

# Monthly Indicators



## June 2018

Indiana REALTORS® have closed the book on June, releasing their summary of existing-home sales from last month. Most notably, the sales price of homes—single-family, townhomes, condos, and co-ops included—is still on the rise. That’s the direct result of low inventory challenging the strong demand shown by Hoosier buyers this year.

Statewide, the median sales price of homes is \$165,000, a 5.8 percent increase when compared to June 2017 and an 11.9 percent increase when compared to June 2016. The average sales price is \$197,317, a 5.8 percent increase from the same month last year and a 10.9 percent increase from two years ago.

At the half-way mark, 2018 is shaping up to best both 2017 and 2016. Year-to-date, the median sales price of homes is \$156,000, a 7.7 percent increase when compared to last year and a 13.5 percent increase when compared to two years ago. The average sales price is \$185,302, a 7.5 percent increase from the same period last year and a 13.1 percent increase from two years ago.

In this low inventory market, guidance from a REALTOR® on how to juggle offers, negotiate, and close the deal is invaluable.

## Quick Facts

<b>- 1.8%</b>	<b>+ 5.8%</b>	<b>- 12.7%</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.

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.



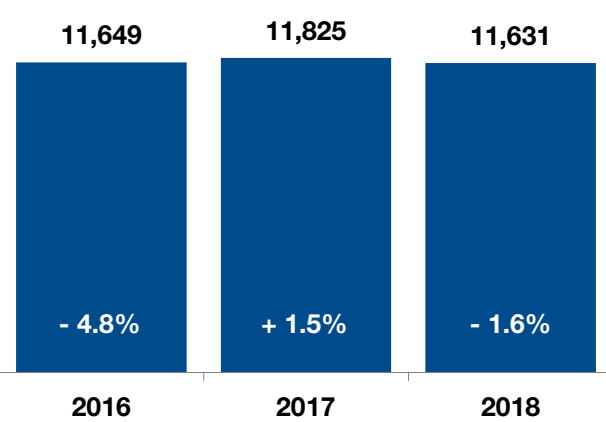
Key Metrics	Historical Sparkbars	6-2017	6-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
<b>New Listings</b>		11,825	<b>11,631</b>	- 1.6%	58,701	<b>57,163</b>	- 2.6%
<b>Pending Sales</b>		8,755	<b>8,802</b>	+ 0.5%	45,672	<b>47,694</b>	+ 4.4%
<b>Closed Sales</b>		9,800	<b>9,624</b>	- 1.8%	42,725	<b>42,747</b>	+ 0.1%
<b>Median Sales Price</b>		\$155,900	<b>\$165,000</b>	+ 5.8%	\$144,900	<b>\$156,000</b>	+ 7.7%
<b>Average Sales Price</b>		\$186,421	<b>\$197,317</b>	+ 5.8%	\$172,295	<b>\$185,302</b>	+ 7.5%
<b>Percent of Original List Price Received</b>		96.7%	<b>97.4%</b>	+ 0.7%	95.8%	<b>96.5%</b>	+ 0.7%
<b>Inventory of Homes for Sale</b>		28,954	<b>25,270</b>	- 12.7%	--	--	--
<b>Months Supply of Homes for Sale</b>		4.0	<b>3.4</b>	- 15.0%	--	--	--

# New Listings

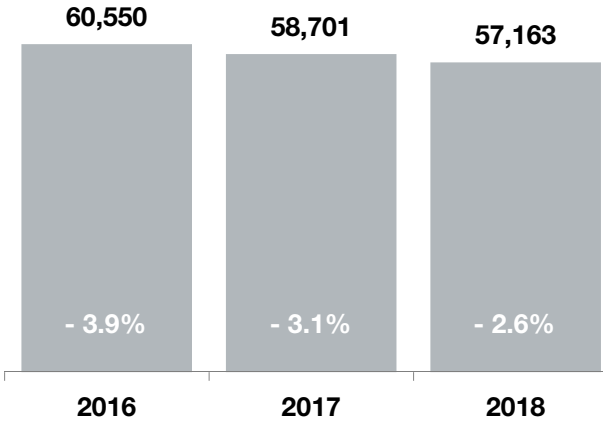
A count of the properties that have been newly listed on the market in a given month.



