

Monthly Indicators

A RESEARCH TOOL PROVIDED BY THE INDIANA ASSOCIATION OF REALTORS®



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October 2011

Activity was high in October with both the number of closed and pending home sales up by double digits year-over-year. Prices did not follow that trend. Both the statewide median and average price of homes sold in October 2011 was less than in October 2010, but just slightly.

With regard to the slight dip in prices, REALTORS® are not concerned. Year-to-date, the median sale price of homes in Indiana is up when compared to 2010 and 2009, and so is the average sale price.

It's the prices that REALTORS® pay the most attention. Stability is one of the reasons Indiana enjoys a homeownership rate of more than seventy percent, and is certainly a positive for would-be home owners who are shopping with some of the lowest mortgage interest rates in current memory.

Whether market activity and value continue to grow depends upon a number of factors outside of the real estate industry's control say REALTORS®. The number one item on that list is more jobs, which drives number two and three on the list – available financing for qualified buyers and less foreclosure inventory.

Quick Facts

+ 16.2%

- 1.7%

- 3.5%

Change in
Closed Sales

Change in
Median Sales Price

Change in
Inventory

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 Inventory	10

[Click on desired metric to jump to that page.](#)

Market Overview

Key market metrics for the current month and year-to-date figures.



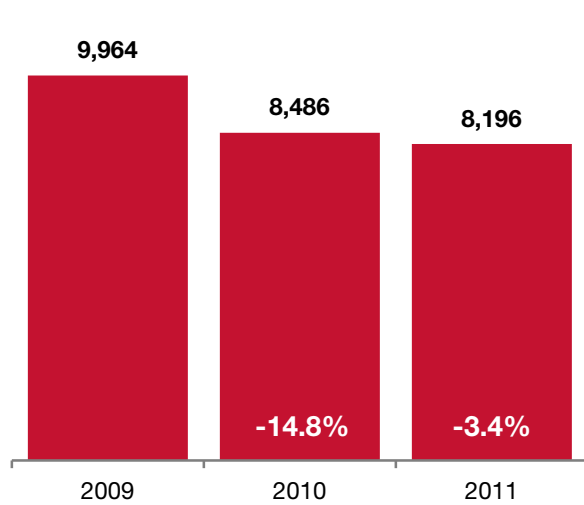
Key Metrics	Historical Sparklines	10-2010	10-2011	+ / -	YTD 2010	YTD 2011	+ / -
New Listings		8,486	8,196	- 3.4%	109,750	98,602	- 10.2%
Pending Sales		3,891	4,422	+ 13.6%	52,380	49,607	- 5.3%
Closed Sales		4,211	4,892	+ 16.2%	49,616	48,982	- 1.3%
Median Sales Price		\$112,900	\$111,000	- 1.7%	\$112,500	\$113,500	+ 0.9%
Average Sales Price		\$135,966	\$134,756	- 0.9%	\$132,977	\$136,012	+ 2.3%
Percent of Original List Price Received		89.8%	89.8%	- 0.0%	91.3%	90.2%	- 1.1%
Inventory of Homes for Sale		50,082	48,327	- 3.5%	--	--	--
Months Supply of Homes for Sale		10.1	10.2	+ 1.0%	--	--	--

New Listings

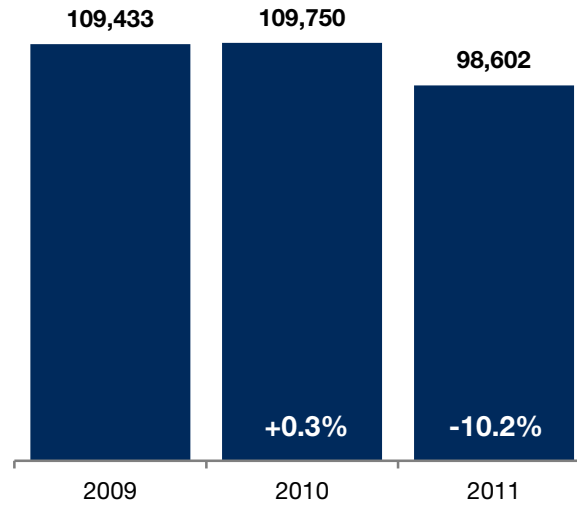
A count of the properties that have been newly listed on the market in a given month, regardless of what status they're currently in.



