

# Monthly Indicators



## April 2016

Despite dwindling supply statewide, more homes went under contract in April compared to a year ago. Closed home sales rose 10.9 percent; pending sales modestly increased 2.5 percent; and new listings decreased 9.7 percent. Total inventory fell 14.8 percent to 33,130 units.

Unsold inventory stands virtually even with the past two months at a 4.8-month supply, which is a whopping 21.3 percent below April 2015 levels. Low inventory keeps pushing home prices up, too. The median sales price increased 4.1 percent to \$136,000. On average, sellers are receiving 95.2 percent of their original list price.

Debating putting your home on the market? Now may be the time. Many buyers are so motivated and ready to make a purchase that quality listings are netting heavy open house traffic and often getting multiple offers. [Contact a REALTOR®](#) in your area to get the listing process started today.

## Quick Facts

**+ 10.9%**

One-Year Change in  
Closed Sales

**+ 4.1%**

One-Year Change in  
Median Sales Price

**- 14.8%**

One-Year Change in  
Homes for Sale

A research tool provided by the Indiana Association of REALTORS®. Percent changes are calculated using rounded figures.

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# Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



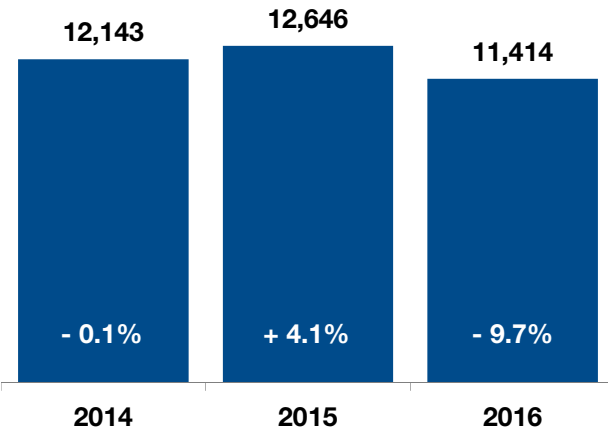
Key Metrics	Historical Sparkbars	4-2015	4-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
<b>New Listings</b>		12,646	<b>11,414</b>	- 9.7%	38,683	<b>37,686</b>	- 2.6%
<b>Pending Sales</b>		8,217	<b>8,426</b>	+ 2.5%	25,769	<b>28,241</b>	+ 9.6%
<b>Closed Sales</b>		6,748	<b>7,485</b>	+ 10.9%	21,152	<b>23,230</b>	+ 9.8%
<b>Median Sales Price</b>		\$130,700	<b>\$136,000</b>	+ 4.1%	\$125,000	<b>\$130,500</b>	+ 4.4%
<b>Average Sales Price</b>		\$156,414	<b>\$161,094</b>	+ 3.0%	\$150,105	<b>\$155,536</b>	+ 3.6%
<b>Percent of Original List Price Received</b>		94.3%	<b>95.2%</b>	+ 1.0%	93.5%	<b>94.4%</b>	+ 1.0%
<b>Inventory of Homes for Sale</b>		38,903	<b>33,130</b>	- 14.8%	--	--	--
<b>Months Supply of Homes for Sale</b>		6.1	<b>4.8</b>	- 21.3%	--	--	--

# New Listings

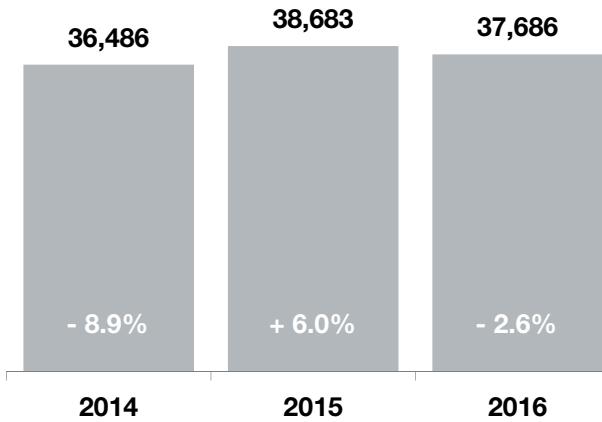
A count of the properties that have been newly listed on the market in a given month.



