

Monthly Indicators

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



February 2019

It is worthwhile to mention the weather when discussing residential real estate for large portions of the U.S. for February 2019, because this month has turned in some impressively cold, rainy and snowy days that have stalled some buying and selling actions. Nevertheless, housing markets have proven to be resilient despite predictions of a tougher year for the industry. It is still too early to say how the entire year will play out, but economic fundamentals remain positive.

Closed Sales were down 2.8 percent to 2,086. Pending Sales increased 10.6 percent to 2,786, and Inventory shrank 5.8 percent to 6,447.

Median Sales Price was up 3.8 percent to \$173,900. Percent of Original List Price Received decreased 0.6 percent to 94.6%. Absorption Rate was down 4.5 percent to 2.1.

The National Association of REALTORS® recently reported that national existing-home sales were down slightly during January 2019 and that pending sales were up in year-over-year comparisons. It is worth noting that some softening of sales was anticipated, as was a positive sales bounce during January 2019 after a slow end to 2018. Weather-related events have hampered some of the necessary machinations of making home sales during February 2019, yet buyers have shown determination toward achieving their homeownership goals.

Quick Facts

- 5.9% **+ 6.1%** **- 5.8%**

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	Dec 2018	44,379	43,041	+ 3.1%	21,050	19,680	+ 7.0%	8,311	7,780	+ 6.8%	1,902	1,919	- 0.9%
	Jan 2019	44,496	42,943	+ 3.6%	19,177	18,020	+ 6.4%	7,204	6,995	+ 3.0%	2,600	2,483	+ 4.7%
	Feb 2019	44,401	42,673	+ 4.0%	17,363	16,699	+ 4.0%	7,257	7,252	+ 0.1%	2,755	2,850	- 3.3%
Pending Sales	Dec 2018	38,946	34,442	+ 13.1%	18,106	16,104	+ 12.4%	7,567	7,149	+ 5.8%	2,059	2,012	+ 2.3%
	Jan 2019	39,325	34,509	+ 14.0%	16,936	15,306	+ 10.6%	7,145	6,606	+ 8.2%	2,595	2,216	+ 17.1%
	Feb 2019	39,592	34,478	+ 14.8%	15,991	14,689	+ 8.9%	7,440	6,747	+ 10.3%	2,786	2,519	+ 10.6%
Closed Sales	Dec 2018	37,291	36,894	+ 1.1%	19,263	18,940	+ 1.7%	8,615	8,734	- 1.4%	2,589	2,773	- 6.6%
	Jan 2019	37,134	36,989	+ 0.4%	17,305	17,380	- 0.4%	7,161	7,491	- 4.4%	1,744	1,901	- 8.3%
	Feb 2019	37,074	37,151	- 0.2%	15,589	16,007	- 2.6%	6,419	6,820	- 5.9%	2,086	2,146	- 2.8%
Median Sales Price	Dec 2018	\$177,900	\$164,000	+ 8.5%	\$178,000	\$165,000	+ 7.9%	\$175,000	\$165,000	+ 6.1%	\$176,000	\$165,000	+ 6.7%
	Jan 2019	\$178,500	\$164,900	+ 8.2%	\$176,000	\$164,000	+ 7.3%	\$175,000	\$164,000	+ 6.7%	\$169,900	\$158,000	+ 7.5%
	Feb 2019	\$179,000	\$165,000	+ 8.5%	\$175,000	\$164,900	+ 6.1%	\$174,900	\$164,900	+ 6.1%	\$173,900	\$167,500	+ 3.8%
Average Sales Price	Dec 2018	\$215,096	\$200,556	+ 7.2%	\$215,781	\$203,223	+ 6.2%	\$214,311	\$201,641	+ 6.3%	\$218,304	\$203,159	+ 7.5%
	Jan 2019	\$215,823	\$201,028	+ 7.4%	\$213,441	\$200,877	+ 6.3%	\$215,769	\$199,577	+ 8.1%	\$206,311	\$192,732	+ 7.0%
	Feb 2019	\$216,561	\$201,479	+ 7.5%	\$212,259	\$199,389	+ 6.5%	\$212,113	\$198,234	+ 7.0%	\$209,270	\$196,729	+ 6.4%
Pct. of Original List Price Received at Sale	Dec 2018	96.2%	95.5%	+ 0.7%	95.8%	95.4%	+ 0.4%	95.0%	94.9%	+ 0.1%	94.4%	94.9%	- 0.5%
	Jan 2019	96.1%	95.5%	+ 0.6%	95.3%	95.2%	+ 0.1%	94.5%	94.8%	- 0.3%	93.8%	94.7%	- 1.0%
	Feb 2019	96.1%	95.6%	+ 0.5%	95.0%	95.0%	0.0%	94.3%	94.9%	- 0.6%	94.6%	95.2%	- 0.6%
Total Active Listings Available at Month End	Dec 2018										7,016	7,312	- 4.0%
	Jan 2019										6,681	7,070	- 5.5%
	Feb 2019										6,447	6,845	- 5.8%
Months Supply of Inventory / Absorption Rate	Dec 2018										2.3	2.4	- 4.2%
	Jan 2019										2.2	2.3	- 4.3%
	Feb 2019										2.1	2.2	- 4.5%

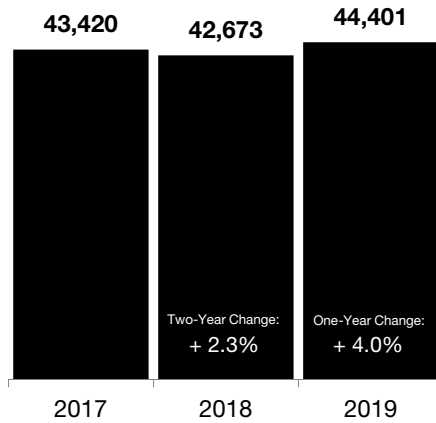
There are no rolling figures for Total Active Listings Available at Month End or Absorption Rate because these metrics are simply snapshots frozen in time at the end of each month. It does not add up over a period of months.

New Listings

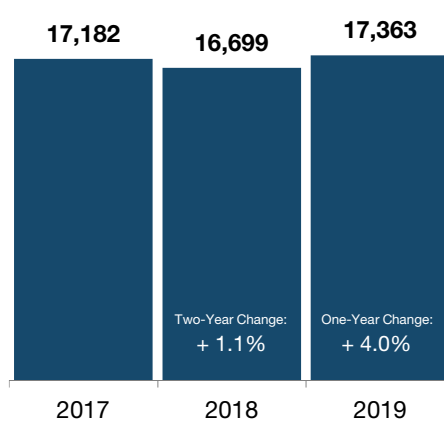
A count of the properties that have been newly listed on the market in a given month, regardless of what status they're currently in.



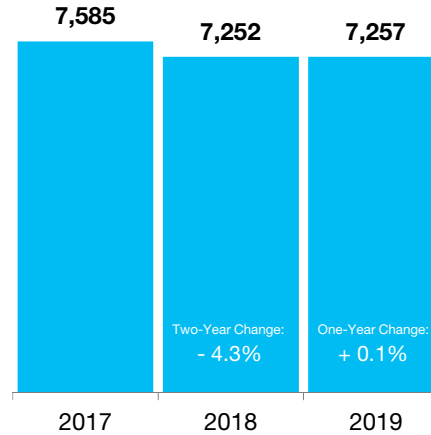
12 Month



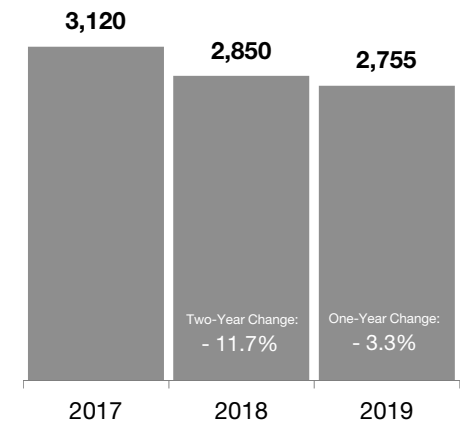
6 Month



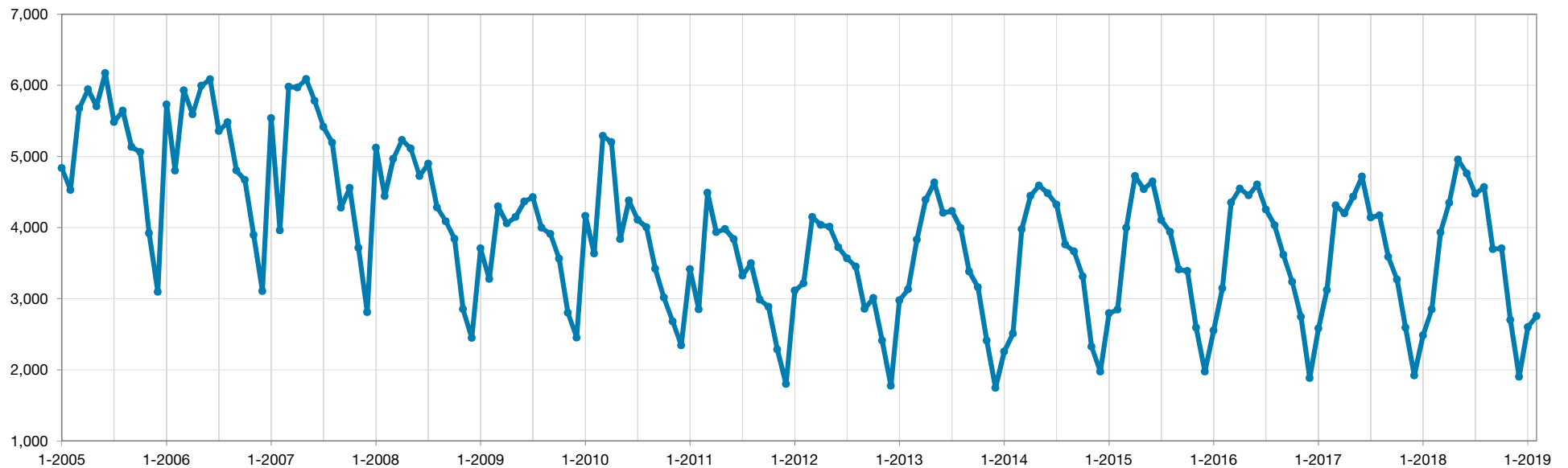
3 Month



February



Historical New Listings

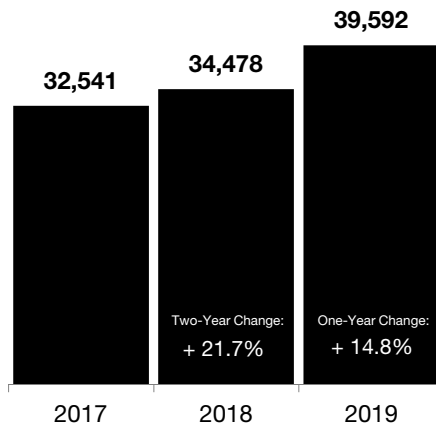


Pending Sales

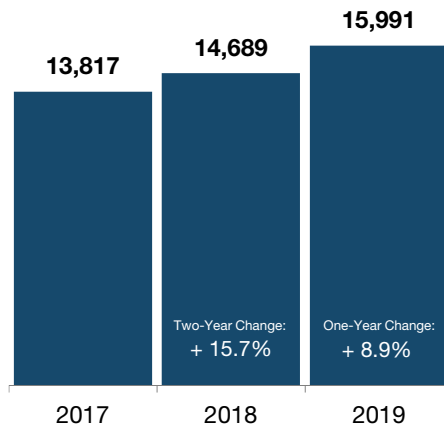
A count of the properties on which contracts have been accepted in a given month, regardless of whether or not the sale closes.



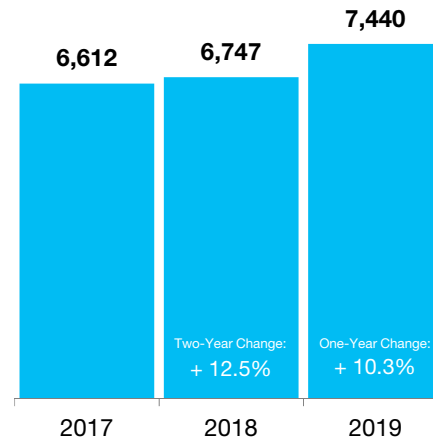
12 Month



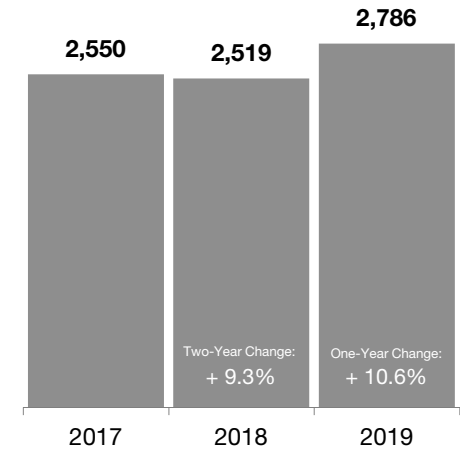
6 Month



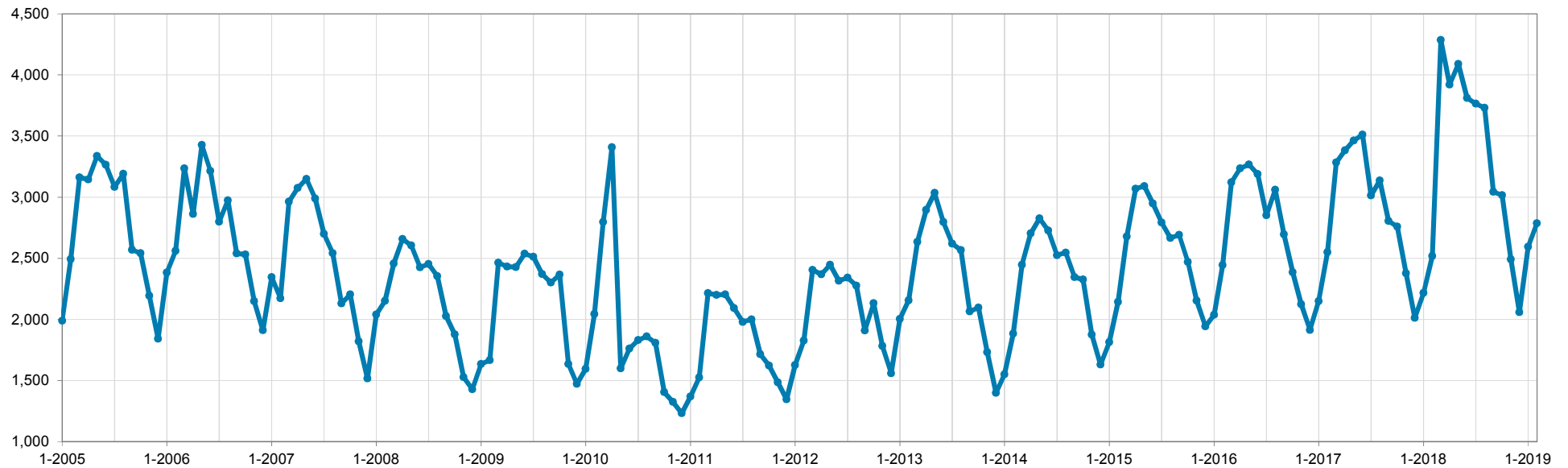
3 Month



February



Historical Pending Sales

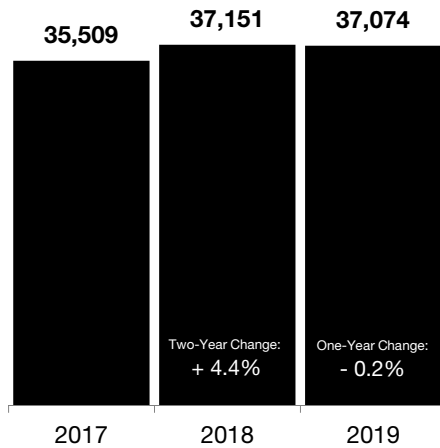


Closed Sales

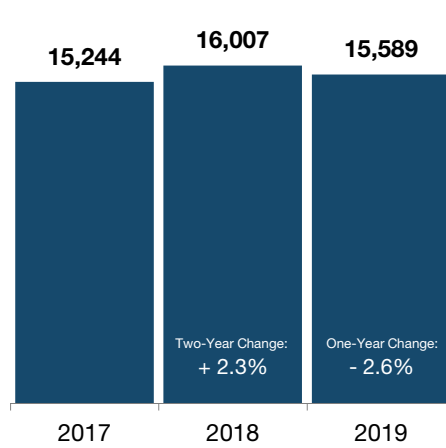
A count of the actual sales that have closed in a given month.



