

# Monthly Indicators



## October 2016

Despite a statewide housing inventory that has struggled to improve this fall, monthly sales activity within the Indiana housing market has managed to best October 2015. Today's buyers are still finding options considering monthly contract signings came in 3.1 percent higher than a year ago.

Prices also moved higher in October as the median sales price increased 6.3 percent to \$138,200, while the average sales price went up 6.0 percent to \$165,124. On average, sellers are getting 95.0 percent of their original list price.

Total inventory stands 17.3 percent below levels seen last October; new listings are down 8.3 percent. This decrease in available properties could explain why pending sales narrowed to a 1.1 percent gain over this time last year. However, some degree of market cooldown is to be expected heading into the winter months.

## Quick Facts

<b>+ 3.1%</b>	<b>+ 6.3%</b>	<b>- 17.3%</b>
One-Year Change in Closed Sales	One-Year Change in Median Sales Price	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.



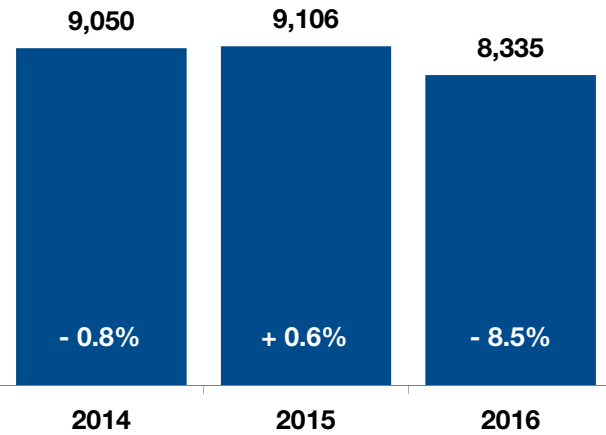
Key Metrics	Historical Sparkbars	10-2015	10-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
<b>New Listings</b>		9,106	<b>8,335</b>	- 8.5%	103,333	<b>99,488</b>	- 3.7%
<b>Pending Sales</b>		6,320	<b>6,390</b>	+ 1.1%	69,971	<b>73,844</b>	+ 5.5%
<b>Closed Sales</b>		6,916	<b>7,127</b>	+ 3.1%	68,425	<b>73,195</b>	+ 7.0%
<b>Median Sales Price</b>		\$130,000	<b>\$138,200</b>	+ 6.3%	\$133,500	<b>\$139,900</b>	+ 4.8%
<b>Average Sales Price</b>		\$155,800	<b>\$165,124</b>	+ 6.0%	\$160,084	<b>\$166,443</b>	+ 4.0%
<b>Percent of Original List Price Received</b>		94.2%	<b>95.0%</b>	+ 0.8%	94.4%	<b>95.3%</b>	+ 1.0%
<b>Inventory of Homes for Sale</b>		39,219	<b>32,431</b>	- 17.3%	--	--	--
<b>Months Supply of Homes for Sale</b>		5.9	<b>4.6</b>	- 22.0%	--	--	--

# New Listings

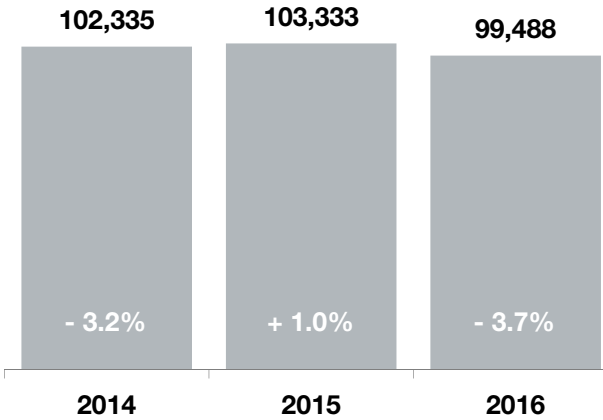
A count of the properties that have been newly listed on the market in a given month.



