

Monthly Indicators

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



November 2017

The facts of residential real estate have remained consistent in 2017. In year-over-year comparisons, the number of homes for sale has been fewer in most locales, and homes have been selling in fewer days for higher prices. This hasn't always been true, but it has been a common enough storyline to make it an overarching trend for the year.

Closed Sales were up 6.3 percent in November compared to November 2016. **Pending Sales** increased 12.0 percent to 2,378, and **New Listings** decreased 5.5 percent.

Median Sales Price was up 8.5 percent to \$164,900. **Average Sales Price** rose 4.5 percent in November. **Absorption Rate** was down 22.9 percent to 2.7.

Quick Facts

+ 5.7%

+ 6.4%

- 18.9%

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.

Market Overview	2
New Listings	3
Pending Sales	4
Closed Sales	5
Median Sales Price	6
Average Sales Price	7
Percent of Original List Price Received	8
Inventory of Homes Available	9
Months Supply of Inventory / Absorption Rate	10
Active Listings and Closed Sales by Price Range	11

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.



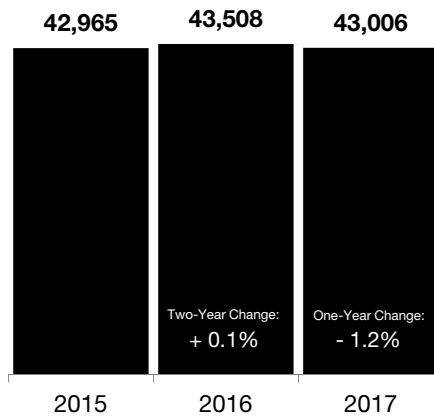
		Rolling 12 Months			Rolling 6 Months			Rolling 3 Months			Monthly		
		Current	Prior Year	+ / -	Current	Prior Year	+ / -	Current	Prior Year	+ / -	Current	Prior Year	+ / -
New Listings	Sep 2017	43,125	43,512	- 0.9%	25,248	25,505	- 1.0%	11,900	11,902	- 0.0%	3,586	3,617	- 0.9%
	Oct 2017	43,156	43,359	- 0.5%	24,318	24,195	+ 0.5%	11,025	10,886	+ 1.3%	3,268	3,237	+ 1.0%
	Nov 2017	43,006	43,508	- 1.2%	22,478	22,485	- 0.0%	9,447	9,597	- 1.6%	2,593	2,743	- 5.5%
Pending Sales	Sep 2017	33,716	32,467	+ 3.8%	19,311	18,297	+ 5.5%	8,955	8,607	+ 4.0%	2,805	2,695	+ 4.1%
	Oct 2017	34,089	32,383	+ 5.3%	18,687	17,448	+ 7.1%	8,700	8,142	+ 6.9%	2,759	2,386	+ 15.6%
	Nov 2017	34,343	32,354	+ 6.1%	17,603	16,306	+ 8.0%	7,942	7,205	+ 10.2%	2,378	2,124	+ 12.0%
Closed Sales	Sep 2017	36,418	34,658	+ 5.1%	21,164	20,801	+ 1.7%	10,206	10,081	+ 1.2%	3,226	3,196	+ 0.9%
	Oct 2017	36,718	34,830	+ 5.4%	21,191	20,573	+ 3.0%	9,889	9,432	+ 4.8%	3,144	2,844	+ 10.5%
	Nov 2017	36,886	35,322	+ 4.4%	20,335	19,472	+ 4.4%	9,187	8,689	+ 5.7%	2,817	2,649	+ 6.3%
Median Sales Price	Sep 2017	\$161,000	\$151,500	+ 6.3%	\$167,000	\$157,900	+ 5.8%	\$165,500	\$157,500	+ 5.1%	\$164,992	\$159,900	+ 3.2%
	Oct 2017	\$162,000	\$152,500	+ 6.2%	\$167,500	\$158,000	+ 6.0%	\$164,900	\$155,000	+ 6.4%	\$164,000	\$153,000	+ 7.2%
	Nov 2017	\$163,000	\$153,000	+ 6.5%	\$167,000	\$157,000	+ 6.4%	\$164,900	\$155,000	+ 6.4%	\$164,900	\$152,000	+ 8.5%
Average Sales Price	Sep 2017	\$198,163	\$187,987	+ 5.4%	\$204,529	\$194,148	+ 5.3%	\$204,573	\$194,492	+ 5.2%	\$198,986	\$197,696	+ 0.7%
	Oct 2017	\$199,286	\$188,747	+ 5.6%	\$205,435	\$194,556	+ 5.6%	\$201,861	\$192,459	+ 4.9%	\$201,180	\$186,902	+ 7.6%
	Nov 2017	\$199,906	\$189,283	+ 5.6%	\$205,218	\$194,951	+ 5.3%	\$200,248	\$192,463	+ 4.0%	\$200,658	\$192,059	+ 4.5%
Pct. of Original List Price Received at Sale	Sep 2017	95.3%	94.6%	+ 0.7%	96.1%	95.5%	+ 0.6%	95.9%	95.4%	+ 0.5%	95.4%	95.0%	+ 0.4%
	Oct 2017	95.4%	94.6%	+ 0.8%	96.0%	95.4%	+ 0.6%	95.5%	95.0%	+ 0.5%	95.1%	94.4%	+ 0.7%
	Nov 2017	95.4%	94.7%	+ 0.7%	95.8%	95.2%	+ 0.6%	95.1%	94.6%	+ 0.5%	94.8%	94.4%	+ 0.4%
Total Active Listings Available at Month End	Sep 2017										9,589	11,013	- 12.9%
	Oct 2017										9,066	10,690	- 15.2%
	Nov 2017										8,311	10,242	- 18.9%
Months Supply of Inventory / Absorption Rate	Sep 2017	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.									3.2	3.8	- 15.8%
	Oct 2017										3.0	3.7	- 18.9%
	Nov 2017										2.7	3.5	- 22.9%

New Listings

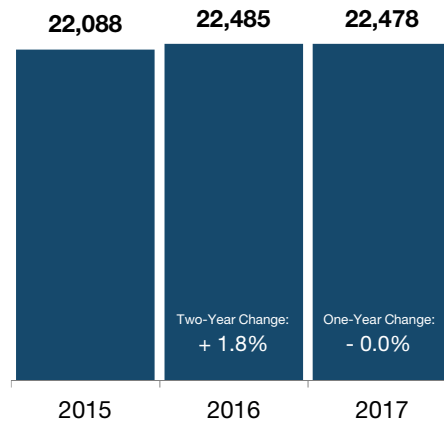
A count of the properties that have been newly listed on the market in a given month, regardless of what status they're currently in.



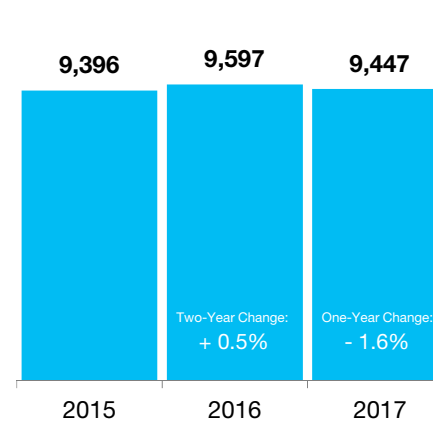
12 Month



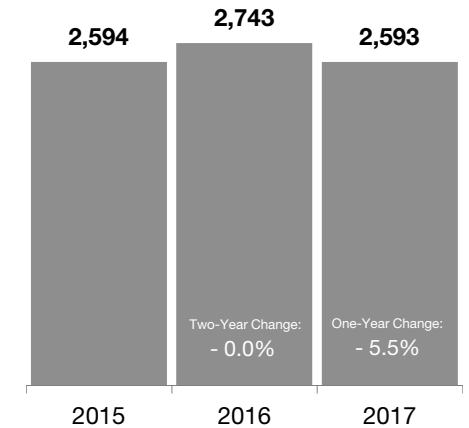
6 Month



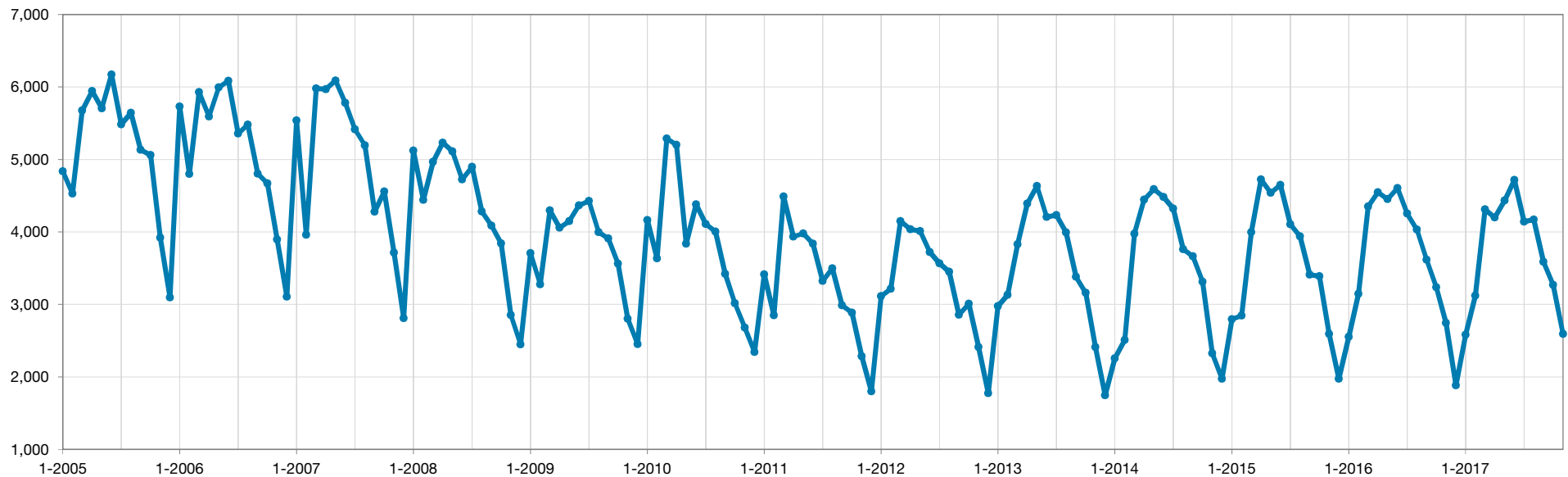
3 Month



November



Historical New Listings

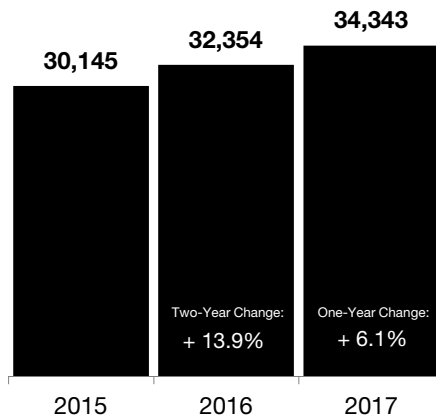


Pending Sales

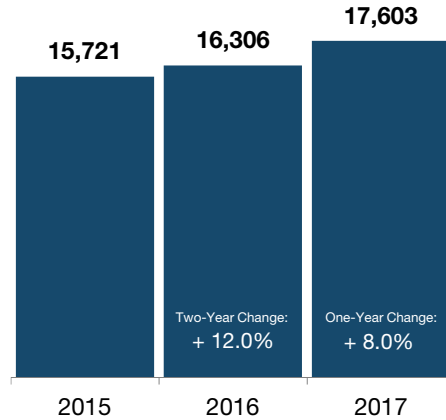
A count of the properties on which contracts have been accepted in a given month, regardless of whether or not the sale closes.



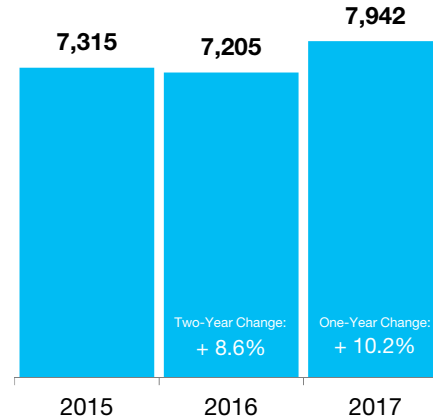
12 Month



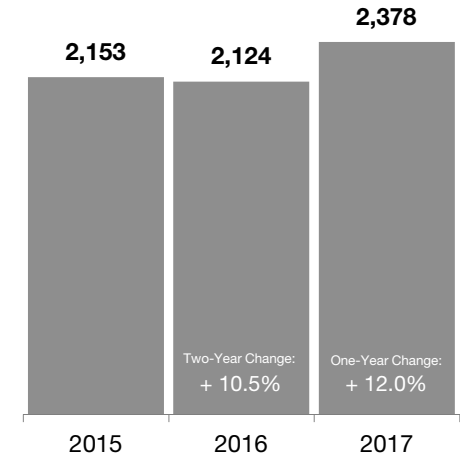
6 Month



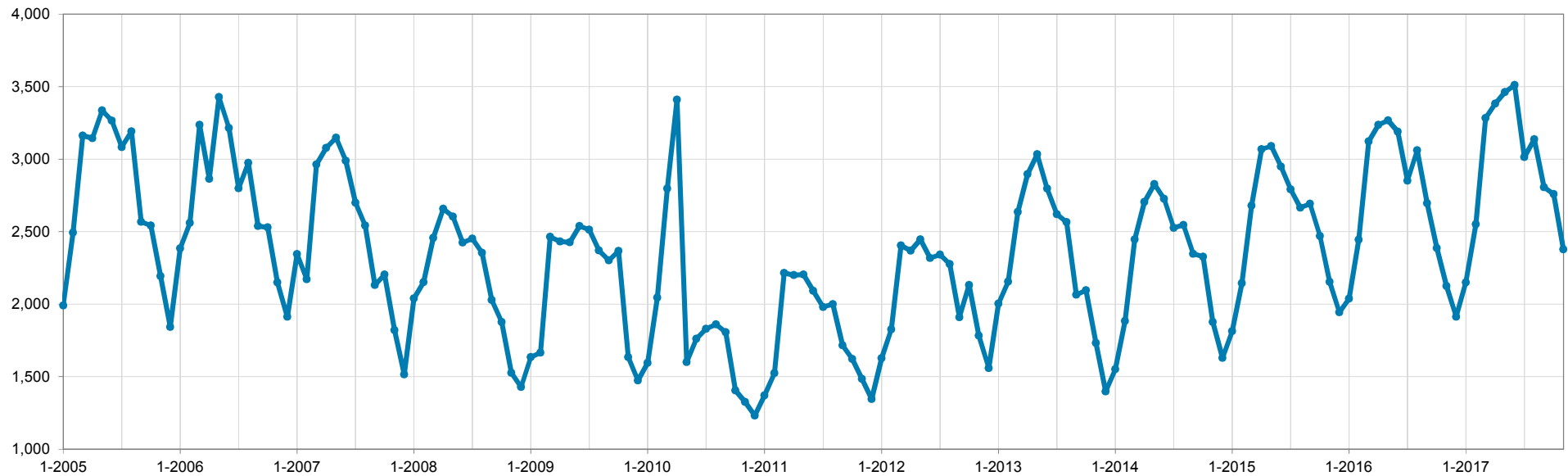
3 Month



November



Historical Pending Sales

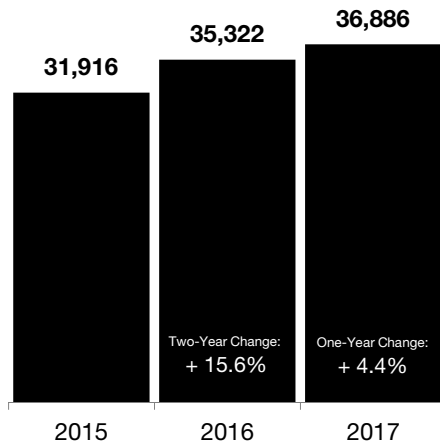


Closed Sales

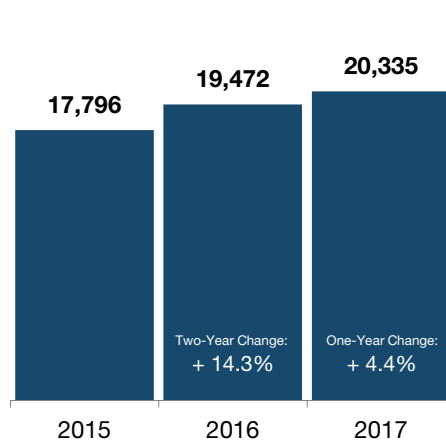
A count of the actual sales that have closed in a given month.



