

Local Market Update for September 2018

A RESEARCH TOOL PROVIDED BY THE INDIANA ASSOCIATION OF REALTORS®

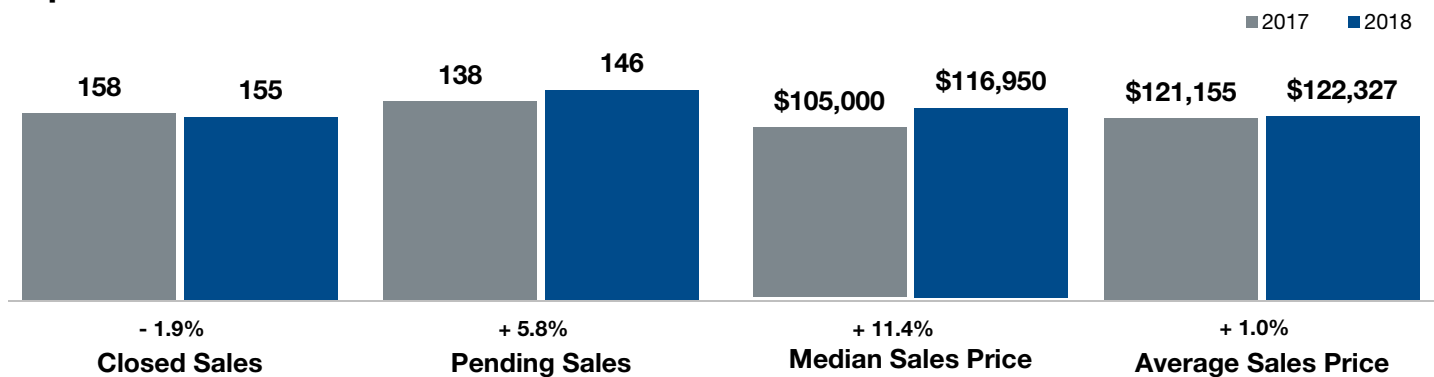


Madison County

Key Metrics	September			Year to Date		
	2017	2018	Percent Change	Thru 9-2017	Thru 9-2018	Percent Change
New Listings	179	210	+ 17.3%	1,700	1,632	- 4.0%
Closed Sales	158	155	- 1.9%	1,288	1,250	- 3.0%
Median Sales Price	\$105,000	\$116,950	+ 11.4%	\$100,000	\$108,000	+ 8.0%
Percent of Original List Price Received*	93.9%	95.2%	+ 1.4%	92.9%	94.0%	+ 1.2%
Months Supply of Inventory	3.6	3.3	- 8.3%	--	--	--
Inventory of Homes for Sale	517	444	- 14.1%	--	--	--

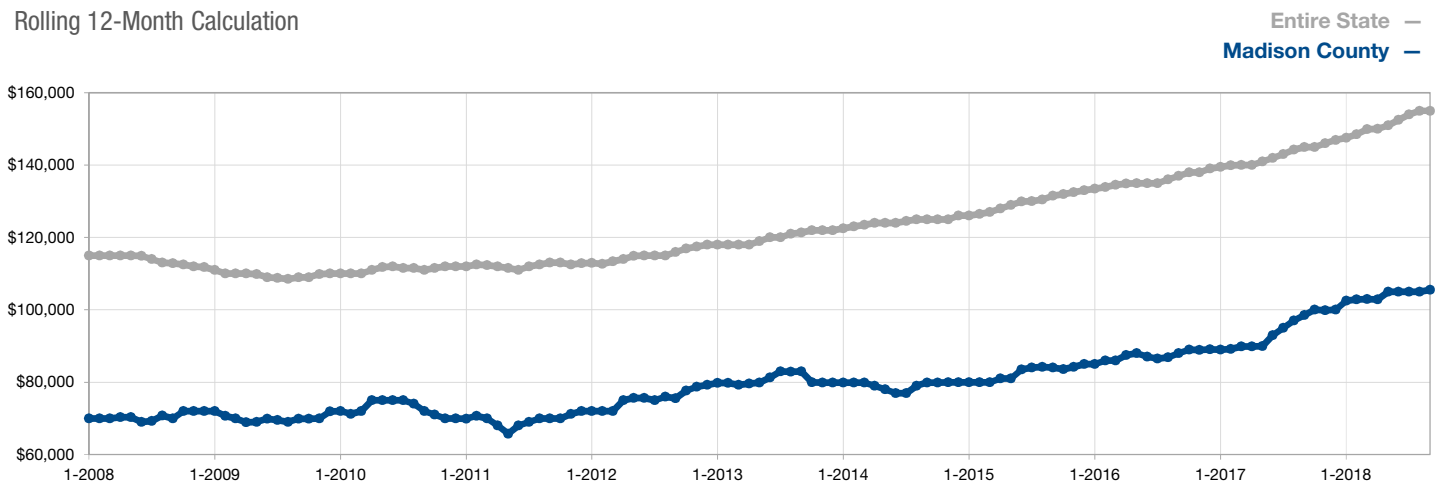
* Does not account for list price from any previous listing contracts. | Activity for one month can sometimes look extreme due to small sample size.

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.