

# Monthly Indicators

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



## March 2019

In addition to the quandary of ongoing housing price increases and affordability concerns in many U.S. markets, the first quarter of 2019 saw a fair share of adverse weather as well. Sales totals were mixed across the nation and sometimes dependent on what was a persistent wintry mix, especially in the Great Plains, Midwest and Northeast. Meanwhile, new listings and total homes for sale have been trending lower in year-over-year comparisons in many areas, and last year's marks were already quite low.

Closed Sales were down 3.6 percent to 2,859. Pending Sales decreased 14.7 percent to 3,653, and Inventory grew 8.8 percent to 6,212.

Median Sales Price was up 4.9 percent to \$182,000. Percent of Original List Price Received decreased 0.4 percent to 95.5%. Absorption Rate was up 5.3 percent to 2.0.

The Federal Reserve recently announced that no further interest rate hikes are planned for 2019. Given the fact that the federal funds rate has increased nine times over the past three years, this was welcome news for U.S. consumers, which carry an approximate average of \$6,000 in revolving credit card debt per household. Fed actions also tend to affect mortgage rates, so the pause in rate hikes was also welcome news to the residential real estate industry.

## Quick Facts

**- 4.6%**      **+ 5.4%**      **+ 8.8%**

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>	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%
	<b>Mar 2019</b>	<b>44,216</b>	<b>42,293</b>	<b>+ 4.5%</b>	<b>17,413</b>	<b>17,045</b>	<b>+ 2.2%</b>	<b>9,102</b>	<b>9,265</b>	<b>- 1.8%</b>	<b>3,747</b>	<b>3,932</b>	<b>- 4.7%</b>
<b>Pending Sales</b>	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%
	<b>Mar 2019</b>	<b>38,960</b>	<b>35,480</b>	<b>+ 9.8%</b>	<b>16,601</b>	<b>16,169</b>	<b>+ 2.7%</b>	<b>9,034</b>	<b>9,020</b>	<b>+ 0.2%</b>	<b>3,653</b>	<b>4,285</b>	<b>- 14.7%</b>
<b>Closed Sales</b>	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%
	<b>Mar 2019</b>	<b>36,967</b>	<b>36,911</b>	<b>+ 0.2%</b>	<b>15,304</b>	<b>15,747</b>	<b>- 2.8%</b>	<b>6,689</b>	<b>7,013</b>	<b>- 4.6%</b>	<b>2,859</b>	<b>2,966</b>	<b>- 3.6%</b>
<b>Median Sales Price</b>	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%
	<b>Mar 2019</b>	<b>\$179,900</b>	<b>\$166,500</b>	<b>+ 8.0%</b>	<b>\$175,750</b>	<b>\$165,000</b>	<b>+ 6.5%</b>	<b>\$176,000</b>	<b>\$167,051</b>	<b>+ 5.4%</b>	<b>\$182,000</b>	<b>\$173,500</b>	<b>+ 4.9%</b>
<b>Average Sales Price</b>	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%
	<b>Mar 2019</b>	<b>\$217,420</b>	<b>\$203,171</b>	<b>+ 7.0%</b>	<b>\$213,806</b>	<b>\$201,345</b>	<b>+ 6.2%</b>	<b>\$213,156</b>	<b>\$200,976</b>	<b>+ 6.1%</b>	<b>\$220,158</b>	<b>\$209,313</b>	<b>+ 5.2%</b>
<b>Pct. of Original List Price Received at Sale</b>	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%
	<b>Mar 2019</b>	<b>96.1%</b>	<b>95.7%</b>	<b>+ 0.4%</b>	<b>94.9%</b>	<b>95.1%</b>	<b>- 0.2%</b>	<b>94.8%</b>	<b>95.3%</b>	<b>- 0.5%</b>	<b>95.5%</b>	<b>95.9%</b>	<b>- 0.4%</b>
<b>Total Active Listings Available at Month End</b>	Jan 2019										6,681	7,070	- 5.5%
	Feb 2019										6,447	6,845	- 5.8%
	<b>Mar 2019</b>										<b>6,212</b>	<b>5,708</b>	<b>+ 8.8%</b>
<b>Months Supply of Inventory / Absorption Rate</b>	Jan 2019										2.2	2.3	- 4.3%
	Feb 2019										2.1	2.2	- 4.5%
	<b>Mar 2019</b>										<b>2.0</b>	<b>1.9</b>	<b>+ 5.3%</b>

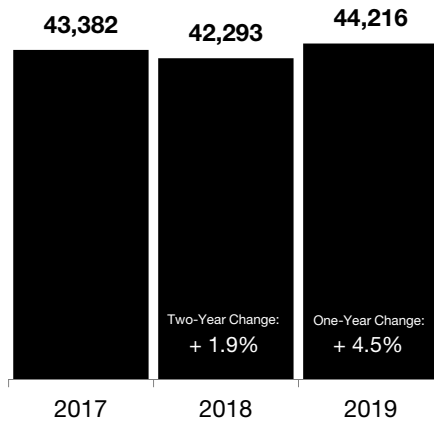
There are no rolling figures for Total Active Listings Available at Month End or Absorption Rate because these metrics are simply snapshots frozen in time at the end of each month. It does not add up over a period of months.

# New Listings

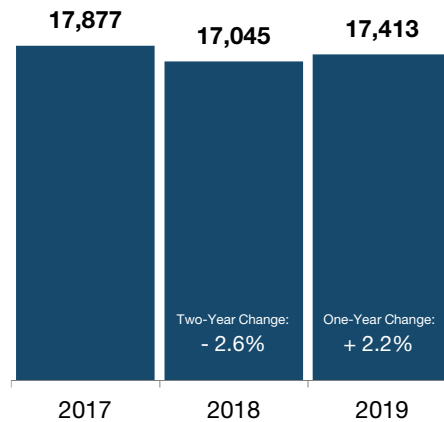
A count of the properties that have been newly listed on the market in a given month, regardless of what status they're currently in.



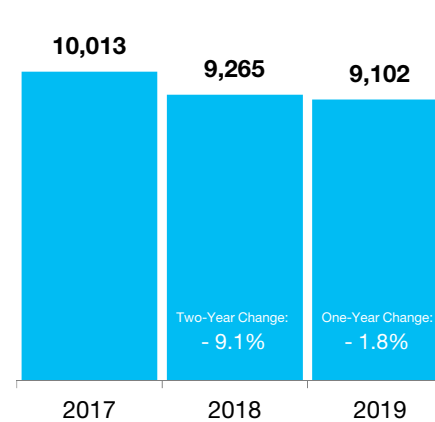
## 12 Month



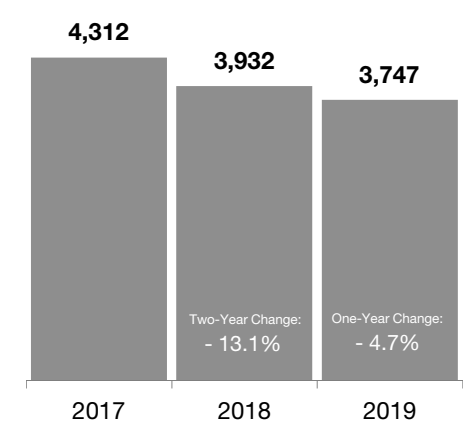
## 6 Month



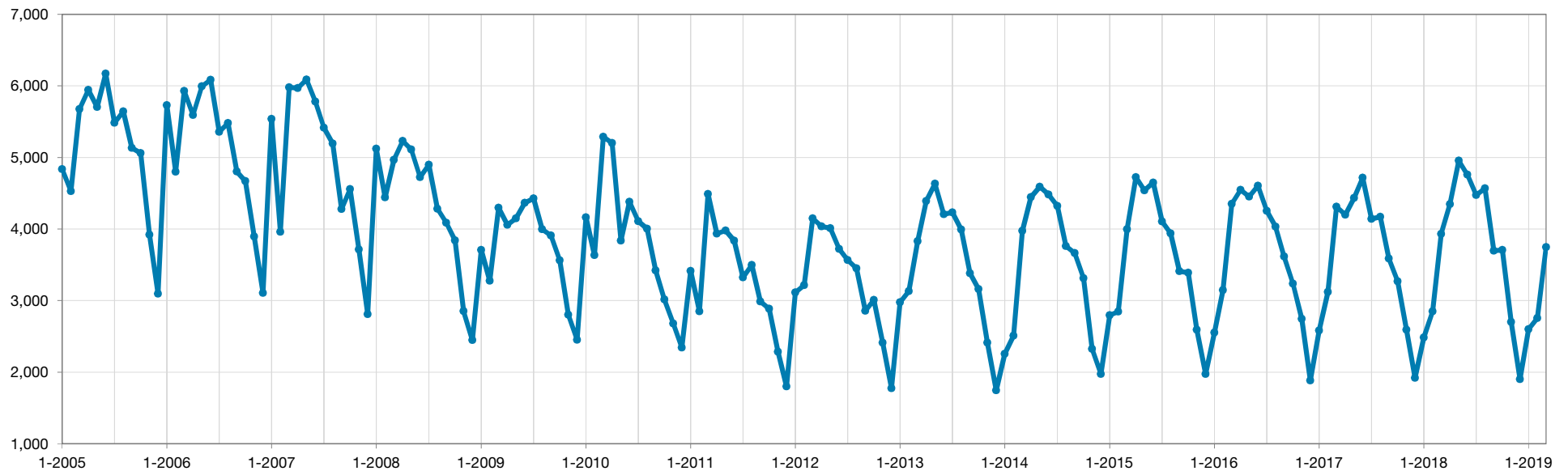
## 3 Month



## March



## Historical New Listings

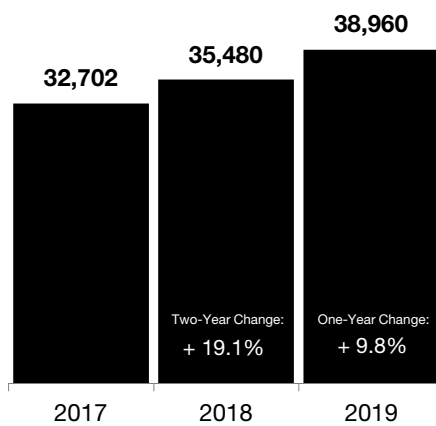


# Pending Sales

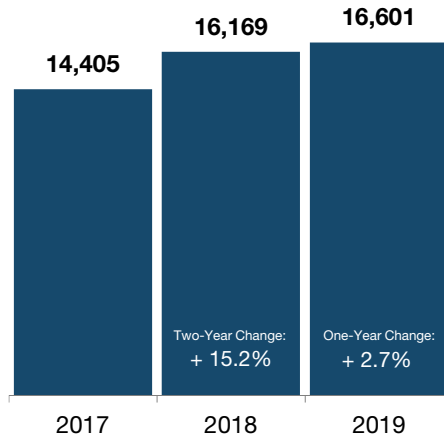
A count of the properties on which contracts have been accepted in a given month, regardless of whether or not the sale closes.



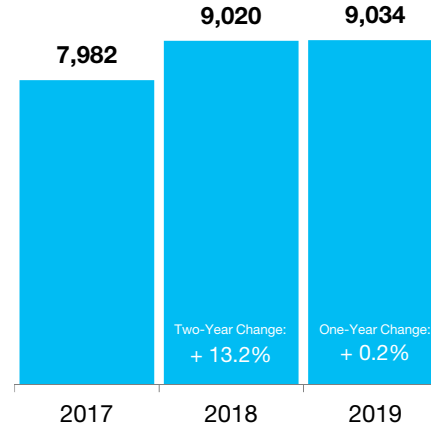
## 12 Month



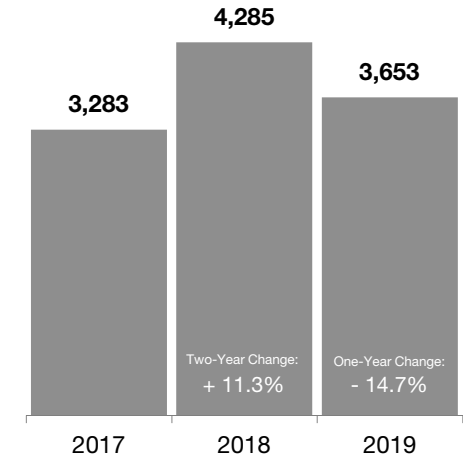
## 6 Month



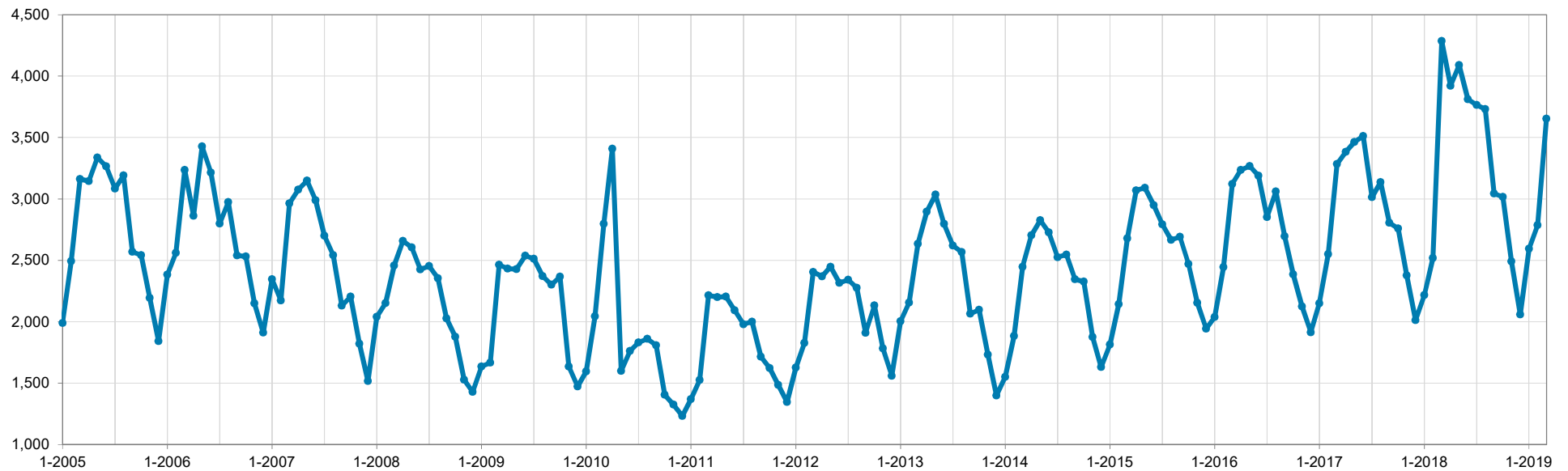
## 3 Month



## March



## Historical Pending Sales

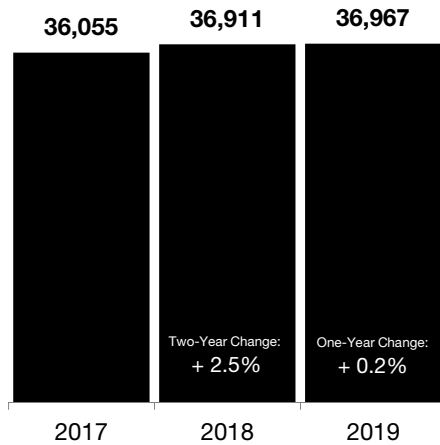


# Closed Sales

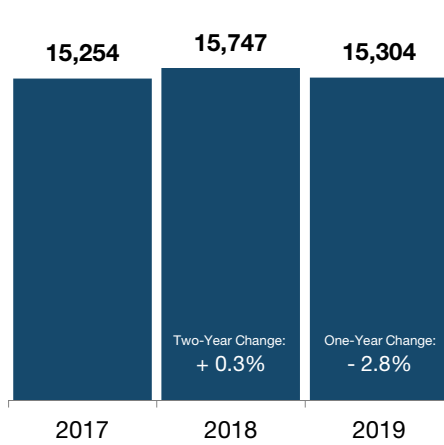
A count of the actual sales that have closed in a given month.



