

Local Market Update for September 2018

A RESEARCH TOOL PROVIDED BY THE INDIANA ASSOCIATION OF REALTORS®

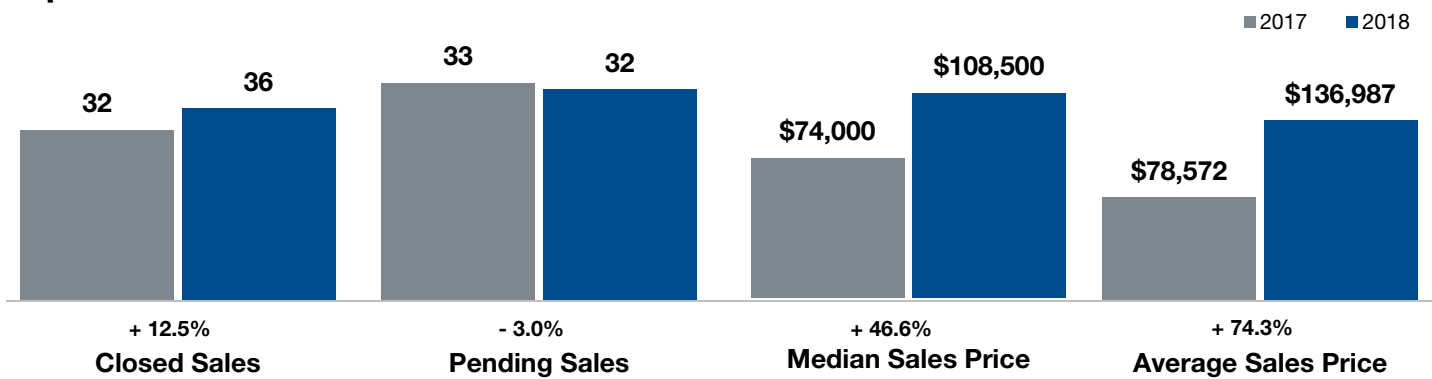


Henry County

Key Metrics	September			Year to Date		
	2017	2018	Percent Change	Thru 9-2017	Thru 9-2018	Percent Change
New Listings	55	37	- 32.7%	415	393	- 5.3%
Closed Sales	32	36	+ 12.5%	327	294	- 10.1%
Median Sales Price	\$74,000	\$108,500	+ 46.6%	\$84,900	\$86,850	+ 2.3%
Percent of Original List Price Received*	93.6%	94.5%	+ 1.0%	94.2%	95.3%	+ 1.2%
Months Supply of Inventory	4.6	4.4	- 4.3%	--	--	--
Inventory of Homes for Sale	168	142	- 15.5%	--	--	--

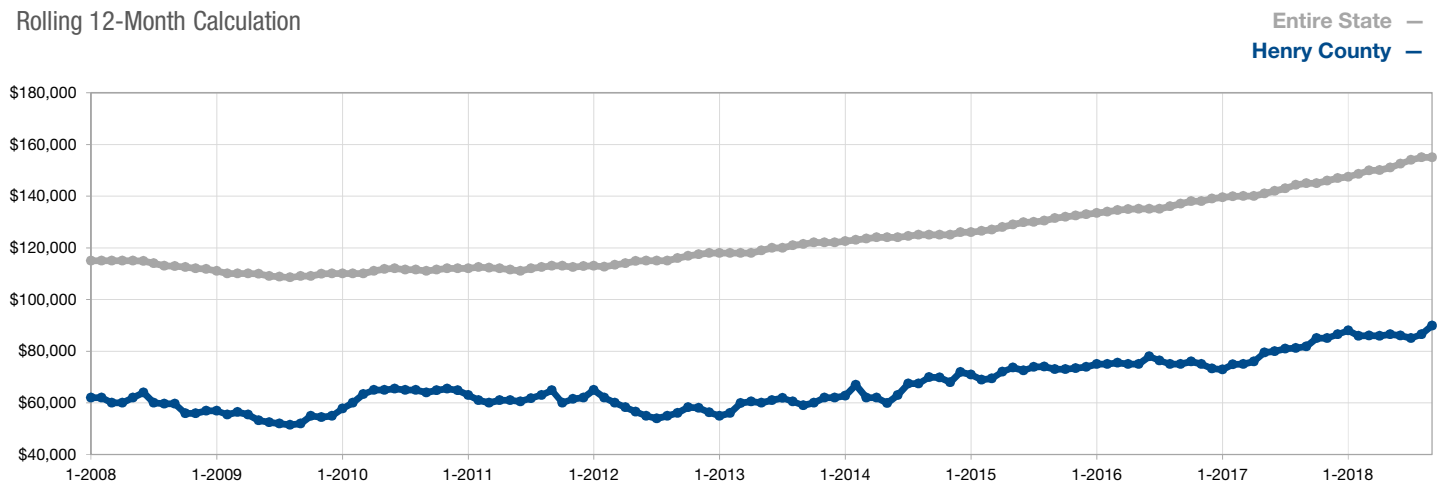
* Does not account for list price from any previous listing contracts. | Activity for one month can sometimes look extreme due to small sample size.

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.