

# Monthly Indicators



## July 2018

Indiana REALTORS® have closed the books on July, releasing their summary of existing-home sales from last month. All metrics are up except inventory, which is certainly a result of strong demand and seasonality.

Most notably, the sales price of homes—single-family, townhomes, condos, and co-ops included—is still on the rise. In fact, prices are at record levels, Statewide, the median sales price of homes is \$165,000, an 8.2 percent increase when compared to July 2017. The average sales price is \$196,087, a 7.1 percent increase from the same month.

Competition will remain fierce without new construction. That's why guidance from a REALTOR® on how to juggle offers, negotiate, and close the deal is invaluable. Robust employment and wage growth also remain key to healthy housing markets.

## Quick Facts

<b>+ 5.1%</b>	<b>+ 8.2%</b>	<b>- 11.3%</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.



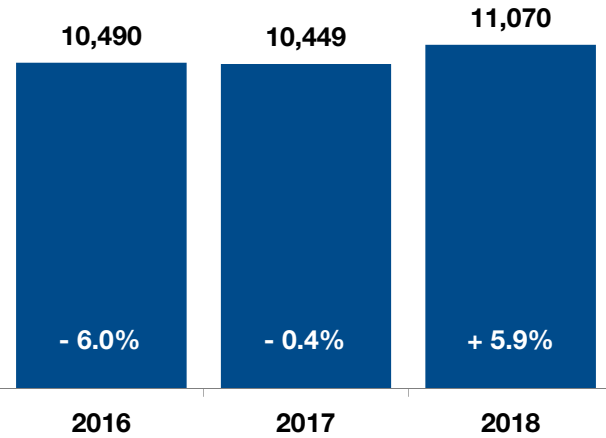
Key Metrics	Historical Sparkbars	7-2017	7-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
<b>New Listings</b>		10,449	<b>11,070</b>	+ 5.9%	69,150	<b>68,233</b>	- 1.3%
<b>Pending Sales</b>		7,802	<b>8,853</b>	+ 13.5%	53,474	<b>56,547</b>	+ 5.7%
<b>Closed Sales</b>		8,338	<b>8,765</b>	+ 5.1%	51,063	<b>51,512</b>	+ 0.9%
<b>Median Sales Price</b>		\$152,500	<b>\$165,000</b>	+ 8.2%	\$145,000	<b>\$158,000</b>	+ 9.0%
<b>Average Sales Price</b>		\$183,170	<b>\$196,087</b>	+ 7.1%	\$174,076	<b>\$187,141</b>	+ 7.5%
<b>Percent of Original List Price Received</b>		96.4%	<b>97.2%</b>	+ 0.8%	95.9%	<b>96.6%</b>	+ 0.7%
<b>Inventory of Homes for Sale</b>		29,704	<b>26,337</b>	- 11.3%	--	--	--
<b>Months Supply of Homes for Sale</b>		4.1	<b>3.6</b>	- 12.2%	--	--	--

# New Listings

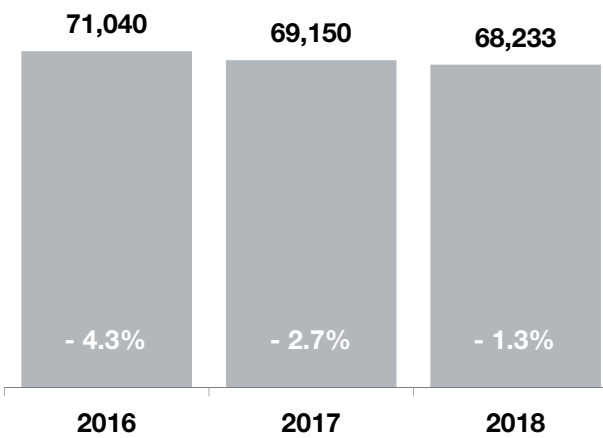
A count of the properties that have been newly listed on the market in a given month.



