

# Monthly Indicators



## January 2019

Indiana REALTORS® have closed the books on January, releasing their summary of existing-home sales from the first month of 2019. Existing-homes include single-family, townhomes, condos, and co-ops.

“Prices are still on the rise, which is great news for homeowners and communities,” said 2019 IAR President Brian Thompson of Bloomington. “Realtors expect market conditions to continue until the pace of new home construction picks up and satisfies the high demand of Hoosiers. Robust employment and wage growth remain key to healthy housing markets, as well.”

The *Indiana Real Estate Markets Report* obtains data from 11 of the state’s 12 listing services. The monthly report represents 98 percent of the housing market statewide and 91 of 92 Indiana counties.

IAR represents just over 17,500 REALTORS® who are involved in virtually all aspects related to the sale, purchase, exchange, or lease of real property in Indiana. The term REALTOR® is a registered mark that identifies a real estate professional who is a member of the United States’ largest trade association, the National Association of REALTORS®, and subscribes to its strict Code of Ethics.

## Quick Facts

<b>- 8.6%</b>	<b>+ 4.3%</b>	<b>- 3.7%</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	1-2018	1-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
<b>New Listings</b>		6,426	<b>6,677</b>	+ 3.9%	6,426	<b>6,677</b>	+ 3.9%
<b>Pending Sales</b>		5,394	<b>5,837</b>	+ 8.2%	5,394	<b>5,837</b>	+ 8.2%
<b>Closed Sales</b>		4,571	<b>4,178</b>	- 8.6%	4,571	<b>4,178</b>	- 8.6%
<b>Median Sales Price</b>		\$145,000	<b>\$151,200</b>	+ 4.3%	\$145,000	<b>\$151,200</b>	+ 4.3%
<b>Average Sales Price</b>		\$171,703	<b>\$179,638</b>	+ 4.6%	\$171,703	<b>\$179,638</b>	+ 4.6%
<b>Percent of Original List Price Received</b>		95.0%	<b>94.6%</b>	- 0.4%	95.0%	<b>94.6%</b>	- 0.4%
<b>Inventory of Homes for Sale</b>		24,015	<b>23,130</b>	- 3.7%	--	--	--
<b>Months Supply of Homes for Sale</b>		3.3	<b>3.1</b>	- 6.1%	--	--	--