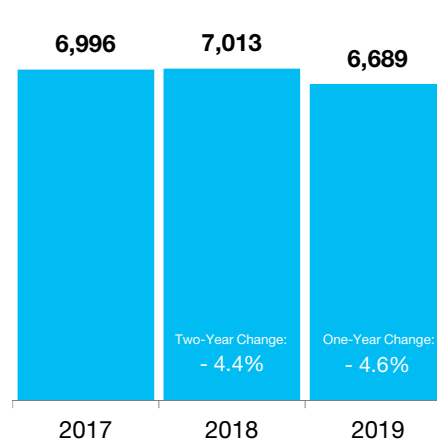
## 12 Month



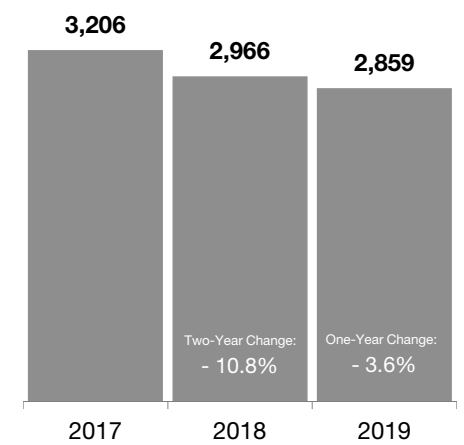
## 6 Month



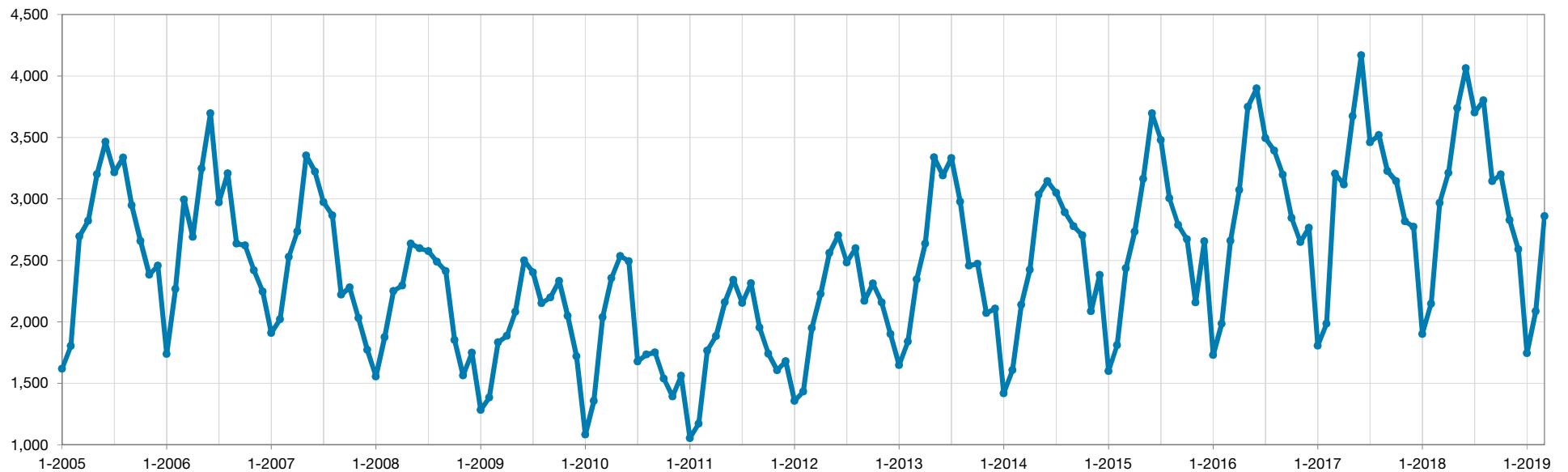
## 3 Month



## March



## Historical Closed Sales

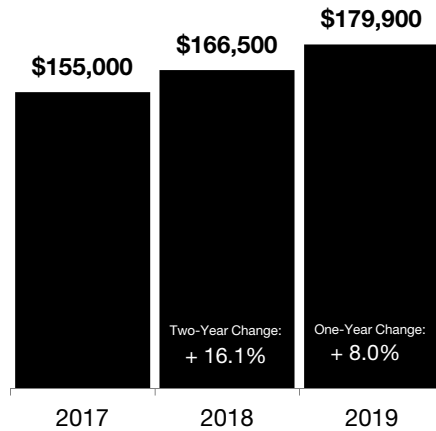


# Median Sales Price

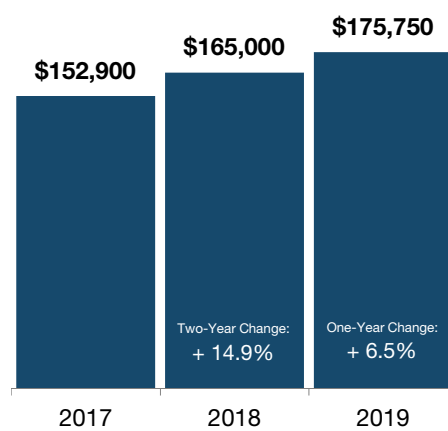
Median price point for all closed sales, not accounting for seller concessions, in a given month.



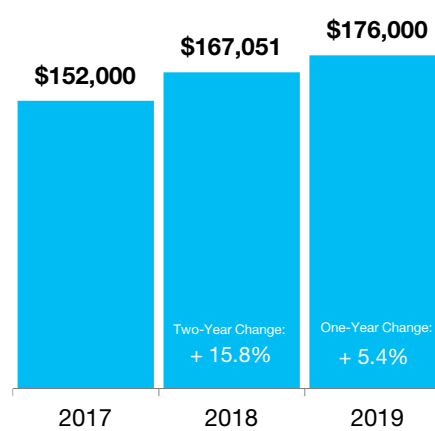
## 12 Month



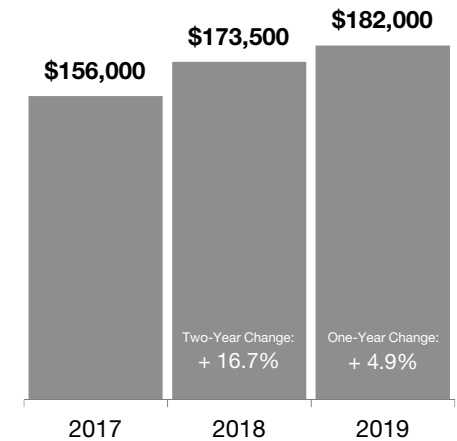
## 6 Month



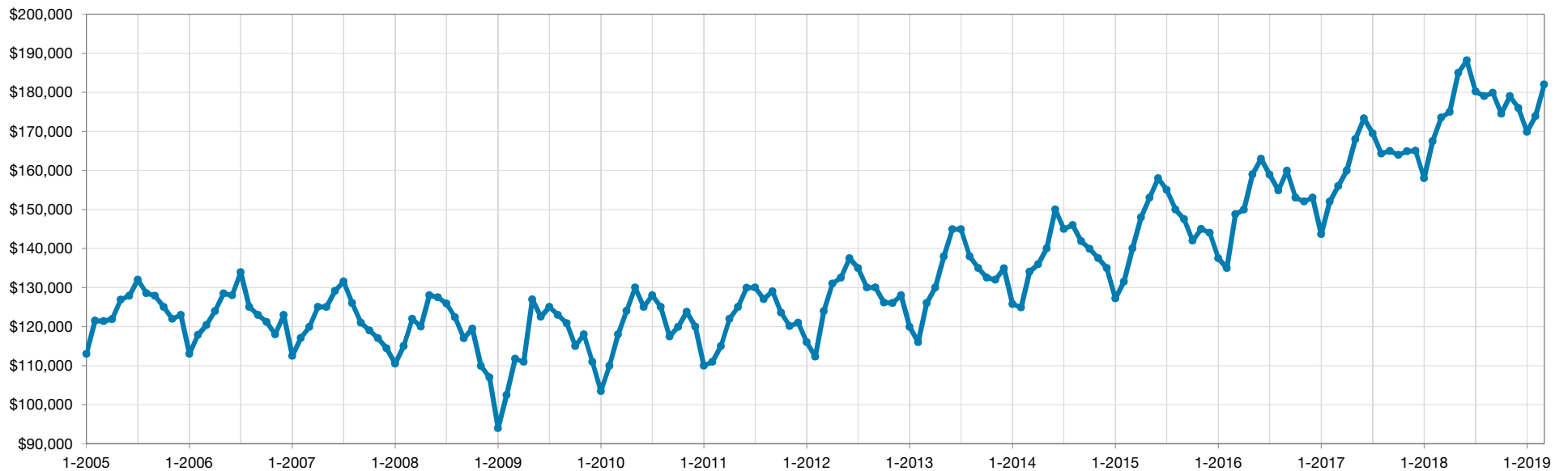
## 3 Month



## March



## Historical Median Sales Price

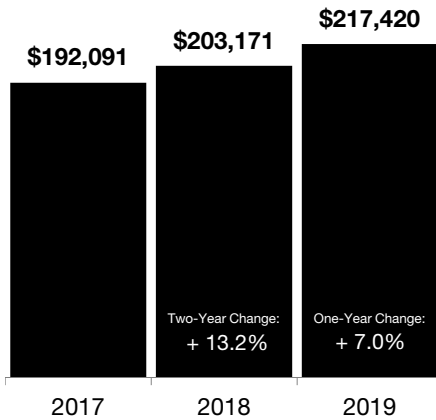


# Average Sales Price

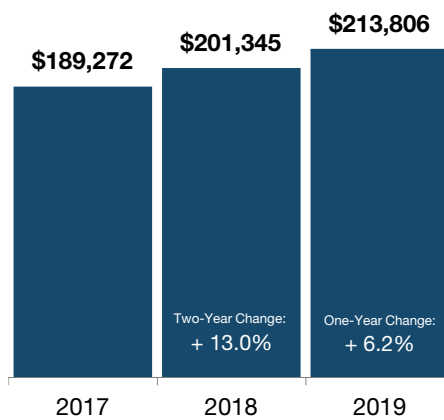
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



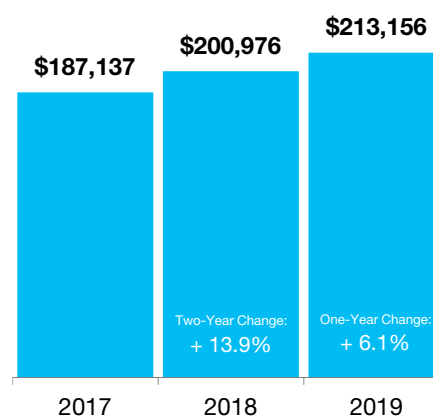
## 12 Month



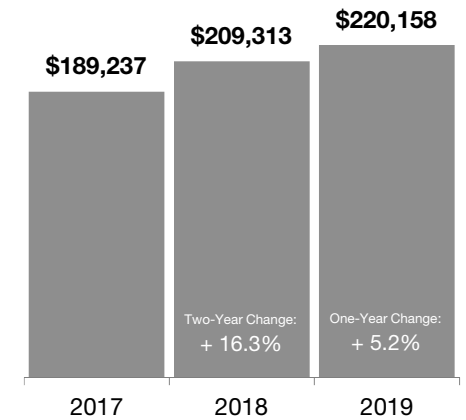
## 6 Month



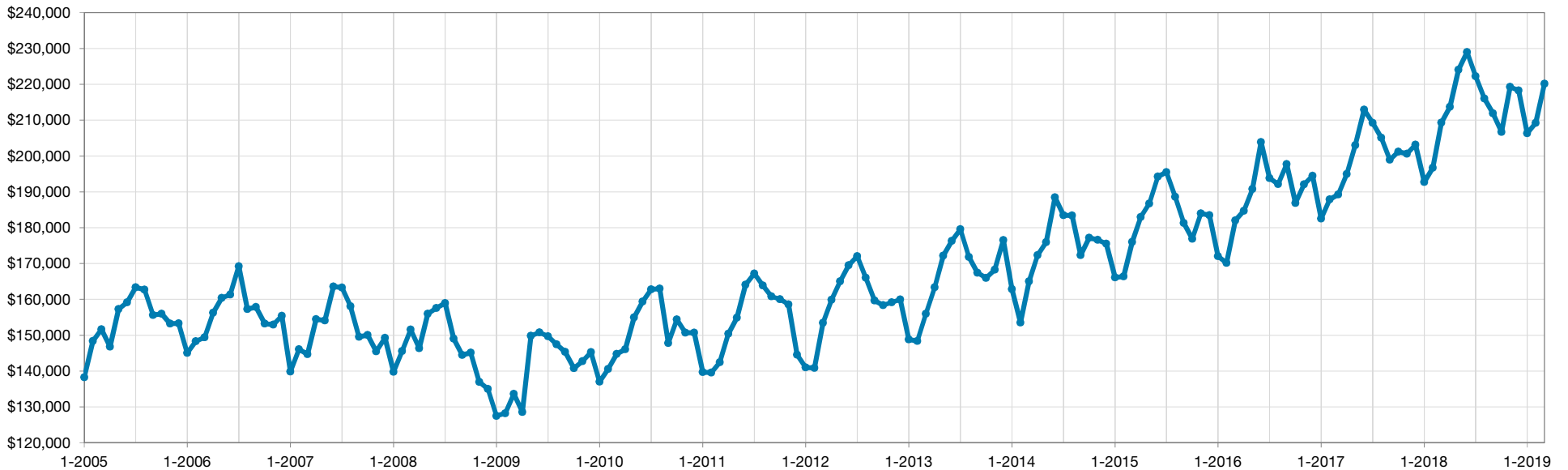
## 3 Month



## March



## Historical Average Sales Price

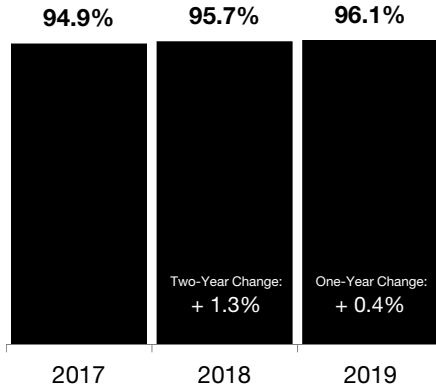


# Percent of Original List Price Received

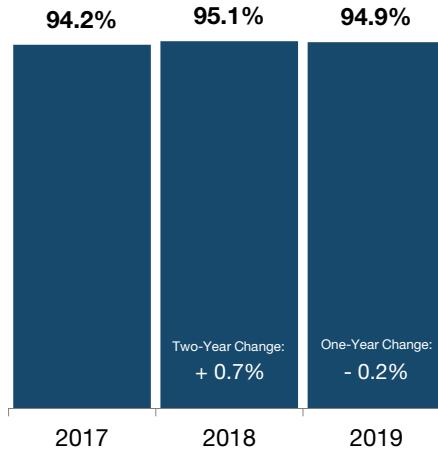
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



