

Local Market Update for May 2018

A RESEARCH TOOL PROVIDED BY THE INDIANA ASSOCIATION OF REALTORS®

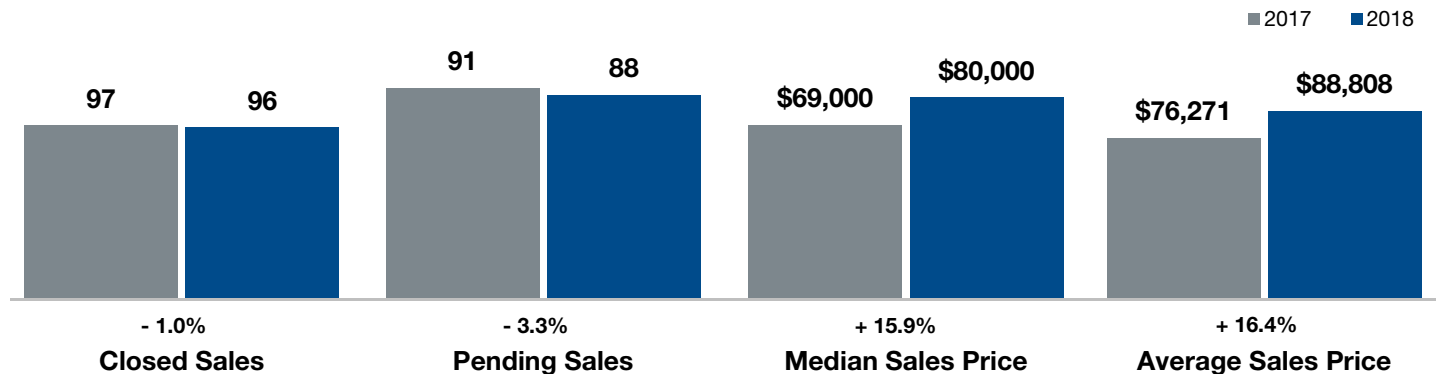


Cass County

Key Metrics	March through May			June through May		
	2017	2018	Percent Change	Thru 5-2017	Thru 5-2018	Percent Change
New Listings	123	122	- 0.8%	447	407	- 8.9%
Closed Sales	97	96	- 1.0%	352	330	- 6.3%
Median Sales Price	\$69,000	\$80,000	+ 15.9%	\$72,000	\$76,700	+ 6.5%
Percent of Original List Price Received*	94.5%	94.5%	0.0%	94.5%	93.7%	- 0.8%

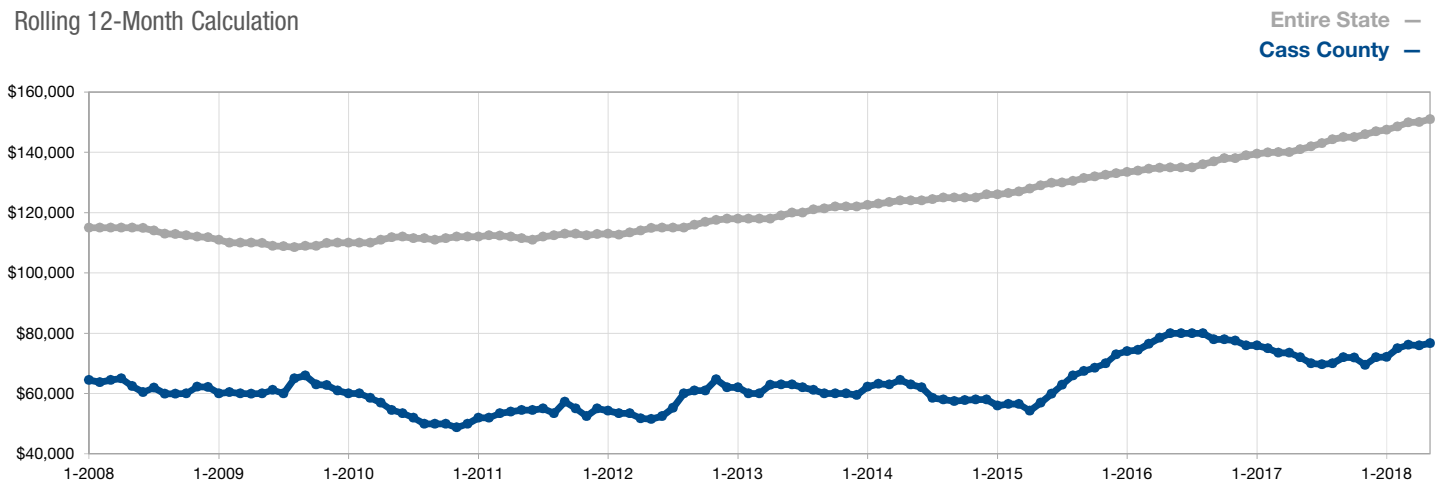
* Does not account for list price from any previous listing contracts. | Activity for one month can sometimes look extreme due to small sample size.

March through May



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.