

Monthly Indicators

A RESEARCH TOOL PROVIDED BY THE INDIANA ASSOCIATION OF REALTORS®



August 2015

Indiana housing market conditions are better than last year. In fact, August 2015 surpassed August 2014 across the board in sales, prices and listings. Buyer demand still shows no sign of slowing. And the Federal Reserve's extension of its ultra-low-rate policy means mortgage rates stay appealing for buyers.

The number of new listings increased 2.7 percent from a year ago to 10,606 available properties in Indiana. Pending sales are up 7.0 percent to 7,371. Because the Fed is keeping loan rates down for now, another surge in home sales and new construction is possible. More homebuilding could boost the restocking of limited inventories seen across the state.

Prices continued to gain traction as the curtain closed on summer. The average sales price increased 2.6 percent to \$163,923. If interest rates remain low and the job market—particularly wages—stays strong, favorable market conditions are expected to keep up through winter.

Quick Facts

+ 5.1%

Change in
Closed Sales

+ 5.4%

Change in
Median Sales Price

- 13.9%

Change in
Inventory

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Market Overview

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



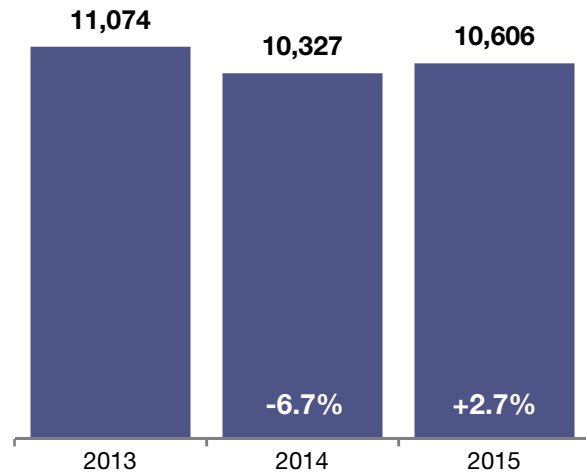
Key Metrics	Historical Sparklines	8-2014	8-2015	+ / -	YTD 2014	YTD 2015	+ / -
New Listings		10,327	10,606	+ 2.7%	83,363	84,895	+ 1.8%
Pending Sales		6,889	7,371	+ 7.0%	51,450	56,742	+ 10.3%
Closed Sales		7,328	7,703	+ 5.1%	49,794	54,227	+ 8.9%
Median Sales Price		\$130,000	\$137,000	+ 5.4%	\$126,000	\$134,000	+ 6.3%
Average Sales Price		\$159,846	\$163,923	+ 2.6%	\$152,176	\$160,802	+ 5.7%
Percent of Original List Price Received		94.2%	94.8%	+ 0.7%	93.5%	94.4%	+ 1.0%
Inventory of Homes for Sale		47,901	41,240	- 13.9%	--	--	--
Months Supply of Homes for Sale		7.8	6.2	- 20.3%	--	--	--

New Listings

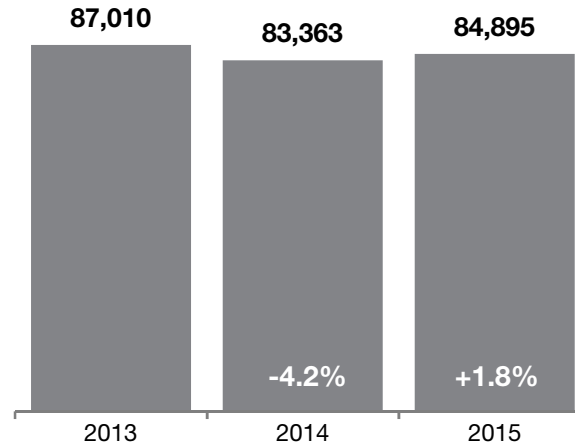
A count of the properties that have been newly listed on the market in a given month, regardless of what status they're currently in.