October

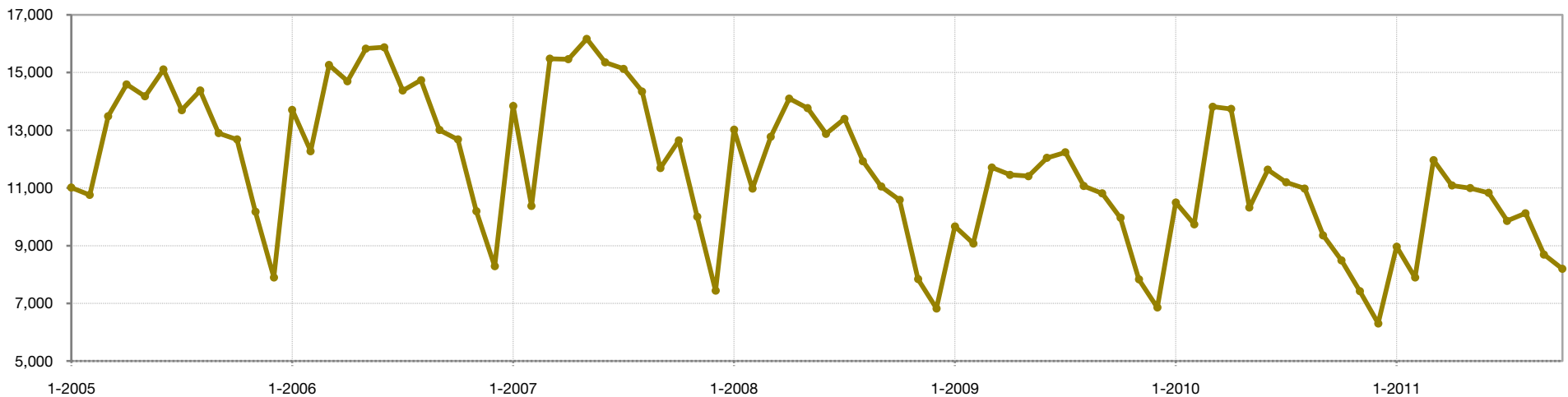


Year To Date



Month	Prior Year	Current Year	+ / -
November	7,832	7,428	-5.2%
December	6,858	6,304	-8.1%
January	10,498	8,964	-14.6%
February	9,739	7,893	-19.0%
March	13,815	11,963	-13.4%
April	13,735	11,084	-19.3%
May	10,318	10,995	+6.6%
June	11,631	10,830	-6.9%
July	11,193	9,860	-11.9%
August	10,979	10,124	-7.8%
September	9,356	8,693	-7.1%
October	8,486	8,196	-3.4%
12-Month Avg	10,370	9,361	-9.7%

Historical New Listing Activity

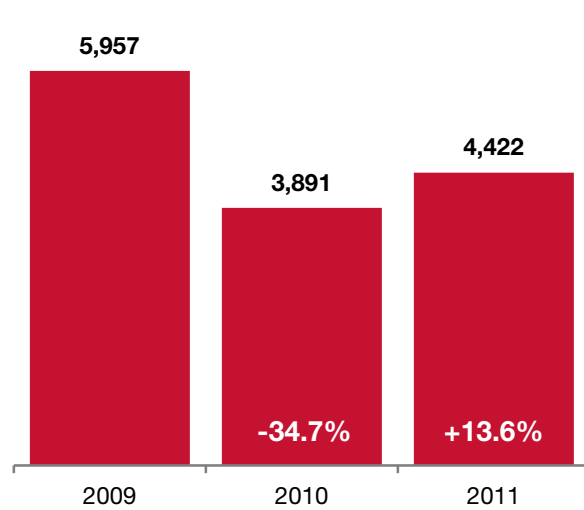


Pending Sales

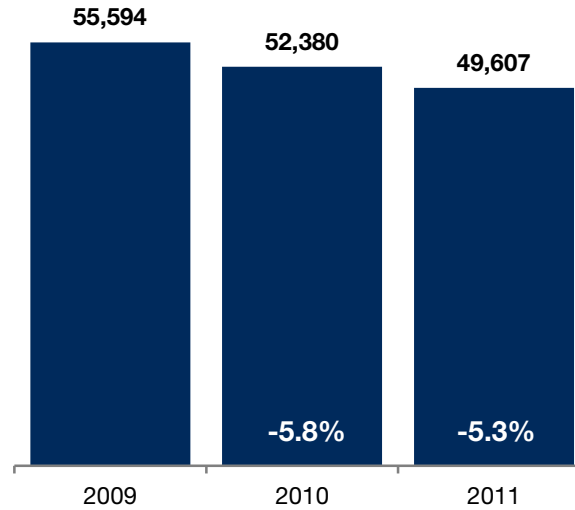
A count of the properties on which contracts have been accepted in a given month, regardless of whether or not the sale closes.