## October

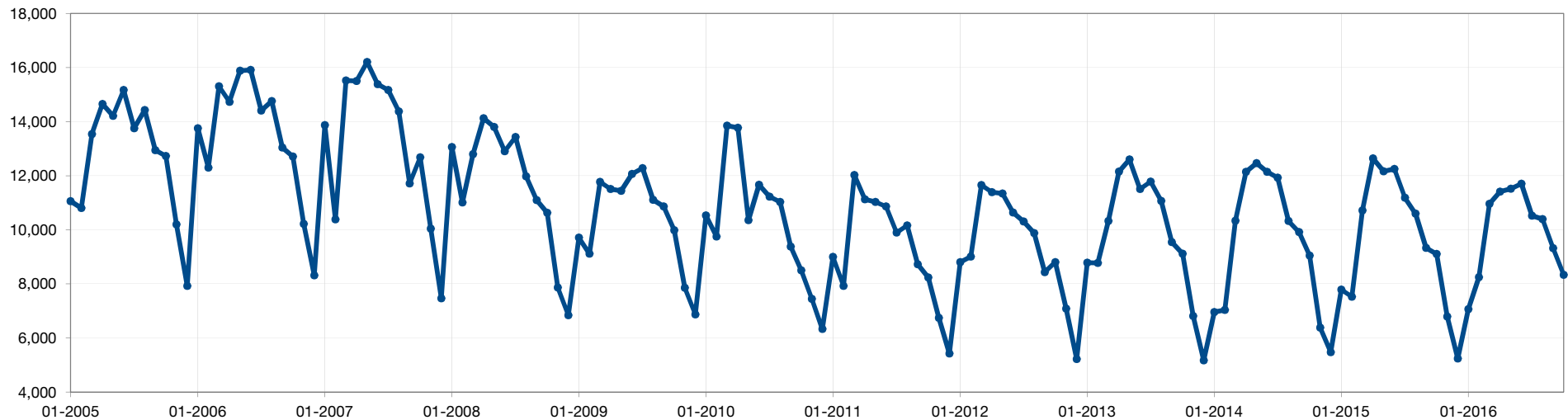


## Year to Date



	New Listings	Prior Year	Percent Change
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%
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%
<b>October 2016</b>	<b>8,335</b>	<b>9,106</b>	<b>-8.5%</b>
12-Month Avg	9,294	9,600	-3.2%

## Historical New Listings by Month

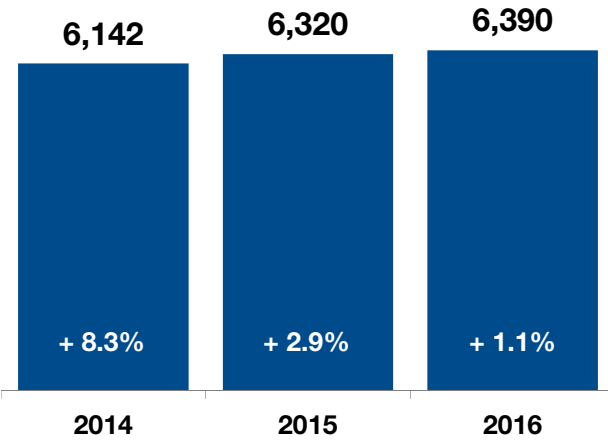


# Pending Sales

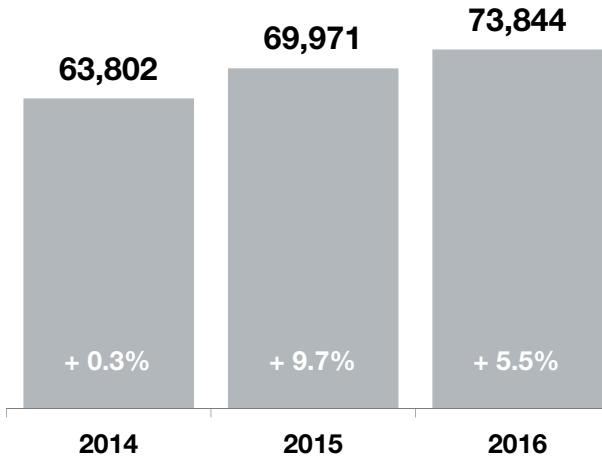
A count of the properties on which offers have been accepted in a given month.