## April

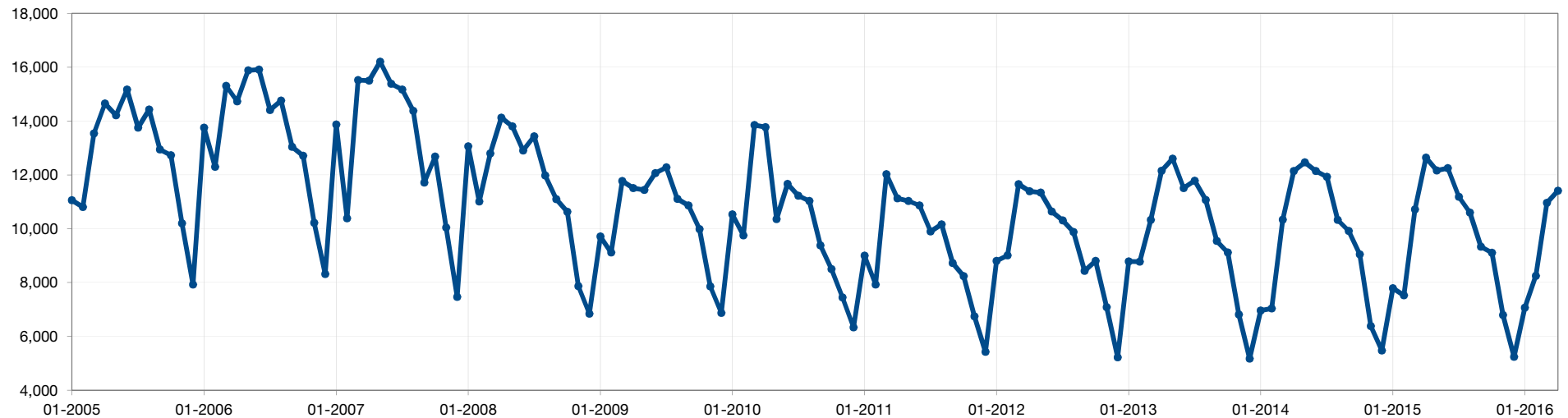


## Year to Date



	New Listings	Prior Year	Percent Change
May 2015	12,164	12,472	-2.5%
June 2015	12,254	12,148	+0.9%
July 2015	11,188	11,930	-6.2%
August 2015	10,606	10,327	+2.7%
September 2015	9,332	9,922	-5.9%
October 2015	9,106	9,050	+0.6%
November 2015	6,796	6,386	+6.4%
December 2015	5,241	5,480	-4.4%
January 2016	7,066	7,790	-9.3%
February 2016	8,244	7,530	+9.5%
March 2016	10,962	10,717	+2.3%
<b>April 2016</b>	<b>11,414</b>	<b>12,646</b>	<b>-9.7%</b>
12-Month Avg	9,531	9,700	-1.7%

## Historical New Listings by Month

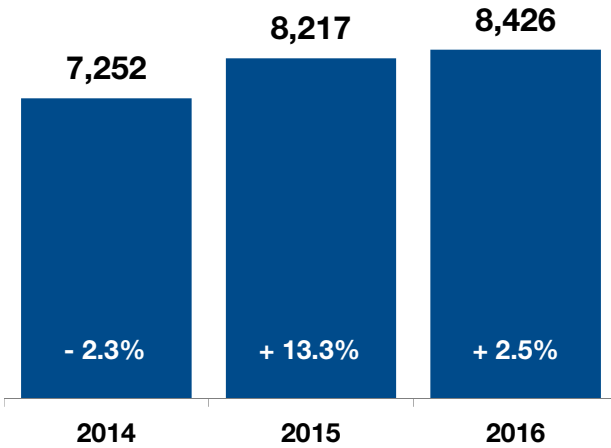


# Pending Sales

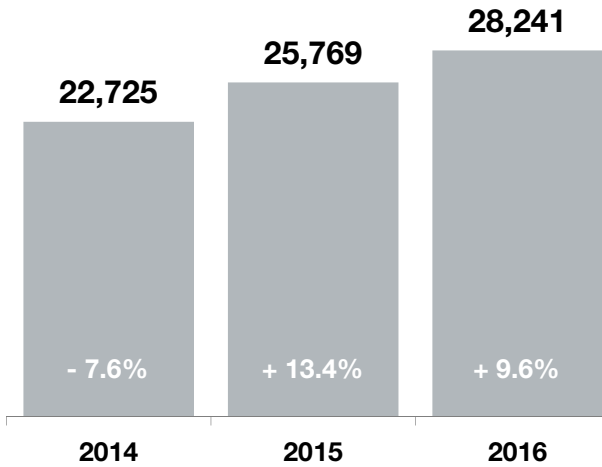
A count of the properties on which offers have been accepted in a given month.



