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As more Hoosiers enter the housing market in the weeks ahead, the strong sellers’ market will continue in nearly every region in the state. The average sales price in Indiana was up 8 percent from this time last year to $170,778, which is the highest first quarter increase over the last five years.

Buyers will be competing for even fewer homes with inventory down 13 percent statewide and 34 percent in the Indianapolis area compared to the same period of 2017, according to the Indiana Association of Realtors and the MIBOR Realtor Association.

RE/MAX brokers tell buyers and sellers to expect the following in the spring and summer months:

- New construction will continue to increase, but not enough to keep up with demand – putting continued pressure on the market for existing homes
- Homes in most areas will likely sell in hours of being listed
- Due to pricing and non-contingent offers, the market will be the most challenging for first time buyers

Additionally, many sellers are receiving offers over asking price and some buyers are dropping inspection requirements to compete.
Bartholomew, Boone, Brown, Decatur, Hamilton, Hancock, Hendricks, Jennings, Johnson, Madison, Marion, Montgomery, Morgan, Putnam and Shelby counties

Average days on market for Q1:
- 2017: 89.11
- 2018: 76.31

Change: \( \downarrow 14.36\% \)

Units sold in Q1:
- 2017: 15,470
- 2018: 15,134

Change: \( \downarrow 2.17\% \)

Typical Buyer:
- 

Type of Home in Greatest Demand:
- **SINGLE FAMILY**

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)
Daviess, Dubois, Gibson, Knox, Martin, Perry, Pike, Posey, Spencer, Vanderburgh and Warrick counties

**Average Residential Sale Price 2013-2017**

<table>
<thead>
<tr>
<th>Year</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>2013</td>
<td>$124,367.39</td>
</tr>
<tr>
<td>2014</td>
<td>$130,981.28</td>
</tr>
<tr>
<td>2015</td>
<td>$137,136.19</td>
</tr>
<tr>
<td>2016</td>
<td>$143,814.11</td>
</tr>
<tr>
<td>2017</td>
<td>$145,837.21</td>
</tr>
</tbody>
</table>

**Average Sales Price for Q1**

- **2017**: $137,881.81
- **2018**: $144,553.48

**Percent Change**

- **Average days on market for Q1**: \( \downarrow 7.96\% \)
- **Units sold in Q1**: \( \downarrow 8.26\% \)

**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: **HOURS**

**Recommended Renovations for Sellers:**
- Renovated kitchen & bath(s)

**“Must Have” Amenities for Buyers:**
- Updated kitchen & bath(s)

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

Average days on market for Q1:
- 2017: 79.31
- 2018: 69.85

% change: ↓11.93%

Units sold in Q1:
- 2017: 966
- 2018: 908

% change: ↓6.00%

Average days on market for Q1 percent change:

Typical Buyer:

Type of Home in Greatest Demand:

Current Market Dynamics:

Recommended Renovations for Sellers:
- Renovated kitchen & bath(s)
- Clean, decluttered home

"Must Have" Amenities for Buyers:
- Updated kitchen & bath(s)

Data and insight provided by RE/MAX INTEGRA, Midwest. Data reflects January – March 2018 and the same timeframe for 2017, except where indicated.
Clark, Crawford, Floyd, Harrison, Orange, Scott and Washington counties

**AVERAGE RESIDENTIAL SALE PRICE 2013-2017**

<table>
<thead>
<tr>
<th>Year</th>
<th>Average Residential Sale Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>2013</td>
<td>$131,642.75</td>
</tr>
<tr>
<td>2014</td>
<td>$137,913.41</td>
</tr>
<tr>
<td>2015</td>
<td>$145,544.24</td>
</tr>
<tr>
<td>2016</td>
<td>$155,812.43</td>
</tr>
<tr>
<td>2017</td>
<td>$166,483.15</td>
</tr>
<tr>
<td>2018</td>
<td>$169,518.18</td>
</tr>
</tbody>
</table>