August

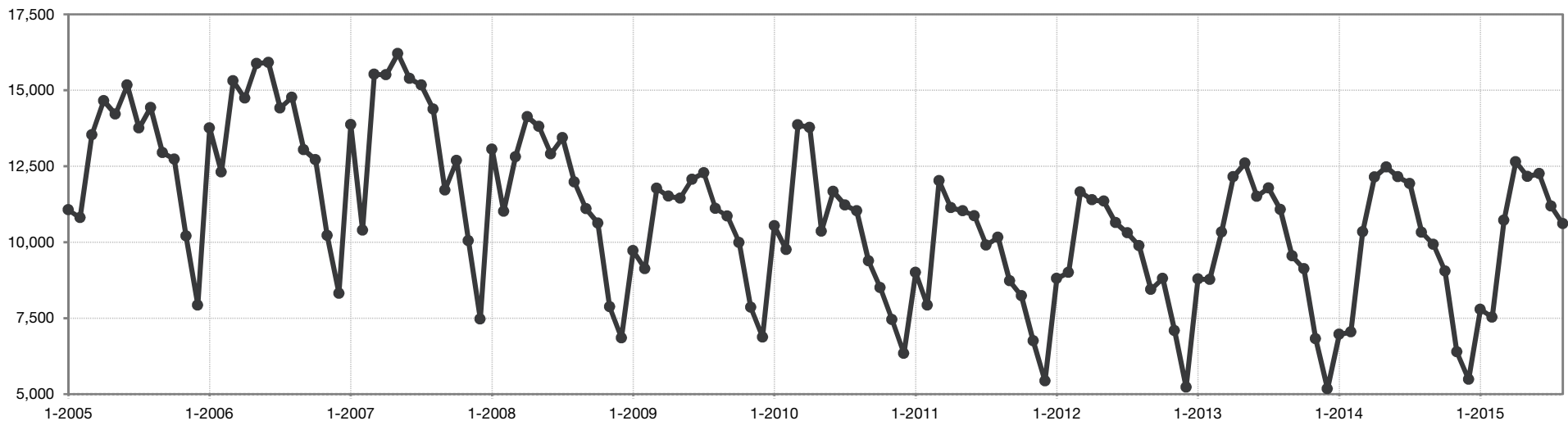


Year To Date



Month	Prior Year	Current Year	+ / -
September	9,543	9,922	+4.0%
October	9,120	9,050	-0.8%
November	6,817	6,386	-6.3%
December	5,175	5,480	+5.9%
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%
12-Month Avg	9,502	9,644	+1.5%

Historical New Listing Activity

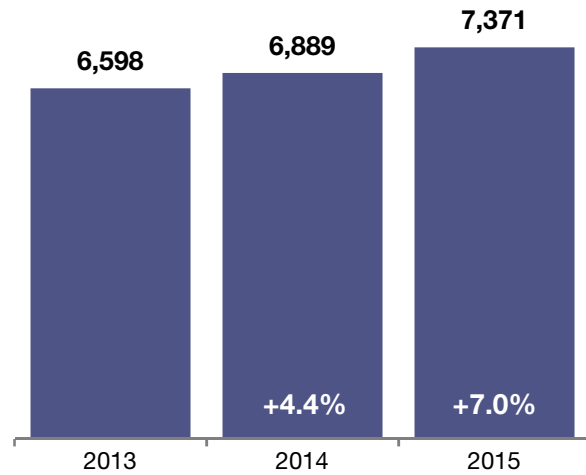


Pending Sales

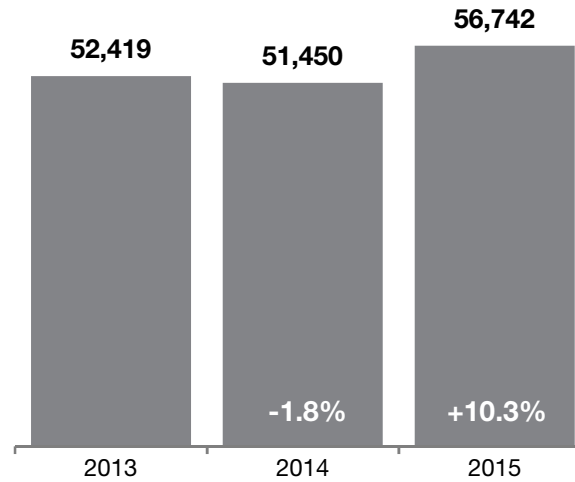
A count of the properties on which contracts have been accepted in a given month, regardless of whether or not the sale closes.



