

# Monthly Indicators

A RESEARCH TOOL PROVIDED BY THE INDIANA ASSOCIATION OF REALTORS®



## December 2015

There were 80,244 existing, single-family homes sold in Indiana last year, a 6.9 percent increase from 2014. Median sale price of those 80,244 homes increased 5.6 percent to \$133,000.

Other annual comparisons (2015 vs. 2014) show:

- Pending home sales increased 9.7 percent to 80,168
- Average sale price of homes increased 5.0 percent to \$159,702
- Number of new listings increased 1.0 percent to 115,370
- Percentage of original list price received increased 0.8 percent to 94.3 percent

Many housing markets across the state are past the slump of the Great Recession. High-energy activity—from buyers and sellers—is keeping up, and many indicators suggest the momentum seen last year should bridge over into 2016. If the job market and wages remain strong, even healthier market conditions could be on the horizon.

## Quick Facts

**+ 7.8%**

Change in  
Closed Sales

**+ 3.9%**

Change in  
Median Sales Price

**- 9.2%**

Change in  
Inventory

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# Market Overview

Key market metrics for the current month and year-to-date figures.



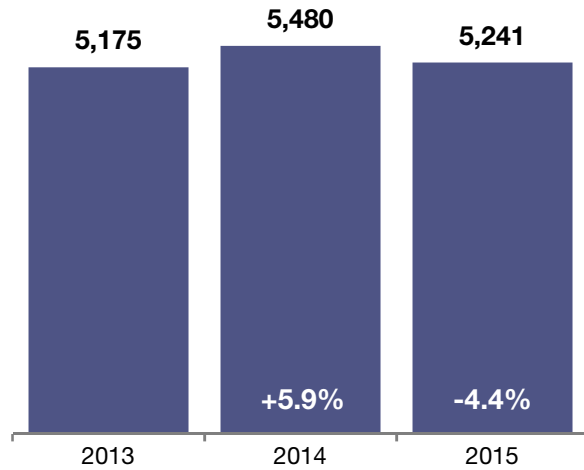
Key Metrics	Historical Sparklines	12-2014	12-2015	+ / -	YTD 2014	YTD 2015	+ / -
<b>New Listings</b>		5,480	<b>5,241</b>	- 4.4%	114,201	<b>115,370</b>	+ 1.0%
<b>Pending Sales</b>		4,390	<b>4,810</b>	+ 9.6%	73,086	<b>80,168</b>	+ 9.7%
<b>Closed Sales</b>		5,994	<b>6,464</b>	+ 7.8%	75,055	<b>80,244</b>	+ 6.9%
<b>Median Sales Price</b>		\$125,000	<b>\$129,900</b>	+ 3.9%	\$126,000	<b>\$133,000</b>	+ 5.6%
<b>Average Sales Price</b>		\$153,643	<b>\$156,930</b>	+ 2.1%	\$152,095	<b>\$159,702</b>	+ 5.0%
<b>Percent of Original List Price Received</b>		93.4%	<b>93.7%</b>	+ 0.3%	93.5%	<b>94.3%</b>	+ 0.8%
<b>Inventory of Homes for Sale</b>		36,703	<b>33,339</b>	- 9.2%	--	--	--
<b>Months Supply of Homes for Sale</b>		5.9	<b>5.0</b>	- 15.0%	--	--	--

# New Listings

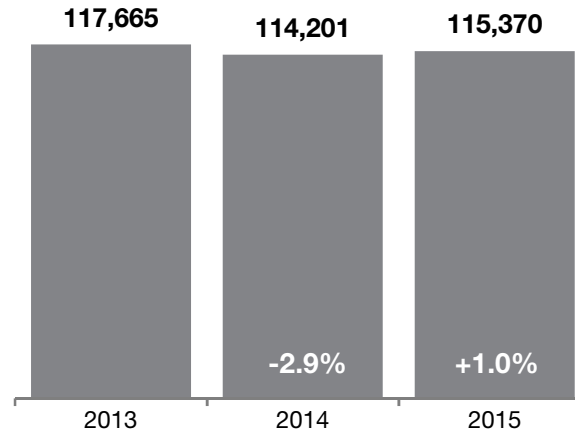
A count of the properties that have been newly listed on the market in a given month, regardless of what status they're currently in.



