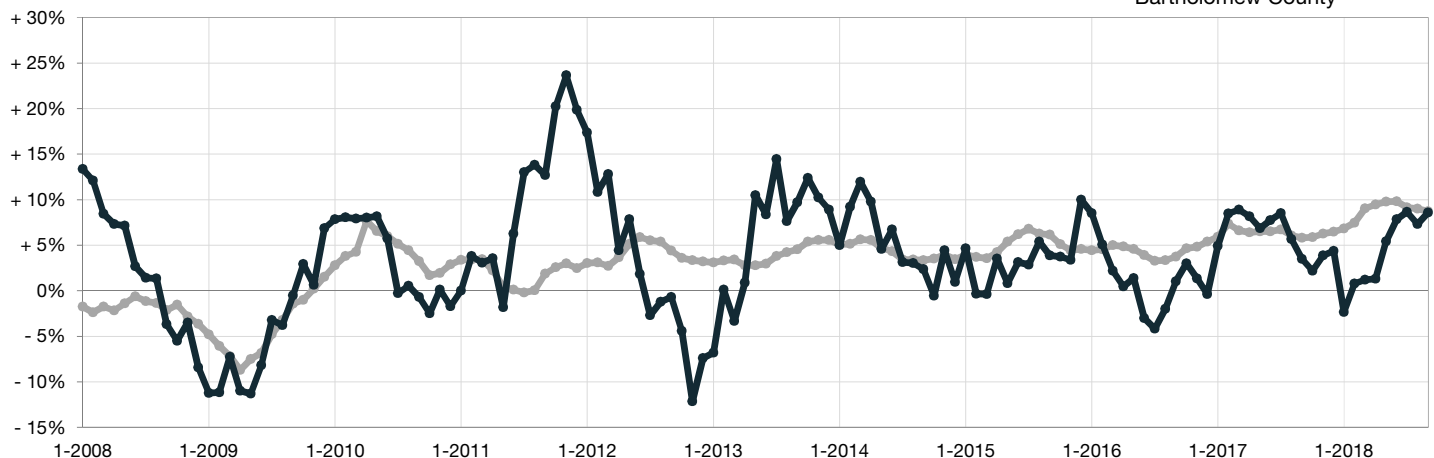
### September

■ 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 – September 2018

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



**+ 4.2%**

Change in  
New Listings

**+ 0.9%**

Change in  
Closed Sales

**+ 14.3%**

Change in  
Median Sales Price

## Boone County

### Jul through Sep

### September

	2017	2018	+ / -	2017	2018	+ / -
New Listings	372	425	+ 14.2%	118	123	+ 4.2%
Closed Sales	346	363	+ 4.9%	116	117	+ 0.9%
Median Sales Price*	\$260,000	<b>\$280,000</b>	+ 7.7%	\$245,000	<b>\$280,000</b>	+ 14.3%
Average Sales Price*	\$301,618	<b>\$338,053</b>	+ 12.1%	\$286,374	<b>\$337,595</b>	+ 17.9%
Percent of Original List Price Received at Sale*	95.6%	<b>95.9%</b>	+ 0.2%	94.8%	<b>95.3%</b>	+ 0.5%
Absorption Rate				3.5	<b>3.1</b>	- 12.3%
Single-Family Detached Inventory				352	<b>320</b>	- 9.1%
Townhouse-Condo Inventory				11	<b>7</b>	- 36.4%

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.

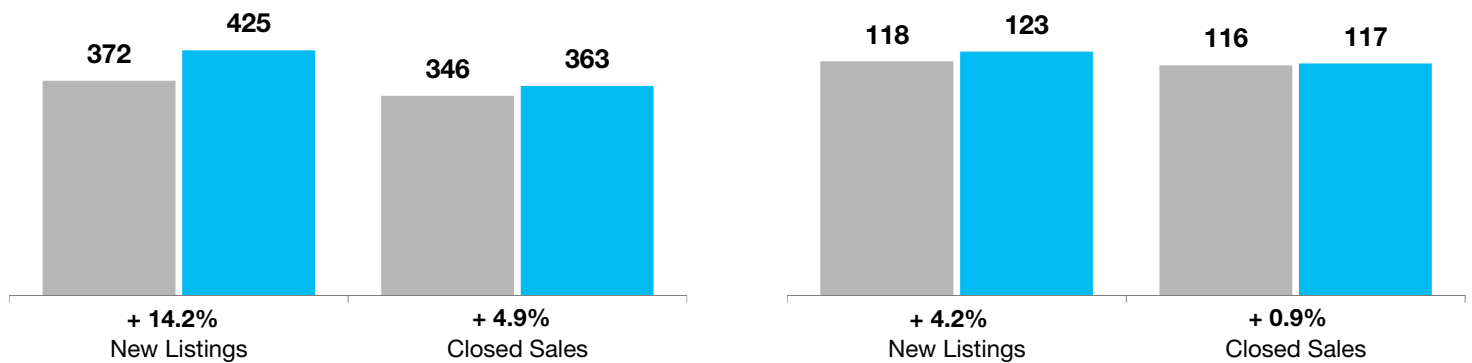
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### Jul through Sep

■ 2017 ■ 2018

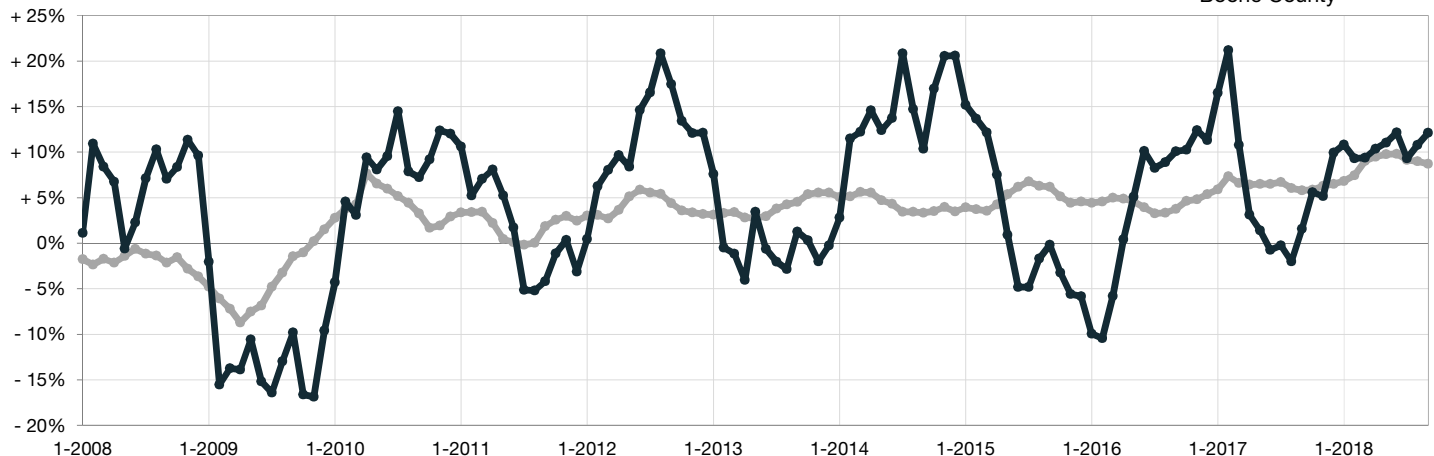
### September

■ 2017 ■ 2018



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

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



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# Local Market Update – September 2018

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



**+ 2.8%**

**- 23.5%**

**+ 63.6%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

## Brown County

### Jul through Sep

### September

	2017	2018	+ / -	2017	2018	+ / -
New Listings	124	131	+ 5.6%	36	37	+ 2.8%
Closed Sales	94	83	- 11.7%	34	26	- 23.5%
Median Sales Price*	\$190,000	<b>\$238,700</b>	+ 25.6%	\$164,999	<b>\$269,956</b>	+ 63.6%
Average Sales Price*	\$227,016	<b>\$282,732</b>	+ 24.5%	\$210,935	<b>\$296,444</b>	+ 40.5%
Percent of Original List Price Received at Sale*	92.4%	<b>92.7%</b>	+ 0.4%	91.4%	<b>92.1%</b>	+ 0.7%
Absorption Rate				10.6	<b>9.4</b>	- 11.4%
Single-Family Detached Inventory				271	<b>234</b>	- 13.7%
Townhouse-Condo Inventory				1	<b>0</b>	- 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.