## April

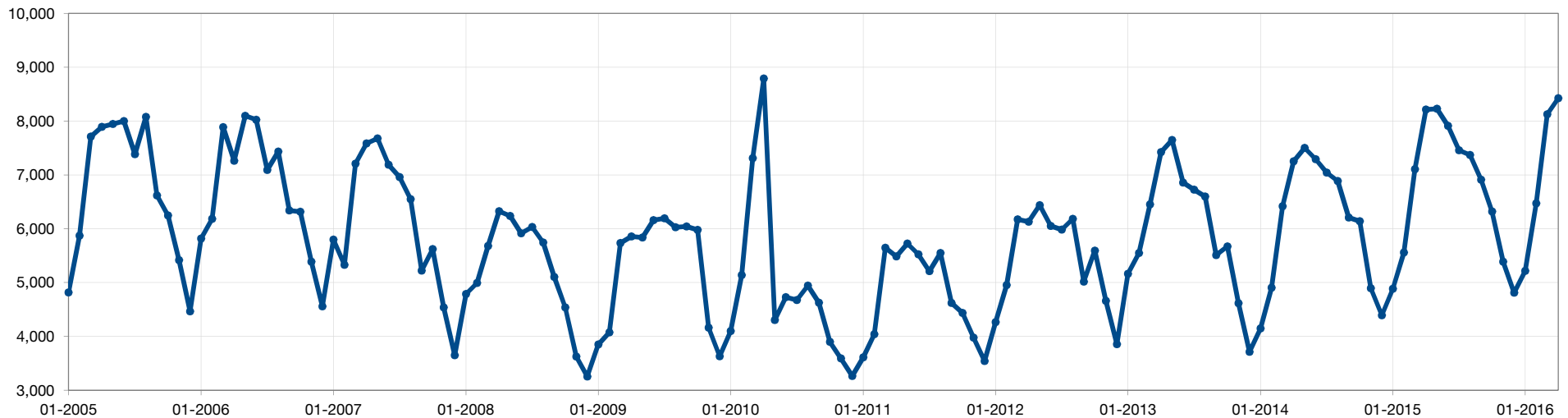


## Year to Date



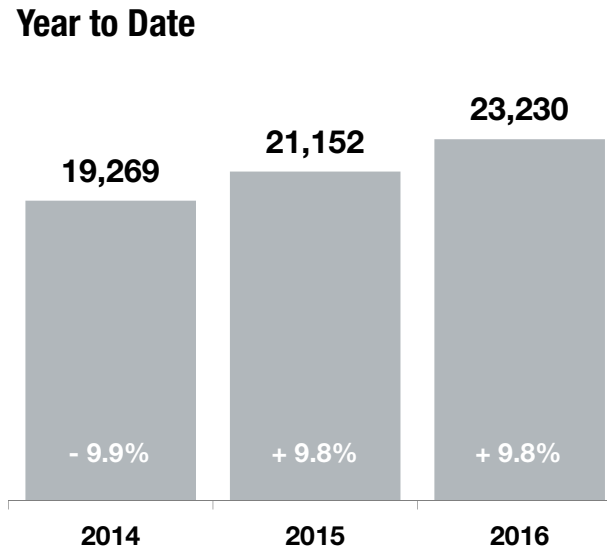
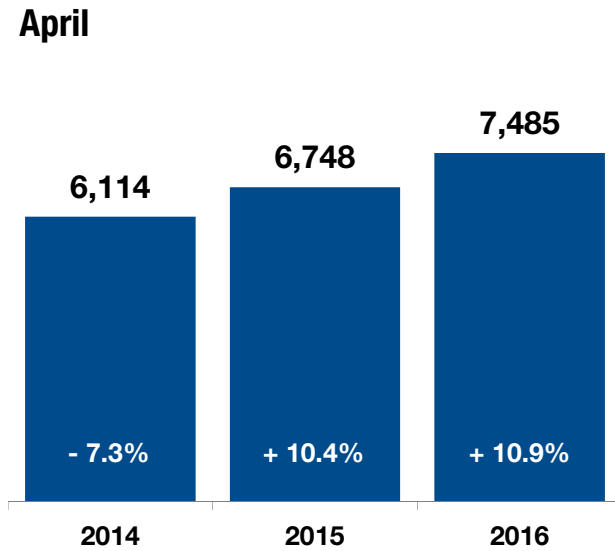
	Pending Sales	Prior Year	Percent Change
May 2015	8,232	7,501	+9.7%
June 2015	7,911	7,290	+8.5%
July 2015	7,459	7,045	+5.9%
August 2015	7,371	6,889	+7.0%
September 2015	6,909	6,210	+11.3%
October 2015	6,320	6,142	+2.9%
November 2015	5,387	4,894	+10.1%
December 2015	4,810	4,390	+9.6%
January 2016	5,219	4,886	+6.8%
February 2016	6,471	5,557	+16.4%
March 2016	8,125	7,109	+14.3%
<b>April 2016</b>	<b>8,426</b>	<b>8,217</b>	<b>+2.5%</b>
12-Month Avg	6,887	6,344	+8.6%