## October

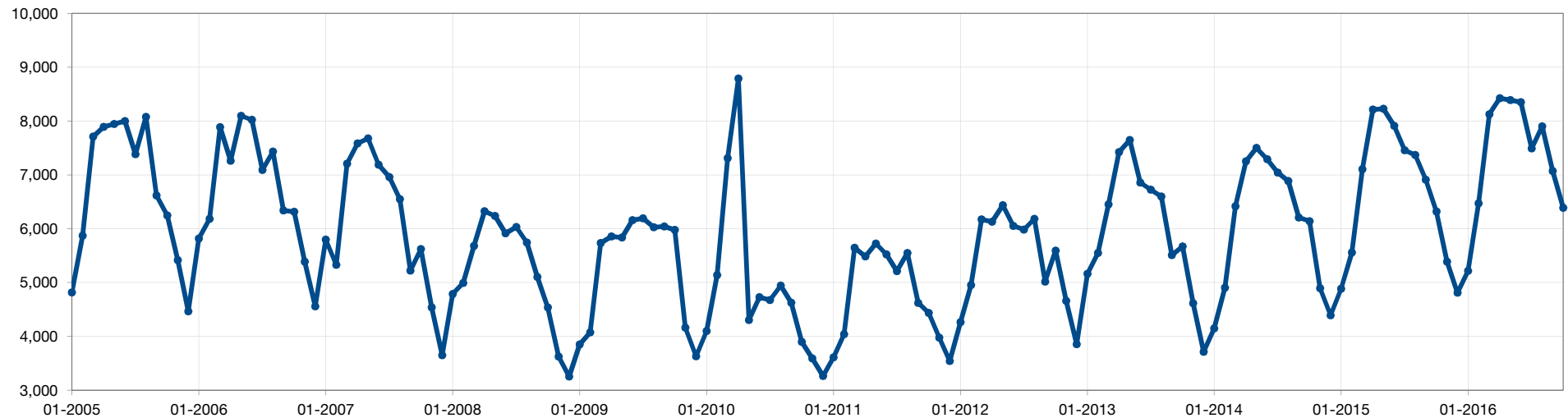


## Year to Date



	Pending Sales	Prior Year	Percent Change
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%
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%
<b>October 2016</b>	<b>6,390</b>	<b>6,320</b>	<b>+1.1%</b>
12-Month Avg	7,003	6,605	+6.0%

## Historical Pending Sales by Month

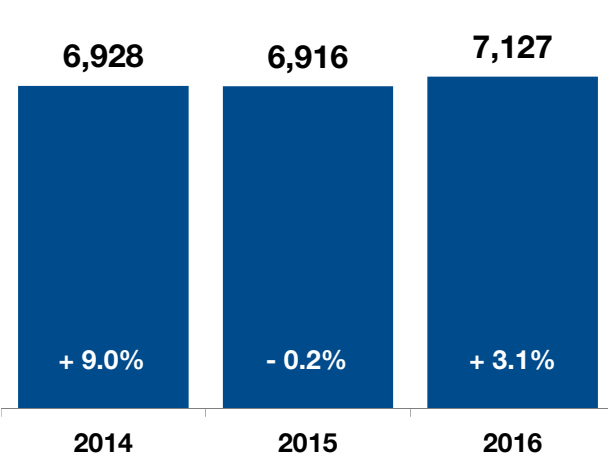


# Closed Sales

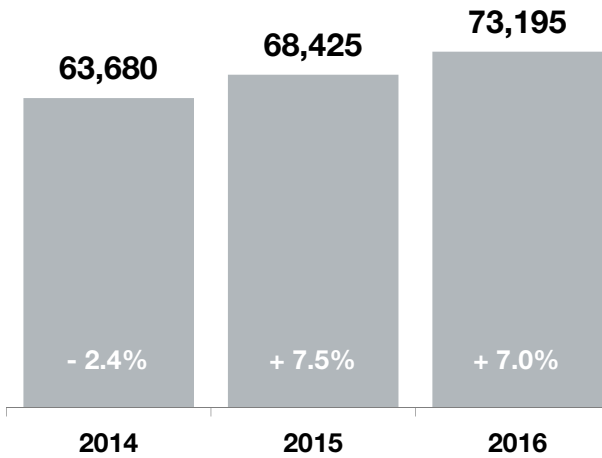
A count of the actual sales that closed in a given month.



