

Local Market Update for September 2018

A RESEARCH TOOL PROVIDED BY THE INDIANA ASSOCIATION OF REALTORS®

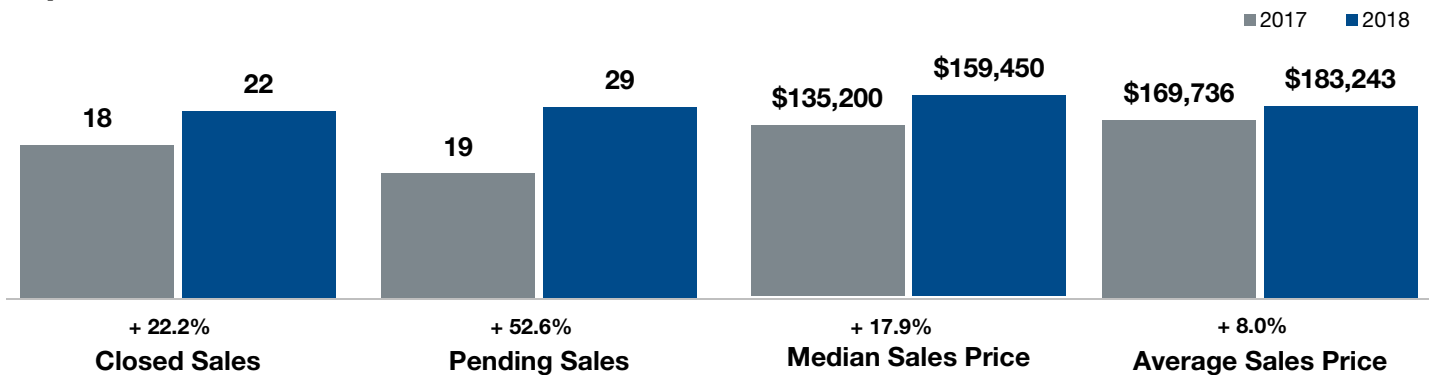


Decatur County

| Key Metrics | September | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 9-2017 | Thru 9-2018 | Percent Change |
| New Listings | 39 | 33 | - 15.4% | 291 | 316 | + 8.6% |
| Closed Sales | 18 | 22 | + 22.2% | 212 | 232 | + 9.4% |
| Median Sales Price | \$135,200 | \$159,450 | + 17.9% | \$123,500 | \$130,000 | + 5.3% |
| Percent of Original List Price Received* | 91.6% | 95.3% | + 4.0% | 94.4% | 94.5% | + 0.1% |
| Months Supply of Inventory | 4.7 | 3.7 | - 21.3% | -- | -- | -- |
| Inventory of Homes for Sale | 112 | 94 | - 16.1% | -- | -- | -- |

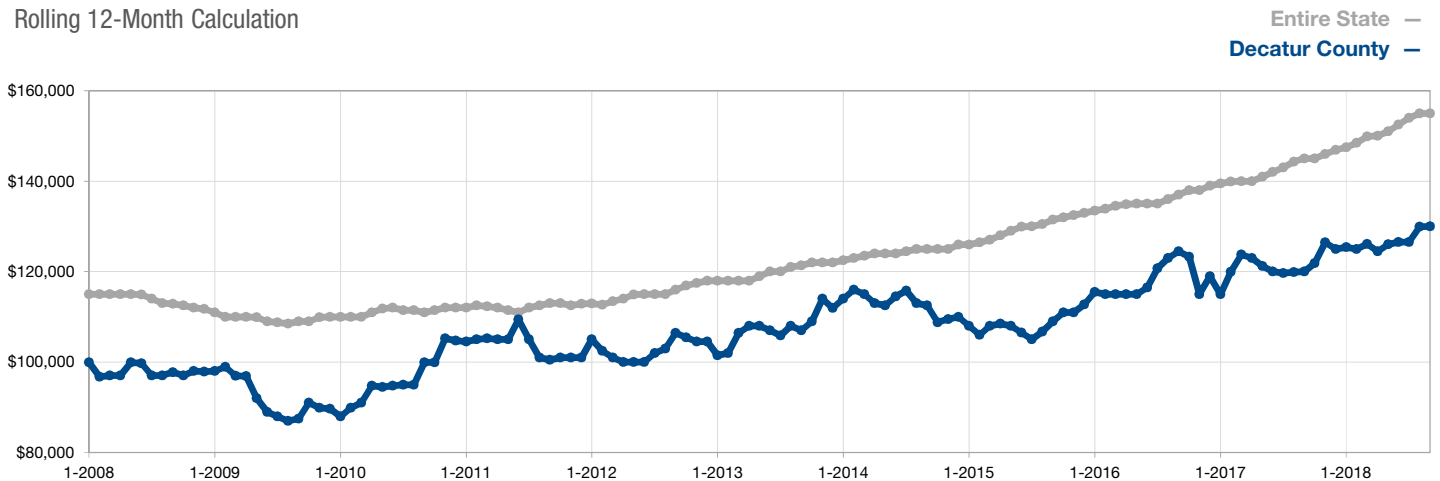
* Does not account for list price from any previous listing contracts. | Activity for one month can sometimes look extreme due to small sample size.

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.