

# Monthly Indicators



## November 2016

The weather might be cooling off but the housing markets across Indiana are on fire. November was the fourth month in a row that existing-home sales outpaced the prior year (by 22.2 percent). Pending sales are up 4.2 percent and have beat out last year in every month of 2016 so far.

Contract signings aren't the only thing on the rise. Prices are appreciating at a solid pace for this time of year. Average sales price increased 4.0 percent to \$164,542 in November; and median sales price increased 5.8 percent to \$137,500. Sellers are getting a hefty 94.9 percent – on average – of their original list price.

Total inventory of homes for sale is 16.5 percent below levels seen last November, a 4.3-month supply at the current sales pace. And for the first time since last March, new listings rose by 3.0 percent. It's a welcome sign more homeowners are considering this winter a good time to list given the buyer traffic we're seeing in many markets.

## Quick Facts

**+ 22.2%**

One-Year Change in  
Closed Sales

**+ 5.8%**

One-Year Change in  
Median Sales Price

**- 16.5%**

One-Year Change in  
Homes for Sale

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

Market Overview	2
New Listings	3
Pending Sales	4
Closed Sales	5
Median Sales Price	6
Average Sales Price	7
Percent of Original List Price Received	8
Inventory of Homes for Sale	9
Months Supply of Homes for Sale	10



# Market Overview

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



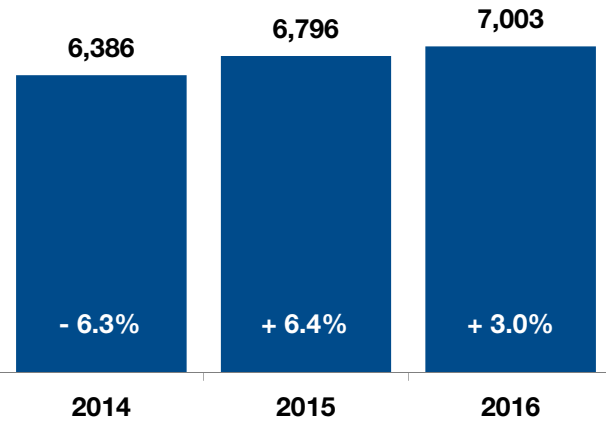
Key Metrics	Historical Sparkbars	11-2015	11-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
<b>New Listings</b>		6,796	<b>7,003</b>	+ 3.0%	110,129	<b>106,491</b>	- 3.3%
<b>Pending Sales</b>		5,387	<b>5,615</b>	+ 4.2%	75,358	<b>79,459</b>	+ 5.4%
<b>Closed Sales</b>		5,355	<b>6,546</b>	+ 22.2%	73,780	<b>79,741</b>	+ 8.1%
<b>Median Sales Price</b>		\$130,000	<b>\$137,500</b>	+ 5.8%	\$133,000	<b>\$139,900</b>	+ 5.2%
<b>Average Sales Price</b>		\$158,175	<b>\$164,542</b>	+ 4.0%	\$159,945	<b>\$166,287</b>	+ 4.0%
<b>Percent of Original List Price Received</b>		93.9%	<b>94.9%</b>	+ 1.1%	94.4%	<b>95.3%</b>	+ 1.0%
<b>Inventory of Homes for Sale</b>		36,911	<b>30,826</b>	- 16.5%	--	--	--
<b>Months Supply of Homes for Sale</b>		5.6	<b>4.3</b>	- 23.2%	--	--	--

# New Listings

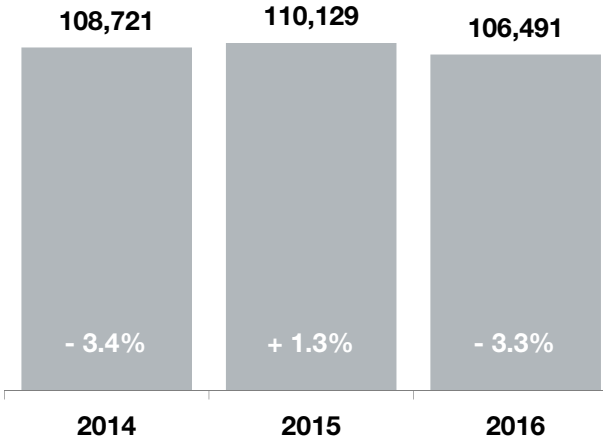
A count of the properties that have been newly listed on the market in a given month.



