

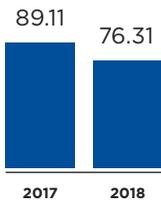
CENTRAL INDIANA

↑ 7.67%
AVERAGE SALES
PRICE FOR Q1
PERCENT CHANGE

2017 \$180,942.12
2018 \$194,822.66

Bartholomew, Boone, Brown, Decatur, Hamilton, Hancock, Hendricks, Jennings, Johnson, Madison, Marion, Montgomery, Morgan, Putnam and Shelby counties

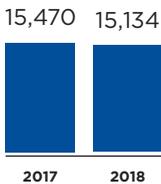
Average days on market for Q1:



Average days on market for Q1 percent change:

↓ 14.36%

Units sold in Q1:



Units sold in Q1 percent change:

↓ 2.17%

AVERAGE RESIDENTIAL
SALE PRICE 2013-2017



Typical Buyer:



**BUYERS
WITH FAMILIES**

Type of Home in Greatest Demand:



SINGLE FAMILY

Typical Seller:



**MOVE-UP
SELLERS**

Current Market Dynamics:



**SELLERS'
MARKET**

Average time sellers of homes under \$300,000 accepted an offer:

2-3 DAYS

**RECOMMENDED RENOVATIONS
FOR SELLERS:**

- Modern paint colors
- Clean, decluttered home

**"MUST HAVE" AMENITIES
FOR BUYERS:**

- Newly built home
- Updated kitchen & bath(s)

Data and insight provided by RE/MAX INTEGRRA, Midwest. Data reflects January – March 2018 and the same timeframe for 2017, except where indicated.

2018 MARKET
TRENDS REPORT

RE/MAX