

# Monthly Indicators

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



## April 2018

Many sellers and builders are in a good position for financial gains, as the economy continues to favor putting existing homes on the market and building new homes for sale. We are finally beginning to see some upward movement in new listings after at least two years of a positive outlook. There may not be massive increases in inventory from week to week, but a longer-term trend toward more new listings would be a good sign. Low inventory should continue to create a competitive situation for buyers, causing price increases over the next several months.

Closed Sales were up 3.0 percent to 3,212. Pending Sales increased 15.9 percent to 3,920, and Inventory shrank 32.0 percent to 6,046.

Median Sales Price was up 9.4 percent to \$175,000. Percent of Original List Price Received increased 1.4 percent to 97.0%. Absorption Rate was down 33.3 percent to 2.0.

This winter and spring exhibited unseasonal weather patterns in much of the country. As the seasons change to something more palatable, wages and consumer spending are both up, on average, which should translate positively for the housing market. Being quick with an offer is still the rule of the day as the number of days a home stays on the market drops lower. If that wasn't enough for buyers to mull over with each potential offer, being aware of pending mortgage rate increases is once again in fashion.

## Quick Facts

**+ 0.2%**      **+ 10.2%**      **- 32.0%**

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.

Market Overview	2
New Listings	3
Pending Sales	4
Closed Sales	5
Median Sales Price	6
Average Sales Price	7
Percent of Original List Price Received	8
Inventory of Homes Available	9
Months Supply of Inventory / Absorption Rate	10
Active Listings and Closed Sales by Price Range	11



# 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>	Feb 2018	42,673	43,420	- 1.7%	16,699	17,182	- 2.8%	7,252	7,585	- 4.4%	2,850	3,120	- 8.7%
	Mar 2018	42,293	43,382	- 2.5%	17,045	17,877	- 4.7%	9,265	10,013	- 7.5%	3,932	4,312	- 8.8%
	<b>Apr 2018</b>	<b>42,443</b>	<b>43,033</b>	<b>- 1.4%</b>	<b>18,125</b>	<b>18,838</b>	<b>- 3.8%</b>	<b>11,130</b>	<b>11,630</b>	<b>- 4.3%</b>	<b>4,348</b>	<b>4,198</b>	<b>+ 3.6%</b>
<b>Pending Sales</b>	Feb 2018	34,478	32,541	+ 6.0%	14,689	13,817	+ 6.3%	6,747	6,612	+ 2.0%	2,519	2,550	- 1.2%
	Mar 2018	35,480	32,702	+ 8.5%	16,169	14,405	+ 12.2%	9,020	7,982	+ 13.0%	4,285	3,283	+ 30.5%
	<b>Apr 2018</b>	<b>36,017</b>	<b>32,850</b>	<b>+ 9.6%</b>	<b>17,330</b>	<b>15,402</b>	<b>+ 12.5%</b>	<b>10,724</b>	<b>9,216</b>	<b>+ 16.4%</b>	<b>3,920</b>	<b>3,383</b>	<b>+ 15.9%</b>
<b>Closed Sales</b>	Feb 2018	37,151	35,509	+ 4.6%	16,007	15,244	+ 5.0%	6,820	6,555	+ 4.0%	2,146	1,984	+ 8.2%
	Mar 2018	36,911	36,055	+ 2.4%	15,747	15,254	+ 3.2%	7,013	6,996	+ 0.2%	2,966	3,206	- 7.5%
	<b>Apr 2018</b>	<b>37,006</b>	<b>36,100</b>	<b>+ 2.5%</b>	<b>15,815</b>	<b>15,527</b>	<b>+ 1.9%</b>	<b>8,324</b>	<b>8,307</b>	<b>+ 0.2%</b>	<b>3,212</b>	<b>3,117</b>	<b>+ 3.0%</b>
<b>Median Sales Price</b>	Feb 2018	\$165,000	\$155,000	+ 6.5%	\$164,900	\$153,500	+ 7.4%	\$164,900	\$150,000	+ 9.9%	\$167,500	\$152,000	+ 10.2%
	Mar 2018	\$166,500	\$155,000	+ 7.4%	\$165,000	\$152,900	+ 7.9%	\$167,051	\$152,000	+ 9.9%	\$173,500	\$156,000	+ 11.2%
	<b>Apr 2018</b>	<b>\$168,000</b>	<b>\$156,220</b>	<b>+ 7.5%</b>	<b>\$168,000</b>	<b>\$154,950</b>	<b>+ 8.4%</b>	<b>\$173,000</b>	<b>\$157,000</b>	<b>+ 10.2%</b>	<b>\$175,000</b>	<b>\$160,000</b>	<b>+ 9.4%</b>
<b>Average Sales Price</b>	Feb 2018	\$201,479	\$191,596	+ 5.2%	\$199,389	\$191,055	+ 4.4%	\$198,234	\$189,191	+ 4.8%	\$196,729	\$187,893	+ 4.7%
	Mar 2018	\$203,171	\$192,091	+ 5.8%	\$201,345	\$189,272	+ 6.4%	\$200,976	\$187,137	+ 7.4%	\$209,313	\$189,237	+ 10.6%
	<b>Apr 2018</b>	<b>\$204,775</b>	<b>\$192,967</b>	<b>+ 6.1%</b>	<b>\$203,891</b>	<b>\$190,856</b>	<b>+ 6.8%</b>	<b>\$207,765</b>	<b>\$191,077</b>	<b>+ 8.7%</b>	<b>\$213,715</b>	<b>\$194,993</b>	<b>+ 9.6%</b>
<b>Pct. of Original List Price Received at Sale</b>	Feb 2018	95.6%	94.9%	+ 0.7%	95.0%	94.2%	+ 0.8%	94.9%	93.7%	+ 1.3%	95.2%	94.0%	+ 1.3%
	Mar 2018	95.7%	94.9%	+ 0.8%	95.1%	94.2%	+ 1.0%	95.3%	94.2%	+ 1.2%	95.9%	94.8%	+ 1.2%
	<b>Apr 2018</b>	<b>95.8%</b>	<b>95.0%</b>	<b>+ 0.8%</b>	<b>95.5%</b>	<b>94.5%</b>	<b>+ 1.1%</b>	<b>96.1%</b>	<b>95.0%</b>	<b>+ 1.2%</b>	<b>97.0%</b>	<b>95.7%</b>	<b>+ 1.4%</b>
<b>Total Active Listings Available at Month End</b>	Feb 2018										6,845	8,489	- 19.4%
	Mar 2018										5,708	8,746	- 34.7%
	<b>Apr 2018</b>										<b>6,046</b>	<b>8,888</b>	<b>- 32.0%</b>
<b>Months Supply of Inventory / Absorption Rate</b>	Feb 2018										2.2	2.9	- 24.1%
	Mar 2018										1.9	2.9	- 34.5%
	<b>Apr 2018</b>										<b>2.0</b>	<b>3.0</b>	<b>- 33.3%</b>

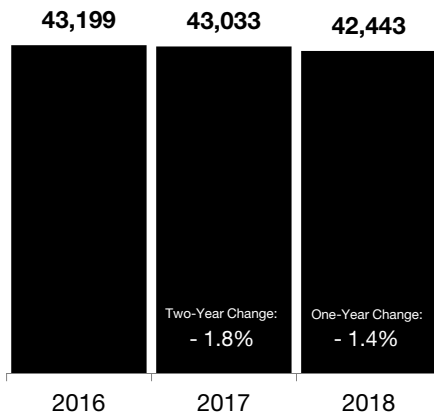
There are no rolling figures for Total Active Listings Available at Month End or Absorption Rate because these metrics are simply snapshots frozen in time at the end of each month. It does not add up over a period of months.

# New Listings

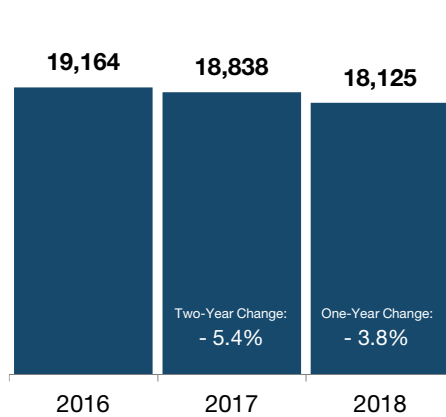
A count of the properties that have been newly listed on the market in a given month, regardless of what status they're currently in.



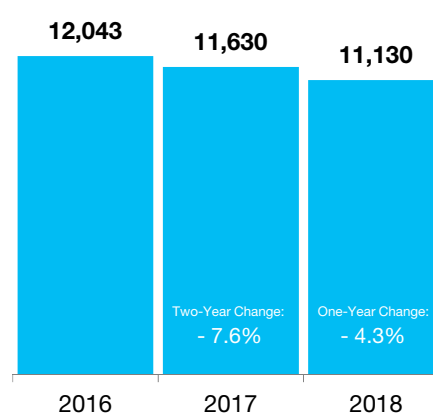
## 12 Month



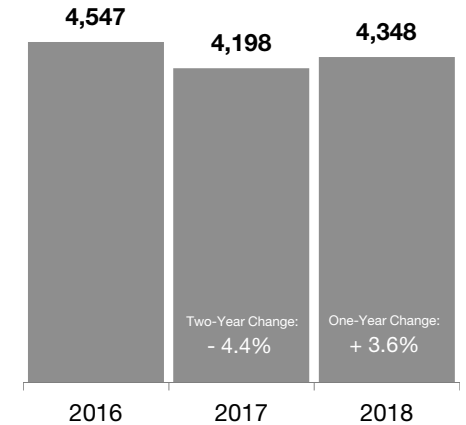
## 6 Month



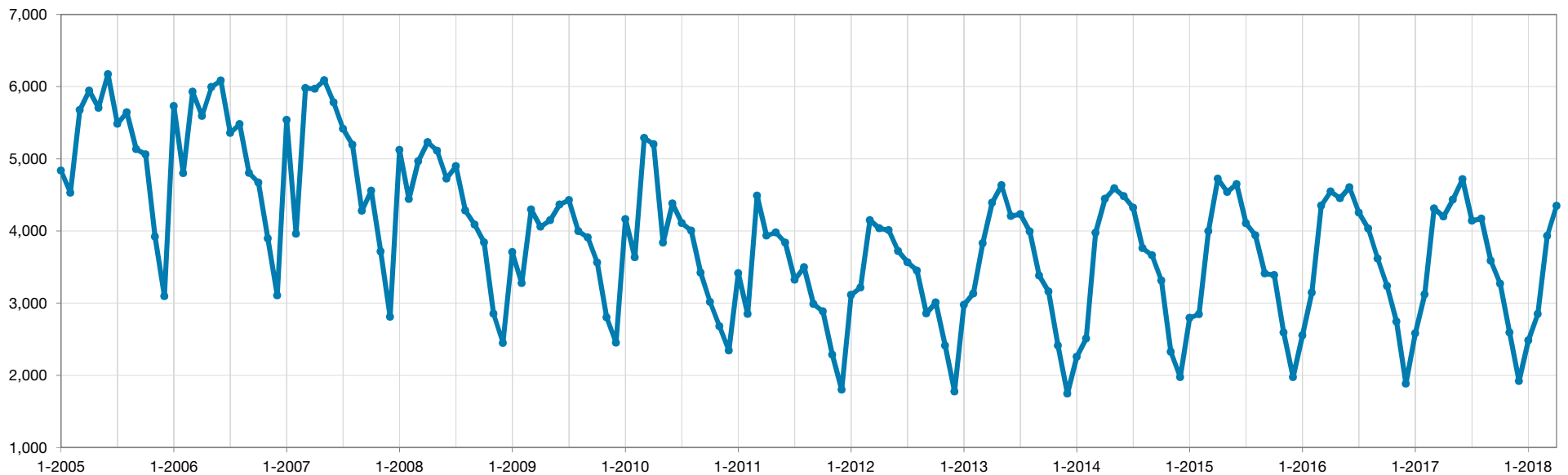
## 3 Month



## April



## Historical New Listings

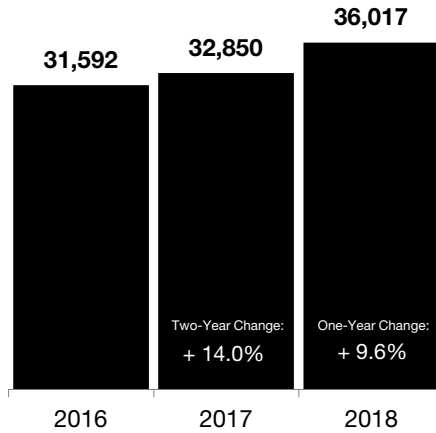


# Pending Sales

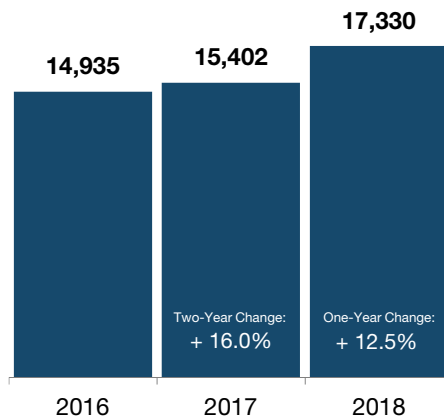
A count of the properties on which contracts have been accepted in a given month, regardless of whether or not the sale closes.



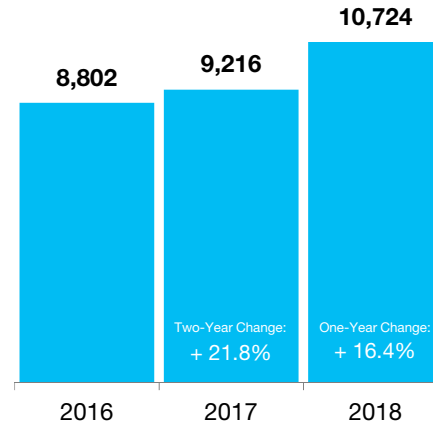
## 12 Month



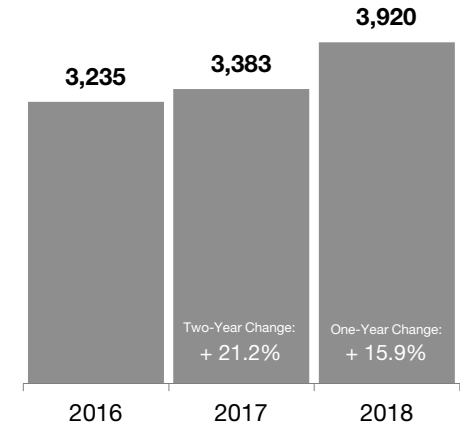
## 6 Month



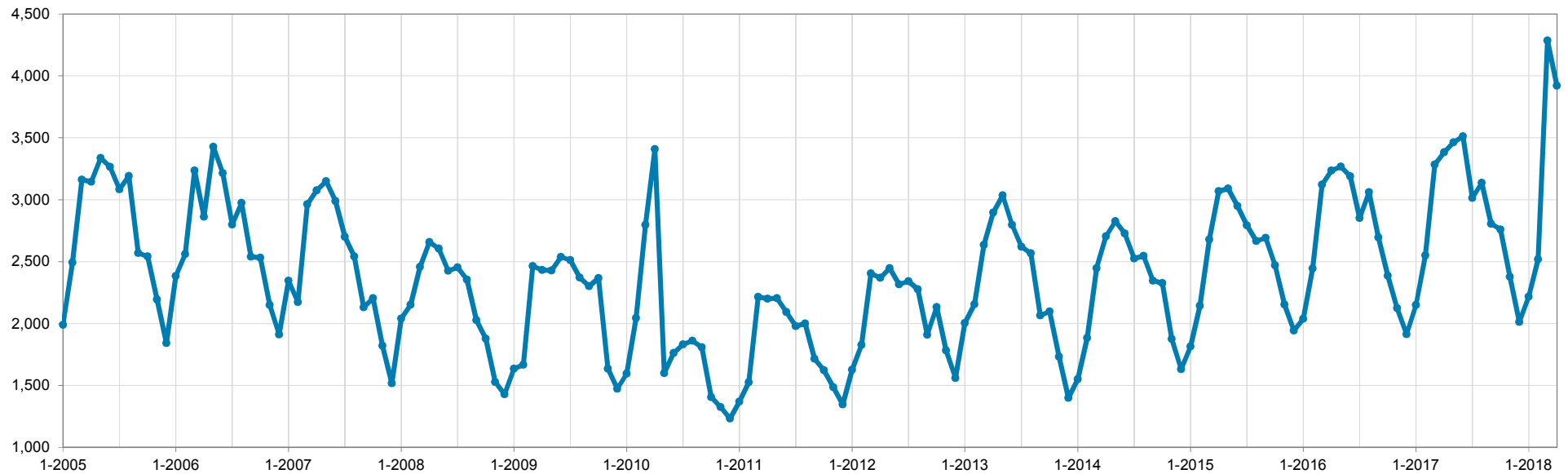
## 3 Month



## April



## Historical Pending Sales

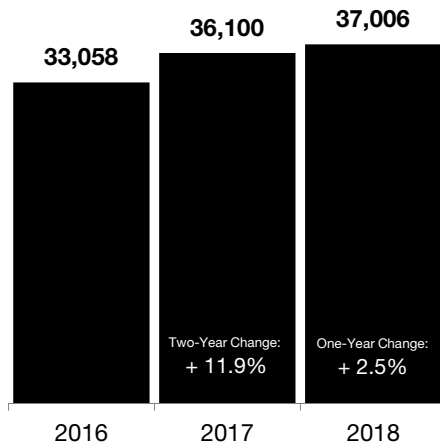


# Closed Sales

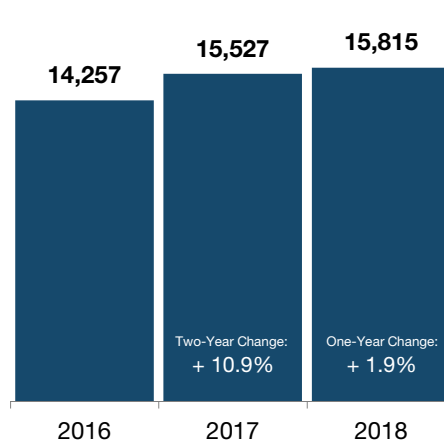
A count of the actual sales that have closed in a given month.