## October

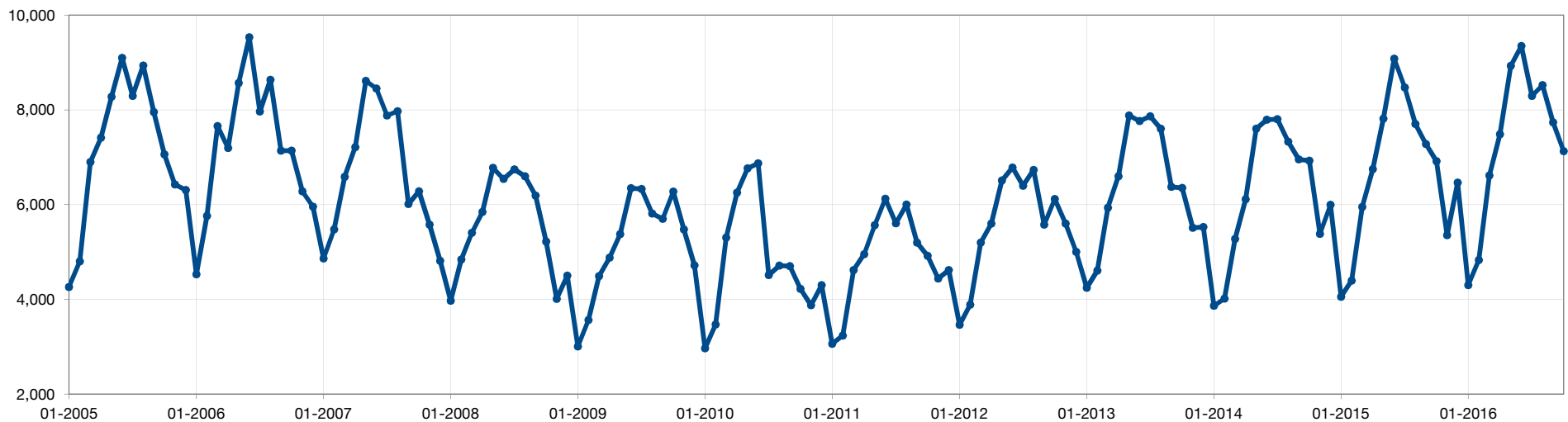


## Year to Date



	Closed Sales	Prior Year	Percent Change
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%
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%
<b>October 2016</b>	<b>7,127</b>	<b>6,916</b>	<b>+3.1%</b>
12-Month Avg	7,085	6,650	+6.5%

## Historical Closed Sales by Month

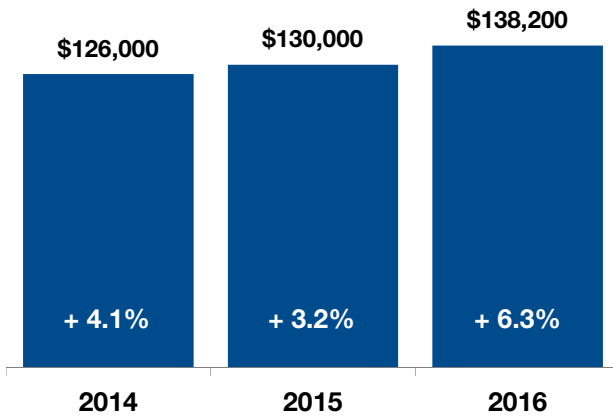


# Median Sales Price

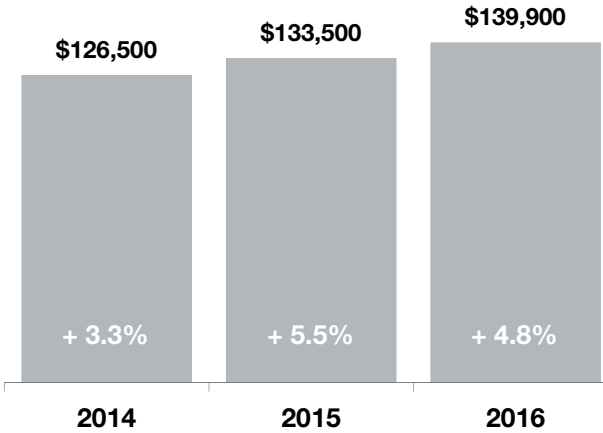
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## October



