

Local Market Update for October 2018

A RESEARCH TOOL PROVIDED BY THE INDIANA ASSOCIATION OF REALTORS®

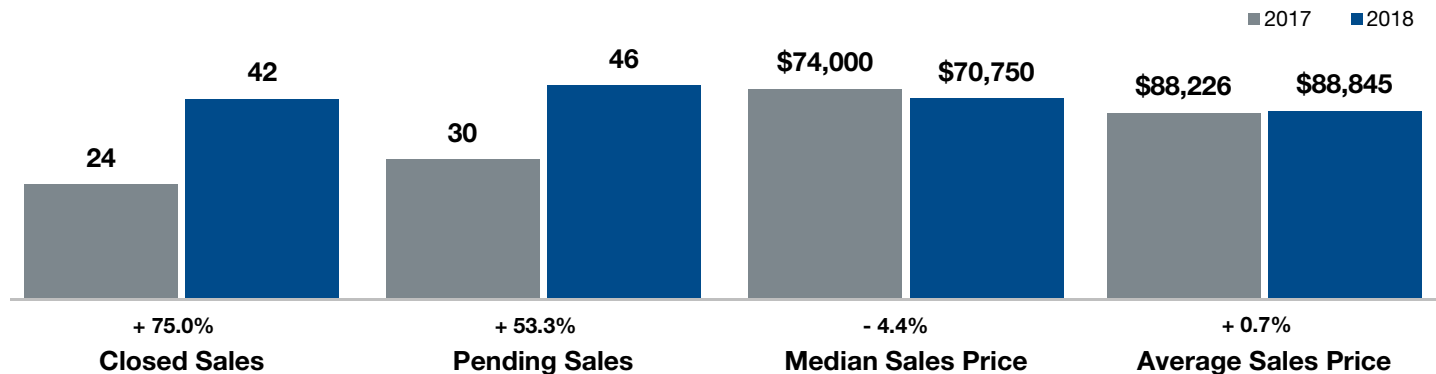


Sullivan County

Key Metrics	August through October			November through October		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
New Listings	55	61	+ 10.9%	218	207	- 5.0%
Closed Sales	24	42	+ 75.0%	108	133	+ 23.1%
Median Sales Price	\$74,000	\$70,750	- 4.4%	\$68,450	\$72,900	+ 6.5%
Percent of Original List Price Received*	87.2%	90.5%	+ 3.8%	87.0%	90.8%	+ 4.4%

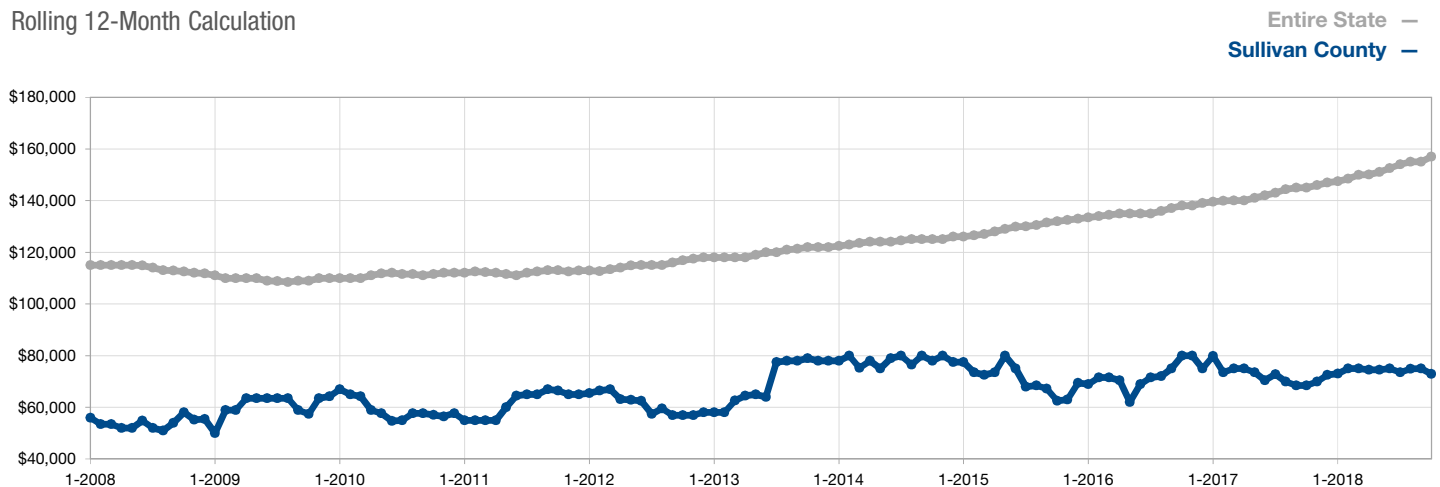
* Does not account for list price from any previous listing contracts. | Activity for one month can sometimes look extreme due to small sample size.

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.