



# 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>	Dec 2016	43,417	42,966	+ 1.0%	19,766	19,415	+ 1.8%	7,864	7,959	- 1.2%	1,884	1,975	- 4.6%
	Jan 2017	43,446	42,722	+ 1.7%	18,094	17,861	+ 1.3%	7,208	7,121	+ 1.2%	2,581	2,552	+ 1.1%
	<b>Feb 2017</b>	<b>43,420</b>	<b>43,022</b>	<b>+ 0.9%</b>	<b>17,182</b>	<b>17,069</b>	<b>+ 0.7%</b>	<b>7,585</b>	<b>7,673</b>	<b>- 1.1%</b>	<b>3,120</b>	<b>3,146</b>	<b>- 0.8%</b>
<b>Pending Sales</b>	Dec 2016	32,324	30,458	+ 6.1%	15,030	14,715	+ 2.1%	6,423	6,566	- 2.2%	1,913	1,943	- 1.5%
	Jan 2017	32,436	30,681	+ 5.7%	14,328	13,960	+ 2.6%	6,186	6,133	+ 0.9%	2,149	2,037	+ 5.5%
	<b>Feb 2017</b>	<b>32,541</b>	<b>30,982</b>	<b>+ 5.0%</b>	<b>13,817</b>	<b>13,740</b>	<b>+ 0.6%</b>	<b>6,612</b>	<b>6,425</b>	<b>+ 2.9%</b>	<b>2,550</b>	<b>2,445</b>	<b>+ 4.3%</b>
<b>Closed Sales</b>	Dec 2016	35,433	32,190	+ 10.1%	18,339	16,753	+ 9.5%	8,258	7,483	+ 10.4%	2,765	2,654	+ 4.2%
	Jan 2017	35,509	32,321	+ 9.9%	16,652	15,004	+ 11.0%	7,220	6,541	+ 10.4%	1,806	1,730	+ 4.4%
	<b>Feb 2017</b>	<b>35,509</b>	<b>32,495</b>	<b>+ 9.3%</b>	<b>15,244</b>	<b>13,984</b>	<b>+ 9.0%</b>	<b>6,555</b>	<b>6,368</b>	<b>+ 2.9%</b>	<b>1,984</b>	<b>1,984</b>	<b>0.0%</b>
<b>Median Sales Price</b>	Dec 2016	\$154,000	\$147,000	+ 4.8%	\$155,000	\$148,000	+ 4.7%	\$153,000	\$144,000	+ 6.3%	\$153,000	\$144,000	+ 6.3%
	Jan 2017	\$154,500	\$147,900	+ 4.5%	\$154,000	\$145,000	+ 6.2%	\$150,100	\$142,000	+ 5.7%	\$143,700	\$137,500	+ 4.5%
	<b>Feb 2017</b>	<b>\$155,000</b>	<b>\$148,000</b>	<b>+ 4.7%</b>	<b>\$153,500</b>	<b>\$142,000</b>	<b>+ 8.1%</b>	<b>\$150,000</b>	<b>\$139,900</b>	<b>+ 7.2%</b>	<b>\$152,000</b>	<b>\$135,000</b>	<b>+ 12.6%</b>
<b>Average Sales Price</b>	Dec 2016	\$190,120	\$183,709	+ 3.5%	\$192,967	\$185,556	+ 4.0%	\$191,091	\$181,266	+ 5.4%	\$194,462	\$183,468	+ 6.0%
	Jan 2017	\$190,608	\$183,947	+ 3.6%	\$191,655	\$181,691	+ 5.5%	\$190,600	\$180,625	+ 5.5%	\$182,552	\$172,016	+ 6.1%
	<b>Feb 2017</b>	<b>\$191,596</b>	<b>\$184,076</b>	<b>+ 4.1%</b>	<b>\$191,055</b>	<b>\$178,550</b>	<b>+ 7.0%</b>	<b>\$189,191</b>	<b>\$176,205</b>	<b>+ 7.4%</b>	<b>\$187,893</b>	<b>\$170,125</b>	<b>+ 10.4%</b>
<b>Pct. of Original List Price Received at Sale</b>	Dec 2016	94.8%	93.7%	+ 1.2%	94.8%	93.8%	+ 1.1%	94.1%	93.1%	+ 1.1%	93.6%	92.9%	+ 0.8%
	Jan 2017	94.8%	93.8%	+ 1.1%	94.5%	93.5%	+ 1.1%	93.9%	92.9%	+ 1.1%	93.5%	92.9%	+ 0.6%
	<b>Feb 2017</b>	<b>94.9%</b>	<b>93.8%</b>	<b>+ 1.2%</b>	<b>94.2%</b>	<b>93.2%</b>	<b>+ 1.1%</b>	<b>93.7%</b>	<b>92.9%</b>	<b>+ 0.9%</b>	<b>94.0%</b>	<b>92.9%</b>	<b>+ 1.2%</b>
<b>Total Active Listings Available at Month End</b>	Dec 2016										8,946	10,390	- 13.9%
	Jan 2017										8,668	10,186	- 14.9%
	<b>Feb 2017</b>										<b>8,489</b>	<b>10,255</b>	<b>- 17.2%</b>
<b>Months Supply of Inventory / Absorption Rate</b>	Dec 2016										3.0	3.9	- 23.1%
	Jan 2017										2.9	3.8	- 23.7%
	<b>Feb 2017</b>										<b>2.9</b>	<b>3.8</b>	<b>- 23.7%</b>

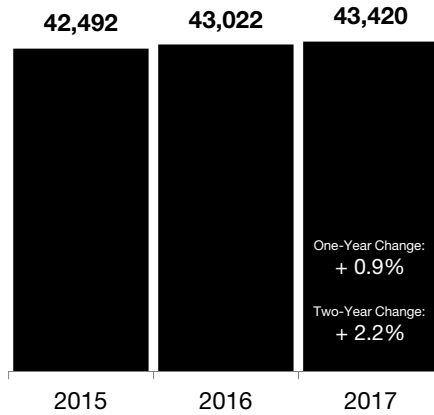
There are no rolling figures for Total Active Listings Available at Month End or Absorption Rate because these metrics are simply snapshots frozen in time at the end of each month. It does not add up over a period of months.

# New Listings

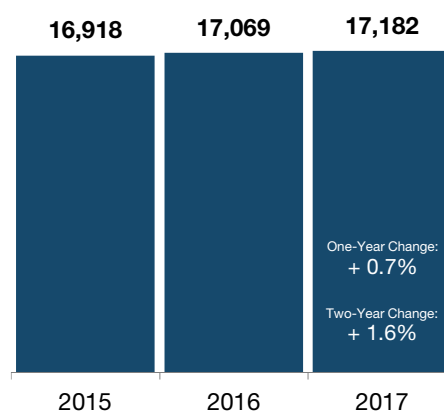
A count of the properties that have been newly listed on the market in a given month, regardless of what status they're currently in.



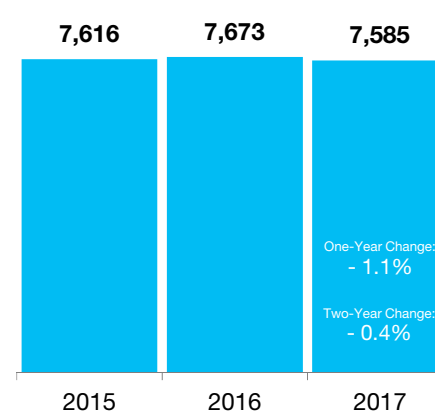
## 12 Month



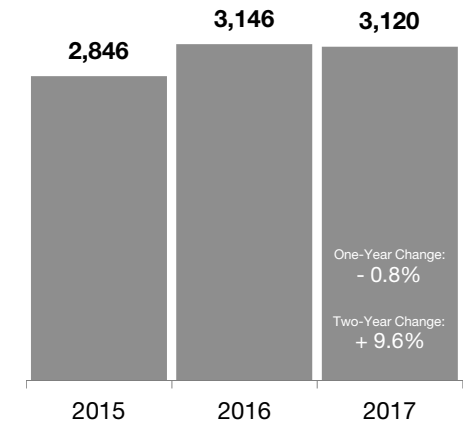
## 6 Month



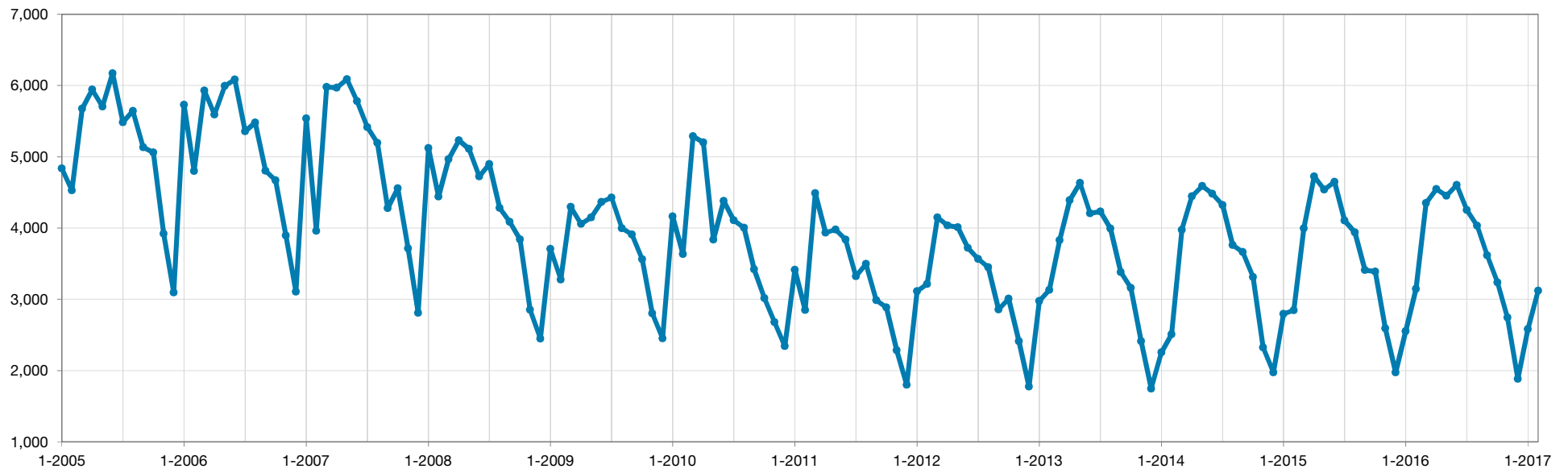
## 3 Month



## February



## Historical New Listings

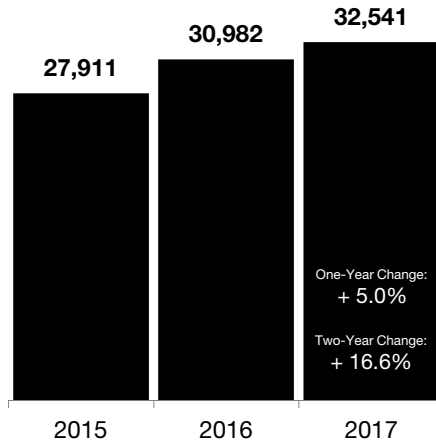


# Pending Sales

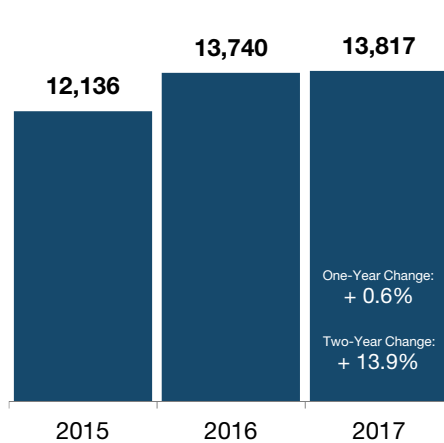
A count of the properties on which contracts have been accepted in a given month, regardless of whether or not the sale closes.



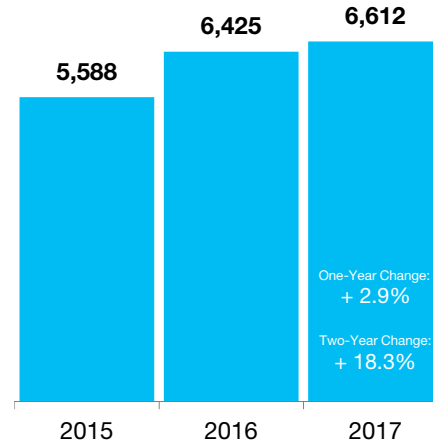
## 12 Month



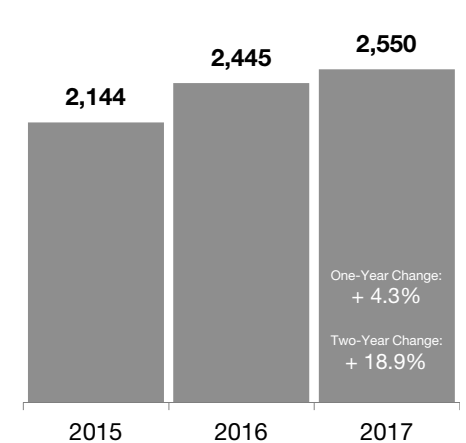
## 6 Month



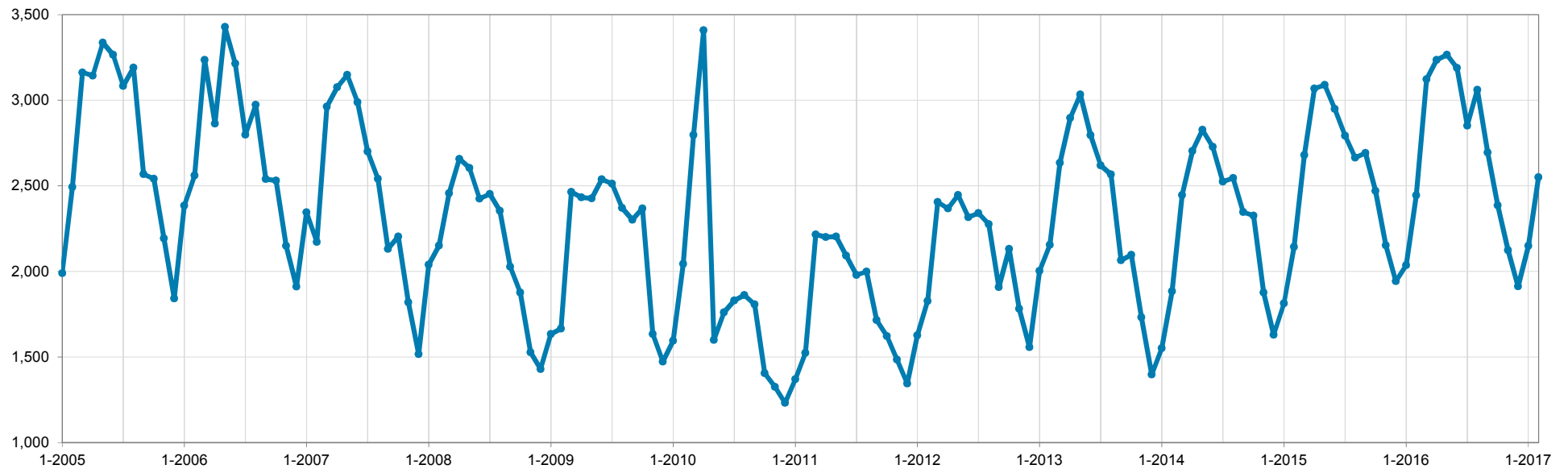
## 3 Month



## February



## Historical Pending Sales

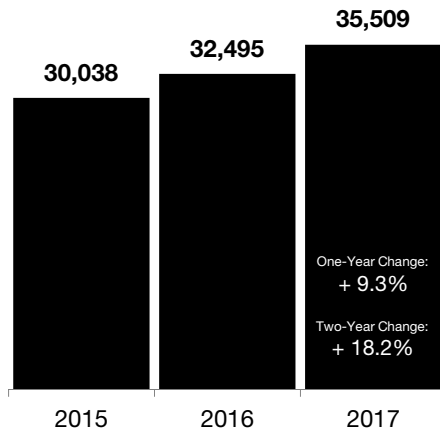


# Closed Sales

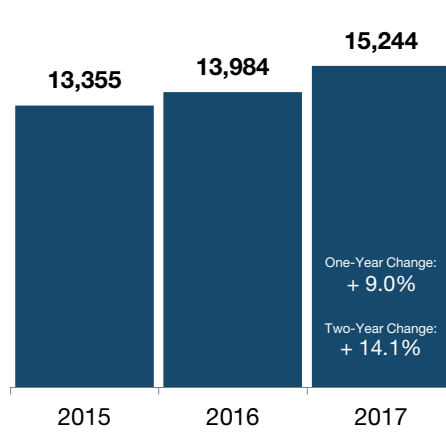
A count of the actual sales that have closed in a given month.



