

Monthly Indicators

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



October 2017

For residential real estate in 2017, the news has continued to provide a relative sense of calm for both buyers and sellers. The national unemployment rate registered in at 4.1 percent for October 2017, which means that joblessness has not been this low in the U.S. since December 2000. Another positive, mortgage rates have held steady at or near 3.9 percent. Historically, the average rate has been around 6.0 percent. These factors help to keep the pool of potential buyers full, even during the so-called off-season of home sales.

Closed Sales were up 10.5 percent in October compared to October 2016. Pending Sales increased 15.6 percent to 2,759, and New Listings increased 1.0 percent.

Median Sales Price was up 7.2 percent to \$164,000. Average Sales Price rose 7.6 percent in October. Absorption Rate was down 18.9 percent to 3.0.

Although inventory levels are low in many markets, there has largely been enough listing and building activity, or at least conversation about future activity, to maintain a positive attitude about the prospects of buying or selling a home. Low affordability has started to become a recent topic of conversation and is worth watching. But with a healthy economy, level of demand and national unemployment rate, sellers are going to continue to see strong prices for their homes.

Quick Facts

+ 4.8% **+ 6.4%** **- 15.2%**

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

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Market Overview

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



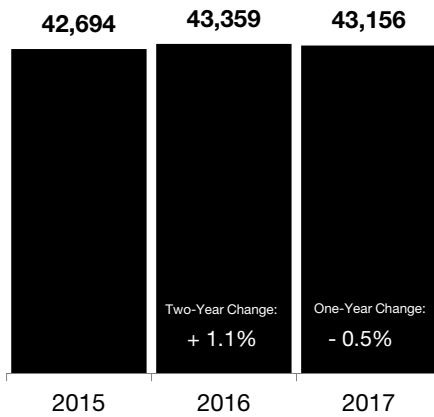
		Rolling 12 Months			Rolling 6 Months			Rolling 3 Months			Monthly		
		Current	Prior Year	+ / -	Current	Prior Year	+ / -	Current	Prior Year	+ / -	Current	Prior Year	+ / -
New Listings	Aug 2017	43,156	43,307	- 0.3%	25,974	26,238	- 1.0%	13,031	12,888	+ 1.1%	4,171	4,032	+ 3.4%
	Sep 2017	43,125	43,512	- 0.9%	25,248	25,505	- 1.0%	11,900	11,902	- 0.0%	3,586	3,617	- 0.9%
	Oct 2017	43,156	43,359	- 0.5%	24,318	24,195	+ 0.5%	11,025	10,886	+ 1.3%	3,268	3,237	+ 1.0%
Pending Sales	Aug 2017	33,606	32,464	+ 3.5%	19,789	18,724	+ 5.7%	9,661	9,101	+ 6.2%	3,136	3,061	+ 2.5%
	Sep 2017	33,716	32,467	+ 3.8%	19,311	18,297	+ 5.5%	8,955	8,607	+ 4.0%	2,805	2,695	+ 4.1%
	Oct 2017	34,089	32,383	+ 5.3%	18,687	17,448	+ 7.1%	8,700	8,142	+ 6.9%	2,759	2,386	+ 15.6%
Closed Sales	Aug 2017	36,388	34,249	+ 6.2%	21,144	20,265	+ 4.3%	11,148	10,783	+ 3.4%	3,519	3,392	+ 3.7%
	Sep 2017	36,418	34,658	+ 5.1%	21,164	20,801	+ 1.7%	10,206	10,081	+ 1.2%	3,226	3,196	+ 0.9%
	Oct 2017	36,718	34,830	+ 5.4%	21,191	20,573	+ 3.0%	9,889	9,432	+ 4.8%	3,144	2,844	+ 10.5%
Median Sales Price	Aug 2017	\$160,000	\$150,000	+ 6.7%	\$165,000	\$156,000	+ 5.8%	\$169,500	\$159,500	+ 6.3%	\$164,275	\$154,900	+ 6.1%
	Sep 2017	\$161,000	\$151,500	+ 6.3%	\$167,000	\$157,900	+ 5.8%	\$165,500	\$157,500	+ 5.1%	\$164,992	\$159,900	+ 3.2%
	Oct 2017	\$162,000	\$152,500	+ 6.2%	\$167,500	\$158,000	+ 6.0%	\$164,900	\$155,000	+ 6.4%	\$164,000	\$153,000	+ 7.2%
Average Sales Price	Aug 2017	\$198,049	\$186,536	+ 6.2%	\$203,059	\$192,000	+ 5.8%	\$209,306	\$196,947	+ 6.3%	\$205,108	\$192,140	+ 6.7%
	Sep 2017	\$198,163	\$187,987	+ 5.4%	\$204,529	\$194,148	+ 5.3%	\$204,573	\$194,492	+ 5.2%	\$198,986	\$197,696	+ 0.7%
	Oct 2017	\$199,286	\$188,747	+ 5.6%	\$205,435	\$194,556	+ 5.6%	\$201,861	\$192,459	+ 4.9%	\$201,180	\$186,902	+ 7.6%
Pct. of Original List Price Received at Sale	Aug 2017	95.3%	94.5%	+ 0.8%	96.0%	95.3%	+ 0.7%	96.3%	95.7%	+ 0.6%	95.9%	95.4%	+ 0.5%
	Sep 2017	95.3%	94.6%	+ 0.7%	96.1%	95.5%	+ 0.6%	95.9%	95.4%	+ 0.5%	95.4%	95.0%	+ 0.4%
	Oct 2017	95.4%	94.6%	+ 0.8%	96.0%	95.4%	+ 0.6%	95.5%	95.0%	+ 0.5%	95.1%	94.4%	+ 0.7%
Total Active Listings Available at Month End	Aug 2017										9,826	11,334	- 13.3%
	Sep 2017										9,589	11,013	- 12.9%
	Oct 2017										9,066	10,690	- 15.2%
Months Supply of Inventory / Absorption Rate	Aug 2017	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.									3.2	4.0	- 20.0%
	Sep 2017										3.2	3.8	- 15.8%
	Oct 2017										3.0	3.7	- 18.9%

New Listings

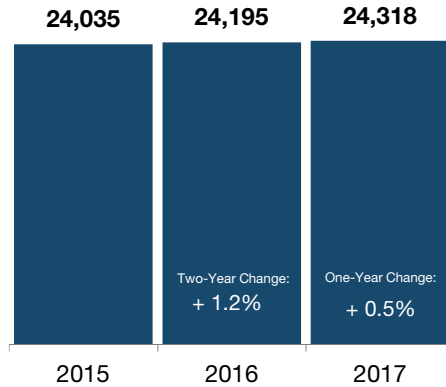
A count of the properties that have been newly listed on the market in a given month, regardless of what status they're currently in.



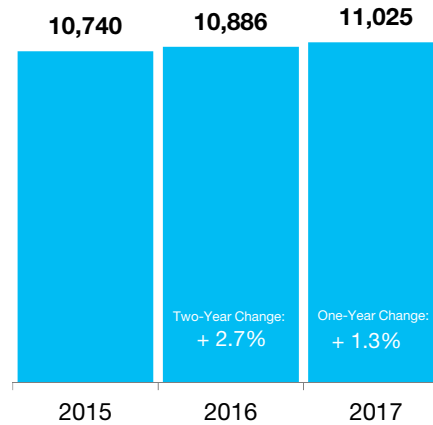
12 Month



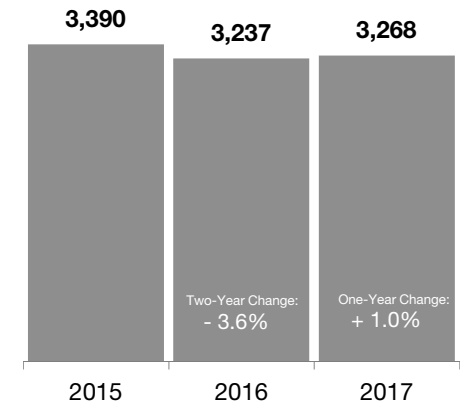
6 Month



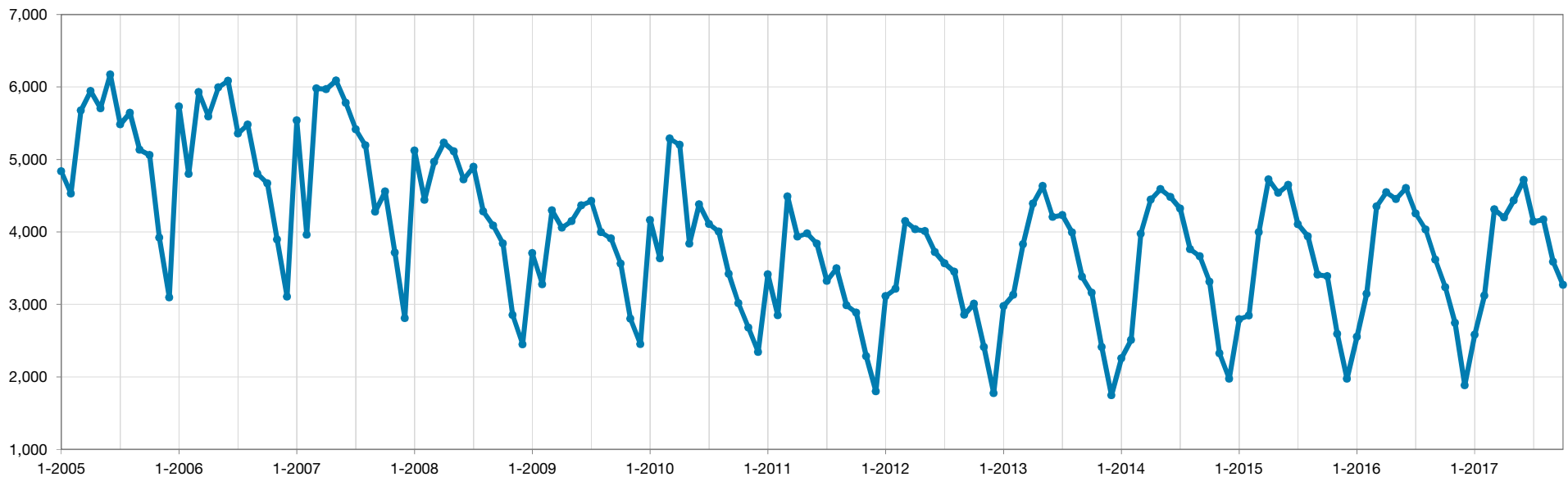
3 Month



October



Historical New Listings

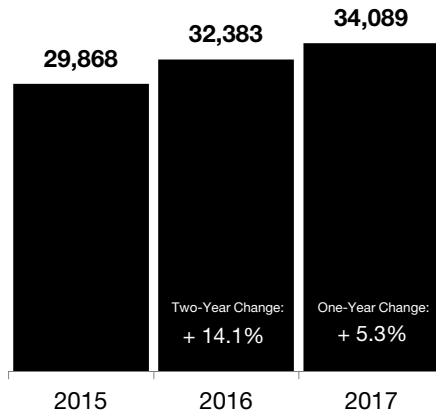


Pending Sales

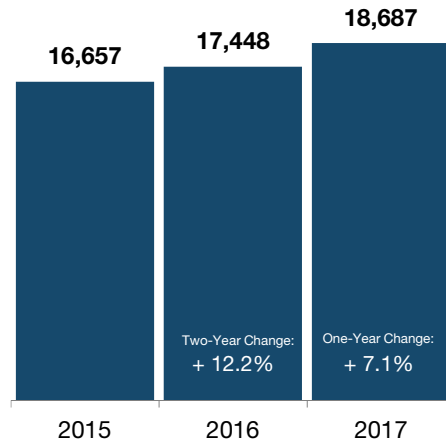
A count of the properties on which contracts have been accepted in a given month, regardless of whether or not the sale closes.



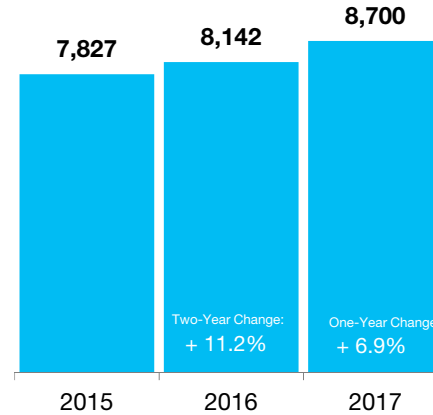
12 Month



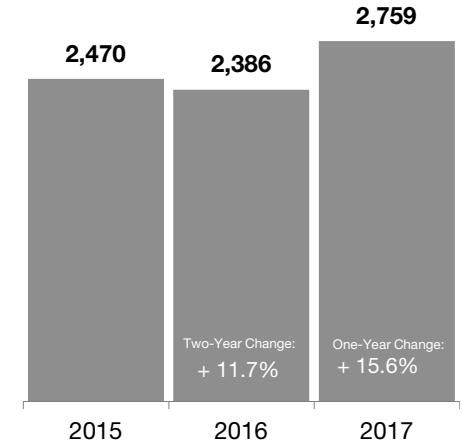
6 Month



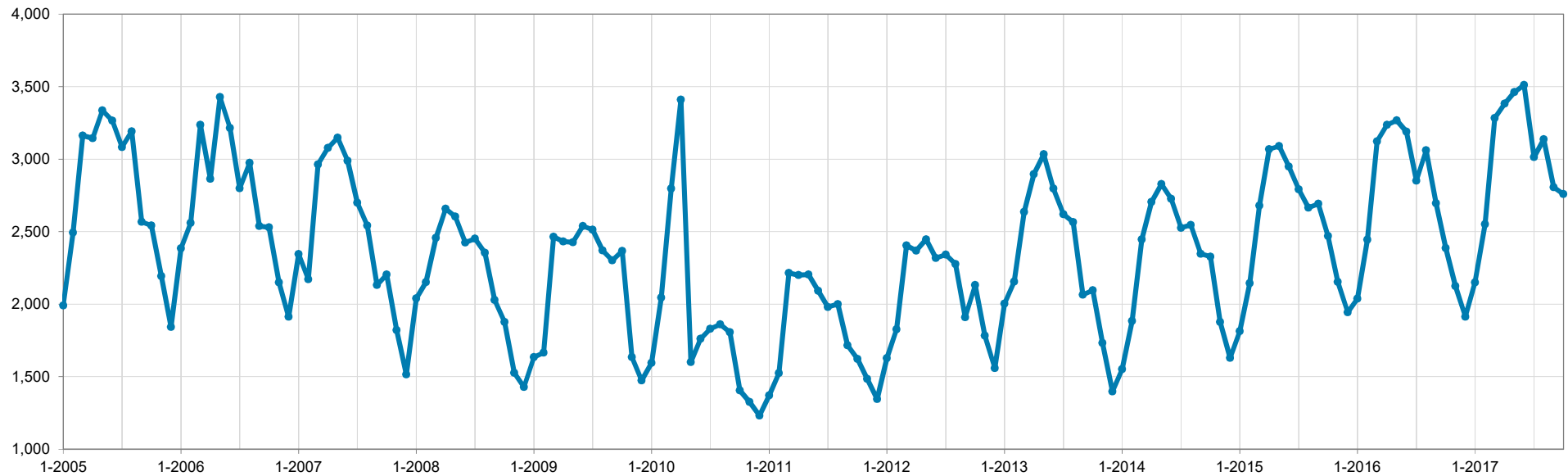
3 Month



October



Historical Pending Sales

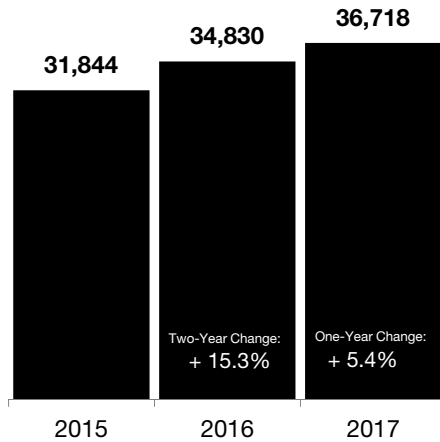


Closed Sales

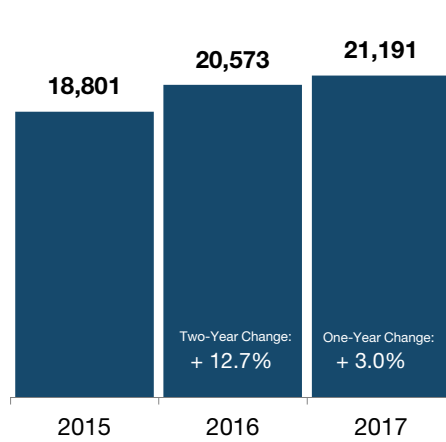
A count of the actual sales that have closed in a given month.



