

Local Market Update – June 2014

A RESEARCH TOOL PROVIDED BY THE METROPOLITAN INDIANAPOLIS BOARD OF REALTORS®



Boone County

- 7.2%

Change in
New Listings

- 12.5%

Change in
Closed Sales

+ 15.9%

Change in
Median Sales Price

Apr through Jun

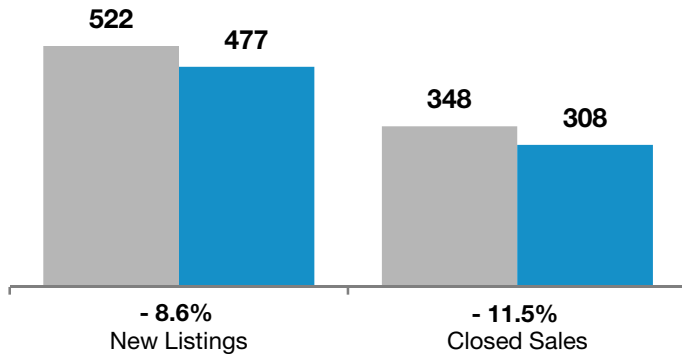
June

	2013	2014	+ / -	2013	2014	+ / -
New Listings	522	477	- 8.6%	153	142	- 7.2%
Closed Sales	348	308	- 11.5%	136	119	- 12.5%
Median Sales Price*	\$214,500	\$219,000	+ 2.1%	\$220,000	\$255,000	+ 15.9%
Average Sales Price*	\$264,340	\$286,100	+ 8.2%	\$266,017	\$294,404	+ 10.7%
Percent of Original List Price Received at Sale*	93.3%	95.7%	+ 2.6%	94.5%	95.9%	+ 1.6%
Months Supply of Inventory	5.9	5.4	- 9.4%	5.9	5.7	- 2.5%
Single-Family Detached Inventory	473	475	+ 0.4%	485	497	+ 2.5%
Townhouse-Condo Inventory	20	10	- 47.5%	22	11	- 50.0%