August

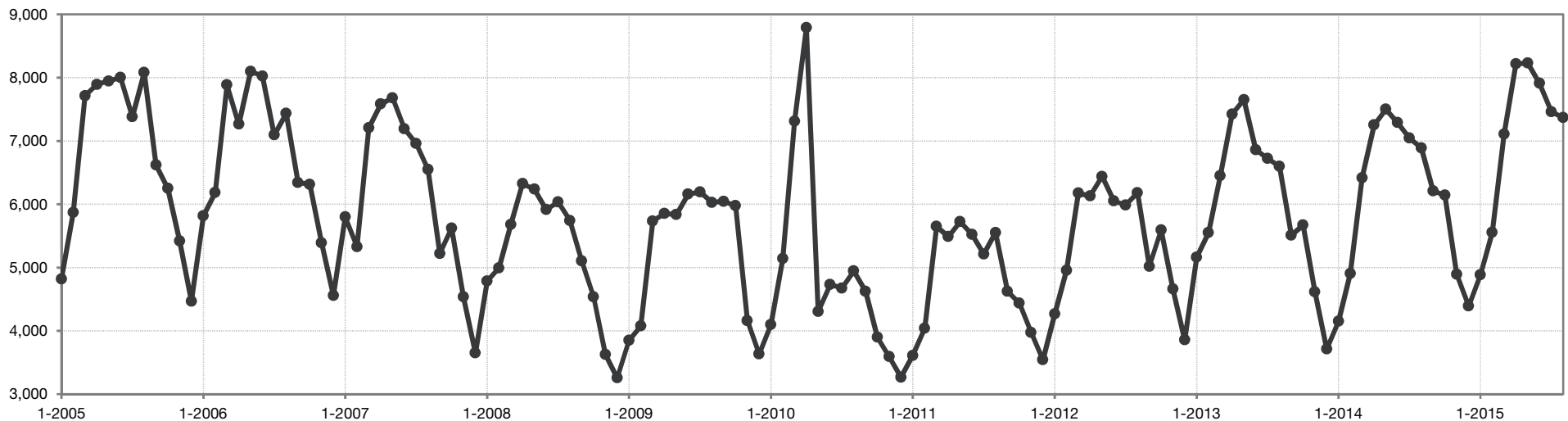


Year To Date



Month	Prior Year	Current Year	+ / -
September	5,511	6,210	+12.7%
October	5,669	6,142	+8.3%
November	4,616	4,894	+6.0%
December	3,711	4,390	+18.3%
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%
12-Month Avg	5,913	6,532	+10.5%

Historical Pending Sales Activity

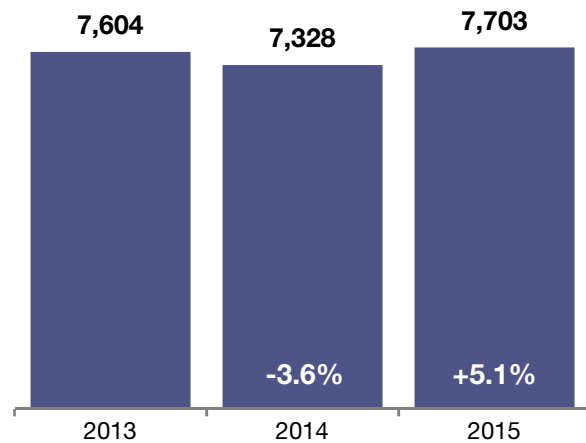


Closed Sales

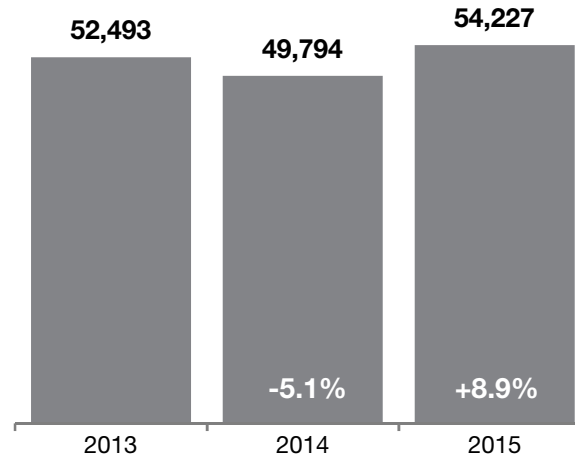
A count of the actual sales that have closed in a given month.