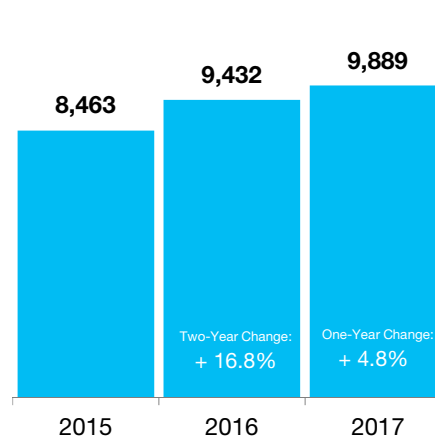
12 Month



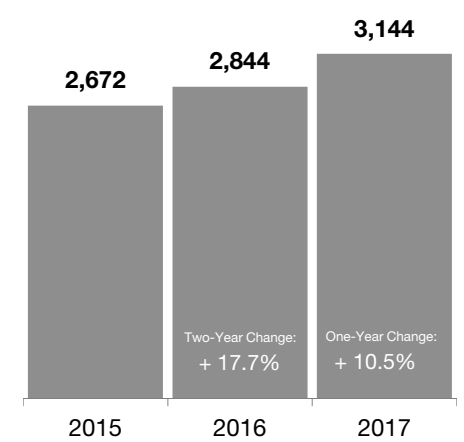
6 Month



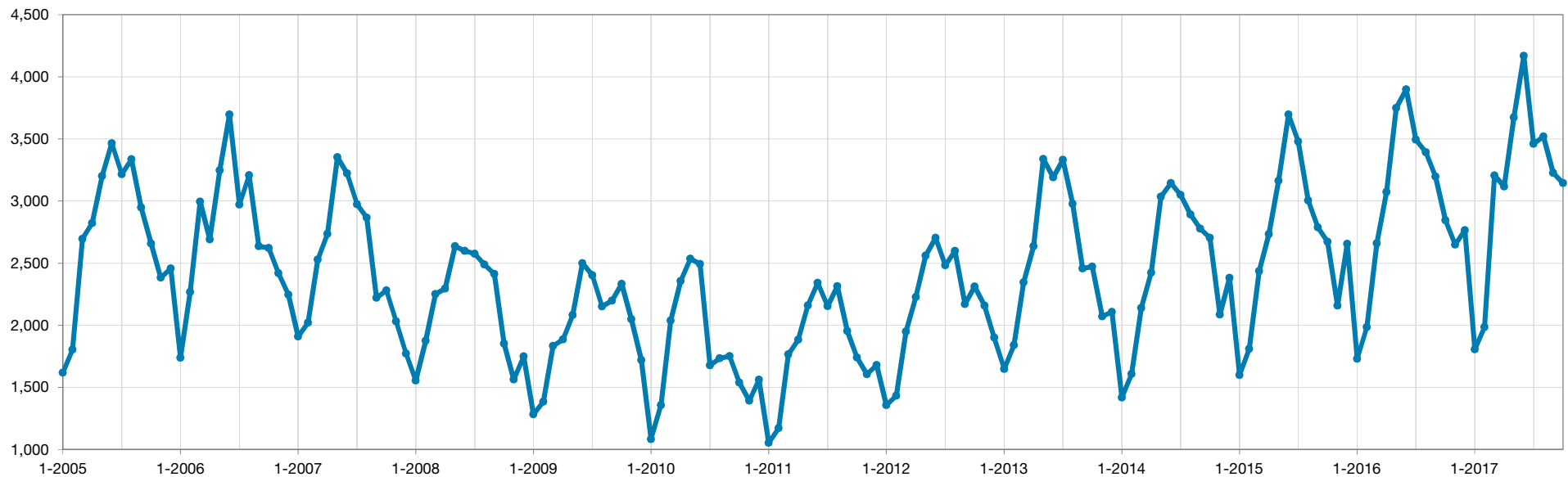
3 Month



October



Historical Closed Sales

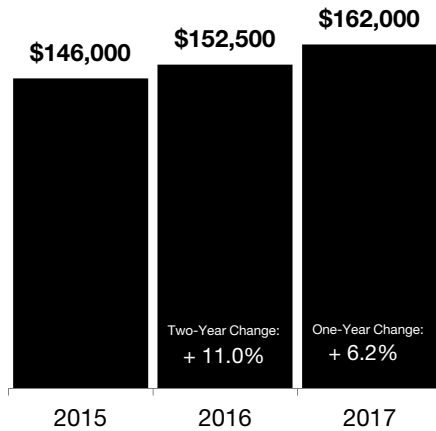


Median Sales Price

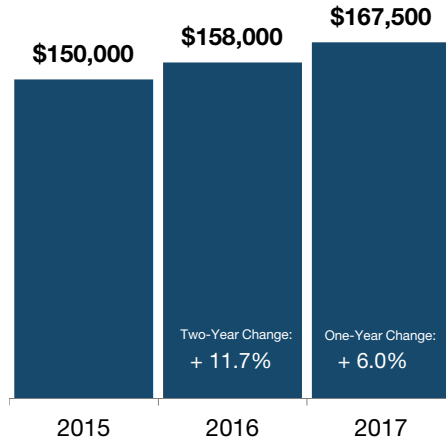
Median price point for all closed sales, not accounting for seller concessions, in a given month.



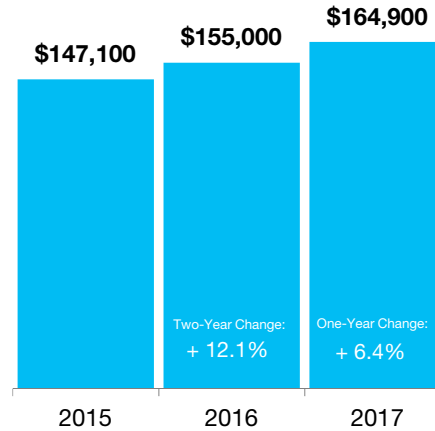
12 Month



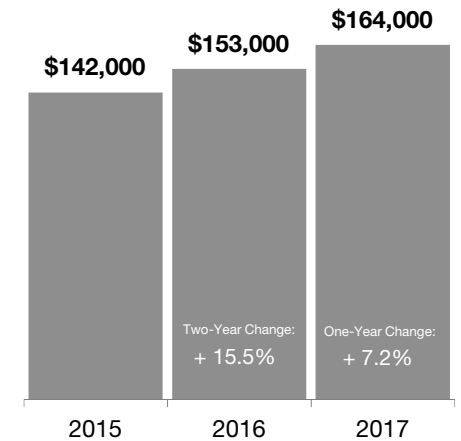
6 Month



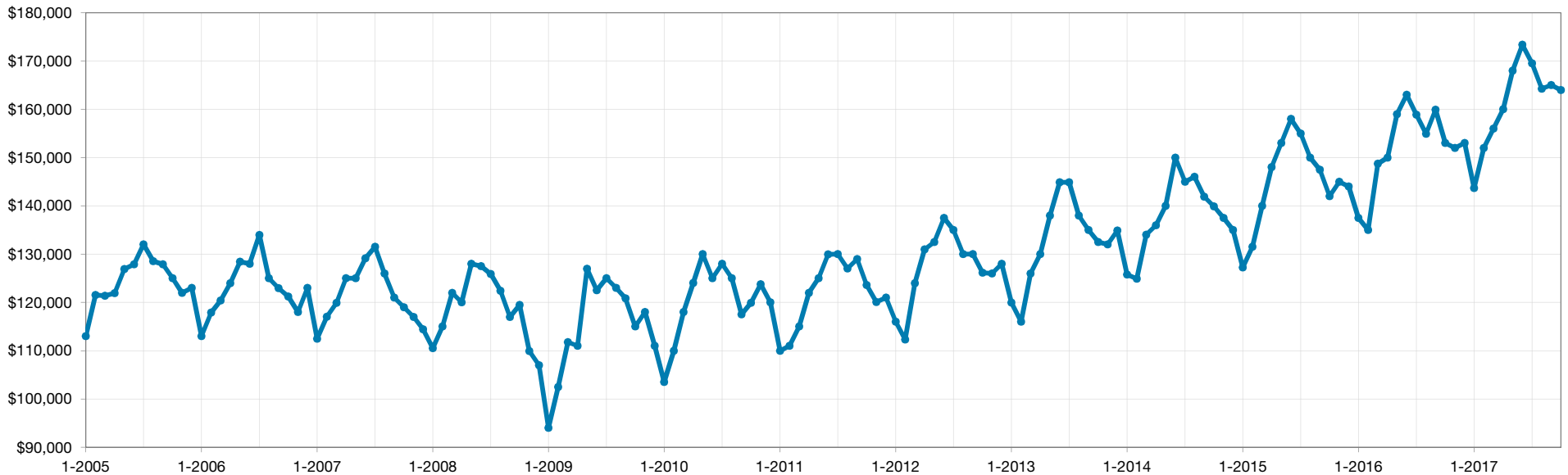
3 Month



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Historical Median Sales Price

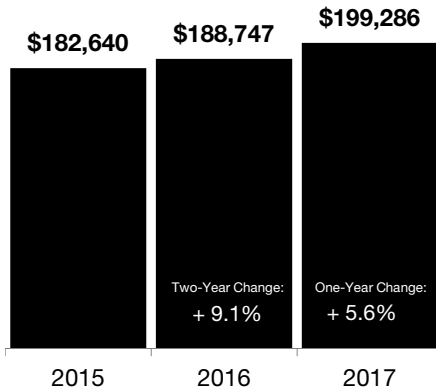


Average Sales Price

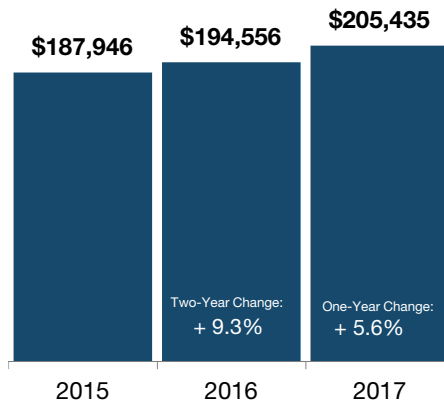
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



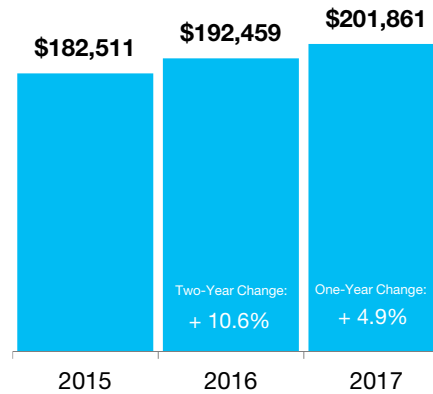
12 Month



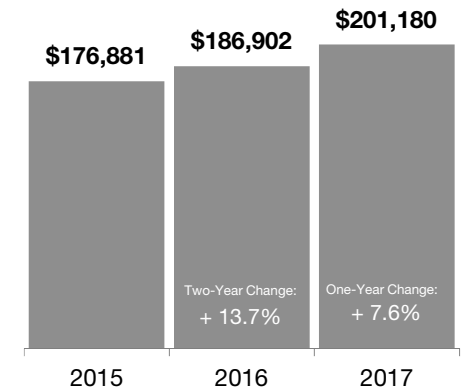
6 Month



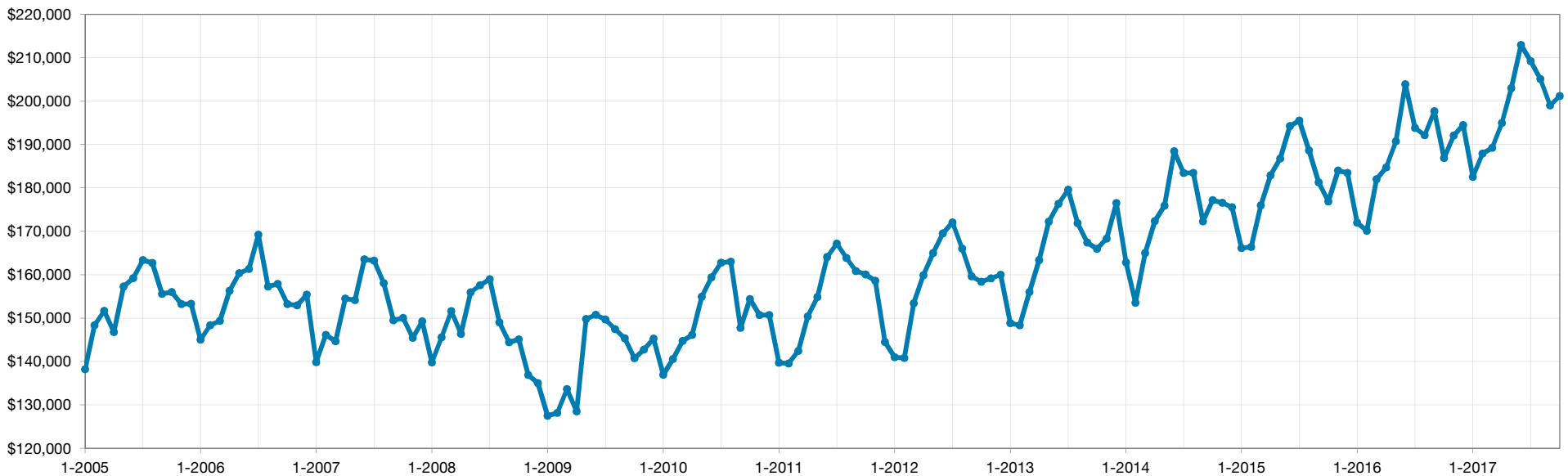
3 Month



October



Historical Average Sales Price

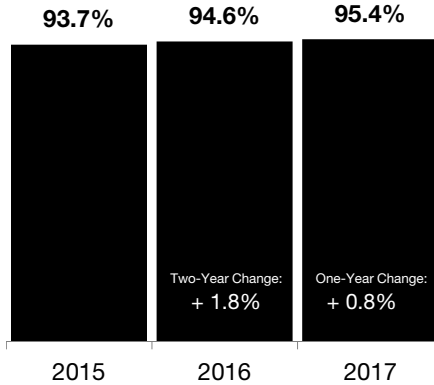


Percent of Original List Price Received

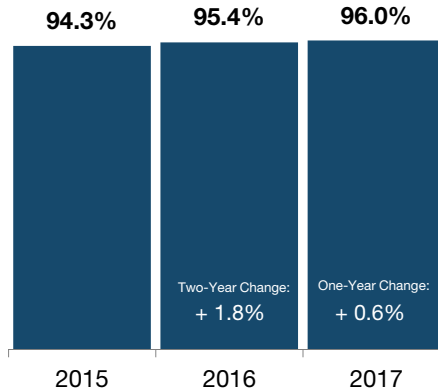
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



