

Monthly Indicators

A RESEARCH TOOL PROVIDED BY THE INDIANA ASSOCIATION OF REALTORS®



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December 2011

With the release of December's statewide housing market metrics, we are able to close the door on 2011 and say that it was better than the year before with regard to activity and prices.

Statewide, there were 220 more homes sold in 2011 than in 2010. The median price of all 57,985 homes sold in Indiana last year was \$112,900, which is 0.8 percent more than the median price of all homes sold in 2010. The average price of all homes sold last year was \$135,183, which is a 1.7 percent increase over 2010.

For 2012 to realize growth or just continue this slight, but steady progress, four things need to happen. One, Hoosiers must be working. Two, they must be confident in their prolonged employment. Three, qualified buyers must have access to available financing. And four, the foreclosure inventory must decrease so as to relieve that downward pressure on prices.

Regardless, it is difficult to ignore that home prices here in Indiana have historically held their ground and interest rates are at the lowest in most memories. Anyone looking to buy or invest should start with the sortable county tables of this report and then talk to a local REALTOR® who can give the most insight into what's happening in a neighborhood, city or school district.

Quick Facts

+ 7.1%

+ 0.9%

- 5.7%

Change in
Closed Sales

Change in
Median Sales Price

Change in
Inventory

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Market Overview

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



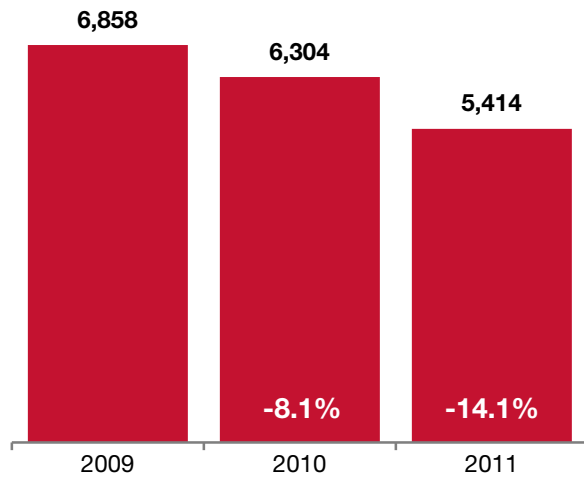
Key Metrics	Historical Sparklines	12-2010	12-2011	+ / -	YTD 2010	YTD 2011	+ / -
New Listings		6,304	5,414	- 14.1%	123,482	110,740	- 10.3%
Pending Sales		3,247	3,521	+ 8.4%	59,212	57,087	- 3.6%
Closed Sales		4,288	4,592	+ 7.1%	57,765	57,985	+ 0.4%
Median Sales Price		\$109,000	\$110,000	+ 0.9%	\$112,000	\$112,900	+ 0.8%
Average Sales Price		\$132,811	\$128,422	- 3.3%	\$132,981	\$135,183	+ 1.7%
Percent of Original List Price Received		89.6%	89.1%	- 0.6%	91.1%	90.1%	- 1.1%
Inventory of Homes for Sale		44,729	42,162	- 5.7%	--	--	--
Months Supply of Homes for Sale		9.3	8.7	- 6.1%	--	--	--

New Listings

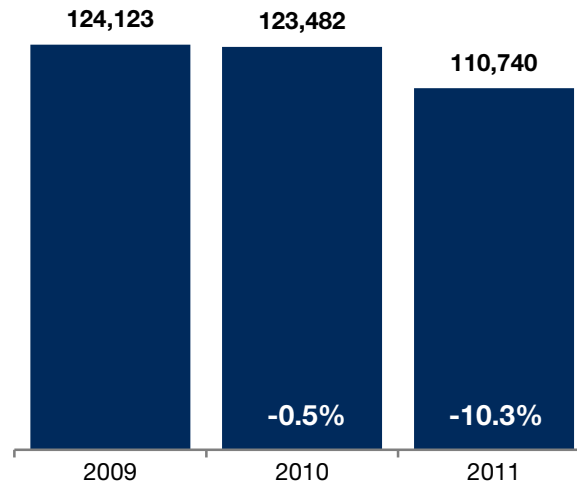
A count of the properties that have been newly listed on the market in a given month, regardless of what status they're currently in.



