

Monthly Indicators

A RESEARCH TOOL PROVIDED BY THE INDIANA ASSOCIATION OF REALTORS®



November 2013

After 28 months of year-over-year increases in the number of existing, single-family homes sold statewide, that number slightly decreased last month in what appears to be an expected seasonal adjustment. Severe weather has prevented showings and made consumers think twice about moving.

However, the average and median sale price of the 5,475 homes sold in Indiana during November 2013 increased. And, the year-to-date comparisons of home sales and prices statewide indicate 2013 will still finish well ahead of 2012.

Consumers feel empowered by relatively low prices and interest rates, but on the other hand, sellers are starting to have an advantage. We are well past the recovery stage and are moving toward a stable, balanced marketplace in most Hoosier communities.

Real employment and wage growth, as well as consumer confidence and mortgage availability, hold the key to residential real estate's success in 2014.

Quick Facts

- 1.6%

+ 0.4%

- 1.1%

Change in
Closed Sales

Change in
Median Sales Price

Change in
Inventory

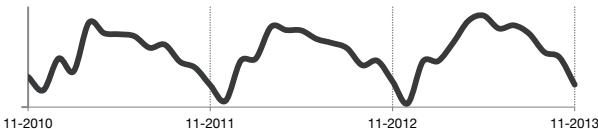
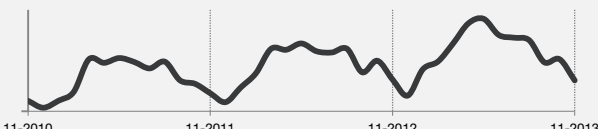
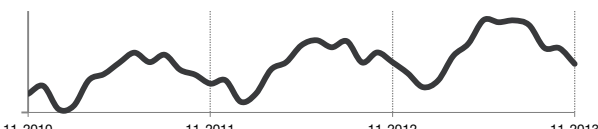
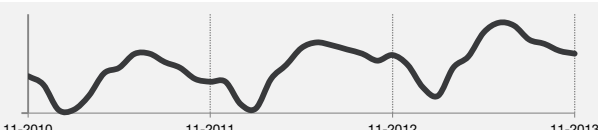

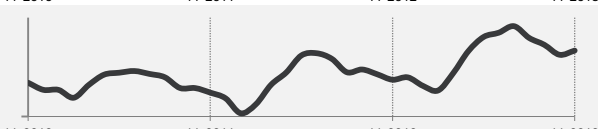
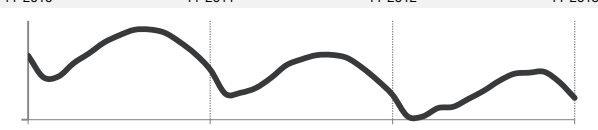

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Market Overview

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

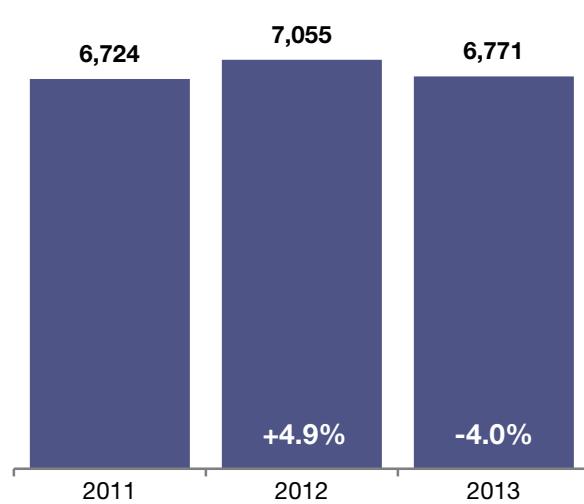


Key Metrics	Historical Sparklines	11-2012	11-2013	+ / -	YTD 2012	YTD 2013	+ / -
New Listings		7,055	6,771	- 4.0%	106,911	112,008	+ 4.8%
Pending Sales		4,640	4,591	- 1.1%	61,174	67,916	+ 11.0%
Closed Sales		5,566	5,475	- 1.6%	61,541	70,351	+ 14.3%
Median Sales Price		\$119,500	\$120,000	+ 0.4%	\$118,000	\$122,500	+ 3.8%
Average Sales Price		\$139,688	\$145,653	+ 4.3%	\$140,049	\$145,952	+ 4.2%
Percent of Original List Price Received		90.2%	92.0%	+ 1.9%	90.7%	92.1%	+ 1.5%
Inventory of Homes for Sale		42,014	41,537	- 1.1%	--	--	--
Months Supply of Homes for Sale		7.6	6.6	- 13.2%	--	--	--

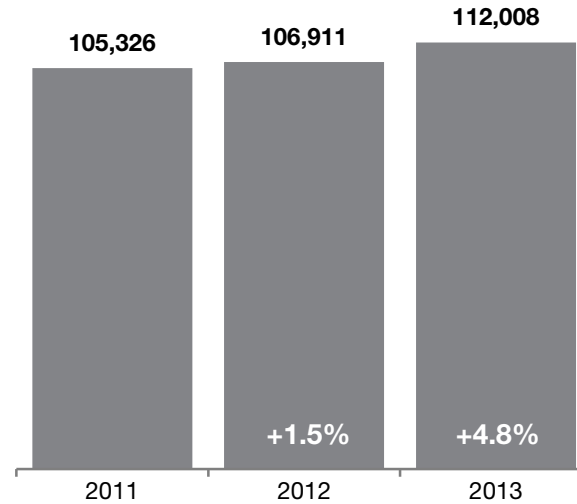
New Listings

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.

