

Monthly Indicators

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



January 2019

Despite a strong U.S. economy, historically low unemployment and steady wage growth, home sales began to slow across the nation late last year. Blame was given to a combination of high prices and a steady stream of interest rate hikes by the Federal Reserve. This month, the Fed responded to the growing affordability conundrum. In a move described as a patient approach to further rate changes, the Fed did not increase rates during January 2019.

Closed Sales were down 8.3 percent to 1,744. Pending Sales increased 17.1 percent to 2,595, and Inventory shrank 5.5 percent to 6,681.

Median Sales Price was up 7.5 percent to \$169,900. Percent of Original List Price Received decreased 1.0 percent to 93.8%. Absorption Rate was down 4.3 percent to 2.2.

While the home affordability topic will continue to set the tone for the 2019 housing market, early signs point to an improving inventory situation, including in several markets that are beginning to show regular year-over-year percentage increases. As motivated sellers attempt to get a jump on annual goals, many new listings enter the market immediately after the turn of a calendar year. If home price appreciation falls more in line with wage growth, and rates can hold firm, consumer confidence and affordability are likely to improve.

Quick Facts

- 4.4% **+ 6.7%** **- 5.5%**

Quarter-Over-Quarter Change in Closed Sales	Quarter-Over-Quarter Change in Median Sales Price	Year-Over-Year Change in Inventory
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Report reflects activity for the month reported to the BLC® on the 12th business day of the following month. It is a snapshot of reported activity. Totals rounded to whole number or tenth of a percent; rounding error may occur.

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Market Overview

Key market metrics for the current month as well as for rolling segments in which the given value represents 3, 6 or 12 months of activity.



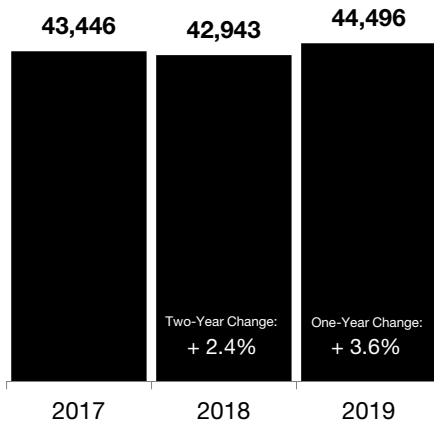
		Rolling 12 Months			Rolling 6 Months			Rolling 3 Months			Monthly		
		Current	Prior Year	+ / -	Current	Prior Year	+ / -	Current	Prior Year	+ / -	Current	Prior Year	+ / -
New Listings	Nov 2018	44,396	43,006	+ 3.2%	23,909	22,478	+ 6.4%	10,106	9,447	+ 7.0%	2,702	2,593	+ 4.2%
	Dec 2018	44,379	43,041	+ 3.1%	21,050	19,680	+ 7.0%	8,311	7,780	+ 6.8%	1,902	1,919	- 0.9%
	Jan 2019	44,496	42,943	+ 3.6%	19,177	18,020	+ 6.4%	7,204	6,995	+ 3.0%	2,600	2,483	+ 4.7%
Pending Sales	Nov 2018	38,899	34,343	+ 13.3%	19,858	17,603	+ 12.8%	8,551	7,942	+ 7.7%	2,491	2,378	+ 4.8%
	Dec 2018	38,946	34,442	+ 13.1%	18,106	16,104	+ 12.4%	7,567	7,149	+ 5.8%	2,059	2,012	+ 2.3%
	Jan 2019	39,325	34,509	+ 14.0%	16,936	15,306	+ 10.6%	7,145	6,606	+ 8.2%	2,595	2,216	+ 17.1%
Closed Sales	Nov 2018	37,475	36,886	+ 1.6%	20,738	20,335	+ 2.0%	9,170	9,187	- 0.2%	2,828	2,817	+ 0.4%
	Dec 2018	37,291	36,894	+ 1.1%	19,263	18,940	+ 1.7%	8,615	8,734	- 1.4%	2,589	2,773	- 6.6%
	Jan 2019	37,134	36,989	+ 0.4%	17,305	17,380	- 0.4%	7,161	7,491	- 4.4%	1,744	1,901	- 8.3%
Median Sales Price	Nov 2018	\$176,500	\$163,000	+ 8.3%	\$180,000	\$167,000	+ 7.8%	\$176,500	\$164,900	+ 7.0%	\$179,000	\$164,900	+ 8.6%
	Dec 2018	\$177,900	\$164,000	+ 8.5%	\$178,000	\$165,000	+ 7.9%	\$175,000	\$165,000	+ 6.1%	\$176,000	\$165,000	+ 6.7%
	Jan 2019	\$178,500	\$164,900	+ 8.2%	\$176,000	\$164,000	+ 7.3%	\$175,000	\$164,000	+ 6.7%	\$169,900	\$158,000	+ 7.5%
Average Sales Price	Nov 2018	\$213,991	\$199,906	+ 7.0%	\$218,062	\$205,218	+ 6.3%	\$212,361	\$200,248	+ 6.0%	\$219,288	\$200,658	+ 9.3%
	Dec 2018	\$215,096	\$200,556	+ 7.2%	\$215,781	\$203,223	+ 6.2%	\$214,311	\$201,641	+ 6.3%	\$218,304	\$203,159	+ 7.5%
	Jan 2019	\$215,823	\$201,028	+ 7.4%	\$213,441	\$200,877	+ 6.3%	\$215,769	\$199,577	+ 8.1%	\$206,311	\$192,732	+ 7.0%
Pct. of Original List Price Received at Sale	Nov 2018	96.2%	95.4%	+ 0.8%	96.3%	95.8%	+ 0.5%	95.4%	95.1%	+ 0.3%	94.9%	94.8%	+ 0.1%
	Dec 2018	96.2%	95.5%	+ 0.7%	95.8%	95.4%	+ 0.4%	95.0%	94.9%	+ 0.1%	94.4%	94.9%	- 0.5%
	Jan 2019	96.1%	95.5%	+ 0.6%	95.3%	95.2%	+ 0.1%	94.5%	94.8%	- 0.3%	93.8%	94.7%	- 1.0%
Total Active Listings Available at Month End	Nov 2018										7,841	8,311	- 5.7%
	Dec 2018										7,016	7,312	- 4.0%
	Jan 2019										6,681	7,070	- 5.5%
Months Supply of Inventory / Absorption Rate	Nov 2018	There are no rolling figures for Total Active Listings Available at Month End or Absorption Rate because these metrics are simply snapshots frozen in time at the end of each month. It does not add up over a period of months.									2.5	2.7	- 7.4%
	Dec 2018										2.3	2.4	- 4.2%
	Jan 2019										2.2	2.3	- 4.3%

New Listings

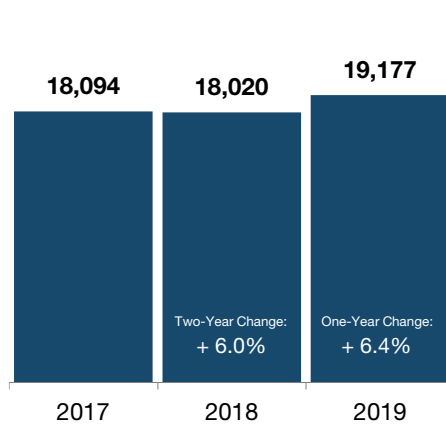
A count of the properties that have been newly listed on the market in a given month, regardless of what status they're currently in.



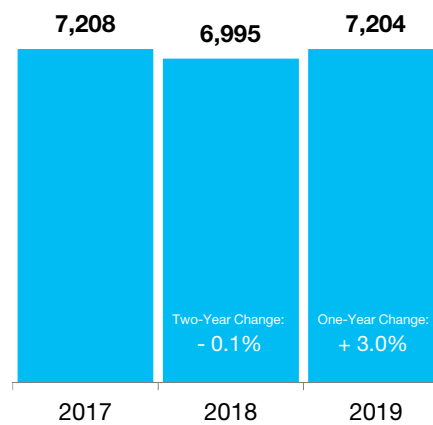
12 Month



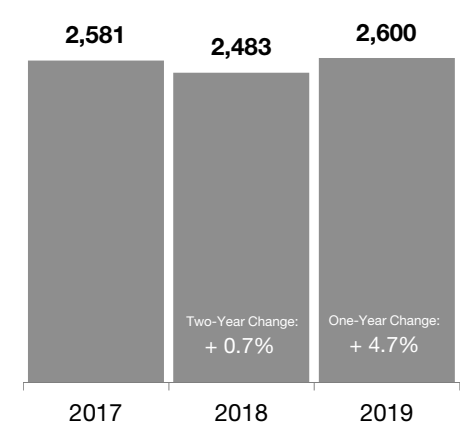
6 Month



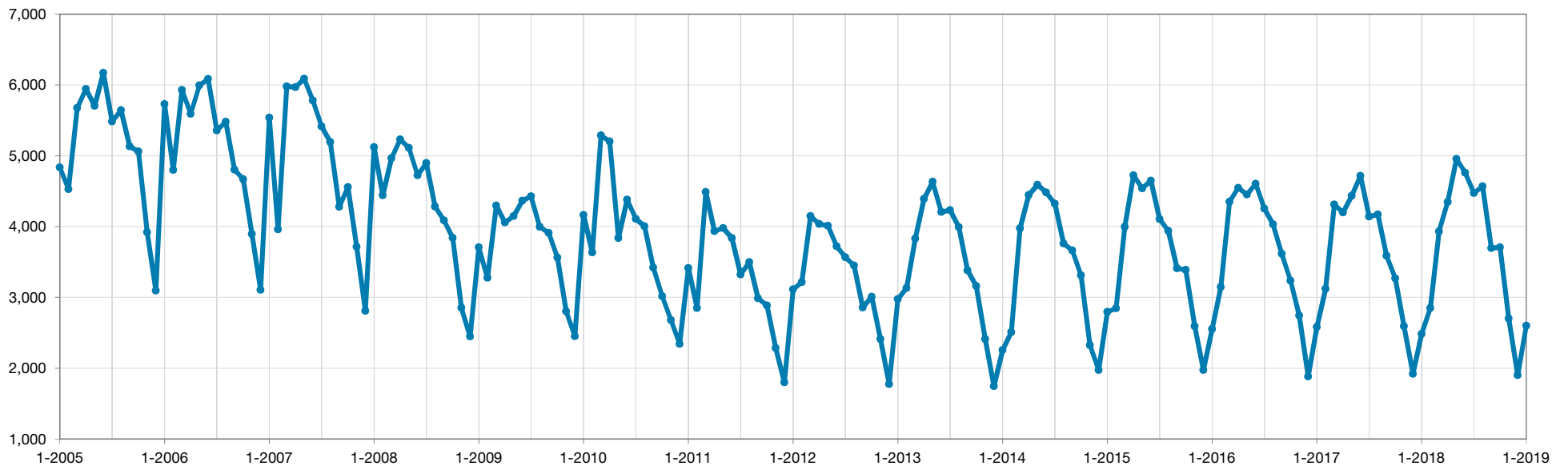
3 Month



January



Historical New Listings

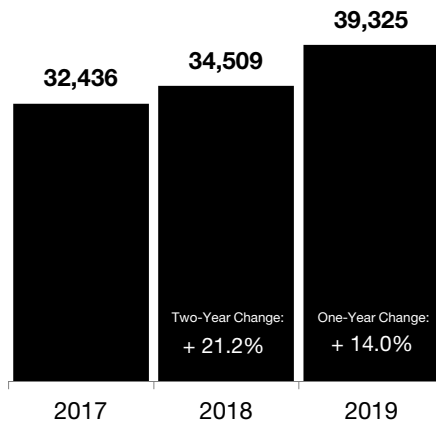


Pending Sales

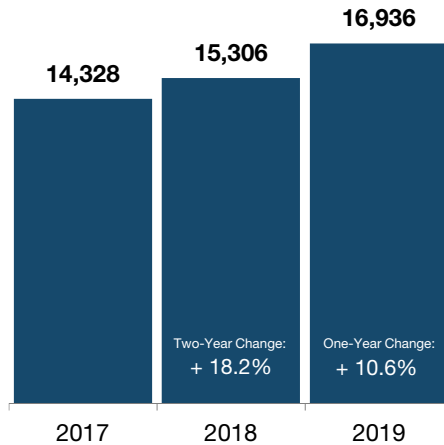
A count of the properties on which contracts have been accepted in a given month, regardless of whether or not the sale closes.



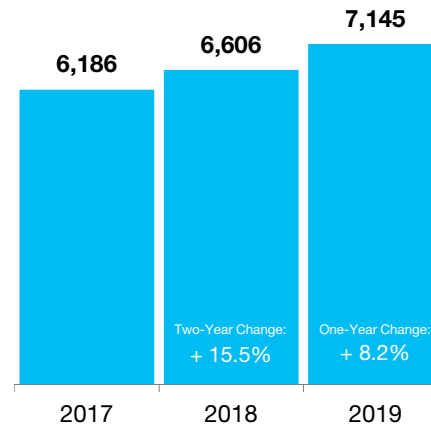
12 Month



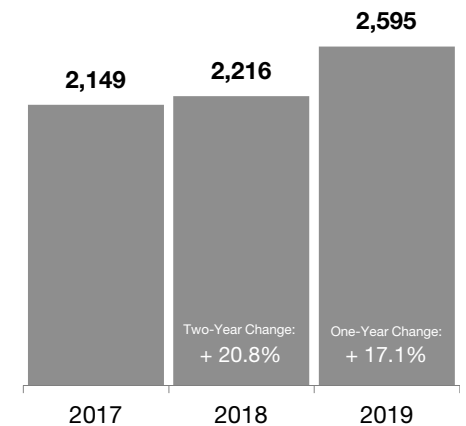
6 Month



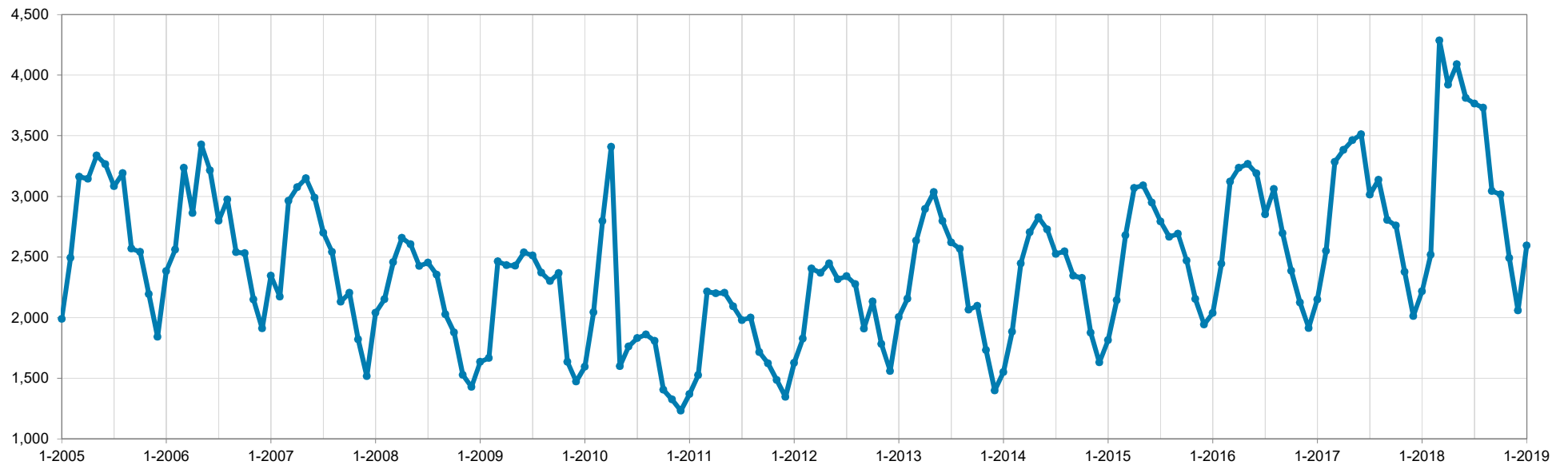
3 Month



January



Historical Pending Sales

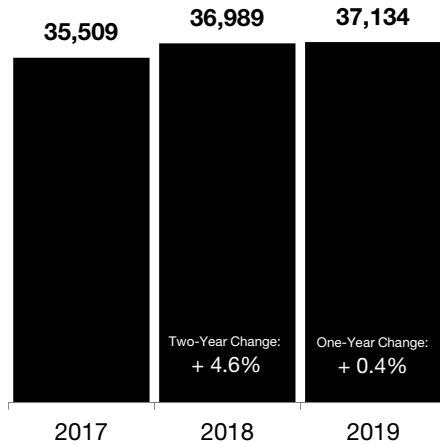


Closed Sales

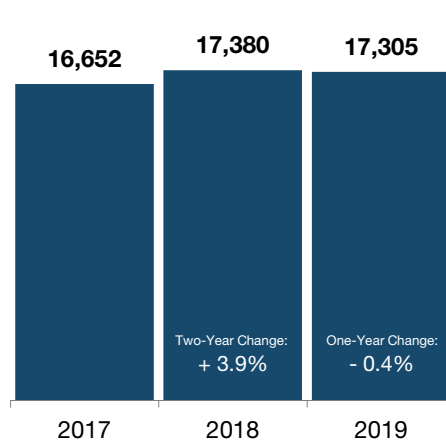
A count of the actual sales that have closed in a given month.