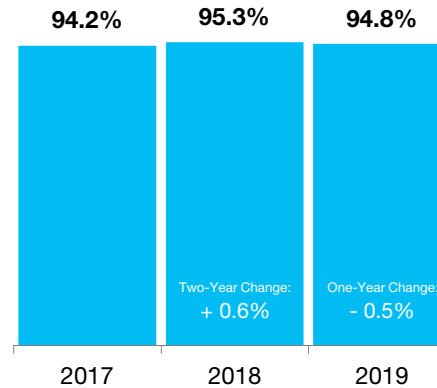
## 12 Month



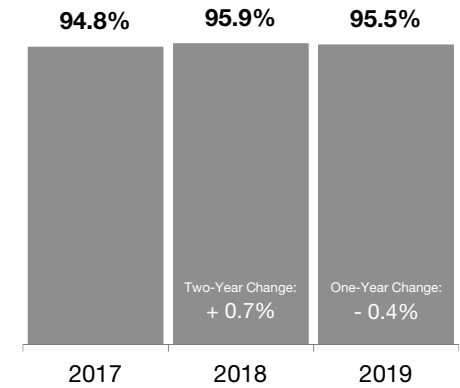
## 6 Month



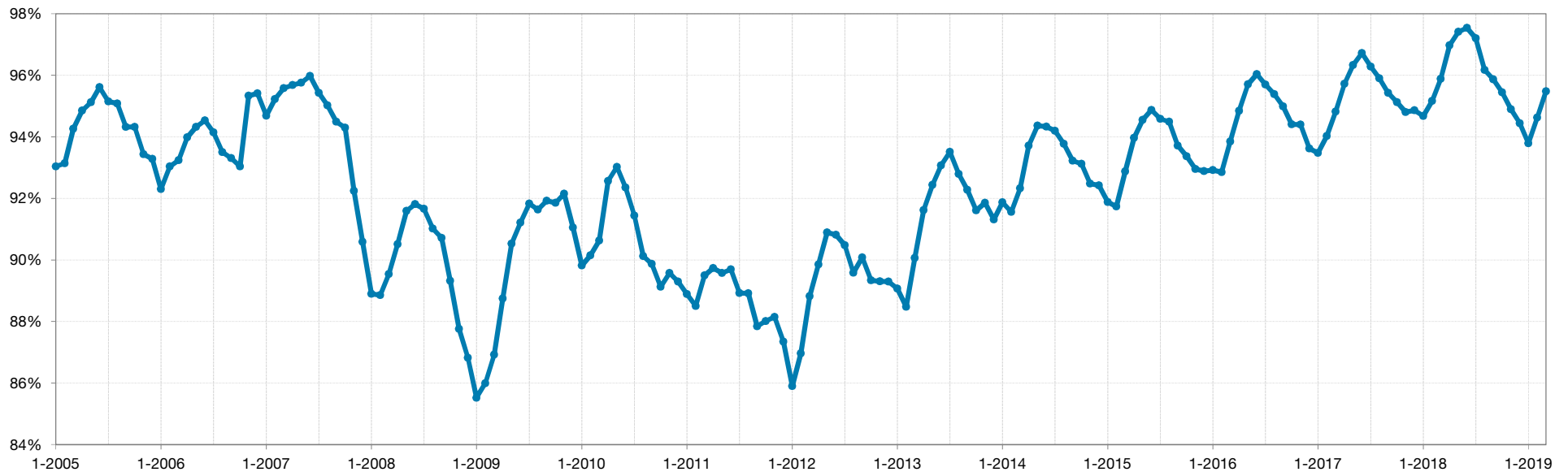
## 3 Month



## March



## Historical Percent of Original List Price Received



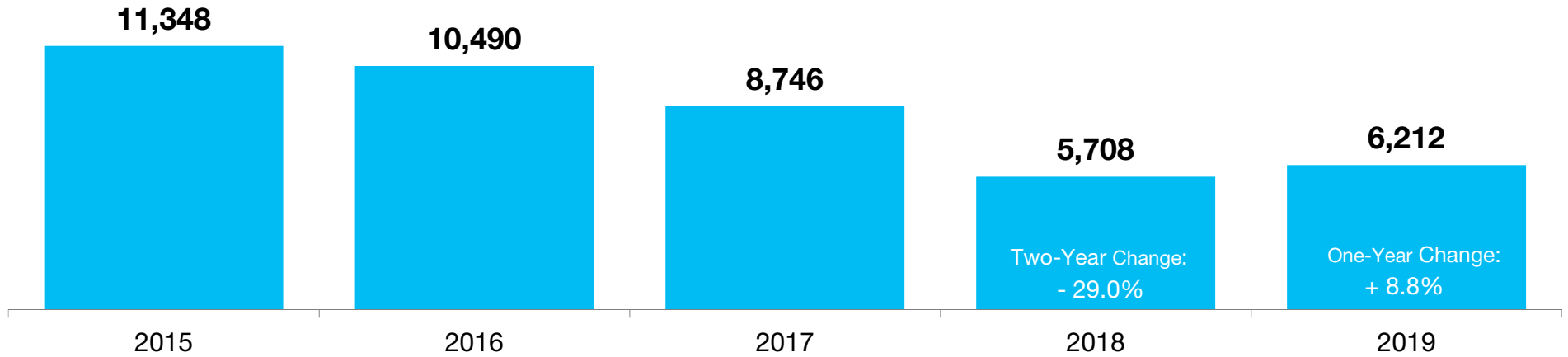


# Inventory of Homes for Sale

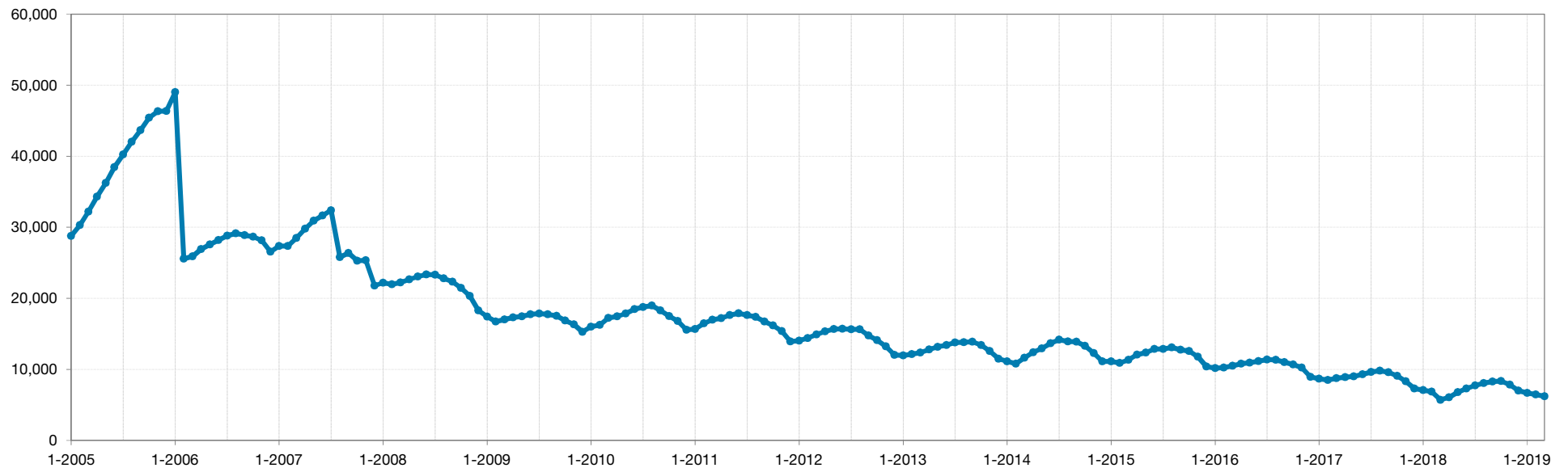
The number of properties available for sale in active status at the end of a given month. There are no rolling figures for Inventory of Homes for Sale because this metric is simply a snapshot frozen in time at the end of each month. It does not add up over a period of months.



## March



## Historical Inventory of Homes Available

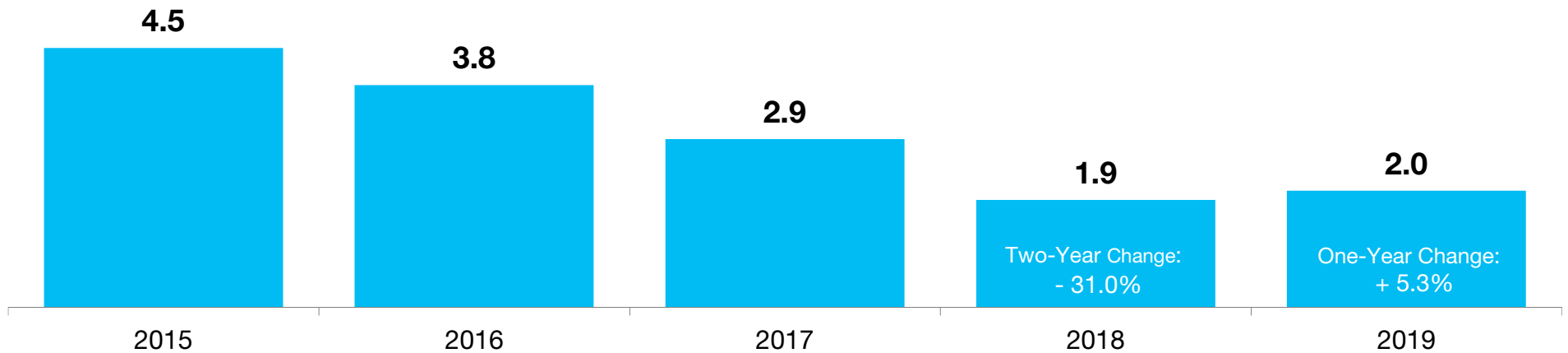


# Months Supply of Inventory / Absorption Rate

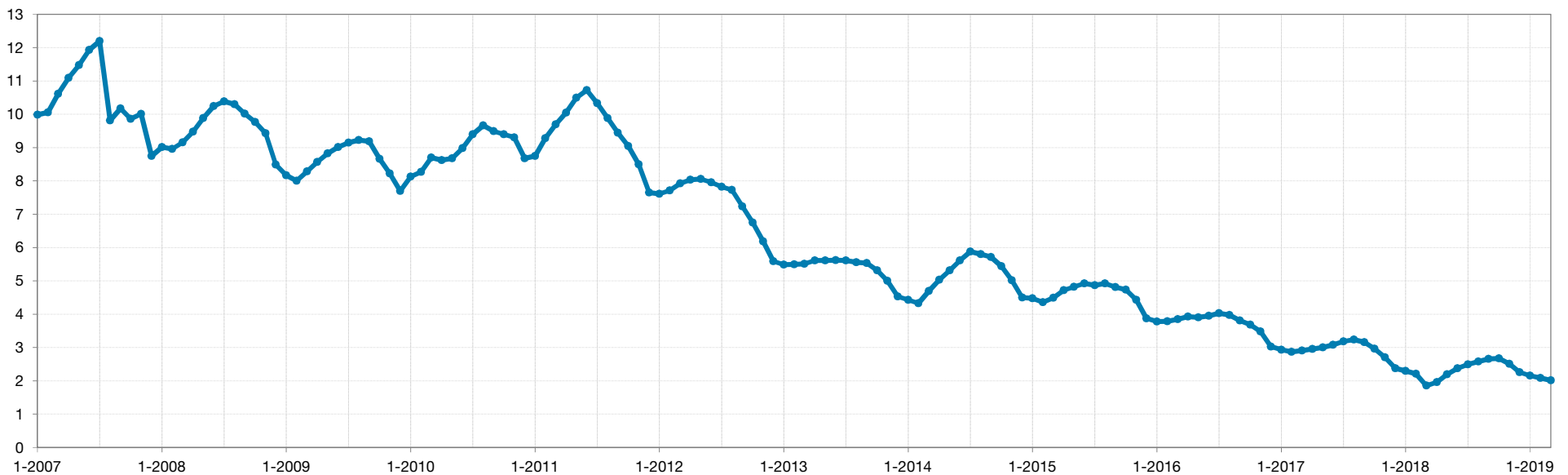
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months. There are no rolling figures for this metric because it is simply a snapshot frozen in time at the end of each month. It does not add up over a period of months.



## March



## 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		
	3-2018	3-2019	Change	3-2018	3-2019	Change
\$75,000 and Below	860	876	+ 1.9%	56	60	+ 7.1%
\$75,001 to \$120,000	522	516	- 1.1%	55	46	- 16.4%
\$120,001 to \$175,000	625	667	+ 6.7%	81	77	- 4.9%
\$175,001 to \$200,000	255	306	+ 20.0%	34	27	- 20.6%
\$200,001 to \$350,000	1,283	1,479	+ 15.3%	133	169	+ 27.1%
\$350,001 to \$500,000	829	899	+ 8.4%	56	64	+ 14.3%
\$500,001 to \$750,000	530	568	+ 7.2%	17	37	+ 117.6%
\$750,001 to \$1,000,000	186	204	+ 9.7%	4	8	+ 100.0%
\$1,000,001 and Above	177	198	+ 11.9%	5	11	+ 120.0%
<b>All Price Ranges</b>	<b>5,267</b>	<b>5,713</b>	<b>+ 8.5%</b>	<b>441</b>	<b>499</b>	<b>+ 13.2%</b>

## Compared to Prior Month

By Price Range	Single Family			Condo		
	2-2019	3-2019	Change	2-2019	3-2019	Change
\$75,000 and Below	915	876	- 4.3%	62	60	- 3.2%
\$75,001 to \$120,000	553	516	- 6.7%	49	46	- 6.1%
\$120,001 to \$175,000	743	667	- 10.2%	86	77	- 10.5%
\$175,001 to \$200,000	355	306	- 13.8%	28	27	- 3.6%
\$200,001 to \$350,000	1,620	1,479	- 8.7%	187	169	- 9.6%
\$350,001 to \$500,000	862	899	+ 4.3%	64	64	0.0%
\$500,001 to \$750,000	502	568	+ 13.1%	24	37	+ 54.2%
\$750,001 to \$1,000,000	191	204	+ 6.8%	6	8	+ 33.3%
\$1,000,001 and Above	193	198	+ 2.6%	7	11	+ 57.1%
<b>All Price Ranges</b>	<b>5,934</b>	<b>5,713</b>	<b>- 3.7%</b>	<b>513</b>	<b>499</b>	<b>- 2.7%</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		
	3-2018	3-2019	Change	3-2018	3-2019	Change
\$75,000 and Below	292	256	- 12.3%	31	10	- 67.7%
\$75,001 to \$120,000	338	277	- 18.0%	62	40	- 35.5%
\$120,001 to \$175,000	741	679	- 8.4%	54	55	+ 1.9%
\$175,001 to \$200,000	265	282	+ 6.4%	16	21	+ 31.3%
\$200,001 to \$350,000	764	818	+ 7.1%	50	56	+ 12.0%
\$350,001 to \$500,000	223	223	0.0%	7	6	- 14.3%
\$500,001 to \$750,000	83	90	+ 8.4%	3	--	--
\$750,001 to \$1,000,000	19	29	+ 52.6%	1	--	--
\$1,000,001 and Above	17	17	0.0%	--	--	--
<b>All Price Ranges</b>	<b>2,742</b>	<b>2,671</b>	<b>- 2.6%</b>	<b>224</b>	<b>188</b>	<b>- 16.1%</b>

## Compared to Prior Month

By Price Range	Single Family			Condo		
	2-2019	3-2019	Change	2-2019	3-2019	Change
\$75,000 and Below	222	256	+ 15.3%	12	10	- 16.7%
\$75,001 to \$120,000	230	277	+ 20.4%	27	40	+ 48.1%
\$120,001 to \$175,000	503	679	+ 35.0%	45	55	+ 22.2%
\$175,001 to \$200,000	183	282	+ 54.1%	11	21	+ 90.9%
\$200,001 to \$350,000	554	818	+ 47.7%	49	56	+ 14.3%
\$350,001 to \$500,000	169	223	+ 32.0%	5	6	+ 20.0%
\$500,001 to \$750,000	54	90	+ 66.7%	1	--	--
\$750,001 to \$1,000,000	15	29	+ 93.3%	1	--	--
\$1,000,001 and Above	5	17	+ 240.0%	--	--	--
<b>All Price Ranges</b>	<b>1,935</b>	<b>2,671</b>	<b>+ 38.0%</b>	<b>151</b>	<b>188</b>	<b>+ 24.5%</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>	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%
	<b>Mar 2019</b>	<b>42,691</b>	<b>40,665</b>	<b>+ 5.0%</b>	<b>16,831</b>	<b>16,372</b>	<b>+ 2.8%</b>	<b>8,800</b>	<b>8,886</b>	<b>- 1.0%</b>	<b>3,635</b>	<b>3,792</b>	<b>- 4.1%</b>
<b>Pending Sales</b>	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%
	<b>Mar 2019</b>	<b>37,557</b>	<b>34,020</b>	<b>+ 10.4%</b>	<b>16,034</b>	<b>15,494</b>	<b>+ 3.5%</b>	<b>8,727</b>	<b>8,624</b>	<b>+ 1.2%</b>	<b>3,536</b>	<b>4,112</b>	<b>- 14.0%</b>
<b>Closed Sales</b>	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%
	<b>Mar 2019</b>	<b>35,593</b>	<b>35,478</b>	<b>+ 0.3%</b>	<b>14,759</b>	<b>15,122</b>	<b>- 2.4%</b>	<b>6,454</b>	<b>6,713</b>	<b>- 3.9%</b>	<b>2,742</b>	<b>2,817</b>	<b>- 2.7%</b>
<b>Median Sales Price</b>	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%
	<b>Mar 2019</b>	<b>\$180,000</b>	<b>\$167,000</b>	<b>+ 7.8%</b>	<b>\$177,000</b>	<b>\$166,000</b>	<b>+ 6.6%</b>	<b>\$177,000</b>	<b>\$167,750</b>	<b>+ 5.5%</b>	<b>\$183,000</b>	<b>\$174,900</b>	<b>+ 4.6%</b>
<b>Average Sales Price</b>	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%
	<b>Mar 2019</b>	<b>\$218,210</b>	<b>\$203,849</b>	<b>+ 7.0%</b>	<b>\$214,914</b>	<b>\$202,217</b>	<b>+ 6.3%</b>	<b>\$214,115</b>	<b>\$201,511</b>	<b>+ 6.3%</b>	<b>\$222,181</b>	<b>\$210,435</b>	<b>+ 5.6%</b>
<b>Pct. of Original List Price Received at Sale</b>	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%
	<b>Mar 2019</b>	<b>96.1%</b>	<b>95.7%</b>	<b>+ 0.4%</b>	<b>94.9%</b>	<b>95.2%</b>	<b>- 0.3%</b>	<b>94.8%</b>	<b>95.4%</b>	<b>- 0.6%</b>	<b>95.5%</b>	<b>96.0%</b>	<b>- 0.5%</b>
<b>Total Active Listings Available at Month End</b>	Jan 2019										6,457	6,788	- 4.9%
	Feb 2019										6,237	6,569	- 5.1%
	<b>Mar 2019</b>										<b>6,016</b>	<b>5,480</b>	<b>+ 9.8%</b>
<b>Months Supply of Inventory / Absorption Rate</b>	Jan 2019										2.2	2.3	- 4.3%
	Feb 2019										2.1	2.2	- 4.5%
	<b>Mar 2019</b>										<b>2.0</b>	<b>1.9</b>	<b>+ 5.3%</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.

