

Local Market Update for April 2018

A RESEARCH TOOL PROVIDED BY THE INDIANA ASSOCIATION OF REALTORS®

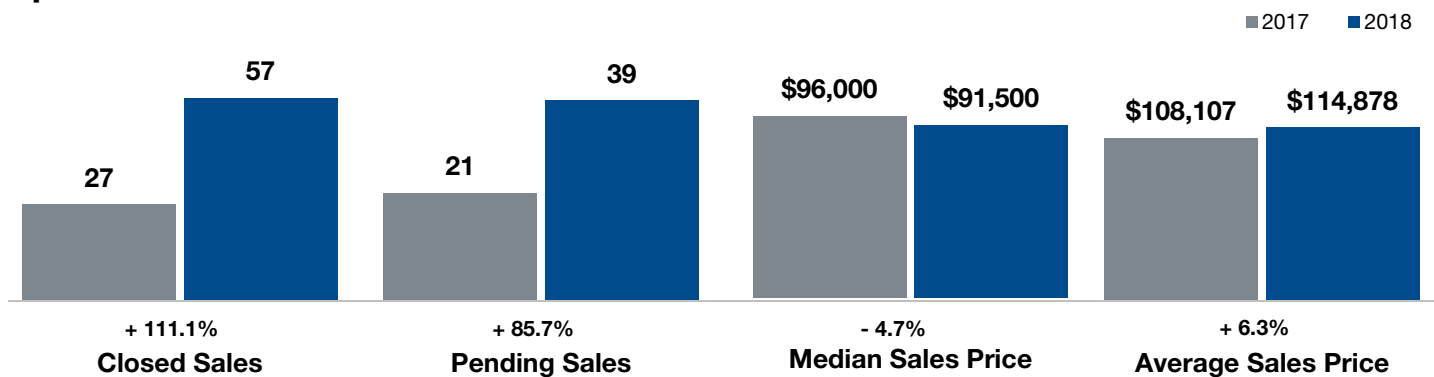


Lawrence County

Key Metrics	April			Year to Date		
	2017	2018	Percent Change	Thru 4-2017	Thru 4-2018	Percent Change
New Listings	69	66	- 4.3%	236	200	- 15.3%
Closed Sales	27	57	+ 111.1%	139	156	+ 12.2%
Median Sales Price	\$96,000	\$91,500	- 4.7%	\$84,050	\$89,500	+ 6.5%
Percent of Original List Price Received*	94.1%	94.3%	+ 0.2%	93.6%	93.8%	+ 0.2%
Months Supply of Inventory	6.1	4.7	- 23.0%	--	--	--
Inventory of Homes for Sale	244	190	- 22.1%	--	--	--

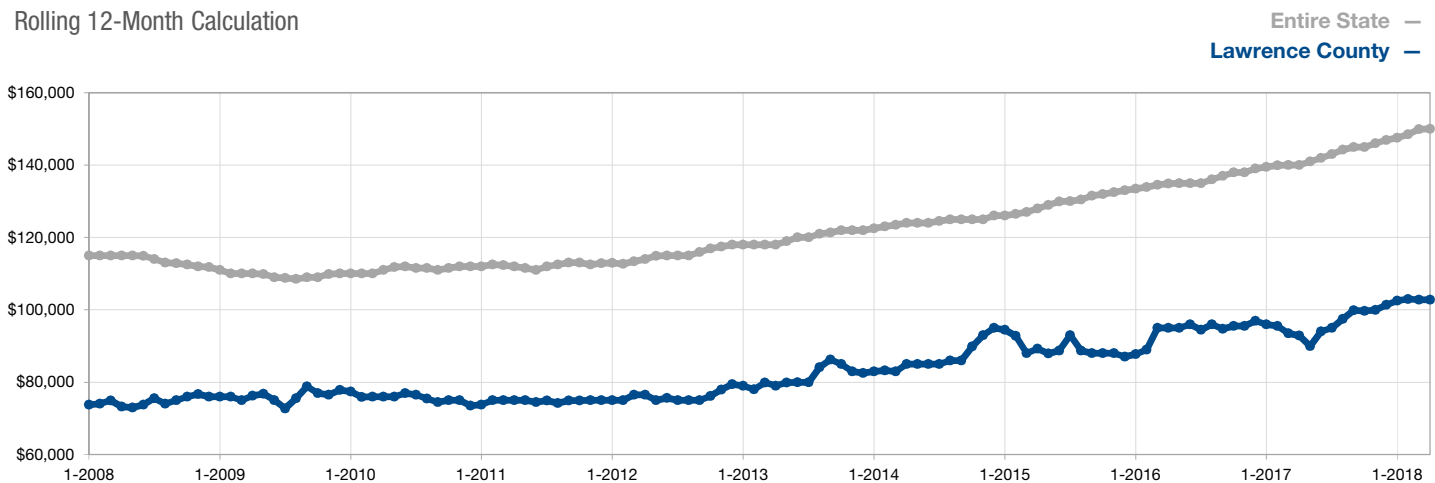
* Does not account for list price from any previous listing contracts. | Activity for one month can sometimes look extreme due to small sample size.

April



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.