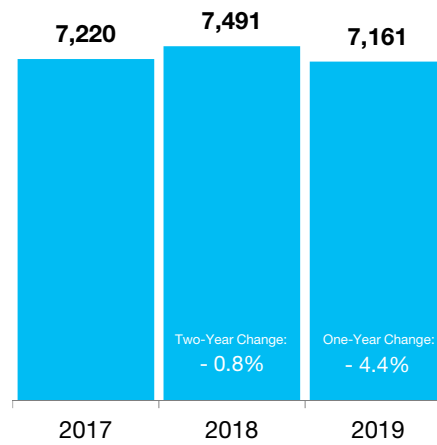
12 Month



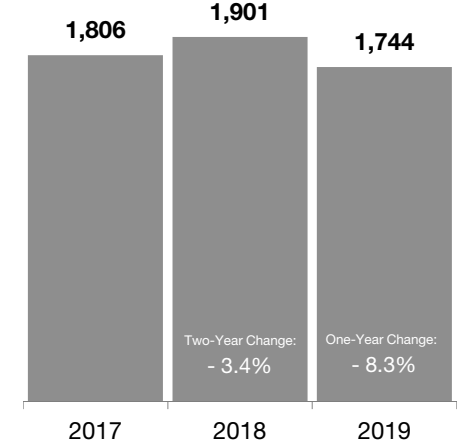
6 Month



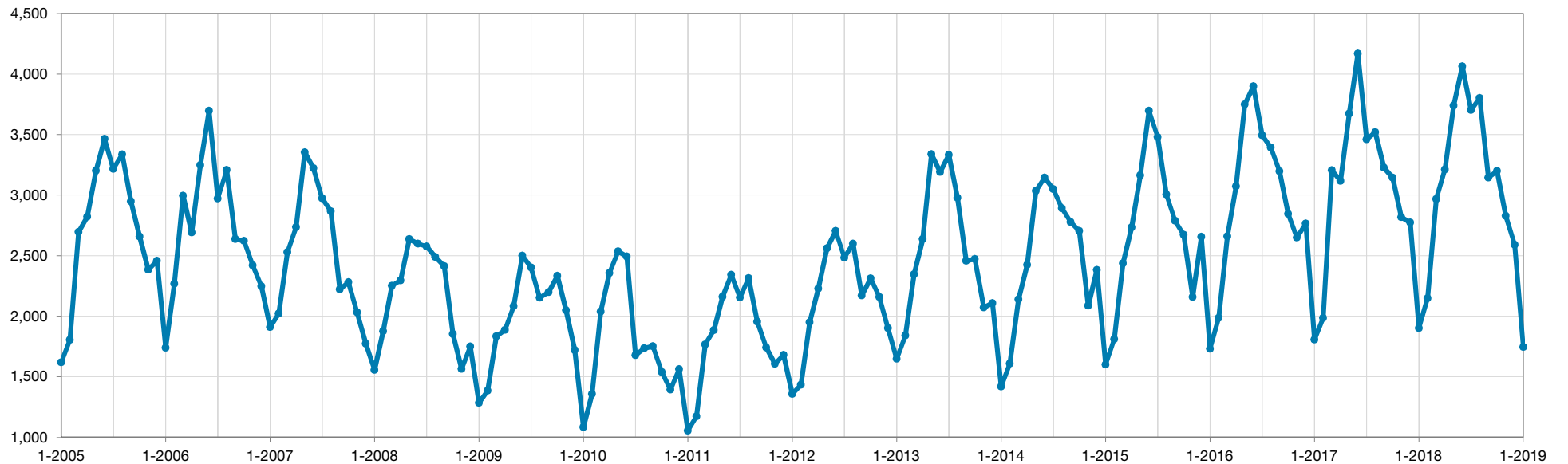
3 Month



January



Historical Closed Sales

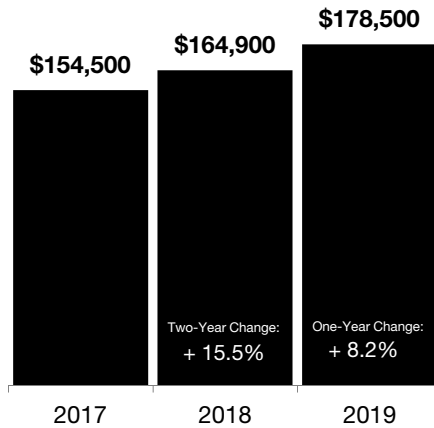


Median Sales Price

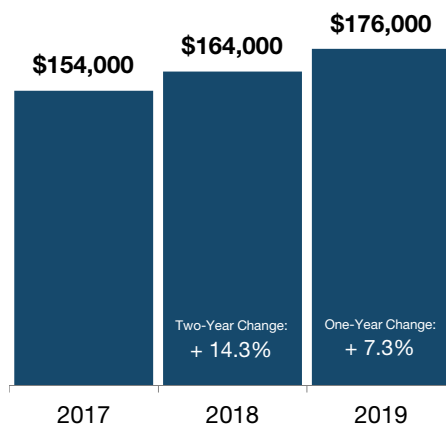
Median price point for all closed sales, not accounting for seller concessions, in a given month.



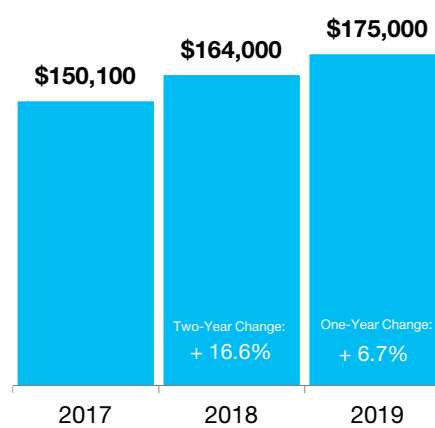
12 Month



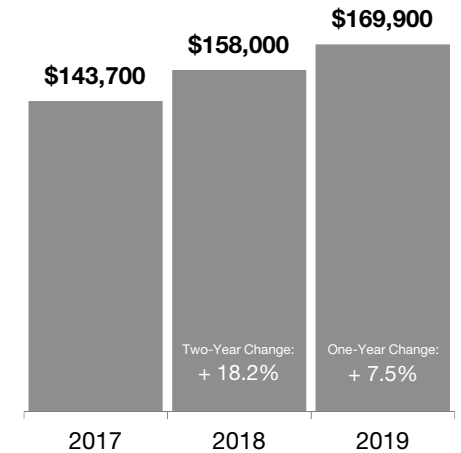
6 Month



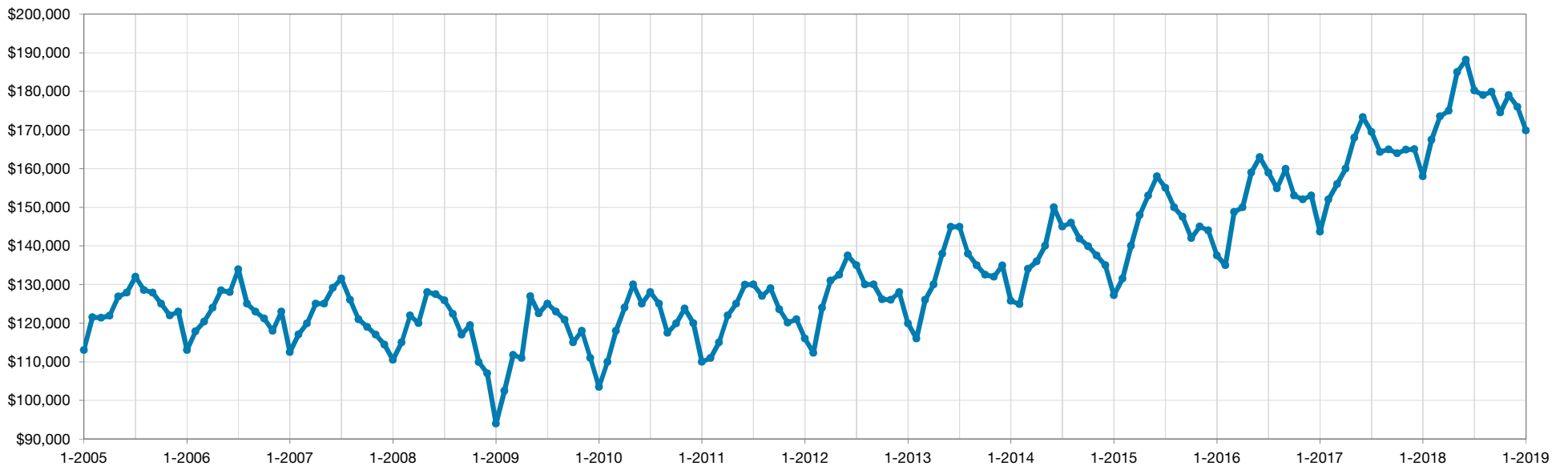
3 Month



January



Historical Median Sales Price

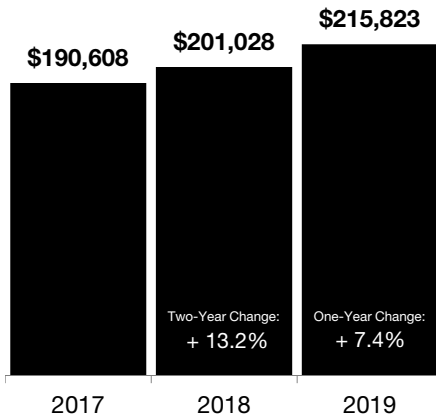


Average Sales Price

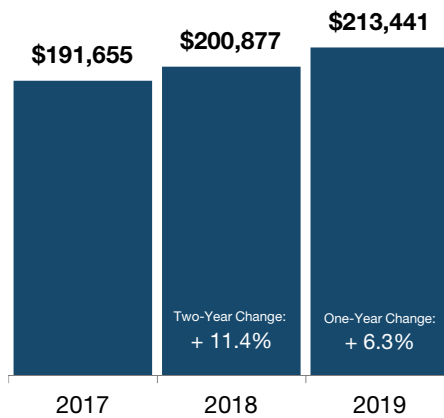
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



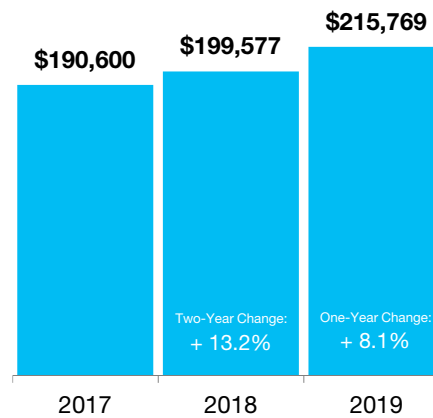
12 Month



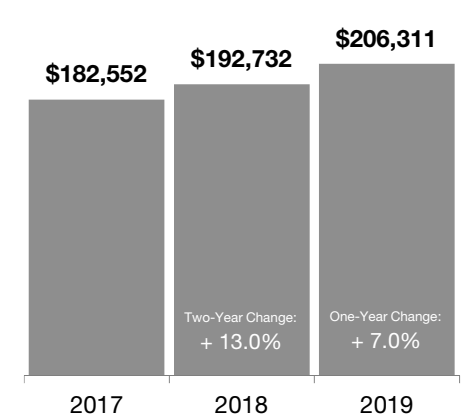
6 Month



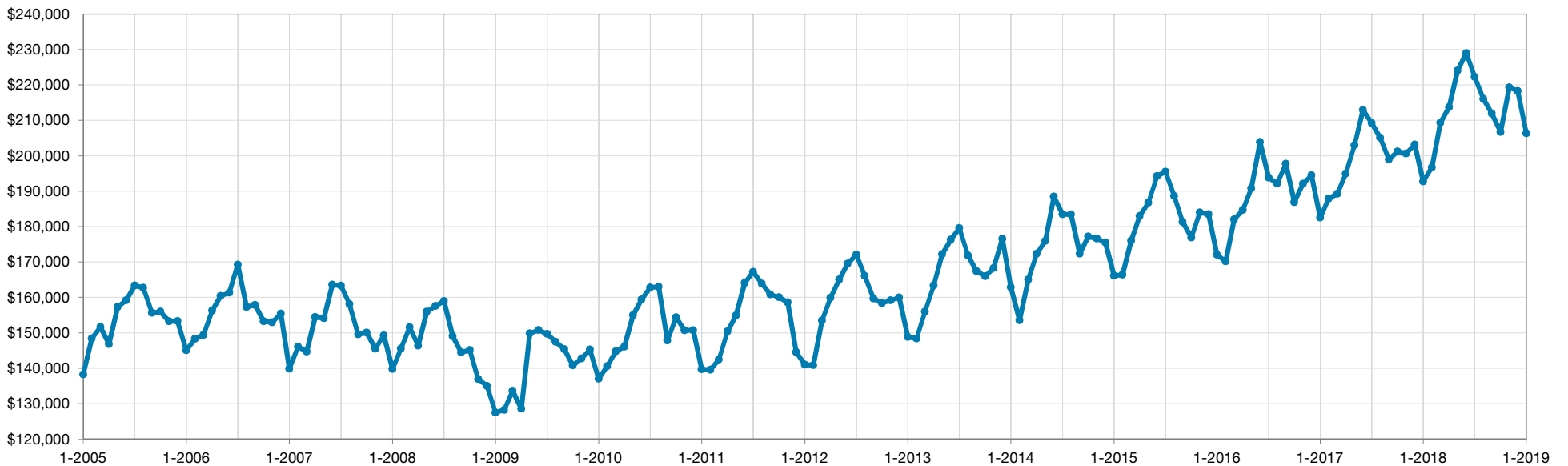
3 Month



January



Historical Average Sales Price

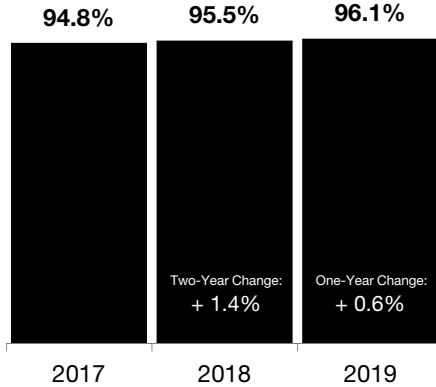


Percent of Original List Price Received

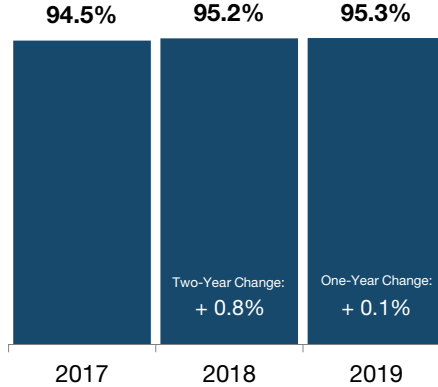
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