## July

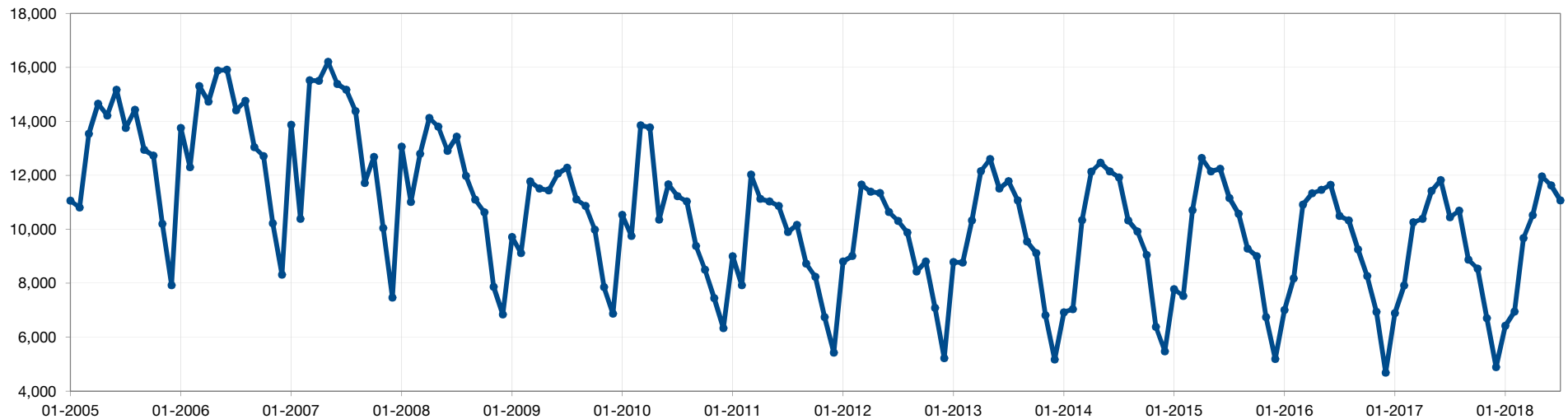


## Year to Date



	New Listings	Prior Year	Percent Change
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%
June 2018	11,631	11,825	-1.6%
<b>July 2018</b>	<b>11,070</b>	<b>10,449</b>	<b>+5.9%</b>
12-Month Avg	8,994	9,052	-0.6%