## December

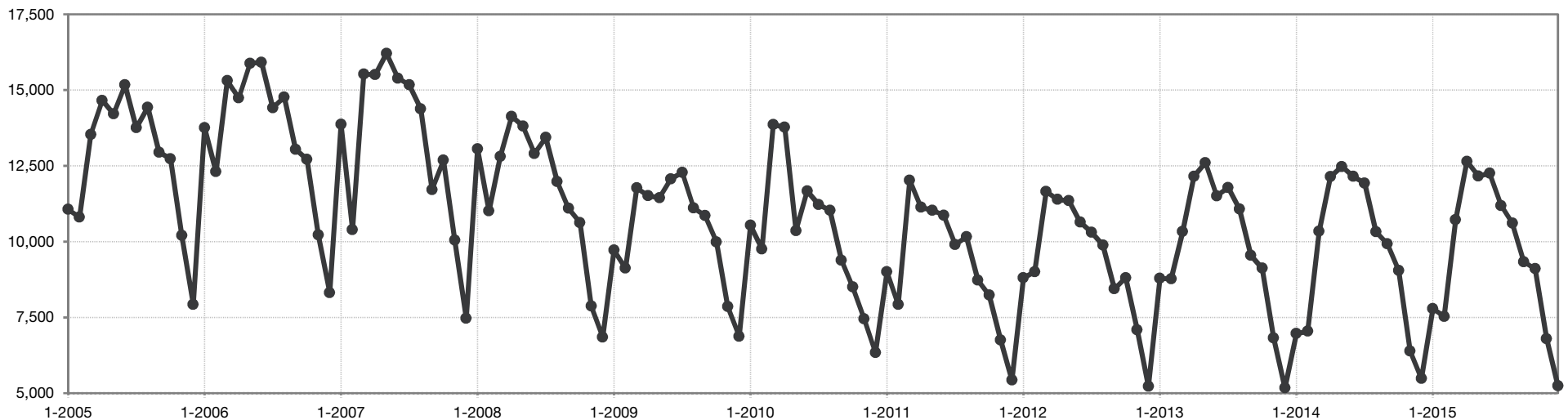


## Year To Date



Month	Prior Year	Current Year	+ / -
January	6,964	7,790	+11.9%
February	7,042	7,530	+6.9%
March	10,337	10,717	+3.7%
April	12,143	12,646	+4.1%
May	12,472	12,164	-2.5%
June	12,148	12,254	+0.9%
July	11,930	11,188	-6.2%
August	10,327	10,606	+2.7%
September	9,922	9,332	-5.9%
October	9,050	9,106	+0.6%
November	6,386	6,796	+6.4%
December	5,480	5,241	-4.4%
<b>12-Month Avg</b>	<b>9,517</b>	<b>9,614</b>	<b>+1.0%</b>

## Historical New Listing Activity

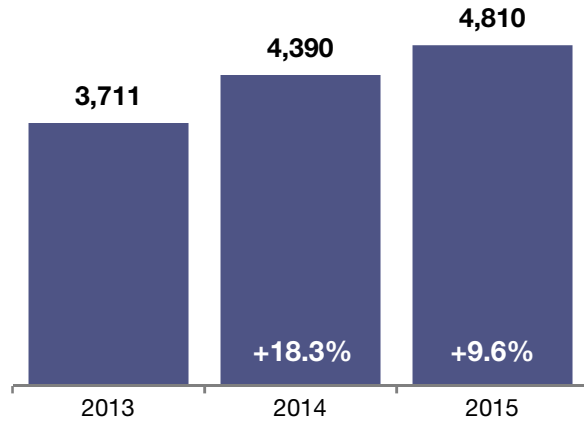


# Pending Sales

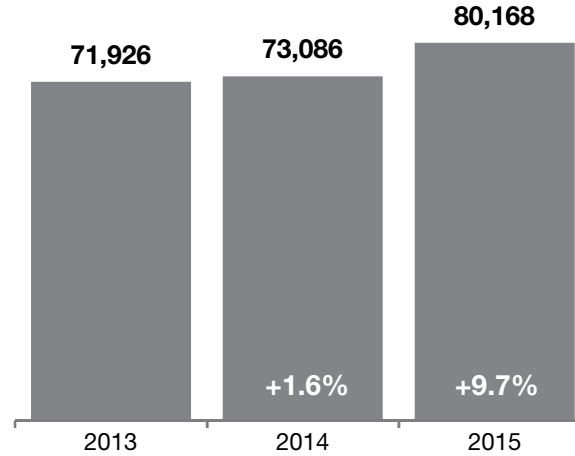
A count of the properties on which contracts have been accepted in a given month, regardless of whether or not the sale closes.