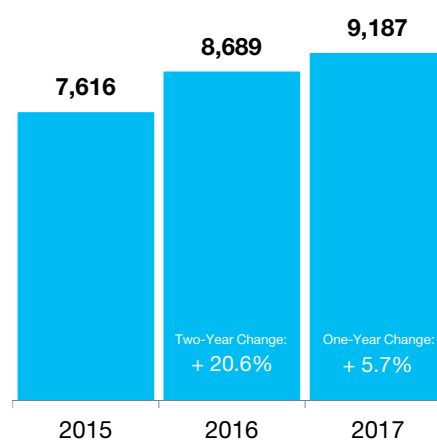
12 Month



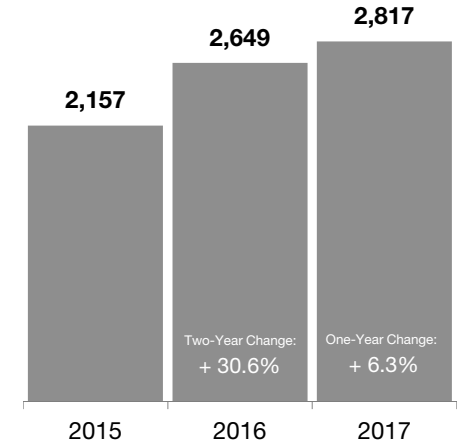
6 Month



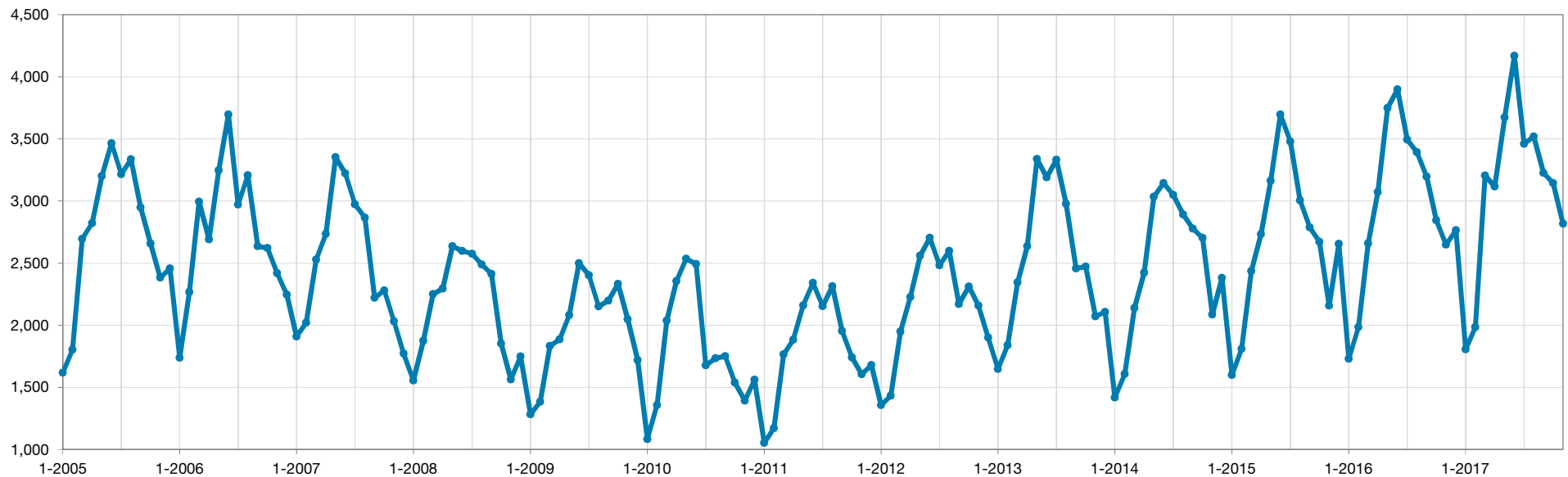
3 Month



November



Historical Closed Sales

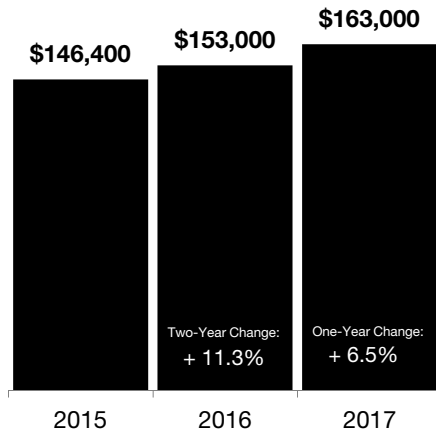


Median Sales Price

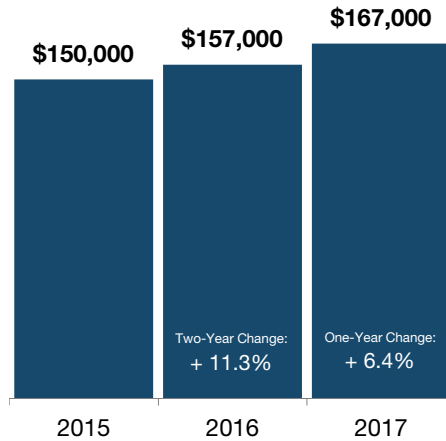
Median price point for all closed sales, not accounting for seller concessions, in a given month.



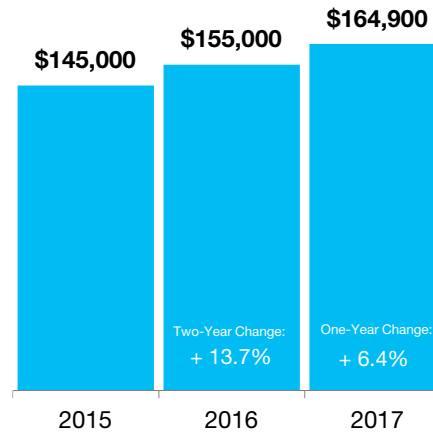
12 Month



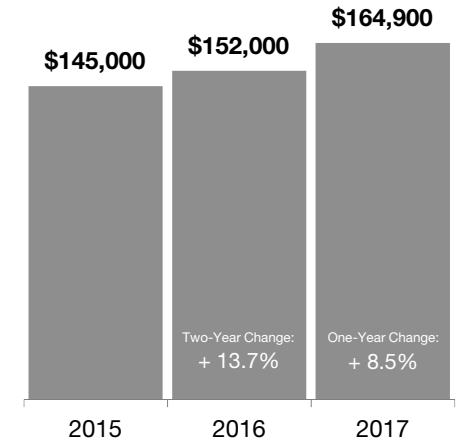
6 Month



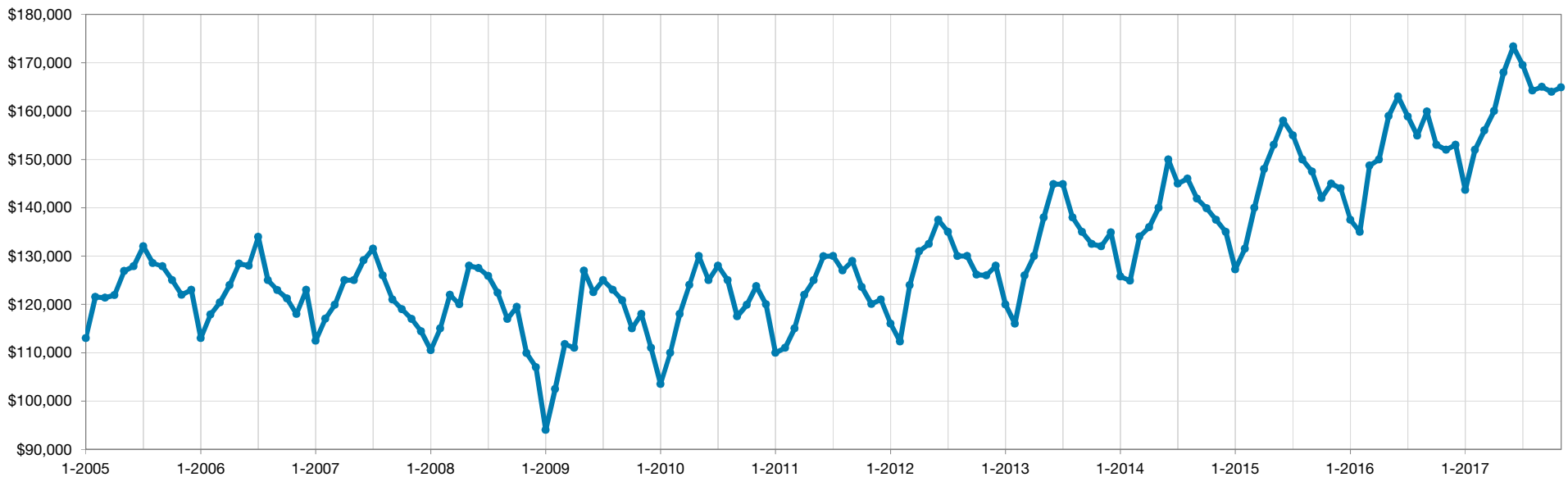
3 Month



November



Historical Median Sales Price

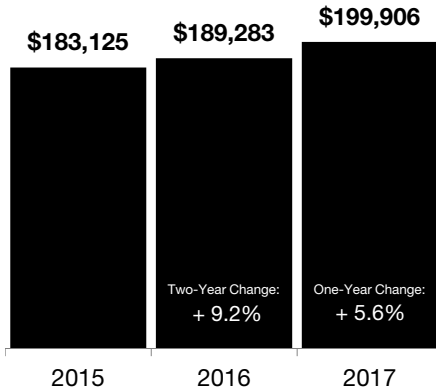


Average Sales Price

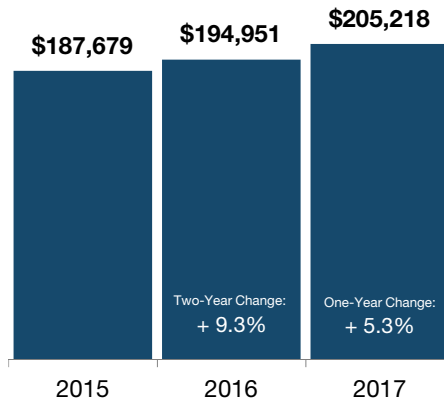
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



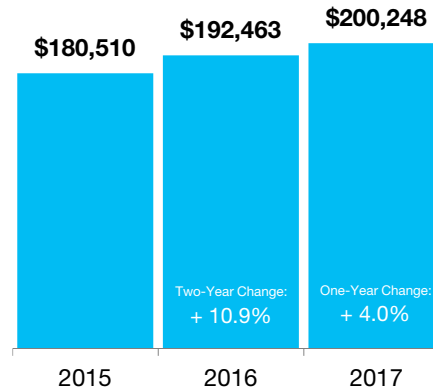
12 Month



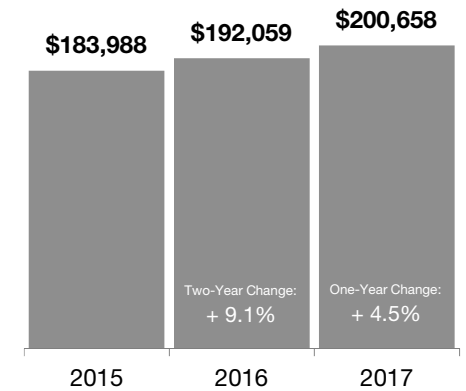
6 Month



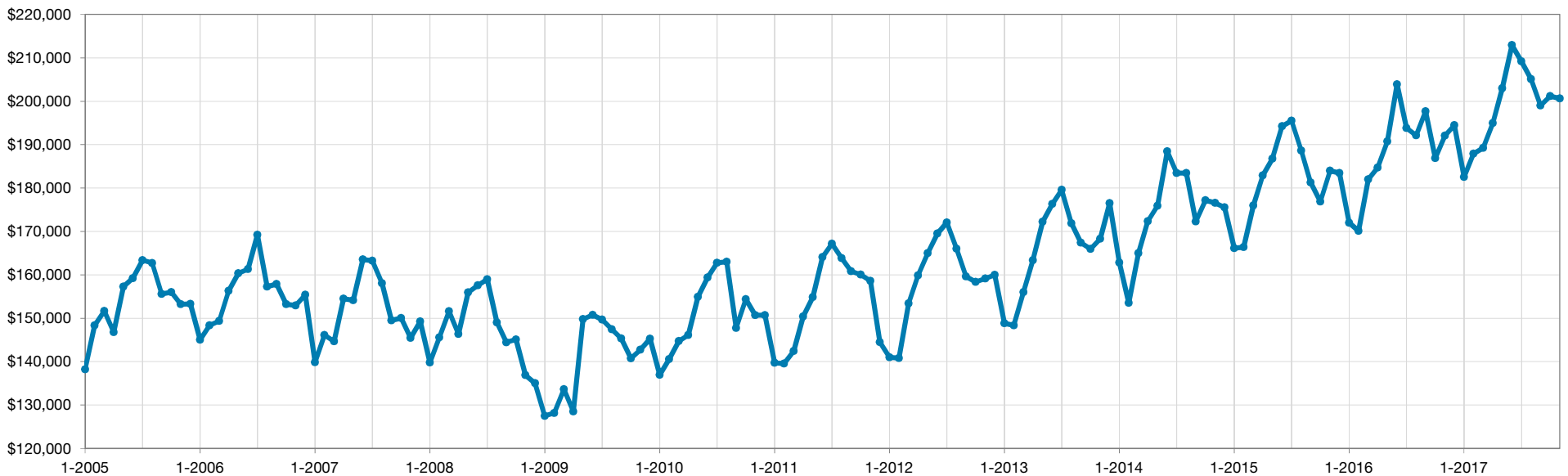
3 Month



November



Historical Average Sales Price

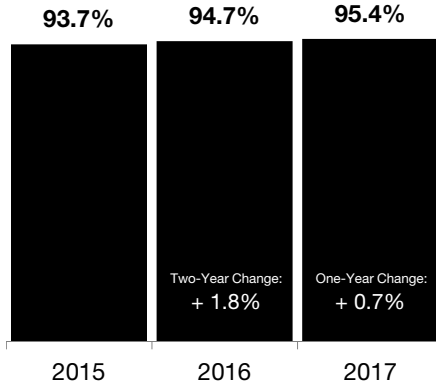


Percent of Original List Price Received

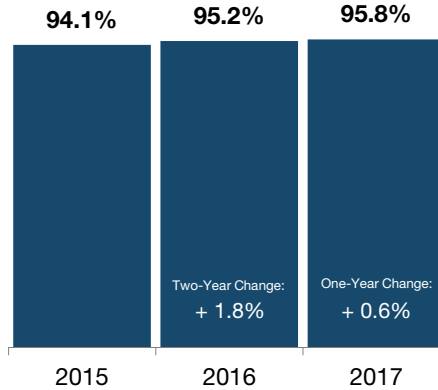
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