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

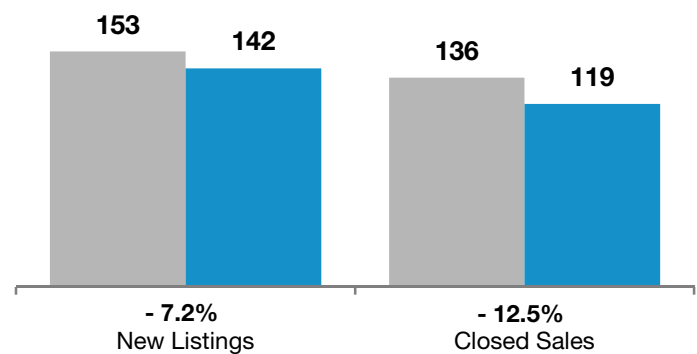
Apr through Jun

■ 2013 ■ 2014



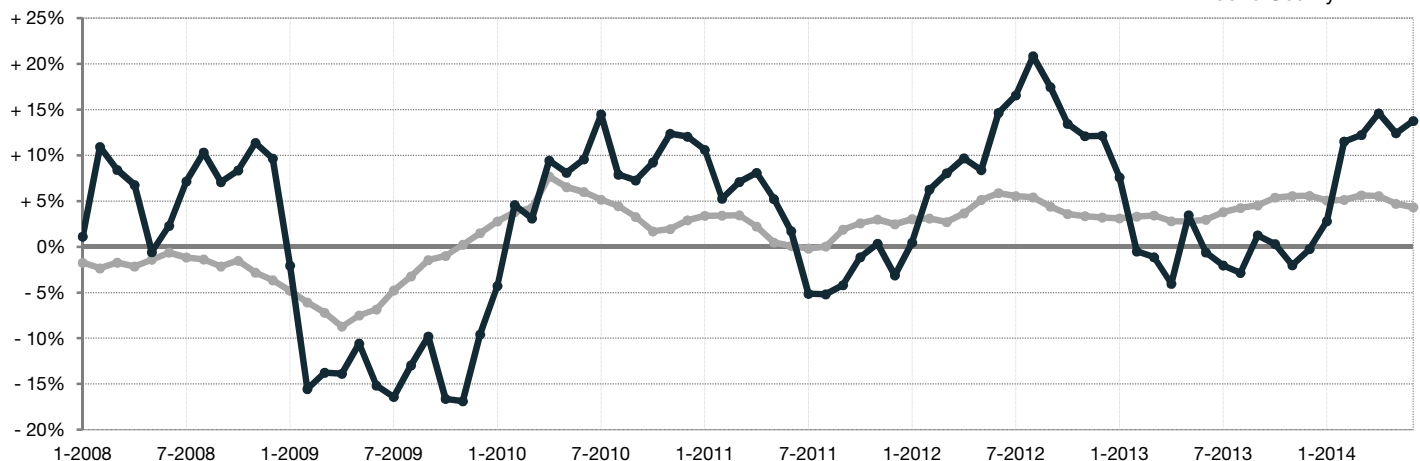
June

■ 2013 ■ 2014



Change in Median Sales Price from Prior Year (6-Month Average)**

Indianapolis Metro Area — Indianapolis Metro Area
Boone County — Boone County



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | Data obtained from the Broker Listing Cooperative® (BLC®).
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+ 8.6%

Change in
New Listings

- 12.5%

Change in
Closed Sales

- 13.6%

Change in
Median Sales Price

Brown County

Apr through Jun

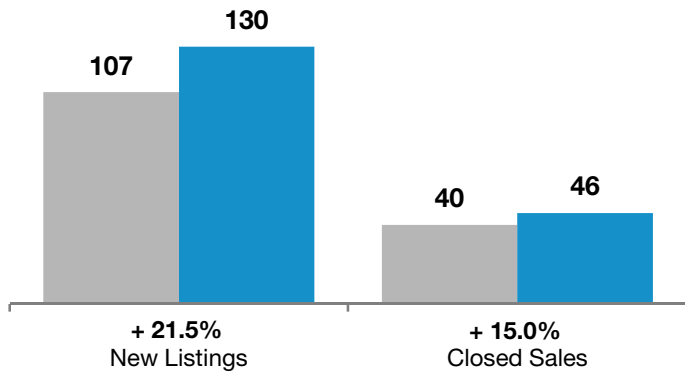
June

	2013	2014	+ / -	2013	2014	+ / -
New Listings	107	130	+ 21.5%	35	38	+ 8.6%
Closed Sales	40	46	+ 15.0%	16	14	- 12.5%
Median Sales Price*	\$147,700	\$175,000	+ 18.5%	\$162,000	\$140,000	- 13.6%
Average Sales Price*	\$186,004	\$193,870	+ 4.2%	\$175,685	\$149,413	- 15.0%
Percent of Original List Price Received at Sale*	86.9%	91.4%	+ 5.2%	93.1%	91.1%	- 2.1%
Months Supply of Inventory	19.8	19.7	- 0.9%	20.1	20.2	+ 0.6%
Single-Family Detached Inventory	257	274	+ 6.5%	262	280	+ 6.9%
Townhouse-Condo Inventory	10	9	- 9.7%	9	11	+ 22.2%

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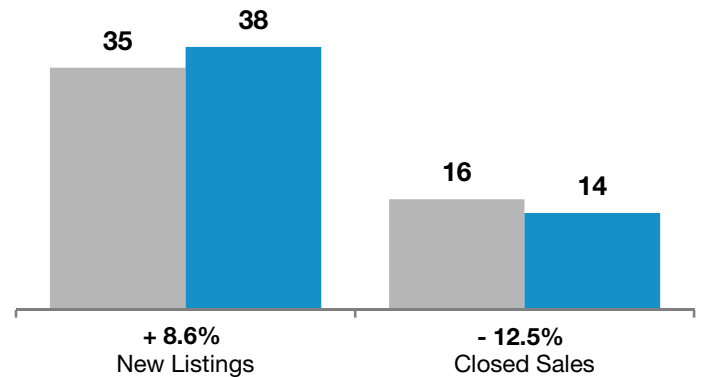
Apr through Jun