November

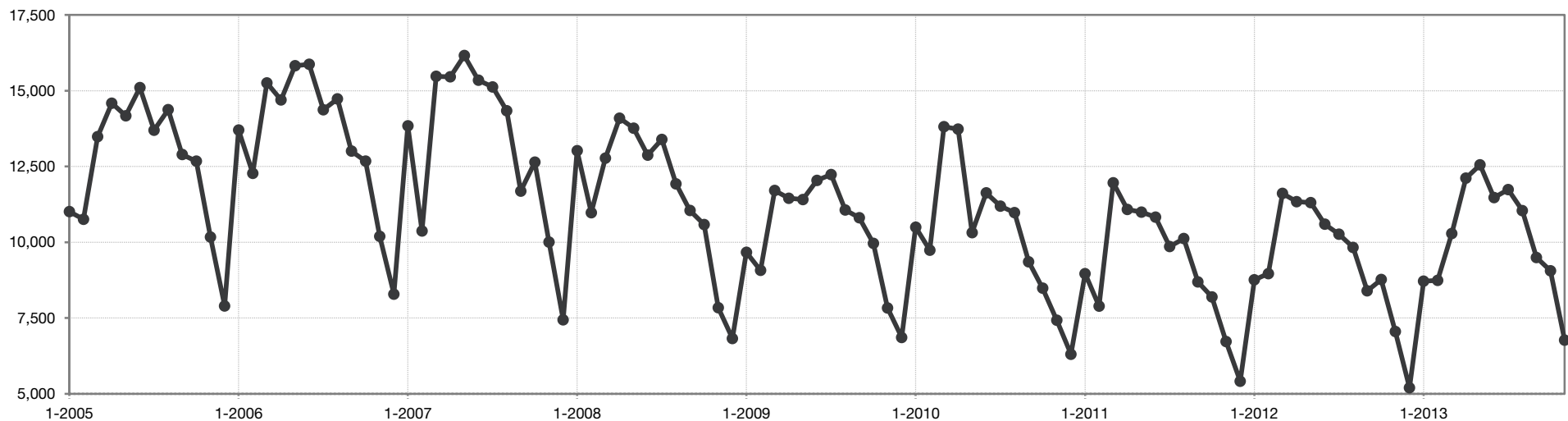


Year To Date



Month	Prior Year	Current Year	+ / -
December	5,414	5,199	-4.0%
January	8,762	8,717	-0.5%
February	8,965	8,743	-2.5%
March	11,614	10,289	-11.4%
April	11,340	12,117	+6.9%
May	11,309	12,556	+11.0%
June	10,598	11,475	+8.3%
July	10,267	11,739	+14.3%
August	9,830	11,045	+12.4%
September	8,399	9,497	+13.1%
October	8,772	9,059	+3.3%
November	7,055	6,771	-4.0%
12-Month Avg	9,360	9,767	+4.3%