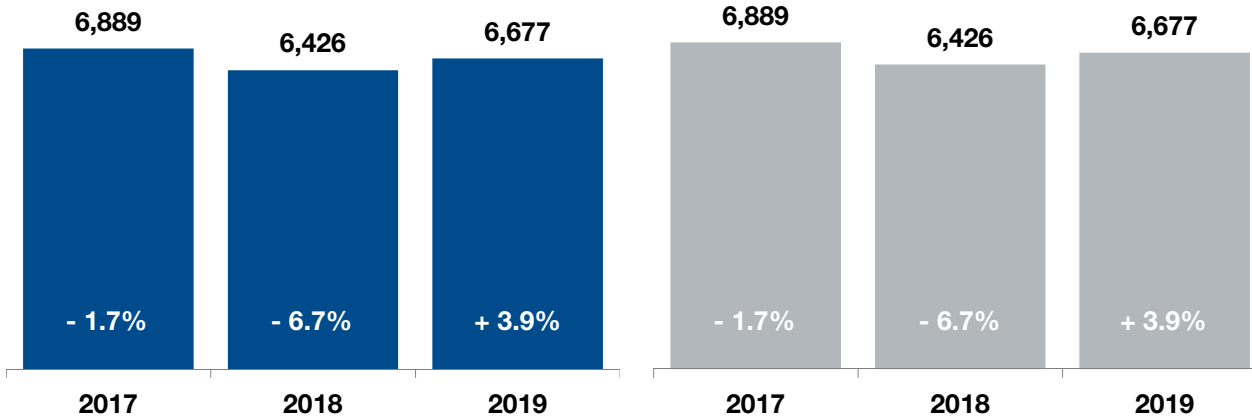
# New Listings

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



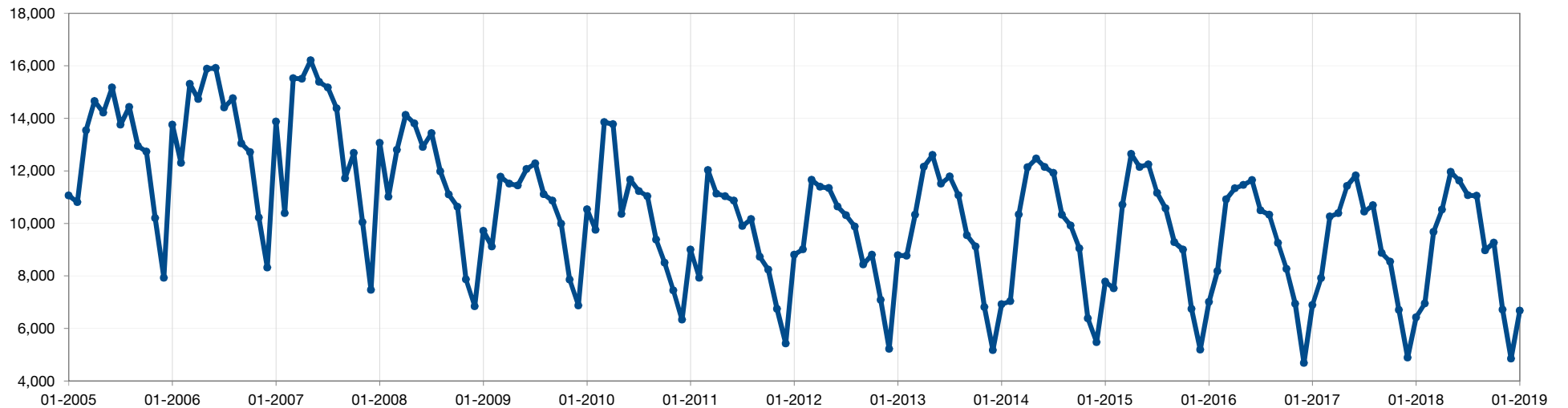
## January

## Year to Date



	New Listings	Prior Year	Percent Change
February 2018	6,953	7,913	-12.1%
March 2018	9,677	10,260	-5.7%
April 2018	10,520	10,389	+1.3%
May 2018	11,956	11,425	+4.6%
June 2018	11,631	11,825	-1.6%
July 2018	11,070	10,449	+5.9%
August 2018	11,050	10,688	+3.4%
September 2018	8,974	8,870	+1.2%
October 2018	9,268	8,539	+8.5%
November 2018	6,720	6,709	+0.2%
December 2018	4,847	4,885	-0.8%
<b>January 2019</b>	<b>6,677</b>	<b>6,426</b>	<b>+3.9%</b>
12-Month Avg	9,112	9,032	+0.9%