October

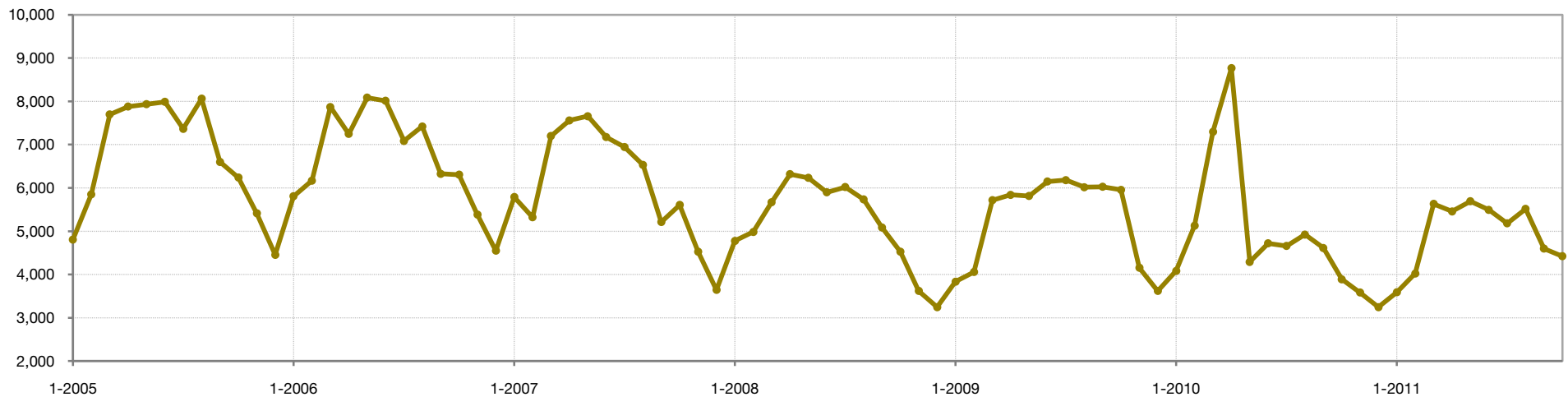


Year To Date



Month	Prior Year	Current Year	+ / -
November	4,156	3,585	-13.7%
December	3,619	3,247	-10.3%
January	4,086	3,591	-12.1%
February	5,129	4,023	-21.6%
March	7,298	5,631	-22.8%
April	8,766	5,457	-37.7%
May	4,293	5,693	+32.6%
June	4,719	5,495	+16.4%
July	4,658	5,183	+11.3%
August	4,925	5,515	+12.0%
September	4,615	4,597	-0.4%
October	3,891	4,422	+13.6%
12-Month Avg	5,013	4,703	-6.2%

Historical Pending Sales Activity

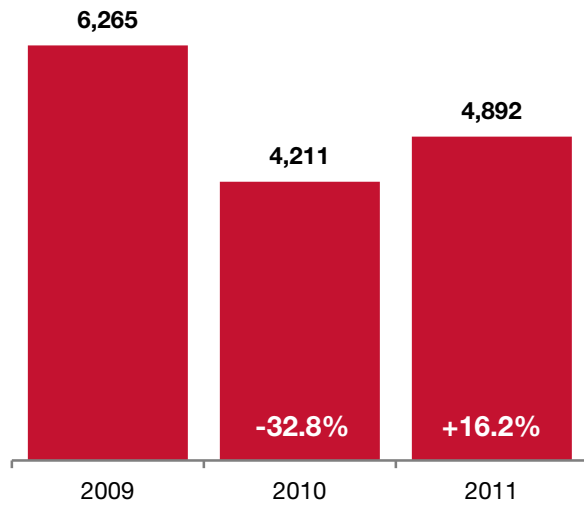


Closed Sales

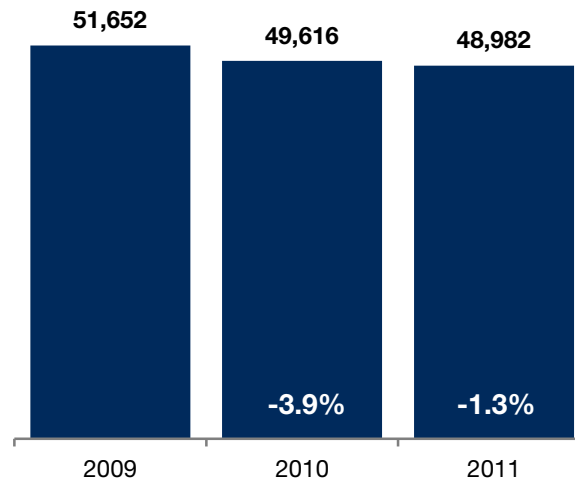
A count of the actual sales that have closed in a given month.



