

Local Market Update for January 2019

A RESEARCH TOOL PROVIDED BY THE INDIANA ASSOCIATION OF REALTORS®

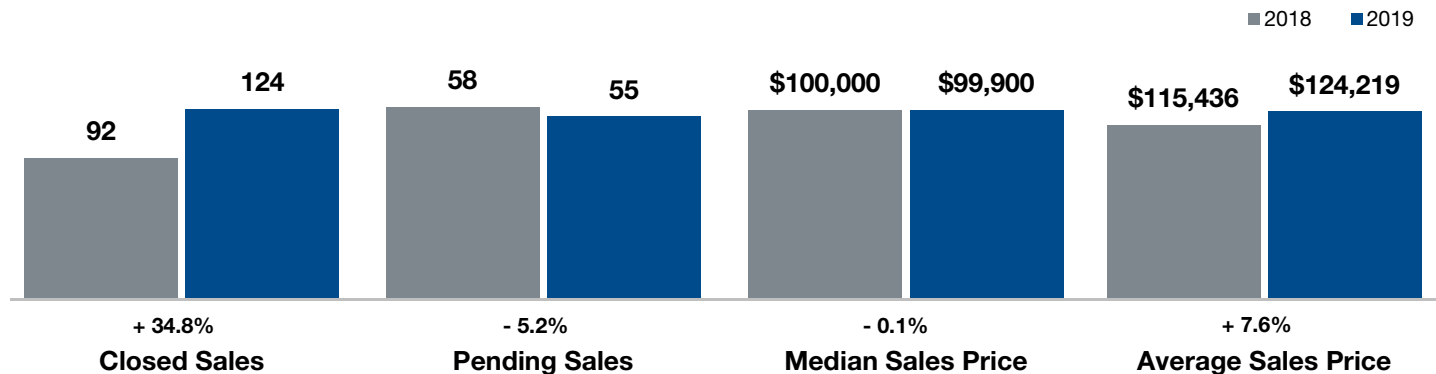


Lawrence County

Key Metrics	November through January			February through January		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	106	119	+ 12.3%	626	631	+ 0.8%
Closed Sales	92	124	+ 34.8%	471	525	+ 11.5%
Median Sales Price	\$100,000	\$99,900	- 0.1%	\$102,500	\$104,000	+ 1.5%
Percent of Original List Price Received*	94.1%	95.5%	+ 1.5%	95.2%	95.4%	+ 0.2%

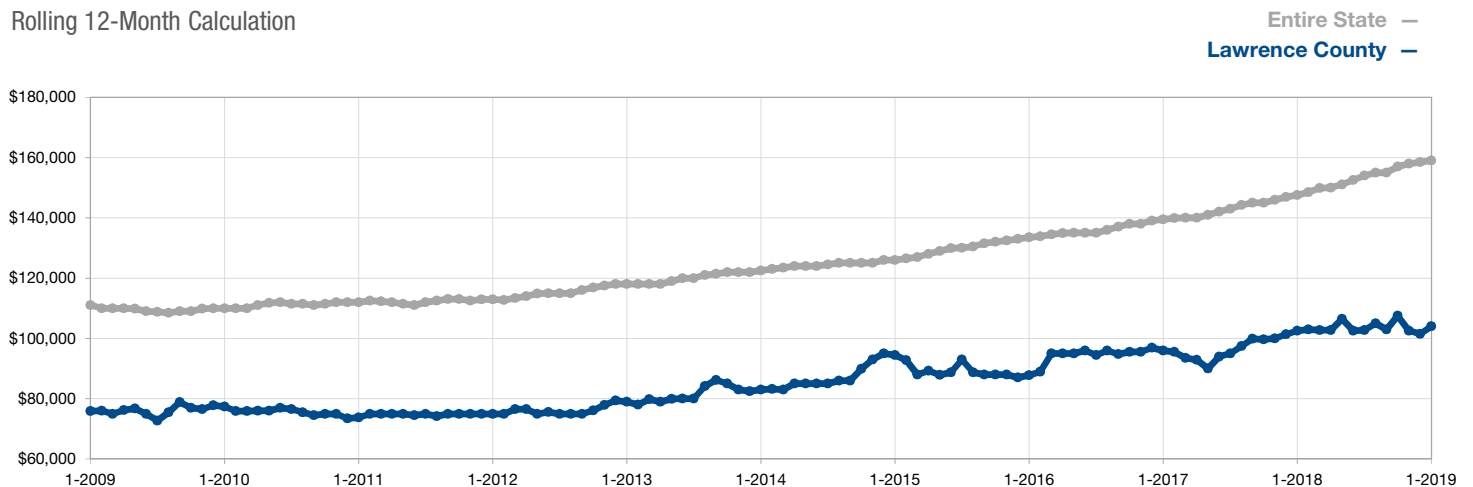
* Does not account for list price from any previous listing contracts. | Activity for one month can sometimes look extreme due to small sample size.

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.