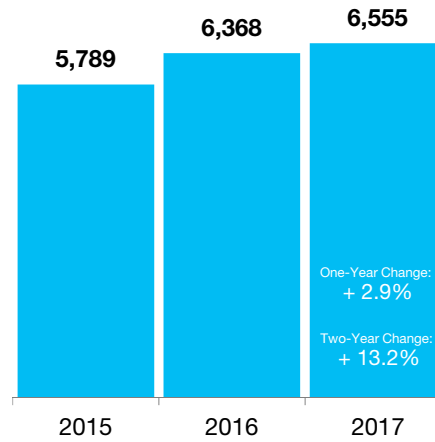
## 12 Month



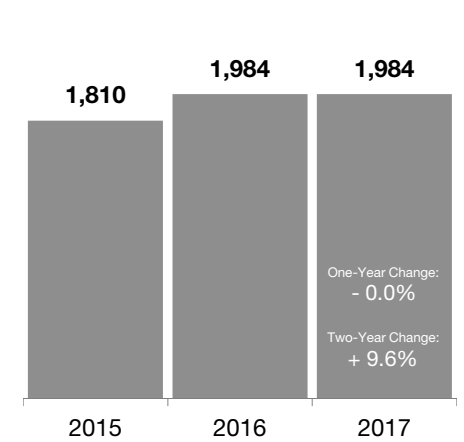
## 6 Month



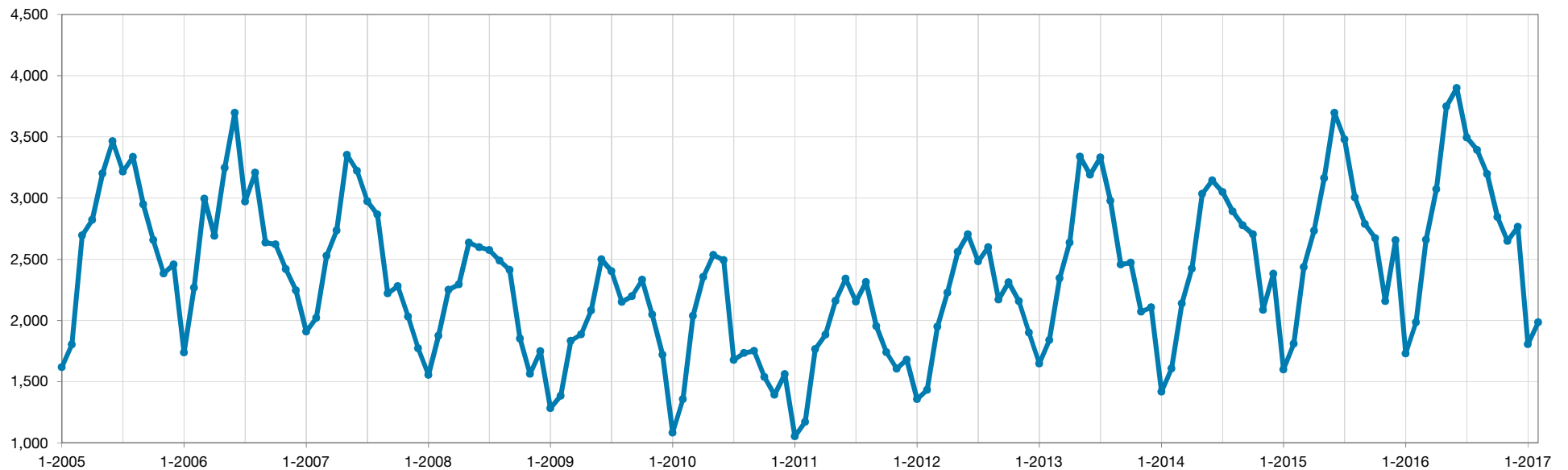
## 3 Month



## February



## Historical Closed Sales

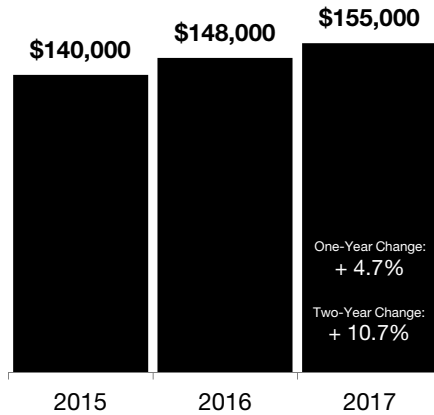


# Median Sales Price

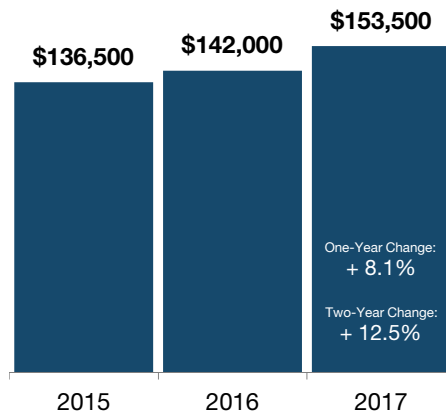
Median price point for all closed sales, not accounting for seller concessions, in a given month.



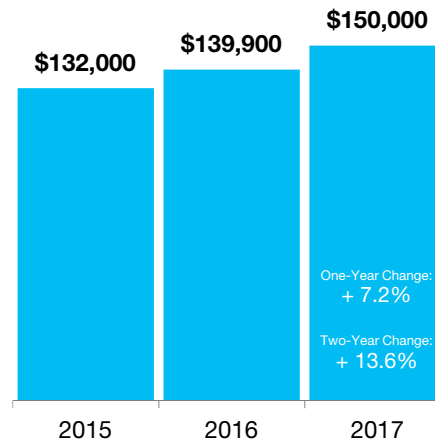
## 12 Month



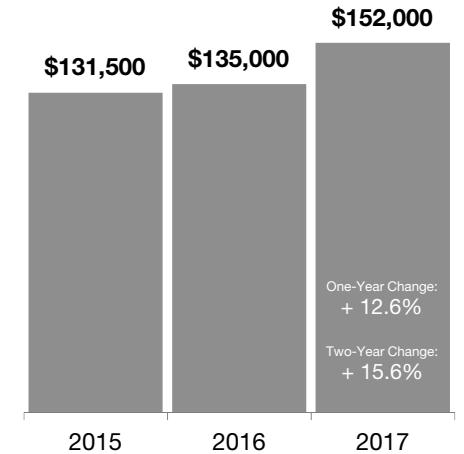
## 6 Month



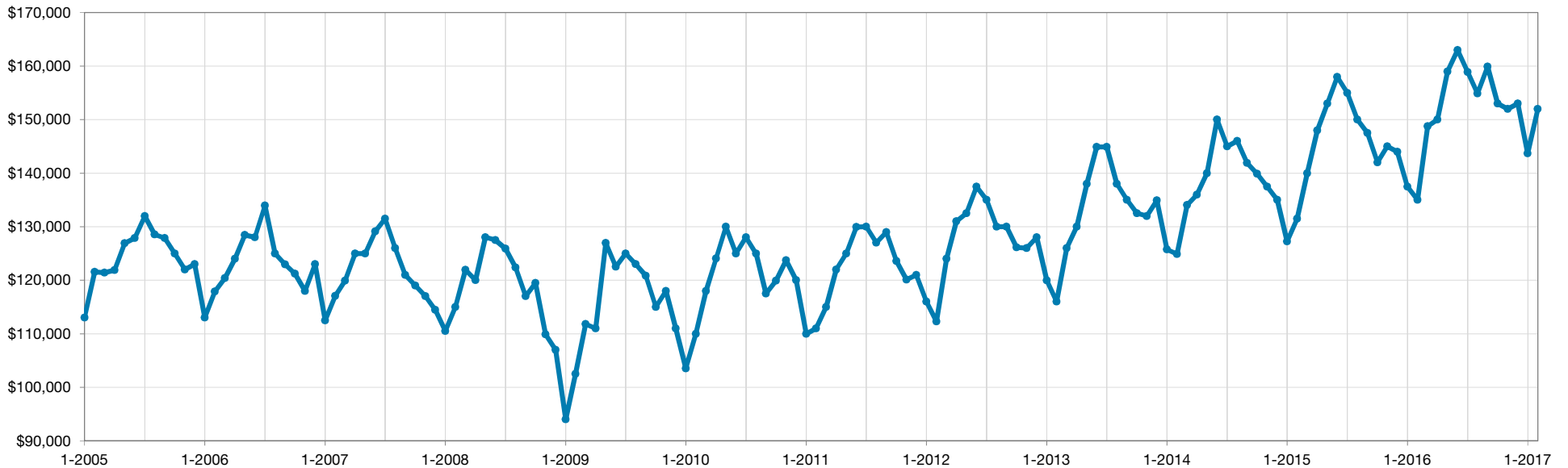
## 3 Month



## February



## Historical Median Sales Price

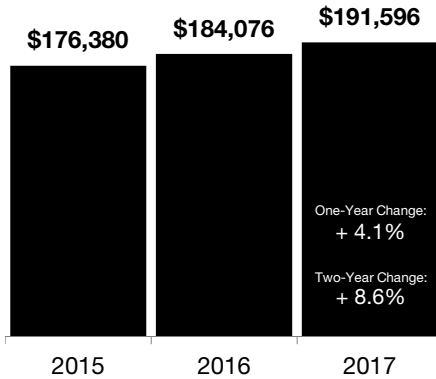


# Average Sales Price

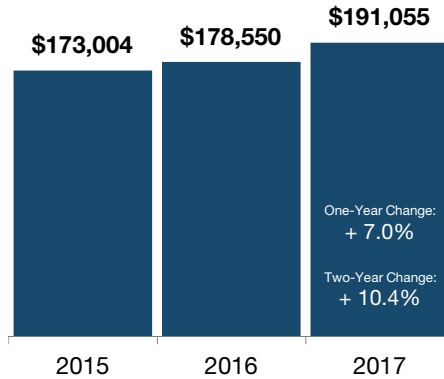
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



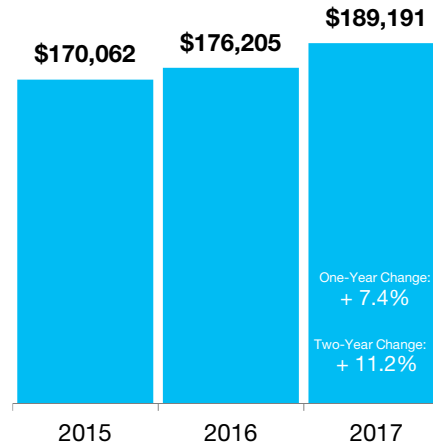
## 12 Month



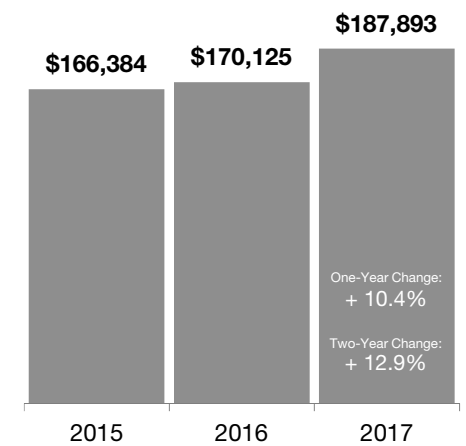
## 6 Month



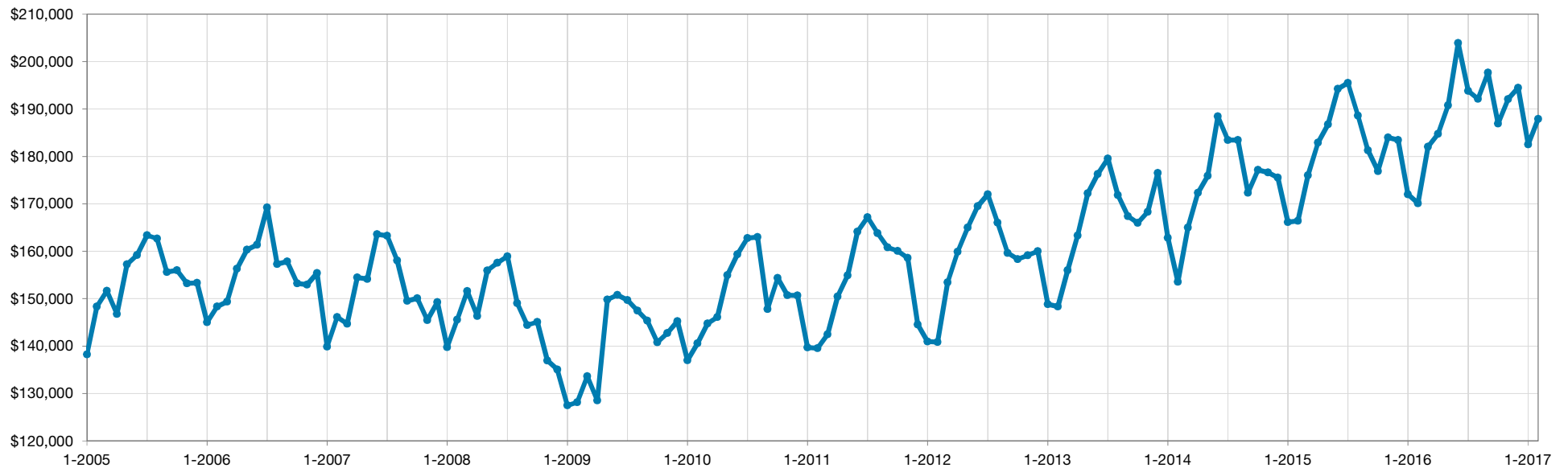
## 3 Month



## February



## Historical Average Sales Price

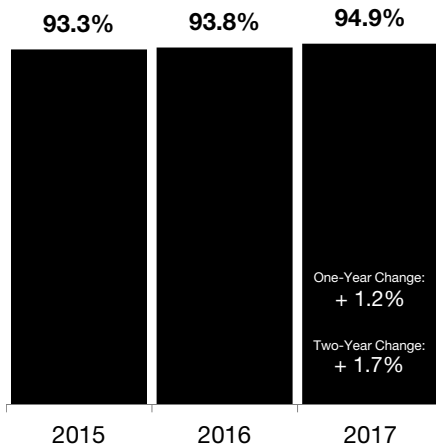


# Percent of Original List Price Received

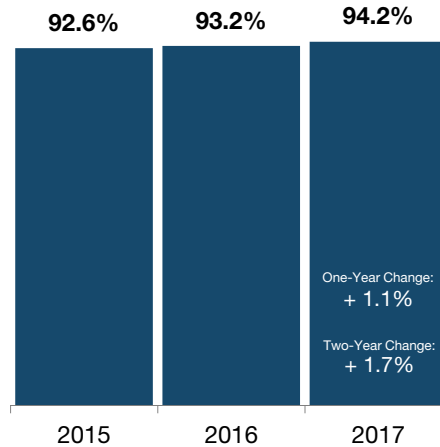
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