**2017** $150,956.54  **2018** $169,518.18  **↑12.30% AVERAGE SALES PRICE FOR Q1 PERCENT CHANGE**

**Average days on market for Q1:**
- 2017: 91.35
- 2018: 90.01

**Units sold in Q1:**
- 2017: 1,836
- 2018: 1,836

**Typical Buyer:**
- **FIRST-TIME BUYERS**

**Typical Seller:**
- **MOVE-UP SELLERS**

**Type of Home in Greatest Demand:**
- **SINGLE FAMILY**

**Current Market Dynamics:**
- Average time sellers of homes under $300,000 accepted an offer: **2-3 DAYS**

**RECOMMENDED RENOVATIONS FOR SELLERS:**
- Renovated kitchen & bath(s)
- Modern paint colors
- Clean, decluttered home

**“MUST HAVE” AMENITIES FOR BUYERS:**
- Proximity to retail & restaurants

Data and insight provided by RE/MAX INTEGRA, Midwest. Data reflects January – March 2018 and the same timeframe for 2017, except where indicated.
Dearborn, Jennings, Ohio, Ripley and Switzerland counties

Average days on market for Q1:
- 2017: 92.64
- 2018: 81.03

Average days on market for Q1 percent change: 
- 

Units sold in Q1:
- 2017: 574
- 2018: 516

Units sold in Q1 percent change: 
- 

Typical Buyer:
- Single Family

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:
- Renovated kitchen & bath(s)
- Clean, decluttered home

“MUST HAVE” AMENITIES FOR BUYERS:
- Newly built home
- Large yard
- Updated kitchen & bath(s)

Average Residential Sale Price 2013-2017:
- 2013: $124,018.58
- 2014: $128,464.87
- 2015: $136,641.08
- 2016: $145,480.99
- 2017: $146,541.13
- 2018: $141,431.65

Data and insight provided by RE/MAX INTEGRA, Midwest. Data reflects January – March 2018 and the same timeframe for 2017, except where indicated.
Lake, Porter, Jasper, Newton, Starke and Pulaski counties

Average days on market for Q1:
- 2017: 88.72
- 2018: 79.12

Average days on market for Q1 percent change:
- ↓10.82%

Units sold in Q1:
- 2017: 3,692
- 2018: 3,682

Units sold in Q1 percent change:
- ↓0.27%

Typical Buyer:
- BUYERS WITH FAMILIES

Type of Home in Greatest Demand:
- SINGLE FAMILY

Current Market Dynamics:
- BALANCED MARKET

Average time sellers of homes under $300,000 accepted an offer:
- 2-3 DAYS

AVERAGE RESIDENTIAL SALE PRICE 2013-2017

- 2013: $148,095.05
- 2014: $153,348.14
- 2015: $160,807.28
- 2016: $168,922.13
- 2017: $181,300.70
- 2018: $181,684.39

RECOMMENDED RENOVATIONS FOR SELLERS:
- Clean, decluttered home

“MUST HAVE” AMENITIES FOR BUYERS:
- Move-in ready

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

Average days on market for Q1:
- 2017: 77.81
- 2018: 74.96

Average days on market for Q1 percent change:
- ↓ 3.66%

Units sold in Q1:
- 2017: 1,196
- 2018: 1,056

Units sold in Q1 percent change:
- ↓ 11.71%

Typical Buyer:
- **FIRST-TIME BUYERS**

Type of Home in Greatest Demand:
- **SINGLE FAMILY**

Current Market Dynamics:
- **SELLERS’ MARKET**

Average time sellers of homes under $300,000 accepted an offer:
- 1 MONTH OR LONGER

RECOMMENDED RENOVATIONS FOR SELLERS:
- Renovated kitchen & bath(s)
- Modern paint colors
- Clean, decluttered home

“MUST HAVE” AMENITIES FOR BUYERS:
- Updated kitchen & bath(s)

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

<table>
<thead>
<tr>
<th>Average days on market for Q1:</th>
<th>105.71</th>
<th>102.39</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average days on market for Q1 percent change:</td>
<td>↓3.14%</td>
<td></td>
</tr>
<tr>
<td>Units sold in Q1:</td>
<td>170</td>
<td>166</td>
</tr>
<tr>
<td>Units sold in Q1 percent change:</td>
<td>↓2.35%</td>
<td></td>
</tr>
</tbody>
</table>

Typical Buyer:  
**SINGLE BUYERS**

Typical Seller:  
**INVESTORS/FLIPPERS**

Type of Home in Greatest Demand:  
**SINGLE FAMILY**

Current Market Dynamics:  
**BALANCED MARKET**

Average time sellers of homes under $300,000 accepted an offer:  
1 MONTH OR LONGER