## December

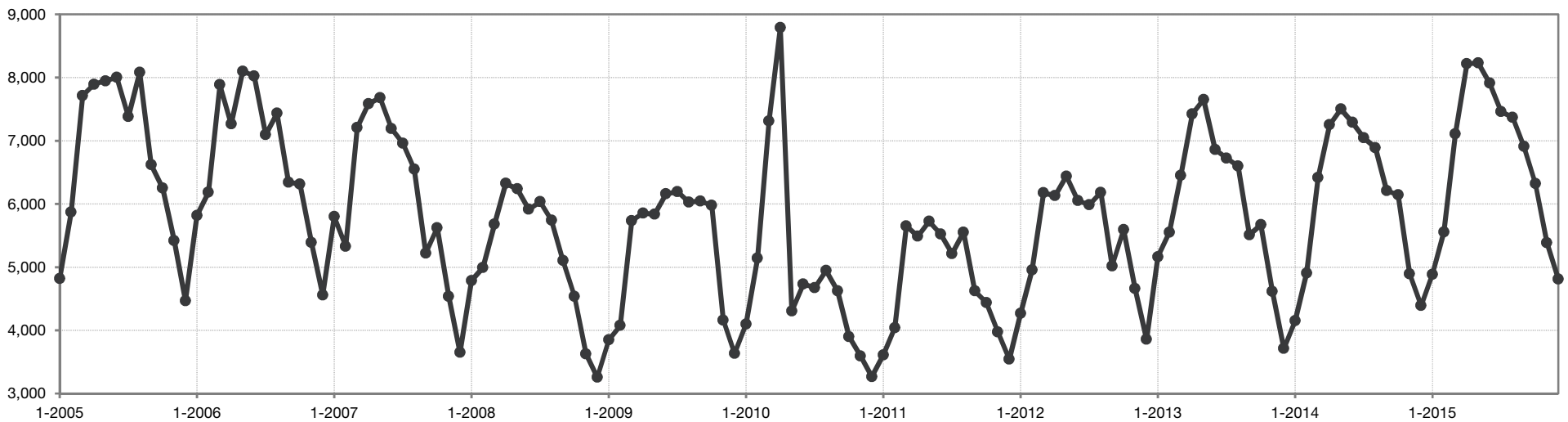


## Year To Date



Month	Prior Year	Current Year	+ / -
January	4,150	4,886	+17.7%
February	4,906	5,557	+13.3%
March	6,417	7,109	+10.8%
April	7,252	8,217	+13.3%
May	7,501	8,232	+9.7%
June	7,290	7,911	+8.5%
July	7,045	7,459	+5.9%
August	6,889	7,371	+7.0%
September	6,210	6,909	+11.3%
October	6,142	6,320	+2.9%
November	4,894	5,387	+10.1%
December	4,390	4,810	+9.6%
<b>12-Month Avg</b>	<b>6,091</b>	<b>6,681</b>	<b>+9.7%</b>

## Historical Pending Sales Activity

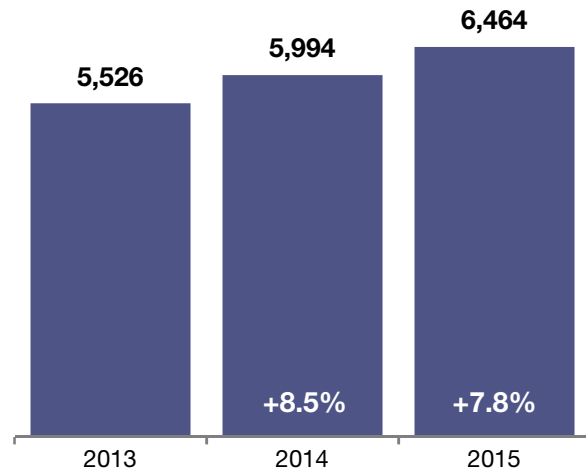


# Closed Sales

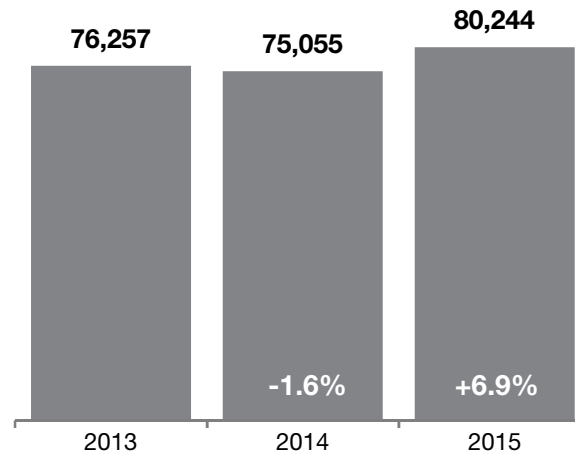
A count of the actual sales that have closed in a given month.