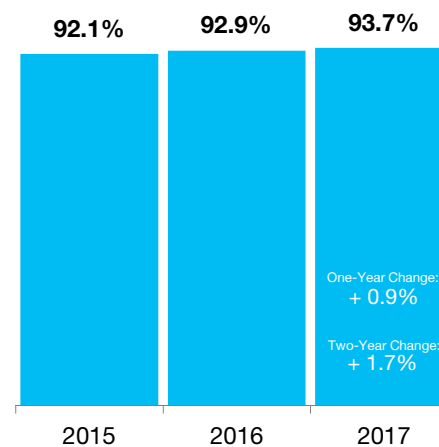
## 12 Month



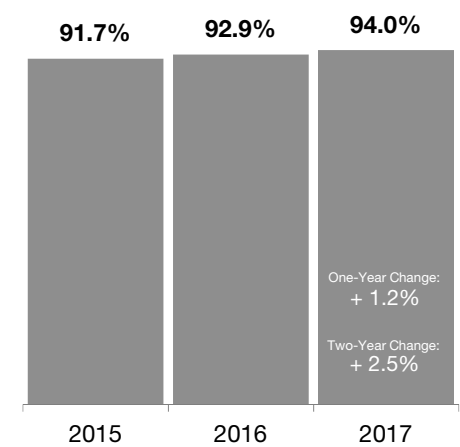
## 6 Month



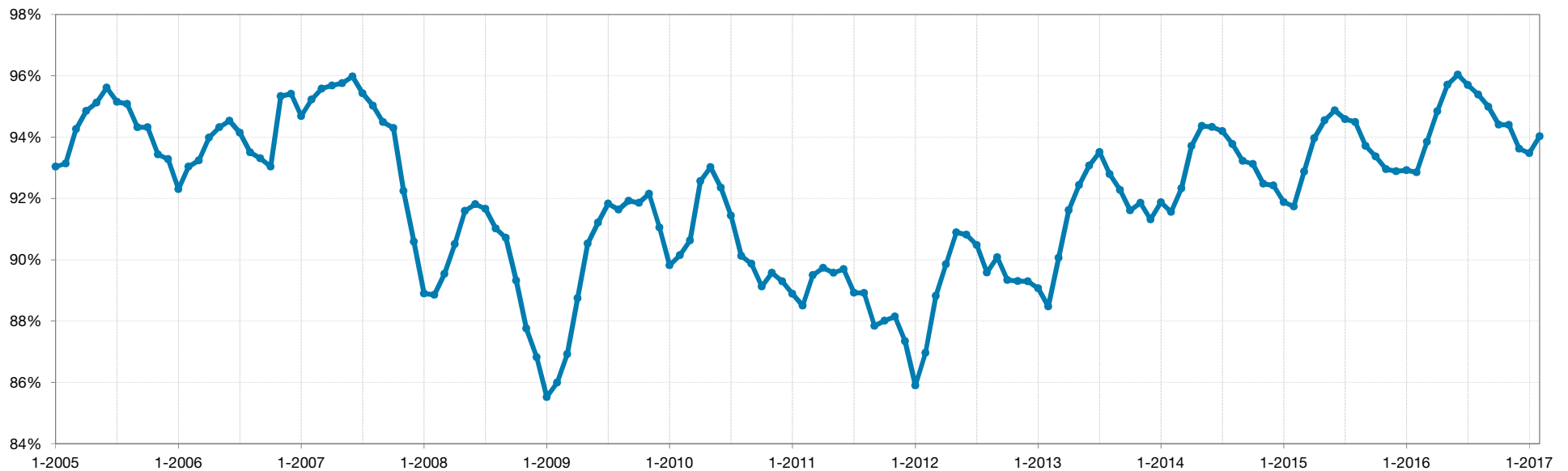
## 3 Month



## February



## Historical Percent of Original List Price Received



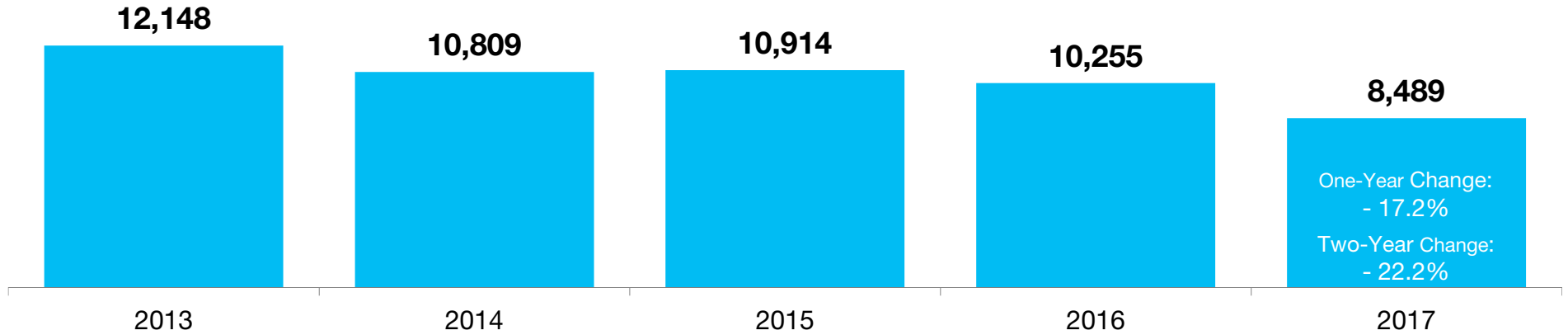


# Inventory of Homes for Sale

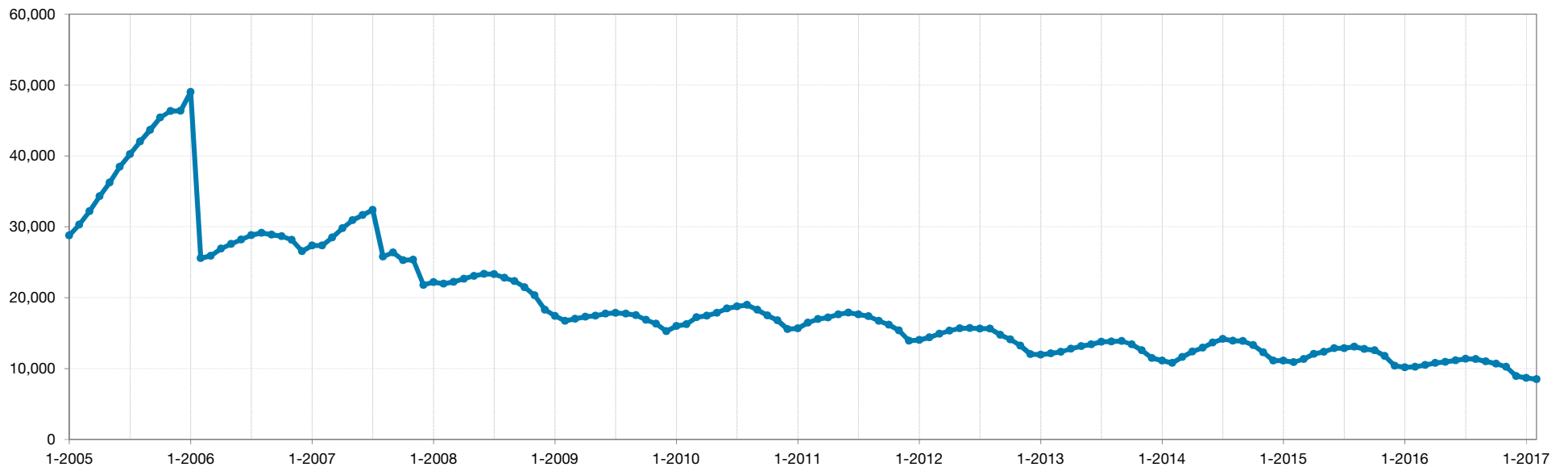
The number of properties available for sale in active status at the end of a given month. There are no rolling figures for Inventory of Homes for Sale because this metric is simply a snapshot frozen in time at the end of each month. It does not add up over a period of months.



## February



## Historical Inventory of Homes Available





# 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		
	2-2016	2-2017	Change	2-2016	2-2017	Change
\$75,000 and Below	2,029	1,450	- 28.5%	171	100	- 41.5%
\$75,001 to \$120,000	1,475	1,063	- 27.9%	186	163	- 12.4%
\$120,001 to \$175,000	1,749	1,343	- 23.2%	180	146	- 18.9%
\$175,001 to \$200,000	575	467	- 18.8%	61	48	- 21.3%
\$200,001 to \$350,000	1,833	1,641	- 10.5%	146	138	- 5.5%
\$350,001 to \$500,000	874	912	+ 4.3%	39	51	+ 30.8%
\$500,001 to \$750,000	532	560	+ 5.3%	11	20	+ 81.8%
\$750,001 to \$1,000,000	203	201	- 1.0%	5	4	- 20.0%
\$1,000,001 and Above	179	178	- 0.6%	7	4	- 42.9%
<b>All Price Ranges</b>	<b>9,449</b>	<b>7,815</b>	<b>- 17.3%</b>	<b>806</b>	<b>674</b>	<b>- 16.4%</b>

## Compared to Prior Month

By Price Range	Single Family			Condo		
	1-2017	2-2017	Change	1-2017	2-2017	Change
\$75,000 and Below	1,516	1,450	- 4.4%	107	100	- 6.5%
\$75,001 to \$120,000	1,130	1,063	- 5.9%	167	163	- 2.4%
\$120,001 to \$175,000	1,501	1,343	- 10.5%	133	146	+ 9.8%
\$175,001 to \$200,000	494	467	- 5.5%	48	48	0.0%
\$200,001 to \$350,000	1,611	1,641	+ 1.9%	145	138	- 4.8%
\$350,001 to \$500,000	881	912	+ 3.5%	38	51	+ 34.2%
\$500,001 to \$750,000	519	560	+ 7.9%	15	20	+ 33.3%
\$750,001 to \$1,000,000	181	201	+ 11.0%	4	4	0.0%
\$1,000,001 and Above	174	178	+ 2.3%	4	4	0.0%
<b>All Price Ranges</b>	<b>8,007</b>	<b>7,815</b>	<b>- 2.4%</b>	<b>661</b>	<b>674</b>	<b>+ 2.0%</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		
	2-2016	2-2017	Change	2-2016	2-2017	Change
\$75,000 and Below	327	299	- 8.6%	24	25	+ 4.2%
\$75,001 to \$120,000	406	303	- 25.4%	45	47	+ 4.4%
\$120,001 to \$175,000	492	481	- 2.2%	36	33	- 8.3%
\$175,001 to \$200,000	125	151	+ 20.8%	7	13	+ 85.7%
\$200,001 to \$350,000	338	399	+ 18.0%	15	34	+ 126.7%
\$350,001 to \$500,000	108	123	+ 13.9%	4	5	+ 25.0%
\$500,001 to \$750,000	36	47	+ 30.6%	2	1	- 50.0%
\$750,001 to \$1,000,000	9	15	+ 66.7%	--	--	--
\$1,000,001 and Above	10	8	- 20.0%	--	--	--
<b>All Price Ranges</b>	<b>1,851</b>	<b>1,826</b>	<b>- 1.4%</b>	<b>133</b>	<b>158</b>	<b>+ 18.8%</b>