August

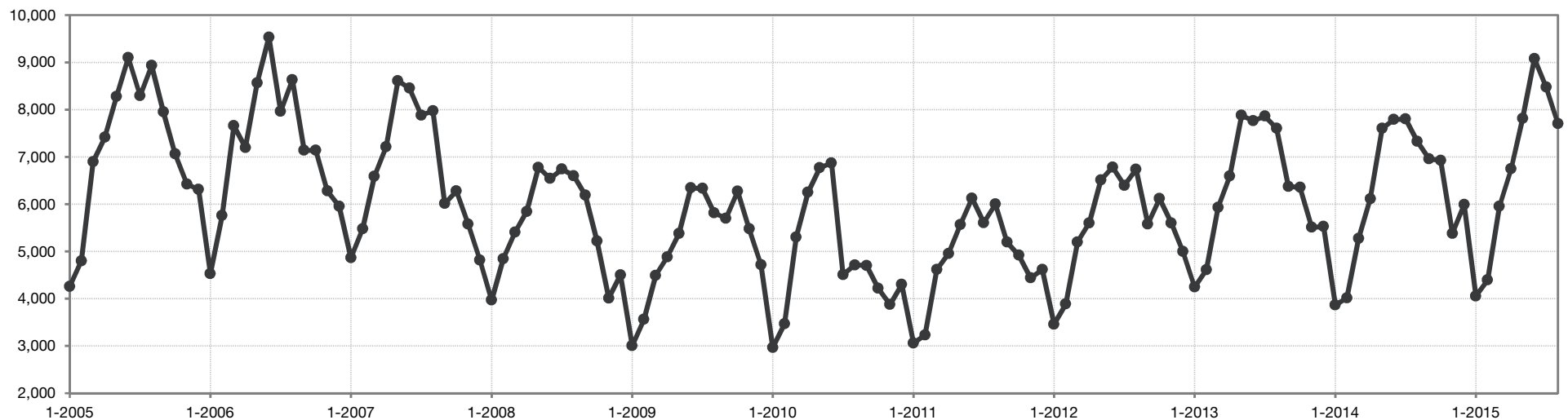


Year To Date



Month	Prior Year	Current Year	+ / -
September	6,375	6,958	+9.1%
October	6,354	6,928	+9.0%
November	5,509	5,381	-2.3%
December	5,526	5,994	+8.5%
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%
12-Month Avg	6,130	6,624	+7.9%

Historical Closed Sales Activity

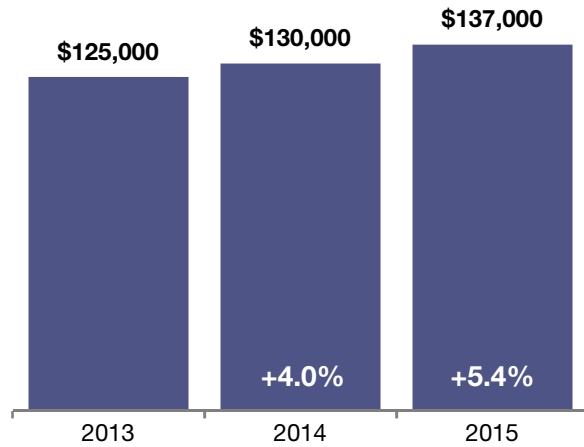


Median Sales Price

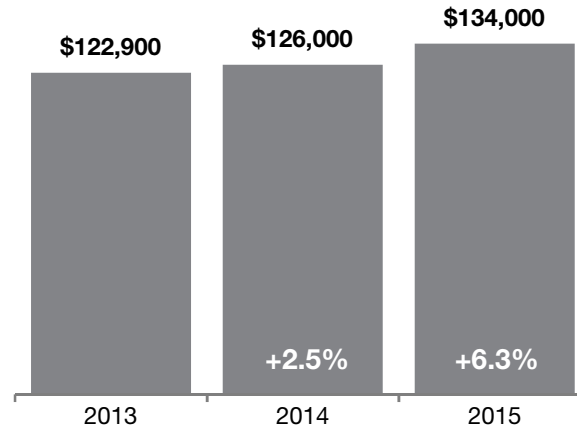
Median price point for all closed sales, not accounting for seller concessions, in a given month.