December

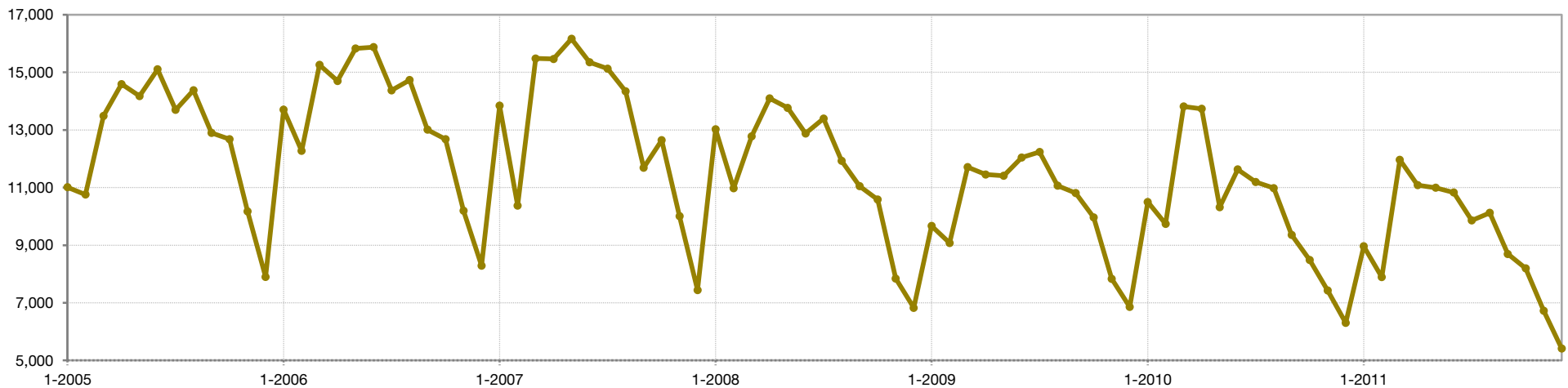


Year To Date



Month	Prior Year	Current Year	+ / -
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%
November	7,428	6,724	-9.5%
December	6,304	5,414	-14.1%
12-Month Avg	10,290	9,228	-10.3%

Historical New Listing Activity

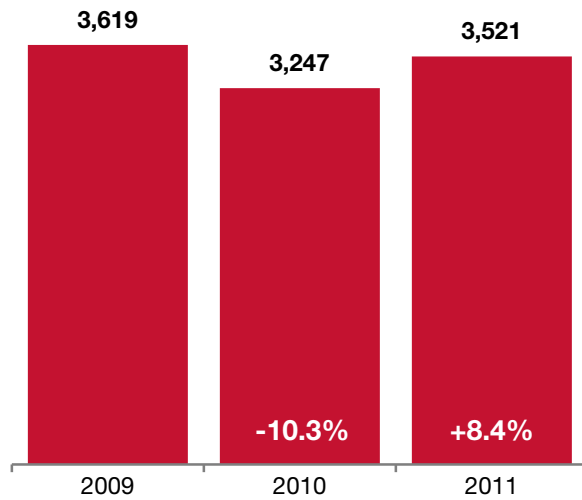


Pending Sales

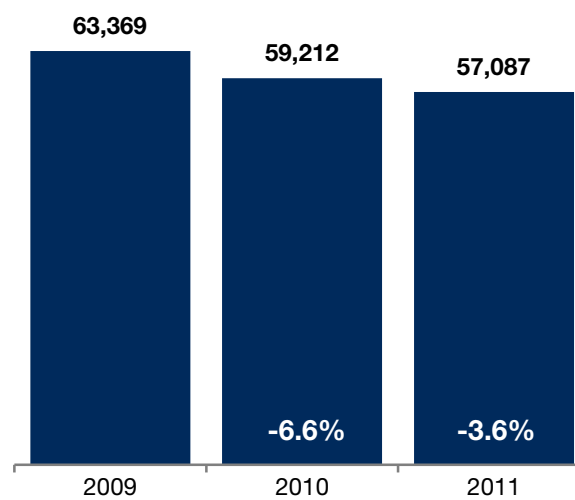
A count of the properties on which contracts have been accepted in a given month, regardless of whether or not the sale closes.