## December

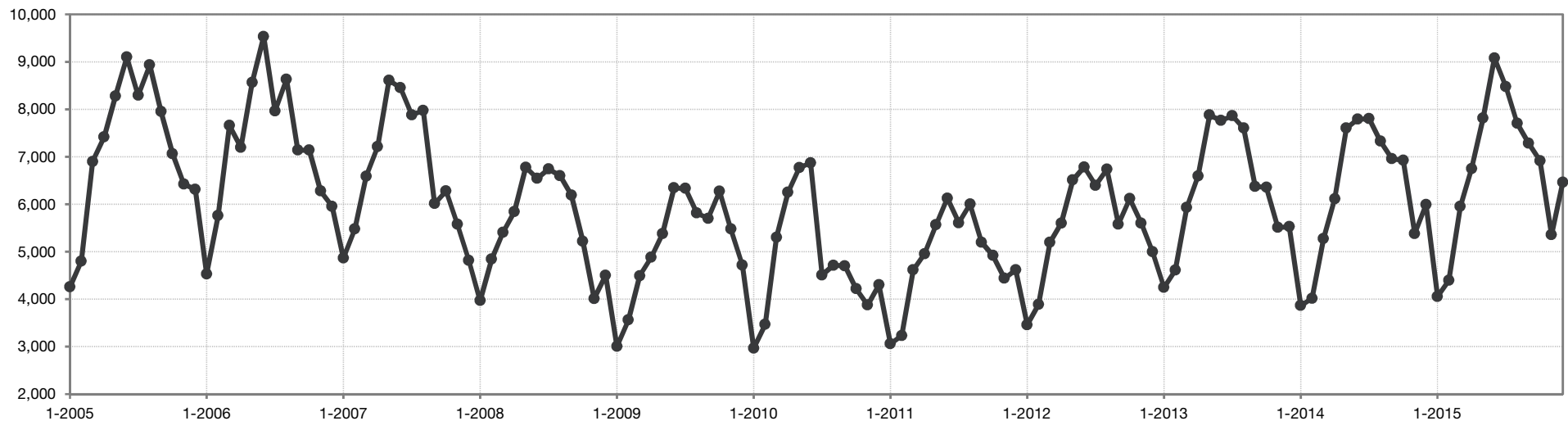


## Year To Date



Month	Prior Year	Current Year	+ / -
January	3,864	4,055	+4.9%
February	4,016	4,396	+9.5%
March	5,275	5,953	+12.9%
April	6,114	6,748	+10.4%
May	7,603	7,816	+2.8%
June	7,791	9,080	+16.5%
July	7,803	8,476	+8.6%
August	7,328	7,703	+5.1%
September	6,958	7,282	+4.7%
October	6,928	6,916	-0.2%
November	5,381	5,355	-0.5%
December	5,994	6,464	+7.8%
<b>12-Month Avg</b>	<b>6,255</b>	<b>6,687</b>	<b>+6.9%</b>

## Historical Closed Sales Activity

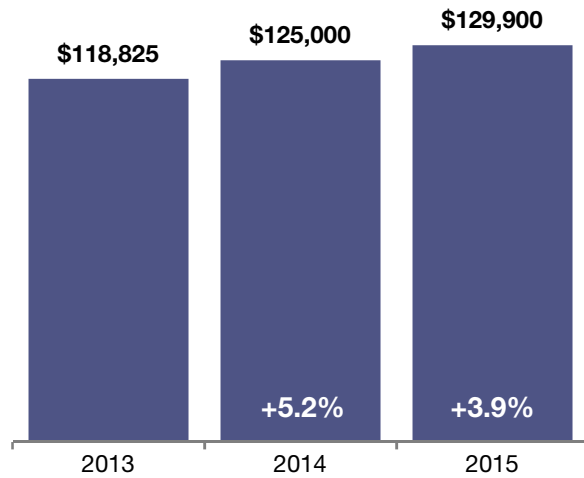


# Median Sales Price

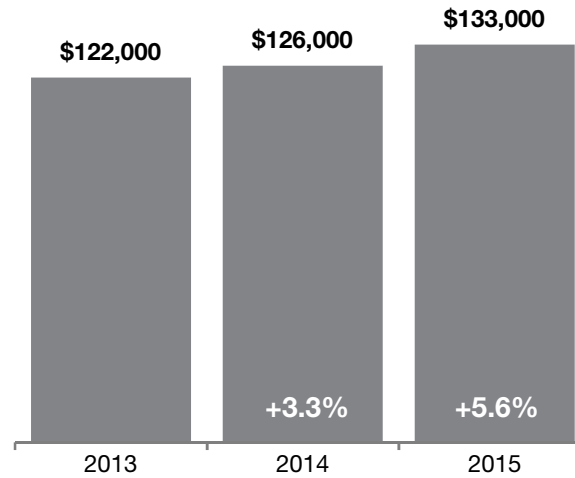
Median price point for all closed sales, not accounting for seller concessions, in a given month.