## June

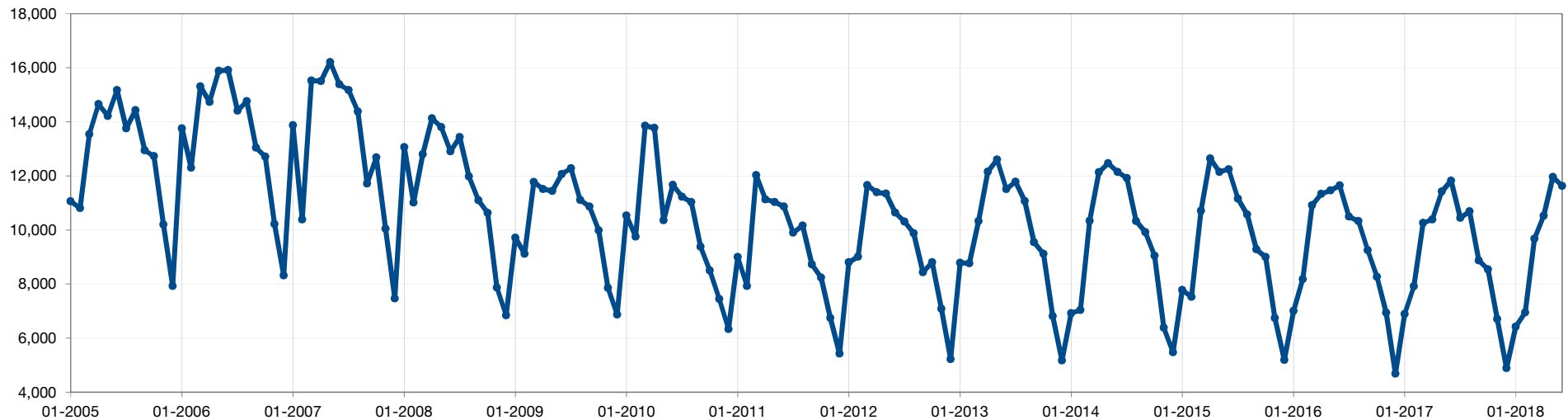


## Year to Date



	New Listings	Prior Year	Percent Change
July 2017	10,449	10,490	-0.4%
August 2017	10,688	10,331	+3.5%
September 2017	8,870	9,251	-4.1%
October 2017	8,539	8,267	+3.3%
November 2017	6,709	6,942	-3.4%
December 2017	4,885	4,686	+4.2%
January 2018	6,426	6,889	-6.7%
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%
<b>June 2018</b>	<b>11,631</b>	<b>11,825</b>	<b>-1.6%</b>
12-Month Avg	8,942	9,056	-1.3%

