

# Monthly Indicators

A RESEARCH TOOL PROVIDED BY THE INDIANA ASSOCIATION OF REALTORS®



## November 2015

Outpacing last year for the 11th straight month, November's average sale price rose 6.7 percent statewide to \$158,175—the largest jump since March 2015. Median sale price increased 5.7 percent to \$130,000.

Other year-over-year comparisons show:

- Pending home sales **increased 10.1** percent to 5,387
- Closed home sales **decreased 0.5** percent to 5,355
- Number of new listings **increased 6.4** percent to 6,796
- Percentage of original list price received **increased 0.4** percent to 3.9 percent

We're approaching the end of a year when home prices hit pre-recession levels in many markets across the state. And despite a small dip in closed sales, November's increase in pending transactions suggests closed sales will get a head start in 2016.

## Quick Facts

- **0.5%**

+ **5.7%**

- **8.1%**

Change in  
Closed Sales

Change in  
Median Sales Price

Change in  
Inventory

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# Market Overview

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



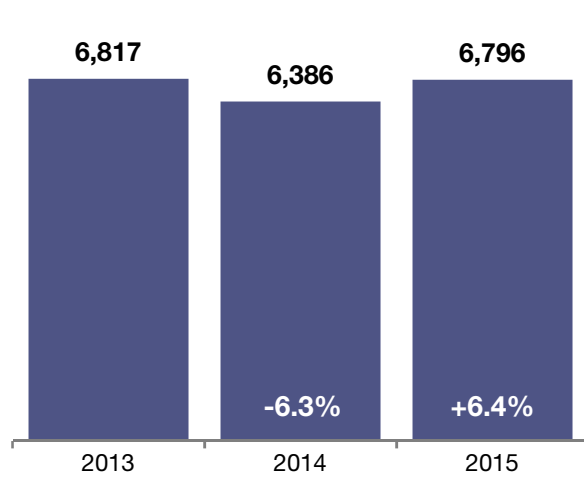
Key Metrics	Historical Sparklines	11-2014	11-2015	+ / -	YTD 2014	YTD 2015	+ / -
<b>New Listings</b>		6,386	<b>6,796</b>	+ 6.4%	108,721	<b>110,129</b>	+ 1.3%
<b>Pending Sales</b>		4,894	<b>5,387</b>	+ 10.1%	68,696	<b>75,358</b>	+ 9.7%
<b>Closed Sales</b>		5,381	<b>5,355</b>	- 0.5%	69,061	<b>73,780</b>	+ 6.8%
<b>Median Sales Price</b>		\$123,000	<b>\$130,000</b>	+ 5.7%	\$126,000	<b>\$133,000</b>	+ 5.6%
<b>Average Sales Price</b>		\$148,267	<b>\$158,175</b>	+ 6.7%	\$151,961	<b>\$159,945</b>	+ 5.3%
<b>Percent of Original List Price Received</b>		93.5%	<b>93.9%</b>	+ 0.4%	93.5%	<b>94.4%</b>	+ 0.9%
<b>Inventory of Homes for Sale</b>		40,162	<b>36,911</b>	- 8.1%	--	--	--
<b>Months Supply of Homes for Sale</b>		6.5	<b>5.6</b>	- 14.1%	--	--	--

# New Listings

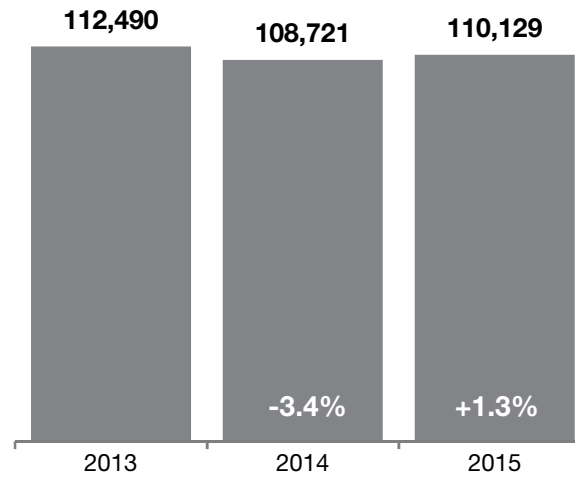
A count of the properties that have been newly listed on the market in a given month, regardless of what status they're currently in.