## Historical New Listings by Month



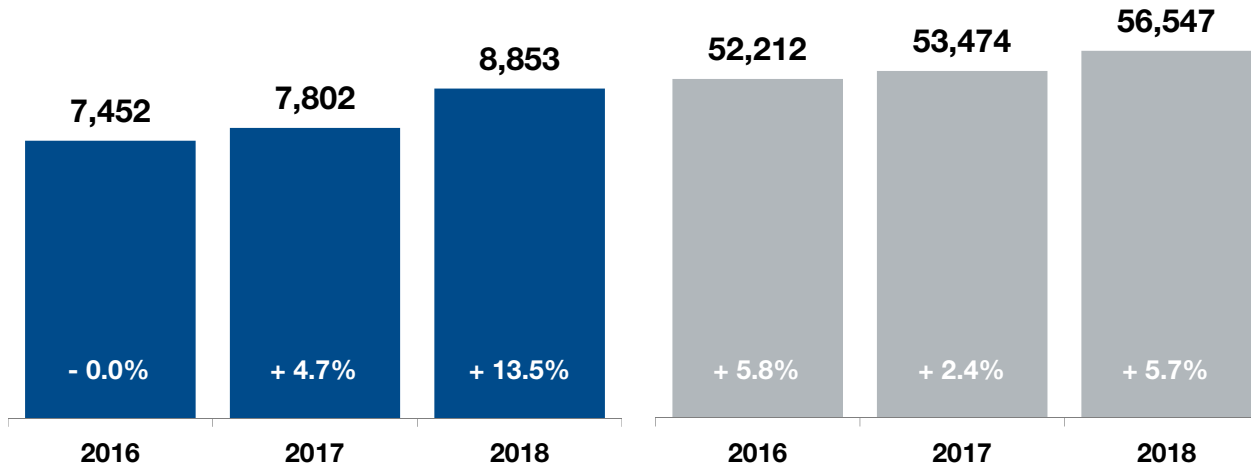
# Pending Sales

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



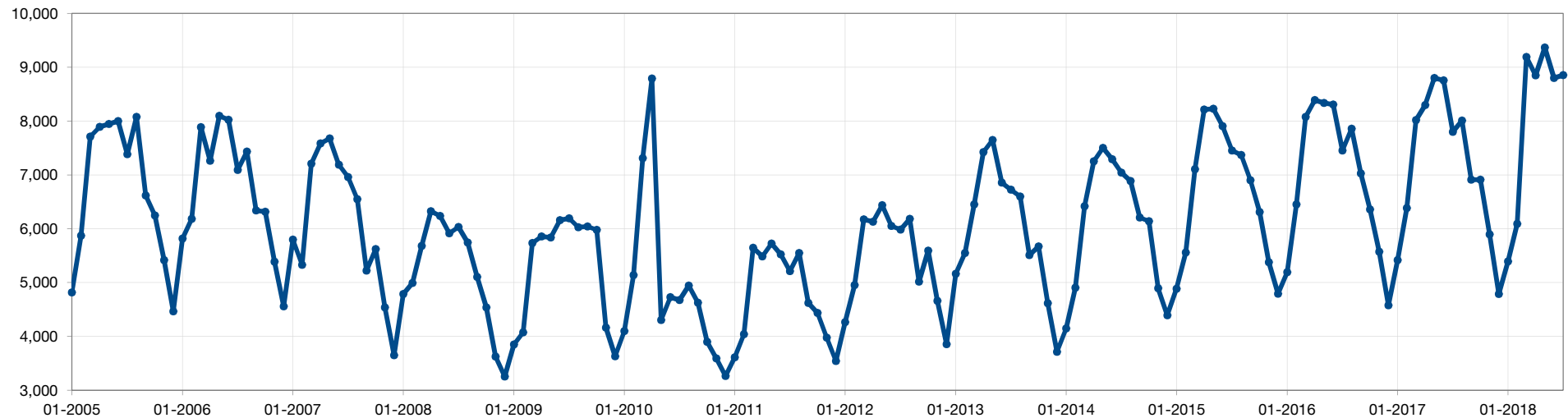
## July

## Year to Date



	Pending Sales	Prior Year	Percent Change
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%
June 2018	8,802	8,755	+0.5%
<b>July 2018</b>	<b>8,853</b>	<b>7,802</b>	<b>+13.5%</b>
12-Month Avg	7,422	7,073	+4.9%

## Historical Pending Sales by Month

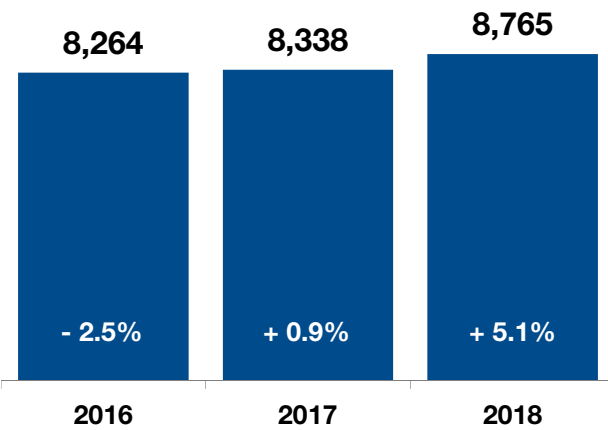


# Closed Sales

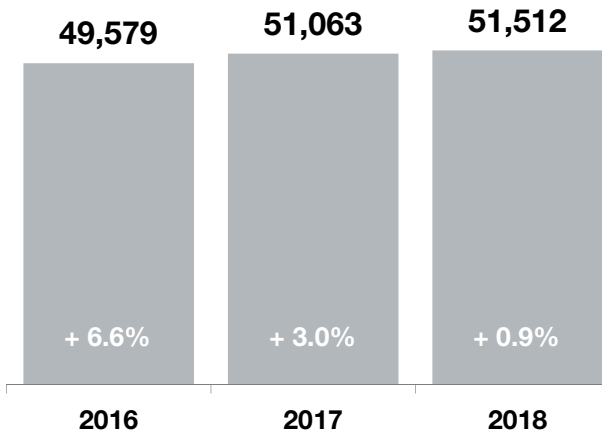
A count of the actual sales that closed in a given month.