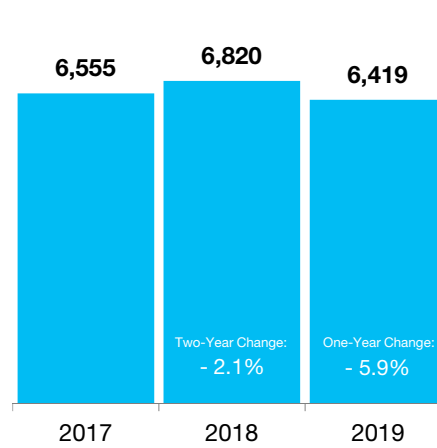
12 Month



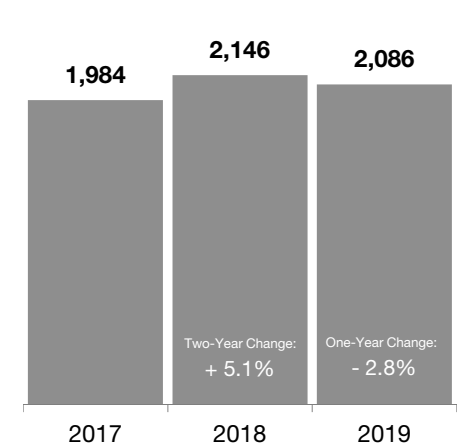
6 Month



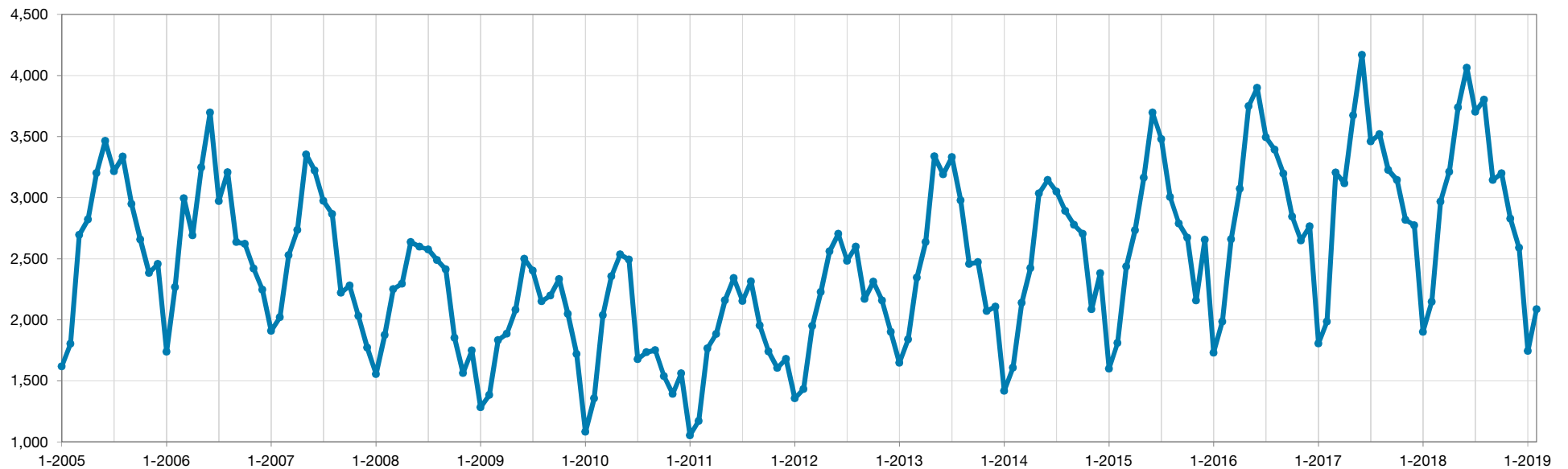
3 Month



February



Historical Closed Sales

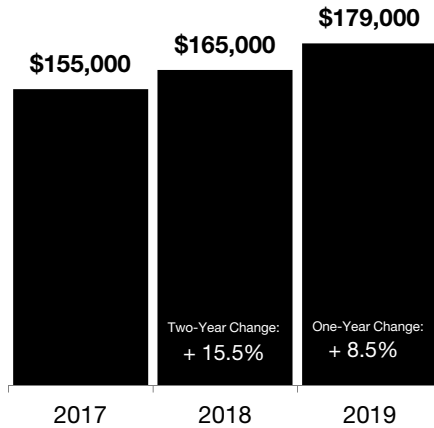


Median Sales Price

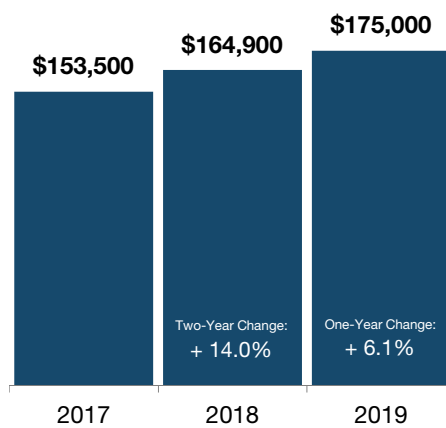
Median price point for all closed sales, not accounting for seller concessions, in a given month.



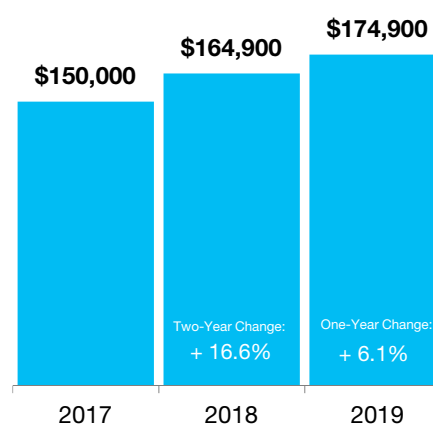
12 Month



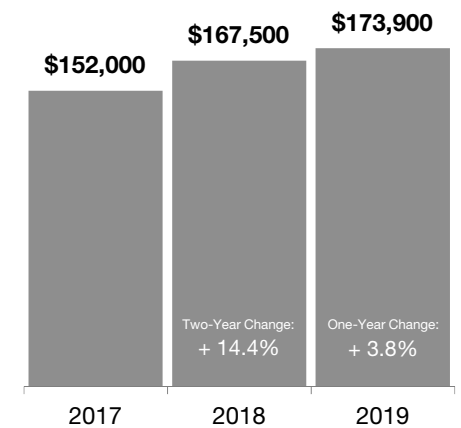
6 Month



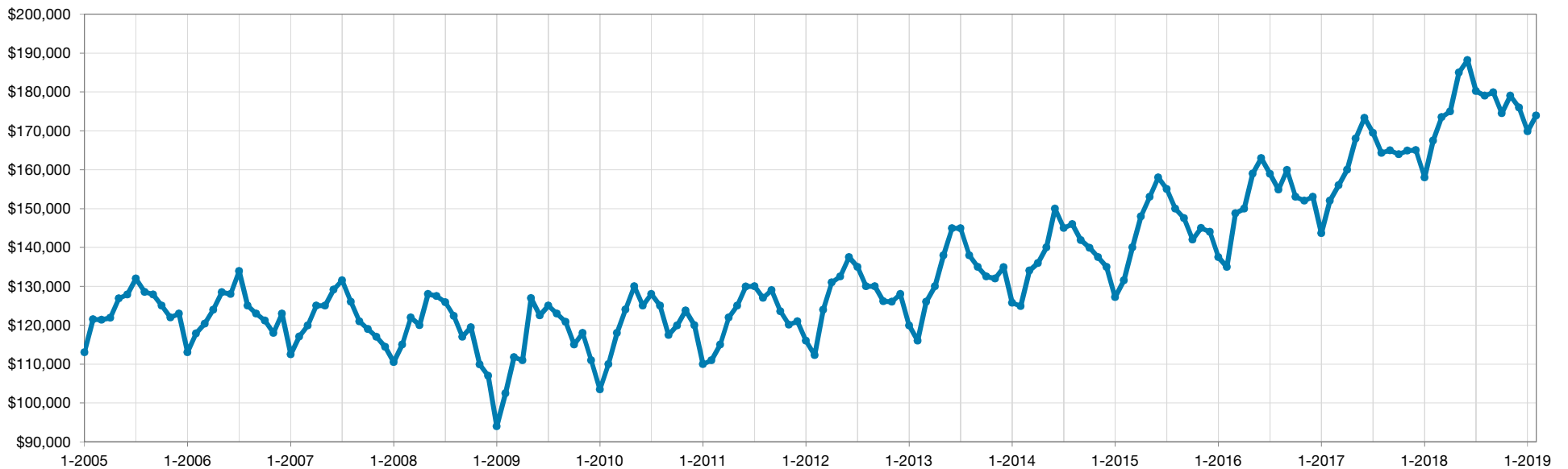
3 Month



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Historical Median Sales Price

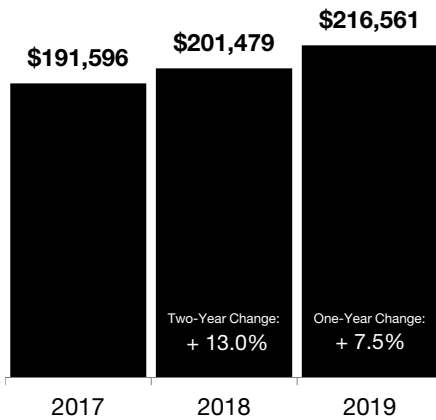


Average Sales Price

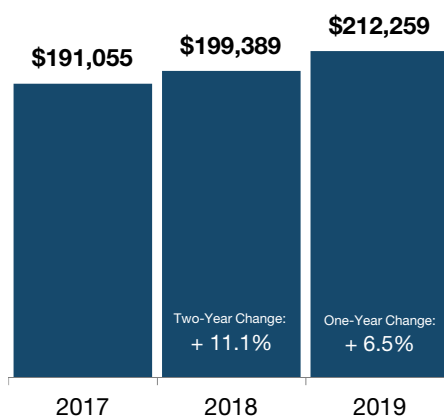
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



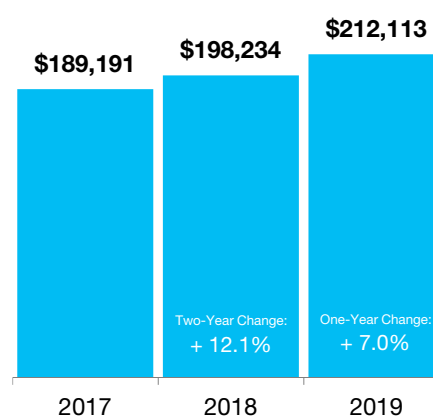
12 Month



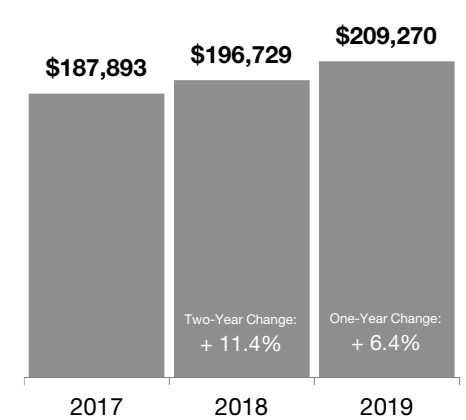
6 Month



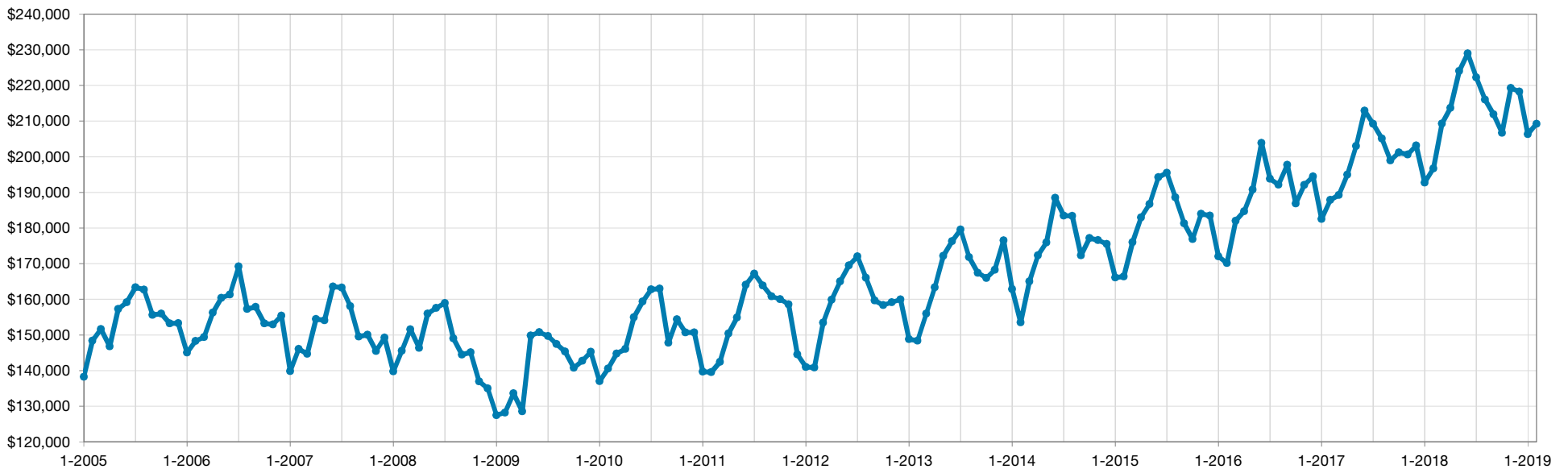
3 Month



February



Historical Average Sales Price

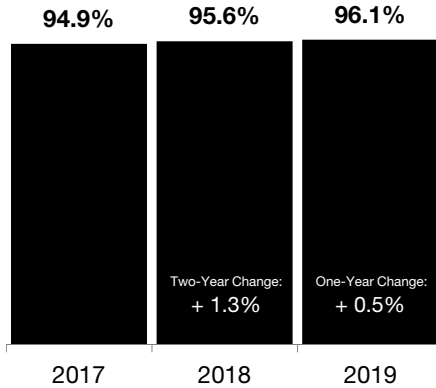


Percent of Original List Price Received

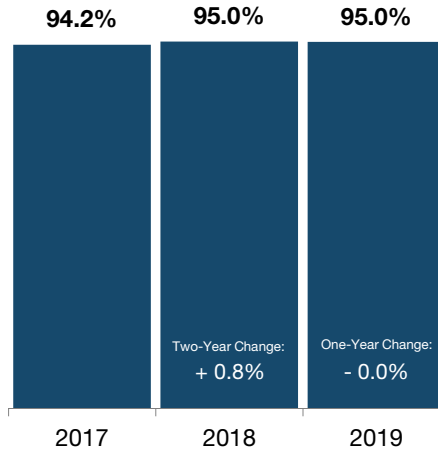
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