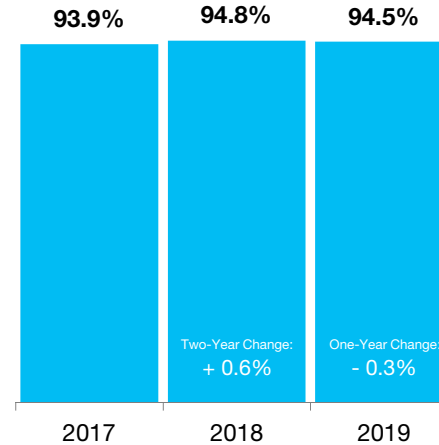
12 Month



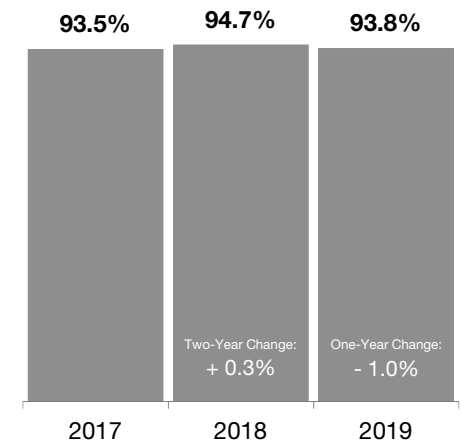
6 Month



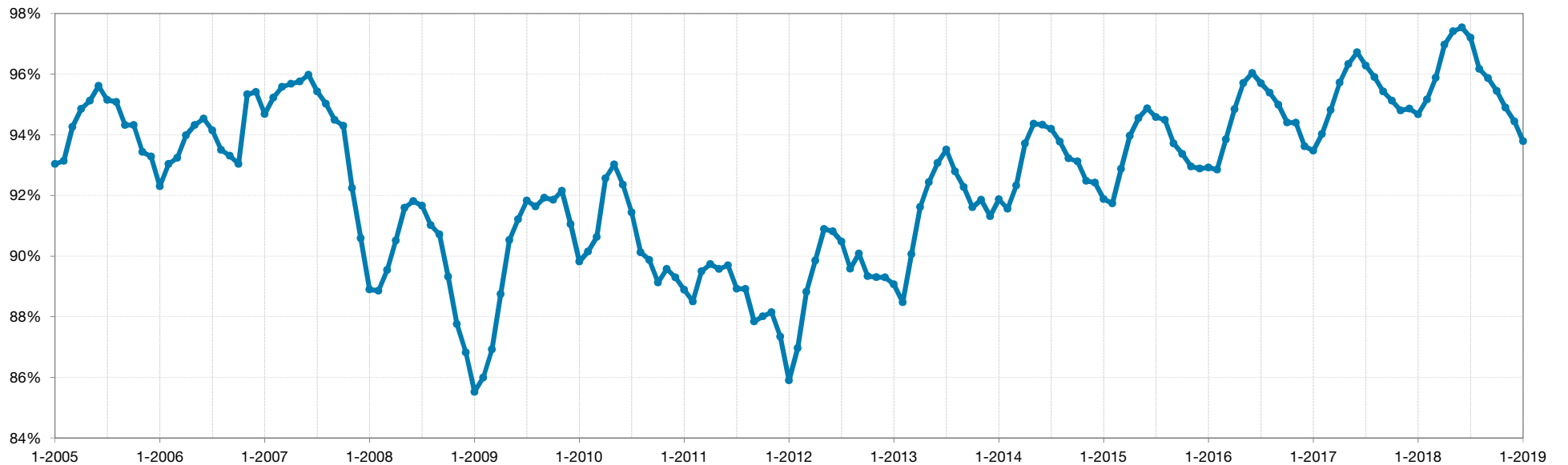
3 Month



January



Historical Percent of Original List Price Received

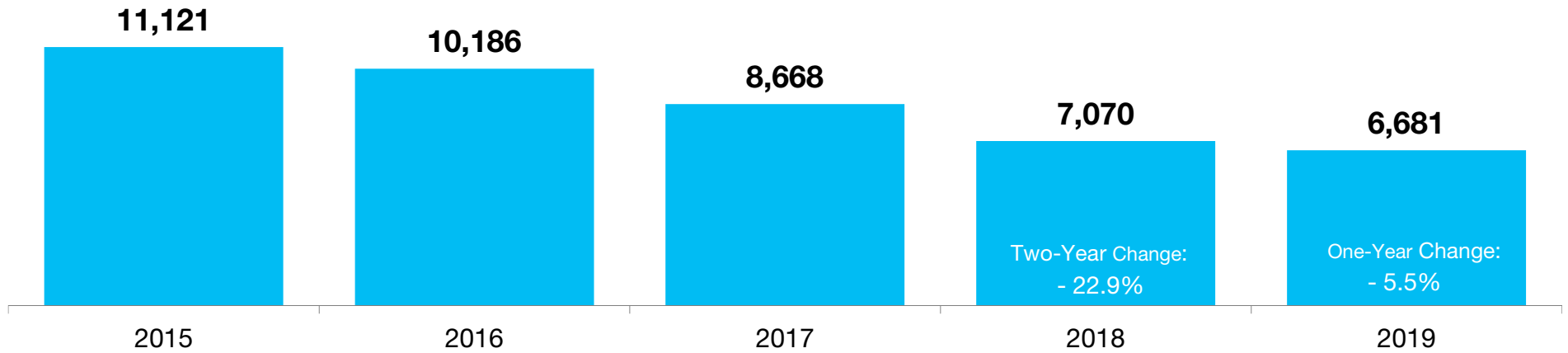


Inventory of Homes for Sale

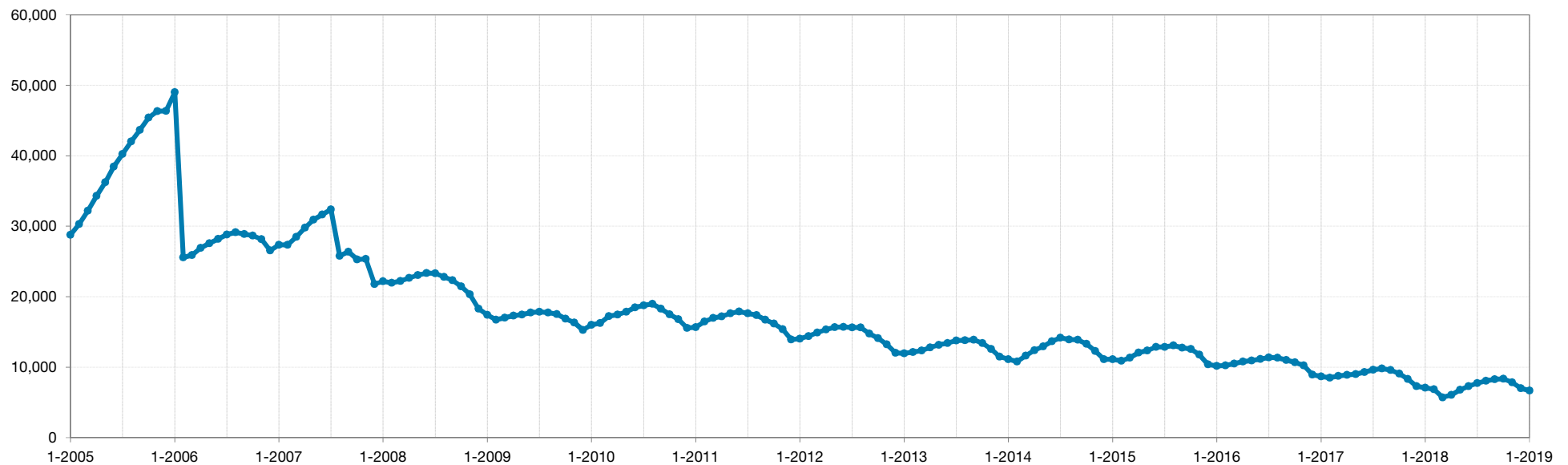
The number of properties available for sale in active status at the end of a given month. There are no rolling figures for Inventory of Homes for Sale because this metric is simply a snapshot frozen in time at the end of each month. It does not add up over a period of months.



January



Historical Inventory of Homes Available

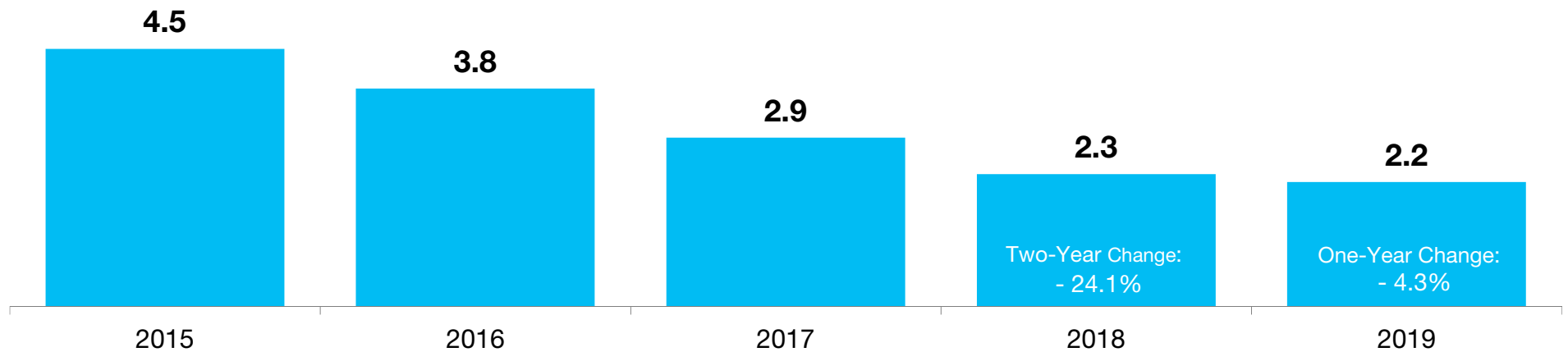


Months Supply of Inventory / Absorption Rate

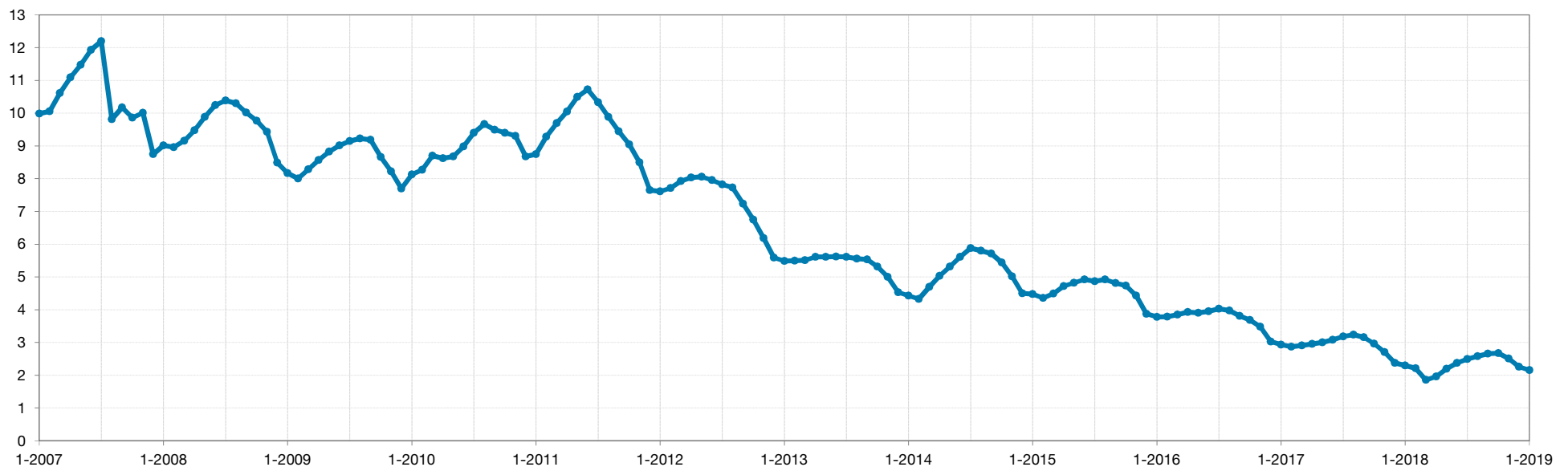
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months. There are no rolling figures for this metric because it is simply a snapshot frozen in time at the end of each month. It does not add up over a period of months.



January



Historical Months Supply of Inventory / Absorption Rate



Active Listings by Price Range

A measure of the number of homes available for sale at a given time by price range.



Compared to Prior Year

By Price Range	Single Family			Condo		
	1-2018	1-2019	Change	1-2018	1-2019	Change
\$75,000 and Below	1,021	922	- 9.7%	78	58	- 25.6%
\$75,001 to \$120,000	744	628	- 15.6%	104	55	- 47.1%
\$120,001 to \$175,000	1,007	879	- 12.7%	115	94	- 18.3%
\$175,001 to \$200,000	391	388	- 0.8%	52	39	- 25.0%
\$200,001 to \$350,000	1,607	1,664	+ 3.5%	156	197	+ 26.3%
\$350,001 to \$500,000	862	835	- 3.1%	59	64	+ 8.5%
\$500,001 to \$750,000	482	498	+ 3.3%	21	22	+ 4.8%
\$750,001 to \$1,000,000	186	165	- 11.3%	4	5	+ 25.0%
\$1,000,001 and Above	174	164	- 5.7%	7	4	- 42.9%
All Price Ranges	6,474	6,143	- 5.1%	596	538	- 9.7%

Compared to Prior Month

By Price Range	Single Family			Condo		
	12-2018	1-2019	Change	12-2018	1-2019	Change
\$75,000 and Below	1,012	922	- 8.9%	64	58	- 9.4%
\$75,001 to \$120,000	648	628	- 3.1%	51	55	+ 7.8%
\$120,001 to \$175,000	1,006	879	- 12.6%	89	94	+ 5.6%
\$175,001 to \$200,000	447	388	- 13.2%	37	39	+ 5.4%
\$200,001 to \$350,000	1,735	1,664	- 4.1%	185	197	+ 6.5%
\$350,001 to \$500,000	840	835	- 0.6%	58	64	+ 10.3%
\$500,001 to \$750,000	476	498	+ 4.6%	19	22	+ 15.8%
\$750,001 to \$1,000,000	171	165	- 3.5%	5	5	0.0%
\$1,000,001 and Above	169	164	- 3.0%	4	4	0.0%
All Price Ranges	6,504	6,143	- 5.6%	512	538	+ 5.1%

Closed Sales by Price Range

A count of the actual sales that have closed in a given month by price range.

Compared to Prior Year

By Price Range	Single Family			Condo		
	1-2018	1-2019	Change	1-2018	1-2019	Change
\$75,000 and Below	223	238	+ 6.7%	20	13	- 35.0%
\$75,001 to \$120,000	278	197	- 29.1%	29	27	- 6.9%
\$120,001 to \$175,000	496	391	- 21.2%	41	39	- 4.9%
\$175,001 to \$200,000	161	140	- 13.0%	12	10	- 16.7%
\$200,001 to \$350,000	412	415	+ 0.7%	30	34	+ 13.3%
\$350,001 to \$500,000	122	157	+ 28.7%	5	4	- 20.0%
\$500,001 to \$750,000	50	56	+ 12.0%	1	--	--
\$750,001 to \$1,000,000	17	19	+ 11.8%	--	--	--
\$1,000,001 and Above	4	4	0.0%	--	--	--
All Price Ranges	1,763	1,617	- 8.3%	138	127	- 8.0%

Compared to Prior Month

By Price Range	Single Family			Condo		
	12-2018	1-2019	Change	12-2018	1-2019	Change
\$75,000 and Below	244	238	- 2.5%	17	13	- 23.5%
\$75,001 to \$120,000	285	197	- 30.9%	47	27	- 42.6%
\$120,001 to \$175,000	631	391	- 38.0%	51	39	- 23.5%
\$175,001 to \$200,000	241	140	- 41.9%	10	10	0.0%
\$200,001 to \$350,000	647	415	- 35.9%	36	34	- 5.6%
\$350,001 to \$500,000	241	157	- 34.9%	6	4	- 33.3%
\$500,001 to \$750,000	87	56	- 35.6%	4	--	--
\$750,001 to \$1,000,000	28	19	- 32.1%	--	--	--
\$1,000,001 and Above	14	4	- 71.4%	--	--	--
All Price Ranges	2,418	1,617	- 33.1%	171	127	- 25.7%

Market Overview

Key market metrics for the current month as well as for rolling segments in which the given value represents 3, 6 or 12 months of activity.