## July

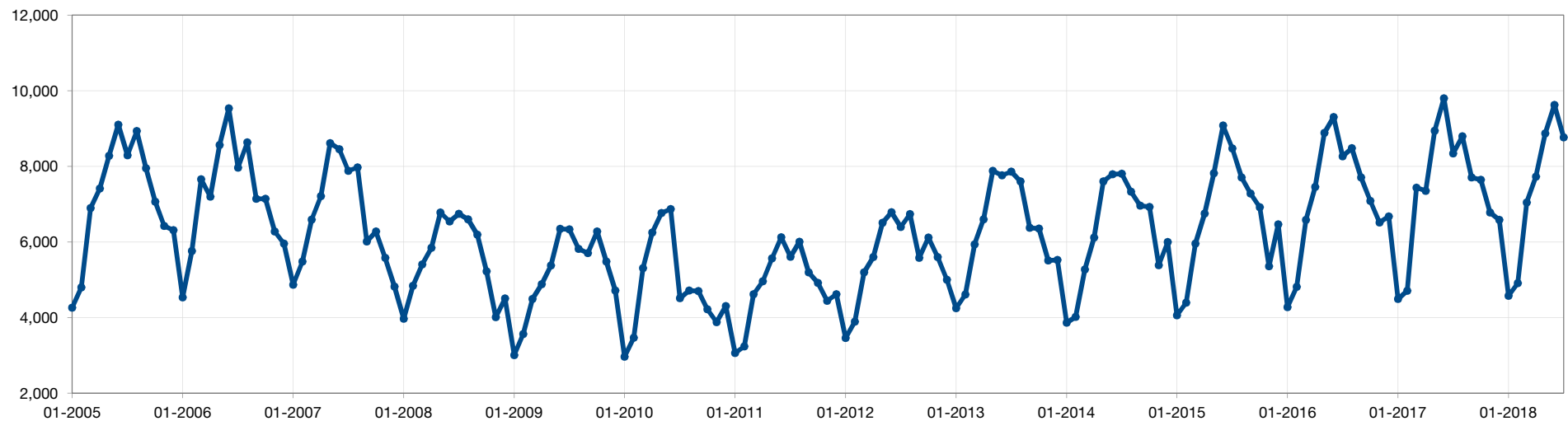


## Year to Date



	Closed Sales	Prior Year	Percent Change
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%
June 2018	9,624	9,800	-1.8%
<b>July 2018</b>	<b>8,765</b>	<b>8,338</b>	<b>+5.1%</b>
12-Month Avg	7,418	7,294	+1.7%