## November

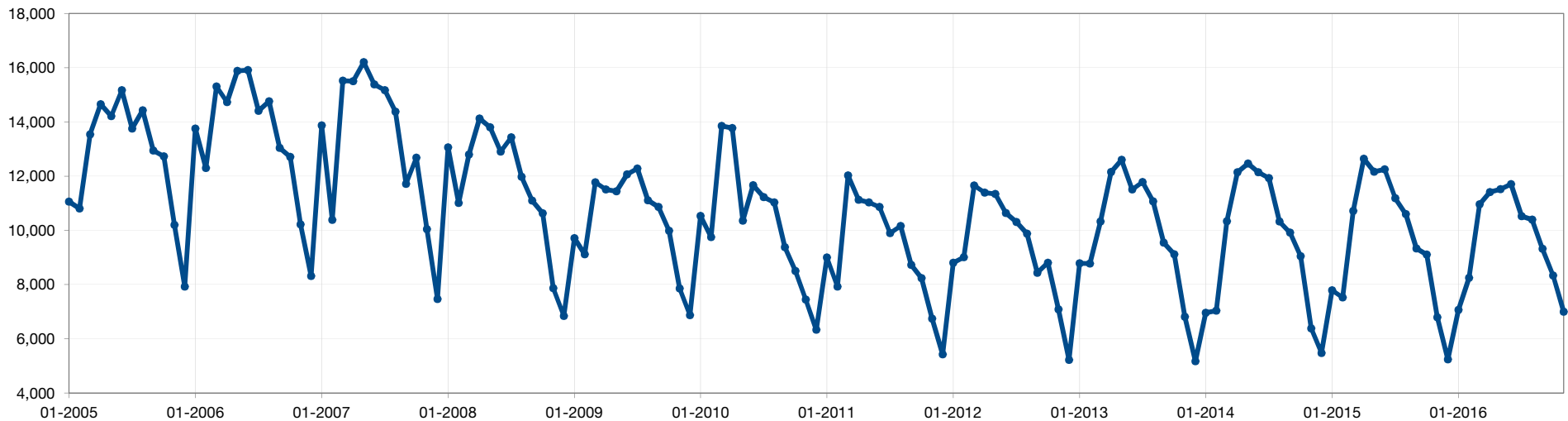


## Year to Date



	New Listings	Prior Year	Percent Change
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%
April 2016	11,414	12,646	-9.7%
May 2016	11,516	12,164	-5.3%
June 2016	11,709	12,254	-4.4%
July 2016	10,528	11,188	-5.9%
August 2016	10,395	10,606	-2.0%
September 2016	9,319	9,332	-0.1%
October 2016	8,335	9,106	-8.5%
<b>November 2016</b>	<b>7,003</b>	<b>6,796</b>	<b>+3.0%</b>
12-Month Avg	9,311	9,634	-3.4%

## Historical New Listings by Month

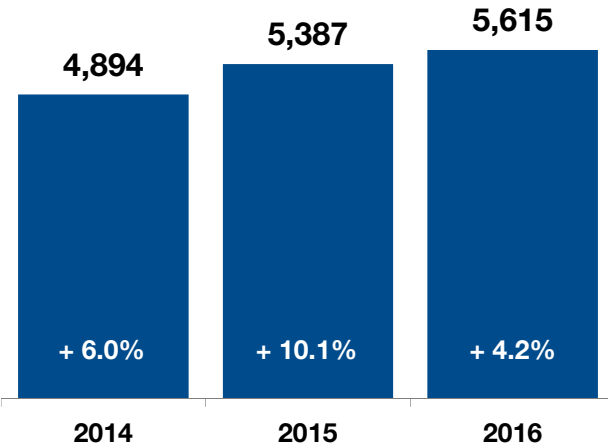


# Pending Sales

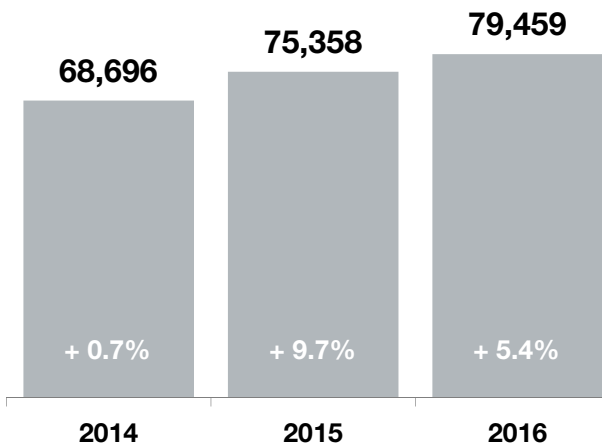
A count of the properties on which offers have been accepted in a given month.