## November

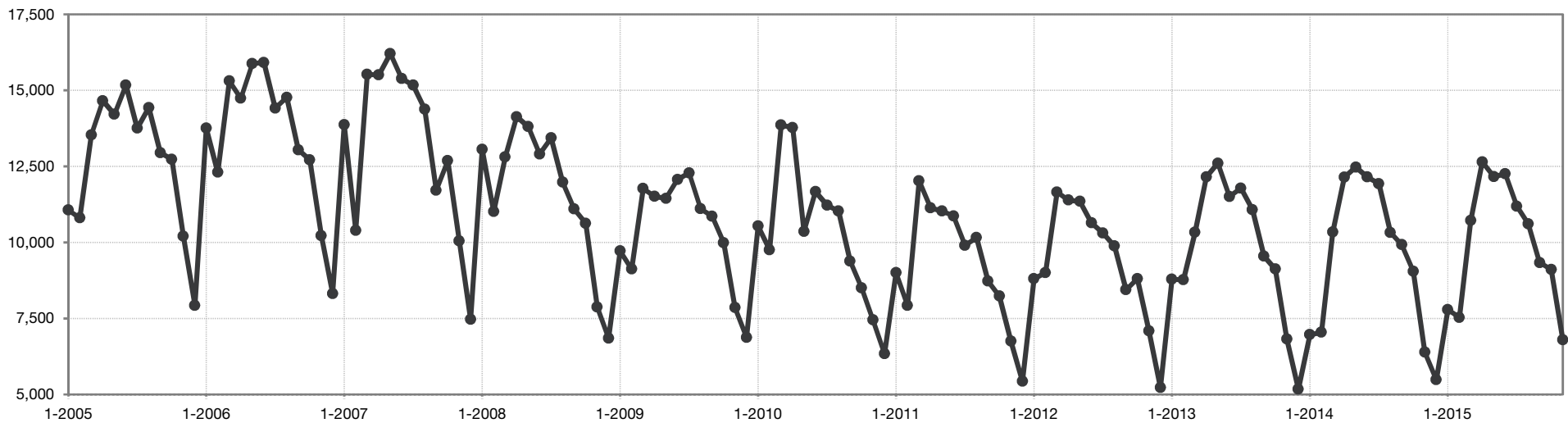


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
September	9,922	9,332	-5.9%
October	9,050	9,106	+0.6%
November	6,386	6,796	+6.4%
12-Month Avg	9,491	9,634	+1.5%

## Historical New Listing Activity

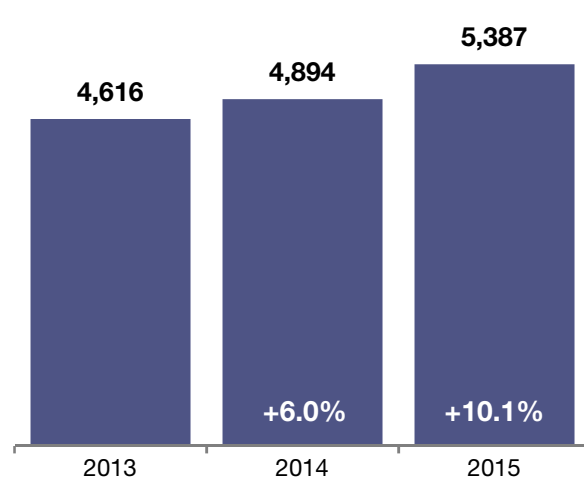


# Pending Sales

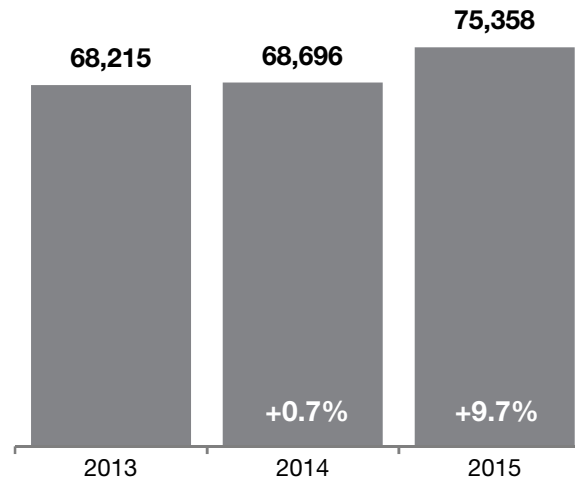
A count of the properties on which contracts have been accepted in a given month, regardless of whether or not the sale closes.