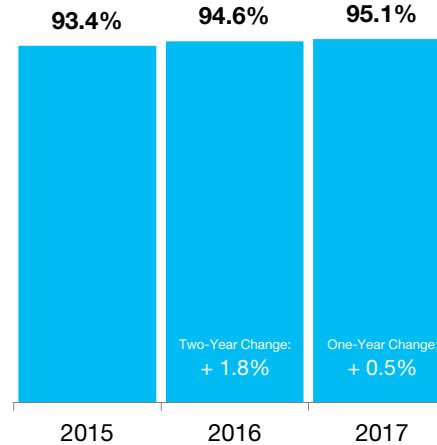
12 Month



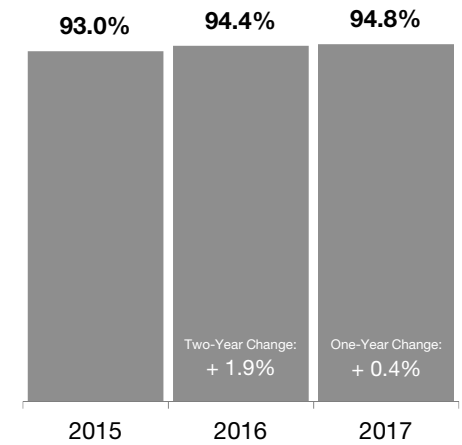
6 Month



3 Month



November



Historical Percent of Original List Price Received

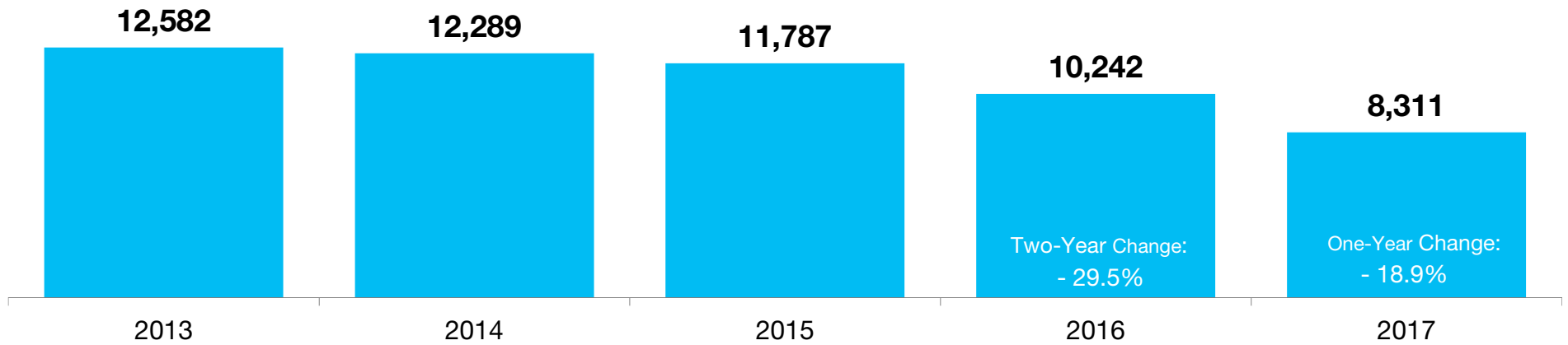


Inventory of Homes for Sale

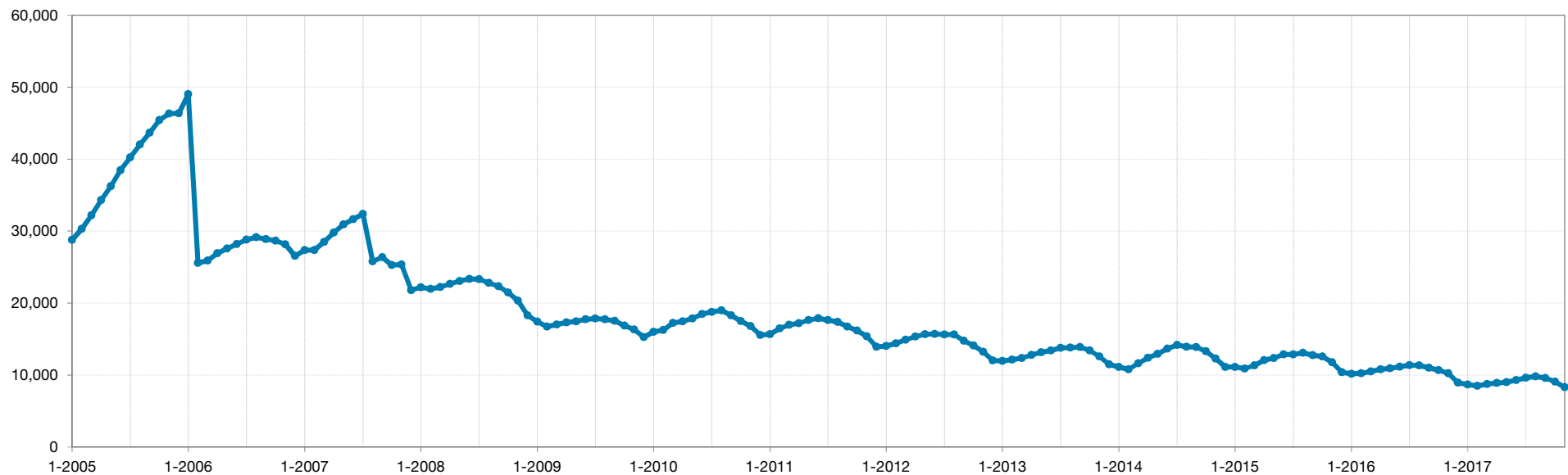
The number of properties available for sale in active status at the end of a given month. There are no rolling figures for Inventory of Homes for Sale because this metric is simply a snapshot frozen in time at the end of each month. It does not add up over a period of months.



November



Historical Inventory of Homes Available

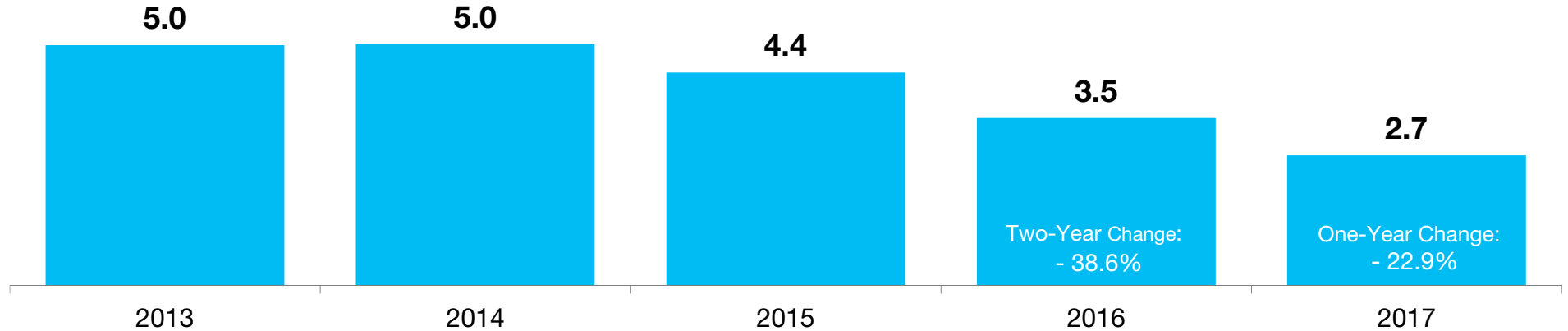


Months Supply of Inventory / Absorption Rate

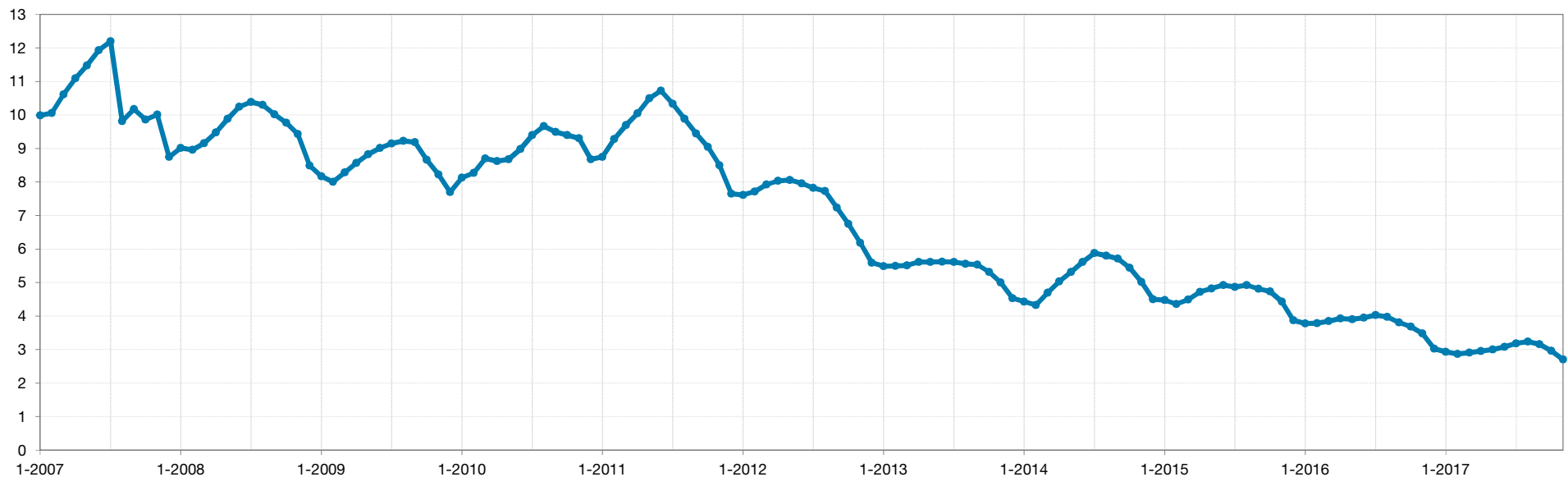
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months. There are no rolling figures for this metric because it is simply a snapshot frozen in time at the end of each month. It does not add up over a period of months.



November



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		
	11-2016	11-2017	Change	11-2016	11-2017	Change
\$75,000 and Below	1,712	1,179	- 31.1%	138	80	- 42.0%
\$75,001 to \$120,000	1,400	905	- 35.4%	174	118	- 32.2%
\$120,001 to \$175,000	1,862	1,271	- 31.7%	148	126	- 14.9%
\$175,001 to \$200,000	622	540	- 13.2%	61	48	- 21.3%
\$200,001 to \$350,000	1,926	1,886	- 2.1%	156	156	0.0%
\$350,001 to \$500,000	988	947	- 4.1%	39	59	+ 51.3%
\$500,001 to \$750,000	588	549	- 6.6%	18	21	+ 16.7%
\$750,001 to \$1,000,000	215	225	+ 4.7%	4	3	- 25.0%
\$1,000,001 and Above	185	191	+ 3.2%	6	7	+ 16.7%
All Price Ranges	9,498	7,693	- 19.0%	744	618	- 16.9%

Compared to Prior Month

By Price Range	Single Family			Condo		
	10-2017	11-2017	Change	10-2017	11-2017	Change
\$75,000 and Below	1,200	1,179	- 1.8%	87	80	- 8.0%
\$75,001 to \$120,000	963	905	- 6.0%	133	118	- 11.3%
\$120,001 to \$175,000	1,440	1,271	- 11.7%	140	126	- 10.0%
\$175,001 to \$200,000	575	540	- 6.1%	47	48	+ 2.1%
\$200,001 to \$350,000	2,116	1,886	- 10.9%	168	156	- 7.1%
\$350,001 to \$500,000	1,044	947	- 9.3%	53	59	+ 11.3%
\$500,001 to \$750,000	606	549	- 9.4%	23	21	- 8.7%
\$750,001 to \$1,000,000	243	225	- 7.4%	5	3	- 40.0%
\$1,000,001 and Above	215	191	- 11.2%	8	7	- 12.5%
All Price Ranges	8,402	7,693	- 8.4%	664	618	- 6.9%

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		
	11-2016	11-2017	Change	11-2016	11-2017	Change
\$75,000 and Below	346	326	- 5.8%	27	25	- 7.4%
\$75,001 to \$120,000	437	368	- 15.8%	61	55	- 9.8%
\$120,001 to \$175,000	632	710	+ 12.3%	42	54	+ 28.6%
\$175,001 to \$200,000	228	249	+ 9.2%	25	19	- 24.0%
\$200,001 to \$350,000	531	652	+ 22.8%	41	38	- 7.3%
\$350,001 to \$500,000	185	203	+ 9.7%	5	8	+ 60.0%
\$500,001 to \$750,000	55	79	+ 43.6%	3	2	- 33.3%
\$750,001 to \$1,000,000	18	18	0.0%	--	--	--
\$1,000,001 and Above	12	10	- 16.7%	1	1	0.0%
All Price Ranges	2,444	2,615	+ 7.0%	205	202	- 1.5%

Compared to Prior Month

By Price Range	Single Family			Condo		
	10-2017	11-2017	Change	10-2017	11-2017	Change
\$75,000 and Below	352	326	- 7.4%	28	25	- 10.7%
\$75,001 to \$120,000	419	368	- 12.2%	49	55	+ 12.2%
\$120,001 to \$175,000	813	710	- 12.7%	59	54	- 8.5%
\$175,001 to \$200,000	283	249	- 12.0%	22	19	- 13.6%
\$200,001 to \$350,000	724	652	- 9.9%	37	38	+ 2.7%
\$350,001 to \$500,000	218	203	- 6.9%	10	8	- 20.0%
\$500,001 to \$750,000	92	79	- 14.1%	--	2	--
\$750,001 to \$1,000,000	21	18	- 14.3%	1	--	--
\$1,000,001 and Above	15	10	- 33.3%	1	1	0.0%
All Price Ranges	2,937	2,615	- 11.0%	207	202	- 2.4%