## November

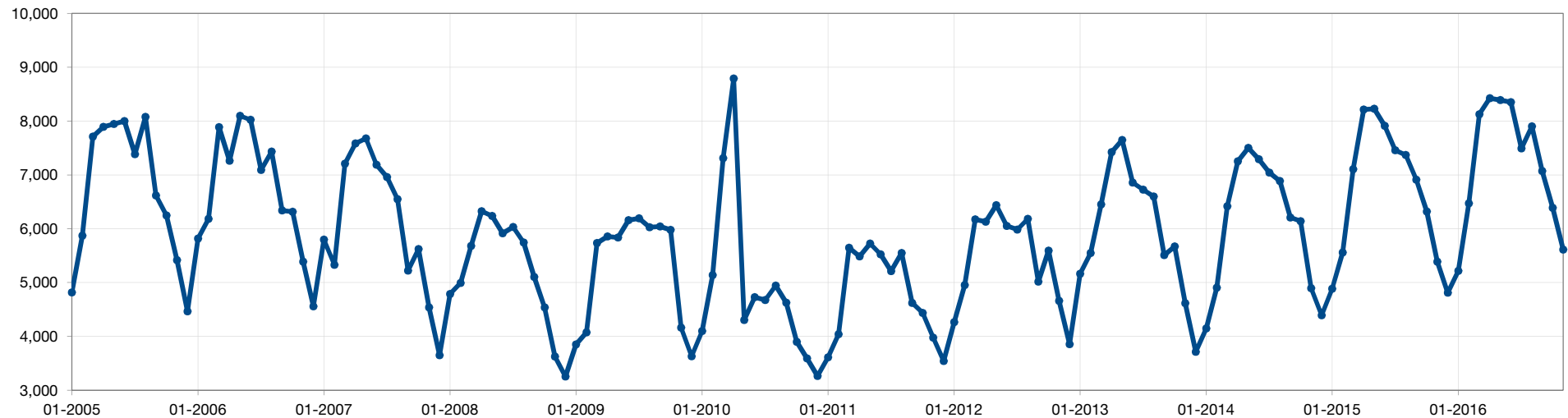


## Year to Date



	Pending Sales	Prior Year	Percent Change
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%
April 2016	8,426	8,217	+2.5%
May 2016	8,393	8,232	+2.0%
June 2016	8,352	7,911	+5.6%
July 2016	7,494	7,459	+0.5%
August 2016	7,902	7,371	+7.2%
September 2016	7,072	6,909	+2.4%
October 2016	6,390	6,320	+1.1%
<b>November 2016</b>	<b>5,615</b>	<b>5,387</b>	<b>+4.2%</b>
12-Month Avg	7,022	6,646	+5.7%

## Historical Pending Sales by Month

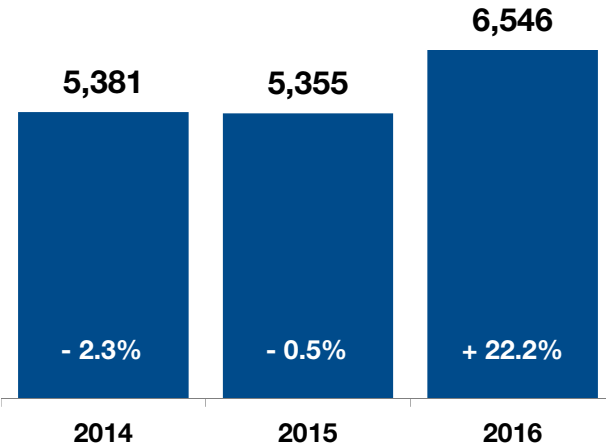


# Closed Sales

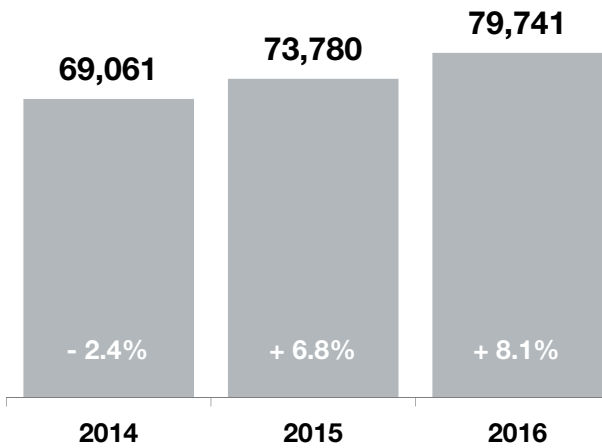
A count of the actual sales that closed in a given month.



