

Local Market Update for October 2018

A RESEARCH TOOL PROVIDED BY THE INDIANA ASSOCIATION OF REALTORS®

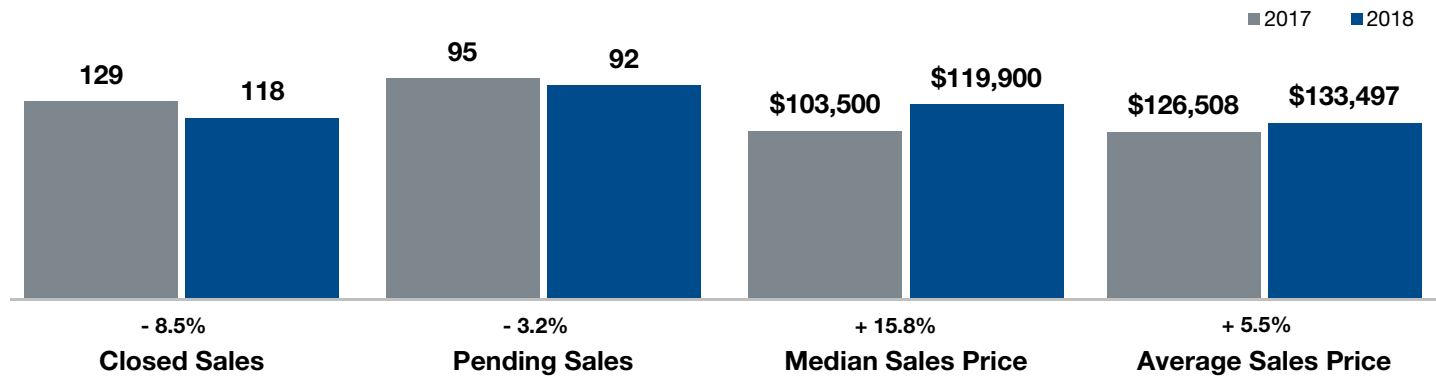


Lawrence County

Key Metrics	August through October			November through October		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
New Listings	143	168	+ 17.5%	639	618	- 3.3%
Closed Sales	129	118	- 8.5%	489	493	+ 0.8%
Median Sales Price	\$103,500	\$119,900	+ 15.8%	\$99,700	\$107,500	+ 7.8%
Percent of Original List Price Received*	95.7%	94.8%	- 0.9%	94.8%	95.2%	+ 0.4%

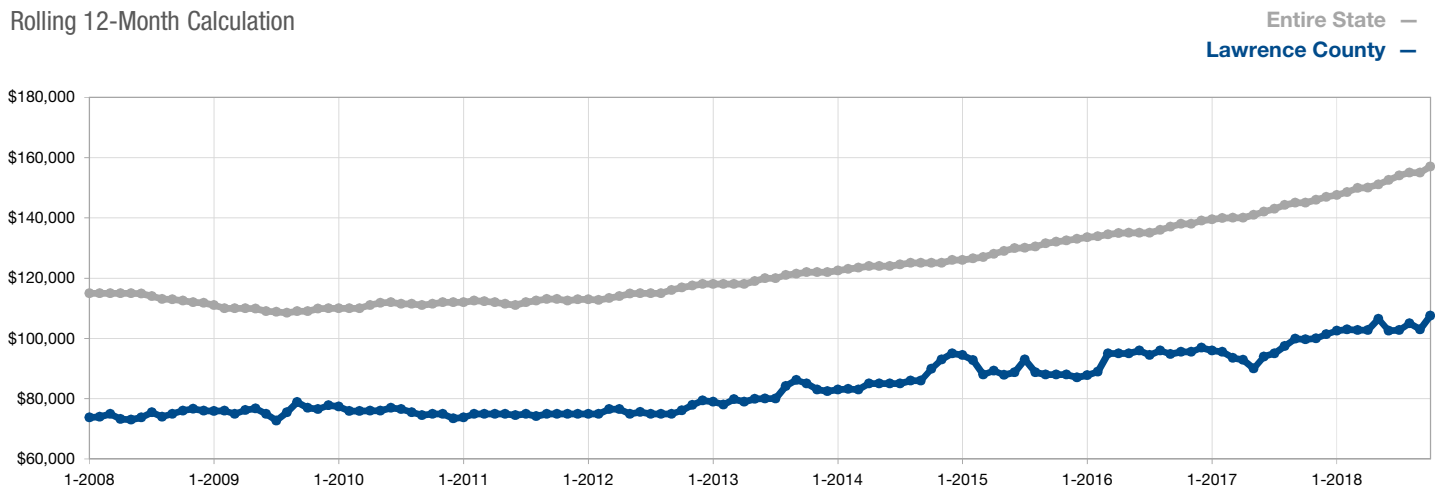
* Does not account for list price from any previous listing contracts. | Activity for one month can sometimes look extreme due to small sample size.

August through October



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.