In the Counties of: Boone County, Brown County, Decatur County, Hamilton County, Hancock County, Hendricks County, Jonson County, Madison County, Maron County, Montgomery County, Morgan County, Putnam County, Shelby County

		Rolling 12 Months			Rolling 6 Months			Rolling 3 Months			Monthly		
		Current	Prior Year	+ / -	Current	Prior Year	+ / -	Current	Prior Year	+ / -	Current	Prior Year	+ / -
New Listings	Nov 2018	42,795	41,360	+ 3.5%	23,123	21,630	+ 6.9%	9,786	9,107	+ 7.5%	2,621	2,496	+ 5.0%
	Dec 2018	42,777	41,389	+ 3.4%	20,349	18,950	+ 7.4%	8,031	7,486	+ 7.3%	1,832	1,850	- 1.0%
	Jan 2019	42,898	41,307	+ 3.9%	18,518	17,353	+ 6.7%	6,960	6,732	+ 3.4%	2,507	2,386	+ 5.1%
Pending Sales	Nov 2018	37,397	32,940	+ 13.5%	19,145	16,916	+ 13.2%	8,245	7,645	+ 7.8%	2,414	2,292	+ 5.3%
	Dec 2018	37,454	33,028	+ 13.4%	17,460	15,483	+ 12.8%	7,307	6,870	+ 6.4%	1,990	1,933	+ 2.9%
	Jan 2019	37,832	33,092	+ 14.3%	16,337	14,710	+ 11.1%	6,908	6,351	+ 8.8%	2,504	2,126	+ 17.8%
Closed Sales	Nov 2018	36,020	35,479	+ 1.5%	19,974	19,584	+ 2.0%	8,825	8,840	- 0.2%	2,724	2,710	+ 0.5%
	Dec 2018	35,852	35,477	+ 1.1%	18,557	18,234	+ 1.8%	8,305	8,409	- 1.2%	2,504	2,672	- 6.3%
	Jan 2019	35,709	35,574	+ 0.4%	16,678	16,744	- 0.4%	6,921	7,218	- 4.1%	1,693	1,836	- 7.8%
Median Sales Price	Nov 2018	\$177,000	\$163,500	+ 8.3%	\$180,000	\$167,325	+ 7.6%	\$177,000	\$165,000	+ 7.3%	\$179,700	\$165,000	+ 8.9%
	Dec 2018	\$178,000	\$164,900	+ 7.9%	\$179,000	\$165,000	+ 8.5%	\$177,000	\$165,000	+ 7.3%	\$178,000	\$165,500	+ 7.6%
	Jan 2019	\$179,000	\$165,000	+ 8.5%	\$177,000	\$164,900	+ 7.3%	\$176,000	\$164,900	+ 6.7%	\$169,900	\$159,000	+ 6.9%
Average Sales Price	Nov 2018	\$214,720	\$200,489	+ 7.1%	\$218,795	\$205,825	+ 6.3%	\$213,156	\$200,919	+ 6.1%	\$220,846	\$201,926	+ 9.4%
	Dec 2018	\$215,822	\$201,242	+ 7.2%	\$216,612	\$203,923	+ 6.2%	\$215,535	\$202,782	+ 6.3%	\$219,775	\$204,660	+ 7.4%
	Jan 2019	\$216,544	\$201,752	+ 7.3%	\$214,278	\$201,780	+ 6.2%	\$217,016	\$200,765	+ 8.1%	\$206,784	\$193,371	+ 6.9%
Pct. of Original List Price Received at Sale	Nov 2018	96.2%	95.4%	+ 0.8%	96.3%	95.8%	+ 0.5%	95.4%	95.2%	+ 0.2%	94.9%	94.9%	0.0%
	Dec 2018	96.2%	95.5%	+ 0.7%	95.8%	95.5%	+ 0.3%	94.9%	95.0%	- 0.1%	94.4%	94.9%	- 0.5%
	Jan 2019	96.1%	95.6%	+ 0.5%	95.3%	95.2%	+ 0.1%	94.4%	94.8%	- 0.4%	93.8%	94.6%	- 0.8%
Total Active Listings Available at Month End	Nov 2018										7,596	7,976	- 4.8%
	Dec 2018										6,786	7,018	- 3.3%
	Jan 2019										6,457	6,788	- 4.9%
Months Supply of Inventory / Absorption Rate	Nov 2018										2.5	2.7	- 7.4%
	Dec 2018										2.3	2.4	- 4.2%
	Jan 2019										2.2	2.3	- 4.3%

There are no rolling figures for Total Active Listings Available at Month End or Absorption Rate because these metrics are simply snapshots frozen in time at the end of each month. It does not add up over a period of months.

Local Market Update – January 2019

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



Bartholomew County

- 7.1%

Change in
New Listings

- 17.9%

Change in
Closed Sales

+ 28.9%

Change in
Median Sales Price

Nov through Jan

January

	2018	2019	+ / -	2018	2019	+ / -
New Listings	229	203	- 11.4%	85	79	- 7.1%
Closed Sales	223	197	- 11.7%	56	46	- 17.9%
Median Sales Price*	\$152,500	\$168,000	+ 10.2%	\$151,250	\$195,000	+ 28.9%
Average Sales Price*	\$182,885	\$189,202	+ 3.5%	\$187,675	\$200,571	+ 6.9%
Percent of Original List Price Received at Sale*	94.4%	95.4%	+ 1.1%	95.3%	94.4%	- 1.0%
Absorption Rate				2.4	1.8	- 24.2%
Single-Family Detached Inventory				234	183	- 21.8%
Townhouse-Condo Inventory				8	5	- 37.5%

There are no rolling figures for Absorption Rate, Single-Family Detached Inventory and Townhouse-Condo Inventory because these metrics are simply snapshots frozen in time at the end of each month. It does not add up over a period of months.

* Does not account for seller concessions. | + / - by month may look extreme due to small sample size. | Totals rounded to whole number or tenth of a percent; rounding error may occur.

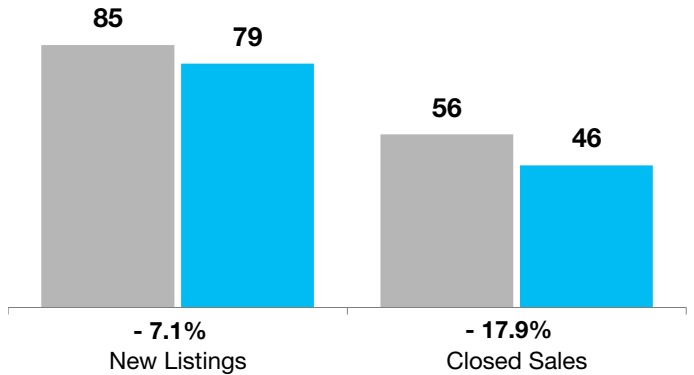
Nov through Jan

■ 2018 ■ 2019



January

■ 2018 ■ 2019



Change in Median Sales Price from Prior Year (6-Month Average)**

Indianapolis Metro Area — Indianapolis Metro Area
Bartholomew County — Bartholomew County



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period.

Local Market Update – January 2019

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



- 12.2%

+ 3.8%

+ 25.9%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Boone County

Nov through Jan

January

	2018	2019	+ / -	2018	2019	+ / -
New Listings	234	213	- 9.0%	82	72	- 12.2%
Closed Sales	271	234	- 13.7%	52	54	+ 3.8%
Median Sales Price*	\$228,750	\$296,548	+ 29.6%	\$212,500	\$267,500	+ 25.9%
Average Sales Price*	\$291,224	\$340,970	+ 17.1%	\$253,555	\$331,758	+ 30.8%
Percent of Original List Price Received at Sale*	94.8%	95.0%	+ 0.2%	95.8%	94.7%	- 1.1%
Absorption Rate				2.5	2.2	- 13.7%
Single-Family Detached Inventory				257	219	- 14.8%
Townhouse-Condo Inventory				10	8	- 20.0%

There are no rolling figures for Absorption Rate, Single-Family Detached Inventory and Townhouse-Condo Inventory because these metrics are simply snapshots frozen in time at the end of each month. It does not add up over a period of months.

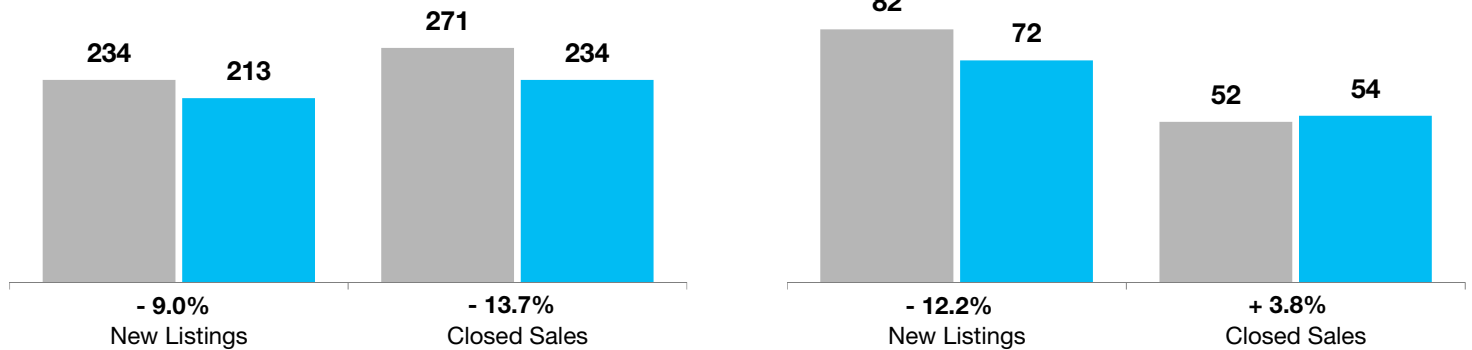
* Does not account for seller concessions. | + / - by month may look extreme due to small sample size. | Totals rounded to whole number or tenth of a percent; rounding error may occur.

Nov through Jan

■ 2018 ■ 2019

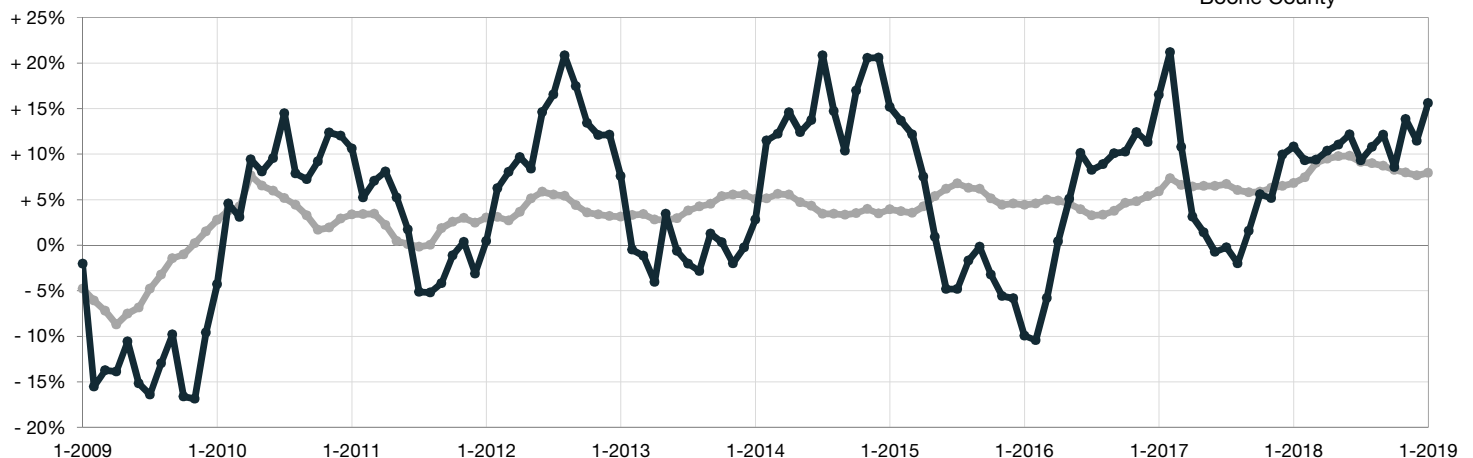
January

■ 2018 ■ 2019



Change in Median Sales Price from Prior Year (6-Month Average)**

Indianapolis Metro Area — Indianapolis Metro Area
Boone County — Boone County



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period.

Local Market Update – January 2019

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



- 16.7%

+ 30.8%

- 25.0%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Brown County

Nov through Jan

January

	2018	2019	+ / -	2018	2019	+ / -
New Listings	50	61	+ 22.0%	24	20	- 16.7%
Closed Sales	67	62	- 7.5%	13	17	+ 30.8%
Median Sales Price*	\$215,000	\$229,900	+ 6.9%	\$230,000	\$172,400	- 25.0%
Average Sales Price*	\$257,287	\$253,670	- 1.4%	\$249,423	\$170,831	- 31.5%
Percent of Original List Price Received at Sale*	91.7%	90.5%	- 1.3%	93.0%	90.2%	- 3.0%
Absorption Rate				7.6	7.8	+ 3.4%
Single-Family Detached Inventory				198	191	- 3.5%
Townhouse-Condo Inventory				1	1	0.0%

There are no rolling figures for Absorption Rate, Single-Family Detached Inventory and Townhouse-Condo Inventory because these metrics are simply snapshots frozen in time at the end of each month. It does not add up over a period of months.

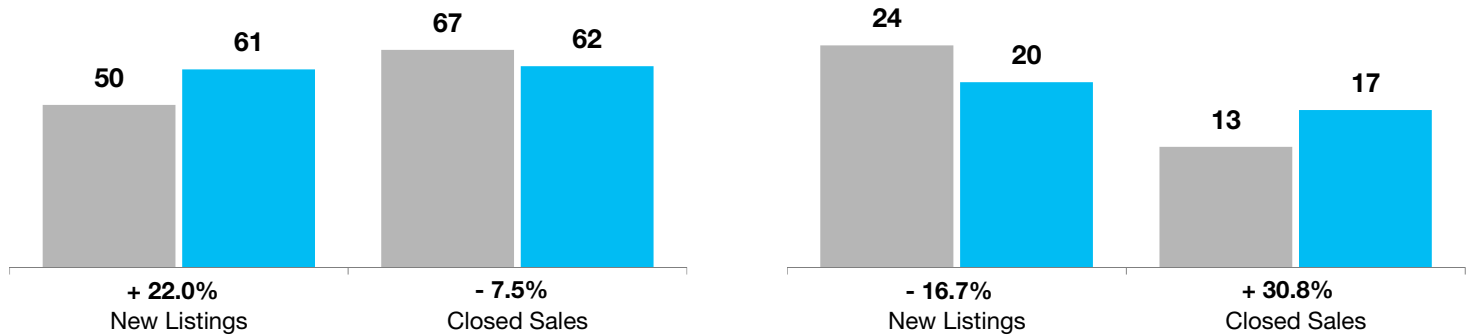
* Does not account for seller concessions. | + / - by month may look extreme due to small sample size. | Totals rounded to whole number or tenth of a percent; rounding error may occur.

Nov through Jan

■ 2018 ■ 2019

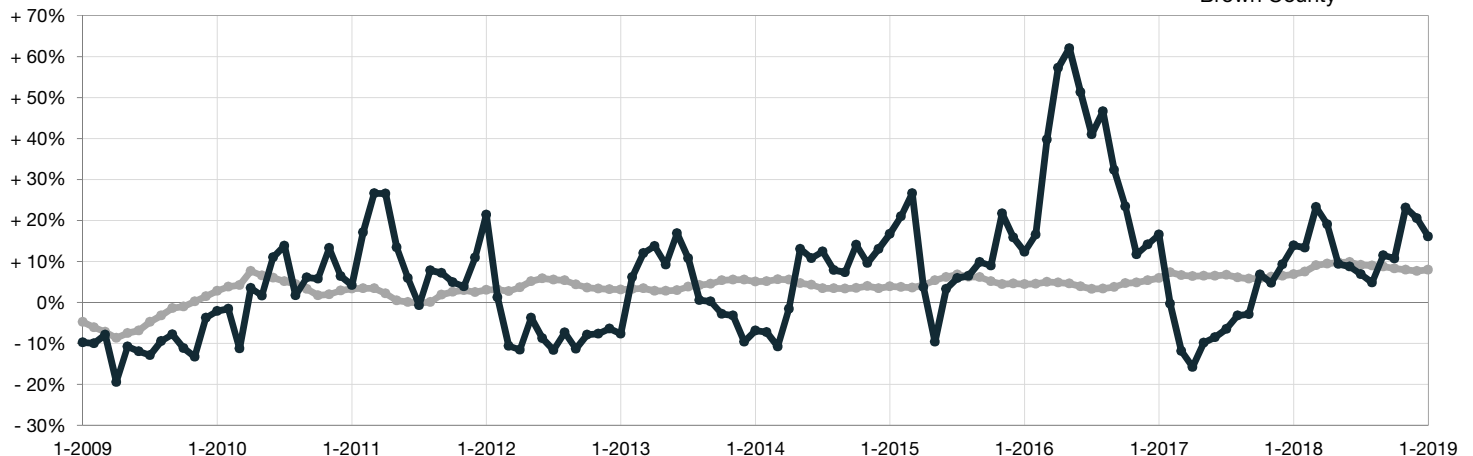
January

■ 2018 ■ 2019



Change in Median Sales Price from Prior Year (6-Month Average)**

Indianapolis Metro Area — Indianapolis Metro Area
Brown County — Brown County



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period.