## December

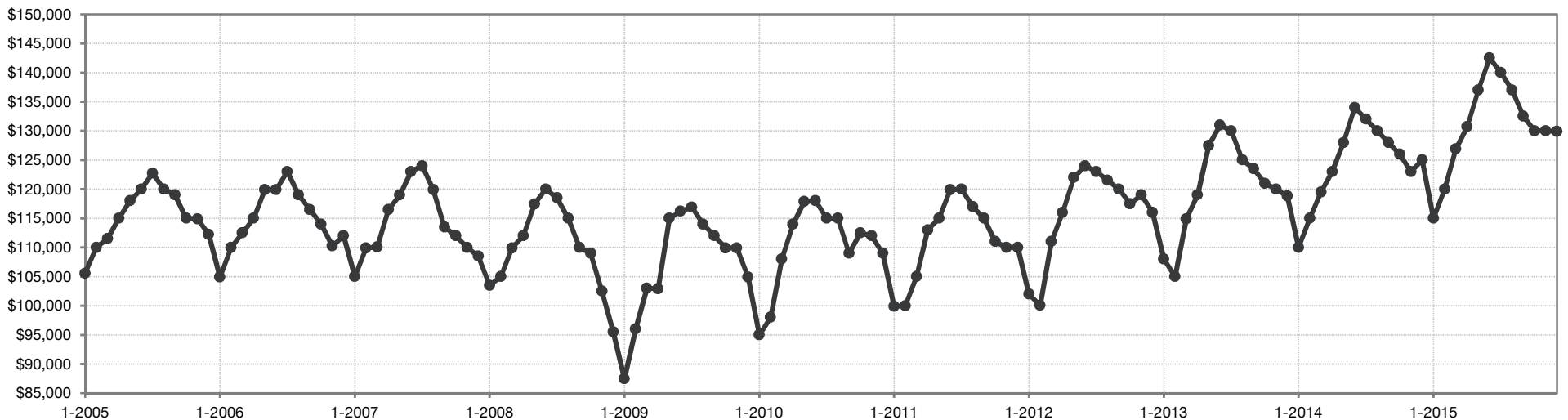


## Year To Date



Month	Prior Year	Current Year	+ / -
January	\$110,000	\$115,000	+4.5%
February	\$115,000	\$120,000	+4.3%
March	\$119,500	\$126,900	+6.2%
April	\$123,000	\$130,700	+6.3%
May	\$128,000	\$137,000	+7.0%
June	\$134,000	\$142,500	+6.3%
July	\$132,000	\$140,000	+6.1%
August	\$130,000	\$137,000	+5.4%
September	\$128,000	\$132,500	+3.5%
October	\$126,000	\$130,000	+3.2%
November	\$123,000	\$130,000	+5.7%
December	\$125,000	\$129,900	+3.9%
<b>12-Mo. Median</b>	<b>\$126,000</b>	<b>\$133,000</b>	<b>+5.6%</b>

## Historical Median Sales Price

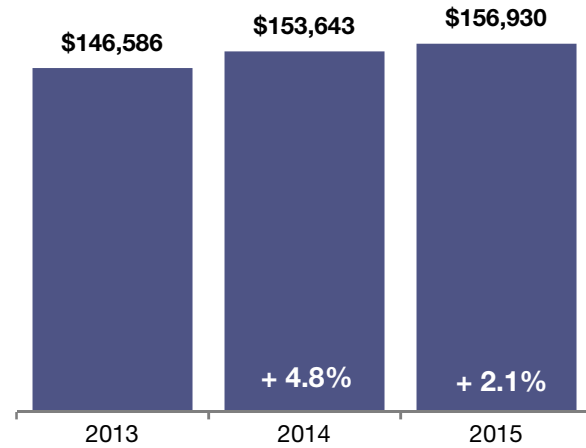


# Average Sales Price

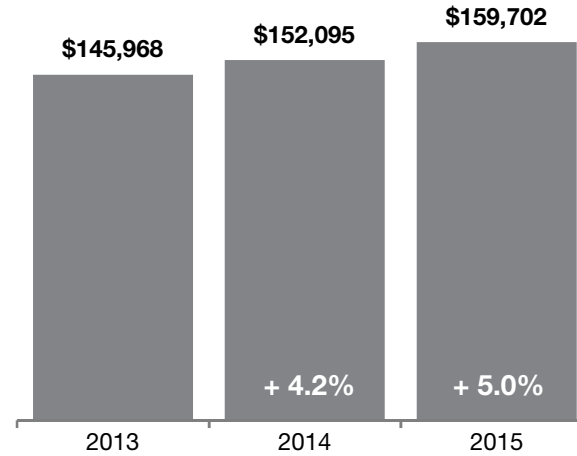
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## December