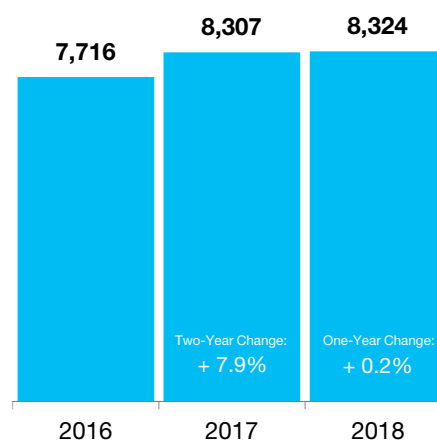
## 12 Month



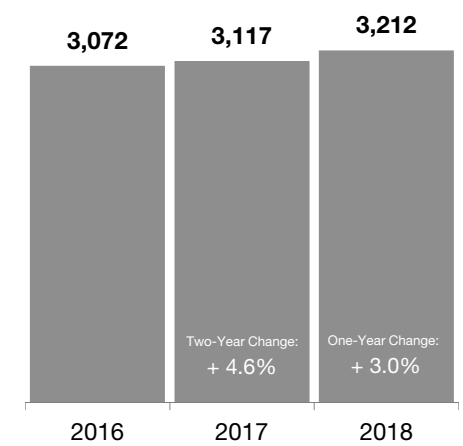
## 6 Month



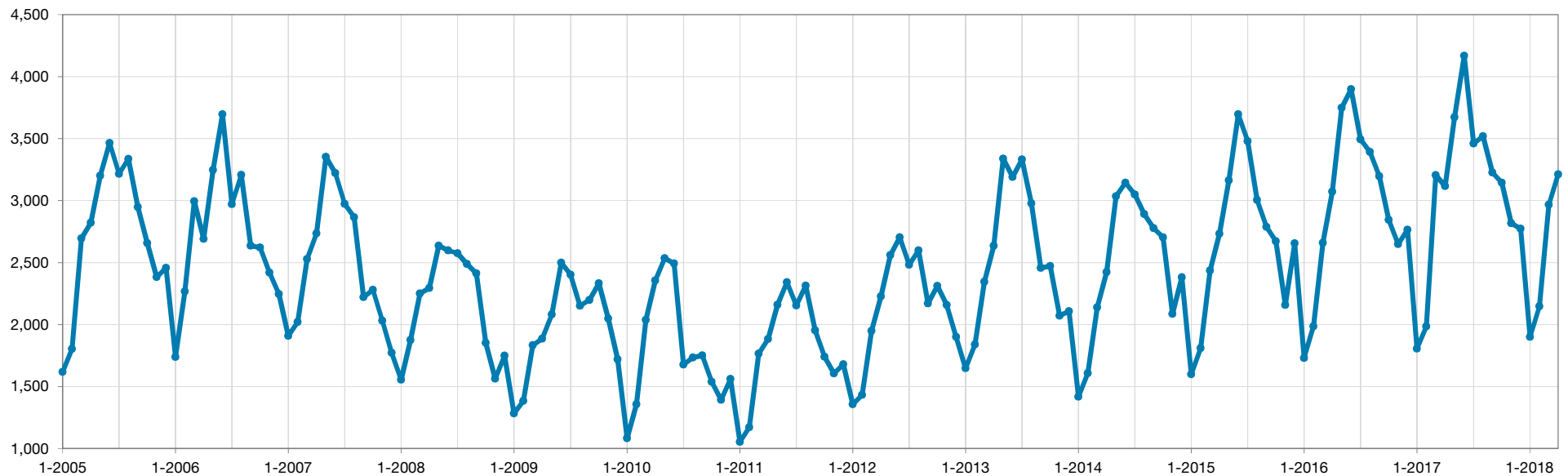
## 3 Month



## April



## Historical Closed Sales

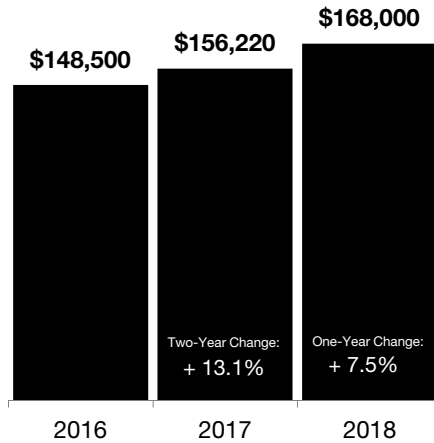


# Median Sales Price

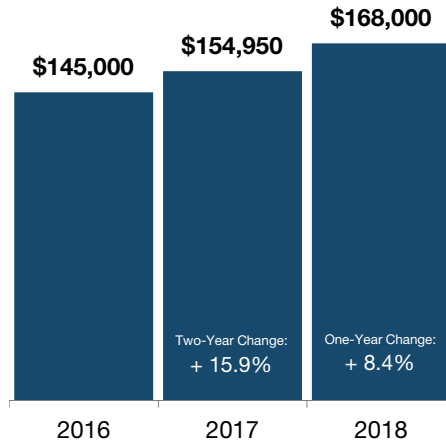
Median price point for all closed sales, not accounting for seller concessions, in a given month.



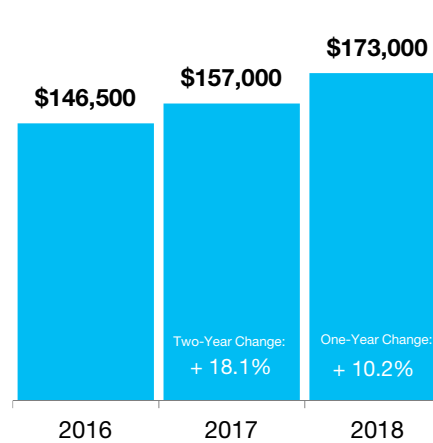
## 12 Month



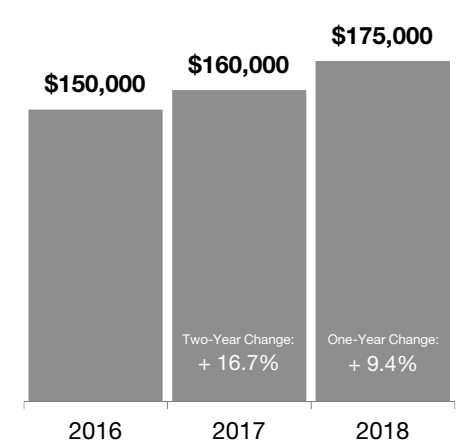
## 6 Month



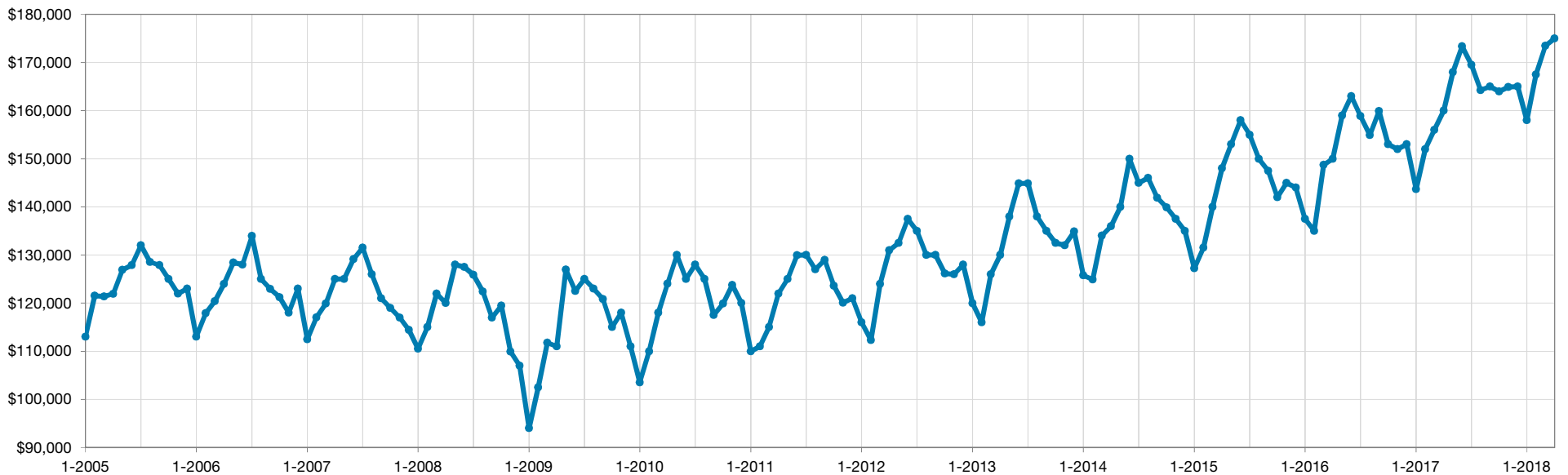
## 3 Month



## April



## Historical Median Sales Price

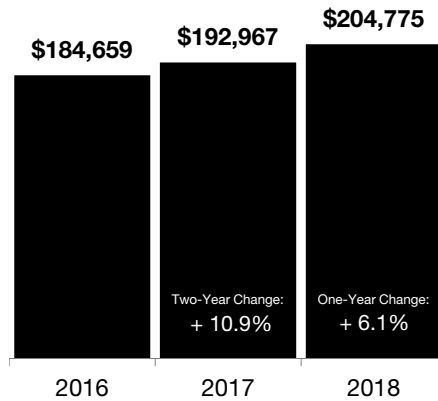


# Average Sales Price

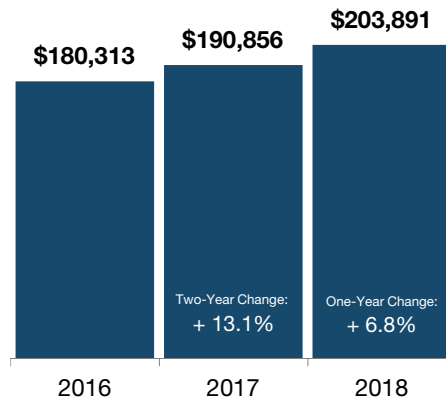
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



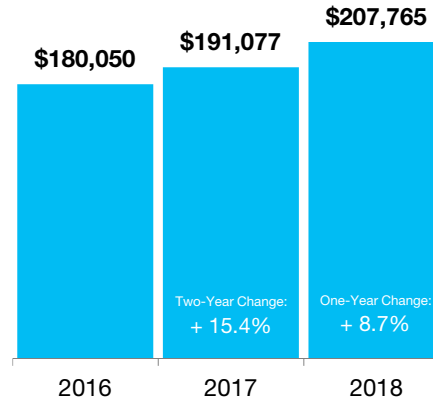
## 12 Month



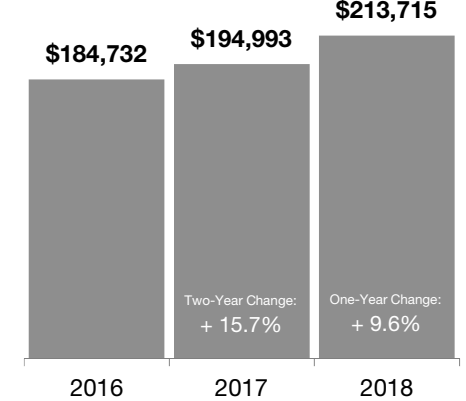
## 6 Month



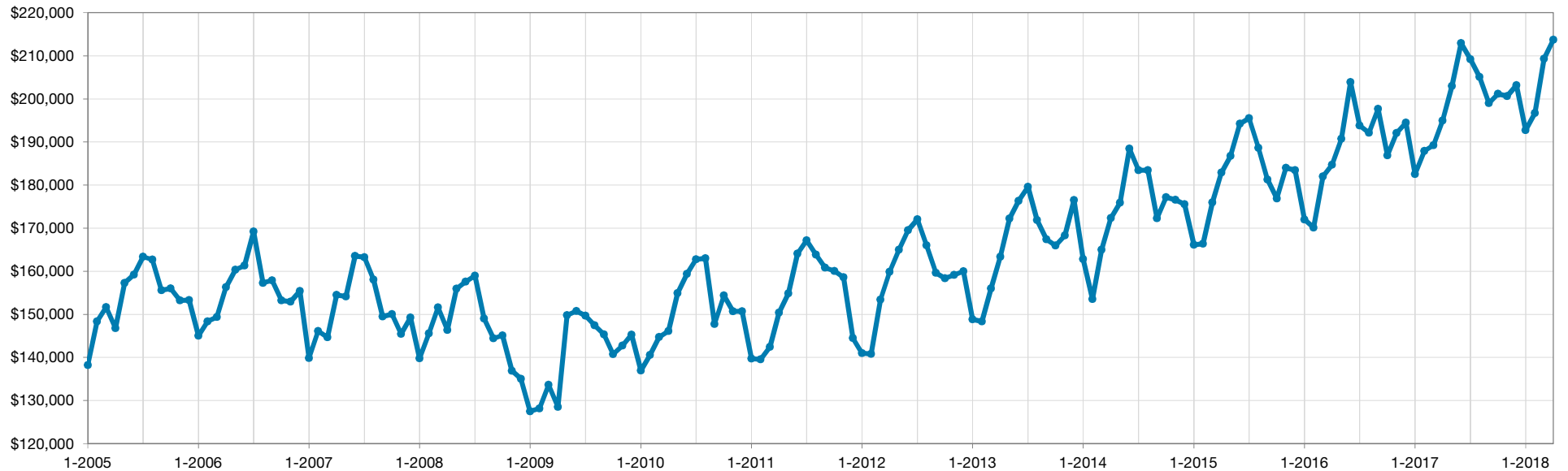
## 3 Month



## April



## Historical Average Sales Price

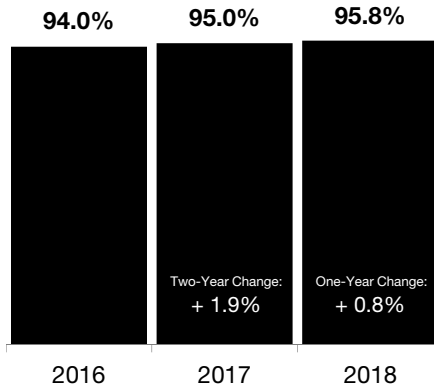


# Percent of Original List Price Received

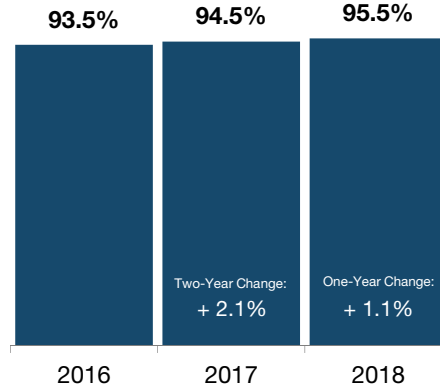
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