## Historical New Listings by Month



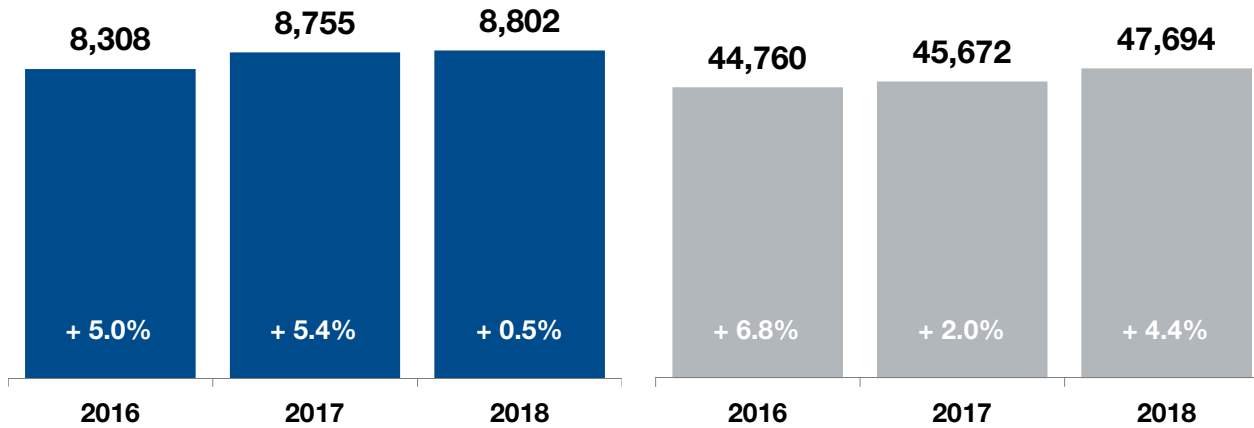
# Pending Sales

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



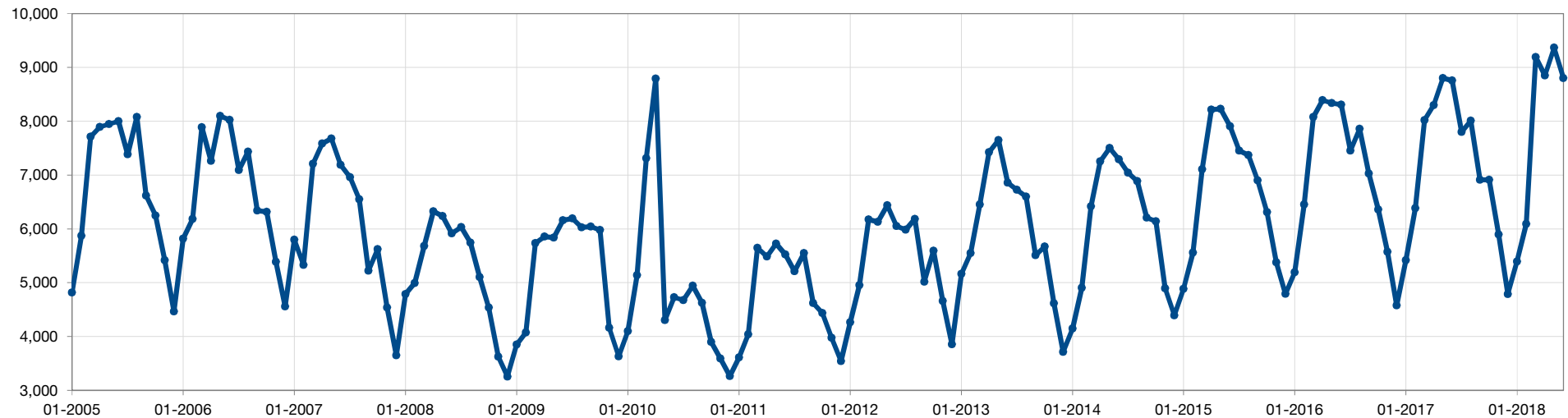
## June

## Year to Date



	Pending Sales	Prior Year	Percent Change
July 2017	7,802	7,452	+4.7%
August 2017	8,011	7,861	+1.9%
September 2017	6,911	7,028	-1.7%
October 2017	6,910	6,361	+8.6%
November 2017	5,898	5,572	+5.9%
December 2017	4,789	4,577	+4.6%
January 2018	5,394	5,417	-0.4%
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%
<b>June 2018</b>	<b>8,802</b>	<b>8,755</b>	<b>+0.5%</b>
12-Month Avg	7,335	7,044	+4.1%

## Historical Pending Sales by Month

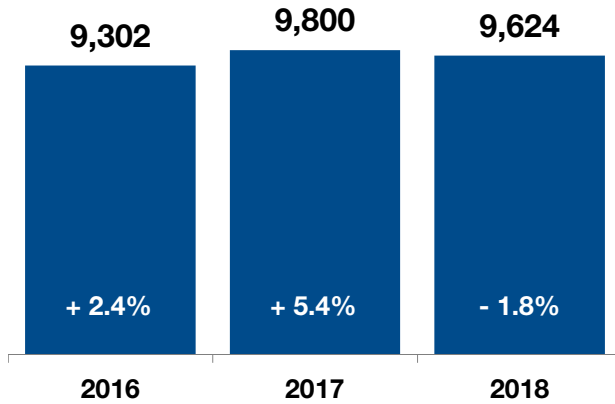


# Closed Sales

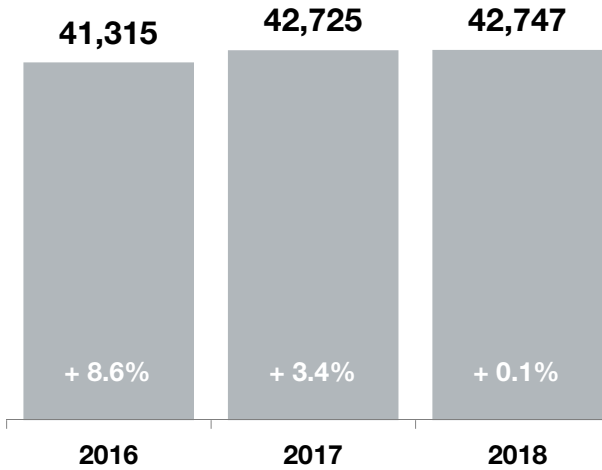
A count of the actual sales that closed in a given month.