■ 2013 ■ 2014



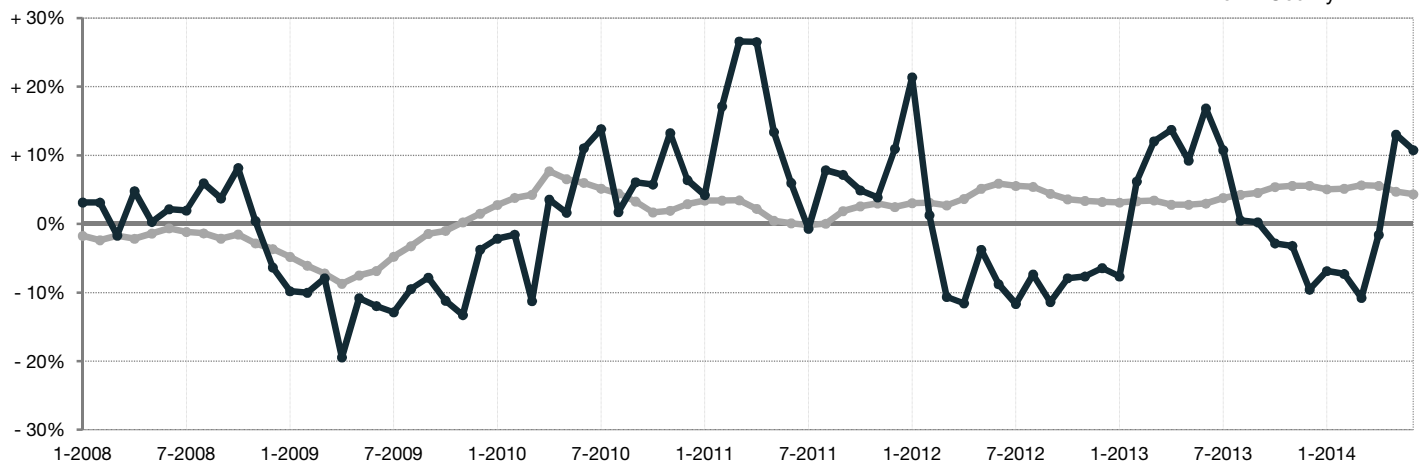
June

■ 2013 ■ 2014



Change in Median Sales Price from Prior Year (6-Month Average)**

Indianapolis Metro Area — Indianapolis Metro Area
Brown County — Brown County



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Decatur County

+ 46.2%

Change in
New Listings

+ 60.0%

Change in
Closed Sales

+ 24.0%

Change in
Median Sales Price

Apr through Jun

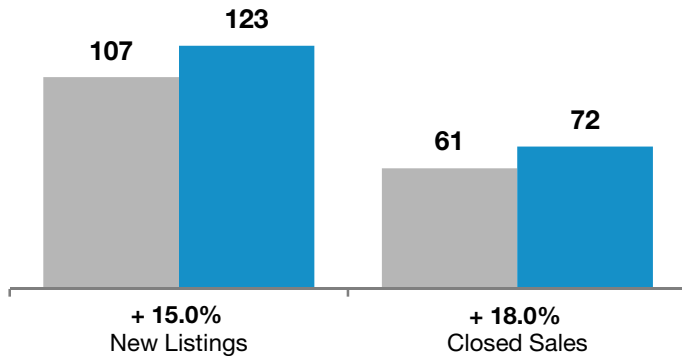
June

	2013	2014	+ / -	2013	2014	+ / -
New Listings	107	123	+ 15.0%	26	38	+ 46.2%
Closed Sales	61	72	+ 18.0%	15	24	+ 60.0%
Median Sales Price*	\$101,500	\$110,000	+ 8.4%	\$101,000	\$125,200	+ 24.0%
Average Sales Price*	\$122,929	\$121,925	- 0.8%	\$123,967	\$131,108	+ 5.8%
Percent of Original List Price Received at Sale*	86.0%	89.5%	+ 4.0%	90.1%	88.5%	- 1.8%
Months Supply of Inventory	9.4	7.2	- 23.2%	9.7	7.6	- 21.6%
Single-Family Detached Inventory	171	148	- 13.3%	173	160	- 7.5%
Townhouse-Condo Inventory	1	1	- 33.3%	1	1	0.0%