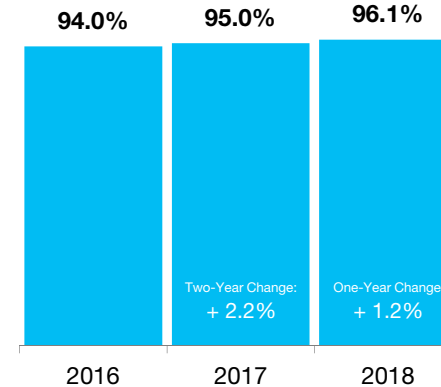
## 12 Month



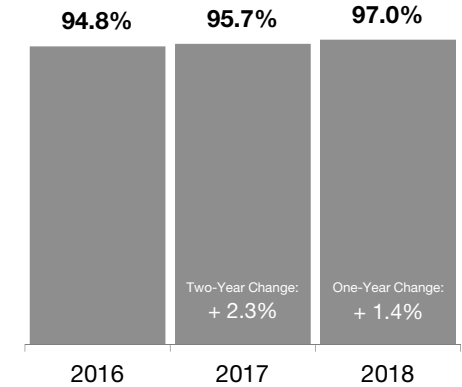
## 6 Month



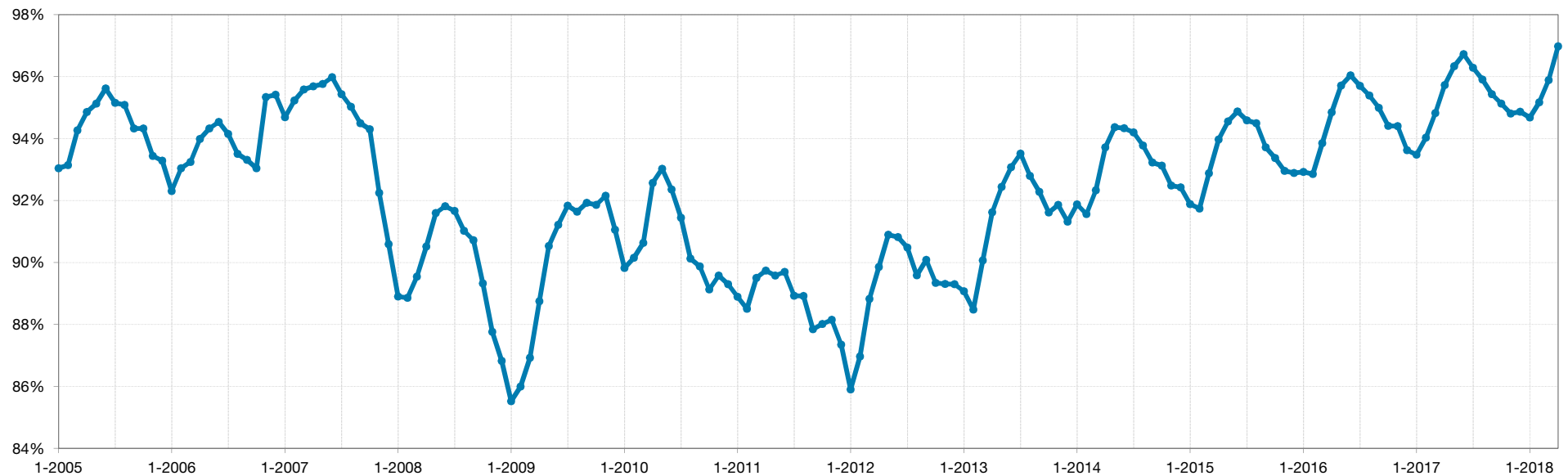
## 3 Month



## April



## Historical Percent of Original List Price Received



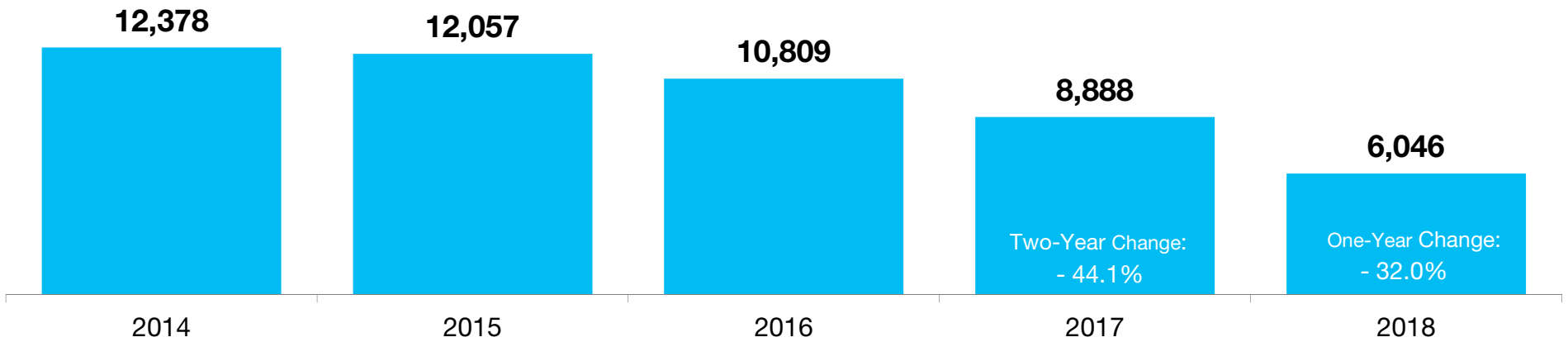


# Inventory of Homes for Sale

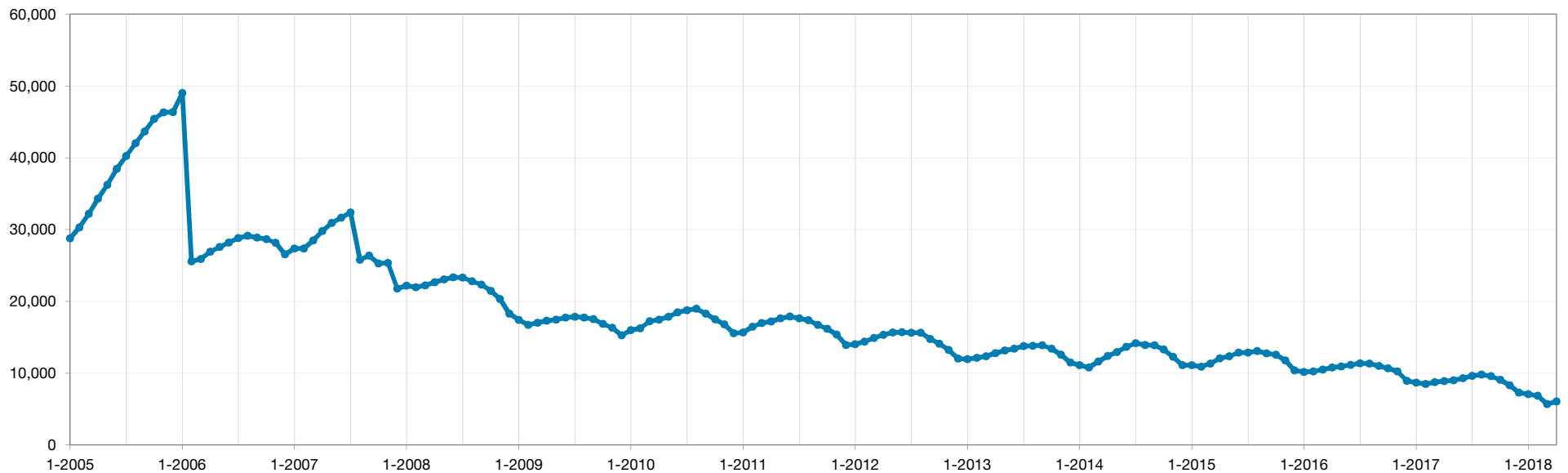
The number of properties available for sale in active status at the end of a given month. There are no rolling figures for Inventory of Homes for Sale because this metric is simply a snapshot frozen in time at the end of each month. It does not add up over a period of months.



## April



## Historical Inventory of Homes Available

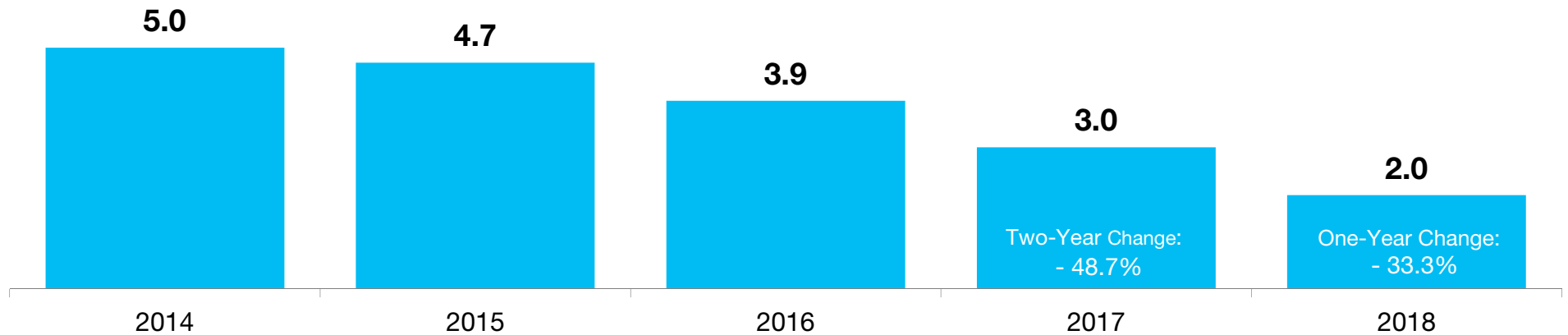


# Months Supply of Inventory / Absorption Rate

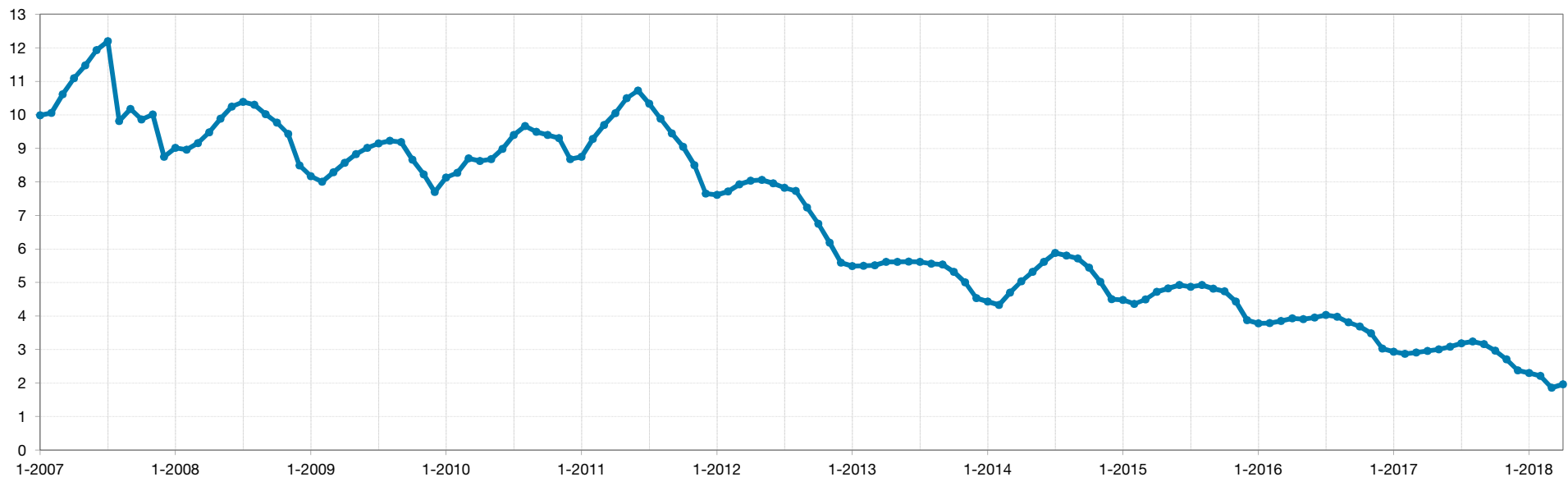
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months. There are no rolling figures for this metric because it is simply a snapshot frozen in time at the end of each month. It does not add up over a period of months.



## April



## 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		
	4-2017	4-2018	Change	4-2017	4-2018	Change
\$75,000 and Below	1,347	839	- 37.7%	108	56	- 48.1%
\$75,001 to \$120,000	935	522	- 44.2%	145	63	- 56.6%
\$120,001 to \$175,000	1,343	694	- 48.3%	143	82	- 42.7%
\$175,001 to \$200,000	520	298	- 42.7%	58	31	- 46.6%
\$200,001 to \$350,000	1,918	1,375	- 28.3%	141	141	0.0%
\$350,001 to \$500,000	1,043	881	- 15.5%	54	56	+ 3.7%
\$500,001 to \$750,000	663	574	- 13.4%	20	20	0.0%
\$750,001 to \$1,000,000	233	211	- 9.4%	6	2	- 66.7%
\$1,000,001 and Above	205	195	- 4.9%	6	6	0.0%
<b>All Price Ranges</b>	<b>8,207</b>	<b>5,589</b>	<b>- 31.9%</b>	<b>681</b>	<b>457</b>	<b>- 32.9%</b>

## Compared to Prior Month

By Price Range	Single Family			Condo		
	3-2018	4-2018	Change	3-2018	4-2018	Change
\$75,000 and Below	860	839	- 2.4%	56	56	0.0%
\$75,001 to \$120,000	522	522	0.0%	55	63	+ 14.5%
\$120,001 to \$175,000	625	694	+ 11.0%	81	82	+ 1.2%
\$175,001 to \$200,000	255	298	+ 16.9%	34	31	- 8.8%
\$200,001 to \$350,000	1,283	1,375	+ 7.2%	133	141	+ 6.0%
\$350,001 to \$500,000	829	881	+ 6.3%	56	56	0.0%
\$500,001 to \$750,000	530	574	+ 8.3%	17	20	+ 17.6%
\$750,001 to \$1,000,000	186	211	+ 13.4%	4	2	- 50.0%
\$1,000,001 and Above	177	195	+ 10.2%	5	6	+ 20.0%
<b>All Price Ranges</b>	<b>5,267</b>	<b>5,589</b>	<b>+ 6.1%</b>	<b>441</b>	<b>457</b>	<b>+ 3.6%</b>

# Closed Sales by Price Range

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

## Compared to Prior Year

By Price Range	Single Family			Condo		
	4-2017	4-2018	Change	4-2017	4-2018	Change
\$75,000 and Below	398	283	- 28.9%	29	25	- 13.8%
\$75,001 to \$120,000	424	410	- 3.3%	50	67	+ 34.0%
\$120,001 to \$175,000	778	760	- 2.3%	71	70	- 1.4%
\$175,001 to \$200,000	270	280	+ 3.7%	23	32	+ 39.1%
\$200,001 to \$350,000	678	819	+ 20.8%	40	55	+ 37.5%
\$350,001 to \$500,000	241	257	+ 6.6%	5	13	+ 160.0%
\$500,001 to \$750,000	79	100	+ 26.6%	1	1	0.0%
\$750,001 to \$1,000,000	22	29	+ 31.8%	--	--	--
\$1,000,001 and Above	8	10	+ 25.0%	--	1	--
<b>All Price Ranges</b>	<b>2,898</b>	<b>2,948</b>	<b>+ 1.7%</b>	<b>219</b>	<b>264</b>	<b>+ 20.5%</b>