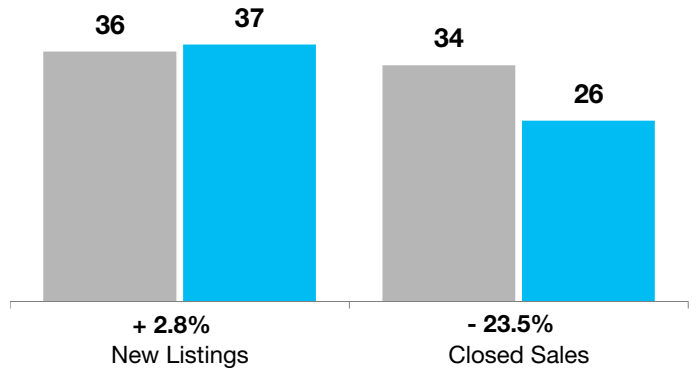
### Jul through Sep

■ 2017 ■ 2018



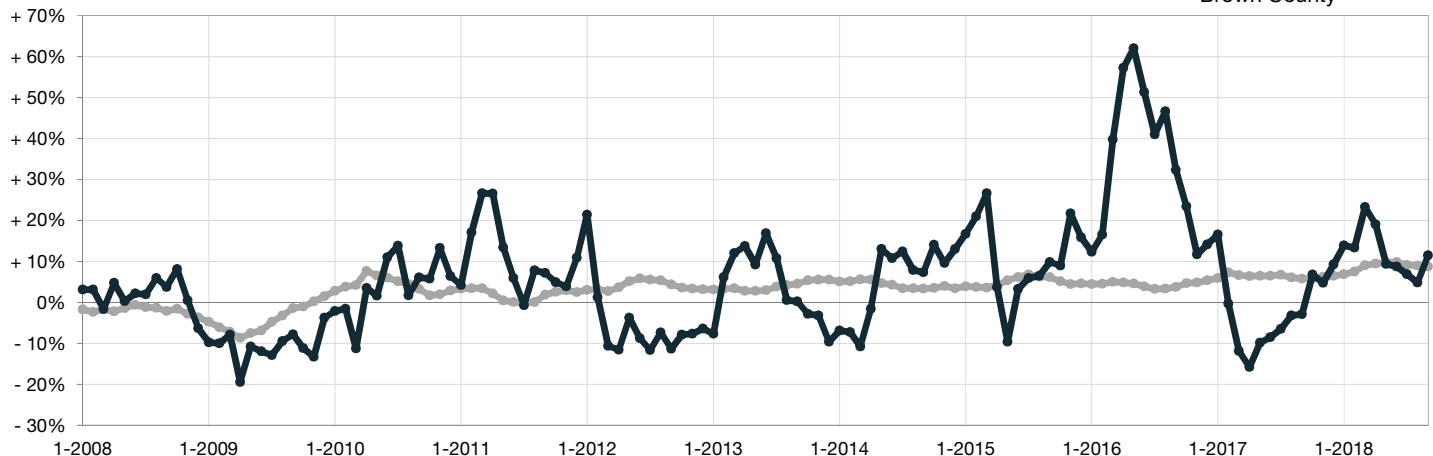
### September

■ 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 – September 2018

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



**- 15.4%**

**+ 22.2%**

**+ 17.9%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

## Decatur County

### Jul through Sep

### September

	2017	2018	+ / -	2017	2018	+ / -
New Listings	105	114	+ 8.6%	39	33	- 15.4%
Closed Sales	68	89	+ 30.9%	18	22	+ 22.2%
Median Sales Price*	\$124,250	<b>\$136,000</b>	+ 9.5%	\$135,200	<b>\$159,450</b>	+ 17.9%
Average Sales Price*	\$140,273	<b>\$154,661</b>	+ 10.3%	\$169,736	<b>\$183,243</b>	+ 8.0%
Percent of Original List Price Received at Sale*	93.9%	<b>94.1%</b>	+ 0.3%	91.6%	<b>95.3%</b>	+ 4.0%
Absorption Rate				4.7	<b>3.7</b>	- 20.8%
Single-Family Detached Inventory				109	<b>93</b>	- 14.7%
Townhouse-Condo Inventory				3	<b>1</b>	- 66.7%

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.

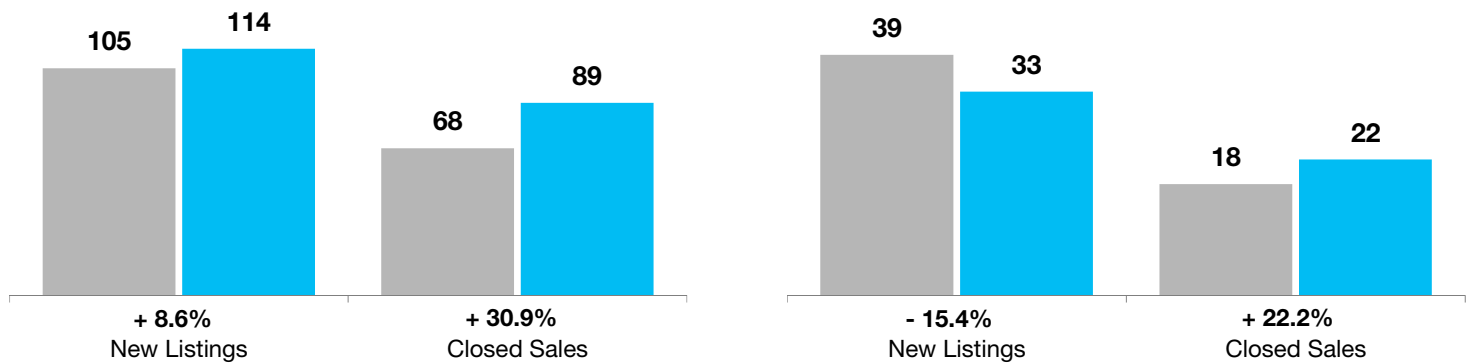
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### Jul through Sep

■ 2017 ■ 2018

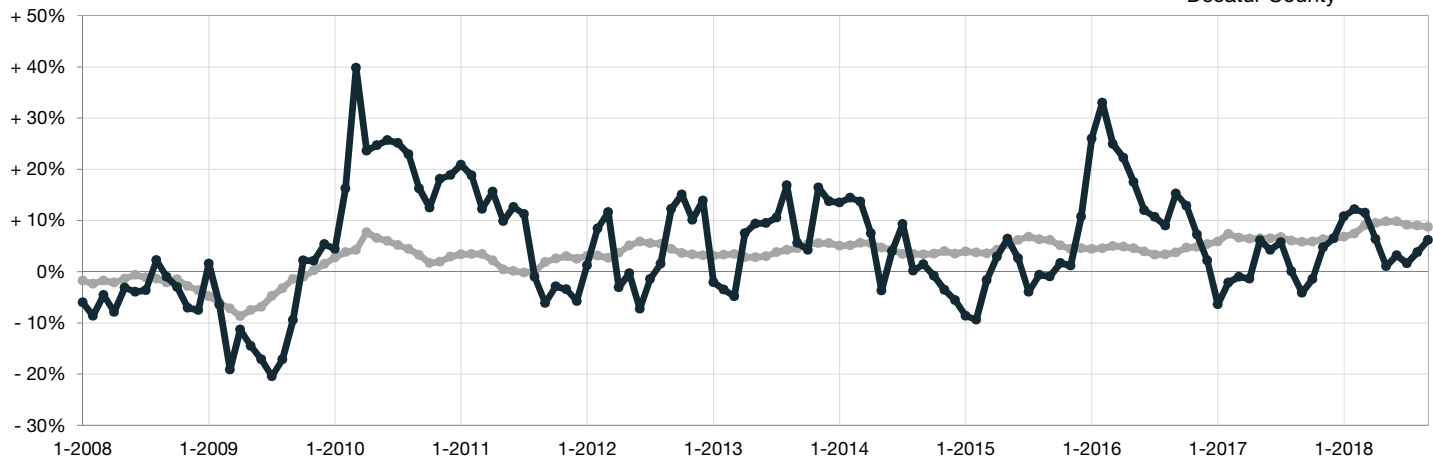
### September

■ 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 – September 2018

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



**- 10.4%**

Change in  
New Listings

**- 6.2%**

Change in  
Closed Sales

**+ 8.5%**

Change in  
Median Sales Price

## Hamilton County

### Jul through Sep

### September

	2017	2018	+ / -	2017	2018	+ / -
New Listings	2,159	<b>2,198</b>	+ 1.8%	670	<b>600</b>	- 10.4%
Closed Sales	1,981	<b>2,069</b>	+ 4.4%	595	<b>558</b>	- 6.2%
Median Sales Price*	\$252,000	<b>\$274,900</b>	+ 9.1%	\$243,000	<b>\$263,700</b>	+ 8.5%
Average Sales Price*	\$304,059	<b>\$313,973</b>	+ 3.3%	\$292,065	<b>\$300,319</b>	+ 2.8%
Percent of Original List Price Received at Sale*	96.7%	<b>97.0%</b>	+ 0.3%	96.3%	<b>96.9%</b>	+ 0.6%
Absorption Rate				3.2	<b>2.7</b>	- 14.0%
Single-Family Detached Inventory				1,732	<b>1,535</b>	- 11.4%
Townhouse-Condo Inventory				134	<b>109</b>	- 18.7%

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.

