

Local Market Update for September 2018

A RESEARCH TOOL PROVIDED BY THE INDIANA ASSOCIATION OF REALTORS®

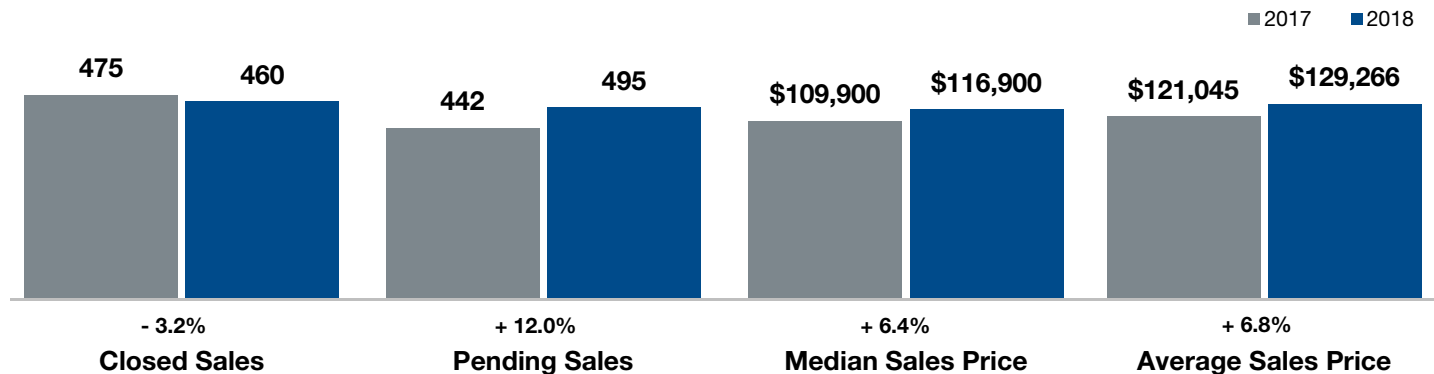


Madison County

| Key Metrics | July through September | | | October through September | | |
|--|------------------------|-----------|----------------|---------------------------|-------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 9-2017 | Thru 9-2018 | Percent Change |
| New Listings | 590 | 668 | + 13.2% | 2,081 | 2,009 | - 3.5% |
| Closed Sales | 475 | 460 | - 3.2% | 1,701 | 1,624 | - 4.5% |
| Median Sales Price | \$109,900 | \$116,900 | + 6.4% | \$98,500 | \$105,500 | + 7.1% |
| Percent of Original List Price Received* | 93.9% | 95.1% | + 1.3% | 92.4% | 93.6% | + 1.3% |

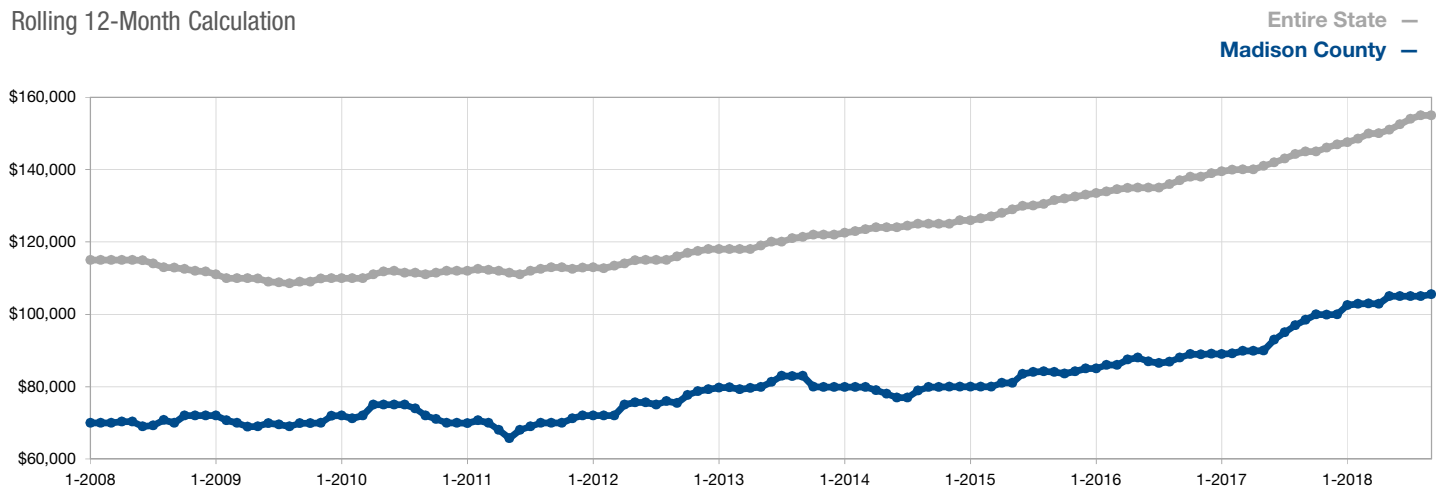
* Does not account for list price from any previous listing contracts. | Activity for one month can sometimes look extreme due to small sample size.

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.