## June

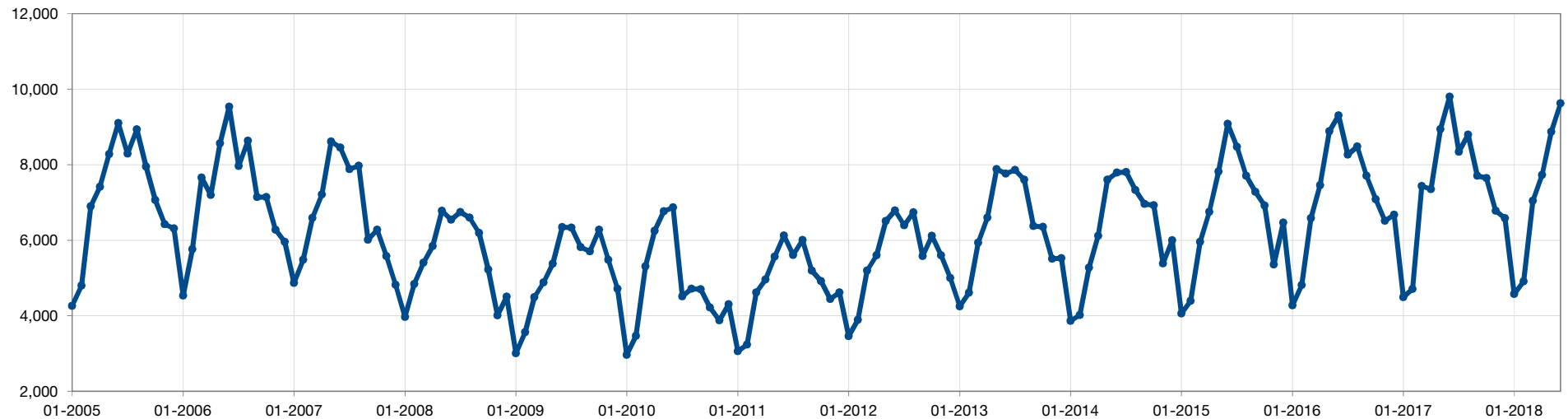


## Year to Date



	Closed Sales	Prior Year	Percent Change
July 2017	8,338	8,264	+0.9%
August 2017	8,791	8,483	+3.6%
September 2017	7,706	7,705	+0.0%
October 2017	7,642	7,088	+7.8%
November 2017	6,779	6,516	+4.0%
December 2017	6,585	6,672	-1.3%
January 2018	4,571	4,490	+1.8%
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%
<b>June 2018</b>	<b>9,624</b>	<b>9,800</b>	<b>-1.8%</b>
12-Month Avg	7,382	7,288	+1.3%

## Historical Closed Sales by Month

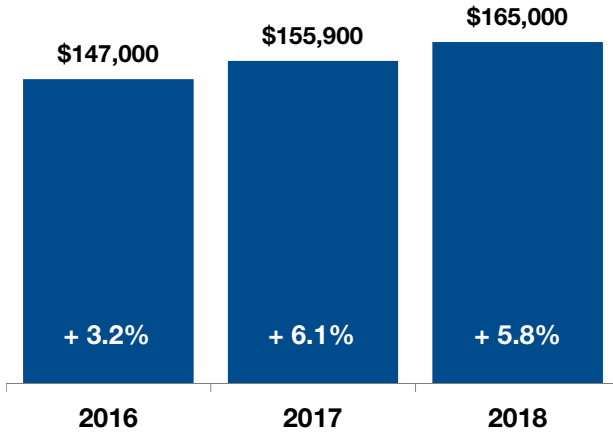


# Median Sales Price

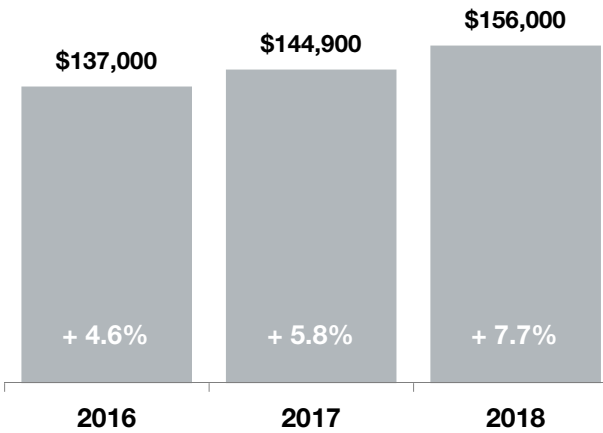
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## June