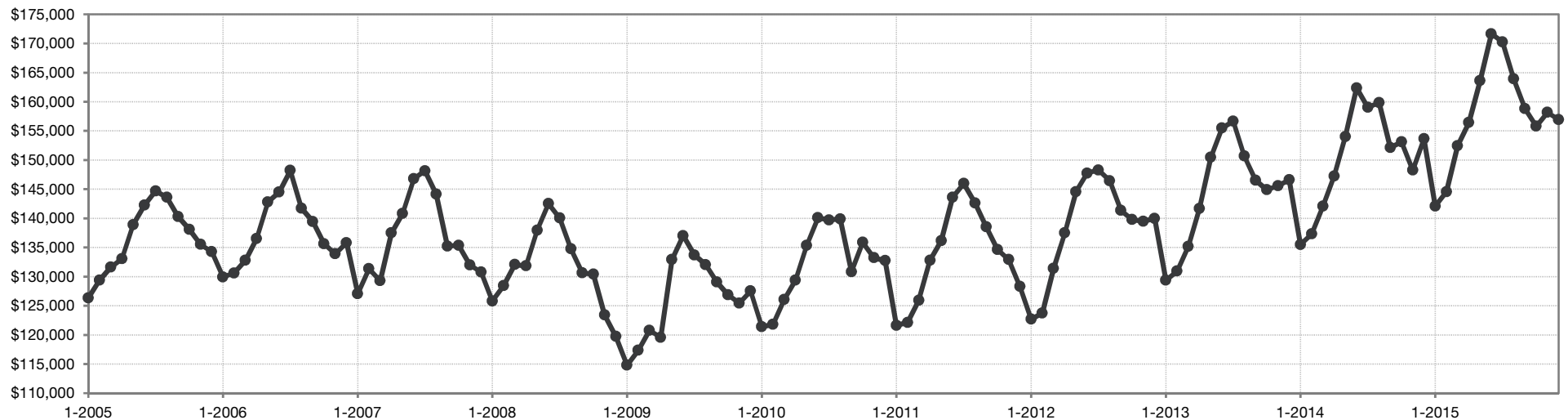


## Year To Date



Month	Prior Year	Current Year	+ / -
January	\$135,501	<b>\$142,082</b>	+4.9%
February	\$137,304	<b>\$144,564</b>	+5.3%
March	\$142,063	<b>\$152,456</b>	+7.3%
April	\$147,238	<b>\$156,414</b>	+6.2%
May	\$154,008	<b>\$163,601</b>	+6.2%
June	\$162,360	<b>\$171,653</b>	+5.7%
July	\$159,032	<b>\$170,274</b>	+7.1%
August	\$159,846	<b>\$163,923</b>	+2.6%
September	\$152,147	<b>\$158,806</b>	+4.4%
October	\$153,094	<b>\$155,800</b>	+1.8%
November	\$148,267	<b>\$158,175</b>	+6.7%
December	\$153,643	<b>\$156,930</b>	+2.1%
<b>12-Month Avg</b>	<b>\$152,095</b>	<b>\$159,702</b>	<b>+5.0%</b>

## Historical Average Sales Price

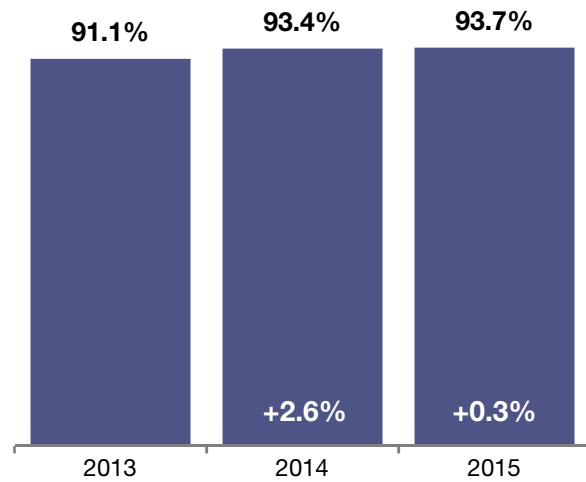


# Percent of Original List Price Received

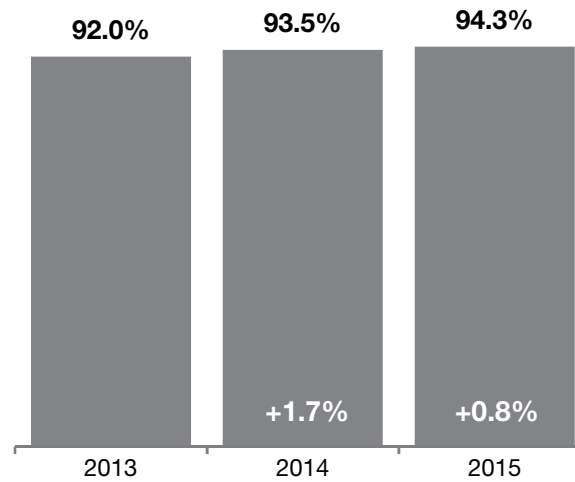
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## December

