

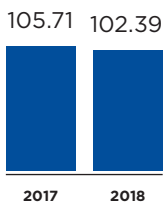
NORTHERN CENTRAL INDIANA

↑ 17.45%
AVERAGE SALES
PRICE FOR Q1
PERCENT CHANGE

2017 \$96,059.35
2018 \$112,817.18

Marshall, Starke and Fulton counties

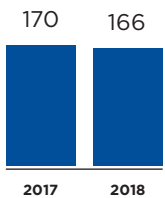
Average days on
market for Q1:



Average days on
market for
Q1 percent
change:

↓ 3.14%

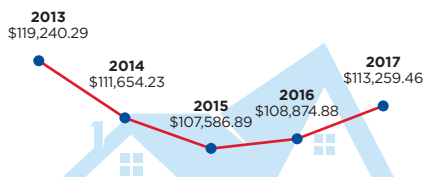
Units sold in Q1:



Units sold
in Q1 percent
change:

↓ 2.35%

AVERAGE RESIDENTIAL SALE PRICE 2013-2017



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

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

2018 MARKET
TRENDS REPORT

RE/MAX