## Compared to Prior Month

By Price Range	Single Family			Condo		
	1-2017	2-2017	Change	1-2017	2-2017	Change
\$75,000 and Below	301	299	- 0.7%	18	25	+ 38.9%
\$75,001 to \$120,000	310	303	- 2.3%	30	47	+ 56.7%
\$120,001 to \$175,000	441	481	+ 9.1%	23	33	+ 43.5%
\$175,001 to \$200,000	127	151	+ 18.9%	4	13	+ 225.0%
\$200,001 to \$350,000	348	399	+ 14.7%	26	34	+ 30.8%
\$350,001 to \$500,000	106	123	+ 16.0%	4	5	+ 25.0%
\$500,001 to \$750,000	44	47	+ 6.8%	2	1	- 50.0%
\$750,001 to \$1,000,000	15	15	0.0%	--	--	--
\$1,000,001 and Above	7	8	+ 14.3%	--	--	--
<b>All Price Ranges</b>	<b>1,699</b>	<b>1,826</b>	<b>+ 7.5%</b>	<b>107</b>	<b>158</b>	<b>+ 47.7%</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>	Dec 2016	41,896	42,439	- 1.3%	18,998	18,992	+ 0.0%	7,547	7,705	- 2.1%	1,821	1,922	- 5.3%
	Jan 2017	41,897	42,131	- 0.6%	17,359	17,414	- 0.3%	6,908	6,882	+ 0.4%	2,468	2,467	+ 0.0%
	<b>Feb 2017</b>	<b>41,836</b>	<b>42,338</b>	<b>- 1.2%</b>	<b>16,479</b>	<b>16,578</b>	<b>- 0.6%</b>	<b>7,274</b>	<b>7,435</b>	<b>- 2.2%</b>	<b>2,985</b>	<b>3,046</b>	<b>- 2.0%</b>
<b>Pending Sales</b>	Dec 2016	31,109	30,074	+ 3.4%	14,415	14,413	+ 0.0%	6,166	6,360	- 3.1%	1,845	1,887	- 2.2%
	Jan 2017	31,210	30,237	+ 3.2%	13,748	13,601	+ 1.1%	5,938	5,929	+ 0.2%	2,062	1,961	+ 5.2%
	<b>Feb 2017</b>	<b>31,265</b>	<b>30,463</b>	<b>+ 2.6%</b>	<b>13,238</b>	<b>13,340</b>	<b>- 0.8%</b>	<b>6,319</b>	<b>6,205</b>	<b>+ 1.8%</b>	<b>2,412</b>	<b>2,357</b>	<b>+ 2.3%</b>
<b>Closed Sales</b>	Dec 2016	34,202	31,875	+ 7.3%	17,672	16,519	+ 7.0%	7,949	7,326	+ 8.5%	2,674	2,587	+ 3.4%
	Jan 2017	34,274	31,958	+ 7.2%	16,020	14,718	+ 8.8%	6,959	6,359	+ 9.4%	1,739	1,667	+ 4.3%
	<b>Feb 2017</b>	<b>34,244</b>	<b>32,094</b>	<b>+ 6.7%</b>	<b>14,661</b>	<b>13,668</b>	<b>+ 7.3%</b>	<b>6,312</b>	<b>6,183</b>	<b>+ 2.1%</b>	<b>1,899</b>	<b>1,929</b>	<b>- 1.6%</b>
<b>Median Sales Price</b>	Dec 2016	\$154,000	\$147,000	+ 4.8%	\$155,000	\$148,000	+ 4.7%	\$153,900	\$143,224	+ 7.5%	\$154,000	\$143,900	+ 7.0%
	Jan 2017	\$154,500	\$147,500	+ 4.7%	\$154,000	\$145,000	+ 6.2%	\$151,000	\$142,000	+ 6.3%	\$143,500	\$137,038	+ 4.7%
	<b>Feb 2017</b>	<b>\$155,000</b>	<b>\$147,999</b>	<b>+ 4.7%</b>	<b>\$154,000</b>	<b>\$142,000</b>	<b>+ 8.5%</b>	<b>\$151,000</b>	<b>\$139,900</b>	<b>+ 7.9%</b>	<b>\$152,000</b>	<b>\$135,000</b>	<b>+ 12.6%</b>
<b>Average Sales Price</b>	Dec 2016	\$190,224	\$183,461	+ 3.7%	\$193,609	\$185,161	+ 4.6%	\$191,786	\$181,063	+ 5.9%	\$194,628	\$183,320	+ 6.2%
	Jan 2017	\$190,723	\$183,686	+ 3.8%	\$192,222	\$181,281	+ 6.0%	\$191,132	\$180,422	+ 5.9%	\$182,403	\$171,584	+ 6.3%
	<b>Feb 2017</b>	<b>\$191,778</b>	<b>\$183,891</b>	<b>+ 4.3%</b>	<b>\$191,699</b>	<b>\$178,218</b>	<b>+ 7.6%</b>	<b>\$189,594</b>	<b>\$176,112</b>	<b>+ 7.7%</b>	<b>\$189,102</b>	<b>\$170,326</b>	<b>+ 11.0%</b>
<b>Pct. of Original List Price Received at Sale</b>	Dec 2016	94.8%	93.7%	+ 1.2%	94.8%	93.7%	+ 1.2%	94.1%	93.1%	+ 1.1%	93.6%	92.8%	+ 0.9%
	Jan 2017	94.8%	93.7%	+ 1.2%	94.5%	93.4%	+ 1.2%	93.9%	92.9%	+ 1.1%	93.5%	92.8%	+ 0.8%
	<b>Feb 2017</b>	<b>94.9%</b>	<b>93.8%</b>	<b>+ 1.2%</b>	<b>94.2%</b>	<b>93.1%</b>	<b>+ 1.2%</b>	<b>93.7%</b>	<b>92.8%</b>	<b>+ 1.0%</b>	<b>94.0%</b>	<b>92.8%</b>	<b>+ 1.3%</b>
<b>Total Active Listings Available at Month End</b>	Dec 2016										8,580	10,077	- 14.9%
	Jan 2017										8,298	9,880	- 16.0%
	<b>Feb 2017</b>										<b>8,140</b>	<b>9,951</b>	<b>- 18.2%</b>
<b>Months Supply of Inventory / Absorption Rate</b>	Dec 2016										3.0	3.8	- 21.1%
	Jan 2017										2.9	3.7	- 21.6%
	<b>Feb 2017</b>										<b>2.9</b>	<b>3.7</b>	<b>- 21.6%</b>

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

# Local Market Update – February 2017

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



## Bartholomew County

**- 32.5%**

**- 26.1%**

**+ 22.7%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

### Dec through Feb

### February

	2016	2017	+ / -	2016	2017	+ / -
New Listings	399	260	- 34.8%	169	114	- 32.5%
Closed Sales	318	199	- 37.4%	92	68	- 26.1%
Median Sales Price*	\$145,000	<b>\$158,700</b>	+ 9.4%	\$131,200	<b>\$160,950</b>	+ 22.7%
Average Sales Price*	\$180,573	<b>\$196,321</b>	+ 8.7%	\$172,472	<b>\$180,401</b>	+ 4.6%
Percent of Original List Price Received at Sale*	95.1%	<b>94.2%</b>	- 0.9%	94.2%	<b>94.7%</b>	+ 0.6%
Absorption Rate				5.1	<b>2.6</b>	- 48.3%
Single-Family Detached Inventory				487	<b>283</b>	- 41.9%
Townhouse-Condo Inventory				9	<b>8</b>	- 11.1%

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

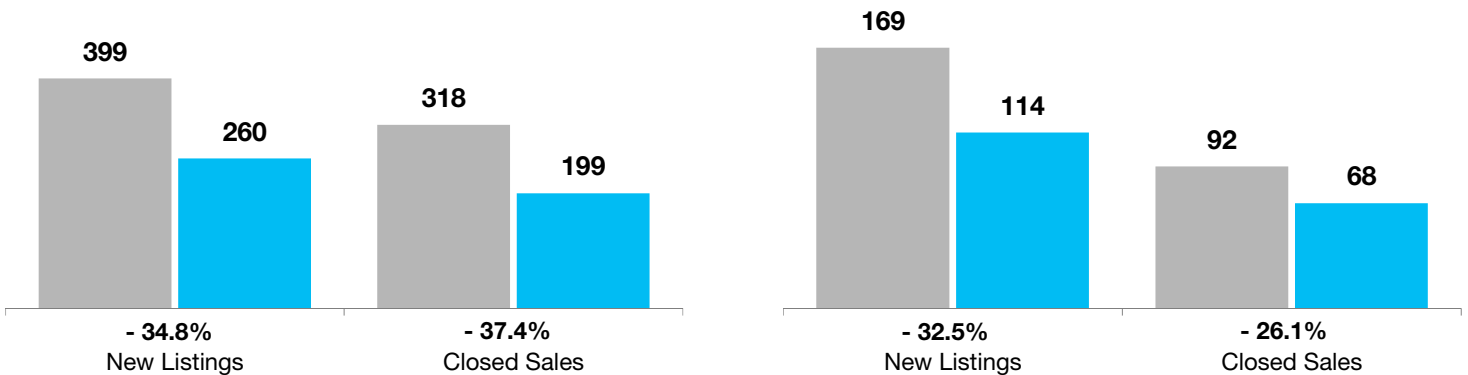
\* Does not account for seller concessions. | + / - by month may look extreme due to small sample size. | Totals rounded to whole number or tenth of a percent; rounding error may occur.

### Dec through Feb

■ 2016 ■ 2017

### February

■ 2016 ■ 2017



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

Indianapolis Metro Area —  
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. | Data obtained from the Broker Listing Cooperative® (BLC®). Provided by the MIBOR REALTOR® Association and Multiple Listing Service. Report © 2017 ShowingTime.

# Local Market Update – February 2017

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



## Boone County

**- 12.5%**      **- 12.5%**      **+ 44.0%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

### Dec through Feb

### February

	2016	2017	+ / -	2016	2017	+ / -
New Listings	278	256	- 7.9%	128	112	- 12.5%
Closed Sales	203	208	+ 2.5%	72	63	- 12.5%
Median Sales Price*	\$202,652	<b>\$216,750</b>	+ 7.0%	\$178,500	<b>\$257,000</b>	+ 44.0%
Average Sales Price*	\$260,054	<b>\$291,196</b>	+ 12.0%	\$245,951	<b>\$316,832</b>	+ 28.8%
Percent of Original List Price Received at Sale*	93.4%	<b>94.2%</b>	+ 0.8%	94.1%	<b>95.0%</b>	+ 1.0%
Absorption Rate				3.9	<b>2.8</b>	- 27.7%
Single-Family Detached Inventory				358	<b>280</b>	- 21.8%
Townhouse-Condo Inventory				12	<b>12</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.

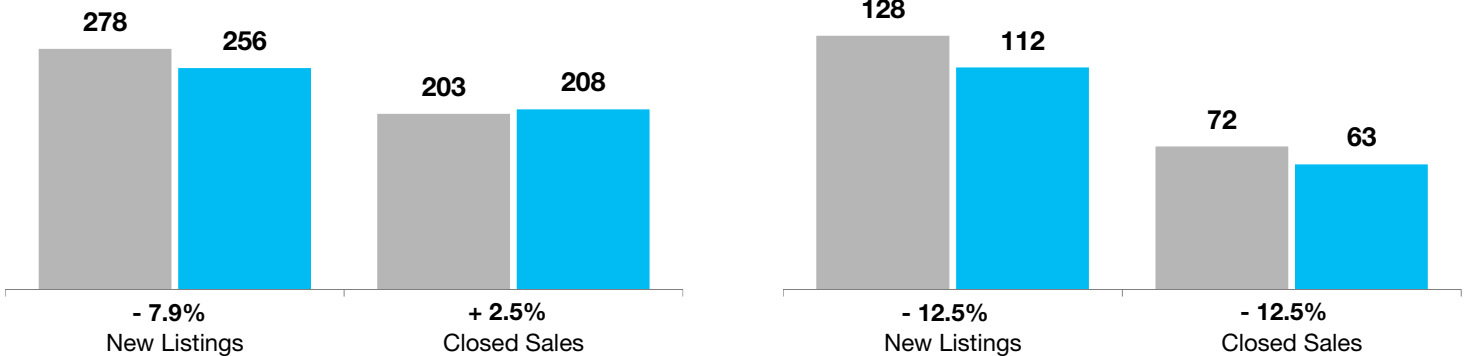
\* Does not account for seller concessions. | + / - by month may look extreme due to small sample size. | Totals rounded to whole number or tenth of a percent; rounding error may occur.

### Dec through Feb

■ 2016 ■ 2017

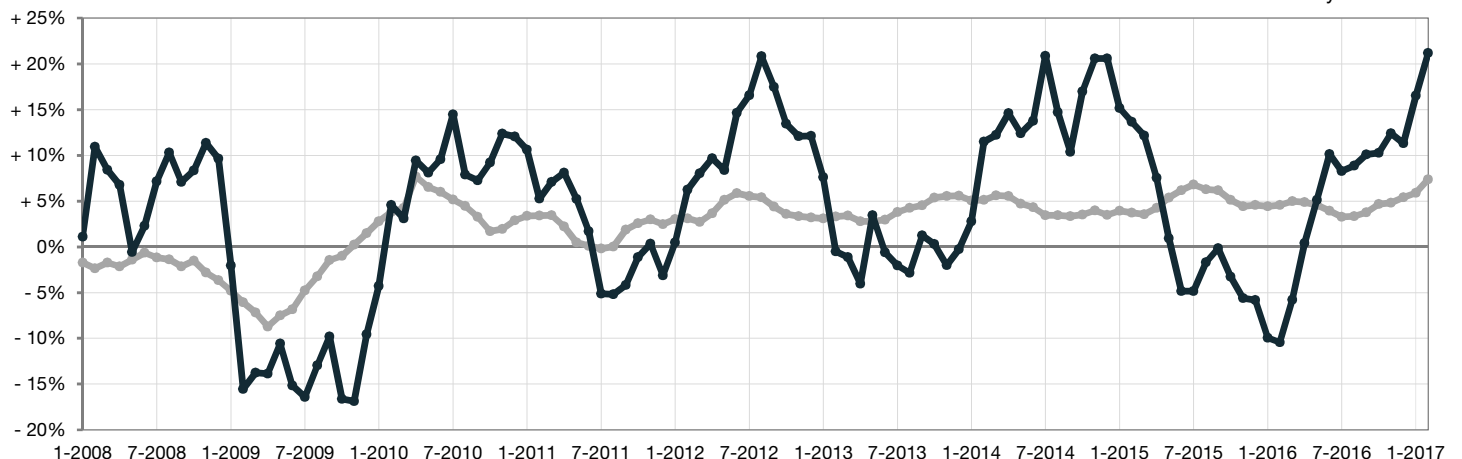
### February

■ 2016 ■ 2017



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

Indianapolis Metro Area —  
Boone County —



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# Local Market Update – February 2017

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



## Brown County

**+ 15.6%**

**+ 15.4%**

**- 16.1%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

### Dec through Feb

### February

	2016	2017	+ / -	2016	2017	+ / -
New Listings	67	80	+ 19.4%	32	37	+ 15.6%
Closed Sales	52	52	0.0%	13	15	+ 15.4%
Median Sales Price*	\$194,000	<b>\$162,000</b>	- 16.5%	\$196,000	<b>\$164,500</b>	- 16.1%
Average Sales Price*	\$197,003	<b>\$175,037</b>	- 11.2%	\$215,009	<b>\$164,680</b>	- 23.4%
Percent of Original List Price Received at Sale*	88.7%	<b>90.6%</b>	+ 2.2%	92.2%	<b>89.0%</b>	- 3.5%
Absorption Rate				14.4	<b>10.2</b>	- 28.9%
Single-Family Detached Inventory				265	<b>244</b>	- 7.9%
Townhouse-Condo Inventory				3	<b>7</b>	+ 133.3%

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.

