

Local Market Update for October 2018

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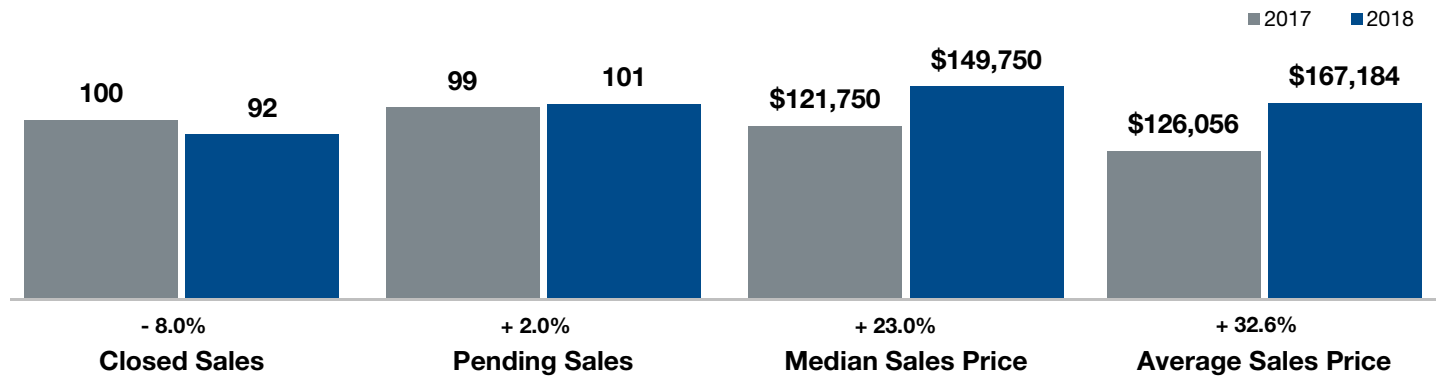


Wells County

Key Metrics	August through October			November through October		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
New Listings	123	123	0.0%	423	454	+ 7.3%
Closed Sales	100	92	- 8.0%	322	363	+ 12.7%
Median Sales Price	\$121,750	\$149,750	+ 23.0%	\$115,350	\$125,000	+ 8.4%
Percent of Original List Price Received*	96.2%	97.1%	+ 0.9%	96.2%	96.7%	+ 0.5%

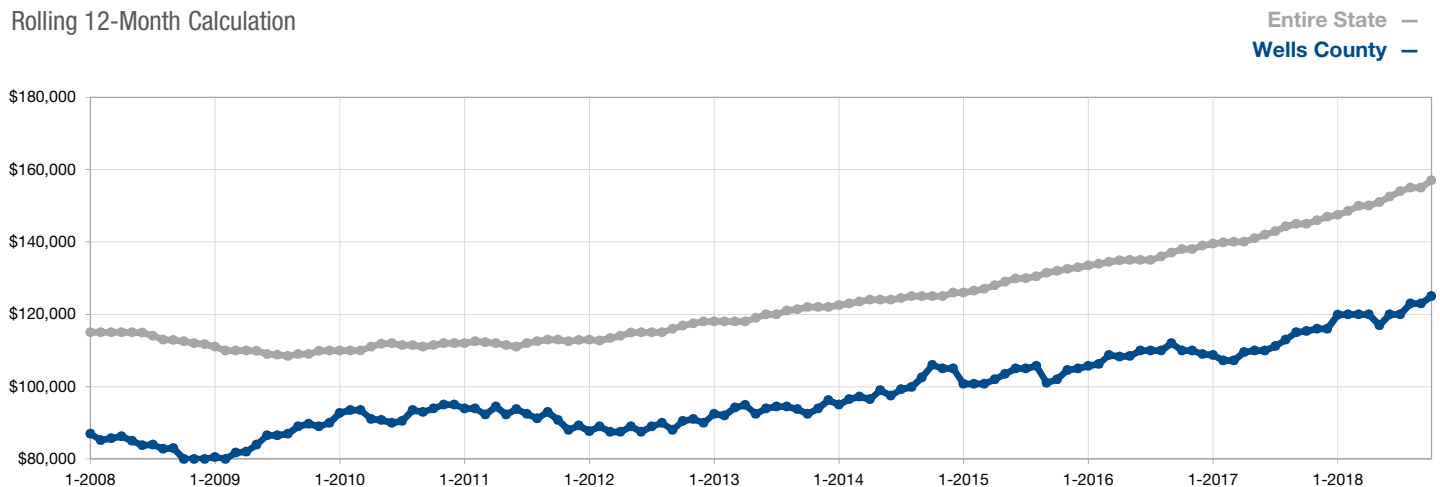
* Does not account for list price from any previous listing contracts. | Activity for one month can sometimes look extreme due to small sample size.

August through October



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.