## November

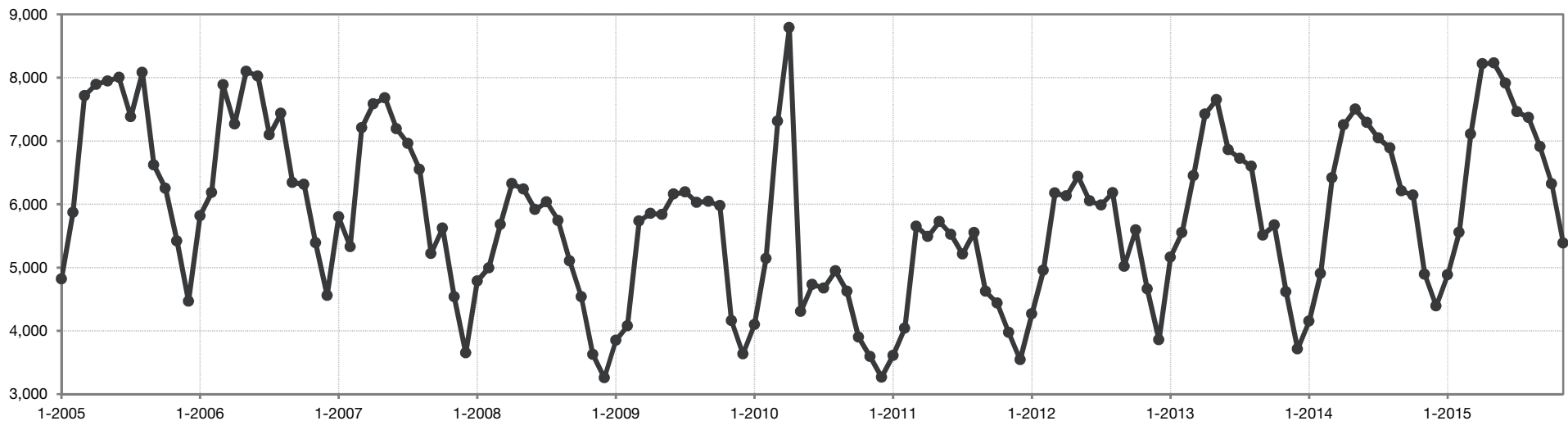


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
September	6,210	6,909	+11.3%
October	6,142	6,320	+2.9%
November	4,894	5,387	+10.1%
<b>12-Month Avg</b>	<b>6,034</b>	<b>6,646</b>	<b>+10.1%</b>

## Historical Pending Sales Activity

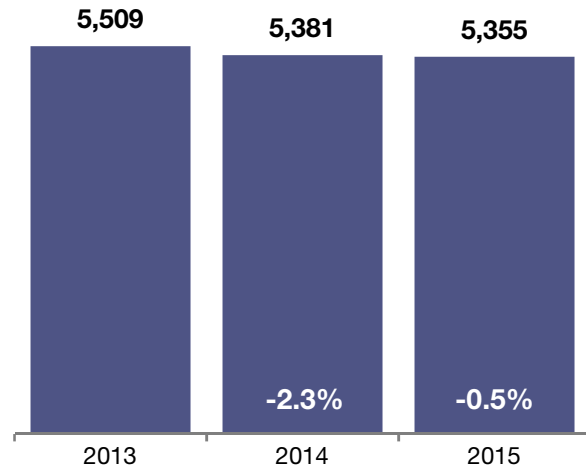


# Closed Sales

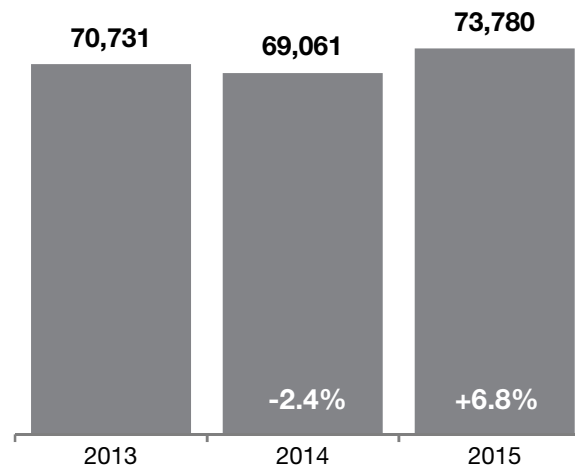
A count of the actual sales that have closed in a given month.