**RECOMMENDED RENOVATIONS FOR SELLERS:**  
- Renovated kitchen & bath(s)  
- Clean, decluttered home

**“MUST HAVE” AMENITIES FOR BUYERS:**  
- Updated kitchen & bath(s)  
- Updated basement

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Data and insight provided by RE/MAX INTEGRA, Midwest. Data reflects January – March 2018 and the same timeframe for 2017, except where indicated.
DeKalb, LaGrange, Noble and Steuben counties

Average days on market for Q1:
- 2017: 65.68
- 2018: 50.03
- Percent change: ↓23.83%

Units sold in Q1:
- 2017: 358
- 2018: 292
- Percent change: ↓18.44%

Typical Buyer:
- MOVE-UP SELLERS

Type of Home in Greatest Demand:
- SINGLE FAMILY

Current Market Dynamics:
- SELLERS’ MARKET
- Average time sellers of homes under $300,000 accepted an offer: 1 WEEK

AVERAGE RESIDENTIAL SALE PRICE 2013-2017

- 2013: $119,232.01
- 2014: $122,469.63
- 2015: $137,030.57
- 2016: $150,085.56
- 2017: $152,356.06

RECOMMENDED RENOVATIONS FOR SELLERS:
- Renovated kitchen & bath(s)
- Modern paint colors
- Clean, decluttered home

“MUST HAVE” AMENITIES FOR BUYERS:
- Updated kitchen & bath(s)

Data and insight provided by RE/MAX INTEGRA, Midwest. Data reflects January – March 2018 and the same timeframe for 2017, except where indicated.
Adams, Allen, DeKalb, Huntington, Noble, Wells and Whitley counties

Average days on market for Q1:

<table>
<thead>
<tr>
<th>Year</th>
<th>Days</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>57.06</td>
</tr>
<tr>
<td>2018</td>
<td>47.43</td>
</tr>
</tbody>
</table>

Average days on market for Q1 percent change: **↓16.88%**

Units sold in Q1:

<table>
<thead>
<tr>
<th>Year</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>2,998</td>
</tr>
<tr>
<td>2018</td>
<td>2,876</td>
</tr>
</tbody>
</table>

Units sold in Q1 percent change: **↓4.07%**

**Typical Buyer:**

ALL IN EQUAL MEASURE

**Typical Seller:**

SINGLE SELLERS, SELLERS WITH FAMILIES & RETIREE SELLERS

**Type of Home in Greatest Demand:**

SINGLE FAMILY

**Current Market Dynamics:**

SELLERS’ MARKET

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

**HOURS**

**RECOMMENDED RENOVATIONS FOR SELLERS:**
- Renovated kitchen & bath(s)
- New appliances

**“MUST HAVE” AMENITIES FOR BUYERS:**
- Proximity to retail & restaurants
- Large yard
- Updated kitchen & bath(s)

Data and insight provided by RE/MAX INTEGRA, Midwest. Data reflects January – March 2018 and the same timeframe for 2017, except where indicated.
## Greater South Bend, Indiana

### AVERAGE RESIDENTIAL SALE PRICE 2013-2017

<table>
<thead>
<tr>
<th>Year</th>
<th>Sale Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>2013</td>
<td>$124,263.07</td>
</tr>
<tr>
<td>2014</td>
<td>$130,710.43</td>
</tr>
<tr>
<td>2015</td>
<td>$144,226.27</td>
</tr>
<tr>
<td>2016</td>
<td>$150,126.83</td>
</tr>
<tr>
<td>2017</td>
<td>$161,687.28</td>
</tr>
</tbody>
</table>

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

### St. Joseph, Marshall, Elkhart and Kosciusko counties

<table>
<thead>
<tr>
<th>Year</th>
<th>Average Days on Market for Q1</th>
<th>Percent Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>64.88</td>
<td>9.53%</td>
</tr>
<tr>
<td>2018</td>
<td>58.70</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Year</th>
<th>Units Sold in Q1</th>
<th>Percent Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>2,600</td>
<td></td>
</tr>
<tr>
<td>2018</td>
<td>2,526</td>
<td>2.85%</td>
</tr>
</tbody>
</table>

**Typical Buyer:**
- **BUYERS WITH FAMILIES**

**Typical Seller:**
- **MOVE-UP SELLERS**

**Type of Home in Greatest Demand:**
- **SINGLE FAMILY**

**Current Market Dynamics:**
- **SELLERS’ MARKET**
- Average time sellers of homes under $300,000 accepted an offer: **2-3 DAYS**

### RECOMMENDED RENOVATIONS FOR SELLERS:
- Renovated kitchen & bath(s)
- Clean, decluttered home

### “MUST HAVE” AMENITIES FOR BUYERS:
- Updated kitchen & bath(s)
According to the Minnesota Association of Realtors, 12 percent fewer homes were listed for sale in the first quarter of 2018 than in the first quarter of 2017, while the average sales price has increased 7 percent.