## November

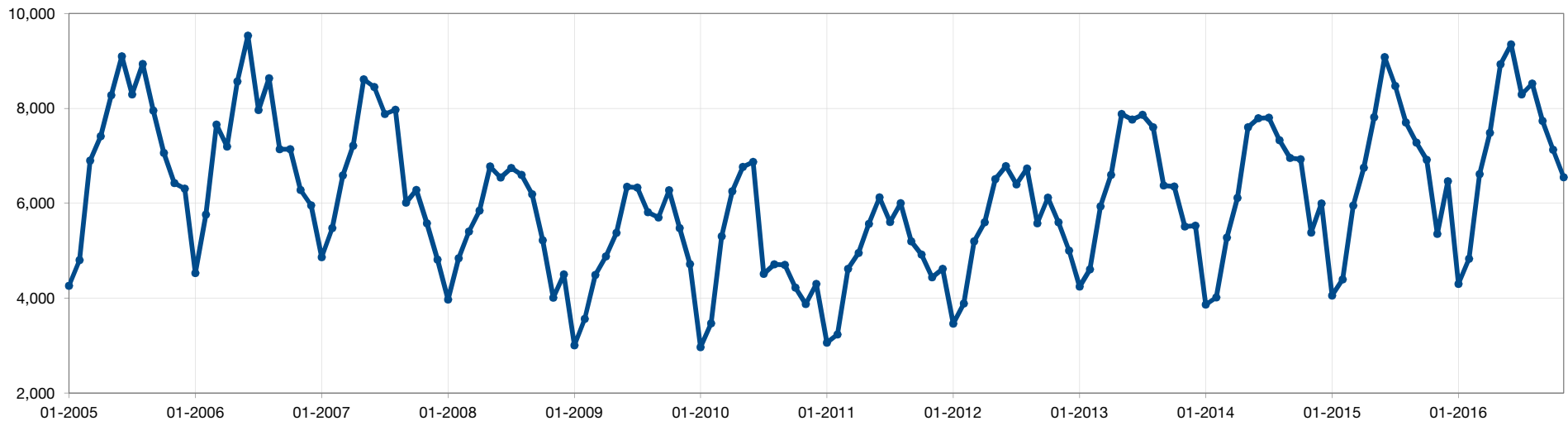


## Year to Date



	Closed Sales	Prior Year	Percent Change
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%
April 2016	7,485	6,748	+10.9%
May 2016	8,933	7,816	+14.3%
June 2016	9,348	9,080	+3.0%
July 2016	8,297	8,476	-2.1%
August 2016	8,524	7,703	+10.7%
September 2016	7,736	7,282	+6.2%
October 2016	7,127	6,916	+3.1%
<b>November 2016</b>	<b>6,546</b>	<b>5,355</b>	<b>+22.2%</b>
12-Month Avg	7,184	6,648	+8.1%

## Historical Closed Sales by Month

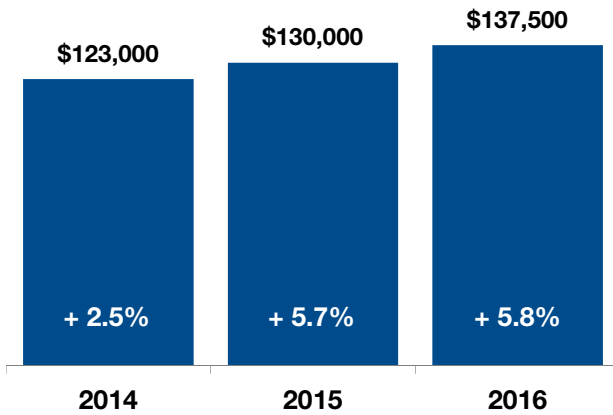


# Median Sales Price

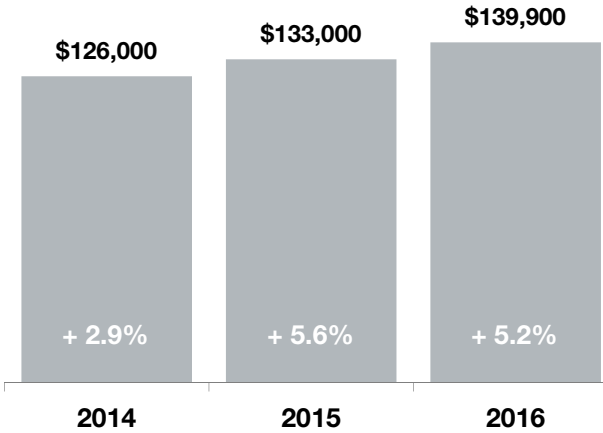
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## November