October

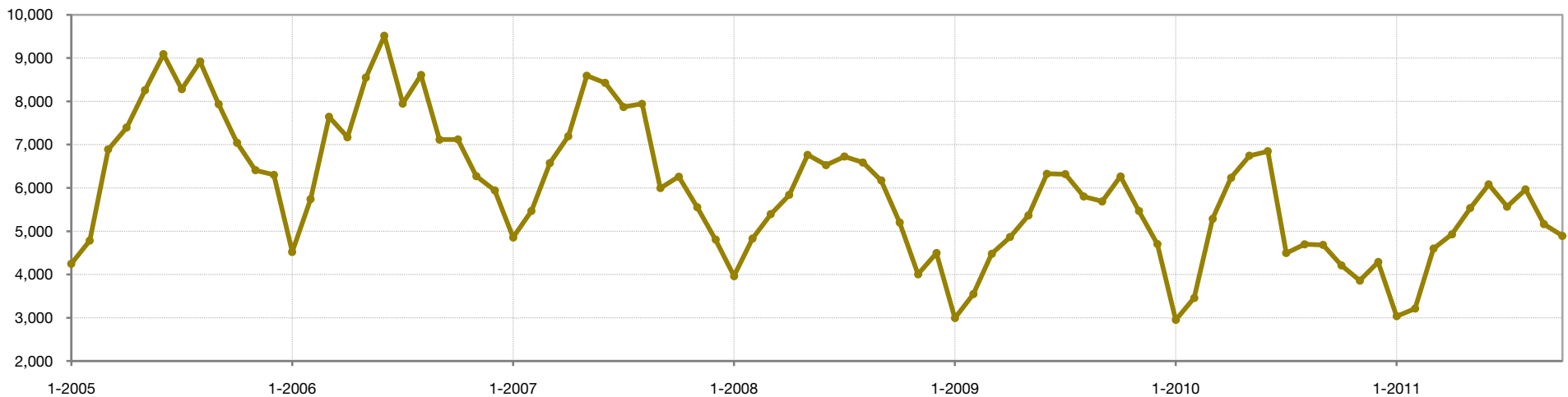


Year To Date



Month	Prior Year	Current Year	+ / -
November	5,468	3,861	-29.4%
December	4,706	4,288	-8.9%
January	2,952	3,037	+2.9%
February	3,459	3,212	-7.1%
March	5,288	4,599	-13.0%
April	6,237	4,929	-21.0%
May	6,743	5,533	-17.9%
June	6,846	6,081	-11.2%
July	4,496	5,569	+23.9%
August	4,699	5,967	+27.0%
September	4,685	5,163	+10.2%
October	4,211	4,892	+16.2%
12-Month Avg	4,983	4,761	-2.4%

Historical Closed Sales Activity

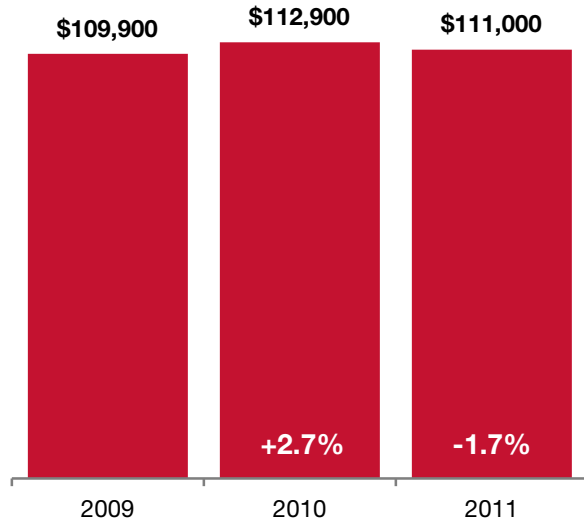


Median Sales Price

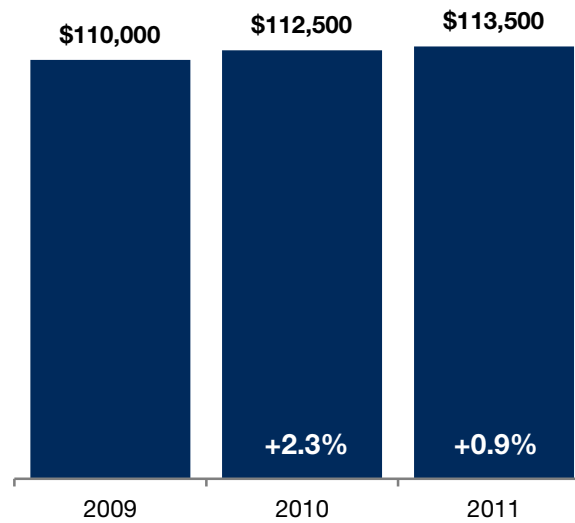
Median price point for all closed sales, not accounting for seller concessions, in a given month.