According to RE/MAX brokers, there are several reasons why inventory is tighter in 2018:

- Lack of affordable new construction for buyers with budgets in the $300,000 range
- Few low maintenance home options for baby boomers
- First-time buyers, who are more likely to have non-traditional financing, are losing out to buyers who can pay cash and make offers with fewer contingencies

Additionally, homes are selling in a matter of days and many sellers are receiving offers over asking price, while some buyers are dropping inspection requirements.
Lake of the Woods, Beltrami, Clearwater, Mahnomen and Hubbard counties

Average days on market for Q1:
- 2017: 110.95
- 2018: 103.06

Average days on market for Q1 percent change:
- 7.11%

Units sold in Q1:
- 2017: 296
- 2018: 308

Units sold in Q1 percent change:
- 4.05%

Typical Buyer:
- Buyers with families, move up buyers, first-time buyers & retiree buyers

Type of Home in Greatest Demand:
- Single family

Current Market Dynamics:
- Sellers’ market

Average time sellers of homes under $300,000 accepted an offer:
- 1 week

RECOMMENDED RENOVATIONS FOR SELLERS:
- Renovated bath(s)
- Modern paint colors
- Clean, decluttered home

“MUST HAVE” AMENITIES FOR BUYERS:
- Proximity to retail & restaurants
- Large yard
- Updated kitchen & bath(s)
Koochiching, Itasca, Aitkin, Carlton, St. Louis, Lake and Cook counties

<table>
<thead>
<tr>
<th>Average days on market for Q1:</th>
<th>Average days on market for Q1 percent change:</th>
</tr>
</thead>
<tbody>
<tr>
<td>137.19</td>
<td>↓13.67%</td>
</tr>
<tr>
<td>2017</td>
<td>2018</td>
</tr>
<tr>
<td>118.43</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Units sold in Q1:</th>
<th>Units sold in Q1 percent change:</th>
</tr>
</thead>
<tbody>
<tr>
<td>308</td>
<td>↑12.99%</td>
</tr>
<tr>
<td>2017</td>
<td>2018</td>
</tr>
<tr>
<td>348</td>
<td></td>
</tr>
</tbody>
</table>

**Typical Buyer:**

**Type of Home in Greatest Demand:**

**Current Market Dynamics:**

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

1 WEEK

**RECOMMENDED RENOVATIONS FOR SELLERS:**
- Renovated kitchen & bath(s)

**“MUST HAVE” AMENITIES FOR BUYERS:**
- Updated kitchen & bath(s)

Data and insight provided by RE/MAX INTEGRA, Midwest. Data reflects January – March 2018 and the same timeframe for 2017, except where indicated.
Clay, Wilkin, Traverse, Becker, Otter Tail, Grant, Douglas, Steven and Pope counties

Average days on market for Q1:
- Typical Buyer: 95.23 (2017) vs 101.15 (2018) with a percent change of +6.22%

Units sold in Q1:
- Typical Buyer: 368 (2017) vs 258 (2018) with a percent change of -29.89%
- Typical Seller: 258 (2017) vs 204 (2018) with a percent change of -21.12%

Type of Home in Greatest Demand:
- **BUYERS WITH FAMILIES**
- **MOVE-UP SELLERS**

Current Market Dynamics:
- **SINGLE FAMILY**
- **Sellers’ Market**
  - Average time sellers of homes under $300,000 accepted an offer: 1 MONTH OR LONGER

**Average Residential Sale Price 2013-2017**

<table>
<thead>
<tr>
<th>Year</th>
<th>2013</th>
<th>2014</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Price</td>
<td>$178,738.51</td>
<td>$183,852.53</td>
<td>$204,699.20</td>
<td>$205,920.52</td>
<td>$212,852.54</td>
</tr>
</tbody>
</table>

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

**Recommended Renovations for Sellers:**
- Renovated kitchen & bath(s)
- New appliances

**“MUST HAVE” Amenities for Buyers:**
- Newly built home
- Large yard
- Updated kitchen & bath(s)
Wadena, Todd, Cass, Crow Wing and Morrison counties