## Compared to Prior Month

By Price Range	Single Family			Condo		
	3-2018	4-2018	Change	3-2018	4-2018	Change
\$75,000 and Below	292	283	- 3.1%	31	25	- 19.4%
\$75,001 to \$120,000	338	410	+ 21.3%	62	67	+ 8.1%
\$120,001 to \$175,000	741	760	+ 2.6%	54	70	+ 29.6%
\$175,001 to \$200,000	265	280	+ 5.7%	16	32	+ 100.0%
\$200,001 to \$350,000	764	819	+ 7.2%	50	55	+ 10.0%
\$350,001 to \$500,000	223	257	+ 15.2%	7	13	+ 85.7%
\$500,001 to \$750,000	83	100	+ 20.5%	3	1	- 66.7%
\$750,001 to \$1,000,000	19	29	+ 52.6%	1	--	--
\$1,000,001 and Above	17	10	- 41.2%	--	1	--
<b>All Price Ranges</b>	<b>2,742</b>	<b>2,948</b>	<b>+ 7.5%</b>	<b>224</b>	<b>264</b>	<b>+ 17.9%</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>	Feb 2018	41,030	41,836	- 1.9%	16,051	16,479	- 2.6%	6,944	7,274	- 4.5%	2,708	2,985	- 9.3%
	Mar 2018	40,665	41,796	- 2.7%	16,372	17,157	- 4.6%	8,886	9,610	- 7.5%	3,792	4,157	- 8.8%
	<b>Apr 2018</b>	<b>40,785</b>	<b>41,423</b>	<b>- 1.5%</b>	<b>17,388</b>	<b>18,086</b>	<b>- 3.9%</b>	<b>10,656</b>	<b>11,178</b>	<b>- 4.7%</b>	<b>4,156</b>	<b>4,036</b>	<b>+ 3.0%</b>
<b>Pending Sales</b>	Feb 2018	33,066	31,265	+ 5.8%	14,090	13,238	+ 6.4%	6,445	6,319	+ 2.0%	2,386	2,412	- 1.1%
	Mar 2018	34,020	31,423	+ 8.3%	15,494	13,798	+ 12.3%	8,624	7,632	+ 13.0%	4,112	3,158	+ 30.2%
	<b>Apr 2018</b>	<b>34,547</b>	<b>31,527</b>	<b>+ 9.6%</b>	<b>16,600</b>	<b>14,732</b>	<b>+ 12.7%</b>	<b>10,249</b>	<b>8,794</b>	<b>+ 16.5%</b>	<b>3,751</b>	<b>3,224</b>	<b>+ 16.3%</b>
<b>Closed Sales</b>	Feb 2018	35,735	34,244	+ 4.4%	15,408	14,661	+ 5.1%	6,568	6,312	+ 4.1%	2,060	1,899	+ 8.5%
	Mar 2018	35,478	34,739	+ 2.1%	15,122	14,661	+ 3.1%	6,713	6,712	+ 0.0%	2,817	3,074	- 8.4%
	<b>Apr 2018</b>	<b>35,568</b>	<b>34,780</b>	<b>+ 2.3%</b>	<b>15,180</b>	<b>14,927</b>	<b>+ 1.7%</b>	<b>7,962</b>	<b>7,968</b>	<b>- 0.1%</b>	<b>3,085</b>	<b>2,995</b>	<b>+ 3.0%</b>
<b>Median Sales Price</b>	Feb 2018	\$165,000	\$155,000	+ 6.5%	\$165,000	\$154,000	+ 7.1%	\$165,000	\$151,000	+ 9.3%	\$167,200	\$152,000	+ 10.0%
	Mar 2018	\$167,000	\$155,000	+ 7.7%	\$166,000	\$153,000	+ 8.5%	\$167,750	\$152,000	+ 10.4%	\$174,900	\$156,000	+ 12.1%
	<b>Apr 2018</b>	<b>\$168,000</b>	<b>\$156,500</b>	<b>+ 7.3%</b>	<b>\$169,000</b>	<b>\$155,000</b>	<b>+ 9.0%</b>	<b>\$173,500</b>	<b>\$157,000</b>	<b>+ 10.5%</b>	<b>\$175,000</b>	<b>\$160,110</b>	<b>+ 9.3%</b>
<b>Average Sales Price</b>	Feb 2018	\$202,121	\$191,778	+ 5.4%	\$200,083	\$191,699	+ 4.4%	\$198,958	\$189,594	+ 4.9%	\$196,533	\$189,102	+ 3.9%
	Mar 2018	\$203,849	\$192,295	+ 6.0%	\$202,217	\$189,905	+ 6.5%	\$201,511	\$187,691	+ 7.4%	\$210,435	\$189,797	+ 10.9%
	<b>Apr 2018</b>	<b>\$205,482</b>	<b>\$193,257</b>	<b>+ 6.3%</b>	<b>\$204,825</b>	<b>\$191,507</b>	<b>+ 7.0%</b>	<b>\$208,498</b>	<b>\$191,833</b>	<b>+ 8.7%</b>	<b>\$214,719</b>	<b>\$195,649</b>	<b>+ 9.7%</b>
<b>Pct. of Original List Price Received at Sale</b>	Feb 2018	95.6%	94.9%	+ 0.7%	95.1%	94.2%	+ 1.0%	94.9%	93.7%	+ 1.3%	95.2%	94.0%	+ 1.3%
	Mar 2018	95.7%	95.0%	+ 0.7%	95.2%	94.2%	+ 1.1%	95.4%	94.3%	+ 1.2%	96.0%	94.8%	+ 1.3%
	<b>Apr 2018</b>	<b>95.8%</b>	<b>95.0%</b>	<b>+ 0.8%</b>	<b>95.5%</b>	<b>94.5%</b>	<b>+ 1.1%</b>	<b>96.2%</b>	<b>95.0%</b>	<b>+ 1.3%</b>	<b>97.0%</b>	<b>95.7%</b>	<b>+ 1.4%</b>
<b>Total Active Listings Available at Month End</b>	Feb 2018										6,569	8,140	- 19.3%
	Mar 2018										5,480	8,391	- 34.7%
	<b>Apr 2018</b>										<b>5,812</b>	<b>8,541</b>	<b>- 32.0%</b>
<b>Months Supply of Inventory / Absorption Rate</b>	Feb 2018										2.2	2.9	- 24.1%
	Mar 2018										1.9	2.9	- 34.5%
	<b>Apr 2018</b>										<b>2.0</b>	<b>2.9</b>	<b>- 31.0%</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 – April 2018

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



## Bartholomew County

**+ 24.1%**

Change in  
New Listings

**+ 6.5%**

Change in  
Closed Sales

**- 0.3%**

Change in  
Median Sales Price

### Feb through Apr

### April

	2017	2018	+ / -	2017	2018	+ / -
New Listings	388	408	+ 5.2%	137	170	+ 24.1%
Closed Sales	285	325	+ 14.0%	108	115	+ 6.5%
Median Sales Price*	\$164,600	<b>\$172,000</b>	+ 4.5%	\$172,000	<b>\$171,500</b>	- 0.3%
Average Sales Price*	\$187,110	<b>\$201,254</b>	+ 7.6%	\$190,217	<b>\$197,086</b>	+ 3.6%
Percent of Original List Price Received at Sale*	94.9%	<b>95.1%</b>	+ 0.2%	95.4%	<b>95.4%</b>	+ 0.1%
Absorption Rate				2.9	<b>1.9</b>	- 35.8%
Single-Family Detached Inventory				290	<b>187</b>	- 35.5%
Townhouse-Condo Inventory				9	<b>6</b>	- 33.3%

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

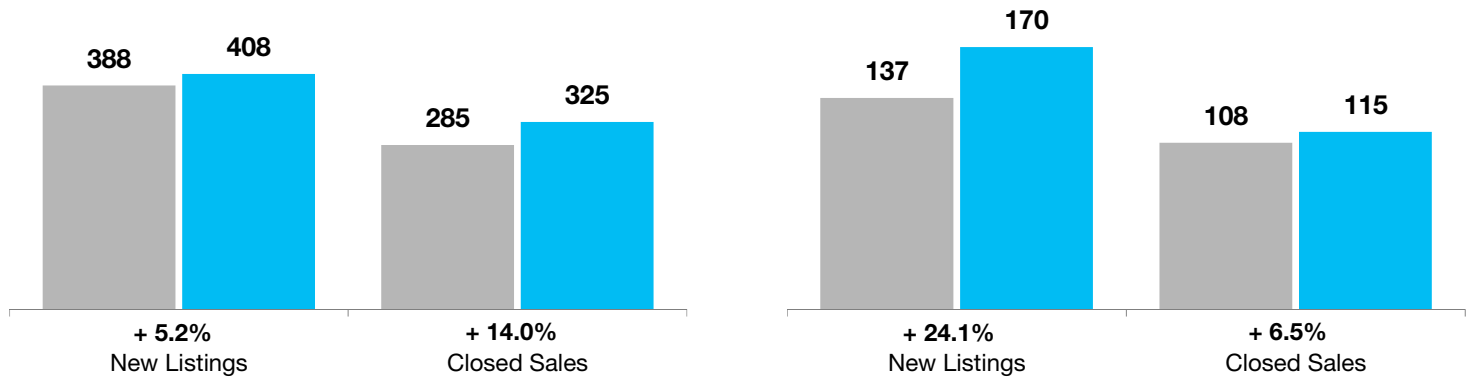
\* Does not account for seller concessions. | + / - by month may look extreme due to small sample size. | Totals rounded to whole number or tenth of a percent; rounding error may occur.

### Feb through Apr

■ 2017 ■ 2018

### April

■ 2017 ■ 2018



### 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.

# Local Market Update – April 2018

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



## Boone County

**+ 9.9%**

Change in  
New Listings

**+ 7.8%**

Change in  
Closed Sales

**+ 15.5%**

Change in  
Median Sales Price

### Feb through Apr

### April

	2017	2018	+ / -	2017	2018	+ / -
New Listings	421	420	- 0.2%	152	167	+ 9.9%
Closed Sales	291	279	- 4.1%	103	111	+ 7.8%
Median Sales Price*	\$224,250	<b>\$247,500</b>	+ 10.4%	\$223,500	<b>\$258,055</b>	+ 15.5%
Average Sales Price*	\$287,083	<b>\$305,749</b>	+ 6.5%	\$275,292	<b>\$318,861</b>	+ 15.8%
Percent of Original List Price Received at Sale*	95.3%	<b>96.3%</b>	+ 1.0%	95.7%	<b>96.5%</b>	+ 0.9%
Absorption Rate				3.1	<b>2.4</b>	- 23.1%
Single-Family Detached Inventory				326	<b>245</b>	- 24.8%
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.

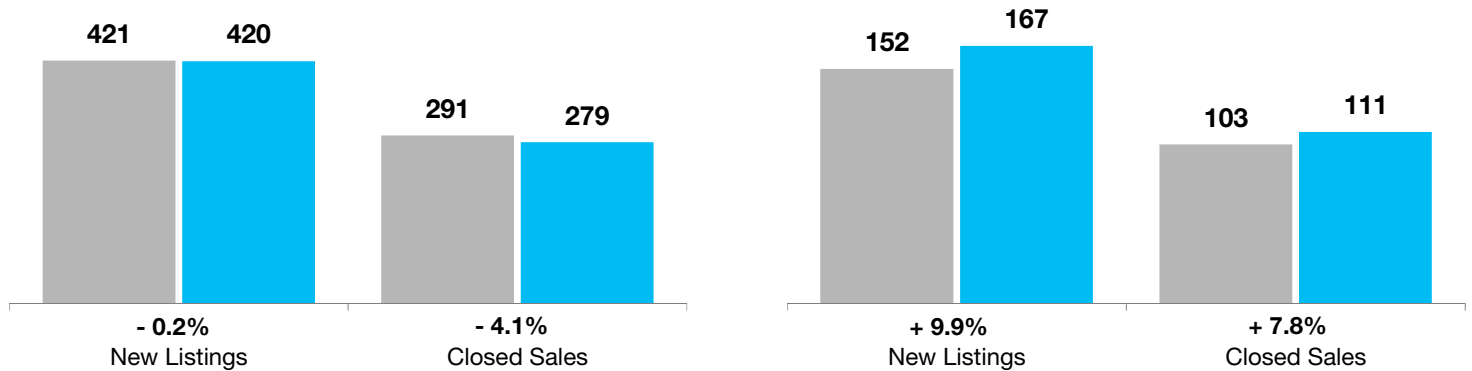
\* Does not account for seller concessions. | + / - by month may look extreme due to small sample size. | Totals rounded to whole number or tenth of a percent; rounding error may occur.

### Feb through Apr

■ 2017 ■ 2018

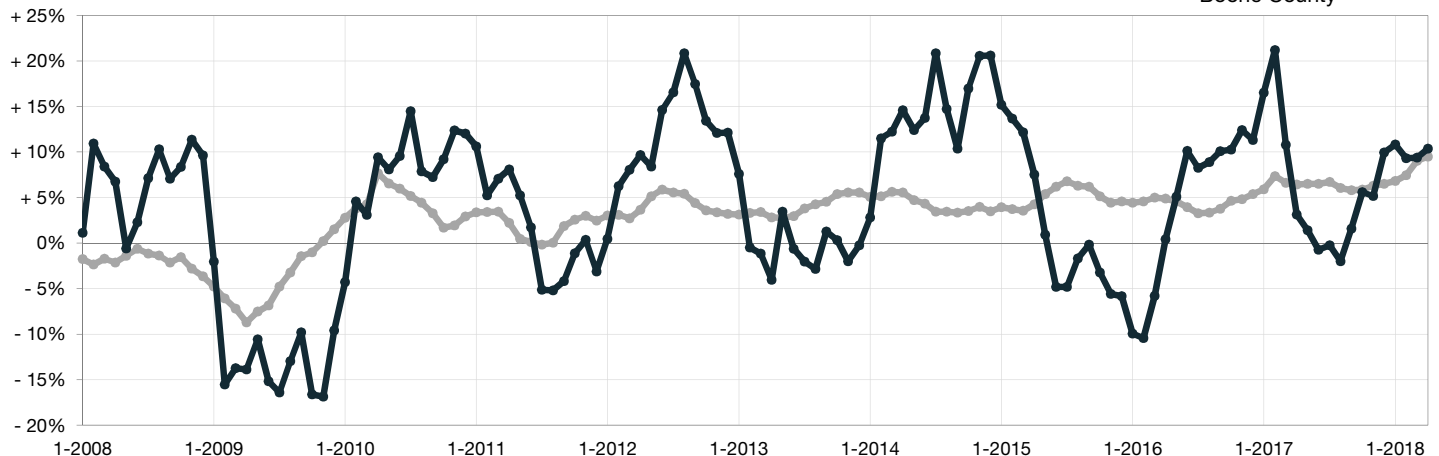
### April

■ 2017 ■ 2018



### 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 – April 2018

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



**- 17.8%**

**- 57.1%**

**+ 8.6%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

## Brown County

### Feb through Apr

### April

	2017	2018	+ / -	2017	2018	+ / -
New Listings	131	84	- 35.9%	45	37	- 17.8%
Closed Sales	73	55	- 24.7%	35	15	- 57.1%
Median Sales Price*	\$178,500	<b>\$183,000</b>	+ 2.5%	\$185,000	<b>\$200,860</b>	+ 8.6%
Average Sales Price*	\$222,091	<b>\$207,413</b>	- 6.6%	\$244,304	<b>\$233,051</b>	- 4.6%
Percent of Original List Price Received at Sale*	90.8%	<b>92.2%</b>	+ 1.5%	91.0%	<b>93.2%</b>	+ 2.5%
Absorption Rate				10.4	<b>8.2</b>	- 20.5%
Single-Family Detached Inventory				264	<b>204</b>	- 22.7%
Townhouse-Condo Inventory				9	<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.