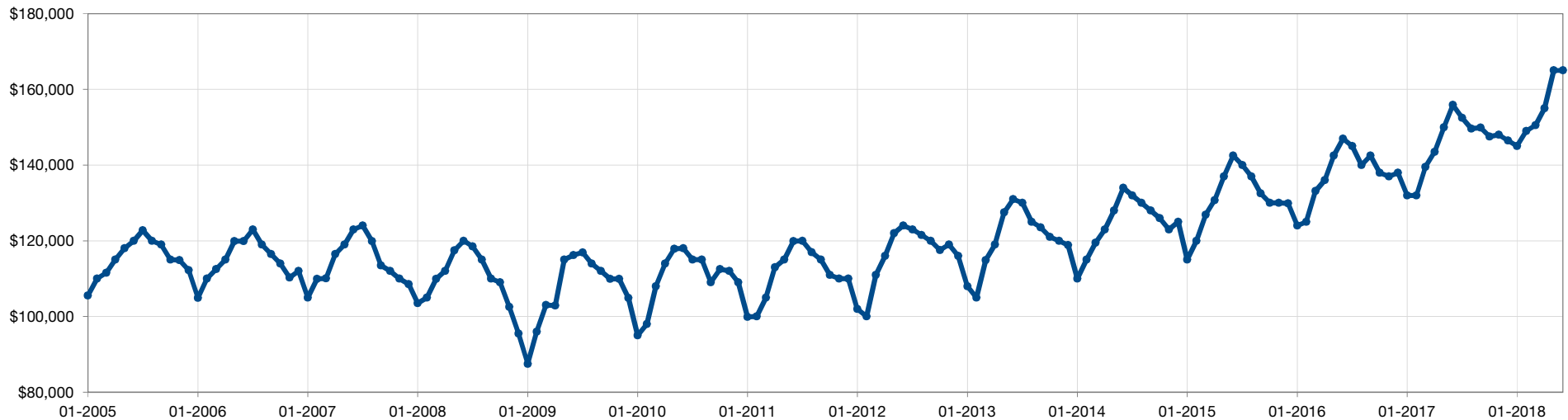
## Year to Date



	Median Sales Price	Prior Year	Percent Change
July 2017	\$152,500	\$145,000	+5.2%
August 2017	\$149,600	\$140,000	+6.9%
September 2017	\$149,900	\$142,500	+5.2%
October 2017	\$147,500	\$137,999	+6.9%
November 2017	\$148,000	\$137,000	+8.0%
December 2017	\$146,500	\$138,000	+6.2%
January 2018	\$145,000	\$132,000	+9.8%
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%
<b>June 2018</b>	<b>\$165,000</b>	<b>\$155,900</b>	<b>+5.8%</b>
12-Month Avg*	\$152,500	\$142,000	+7.4%

\* Median Sales Price for all properties from July 2017 through June 2018. This is not the average of the individual figures above.