December

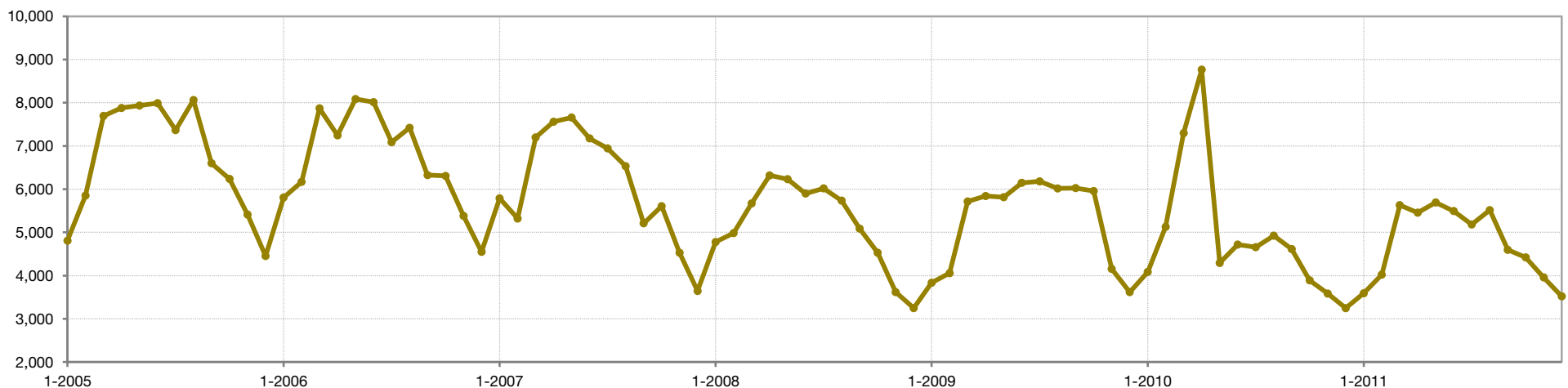


Year To Date



Month	Prior Year	Current Year	+ / -
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%
November	3,585	3,959	+10.4%
December	3,247	3,521	+8.4%
12-Month Avg	4,934	4,757	-3.6%

Historical Pending Sales Activity

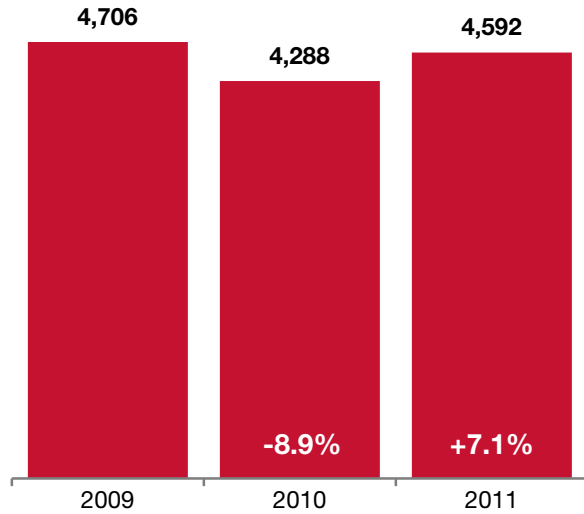


Closed Sales

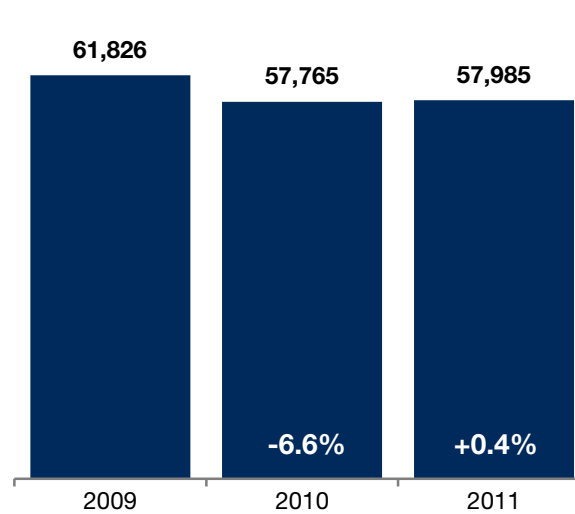
A count of the actual sales that have closed in a given month.



