

LAFAYETTE

MEDIAN RESIDENTIAL SALE PRICE

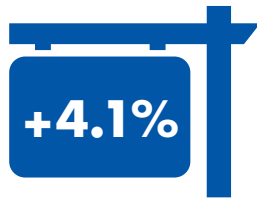
April **2016** April **2017**
\$145,000 \$157,000

+8.3%



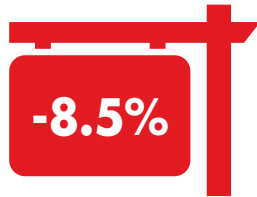
NEW LISTINGS

APRIL 2017:
307



CLOSED SALES

APRIL 2016:
213
APRIL 2017:
195



TYPICAL BUYER PROFILE



Buyers with families

Source: Opinion of local RE/MAX Brokers

INVENTORY



SELLERS' MARKET



A year after Realtor.com named Lafayette one of the country's hottest real estate markets, the area continues to attract buyers – but inventory continues to lag. Closed sales are down compared to this time last year. According to the Indiana Association of REALTORS®, listed homes in Tippecanoe County are selling quickly with sellers receiving more than 97 percent of original list price.

Buyers with families are the largest pool of buyers in the Lafayette area. The amenities a college town provides combined with affordability are making this area appealing to many buyers.

The Lafayette area has grown in population faster than most Indiana communities. Local leaders attribute the growth to a renewed focus on quality of life and economic development.

TIPS & TRENDS:

Millennials are the largest group of buyers nationwide, but expect a growing number of baby boomers looking to move as they get closer to retirement.

Housing data provided by Indiana Association of REALTORS® and represent Tippecanoe County.