October

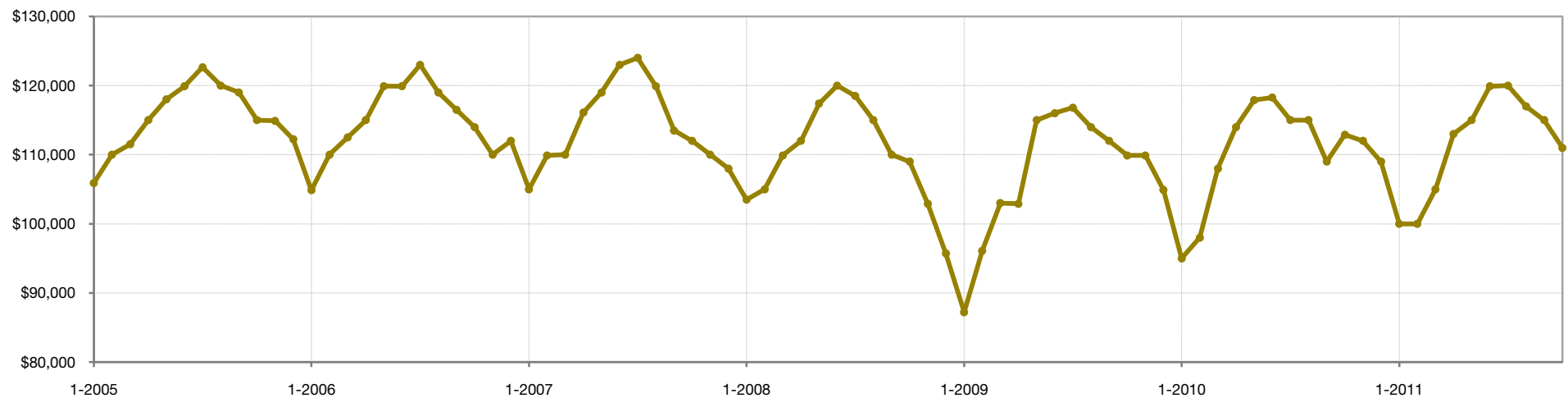


Year To Date



Month	Prior Year	Current Year	+ / -
November	\$109,900	\$112,000	+1.9%
December	\$104,900	\$109,000	+3.9%
January	\$95,000	\$100,000	+5.3%
February	\$98,000	\$100,000	+2.0%
March	\$108,000	\$105,000	-2.8%
April	\$114,000	\$113,000	-0.9%
May	\$117,900	\$115,000	-2.5%
June	\$118,256	\$119,900	+1.4%
July	\$115,000	\$120,000	+4.3%
August	\$115,000	\$117,000	+1.7%
September	\$109,000	\$115,000	+5.5%
October	\$112,900	\$111,000	-1.7%
12-Mo. Median	\$111,500	\$113,000	+1.3%

Historical Median Sales Price

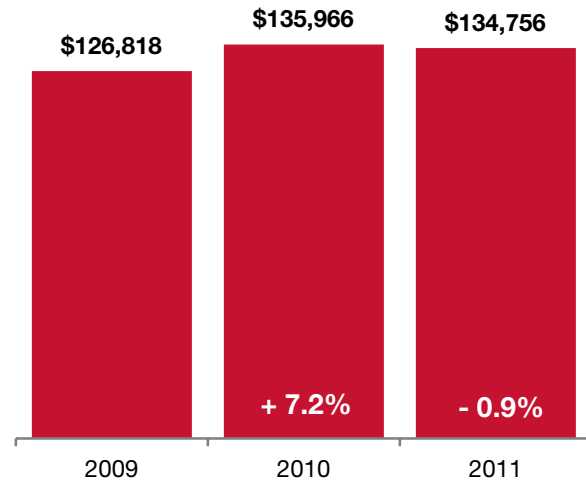


Average Sales Price

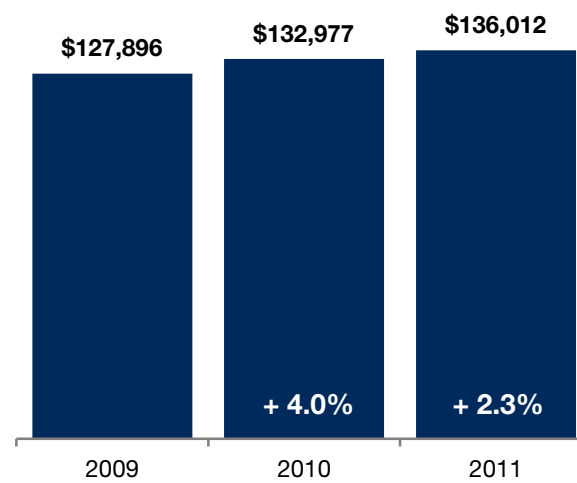
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