December

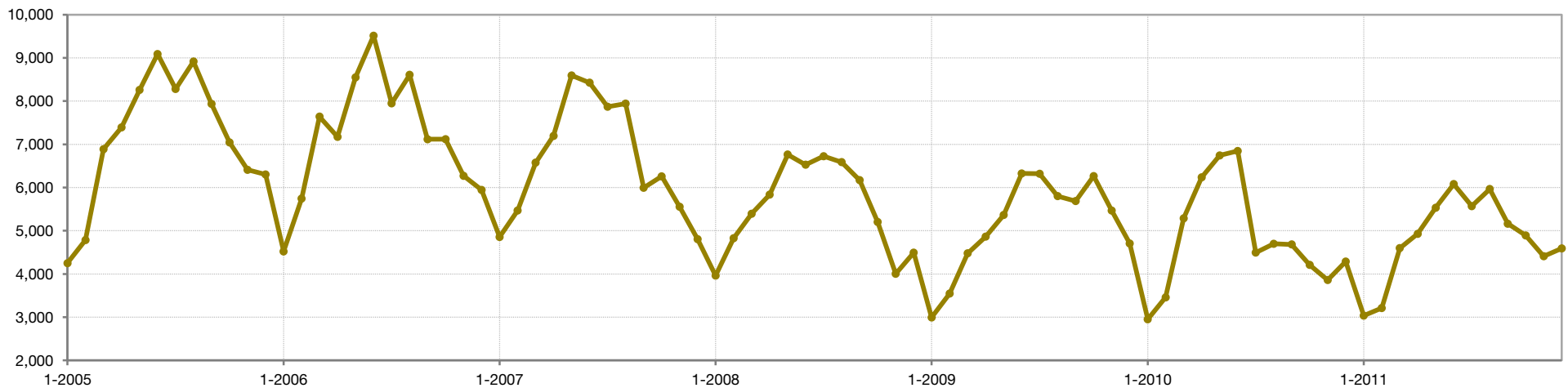


Year To Date



Month	Prior Year	Current Year	+ / -
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%
November	3,861	4,411	+14.2%
December	4,288	4,592	+7.1%
12-Month Avg	4,814	4,832	+2.6%

Historical Closed Sales Activity

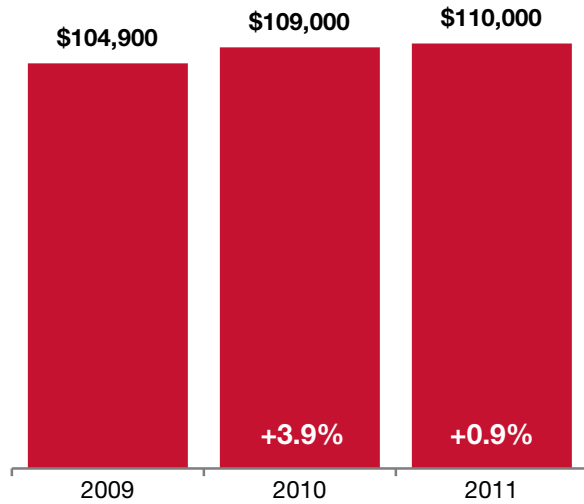


Median Sales Price

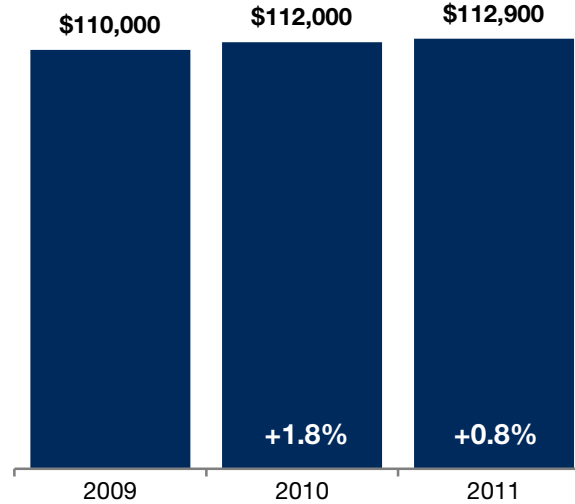
Median price point for all closed sales, not accounting for seller concessions, in a given month.



