

Local Market Update for January 2019

A RESEARCH TOOL PROVIDED BY THE INDIANA ASSOCIATION OF REALTORS®

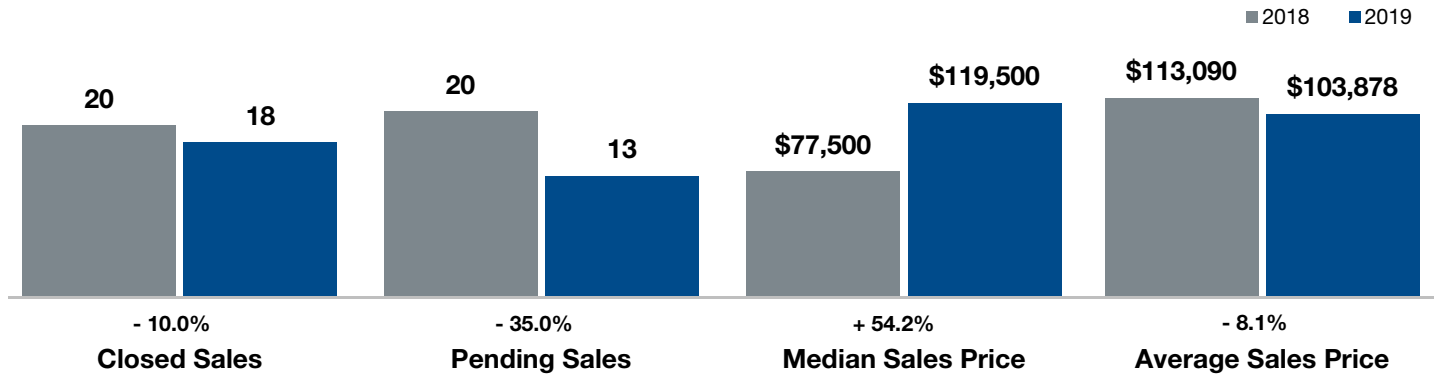


Pulaski County

| Key Metrics | November through January | | | February through January | | |
|--|--------------------------|-----------|----------------|--------------------------|-------------|----------------|
| | 2018 | 2019 | Percent Change | Thru 1-2018 | Thru 1-2019 | Percent Change |
| New Listings | 20 | 21 | + 5.0% | 123 | 124 | + 0.8% |
| Closed Sales | 20 | 18 | - 10.0% | 82 | 87 | + 6.1% |
| Median Sales Price | \$77,500 | \$119,500 | + 54.2% | \$75,000 | \$98,000 | + 30.7% |
| Percent of Original List Price Received* | 91.0% | 90.3% | - 0.8% | 90.2% | 91.3% | + 1.2% |

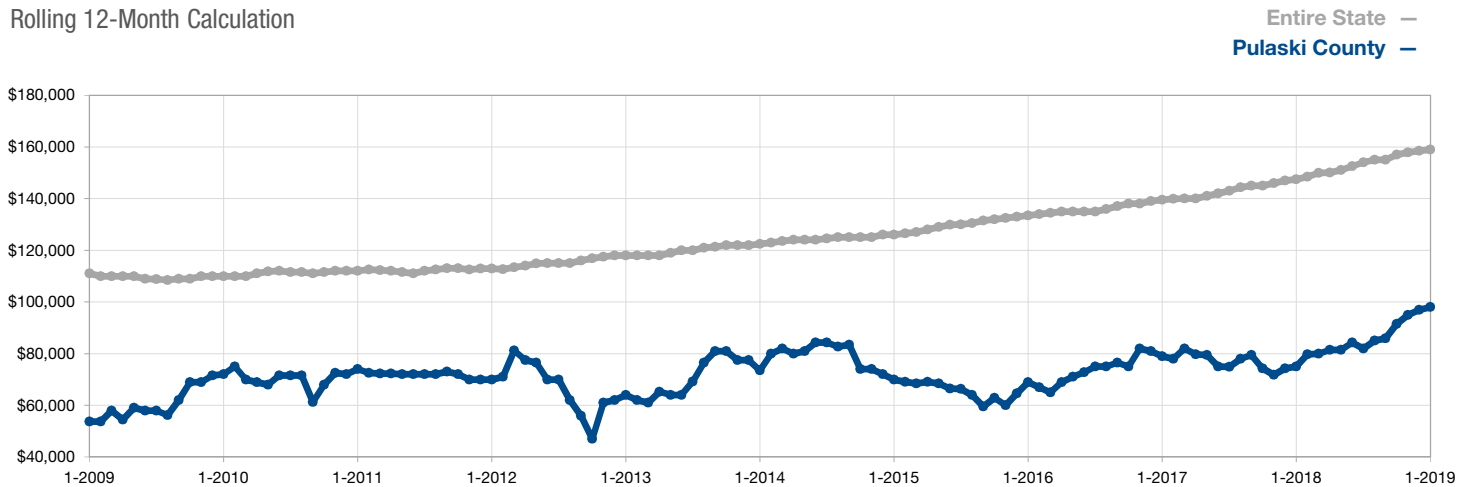
* Does not account for list price from any previous listing contracts. | Activity for one month can sometimes look extreme due to small sample size.

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.