## Historical Pending Sales by Month



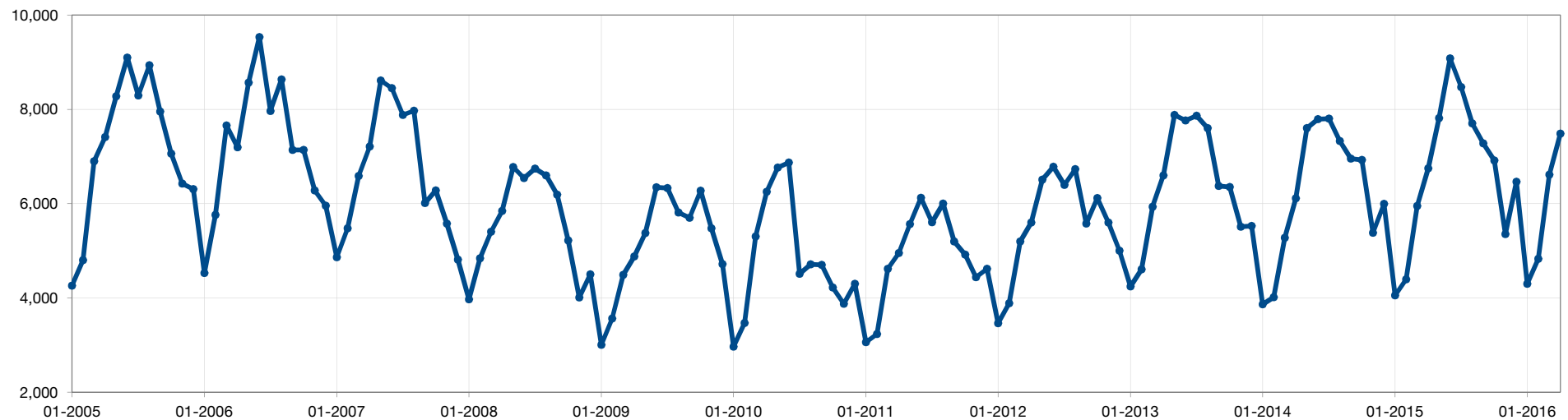
# Closed Sales

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



	Closed Sales	Prior Year	Percent Change
May 2015	7,816	7,603	+2.8%
June 2015	9,080	7,791	+16.5%
July 2015	8,476	7,803	+8.6%
August 2015	7,703	7,328	+5.1%
September 2015	7,282	6,958	+4.7%
October 2015	6,916	6,928	-0.2%
November 2015	5,355	5,381	-0.5%
December 2015	6,464	5,994	+7.8%
January 2016	4,299	4,055	+6.0%
February 2016	4,831	4,396	+9.9%
March 2016	6,615	5,953	+11.1%
<b>April 2016</b>	<b>7,485</b>	<b>6,748</b>	<b>+10.9%</b>
12-Month Avg	6,860	6,412	+7.0%