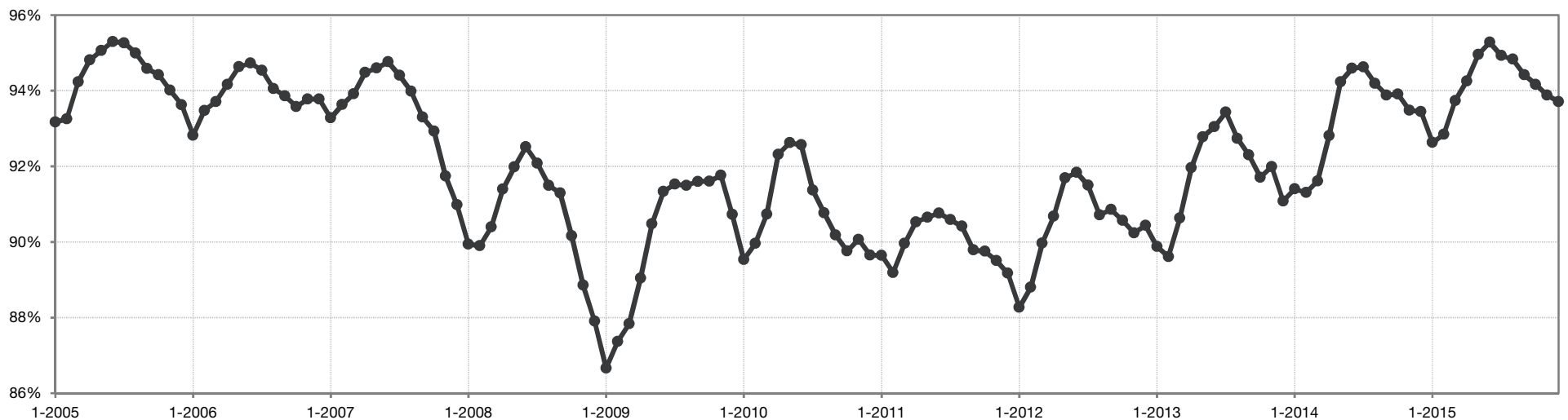


## Year To Date



Month	Prior Year	Current Year	+ / -
January	91.4%	92.6%	+1.3%
February	91.3%	92.8%	+1.7%
March	91.6%	93.7%	+2.3%
April	92.8%	94.3%	+1.6%
May	94.2%	95.0%	+0.8%
June	94.6%	95.3%	+0.7%
July	94.6%	94.9%	+0.3%
August	94.2%	94.8%	+0.7%
September	93.9%	94.4%	+0.6%
October	93.9%	94.2%	+0.3%
November	93.5%	93.9%	+0.4%
December	93.4%	93.7%	+0.3%
<b>12-Month Avg</b>	<b>93.5%</b>	<b>94.3%</b>	<b>+0.8%</b>

## Historical Percent of Original List Price Received



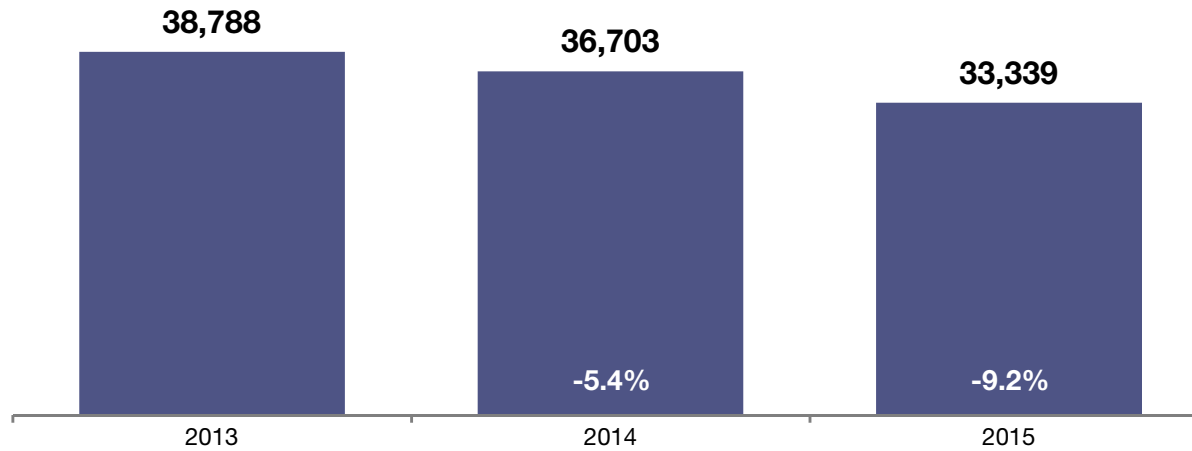


# Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given month.