# Local Market Update – March 2019

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



## Bartholomew County

**- 19.8%**

Change in  
New Listings

**- 24.1%**

Change in  
Closed Sales

**+ 1.2%**

Change in  
Median Sales Price

### Jan through Mar

### March

	2018	2019	+ / -	2018	2019	+ / -
New Listings	323	257	- 20.4%	116	93	- 19.8%
Closed Sales	266	204	- 23.3%	133	101	- 24.1%
Median Sales Price*	\$165,000	<b>\$174,950</b>	+ 6.0%	\$164,950	<b>\$167,000</b>	+ 1.2%
Average Sales Price*	\$200,264	<b>\$197,721</b>	- 1.3%	\$199,704	<b>\$180,616</b>	- 9.6%
Percent of Original List Price Received at Sale*	95.0%	<b>94.9%</b>	- 0.1%	94.7%	<b>94.5%</b>	- 0.2%
Absorption Rate				1.8	<b>1.7</b>	- 7.8%
Single-Family Detached Inventory				178	<b>158</b>	- 11.2%
Townhouse-Condo Inventory				7	<b>5</b>	- 28.6%

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

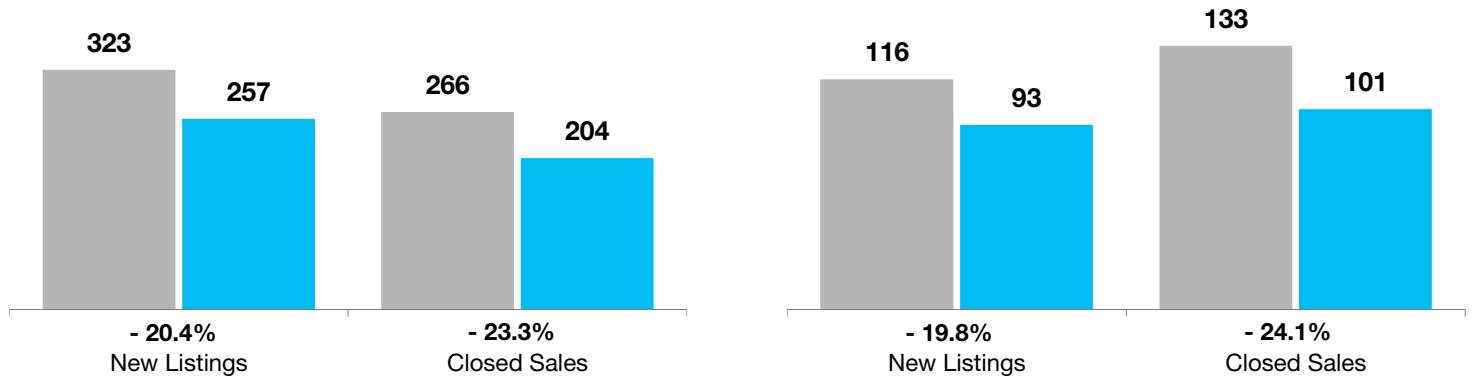
\* Does not account for seller concessions. | + / - by month may look extreme due to small sample size. | Totals rounded to whole number or tenth of a percent; rounding error may occur.

### Jan through Mar

■ 2018 ■ 2019

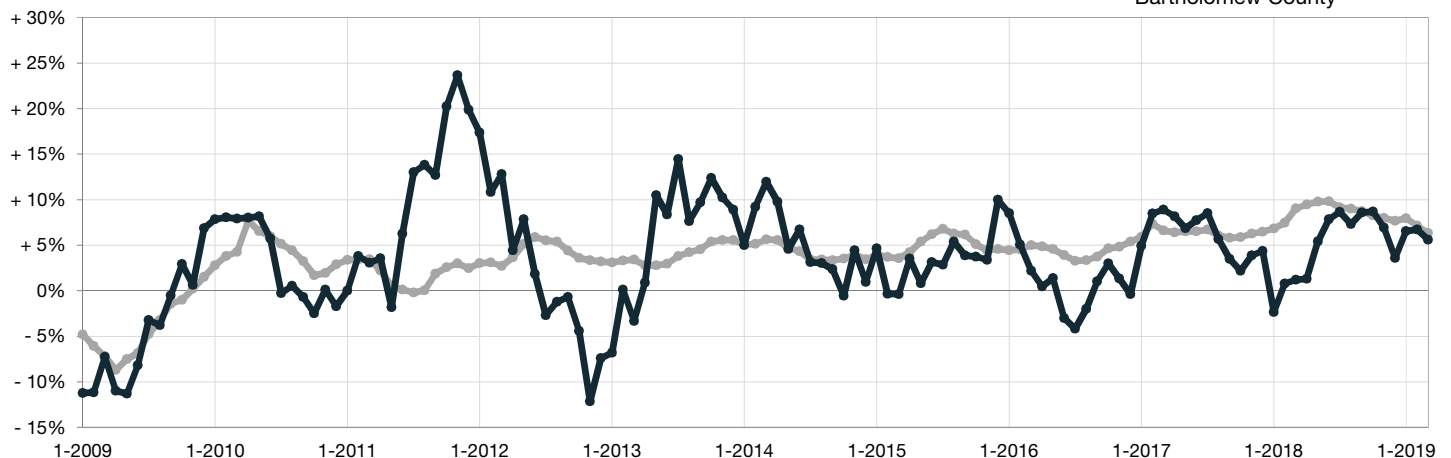
### March

■ 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 – March 2019

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



**- 14.5%**

Change in  
New Listings

**- 15.2%**

Change in  
Closed Sales

**+ 16.9%**

Change in  
Median Sales Price

## Boone County

### Jan through Mar

### March

	2018	2019	+ / -	2018	2019	+ / -
New Listings	335	318	- 5.1%	152	130	- 14.5%
Closed Sales	220	211	- 4.1%	105	89	- 15.2%
Median Sales Price*	\$225,500	<b>\$258,500</b>	+ 14.6%	\$222,450	<b>\$259,981</b>	+ 16.9%
Average Sales Price*	\$286,710	<b>\$338,460</b>	+ 18.0%	\$290,814	<b>\$364,602</b>	+ 25.4%
Percent of Original List Price Received at Sale*	96.1%	<b>94.8%</b>	- 1.4%	96.7%	<b>95.0%</b>	- 1.8%
Absorption Rate				2.3	<b>2.3</b>	+ 3.0%
Single-Family Detached Inventory				230	<b>233</b>	+ 1.3%
Townhouse-Condo Inventory				4	<b>6</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.

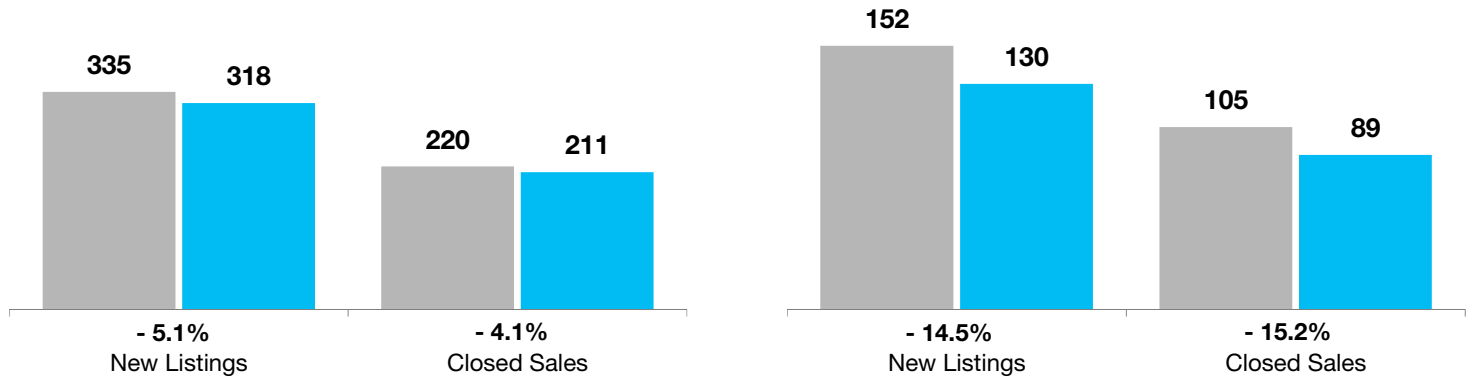
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### Jan through Mar

■ 2018 ■ 2019

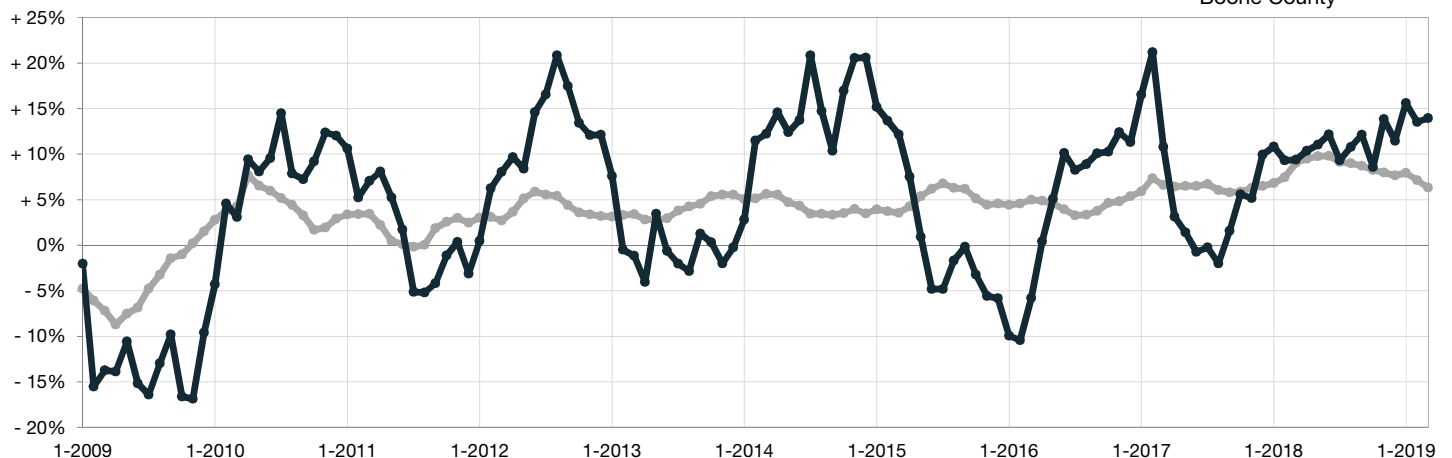
### March

■ 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 – March 2019

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



**+ 38.5%**

**- 24.0%**

**+ 1.2%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

## Brown County

### Jan through Mar

### March

	2018	2019	+ / -	2018	2019	+ / -
New Listings	71	81	+ 14.1%	26	36	+ 38.5%
Closed Sales	53	45	- 15.1%	25	19	- 24.0%
Median Sales Price*	\$188,470	\$191,000	+ 1.3%	\$207,500	\$210,000	+ 1.2%
Average Sales Price*	\$210,520	\$207,464	- 1.5%	\$220,943	\$217,847	- 1.4%
Percent of Original List Price Received at Sale*	92.1%	91.7%	- 0.5%	90.9%	94.6%	+ 4.1%
Absorption Rate				7.5	8.7	+ 17.0%
Single-Family Detached Inventory				196	205	+ 4.6%
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.

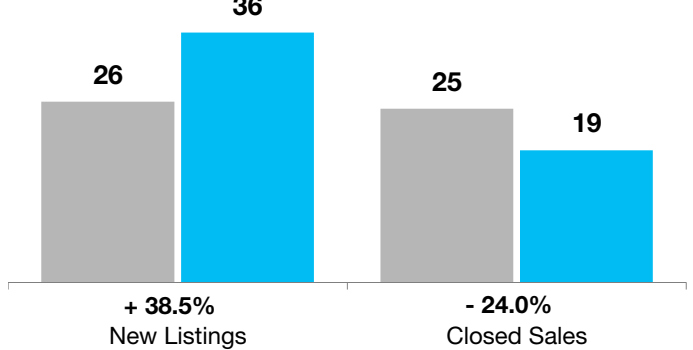
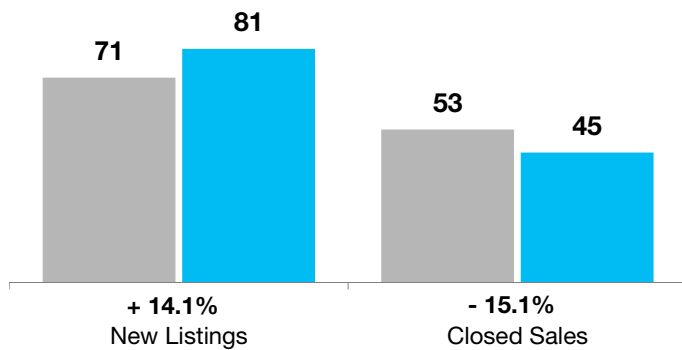
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### Jan through Mar

■ 2018 ■ 2019

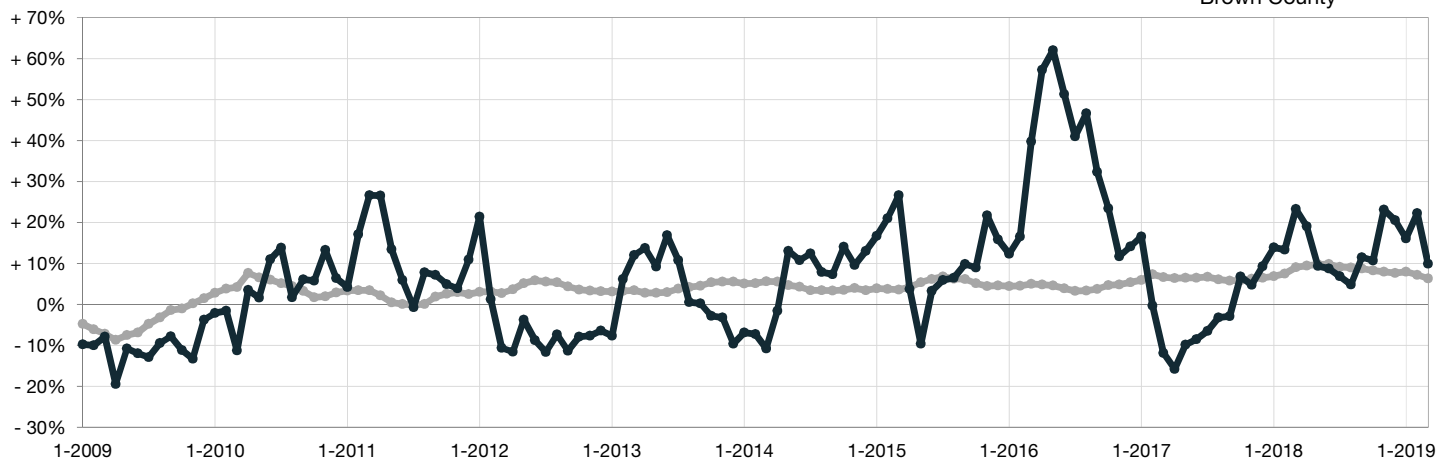
### March

■ 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 – March 2019

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



**- 3.0%**

Change in  
New Listings

**- 5.3%**

Change in  
Closed Sales

**- 5.8%**

Change in  
Median Sales Price

## Hamilton County

### Jan through Mar

### March

	2018	2019	+ / -	2018	2019	+ / -
New Listings	1,837	<b>1,874</b>	+ 2.0%	797	<b>773</b>	- 3.0%
Closed Sales	1,303	<b>1,277</b>	- 2.0%	585	<b>554</b>	- 5.3%
Median Sales Price*	\$264,000	<b>\$275,000</b>	+ 4.2%	\$280,000	<b>\$263,900</b>	- 5.8%
Average Sales Price*	\$312,368	<b>\$328,318</b>	+ 5.1%	\$322,050	<b>\$323,513</b>	+ 0.5%
Percent of Original List Price Received at Sale*	96.3%	<b>95.6%</b>	- 0.7%	96.8%	<b>96.4%</b>	- 0.5%
Absorption Rate				2.0	<b>2.2</b>	+ 7.6%
Single-Family Detached Inventory				1,109	<b>1,179</b>	+ 6.3%
Townhouse-Condo Inventory				90	<b>126</b>	+ 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.