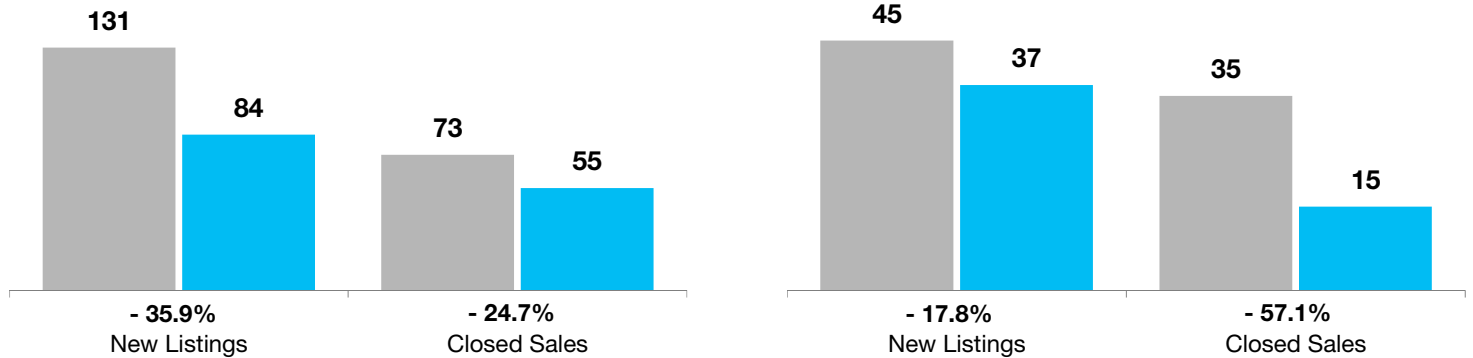
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### Feb through Apr

■ 2017 ■ 2018

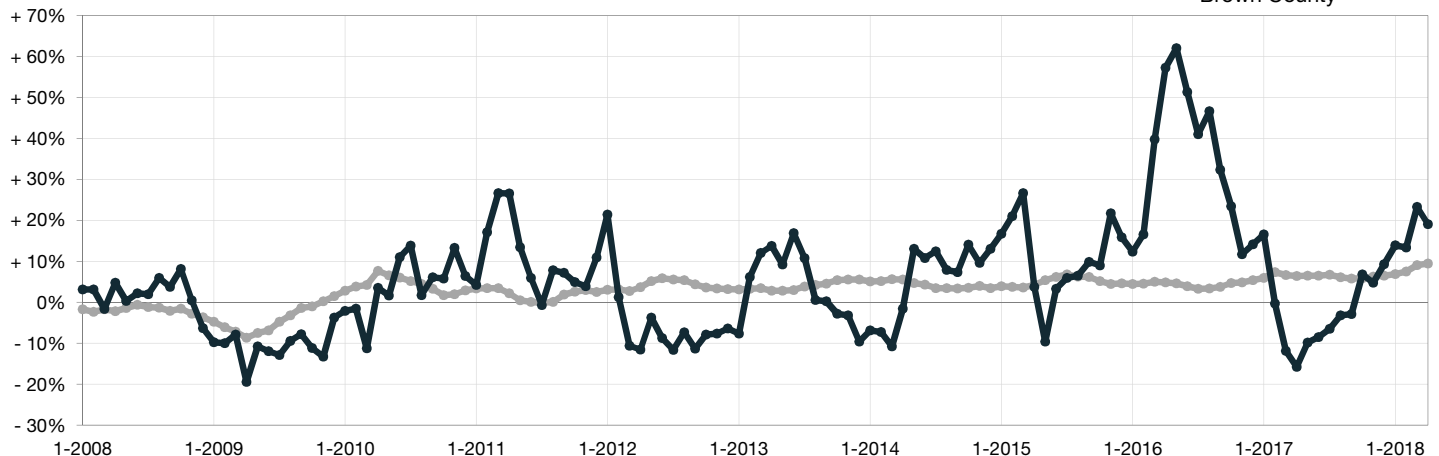
### April

■ 2017 ■ 2018



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

Indianapolis Metro Area — Indianapolis Metro Area  
Brown County — Brown County



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

# Local Market Update – April 2018

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



**+ 12.5%**

Change in  
New Listings

**+ 33.3%**

Change in  
Closed Sales

**- 12.5%**

Change in  
Median Sales Price

## Decatur County

### Feb through Apr

### April

	2017	2018	+ / -	2017	2018	+ / -
New Listings	103	83	- 19.4%	32	36	+ 12.5%
Closed Sales	67	64	- 4.5%	21	28	+ 33.3%
Median Sales Price*	\$127,000	<b>\$120,500</b>	- 5.1%	\$120,000	<b>\$105,000</b>	- 12.5%
Average Sales Price*	\$141,402	<b>\$126,707</b>	- 10.4%	\$139,533	<b>\$104,692</b>	- 25.0%
Percent of Original List Price Received at Sale*	95.3%	<b>93.9%</b>	- 1.5%	98.1%	<b>91.2%</b>	- 7.1%
Absorption Rate				4.6	<b>3.1</b>	- 32.8%
Single-Family Detached Inventory				106	<b>71</b>	- 33.0%
Townhouse-Condo Inventory				0	<b>2</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.

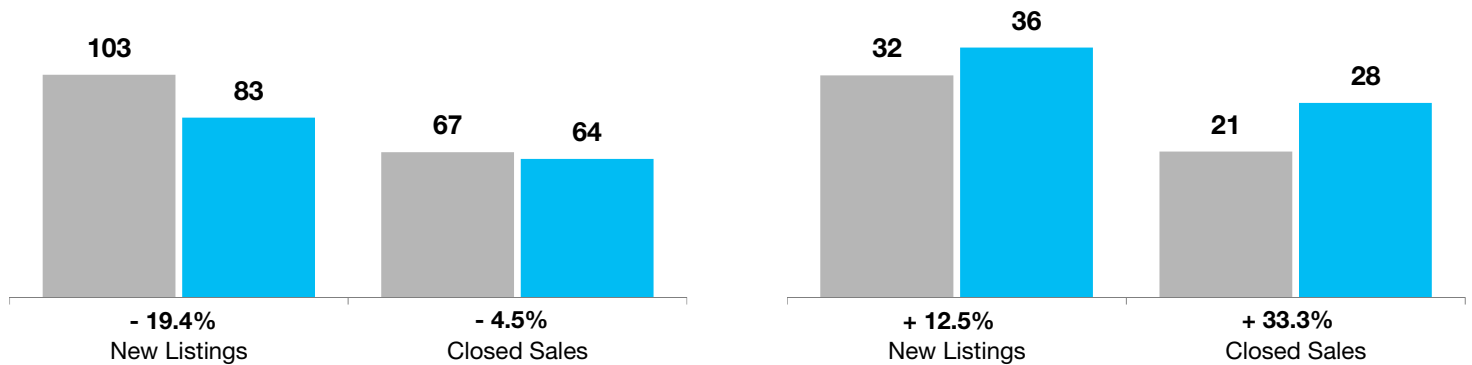
\* Does not account for seller concessions. | + / - by month may look extreme due to small sample size. | Totals rounded to whole number or tenth of a percent; rounding error may occur.

### Feb through Apr

■ 2017 ■ 2018

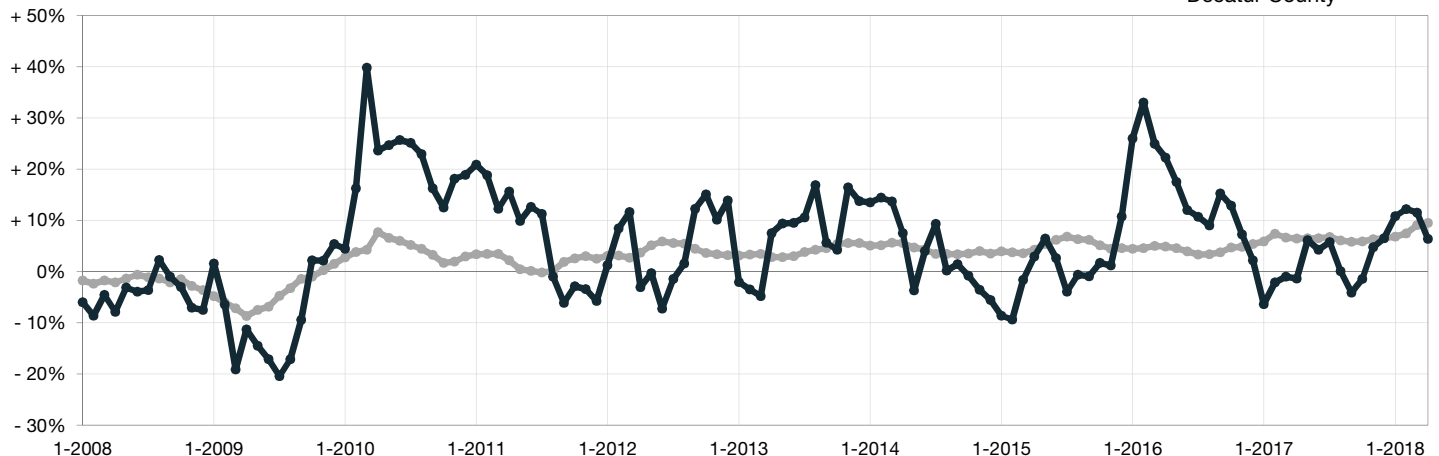
### April

■ 2017 ■ 2018



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

Indianapolis Metro Area — Indianapolis Metro Area  
Decatur County — Decatur County



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



# Local Market Update – April 2018

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



**+ 12.0%**

Change in  
New Listings

**+ 1.7%**

Change in  
Closed Sales

**+ 12.3%**

Change in  
Median Sales Price

## Hamilton County

### Feb through Apr

### April

	2017	2018	+ / -	2017	2018	+ / -
New Listings	2,316	<b>2,302</b>	- 0.6%	828	<b>927</b>	+ 12.0%
Closed Sales	1,540	<b>1,574</b>	+ 2.2%	587	<b>597</b>	+ 1.7%
Median Sales Price*	\$255,000	<b>\$279,000</b>	+ 9.4%	\$252,500	<b>\$283,500</b>	+ 12.3%
Average Sales Price*	\$295,007	<b>\$319,824</b>	+ 8.4%	\$294,239	<b>\$329,097</b>	+ 11.8%
Percent of Original List Price Received at Sale*	96.8%	<b>97.1%</b>	+ 0.3%	97.8%	<b>97.8%</b>	+ 0.0%
Absorption Rate				2.9	<b>2.2</b>	- 22.3%
Single-Family Detached Inventory				1,553	<b>1,221</b>	- 21.4%
Townhouse-Condo Inventory				125	<b>98</b>	- 21.6%

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.

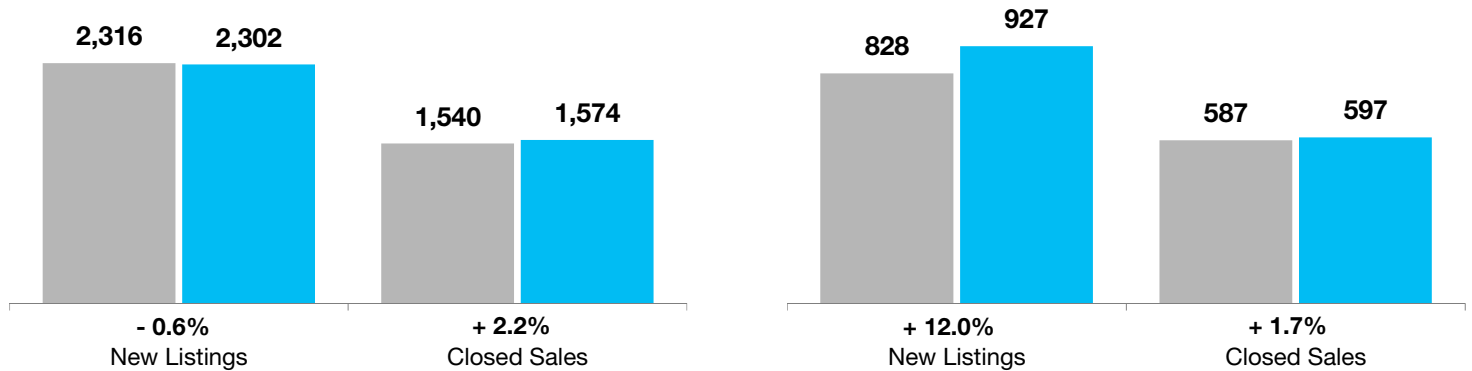
\* Does not account for seller concessions. | + / - by month may look extreme due to small sample size. | Totals rounded to whole number or tenth of a percent; rounding error may occur.

### Feb through Apr

■ 2017 ■ 2018

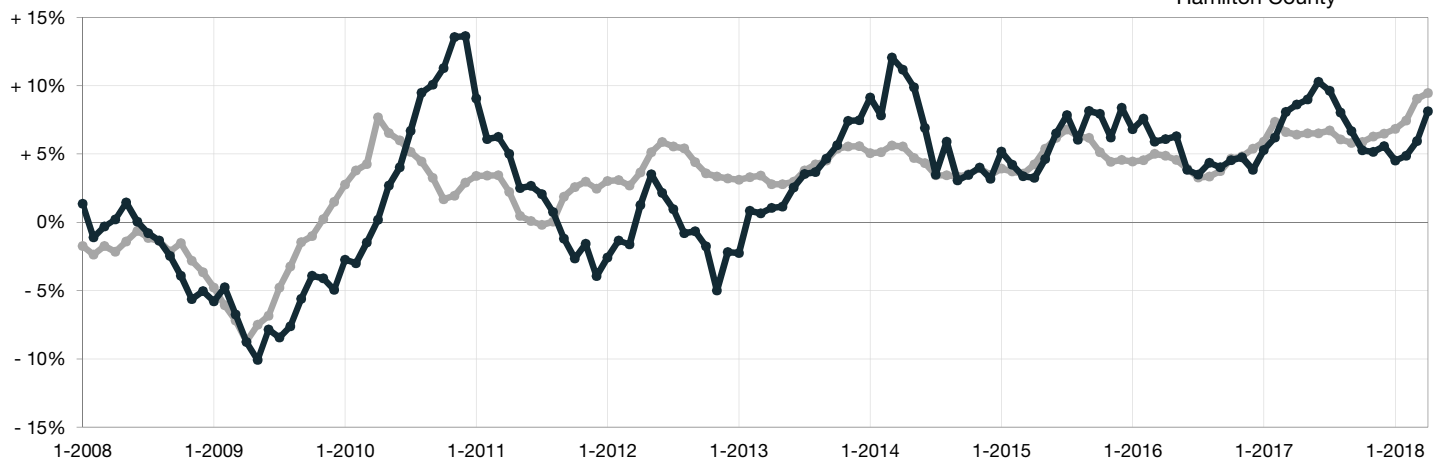
### April

■ 2017 ■ 2018



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

Indianapolis Metro Area — Indianapolis Metro Area  
Hamilton County — Hamilton County



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

# Local Market Update – April 2018

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



**- 4.3%**

**+ 13.0%**

**+ 7.7%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

## Hancock County

### Feb through Apr

### April

	2017	2018	+ / -	2017	2018	+ / -
New Listings	395	<b>391</b>	- 1.0%	163	<b>156</b>	- 4.3%
Closed Sales	304	<b>302</b>	- 0.7%	115	<b>130</b>	+ 13.0%
Median Sales Price*	\$164,400	<b>\$185,000</b>	+ 12.5%	\$169,500	<b>\$182,470</b>	+ 7.7%
Average Sales Price*	\$180,949	<b>\$207,448</b>	+ 14.6%	\$190,693	<b>\$207,361</b>	+ 8.7%
Percent of Original List Price Received at Sale*	95.2%	<b>96.9%</b>	+ 1.8%	96.9%	<b>97.8%</b>	+ 1.0%
Absorption Rate				2.4	<b>1.8</b>	- 27.2%
Single-Family Detached Inventory				263	<b>192</b>	- 27.0%
Townhouse-Condo Inventory				10	<b>10</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.