## November

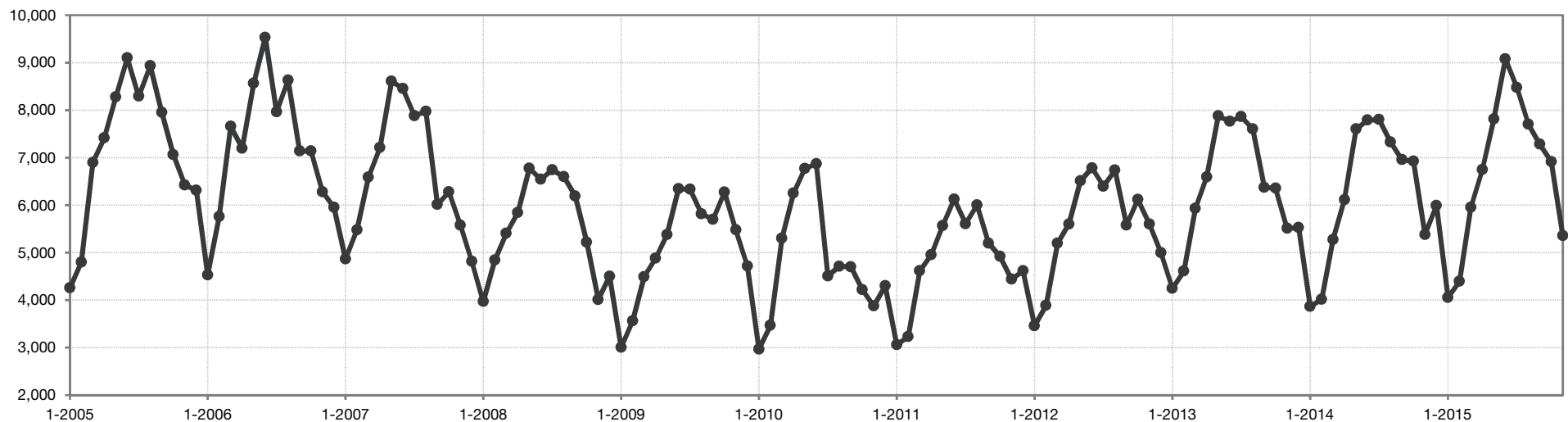


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
September	6,958	7,282	+4.7%
October	6,928	6,916	-0.2%
November	5,381	5,355	-0.5%
<b>12-Month Avg</b>	<b>6,216</b>	<b>6,648</b>	<b>+6.9%</b>

## Historical Closed Sales Activity

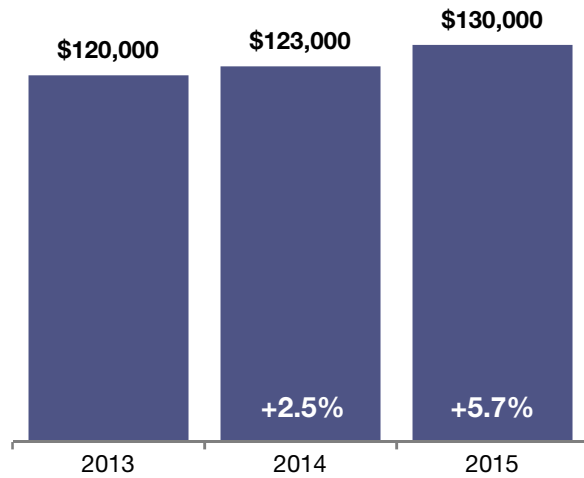


# Median Sales Price

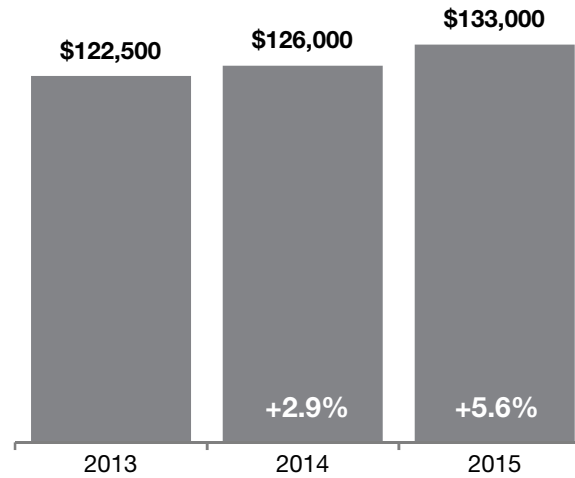
Median price point for all closed sales, not accounting for seller concessions, in a given month.