## Historical New Listings by Month



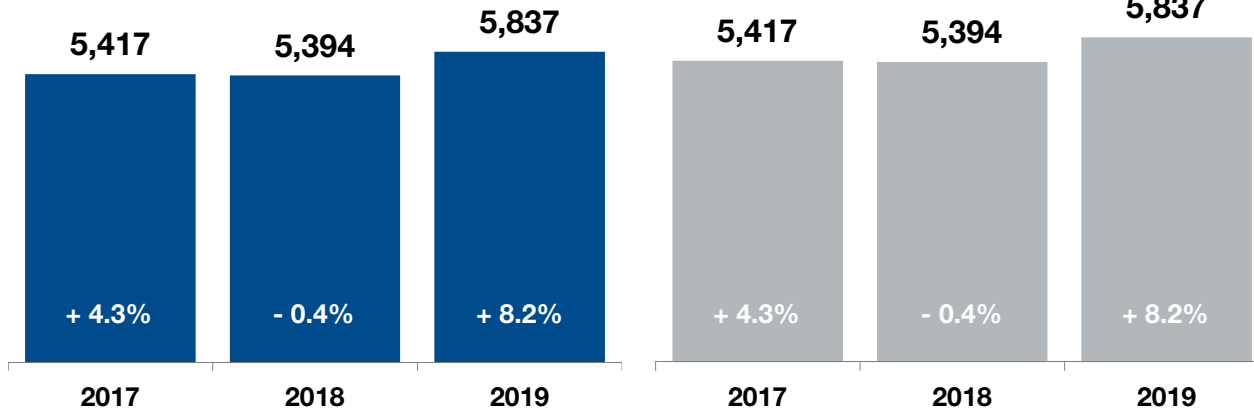
# Pending Sales

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



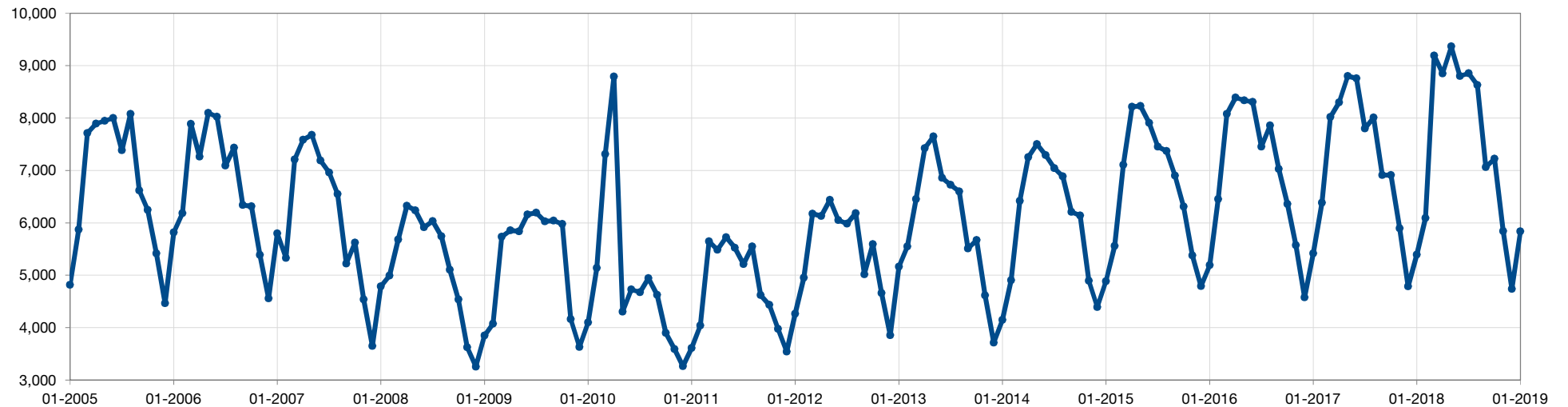
## January

## Year to Date



	Pending Sales	Prior Year	Percent Change
February 2018	6,092	6,384	-4.6%
March 2018	9,191	8,019	+14.6%
April 2018	8,850	8,297	+6.7%
May 2018	9,365	8,800	+6.4%
June 2018	8,802	8,755	+0.5%
July 2018	8,853	7,802	+13.5%
August 2018	8,630	8,011	+7.7%
September 2018	7,061	6,911	+2.2%
October 2018	7,222	6,910	+4.5%
November 2018	5,843	5,898	-0.9%
December 2018	4,740	4,789	-1.0%
<b>January 2019</b>	<b>5,837</b>	<b>5,394</b>	<b>+8.2%</b>
12-Month Avg	7,541	7,164	+5.3%

## Historical Pending Sales by Month

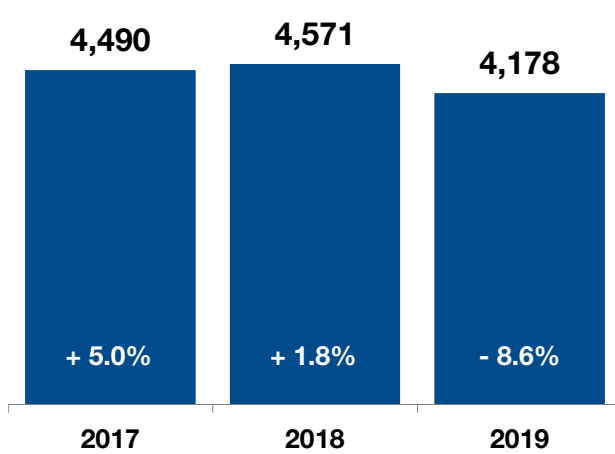


# Closed Sales

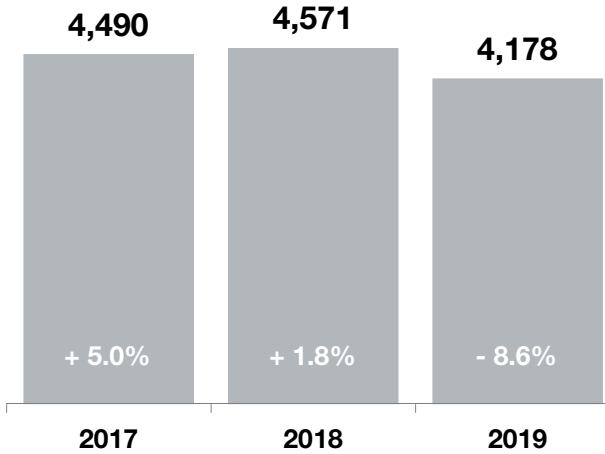
A count of the actual sales that closed in a given month.