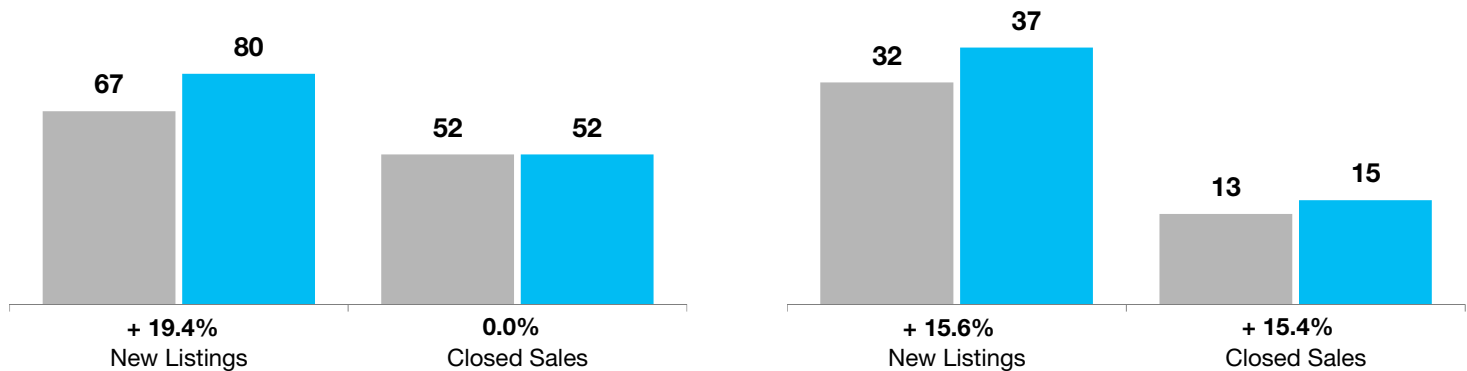
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### Dec through Feb

■ 2016 ■ 2017

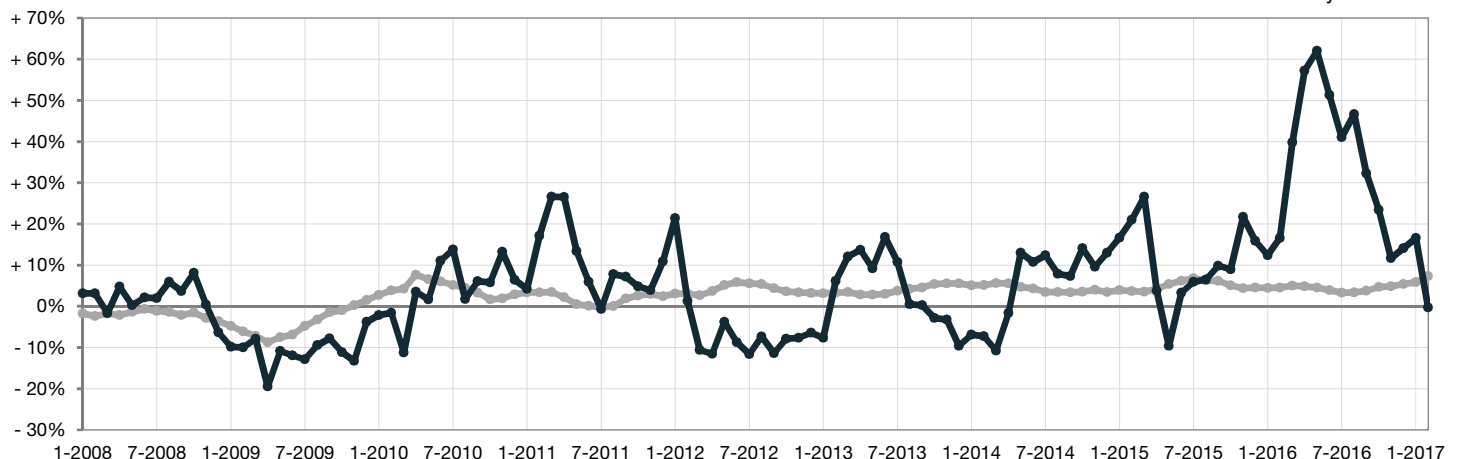
### February

■ 2016 ■ 2017



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

Indianapolis Metro Area —  
Brown County —



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# Local Market Update – February 2017

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



**+ 19.2%**      **+ 22.2%**      **+ 37.5%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

## Decatur County

### Dec through Feb

### February

	2016	2017	+ / -	2016	2017	+ / -
New Listings	64	70	+ 9.4%	26	31	+ 19.2%
Closed Sales	50	64	+ 28.0%	18	22	+ 22.2%
Median Sales Price*	\$120,000	<b>\$127,000</b>	+ 5.8%	\$92,750	<b>\$127,500</b>	+ 37.5%
Average Sales Price*	\$147,484	<b>\$134,828</b>	- 8.6%	\$94,185	<b>\$136,101</b>	+ 44.5%
Percent of Original List Price Received at Sale*	90.7%	<b>93.2%</b>	+ 2.8%	91.5%	<b>92.7%</b>	+ 1.3%
Absorption Rate				5.3	<b>4.0</b>	- 24.0%
Single-Family Detached Inventory				117	<b>92</b>	- 21.4%
Townhouse-Condo Inventory				0	<b>0</b>	--

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

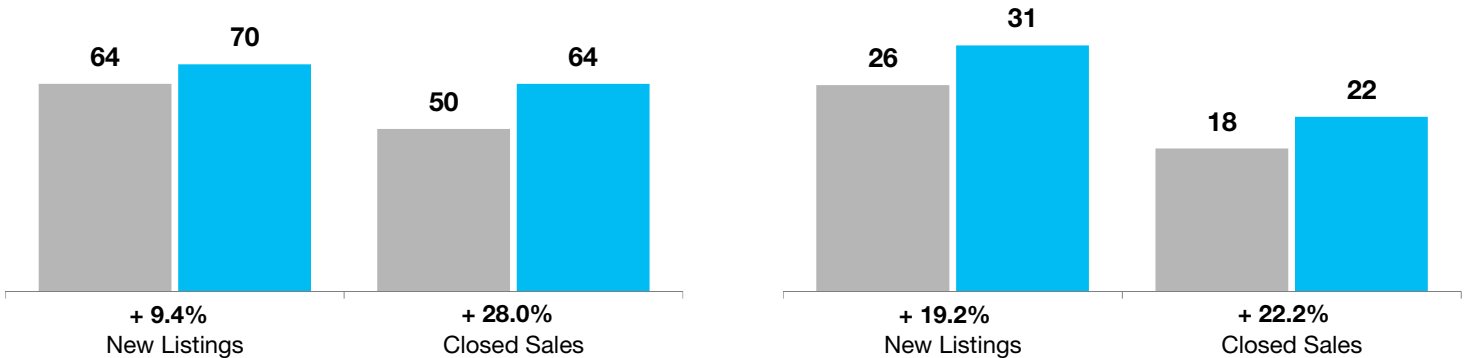
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### Dec through Feb

■ 2016 ■ 2017

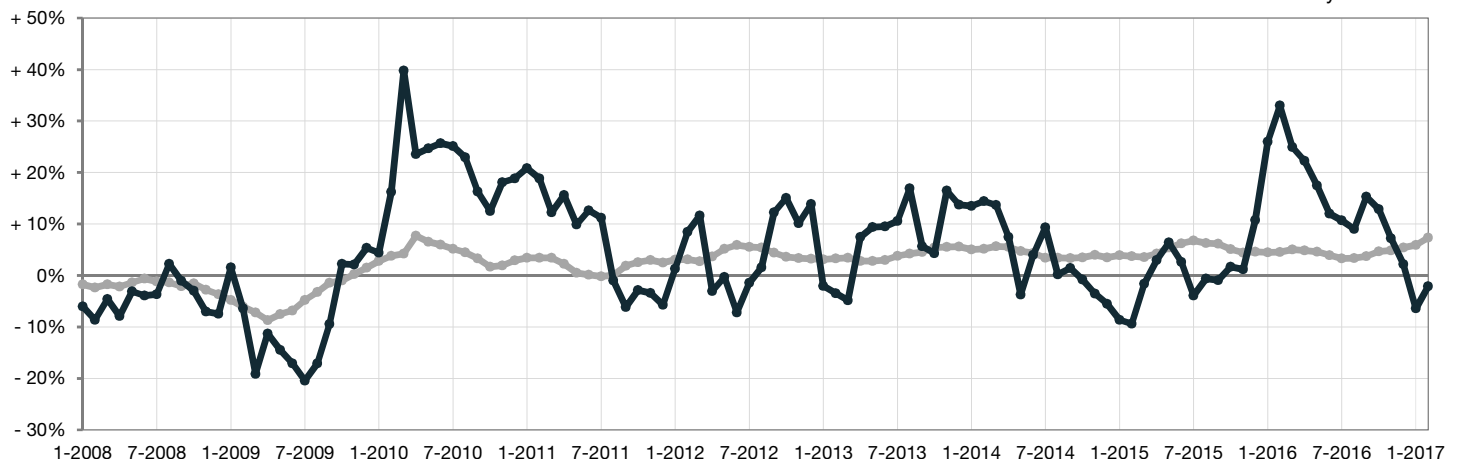
### February

■ 2016 ■ 2017



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

Indianapolis Metro Area —  
Decatur County —



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# Local Market Update – February 2017

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



**- 7.1%**

**+ 5.3%**

**+ 15.1%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

## Hamilton County

### Dec through Feb

### February

	2016	2017	+ / -	2016	2017	+ / -
New Listings	1,445	<b>1,390</b>	- 3.8%	623	<b>579</b>	- 7.1%
Closed Sales	1,217	<b>1,214</b>	- 0.2%	357	<b>376</b>	+ 5.3%
Median Sales Price*	\$230,000	<b>\$245,949</b>	+ 6.9%	\$215,500	<b>\$248,000</b>	+ 15.1%
Average Sales Price*	\$278,577	<b>\$297,135</b>	+ 6.7%	\$267,889	<b>\$297,200</b>	+ 10.9%
Percent of Original List Price Received at Sale*	95.3%	<b>95.5%</b>	+ 0.2%	95.6%	<b>95.5%</b>	- 0.1%
Absorption Rate				3.0	<b>2.6</b>	- 11.7%
Single-Family Detached Inventory				1,497	<b>1,379</b>	- 7.9%
Townhouse-Condo Inventory				159	<b>142</b>	- 10.7%

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

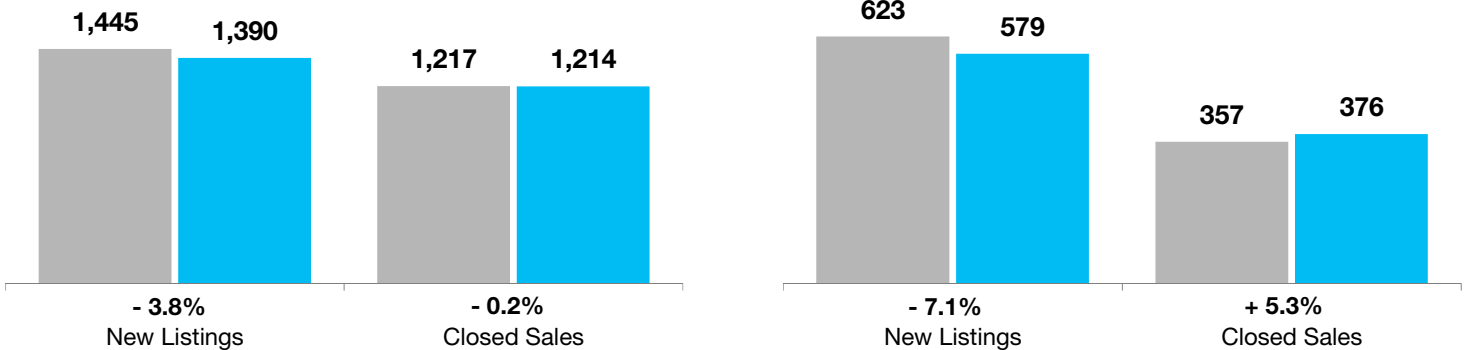
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### Dec through Feb

■ 2016 ■ 2017

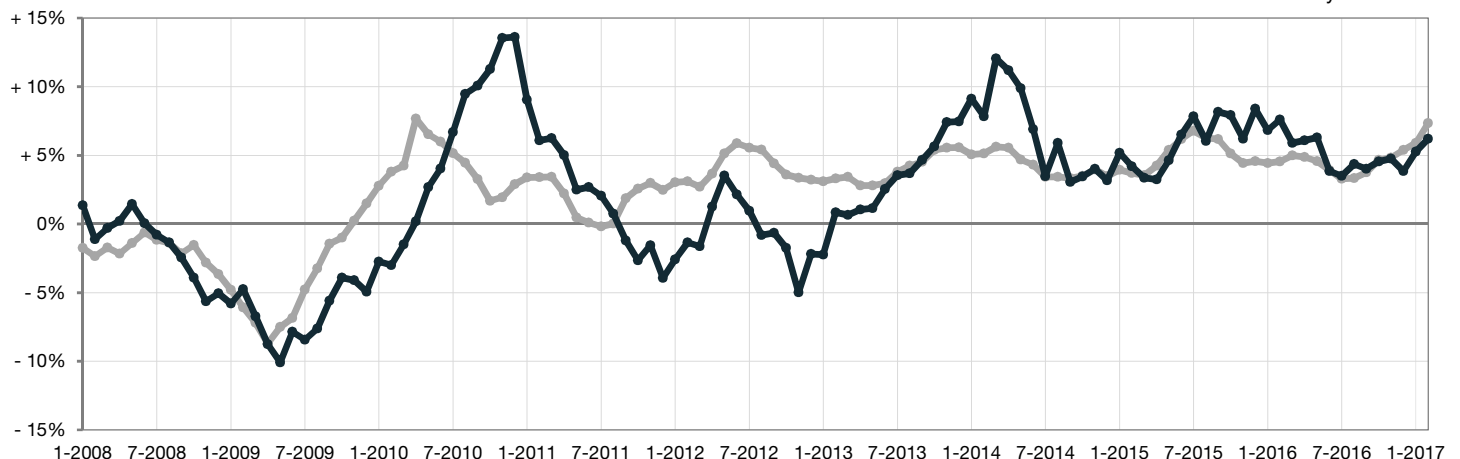
### February

■ 2016 ■ 2017



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

Indianapolis Metro Area —  
Hamilton County —



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# Local Market Update – February 2017

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



**- 10.9%**

**+ 3.9%**

**+ 8.4%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

## Hancock County

### Dec through Feb

### February

	2016	2017	+ / -	2016	2017	+ / -
New Listings	276	254	- 8.0%	119	106	- 10.9%
Closed Sales	241	245	+ 1.7%	76	79	+ 3.9%
Median Sales Price*	\$147,400	<b>\$154,000</b>	+ 4.5%	\$145,700	<b>\$158,000</b>	+ 8.4%
Average Sales Price*	\$167,527	<b>\$176,504</b>	+ 5.4%	\$167,618	<b>\$170,229</b>	+ 1.6%
Percent of Original List Price Received at Sale*	94.4%	<b>94.0%</b>	- 0.5%	93.9%	<b>94.2%</b>	+ 0.3%
Absorption Rate				3.3	<b>2.5</b>	- 23.0%
Single-Family Detached Inventory				336	<b>271</b>	- 19.3%
Townhouse-Condo Inventory				6	<b>11</b>	+ 83.3%

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.

