

Local Market Update for August 2018

A RESEARCH TOOL PROVIDED BY THE INDIANA ASSOCIATION OF REALTORS®

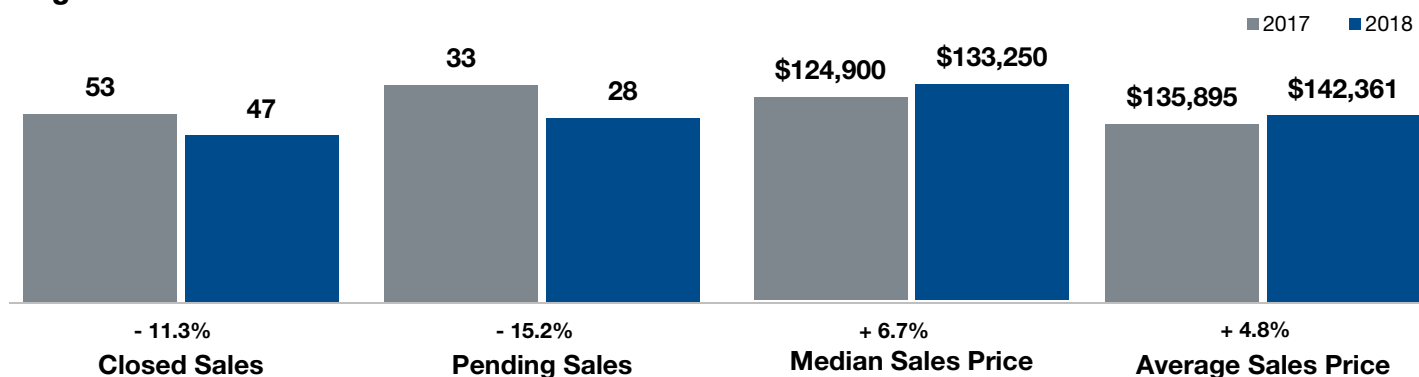


Lawrence County

| Key Metrics | August | | | Year to Date | | |
|--|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 8-2017 | Thru 8-2018 | Percent Change |
| New Listings | 50 | 61 | + 22.0% | 474 | 443 | - 6.5% |
| Closed Sales | 53 | 47 | - 11.3% | 330 | 357 | + 8.2% |
| Median Sales Price | \$124,900 | \$133,250 | + 6.7% | \$99,500 | \$105,000 | + 5.5% |
| Percent of Original List Price Received* | 95.2% | 96.6% | + 1.5% | 94.9% | 95.3% | + 0.4% |
| Months Supply of Inventory | 6.2 | 4.6 | - 25.8% | -- | -- | -- |
| Inventory of Homes for Sale | 254 | 189 | - 25.6% | -- | -- | -- |

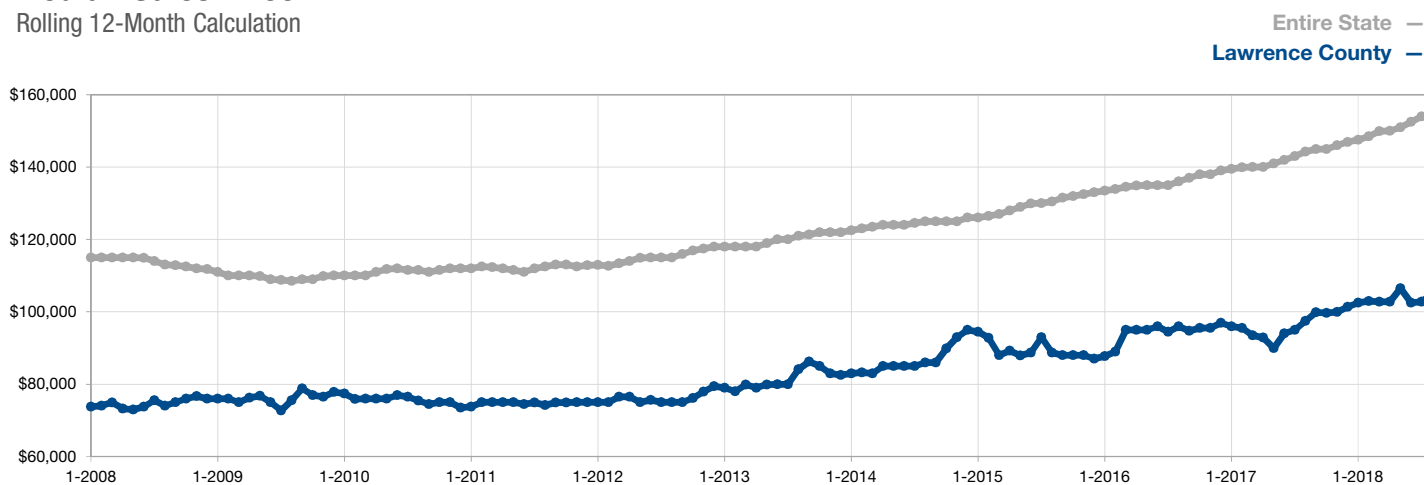
* Does not account for list price from any previous listing contracts. | Activity for one month can sometimes look extreme due to small sample size.

August



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.