

Local Market Update for July 2018

A RESEARCH TOOL PROVIDED BY THE INDIANA ASSOCIATION OF REALTORS®

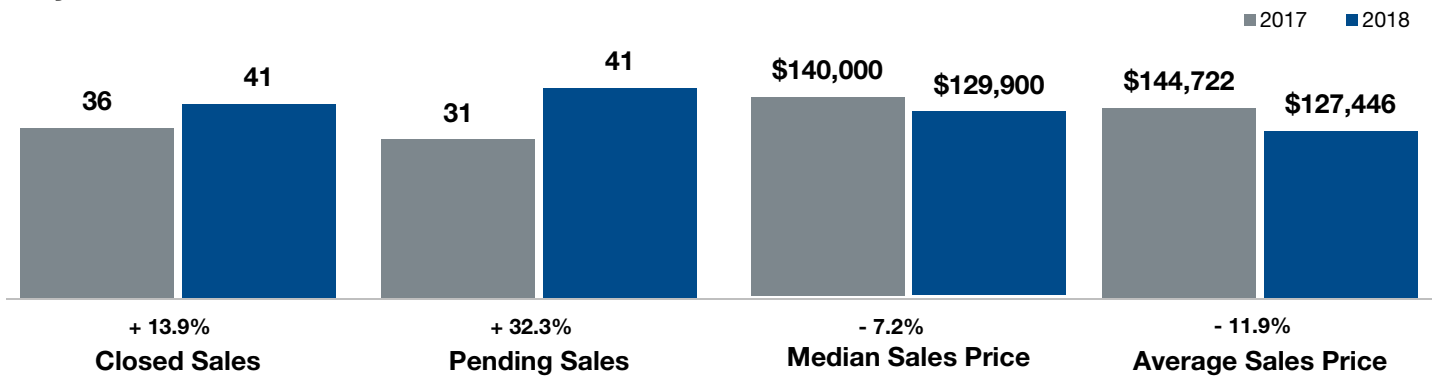


Lawrence County

Key Metrics	July			Year to Date		
	2017	2018	Percent Change	Thru 7-2017	Thru 7-2018	Percent Change
New Listings	59	66	+ 11.9%	424	382	- 9.9%
Closed Sales	36	41	+ 13.9%	277	310	+ 11.9%
Median Sales Price	\$140,000	\$129,900	- 7.2%	\$95,000	\$99,000	+ 4.2%
Percent of Original List Price Received*	96.5%	96.7%	+ 0.2%	94.8%	95.1%	+ 0.3%
Months Supply of Inventory	6.7	4.5	- 32.8%	--	--	--
Inventory of Homes for Sale	264	188	- 28.8%	--	--	--

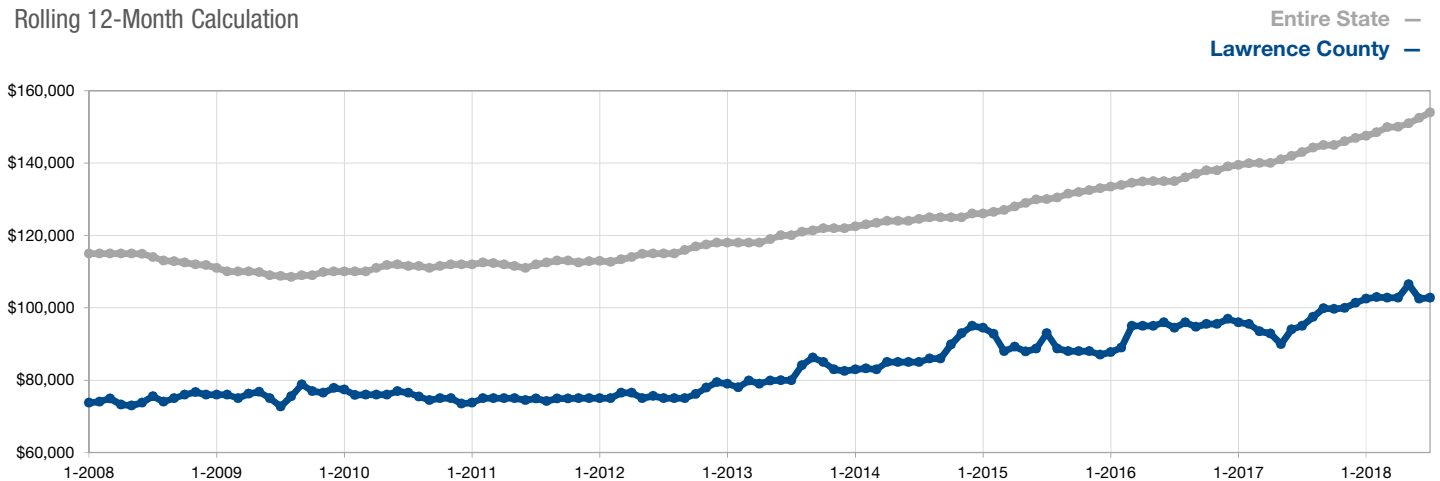
* Does not account for list price from any previous listing contracts. | Activity for one month can sometimes look extreme due to small sample size.

July



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.