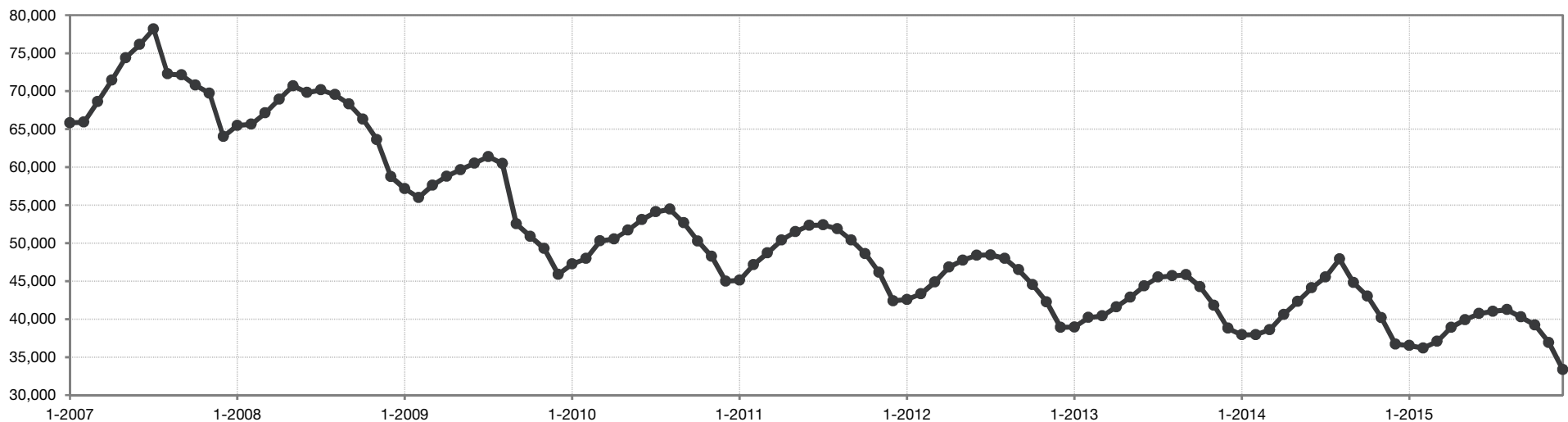


## December



Month	Prior Year	Current Year	+ / -
January	37,923	36,504	-3.7%
February	37,939	36,192	-4.6%
March	38,593	37,066	-4.0%
April	40,601	38,903	-4.2%
May	42,307	39,917	-5.6%
June	44,098	40,731	-7.6%
July	45,534	41,023	-9.9%
August	47,901	41,240	-13.9%
September	44,799	40,273	-10.1%
October	42,995	39,219	-8.8%
November	40,162	36,911	-8.1%
December	36,703	33,339	-9.2%
12-Month Avg	41,630	38,443	-7.5%

## Historical Inventory of Homes for Sale

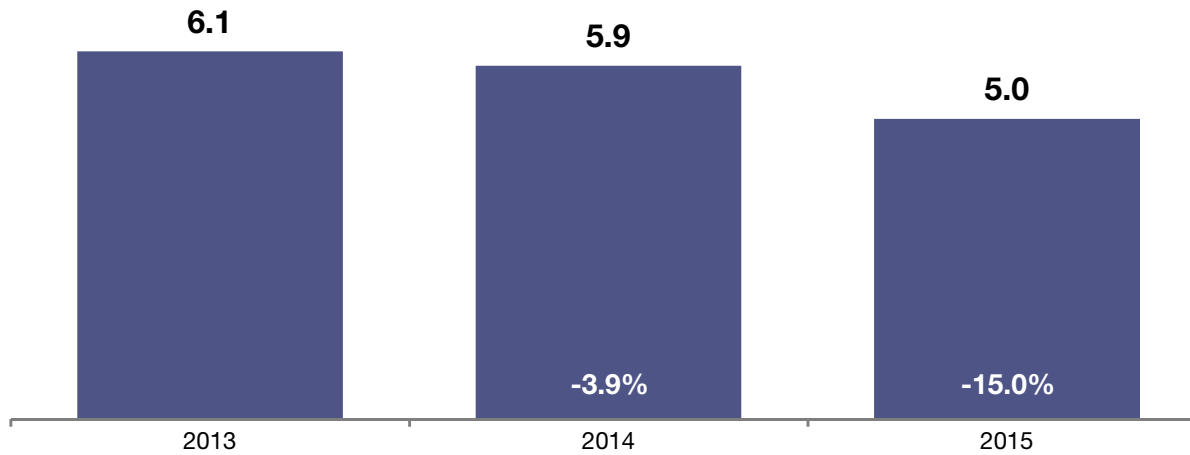


# Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



## December



Month	Prior Year	Current Year	+ / -
January	6.0	5.8	-2.9%
February	6.0	5.7	-5.0%
March	6.2	5.8	-6.1%
April	6.6	6.1	-7.7%
May	6.9	6.2	-9.7%
June	7.2	6.2	-13.0%
July	7.4	6.2	-15.9%
August	7.8	6.2	-20.3%
September	7.3	6.1	-16.5%
October	6.9	5.9	-14.6%
November	6.5	5.6	-14.1%
December	5.9	5.0	-15.0%
12-Month Avg	6.7	5.9	-12.1%

## Historical Months Supply of Inventory