October

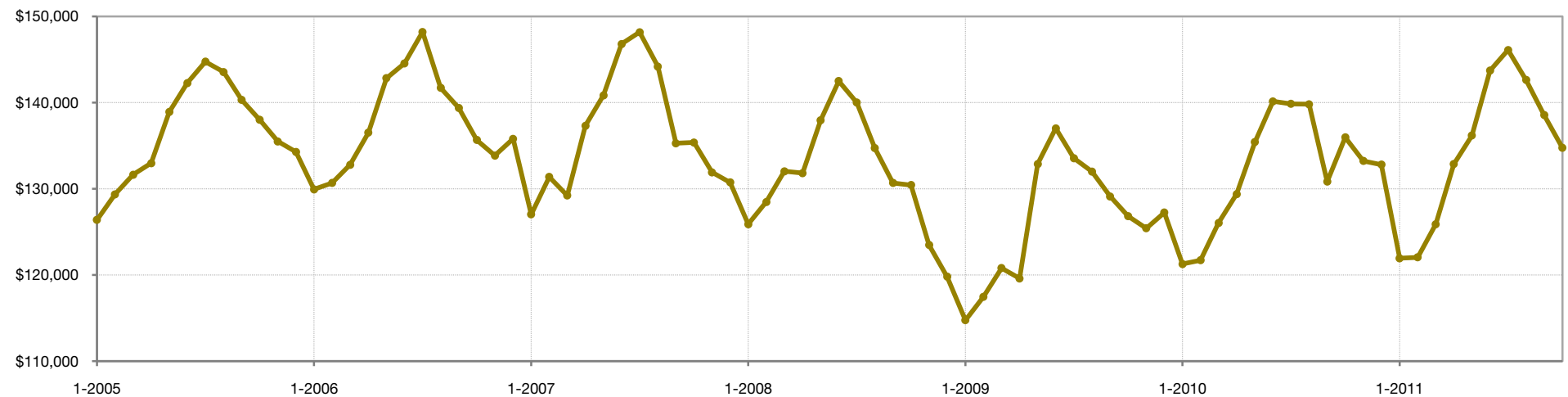


Year To Date



Month	Prior Year	Current Year	+ / -
November	\$125,426	\$133,224	+6.2%
December	\$127,239	\$132,811	+4.4%
January	\$121,274	\$121,941	+0.6%
February	\$121,721	\$122,052	+0.3%
March	\$126,042	\$125,892	-0.1%
April	\$129,387	\$132,869	+2.7%
May	\$135,423	\$136,179	+0.6%
June	\$140,135	\$143,711	+2.6%
July	\$139,845	\$146,100	+4.5%
August	\$139,804	\$142,621	+2.0%
September	\$130,823	\$138,543	+5.9%
October	\$135,966	\$134,756	-0.9%
12-Month Avg	\$131,835	\$135,579	+2.8%