## Historical Closed Sales by Month



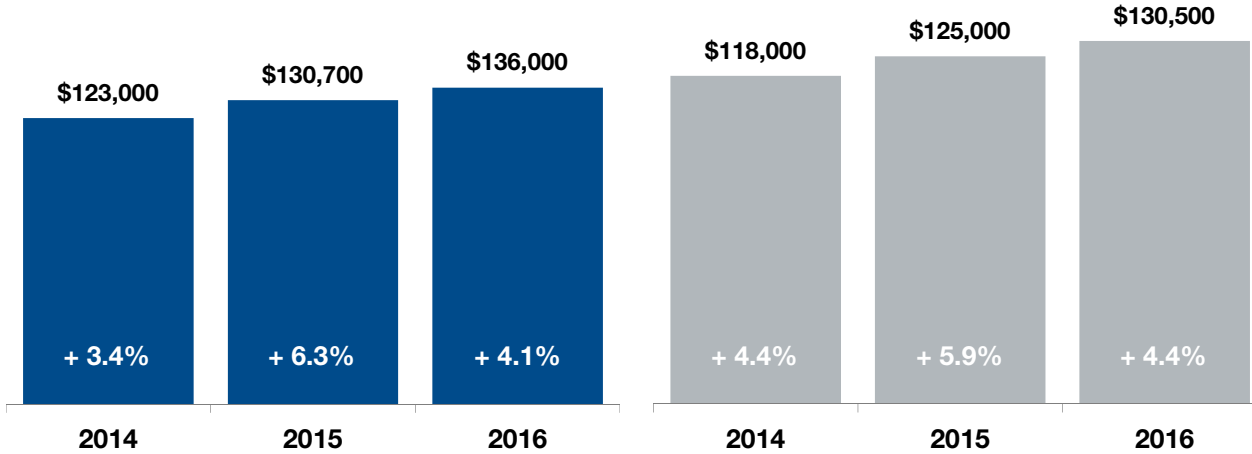
# Median Sales Price

Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## April

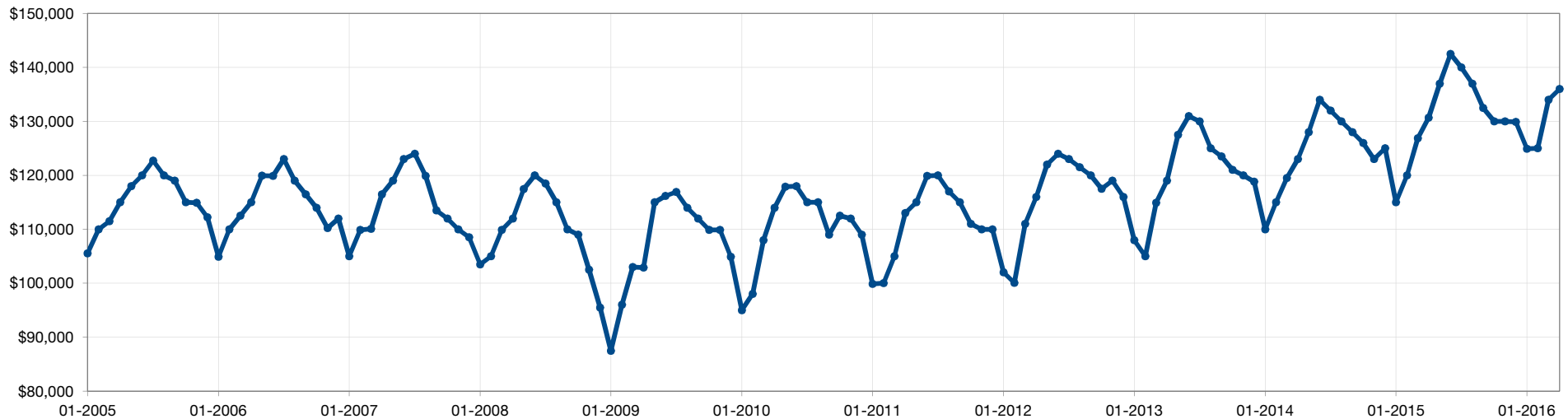
## Year to Date



	Median Sales Price	Prior Year	Percent Change
May 2015	\$137,000	\$128,000	+7.0%
June 2015	\$142,500	\$134,000	+6.3%
July 2015	\$140,000	\$132,000	+6.1%
August 2015	\$137,000	\$130,000	+5.4%
September 2015	\$132,500	\$128,000	+3.5%
October 2015	\$130,000	\$126,000	+3.2%
November 2015	\$130,000	\$123,000	+5.7%
December 2015	\$129,900	\$125,000	+3.9%
January 2016	\$124,900	\$115,000	+8.6%
February 2016	\$125,000	\$120,000	+4.2%
March 2016	\$134,000	\$126,900	+5.6%
<b>April 2016</b>	<b>\$136,000</b>	<b>\$130,700</b>	<b>+4.1%</b>
12-Month Avg*	\$134,900	\$128,000	+5.4%

\* Median Sales Price for all properties from May 2015 through April 2016. This is not the average of the individual figures above.

## Historical Median Sales Price by Month

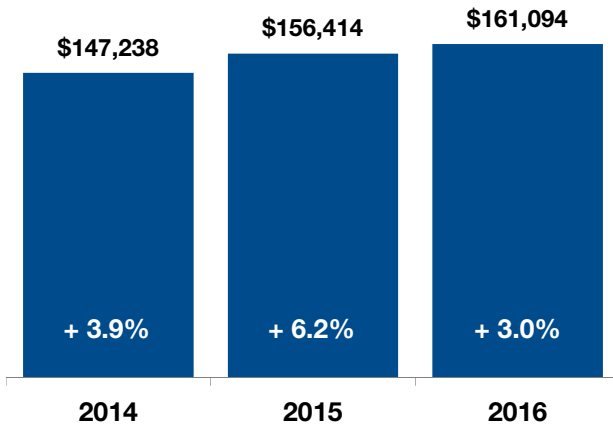


# Average Sales Price

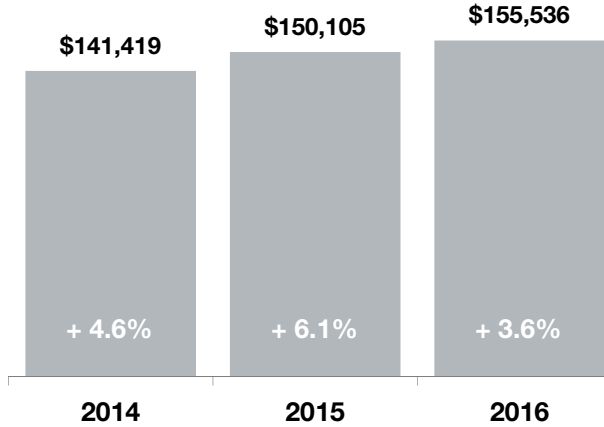
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## April