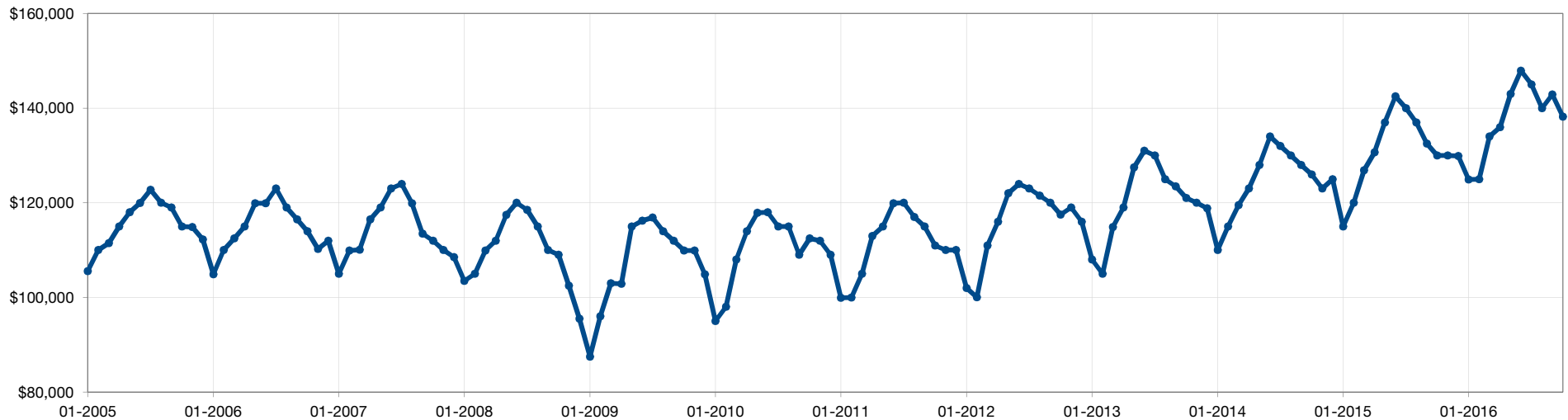
## Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
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%
<b>October 2016</b>	<b>\$138,200</b>	<b>\$130,000</b>	<b>+6.3%</b>
12-Month Avg*	\$138,000	\$132,000	+4.5%

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

## Historical Median Sales Price by Month

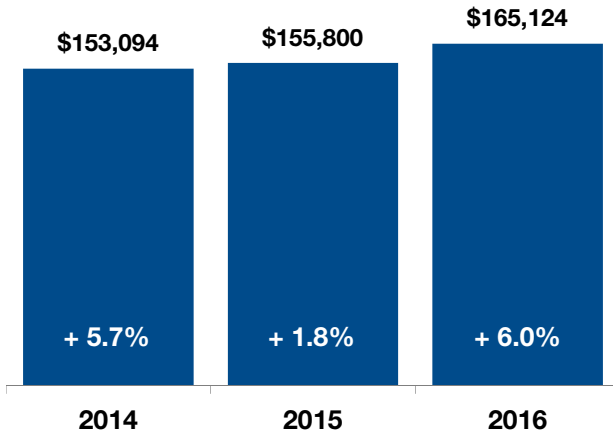


# Average Sales Price

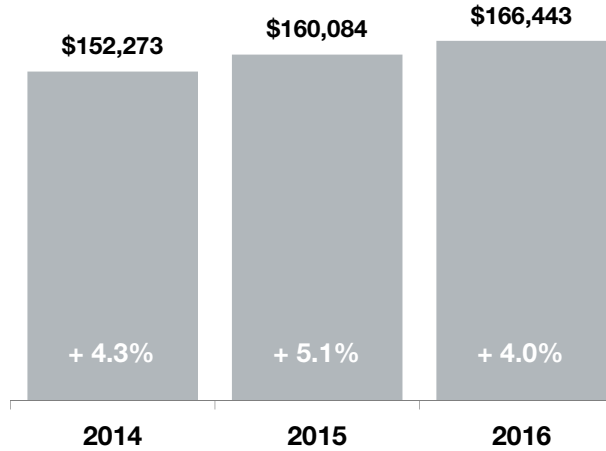
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## October