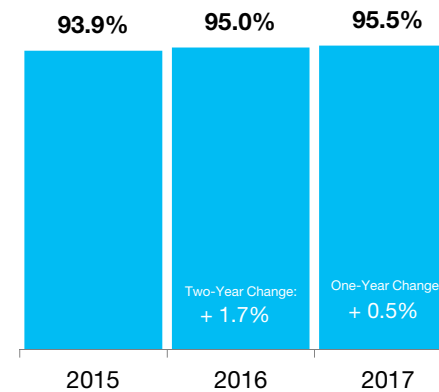
12 Month



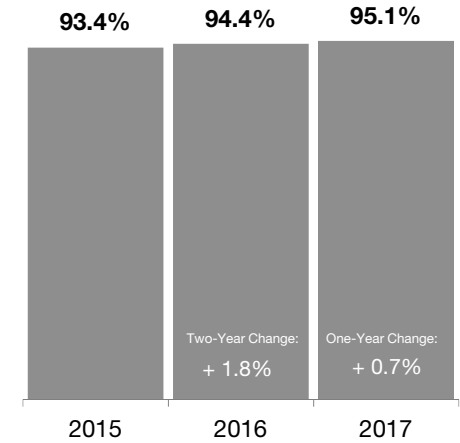
6 Month



3 Month



October



Historical Percent of Original List Price Received

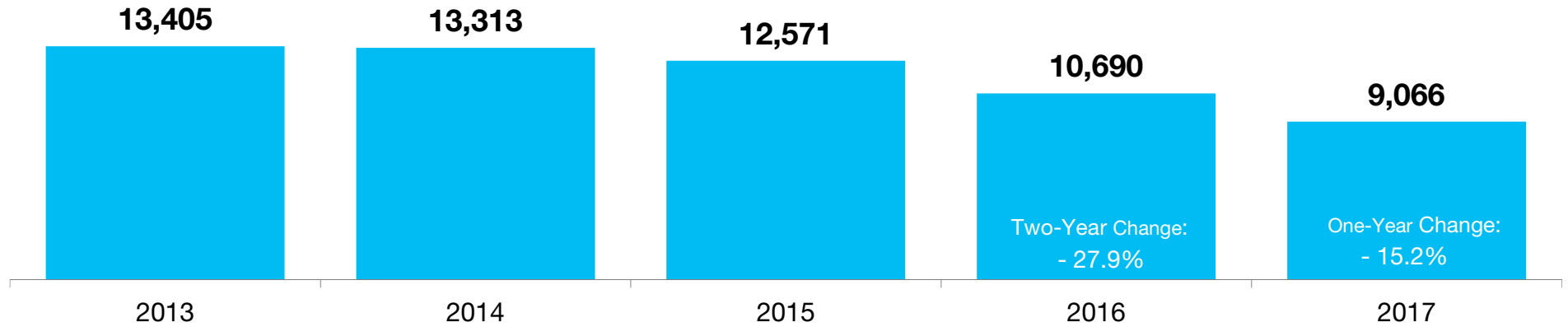


Inventory of Homes for Sale

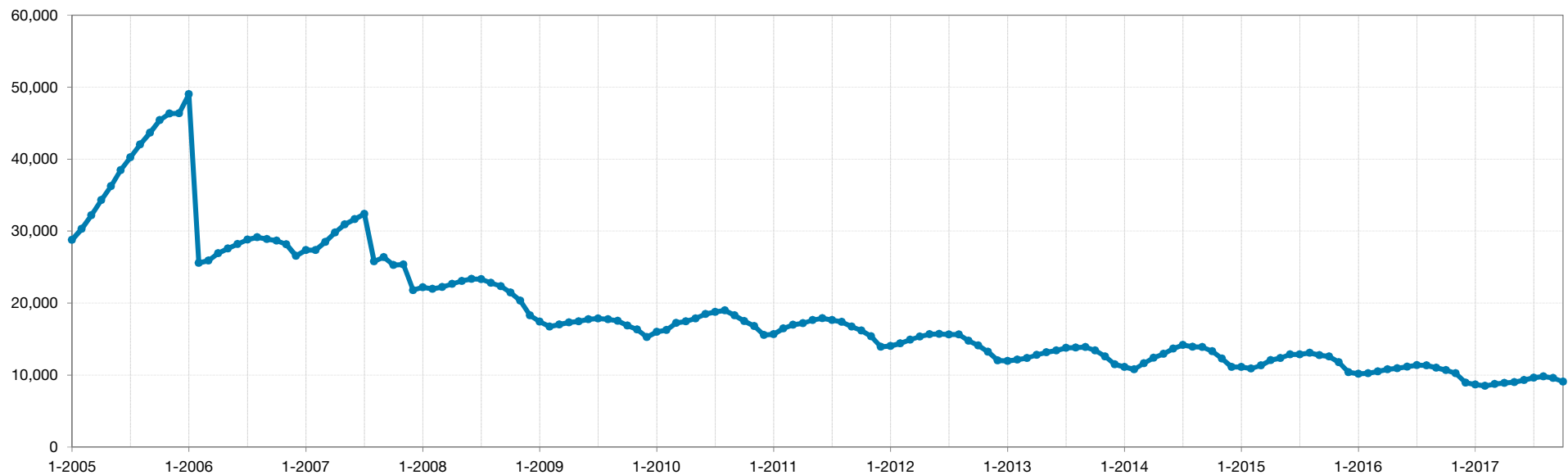
The number of properties available for sale in active status at the end of a given month. There are no rolling figures for Inventory of Homes for Sale because this metric is simply a snapshot frozen in time at the end of each month. It does not add up over a period of months.



October



Historical Inventory of Homes Available

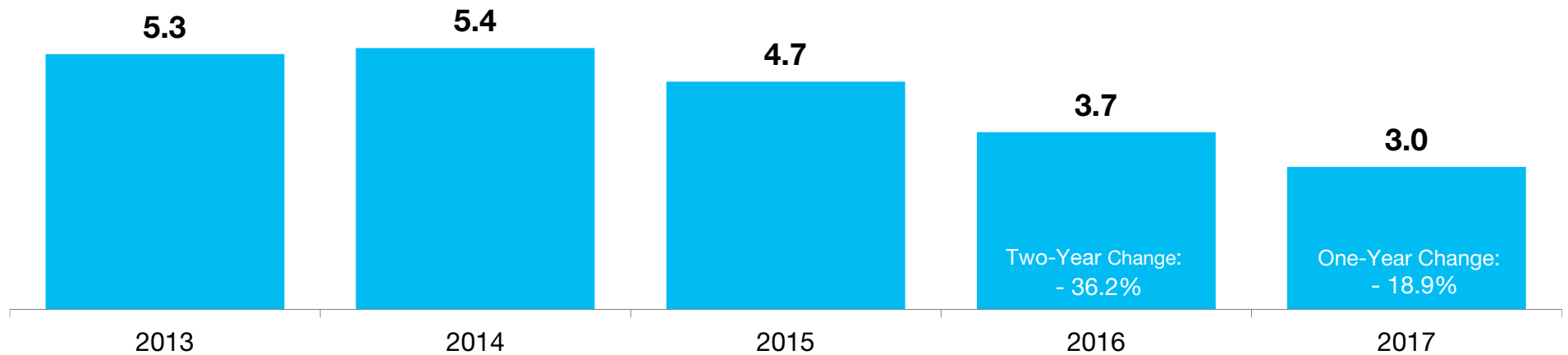


Months Supply of Inventory / Absorption Rate

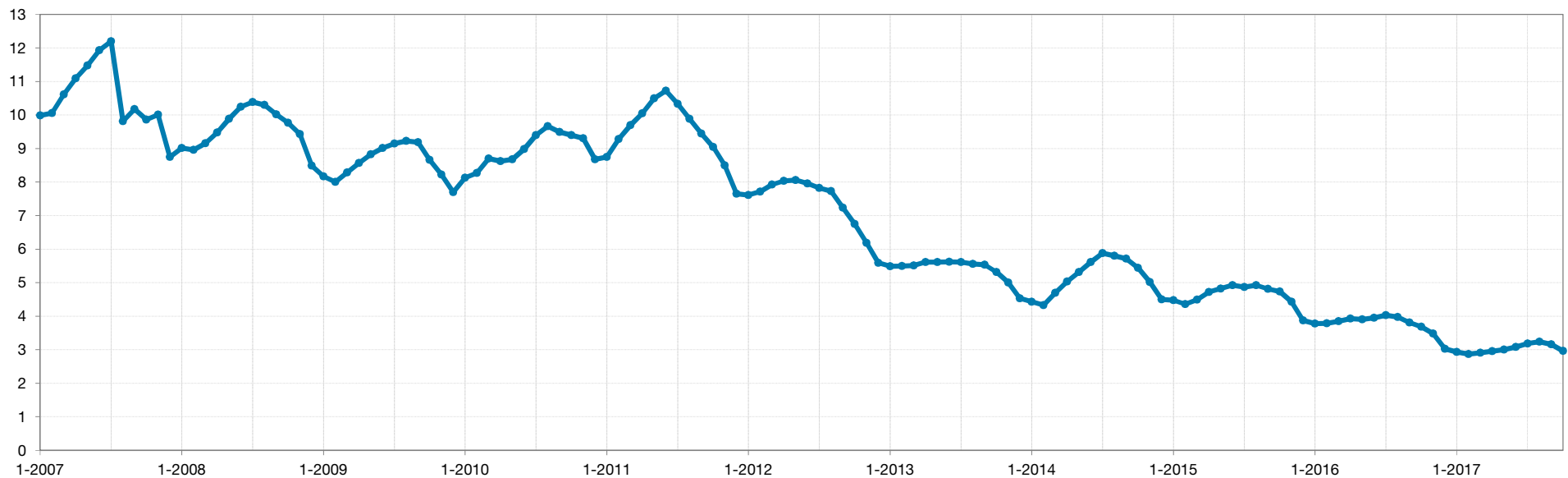
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months. There are no rolling figures for this metric because it is simply a snapshot frozen in time at the end of each month. It does not add up over a period of months.



October



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		
	10-2016	10-2017	Change	10-2016	10-2017	Change
\$75,000 and Below	1,769	1,200	- 32.2%	122	87	- 28.7%
\$75,001 to \$120,000	1,465	963	- 34.3%	170	133	- 21.8%
\$120,001 to \$175,000	1,888	1,440	- 23.7%	167	140	- 16.2%
\$175,001 to \$200,000	654	575	- 12.1%	62	47	- 24.2%
\$200,001 to \$350,000	2,085	2,116	+ 1.5%	145	168	+ 15.9%
\$350,001 to \$500,000	1,039	1,044	+ 0.5%	37	53	+ 43.2%
\$500,001 to \$750,000	628	606	- 3.5%	18	23	+ 27.8%
\$750,001 to \$1,000,000	228	243	+ 6.6%	4	5	+ 25.0%
\$1,000,001 and Above	203	215	+ 5.9%	6	8	+ 33.3%
All Price Ranges	9,959	8,402	- 15.6%	731	664	- 9.2%

Compared to Prior Month

By Price Range	Single Family			Condo		
	9-2017	10-2017	Change	9-2017	10-2017	Change
\$75,000 and Below	1,283	1,200	- 6.5%	75	87	+ 16.0%
\$75,001 to \$120,000	1,042	963	- 7.6%	145	133	- 8.3%
\$120,001 to \$175,000	1,508	1,440	- 4.5%	138	140	+ 1.4%
\$175,001 to \$200,000	597	575	- 3.7%	55	47	- 14.5%
\$200,001 to \$350,000	2,195	2,116	- 3.6%	178	168	- 5.6%
\$350,001 to \$500,000	1,131	1,044	- 7.7%	58	53	- 8.6%
\$500,001 to \$750,000	658	606	- 7.9%	23	23	0.0%
\$750,001 to \$1,000,000	259	243	- 6.2%	6	5	- 16.7%
\$1,000,001 and Above	231	215	- 6.9%	7	8	+ 14.3%
All Price Ranges	8,904	8,402	- 5.6%	685	664	- 3.1%

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		
	10-2016	10-2017	Change	10-2016	10-2017	Change
\$75,000 and Below	407	352	- 13.5%	32	28	- 12.5%
\$75,001 to \$120,000	435	419	- 3.7%	63	49	- 22.2%
\$120,001 to \$175,000	689	813	+ 18.0%	56	59	+ 5.4%
\$175,001 to \$200,000	240	283	+ 17.9%	15	22	+ 46.7%
\$200,001 to \$350,000	575	724	+ 25.9%	45	37	- 17.8%
\$350,001 to \$500,000	197	218	+ 10.7%	6	10	+ 66.7%
\$500,001 to \$750,000	60	92	+ 53.3%	--	--	--
\$750,001 to \$1,000,000	15	21	+ 40.0%	1	1	0.0%
\$1,000,001 and Above	8	15	+ 87.5%	--	1	--
All Price Ranges	2,626	2,937	+ 11.8%	218	207	- 5.0%