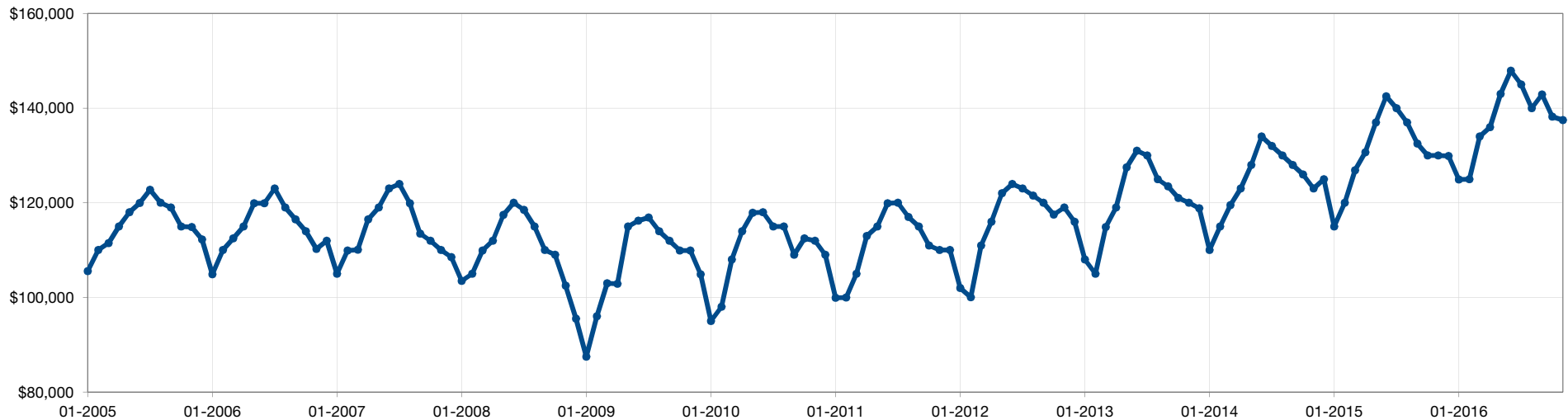
## Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
April 2016	\$136,000	\$130,700	+4.1%
May 2016	\$143,000	\$137,000	+4.4%
June 2016	\$147,900	\$142,500	+3.8%
July 2016	\$145,000	\$140,000	+3.6%
August 2016	\$140,000	\$137,000	+2.2%
September 2016	\$142,900	\$132,500	+7.8%
October 2016	\$138,200	\$130,000	+6.3%
<b>November 2016</b>	<b>\$137,500</b>	<b>\$130,000</b>	<b>+5.8%</b>
12-Month Avg*	\$138,900	\$132,500	+4.8%

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

## Historical Median Sales Price by Month

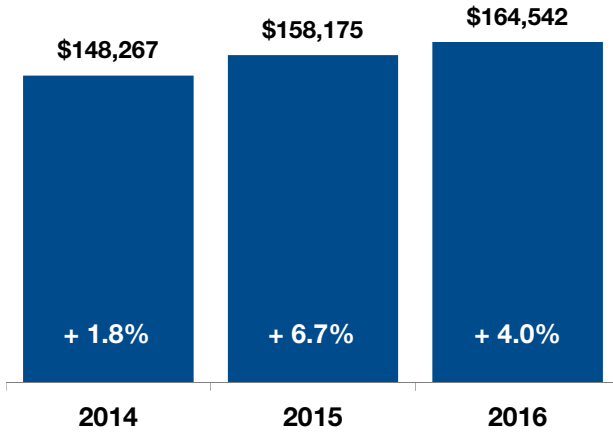


# Average Sales Price

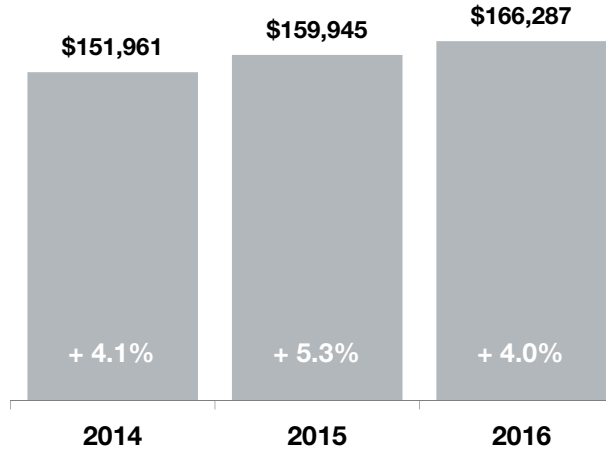
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## November



