

Local Market Update for September 2018

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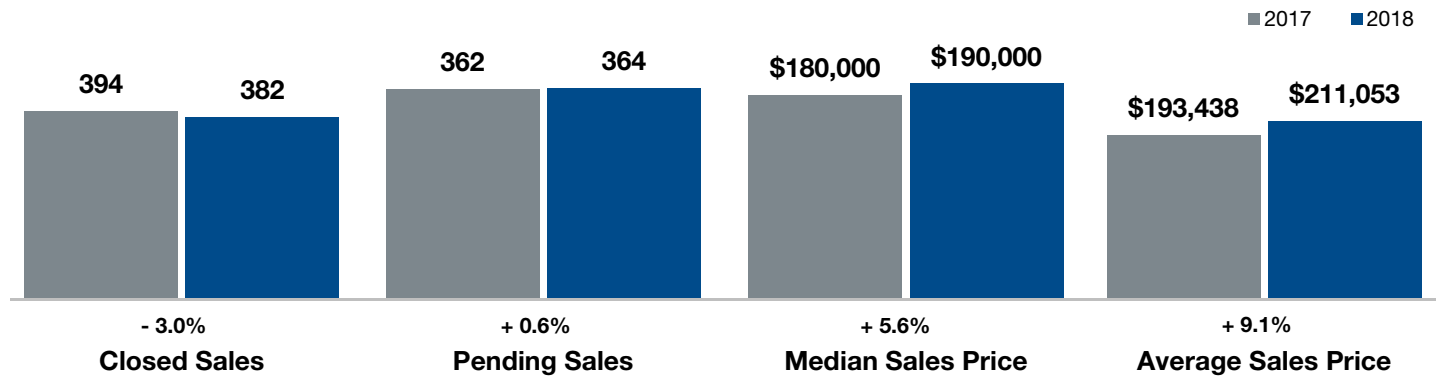


Hancock County

Key Metrics	July through September			October through September		
	2017	2018	Percent Change	Thru 9-2017	Thru 9-2018	Percent Change
New Listings	458	446	- 2.6%	1,547	1,601	+ 3.5%
Closed Sales	394	382	- 3.0%	1,356	1,364	+ 0.6%
Median Sales Price	\$180,000	\$190,000	+ 5.6%	\$167,000	\$185,050	+ 10.8%
Percent of Original List Price Received*	96.1%	97.1%	+ 1.0%	95.5%	96.7%	+ 1.3%

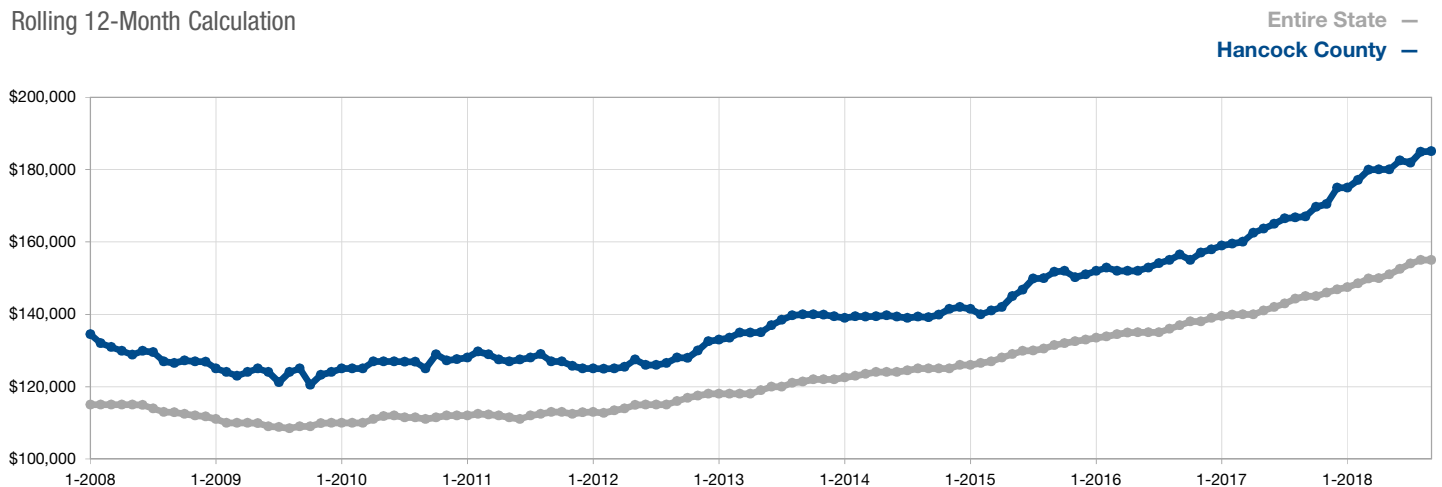
* Does not account for list price from any previous listing contracts. | Activity for one month can sometimes look extreme due to small sample size.

July through September



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.