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	Sep 2017	41,450	42,054	- 1.4%	24,293	24,639	- 1.4%	11,464	11,451	+ 0.1%	3,471	3,479	- 0.2%
	Oct 2017	41,483	41,871	- 0.9%	23,397	23,337	+ 0.3%	10,621	10,451	+ 1.6%	3,140	3,107	+ 1.1%
	Nov 2017	41,360	41,997	- 1.5%	21,630	21,638	- 0.0%	9,107	9,205	- 1.1%	2,496	2,619	- 4.7%
Pending Sales	Sep 2017	32,324	31,303	+ 3.3%	18,526	17,625	+ 5.1%	8,613	8,249	+ 4.4%	2,708	2,598	+ 4.2%
	Oct 2017	32,679	31,201	+ 4.7%	17,947	16,795	+ 6.9%	8,359	7,810	+ 7.0%	2,645	2,290	+ 15.5%
	Nov 2017	32,940	31,151	+ 5.7%	16,916	15,670	+ 8.0%	7,645	6,919	+ 10.5%	2,292	2,031	+ 12.9%
Closed Sales	Sep 2017	35,017	33,579	+ 4.3%	20,356	20,078	+ 1.4%	9,825	9,723	+ 1.0%	3,103	3,074	+ 0.9%
	Oct 2017	35,315	33,674	+ 4.9%	20,388	19,853	+ 2.7%	9,526	9,061	+ 5.1%	3,027	2,729	+ 10.9%
	Nov 2017	35,479	34,115	+ 4.0%	19,584	18,776	+ 4.3%	8,840	8,349	+ 5.9%	2,710	2,546	+ 6.4%
Median Sales Price	Sep 2017	\$161,500	\$151,000	+ 7.0%	\$167,000	\$157,500	+ 6.0%	\$165,500	\$157,500	+ 5.1%	\$164,985	\$159,900	+ 3.2%
	Oct 2017	\$162,500	\$152,500	+ 6.6%	\$168,000	\$158,000	+ 6.3%	\$164,900	\$155,000	+ 6.4%	\$164,900	\$153,000	+ 7.8%
	Nov 2017	\$163,500	\$153,000	+ 6.9%	\$167,325	\$157,500	+ 6.2%	\$165,000	\$155,000	+ 6.5%	\$165,000	\$154,000	+ 7.1%
Average Sales Price	Sep 2017	\$198,740	\$187,866	+ 5.8%	\$205,059	\$194,032	+ 5.7%	\$204,897	\$195,087	+ 5.0%	\$199,102	\$198,302	+ 0.4%
	Oct 2017	\$199,874	\$188,706	+ 5.9%	\$205,970	\$194,570	+ 5.9%	\$202,549	\$193,056	+ 4.9%	\$201,886	\$187,456	+ 7.7%
	Nov 2017	\$200,489	\$189,358	+ 5.9%	\$205,825	\$195,318	+ 5.4%	\$200,919	\$193,291	+ 3.9%	\$201,926	\$193,432	+ 4.4%
Pct. of Original List Price Received at Sale	Sep 2017	95.3%	94.6%	+ 0.7%	96.1%	95.5%	+ 0.6%	95.9%	95.4%	+ 0.5%	95.5%	95.0%	+ 0.5%
	Oct 2017	95.4%	94.6%	+ 0.8%	96.0%	95.5%	+ 0.5%	95.5%	95.0%	+ 0.5%	95.2%	94.4%	+ 0.8%
	Nov 2017	95.4%	94.7%	+ 0.7%	95.8%	95.3%	+ 0.5%	95.2%	94.6%	+ 0.6%	94.9%	94.4%	+ 0.5%
Total Active Listings Available at Month End	Sep 2017										9,198	10,560	- 12.9%
	Oct 2017										8,709	10,275	- 15.2%
	Nov 2017										7,976	9,828	- 18.8%
Months Supply of Inventory / Absorption Rate	Sep 2017										3.2	3.8	- 15.8%
	Oct 2017										3.0	3.7	- 18.9%
	Nov 2017										2.7	3.5	- 22.9%

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 – November 2017

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



Bartholomew County

- 15.2%

- 4.8%

+ 2.6%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Sep through Nov

November

	2016	2017	+ / -	2016	2017	+ / -
New Listings	326	274	- 16.0%	99	84	- 15.2%
Closed Sales	274	281	+ 2.6%	84	80	- 4.8%
Median Sales Price*	\$170,000	\$169,250	- 0.4%	\$153,063	\$157,000	+ 2.6%
Average Sales Price*	\$193,285	\$202,498	+ 4.8%	\$172,388	\$186,092	+ 7.9%
Percent of Original List Price Received at Sale*	94.8%	94.5%	- 0.3%	94.2%	94.2%	+ 0.0%
Absorption Rate				2.8	2.9	+ 3.1%
Single-Family Detached Inventory				330	276	- 16.4%
Townhouse-Condo Inventory				7	10	+ 42.9%

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.

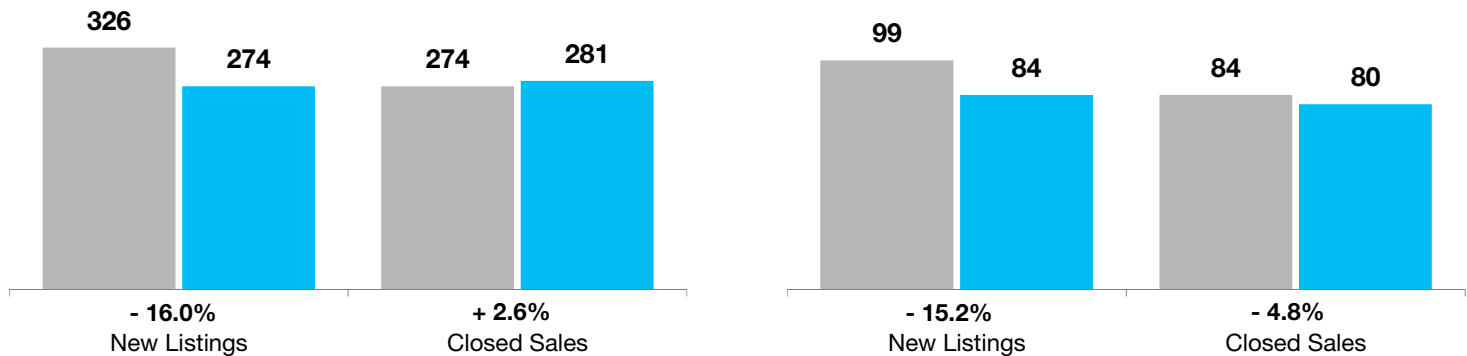
* Does not account for seller concessions. | + / - by month may look extreme due to small sample size. | Totals rounded to whole number or tenth of a percent; rounding error may occur.

Sep through Nov

■ 2016 ■ 2017

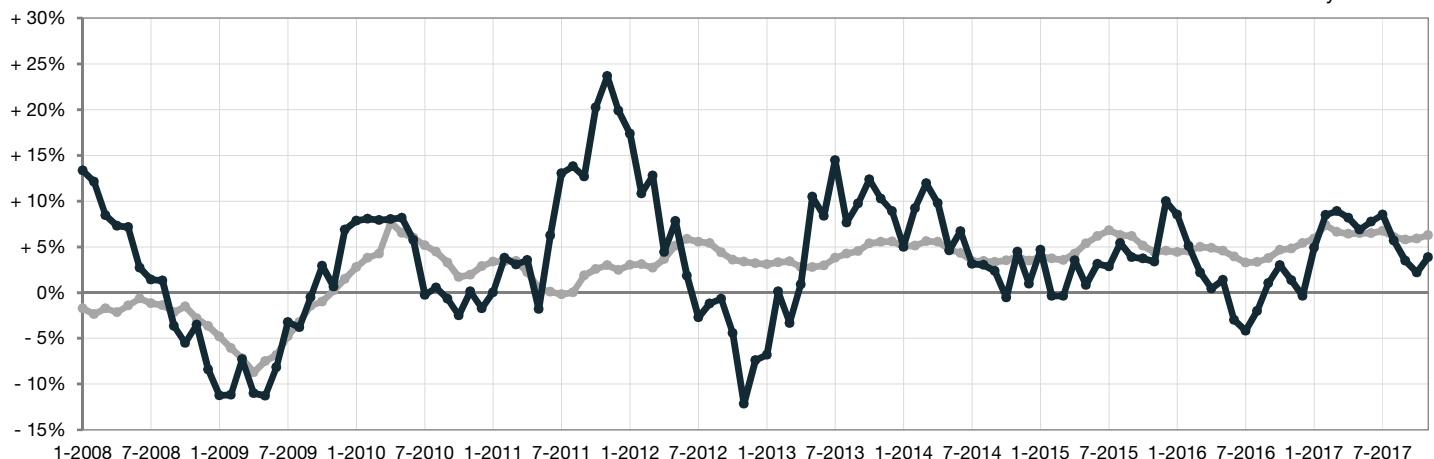
November

■ 2016 ■ 2017



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

Indianapolis Metro Area —
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. | Data obtained from the Broker Listing Cooperative® (BLC®). Provided by the MIBOR REALTOR® Association and Multiple Listing Service. Report © 2017 ShowingTime.

Local Market Update – November 2017

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



Boone County

- 17.2% **+ 11.8%** **+ 5.9%**

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Sep through Nov

November

	2016	2017	+ / -	2016	2017	+ / -
New Listings	336	319	- 5.1%	99	82	- 17.2%
Closed Sales	308	302	- 1.9%	85	95	+ 11.8%
Median Sales Price*	\$225,540	\$239,250	+ 6.1%	\$209,500	\$221,863	+ 5.9%
Average Sales Price*	\$296,165	\$296,347	+ 0.1%	\$268,699	\$293,857	+ 9.4%
Percent of Original List Price Received at Sale*	94.6%	94.0%	- 0.5%	95.1%	93.0%	- 2.2%
Absorption Rate				3.5	3.0	- 13.8%
Single-Family Detached Inventory				346	294	- 15.0%
Townhouse-Condo Inventory				13	12	- 7.7%

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.

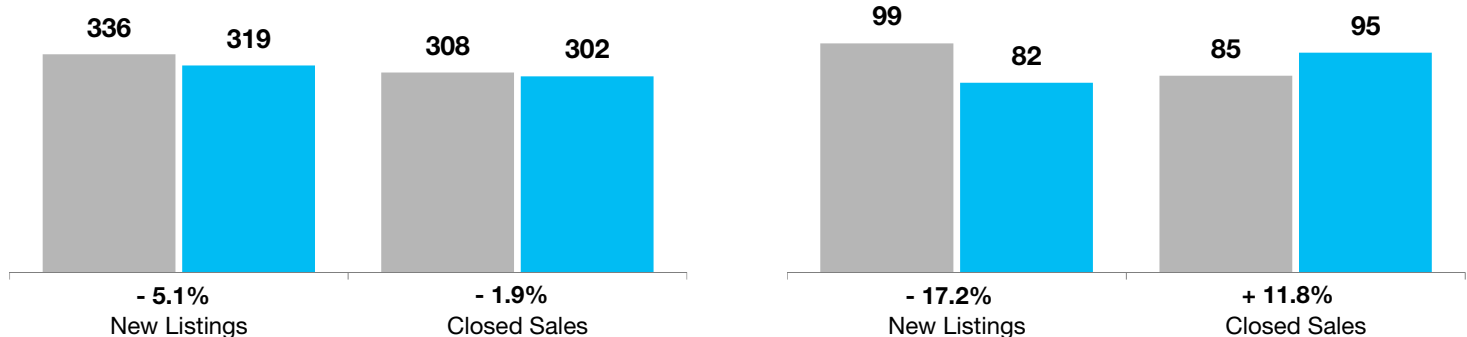
* Does not account for seller concessions. | + / - by month may look extreme due to small sample size. | Totals rounded to whole number or tenth of a percent; rounding error may occur.

Sep through Nov

■ 2016 ■ 2017

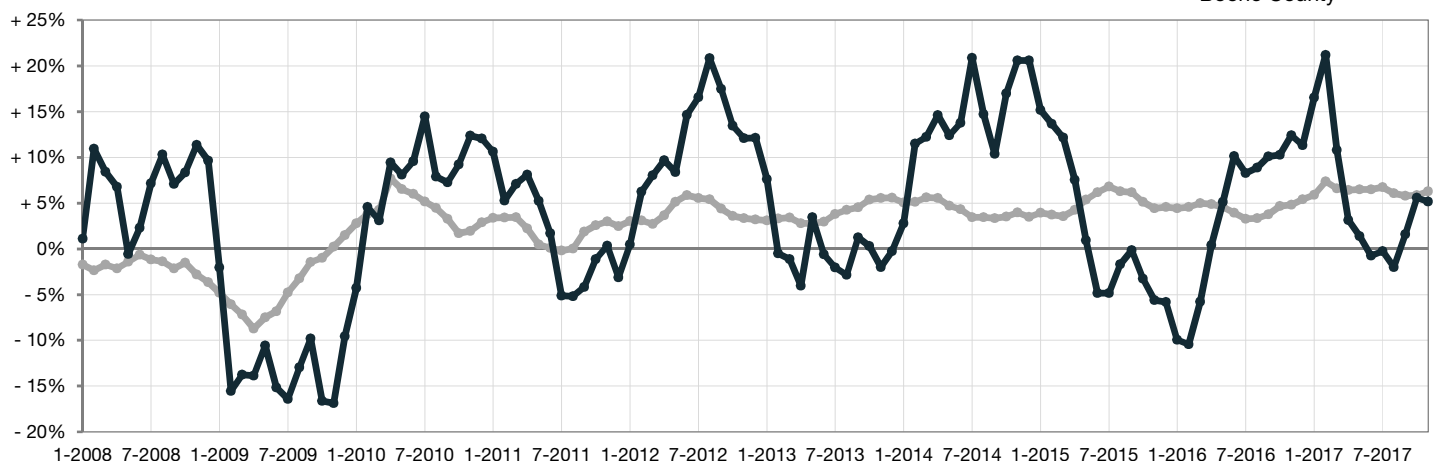
November

■ 2016 ■ 2017



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

Indianapolis Metro Area —
Boone County —



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Local Market Update – November 2017

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



Brown County

- 39.1%

- 8.7%

+ 9.2%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Sep through Nov

November

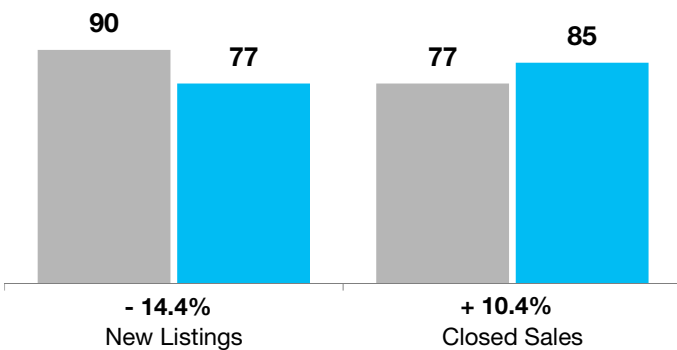
	2016	2017	+ / -	2016	2017	+ / -
New Listings	90	77	- 14.4%	23	14	- 39.1%
Closed Sales	77	85	+ 10.4%	23	21	- 8.7%
Median Sales Price*	\$185,000	\$195,500	+ 5.7%	\$185,000	\$202,000	+ 9.2%
Average Sales Price*	\$209,362	\$238,239	+ 13.8%	\$238,599	\$274,915	+ 15.2%
Percent of Original List Price Received at Sale*	90.0%	92.0%	+ 2.3%	92.6%	90.6%	- 2.2%
Absorption Rate				10.5	8.8	- 15.6%
Single-Family Detached Inventory				251	224	- 10.8%
Townhouse-Condo Inventory				6	1	- 83.3%

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.