Compared to Prior Month

By Price Range	Single Family			Condo		
	9-2017	10-2017	Change	9-2017	10-2017	Change
\$75,000 and Below	321	352	+ 9.7%	38	28	- 26.3%
\$75,001 to \$120,000	447	419	- 6.3%	58	49	- 15.5%
\$120,001 to \$175,000	817	813	- 0.5%	71	59	- 16.9%
\$175,001 to \$200,000	297	283	- 4.7%	20	22	+ 10.0%
\$200,001 to \$350,000	761	724	- 4.9%	45	37	- 17.8%
\$350,001 to \$500,000	224	218	- 2.7%	6	10	+ 66.7%
\$500,001 to \$750,000	83	92	+ 10.8%	1	--	--
\$750,001 to \$1,000,000	26	21	- 19.2%	--	1	--
\$1,000,001 and Above	10	15	+ 50.0%	1	1	0.0%
All Price Ranges	2,986	2,937	- 1.6%	240	207	- 13.8%

Market Overview

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

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



		Rolling 12 Months			Rolling 6 Months			Rolling 3 Months			Monthly		
		Current	Prior Year	+ / -	Current	Prior Year	+ / -	Current	Prior Year	+ / -	Current	Prior Year	+ / -
New Listings	Aug 2017	41,458	41,935	- 1.1%	24,979	25,357	- 1.5%	12,523	12,433	+ 0.7%	4,010	3,865	+ 3.8%
	Sep 2017	41,450	42,054	- 1.4%	24,293	24,639	- 1.4%	11,464	11,451	+ 0.1%	3,471	3,479	- 0.2%
	Oct 2017	41,483	41,871	- 0.9%	23,397	23,337	+ 0.3%	10,621	10,451	+ 1.6%	3,140	3,107	+ 1.1%
Pending Sales	Aug 2017	32,214	31,367	+ 2.7%	18,976	18,027	+ 5.3%	9,271	8,751	+ 5.9%	3,006	2,922	+ 2.9%
	Sep 2017	32,324	31,303	+ 3.3%	18,526	17,625	+ 5.1%	8,613	8,249	+ 4.4%	2,708	2,598	+ 4.2%
	Oct 2017	32,679	31,201	+ 4.7%	17,947	16,795	+ 6.9%	8,359	7,810	+ 7.0%	2,645	2,290	+ 15.5%
Closed Sales	Aug 2017	34,988	33,251	+ 5.2%	20,327	19,583	+ 3.8%	10,744	10,427	+ 3.0%	3,396	3,258	+ 4.2%
	Sep 2017	35,017	33,579	+ 4.3%	20,356	20,078	+ 1.4%	9,825	9,723	+ 1.0%	3,103	3,074	+ 0.9%
	Oct 2017	35,315	33,674	+ 4.9%	20,388	19,853	+ 2.7%	9,526	9,061	+ 5.1%	3,027	2,729	+ 10.9%
Median Sales Price	Aug 2017	\$160,500	\$150,000	+ 7.0%	\$165,620	\$155,900	+ 6.2%	\$169,900	\$159,500	+ 6.5%	\$165,000	\$154,900	+ 6.5%
	Sep 2017	\$161,500	\$151,000	+ 7.0%	\$167,000	\$157,500	+ 6.0%	\$165,500	\$157,500	+ 5.1%	\$164,985	\$159,900	+ 3.2%
	Oct 2017	\$162,500	\$152,500	+ 6.6%	\$168,000	\$158,000	+ 6.3%	\$164,900	\$155,000	+ 6.4%	\$164,900	\$153,000	+ 7.8%
Average Sales Price	Aug 2017	\$198,670	\$186,266	+ 6.7%	\$203,664	\$191,836	+ 6.2%	\$209,853	\$196,934	+ 6.6%	\$206,295	\$192,749	+ 7.0%
	Sep 2017	\$198,740	\$187,866	+ 5.8%	\$205,059	\$194,032	+ 5.7%	\$204,897	\$195,087	+ 5.0%	\$199,102	\$198,302	+ 0.4%
	Oct 2017	\$199,874	\$188,706	+ 5.9%	\$205,970	\$194,570	+ 5.9%	\$202,549	\$193,056	+ 4.9%	\$201,886	\$187,456	+ 7.7%
Pct. of Original List Price Received at Sale	Aug 2017	95.3%	94.4%	+ 1.0%	96.0%	95.4%	+ 0.6%	96.3%	95.8%	+ 0.5%	95.9%	95.4%	+ 0.5%
	Sep 2017	95.3%	94.6%	+ 0.7%	96.1%	95.5%	+ 0.6%	95.9%	95.4%	+ 0.5%	95.5%	95.0%	+ 0.5%
	Oct 2017	95.4%	94.6%	+ 0.8%	96.0%	95.5%	+ 0.5%	95.5%	95.0%	+ 0.5%	95.2%	94.4%	+ 0.8%
Total Active Listings Available at Month End	Aug 2017										9,432	10,900	- 13.5%
	Sep 2017										9,198	10,560	- 12.9%
	Oct 2017										8,709	10,275	- 15.2%
Months Supply of Inventory / Absorption Rate	Aug 2017										3.2	3.9	- 17.9%
	Sep 2017										3.2	3.8	- 15.8%
	Oct 2017										3.0	3.7	- 18.9%

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 – October 2017

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



Bartholomew County

- 14.7%

+ 4.4%

- 1.2%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Aug through Oct

October

	2016	2017	+ / -	2016	2017	+ / -
New Listings	367	328	- 10.6%	116	99	- 14.7%
Closed Sales	308	297	- 3.6%	90	94	+ 4.4%
Median Sales Price*	\$173,450	\$172,500	- 0.5%	\$172,000	\$170,000	- 1.2%
Average Sales Price*	\$196,757	\$204,071	+ 3.7%	\$201,947	\$206,350	+ 2.2%
Percent of Original List Price Received at Sale*	95.3%	94.9%	- 0.4%	95.6%	94.3%	- 1.3%
Absorption Rate				2.9	3.0	+ 4.7%
Single-Family Detached Inventory				339	288	- 15.0%
Townhouse-Condo Inventory				8	10	+ 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.

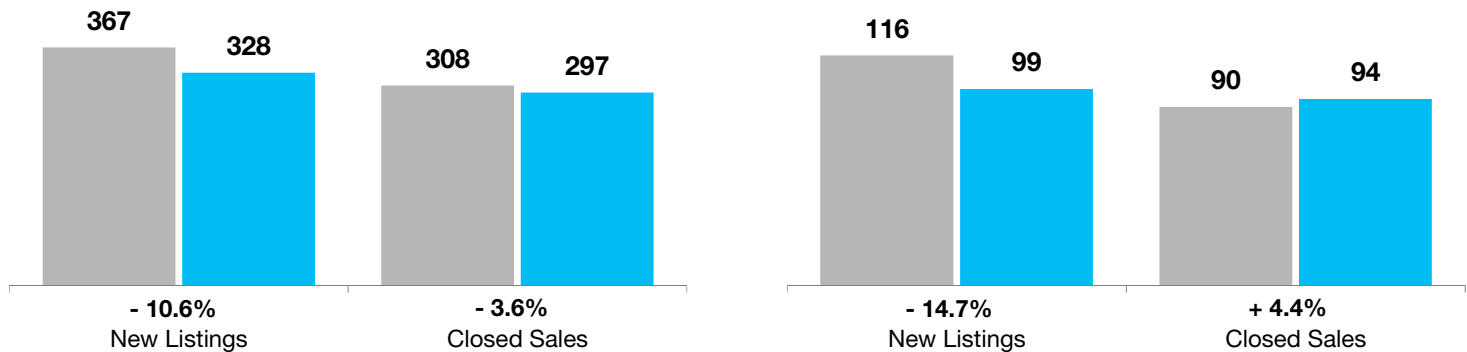
* Does not account for seller concessions. | + / - by month may look extreme due to small sample size. | Totals rounded to whole number or tenth of a percent; rounding error may occur.

Aug through Oct

■ 2016 ■ 2017

October

■ 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 – October 2017

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+ 19.0% **- 12.5%** **+ 10.7%**

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Boone County

Aug through Oct

October

	2016	2017	+ / -	2016	2017	+ / -
New Listings	359	369	+ 2.8%	100	119	+ 19.0%
Closed Sales	342	332	- 2.9%	104	91	- 12.5%
Median Sales Price*	\$229,000	\$251,870	+ 10.0%	\$228,000	\$252,500	+ 10.7%
Average Sales Price*	\$296,626	\$305,003	+ 2.8%	\$294,577	\$311,523	+ 5.8%
Percent of Original List Price Received at Sale*	94.5%	95.3%	+ 0.9%	94.4%	94.2%	- 0.3%
Absorption Rate				3.5	3.5	- 0.5%
Single-Family Detached Inventory				353	345	- 2.3%
Townhouse-Condo Inventory				8	12	+ 50.0%

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

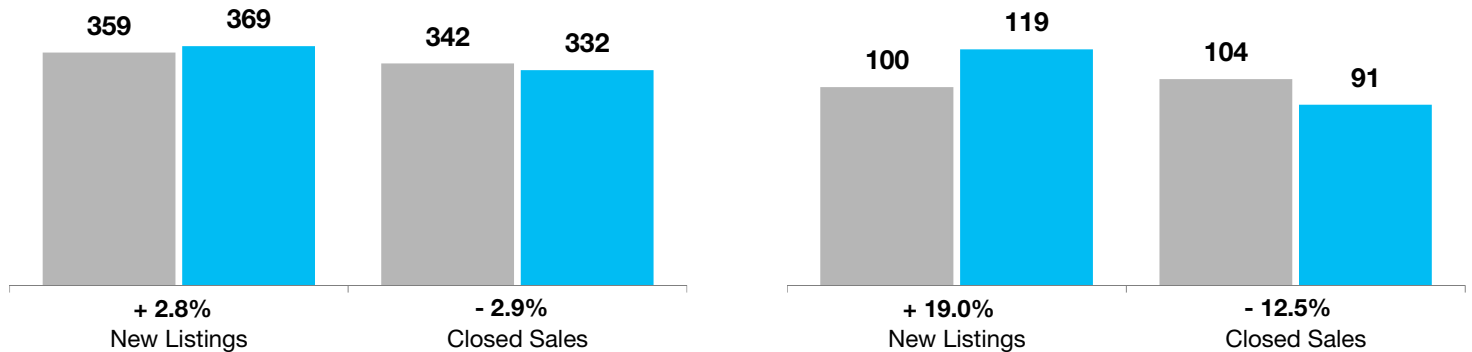
* Does not account for seller concessions. | + / - by month may look extreme due to small sample size. | Totals rounded to whole number or tenth of a percent; rounding error may occur.

Aug through Oct

■ 2016 ■ 2017

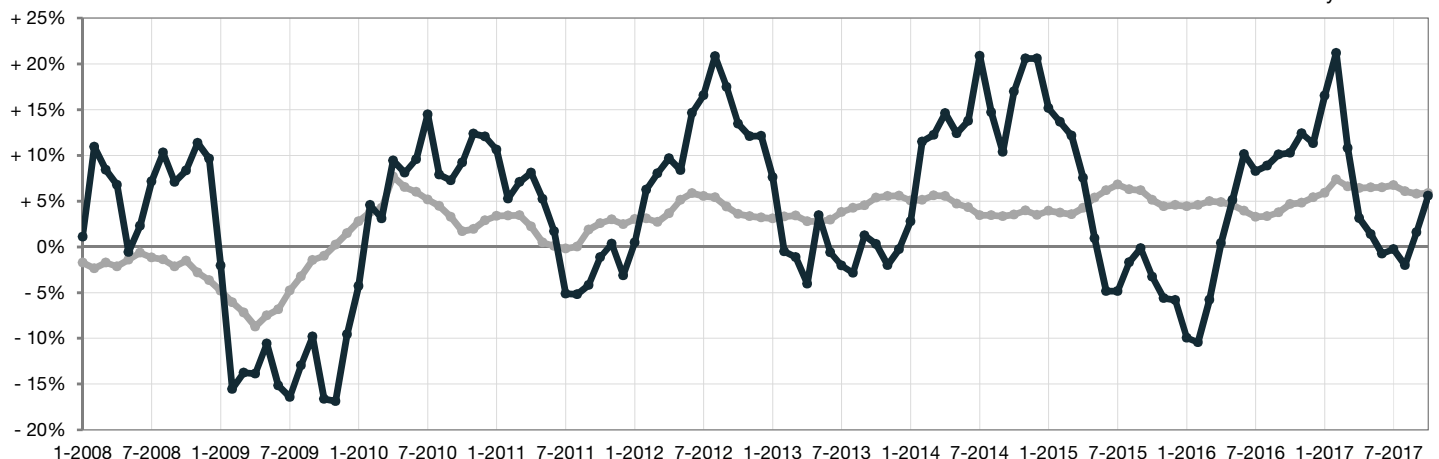
October

■ 2016 ■ 2017



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

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



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Local Market Update – October 2017

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Brown County

+ 12.5%

0.0%

+ 32.8%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Aug through Oct

October

	2016	2017	+ / -	2016	2017	+ / -
New Listings	106	110	+ 3.8%	24	27	+ 12.5%
Closed Sales	82	90	+ 9.8%	30	30	0.0%
Median Sales Price*	\$191,000	\$210,500	+ 10.2%	\$160,000	\$212,500	+ 32.8%
Average Sales Price*	\$212,832	\$239,344	+ 12.5%	\$178,978	\$242,598	+ 35.5%
Percent of Original List Price Received at Sale*	89.9%	91.8%	+ 2.1%	88.3%	93.8%	+ 6.2%
Absorption Rate				10.8	10.0	- 7.4%
Single-Family Detached Inventory				256	255	- 0.4%
Townhouse-Condo Inventory				7	1	- 85.7%

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

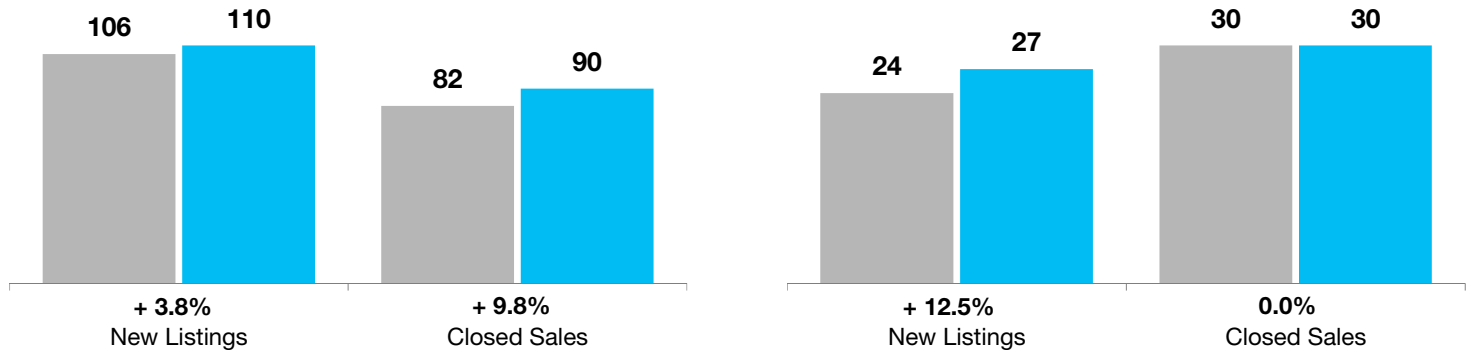
* Does not account for seller concessions. | + / - by month may look extreme due to small sample size. | Totals rounded to whole number or tenth of a percent; rounding error may occur.