## November

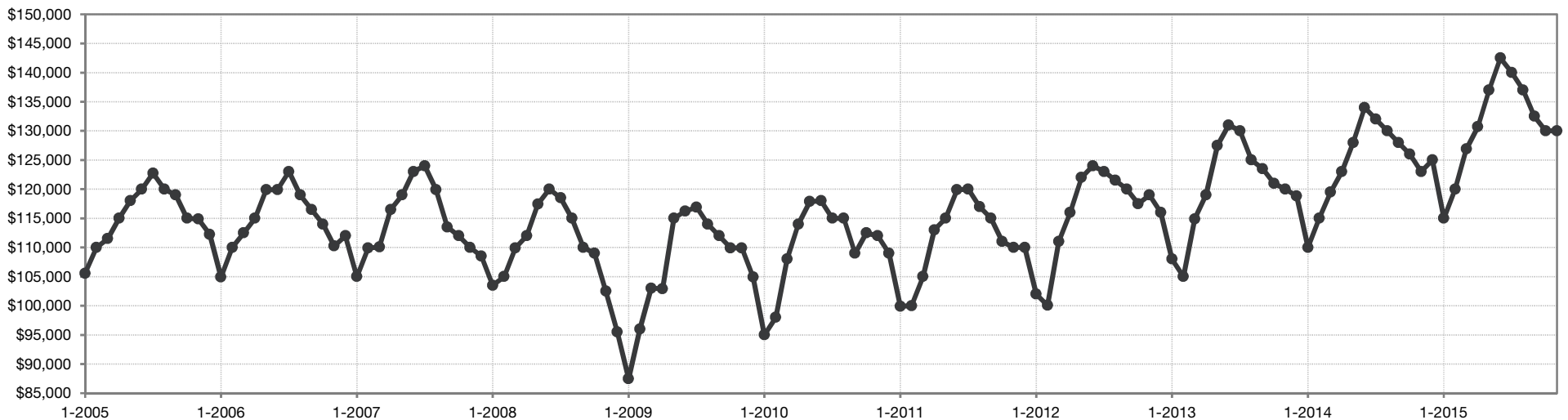


## Year To Date



Month	Prior Year	Current Year	+ / -
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%
September	\$128,000	\$132,500	+3.5%
October	\$126,000	\$130,000	+3.2%
November	\$123,000	\$130,000	+5.7%
<b>12-Mo. Median</b>	<b>\$125,000</b>	<b>\$132,500</b>	<b>+6.0%</b>

## Historical Median Sales Price

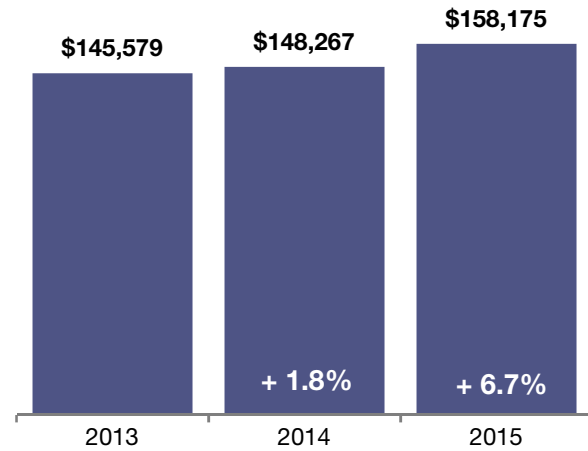


# Average Sales Price

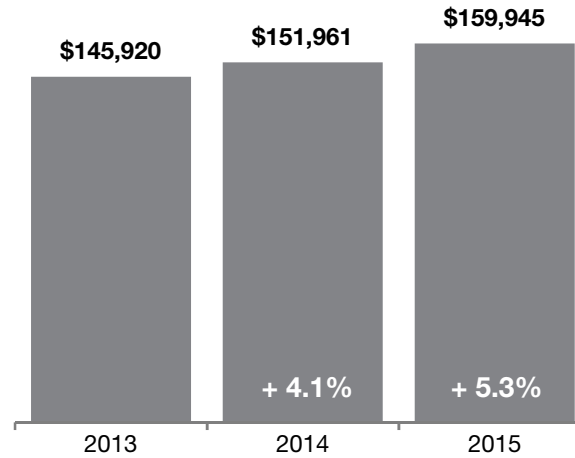
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## November