Local Market Update – January 2019

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



- 41.4%

- 17.6%

+ 28.8%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Decatur County

Nov through Jan

January

	2018	2019	+ / -	2018	2019	+ / -
New Listings	73	60	- 17.8%	29	17	- 41.4%
Closed Sales	66	69	+ 4.5%	17	14	- 17.6%
Median Sales Price*	\$130,000	\$128,500	- 1.2%	\$125,000	\$161,000	+ 28.8%
Average Sales Price*	\$140,291	\$150,094	+ 7.0%	\$134,618	\$149,877	+ 11.3%
Percent of Original List Price Received at Sale*	93.5%	92.6%	- 0.9%	93.3%	94.4%	+ 1.1%
Absorption Rate				4.0	2.5	- 37.1%
Single-Family Detached Inventory				93	66	- 29.0%
Townhouse-Condo Inventory				1	1	0.0%

There are no rolling figures for Absorption Rate, Single-Family Detached Inventory and Townhouse-Condo Inventory because these metrics are simply snapshots frozen in time at the end of each month. It does not add up over a period of months.

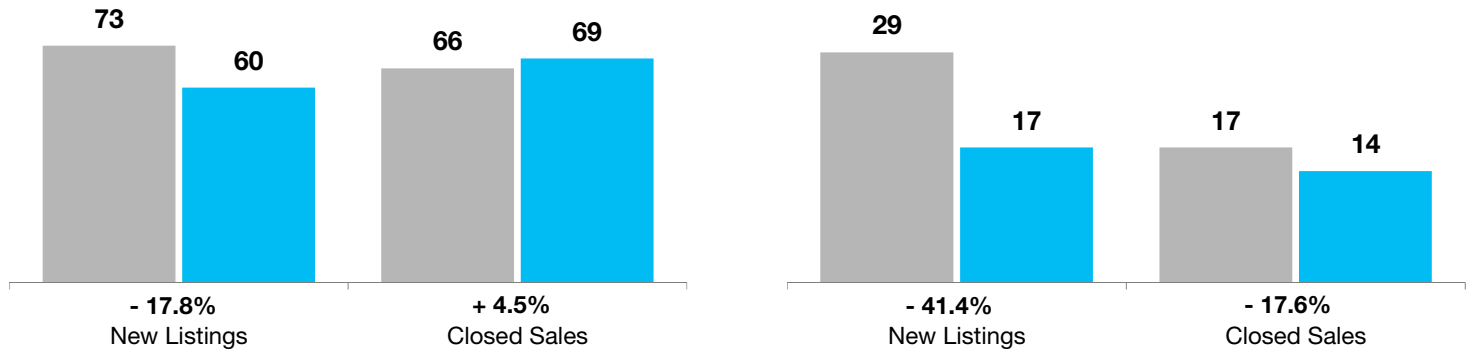
* Does not account for seller concessions. | + / - by month may look extreme due to small sample size. | Totals rounded to whole number or tenth of a percent; rounding error may occur.

Nov through Jan

■ 2018 ■ 2019

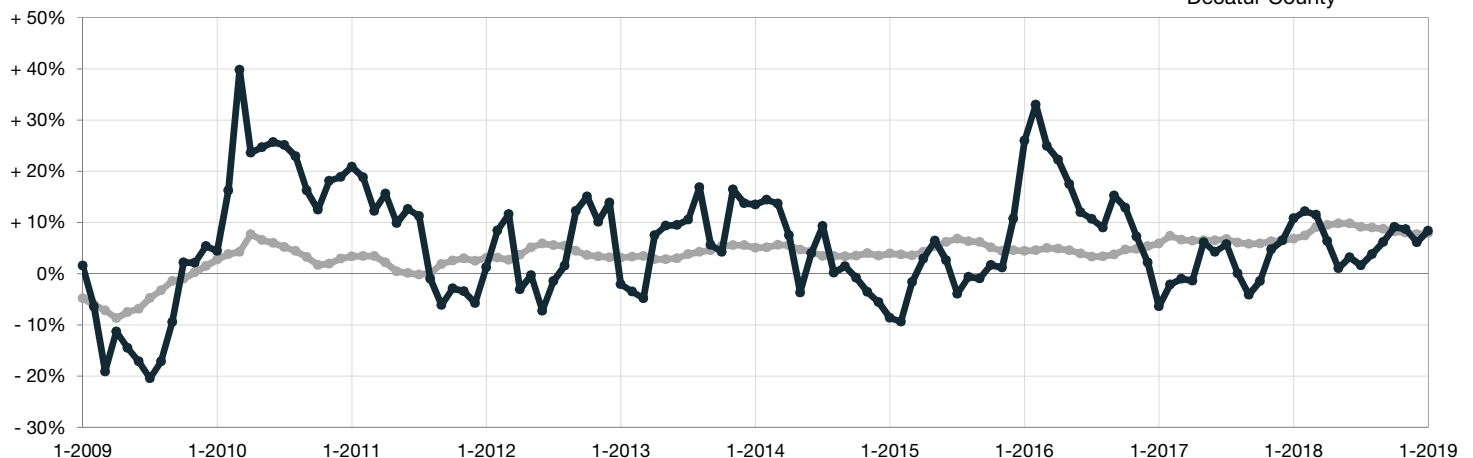
January

■ 2018 ■ 2019



Change in Median Sales Price from Prior Year (6-Month Average)**

Indianapolis Metro Area — Indianapolis Metro Area
Decatur County — Decatur County



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period.

Local Market Update – January 2019

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



+ 18.0%

Change in
New Listings

- 0.9%

Change in
Closed Sales

+ 19.3%

Change in
Median Sales Price

Hamilton County

Nov through Jan

January

	2018	2019	+ / -	2018	2019	+ / -
New Listings	1,207	1,333	+ 10.4%	462	545	+ 18.0%
Closed Sales	1,360	1,306	- 4.0%	326	323	- 0.9%
Median Sales Price*	\$258,500	\$291,500	+ 12.8%	\$245,000	\$292,250	+ 19.3%
Average Sales Price*	\$304,865	\$336,700	+ 10.4%	\$307,049	\$336,259	+ 9.5%
Percent of Original List Price Received at Sale*	95.8%	95.5%	- 0.3%	95.1%	95.0%	- 0.1%
Absorption Rate				2.4	2.2	- 6.3%
Single-Family Detached Inventory				1,263	1,177	- 6.8%
Townhouse-Condo Inventory				123	145	+ 17.9%

There are no rolling figures for Absorption Rate, Single-Family Detached Inventory and Townhouse-Condo Inventory because these metrics are simply snapshots frozen in time at the end of each month. It does not add up over a period of months.

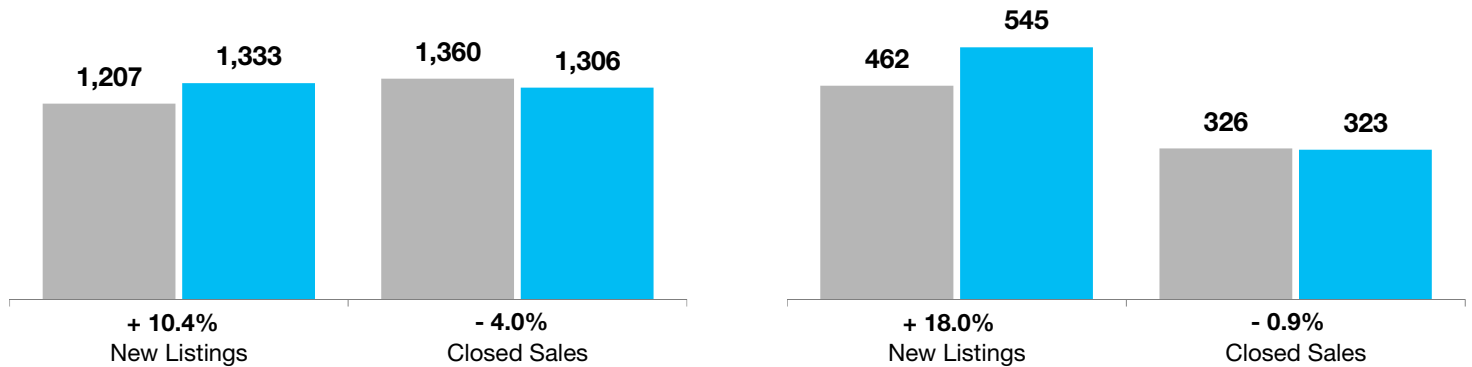
* Does not account for seller concessions. | + / - by month may look extreme due to small sample size. | Totals rounded to whole number or tenth of a percent; rounding error may occur.

Nov through Jan

■ 2018 ■ 2019

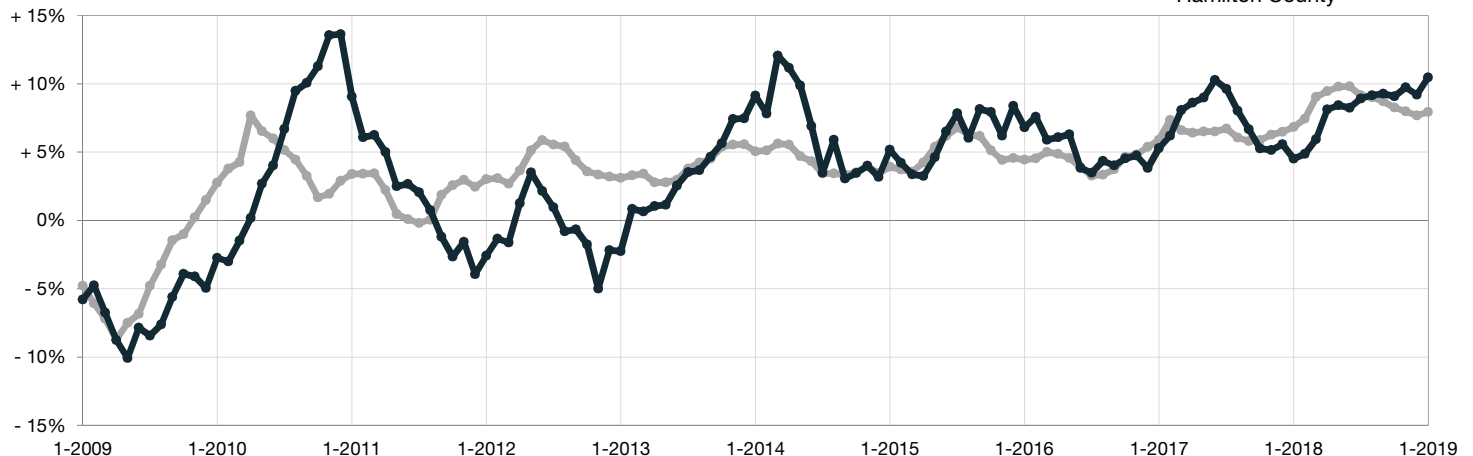
January

■ 2018 ■ 2019



Change in Median Sales Price from Prior Year (6-Month Average)**

Indianapolis Metro Area — Indianapolis Metro Area
Hamilton County — Hamilton County



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Local Market Update – January 2019

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



+ 19.4%

- 25.0%

- 1.7%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Hancock County

Nov through Jan

January

	2018	2019	+ / -	2018	2019	+ / -
New Listings	286	268	- 6.3%	93	111	+ 19.4%
Closed Sales	280	245	- 12.5%	72	54	- 25.0%
Median Sales Price*	\$185,000	\$190,000	+ 2.7%	\$194,636	\$191,250	- 1.7%
Average Sales Price*	\$196,133	\$210,578	+ 7.4%	\$199,535	\$217,661	+ 9.1%
Percent of Original List Price Received at Sale*	95.3%	95.9%	+ 0.6%	94.9%	96.4%	+ 1.6%
Absorption Rate				2.1	2.3	+ 10.5%
Single-Family Detached Inventory				234	248	+ 6.0%
Townhouse-Condo Inventory				9	8	- 11.1%

There are no rolling figures for Absorption Rate, Single-Family Detached Inventory and Townhouse-Condo Inventory because these metrics are simply snapshots frozen in time at the end of each month. It does not add up over a period of months.

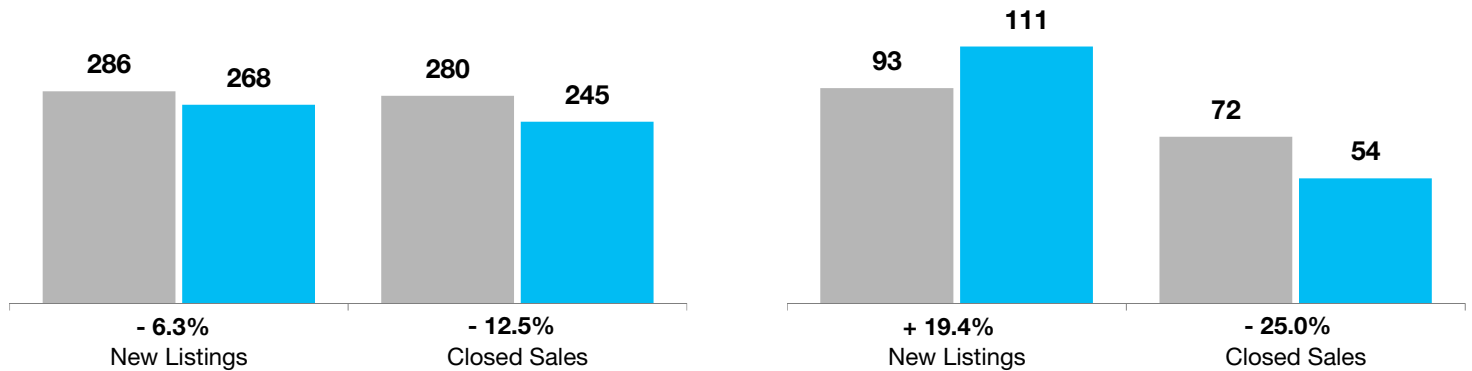
* Does not account for seller concessions. | + / - by month may look extreme due to small sample size. | Totals rounded to whole number or tenth of a percent; rounding error may occur.

