

GREATER SOUTH BEND REGION

INDIANA

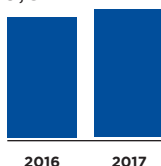
St. Joseph, Marshall,
Elkhart, Kosciusko counties

Type of home most in demand:



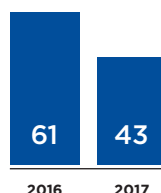
Average sales price:

\$146,844 \$156,336



Average sales price percent change: **↑6.5%**

Average days on market:



Average days on market percent change:

↓30%



FUTURE TRENDS



Typical Buyer in 2018:



FIRST-TIME BUYERS

Sellers', buyers' or balanced market in 2018:



SELLERS'

First-time buyers will be most common in South Bend and surrounding regions in 2018, with the expectation that they will be hitting the ground running. Companies, including the region's major RV and mobile home factories, are hiring, which is generating great incomes and increasing the demand for homes – especially among millennials. That demand has helped push the average sales price in South Bend up 12 percent in the last year, more than double the average statewide.

Despite low inventory, sellers in northern Indiana need to make sure their properties are in great condition. Without newer construction to choose from, buyers in northern Indiana are not buying homes with any deferred maintenance.

Continued retail development such as Eddy Street Commons is drawing more people into neighborhoods surrounding the University of Notre Dame. Mishawaka continues to be one of the area's hotspots, where homes now sell in roughly half the time they did this time last year.

Data and insight provided by RE/MAX INTEGRA, Midwest. Data reflects January-November 2017 and same timeframe for 2016.

2018 HOUSING MARKET
OUTLOOK REPORT

RE/MAX