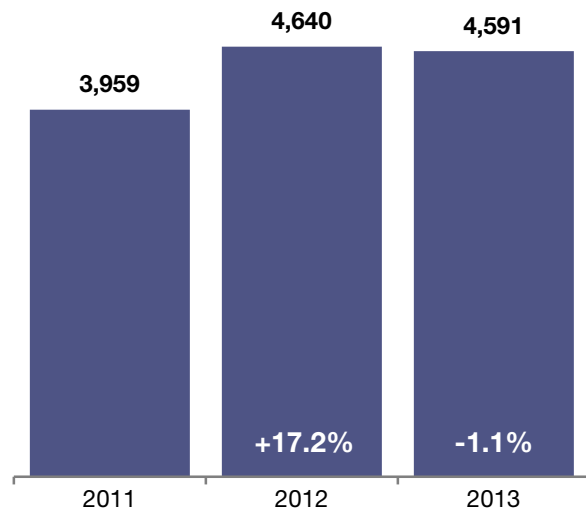
Historical New Listing Activity



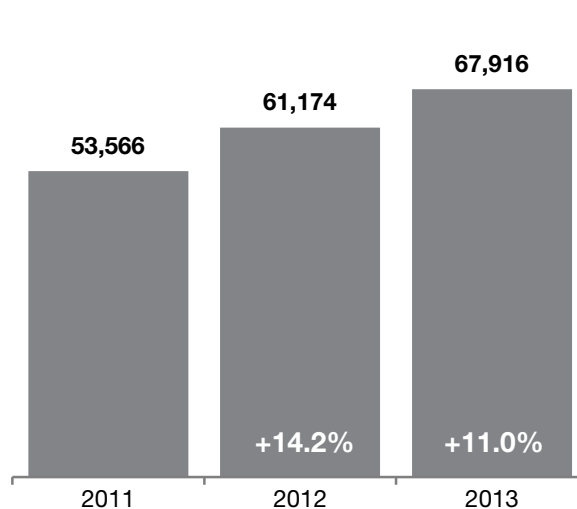
Pending Sales

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

November

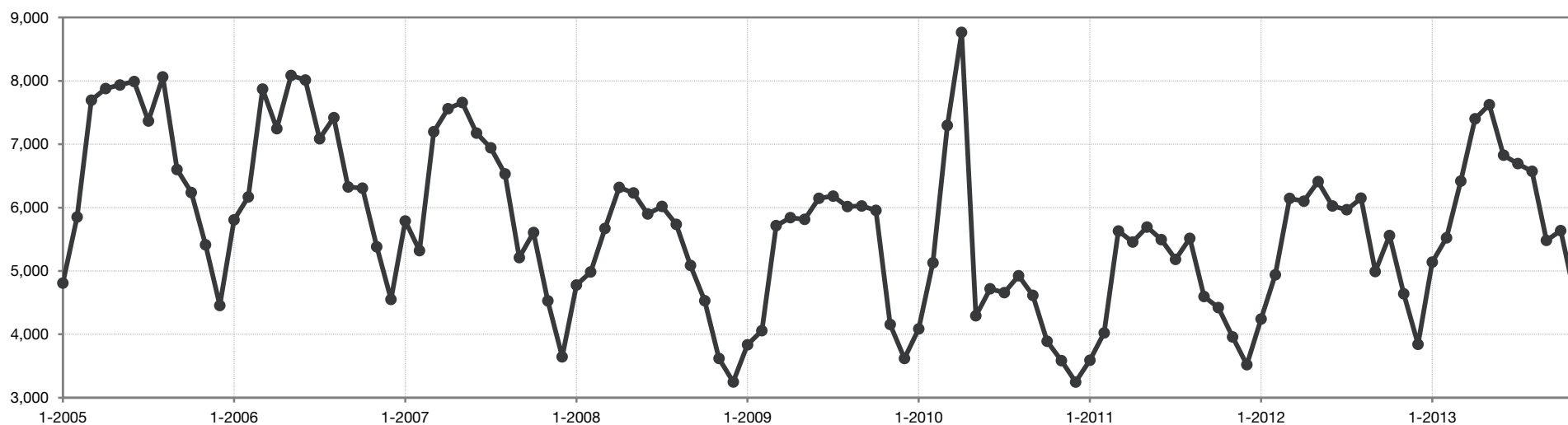


Year To Date



Month	Prior Year	Current Year	+ / -
December	3,521	3,842	+9.1%
January	4,242	5,140	+21.2%
February	4,940	5,523	+11.8%
March	6,146	6,419	+4.4%
April	6,101	7,402	+21.3%
May	6,411	7,625	+18.9%
June	6,026	6,828	+13.3%
July	5,967	6,695	+12.2%
August	6,150	6,573	+6.9%
September	4,991	5,483	+9.9%
October	5,560	5,637	+1.4%
November	4,640	4,591	-1.1%
12-Month Avg	5,391	5,980	+10.9%

