

Local Market Update for September 2018

A RESEARCH TOOL PROVIDED BY THE INDIANA ASSOCIATION OF REALTORS®

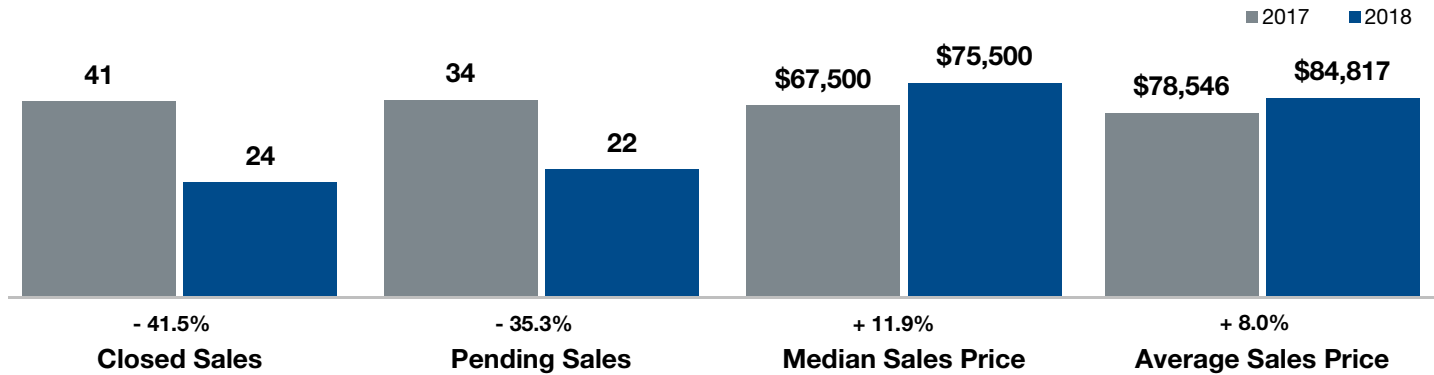


Jay County

Key Metrics	July through September			October through September		
	2017	2018	Percent Change	Thru 9-2017	Thru 9-2018	Percent Change
New Listings	43	42	- 2.3%	155	137	- 11.6%
Closed Sales	41	24	- 41.5%	123	111	- 9.8%
Median Sales Price	\$67,500	\$75,500	+ 11.9%	\$74,000	\$77,250	+ 4.4%
Percent of Original List Price Received*	94.1%	94.8%	+ 0.7%	93.7%	93.3%	- 0.4%

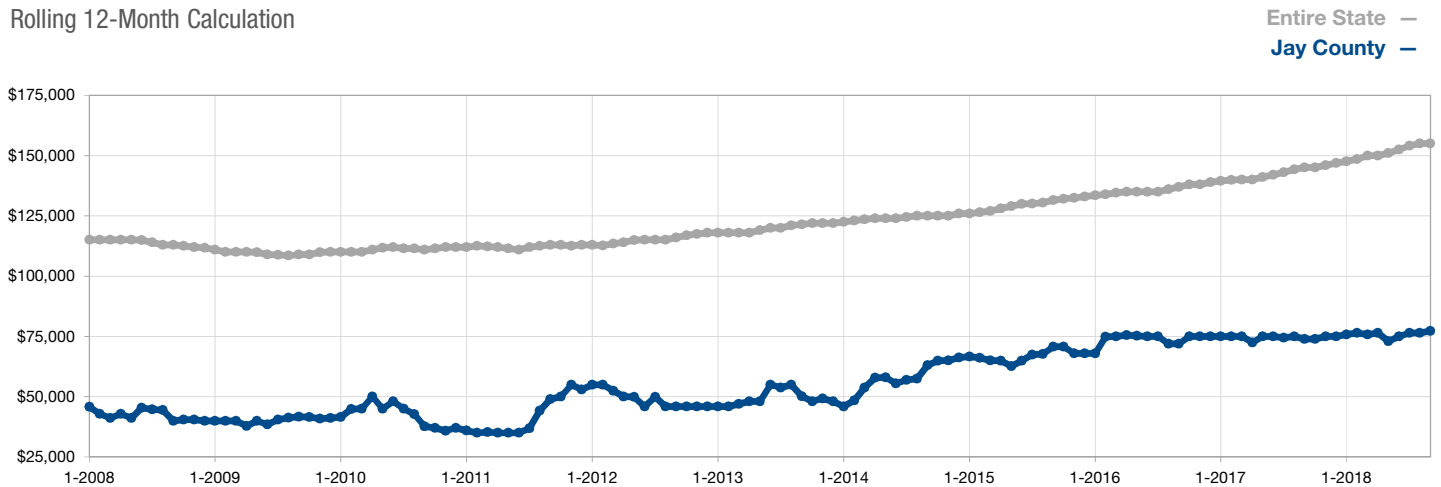
* Does not account for list price from any previous listing contracts. | Activity for one month can sometimes look extreme due to small sample size.

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.