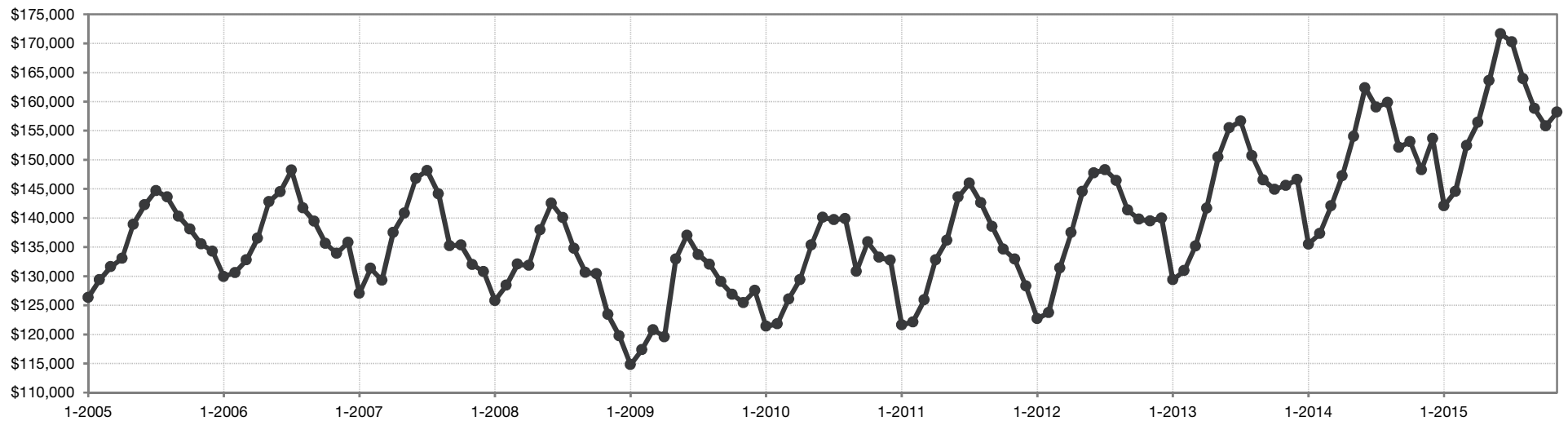


## Year To Date



Month	Prior Year	Current Year	+ / -
December	\$146,586	<b>\$153,643</b>	+4.8%
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%
<b>12-Month Avg</b>	<b>\$151,570</b>	<b>\$159,474</b>	<b>+5.2%</b>

## Historical Average Sales Price

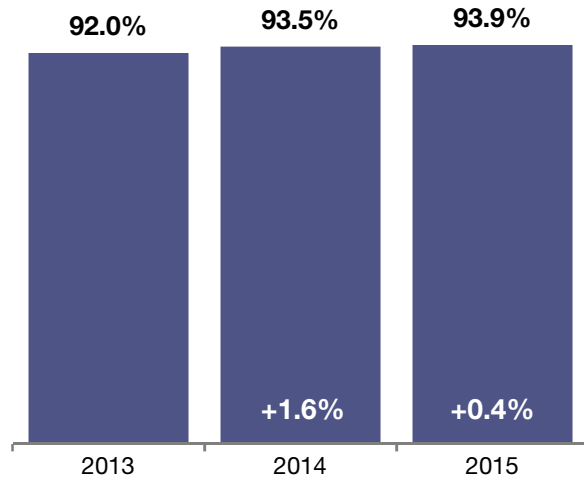


# Percent of Original List Price Received

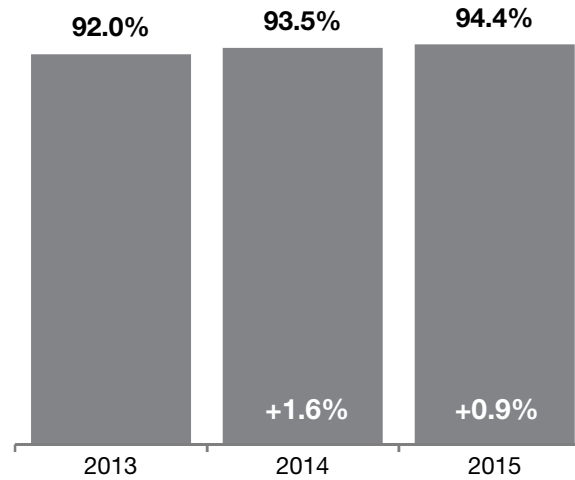
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## November