Historical Average Sales Price

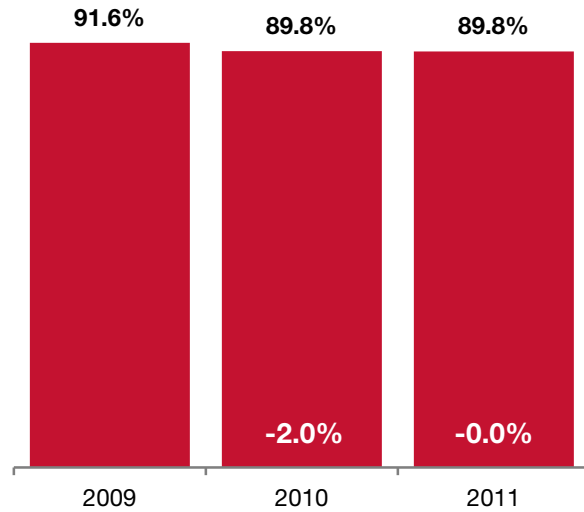


Percent of Original List Price Received

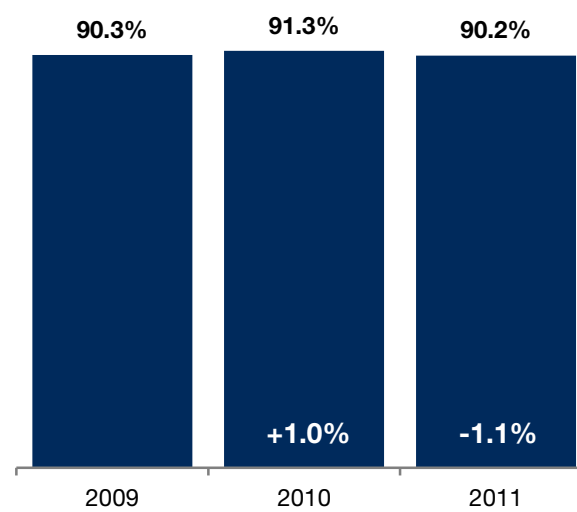


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

October

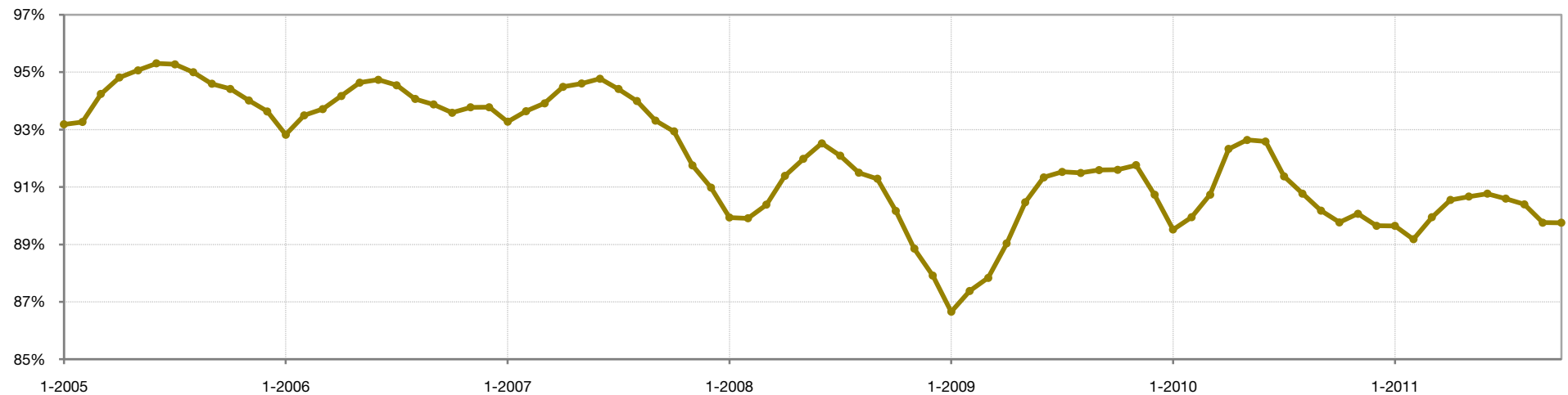


Year To Date



Month	Prior Year	Current Year	+ / -
November	91.8%	90.1%	-1.8%
December	90.7%	89.6%	-1.2%
January	89.5%	89.6%	+0.1%
February	89.9%	89.2%	-0.9%
March	90.7%	89.9%	-0.9%
April	92.3%	90.5%	-1.9%
May	92.6%	90.7%	-2.1%
June	92.6%	90.8%	-2.0%
July	91.4%	90.6%	-0.8%
August	90.8%	90.4%	-0.4%
September	90.2%	89.8%	-0.5%
October	89.8%	89.8%	-0.0%
12-Month Avg	94.2%	93.9%	-0.3%