August

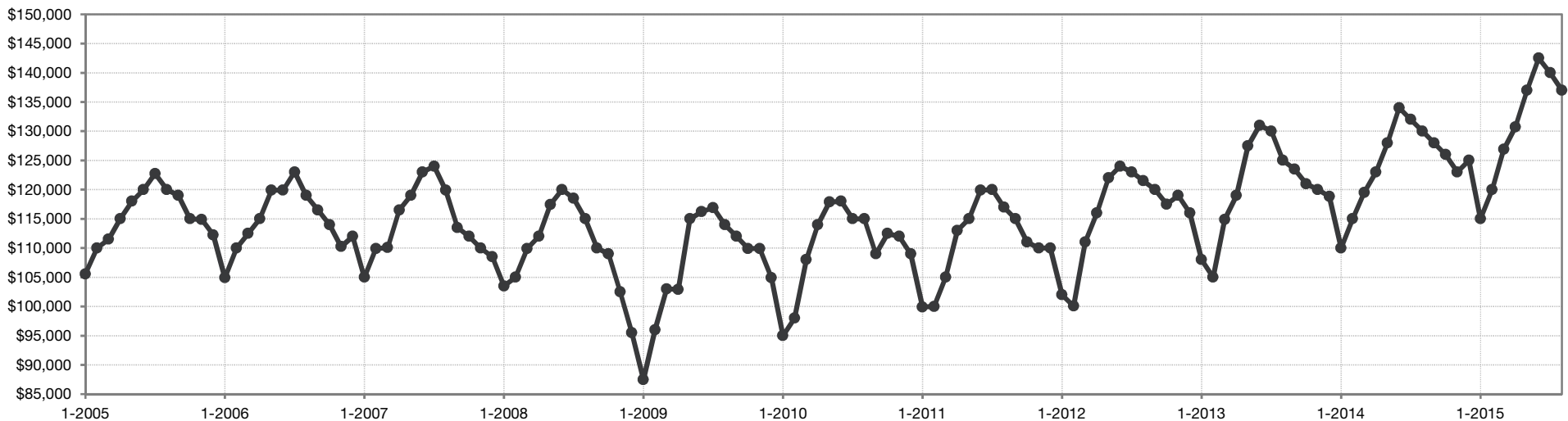


Year To Date



Month	Prior Year	Current Year	+ / -
September	\$123,500	\$128,000	+3.6%
October	\$121,000	\$126,000	+4.1%
November	\$120,000	\$123,000	+2.5%
December	\$118,825	\$125,000	+5.2%
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%
12-Mo. Median	\$125,000	\$130,500	+4.4%

Historical Median Sales Price

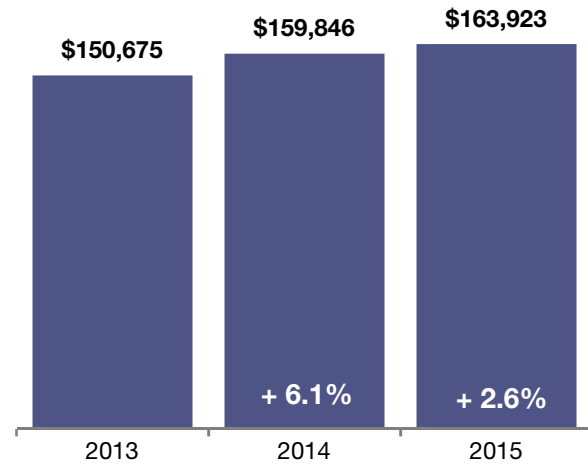


Average Sales Price

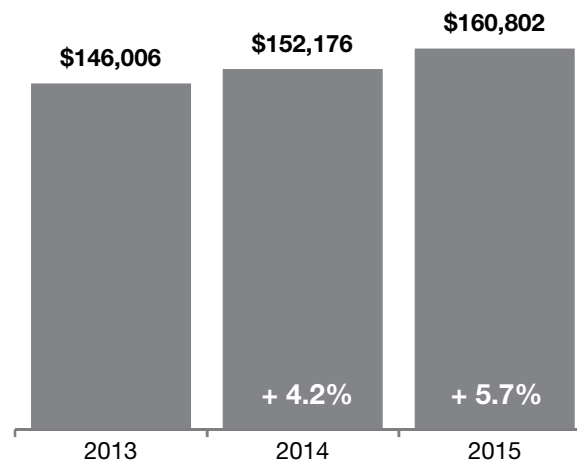
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