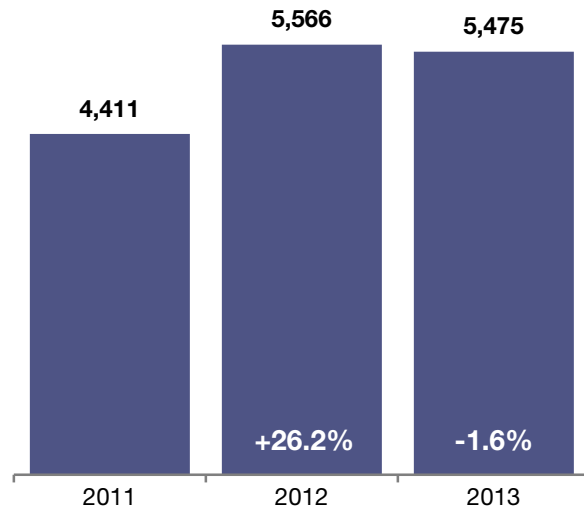
Historical Pending Sales Activity



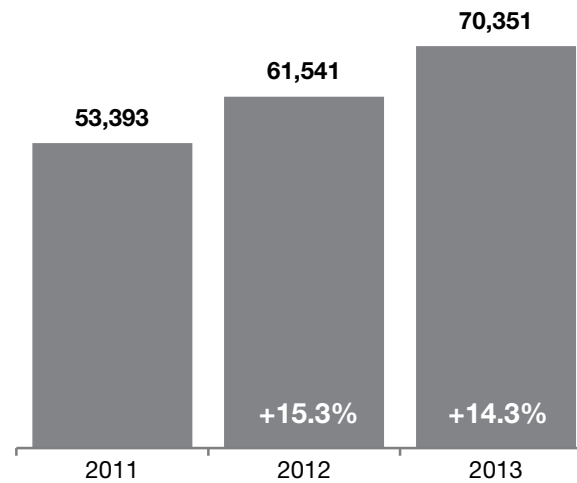
Closed Sales

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

November

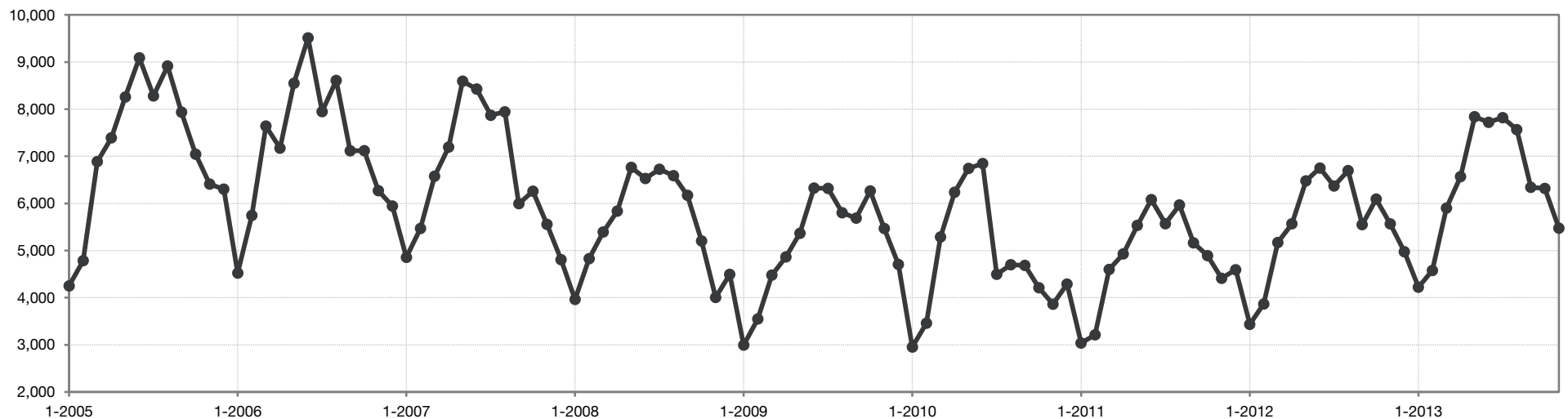


Year To Date



Month	Prior Year	Current Year	+ / -
December	4,592	4,975	+8.3%
January	3,434	4,222	+22.9%
February	3,866	4,577	+18.4%
March	5,170	5,901	+14.1%
April	5,568	6,569	+18.0%
May	6,478	7,840	+21.0%
June	6,750	7,721	+14.4%
July	6,370	7,820	+22.8%
August	6,697	7,566	+13.0%
September	5,550	6,342	+14.3%
October	6,092	6,318	+3.7%
November	5,566	5,475	-1.6%
12-Month Avg	5,511	6,277	+14.1%