Aug through Oct

■ 2016 ■ 2017

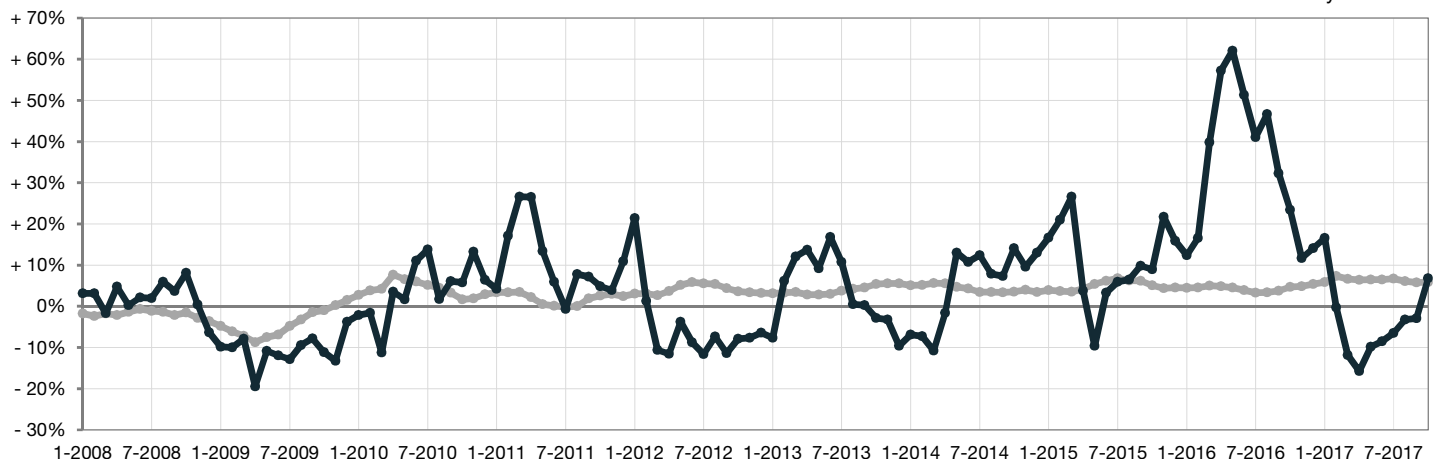
October

■ 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 – October 2017

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- 18.2% **+ 29.4%** **+ 11.3%**

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Decatur County

Aug through Oct

October

	2016	2017	+ / -	2016	2017	+ / -
New Listings	95	95	0.0%	33	27	- 18.2%
Closed Sales	63	64	+ 1.6%	17	22	+ 29.4%
Median Sales Price*	\$127,000	\$132,950	+ 4.7%	\$120,000	\$133,500	+ 11.3%
Average Sales Price*	\$154,268	\$153,210	- 0.7%	\$149,729	\$147,609	- 1.4%
Percent of Original List Price Received at Sale*	89.6%	93.3%	+ 4.1%	87.6%	91.8%	+ 4.7%
Absorption Rate				6.5	4.4	- 33.2%
Single-Family Detached Inventory				133	102	- 23.3%
Townhouse-Condo Inventory				0	4	--

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

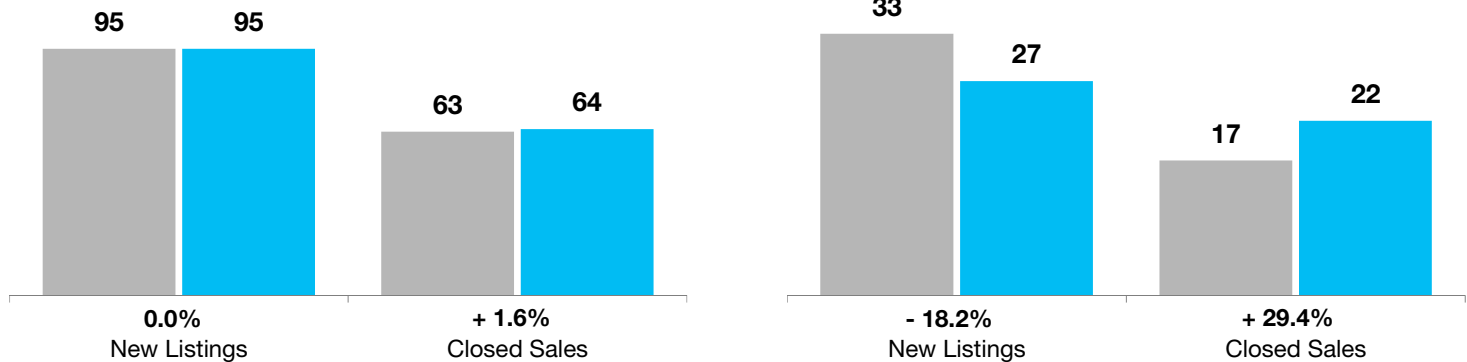
* Does not account for seller concessions. | + / - by month may look extreme due to small sample size. | Totals rounded to whole number or tenth of a percent; rounding error may occur.

Aug through Oct

■ 2016 ■ 2017

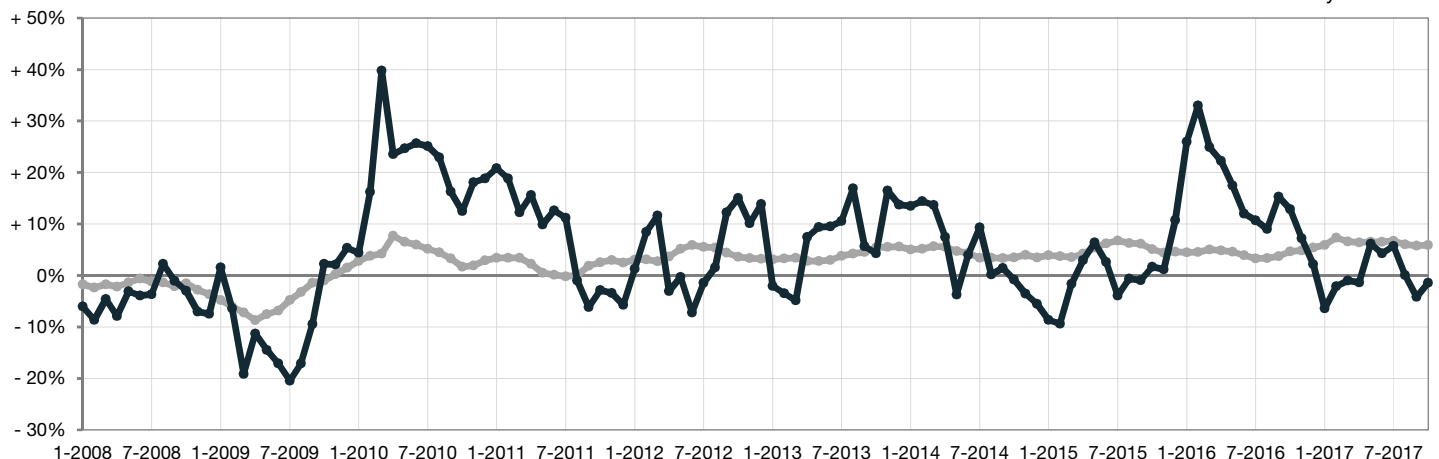
October

■ 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 – October 2017

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+ 4.2%

+ 4.7%

+ 1.1%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Hamilton County

Aug through Oct

October

	2016	2017	+ / -	2016	2017	+ / -
New Listings	1,938	1,996	+ 3.0%	594	619	+ 4.2%
Closed Sales	1,811	1,819	+ 0.4%	514	538	+ 4.7%
Median Sales Price*	\$244,625	\$249,000	+ 1.8%	\$245,000	\$247,625	+ 1.1%
Average Sales Price*	\$294,310	\$300,856	+ 2.2%	\$288,069	\$301,363	+ 4.6%
Percent of Original List Price Received at Sale*	96.3%	96.6%	+ 0.3%	95.8%	96.5%	+ 0.7%
Absorption Rate				3.2	3.0	- 6.2%
Single-Family Detached Inventory				1,690	1,654	- 2.1%
Townhouse-Condo Inventory				159	129	- 18.9%

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.

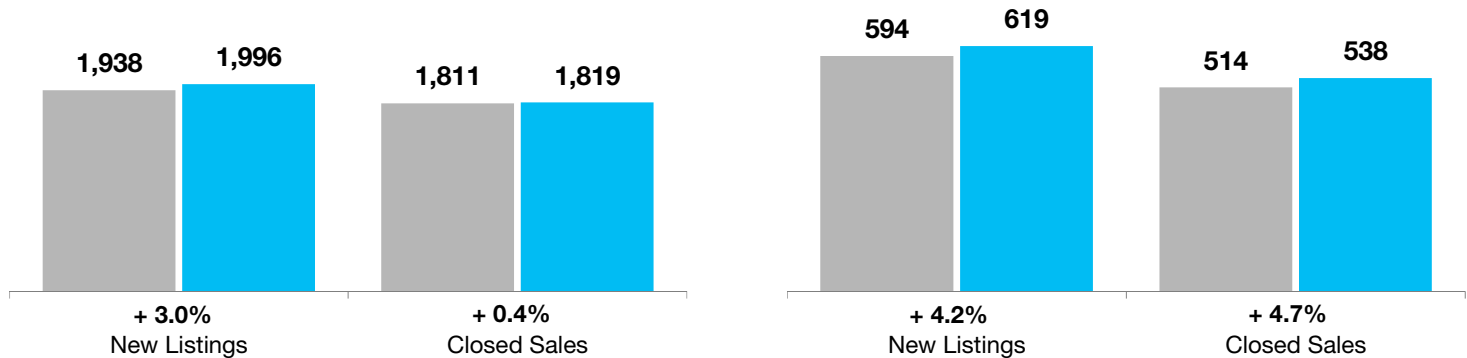
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Aug through Oct

■ 2016 ■ 2017

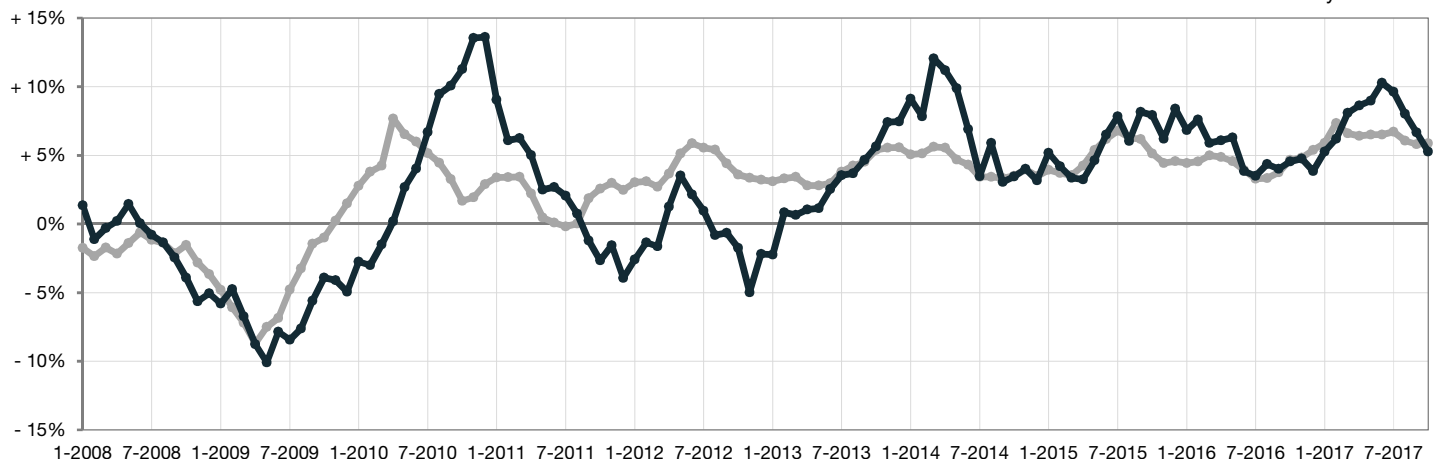
October

■ 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 – October 2017

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- 2.4%

+ 15.7%

+ 29.1%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Hancock County

Aug through Oct

October

	2016	2017	+ / -	2016	2017	+ / -
New Listings	415	403	- 2.9%	123	120	- 2.4%
Closed Sales	371	393	+ 5.9%	102	118	+ 15.7%
Median Sales Price*	\$163,000	\$177,100	+ 8.7%	\$141,000	\$182,000	+ 29.1%
Average Sales Price*	\$182,320	\$190,818	+ 4.7%	\$165,029	\$201,560	+ 22.1%
Percent of Original List Price Received at Sale*	94.8%	96.1%	+ 1.5%	92.9%	96.7%	+ 4.0%
Absorption Rate				3.5	2.7	- 22.1%
Single-Family Detached Inventory				371	301	- 18.9%
Townhouse-Condo Inventory				10	7	- 30.0%

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

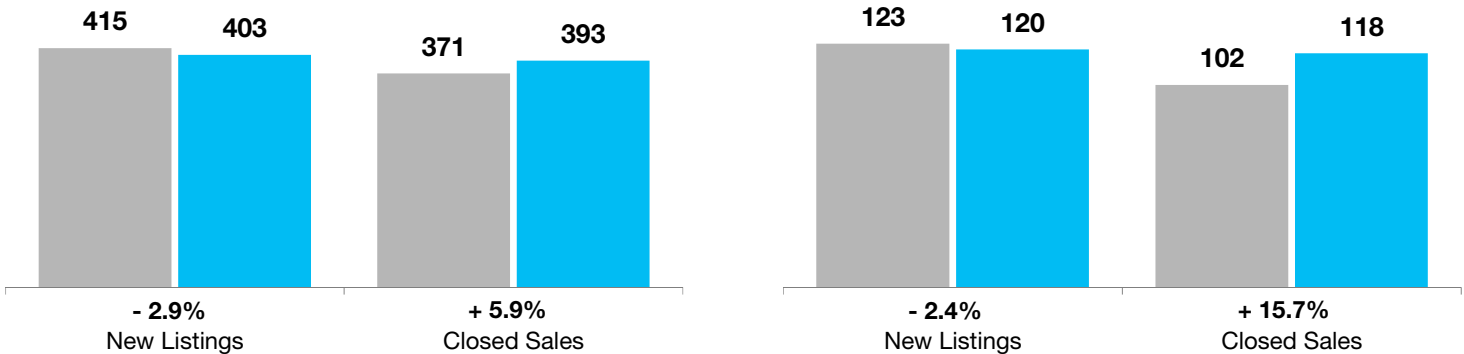
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Aug through Oct

