

Local Market Update for September 2018

A RESEARCH TOOL PROVIDED BY THE INDIANA ASSOCIATION OF REALTORS®

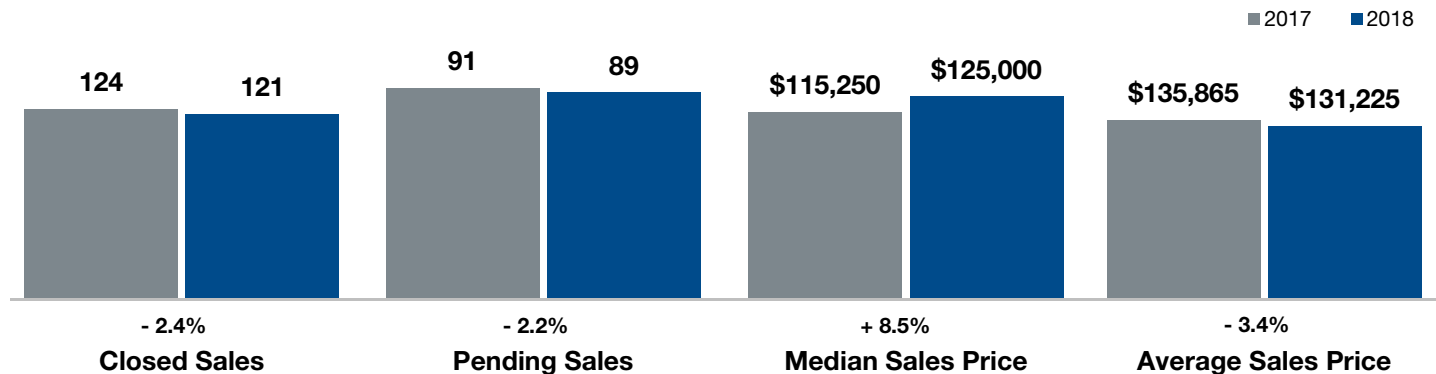


Lawrence County

Key Metrics	July through September			October through September		
	2017	2018	Percent Change	Thru 9-2017	Thru 9-2018	Percent Change
New Listings	159	178	+ 11.9%	650	605	- 6.9%
Closed Sales	124	121	- 2.4%	486	496	+ 2.1%
Median Sales Price	\$115,250	\$125,000	+ 8.5%	\$99,900	\$103,000	+ 3.1%
Percent of Original List Price Received*	95.8%	96.0%	+ 0.2%	94.7%	95.4%	+ 0.7%

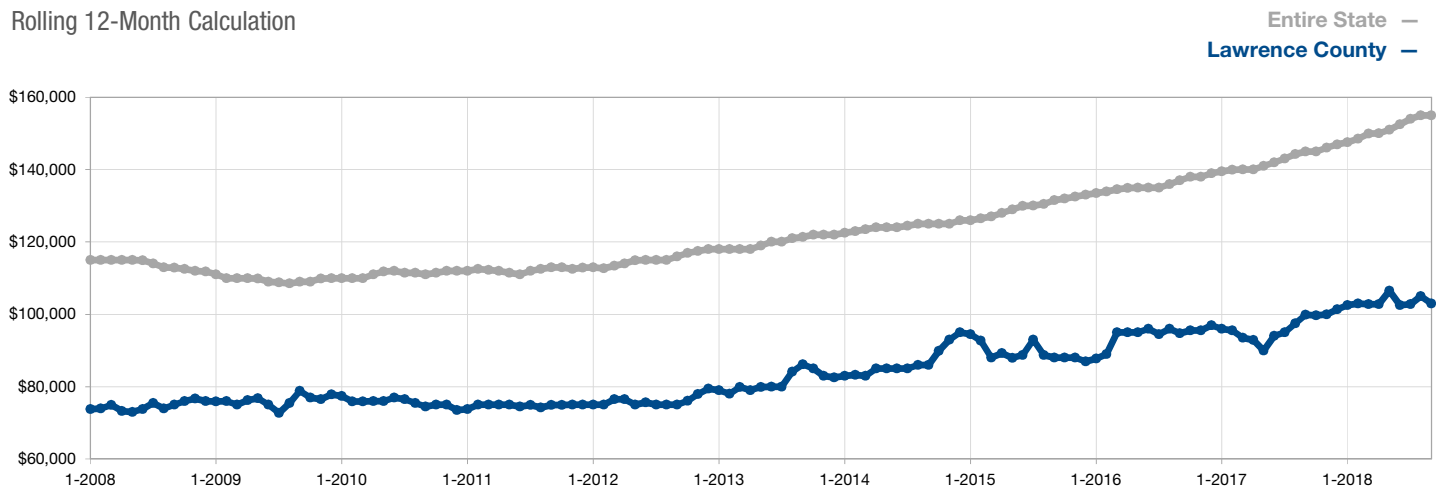
* Does not account for list price from any previous listing contracts. | Activity for one month can sometimes look extreme due to small sample size.

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.