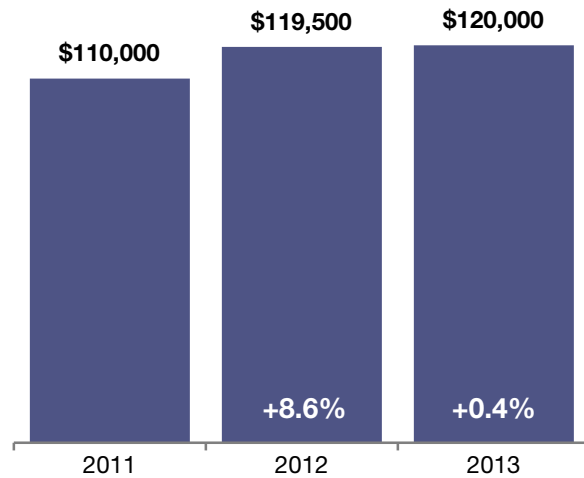
Historical Closed Sales Activity



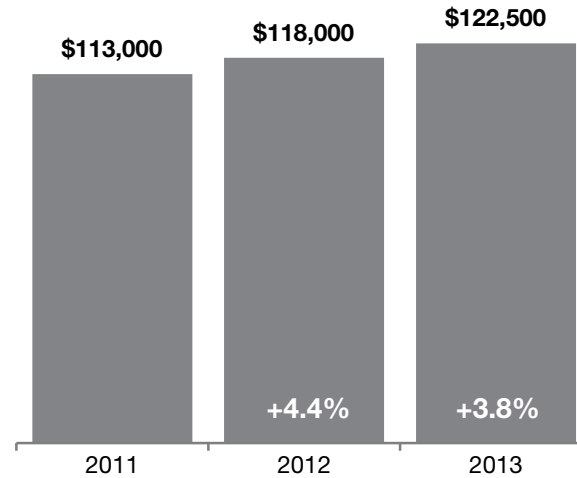
Median Sales Price

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

November

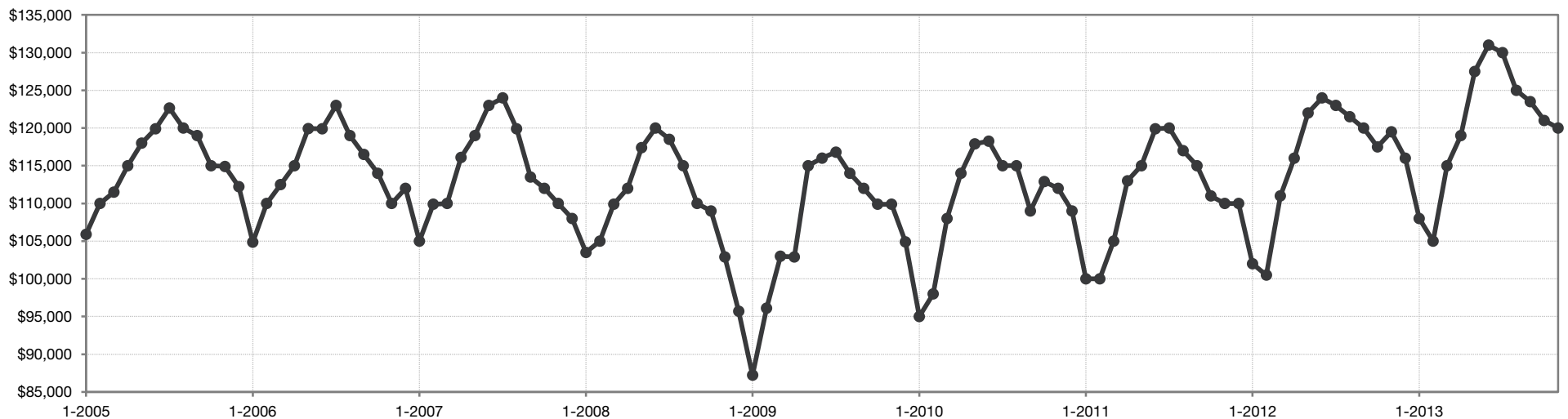


Year To Date



Month	Prior Year	Current Year	+ / -
December	\$110,000	\$116,000	+5.5%
January	\$102,000	\$108,000	+5.9%
February	\$100,500	\$105,000	+4.5%
March	\$111,000	\$114,995	+3.6%
April	\$116,000	\$119,000	+2.6%
May	\$122,000	\$127,500	+4.5%
June	\$124,000	\$131,000	+5.6%
July	\$123,000	\$130,000	+5.7%
August	\$121,500	\$125,000	+2.9%
September	\$120,000	\$123,500	+2.9%
October	\$117,500	\$121,000	+3.0%
November	\$119,500	\$120,000	+0.4%
12-Mo. Median	\$117,500	\$122,000	+3.8%