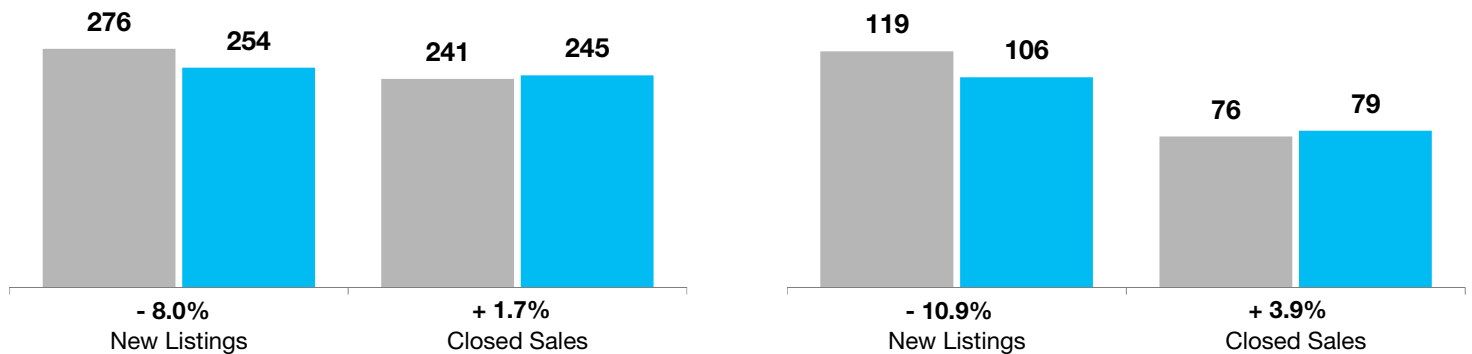
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### Dec through Feb

■ 2016 ■ 2017

### February

■ 2016 ■ 2017



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

Indianapolis Metro Area — Indianapolis Metro Area  
Hancock County — Hancock County



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# Local Market Update – February 2017

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



**+ 7.4%**

**+ 28.1%**

**+ 21.7%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

## Hendricks County

### Dec through Feb

### February

	2016	2017	+ / -	2016	2017	+ / -
New Listings	579	640	+ 10.5%	243	261	+ 7.4%
Closed Sales	500	567	+ 13.4%	146	187	+ 28.1%
Median Sales Price*	\$152,000	<b>\$177,000</b>	+ 16.4%	\$150,000	<b>\$182,500</b>	+ 21.7%
Average Sales Price*	\$176,975	<b>\$196,253</b>	+ 10.9%	\$167,605	<b>\$204,411</b>	+ 22.0%
Percent of Original List Price Received at Sale*	94.2%	<b>95.6%</b>	+ 1.4%	94.1%	<b>96.0%</b>	+ 2.0%
Absorption Rate				2.8	<b>2.4</b>	- 17.2%
Single-Family Detached Inventory				625	<b>560</b>	- 10.4%
Townhouse-Condo Inventory				48	<b>37</b>	- 22.9%

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

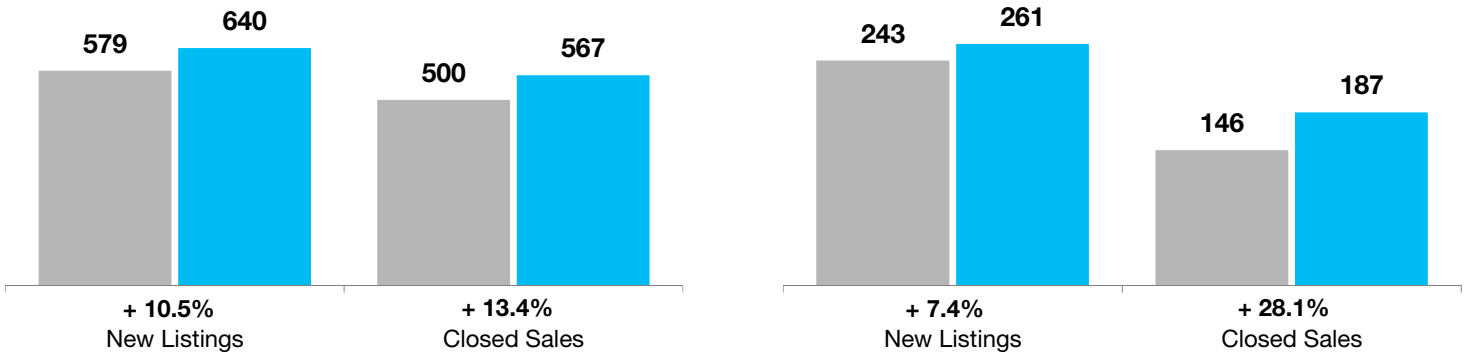
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### Dec through Feb

■ 2016 ■ 2017

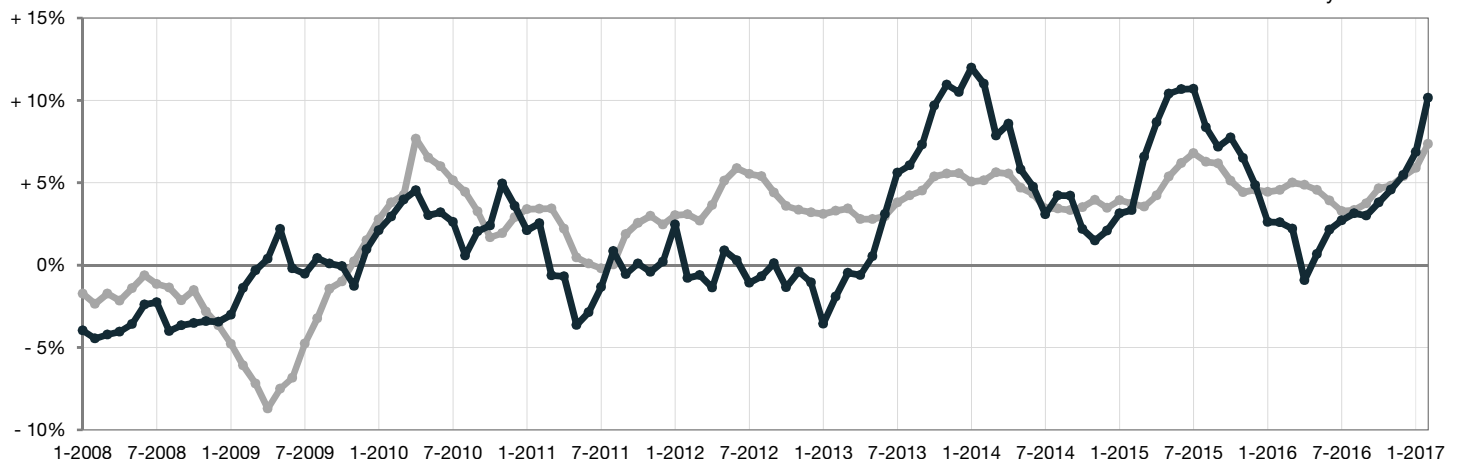
### February

■ 2016 ■ 2017



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

Indianapolis Metro Area —  
Hendricks County —



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# Local Market Update – February 2017

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



**+ 90.9%**      **+ 70.0%**      **+ 78.3%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

## Jennings County

### Dec through Feb

### February

	2016	2017	+ / -	2016	2017	+ / -
New Listings	35	51	+ 45.7%	11	21	+ 90.9%
Closed Sales	27	44	+ 63.0%	10	17	+ 70.0%
Median Sales Price*	\$72,000	<b>\$89,900</b>	+ 24.9%	\$42,000	<b>\$74,900</b>	+ 78.3%
Average Sales Price*	\$89,228	<b>\$97,943</b>	+ 9.8%	\$60,806	<b>\$84,426</b>	+ 38.8%
Percent of Original List Price Received at Sale*	92.2%	<b>89.5%</b>	- 2.9%	89.3%	<b>89.3%</b>	- 0.0%
Absorption Rate				4.8	<b>3.8</b>	- 21.7%
Single-Family Detached Inventory				66	<b>58</b>	- 12.1%
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.

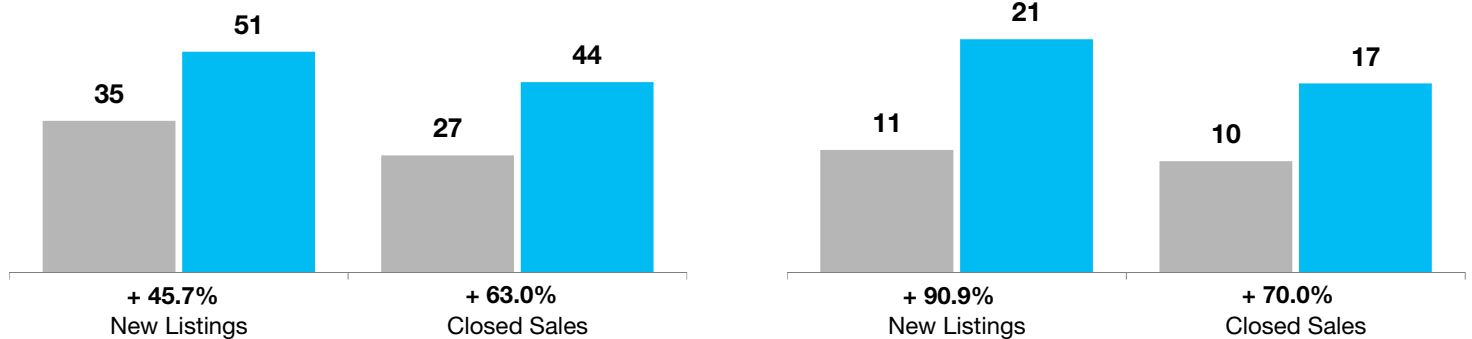
\* Does not account for seller concessions. | + / - by month may look extreme due to small sample size. | Totals rounded to whole number or tenth of a percent; rounding error may occur.

### Dec through Feb

■ 2016 ■ 2017

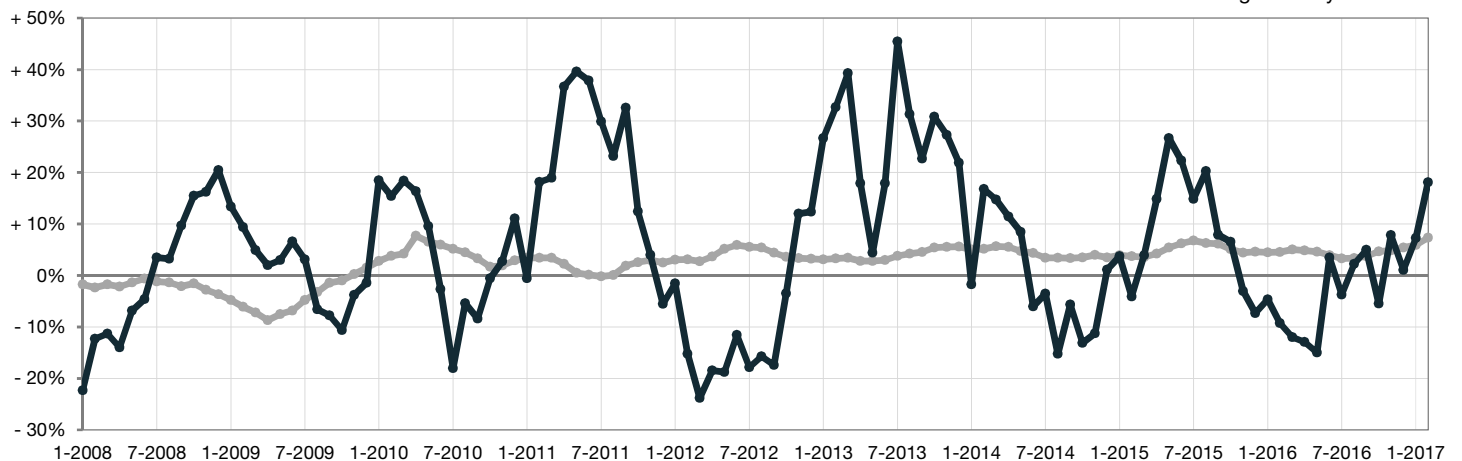
### February

■ 2016 ■ 2017



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

Indianapolis Metro Area —  
Jennings County —



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# Local Market Update – February 2017

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



**- 7.8%**

**- 0.7%**

**+ 5.6%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

## Johnson County

### Dec through Feb

### February

	2016	2017	+ / -	2016	2017	+ / -
New Listings	601	538	- 10.5%	243	224	- 7.8%
Closed Sales	505	513	+ 1.6%	147	146	- 0.7%
Median Sales Price*	\$142,000	<b>\$155,750</b>	+ 9.7%	\$144,900	<b>\$153,000</b>	+ 5.6%
Average Sales Price*	\$176,089	<b>\$192,700</b>	+ 9.4%	\$193,548	<b>\$180,686</b>	- 6.6%
Percent of Original List Price Received at Sale*	93.8%	<b>95.3%</b>	+ 1.6%	93.9%	<b>96.1%</b>	+ 2.3%
Absorption Rate				3.1	<b>2.4</b>	- 24.0%
Single-Family Detached Inventory				678	<b>532</b>	- 21.5%
Townhouse-Condo Inventory				25	<b>22</b>	- 12.0%

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.

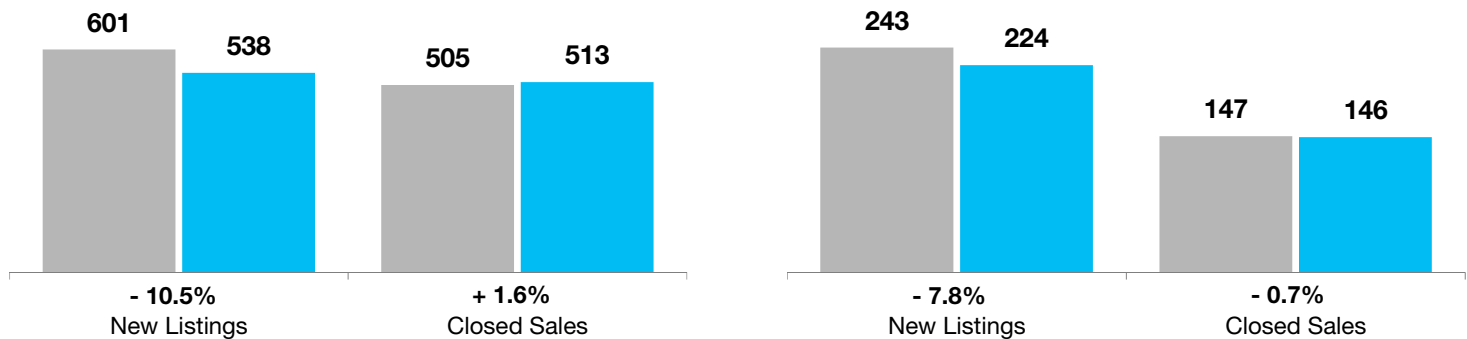
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### Dec through Feb

■ 2016 ■ 2017

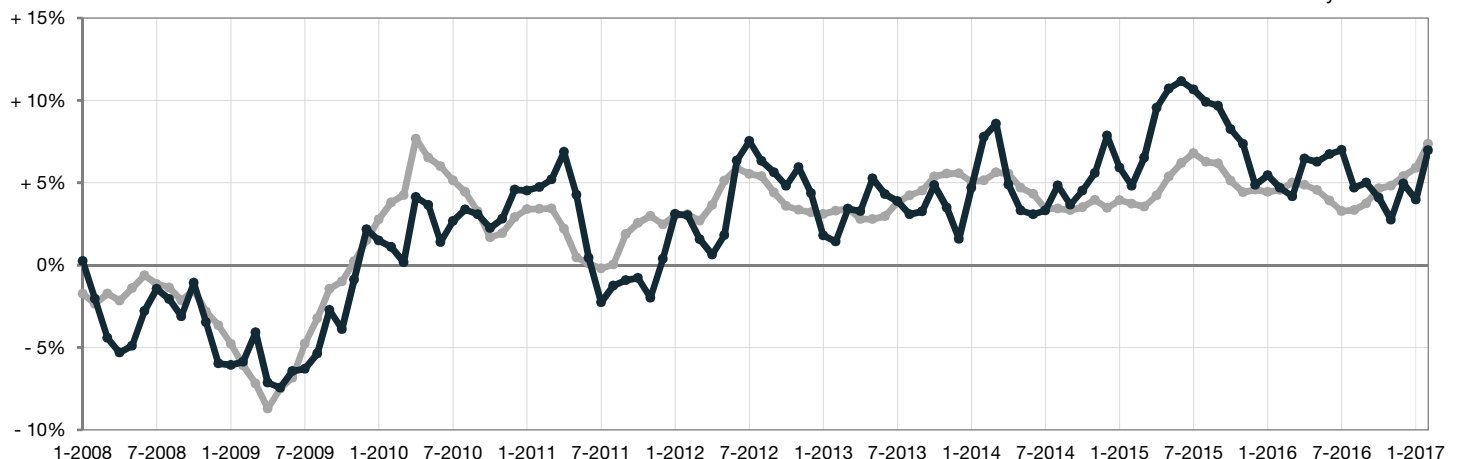
### February

■ 2016 ■ 2017



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

Indianapolis Metro Area —  
Johnson County —



\*\* Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | Data obtained from the Broker Listing Cooperative® (BLC®). Provided by the MIBOR REALTOR® Association and Multiple Listing Service. Report © 2017 ShowingTime.