## Historical Median Sales Price by Month



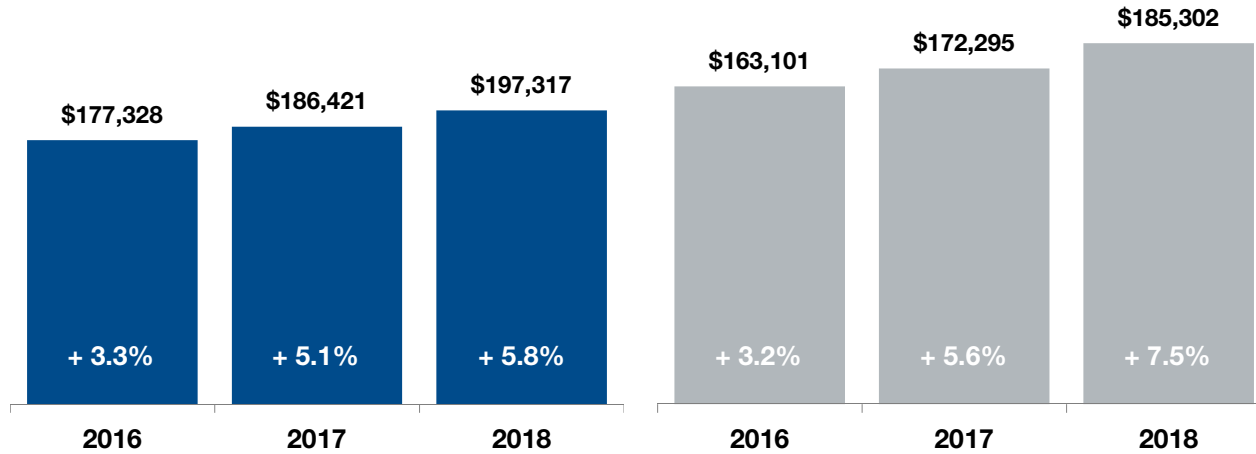
# Average Sales Price

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



## June

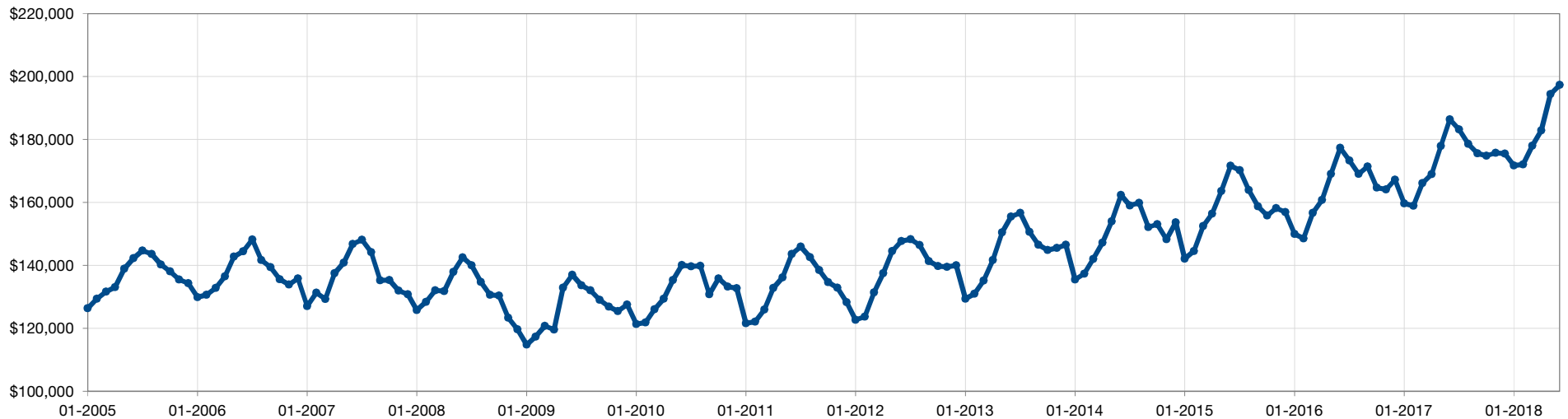
## Year to Date



Avg. Sales Price	Prior Year	Percent Change
July 2017	\$173,325	+5.7%
August 2017	\$169,053	+5.7%
September 2017	\$171,423	+2.5%
October 2017	\$164,712	+6.2%
November 2017	\$164,128	+7.1%
December 2017	\$167,239	+4.9%
January 2018	\$159,677	+7.5%
February 2018	\$158,908	+8.3%
March 2018	\$166,137	+7.2%
April 2018	\$169,000	+8.2%
May 2018	\$177,943	+9.3%
<b>June 2018</b>	<b>\$186,421</b>	<b>+5.8%</b>
12-Month Avg*	\$181,241	+6.4%

\* Avg. Sales Price for all properties from July 2017 through June 2018. This is not the average of the individual figures above.

## Historical Average Sales Price by Month



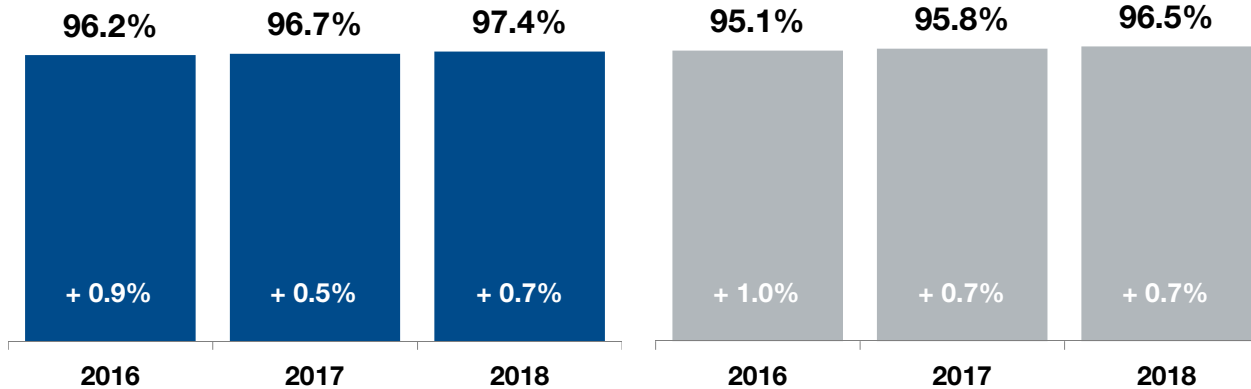
# Percent of Original List Price Received

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.