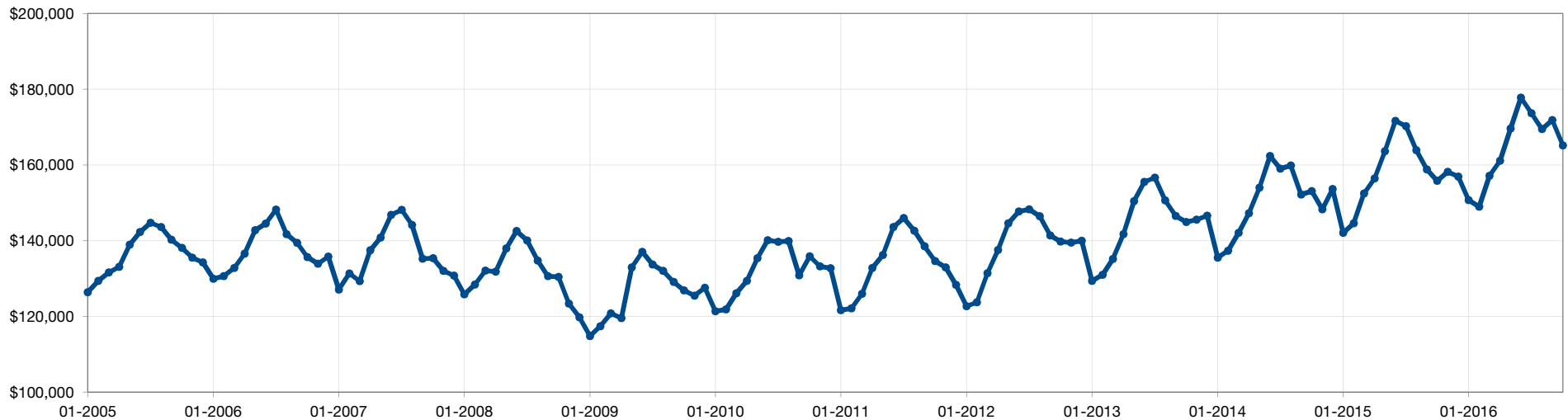
## Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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%
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%
<b>October 2016</b>	<b>\$165,124</b>	<b>\$155,800</b>	<b>+6.0%</b>
12-Month Avg*	\$165,202	\$158,808	+4.0%

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

## Historical Average Sales Price by Month

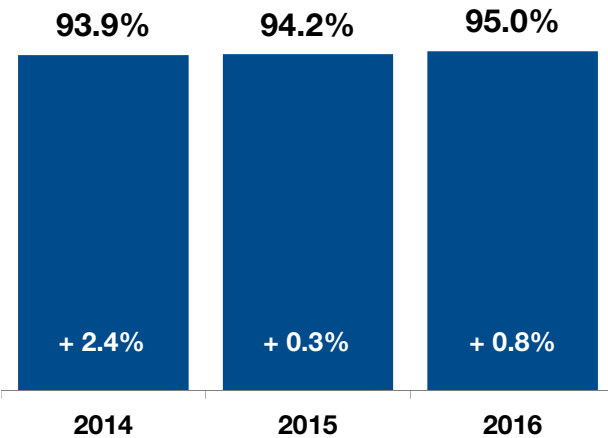


# Percent of Original List Price Received

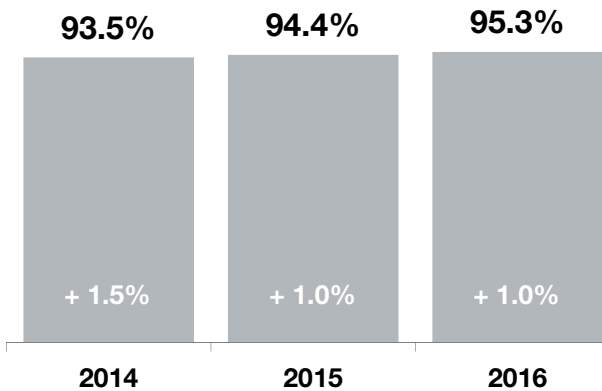
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## October