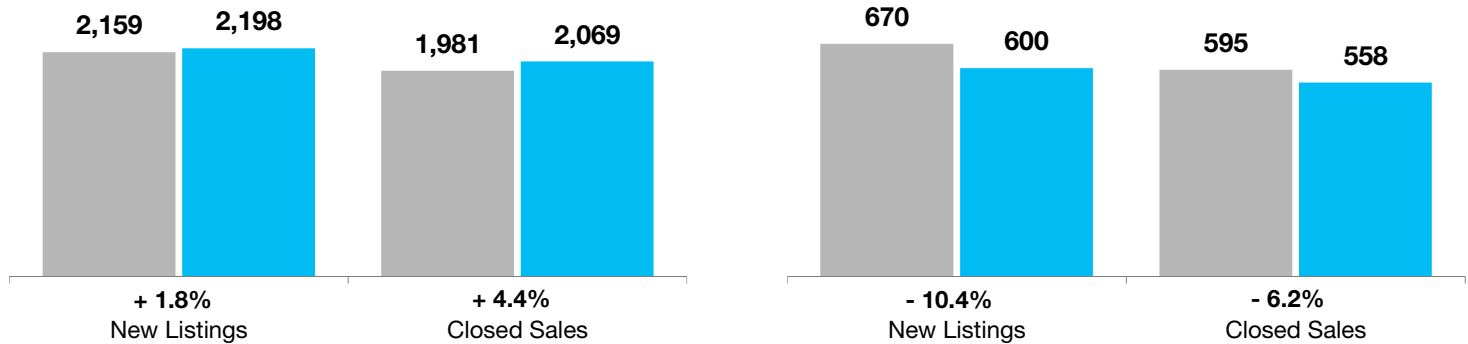
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### Jul through Sep

■ 2017 ■ 2018

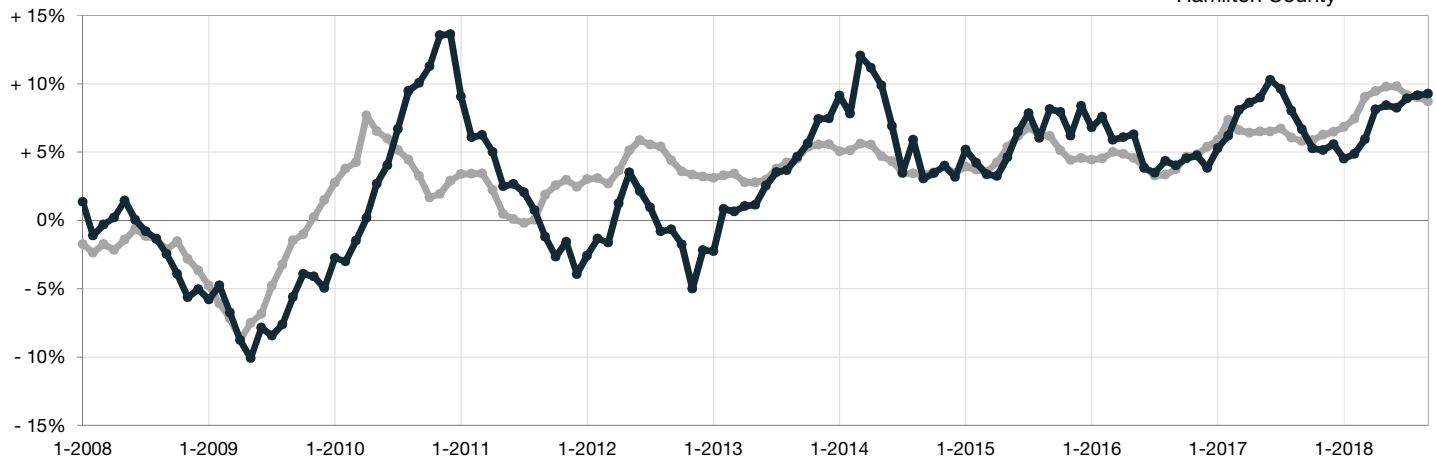
### September

■ 2017 ■ 2018



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

Indianapolis Metro Area — Indianapolis Metro Area  
Hamilton County — Hamilton 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 – September 2018

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



**+ 15.7%**

**- 23.3%**

**+ 9.1%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

## Hancock County

### Jul through Sep

### September

	2017	2018	+ / -	2017	2018	+ / -
New Listings	458	446	- 2.6%	127	147	+ 15.7%
Closed Sales	394	382	- 3.0%	146	112	- 23.3%
Median Sales Price*	\$180,000	\$190,000	+ 5.6%	\$175,000	\$191,000	+ 9.1%
Average Sales Price*	\$193,438	\$211,053	+ 9.1%	\$187,547	\$211,628	+ 12.8%
Percent of Original List Price Received at Sale*	96.1%	97.1%	+ 1.1%	95.2%	95.7%	+ 0.6%
Absorption Rate				2.8	2.5	- 7.6%
Single-Family Detached Inventory				304	283	- 6.9%
Townhouse-Condo Inventory				7	6	- 14.3%

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.

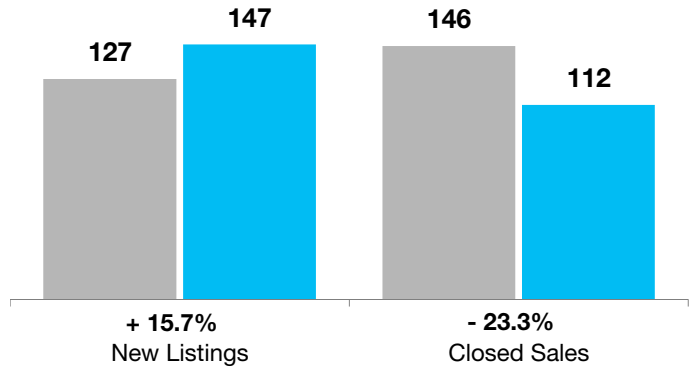
### Jul through Sep

■ 2017 ■ 2018

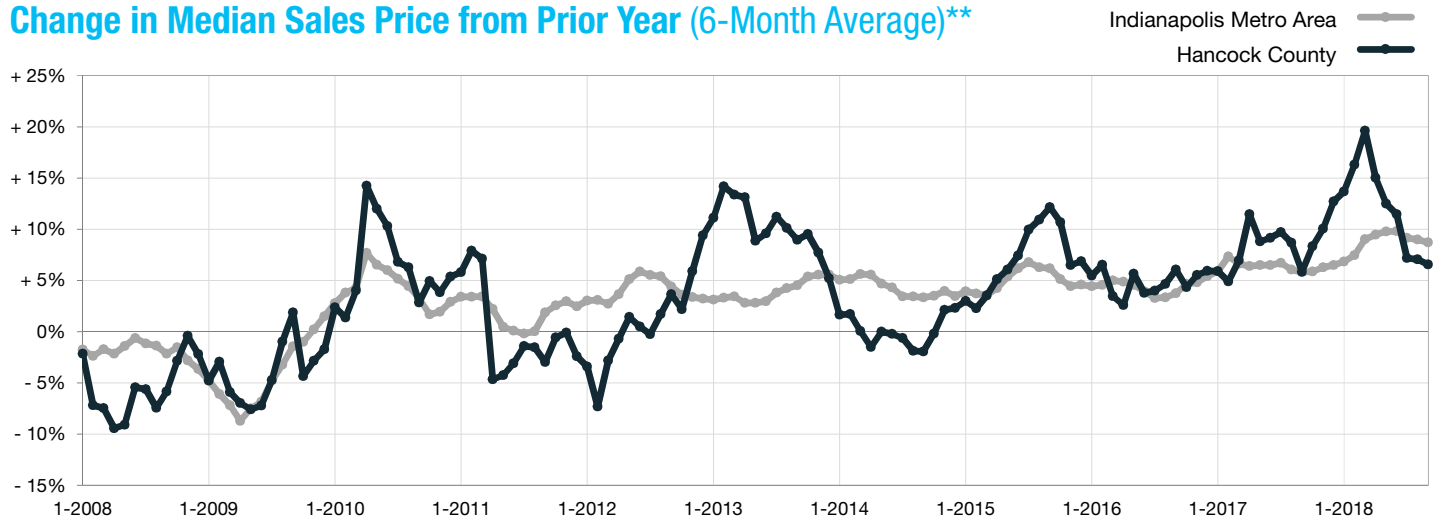


### September

■ 2017 ■ 2018



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



\*\* 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 – September 2018

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



**- 0.3%**

Change in  
New Listings

**- 4.5%**

Change in  
Closed Sales

**+ 8.8%**

Change in  
Median Sales Price

## Hendricks County

### Jul through Sep

### September

	2017	2018	+ / -	2017	2018	+ / -
New Listings	1,003	992	- 1.1%	295	294	- 0.3%
Closed Sales	893	966	+ 8.2%	288	275	- 4.5%
Median Sales Price*	\$187,000	<b>\$203,950</b>	+ 9.1%	\$186,500	<b>\$203,000</b>	+ 8.8%
Average Sales Price*	\$214,915	<b>\$226,848</b>	+ 5.6%	\$210,994	<b>\$219,294</b>	+ 3.9%
Percent of Original List Price Received at Sale*	97.1%	<b>97.3%</b>	+ 0.2%	96.7%	<b>97.6%</b>	+ 0.9%
Absorption Rate				2.6	<b>1.9</b>	- 28.2%
Single-Family Detached Inventory				649	<b>499</b>	- 23.1%
Townhouse-Condo Inventory				43	<b>24</b>	- 44.2%

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.