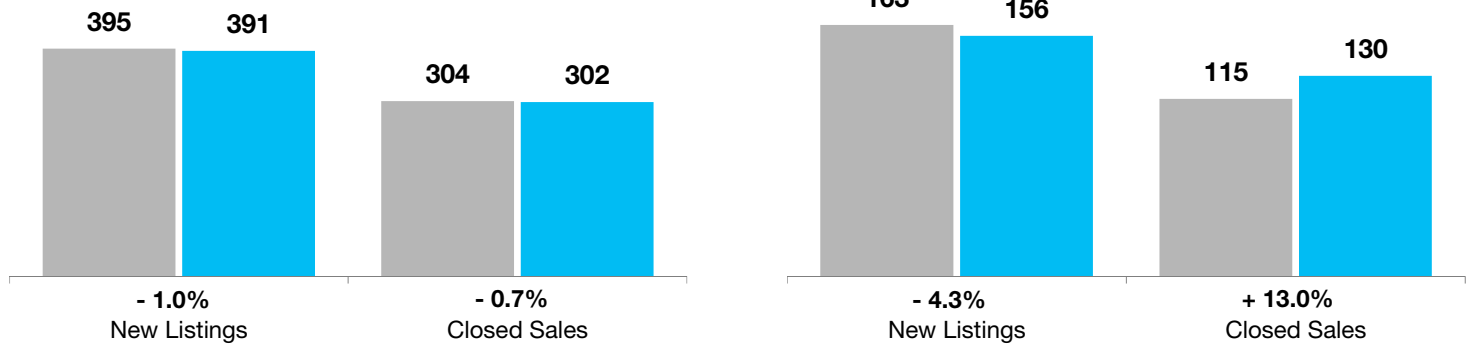
\* Does not account for seller concessions. | + / - by month may look extreme due to small sample size. | Totals rounded to whole number or tenth of a percent; rounding error may occur.

### Feb through Apr

■ 2017 ■ 2018

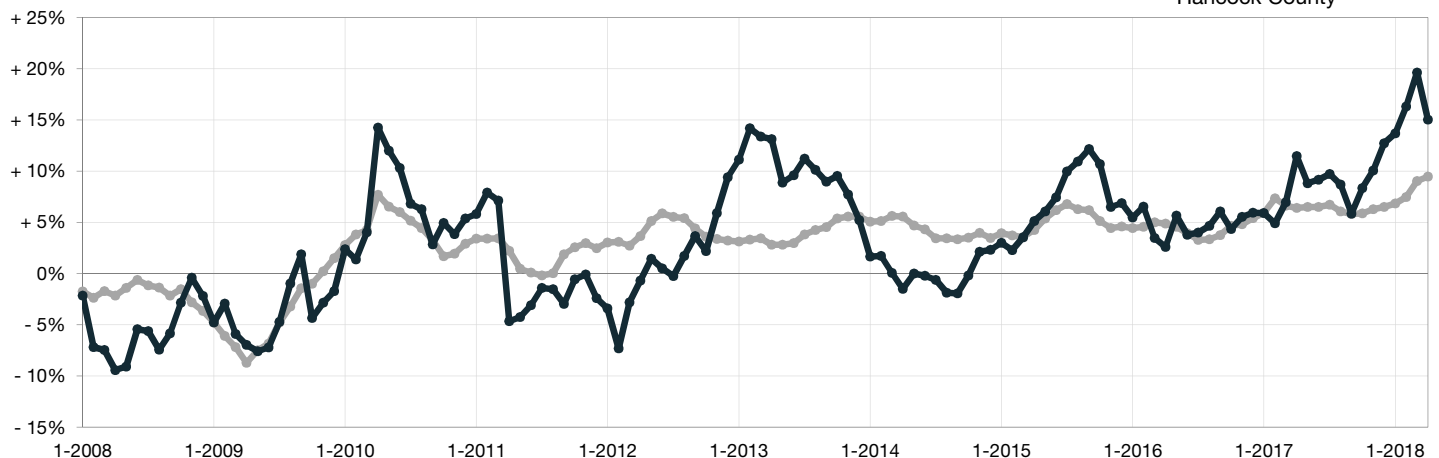
### April

■ 2017 ■ 2018



### 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 – April 2018

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



**+ 9.2%**

Change in  
New Listings

**+ 1.5%**

Change in  
Closed Sales

**+ 11.9%**

Change in  
Median Sales Price

## Hendricks County

### Feb through Apr

### April

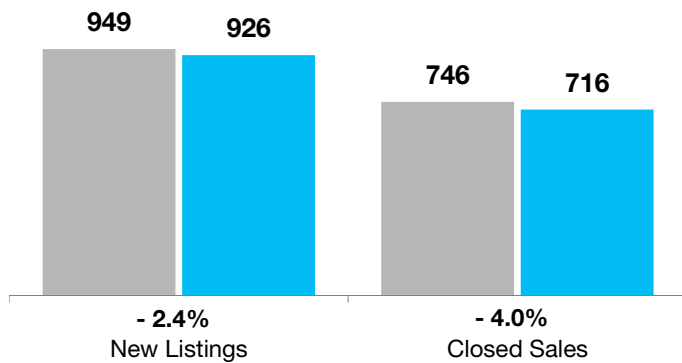
	2017	2018	+ / -	2017	2018	+ / -
New Listings	949	<b>926</b>	- 2.4%	349	<b>381</b>	+ 9.2%
Closed Sales	746	<b>716</b>	- 4.0%	263	<b>267</b>	+ 1.5%
Median Sales Price*	\$181,000	<b>\$197,500</b>	+ 9.1%	\$183,250	<b>\$205,000</b>	+ 11.9%
Average Sales Price*	\$204,047	<b>\$214,867</b>	+ 5.3%	\$205,992	<b>\$225,086</b>	+ 9.3%
Percent of Original List Price Received at Sale*	96.4%	<b>97.1%</b>	+ 0.7%	97.0%	<b>97.8%</b>	+ 0.8%
Absorption Rate				2.6	<b>1.6</b>	- 37.2%
Single-Family Detached Inventory				628	<b>390</b>	- 37.9%
Townhouse-Condo Inventory				36	<b>31</b>	- 13.9%

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.

\* 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.

### Feb through Apr

■ 2017 ■ 2018

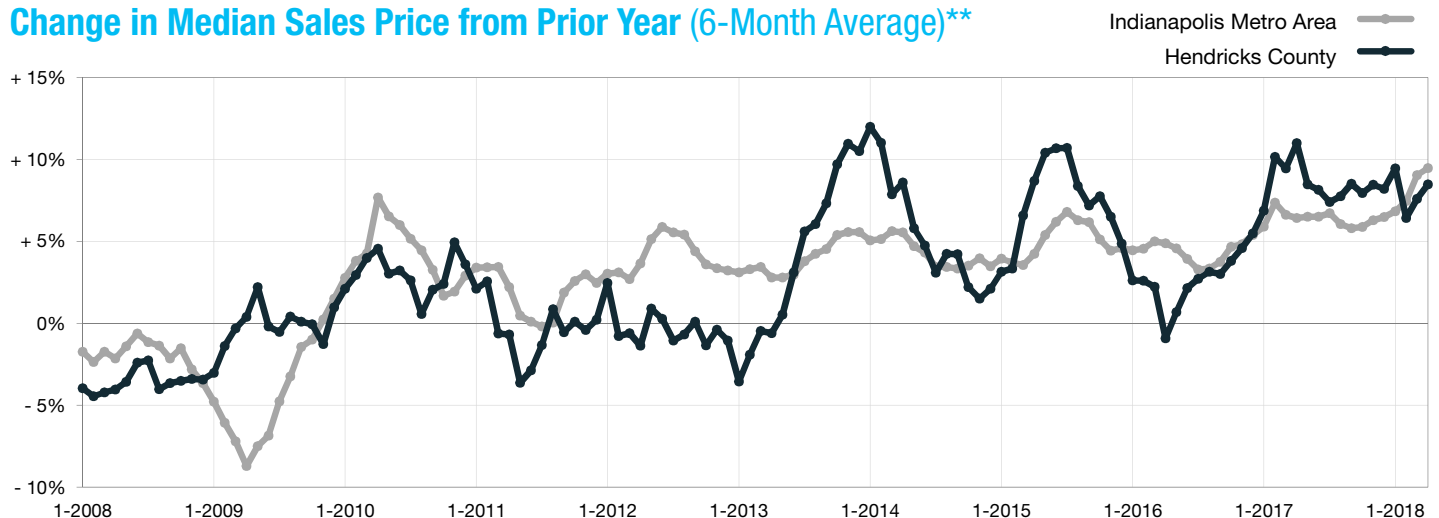


### April

■ 2017 ■ 2018



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



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

# Local Market Update – April 2018

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



**- 12.0%**

Change in  
New Listings

**- 14.3%**

Change in  
Closed Sales

**+ 26.3%**

Change in  
Median Sales Price

## Jennings County

### Feb through Apr

### April

	2017	2018	+ / -	2017	2018	+ / -
New Listings	64	66	+ 3.1%	25	22	- 12.0%
Closed Sales	54	37	- 31.5%	14	12	- 14.3%
Median Sales Price*	\$92,000	<b>\$96,500</b>	+ 4.9%	\$77,750	<b>\$98,200</b>	+ 26.3%
Average Sales Price*	\$101,569	<b>\$107,875</b>	+ 6.2%	\$92,429	<b>\$115,575</b>	+ 25.0%
Percent of Original List Price Received at Sale*	92.0%	<b>91.9%</b>	- 0.1%	92.8%	<b>93.2%</b>	+ 0.4%
Absorption Rate				2.9	<b>2.4</b>	- 15.9%
Single-Family Detached Inventory				48	<b>41</b>	- 14.6%
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.

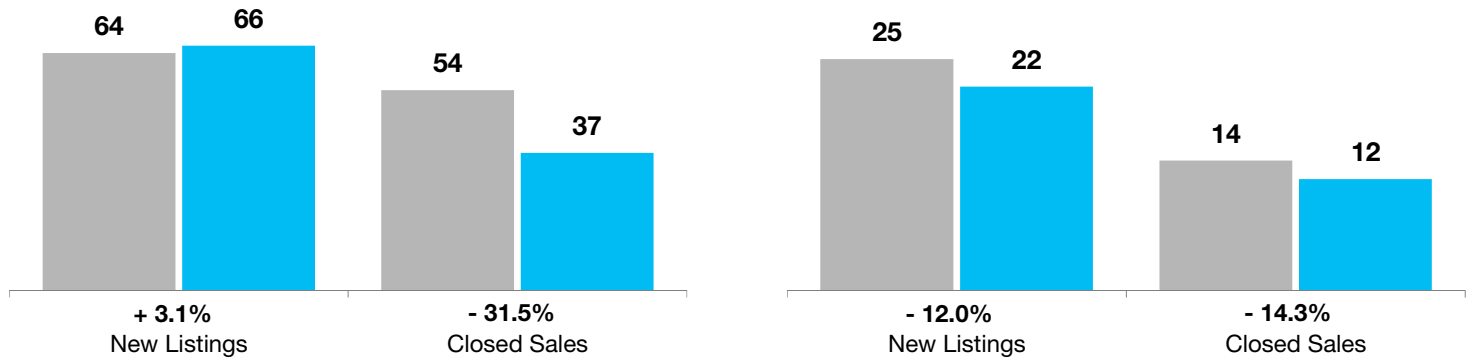
\* Does not account for seller concessions. | + / - by month may look extreme due to small sample size. | Totals rounded to whole number or tenth of a percent; rounding error may occur.

### Feb through Apr

■ 2017 ■ 2018

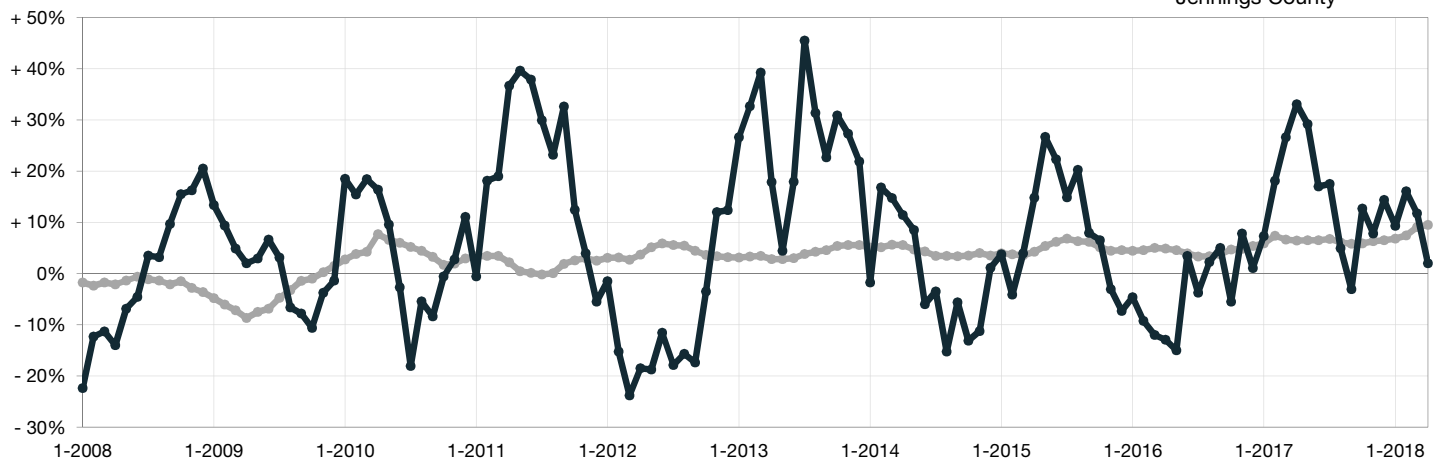
### April

■ 2017 ■ 2018



### 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 – April 2018

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



**+ 13.7%**

Change in  
New Listings

**+ 7.3%**

Change in  
Closed Sales

**+ 6.4%**

Change in  
Median Sales Price

## Johnson County

### Feb through Apr

### April

	2017	2018	+ / -	2017	2018	+ / -
New Listings	832	<b>847</b>	+ 1.8%	292	<b>332</b>	+ 13.7%
Closed Sales	612	<b>614</b>	+ 0.3%	234	<b>251</b>	+ 7.3%
Median Sales Price*	\$160,000	<b>\$175,000</b>	+ 9.4%	\$164,000	<b>\$174,450</b>	+ 6.4%
Average Sales Price*	\$192,360	<b>\$203,670</b>	+ 5.9%	\$194,245	<b>\$207,087</b>	+ 6.6%
Percent of Original List Price Received at Sale*	96.3%	<b>97.1%</b>	+ 0.9%	96.7%	<b>98.2%</b>	+ 1.6%
Absorption Rate				2.7	<b>1.9</b>	- 29.6%
Single-Family Detached Inventory				591	<b>429</b>	- 27.4%
Townhouse-Condo Inventory				28	<b>16</b>	- 42.9%

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.

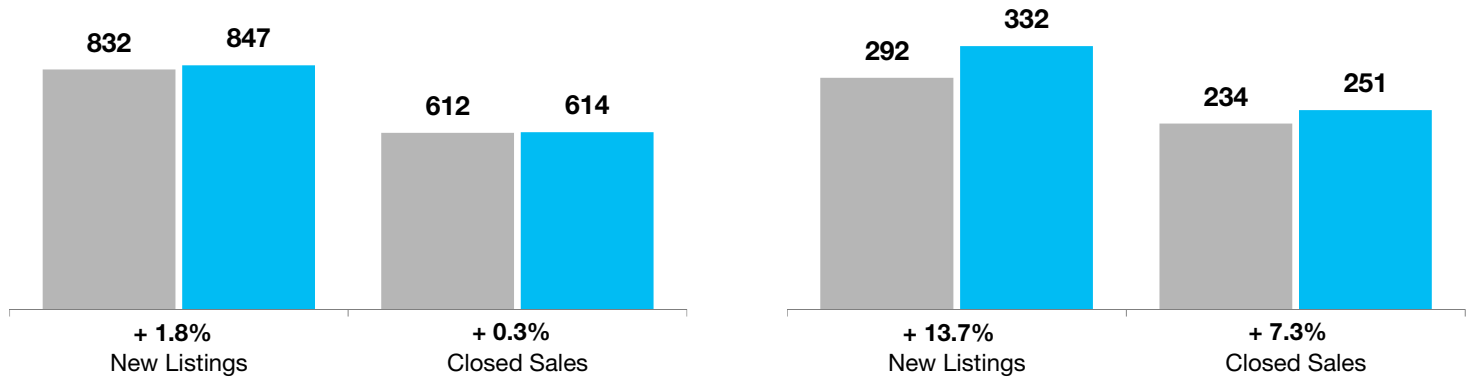
\* Does not account for seller concessions. | + / - by month may look extreme due to small sample size. | Totals rounded to whole number or tenth of a percent; rounding error may occur.