Historical Percent of Original List Price Received

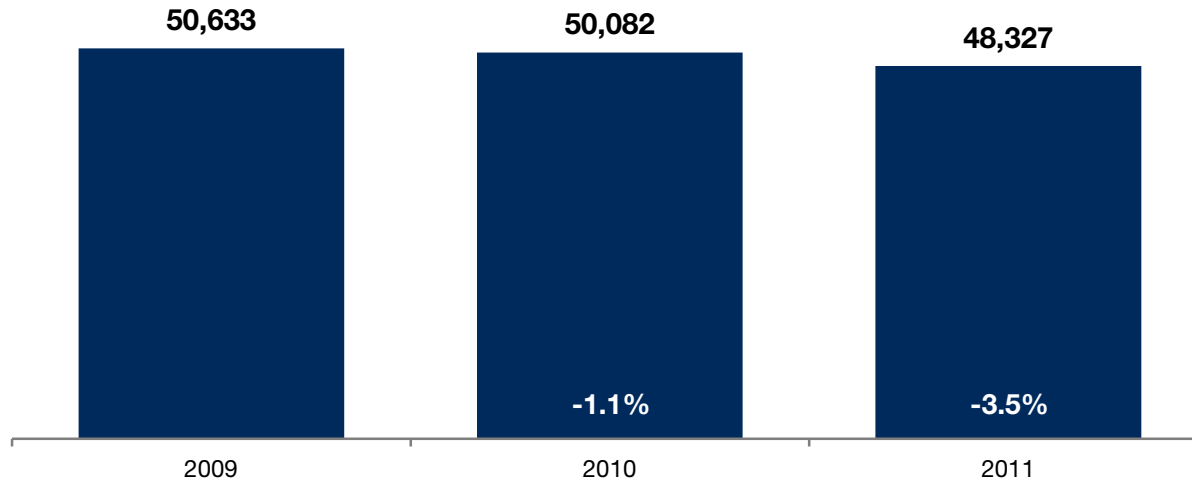


Inventory of Homes for Sale

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

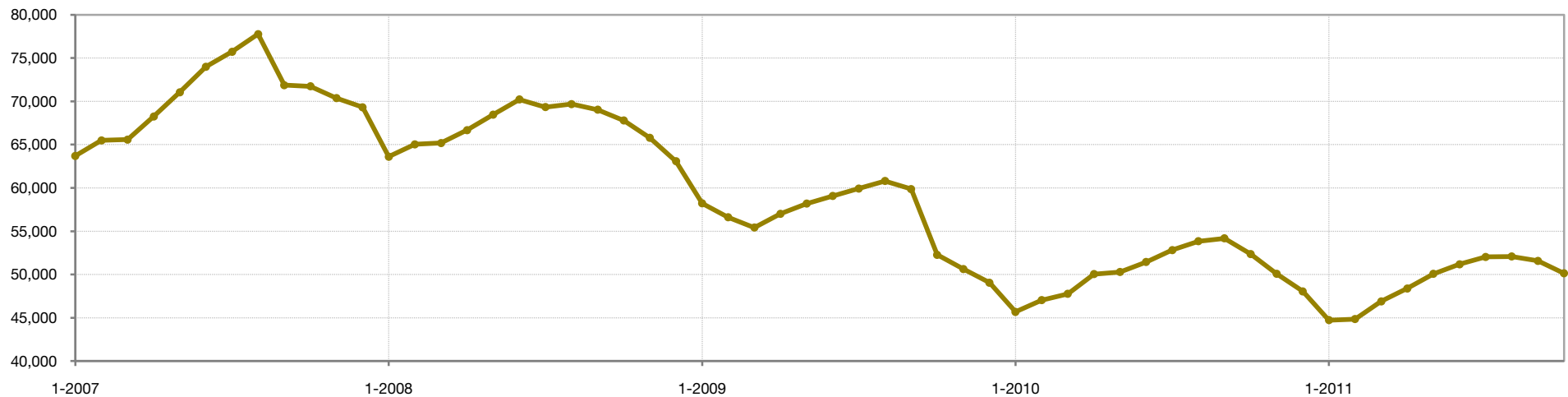


October



Month	Prior Year	Current Year	+ / -
November	49,060	48,061	-2.0%
December	45,682	44,729	-2.1%
January	47,045	44,848	-4.7%
February	47,771	46,897	-1.8%
March	50,046	48,395	-3.3%
April	50,294	50,076	-0.4%
May	51,450	51,187	-0.5%
June	52,832	52,042	-1.5%
July	53,844	52,087	-3.3%
August	54,181	51,583	-4.8%
September	52,375	50,140	-4.3%
October	50,082	48,327	-3.5%
12-Month Avg	50,389	49,031	-2.7%

Historical Inventory of Homes for Sale

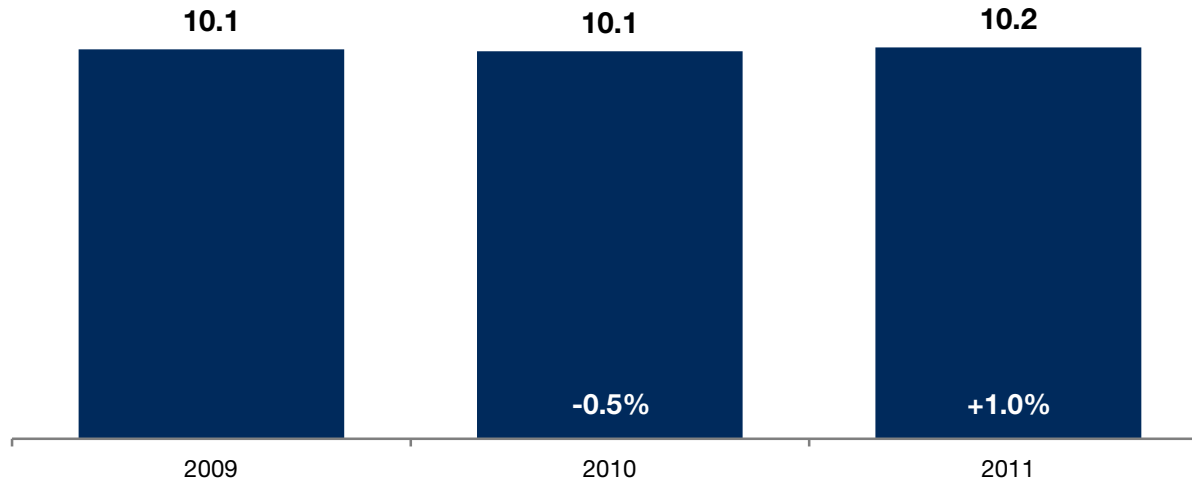


Months Supply of Inventory

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



Month	Prior Year	Current Year	+ / -
November	9.6	9.9	+3.7%
December	8.9	9.3	+4.8%
January	9.1	9.3	+1.8%
February	9.3	9.8	+5.1%
March	9.6	10.2	+6.2%
April	9.4	10.8	+14.4%
May	9.5	11.3	+19.3%
June	9.6	11.6	+20.8%
July	10.1	11.4	+13.1%
August	10.3	11.1	+6.9%
September	10.2	10.7	+4.9%
October	10.1	10.2	+1.0%
12-Month Avg	9.6	10.5	+8.5%

Historical Months Supply of Inventory