## January

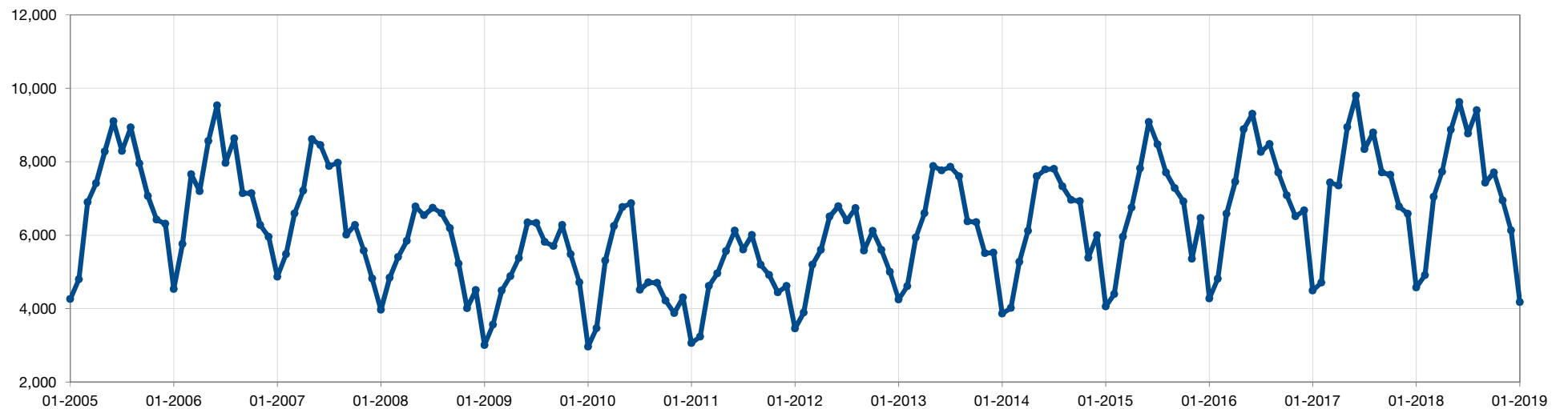


## Year to Date



	Closed Sales	Prior Year	Percent Change
February 2018	4,911	4,708	+4.3%
March 2018	7,043	7,432	-5.2%
April 2018	7,729	7,353	+5.1%
May 2018	8,869	8,942	-0.8%
June 2018	9,624	9,800	-1.8%
July 2018	8,765	8,338	+5.1%
August 2018	9,404	8,791	+7.0%
September 2018	7,430	7,706	-3.6%
October 2018	7,705	7,642	+0.8%
November 2018	6,947	6,779	+2.5%
December 2018	6,127	6,585	-7.0%
<b>January 2019</b>	<b>4,178</b>	<b>4,571</b>	<b>-8.6%</b>
12-Month Avg	7,394	7,387	+0.1%