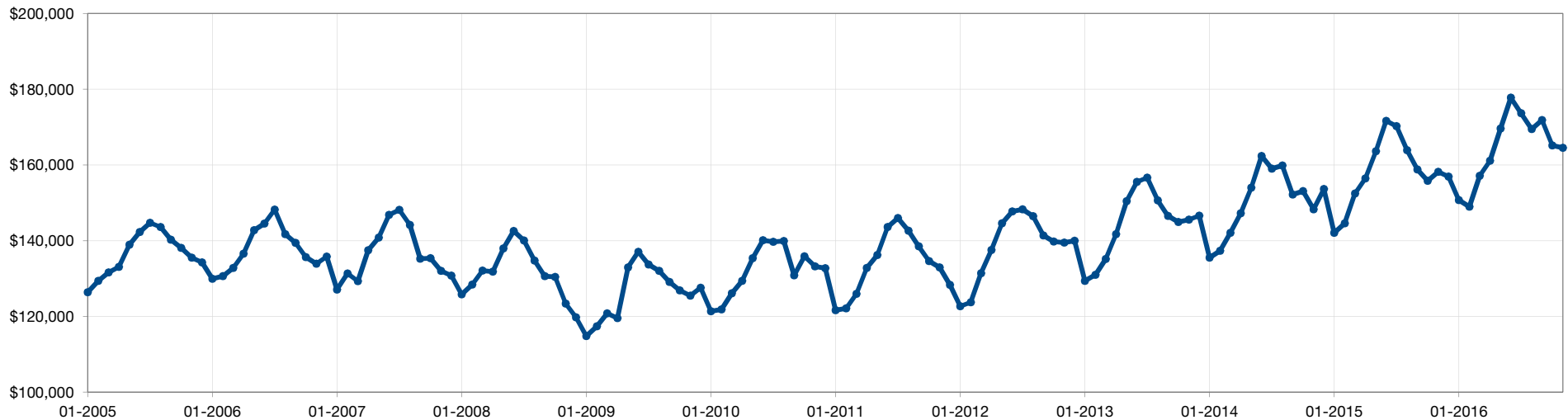
## Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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%
April 2016	\$161,094	\$156,414	+3.0%
May 2016	\$169,620	\$163,601	+3.7%
June 2016	\$177,757	\$171,653	+3.6%
July 2016	\$173,658	\$170,274	+2.0%
August 2016	\$169,473	\$163,923	+3.4%
September 2016	\$171,854	\$158,806	+8.2%
October 2016	\$165,124	\$155,800	+6.0%
<b>November 2016</b>	<b>\$164,542</b>	<b>\$158,175</b>	<b>+4.0%</b>
12-Month Avg*	\$165,587	\$159,474	+3.8%

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

## Historical Average Sales Price by Month

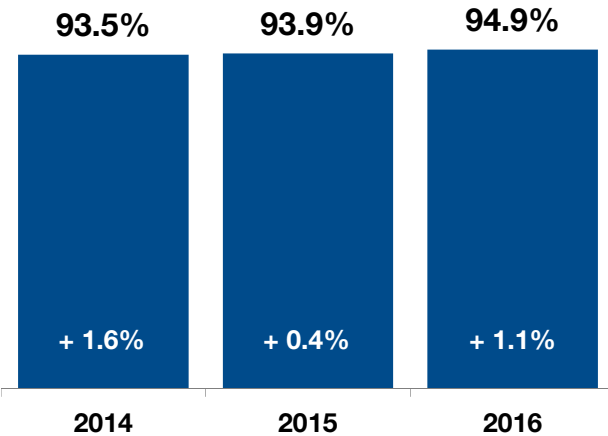


# Percent of Original List Price Received

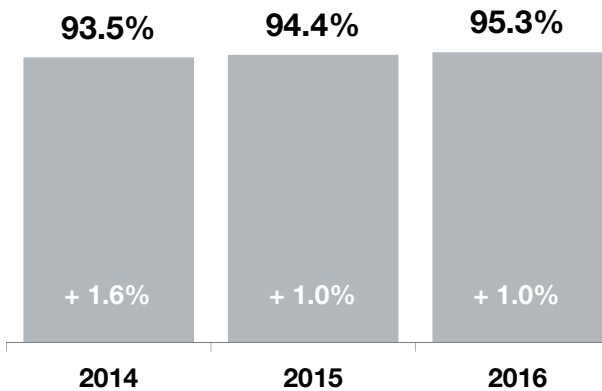
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## November