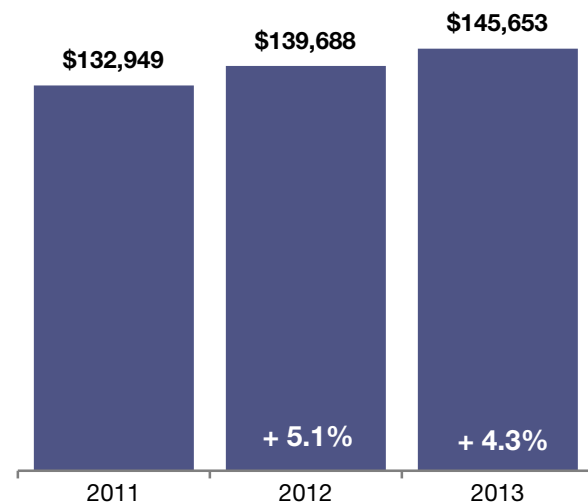
Historical Median Sales Price



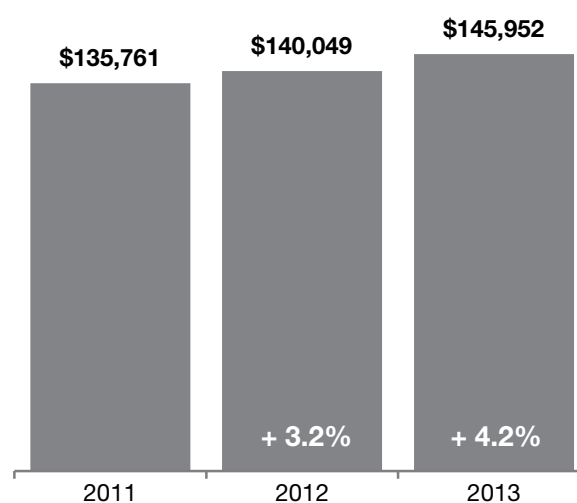
Average Sales Price

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

November

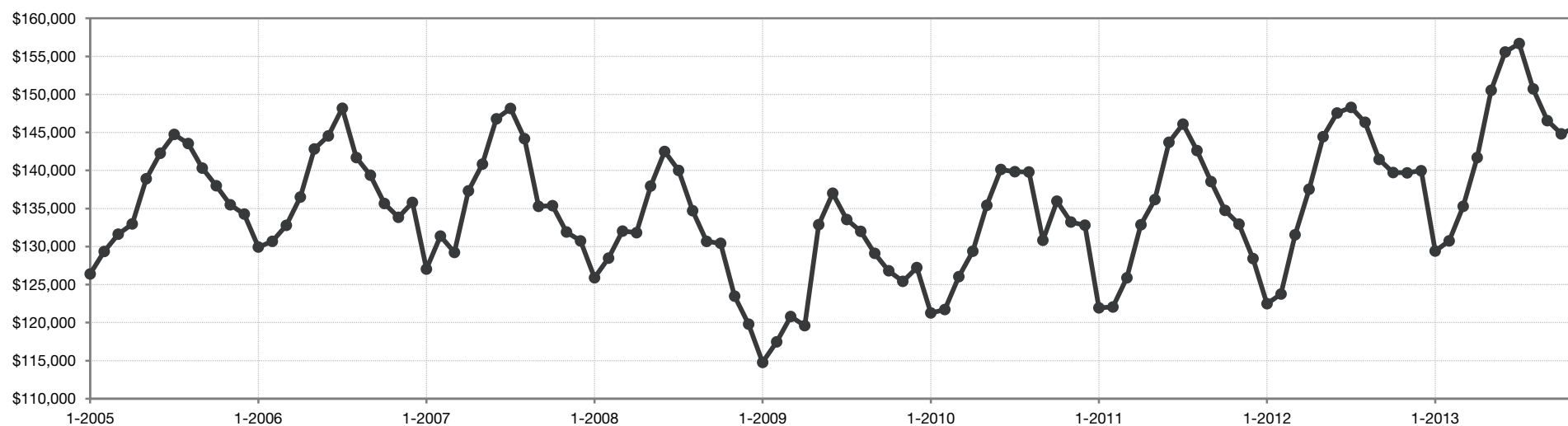


Year To Date



Month	Prior Year	Current Year	+ / -
December	\$128,422	\$139,969	+9.0%
January	\$122,488	\$129,409	+5.7%
February	\$123,760	\$130,749	+5.6%
March	\$131,549	\$135,289	+2.8%
April	\$137,533	\$141,697	+3.0%
May	\$144,442	\$150,543	+4.2%
June	\$147,559	\$155,580	+5.4%
July	\$148,297	\$156,696	+5.7%
August	\$146,339	\$150,728	+3.0%
September	\$141,454	\$146,553	+3.6%
October	\$139,732	\$144,815	+3.6%
November	\$139,688	\$145,653	+4.3%
12-Month Avg	\$139,242	\$145,561	+4.5%

Historical Average Sales Price

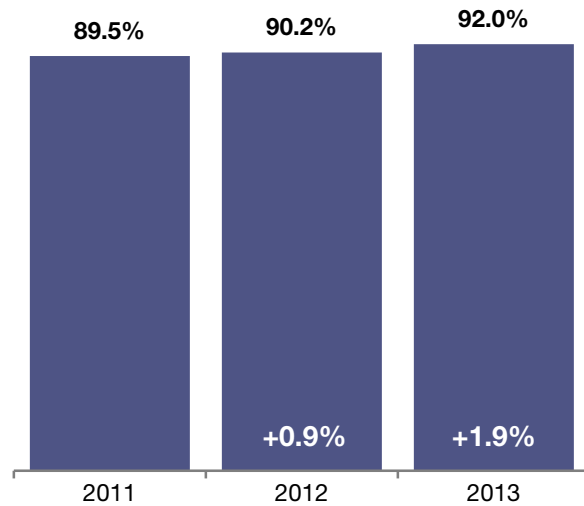


Percent of Original List Price Received

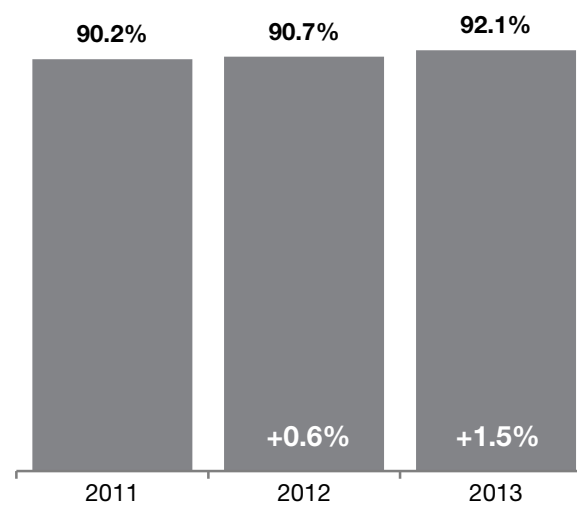
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