**Average days on market for Q1:**

- **Typical Buyer:**
  - Type of Home in Greatest Demand:
  - **Typical Seller:**

  **Current Market Dynamics:**

  **Units sold in Q1:**

  **Units sold in Q1 percent change:**

  **Typical Buyer:**

  **Typical Seller:**

  **Move-Up Buyers & First-Time Buyers**

  **Move-Up Sellers**

  **Recommended Renovations for Sellers:**

  - Clean, decluttered home

  **Most Have” Amenities for Buyers:**

  - Large yard
  - Well-maintained home

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

  **1 Week**

  **Average Residential Sale Price 2013-2017**

<table>
<thead>
<tr>
<th>Year</th>
<th>2013</th>
<th>2014</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$169,412.13</td>
<td>$181,801.64</td>
<td>$195,446.48</td>
<td>$200,825.74</td>
<td>$218,720.12</td>
</tr>
</tbody>
</table>

Data and insight provided by RE/MAX INTEGRA, Midwest. Data reflects January – March 2018 and the same timeframe for 2017, except where indicated.
Renville, Kandiyohi, Meeker and McLeod counties

Average days on market for Q1:
- 2017: 97.52
- 2018: 78.72

Typical Buyer:
- Type of Home in Greatest Demand: Single Family
- Current Market Dynamics: Move-up Sellers

Units sold in Q1:
- 2017: 486
- 2018: 528

SOUTHWEST CENTRAL MINNESOTA

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

RECOMMENDED RENOVATIONS FOR SELLERS:
- Renovated kitchen

“MUST HAVE” AMENITIES FOR BUYERS:
- Updated kitchen & bath(s)
Pine, Kanabec, Mille Lacs, Isanti and Chisago counties

Average days on market for Q1:

<table>
<thead>
<tr>
<th>2017</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>73.05</td>
<td>67.87</td>
</tr>
</tbody>
</table>

Average days on market for Q1 percent change: **↓7.09%**

Units sold in Q1:

<table>
<thead>
<tr>
<th>2017</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>894</td>
<td>790</td>
</tr>
</tbody>
</table>

Units sold in Q1 percent change: **↓11.63%**

Typical Buyer:

BUYERS WITH FAMILIES

Typical Seller:

MOVE-UP SELLERS

Type of Home in Greatest Demand:

SINGLE FAMILY

Current Market Dynamics:

SELLERS’ MARKET

Average time sellers of homes under $300,000 accepted an offer: **2-3 DAYS**

Recommended Renovations for Sellers:

- Nothing is a must

MUST HAVE” Amenities for Buyers:

- Large yard
- Updated kitchen & bath(s)
- Updated roof, mechanicals & windows

Data and insight provided by RE/MAX INTEGRA, Midwest. Data reflects January – March 2018 and the same timeframe for 2017, except where indicated.
Benton, Sherburne, Wright and Stearns counties

Average days on market for Q1:
- 2017: 63.16
- 2018: 58.35

Average days on market for Q1 percent change:
- **↓7.62%**

Units sold in Q1:
- 2017: 2,430
- 2018: 2,356

Units sold in Q1 percent change:
- **↓3.05%**

Typical Buyer:
- **BUYERS WITH FAMILIES**

Typical Seller:
- **MOVE-UP SELLERS**

Type of Home in Greatest Demand:
- **SINGLE FAMILY**

Current Market Dynamics:
- **SELLERS’ MARKET**

Average time sellers of homes under $300,000 accepted an offer:
- **1 WEEK**

RECOMMENDED RENOVATIONS FOR SELLERS:
- Updated windows & doors
- Modern paint colors
- Clean, decluttered home

“MUST HAVE” AMENITIES FOR BUYERS:
- Large yard

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AVERAGE RESIDENTIAL SALE PRICE 2013-2017

2013: $176,482.92
2014: $193,244.40
2015: $200,485.10
2016: $232,449.43
2017: $228,365.69

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Data and insight provided by RE/MAX INTEGRA, Midwest. Data reflects January – March 2018 and the same timeframe for 2017, except where indicated.
Lincoln, Pipestone, Rock, Lyon, Murray, Nobles, Redwood, Cottonwood and Jackson counties

Average days on market for Q1: 149.84
Average days on market for Q1 percent change: ‪32.70%‬

Units sold in Q1: 222
Units sold in Q1 percent change: ‪38.74%‬

Typical Buyer:
FIRST-TIME BUYERS

Typical Seller:
MOVE-UP SELLERS

Type of Home in Greatest Demand:
SINGLE FAMILY

Current Market Dynamics:
Sellers’ Market

Average time sellers of homes under $300,000 accepted an offer: 1 MONTH OR LONGER