Nov through Jan

■ 2018 ■ 2019

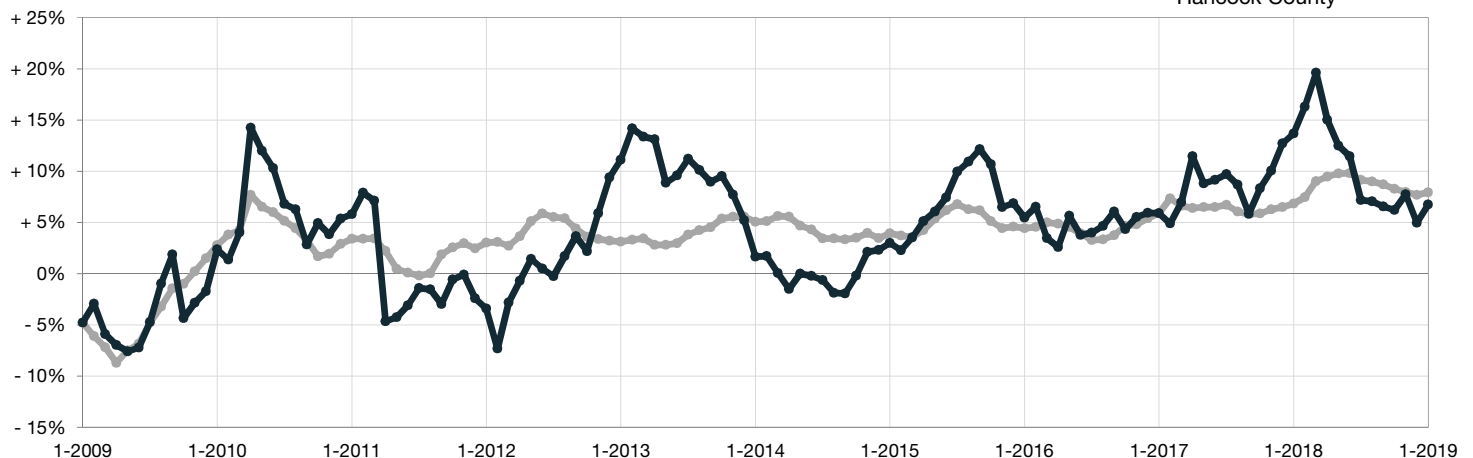
January

■ 2018 ■ 2019



Change in Median Sales Price from Prior Year (6-Month Average)**

Indianapolis Metro Area — Indianapolis Metro Area
Hancock County — Hancock County



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Local Market Update – January 2019

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



- 18.1%

+ 3.4%

+ 3.0%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Hendricks County

Nov through Jan

January

	2018	2019	+ / -	2018	2019	+ / -
New Listings	577	514	- 10.9%	210	172	- 18.1%
Closed Sales	599	621	+ 3.7%	149	154	+ 3.4%
Median Sales Price*	\$187,950	\$209,500	+ 11.5%	\$200,000	\$206,000	+ 3.0%
Average Sales Price*	\$210,255	\$230,550	+ 9.7%	\$215,817	\$233,949	+ 8.4%
Percent of Original List Price Received at Sale*	96.2%	96.1%	- 0.1%	96.0%	96.2%	+ 0.3%
Absorption Rate				2.1	1.4	- 31.5%
Single-Family Detached Inventory				507	367	- 27.6%
Townhouse-Condo Inventory				47	24	- 48.9%

There are no rolling figures for Absorption Rate, Single-Family Detached Inventory and Townhouse-Condo Inventory because these metrics are simply snapshots frozen in time at the end of each month. It does not add up over a period of months.

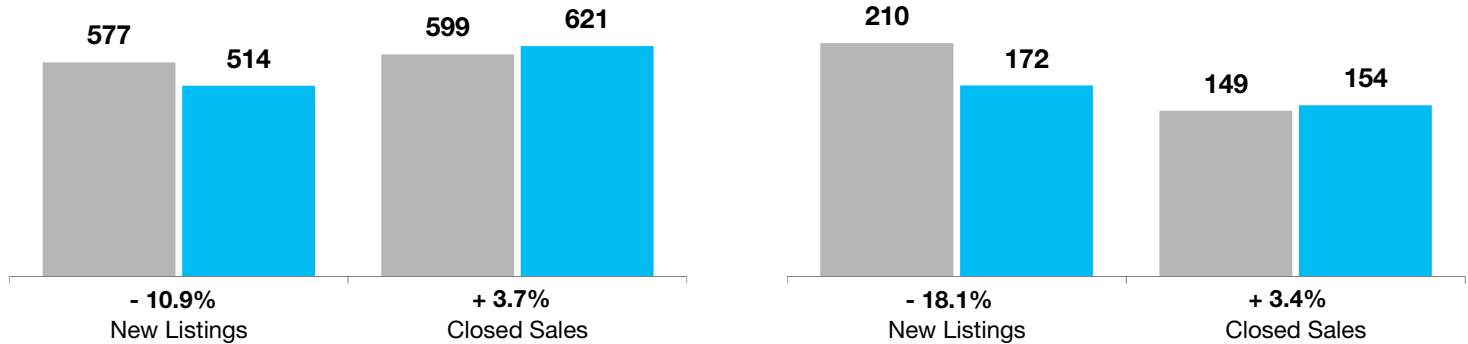
* Does not account for seller concessions. | + / - by month may look extreme due to small sample size. | Totals rounded to whole number or tenth of a percent; rounding error may occur.

Nov through Jan

■ 2018 ■ 2019

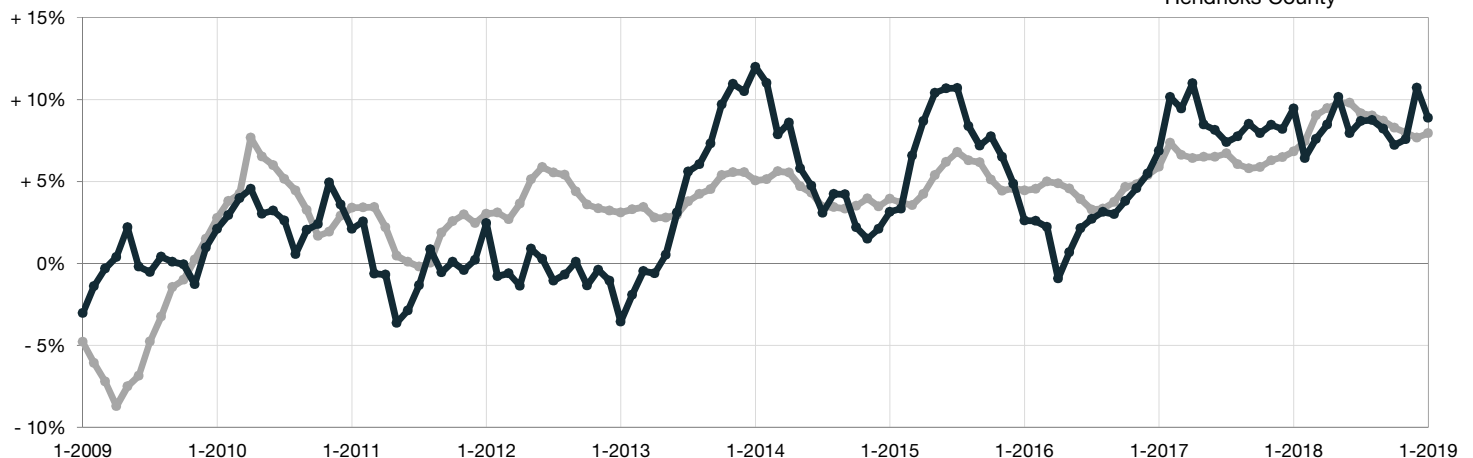
January

■ 2018 ■ 2019



Change in Median Sales Price from Prior Year (6-Month Average)**

Indianapolis Metro Area — Indianapolis Metro Area
Hendricks County — Hendricks County



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Local Market Update – January 2019

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



+ 16.7%

- 44.4%

- 11.2%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Jennings County

Nov through Jan

January

	2018	2019	+ / -	2018	2019	+ / -
New Listings	34	41	+ 20.6%	12	14	+ 16.7%
Closed Sales	50	43	- 14.0%	9	5	- 44.4%
Median Sales Price*	\$101,000	\$117,700	+ 16.5%	\$89,000	\$79,000	- 11.2%
Average Sales Price*	\$101,212	\$134,717	+ 33.1%	\$94,156	\$98,959	+ 5.1%
Percent of Original List Price Received at Sale*	91.6%	93.8%	+ 2.4%	95.5%	92.4%	- 3.2%
Absorption Rate				2.2	2.2	- 1.0%
Single-Family Detached Inventory				40	36	- 10.0%
Townhouse-Condo Inventory				0	0	--

There are no rolling figures for Absorption Rate, Single-Family Detached Inventory and Townhouse-Condo Inventory because these metrics are simply snapshots frozen in time at the end of each month. It does not add up over a period of months.

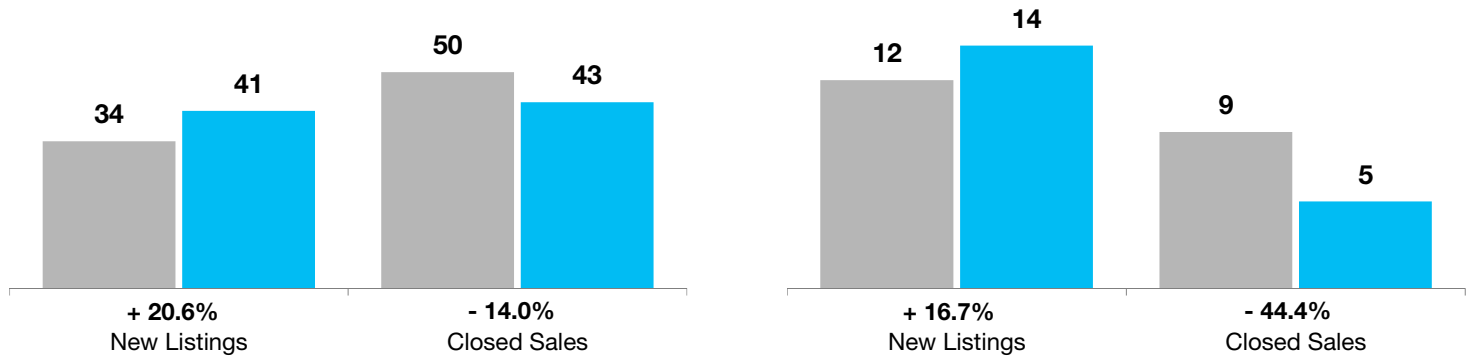
* Does not account for seller concessions. | + / - by month may look extreme due to small sample size. | Totals rounded to whole number or tenth of a percent; rounding error may occur.

Nov through Jan

■ 2018 ■ 2019

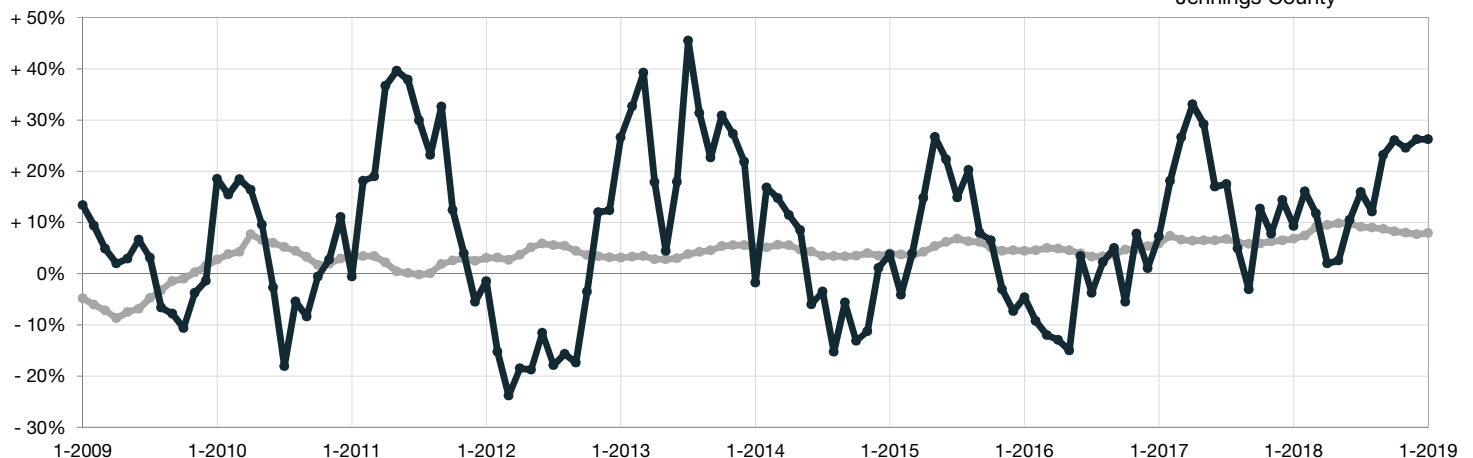
January

■ 2018 ■ 2019



Change in Median Sales Price from Prior Year (6-Month Average)**

Indianapolis Metro Area — Indianapolis Metro Area
Jennings County — Jennings County



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Local Market Update – January 2019

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



+ 4.7%

- 25.8%

+ 9.1%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Johnson County

Nov through Jan

January

	2018	2019	+ / -	2018	2019	+ / -
New Listings	556	511	- 8.1%	190	199	+ 4.7%
Closed Sales	635	545	- 14.2%	159	118	- 25.8%
Median Sales Price*	\$169,950	\$183,000	+ 7.7%	\$158,000	\$172,438	+ 9.1%
Average Sales Price*	\$197,909	\$217,815	+ 10.1%	\$199,626	\$216,059	+ 8.2%
Percent of Original List Price Received at Sale*	95.7%	95.3%	- 0.4%	96.1%	96.7%	+ 0.7%
Absorption Rate				2.0	1.8	- 12.6%
Single-Family Detached Inventory				455	406	- 10.8%
Townhouse-Condo Inventory				21	15	- 28.6%

There are no rolling figures for Absorption Rate, Single-Family Detached Inventory and Townhouse-Condo Inventory because these metrics are simply snapshots frozen in time at the end of each month. It does not add up over a period of months.

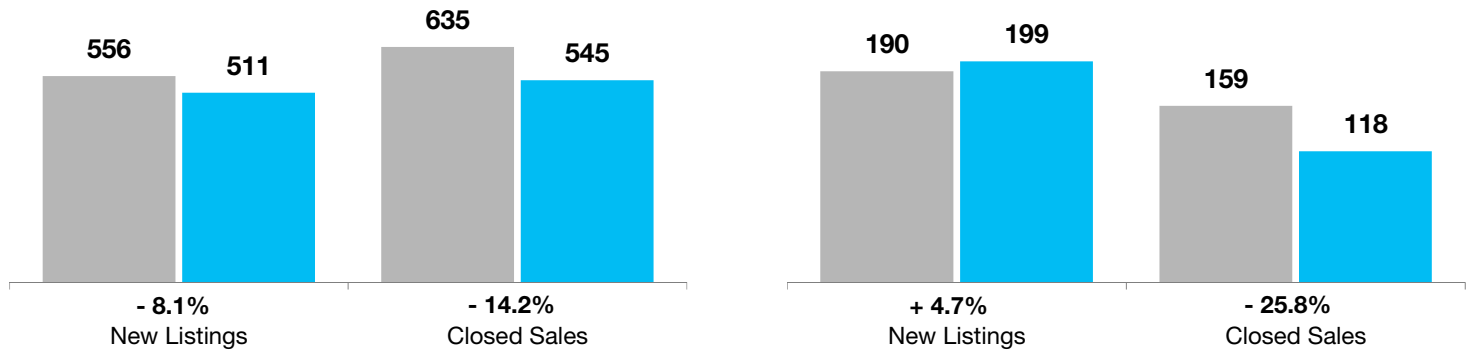
* Does not account for seller concessions. | + / - by month may look extreme due to small sample size. | Totals rounded to whole number or tenth of a percent; rounding error may occur.

Nov through Jan

■ 2018 ■ 2019

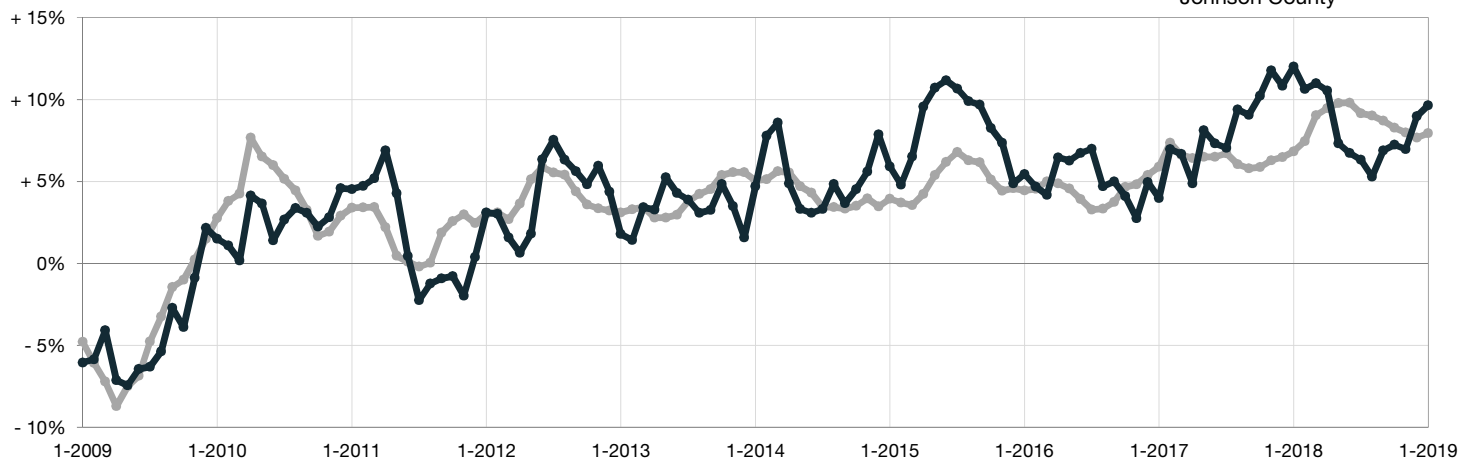
January

■ 2018 ■ 2019



Change in Median Sales Price from Prior Year (6-Month Average)**

Indianapolis Metro Area — Indianapolis Metro Area
Johnson County — Johnson County



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Local Market Update – January 2019

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



+ 23.6%

Change in
New Listings

- 7.3%

Change in
Closed Sales

- 16.3%

Change in
Median Sales Price

Madison County

Nov through Jan

January

	2018	2019	+ / -	2018	2019	+ / -
New Listings	348	364	+ 4.6%	110	136	+ 23.6%
Closed Sales	336	333	- 0.9%	82	76	- 7.3%
Median Sales Price*	\$99,950	\$105,700	+ 5.8%	\$98,500	\$82,400	- 16.3%
Average Sales Price*	\$109,235	\$121,495	+ 11.2%	\$109,722	\$112,192	+ 2.3%
Percent of Original List Price Received at Sale*	92.5%	92.9%	+ 0.4%	92.3%	91.8%	- 0.6%
Absorption Rate				2.7	2.8	+ 3.4%
Single-Family Detached Inventory				360	377	+ 4.7%
Townhouse-Condo Inventory				13	9	- 30.8%

There are no rolling figures for Absorption Rate, Single-Family Detached Inventory and Townhouse-Condo Inventory because these metrics are simply snapshots frozen in time at the end of each month. It does not add up over a period of months.