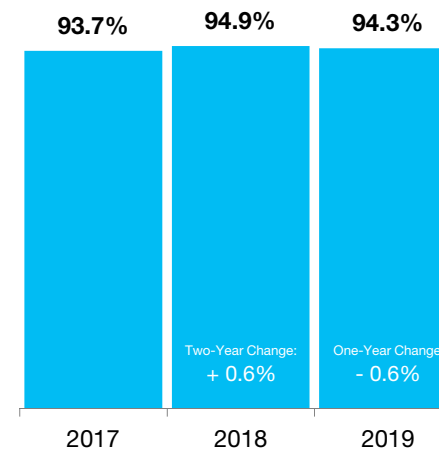
12 Month



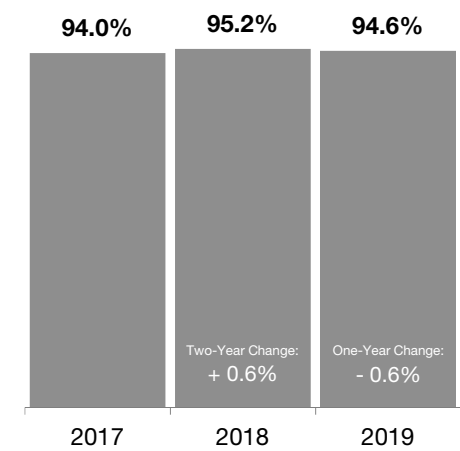
6 Month



3 Month



February



Historical Percent of Original List Price Received

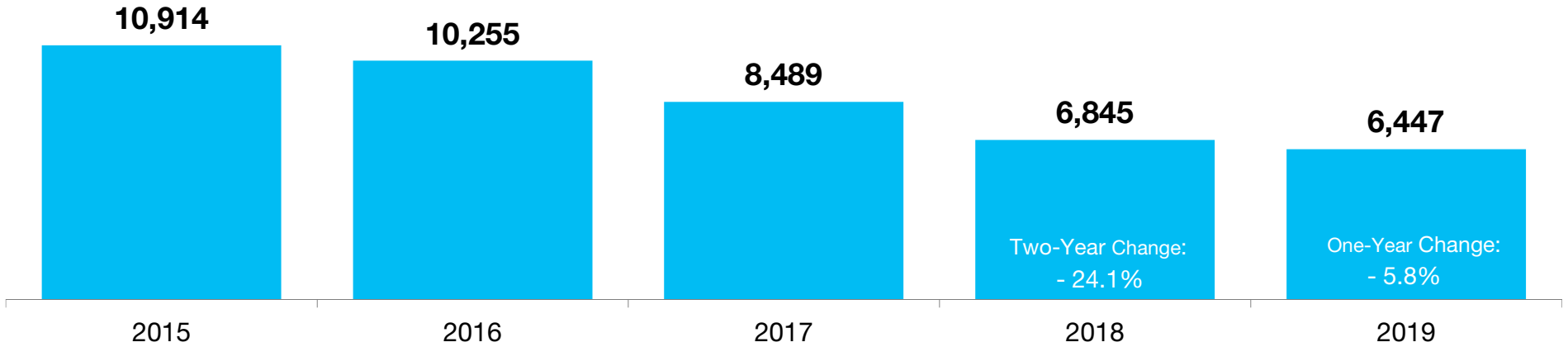


Inventory of Homes for Sale

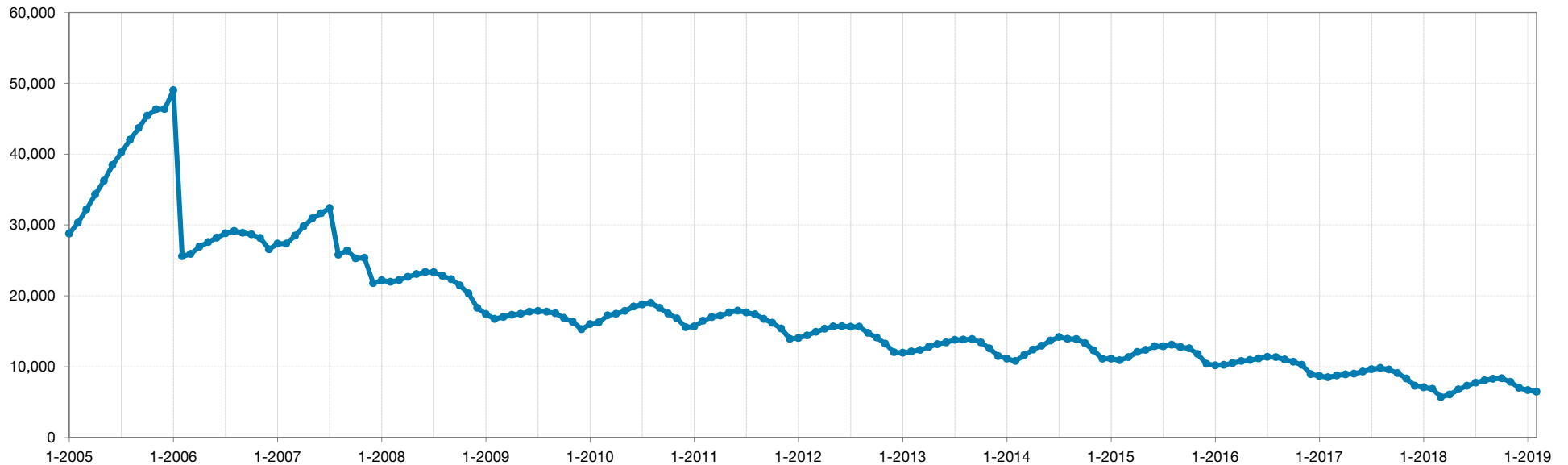
The number of properties available for sale in active status at the end of a given month. There are no rolling figures for Inventory of Homes for Sale because this metric is simply a snapshot frozen in time at the end of each month. It does not add up over a period of months.



February



Historical Inventory of Homes Available

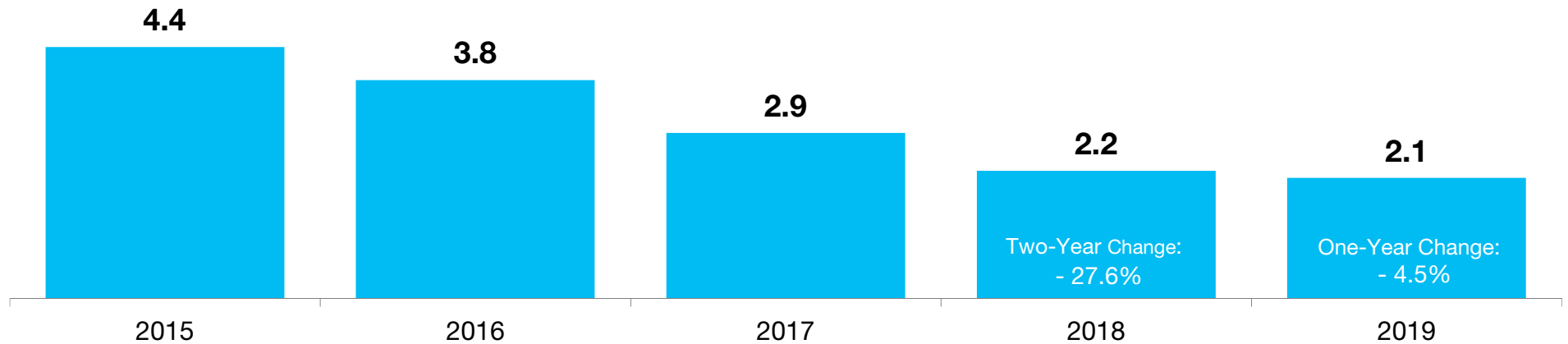


Months Supply of Inventory / Absorption Rate

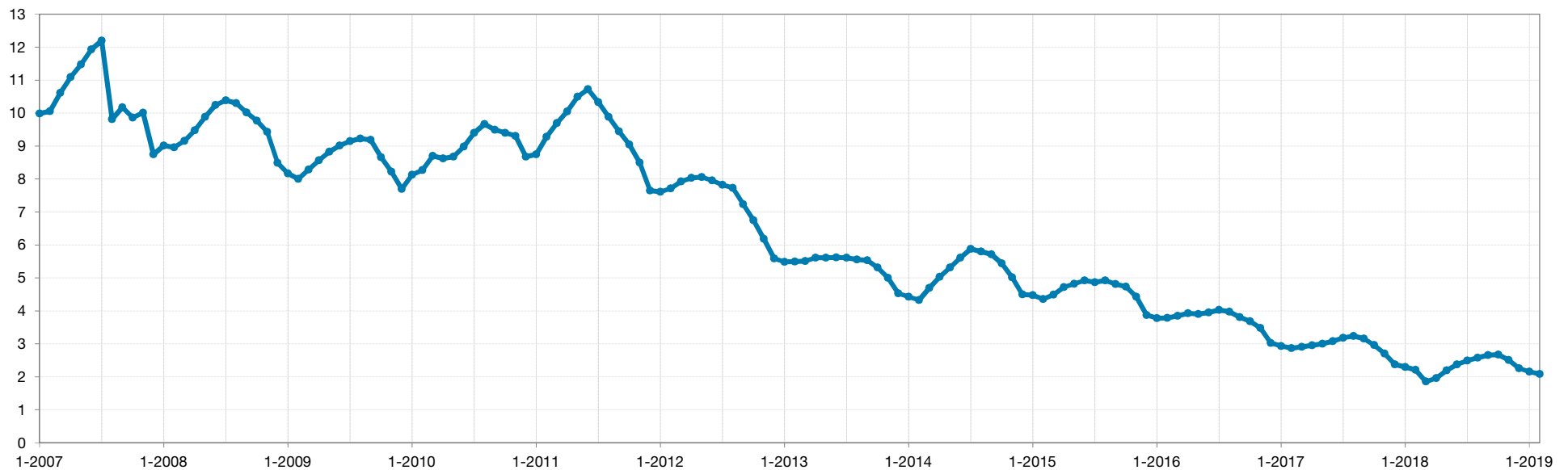
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months. There are no rolling figures for this metric because it is simply a snapshot frozen in time at the end of each month. It does not add up over a period of months.



February



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		
	2-2018	2-2019	Change	2-2018	2-2019	Change
\$75,000 and Below	942	915	- 2.9%	76	62	- 18.4%
\$75,001 to \$120,000	700	553	- 21.0%	92	49	- 46.7%
\$120,001 to \$175,000	933	743	- 20.4%	112	86	- 23.2%
\$175,001 to \$200,000	360	355	- 1.4%	51	28	- 45.1%
\$200,001 to \$350,000	1,575	1,620	+ 2.9%	154	187	+ 21.4%
\$350,001 to \$500,000	914	862	- 5.7%	64	64	0.0%
\$500,001 to \$750,000	505	502	- 0.6%	21	24	+ 14.3%
\$750,001 to \$1,000,000	166	191	+ 15.1%	4	6	+ 50.0%
\$1,000,001 and Above	171	193	+ 12.9%	5	7	+ 40.0%
All Price Ranges	6,266	5,934	- 5.3%	579	513	- 11.4%

Compared to Prior Month

By Price Range	Single Family			Condo		
	1-2019	2-2019	Change	1-2019	2-2019	Change
\$75,000 and Below	922	915	- 0.8%	58	62	+ 6.9%
\$75,001 to \$120,000	628	553	- 11.9%	55	49	- 10.9%
\$120,001 to \$175,000	879	743	- 15.5%	94	86	- 8.5%
\$175,001 to \$200,000	388	355	- 8.5%	39	28	- 28.2%
\$200,001 to \$350,000	1,664	1,620	- 2.6%	197	187	- 5.1%
\$350,001 to \$500,000	835	862	+ 3.2%	64	64	0.0%
\$500,001 to \$750,000	498	502	+ 0.8%	22	24	+ 9.1%
\$750,001 to \$1,000,000	165	191	+ 15.8%	5	6	+ 20.0%
\$1,000,001 and Above	164	193	+ 17.7%	4	7	+ 75.0%
All Price Ranges	6,143	5,934	- 3.4%	538	513	- 4.6%

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		
	2-2018	2-2019	Change	2-2018	2-2019	Change
\$75,000 and Below	278	222	- 20.1%	13	12	- 7.7%
\$75,001 to \$120,000	257	230	- 10.5%	41	27	- 34.1%
\$120,001 to \$175,000	500	503	+ 0.6%	43	45	+ 4.7%
\$175,001 to \$200,000	205	183	- 10.7%	20	11	- 45.0%
\$200,001 to \$350,000	535	554	+ 3.6%	28	49	+ 75.0%
\$350,001 to \$500,000	150	169	+ 12.7%	6	5	- 16.7%
\$500,001 to \$750,000	51	54	+ 5.9%	1	1	0.0%
\$750,001 to \$1,000,000	8	15	+ 87.5%	1	1	0.0%
\$1,000,001 and Above	8	5	- 37.5%	1	--	--
All Price Ranges	1,992	1,935	- 2.9%	154	151	- 1.9%

Compared to Prior Month

By Price Range	Single Family			Condo		
	1-2019	2-2019	Change	1-2019	2-2019	Change
\$75,000 and Below	238	222	- 6.7%	13	12	- 7.7%
\$75,001 to \$120,000	197	230	+ 16.8%	27	27	0.0%
\$120,001 to \$175,000	391	503	+ 28.6%	39	45	+ 15.4%
\$175,001 to \$200,000	140	183	+ 30.7%	10	11	+ 10.0%
\$200,001 to \$350,000	415	554	+ 33.5%	34	49	+ 44.1%
\$350,001 to \$500,000	157	169	+ 7.6%	4	5	+ 25.0%
\$500,001 to \$750,000	56	54	- 3.6%	--	1	--
\$750,001 to \$1,000,000	19	15	- 21.1%	--	1	--
\$1,000,001 and Above	4	5	+ 25.0%	--	--	--
All Price Ranges	1,617	1,935	+ 19.7%	127	151	+ 18.9%