## Historical Closed Sales by Month

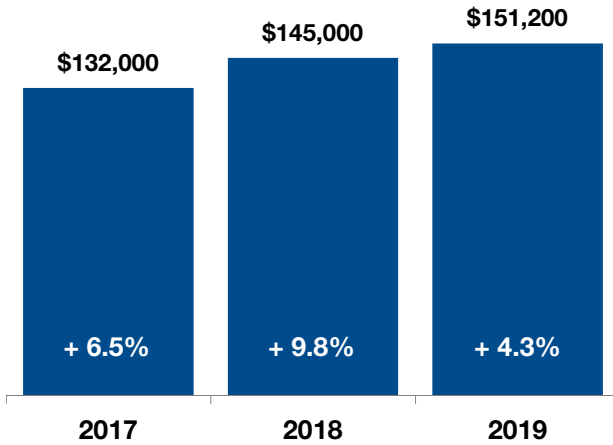


# Median Sales Price

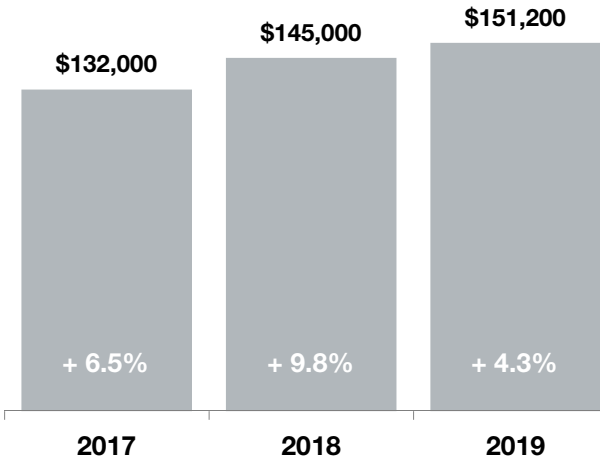
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## January



## Year to Date



	Median Sales Price	Prior Year	Percent Change
February 2018	\$149,000	\$132,000	+12.9%
March 2018	\$150,500	\$139,480	+7.9%
April 2018	\$155,000	\$143,500	+8.0%
May 2018	\$165,000	\$150,000	+10.0%
June 2018	\$165,000	\$155,900	+5.8%
July 2018	\$165,000	\$152,500	+8.2%
August 2018	\$160,500	\$149,600	+7.3%
September 2018	\$160,000	\$149,900	+6.7%
October 2018	\$158,000	\$147,500	+7.1%
November 2018	\$156,700	\$148,000	+5.9%
December 2018	\$155,000	\$146,500	+5.8%
<b>January 2019</b>	<b>\$151,200</b>	<b>\$145,000</b>	<b>+4.3%</b>
12-Month Avg*	\$159,000	\$147,500	+7.8%

\* Median Sales Price for all properties from February 2018 through January 2019. This is not the average of the individual figures above.

## Historical Median Sales Price by Month

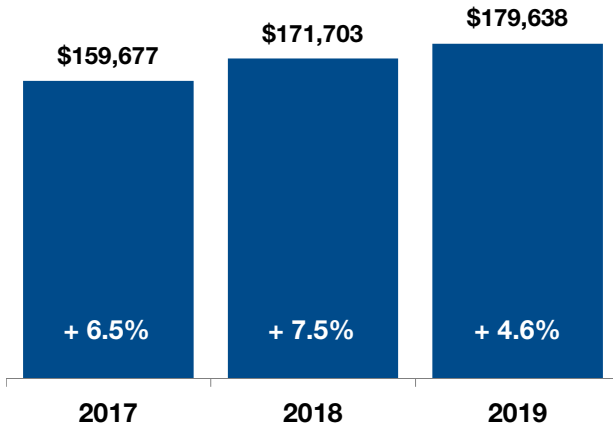


# Average Sales Price

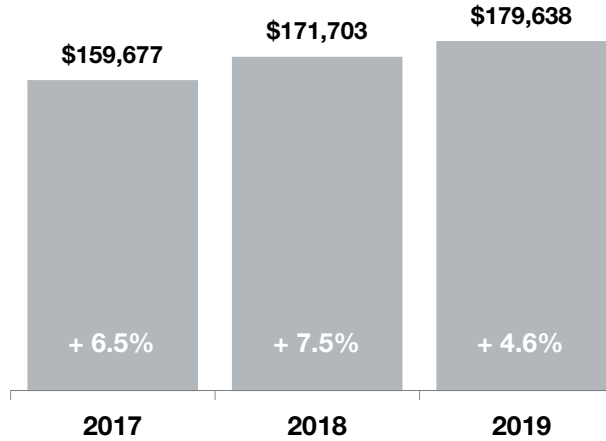
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## January



## Year to Date



	Avg. Sales Price	Prior Year	Percent Change
February 2018	\$172,052	\$158,908	+8.3%
March 2018	\$178,039	\$166,137	+7.2%
April 2018	\$182,851	\$169,000	+8.2%
May 2018	\$194,442	\$177,943	+9.3%
June 2018	\$197,317	\$186,421	+5.8%
July 2018	\$196,087	\$183,170	+7.1%
August 2018	\$188,961	\$178,639	+5.8%
September 2018	\$187,156	\$175,629	+6.6%
October 2018	\$183,712	\$174,870	+5.1%
November 2018	\$187,607	\$175,735	+6.8%
December 2018	\$187,065	\$175,503	+6.6%
<b>January 2019</b>	<b>\$179,638</b>	<b>\$171,703</b>	<b>+4.6%</b>
12-Month Avg*	\$187,506	\$175,566	+6.8%

\* Avg. Sales Price for all properties from February 2018 through January 2019. This is not the average of the individual figures above.