August

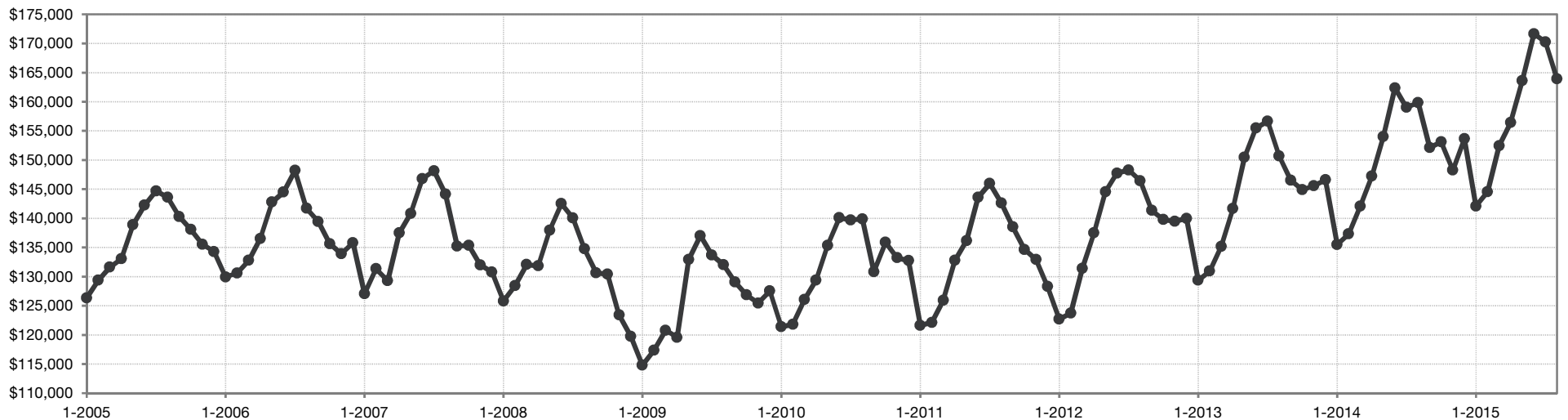


Year To Date



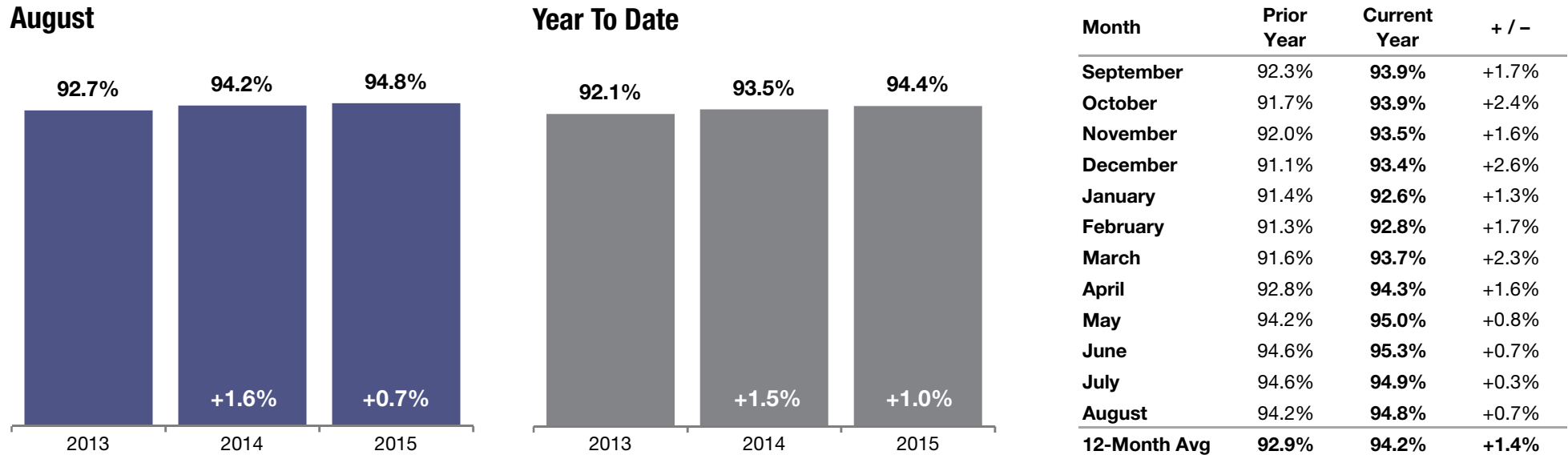
Month	Prior Year	Current Year	+ / -
September	\$146,529	\$152,147	+3.8%
October	\$144,893	\$153,094	+5.7%
November	\$145,579	\$148,267	+1.8%
December	\$146,586	\$153,643	+4.8%
January	\$135,501	\$142,082	+4.9%
February	\$137,304	\$144,564	+5.3%
March	\$142,063	\$152,456	+7.3%
April	\$147,238	\$156,414	+6.2%
May	\$154,008	\$163,601	+6.2%
June	\$162,360	\$171,653	+5.7%
July	\$159,032	\$170,274	+7.1%
August	\$159,846	\$163,923	+2.6%
12-Month Avg	\$150,168	\$157,990	+5.2%