RECOMMENDED RENOVATIONS FOR SELLERS:
• Clean, decluttered home

“MUST HAVE” AMENITIES FOR BUYERS:
• Proximity to retail & restaurants
• Updated kitchen & bath(s)

Data and insight provided by RE/MAX INTEGRA, Midwest. Data reflects January – March 2018 and the same timeframe for 2017, except where indicated.
Sibley, Nicollet, Brown, Watonwan, Martin, Faribault, Blue Earth, Le Sueur and Waseca counties

Average days on market for Q1:
- 2017: 137.59
- 2018: 120.62

Average days on market for Q1 percent change:
- 2017: 137.59
- 2018: 120.62
- percent change: 12.33%

Units sold in Q1:
- 2017: 1,152
- 2018: 1,126

Units sold in Q1 percent change:
- 2017: 1,152
- 2018: 1,126
- percent change: 2.26%

Typical Buyer:
- BUYERS WITH FAMILIES

Type of Home in Greatest Demand:
- SINGLE FAMILY

Current Market Dynamics:
- SELLERS’ MARKET
- Average time sellers of homes under $300,000 accepted an offer: 2-3 DAYS

RECOMMENDED RENOVATIONS FOR SELLERS:
- Renovated kitchen & bath(s)
- Clean, decluttered home

“MUST HAVE” AMENITIES FOR BUYERS:
- Updated kitchen & bath(s)

Data and insight provided by RE/MAX INTEGRA, Midwest. Data reflects January – March 2018 and the same timeframe for 2017, except where indicated.
Freeborn, Steele, Rice, Goodhue, Dodge, Mower, Fillmore, Olmsted, Wabasha, Winona and Houston counties

**Average days on market for Q1:**
- 2017: 81.89
- 2018: 71.89

**Units sold in Q1:**
- 2017: 2,536
- 2018: 2,440

**Percent change:**
- **Average days on market:** 12.21%
- **Units sold:** 3.79%

**Typical Buyer:**
- **买了家 with families**

**Typical Seller:**
- **Move-up sellers**

**Type of Home in Greatest Demand:**
- Single family

**Current Market Dynamics:**
- Average time sellers of homes under $300,000 accepted an offer: 1 week

**Recommended Renovations for Sellers:**
- Modern paint colors
- Clean, decluttered home

**“Must Have” Amenities for Buyers:**
- Affordable
- 3-4 bedrooms
- 2 baths
- Decent garage

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Data and insight provided by RE/MAX INTEGRA, Midwest. Data reflects January – March 2018 and the same timeframe for 2017, except where indicated.
Dakota, Scott, Carver, Hennepin, Anoka, Ramsey and Washington counties

Average days on market for Q1: 53.10 (2017) vs. 43.81 (2018), a change of -17.50%.

Units sold in Q1: 16,976 (2017) vs. 16,098 (2018), a change of -5.17%.

Typical Buyer:
- Buyers with families

Typical Seller:
- Relocating & move-up sellers

Type of Home in Greatest Demand:
- Single family

Current Market Dynamics:
- Sellers’ market

Average time sellers of homes under $300,000 accepted an offer:
- 8.46% increase

Recommended Renovations for Sellers:
- Modern paint colors
- Clean, decluttered home

“Must Have” Amenities for Buyers:
- Walkable community
- Newly built home
- Clean, decluttered

Data and insight provided by RE/MAX INTEGRA, Midwest. Data reflects January – March 2018 and the same timeframe for 2017, except where indicated.
Much like last spring, the strong Wisconsin sellers’ market continues as more buyers enter the market creating increased competition. As a result, the average sales price increased 11.1 percent for single family homes to $206,869 in the first quarter compared to the same period last year.

In addition, more homes sold and faster throughout Wisconsin during the first quarter of 2018 compared to last year at the same time.

• The number of units sold increased 5.8 percent to 29,740 units sold.
• Average days on market decreased 13.5 percent with homes selling in 105 days compared to 122 days.

