

Local Market Update for October 2018

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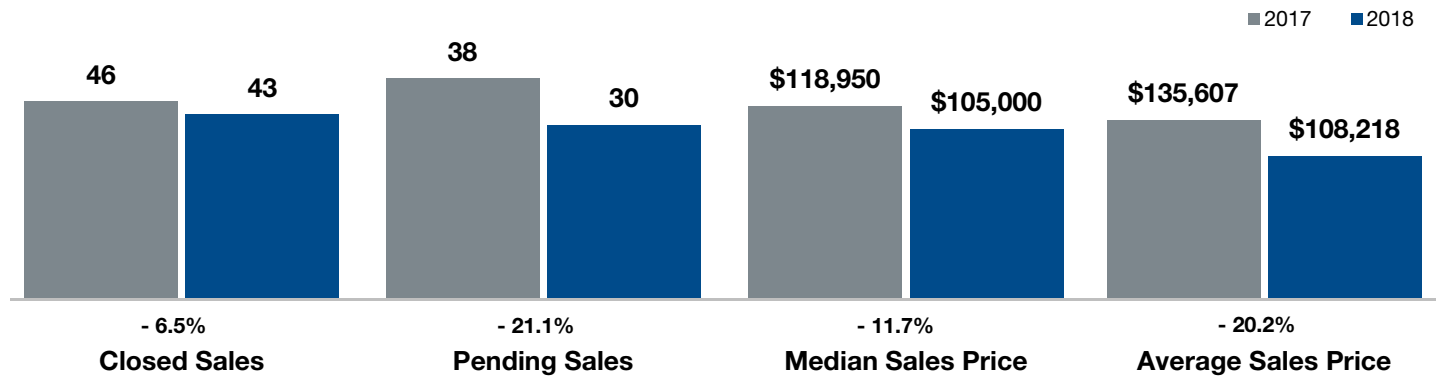


Tipton County

Key Metrics	August through October			November through October		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
New Listings	49	49	0.0%	186	159	- 14.5%
Closed Sales	46	43	- 6.5%	160	146	- 8.8%
Median Sales Price	\$118,950	\$105,000	- 11.7%	\$110,750	\$126,200	+ 14.0%
Percent of Original List Price Received*	97.6%	95.8%	- 1.8%	96.1%	95.6%	- 0.5%

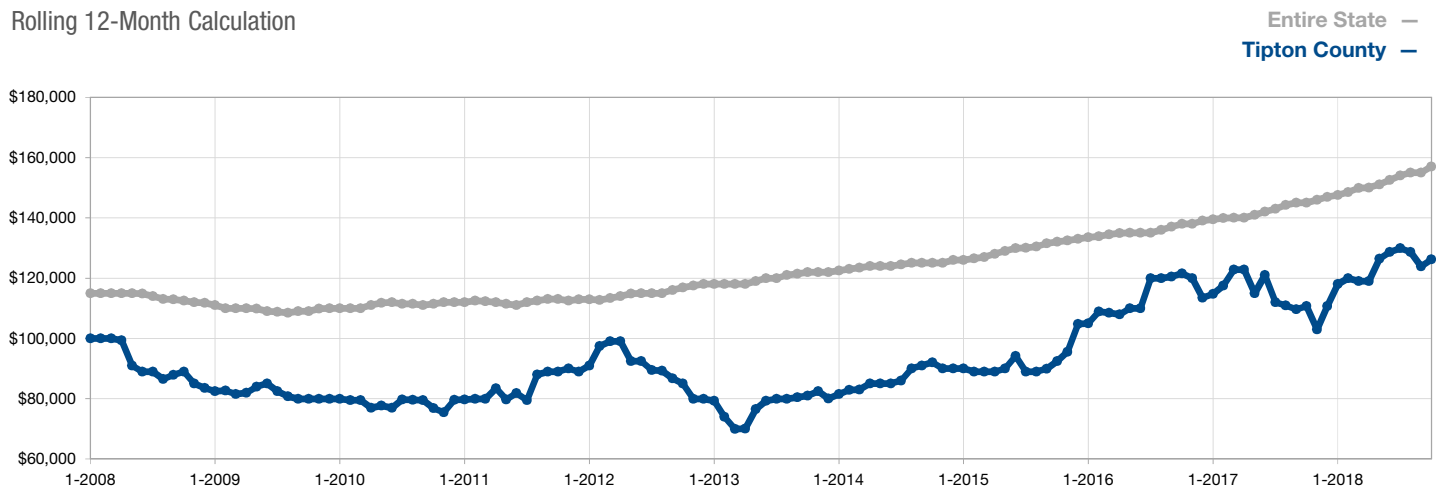
* Does not account for list price from any previous listing contracts. | Activity for one month can sometimes look extreme due to small sample size.

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.