## Historical Closed Sales by Month



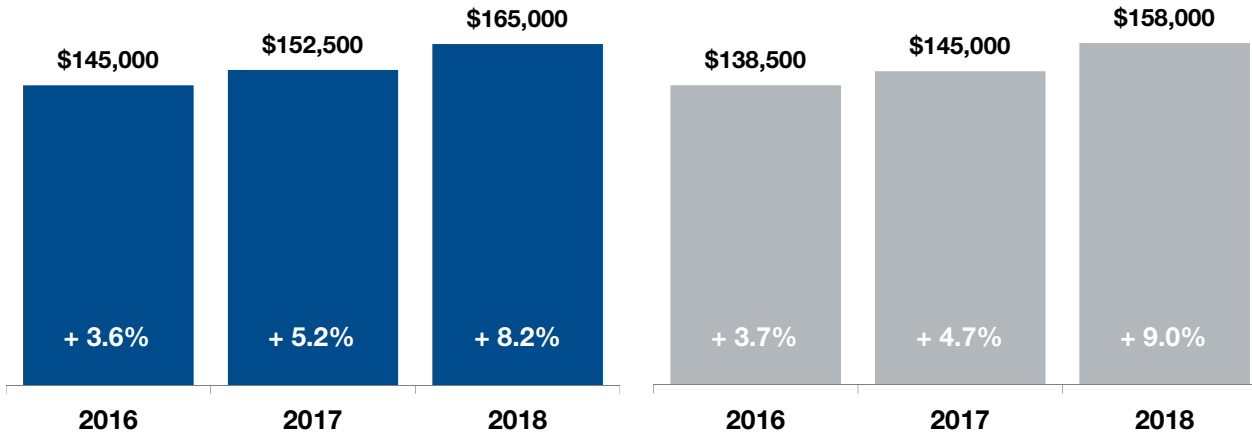
# Median Sales Price

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



## July

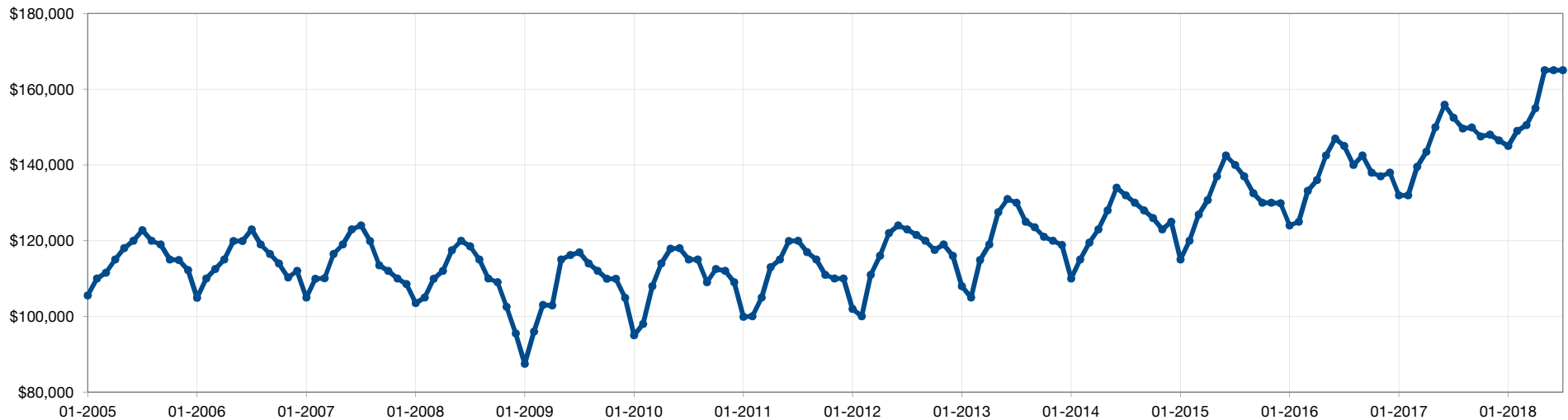
## Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
June 2018	\$165,000	\$155,900	+5.8%
<b>July 2018</b>	<b>\$165,000</b>	<b>\$152,500</b>	<b>+8.2%</b>
12-Month Avg*	\$154,000	\$143,000	+7.7%