# Local Market Update – February 2017

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



**- 7.6%**

**- 7.8%**

**+ 3.9%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

## Madison County

### Dec through Feb

### February

	2016	2017	+ / -	2016	2017	+ / -
New Listings	391	370	- 5.4%	158	146	- 7.6%
Closed Sales	306	306	0.0%	103	95	- 7.8%
Median Sales Price*	\$82,950	<b>\$85,250</b>	+ 2.8%	\$82,500	<b>\$85,750</b>	+ 3.9%
Average Sales Price*	\$92,242	<b>\$95,349</b>	+ 3.4%	\$87,533	<b>\$102,401</b>	+ 17.0%
Percent of Original List Price Received at Sale*	88.9%	<b>90.1%</b>	+ 1.3%	88.2%	<b>91.4%</b>	+ 3.6%
Absorption Rate				4.8	<b>3.6</b>	- 23.9%
Single-Family Detached Inventory				556	<b>456</b>	- 18.0%
Townhouse-Condo Inventory				33	<b>17</b>	- 48.5%

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.

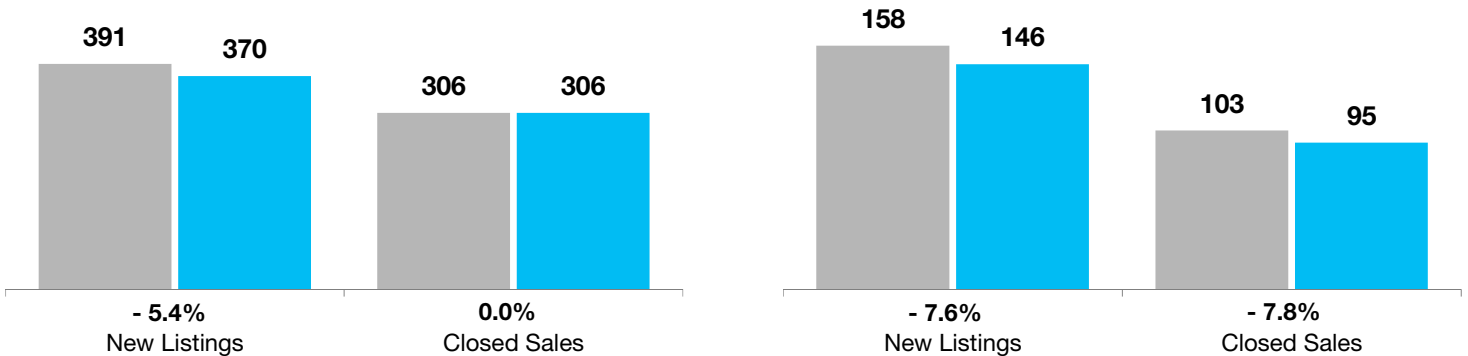
\* Does not account for seller concessions. | + / - by month may look extreme due to small sample size. | Totals rounded to whole number or tenth of a percent; rounding error may occur.

### Dec through Feb

■ 2016 ■ 2017

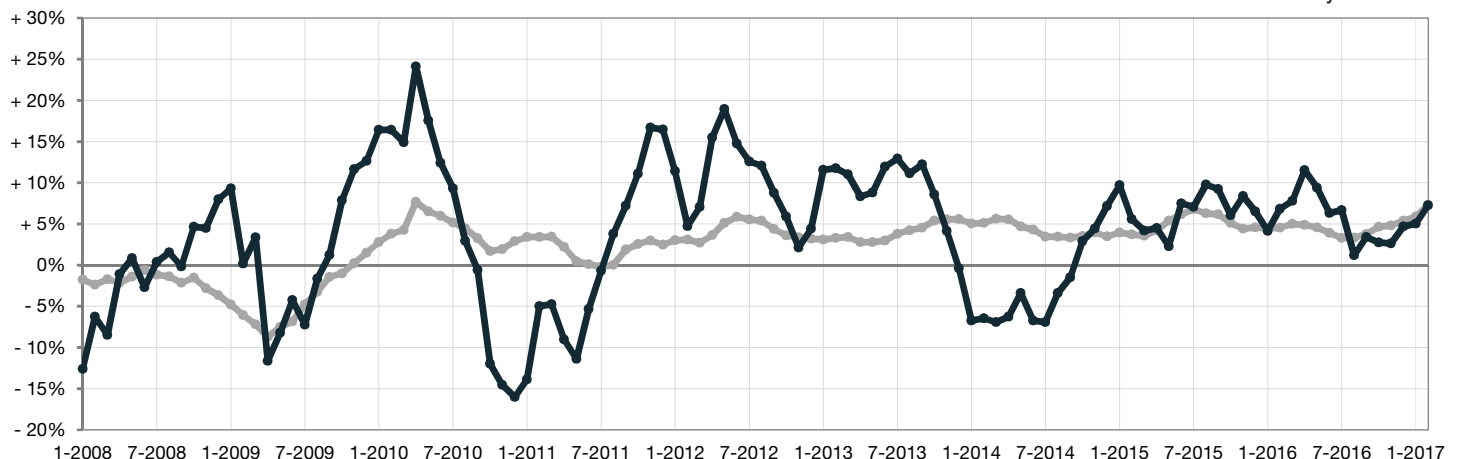
### February

■ 2016 ■ 2017



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

Indianapolis Metro Area —  
Madison County —



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# Local Market Update – February 2017

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



**- 0.2%**

**- 7.3%**

**+ 8.2%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

## Marion County

### Dec through Feb

### February

	2016	2017	+ / -	2016	2017	+ / -
New Listings	3,164	<b>3,147</b>	- 0.5%	1,257	<b>1,255</b>	- 0.2%
Closed Sales	2,626	<b>2,637</b>	+ 0.4%	847	<b>785</b>	- 7.3%
Median Sales Price*	\$115,000	<b>\$125,000</b>	+ 8.7%	\$115,000	<b>\$124,400</b>	+ 8.2%
Average Sales Price*	\$140,075	<b>\$151,582</b>	+ 8.2%	\$138,548	<b>\$147,305</b>	+ 6.3%
Percent of Original List Price Received at Sale*	91.9%	<b>92.9%</b>	+ 1.1%	92.4%	<b>93.2%</b>	+ 0.9%
Absorption Rate				3.9	<b>2.8</b>	- 27.8%
Single-Family Detached Inventory				3,812	<b>2,955</b>	- 22.5%
Townhouse-Condo Inventory				483	<b>388</b>	- 19.7%

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

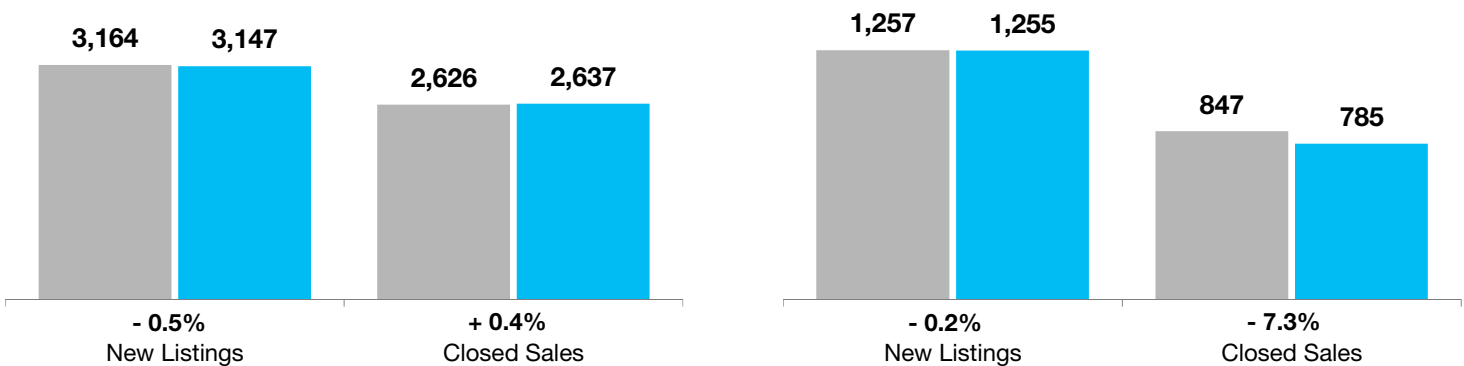
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### Dec through Feb

■ 2016 ■ 2017

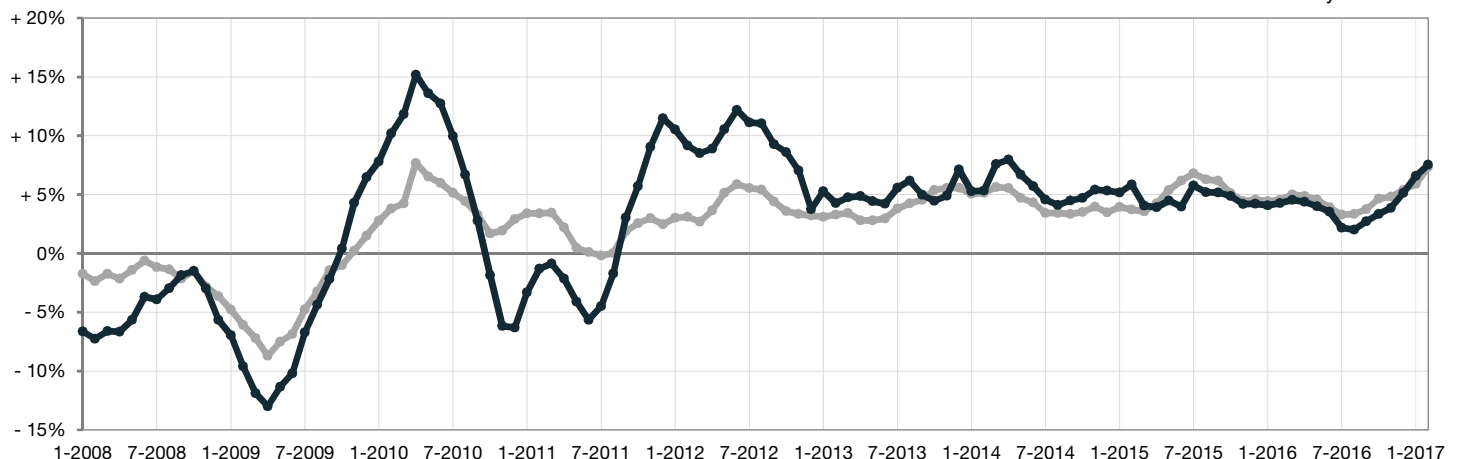
### February

■ 2016 ■ 2017



### 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 2017

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



**+ 4.9%**

**- 17.2%**

**+ 75.2%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

## Montgomery County

### Dec through Feb

### February

	2016	2017	+ / -	2016	2017	+ / -
New Listings	101	89	- 11.9%	41	43	+ 4.9%
Closed Sales	94	97	+ 3.2%	29	24	- 17.2%
Median Sales Price*	\$86,750	<b>\$101,500</b>	+ 17.0%	\$58,500	<b>\$102,500</b>	+ 75.2%
Average Sales Price*	\$98,901	<b>\$112,428</b>	+ 13.7%	\$76,039	<b>\$103,947</b>	+ 36.7%
Percent of Original List Price Received at Sale*	91.6%	<b>92.5%</b>	+ 1.0%	91.5%	<b>92.2%</b>	+ 0.7%
Absorption Rate				4.2	<b>3.4</b>	- 20.3%
Single-Family Detached Inventory				160	<b>134</b>	- 16.3%
Townhouse-Condo Inventory				2	<b>8</b>	+ 300.0%

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.

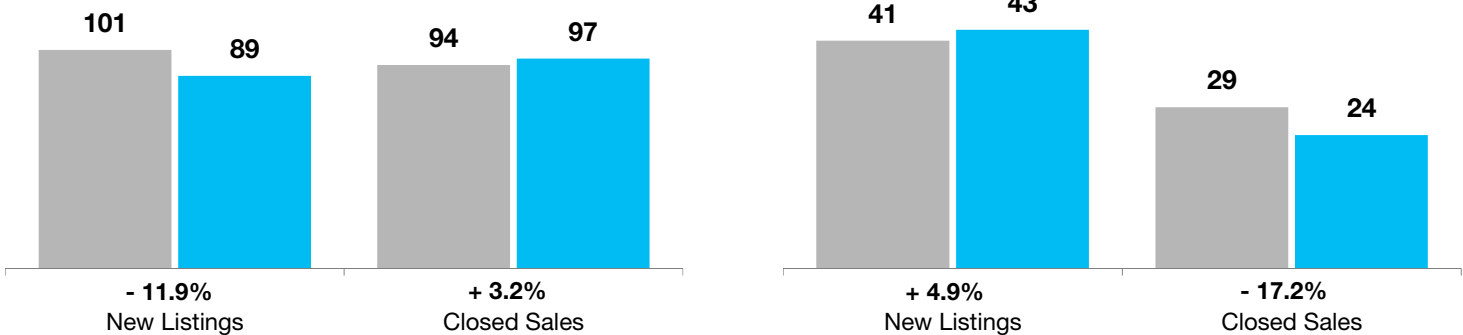
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### Dec through Feb

■ 2016 ■ 2017

### February

■ 2016 ■ 2017



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

Indianapolis Metro Area —  
Montgomery County —



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# Local Market Update – February 2017

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



**+ 26.7%**

**- 20.3%**

**+ 13.8%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

## Morgan County

### Dec through Feb

### February

	2016	2017	+ / -	2016	2017	+ / -
New Listings	208	221	+ 6.3%	75	95	+ 26.7%
Closed Sales	194	199	+ 2.6%	59	47	- 20.3%
Median Sales Price*	\$130,000	<b>\$144,500</b>	+ 11.2%	\$127,400	<b>\$145,000</b>	+ 13.8%
Average Sales Price*	\$146,159	<b>\$171,915</b>	+ 17.6%	\$147,300	<b>\$166,955</b>	+ 13.3%
Percent of Original List Price Received at Sale*	92.1%	<b>93.6%</b>	+ 1.6%	88.3%	<b>92.0%</b>	+ 4.2%
Absorption Rate				4.3	<b>3.2</b>	- 26.3%
Single-Family Detached Inventory				342	<b>267</b>	- 21.9%
Townhouse-Condo Inventory				7	<b>9</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.