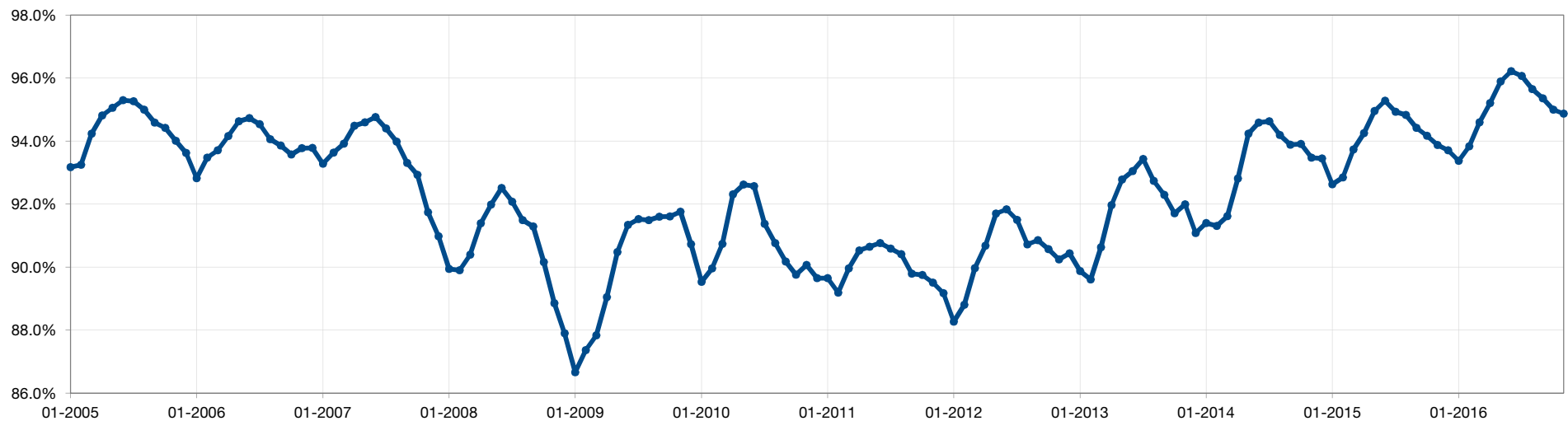
## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
April 2016	95.2%	94.3%	+1.0%
May 2016	95.9%	95.0%	+0.9%
June 2016	96.2%	95.3%	+0.9%
July 2016	96.1%	94.9%	+1.3%
August 2016	95.6%	94.8%	+0.8%
September 2016	95.4%	94.4%	+1.1%
October 2016	95.0%	94.2%	+0.8%
<b>November 2016</b>	<b>94.9%</b>	<b>93.9%</b>	<b>+1.1%</b>
12-Month Avg*	95.2%	94.3%	+1.0%