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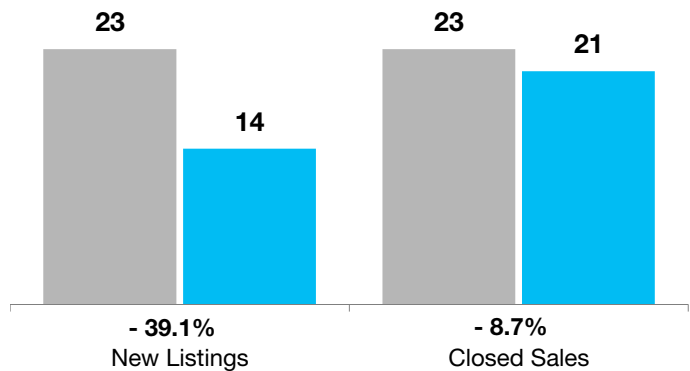
Sep through Nov

■ 2016 ■ 2017



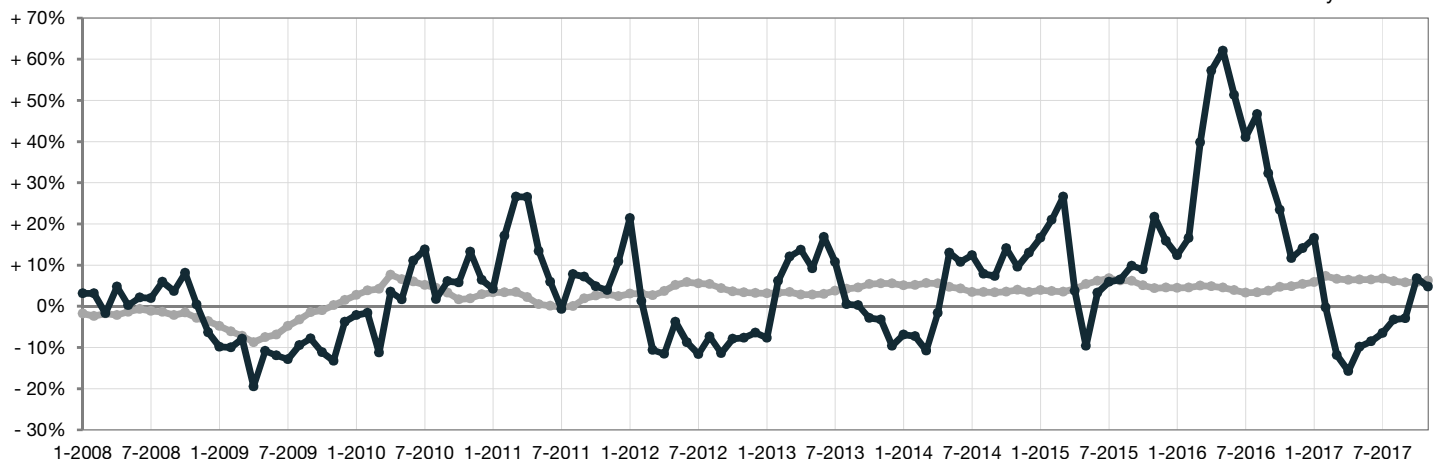
November

■ 2016 ■ 2017



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

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



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Local Market Update – November 2017

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+ 7.7%

- 29.0%

+ 47.0%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Decatur County

Sep through Nov

November

	2016	2017	+ / -	2016	2017	+ / -
New Listings	80	94	+ 17.5%	26	28	+ 7.7%
Closed Sales	71	62	- 12.7%	31	22	- 29.0%
Median Sales Price*	\$112,250	\$132,950	+ 18.4%	\$88,750	\$130,450	+ 47.0%
Average Sales Price*	\$139,578	\$150,972	+ 8.2%	\$118,317	\$138,982	+ 17.5%
Percent of Original List Price Received at Sale*	89.1%	92.3%	+ 3.6%	90.4%	93.4%	+ 3.3%
Absorption Rate				5.7	4.5	- 21.3%
Single-Family Detached Inventory				123	101	- 17.9%
Townhouse-Condo Inventory				0	4	--

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.

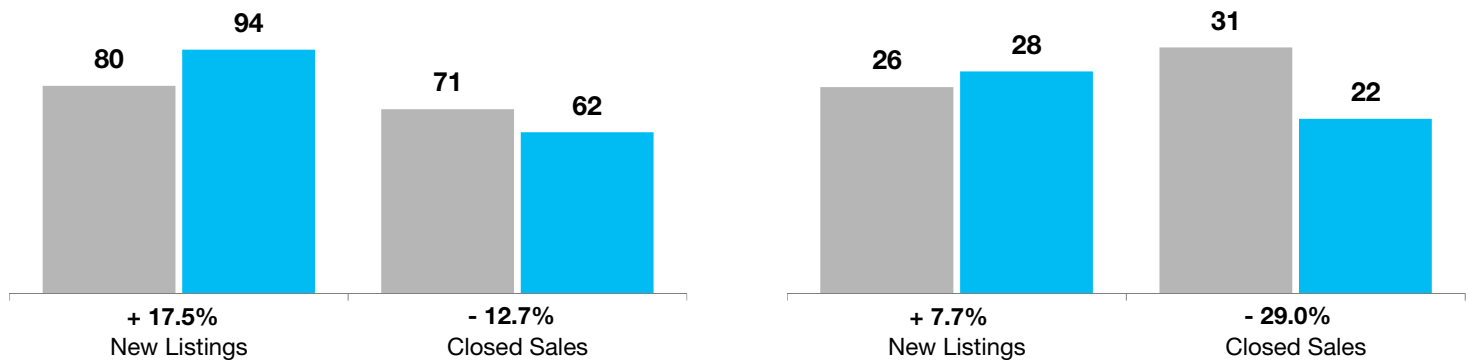
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Sep through Nov

■ 2016 ■ 2017

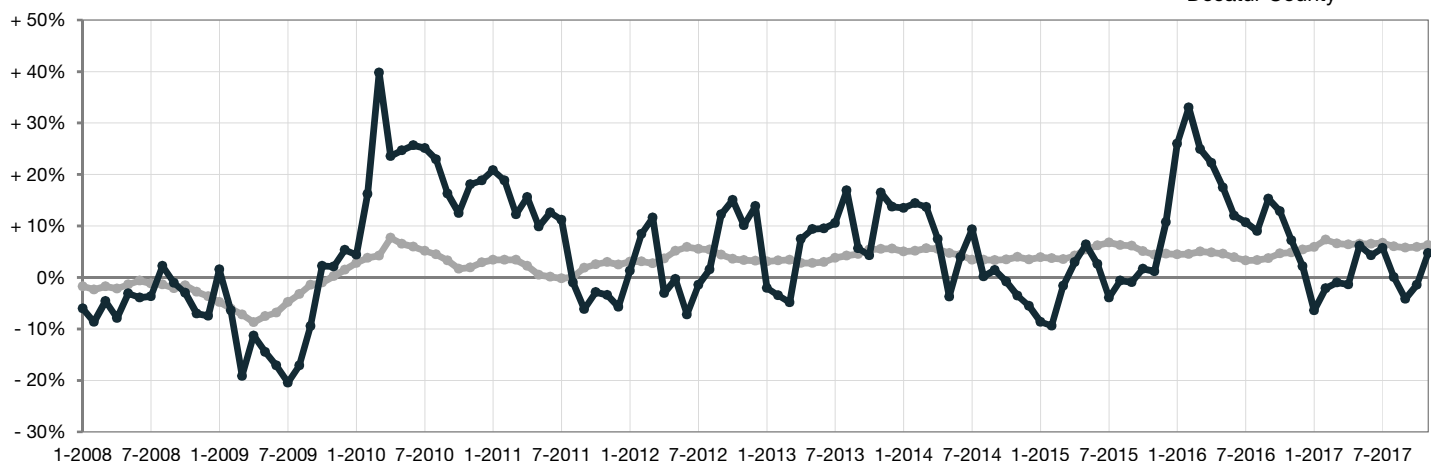
November

■ 2016 ■ 2017



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

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



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Local Market Update – November 2017

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- 10.9%

- 1.3%

+ 6.9%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Hamilton County

Sep through Nov

November

	2016	2017	+ / -	2016	2017	+ / -
New Listings	1,752	1,721	- 1.8%	485	432	- 10.9%
Closed Sales	1,680	1,656	- 1.4%	530	523	- 1.3%
Median Sales Price*	\$239,900	\$248,500	+ 3.6%	\$238,000	\$254,500	+ 6.9%
Average Sales Price*	\$291,147	\$296,196	+ 1.7%	\$292,361	\$295,598	+ 1.1%
Percent of Original List Price Received at Sale*	96.0%	96.3%	+ 0.4%	95.7%	96.1%	+ 0.4%
Absorption Rate				3.0	2.7	- 10.0%
Single-Family Detached Inventory				1,612	1,487	- 7.8%
Townhouse-Condo Inventory				149	118	- 20.8%

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.

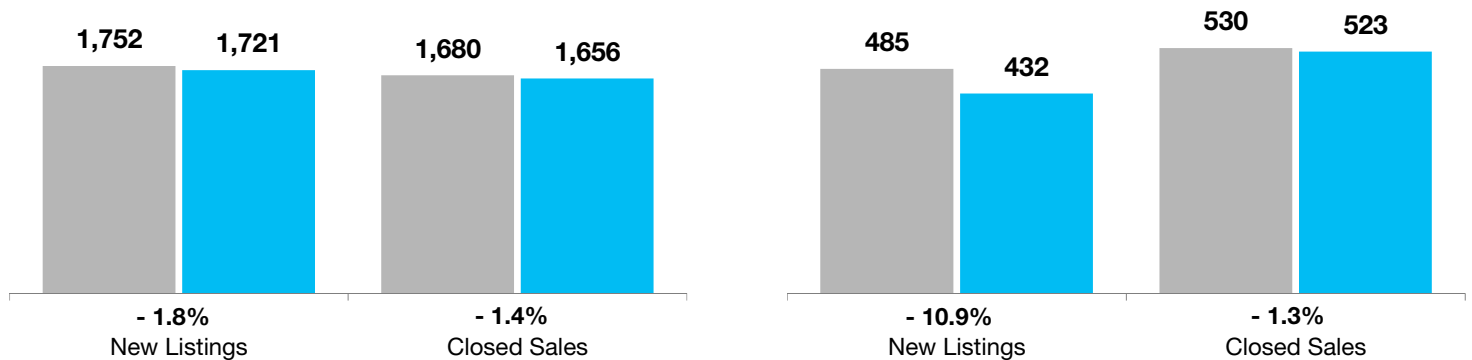
* Does not account for seller concessions. | + / - by month may look extreme due to small sample size. | Totals rounded to whole number or tenth of a percent; rounding error may occur.

Sep through Nov

■ 2016 ■ 2017

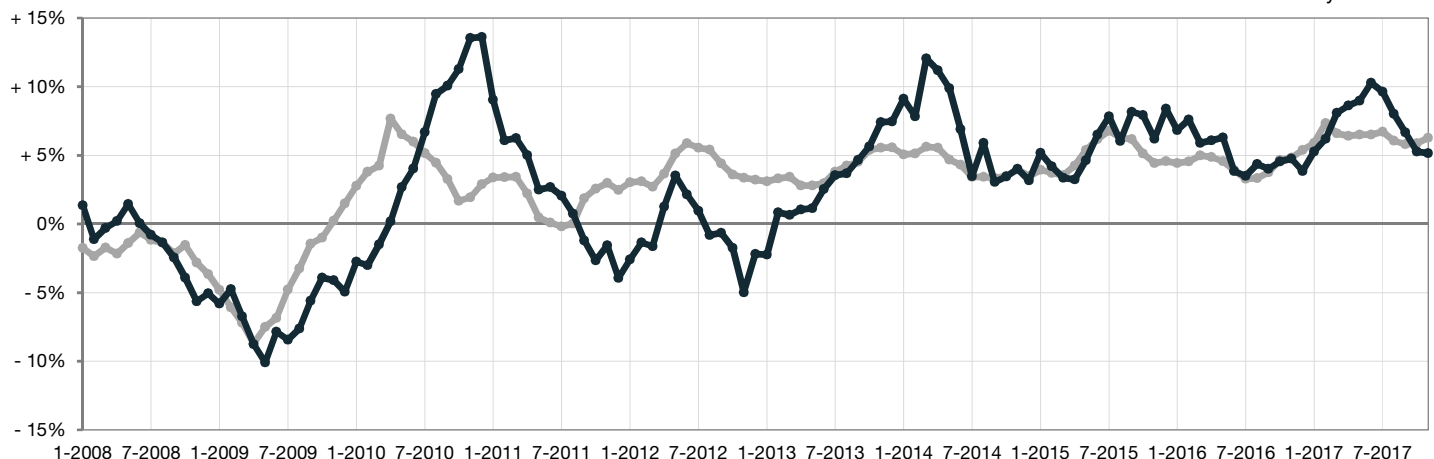
November

■ 2016 ■ 2017



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

Indianapolis Metro Area —
Hamilton County —



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Local Market Update – November 2017

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+ 13.8%

0.0%

+ 12.9%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Hancock County

Sep through Nov

November

	2016	2017	+ / -	2016	2017	+ / -
New Listings	360	354	- 1.7%	94	107	+ 13.8%
Closed Sales	340	367	+ 7.9%	103	103	0.0%
Median Sales Price*	\$159,000	\$177,900	+ 11.9%	\$155,000	\$175,000	+ 12.9%
Average Sales Price*	\$175,552	\$195,164	+ 11.2%	\$170,138	\$198,473	+ 16.7%
Percent of Original List Price Received at Sale*	94.4%	96.0%	+ 1.7%	95.2%	96.3%	+ 1.2%
Absorption Rate				3.2	2.5	- 20.7%
Single-Family Detached Inventory				342	277	- 19.0%
Townhouse-Condo Inventory				10	10	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.