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	Dec 2018	42,777	41,389	+ 3.4%	20,349	18,950	+ 7.4%	8,031	7,486	+ 7.3%	1,832	1,850	- 1.0%
	Jan 2019	42,898	41,307	+ 3.9%	18,518	17,353	+ 6.7%	6,960	6,732	+ 3.4%	2,507	2,386	+ 5.1%
	Feb 2019	42,848	41,030	+ 4.4%	16,783	16,051	+ 4.6%	6,997	6,944	+ 0.8%	2,658	2,708	- 1.8%
Pending Sales	Dec 2018	37,454	33,028	+ 13.4%	17,460	15,483	+ 12.8%	7,307	6,870	+ 6.4%	1,990	1,933	+ 2.9%
	Jan 2019	37,832	33,092	+ 14.3%	16,337	14,710	+ 11.1%	6,908	6,351	+ 8.8%	2,504	2,126	+ 17.8%
	Feb 2019	38,133	33,066	+ 15.3%	15,426	14,090	+ 9.5%	7,181	6,445	+ 11.4%	2,687	2,386	+ 12.6%
Closed Sales	Dec 2018	35,852	35,477	+ 1.1%	18,557	18,234	+ 1.8%	8,305	8,409	- 1.2%	2,504	2,672	- 6.3%
	Jan 2019	35,709	35,574	+ 0.4%	16,678	16,744	- 0.4%	6,921	7,218	- 4.1%	1,693	1,836	- 7.8%
	Feb 2019	35,668	35,735	- 0.2%	15,041	15,408	- 2.4%	6,216	6,568	- 5.4%	2,019	2,060	- 2.0%
Median Sales Price	Dec 2018	\$178,000	\$164,900	+ 7.9%	\$179,000	\$165,000	+ 8.5%	\$177,000	\$165,000	+ 7.3%	\$178,000	\$165,500	+ 7.6%
	Jan 2019	\$179,000	\$165,000	+ 8.5%	\$177,000	\$164,900	+ 7.3%	\$176,000	\$164,900	+ 6.7%	\$169,900	\$159,000	+ 6.9%
	Feb 2019	\$179,500	\$165,000	+ 8.8%	\$175,135	\$165,000	+ 6.1%	\$175,000	\$165,000	+ 6.1%	\$173,900	\$167,200	+ 4.0%
Average Sales Price	Dec 2018	\$215,822	\$201,242	+ 7.2%	\$216,612	\$203,923	+ 6.2%	\$215,535	\$202,782	+ 6.3%	\$219,775	\$204,660	+ 7.4%
	Jan 2019	\$216,544	\$201,752	+ 7.3%	\$214,278	\$201,780	+ 6.2%	\$217,016	\$200,765	+ 8.1%	\$206,784	\$193,371	+ 6.9%
	Feb 2019	\$217,290	\$202,121	+ 7.5%	\$213,025	\$200,083	+ 6.5%	\$212,838	\$198,958	+ 7.0%	\$209,291	\$196,533	+ 6.5%
Pct. of Original List Price Received at Sale	Dec 2018	96.2%	95.5%	+ 0.7%	95.8%	95.5%	+ 0.3%	94.9%	95.0%	- 0.1%	94.4%	94.9%	- 0.5%
	Jan 2019	96.1%	95.6%	+ 0.5%	95.3%	95.2%	+ 0.1%	94.4%	94.8%	- 0.4%	93.8%	94.6%	- 0.8%
	Feb 2019	96.1%	95.6%	+ 0.5%	95.0%	95.1%	- 0.1%	94.3%	94.9%	- 0.6%	94.6%	95.2%	- 0.6%
Total Active Listings Available at Month End	Dec 2018										6,786	7,018	- 3.3%
	Jan 2019										6,457	6,788	- 4.9%
	Feb 2019										6,237	6,569	- 5.1%
Months Supply of Inventory / Absorption Rate	Dec 2018										2.3	2.4	- 4.2%
	Jan 2019										2.2	2.3	- 4.3%
	Feb 2019										2.1	2.2	- 4.5%

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 – February 2019

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



Bartholomew County

- 30.3%

Change in
New Listings

- 26.0%

Change in
Closed Sales

+ 7.4%

Change in
Median Sales Price

Dec through Feb

February

	2018	2019	+ / -	2018	2019	+ / -
New Listings	267	221	- 17.2%	122	85	- 30.3%
Closed Sales	220	173	- 21.4%	77	57	- 26.0%
Median Sales Price*	\$161,500	\$170,000	+ 5.3%	\$190,000	\$204,000	+ 7.4%
Average Sales Price*	\$191,314	\$199,678	+ 4.4%	\$210,039	\$225,480	+ 7.4%
Percent of Original List Price Received at Sale*	94.7%	95.7%	+ 1.0%	95.3%	95.8%	+ 0.6%
Absorption Rate				2.3	1.7	- 25.0%
Single-Family Detached Inventory				224	172	- 23.2%
Townhouse-Condo Inventory				9	3	- 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.

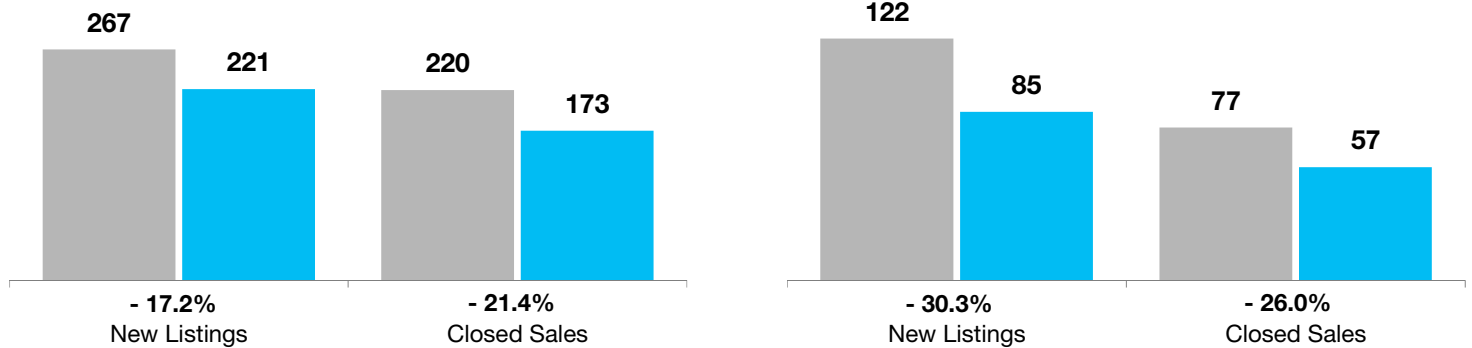
* Does not account for seller concessions. | + / - by month may look extreme due to small sample size. | Totals rounded to whole number or tenth of a percent; rounding error may occur.

Dec through Feb

■ 2018 ■ 2019

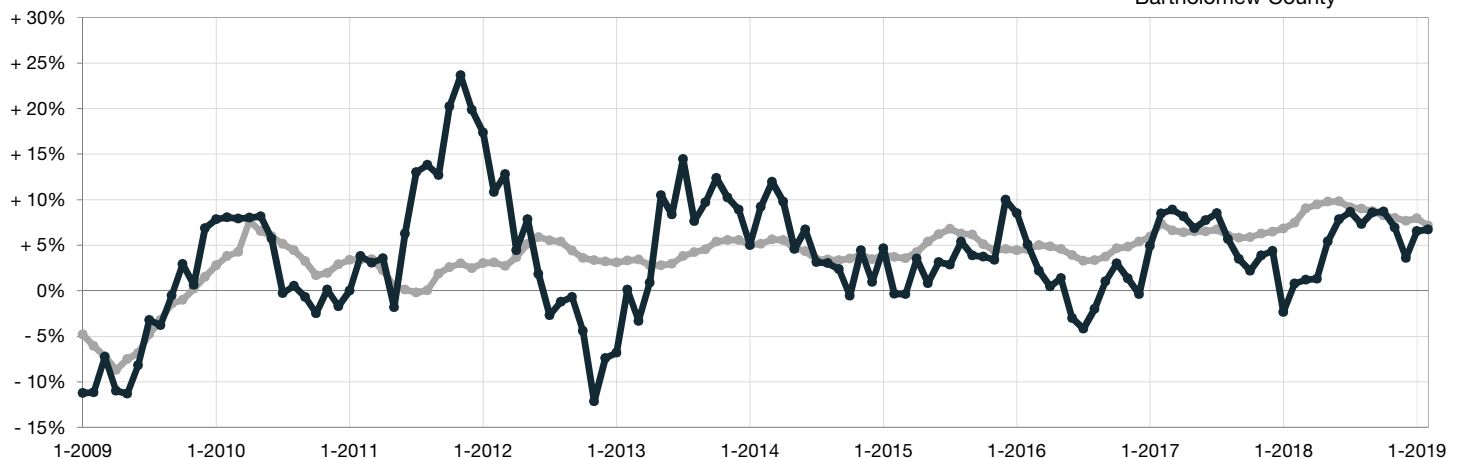
February

■ 2018 ■ 2019



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 – February 2019

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



+ 14.9%

+ 7.9%

- 4.8%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Boone County

Dec through Feb

February

	2018	2019	+ / -	2018	2019	+ / -
New Listings	253	250	- 1.2%	101	116	+ 14.9%
Closed Sales	239	221	- 7.5%	63	68	+ 7.9%
Median Sales Price*	\$240,000	\$265,000	+ 10.4%	\$257,000	\$244,623	- 4.8%
Average Sales Price*	\$294,427	\$329,937	+ 12.1%	\$307,301	\$309,951	+ 0.9%
Percent of Original List Price Received at Sale*	95.6%	94.8%	- 0.8%	95.3%	94.5%	- 0.8%
Absorption Rate				2.4	2.5	+ 0.7%
Single-Family Detached Inventory				248	248	0.0%
Townhouse-Condo Inventory				8	7	- 12.5%

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.

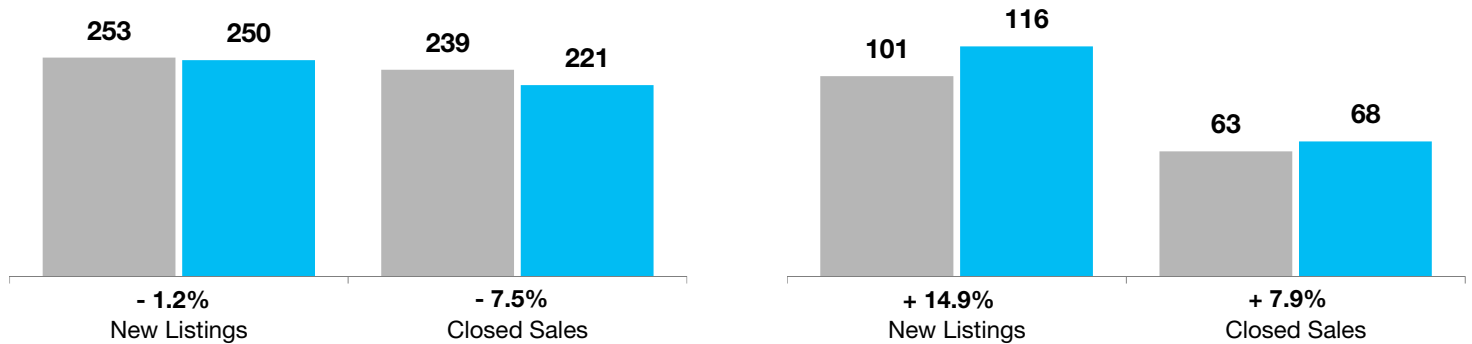
* Does not account for seller concessions. | + / - by month may look extreme due to small sample size. | Totals rounded to whole number or tenth of a percent; rounding error may occur.

Dec through Feb

■ 2018 ■ 2019

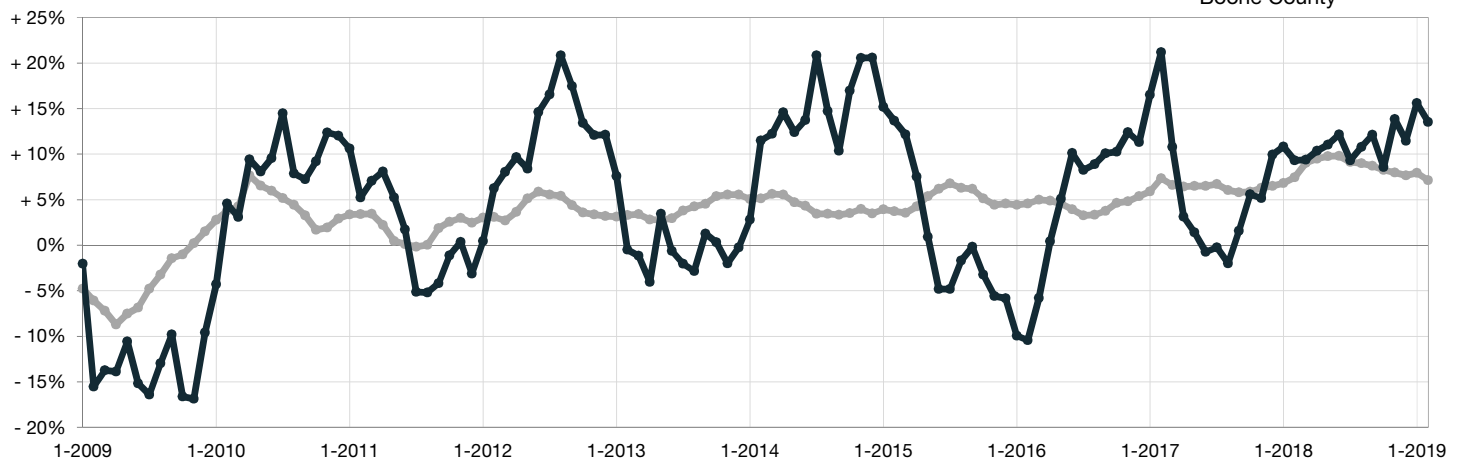
February

■ 2018 ■ 2019



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 – February 2019

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



+ 19.0%

- 40.0%

+ 21.6%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Brown County

Dec through Feb

February

	2018	2019	+ / -	2018	2019	+ / -
New Listings	57	61	+ 7.0%	21	25	+ 19.0%
Closed Sales	61	49	- 19.7%	15	9	- 40.0%
Median Sales Price*	\$192,500	\$208,500	+ 8.3%	\$164,500	\$200,000	+ 21.6%
Average Sales Price*	\$227,432	\$222,482	- 2.2%	\$155,781	\$250,667	+ 60.9%
Percent of Original List Price Received at Sale*	92.5%	89.8%	- 2.9%	93.6%	88.3%	- 5.7%
Absorption Rate				7.6	8.2	+ 8.3%
Single-Family Detached Inventory				198	197	- 0.5%
Townhouse-Condo Inventory				1	0	- 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.

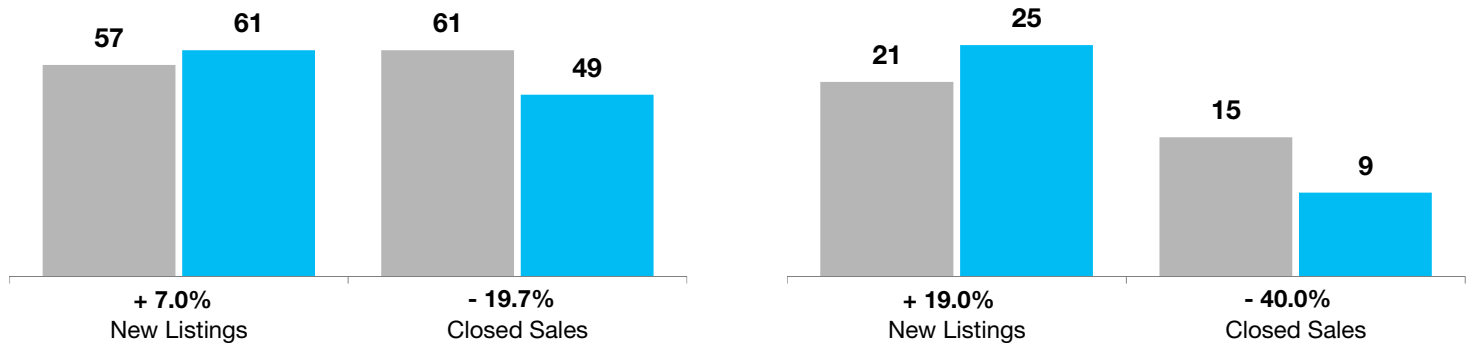
* Does not account for seller concessions. | + / - by month may look extreme due to small sample size. | Totals rounded to whole number or tenth of a percent; rounding error may occur.