■ 2016 ■ 2017

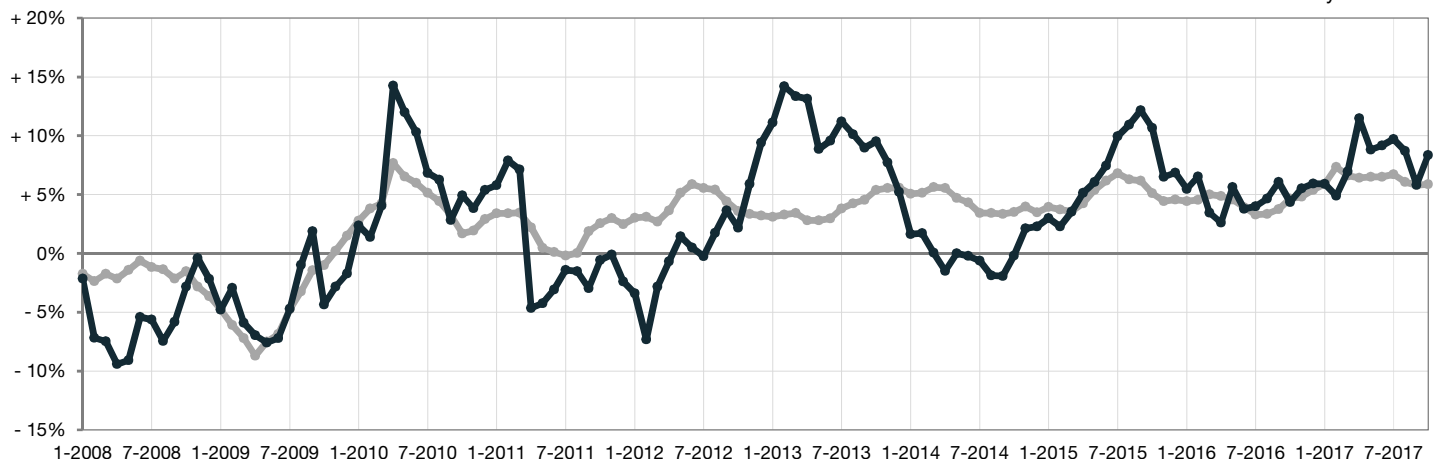
October

■ 2016 ■ 2017



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

Indianapolis Metro Area —
Hancock County —



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Local Market Update – October 2017

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- 8.6%

+ 18.7%

+ 7.6%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Hendricks County

Aug through Oct

October

	2016	2017	+ / -	2016	2017	+ / -
New Listings	912	905	- 0.8%	278	254	- 8.6%
Closed Sales	768	869	+ 13.2%	246	292	+ 18.7%
Median Sales Price*	\$172,500	\$189,450	+ 9.8%	\$175,250	\$188,500	+ 7.6%
Average Sales Price*	\$193,524	\$215,239	+ 11.2%	\$195,937	\$213,259	+ 8.8%
Percent of Original List Price Received at Sale*	96.3%	96.9%	+ 0.6%	96.1%	96.4%	+ 0.3%
Absorption Rate				3.1	2.5	- 17.9%
Single-Family Detached Inventory				726	622	- 14.3%
Townhouse-Condo Inventory				34	50	+ 47.1%

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

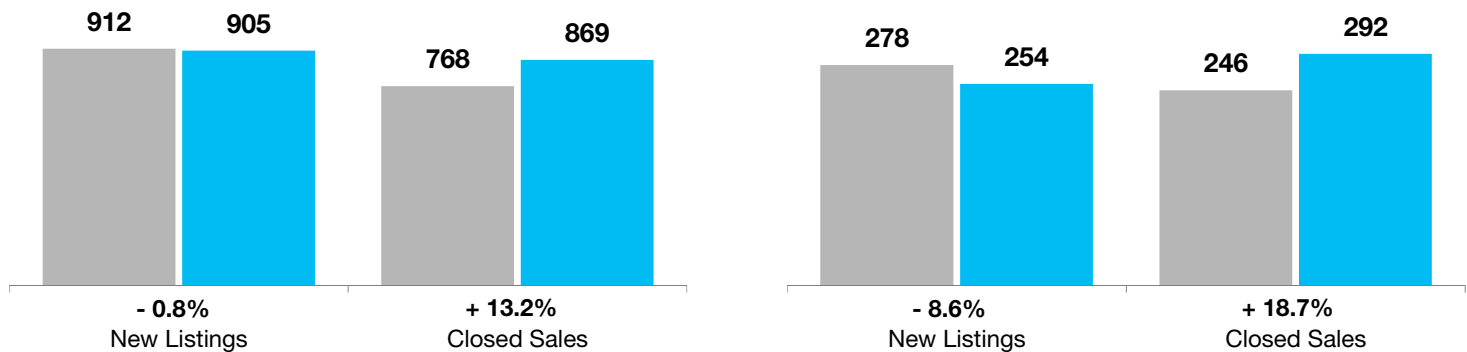
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Aug through Oct

■ 2016 ■ 2017

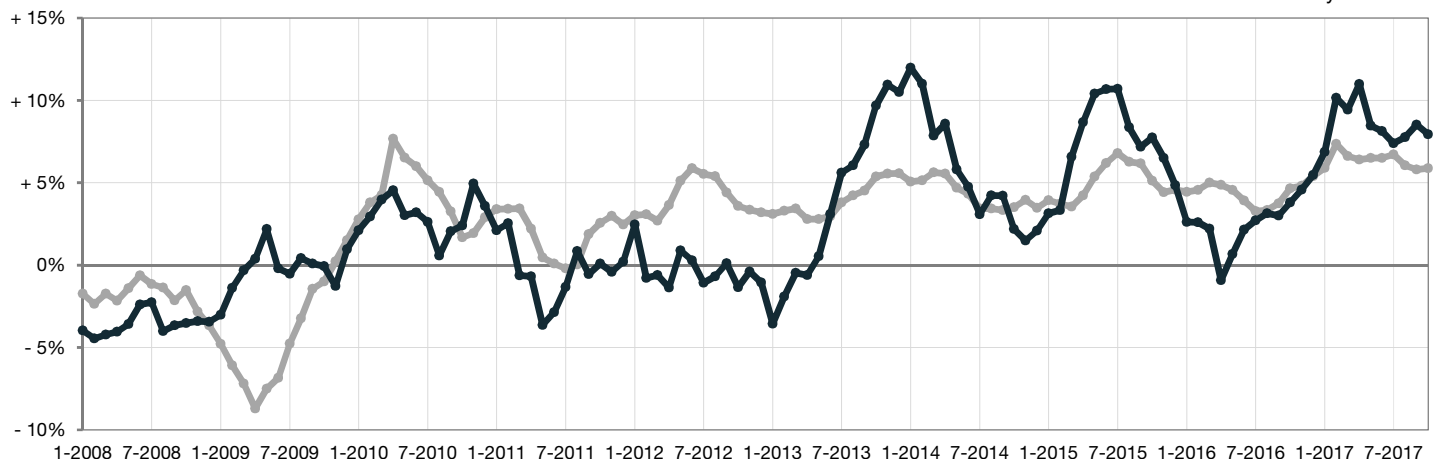
October

■ 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 – October 2017

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+ 107.1% **- 8.0%** **+ 56.3%**

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Jennings County

Aug through Oct

October

	2016	2017	+ / -	2016	2017	+ / -
New Listings	68	76	+ 11.8%	14	29	+ 107.1%
Closed Sales	63	66	+ 4.8%	25	23	- 8.0%
Median Sales Price*	\$80,000	\$89,450	+ 11.8%	\$57,600	\$90,000	+ 56.3%
Average Sales Price*	\$86,770	\$93,546	+ 7.8%	\$73,938	\$88,470	+ 19.7%
Percent of Original List Price Received at Sale*	91.7%	92.7%	+ 1.1%	89.4%	89.9%	+ 0.7%
Absorption Rate				5.2	3.3	- 36.6%
Single-Family Detached Inventory				68	59	- 13.2%
Townhouse-Condo Inventory				0	0	--

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

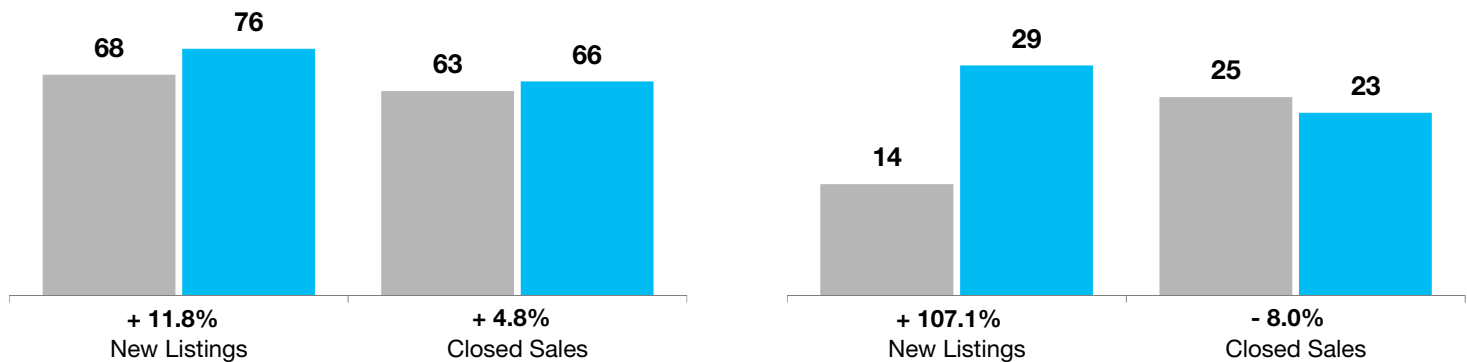
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Aug through Oct

■ 2016 ■ 2017

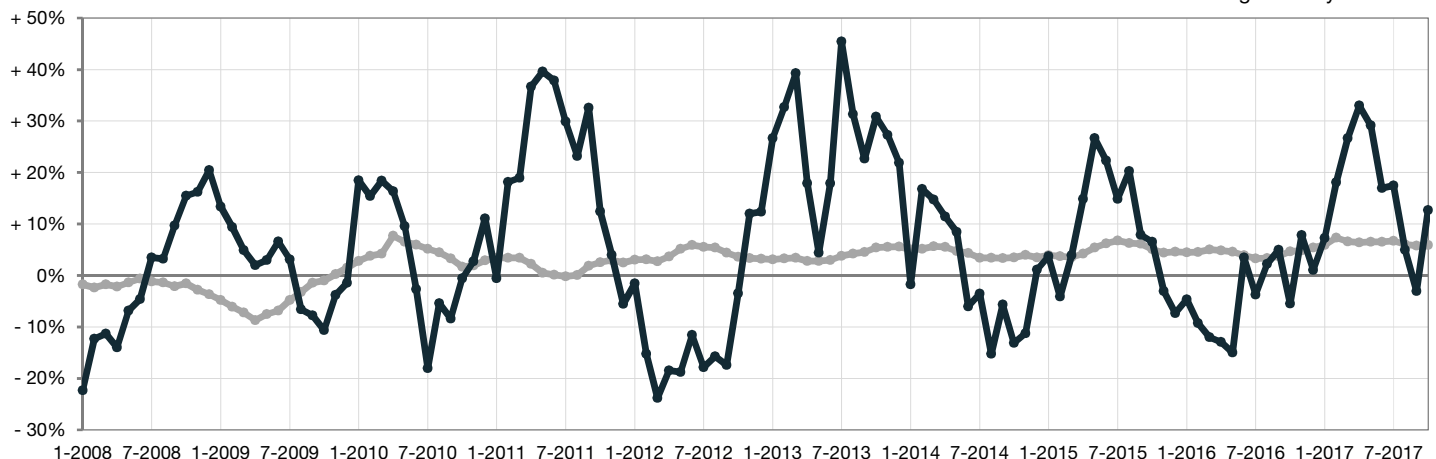
October

■ 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 – October 2017

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- 5.0%

+ 14.8%

+ 8.6%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Johnson County

Aug through Oct

October

	2016	2017	+ / -	2016	2017	+ / -
New Listings	842	832	- 1.2%	238	226	- 5.0%
Closed Sales	708	745	+ 5.2%	216	248	+ 14.8%
Median Sales Price*	\$153,000	\$169,450	+ 10.8%	\$155,000	\$168,400	+ 8.6%
Average Sales Price*	\$175,751	\$203,604	+ 15.8%	\$179,117	\$195,573	+ 9.2%
Percent of Original List Price Received at Sale*	96.1%	96.8%	+ 0.7%	96.0%	96.2%	+ 0.2%
Absorption Rate				3.2	2.7	- 14.2%
Single-Family Detached Inventory				707	597	- 15.6%
Townhouse-Condo Inventory				25	29	+ 16.0%

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.

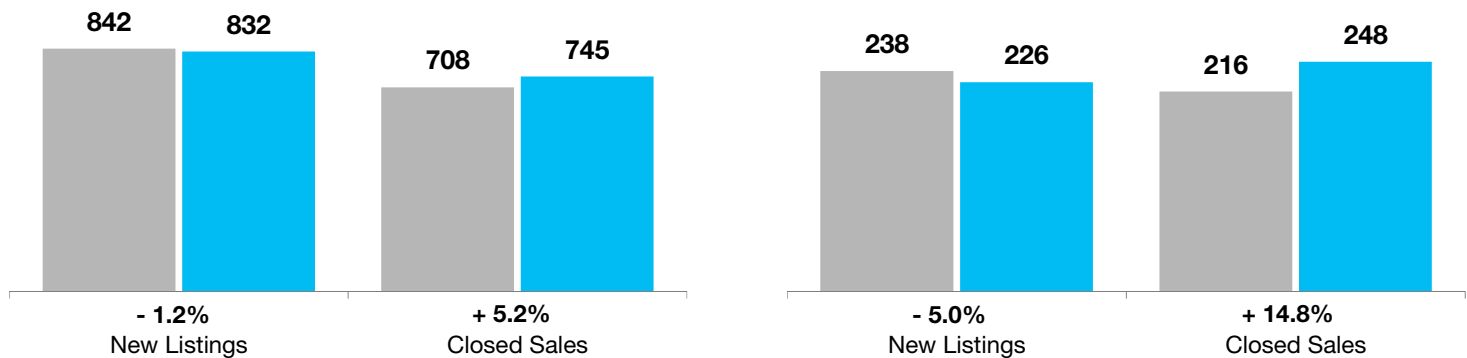
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Aug through Oct