### Feb through Apr

■ 2017 ■ 2018

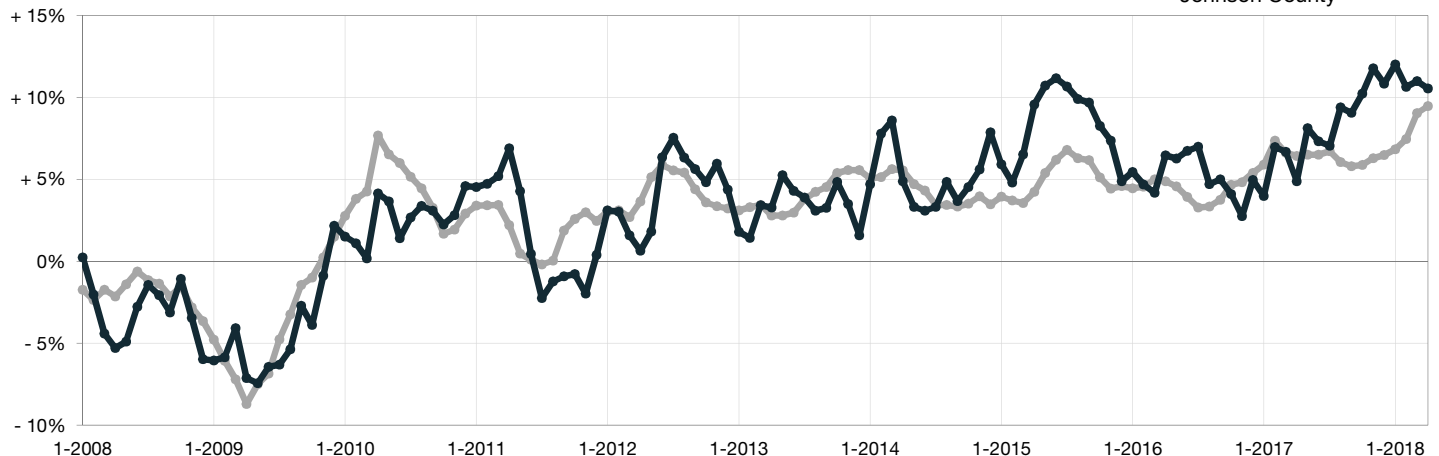
### April

■ 2017 ■ 2018



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

Indianapolis Metro Area —  
Johnson County —



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

# Local Market Update – April 2018

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



**- 22.5%**

**+ 2.0%**

**+ 3.4%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

## Madison County

### Feb through Apr

### April

	2017	2018	+ / -	2017	2018	+ / -
New Listings	530	454	- 14.3%	222	172	- 22.5%
Closed Sales	403	390	- 3.2%	147	150	+ 2.0%
Median Sales Price*	\$87,501	<b>\$90,250</b>	+ 3.1%	\$87,000	<b>\$90,000</b>	+ 3.4%
Average Sales Price*	\$100,116	<b>\$108,203</b>	+ 8.1%	\$101,493	<b>\$115,182</b>	+ 13.5%
Percent of Original List Price Received at Sale*	91.5%	<b>92.2%</b>	+ 0.7%	93.3%	<b>93.8%</b>	+ 0.6%
Absorption Rate				3.3	<b>2.3</b>	- 30.2%
Single-Family Detached Inventory				428	<b>304</b>	- 29.0%
Townhouse-Condo Inventory				20	<b>14</b>	- 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.

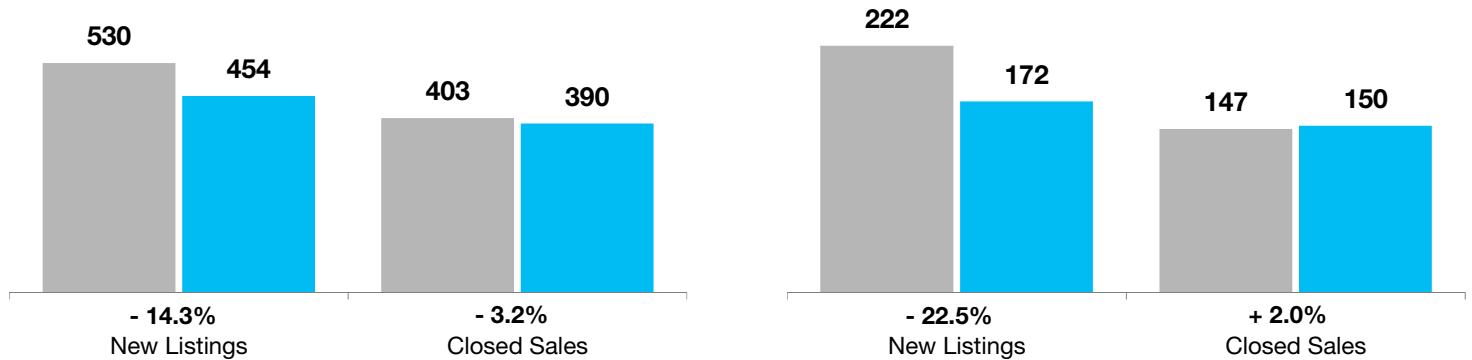
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### Feb through Apr

■ 2017 ■ 2018

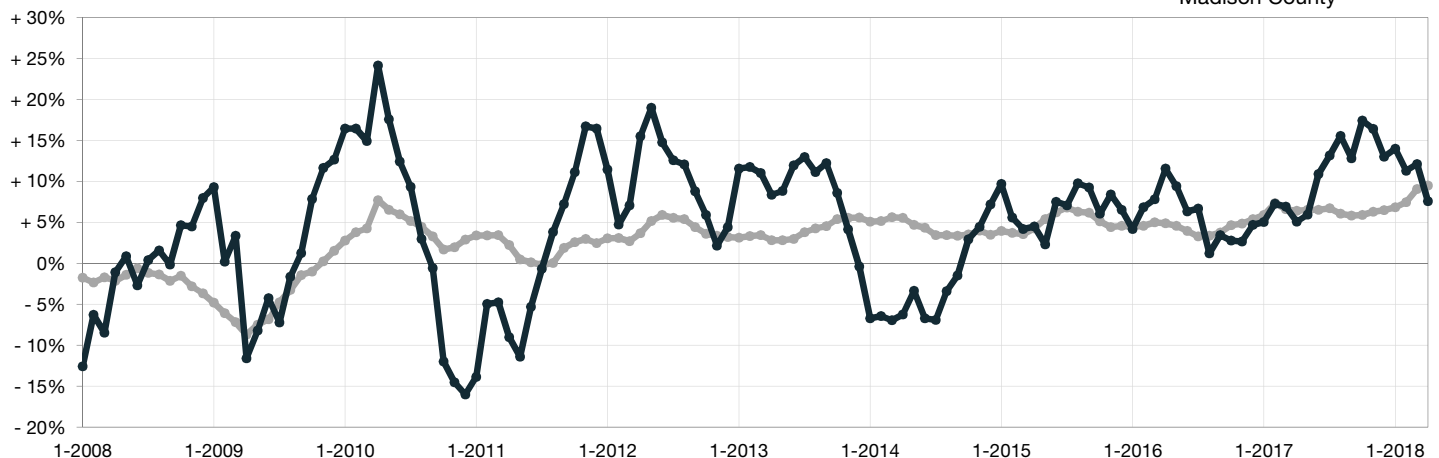
### April

■ 2017 ■ 2018



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

Indianapolis Metro Area — Indianapolis Metro Area  
Madison County — Madison County



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

# Local Market Update – April 2018

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



**- 2.0%**

Change in  
New Listings

**+ 1.4%**

Change in  
Closed Sales

**+ 12.4%**

Change in  
Median Sales Price

## Marion County

### Feb through Apr

### April

	2017	2018	+ / -	2017	2018	+ / -
New Listings	4,664	<b>4,324</b>	- 7.3%	1,659	<b>1,625</b>	- 2.0%
Closed Sales	3,369	<b>3,374</b>	+ 0.1%	1,289	<b>1,307</b>	+ 1.4%
Median Sales Price*	\$130,000	<b>\$145,000</b>	+ 11.5%	\$133,500	<b>\$150,000</b>	+ 12.4%
Average Sales Price*	\$153,979	<b>\$169,713</b>	+ 10.2%	\$159,741	<b>\$176,103</b>	+ 10.2%
Percent of Original List Price Received at Sale*	94.5%	<b>96.1%</b>	+ 1.7%	95.2%	<b>97.1%</b>	+ 2.0%
Absorption Rate				2.8	<b>1.6</b>	- 41.6%
Single-Family Detached Inventory				2,963	<b>1,798</b>	- 39.3%
Townhouse-Condo Inventory				396	<b>250</b>	- 36.9%

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.

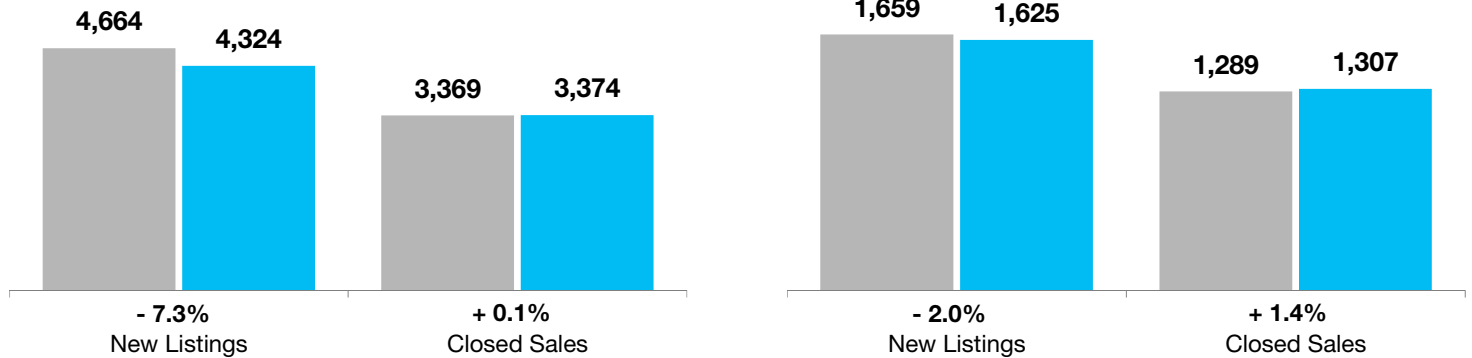
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### Feb through Apr

■ 2017 ■ 2018

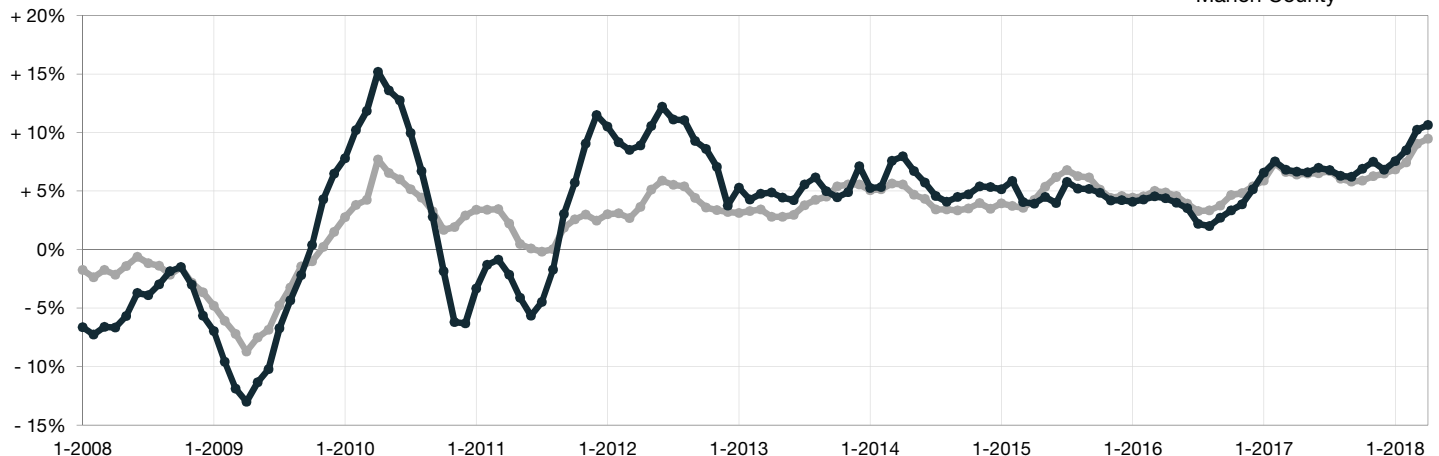
### April

■ 2017 ■ 2018



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

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



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# Local Market Update – April 2018

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



**+ 12.5%**

**- 10.9%**

**+ 4.9%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

## Montgomery County

### Feb through Apr

### April

	2017	2018	+ / -	2017	2018	+ / -
New Listings	154	144	- 6.5%	56	63	+ 12.5%
Closed Sales	108	98	- 9.3%	46	41	- 10.9%
Median Sales Price*	\$108,450	<b>\$113,000</b>	+ 4.2%	\$117,750	<b>\$123,500</b>	+ 4.9%
Average Sales Price*	\$118,831	<b>\$119,937</b>	+ 0.9%	\$131,646	<b>\$140,832</b>	+ 7.0%
Percent of Original List Price Received at Sale*	93.5%	<b>93.8%</b>	+ 0.4%	93.4%	<b>96.3%</b>	+ 3.2%
Absorption Rate				3.0	<b>2.4</b>	- 19.5%
Single-Family Detached Inventory				123	<b>101</b>	- 17.9%
Townhouse-Condo Inventory				9	<b>2</b>	- 77.8%

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.

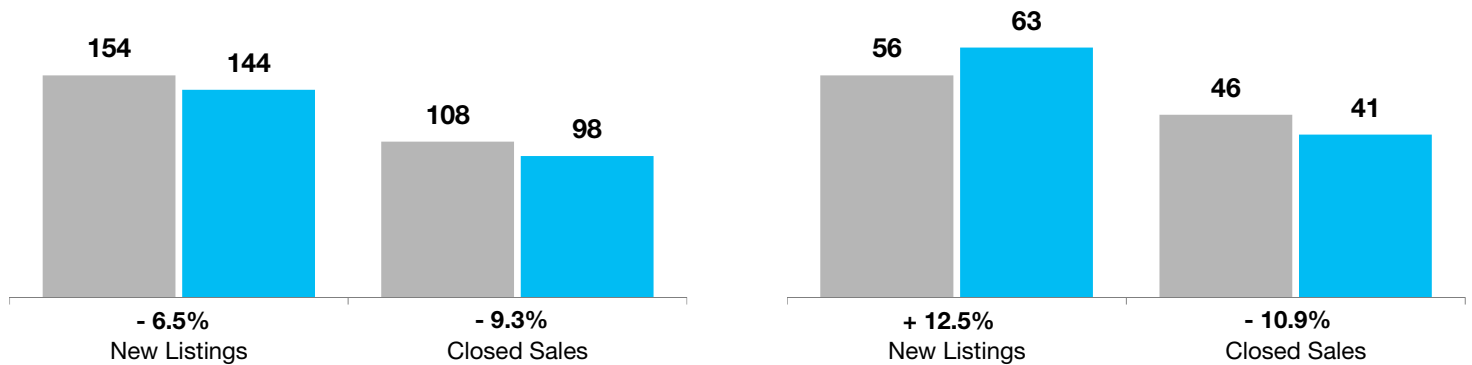
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### Feb through Apr

■ 2017 ■ 2018

### April

■ 2017 ■ 2018



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

Indianapolis Metro Area — Indianapolis Metro Area  
Montgomery County — Montgomery County



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



# Local Market Update – April 2018

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



**+ 10.0%**

**+ 28.0%**

**+ 3.6%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

## Morgan County

### Feb through Apr

### April

	2017	2018	+ / -	2017	2018	+ / -
New Listings	342	<b>349</b>	+ 2.0%	130	<b>143</b>	+ 10.0%
Closed Sales	220	<b>245</b>	+ 11.4%	75	<b>96</b>	+ 28.0%
Median Sales Price*	\$142,825	<b>\$160,900</b>	+ 12.7%	\$152,500	<b>\$158,000</b>	+ 3.6%
Average Sales Price*	\$162,819	<b>\$185,526</b>	+ 13.9%	\$186,417	<b>\$181,688</b>	- 2.5%
Percent of Original List Price Received at Sale*	92.8%	<b>95.8%</b>	+ 3.2%	93.5%	<b>95.3%</b>	+ 2.0%
Absorption Rate				3.6	<b>2.2</b>	- 40.0%
Single-Family Detached Inventory				312	<b>187</b>	- 40.1%
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.