## Year to Date



	Avg. Sales Price	Prior Year	Percent Change
May 2015	\$163,601	\$154,008	+6.2%
June 2015	\$171,653	\$162,360	+5.7%
July 2015	\$170,274	\$159,032	+7.1%
August 2015	\$163,923	\$159,846	+2.6%
September 2015	\$158,806	\$152,147	+4.4%
October 2015	\$155,800	\$153,094	+1.8%
November 2015	\$158,175	\$148,267	+6.7%
December 2015	\$156,930	\$153,643	+2.1%
January 2016	\$150,731	\$142,082	+6.1%
February 2016	\$148,978	\$144,564	+3.1%
March 2016	\$157,116	\$152,456	+3.1%
<b>April 2016</b>	<b>\$161,094</b>	<b>\$156,414</b>	<b>+3.0%</b>
12-Month Avg*	\$160,982	\$154,173	+4.4%

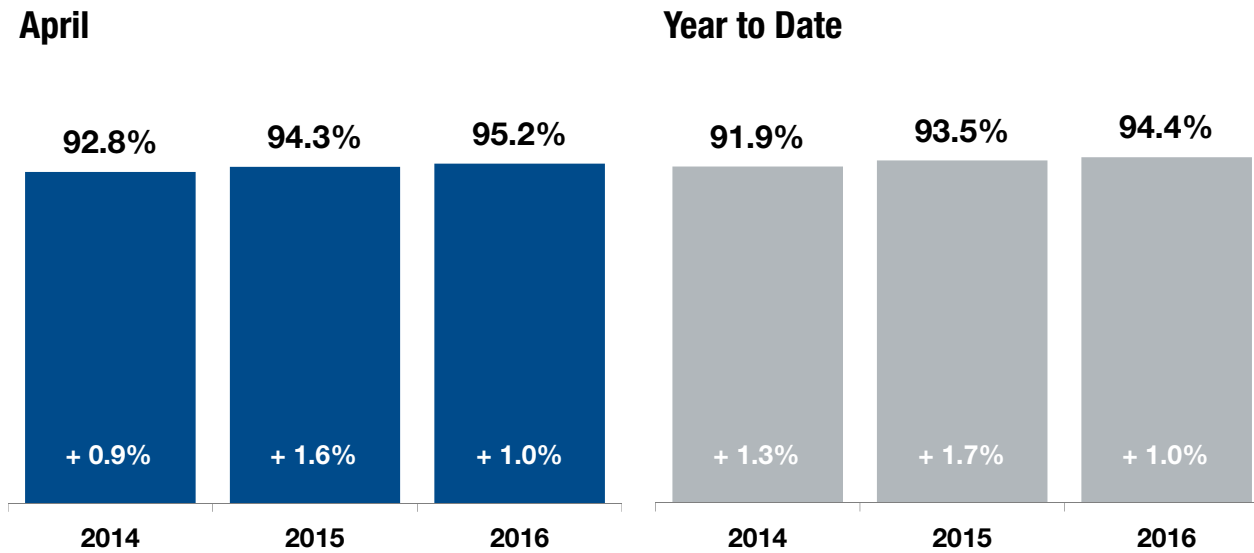
\* Avg. Sales Price for all properties from May 2015 through April 2016. This is not the average of the individual figures above.

## Historical Average Sales Price by Month



# Percent of Original List Price Received

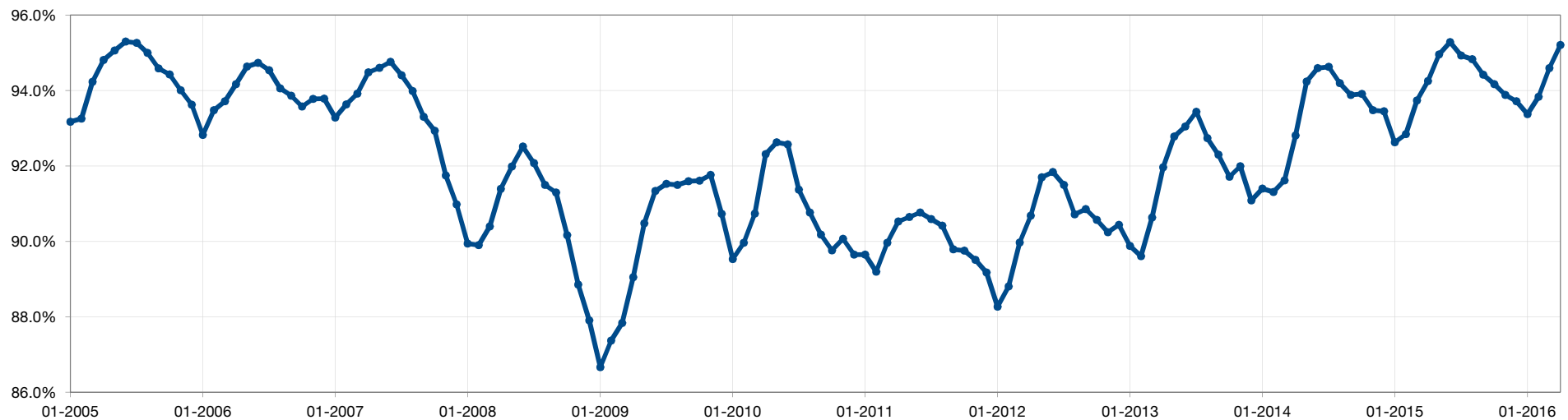
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