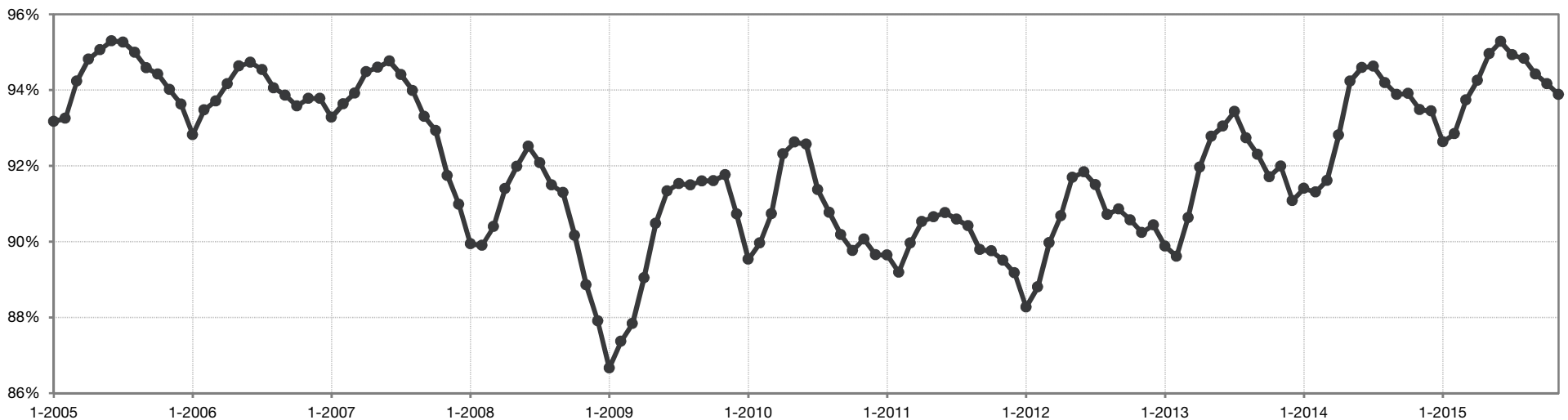


## Year To Date



Month	Prior Year	Current Year	+ / -
December	91.1%	93.4%	+2.6%
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%
<b>12-Month Avg</b>	<b>93.4%</b>	<b>94.3%</b>	<b>+1.0%</b>

