

Local Market Update for January 2019

A RESEARCH TOOL PROVIDED BY THE INDIANA ASSOCIATION OF REALTORS®

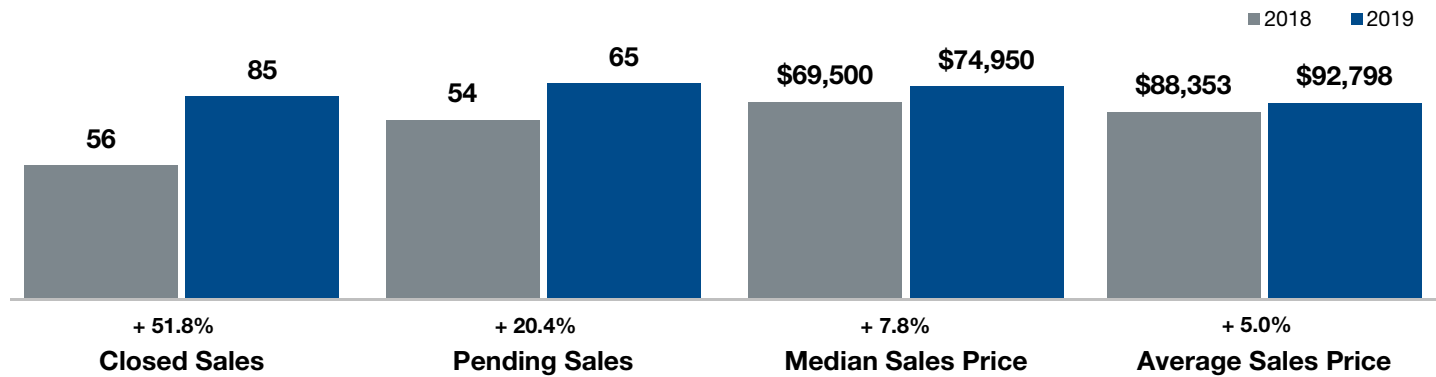


Cass County

Key Metrics	November through January			February through January		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	74	76	+ 2.7%	409	452	+ 10.5%
Closed Sales	56	85	+ 51.8%	334	388	+ 16.2%
Median Sales Price	\$69,500	\$74,950	+ 7.8%	\$72,150	\$82,000	+ 13.7%
Percent of Original List Price Received*	92.6%	93.4%	+ 0.9%	93.6%	94.7%	+ 1.2%

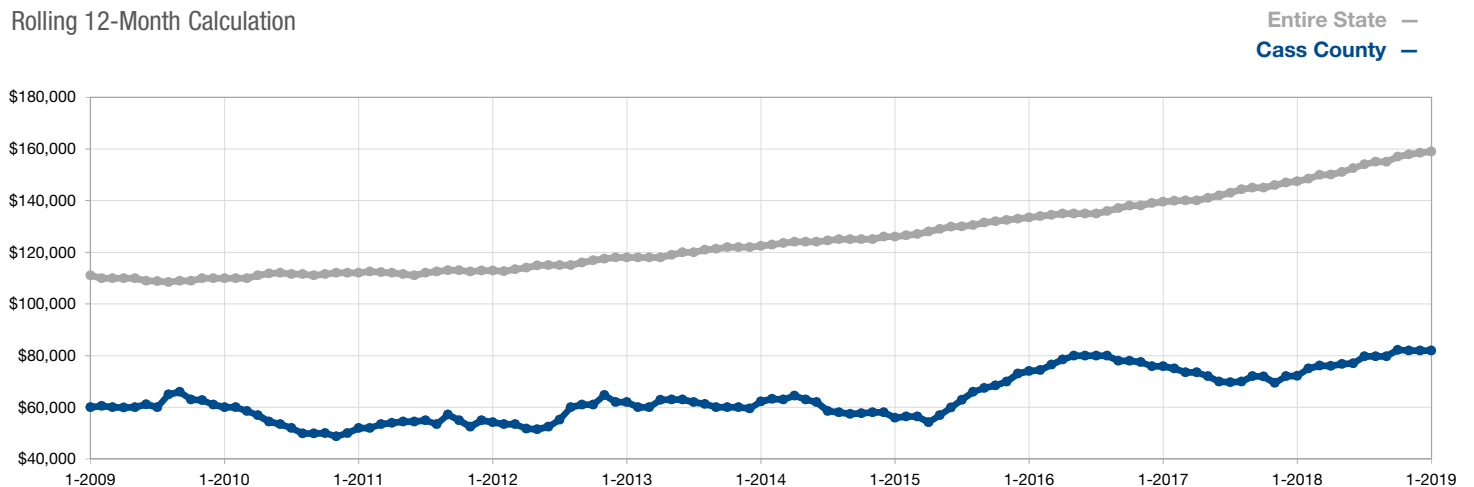
* Does not account for list price from any previous listing contracts. | Activity for one month can sometimes look extreme due to small sample size.

November through January



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.