According to the RE/MAX brokers, several factors are impacting real estate throughout Wisconsin:

• Lack of new construction continues to contribute to a shortage of available new homes for sale
• First-time buyers, who are more likely to have non-traditional financing, are losing out to buyers who are able to pay cash or provide a 20 percent down payment
• The economy continues to grow and large employers, like Foxconn Technology Group, will create thousands of jobs and help fuel a robust real estate market throughout Wisconsin this year
Kenosha, Milwaukee, Ozaukee, Racine, Sheboygan, Walworth, Washington and Waukesha counties

- Average days on market for Q1:
  - Typical Buyer: 96.15 (2017) vs. 78.65 (2018), ↓18.20%
  - Typical Seller: 78.65 (2017) vs. 68.05 (2018), ↓14.05%

- Units sold in Q1:
  - First-time Buyers & Buyers with Families: 9,506 (2017) vs. 11,334 (2018), ↑19.23%
  - Move-up Sellers: 11,334 (2017) vs. 13,466 (2018), ↑18.47%

- AVERAGE RESIDENTIAL SALE PRICE 2013-2017
  - 2013: $181,942.16
  - 2014: $189,923.56
  - 2015: $201,572.50
  - 2016: $209,000.07
  - 2017: $220,974.17

- RECOMMENDED RENOVATIONS FOR SELLERS:
  - Renovated kitchen & bath(s)
  - Updated windows & doors
  - Modern paint colors
  - Clean, decluttered home

- “MUST HAVE” AMENITIES FOR BUYERS:
  - Updated kitchen & bath(s)
  - Large yard

- Current Market Dynamics:
  - Average time sellers of homes under $300,000 accepted an offer: 2-3 days to 1 week

Data and insight provided by RE/MAX INTEGRA, Midwest. Data reflects January – March 2018 and the same timeframe for 2017, except where indicated.
Columbia, Crawford, Dane, Dodge, Grant, Green, Iowa, Jefferson, Lafayette, Richland, Rock and Sauk counties

Average days on market for Q1:
- 2017: 107.52
- 2018: 95.65

Units sold in Q1:
- 2017: 6,316
- 2018: 6,014

Typical Buyer:
- **BUYERS WITH FAMILIES**

Typical Seller:
- **MOVE-UP SELLERS**

Type of Home in Greatest Demand:
- **SINGLE FAMILY**

Current Market Dynamics:
- **SELLERS’ MARKET**

Average time sellers of homes under $300,000 accepted an offer:
- 2-3 DAYS

RECOMMENDED RENOVATIONS FOR SELLERS:
- Renovated kitchen
- Modern paint colors
- Clean, decluttered home

“MUST HAVE” AMENITIES FOR BUYERS:
- Updated kitchen & bath(s)
- Walkable community
- Newly built home
- Large yard

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

Buffalo, Chippewa, Dunn, Eau Claire, Jackson, La Crosse, Monroe, Pepin, Pierce, St. Croix, Trempealeau and Vernon counties

### Average Days on Market for Q1

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2018</th>
<th>Percent Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Buyer</td>
<td>128.23</td>
<td>100.85</td>
<td>21.35%</td>
</tr>
<tr>
<td>Seller</td>
<td>128.23</td>
<td>100.85</td>
<td>21.35%</td>
</tr>
</tbody>
</table>

### Units Sold in Q1

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2018</th>
<th>Percent Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Buyer</td>
<td>2,756</td>
<td>2,598</td>
<td>5.73%</td>
</tr>
<tr>
<td>Seller</td>
<td>2,756</td>
<td>2,598</td>
<td>5.73%</td>
</tr>
</tbody>
</table>

### Average Residential Sale Price 2013-2017

<table>
<thead>
<tr>
<th>Year</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>2013</td>
<td>$160,179.23</td>
</tr>
<tr>
<td>2014</td>
<td>$163,024.37</td>
</tr>
<tr>
<td>2015</td>
<td>$175,590.89</td>
</tr>
<tr>
<td>2016</td>
<td>$184,764.42</td>
</tr>
<tr>
<td>2017</td>
<td>$193,015.24</td>
</tr>
</tbody>
</table>

### Average Sales Price for Q1

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2018</th>
<th>Percent Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Buyer</td>
<td>$184,465.58</td>
<td>$191,719.99</td>
<td>3.93%</td>
</tr>
<tr>
<td>Seller</td>
<td>$184,465.58</td>
<td>$191,719.99</td>
<td>3.93%</td>
</tr>
</tbody>
</table>