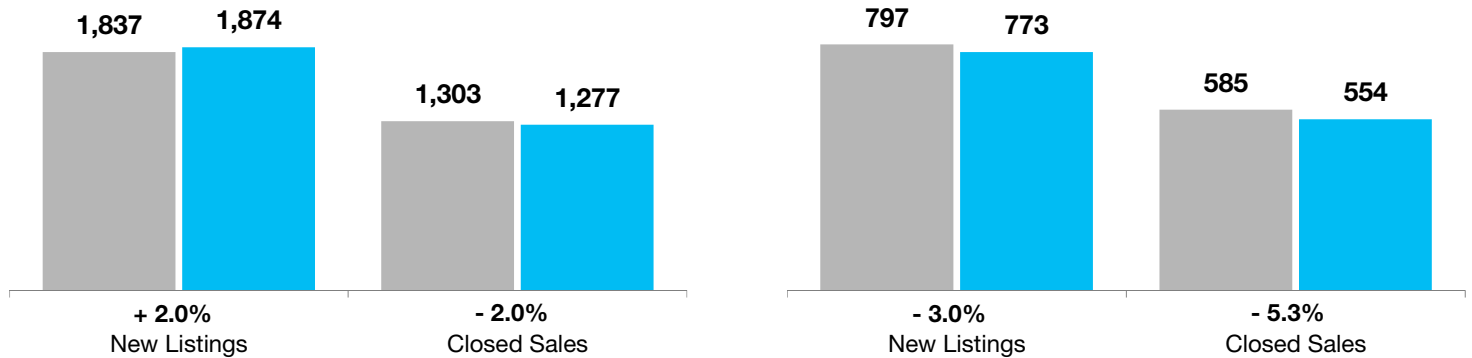
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### Jan through Mar

■ 2018 ■ 2019

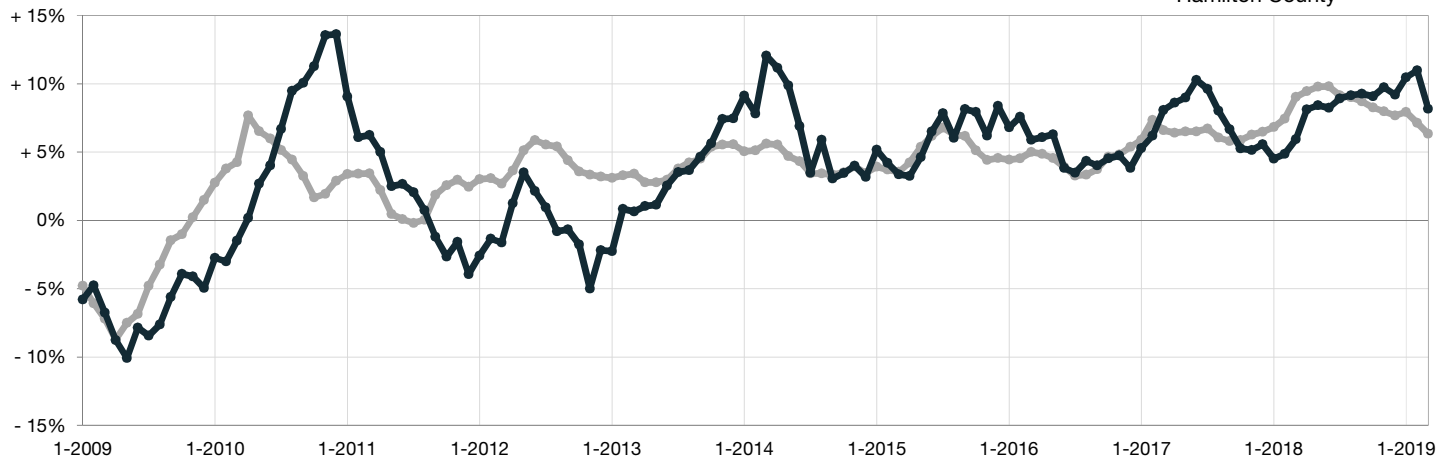
### March

■ 2018 ■ 2019



### 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 – March 2019

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



**+ 12.9%**

**+ 5.0%**

**+ 5.9%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

## Decatur County

### Jan through Mar

### March

	2018	2019	+ / -	2018	2019	+ / -
New Listings	76	76	0.0%	31	35	+ 12.9%
Closed Sales	53	54	+ 1.9%	20	21	+ 5.0%
Median Sales Price*	\$127,000	<b>\$135,000</b>	+ 6.3%	\$127,500	<b>\$135,000</b>	+ 5.9%
Average Sales Price*	\$139,213	<b>\$144,983</b>	+ 4.1%	\$139,475	<b>\$153,852</b>	+ 10.3%
Percent of Original List Price Received at Sale*	95.0%	<b>93.0%</b>	- 2.1%	95.0%	<b>93.4%</b>	- 1.7%
Absorption Rate				3.1	<b>2.5</b>	- 18.3%
Single-Family Detached Inventory				69	<b>69</b>	0.0%
Townhouse-Condo Inventory				2	<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.

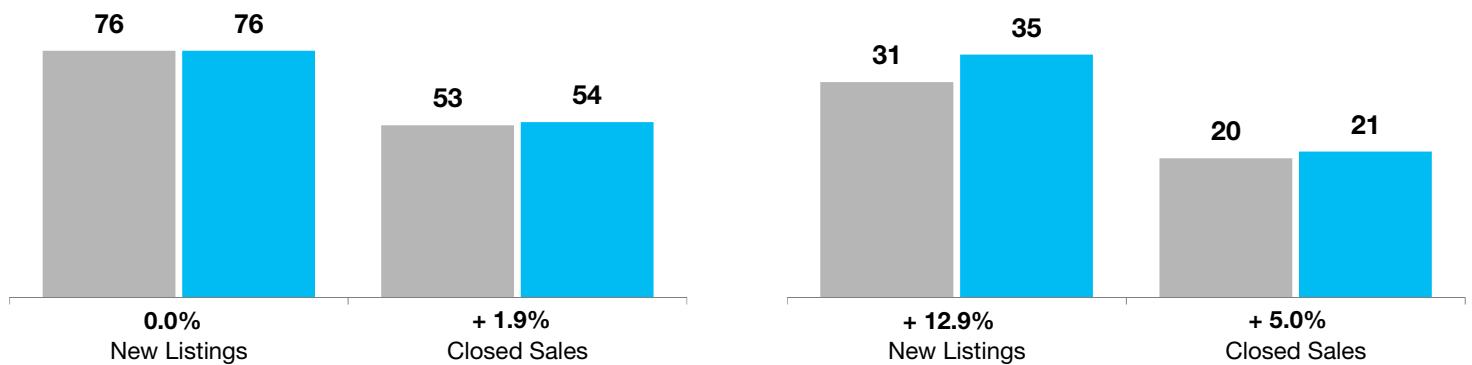
\* Does not account for seller concessions. | + / - by month may look extreme due to small sample size. | Totals rounded to whole number or tenth of a percent; rounding error may occur.

### Jan through Mar

■ 2018 ■ 2019

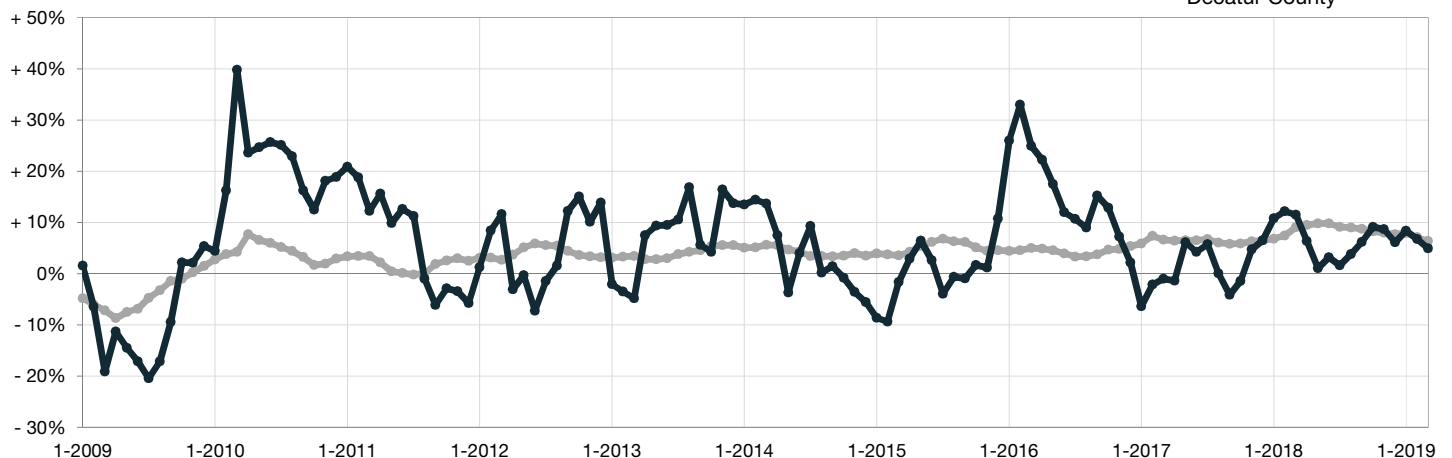
### March

■ 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 – March 2019

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



**+ 12.9%**

**+ 19.2%**

**+ 2.2%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

## Hancock County

### Jan through Mar

### March

	2018	2019	+ / -	2018	2019	+ / -
New Listings	328	380	+ 15.9%	139	157	+ 12.9%
Closed Sales	244	258	+ 5.7%	104	124	+ 19.2%
Median Sales Price*	\$188,500	<b>\$192,594</b>	+ 2.2%	\$188,500	<b>\$192,594</b>	+ 2.2%
Average Sales Price*	\$205,173	<b>\$212,551</b>	+ 3.6%	\$215,107	<b>\$211,369</b>	- 1.7%
Percent of Original List Price Received at Sale*	95.8%	<b>96.3%</b>	+ 0.6%	95.9%	<b>97.1%</b>	+ 1.3%
Absorption Rate				1.8	<b>2.2</b>	+ 19.6%
Single-Family Detached Inventory				199	<b>237</b>	+ 19.1%
Townhouse-Condo Inventory				9	<b>9</b>	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.

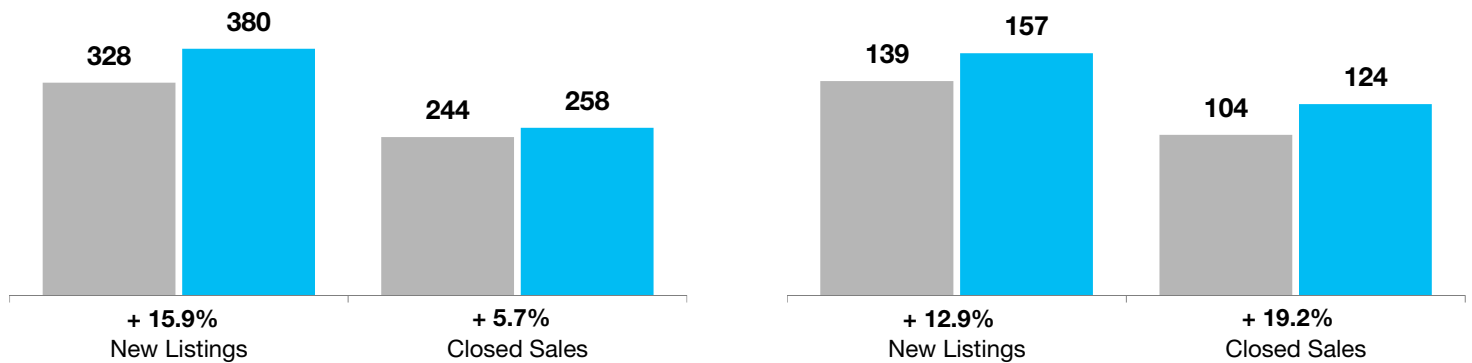
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### Jan through Mar

■ 2018 ■ 2019

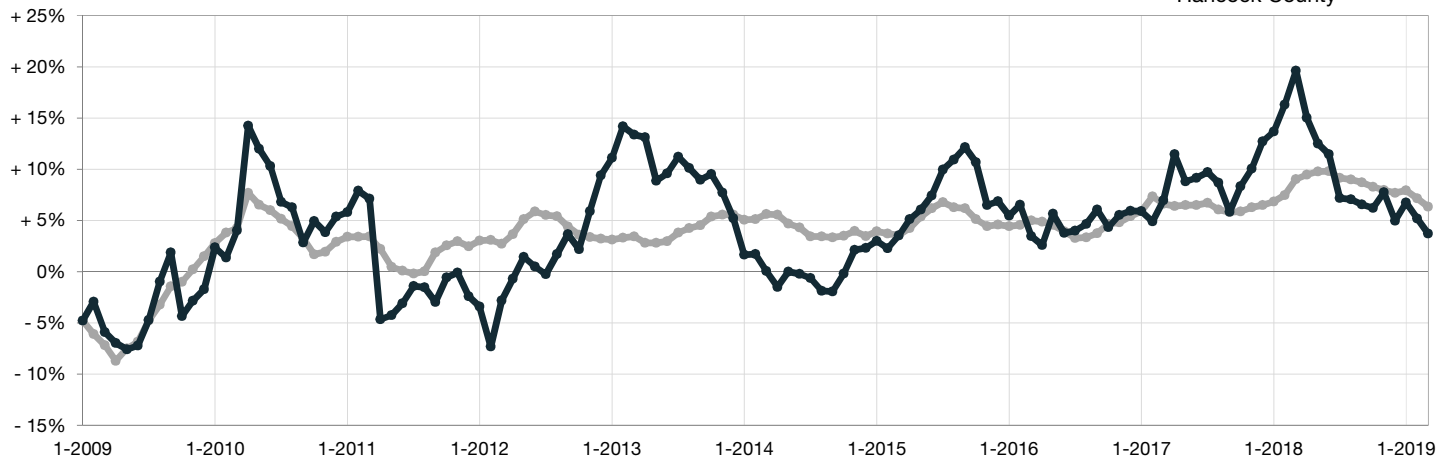
### March

■ 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 – March 2019

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



**- 11.0%**

**- 19.2%**

**+ 6.4%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

## Hendricks County

### Jan through Mar

### March

	2018	2019	+ / -	2018	2019	+ / -
New Listings	755	671	- 11.1%	326	290	- 11.0%
Closed Sales	598	527	- 11.9%	260	210	- 19.2%
Median Sales Price*	\$194,150	<b>\$205,000</b>	+ 5.6%	\$199,000	<b>\$211,750</b>	+ 6.4%
Average Sales Price*	\$210,489	<b>\$230,342</b>	+ 9.4%	\$214,014	<b>\$233,978</b>	+ 9.3%
Percent of Original List Price Received at Sale*	96.5%	<b>96.7%</b>	+ 0.2%	97.4%	<b>97.7%</b>	+ 0.3%
Absorption Rate				1.5	<b>1.3</b>	- 10.9%
Single-Family Detached Inventory				362	<b>332</b>	- 8.3%
Townhouse-Condo Inventory				24	<b>18</b>	- 25.0%

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.