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

## Historical Percent of Original List Price Received by Month



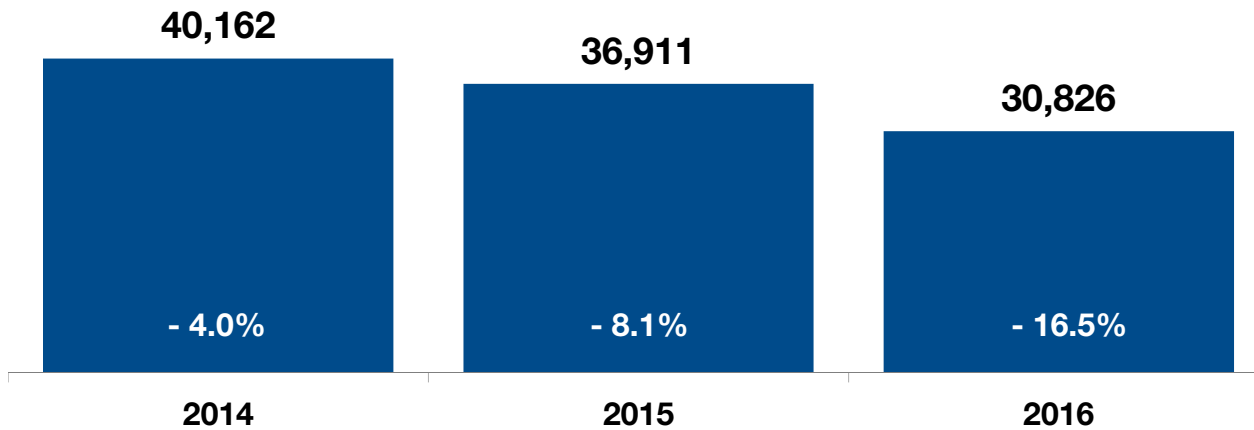


# Inventory of Homes for Sale

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

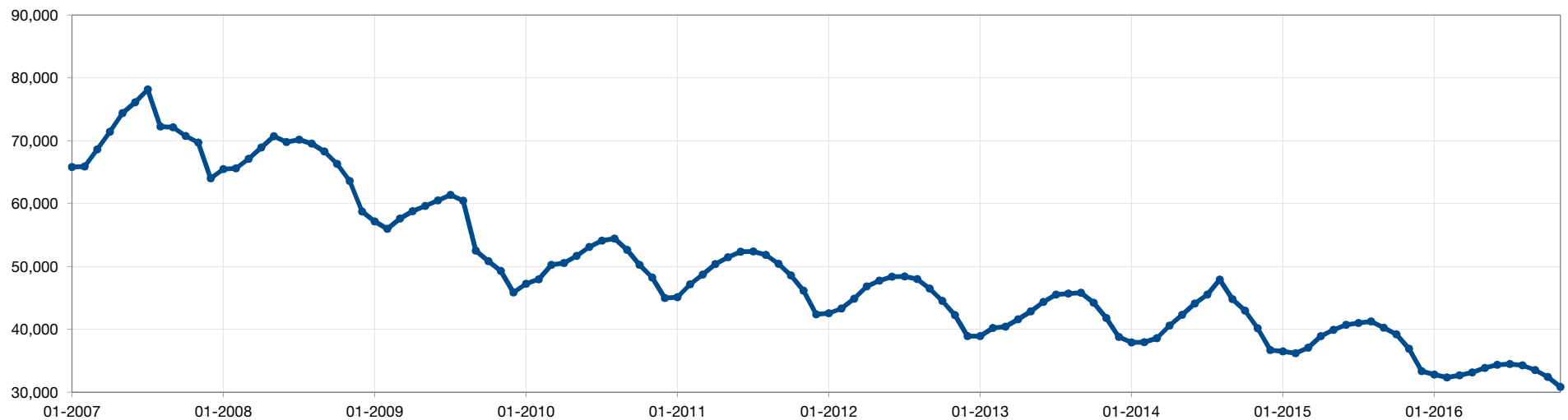


## November



	Homes for Sale	Prior Year	Percent Change
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%
April 2016	33,130	38,903	-14.8%
May 2016	33,834	39,917	-15.2%
June 2016	34,336	40,731	-15.7%
July 2016	34,479	41,023	-16.0%
August 2016	34,283	41,240	-16.9%
September 2016	33,539	40,273	-16.7%
October 2016	32,431	39,219	-17.3%
<b>November 2016</b>	<b>30,826</b>	<b>36,911</b>	<b>-16.5%</b>
12-Month Avg	33,169	38,724	-14.3%

## Historical Inventory of Homes for Sale by Month

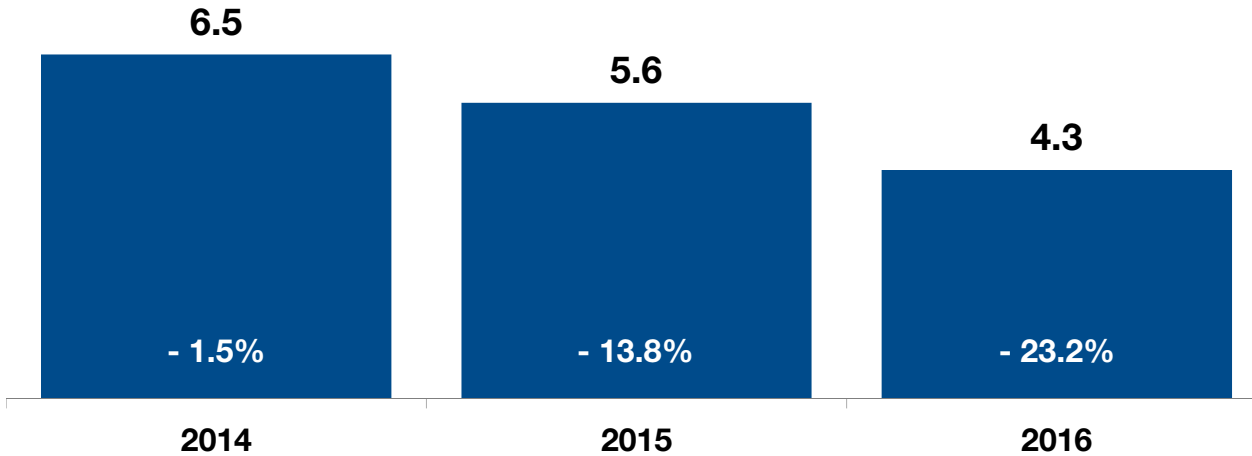


# Months Supply of Homes for Sale

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.



## November



Months Supply		Prior Year	Percent Change
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%
April 2016	4.8	6.1	-21.3%
May 2016	4.9	6.2	-21.0%
June 2016	4.9	6.2	-21.0%
July 2016	5.0	6.2	-19.4%
August 2016	4.9	6.2	-21.0%
September 2016	4.7	6.1	-23.0%
October 2016	4.6	5.9	-22.0%
<b>November 2016</b>	<b>4.3</b>	<b>5.6</b>	<b>-23.2%</b>
12-Month Avg*	4.8	6.0	-20.0%

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

## Historical Months Supply of Homes for Sale by Month

