

Local Market Update for January 2019

A RESEARCH TOOL PROVIDED BY THE INDIANA ASSOCIATION OF REALTORS®

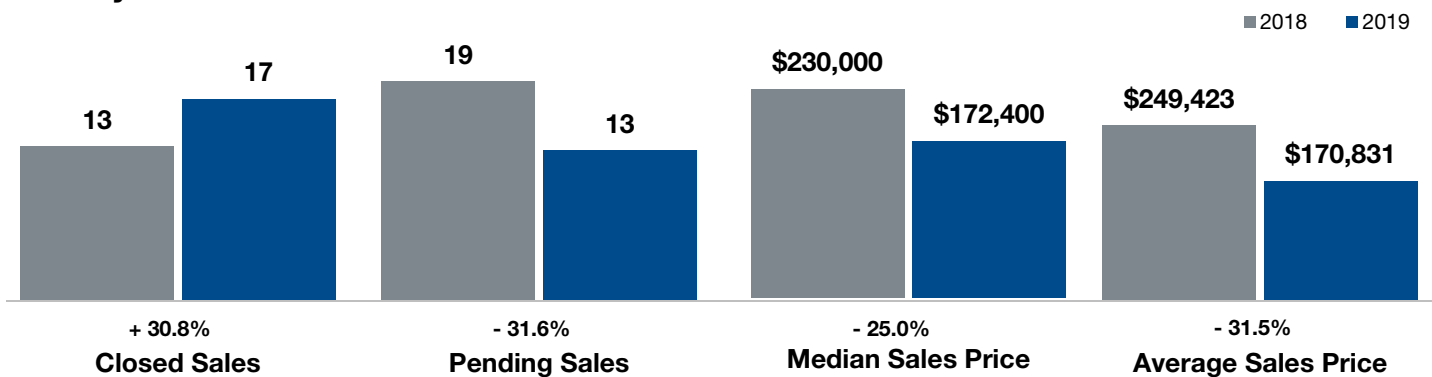


Brown County

| Key Metrics | January | | | Year to Date | | |
|--|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2018 | 2019 | Percent Change | Thru 1-2018 | Thru 1-2019 | Percent Change |
| New Listings | 24 | 20 | - 16.7% | 24 | 20 | - 16.7% |
| Closed Sales | 13 | 17 | + 30.8% | 13 | 17 | + 30.8% |
| Median Sales Price | \$230,000 | \$172,400 | - 25.0% | \$230,000 | \$172,400 | - 25.0% |
| Percent of Original List Price Received* | 93.0% | 90.2% | - 3.0% | 93.0% | 90.2% | - 3.0% |
| Months Supply of Inventory | 7.6 | 7.8 | + 2.6% | -- | -- | -- |
| Inventory of Homes for Sale | 199 | 192 | - 3.5% | -- | -- | -- |

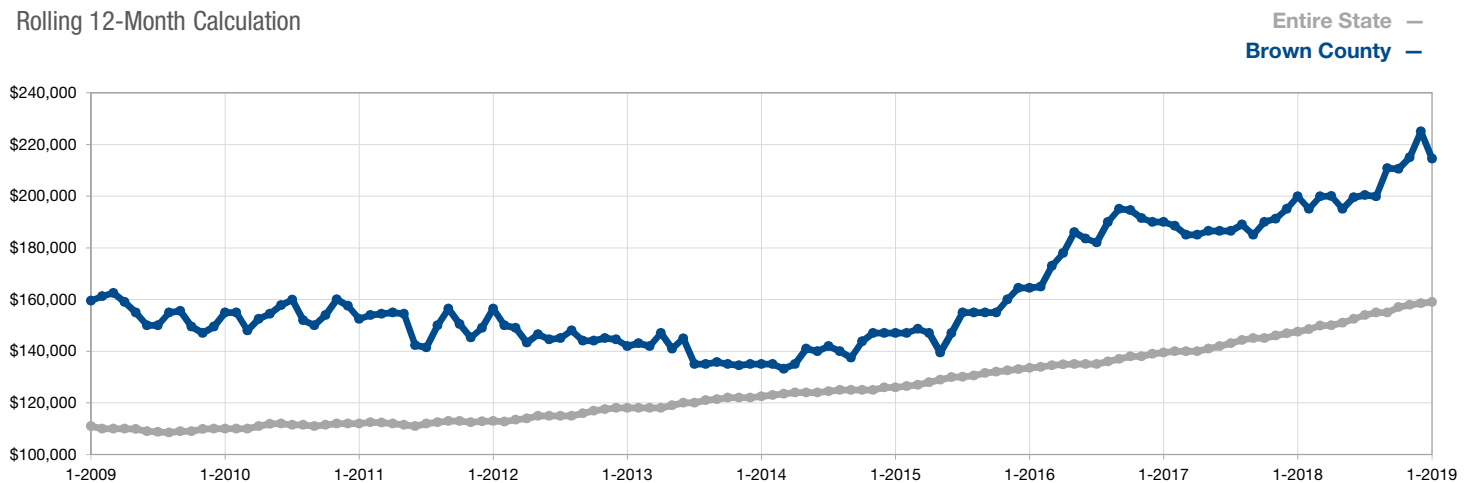
* Does not account for list price from any previous listing contracts. | Activity for one month can sometimes look extreme due to small sample size.

January



Median Sales Price

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.