■ 2016 ■ 2017

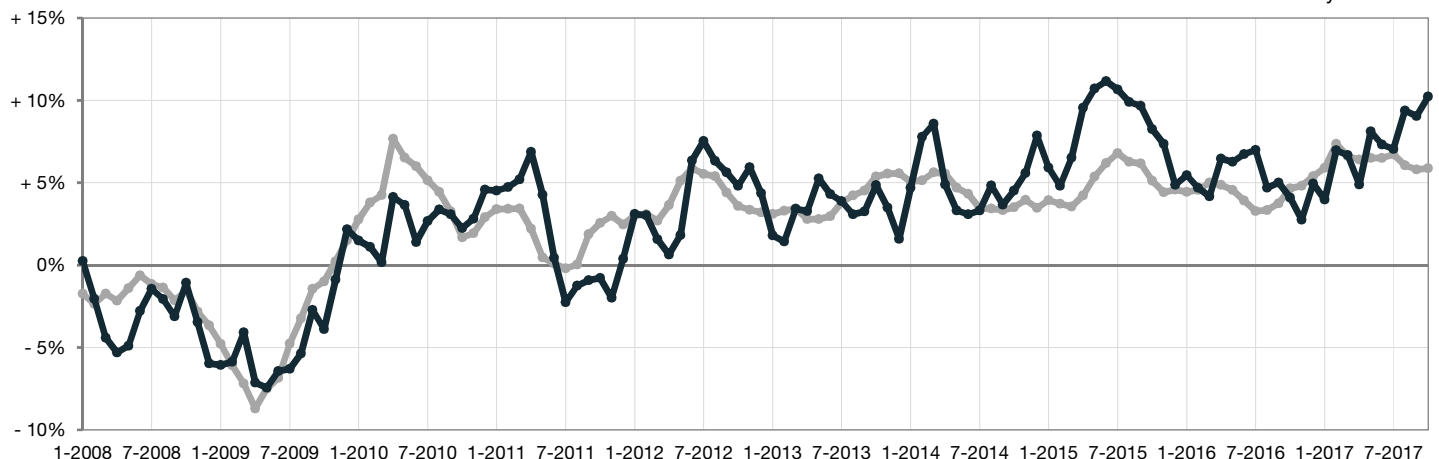
October

■ 2016 ■ 2017



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

Indianapolis Metro Area —
Johnson County —



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Local Market Update – October 2017

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- 7.9%

- 9.1%

+ 28.7%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Madison County

Aug through Oct

October

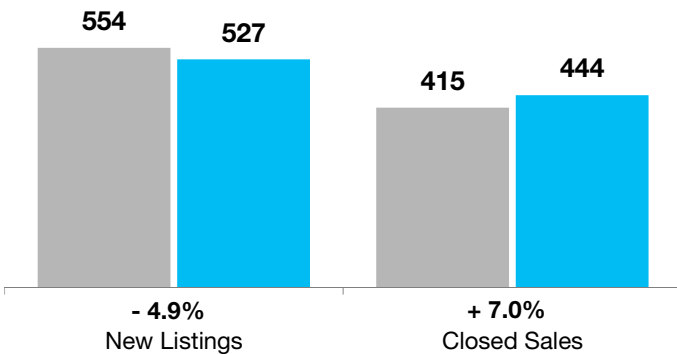
	2016	2017	+ / -	2016	2017	+ / -
New Listings	554	527	- 4.9%	151	139	- 7.9%
Closed Sales	415	444	+ 7.0%	132	120	- 9.1%
Median Sales Price*	\$96,000	\$109,000	+ 13.5%	\$82,000	\$105,500	+ 28.7%
Average Sales Price*	\$105,935	\$120,140	+ 13.4%	\$106,010	\$119,975	+ 13.2%
Percent of Original List Price Received at Sale*	91.9%	93.6%	+ 1.8%	90.5%	92.2%	+ 1.8%
Absorption Rate				4.9	3.3	- 32.8%
Single-Family Detached Inventory				588	444	- 24.5%
Townhouse-Condo Inventory				24	19	- 20.8%

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

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Aug through Oct

■ 2016 ■ 2017



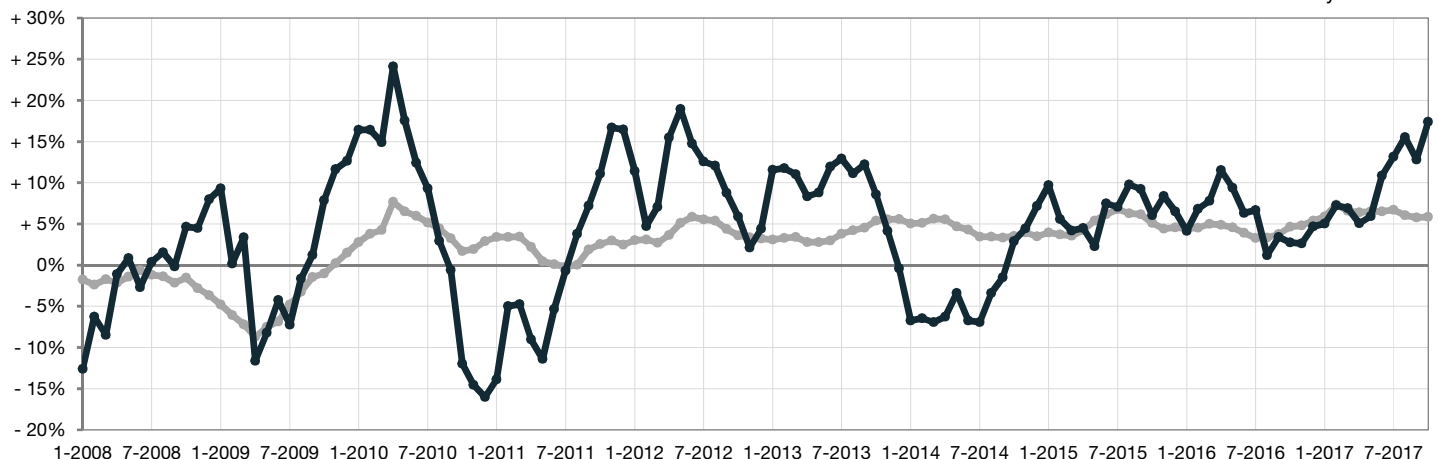
October

■ 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 – October 2017

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+ 3.8%

+ 16.6%

+ 10.3%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Marion County

Aug through Oct

October

	2016	2017	+ / -	2016	2017	+ / -
New Listings	4,372	4,506	+ 3.1%	1,306	1,356	+ 3.8%
Closed Sales	3,739	4,013	+ 7.3%	1,133	1,321	+ 16.6%
Median Sales Price*	\$129,900	\$136,500	+ 5.1%	\$126,000	\$139,000	+ 10.3%
Average Sales Price*	\$156,959	\$164,137	+ 4.6%	\$152,309	\$166,142	+ 9.1%
Percent of Original List Price Received at Sale*	94.6%	95.0%	+ 0.4%	94.2%	94.6%	+ 0.4%
Absorption Rate				3.6	2.7	- 24.2%
Single-Family Detached Inventory				3,772	3,011	- 20.2%
Townhouse-Condo Inventory				424	372	- 12.3%

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.

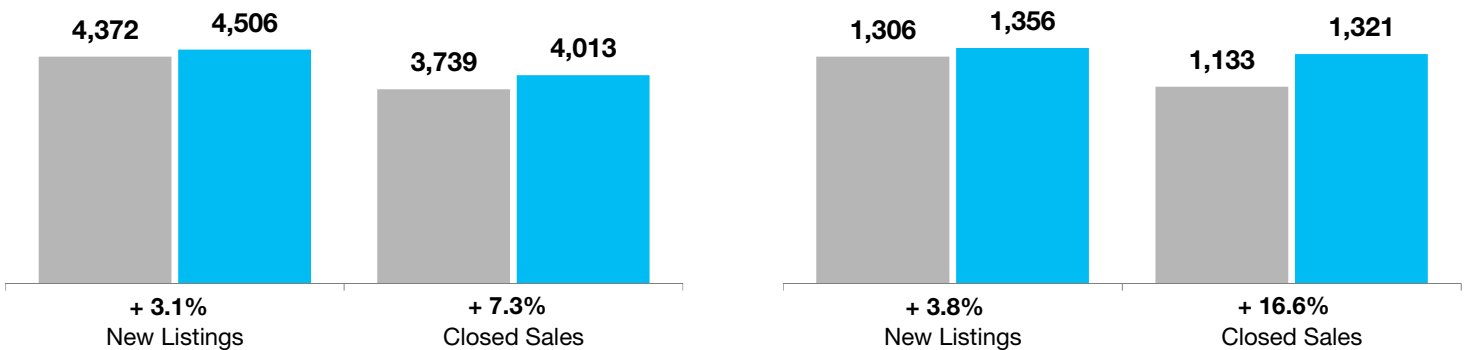
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Aug through Oct

■ 2016 ■ 2017

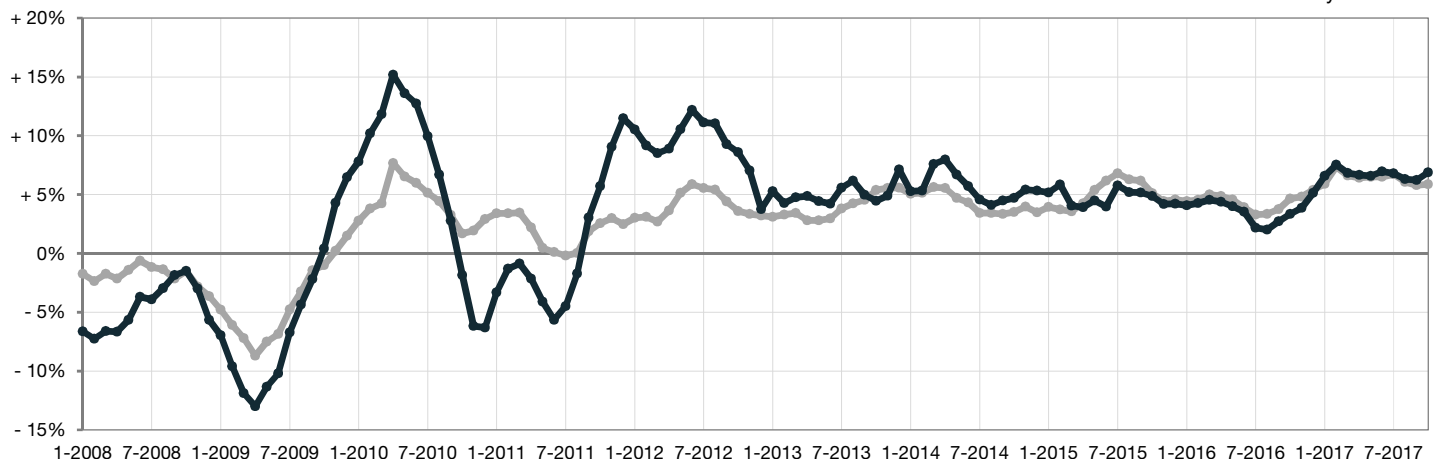
October

■ 2016 ■ 2017



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

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

Local Market Update – October 2017

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



- 13.1%

+ 8.0%

- 6.6%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Montgomery County

Aug through Oct

October

	2016	2017	+ / -	2016	2017	+ / -
New Listings	192	183	- 4.7%	61	53	- 13.1%
Closed Sales	137	152	+ 10.9%	50	54	+ 8.0%
Median Sales Price*	\$116,000	\$126,000	+ 8.6%	\$119,500	\$111,625	- 6.6%
Average Sales Price*	\$126,852	\$134,042	+ 5.7%	\$133,991	\$129,441	- 3.4%
Percent of Original List Price Received at Sale*	94.1%	94.0%	- 0.1%	94.4%	93.5%	- 1.0%
Absorption Rate				5.0	3.5	- 30.3%
Single-Family Detached Inventory				201	144	- 28.4%
Townhouse-Condo Inventory				7	3	- 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.

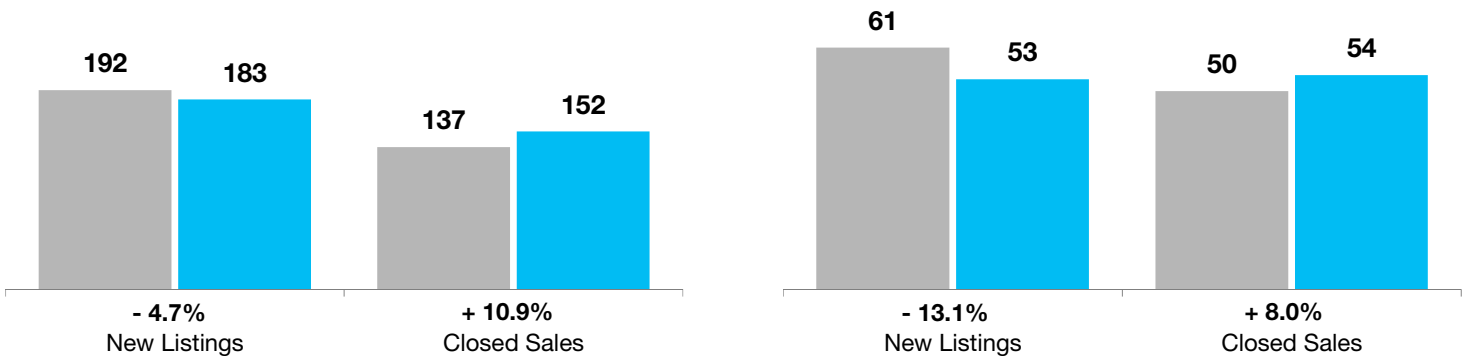
* Does not account for seller concessions. | + / - by month may look extreme due to small sample size. | Totals rounded to whole number or tenth of a percent; rounding error may occur.