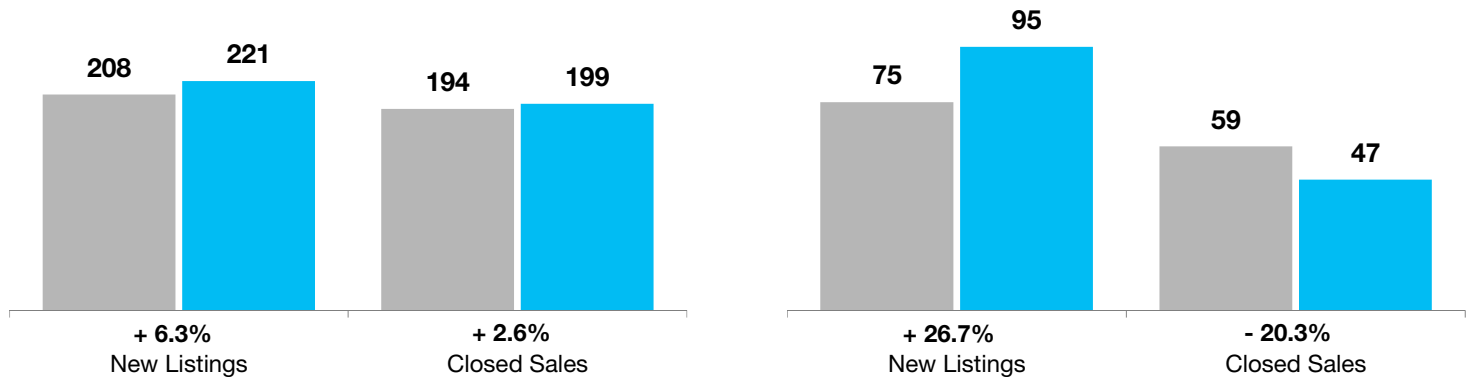
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### Dec through Feb

■ 2016 ■ 2017

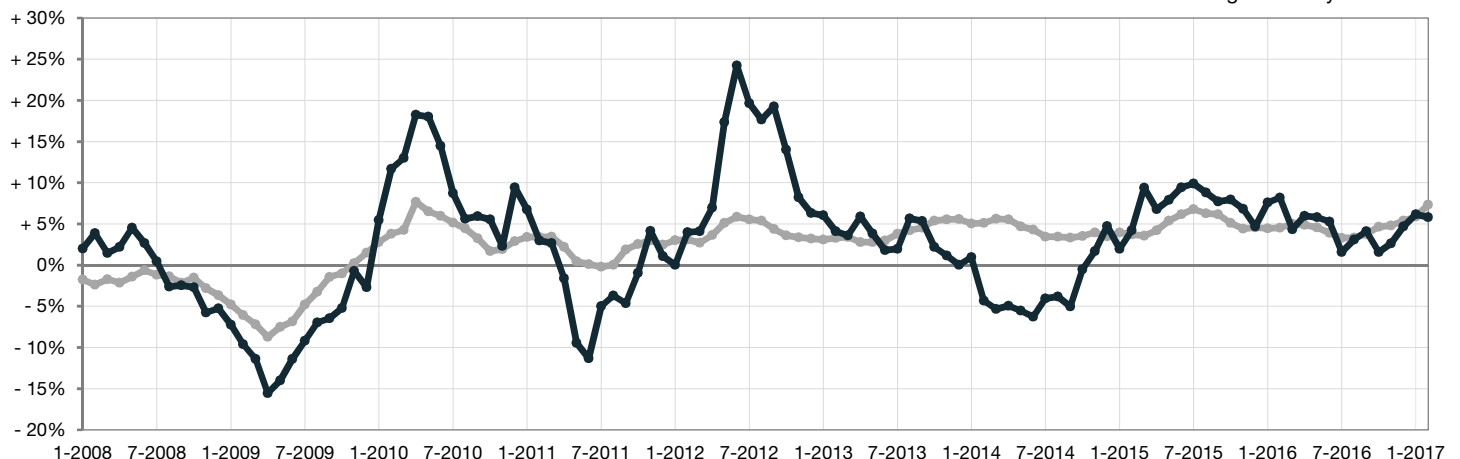
### February

■ 2016 ■ 2017



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

Indianapolis Metro Area —  
Morgan County —



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# Local Market Update – February 2017

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



**- 33.3%**      **- 20.0%**      **+ 14.0%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

## Putnam County

### Dec through Feb

### February

	2016	2017	+ / -	2016	2017	+ / -
New Listings	127	86	- 32.3%	51	34	- 33.3%
Closed Sales	93	89	- 4.3%	30	24	- 20.0%
Median Sales Price*	\$105,000	<b>\$112,751</b>	+ 7.4%	\$90,750	<b>\$103,500</b>	+ 14.0%
Average Sales Price*	\$114,711	<b>\$127,562</b>	+ 11.2%	\$102,065	<b>\$108,308</b>	+ 6.1%
Percent of Original List Price Received at Sale*	90.5%	<b>91.4%</b>	+ 1.0%	90.0%	<b>94.7%</b>	+ 5.2%
Absorption Rate				5.3	<b>3.6</b>	- 33.0%
Single-Family Detached Inventory				194	<b>145</b>	- 25.3%
Townhouse-Condo Inventory				12	<b>4</b>	- 66.7%

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

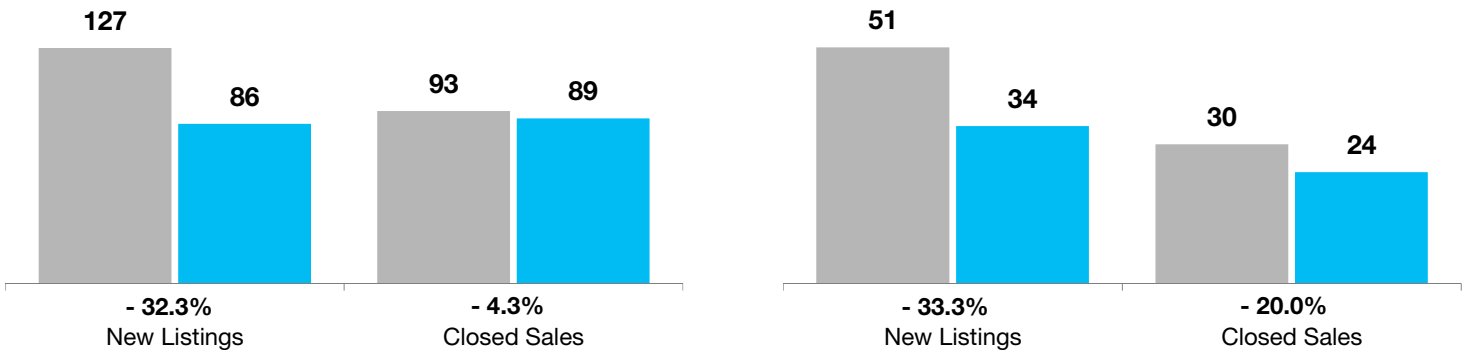
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### Dec through Feb

■ 2016 ■ 2017

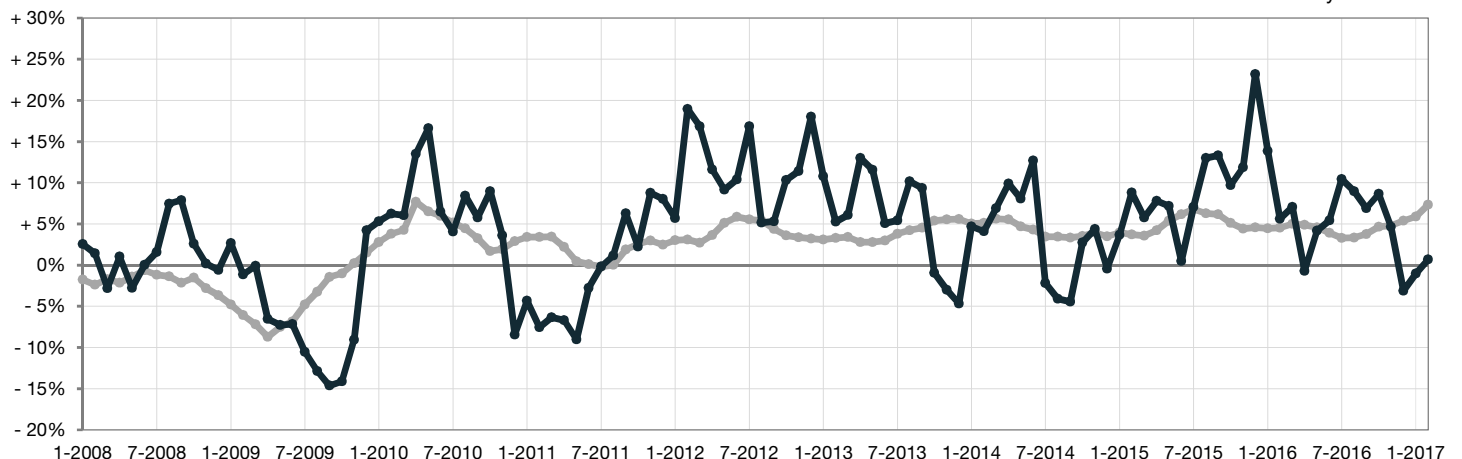
### February

■ 2016 ■ 2017



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

Indianapolis Metro Area —  
Putnam County —



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# Local Market Update – February 2017

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



**+ 24.0%**

**+ 12.5%**

**+ 26.9%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

## Shelby County

### Dec through Feb

### February

	2016	2017	+ / -	2016	2017	+ / -
New Listings	134	133	- 0.7%	50	62	+ 24.0%
Closed Sales	102	121	+ 18.6%	32	36	+ 12.5%
Median Sales Price*	\$111,900	<b>\$114,500</b>	+ 2.3%	\$90,000	<b>\$114,250</b>	+ 26.9%
Average Sales Price*	\$132,390	<b>\$126,598</b>	- 4.4%	\$120,955	<b>\$123,764</b>	+ 2.3%
Percent of Original List Price Received at Sale*	90.0%	<b>90.1%</b>	+ 0.1%	83.5%	<b>87.7%</b>	+ 5.1%
Absorption Rate				5.2	<b>3.6</b>	- 30.4%
Single-Family Detached Inventory				213	<b>159</b>	- 25.4%
Townhouse-Condo Inventory				8	<b>9</b>	+ 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.

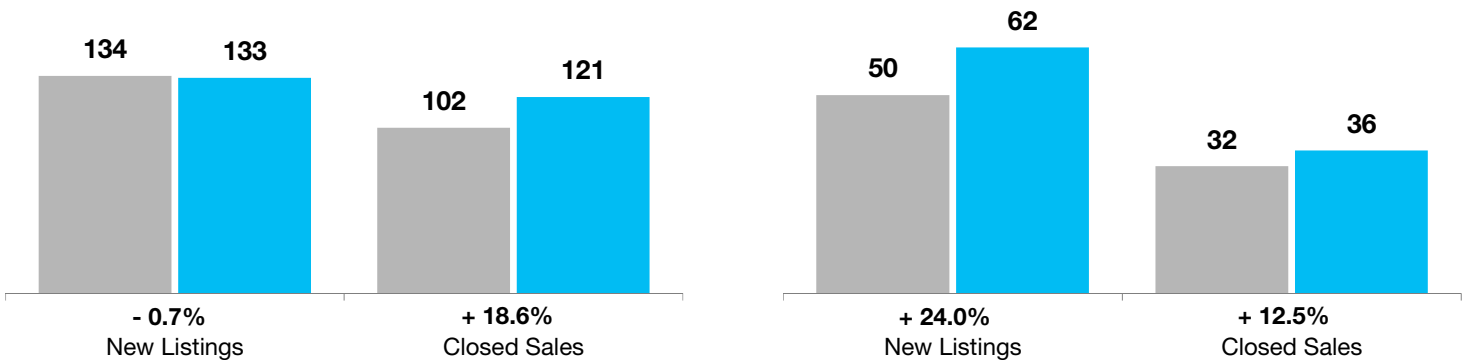
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### Dec through Feb

■ 2016 ■ 2017

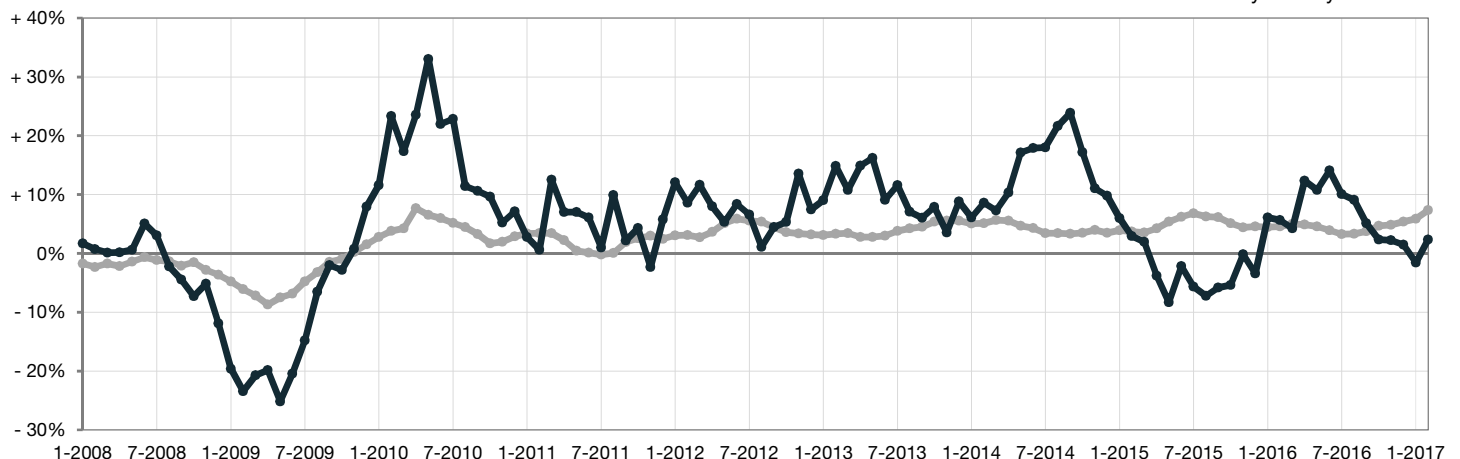
### February

■ 2016 ■ 2017



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

Indianapolis Metro Area —  
Shelby County —



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