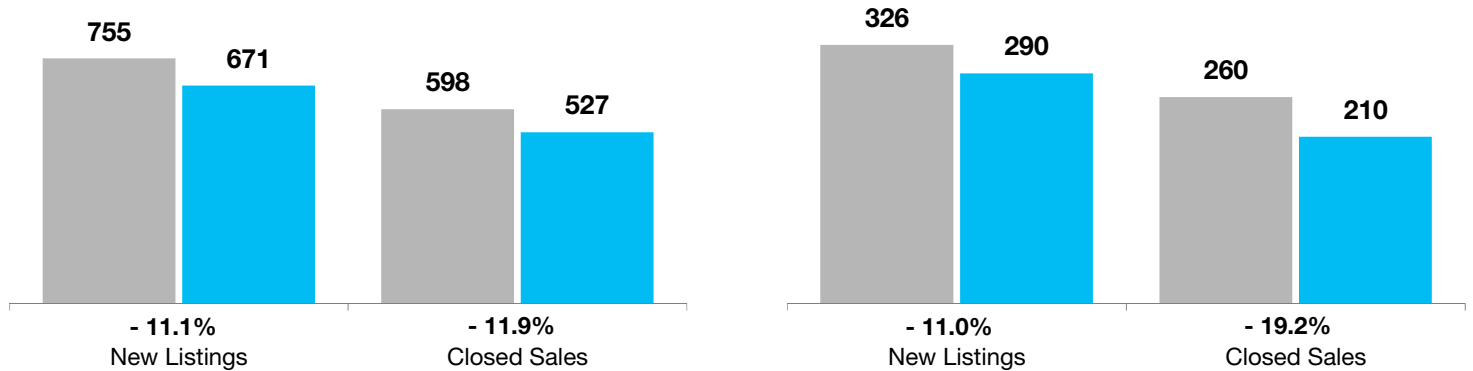
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### Jan through Mar

■ 2018 ■ 2019

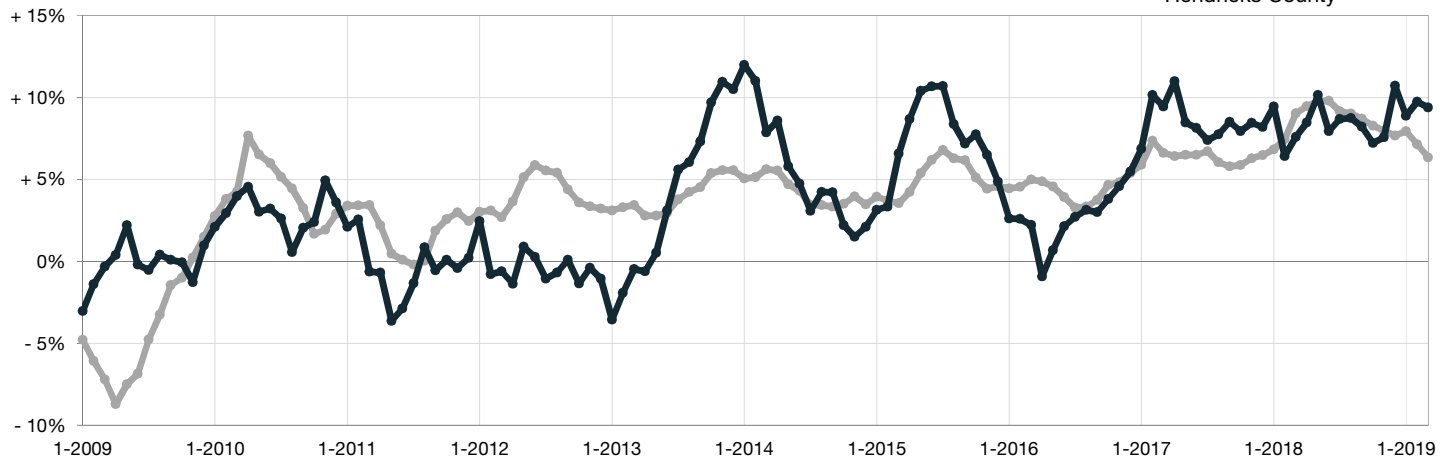
### March

■ 2018 ■ 2019



### 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 – March 2019

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



**- 20.8%**

**0.0%**

**+ 5.6%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

## Jennings County

### Jan through Mar

### March

	2018	2019	+ / -	2018	2019	+ / -
New Listings	56	45	- 19.6%	24	19	- 20.8%
Closed Sales	34	31	- 8.8%	16	16	0.0%
Median Sales Price*	\$91,700	<b>\$105,000</b>	+ 14.5%	\$89,950	<b>\$95,000</b>	+ 5.6%
Average Sales Price*	\$101,526	<b>\$112,350</b>	+ 10.7%	\$91,199	<b>\$116,580</b>	+ 27.8%
Percent of Original List Price Received at Sale*	92.4%	<b>90.1%</b>	- 2.4%	92.3%	<b>90.0%</b>	- 2.6%
Absorption Rate				2.5	<b>2.0</b>	- 21.7%
Single-Family Detached Inventory				43	<b>33</b>	- 23.3%
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.

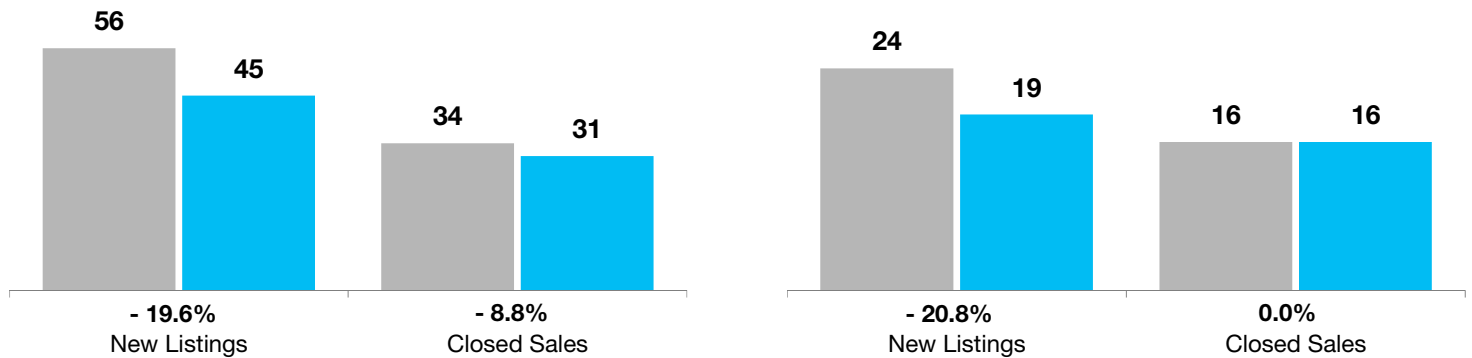
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### Jan through Mar

■ 2018 ■ 2019

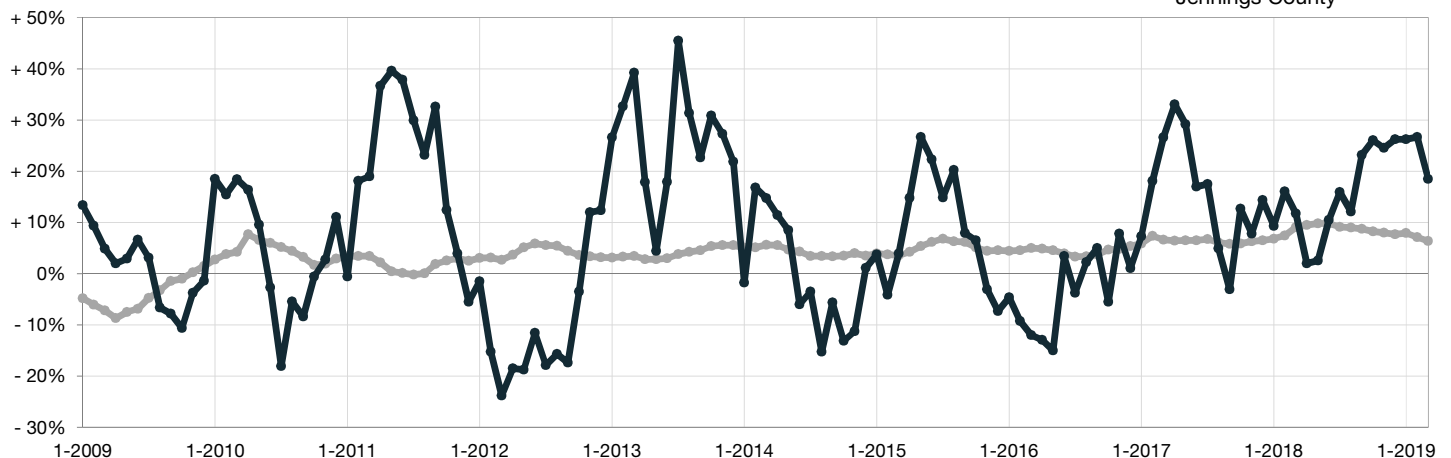
### March

■ 2018 ■ 2019



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

Indianapolis Metro Area — Indianapolis Metro Area  
Jennings County — Jennings 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 – March 2019

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



**- 16.9%**

**+ 3.3%**

**+ 12.0%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

## Johnson County

### Jan through Mar

### March

	2018	2019	+ / -	2018	2019	+ / -
New Listings	705	671	- 4.8%	313	260	- 16.9%
Closed Sales	522	493	- 5.6%	213	220	+ 3.3%
Median Sales Price*	\$173,000	<b>\$182,000</b>	+ 5.2%	\$175,000	<b>\$196,000</b>	+ 12.0%
Average Sales Price*	\$200,805	<b>\$218,440</b>	+ 8.8%	\$204,046	<b>\$224,236</b>	+ 9.9%
Percent of Original List Price Received at Sale*	96.3%	<b>96.7%</b>	+ 0.5%	97.2%	<b>97.0%</b>	- 0.1%
Absorption Rate				1.8	<b>1.6</b>	- 11.1%
Single-Family Detached Inventory				401	<b>367</b>	- 8.5%
Townhouse-Condo Inventory				16	<b>12</b>	- 25.0%

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.

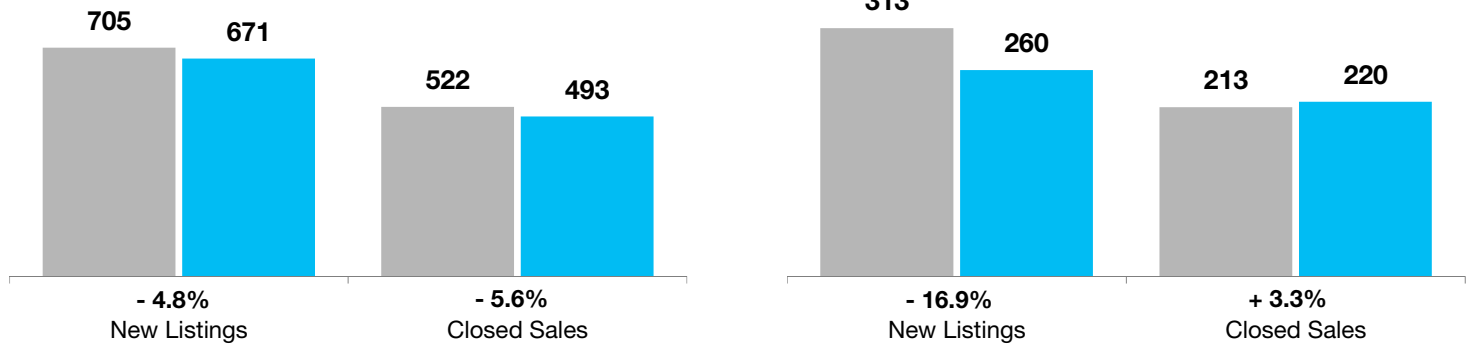
\* Does not account for seller concessions. | + / - by month may look extreme due to small sample size. | Totals rounded to whole number or tenth of a percent; rounding error may occur.

### Jan through Mar

■ 2018 ■ 2019

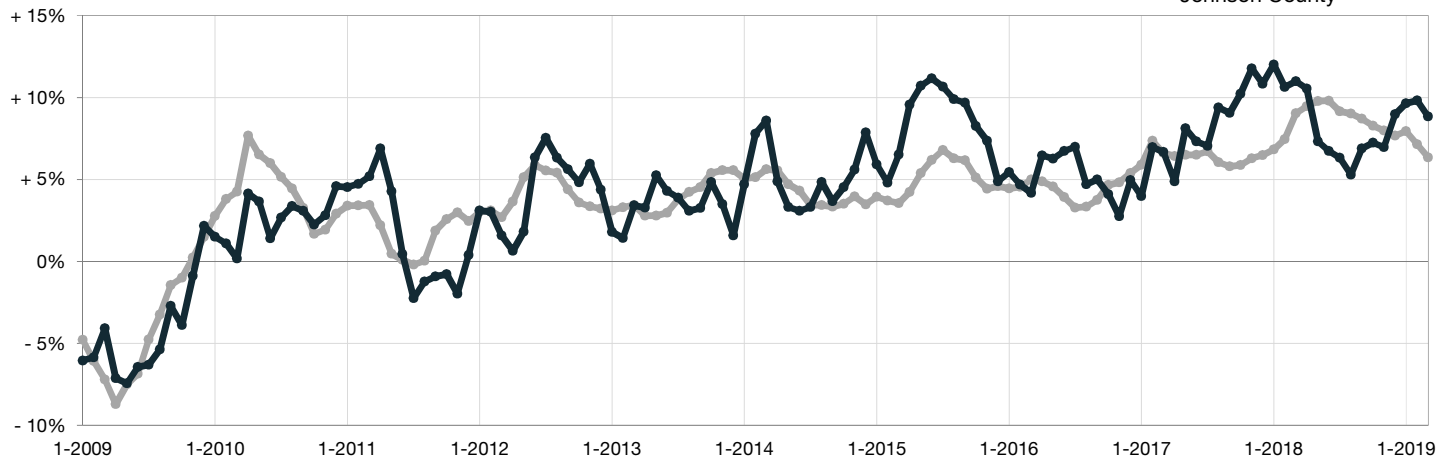
### March

■ 2018 ■ 2019



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

Indianapolis Metro Area — Indianapolis Metro Area  
Johnson County — 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 – March 2019

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



**- 16.9%**

**+ 3.3%**

**+ 12.0%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

## Johnson County

### Jan through Mar

### March

	2018	2019	+ / -	2018	2019	+ / -
New Listings	705	671	- 4.8%	313	260	- 16.9%
Closed Sales	522	493	- 5.6%	213	220	+ 3.3%
Median Sales Price*	\$173,000	<b>\$182,000</b>	+ 5.2%	\$175,000	<b>\$196,000</b>	+ 12.0%
Average Sales Price*	\$200,805	<b>\$218,440</b>	+ 8.8%	\$204,046	<b>\$224,236</b>	+ 9.9%
Percent of Original List Price Received at Sale*	96.3%	<b>96.7%</b>	+ 0.5%	97.2%	<b>97.0%</b>	- 0.1%
Absorption Rate				1.8	<b>1.6</b>	- 11.1%
Single-Family Detached Inventory				401	<b>367</b>	- 8.5%
Townhouse-Condo Inventory				16	<b>12</b>	- 25.0%

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.