## Historical Percent of Original List Price Received



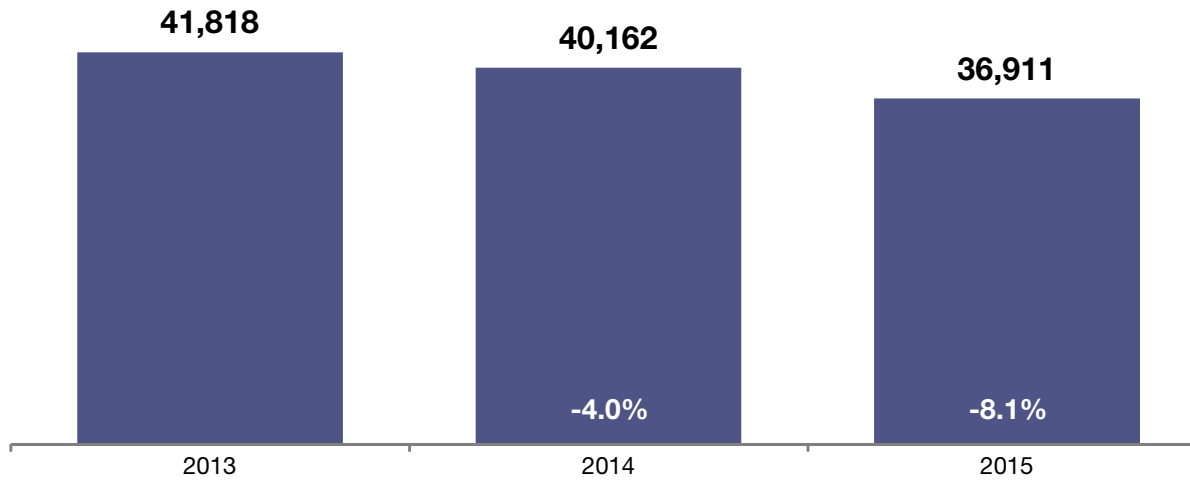


# Inventory of Homes for Sale

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

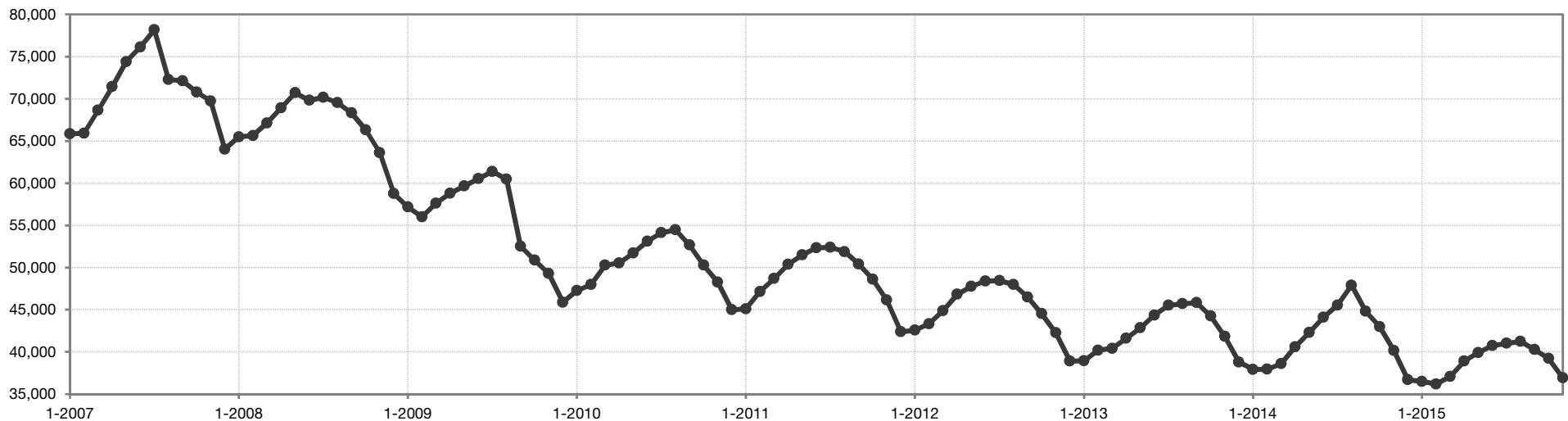


## November



Month	Prior Year	Current Year	+ / -
December	38,788	<b>36,703</b>	-5.4%
January	37,923	<b>36,504</b>	-3.7%
February	37,939	<b>36,192</b>	-4.6%
March	38,593	<b>37,066</b>	-4.0%
April	40,601	<b>38,903</b>	-4.2%
May	42,307	<b>39,917</b>	-5.6%
June	44,098	<b>40,731</b>	-7.6%
July	45,534	<b>41,023</b>	-9.9%
August	47,901	<b>41,240</b>	-13.9%
September	44,799	<b>40,273</b>	-10.1%
October	42,995	<b>39,219</b>	-8.8%
November	40,162	<b>36,911</b>	-8.1%
<b>12-Month Avg</b>	<b>41,803</b>	<b>38,724</b>	<b>-7.2%</b>

## Historical Inventory of Homes for Sale

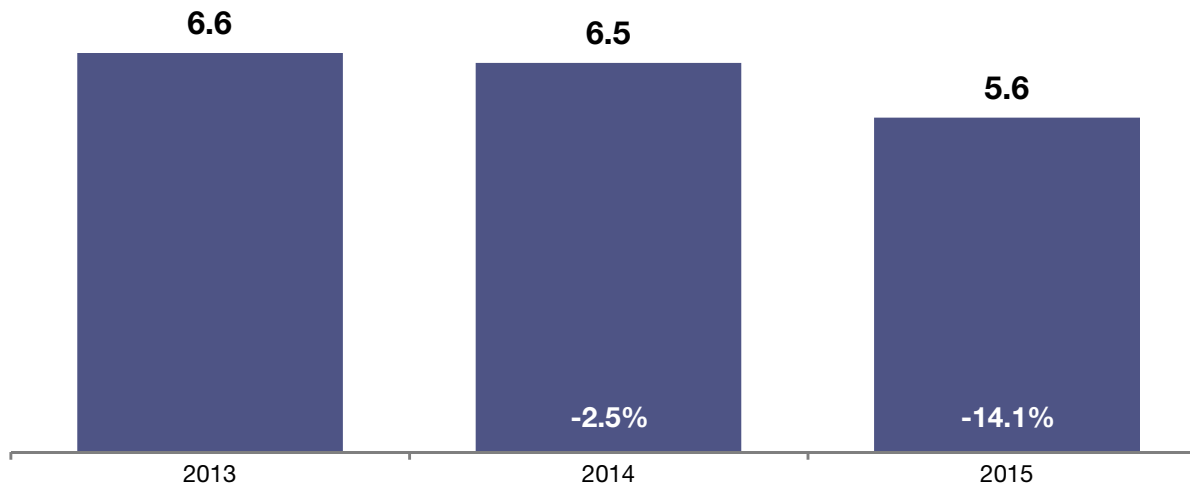


# Months Supply of Inventory

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.



## November



Month	Prior Year	Current Year	+ / -
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%
September	7.3	6.1	-16.5%
October	6.9	5.9	-14.6%
November	6.5	5.6	-14.1%
12-Month Avg	6.7	6.0	-11.2%

## Historical Months Supply of Inventory