## Historical Average Sales Price by Month



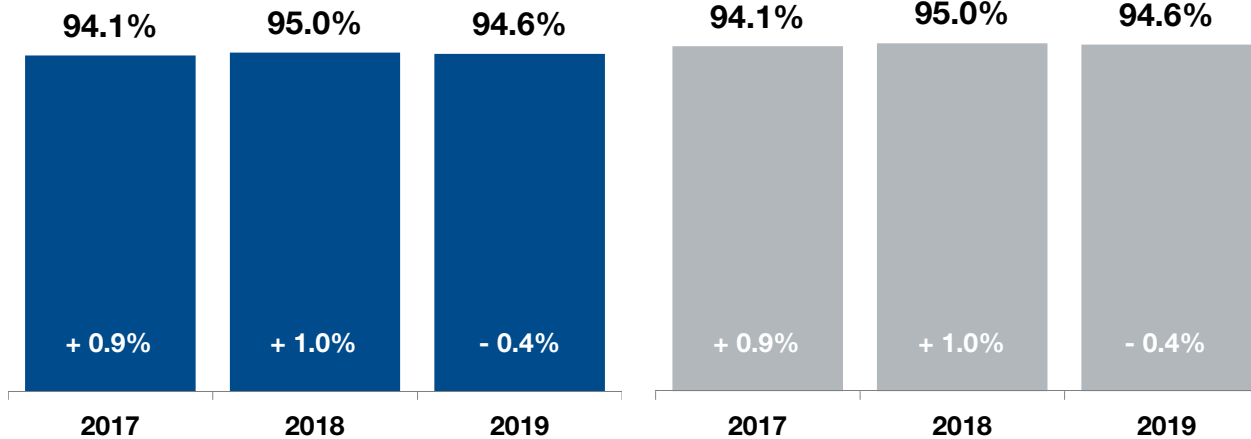
# Percent of Original List Price Received

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.



## January

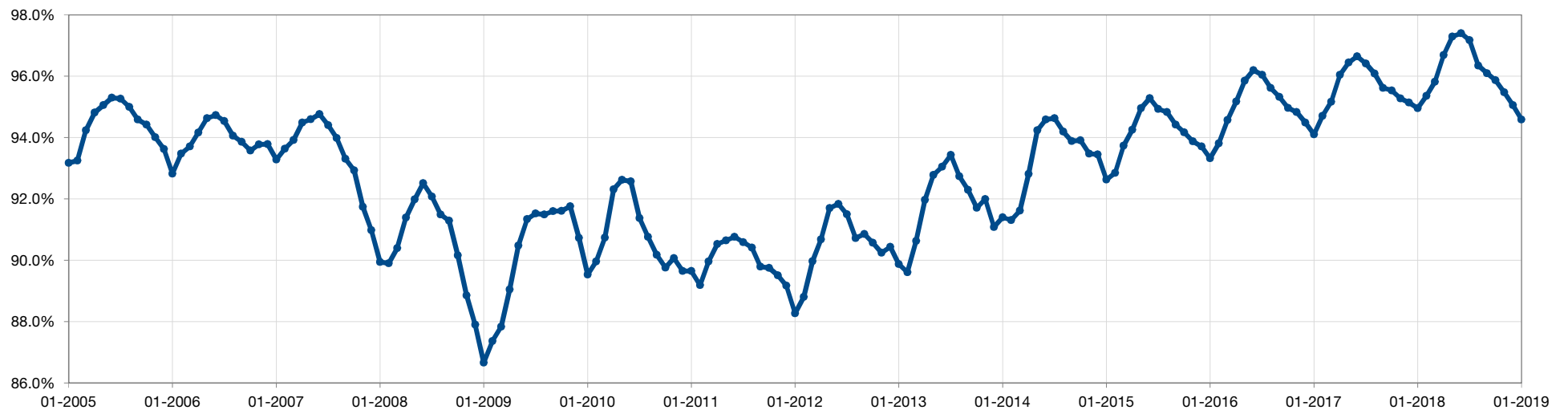
## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
February 2018	95.4%	94.7%	+0.7%
March 2018	95.8%	95.2%	+0.6%
April 2018	96.7%	96.0%	+0.7%
May 2018	97.3%	96.4%	+0.9%
June 2018	97.4%	96.7%	+0.7%
July 2018	97.2%	96.4%	+0.8%
August 2018	96.3%	96.1%	+0.2%
September 2018	96.1%	95.6%	+0.5%
October 2018	95.9%	95.5%	+0.4%
November 2018	95.5%	95.3%	+0.2%
December 2018	95.1%	95.1%	0.0%
<b>January 2019</b>	<b>94.6%</b>	<b>95.0%</b>	<b>-0.4%</b>
12-Month Avg*	96.3%	95.8%	+0.5%