Historical Average Sales Price

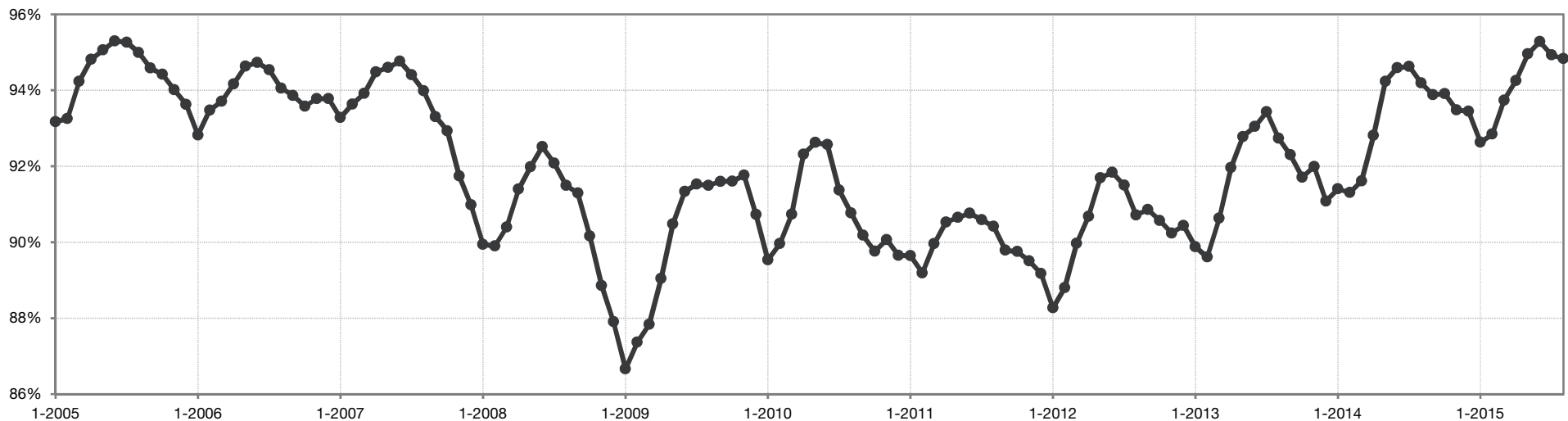


Percent of Original List Price Received

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.