## June

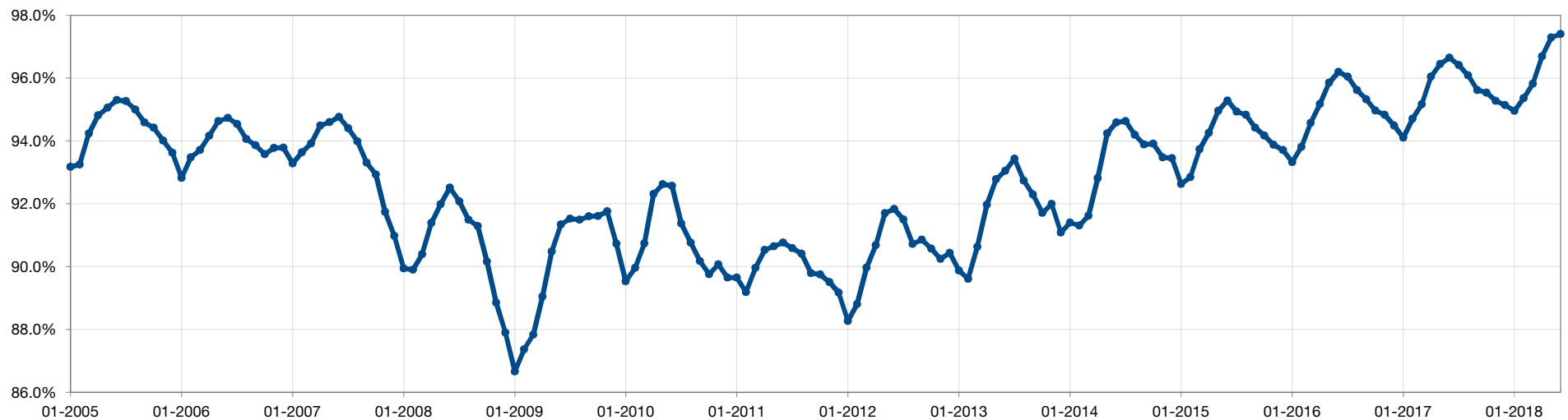
## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
July 2017	96.4%	96.0%	+0.4%
August 2017	96.1%	95.6%	+0.5%
September 2017	95.6%	95.3%	+0.3%
October 2017	95.5%	95.0%	+0.5%
November 2017	95.3%	94.8%	+0.5%
December 2017	95.1%	94.5%	+0.6%
January 2018	95.0%	94.1%	+1.0%
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%
<b>June 2018</b>	<b>97.4%</b>	<b>96.7%</b>	<b>+0.7%</b>
12-Month Avg*	96.1%	95.5%	+0.6%

\* Pct. of Orig. Price Received for all properties from July 2017 through June 2018. This is not the average of the individual figures above.