Dec through Feb

■ 2018 ■ 2019

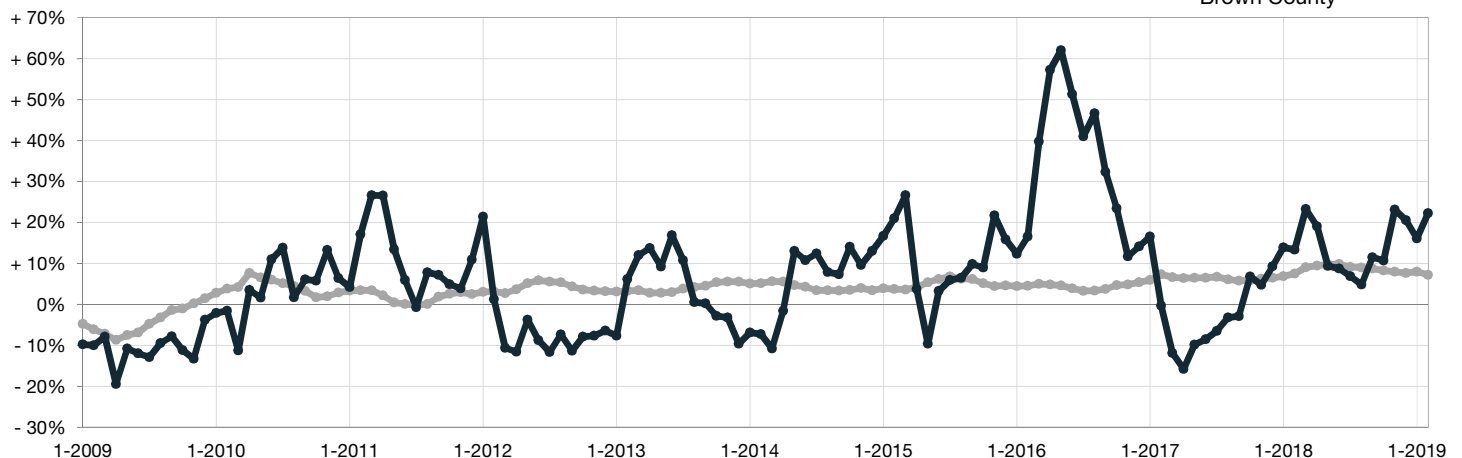
February

■ 2018 ■ 2019



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 – February 2019

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



+ 50.0%

+ 18.8%

+ 3.5%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Decatur County

Dec through Feb

February

	2018	2019	+ / -	2018	2019	+ / -
New Listings	61	61	0.0%	16	24	+ 50.0%
Closed Sales	60	56	- 6.7%	16	19	+ 18.8%
Median Sales Price*	\$127,500	\$130,000	+ 2.0%	\$129,500	\$134,000	+ 3.5%
Average Sales Price*	\$141,698	\$132,331	- 6.6%	\$143,769	\$132,298	- 8.0%
Percent of Original List Price Received at Sale*	94.3%	92.5%	- 2.0%	96.7%	91.6%	- 5.3%
Absorption Rate				3.6	2.4	- 33.0%
Single-Family Detached Inventory				82	65	- 20.7%
Townhouse-Condo Inventory				1	0	- 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.

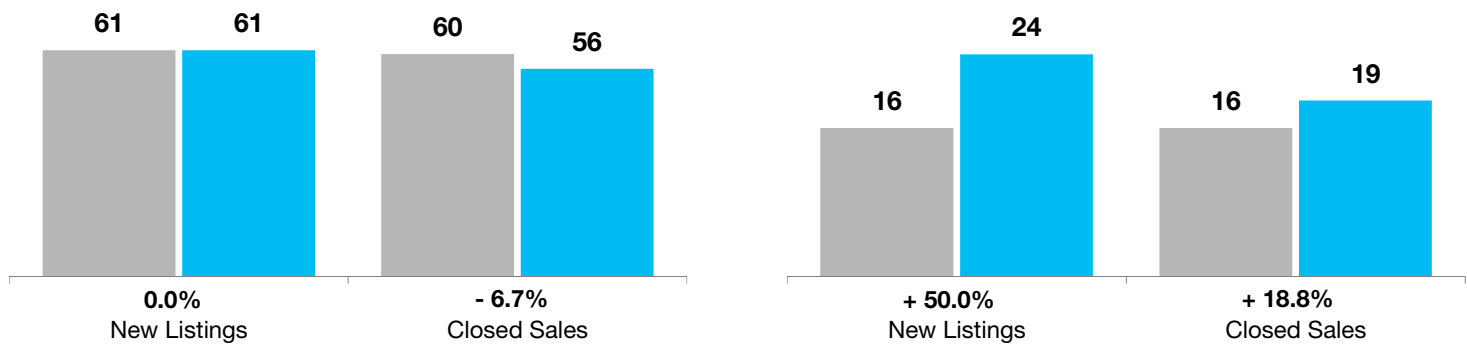
* Does not account for seller concessions. | + / - by month may look extreme due to small sample size. | Totals rounded to whole number or tenth of a percent; rounding error may occur.

Dec through Feb

■ 2018 ■ 2019

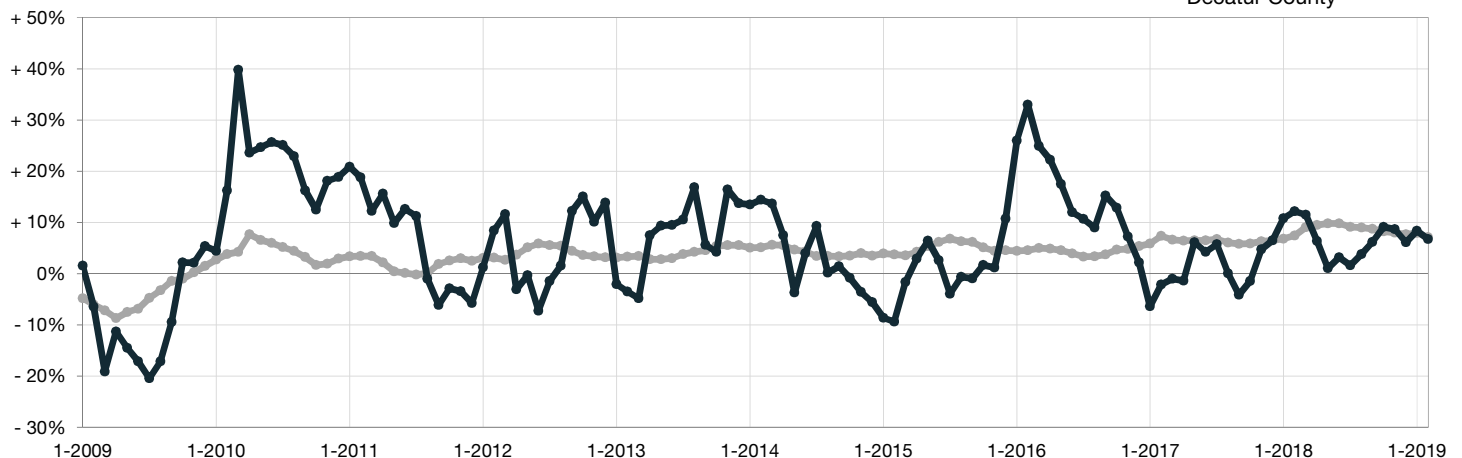
February

■ 2018 ■ 2019



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 – February 2019

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



- 3.8%

+ 2.0%

+ 8.9%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Hamilton County

Dec through Feb

February

	2018	2019	+ / -	2018	2019	+ / -
New Listings	1,353	1,429	+ 5.6%	578	556	- 3.8%
Closed Sales	1,229	1,188	- 3.3%	392	400	+ 2.0%
Median Sales Price*	\$262,000	\$289,950	+ 10.7%	\$258,000	\$281,000	+ 8.9%
Average Sales Price*	\$307,993	\$334,607	+ 8.6%	\$302,341	\$328,569	+ 8.7%
Percent of Original List Price Received at Sale*	95.9%	95.4%	- 0.6%	96.5%	95.1%	- 1.5%
Absorption Rate				2.4	2.2	- 6.6%
Single-Family Detached Inventory				1,274	1,193	- 6.4%
Townhouse-Condo Inventory				119	130	+ 9.2%

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.

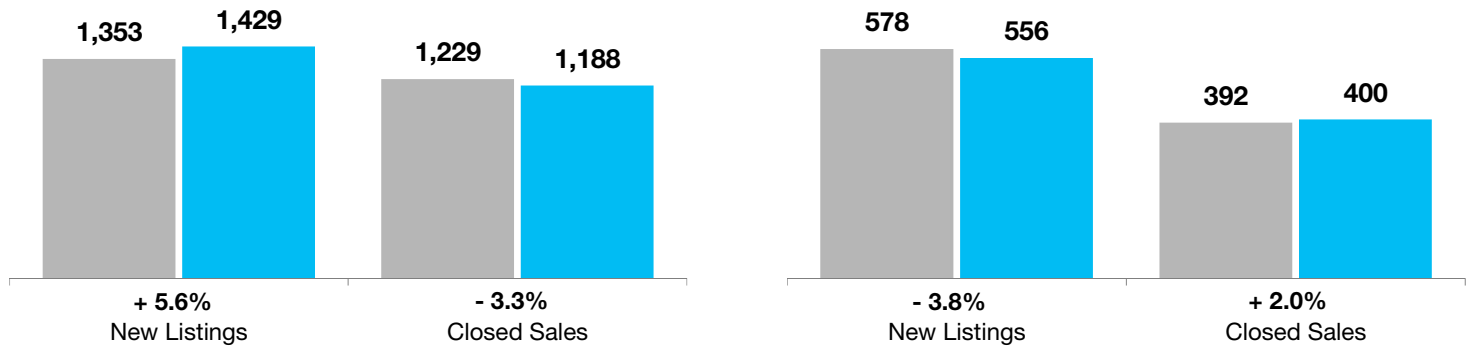
* Does not account for seller concessions. | + / - by month may look extreme due to small sample size. | Totals rounded to whole number or tenth of a percent; rounding error may occur.

Dec through Feb

■ 2018 ■ 2019

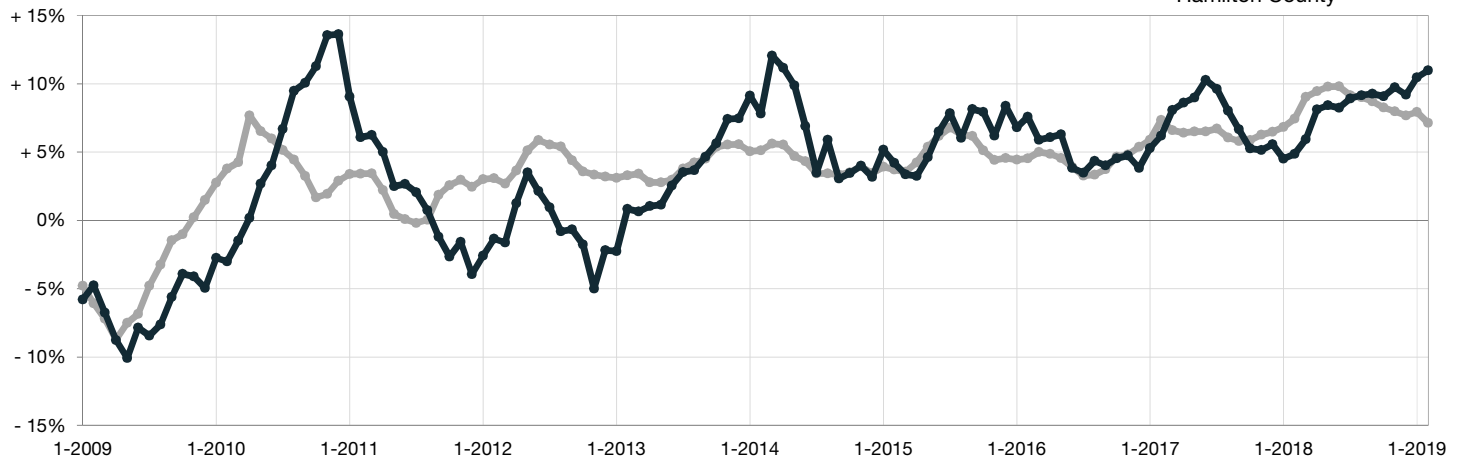
February

■ 2018 ■ 2019



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 – February 2019

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



+ 16.7%

+ 17.6%

+ 4.1%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Hancock County

Dec through Feb

February

	2018	2019	+ / -	2018	2019	+ / -
New Listings	275	281	+ 2.2%	96	112	+ 16.7%
Closed Sales	245	210	- 14.3%	68	80	+ 17.6%
Median Sales Price*	\$186,307	\$188,000	+ 0.9%	\$185,000	\$192,500	+ 4.1%
Average Sales Price*	\$195,112	\$210,506	+ 7.9%	\$196,014	\$210,932	+ 7.6%
Percent of Original List Price Received at Sale*	95.2%	95.4%	+ 0.1%	96.6%	95.1%	- 1.6%
Absorption Rate				2.1	2.1	+ 2.2%
Single-Family Detached Inventory				229	224	- 2.2%
Townhouse-Condo Inventory				8	11	+ 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.

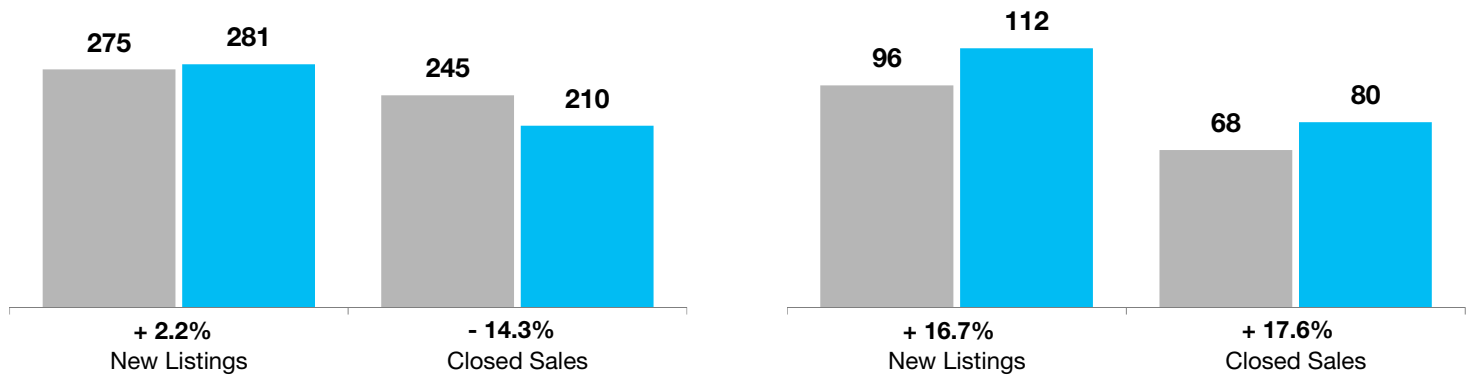
* Does not account for seller concessions. | + / - by month may look extreme due to small sample size. | Totals rounded to whole number or tenth of a percent; rounding error may occur.