December

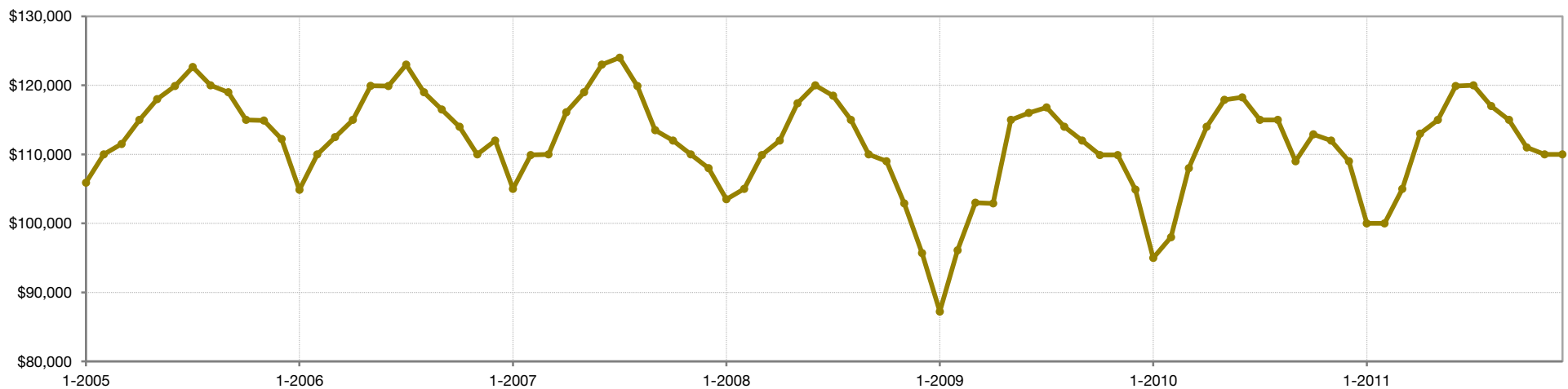


Year To Date



Month	Prior Year	Current Year	+ / -
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%
November	\$112,000	\$110,000	-1.8%
December	\$109,000	\$110,000	+0.9%
12-Mo. Median	\$112,000	\$112,900	+0.8%

Historical Median Sales Price

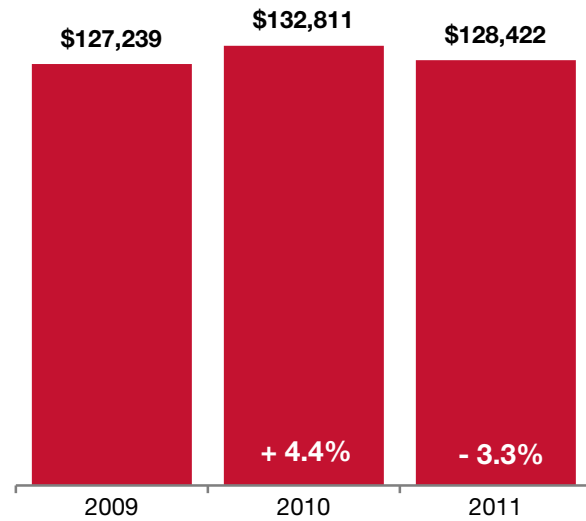


Average Sales Price

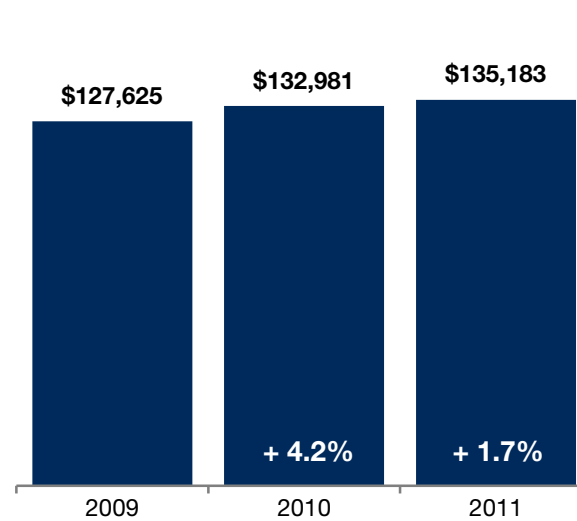
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