	Pct. of Orig. Price Received	Prior Year	Percent Change
May 2015	95.0%	94.2%	+0.8%
June 2015	95.3%	94.6%	+0.7%
July 2015	94.9%	94.6%	+0.3%
August 2015	94.8%	94.2%	+0.6%
September 2015	94.4%	93.9%	+0.5%
October 2015	94.2%	93.9%	+0.3%
November 2015	93.9%	93.5%	+0.4%
December 2015	93.7%	93.4%	+0.3%
January 2016	93.4%	92.6%	+0.9%
February 2016	93.8%	92.8%	+1.1%
March 2016	94.6%	93.7%	+1.0%
<b>April 2016</b>	<b>95.2%</b>	<b>94.3%</b>	<b>+1.0%</b>
12-Month Avg*	94.5%	93.9%	+0.6%

\* Pct. of Orig. Price Received for all properties from May 2015 through April 2016. This is not the average of the individual figures above.

## Historical Percent of Original List Price Received by Month



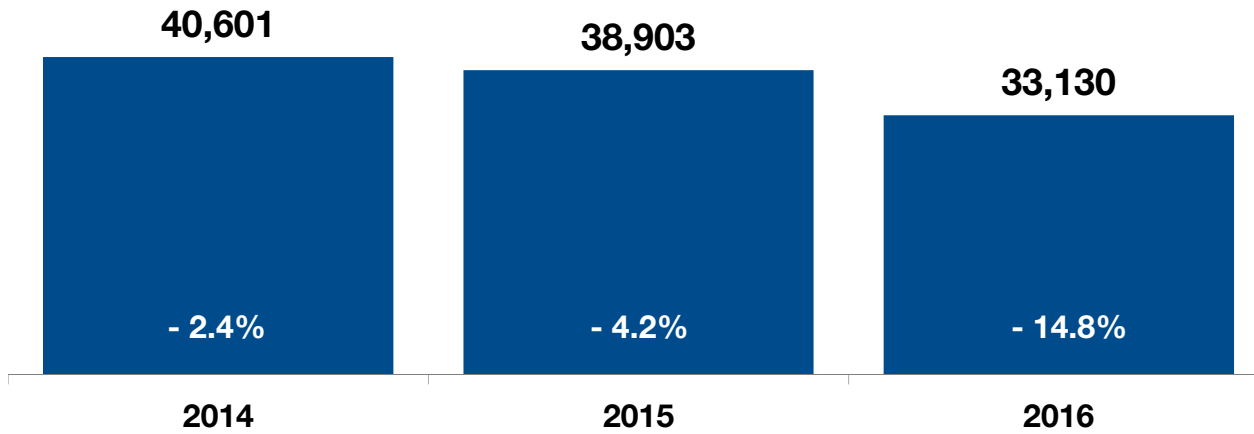


# Inventory of Homes for Sale

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

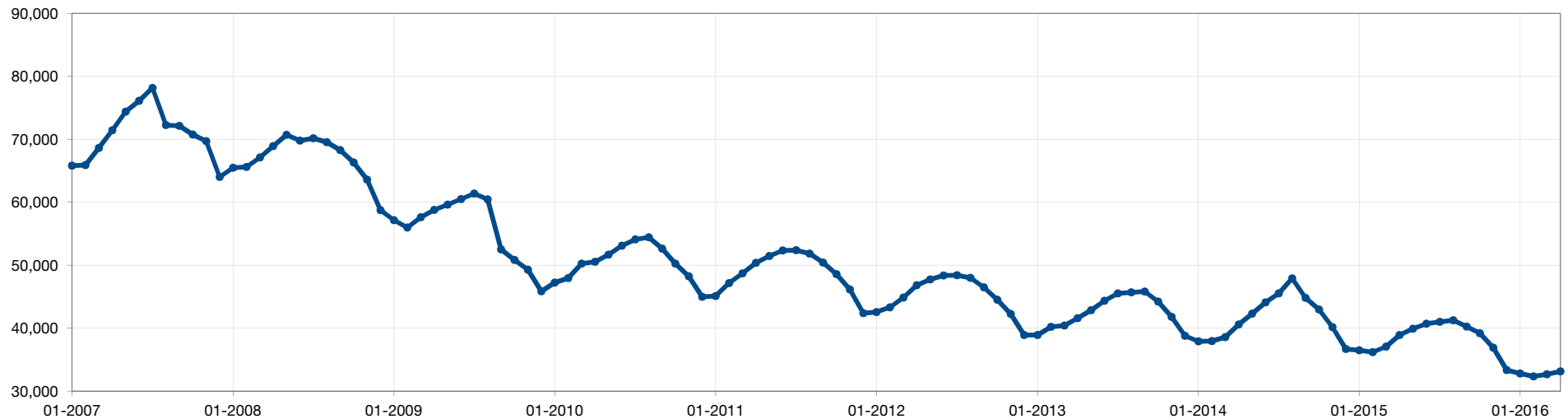


## April



	Homes for Sale	Prior Year	Percent Change
May 2015	39,917	42,307	-5.6%
June 2015	40,731	44,098	-7.6%
July 2015	41,023	45,534	-9.9%
August 2015	41,240	47,901	-13.9%
September 2015	40,273	44,799	-10.1%
October 2015	39,219	42,995	-8.8%