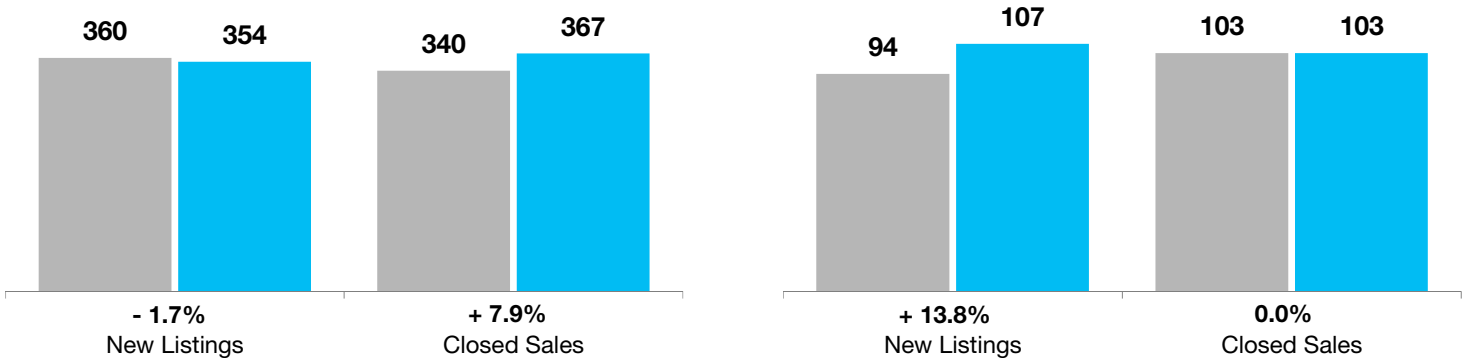
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Sep through Nov

■ 2016 ■ 2017

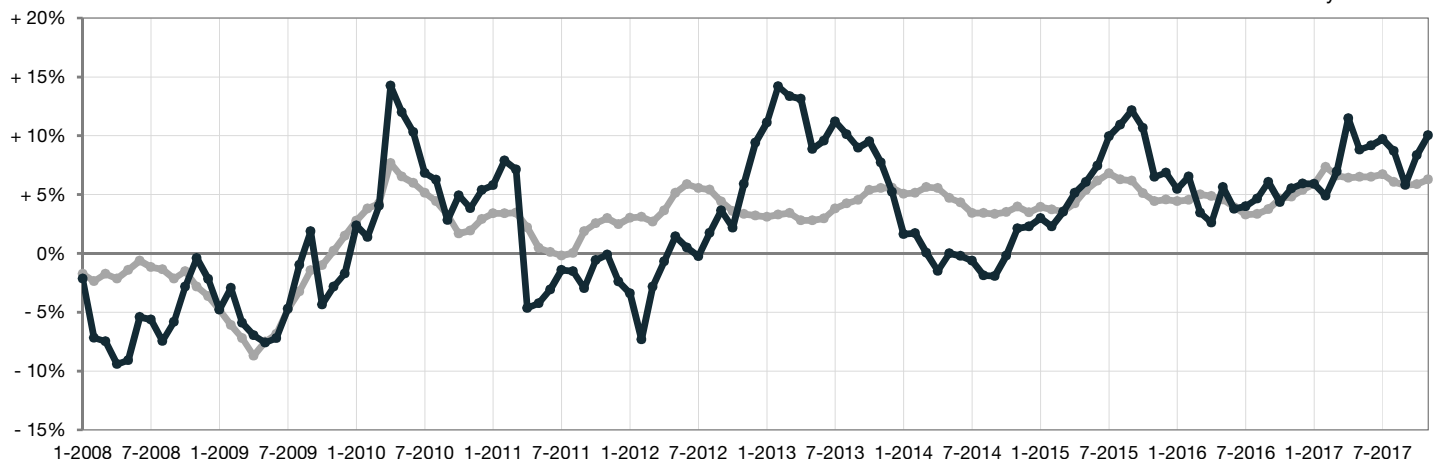
November

■ 2016 ■ 2017



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

Indianapolis Metro Area —
Hancock County —



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Local Market Update – November 2017

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+ 1.9%

- 8.6%

+ 1.0%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Hendricks County

Sep through Nov

November

	2016	2017	+ / -	2016	2017	+ / -
New Listings	790	765	- 3.2%	212	216	+ 1.9%
Closed Sales	726	783	+ 7.9%	222	203	- 8.6%
Median Sales Price*	\$176,750	\$187,500	+ 6.1%	\$180,000	\$181,875	+ 1.0%
Average Sales Price*	\$197,590	\$211,064	+ 6.8%	\$203,329	\$207,993	+ 2.3%
Percent of Original List Price Received at Sale*	96.0%	96.5%	+ 0.5%	95.3%	96.2%	+ 1.0%
Absorption Rate				2.9	2.3	- 19.7%
Single-Family Detached Inventory				679	562	- 17.2%
Townhouse-Condo Inventory				34	48	+ 41.2%

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.

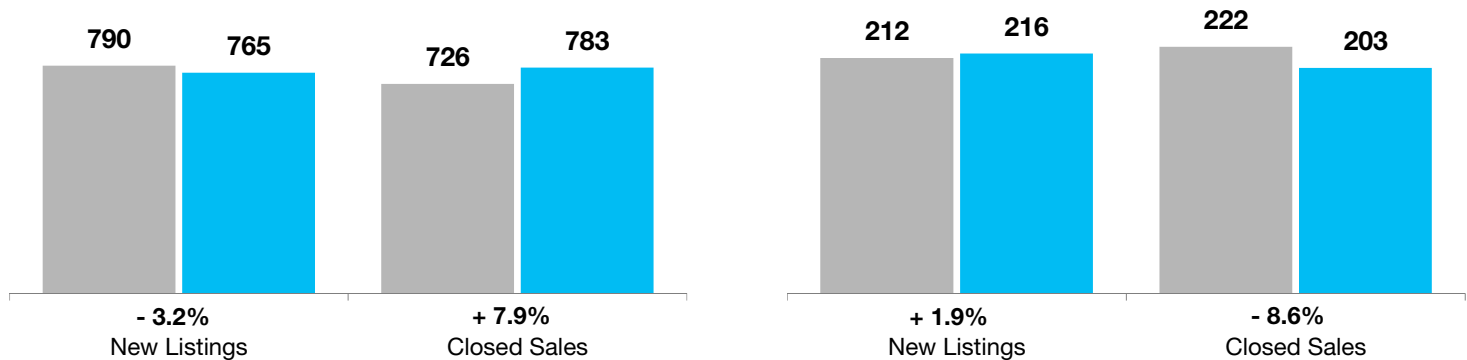
* Does not account for seller concessions. | + / - by month may look extreme due to small sample size. | Totals rounded to whole number or tenth of a percent; rounding error may occur.

Sep through Nov

■ 2016 ■ 2017

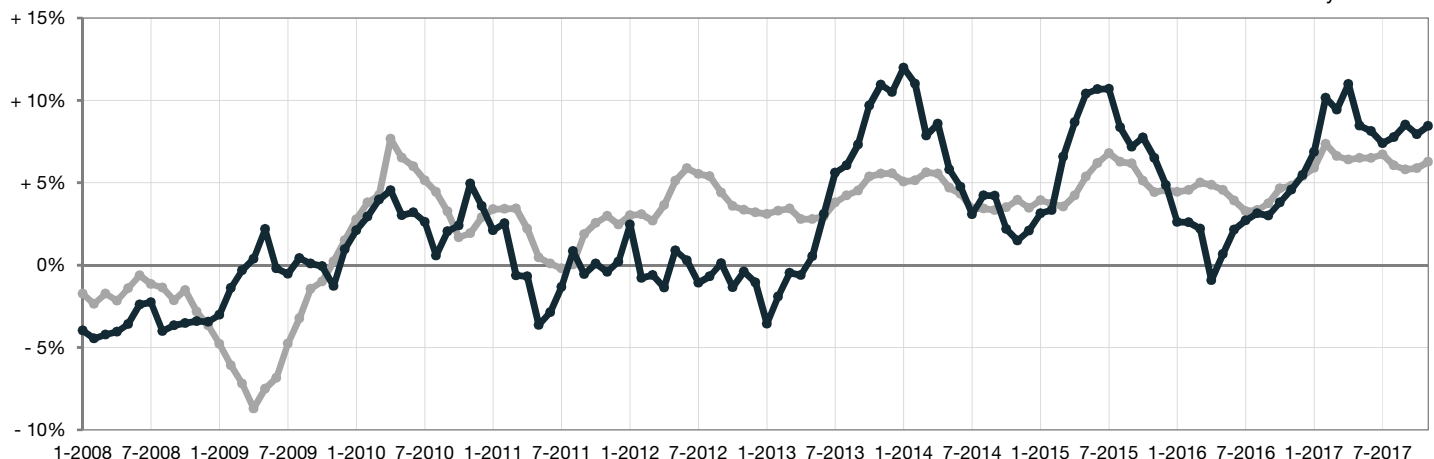
November

■ 2016 ■ 2017



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

Indianapolis Metro Area —
Hendricks County —



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Local Market Update – November 2017

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- 48.0% **+ 42.1%** **+ 1.5%**

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Jennings County

Sep through Nov

November

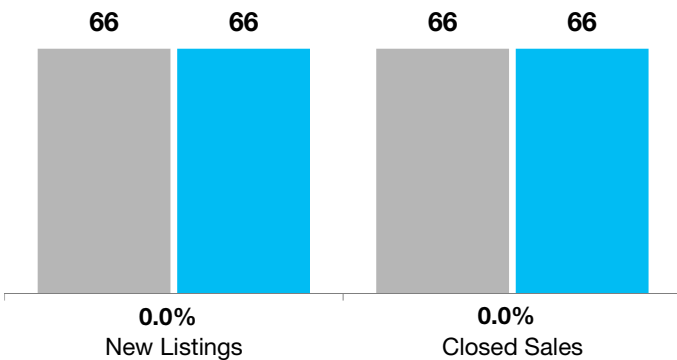
	2016	2017	+ / -	2016	2017	+ / -
New Listings	66	66	0.0%	25	13	- 48.0%
Closed Sales	66	66	0.0%	19	27	+ 42.1%
Median Sales Price*	\$80,000	\$95,000	+ 18.8%	\$104,900	\$106,500	+ 1.5%
Average Sales Price*	\$85,951	\$100,240	+ 16.6%	\$96,147	\$114,154	+ 18.7%
Percent of Original List Price Received at Sale*	90.8%	91.5%	+ 0.8%	91.2%	91.3%	+ 0.1%
Absorption Rate				5.5	2.6	- 52.3%
Single-Family Detached Inventory				77	49	- 36.4%
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.

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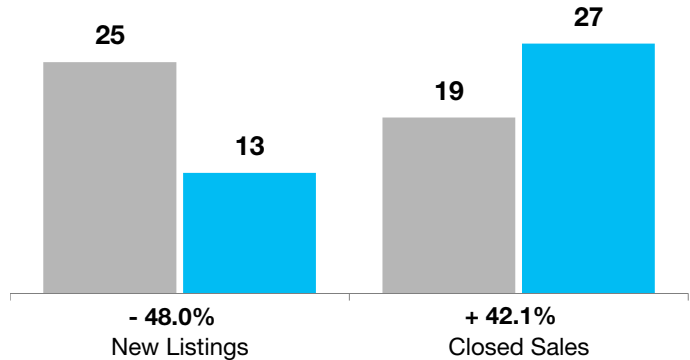
Sep through Nov

■ 2016 ■ 2017



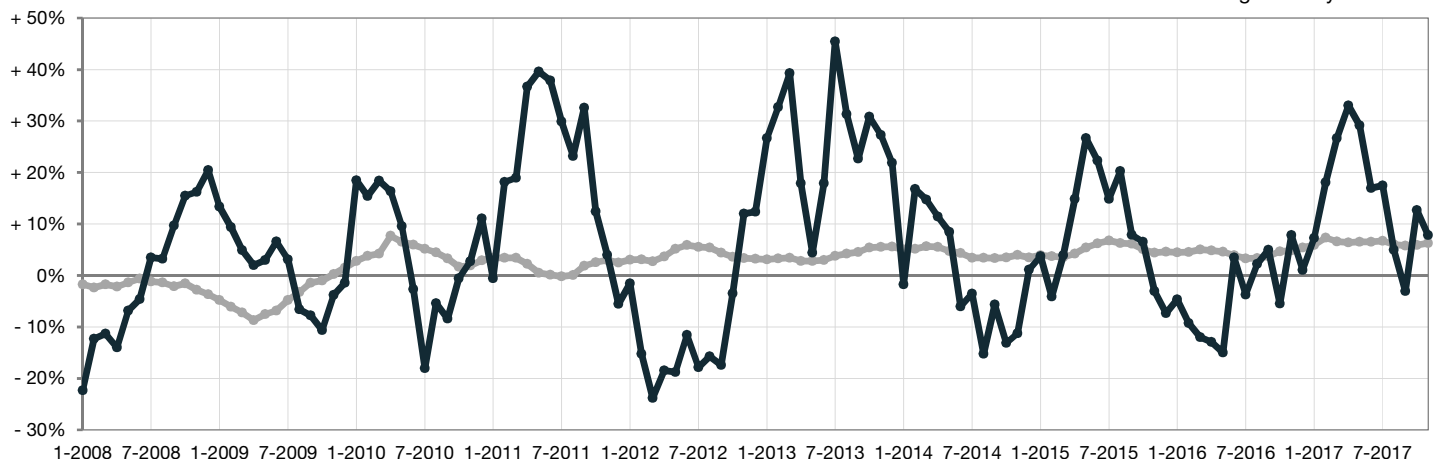
November

■ 2016 ■ 2017



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 – November 2017

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+ 9.8%

+ 24.6%

+ 23.6%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Johnson County

Sep through Nov

November

	2016	2017	+ / -	2016	2017	+ / -
New Listings	734	725	- 1.2%	205	225	+ 9.8%
Closed Sales	662	730	+ 10.3%	199	248	+ 24.6%
Median Sales Price*	\$150,000	\$169,000	+ 12.7%	\$142,000	\$175,450	+ 23.6%
Average Sales Price*	\$176,230	\$197,454	+ 12.0%	\$166,896	\$200,209	+ 20.0%
Percent of Original List Price Received at Sale*	96.1%	96.3%	+ 0.3%	95.9%	95.7%	- 0.2%
Absorption Rate				3.0	2.4	- 20.2%
Single-Family Detached Inventory				675	543	- 19.6%
Townhouse-Condo Inventory				28	22	- 21.4%

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.

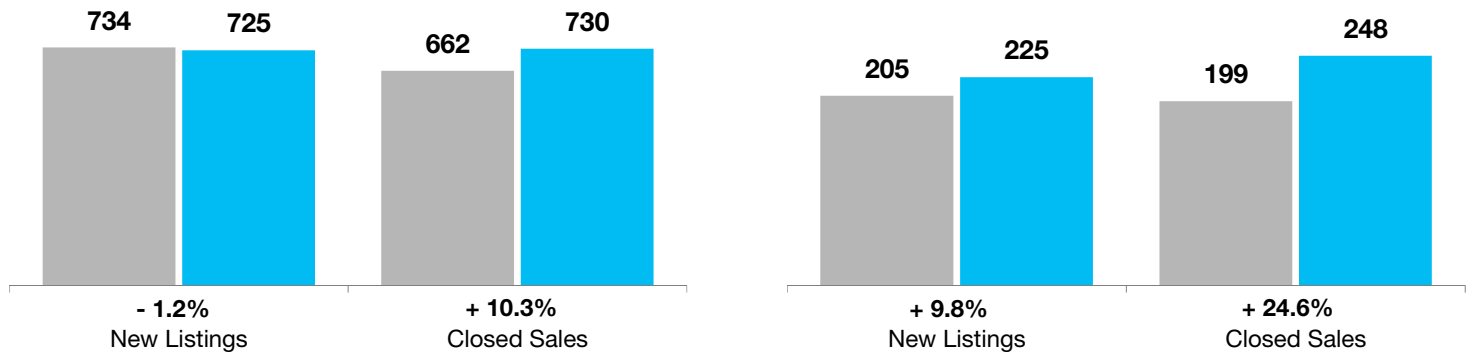
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Sep through Nov

■ 2016 ■ 2017

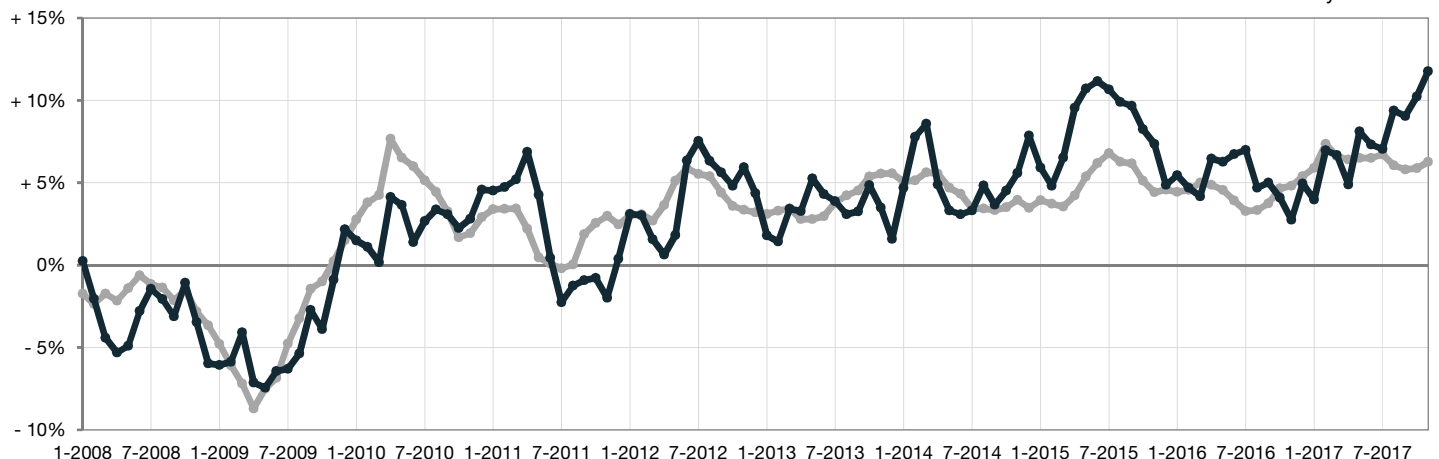
November

■ 2016 ■ 2017



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

Indianapolis Metro Area —
Johnson County —



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Local Market Update – November 2017

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- 9.9%

- 19.7%

- 1.8%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Madison County

Sep through Nov

November

	2016	2017	+ / -	2016	2017	+ / -
New Listings	498	454	- 8.8%	151	136	- 9.9%
Closed Sales	433	404	- 6.7%	157	126	- 19.7%
Median Sales Price*	\$96,000	\$100,500	+ 4.7%	\$95,000	\$93,250	- 1.8%
Average Sales Price*	\$113,775	\$115,799	+ 1.8%	\$121,721	\$105,020	- 13.7%
Percent of Original List Price Received at Sale*	91.8%	93.0%	+ 1.3%	91.6%	92.6%	+ 1.1%
Absorption Rate				4.6	3.1	- 31.2%
Single-Family Detached Inventory				573	418	- 27.1%
Townhouse-Condo Inventory				25	17	- 32.0%

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.