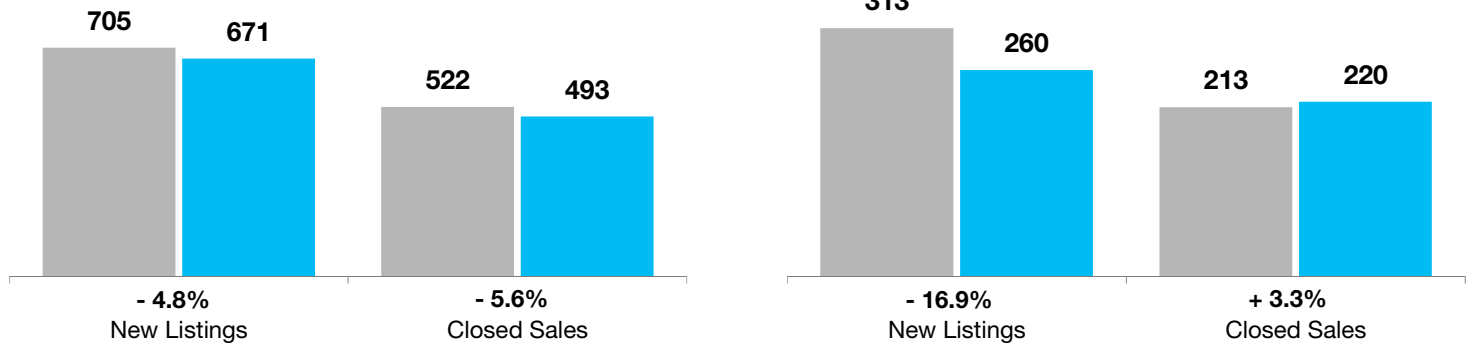
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### Jan through Mar

■ 2018 ■ 2019

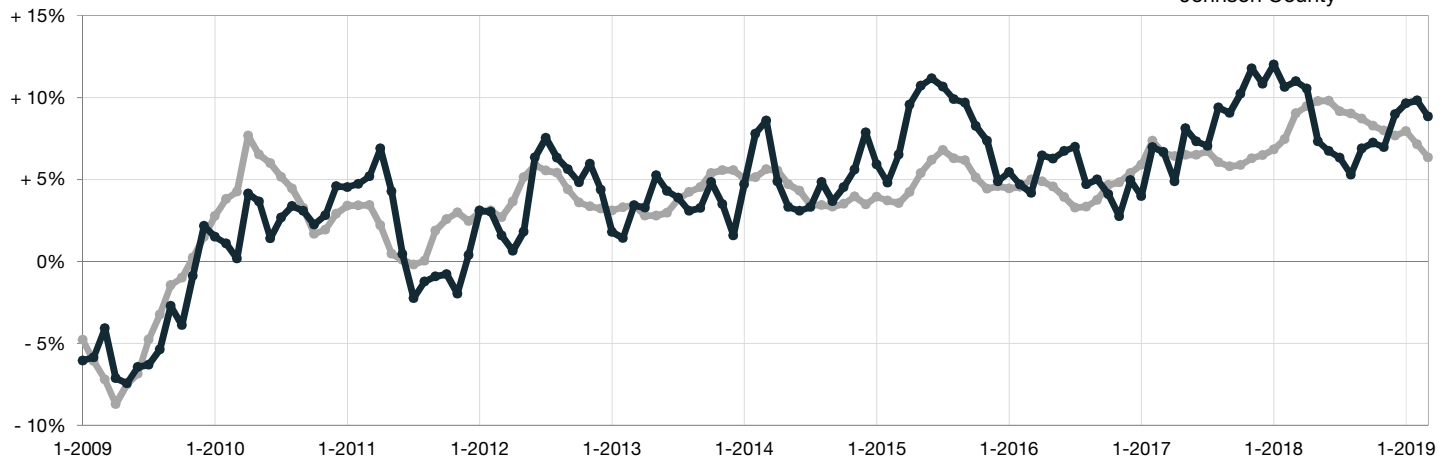
### March

■ 2018 ■ 2019



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

Indianapolis Metro Area — Indianapolis Metro Area  
Johnson County — 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 – March 2019

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



**- 7.2%**

Change in  
New Listings

**- 10.4%**

Change in  
Closed Sales

**+ 33.2%**

Change in  
Median Sales Price

## Madison County

### Jan through Mar

### March

	2018	2019	+ / -	2018	2019	+ / -
New Listings	392	395	+ 0.8%	153	142	- 7.2%
Closed Sales	322	304	- 5.6%	144	129	- 10.4%
Median Sales Price*	\$91,500	<b>\$111,900</b>	+ 22.3%	\$90,000	<b>\$119,900</b>	+ 33.2%
Average Sales Price*	\$105,346	<b>\$122,272</b>	+ 16.1%	\$105,540	<b>\$135,858</b>	+ 28.7%
Percent of Original List Price Received at Sale*	91.5%	<b>92.1%</b>	+ 0.7%	91.3%	<b>93.4%</b>	+ 2.4%
Absorption Rate				2.2	<b>2.4</b>	+ 8.7%
Single-Family Detached Inventory				287	<b>314</b>	+ 9.4%
Townhouse-Condo Inventory				11	<b>11</b>	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.

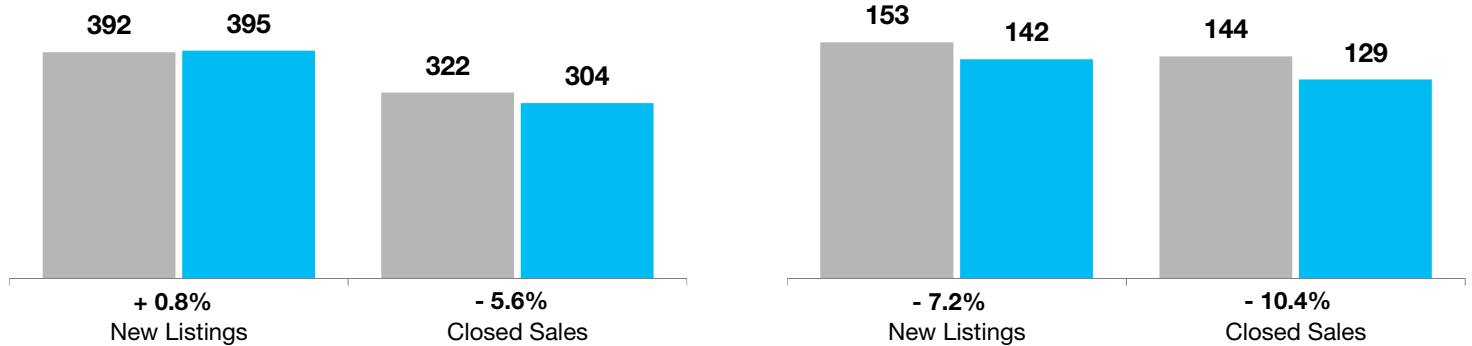
\* Does not account for seller concessions. | + / - by month may look extreme due to small sample size. | Totals rounded to whole number or tenth of a percent; rounding error may occur.

### Jan through Mar

■ 2018 ■ 2019

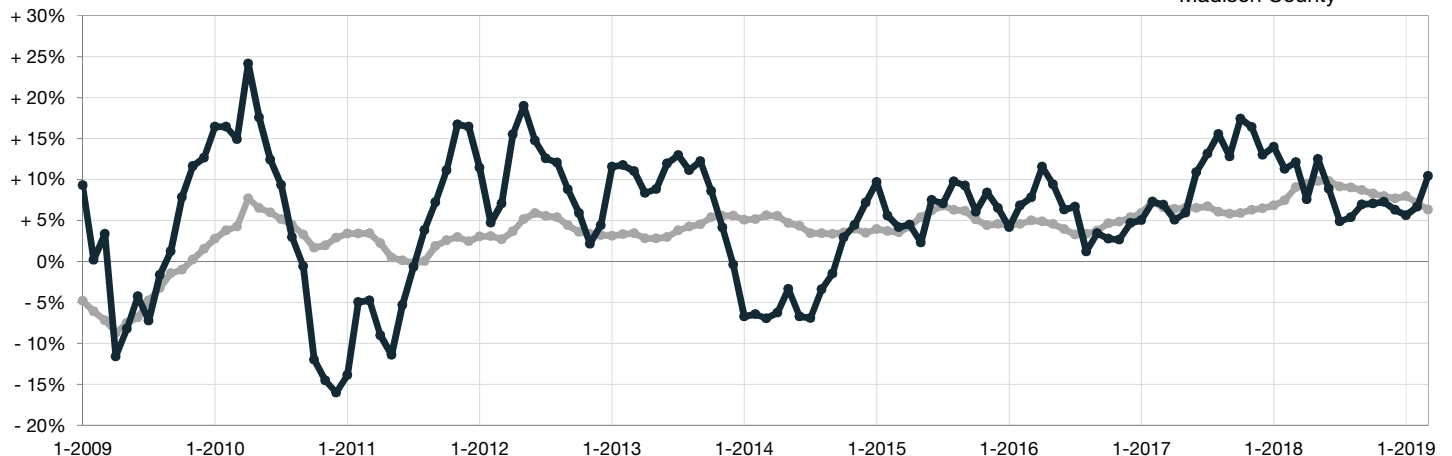
### March

■ 2018 ■ 2019



### 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 – March 2019

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



**- 0.1%**

**+ 4.7%**

**+ 8.2%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

## Marion County

### Jan through Mar

### March

	2018	2019	+ / -	2018	2019	+ / -
New Listings	3,697	<b>3,721</b>	+ 0.6%	1,564	<b>1,563</b>	- 0.1%
Closed Sales	2,902	<b>2,838</b>	- 2.2%	1,149	<b>1,203</b>	+ 4.7%
Median Sales Price*	\$139,900	<b>\$147,500</b>	+ 5.4%	\$147,000	<b>\$159,000</b>	+ 8.2%
Average Sales Price*	\$162,496	<b>\$168,606</b>	+ 3.8%	\$170,180	<b>\$182,405</b>	+ 7.2%
Percent of Original List Price Received at Sale*	95.2%	<b>94.1%</b>	- 1.1%	95.8%	<b>94.6%</b>	- 1.2%
Absorption Rate				1.6	<b>2.0</b>	+ 24.2%
Single-Family Detached Inventory				1,708	<b>2,119</b>	+ 24.1%
Townhouse-Condo Inventory				255	<b>299</b>	+ 17.3%

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.

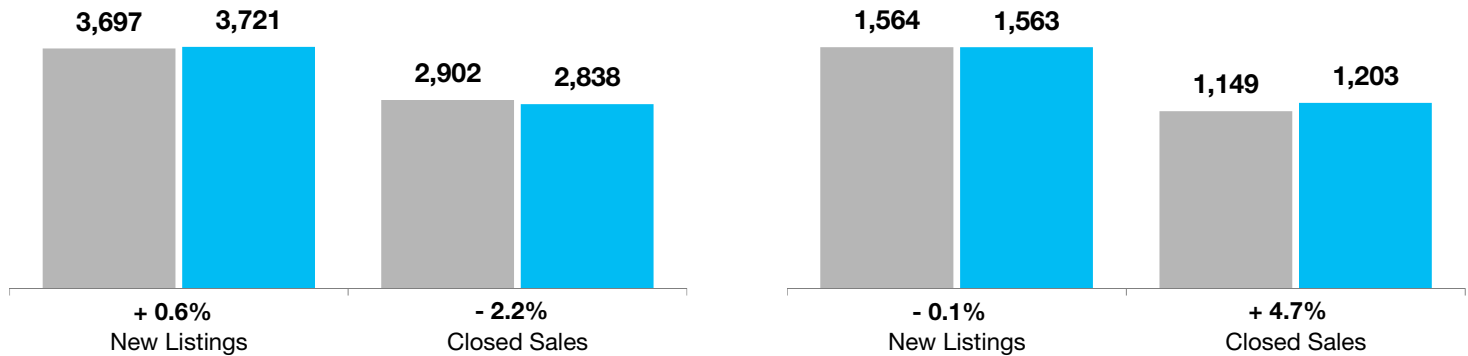
\* Does not account for seller concessions. | + / - by month may look extreme due to small sample size. | Totals rounded to whole number or tenth of a percent; rounding error may occur.

### Jan through Mar

■ 2018 ■ 2019

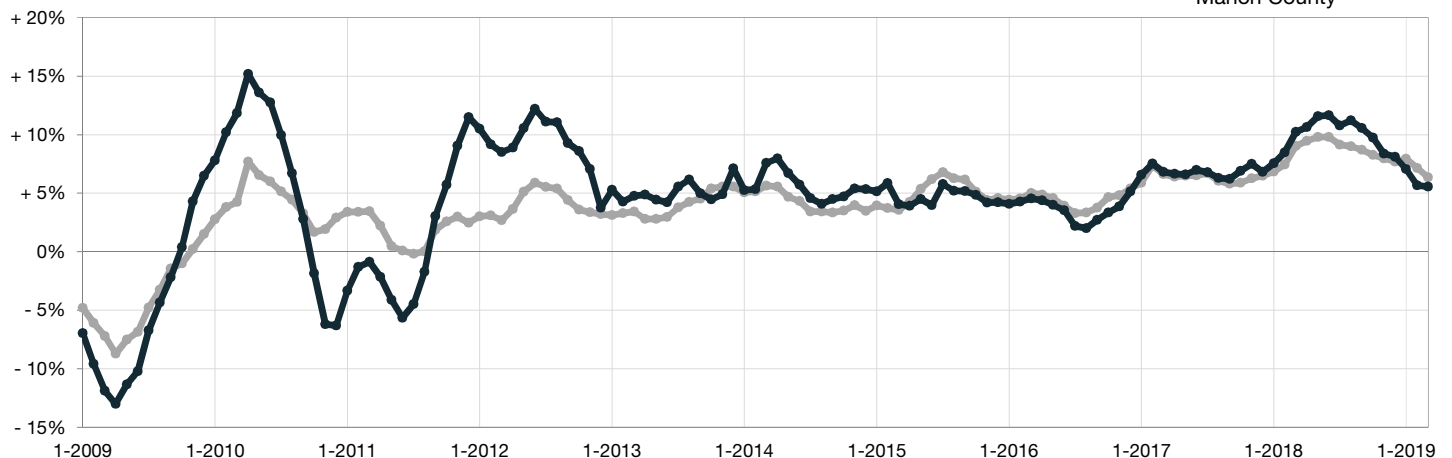
### March

■ 2018 ■ 2019



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

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



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



# Local Market Update – March 2019

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



**+ 2.3%**

Change in  
New Listings

**+ 9.4%**

Change in  
Closed Sales

**+ 4.1%**

Change in  
Median Sales Price

## Montgomery County

### Jan through Mar

### March

	2018	2019	+ / -	2018	2019	+ / -
New Listings	115	119	+ 3.5%	43	44	+ 2.3%
Closed Sales	83	93	+ 12.0%	32	35	+ 9.4%
Median Sales Price*	\$112,500	\$111,000	- 1.3%	\$110,000	\$114,500	+ 4.1%
Average Sales Price*	\$109,368	\$123,970	+ 13.4%	\$101,373	\$137,103	+ 35.2%
Percent of Original List Price Received at Sale*	91.4%	93.5%	+ 2.2%	92.6%	94.5%	+ 2.0%
Absorption Rate				2.2	1.9	- 13.4%
Single-Family Detached Inventory				91	80	- 12.1%
Townhouse-Condo Inventory				2	5	+ 150.0%

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.

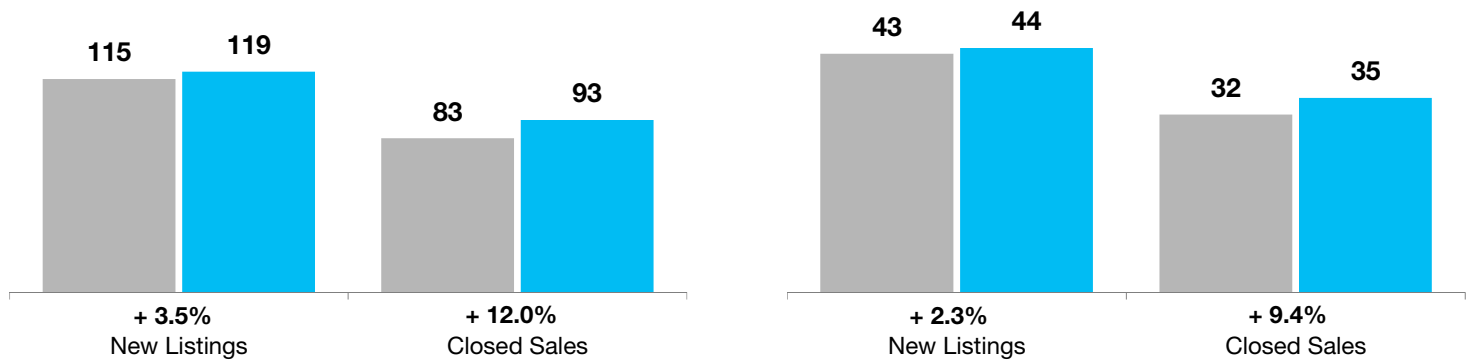
\* Does not account for seller concessions. | + / - by month may look extreme due to small sample size. | Totals rounded to whole number or tenth of a percent; rounding error may occur.