December

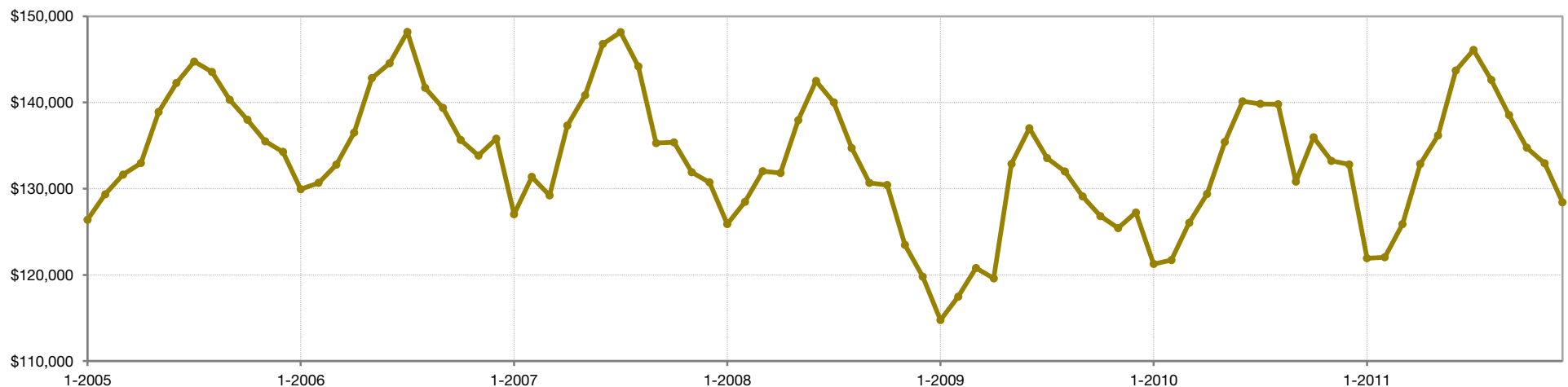


Year To Date



Month	Prior Year	Current Year	+ / -
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%
November	\$133,224	\$132,949	-0.2%
December	\$132,811	\$128,422	-3.3%
12-Month Avg	\$132,981	\$135,183	+1.7%