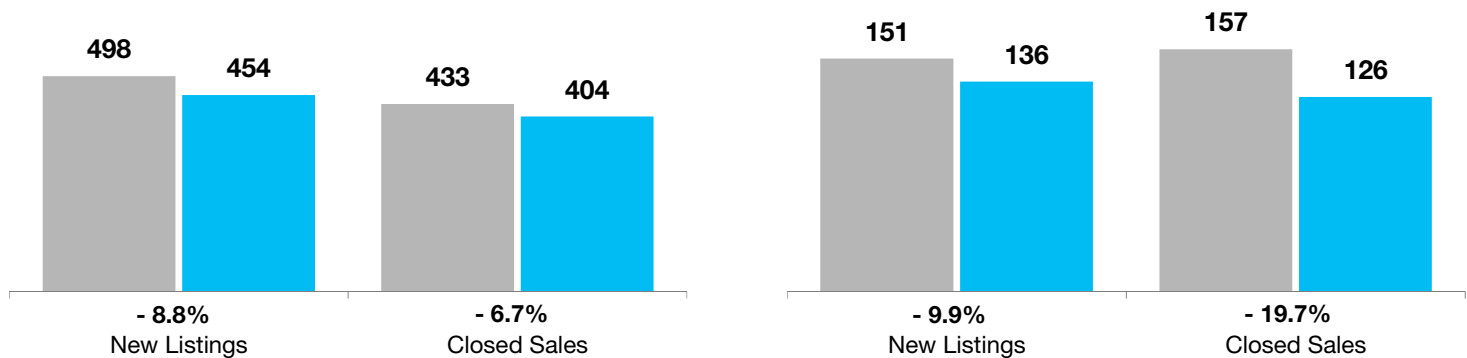
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Sep through Nov

■ 2016 ■ 2017

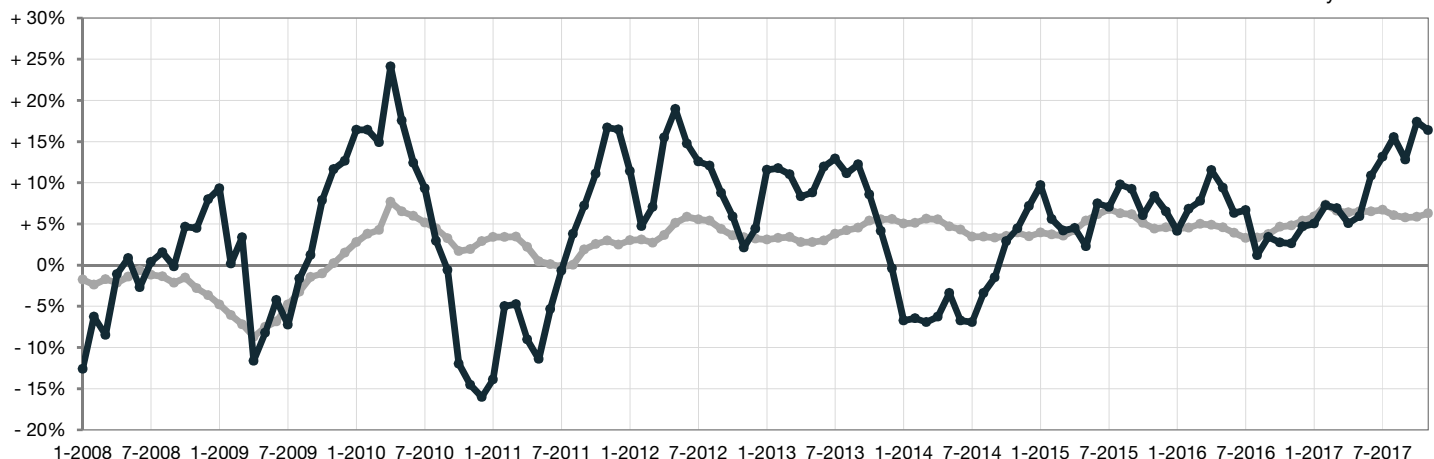
November

■ 2016 ■ 2017



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

Indianapolis Metro Area —
Madison County —



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Local Market Update – November 2017

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- 3.3%

+ 11.8%

+ 9.3%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Marion County

Sep through Nov

November

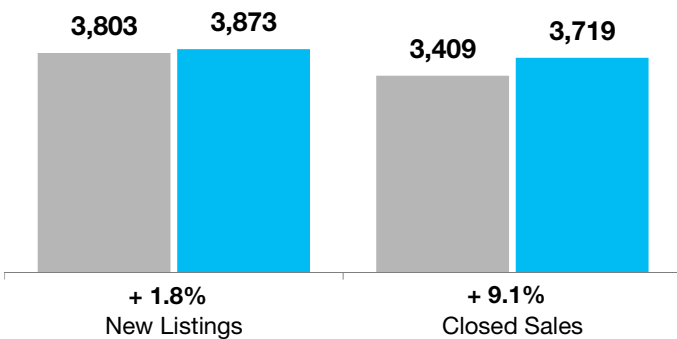
	2016	2017	+ / -	2016	2017	+ / -
New Listings	3,803	3,873	+ 1.8%	1,090	1,054	- 3.3%
Closed Sales	3,409	3,719	+ 9.1%	1,019	1,139	+ 11.8%
Median Sales Price*	\$128,700	\$138,000	+ 7.2%	\$126,250	\$138,000	+ 9.3%
Average Sales Price*	\$158,442	\$166,500	+ 5.1%	\$159,483	\$170,437	+ 6.9%
Percent of Original List Price Received at Sale*	94.2%	94.6%	+ 0.4%	93.9%	94.4%	+ 0.5%
Absorption Rate				3.4	2.5	- 26.1%
Single-Family Detached Inventory				3,595	2,808	- 21.9%
Townhouse-Condo Inventory				441	347	- 21.3%

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.

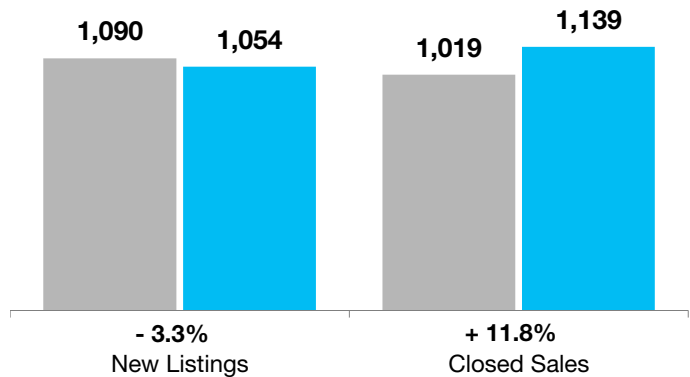
Sep through Nov

■ 2016 ■ 2017



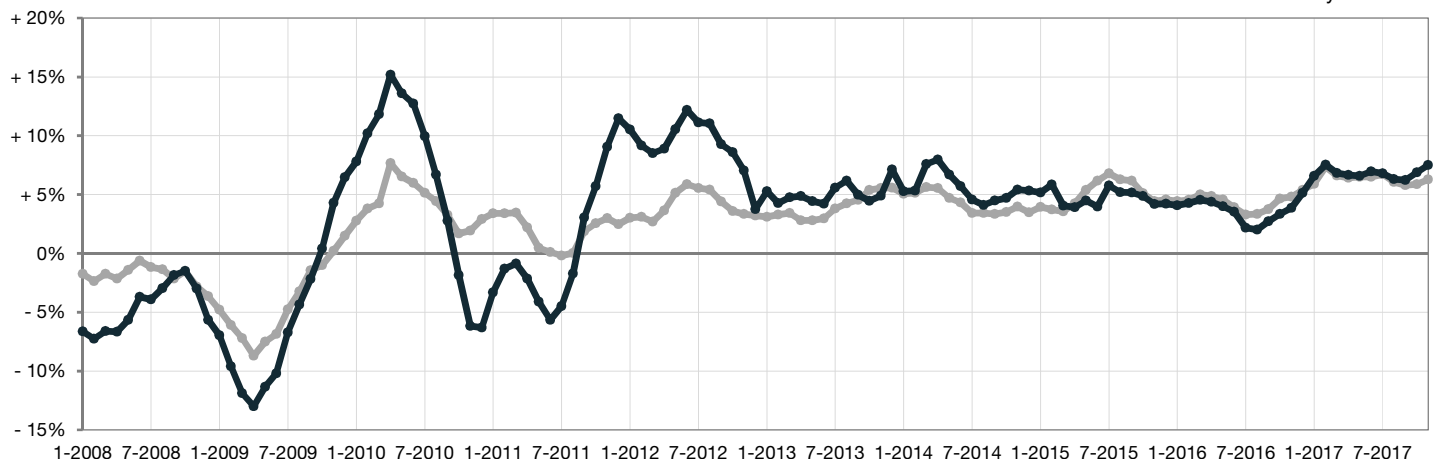
November

■ 2016 ■ 2017



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

Indianapolis Metro Area —
Marion 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. | Data obtained from the Broker Listing Cooperative® (BLC®). Provided by the MIBOR REALTOR® Association and Multiple Listing Service. Report © 2017 ShowingTime.

Local Market Update – November 2017

A RESEARCH TOOL PROVIDED BY THE MIBOR REALTOR® ASSOCIATION



+ 34.3% **+ 33.3%** **+ 0.9%**

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Montgomery County

Sep through Nov

November

	2016	2017	+ / -	2016	2017	+ / -
New Listings	157	163	+ 3.8%	35	47	+ 34.3%
Closed Sales	130	157	+ 20.8%	39	52	+ 33.3%
Median Sales Price*	\$116,500	\$119,500	+ 2.6%	\$117,900	\$119,000	+ 0.9%
Average Sales Price*	\$127,059	\$134,069	+ 5.5%	\$127,720	\$137,180	+ 7.4%
Percent of Original List Price Received at Sale*	93.6%	94.1%	+ 0.5%	93.1%	94.5%	+ 1.6%
Absorption Rate				4.7	3.1	- 33.7%
Single-Family Detached Inventory				191	135	- 29.3%
Townhouse-Condo Inventory				8	2	- 75.0%

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.

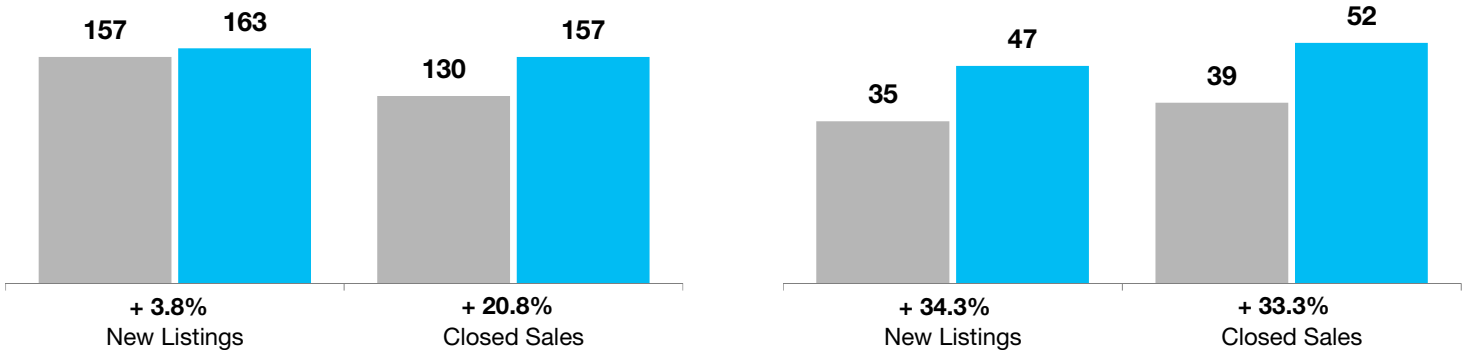
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Sep through Nov

■ 2016 ■ 2017

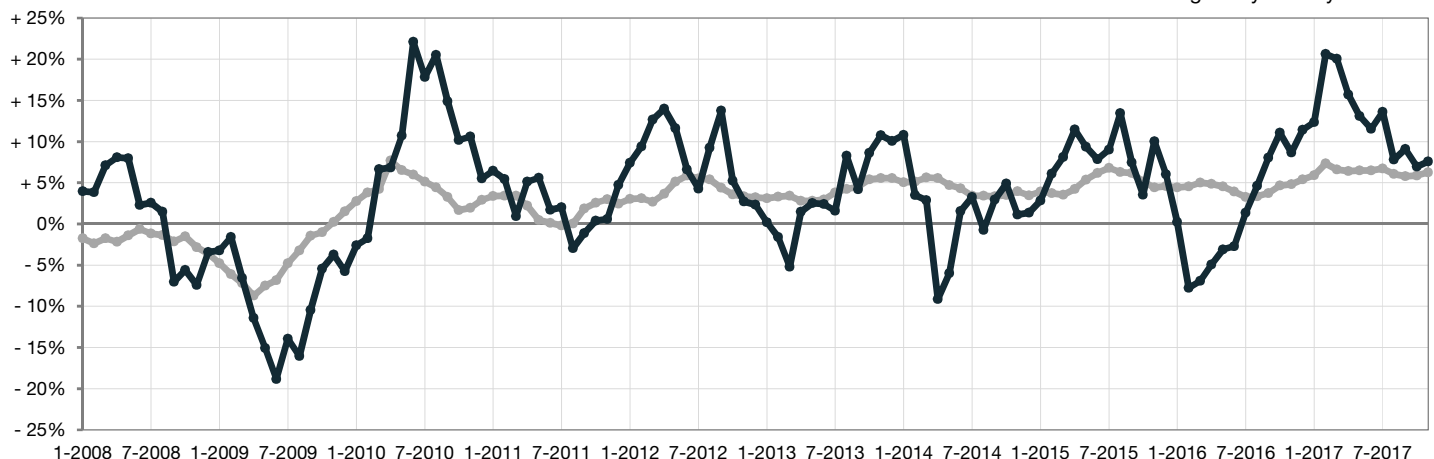
November

■ 2016 ■ 2017



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

Indianapolis Metro Area —
Montgomery County —



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Local Market Update – November 2017

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- 3.9%

+ 25.7%

+ 8.8%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Morgan County

Sep through Nov

November

	2016	2017	+ / -	2016	2017	+ / -
New Listings	278	279	+ 0.4%	77	74	- 3.9%
Closed Sales	254	293	+ 15.4%	74	93	+ 25.7%
Median Sales Price*	\$143,500	\$160,000	+ 11.5%	\$147,000	\$160,000	+ 8.8%
Average Sales Price*	\$168,191	\$188,052	+ 11.8%	\$172,836	\$175,746	+ 1.7%
Percent of Original List Price Received at Sale*	94.3%	95.2%	+ 0.9%	94.4%	93.8%	- 0.6%
Absorption Rate				3.8	2.8	- 25.3%
Single-Family Detached Inventory				320	248	- 22.5%
Townhouse-Condo Inventory				10	10	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.