Dec through Feb

■ 2018 ■ 2019

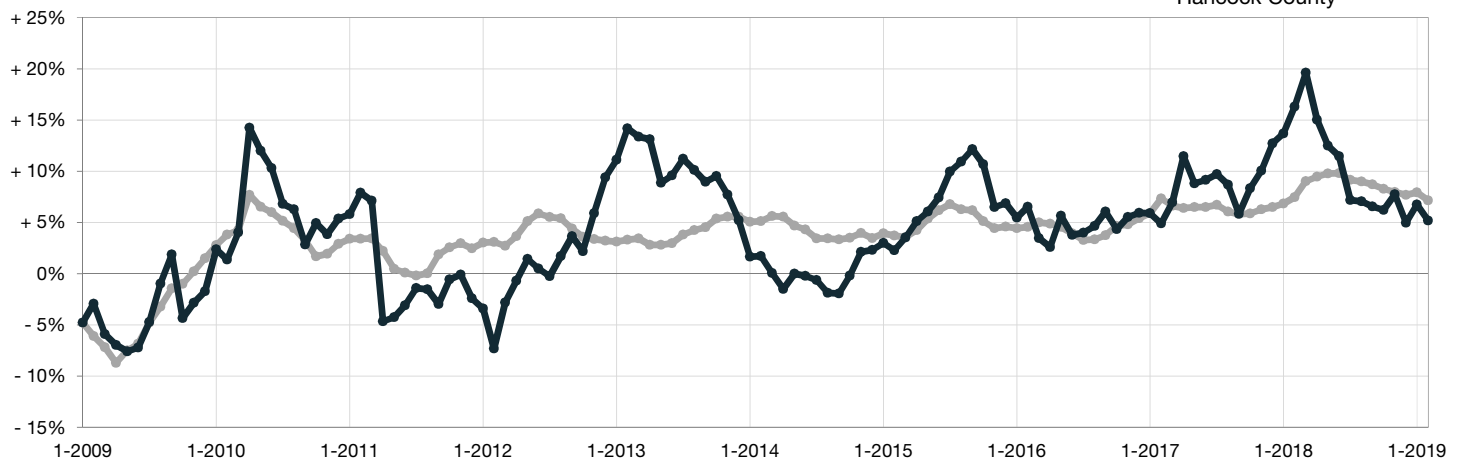
February

■ 2018 ■ 2019



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

Indianapolis Metro Area — Indianapolis Metro Area
Hancock County — Hancock 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 – February 2019

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



- 4.6%

- 13.8%

+ 8.1%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Hendricks County

Dec through Feb

February

	2018	2019	+ / -	2018	2019	+ / -
New Listings	580	507	- 12.6%	219	209	- 4.6%
Closed Sales	585	549	- 6.2%	189	163	- 13.8%
Median Sales Price*	\$188,500	\$205,000	+ 8.8%	\$186,000	\$201,025	+ 8.1%
Average Sales Price*	\$208,194	\$230,837	+ 10.9%	\$201,534	\$222,294	+ 10.3%
Percent of Original List Price Received at Sale*	96.0%	95.8%	- 0.1%	95.6%	95.8%	+ 0.3%
Absorption Rate				2.0	1.3	- 32.0%
Single-Family Detached Inventory				486	339	- 30.2%
Townhouse-Condo Inventory				37	24	- 35.1%

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.

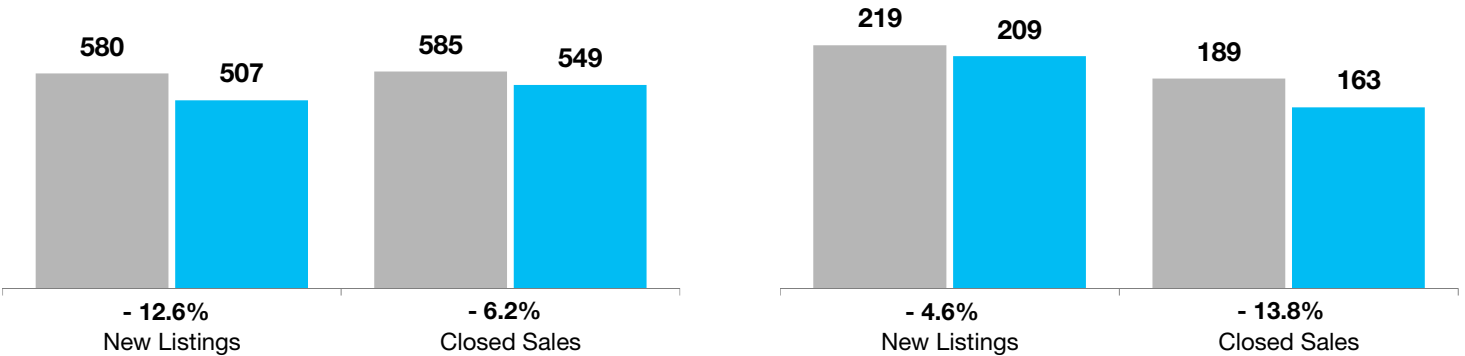
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Dec through Feb

■ 2018 ■ 2019

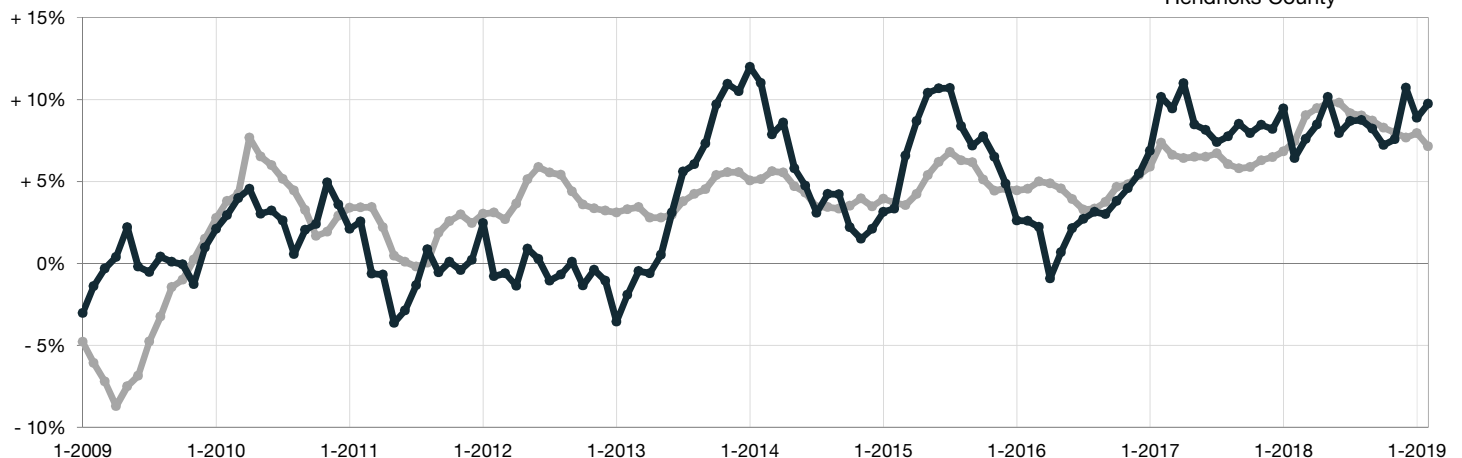
February

■ 2018 ■ 2019



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 – February 2019

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



- 40.0%

+ 11.1%

+ 5.3%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Jennings County

Dec through Feb

February

	2018	2019	+ / -	2018	2019	+ / -
New Listings	41	39	- 4.9%	20	12	- 40.0%
Closed Sales	32	30	- 6.3%	9	10	+ 11.1%
Median Sales Price*	\$96,000	\$123,400	+ 28.5%	\$123,500	\$130,000	+ 5.3%
Average Sales Price*	\$98,022	\$130,817	+ 33.5%	\$127,256	\$112,700	- 11.4%
Percent of Original List Price Received at Sale*	91.2%	93.5%	+ 2.5%	89.3%	89.2%	- 0.1%
Absorption Rate				2.4	2.1	- 14.1%
Single-Family Detached Inventory				43	35	- 18.6%
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.

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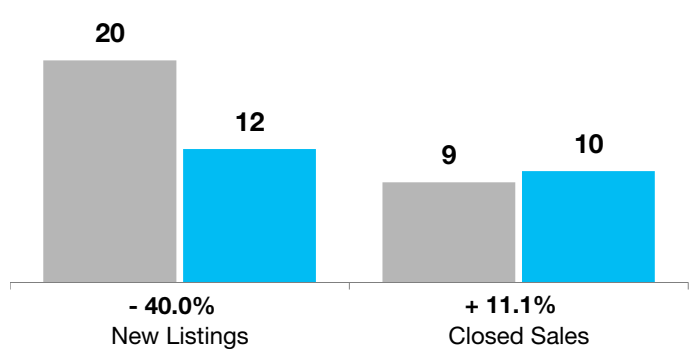
Dec through Feb

■ 2018 ■ 2019



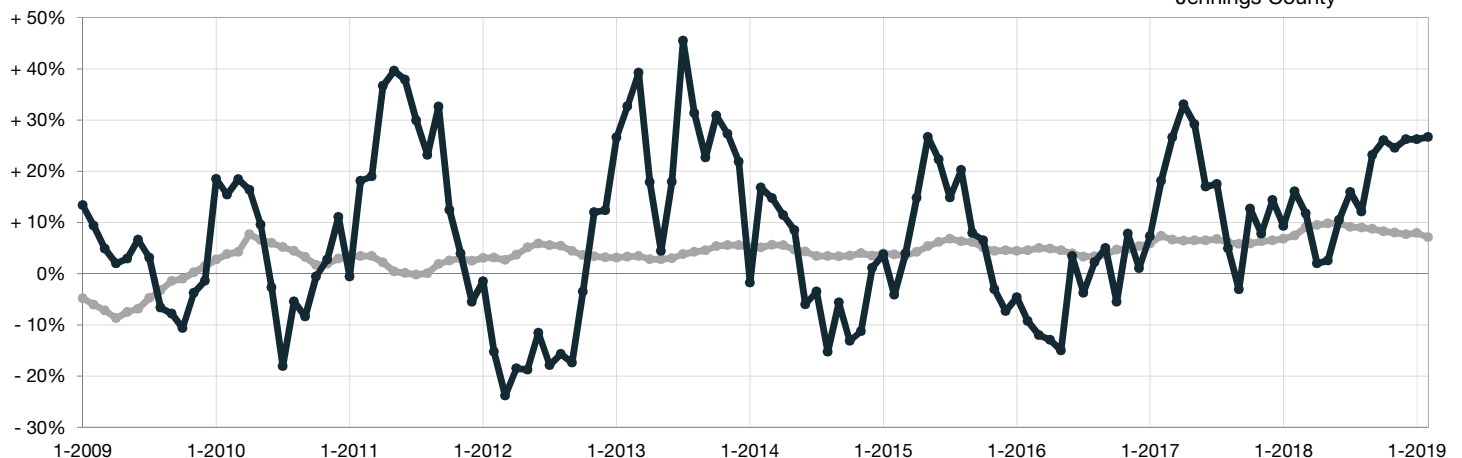
February

■ 2018 ■ 2019



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 – February 2019

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



+ 5.0%

Change in
New Listings

+ 3.3%

Change in
Closed Sales

+ 2.5%

Change in
Median Sales Price

Johnson County

Dec through Feb

February

	2018	2019	+ / -	2018	2019	+ / -
New Listings	533	533	0.0%	202	212	+ 5.0%
Closed Sales	537	459	- 14.5%	150	155	+ 3.3%
Median Sales Price*	\$169,950	\$180,000	+ 5.9%	\$175,500	\$179,900	+ 2.5%
Average Sales Price*	\$196,713	\$220,365	+ 12.0%	\$197,442	\$212,028	+ 7.4%
Percent of Original List Price Received at Sale*	95.6%	95.7%	+ 0.1%	95.3%	96.4%	+ 1.2%
Absorption Rate				2.0	1.8	- 10.7%
Single-Family Detached Inventory				454	413	- 9.0%
Townhouse-Condo Inventory				17	13	- 23.5%

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.

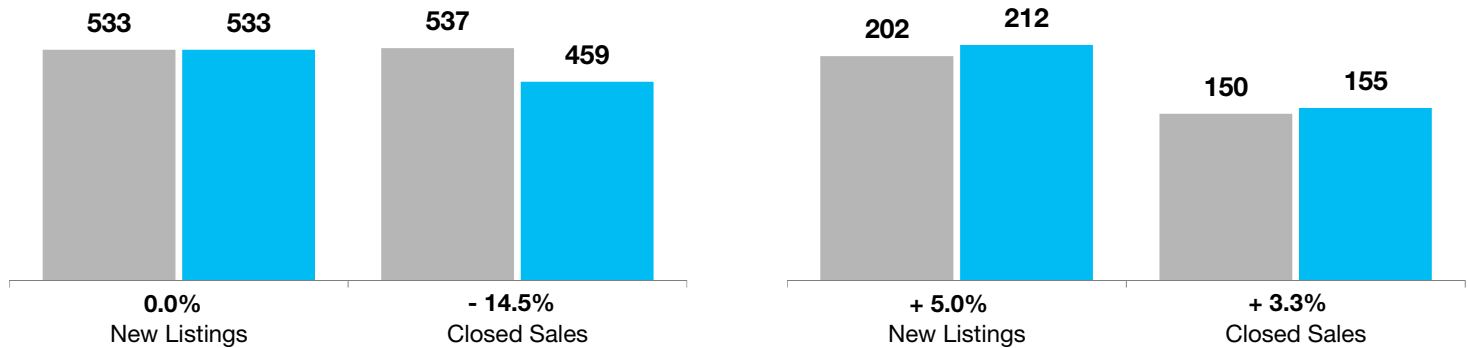
* Does not account for seller concessions. | + / - by month may look extreme due to small sample size. | Totals rounded to whole number or tenth of a percent; rounding error may occur.

Dec through Feb

■ 2018 ■ 2019

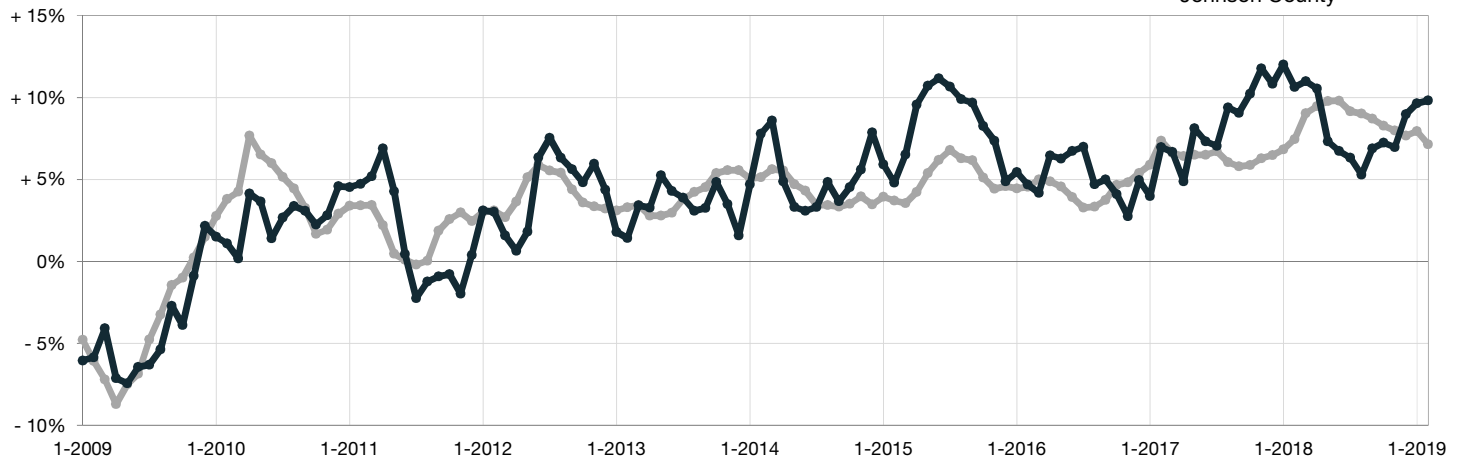
February

■ 2018 ■ 2019



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 – February 2019

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



- 9.3%

Change in
New Listings

+ 3.1%

Change in
Closed Sales

+ 19.3%

Change in
Median Sales Price

Madison County

Dec through Feb

February

	2018	2019	+ / -	2018	2019	+ / -
New Listings	341	342	+ 0.3%	129	117	- 9.3%
Closed Sales	306	292	- 4.6%	96	99	+ 3.1%
Median Sales Price*	\$100,000	\$93,900	- 6.1%	\$91,750	\$109,463	+ 19.3%
Average Sales Price*	\$108,481	\$112,164	+ 3.4%	\$101,285	\$111,889	+ 10.5%
Percent of Original List Price Received at Sale*	92.0%	91.5%	- 0.5%	91.0%	90.6%	- 0.4%
Absorption Rate				2.6	2.7	+ 0.6%
Single-Family Detached Inventory				351	358	+ 2.0%
Townhouse-Condo Inventory				15	11	- 26.7%

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.