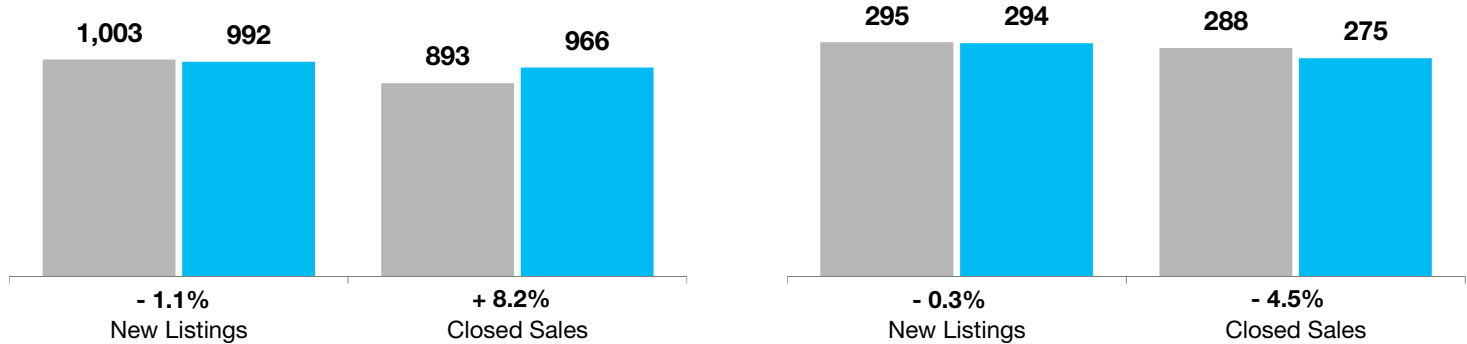
\* Does not account for seller concessions. | + / - by month may look extreme due to small sample size. | Totals rounded to whole number or tenth of a percent; rounding error may occur.

### Jul through Sep

■ 2017 ■ 2018

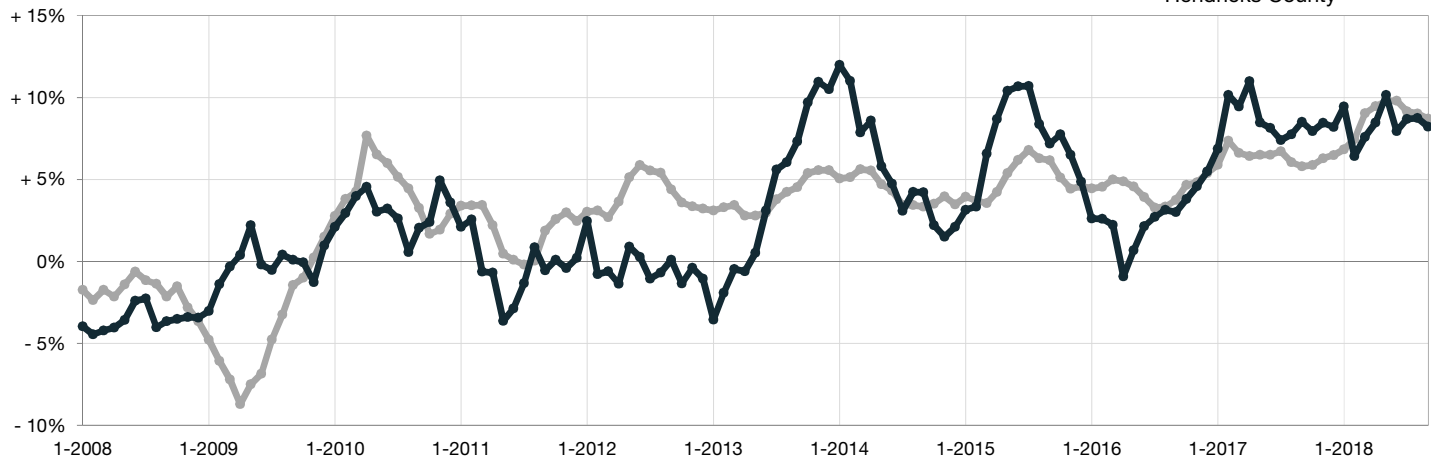
### September

■ 2017 ■ 2018



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

Indianapolis Metro Area — Indianapolis Metro Area  
Hendricks County — Hendricks 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 – September 2018

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



**- 8.3%**

Change in  
New Listings

**- 6.3%**

Change in  
Closed Sales

**+ 53.4%**

Change in  
Median Sales Price

## Jennings County

### Jul through Sep

### September

	2017	2018	+ / -	2017	2018	+ / -
New Listings	78	71	- 9.0%	24	22	- 8.3%
Closed Sales	54	61	+ 13.0%	16	15	- 6.3%
Median Sales Price*	\$87,500	<b>\$113,500</b>	+ 29.7%	\$83,750	<b>\$128,500</b>	+ 53.4%
Average Sales Price*	\$99,230	<b>\$117,044</b>	+ 18.0%	\$94,550	<b>\$116,793</b>	+ 23.5%
Percent of Original List Price Received at Sale*	93.5%	<b>94.4%</b>	+ 0.9%	94.2%	<b>96.5%</b>	+ 2.5%
Absorption Rate				3.7	<b>2.8</b>	- 25.3%
Single-Family Detached Inventory				67	<b>48</b>	- 28.4%
Townhouse-Condo Inventory				0	<b>0</b>	--

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.

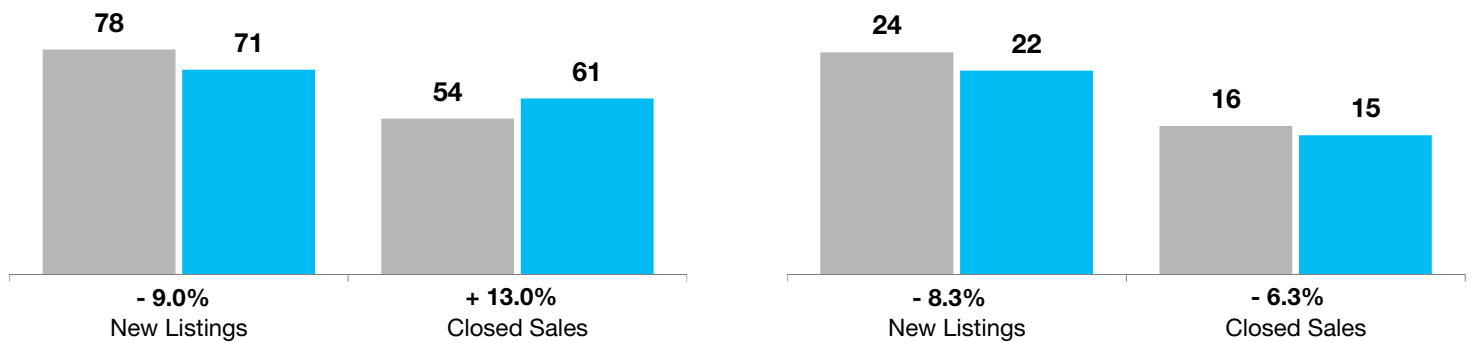
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### Jul through Sep