November

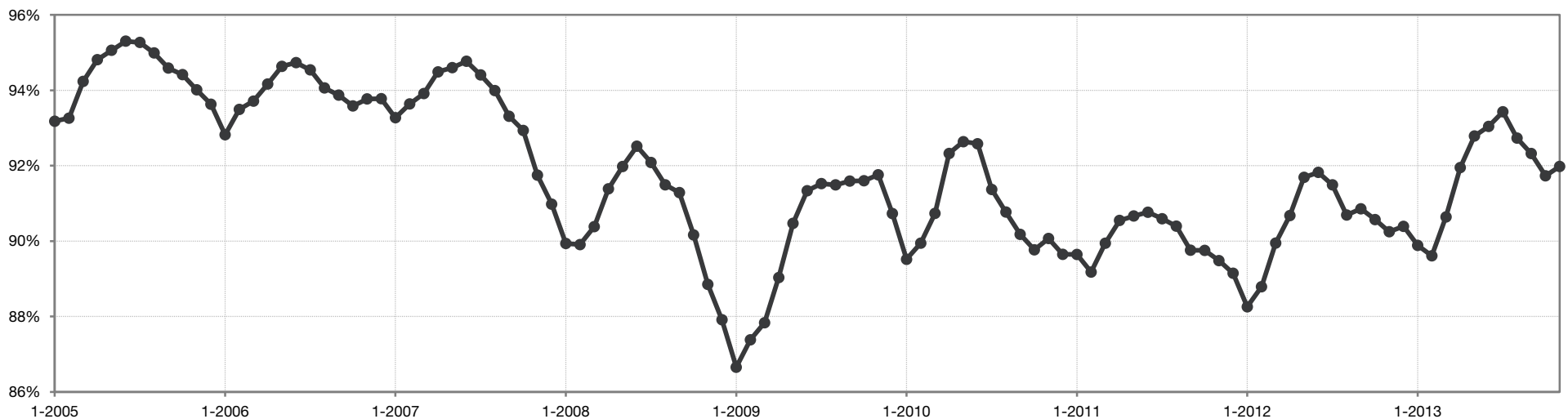


Year To Date



Month	Prior Year	Current Year	+ / -
December	89.1%	90.4%	+1.4%
January	88.3%	89.9%	+1.8%
February	88.8%	89.6%	+0.9%
March	89.9%	90.6%	+0.8%
April	90.7%	92.0%	+1.4%
May	91.7%	92.8%	+1.2%
June	91.8%	93.0%	+1.3%
July	91.5%	93.4%	+2.1%
August	90.7%	92.7%	+2.3%
September	90.9%	92.3%	+1.6%
October	90.6%	91.7%	+1.3%
November	90.2%	92.0%	+1.9%
12-Month Avg	90.6%	91.9%	+1.5%

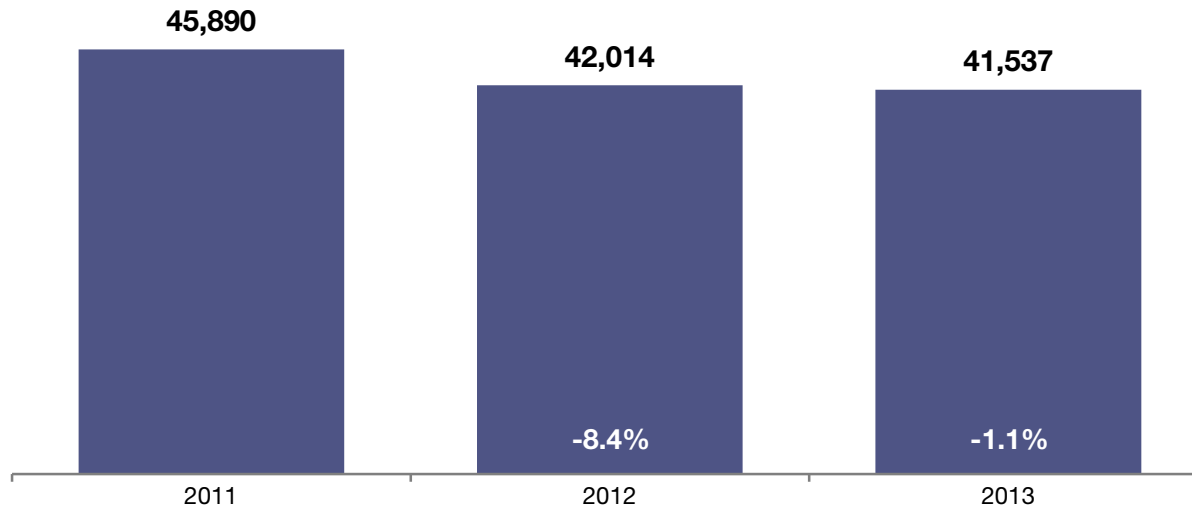
Historical Percent of Original List Price Received