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

## Historical Median Sales Price by Month



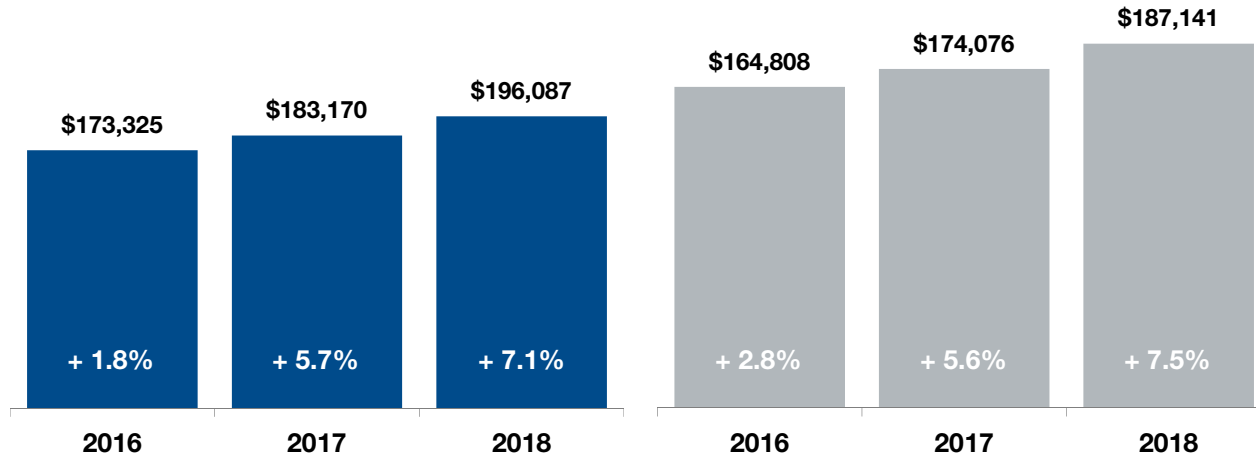
# Average Sales Price

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



## July

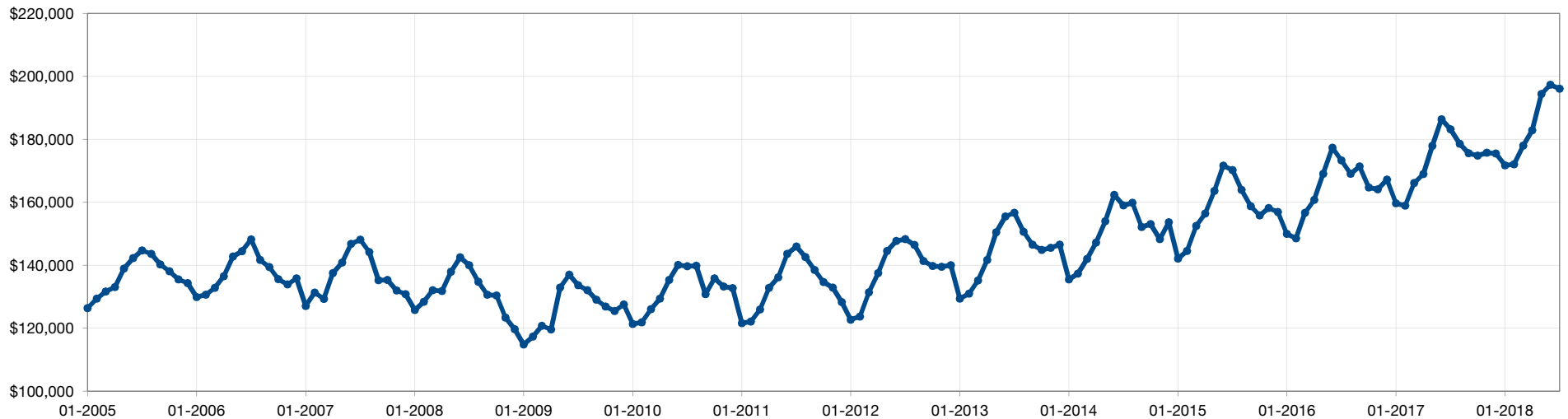
## Year to Date



	Avg. Sales Price	Prior Year	Percent Change
August 2017	\$178,639	\$169,053	+5.7%
September 2017	\$175,629	\$171,423	+2.5%
October 2017	\$174,870	\$164,712	+6.2%
November 2017	\$175,735	\$164,128	+7.1%
December 2017	\$175,503	\$167,239	+4.9%
January 2018	\$171,703	\$159,677	+7.5%
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%
<b>July 2018</b>	<b>\$196,087</b>	<b>\$183,170</b>	<b>+7.1%</b>
12-Month Avg*	\$182,526	\$171,341	+6.5%

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

## Historical Average Sales Price by Month



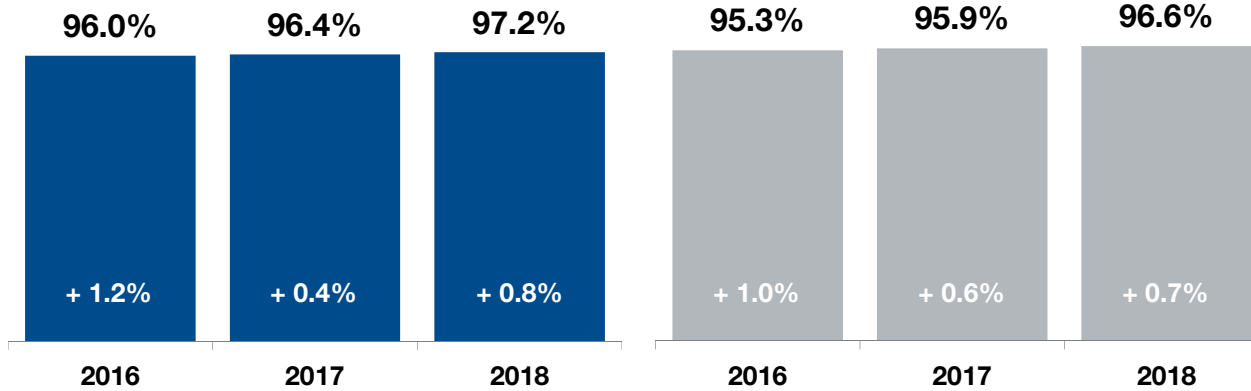
# Percent of Original List Price Received

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.