\* Pct. of Orig. Price Received for all properties from February 2018 through January 2019. This is not the average of the individual figures above.

## Historical Percent of Original List Price Received by Month



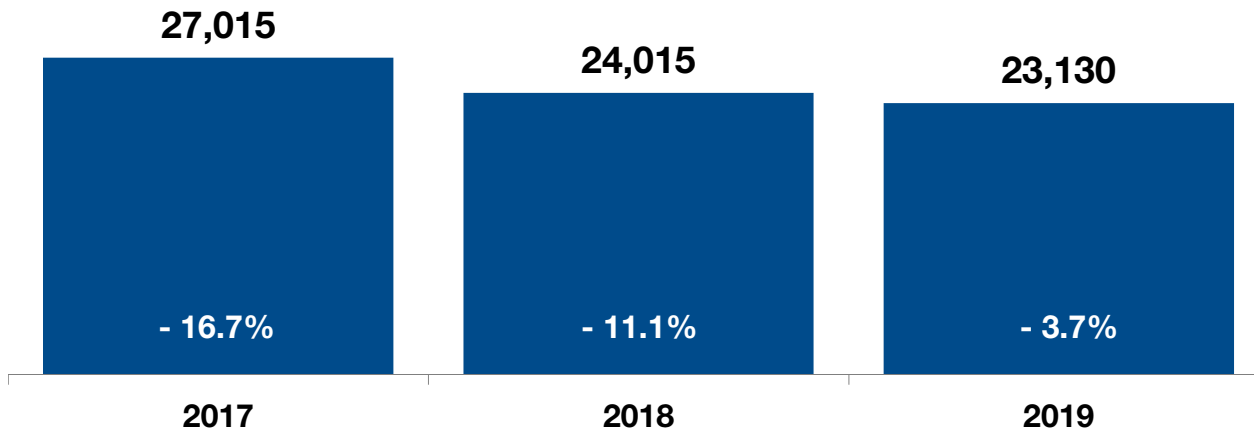


# Inventory of Homes for Sale

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

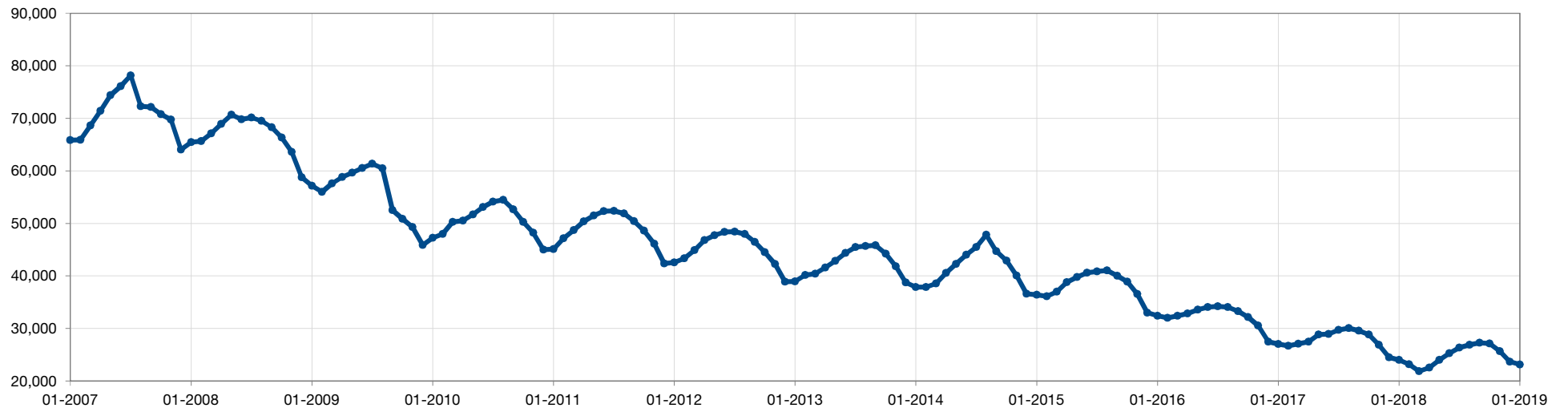


## January



	Homes for Sale	Prior Year	Percent Change
February 2018	23,175	26,691	-13.2%
March 2018	21,858	27,075	-19.3%
April 2018	22,532	27,453	-17.9%
May 2018	23,998	28,858	-16.8%
June 2018	25,270	28,954	-12.7%
July 2018	26,337	29,704	-11.3%
August 2018	26,868	30,081	-10.7%
September 2018	27,274	29,580	-7.8%
October 2018	27,129	28,835	-5.9%
November 2018	25,678	26,905	-4.6%
December 2018	23,675	24,484	-3.3%
<b>January 2019</b>	<b>23,130</b>	<b>24,015</b>	<b>-3.7%</b>