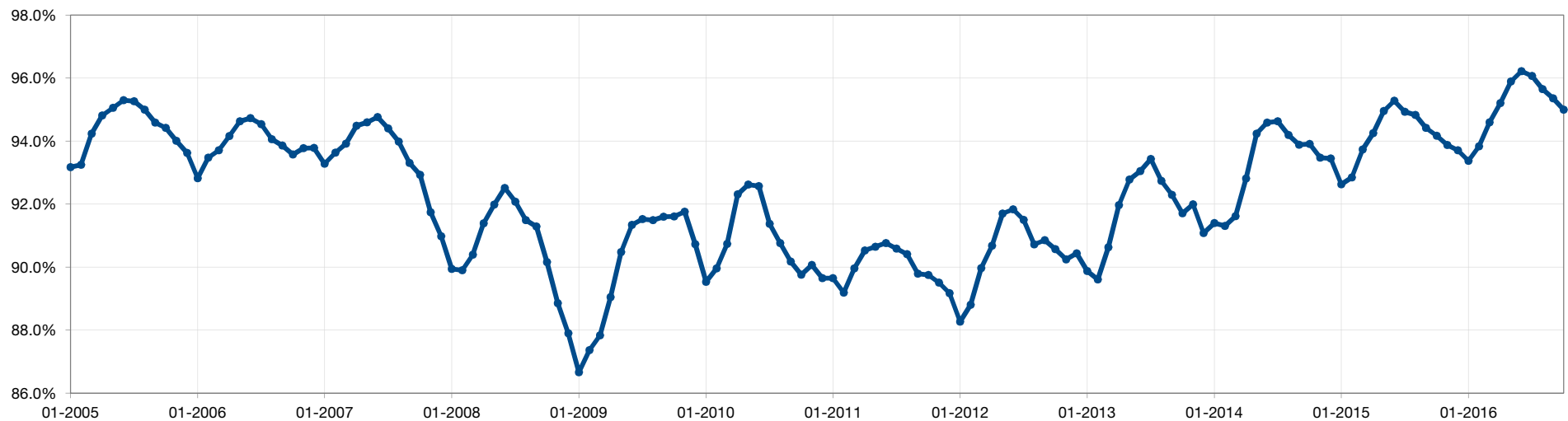
## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
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%
<b>October 2016</b>	<b>95.0%</b>	<b>94.2%</b>	<b>+0.8%</b>
12-Month Avg*	95.1%	94.3%	+0.8%