■ 2017 ■ 2018

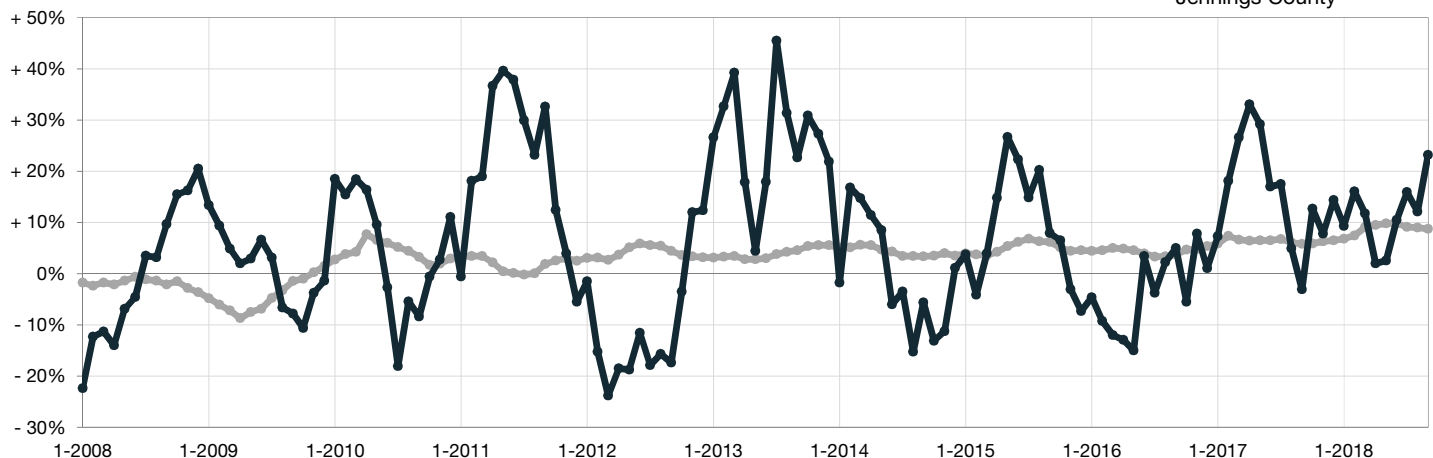
### September

■ 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 – September 2018

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



**+ 12.8%**

**+ 15.4%**

**+ 15.9%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

## Johnson County

### Jul through Sep

### September

	2017	2018	+ / -	2017	2018	+ / -
New Listings	944	<b>1,010</b>	+ 7.0%	274	<b>309</b>	+ 12.8%
Closed Sales	752	<b>820</b>	+ 9.0%	234	<b>270</b>	+ 15.4%
Median Sales Price*	\$169,900	<b>\$183,450</b>	+ 8.0%	\$164,000	<b>\$190,000</b>	+ 15.9%
Average Sales Price*	\$203,858	<b>\$218,301</b>	+ 7.1%	\$196,536	<b>\$221,924</b>	+ 12.9%
Percent of Original List Price Received at Sale*	97.3%	<b>96.8%</b>	- 0.5%	97.1%	<b>96.4%</b>	- 0.8%
Absorption Rate				3.0	<b>2.4</b>	- 21.9%
Single-Family Detached Inventory				664	<b>566</b>	- 14.8%
Townhouse-Condo Inventory				24	<b>13</b>	- 45.8%

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.

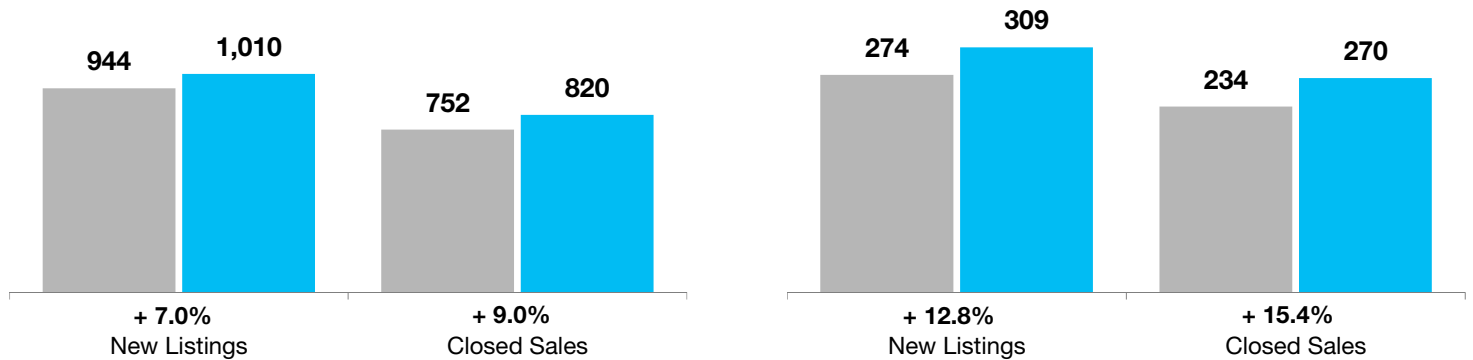
\* Does not account for seller concessions. | + / - by month may look extreme due to small sample size. | Totals rounded to whole number or tenth of a percent; rounding error may occur.

### Jul through Sep

■ 2017 ■ 2018

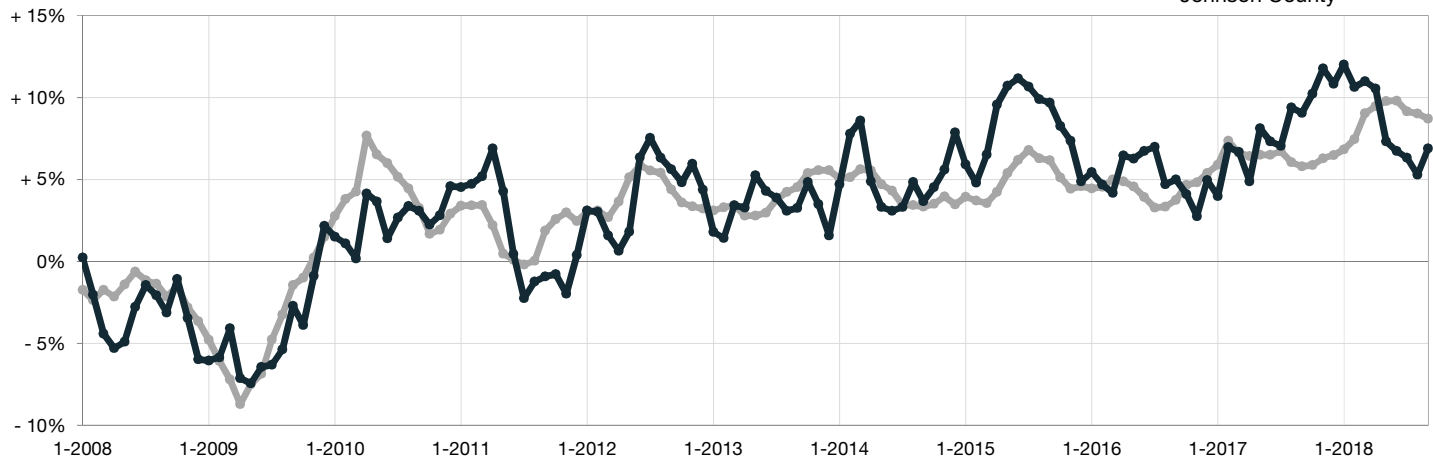
### September

■ 2017 ■ 2018



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

Indianapolis Metro Area —  
Johnson 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 – September 2018

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



**+ 17.3%**

Change in  
New Listings

**- 1.9%**

Change in  
Closed Sales

**+ 11.4%**

Change in  
Median Sales Price

## Madison County

### Jul through Sep

### September

	2017	2018	+ / -	2017	2018	+ / -
New Listings	590	<b>668</b>	+ 13.2%	179	<b>210</b>	+ 17.3%
Closed Sales	475	<b>460</b>	- 3.2%	158	<b>155</b>	- 1.9%
Median Sales Price*	\$109,900	<b>\$116,900</b>	+ 6.4%	\$105,000	<b>\$116,950</b>	+ 11.4%
Average Sales Price*	\$121,045	<b>\$129,266</b>	+ 6.8%	\$121,155	<b>\$122,327</b>	+ 1.0%
Percent of Original List Price Received at Sale*	93.9%	<b>95.1%</b>	+ 1.2%	93.9%	<b>95.2%</b>	+ 1.4%
Absorption Rate				3.6	<b>3.3</b>	- 10.0%
Single-Family Detached Inventory				499	<b>436</b>	- 12.6%
Townhouse-Condo Inventory				18	<b>8</b>	- 55.6%

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.

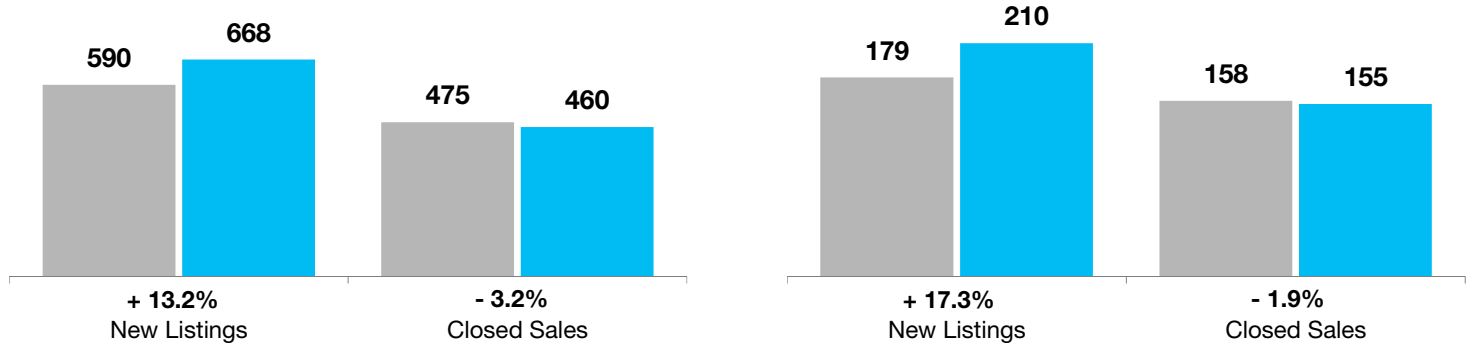
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### Jul through Sep