Historical Percent of Original List Price Received

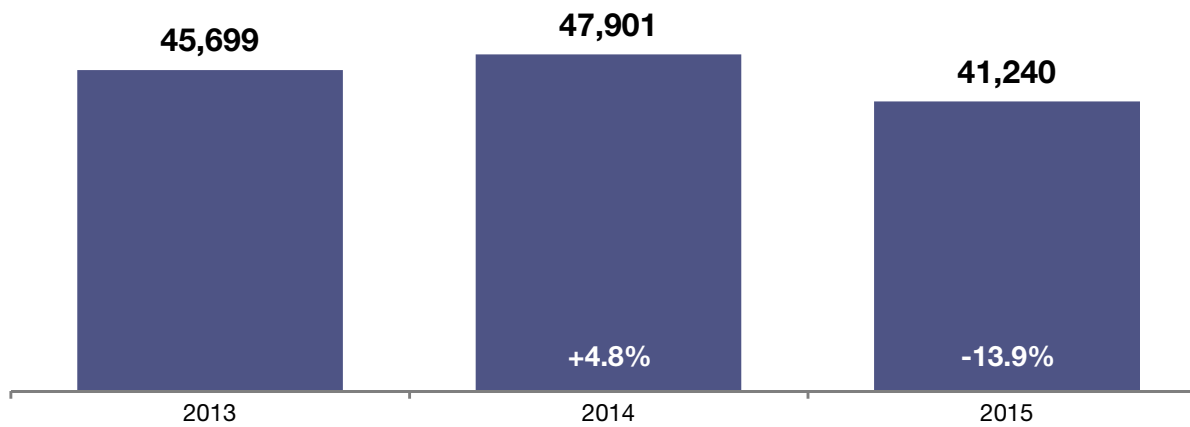


Inventory of Homes for Sale

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

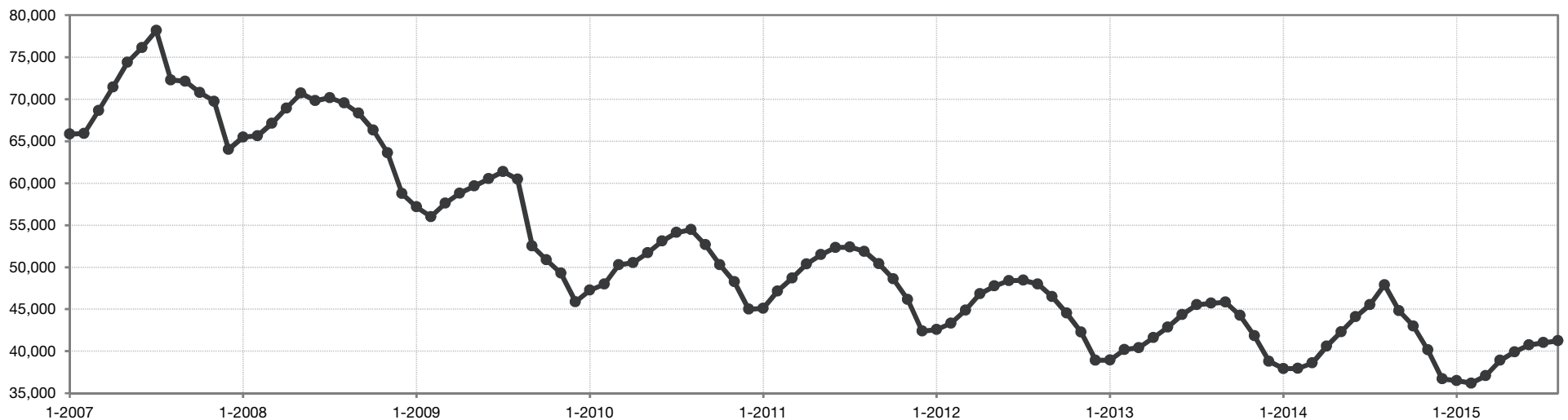


August



Month	Prior Year	Current Year	+ / -
September	45,828	44,799	-2.2%
October	44,250	42,995	-2.8%
November	41,818	40,162	-4.0%
December	38,788	36,703	-5.4%
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%
12-Month Avg	42,132	39,686	-5.7%

Historical Inventory of Homes for Sale

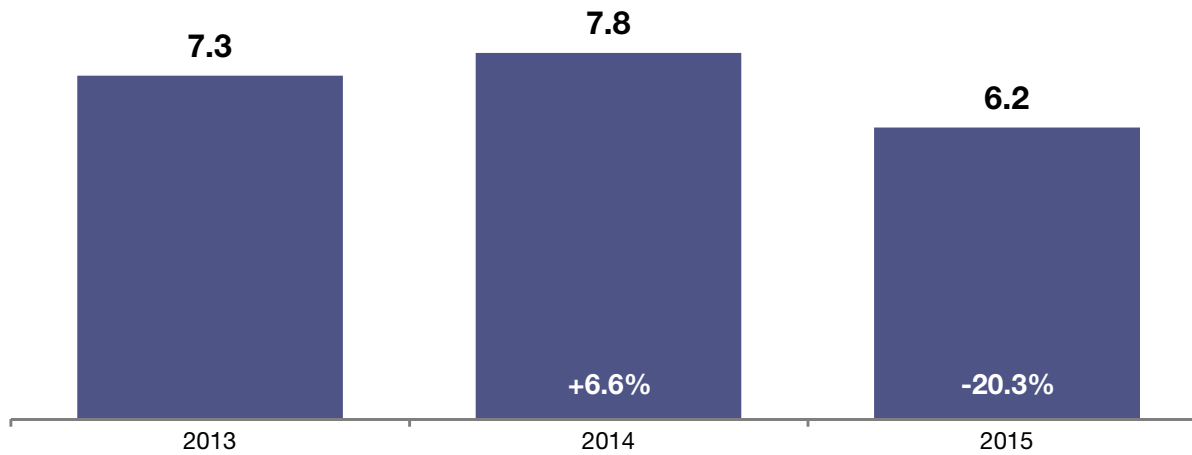


Months Supply of Inventory

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.



August



Month	Prior Year	Current Year	+ / -
September	7.3	7.3	-0.3%
October	7.0	6.9	-1.4%
November	6.6	6.5	-2.5%
December	6.1	5.9	-3.9%
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%
12-Month Avg	6.8	6.2	-7.7%

Historical Months Supply of Inventory