### Typical Buyer:
- **BUYERS WITH FAMILIES**

### Typical Seller:
- **MOVE-UP SELLERS & SINGLE SELLERS**

### Type of Home in Greatest Demand:
- **SINGLE FAMILY**

### Current Market Dynamics:
- **SELLERS’ MARKET**
- Average time sellers of homes under $300,000 accepted an offer: **2-3 DAYS TO 1 WEEK**

### Recommended Renovations for Sellers:
- Renovated kitchen & bath(s)
- Modern paint colors
- Clean, decluttered home

### “Must Have” Amenities for Buyers:
- Updated kitchen & bath(s)
- Newly built home
- Large yard

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NORTHEAST WISCONSIN

Brown, Calumet, Door, Fond du Lac, Green Lake, Kewaunee, Manitowoc, Marinette, Menominee, Oconto, Outagamie, Shawano, Waupaca and Winnebago counties

Average days on market for Q1: 119.62 105.26
Average days on market for Q1 percent change: ↓12.00%

Units sold in Q1: 4,752 4,798
Units sold in Q1 percent change: ↑0.97%

Typical Buyer:
- ALL BUYERS

Type of Home in Greatest Demand:
- SINGLE FAMILY

Typical Seller:
- ALL SELLERS

RECOMMENDED RENOVATIONS FOR SELLERS:
- Renovated kitchen & bath(s)
- Modern paint colors
- Clean, decluttered home

“MUST HAVE” AMENITIES FOR BUYERS:
- Value

AVERAGE RESIDENTIAL SALE PRICE 2013-2017

2013 $142,212.00 2014 $147,677.85 2015 $154,594.21 2016 $162,648.22 2017 $173,764.77

AVERAGE SALES PRICE FOR Q1 PERCENT CHANGE

↑10.05%

2017 $163,677.11 2018 $180,120.82

RECOMMENDED RENOVATIONS FOR SELLERS:

Data and insight provided by RE/MAX INTEGRA, Midwest. Data reflects January – March 2018 and the same timeframe for 2017, except where indicated.
Adams, Clark, Juneau, Marathon, Marquette, Portage, Waushara and Wood counties

Average days on market for Q1:

<table>
<thead>
<tr>
<th>Year</th>
<th>2017</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Days</td>
<td>173.15</td>
<td>158.83</td>
</tr>
</tbody>
</table>

Average days on market for Q1 percent change: ↓8.27%

Units sold in Q1:

<table>
<thead>
<tr>
<th>Year</th>
<th>2017</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Units</td>
<td>1,886</td>
<td>2,098</td>
</tr>
</tbody>
</table>

Units sold in Q1 percent change: ↑11.24%

Typical Buyer:

BUYERS WITH FAMILIES

Typical Seller:

MOVE-UP SELLERS

Type of Home in Greatest Demand:

SINGLE FAMILY

Current Market Dynamics:

SELLERS’ MARKET

Average time sellers of homes under $300,000 accepted an offer: 2-3 DAYS

RECOMMENDED RENOVATIONS FOR SELLERS:
- Renovated kitchen & bath(s)

“MUST HAVE” AMENITIES FOR BUYERS:
- Large yard
- Updated kitchen & bath(s)

Data and insight provided by RE/MAX INTEGRA, Midwest. Data reflects January – March 2018 and the same timeframe for 2017, except where indicated.
Ashland, Barron, Bayfield, Burnett, Douglas, Florence, Forest, Iron, Langlade, Lincoln, Oneida, Polk, Price, Rusk, Sawyer, Taylor, Vilas and Washburn counties

Average days on market for Q1:
- Typical Buyer: 203.70
- Typical Seller: 195.80
- Percent change: -3.88%

Units sold in Q1:
- Typical Buyer: 2,776
- Typical Seller: 2,774
- Percent change: -0.07%

Type of Home in Greatest Demand:
- Single Family

Current Market Dynamics:
- Average time sellers of homes under $300,000 accepted an offer: 1 MONTH OR LONGER

Recommended Renovations for Sellers:
- Renovated kitchen & bath(s)
- Clean, decluttered home

“Must Have” Amenities for Buyers:
- Lake homes with level frontage and sandy shorelines

Data and insight provided by RE/MAX INTEGRA, Midwest. Data reflects January – March 2018 and the same timeframe for 2017, except where indicated.
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RE/MAX INTEGRA, Midwest is the regional entity for RE/MAX franchises in Indiana, Minnesota and Wisconsin. Since its inception in 1985, the region has grown to more than 280 offices with approximately 4,100 sales associates, providing residential and commercial real estate, as well as relocation and referral services.