Historical Average Sales Price

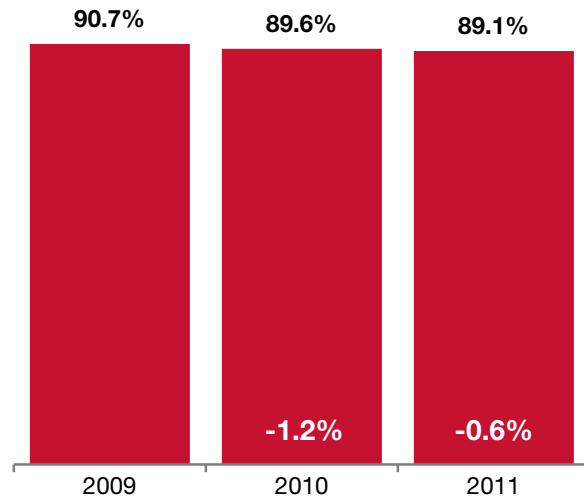


Percent of Original List Price Received

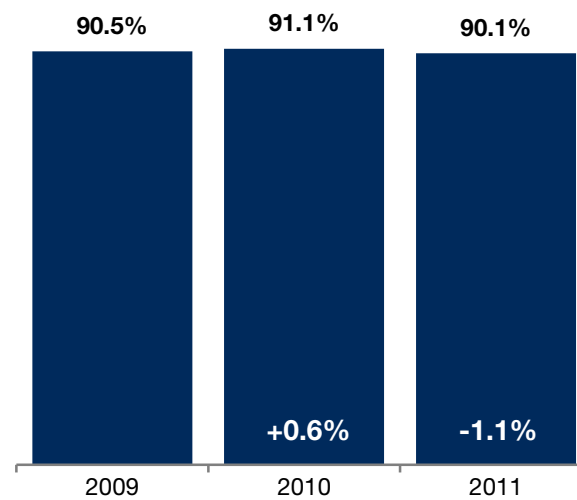


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

December

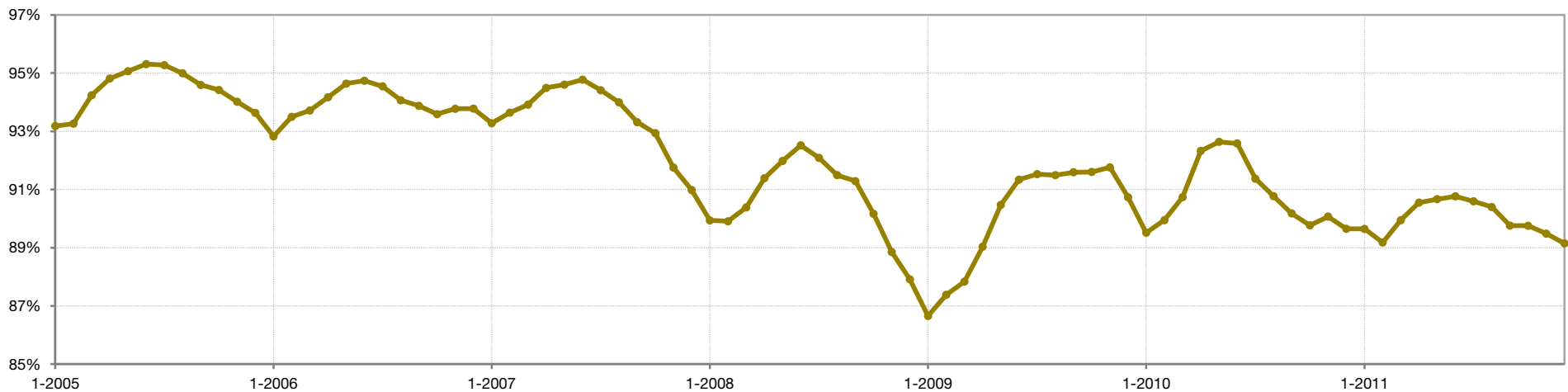


Year To Date



Month	Prior Year	Current Year	+ / -
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%
November	90.1%	89.5%	-0.7%
December	89.6%	89.1%	-0.6%
12-Month Avg	94.0%	93.9%	-0.1%