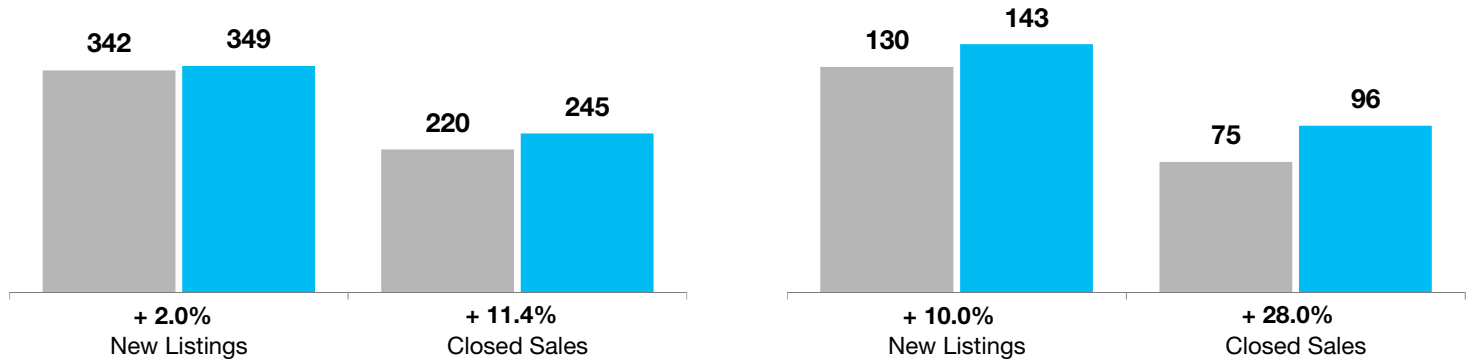
\* Does not account for seller concessions. | + / - by month may look extreme due to small sample size. | Totals rounded to whole number or tenth of a percent; rounding error may occur.

### Feb through Apr

■ 2017 ■ 2018

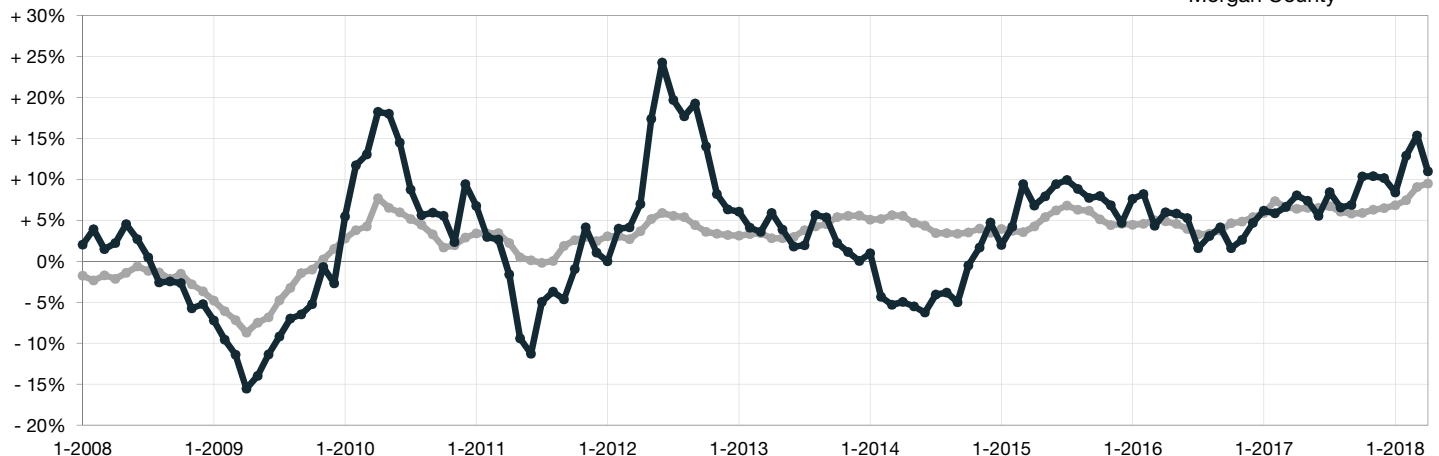
### April

■ 2017 ■ 2018



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

Indianapolis Metro Area — Indianapolis Metro Area  
Morgan County — Morgan County



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

# Local Market Update – April 2018

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



**+ 12.3%**

**+ 32.5%**

**+ 20.7%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

## Putnam County

### Feb through Apr

### April

	2017	2018	+ / -	2017	2018	+ / -
New Listings	159	182	+ 14.5%	57	64	+ 12.3%
Closed Sales	99	124	+ 25.3%	40	53	+ 32.5%
Median Sales Price*	\$116,950	<b>\$139,000</b>	+ 18.9%	\$116,000	<b>\$140,006</b>	+ 20.7%
Average Sales Price*	\$128,766	<b>\$145,176</b>	+ 12.7%	\$129,379	<b>\$151,848</b>	+ 17.4%
Percent of Original List Price Received at Sale*	91.5%	<b>94.6%</b>	+ 3.4%	90.1%	<b>95.6%</b>	+ 6.1%
Absorption Rate				4.0	<b>2.7</b>	- 31.6%
Single-Family Detached Inventory				160	<b>108</b>	- 32.5%
Townhouse-Condo Inventory				7	<b>8</b>	+ 14.3%

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

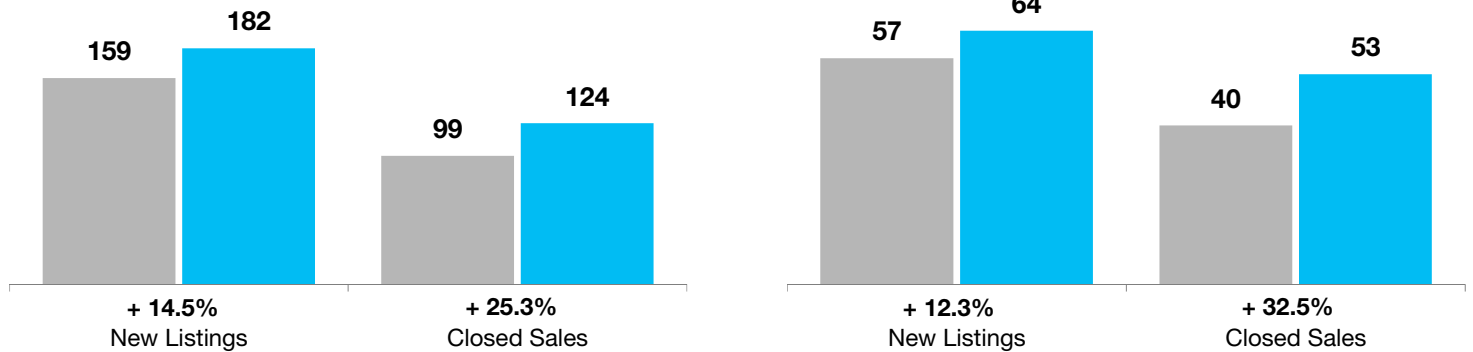
\* Does not account for seller concessions. | + / - by month may look extreme due to small sample size. | Totals rounded to whole number or tenth of a percent; rounding error may occur.

### Feb through Apr

■ 2017 ■ 2018

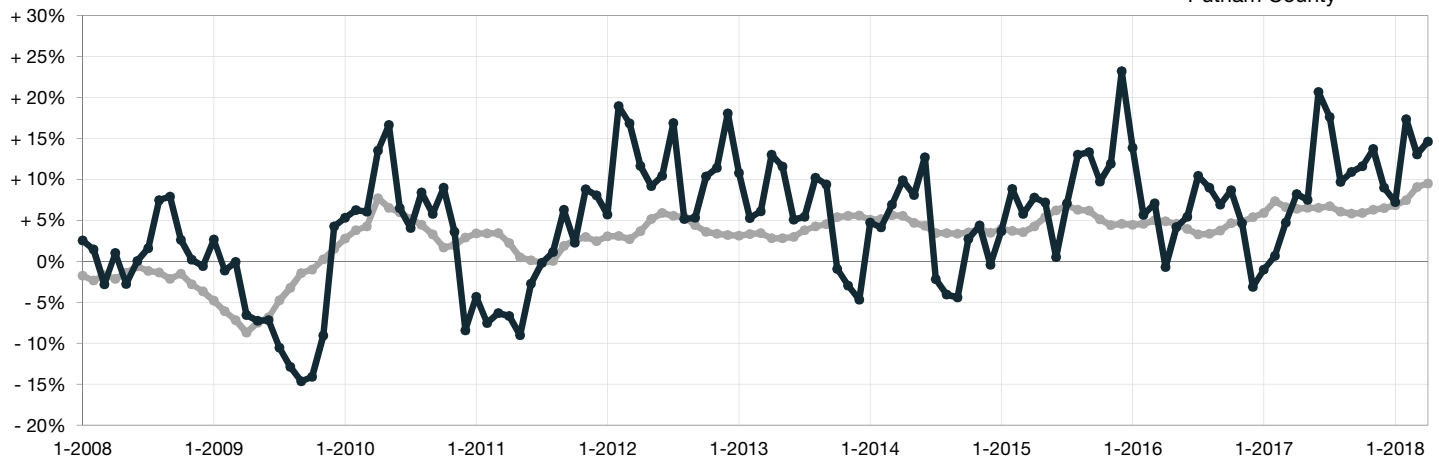
### April

■ 2017 ■ 2018



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

Indianapolis Metro Area — Indianapolis Metro Area  
Putnam County — Putnam County



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

# Local Market Update – April 2018

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



**+ 3.9%**

Change in  
New Listings

**- 2.5%**

Change in  
Closed Sales

**+ 0.5%**

Change in  
Median Sales Price

## Shelby County

### Feb through Apr

### April

	2017	2018	+ / -	2017	2018	+ / -
New Listings	182	150	- 17.6%	51	53	+ 3.9%
Closed Sales	136	127	- 6.6%	40	39	- 2.5%
Median Sales Price*	\$112,250	<b>\$127,500</b>	+ 13.6%	\$114,450	<b>\$115,000</b>	+ 0.5%
Average Sales Price*	\$121,325	<b>\$140,851</b>	+ 16.1%	\$120,264	<b>\$127,951</b>	+ 6.4%
Percent of Original List Price Received at Sale*	90.6%	<b>94.6%</b>	+ 4.4%	91.6%	<b>96.2%</b>	+ 5.0%
Absorption Rate				3.4	<b>2.5</b>	- 28.0%
Single-Family Detached Inventory				152	<b>111</b>	- 27.0%
Townhouse-Condo Inventory				10	<b>5</b>	- 50.0%

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

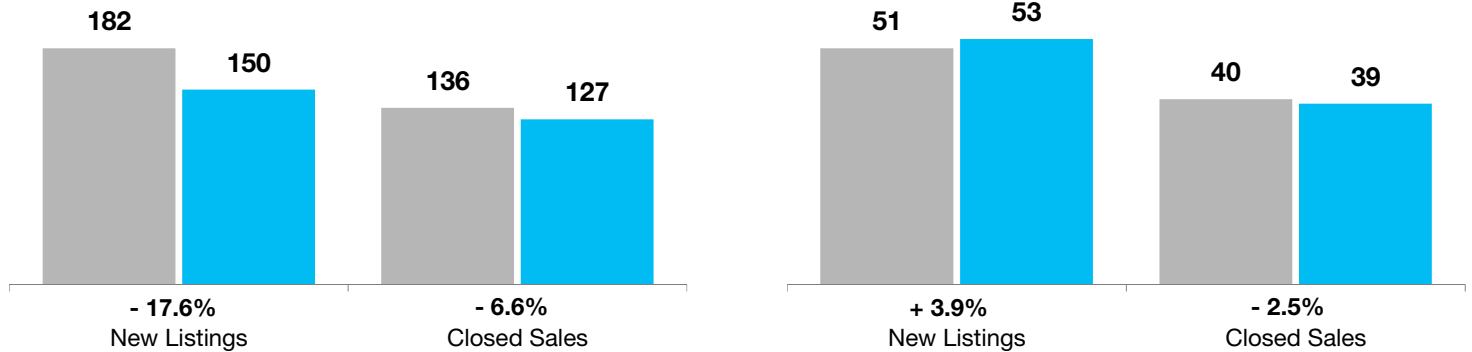
\* Does not account for seller concessions. | + / - by month may look extreme due to small sample size. | Totals rounded to whole number or tenth of a percent; rounding error may occur.

### Feb through Apr

■ 2017 ■ 2018

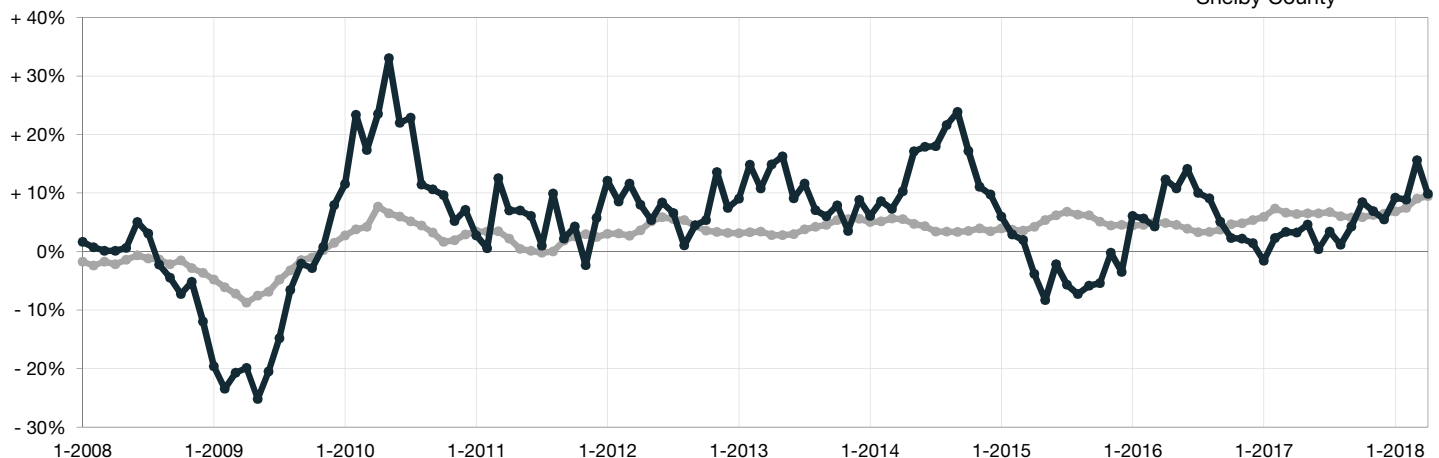
### April

■ 2017 ■ 2018



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

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



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