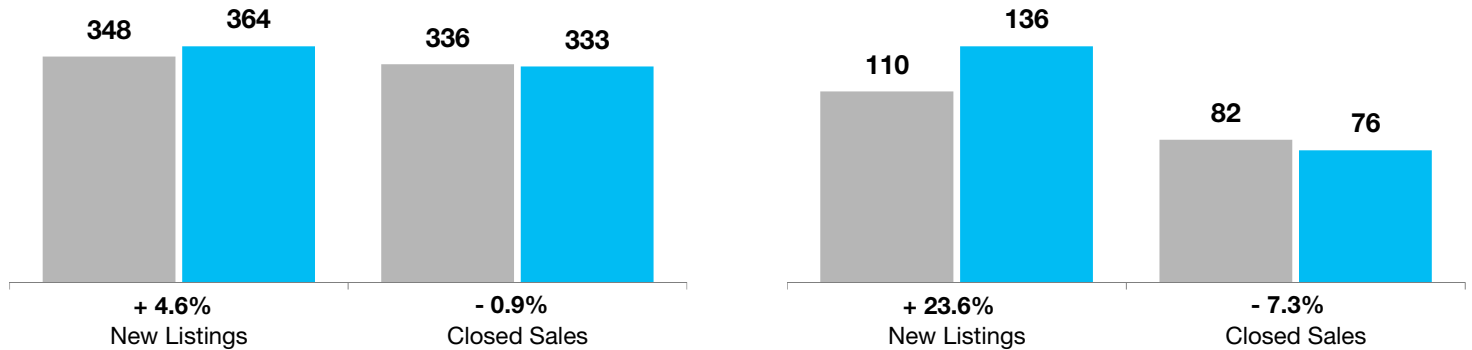
* Does not account for seller concessions. | + / - by month may look extreme due to small sample size. | Totals rounded to whole number or tenth of a percent; rounding error may occur.

Nov through Jan

■ 2018 ■ 2019

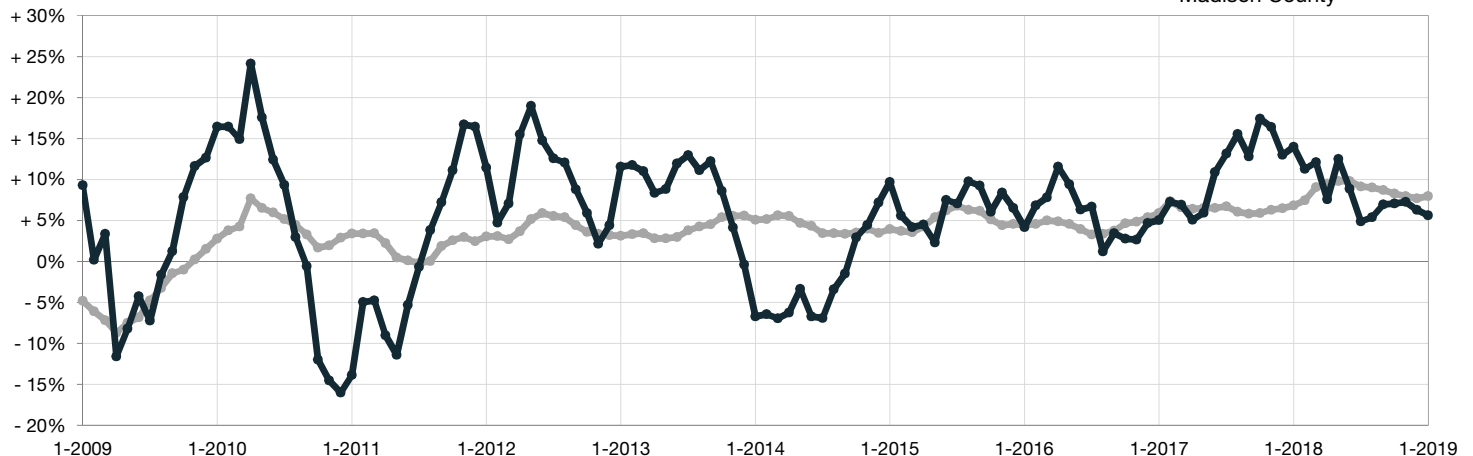
January

■ 2018 ■ 2019



Change in Median Sales Price from Prior Year (6-Month Average)**

Indianapolis Metro Area — Indianapolis Metro Area
Madison County — Madison County



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period.

Local Market Update – January 2019

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



+ 5.8%

Change in
New Listings

- 7.1%

Change in
Closed Sales

- 2.6%

Change in
Median Sales Price

Marion County

Nov through Jan

January

	2018	2019	+ / -	2018	2019	+ / -
New Listings	2,848	3,115	+ 9.4%	998	1,056	+ 5.8%
Closed Sales	3,046	2,994	- 1.7%	835	776	- 7.1%
Median Sales Price*	\$137,000	\$143,000	+ 4.4%	\$135,000	\$131,500	- 2.6%
Average Sales Price*	\$164,431	\$170,661	+ 3.8%	\$154,640	\$150,938	- 2.4%
Percent of Original List Price Received at Sale*	94.4%	93.9%	- 0.6%	94.4%	92.8%	- 1.7%
Absorption Rate				2.1	2.1	+ 3.6%
Single-Family Detached Inventory				2,236	2,333	+ 4.3%
Townhouse-Condo Inventory				331	304	- 8.2%

There are no rolling figures for Absorption Rate, Single-Family Detached Inventory and Townhouse-Condo Inventory because these metrics are simply snapshots frozen in time at the end of each month. It does not add up over a period of months.

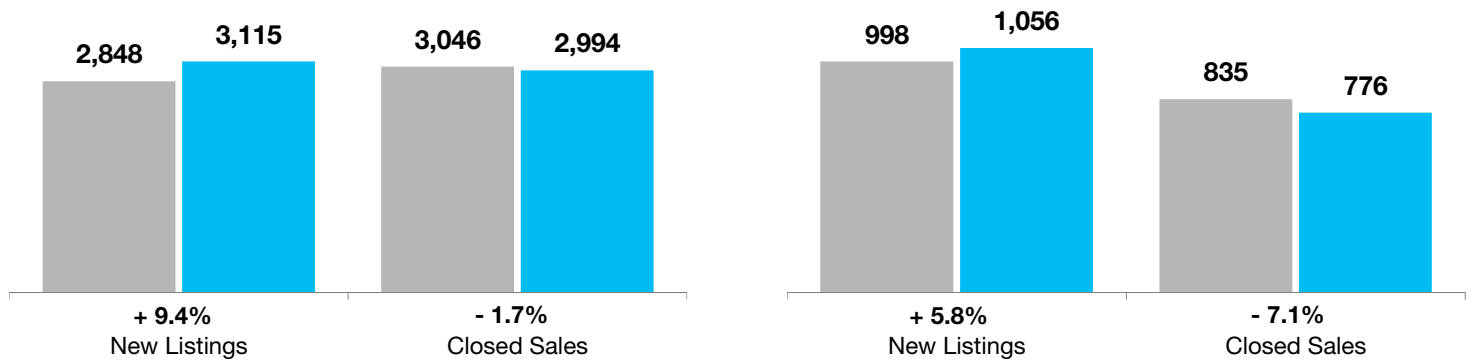
* Does not account for seller concessions. | + / - by month may look extreme due to small sample size. | Totals rounded to whole number or tenth of a percent; rounding error may occur.

Nov through Jan

■ 2018 ■ 2019

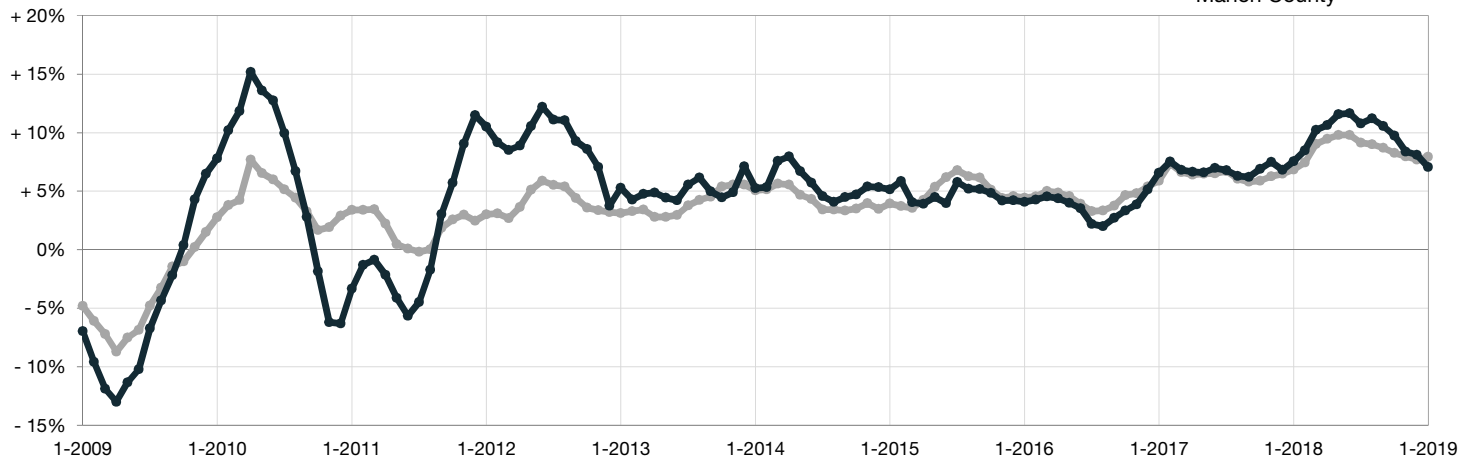
January

■ 2018 ■ 2019



Change in Median Sales Price from Prior Year (6-Month Average)**

Indianapolis Metro Area — Indianapolis Metro Area
Marion County — Marion County



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Local Market Update – January 2019

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



+ 2.9%

- 19.2%

- 7.2%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Montgomery County

Nov through Jan

January

	2018	2019	+ / -	2018	2019	+ / -
New Listings	111	98	- 11.7%	34	35	+ 2.9%
Closed Sales	125	99	- 20.8%	26	21	- 19.2%
Median Sales Price*	\$118,900	\$124,900	+ 5.0%	\$121,200	\$112,500	- 7.2%
Average Sales Price*	\$131,527	\$146,613	+ 11.5%	\$119,551	\$131,843	+ 10.3%
Percent of Original List Price Received at Sale*	93.1%	92.5%	- 0.6%	90.3%	93.2%	+ 3.2%
Absorption Rate				2.6	2.1	- 18.1%
Single-Family Detached Inventory				111	93	- 16.2%
Townhouse-Condo Inventory				3	2	- 33.3%

There are no rolling figures for Absorption Rate, Single-Family Detached Inventory and Townhouse-Condo Inventory because these metrics are simply snapshots frozen in time at the end of each month. It does not add up over a period of months.

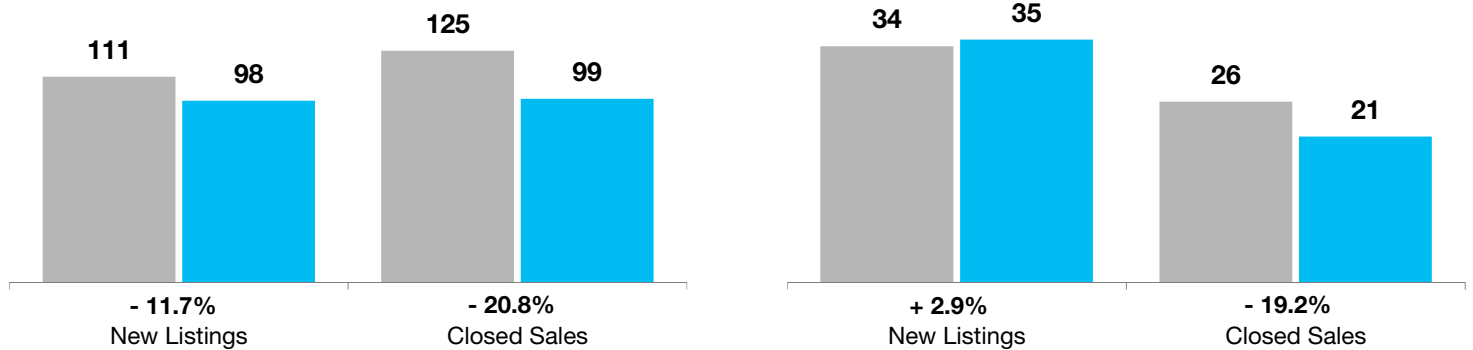
* Does not account for seller concessions. | + / - by month may look extreme due to small sample size. | Totals rounded to whole number or tenth of a percent; rounding error may occur.

Nov through Jan

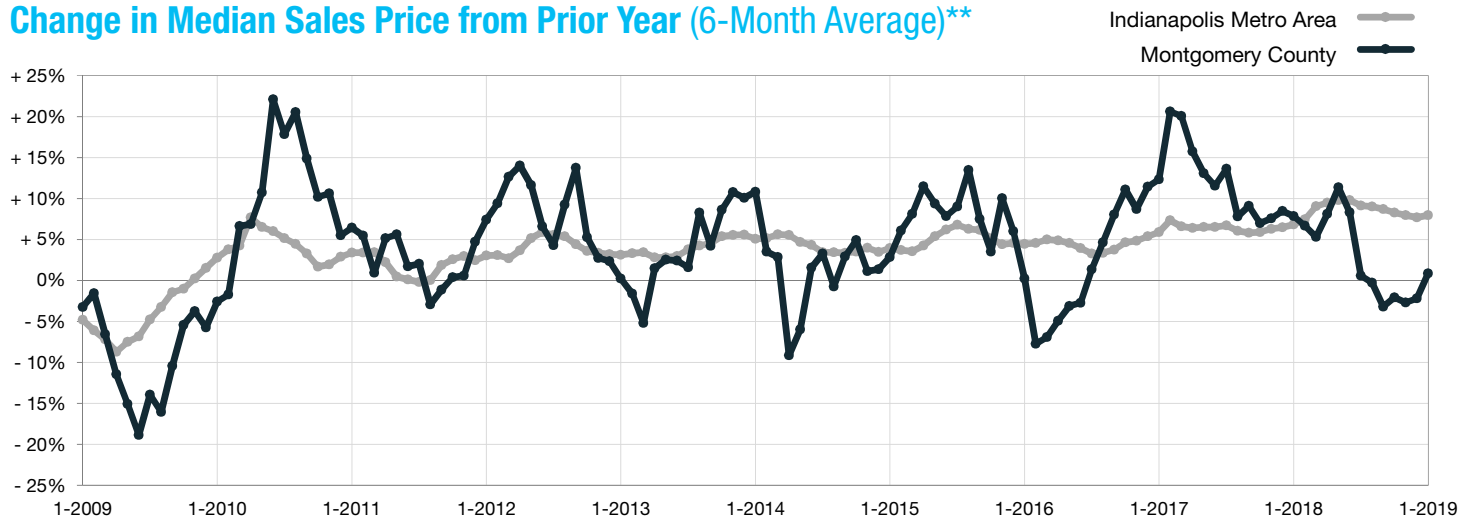
■ 2018 ■ 2019

January

■ 2018 ■ 2019



Change in Median Sales Price from Prior Year (6-Month Average)**



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period.

