

Local Market Update for May 2018

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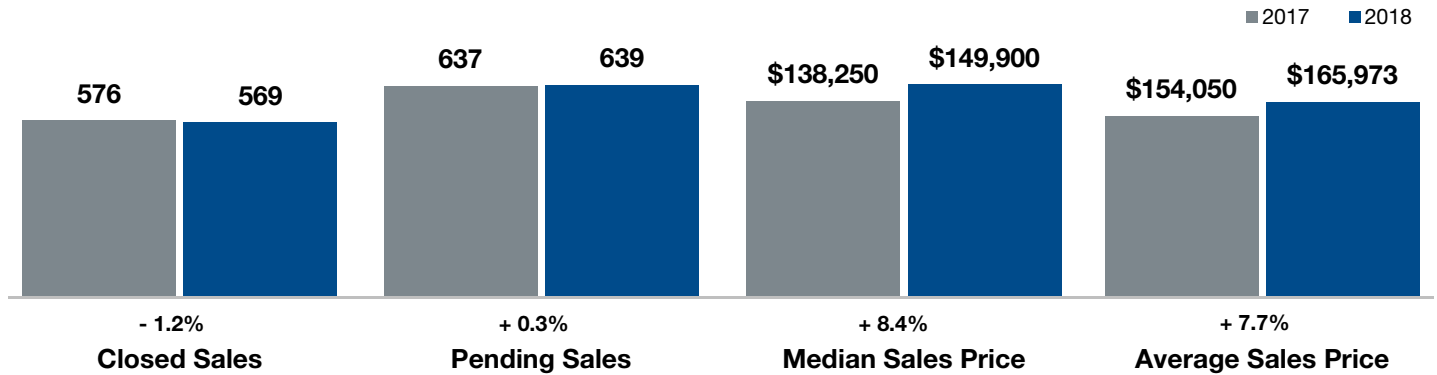


Elkhart County

Key Metrics	March through May			June through May		
	2017	2018	Percent Change	Thru 5-2017	Thru 5-2018	Percent Change
New Listings	766	730	- 4.7%	2,304	2,580	+ 12.0%
Closed Sales	576	569	- 1.2%	2,009	2,257	+ 12.3%
Median Sales Price	\$138,250	\$149,900	+ 8.4%	\$137,000	\$146,000	+ 6.6%
Percent of Original List Price Received*	97.5%	98.4%	+ 0.9%	96.9%	97.7%	+ 0.8%

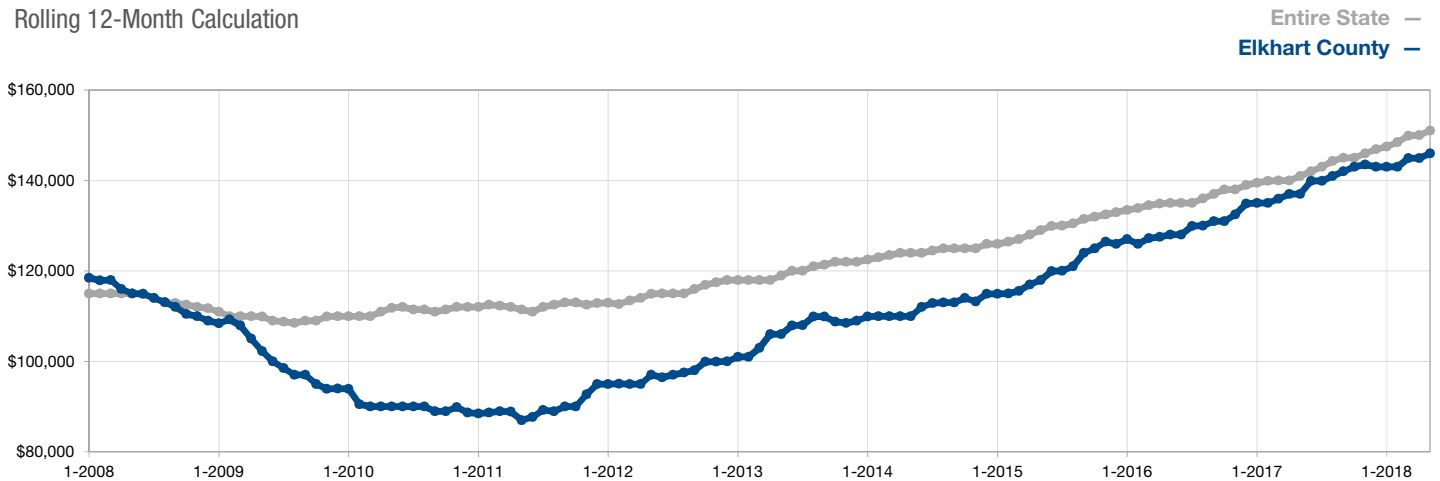
* Does not account for list price from any previous listing contracts. | Activity for one month can sometimes look extreme due to small sample size.

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.