■ 2017 ■ 2018

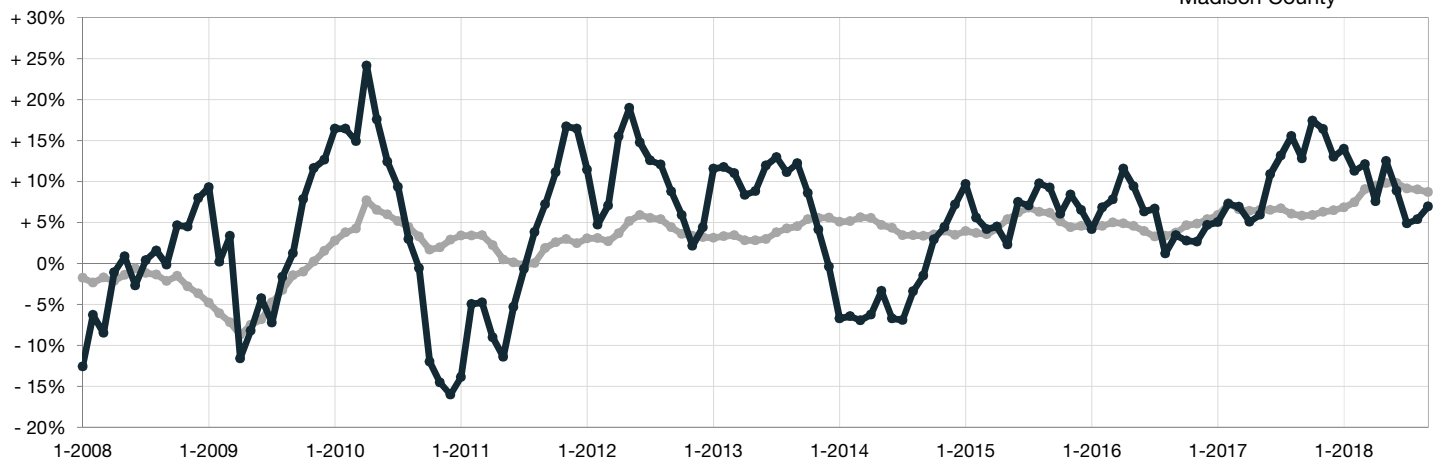
### September

■ 2017 ■ 2018



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

Indianapolis Metro Area — Indianapolis Metro Area  
Madison County — Madison 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 – September 2018

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



**+ 6.8%**

Change in  
New Listings

**- 1.3%**

Change in  
Closed Sales

**+ 8.7%**

Change in  
Median Sales Price

## Marion County

### Jul through Sep

### September

	2017	2018	+ / -	2017	2018	+ / -
New Listings	4,782	<b>5,320</b>	+ 11.3%	1,463	<b>1,562</b>	+ 6.8%
Closed Sales	4,067	<b>4,174</b>	+ 2.6%	1,259	<b>1,243</b>	- 1.3%
Median Sales Price*	\$137,000	<b>\$150,000</b>	+ 9.5%	\$137,347	<b>\$149,233</b>	+ 8.7%
Average Sales Price*	\$165,645	<b>\$176,972</b>	+ 6.8%	\$163,326	<b>\$173,534</b>	+ 6.2%
Percent of Original List Price Received at Sale*	95.5%	<b>96.5%</b>	+ 1.1%	94.9%	<b>95.5%</b>	+ 0.6%
Absorption Rate				2.9	<b>2.6</b>	- 11.8%
Single-Family Detached Inventory				3,180	<b>2,894</b>	- 9.0%
Townhouse-Condo Inventory				398	<b>319</b>	- 19.8%

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.

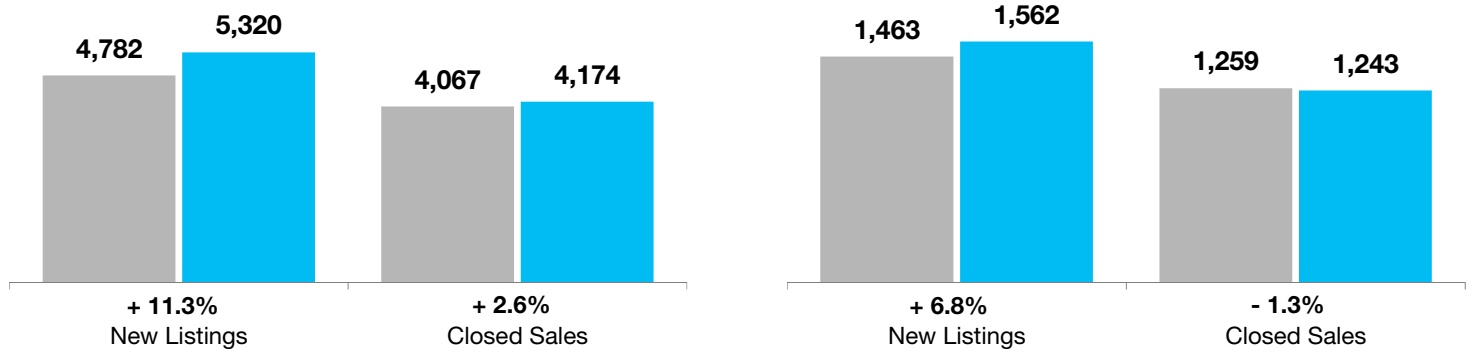
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### Jul through Sep

■ 2017 ■ 2018

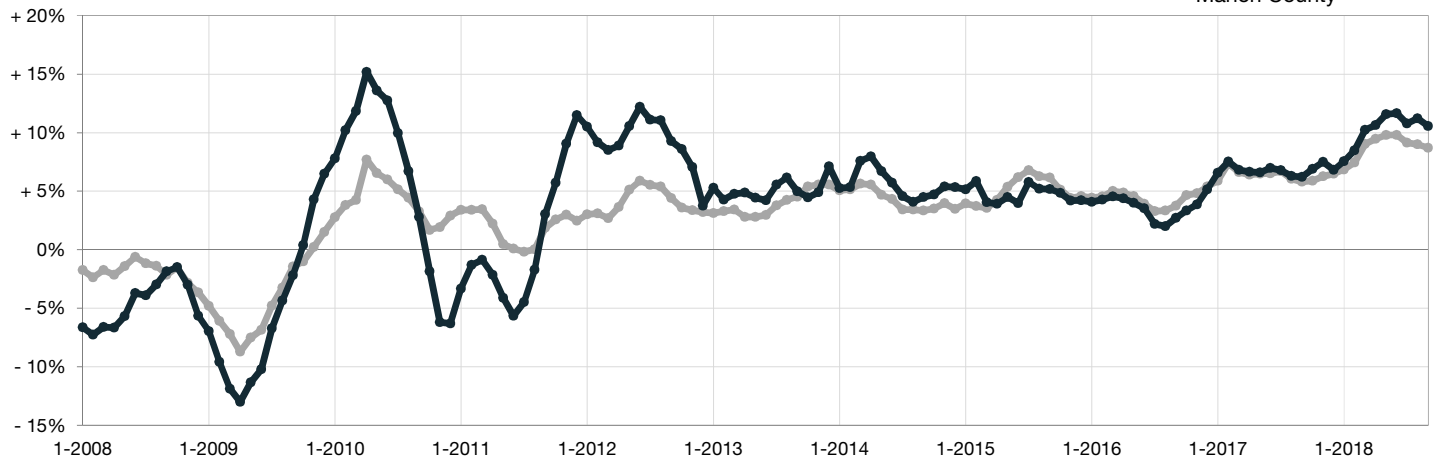
### September

■ 2017 ■ 2018



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

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



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# Local Market Update – September 2018

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



**- 12.7%**

**+ 17.6%**

**- 9.5%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

## Montgomery County

### Jul through Sep

### September

	2017	2018	+ / -	2017	2018	+ / -
New Listings	181	209	+ 15.5%	63	55	- 12.7%
Closed Sales	135	191	+ 41.5%	51	60	+ 17.6%
Median Sales Price*	\$132,000	<b>\$122,500</b>	- 7.2%	\$129,000	<b>\$116,750</b>	- 9.5%
Average Sales Price*	\$145,214	<b>\$137,359</b>	- 5.4%	\$135,873	<b>\$129,697</b>	- 4.5%
Percent of Original List Price Received at Sale*	94.4%	<b>95.5%</b>	+ 1.2%	94.3%	<b>94.9%</b>	+ 0.6%
Absorption Rate				3.7	<b>2.7</b>	- 26.2%
Single-Family Detached Inventory				151	<b>129</b>	- 14.6%
Townhouse-Condo Inventory				3	<b>0</b>	- 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.