Inventory of Homes for Sale

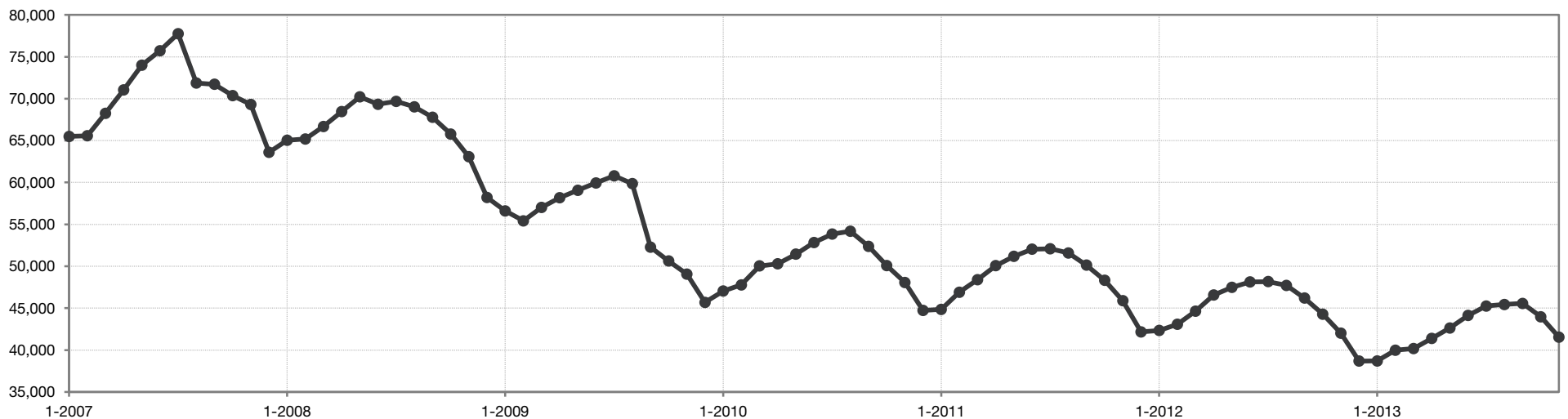
The number of properties available for sale in active status at the end of a given month.

November



Month	Prior Year	Current Year	+ / -
December	42,162	38,687	-8.2%
January	42,339	38,693	-8.6%
February	43,077	39,977	-7.2%
March	44,638	40,176	-10.0%
April	46,571	41,387	-11.1%
May	47,484	42,627	-10.2%
June	48,131	44,131	-8.3%
July	48,175	45,249	-6.1%
August	47,711	45,433	-4.8%
September	46,208	45,558	-1.4%
October	44,278	43,965	-0.7%
November	42,014	41,537	-1.1%
12-Month Avg	45,232	42,285	-6.5%

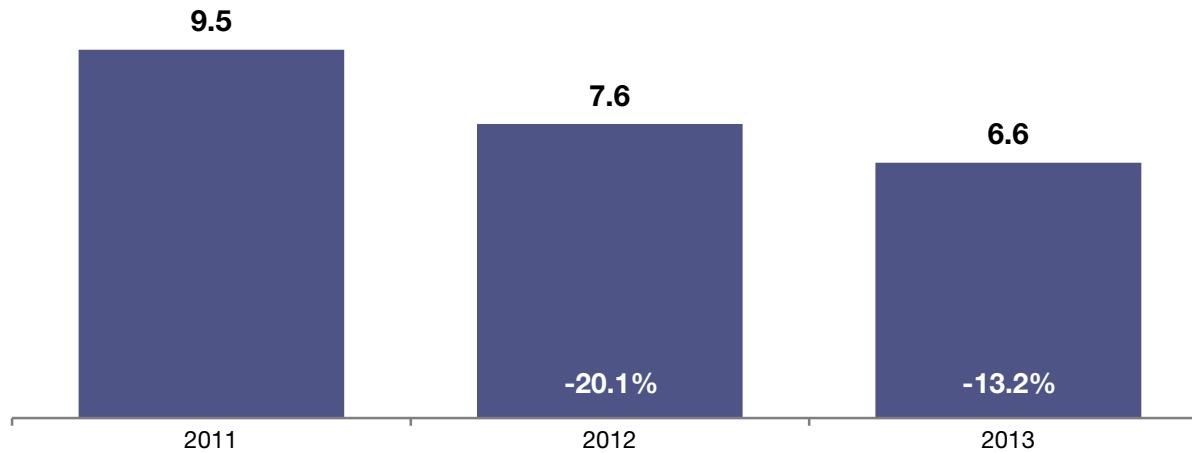
Historical Inventory of Homes for Sale



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.

November



Month	Prior Year	Current Year	+ / -
December	8.7	7.0	-20.0%
January	8.7	6.9	-20.7%
February	8.8	7.1	-19.4%
March	9.0	7.0	-22.0%
April	9.3	7.1	-23.2%
May	9.3	7.2	-22.7%
June	9.3	7.3	-21.3%
July	9.2	7.4	-20.0%
August	9.0	7.3	-18.9%
September	8.7	7.3	-16.4%
October	8.2	7.0	-14.5%
November	7.6	6.6	-13.2%
12-Month Avg	8.8	7.1	-19.5%

Historical Months Supply of Inventory