Aug through Oct

■ 2016 ■ 2017

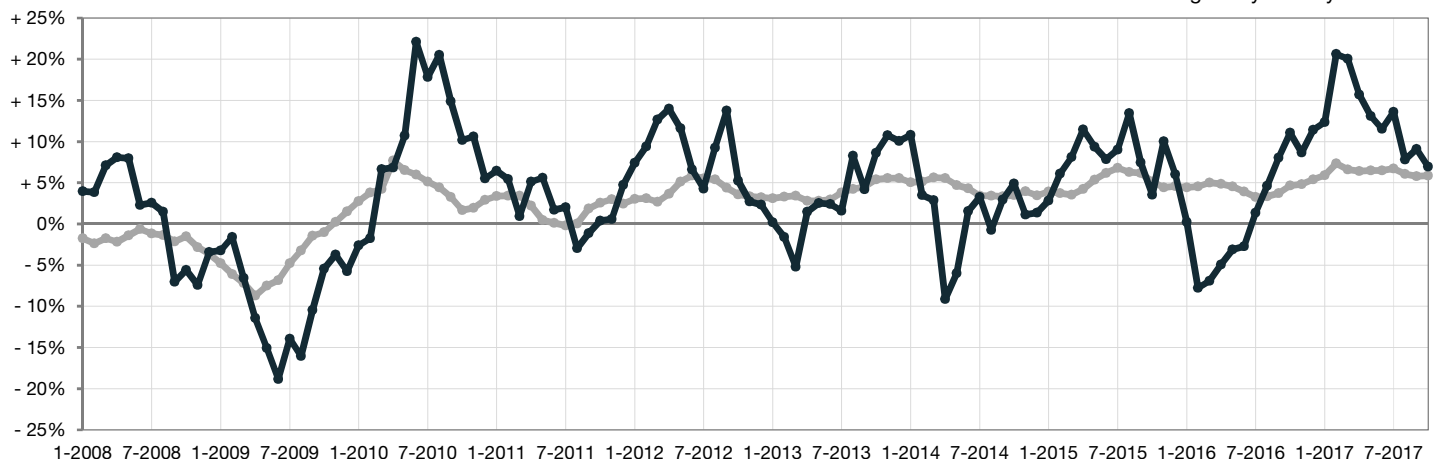
October

■ 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 – October 2017

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- 7.6%

+ 18.2%

+ 24.1%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Morgan County

Aug through Oct

October

	2016	2017	+ / -	2016	2017	+ / -
New Listings	337	348	+ 3.3%	105	97	- 7.6%
Closed Sales	304	304	0.0%	88	104	+ 18.2%
Median Sales Price*	\$145,000	\$157,000	+ 8.3%	\$137,000	\$170,000	+ 24.1%
Average Sales Price*	\$169,681	\$189,828	+ 11.9%	\$157,912	\$191,928	+ 21.5%
Percent of Original List Price Received at Sale*	94.8%	95.6%	+ 0.9%	93.3%	95.3%	+ 2.1%
Absorption Rate				4.5	3.4	- 23.1%
Single-Family Detached Inventory				374	295	- 21.1%
Townhouse-Condo Inventory				10	13	+ 30.0%

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

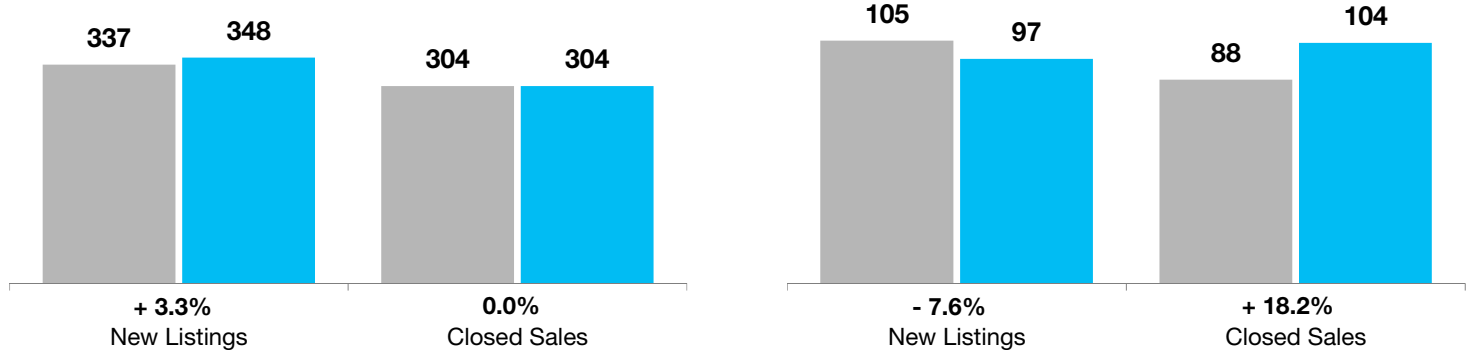
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Aug through Oct

■ 2016 ■ 2017

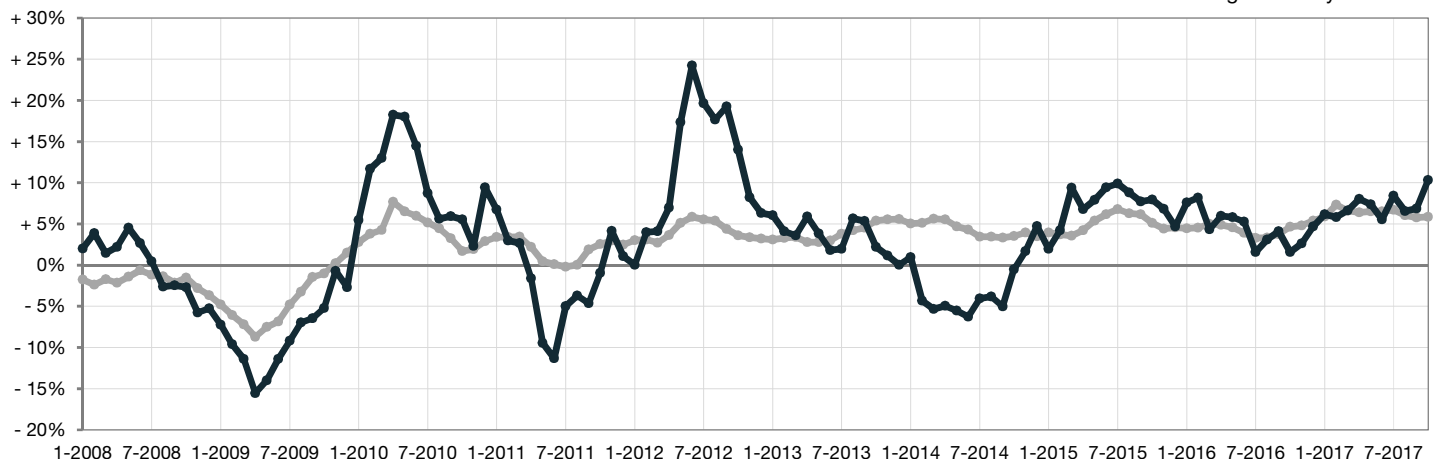
October

■ 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 – October 2017

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



+ 28.2%

- 10.9%

+ 14.5%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Putnam County

Aug through Oct

October

	2016	2017	+ / -	2016	2017	+ / -
New Listings	156	172	+ 10.3%	39	50	+ 28.2%
Closed Sales	166	144	- 13.3%	46	41	- 10.9%
Median Sales Price*	\$126,750	\$130,250	+ 2.8%	\$121,000	\$138,500	+ 14.5%
Average Sales Price*	\$143,860	\$151,938	+ 5.6%	\$136,331	\$174,491	+ 28.0%
Percent of Original List Price Received at Sale*	94.5%	94.9%	+ 0.4%	94.8%	94.9%	+ 0.2%
Absorption Rate				4.6	3.8	- 17.7%
Single-Family Detached Inventory				192	146	- 24.0%
Townhouse-Condo Inventory				7	7	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.

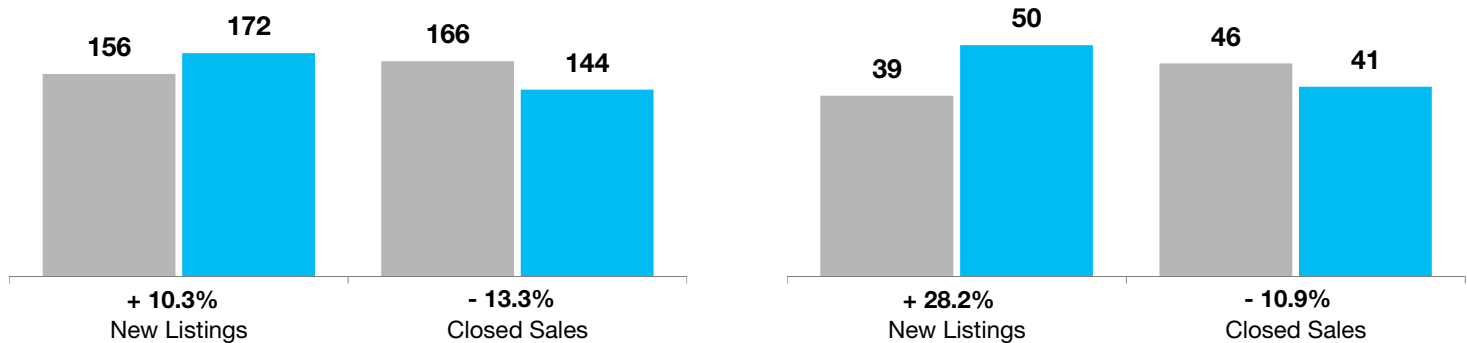
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Aug through Oct

■ 2016 ■ 2017

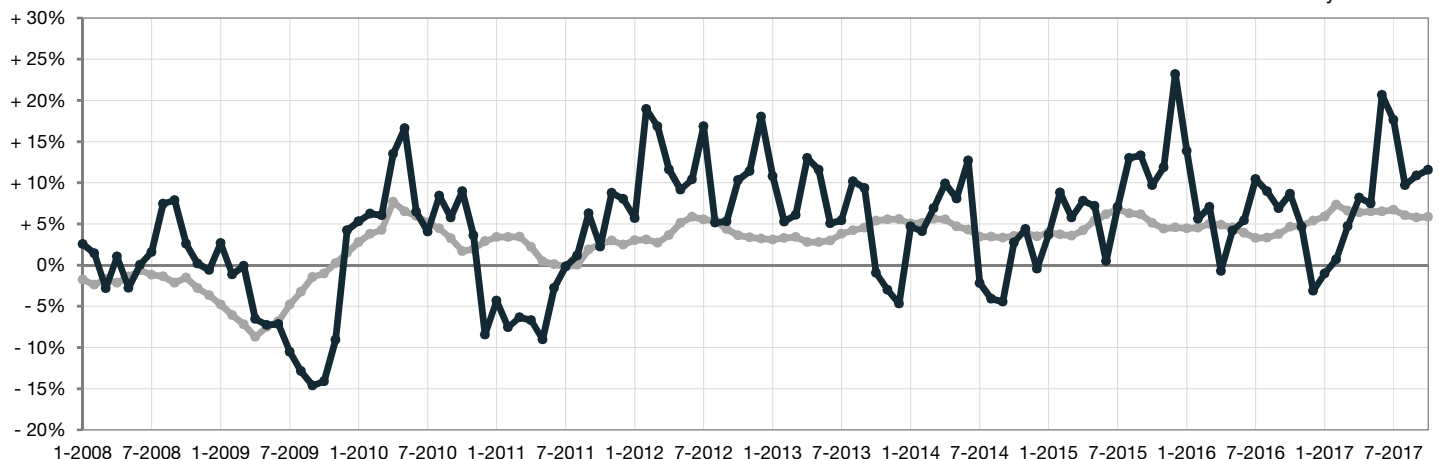
October

■ 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 – October 2017

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Shelby County

- 3.6%

Change in
New Listings

- 5.9%

Change in
Closed Sales

+ 31.7%

Change in
Median Sales Price

Aug through Oct

October

	2016	2017	+ / -	2016	2017	+ / -
New Listings	173	175	+ 1.2%	55	53	- 3.6%
Closed Sales	155	157	+ 1.3%	51	48	- 5.9%
Median Sales Price*	\$114,900	\$125,000	+ 8.8%	\$94,900	\$125,000	+ 31.7%
Average Sales Price*	\$130,348	\$137,877	+ 5.8%	\$120,172	\$142,103	+ 18.2%
Percent of Original List Price Received at Sale*	92.5%	94.2%	+ 1.8%	89.7%	95.4%	+ 6.3%
Absorption Rate				4.4	3.0	- 30.6%
Single-Family Detached Inventory				189	139	- 26.5%
Townhouse-Condo Inventory				8	8	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.

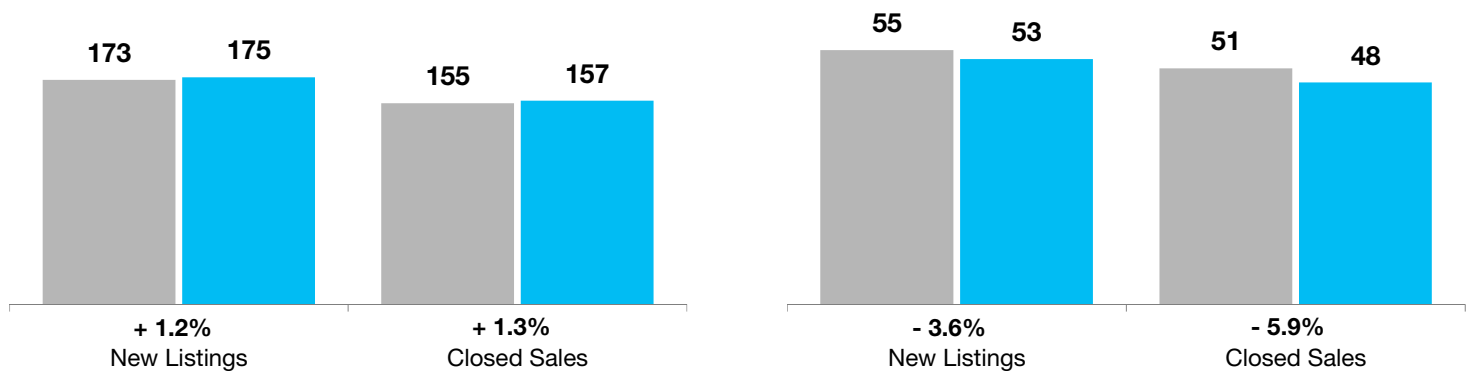
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Aug through Oct

■ 2016 ■ 2017

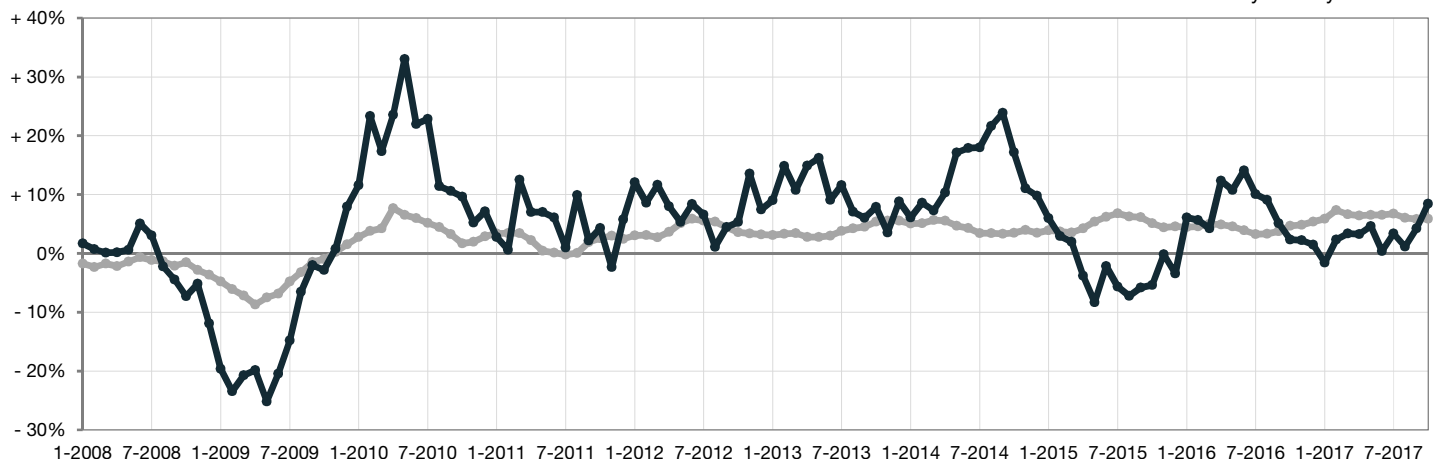
October

■ 2016 ■ 2017



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

Indianapolis Metro Area —
Shelby County —



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