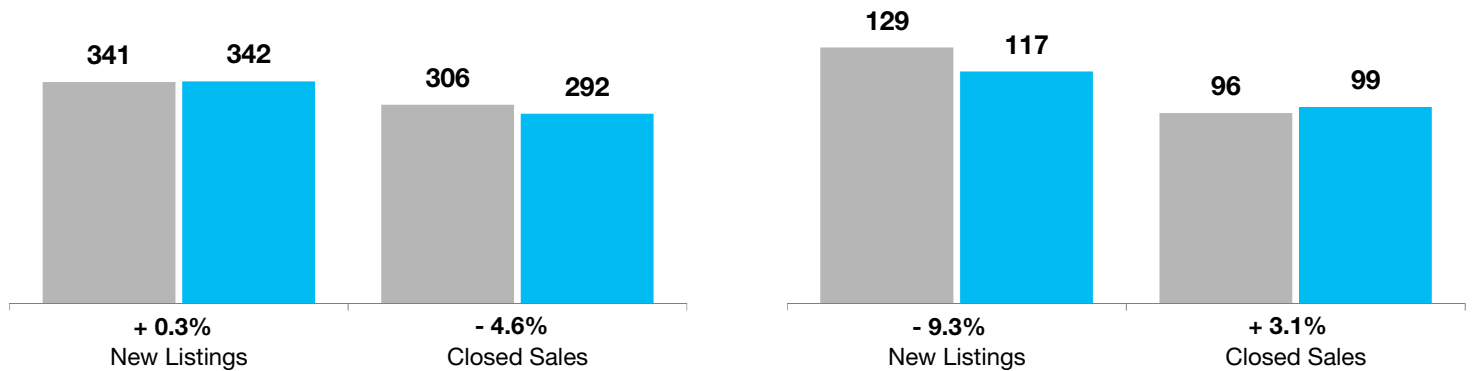
* Does not account for seller concessions. | + / - by month may look extreme due to small sample size. | Totals rounded to whole number or tenth of a percent; rounding error may occur.

Dec through Feb

■ 2018 ■ 2019

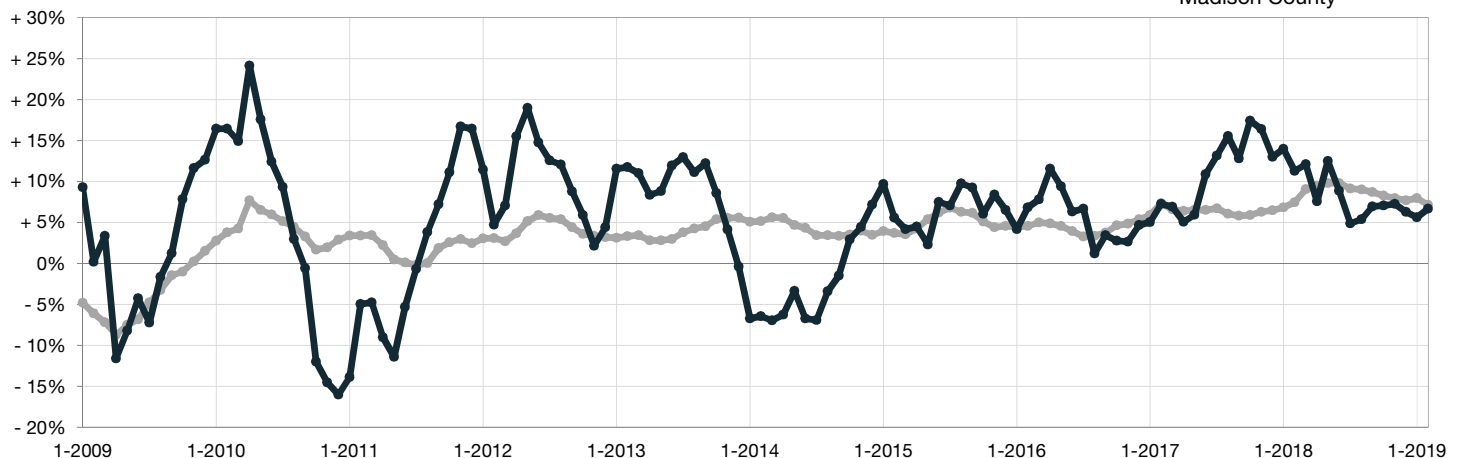
February

■ 2018 ■ 2019



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 – February 2019

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



- 2.9%

Change in
New Listings

- 6.4%

Change in
Closed Sales

+ 6.2%

Change in
Median Sales Price

Marion County

Dec through Feb

February

	2018	2019	+ / -	2018	2019	+ / -
New Listings	2,929	3,023	+ 3.2%	1,135	1,102	- 2.9%
Closed Sales	2,825	2,715	- 3.9%	918	859	- 6.4%
Median Sales Price*	\$137,000	\$142,700	+ 4.2%	\$136,500	\$145,000	+ 6.2%
Average Sales Price*	\$160,581	\$164,499	+ 2.4%	\$160,022	\$165,293	+ 3.3%
Percent of Original List Price Received at Sale*	94.6%	93.7%	- 1.0%	95.0%	94.5%	- 0.5%
Absorption Rate				1.9	2.0	+ 3.5%
Single-Family Detached Inventory				2,114	2,182	+ 3.2%
Townhouse-Condo Inventory				333	297	- 10.8%

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.

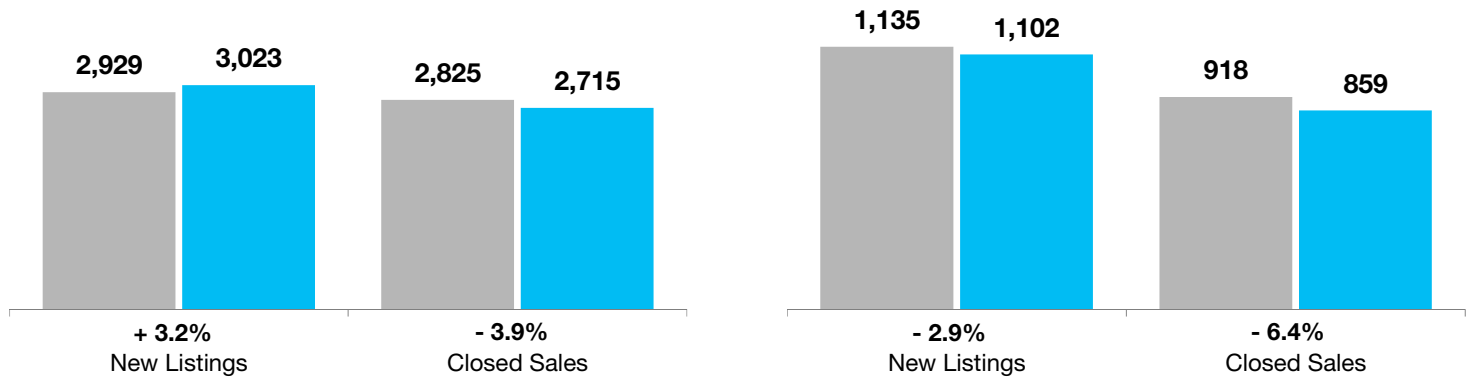
* Does not account for seller concessions. | + / - by month may look extreme due to small sample size. | Totals rounded to whole number or tenth of a percent; rounding error may occur.

Dec through Feb

■ 2018 ■ 2019

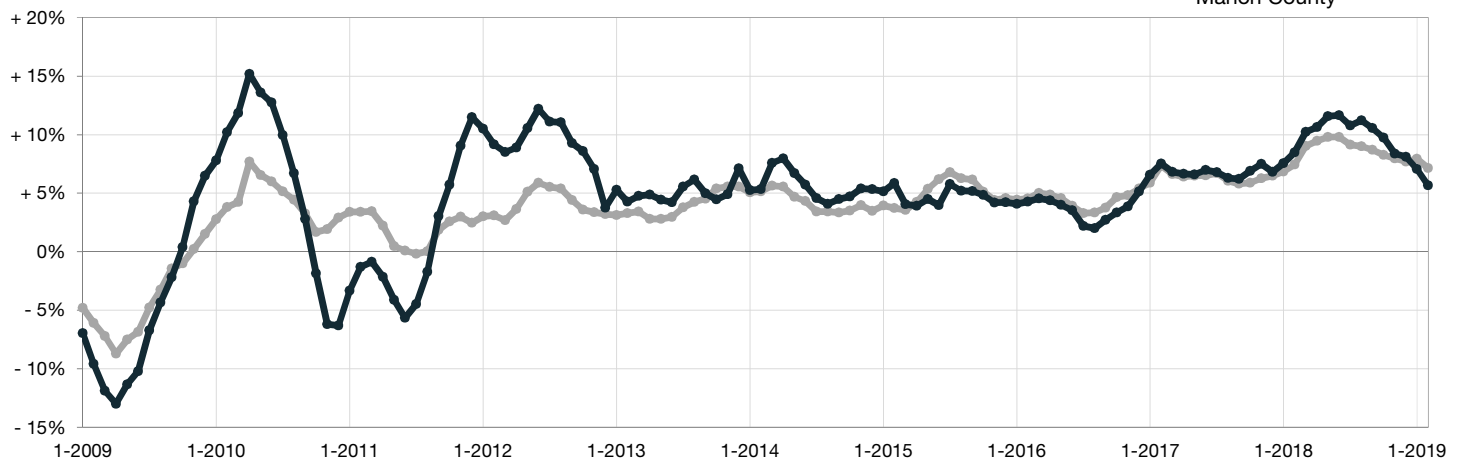
February

■ 2018 ■ 2019



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 – February 2019

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



+ 5.3%

+ 48.0%

- 7.2%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Montgomery County

Dec through Feb

February

	2018	2019	+ / -	2018	2019	+ / -
New Listings	102	97	- 4.9%	38	40	+ 5.3%
Closed Sales	98	93	- 5.1%	25	37	+ 48.0%
Median Sales Price*	\$115,000	\$104,000	- 9.6%	\$105,900	\$98,250	- 7.2%
Average Sales Price*	\$122,668	\$129,738	+ 5.8%	\$108,691	\$106,608	- 1.9%
Percent of Original List Price Received at Sale*	91.8%	92.6%	+ 0.9%	91.1%	92.6%	+ 1.7%
Absorption Rate				2.6	2.1	- 19.9%
Single-Family Detached Inventory				110	91	- 17.3%
Townhouse-Condo Inventory				3	3	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.

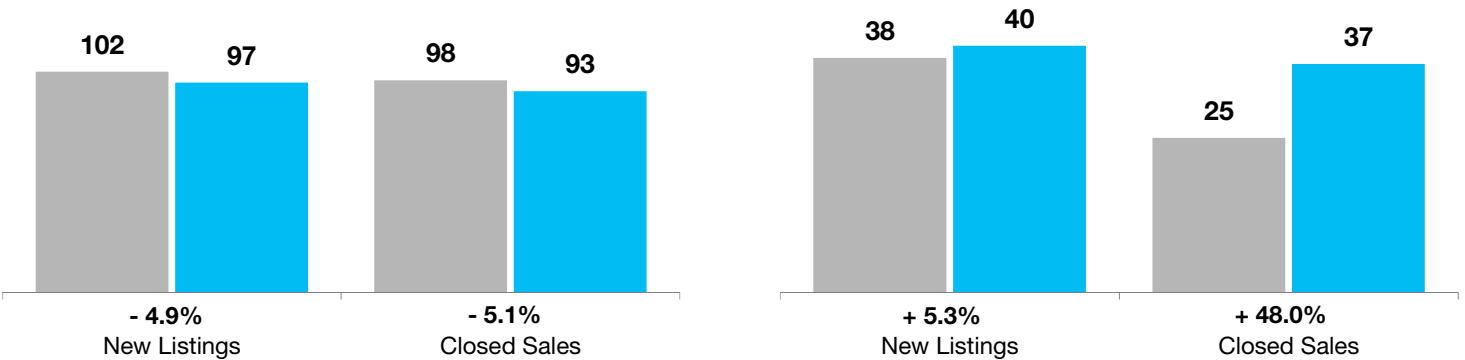
* Does not account for seller concessions. | + / - by month may look extreme due to small sample size. | Totals rounded to whole number or tenth of a percent; rounding error may occur.

Dec through Feb

■ 2018 ■ 2019

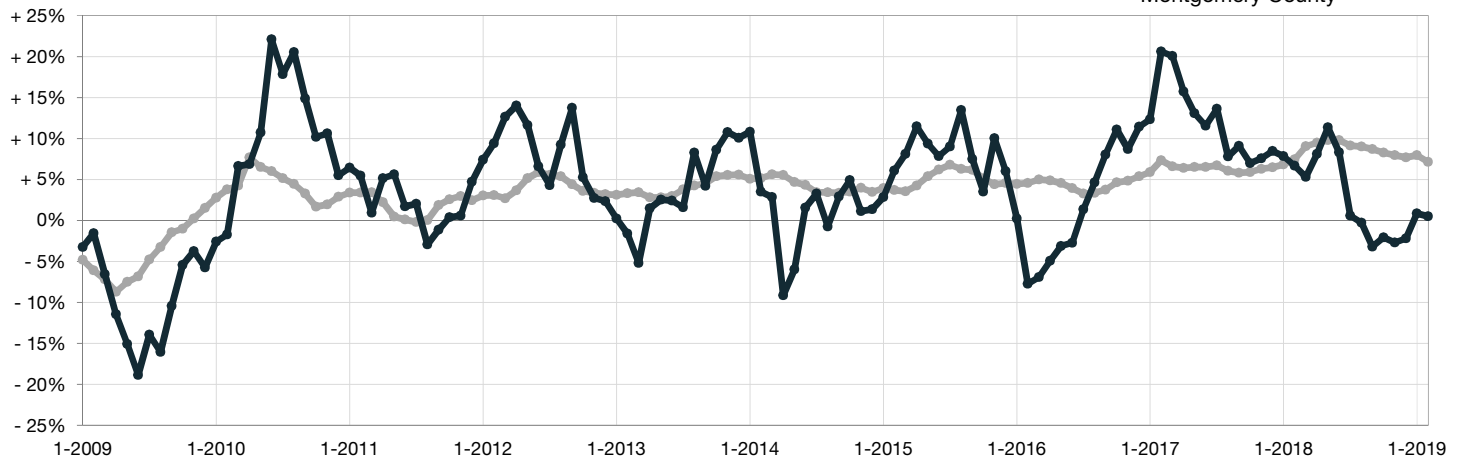
February

■ 2018 ■ 2019



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 – February 2019

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



- 15.5%

Change in
New Listings

- 10.3%

Change in
Closed Sales

- 21.1%

Change in
Median Sales Price

Morgan County

Dec through Feb

February

	2018	2019	+ / -	2018	2019	+ / -
New Listings	226	202	- 10.6%	84	71	- 15.5%
Closed Sales	194	196	+ 1.0%	68	61	- 10.3%
Median Sales Price*	\$150,000	\$165,000	+ 10.0%	\$185,000	\$146,000	- 21.1%
Average Sales Price*	\$173,984	\$189,916	+ 9.2%	\$196,773	\$175,315	- 10.9%
Percent of Original List Price Received at Sale*	95.4%	93.6%	- 1.9%	95.5%	93.5%	- 2.1%
Absorption Rate				2.5	2.5	+ 0.5%
Single-Family Detached Inventory				216	221	+ 2.3%
Townhouse-Condo Inventory				10	7	- 30.0%

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.