November 2015	36,911	40,162	-8.1%
December 2015	33,339	36,703	-9.2%
January 2016	32,804	36,504	-10.1%
February 2016	32,353	36,192	-10.6%
March 2016	32,679	37,066	-11.8%
<b>April 2016</b>	<b>33,130</b>	<b>38,903</b>	<b>-14.8%</b>
12-Month Avg	36,968	41,097	-10.0%

## Historical Inventory of Homes for Sale by Month

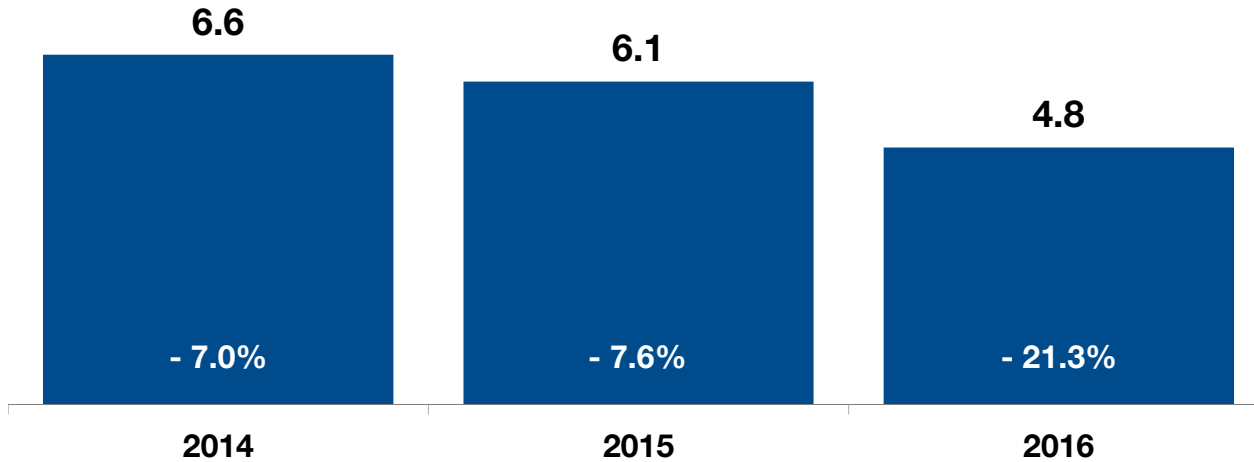


# Months Supply of Homes for Sale

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.



## April



Months Supply		Prior Year	Percent Change
May 2015	6.2	6.9	-10.1%
June 2015	6.2	7.2	-13.9%
July 2015	6.2	7.4	-16.2%
August 2015	6.2	7.8	-20.5%
September 2015	6.1	7.3	-16.4%
October 2015	5.9	6.9	-14.5%
November 2015	5.6	6.5	-13.8%
December 2015	5.0	5.9	-15.3%
January 2016	4.9	5.8	-15.5%
February 2016	4.8	5.7	-15.8%
March 2016	4.8	5.8	-17.2%
<b>April 2016</b>	<b>4.8</b>	<b>6.1</b>	<b>-21.3%</b>
12-Month Avg*	5.6	6.6	-15.2%

\* Months Supply for all properties from May 2015 through April 2016. This is not the average of the individual figures above.

## Historical Months Supply of Homes for Sale by Month