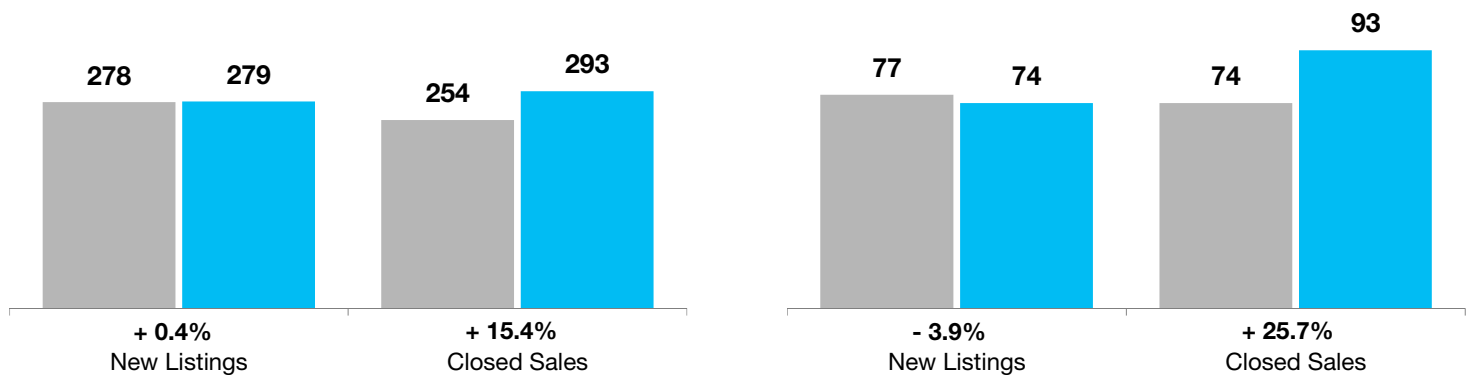
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Sep through Nov

■ 2016 ■ 2017

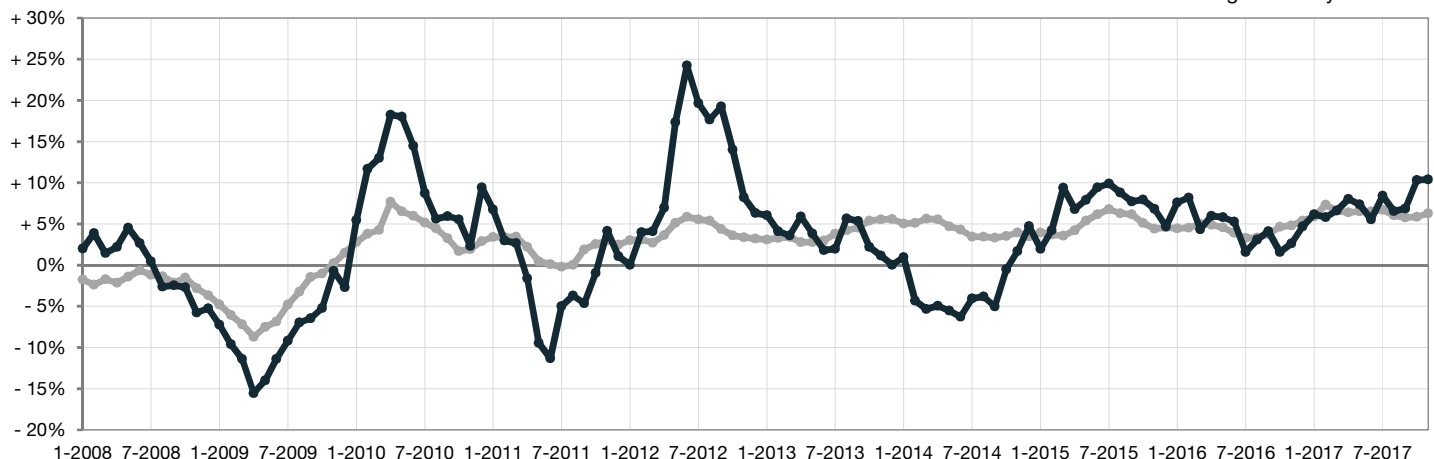
November

■ 2016 ■ 2017



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

Indianapolis Metro Area —
Morgan County —



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Local Market Update – November 2017

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- 51.9% **+ 33.3%** **+ 18.9%**

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Putnam County

Sep through Nov

November

	2016	2017	+ / -	2016	2017	+ / -
New Listings	181	140	- 22.7%	81	39	- 51.9%
Closed Sales	138	136	- 1.4%	33	44	+ 33.3%
Median Sales Price*	\$121,950	\$146,500	+ 20.1%	\$124,900	\$148,500	+ 18.9%
Average Sales Price*	\$141,849	\$158,494	+ 11.7%	\$143,075	\$151,214	+ 5.7%
Percent of Original List Price Received at Sale*	93.6%	95.9%	+ 2.5%	90.5%	96.2%	+ 6.2%
Absorption Rate				5.2	3.6	- 30.6%
Single-Family Detached Inventory				214	139	- 35.0%
Townhouse-Condo Inventory				6	10	+ 66.7%

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.

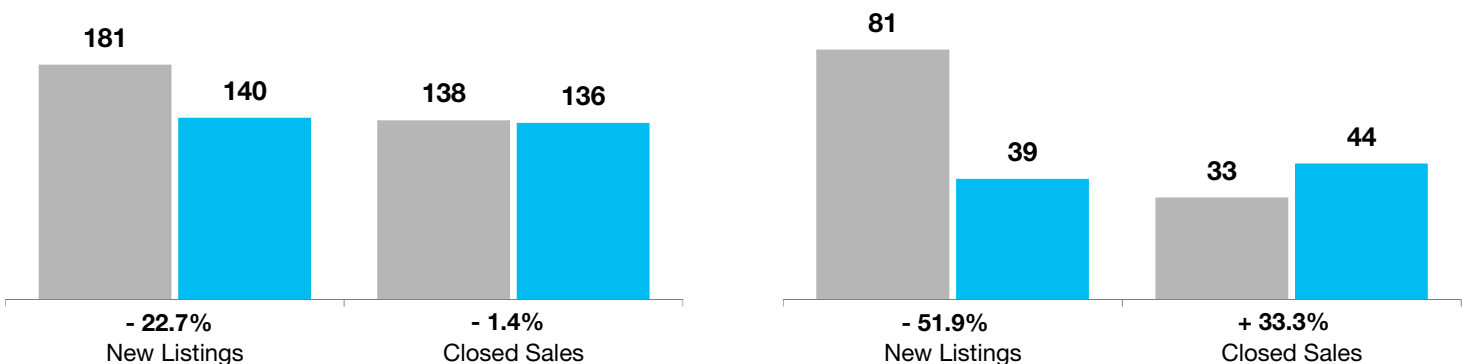
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Sep through Nov

■ 2016 ■ 2017

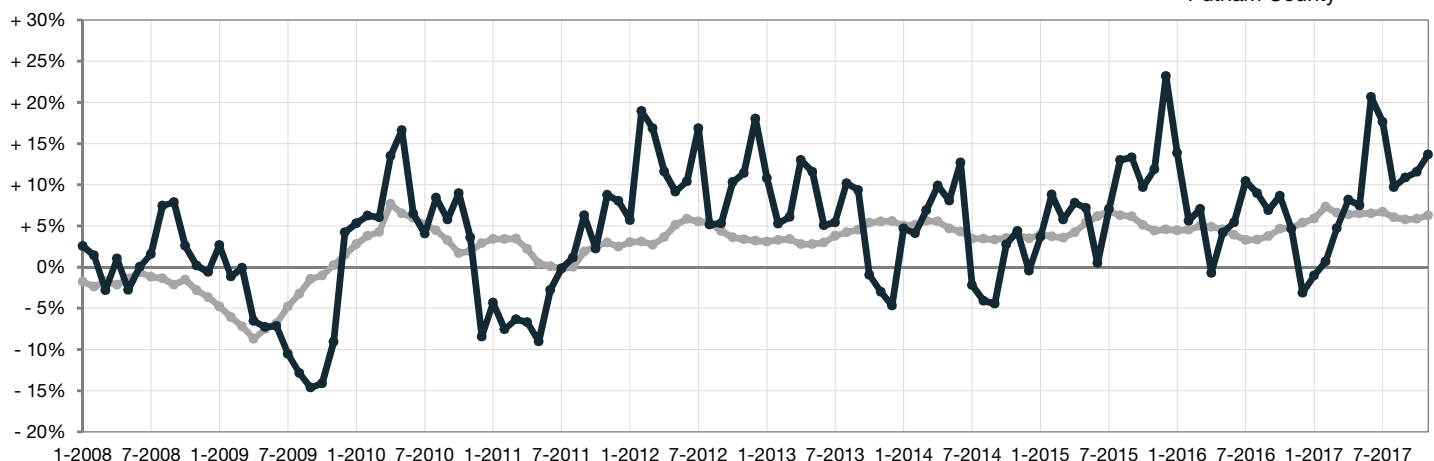
November

■ 2016 ■ 2017



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

Indianapolis Metro Area —
Putnam County —



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Local Market Update – November 2017

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+ 2.4%

+ 32.3%

- 1.5%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Shelby County

Sep through Nov

November

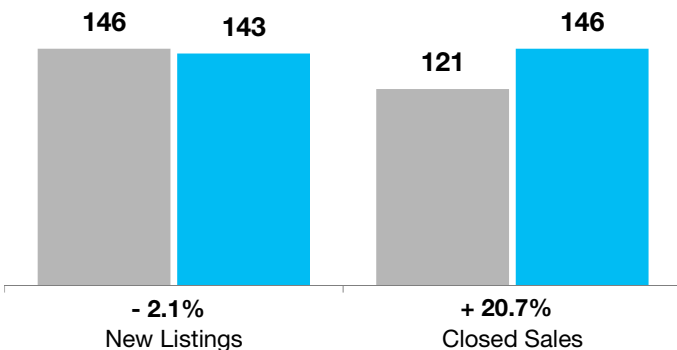
	2016	2017	+ / -	2016	2017	+ / -
New Listings	146	143	- 2.1%	41	42	+ 2.4%
Closed Sales	121	146	+ 20.7%	31	41	+ 32.3%
Median Sales Price*	\$113,280	\$125,000	+ 10.3%	\$116,750	\$115,000	- 1.5%
Average Sales Price*	\$129,121	\$136,775	+ 5.9%	\$127,661	\$135,060	+ 5.8%
Percent of Original List Price Received at Sale*	92.1%	93.7%	+ 1.7%	93.5%	92.0%	- 1.6%
Absorption Rate				4.0	2.8	- 28.8%
Single-Family Detached Inventory				170	132	- 22.4%
Townhouse-Condo Inventory				7	7	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.

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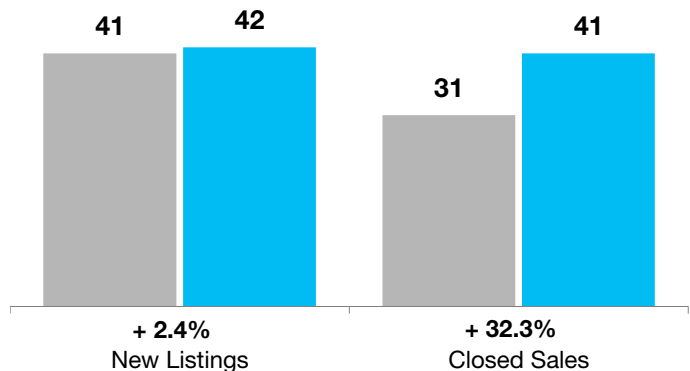
Sep through Nov

■ 2016 ■ 2017



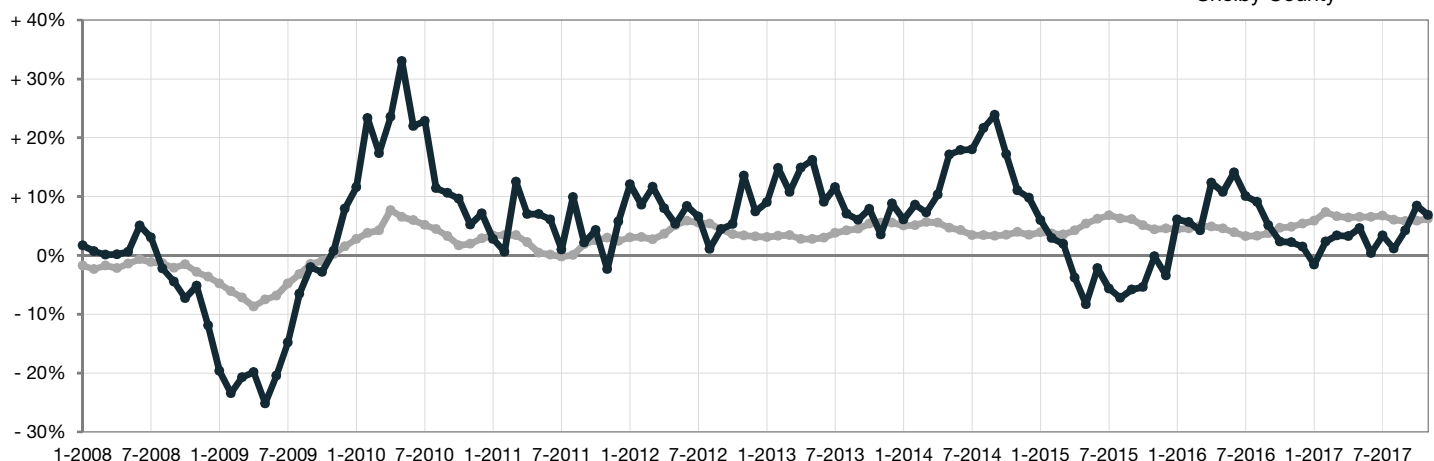
November

■ 2016 ■ 2017



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

Indianapolis Metro Area —
Shelby County —



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