Local Market Update – January 2019

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



- 13.2%

Change in
New Listings

- 16.3%

Change in
Closed Sales

+ 22.0%

Change in
Median Sales Price

Morgan County

Nov through Jan

January

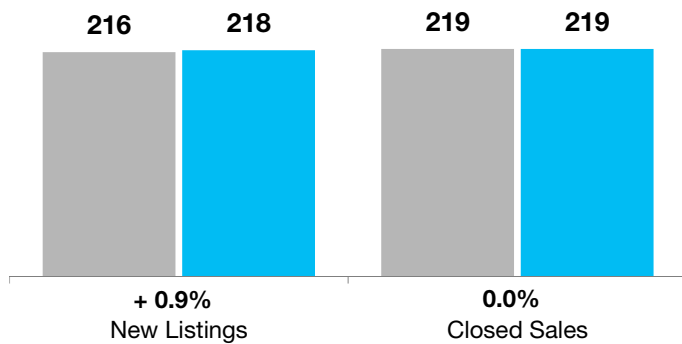
	2018	2019	+ / -	2018	2019	+ / -
New Listings	216	218	+ 0.9%	76	66	- 13.2%
Closed Sales	219	219	0.0%	49	41	- 16.3%
Median Sales Price*	\$150,000	\$166,000	+ 10.7%	\$143,500	\$175,000	+ 22.0%
Average Sales Price*	\$167,628	\$194,700	+ 16.2%	\$166,377	\$207,565	+ 24.8%
Percent of Original List Price Received at Sale*	94.7%	93.4%	- 1.4%	94.7%	90.8%	- 4.1%
Absorption Rate				2.8	2.7	- 3.7%
Single-Family Detached Inventory				233	235	+ 0.9%
Townhouse-Condo Inventory				12	8	- 33.3%

There are no rolling figures for Absorption Rate, Single-Family Detached Inventory and Townhouse-Condo Inventory because these metrics are simply snapshots frozen in time at the end of each month. It does not add up over a period of months.

* Does not account for seller concessions. | + / - by month may look extreme due to small sample size. | Totals rounded to whole number or tenth of a percent; rounding error may occur.

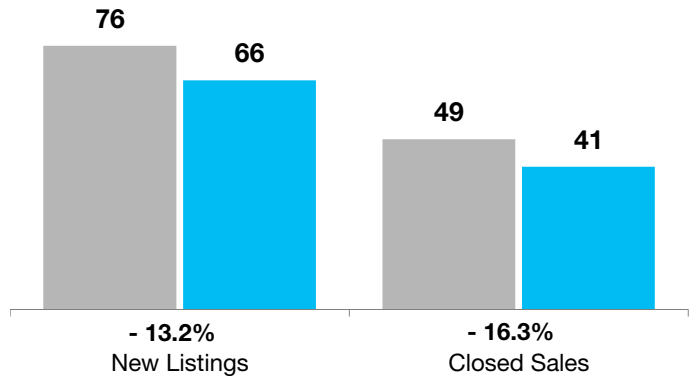
Nov through Jan

■ 2018 ■ 2019



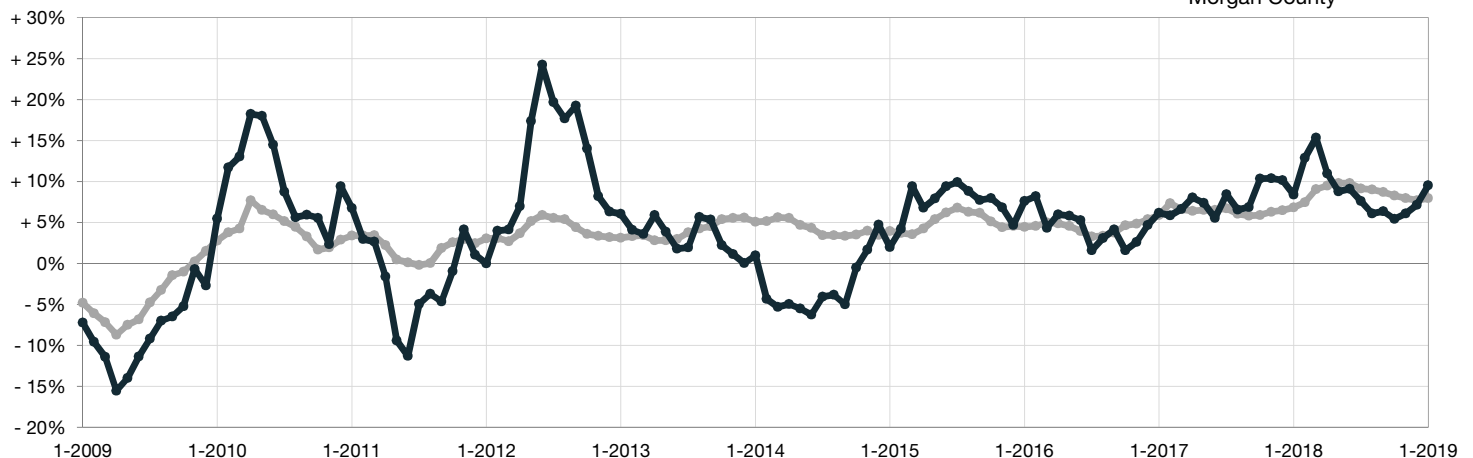
January

■ 2018 ■ 2019



Change in Median Sales Price from Prior Year (6-Month Average)**

Indianapolis Metro Area — Indianapolis Metro Area
Morgan County — Morgan County



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Local Market Update – January 2019

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



+ 5.9%

- 50.0%

+ 34.7%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Putnam County

Nov through Jan

January

	2018	2019	+ / -	2018	2019	+ / -
New Listings	106	102	- 3.8%	34	36	+ 5.9%
Closed Sales	103	81	- 21.4%	28	14	- 50.0%
Median Sales Price*	\$134,000	\$159,900	+ 19.3%	\$130,000	\$175,150	+ 34.7%
Average Sales Price*	\$150,419	\$178,903	+ 18.9%	\$149,813	\$214,834	+ 43.4%
Percent of Original List Price Received at Sale*	94.3%	93.8%	- 0.5%	91.4%	91.2%	- 0.3%
Absorption Rate				3.2	2.5	- 23.1%
Single-Family Detached Inventory				120	106	- 11.7%
Townhouse-Condo Inventory				11	5	- 54.5%

There are no rolling figures for Absorption Rate, Single-Family Detached Inventory and Townhouse-Condo Inventory because these metrics are simply snapshots frozen in time at the end of each month. It does not add up over a period of months.

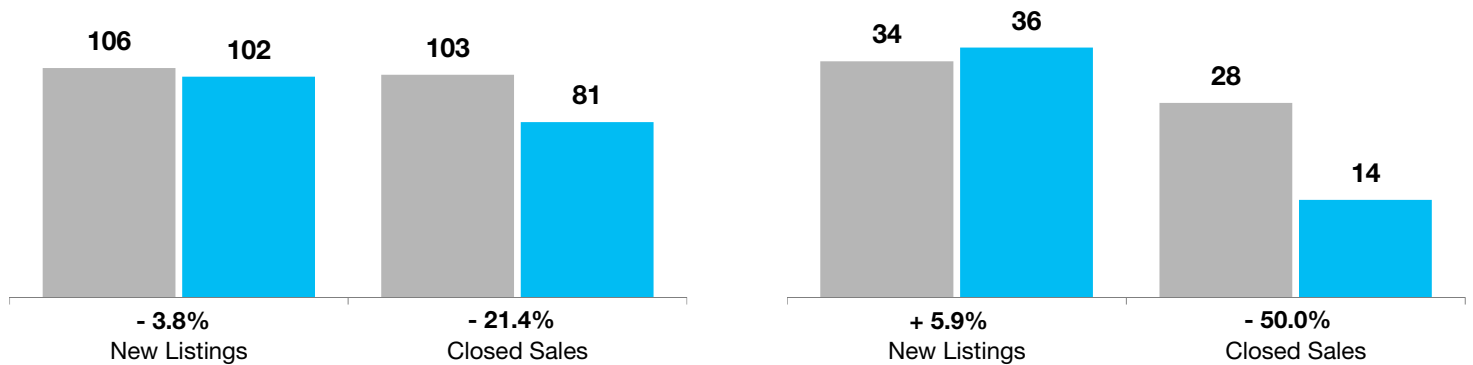
* Does not account for seller concessions. | + / - by month may look extreme due to small sample size. | Totals rounded to whole number or tenth of a percent; rounding error may occur.

Nov through Jan

■ 2018 ■ 2019

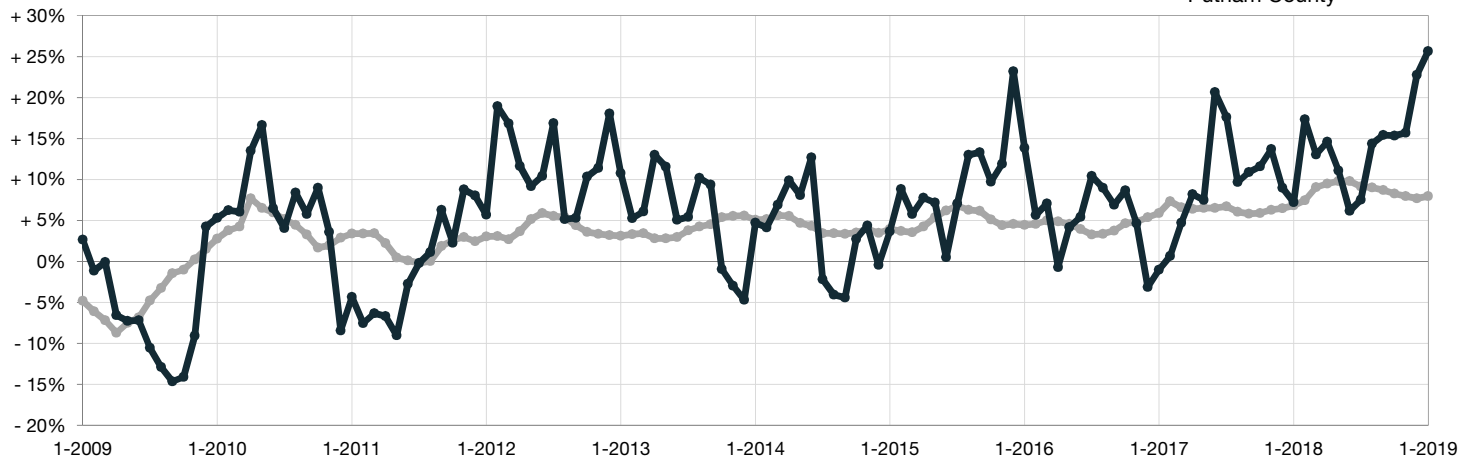
January

■ 2018 ■ 2019



Change in Median Sales Price from Prior Year (6-Month Average)**

Indianapolis Metro Area — Indianapolis Metro Area
Putnam County — Putnam County



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Local Market Update – January 2019

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



- 4.5%

+ 10.7%

- 4.3%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Shelby County

Nov through Jan

January

	2018	2019	+ / -	2018	2019	+ / -
New Listings	120	103	- 14.2%	44	42	- 4.5%
Closed Sales	111	113	+ 1.8%	28	31	+ 10.7%
Median Sales Price*	\$116,450	\$134,000	+ 15.1%	\$135,000	\$129,200	- 4.3%
Average Sales Price*	\$129,544	\$154,158	+ 19.0%	\$146,310	\$155,408	+ 6.2%
Percent of Original List Price Received at Sale*	92.3%	91.4%	- 0.9%	93.8%	88.4%	- 5.7%
Absorption Rate				2.9	2.3	- 19.1%
Single-Family Detached Inventory				133	106	- 20.3%
Townhouse-Condo Inventory				6	3	- 50.0%

There are no rolling figures for Absorption Rate, Single-Family Detached Inventory and Townhouse-Condo Inventory because these metrics are simply snapshots frozen in time at the end of each month. It does not add up over a period of months.

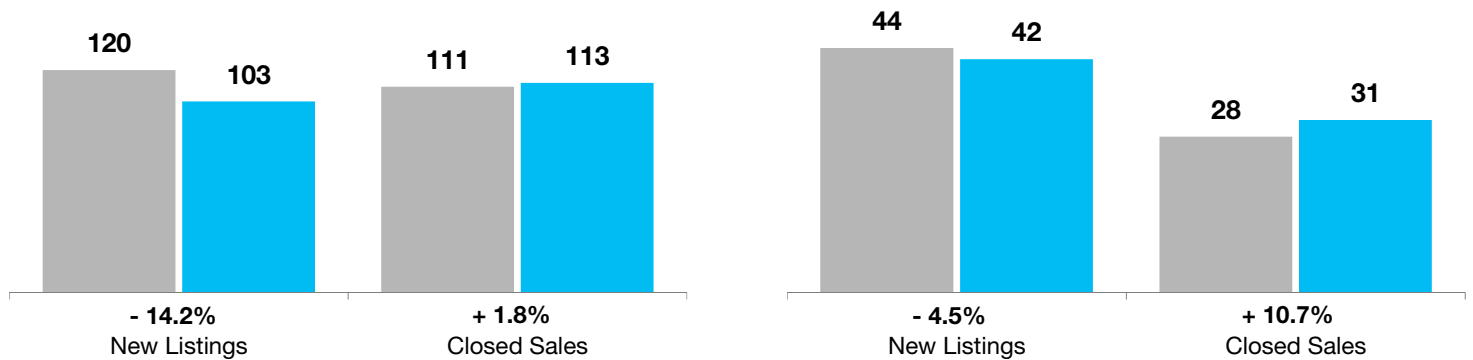
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Nov through Jan

■ 2018 ■ 2019

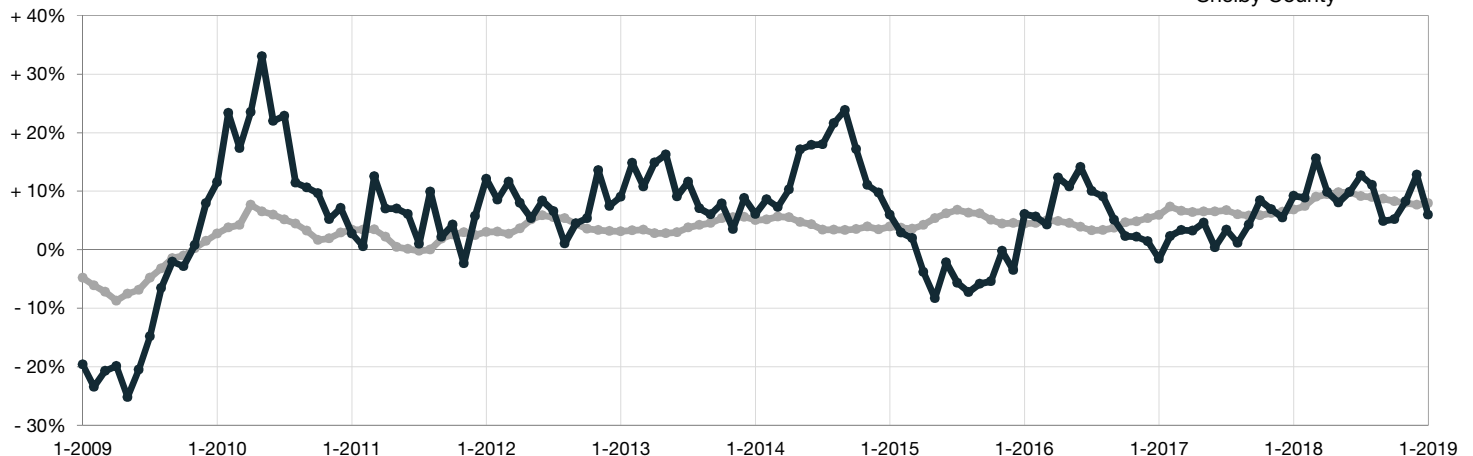
January

■ 2018 ■ 2019



Change in Median Sales Price from Prior Year (6-Month Average)**

Indianapolis Metro Area — Indianapolis Metro Area
Shelby County — Shelby County



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