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

## Historical Percent of Original List Price Received by Month



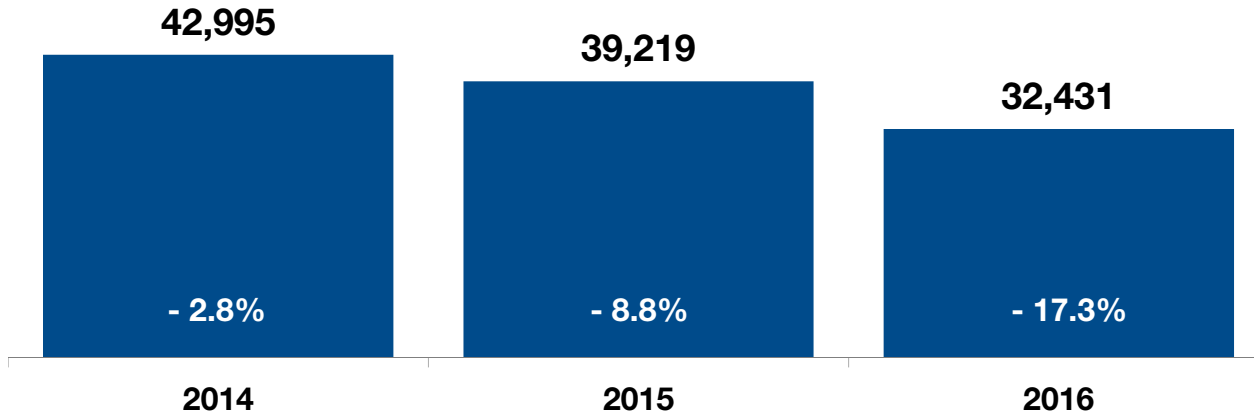


# Inventory of Homes for Sale

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

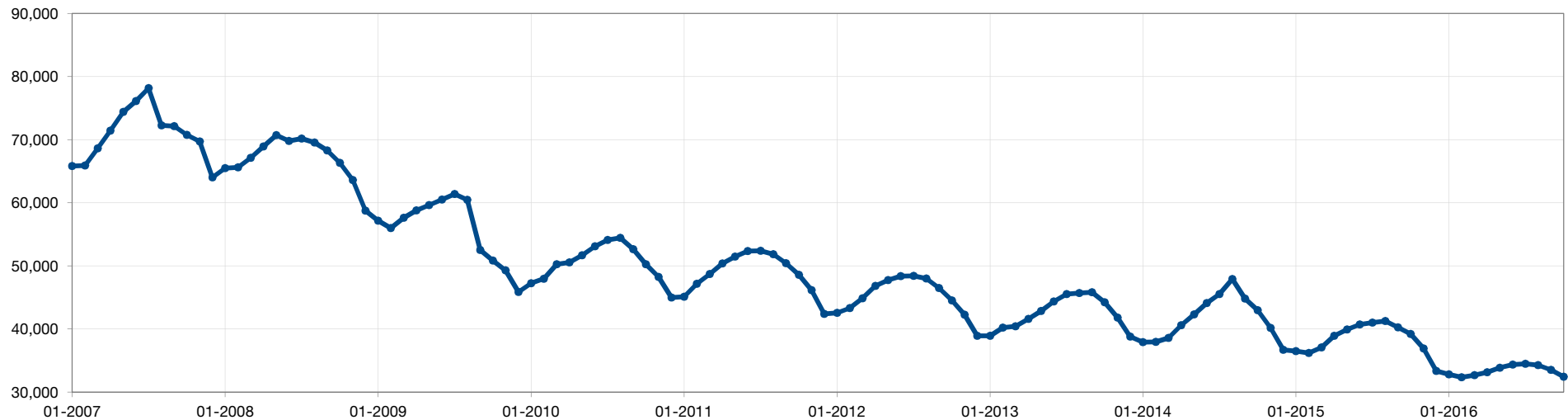


## October



	Homes for Sale	Prior Year	Percent Change
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%
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%
<b>October 2016</b>	<b>32,431</b>	<b>39,219</b>	<b>-17.3%</b>
12-Month Avg	33,677	38,994	-13.6%

## Historical Inventory of Homes for Sale by Month

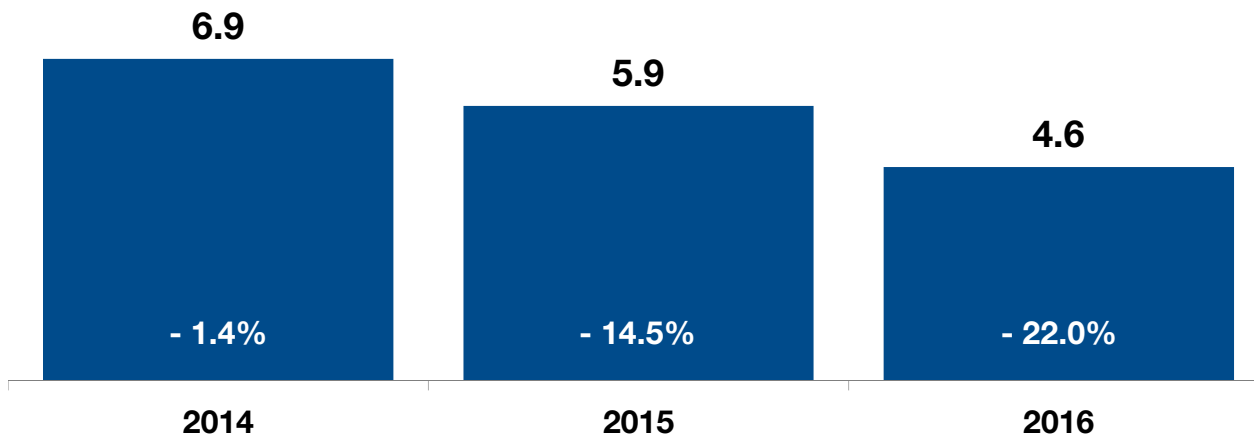


# Months Supply of Homes for Sale

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.



## October



Months Supply		Prior Year	Percent Change
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%
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%
<b>October 2016</b>	<b>4.6</b>	<b>5.9</b>	<b>-22.0%</b>
12-Month Avg*	4.9	6.1	-19.7%

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

## Historical Months Supply of Homes for Sale by Month

