

Local Market Update for September 2018

A RESEARCH TOOL PROVIDED BY THE INDIANA ASSOCIATION OF REALTORS®

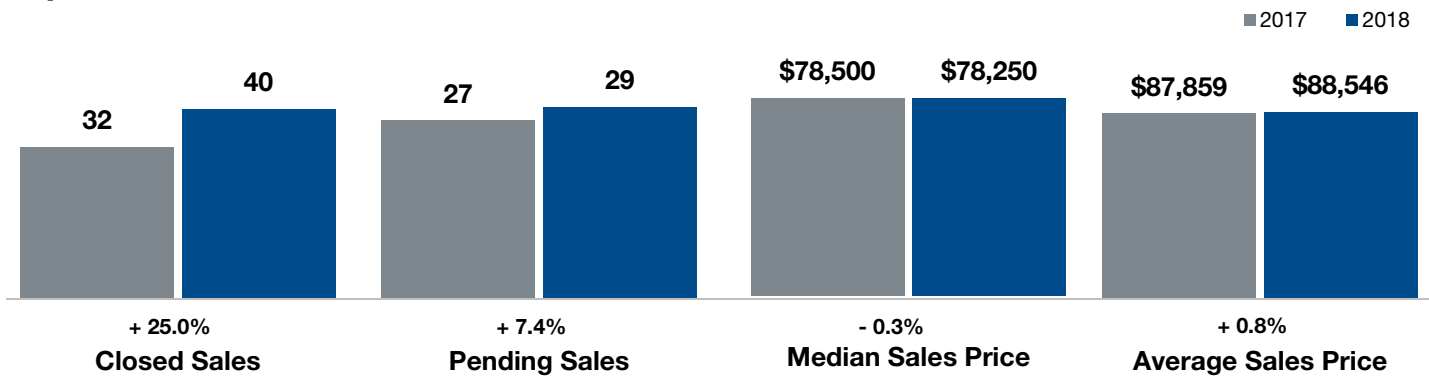


Cass County

Key Metrics	September			Year to Date		
	2017	2018	Percent Change	Thru 9-2017	Thru 9-2018	Percent Change
New Listings	40	33	- 17.5%	331	350	+ 5.7%
Closed Sales	32	40	+ 25.0%	264	290	+ 9.8%
Median Sales Price	\$78,500	\$78,250	- 0.3%	\$71,650	\$82,500	+ 15.1%
Percent of Original List Price Received*	93.0%	95.0%	+ 2.2%	94.0%	94.5%	+ 0.5%
Months Supply of Inventory	4.6	3.8	- 17.4%	--	--	--
Inventory of Homes for Sale	133	114	- 14.3%	--	--	--

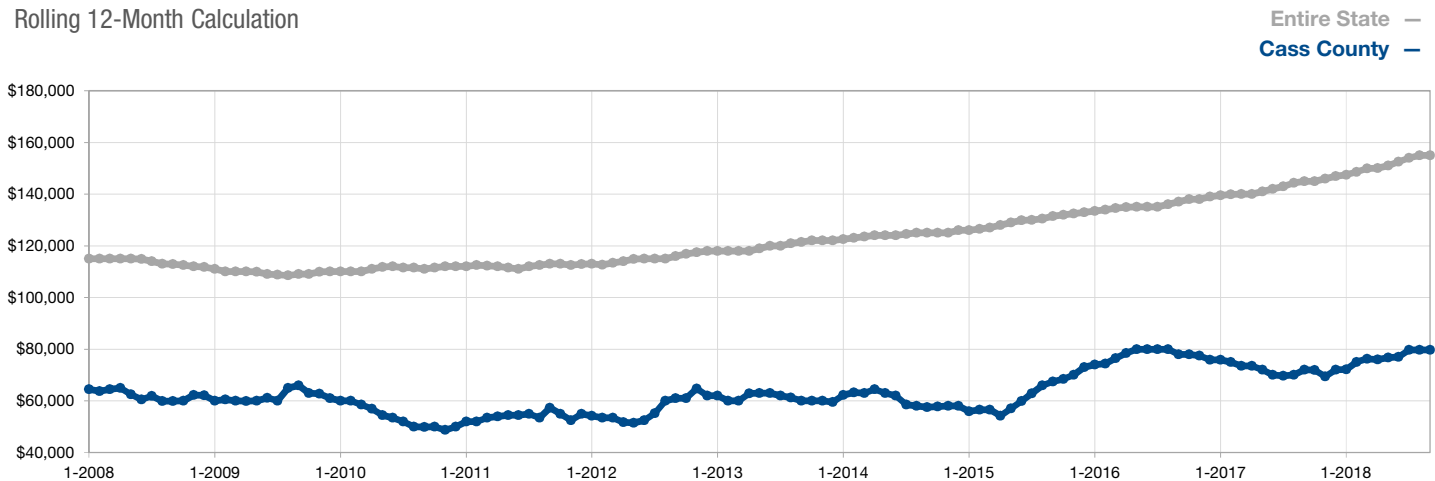
* Does not account for list price from any previous listing contracts. | Activity for one month can sometimes look extreme due to small sample size.

September



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.