### Jan through Mar

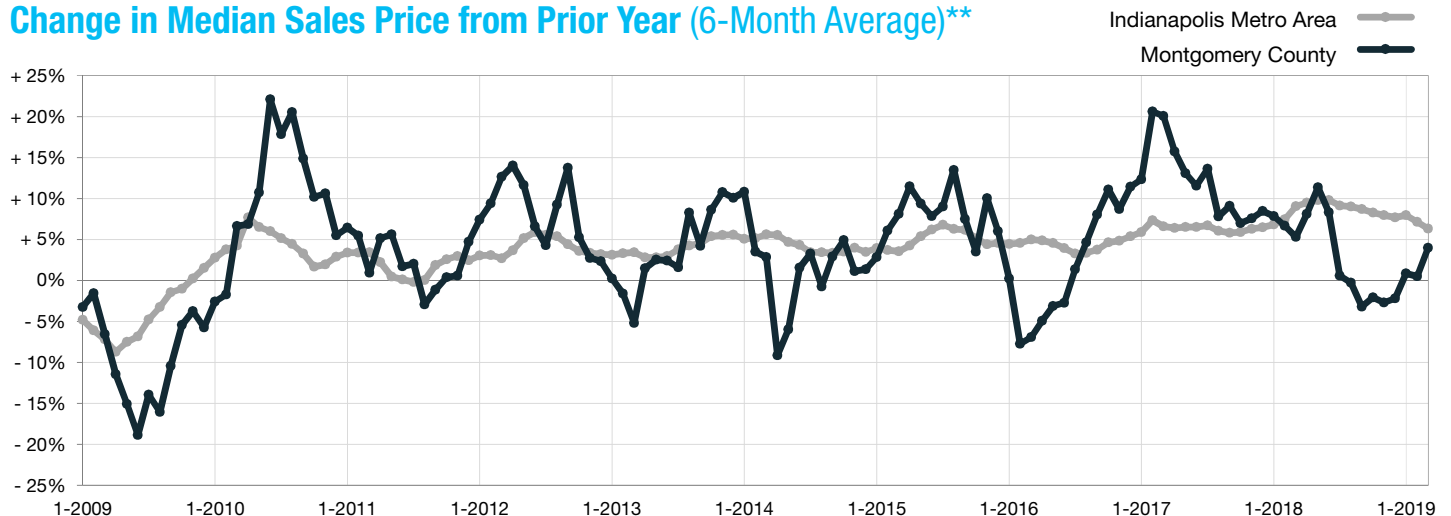
■ 2018 ■ 2019

### March

■ 2018 ■ 2019



### 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 – March 2019

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



**- 13.9%**

Change in  
New Listings

**- 17.3%**

Change in  
Closed Sales

**+ 12.5%**

Change in  
Median Sales Price

## Morgan County

### Jan through Mar

### March

	2018	2019	+ / -	2018	2019	+ / -
New Listings	282	242	- 14.2%	122	105	- 13.9%
Closed Sales	198	169	- 14.6%	81	67	- 17.3%
Median Sales Price*	\$159,900	<b>\$168,000</b>	+ 5.1%	\$159,950	<b>\$179,900</b>	+ 12.5%
Average Sales Price*	\$182,663	<b>\$191,116</b>	+ 4.6%	\$180,618	<b>\$195,446</b>	+ 8.2%
Percent of Original List Price Received at Sale*	95.8%	<b>94.1%</b>	- 1.8%	96.5%	<b>96.4%</b>	- 0.1%
Absorption Rate				2.1	<b>2.3</b>	+ 10.9%
Single-Family Detached Inventory				178	<b>207</b>	+ 16.3%
Townhouse-Condo Inventory				11	<b>4</b>	- 63.6%

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

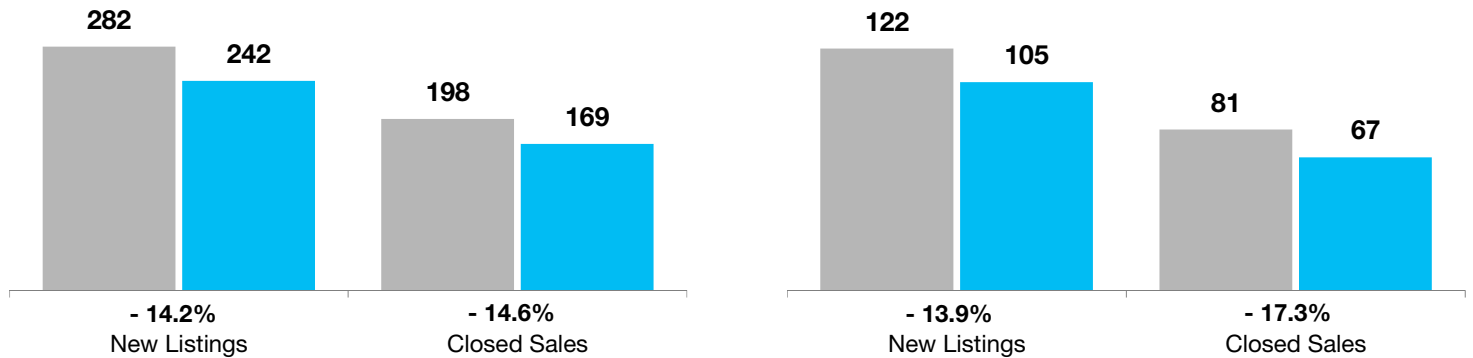
\* Does not account for seller concessions. | + / - by month may look extreme due to small sample size. | Totals rounded to whole number or tenth of a percent; rounding error may occur.

### Jan through Mar

■ 2018 ■ 2019

### March

■ 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 – March 2019

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



**- 30.1%**

**- 15.9%**

**+ 9.7%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

## Putnam County

### Jan through Mar

### March

	2018	2019	+ / -	2018	2019	+ / -
New Listings	152	124	- 18.4%	73	51	- 30.1%
Closed Sales	99	86	- 13.1%	44	37	- 15.9%
Median Sales Price*	\$132,500	<b>\$152,750</b>	+ 15.3%	\$136,750	<b>\$150,000</b>	+ 9.7%
Average Sales Price*	\$142,982	<b>\$170,784</b>	+ 19.4%	\$140,777	<b>\$162,616</b>	+ 15.5%
Percent of Original List Price Received at Sale*	93.2%	<b>94.8%</b>	+ 1.7%	93.5%	<b>95.9%</b>	+ 2.6%
Absorption Rate				2.9	<b>2.1</b>	- 25.2%
Single-Family Detached Inventory				112	<b>93</b>	- 17.0%
Townhouse-Condo Inventory				7	<b>3</b>	- 57.1%

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

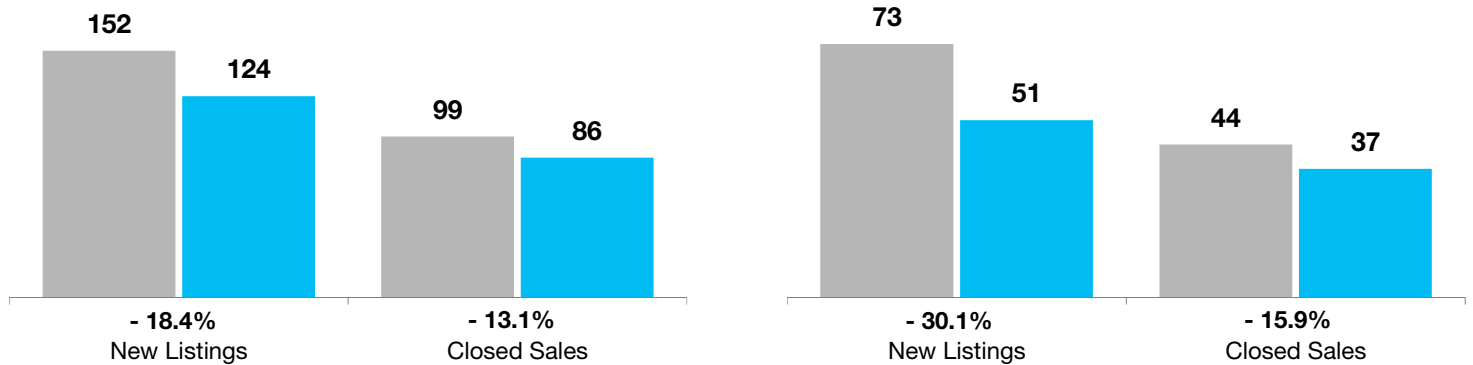
\* Does not account for seller concessions. | + / - by month may look extreme due to small sample size. | Totals rounded to whole number or tenth of a percent; rounding error may occur.

### Jan through Mar

■ 2018 ■ 2019

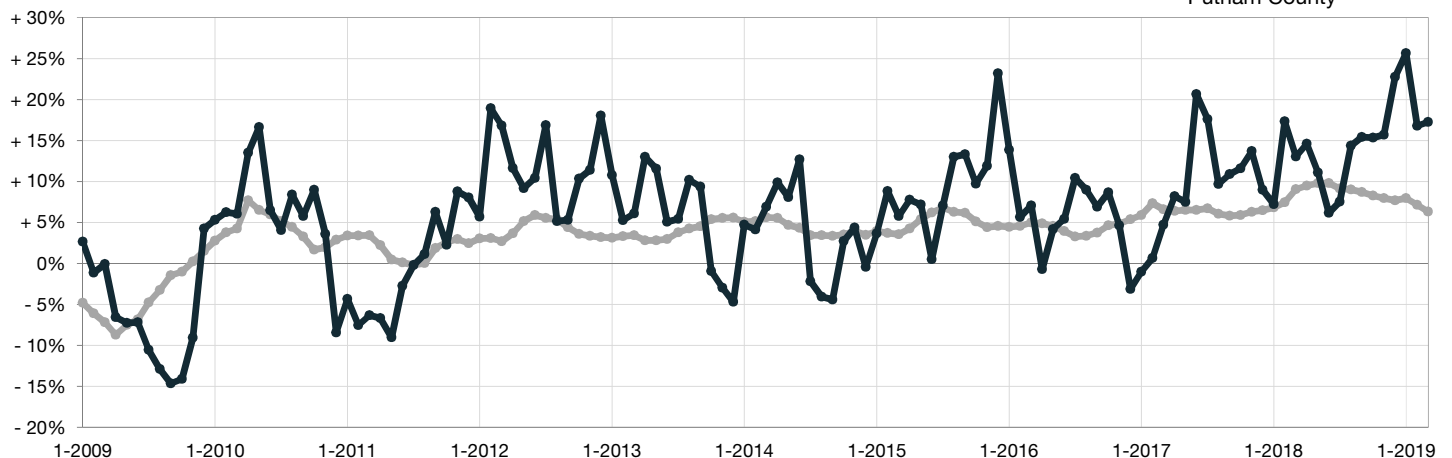
### March

■ 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 – March 2019

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



**- 7.5%**

Change in  
New Listings

**- 38.2%**

Change in  
Closed Sales

**- 15.1%**

Change in  
Median Sales Price

## Shelby County

### Jan through Mar

### March

	2018	2019	+ / -	2018	2019	+ / -
New Listings	141	128	- 9.2%	53	49	- 7.5%
Closed Sales	116	99	- 14.7%	55	34	- 38.2%
Median Sales Price*	\$132,700	<b>\$129,900</b>	- 2.1%	\$149,000	<b>\$126,450</b>	- 15.1%
Average Sales Price*	\$146,506	<b>\$140,834</b>	- 3.9%	\$155,679	<b>\$121,515</b>	- 21.9%
Percent of Original List Price Received at Sale*	93.8%	<b>92.8%</b>	- 1.1%	94.0%	<b>94.8%</b>	+ 0.9%
Absorption Rate				2.2	<b>2.0</b>	- 12.4%
Single-Family Detached Inventory				104	<b>87</b>	- 16.3%
Townhouse-Condo Inventory				2	<b>1</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.

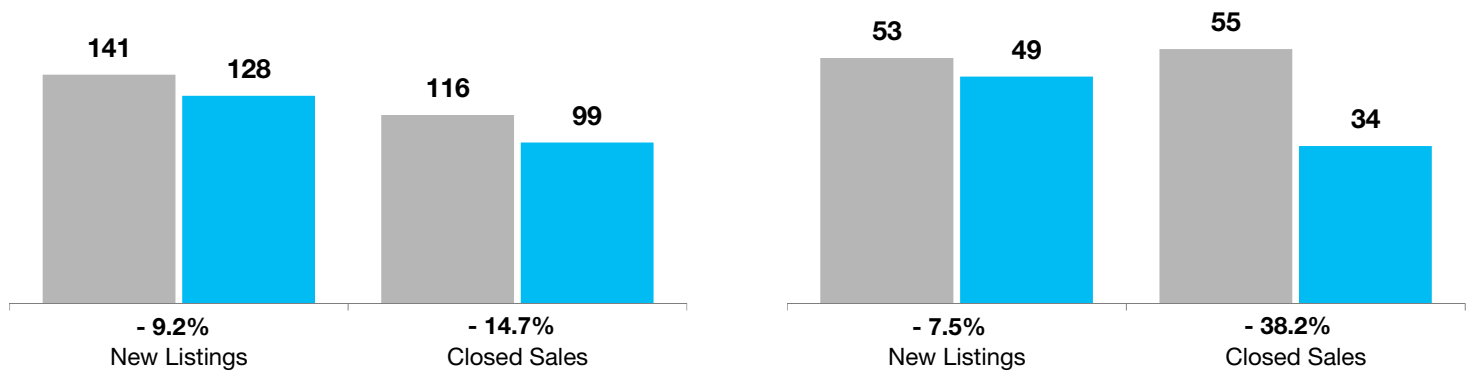
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### Jan through Mar

■ 2018 ■ 2019

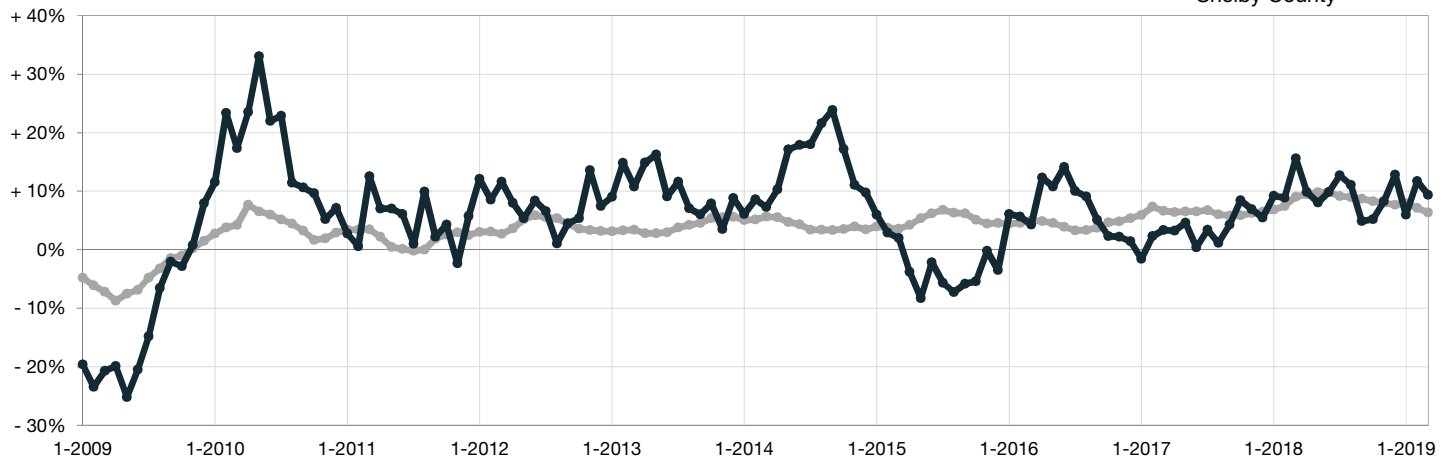
### March

■ 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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