12-Month Avg	24,744	27,720	-10.7%

## Historical Inventory of Homes for Sale by Month

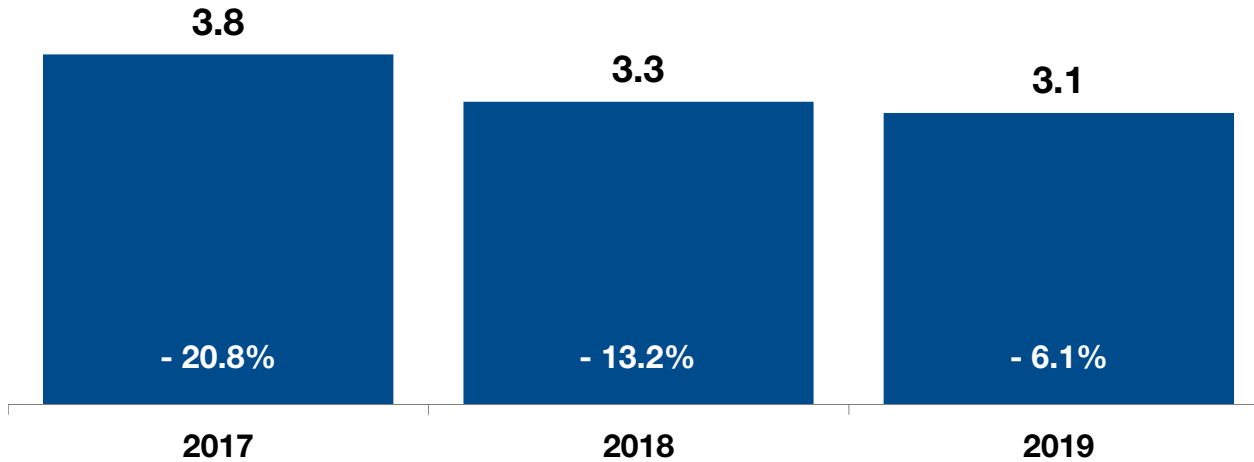


# Months Supply of Homes for Sale

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.



## January



Months Supply		Prior Year	Percent Change
February 2018	3.1	3.7	-16.2%
March 2018	3.0	3.7	-18.9%
April 2018	3.0	3.8	-21.1%
May 2018	3.2	4.0	-20.0%
June 2018	3.4	4.0	-15.0%
July 2018	3.6	4.1	-12.2%
August 2018	3.6	4.1	-12.2%
September 2018	3.7	4.0	-7.5%
October 2018	3.6	3.9	-7.7%
November 2018	3.4	3.6	-5.6%
December 2018	3.2	3.3	-3.0%
<b>January 2019</b>	<b>3.1</b>	<b>3.3</b>	<b>-6.1%</b>
12-Month Avg*	3.3	3.8	-13.2%

\* Months Supply for all properties from February 2018 through January 2019. This is not the average of the individual figures above.

## Historical Months Supply of Homes for Sale by Month