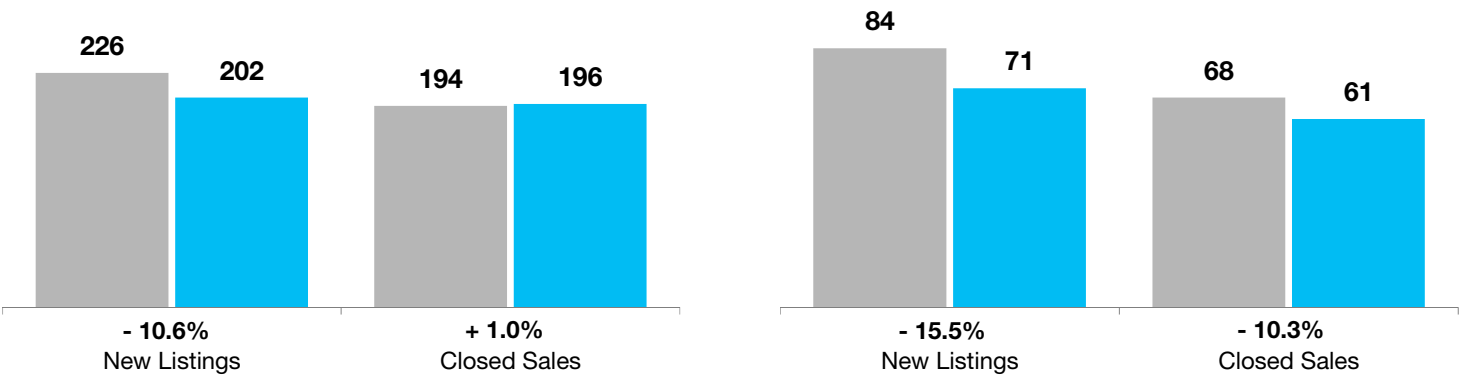
* Does not account for seller concessions. | + / - by month may look extreme due to small sample size. | Totals rounded to whole number or tenth of a percent; rounding error may occur.

Dec through Feb

■ 2018 ■ 2019

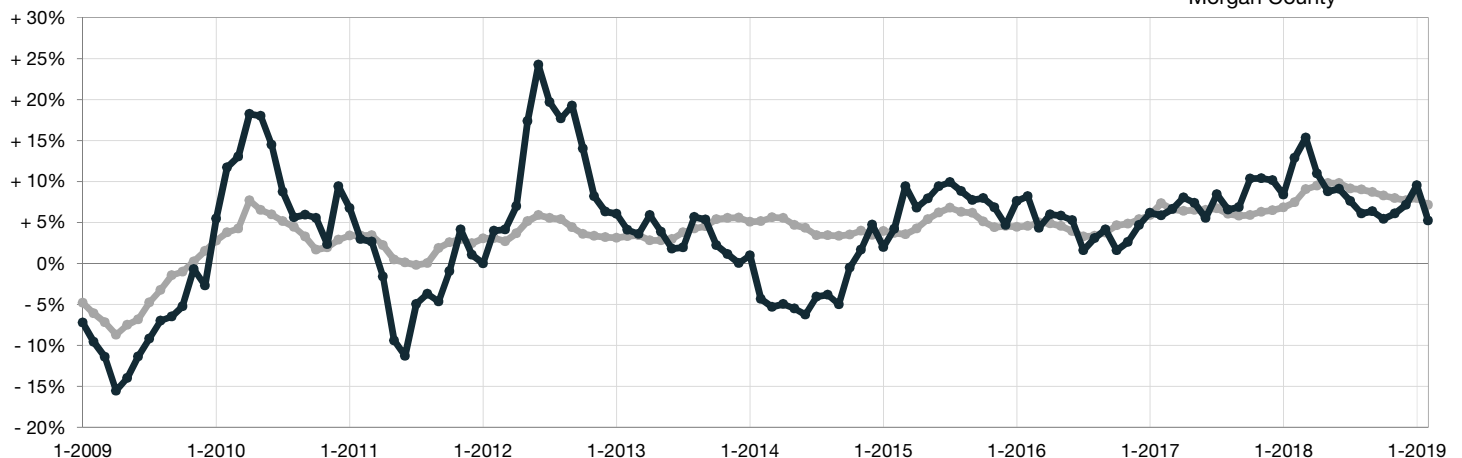
February

■ 2018 ■ 2019



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 – February 2019

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



- 17.8%

+ 29.6%

+ 12.5%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Putnam County

Dec through Feb

February

	2018	2019	+ / -	2018	2019	+ / -
New Listings	112	109	- 2.7%	45	37	- 17.8%
Closed Sales	86	85	- 1.2%	27	35	+ 29.6%
Median Sales Price*	\$130,000	\$159,900	+ 23.0%	\$132,500	\$149,000	+ 12.5%
Average Sales Price*	\$146,556	\$179,455	+ 22.4%	\$139,494	\$161,799	+ 16.0%
Percent of Original List Price Received at Sale*	93.5%	94.8%	+ 1.4%	94.7%	95.1%	+ 0.5%
Absorption Rate				3.3	2.1	- 35.7%
Single-Family Detached Inventory				124	94	- 24.2%
Townhouse-Condo Inventory				13	4	- 69.2%

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.

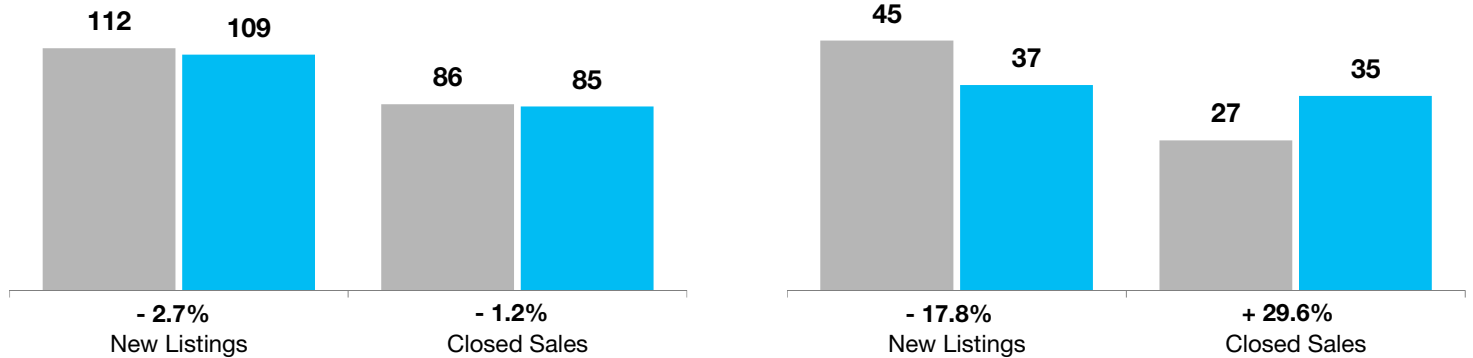
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Dec through Feb

■ 2018 ■ 2019

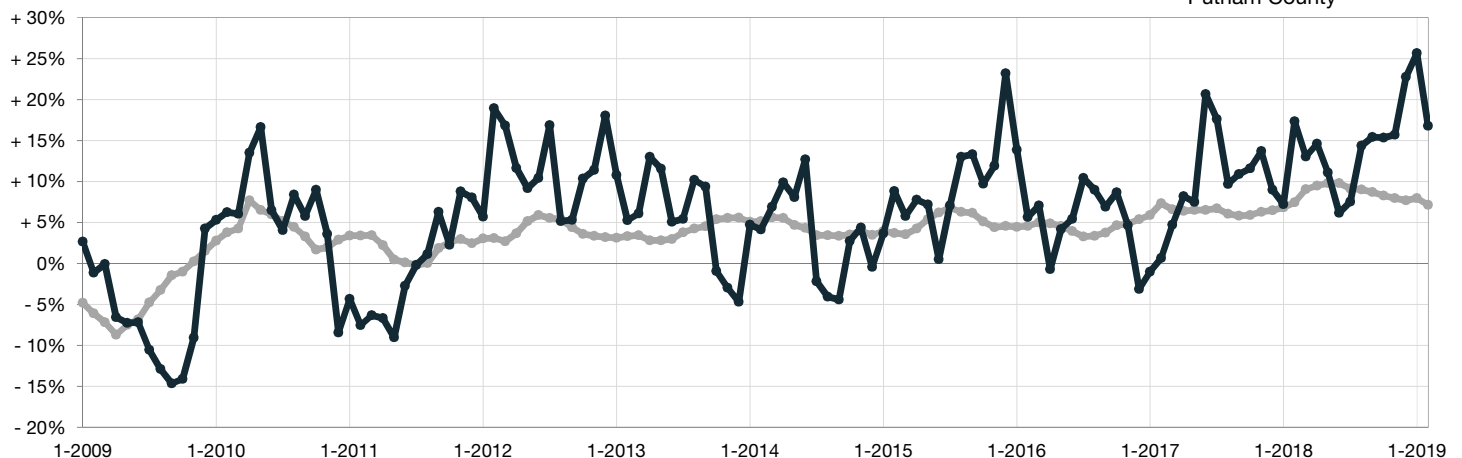
February

■ 2018 ■ 2019



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 – February 2019

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



- 15.9%

+ 3.0%

+ 33.7%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Shelby County

Dec through Feb

February

	2018	2019	+ / -	2018	2019	+ / -
New Listings	122	102	- 16.4%	44	37	- 15.9%
Closed Sales	103	103	0.0%	33	34	+ 3.0%
Median Sales Price*	\$116,900	\$137,500	+ 17.6%	\$115,900	\$155,000	+ 33.7%
Average Sales Price*	\$127,922	\$155,928	+ 21.9%	\$131,384	\$147,489	+ 12.3%
Percent of Original List Price Received at Sale*	92.8%	92.1%	- 0.8%	93.6%	94.8%	+ 1.3%
Absorption Rate				2.5	2.3	- 8.8%
Single-Family Detached Inventory				113	102	- 9.7%
Townhouse-Condo Inventory				5	3	- 40.0%

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.

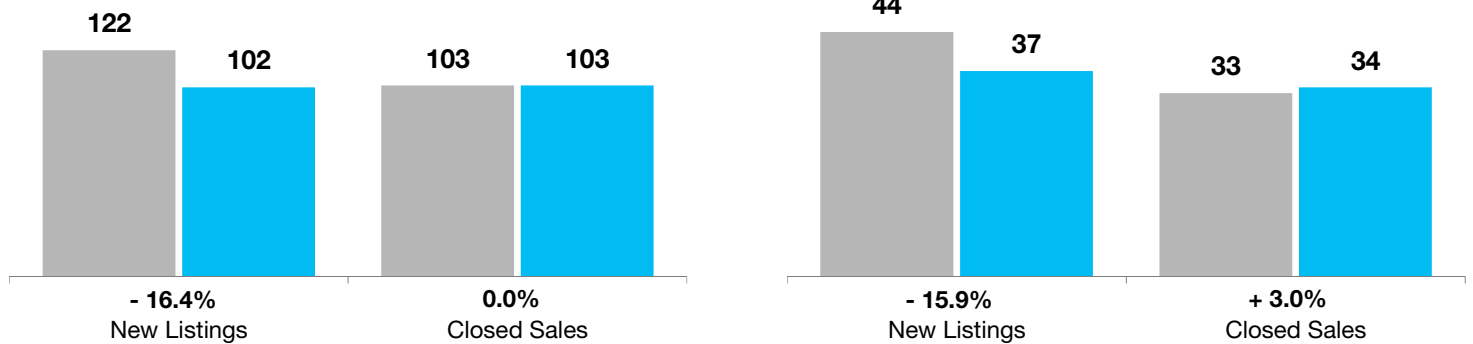
* Does not account for seller concessions. | + / - by month may look extreme due to small sample size. | Totals rounded to whole number or tenth of a percent; rounding error may occur.

Dec through Feb

■ 2018 ■ 2019

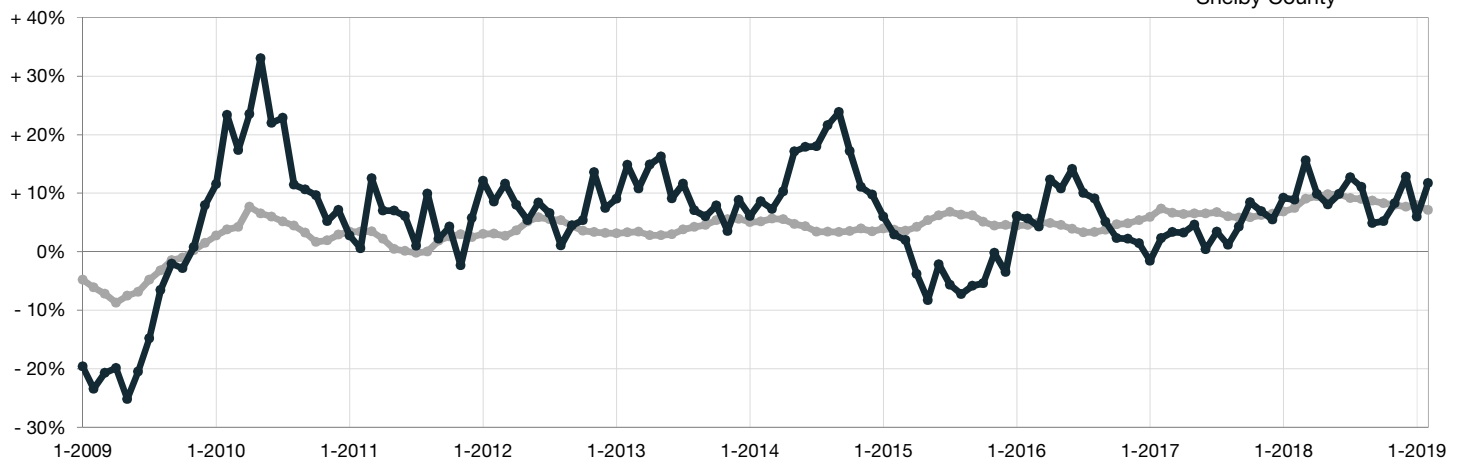
February

■ 2018 ■ 2019



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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