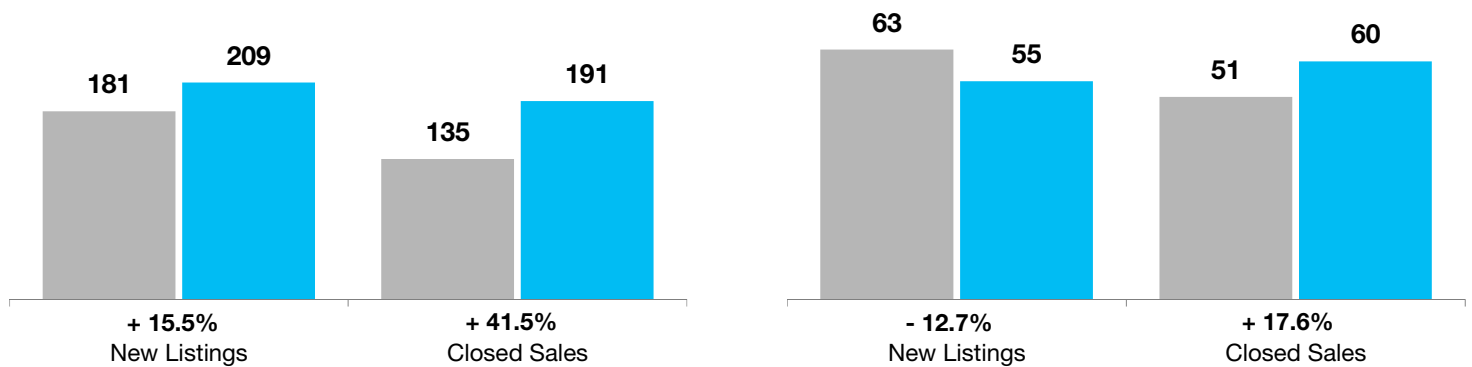
\* Does not account for seller concessions. | + / - by month may look extreme due to small sample size. | Totals rounded to whole number or tenth of a percent; rounding error may occur.

### Jul through Sep

■ 2017 ■ 2018

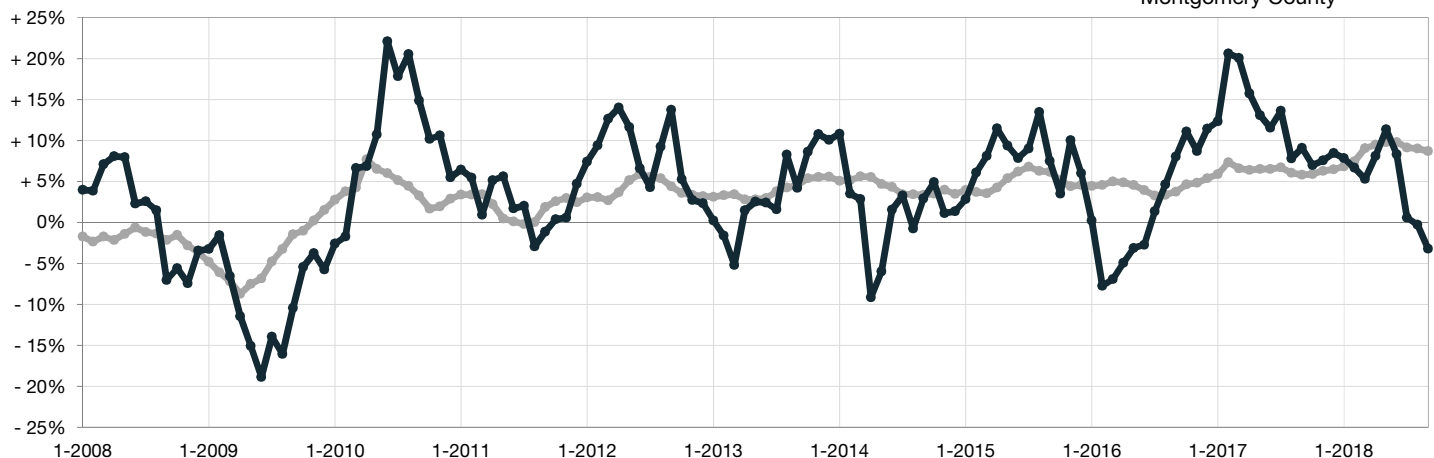
### September

■ 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 – September 2018

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



**+ 10.2%**

Change in  
New Listings

**- 4.2%**

Change in  
Closed Sales

**+ 20.5%**

Change in  
Median Sales Price

## Morgan County

### Jul through Sep

### September

	2017	2018	+ / -	2017	2018	+ / -
New Listings	366	<b>423</b>	+ 15.6%	108	<b>119</b>	+ 10.2%
Closed Sales	302	<b>309</b>	+ 2.3%	96	<b>92</b>	- 4.2%
Median Sales Price*	\$155,500	<b>\$172,000</b>	+ 10.6%	\$153,500	<b>\$185,000</b>	+ 20.5%
Average Sales Price*	\$185,709	<b>\$193,197</b>	+ 4.0%	\$195,719	<b>\$217,601</b>	+ 11.2%
Percent of Original List Price Received at Sale*	96.1%	<b>95.8%</b>	- 0.3%	96.4%	<b>94.9%</b>	- 1.6%
Absorption Rate				3.7	<b>3.3</b>	- 11.5%
Single-Family Detached Inventory				310	<b>286</b>	- 7.7%
Townhouse-Condo Inventory				15	<b>13</b>	- 13.3%

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.

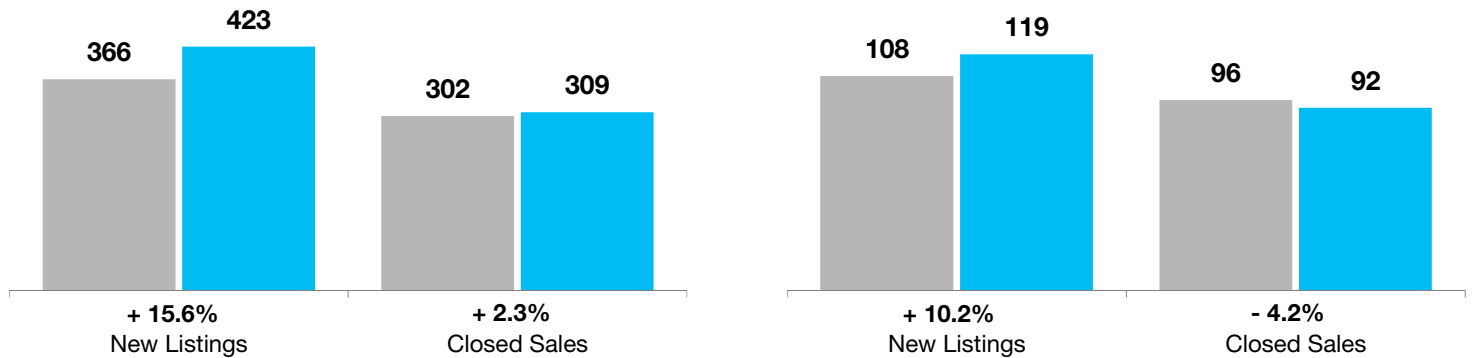
\* Does not account for seller concessions. | + / - by month may look extreme due to small sample size. | Totals rounded to whole number or tenth of a percent; rounding error may occur.