Historical Percent of Original List Price Received

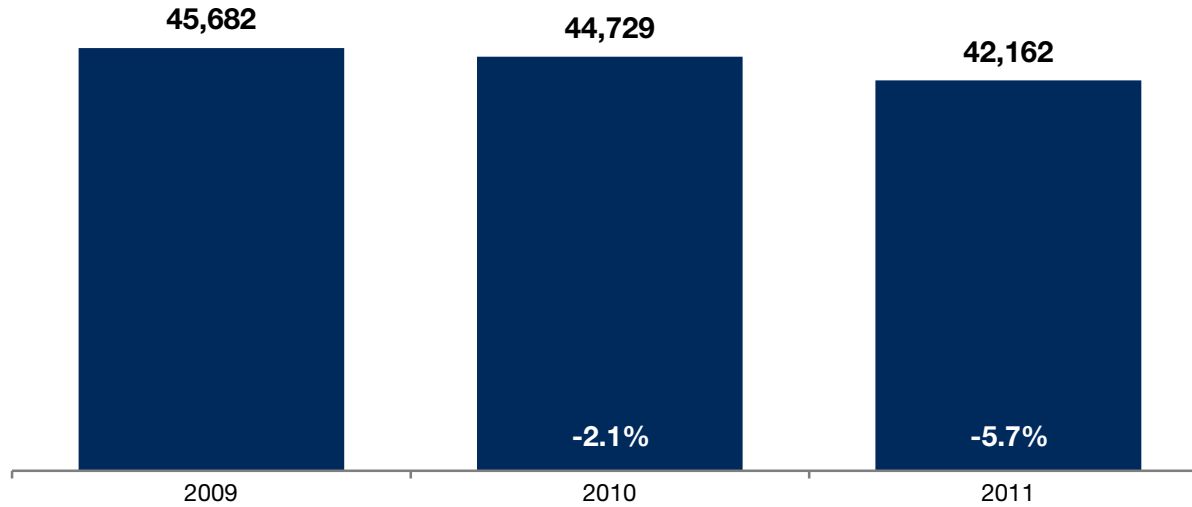


Inventory of Homes for Sale

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

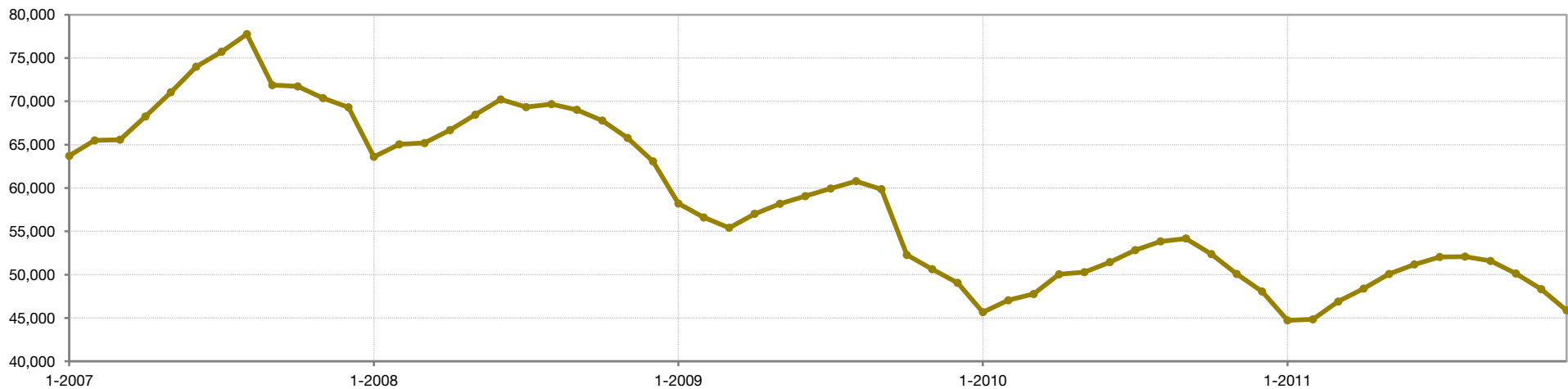


December



Month	Prior Year	Current Year	+ / -
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%
November	48,061	45,890	-4.5%
December	44,729	42,162	-5.7%
12-Month Avg	50,226	48,636	-3.2%

Historical Inventory of Homes for Sale

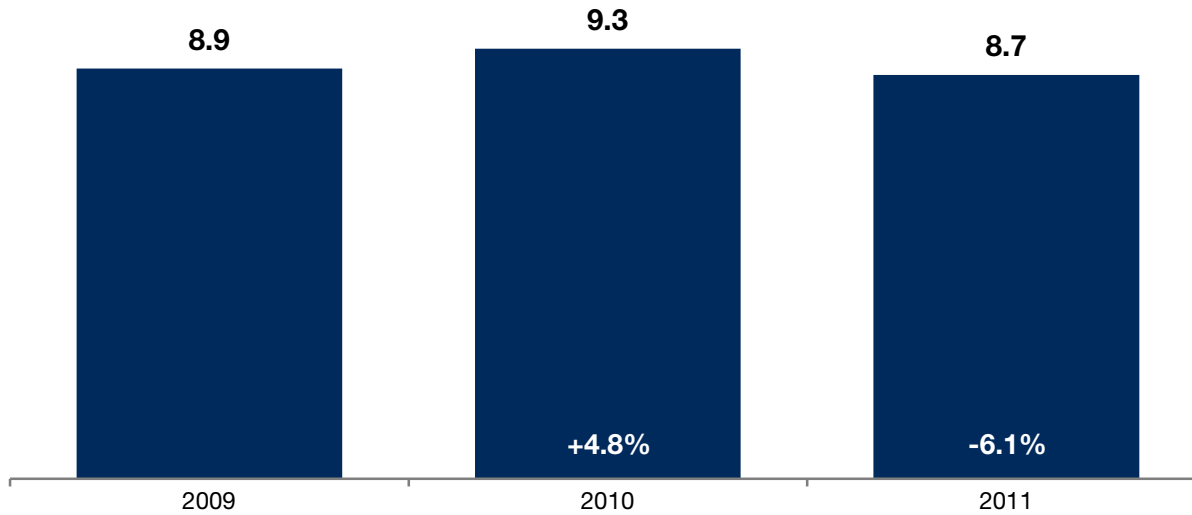


Months Supply of Inventory

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.



December



Month	Prior Year	Current Year	+ / -
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%
November	9.9	9.5	-3.7%
December	9.3	8.7	-6.1%
12-Month Avg	9.7	10.4	+7.0%

Historical Months Supply of Inventory