## July

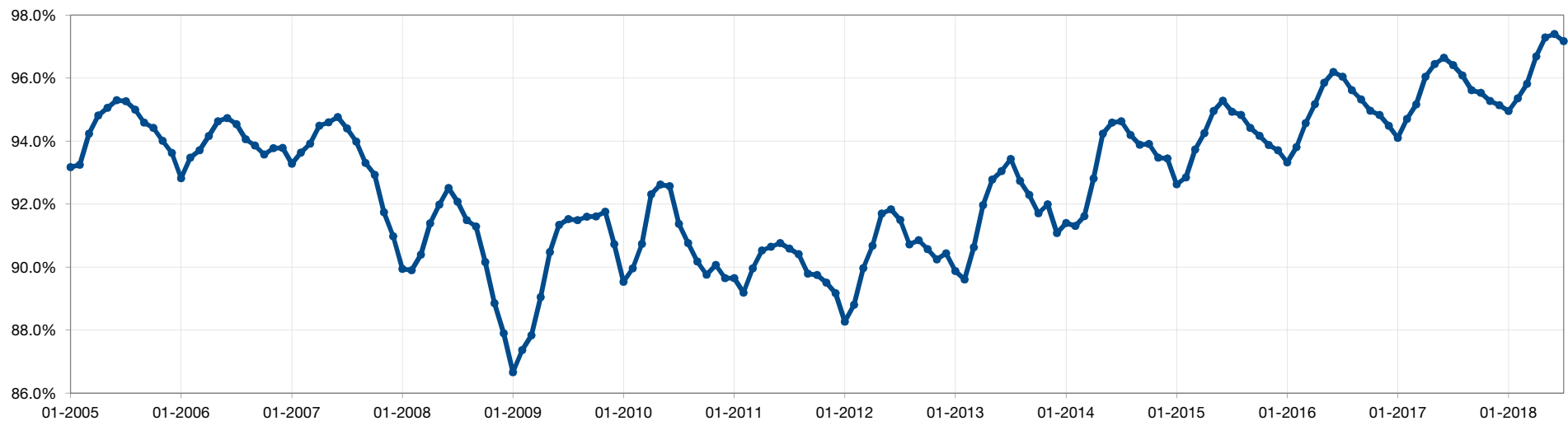
## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
June 2018	97.4%	96.7%	+0.7%
<b>July 2018</b>	<b>97.2%</b>	<b>96.4%</b>	<b>+0.8%</b>
12-Month Avg*	96.2%	95.5%	+0.7%