### Jul through Sep

■ 2017 ■ 2018

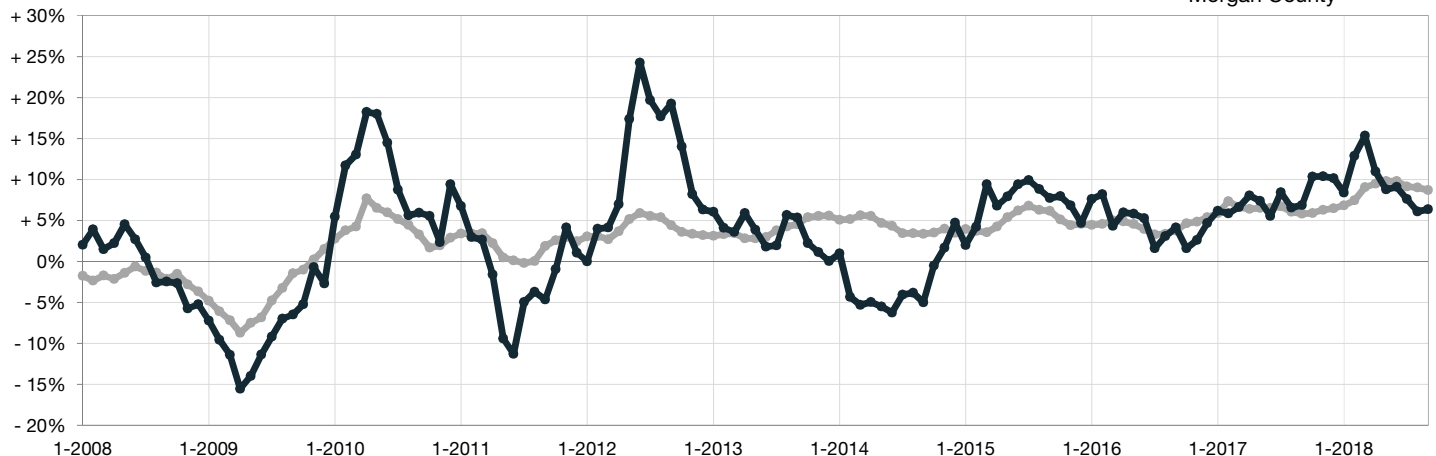
### September

■ 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 – September 2018

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



**- 5.9%**

Change in  
New Listings

**- 9.8%**

Change in  
Closed Sales

**+ 9.0%**

Change in  
Median Sales Price

## Putnam County

### Jul through Sep

### September

	2017	2018	+ / -	2017	2018	+ / -
New Listings	189	185	- 2.1%	51	48	- 5.9%
Closed Sales	159	176	+ 10.7%	51	46	- 9.8%
Median Sales Price*	\$130,000	<b>\$154,000</b>	+ 18.5%	\$146,750	<b>\$159,900</b>	+ 9.0%
Average Sales Price*	\$152,239	<b>\$168,736</b>	+ 10.8%	\$151,812	<b>\$182,267</b>	+ 20.1%
Percent of Original List Price Received at Sale*	95.0%	<b>95.0%</b>	- 0.1%	96.5%	<b>94.1%</b>	- 2.5%
Absorption Rate				4.0	<b>2.7</b>	- 32.1%
Single-Family Detached Inventory				156	<b>121</b>	- 22.4%
Townhouse-Condo Inventory				8	<b>4</b>	- 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.

\* 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.

### Jul through Sep

■ 2017 ■ 2018



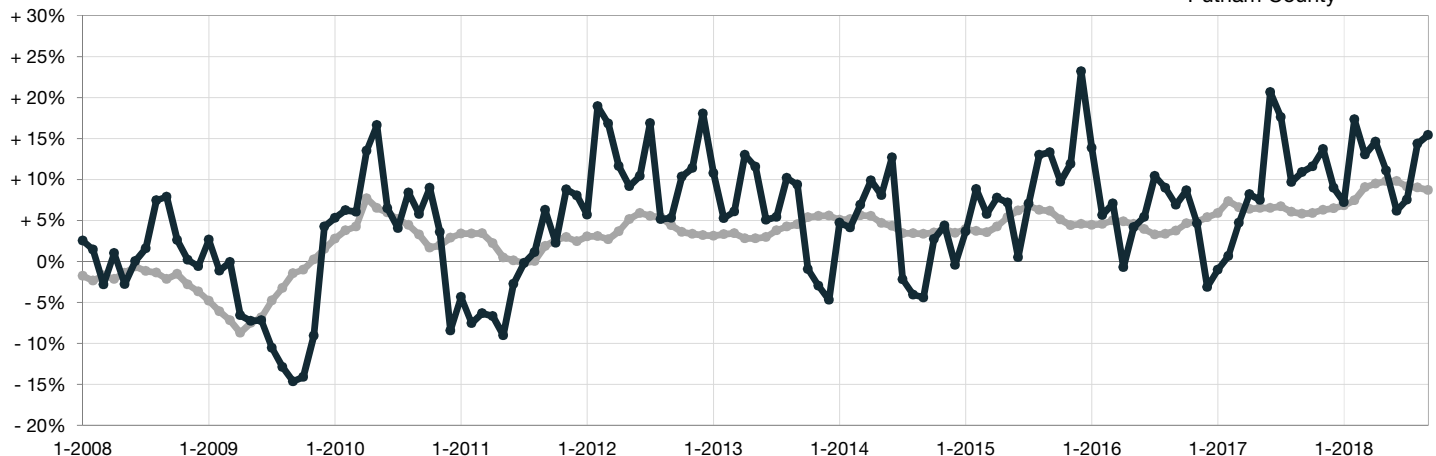
### September

■ 2017 ■ 2018



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

Indianapolis Metro Area — Indianapolis Metro Area  
Putnam County — Putnam 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 – September 2018

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



**+ 4.2%**

**- 15.8%**

**+ 3.8%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

## Shelby County

### Jul through Sep

### September

	2017	2018	+ / -	2017	2018	+ / -
New Listings	191	197	+ 3.1%	48	50	+ 4.2%
Closed Sales	159	170	+ 6.9%	57	48	- 15.8%
Median Sales Price*	\$122,750	<b>\$135,000</b>	+ 10.0%	\$125,000	<b>\$129,700</b>	+ 3.8%
Average Sales Price*	\$132,664	<b>\$156,454</b>	+ 17.9%	\$133,520	<b>\$150,780</b>	+ 12.9%
Percent of Original List Price Received at Sale*	95.1%	<b>94.5%</b>	- 0.6%	93.4%	<b>92.0%</b>	- 1.5%
Absorption Rate				3.2	<b>2.7</b>	- 15.8%
Single-Family Detached Inventory				148	<b>125</b>	- 15.5%
Townhouse-Condo Inventory				8	<b>1</b>	- 87.5%

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.

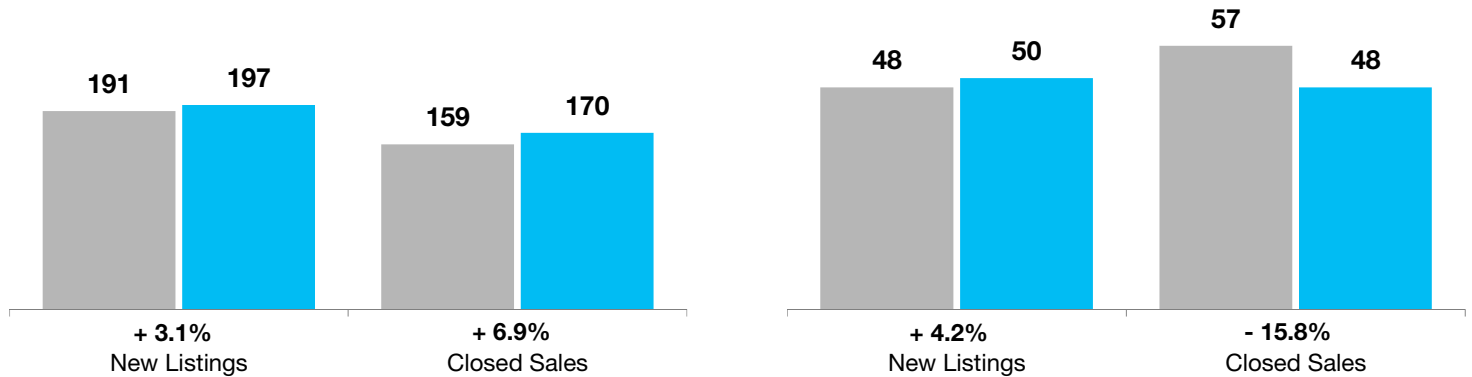
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### Jul through Sep

■ 2017 ■ 2018

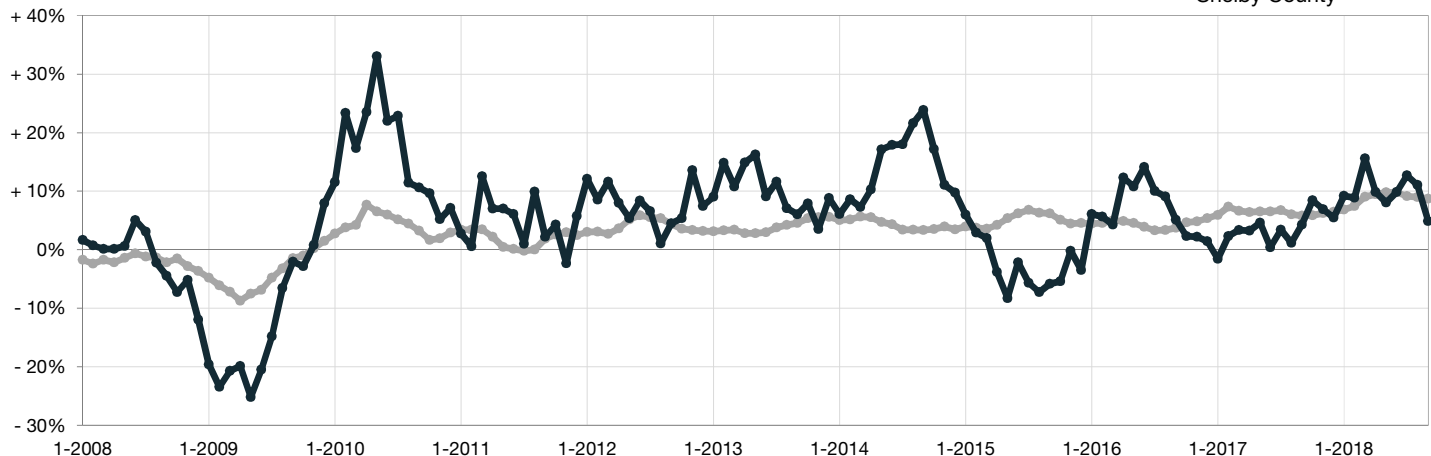
### September

■ 2017 ■ 2018



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

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