## Historical Percent of Original List Price Received by Month



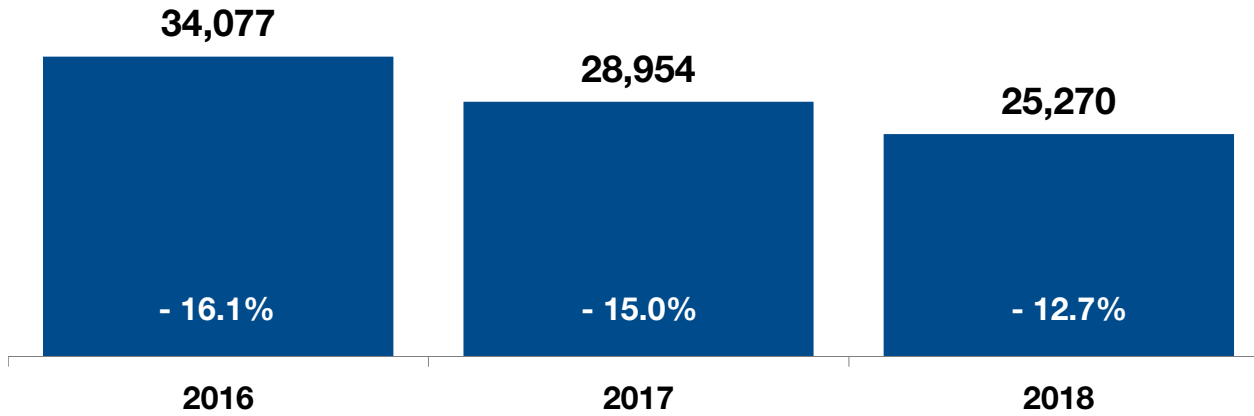


# Inventory of Homes for Sale

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

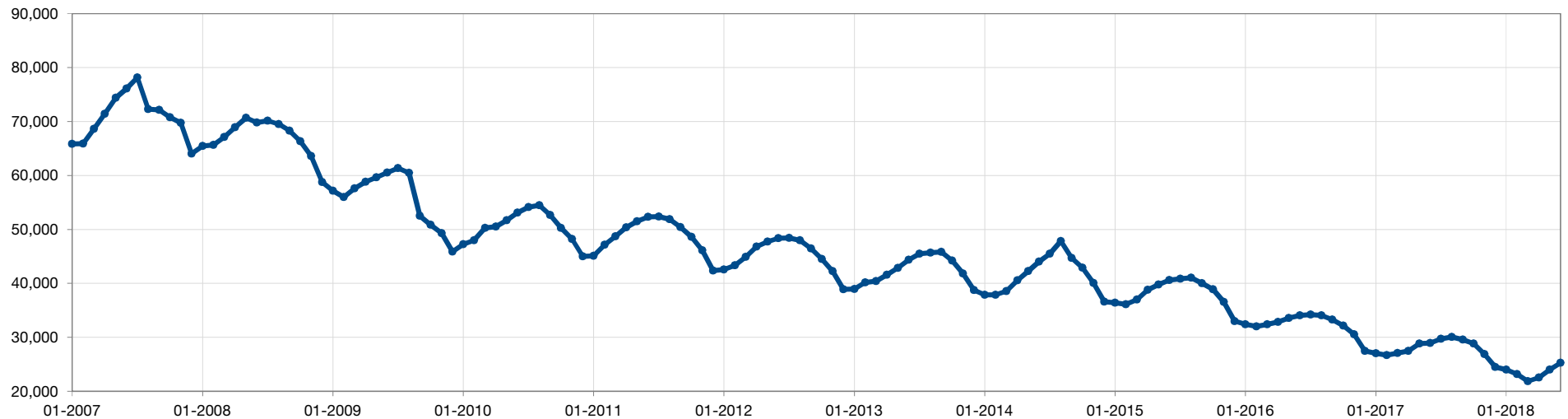


## June



	Homes for Sale	Prior Year	Percent Change
July 2017	29,704	34,235	-13.2%
August 2017	30,081	34,046	-11.6%
September 2017	29,580	33,295	-11.2%
October 2017	28,835	32,166	-10.4%
November 2017	26,905	30,561	-12.0%
December 2017	24,484	27,481	-10.9%
January 2018	24,015	27,015	-11.1%
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%
<b>June 2018</b>	<b>25,270</b>	<b>28,954</b>	<b>-12.7%</b>
12-Month Avg	25,870	29,819	-13.2%

## Historical Inventory of Homes for Sale by Month

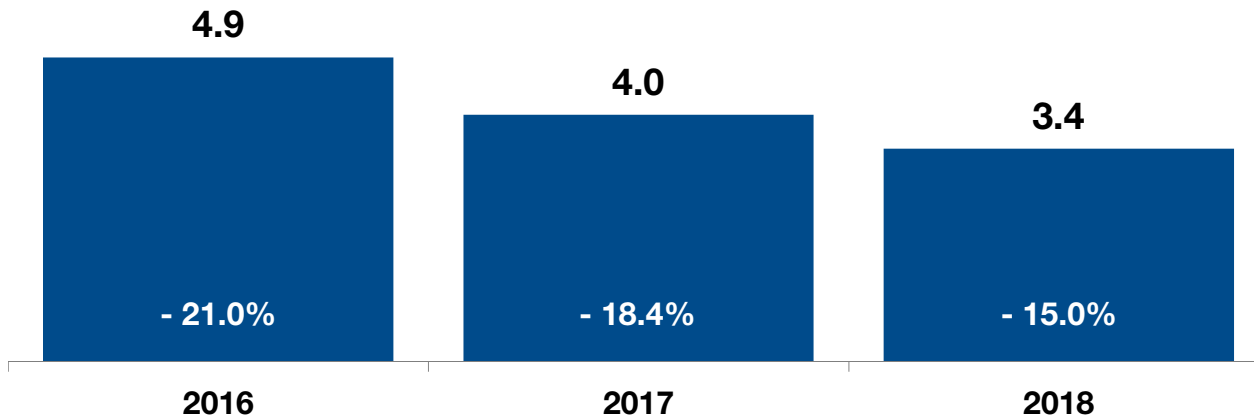


# Months Supply of Homes for Sale

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.



## June



Months Supply		Prior Year	Percent Change
July 2017	4.1	4.9	-16.3%
August 2017	4.1	4.9	-16.3%
September 2017	4.0	4.7	-14.9%
October 2017	3.9	4.6	-15.2%
November 2017	3.6	4.3	-16.3%
December 2017	3.3	3.8	-13.2%
January 2018	3.3	3.8	-13.2%
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%
<b>June 2018</b>	<b>3.4</b>	<b>4.0</b>	<b>-15.0%</b>
12-Month Avg*	3.5	4.2	-16.7%

\* Months Supply for all properties from July 2017 through June 2018. This is not the average of the individual figures above.

## Historical Months Supply of Homes for Sale by Month