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

## Historical Percent of Original List Price Received by Month



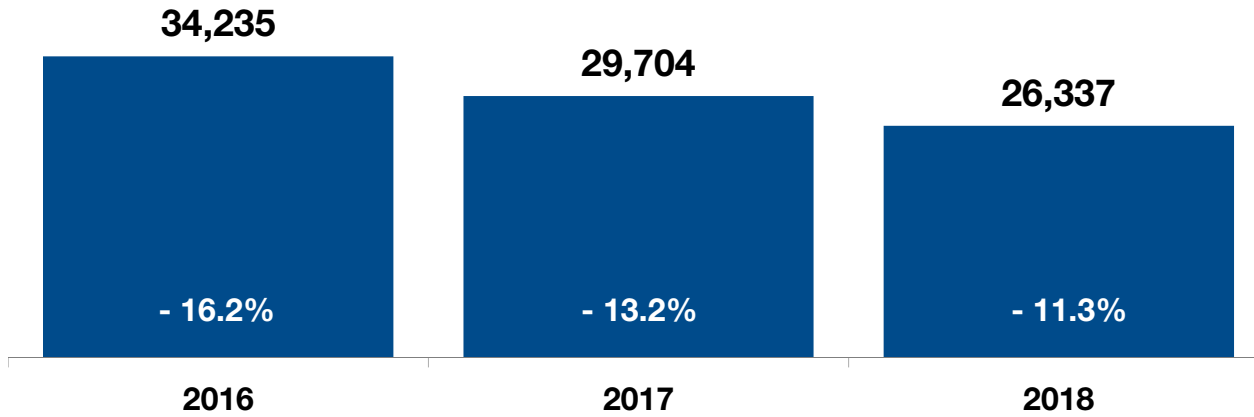


# Inventory of Homes for Sale

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

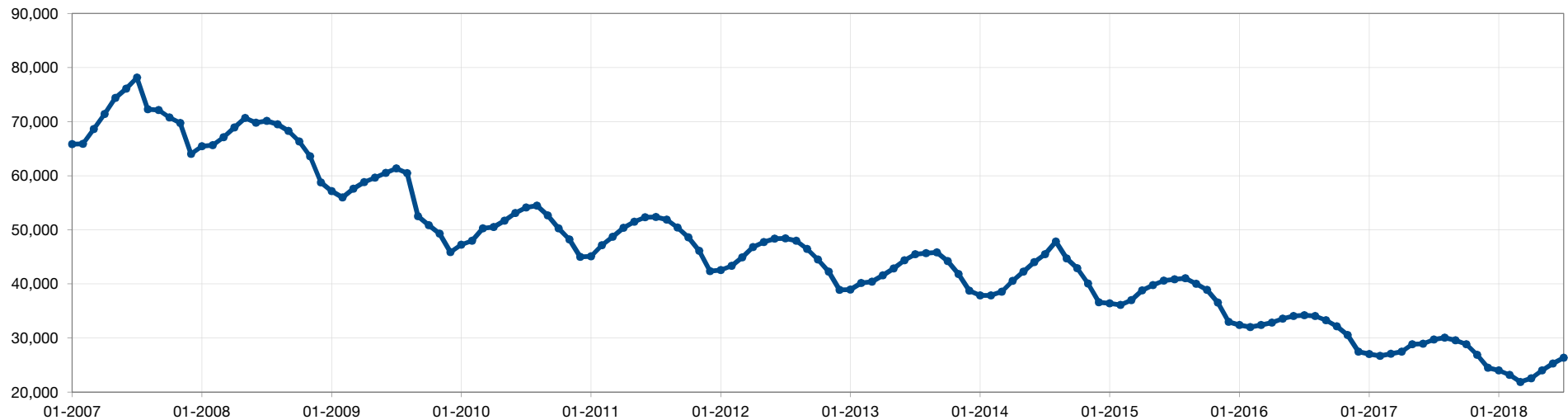


## July



	Homes for Sale	Prior Year	Percent Change
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%
June 2018	25,270	28,954	-12.7%
<b>July 2018</b>	<b>26,337</b>	<b>29,704</b>	<b>-11.3%</b>
12-Month Avg	25,589	29,442	-13.1%

## Historical Inventory of Homes for Sale by Month

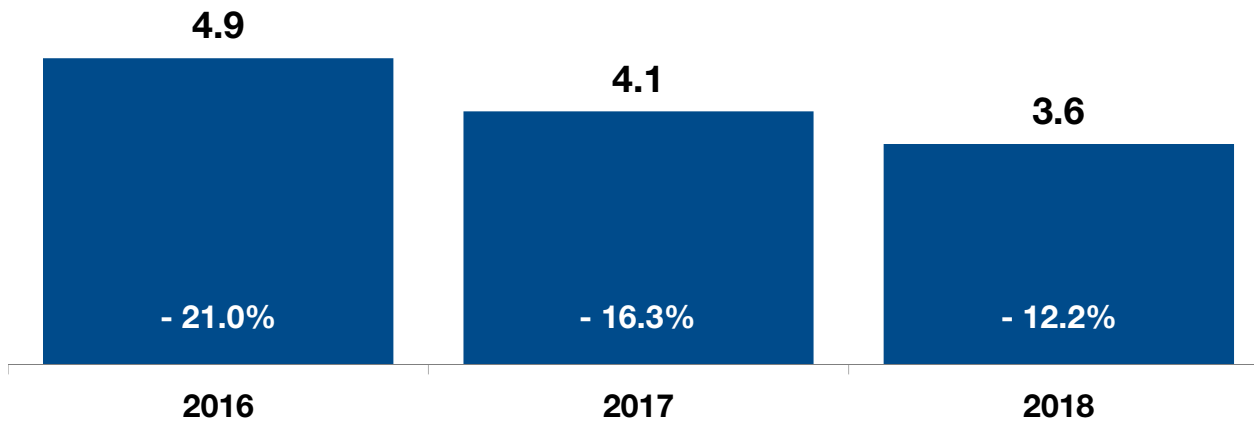


# Months Supply of Homes for Sale

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.



## July



Months Supply		Prior Year	Percent Change
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%
June 2018	3.4	4.0	-15.0%
<b>July 2018</b>	<b>3.6</b>	<b>4.1</b>	<b>-12.2%</b>
12-Month Avg*	3.5	4.1	-14.6%

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

## Historical Months Supply of Homes for Sale by Month