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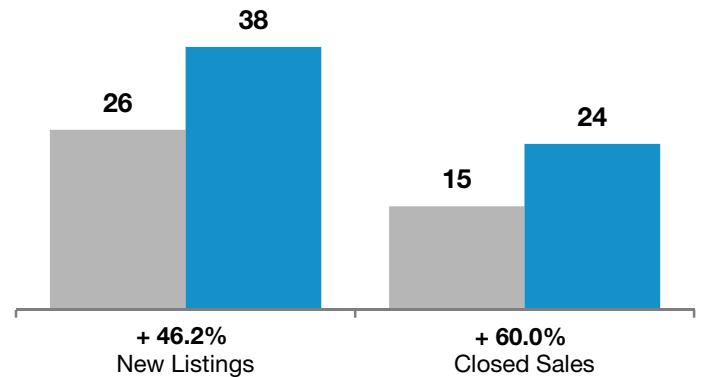
Apr through Jun

■ 2013 ■ 2014



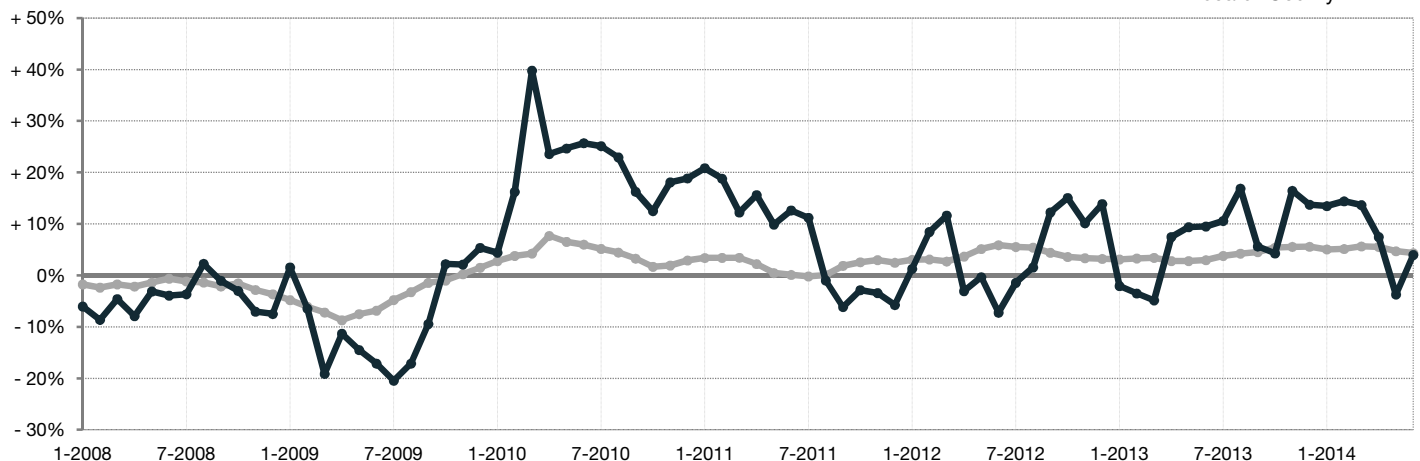
June

■ 2013 ■ 2014



Change in Median Sales Price from Prior Year (6-Month Average)**

Indianapolis Metro Area — Indianapolis Metro Area
Decatur County — Decatur County



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Hamilton County

+ 10.7%

Change in
New Listings

+ 7.4%

Change in
Closed Sales

+ 1.8%

Change in
Median Sales Price

Apr through Jun

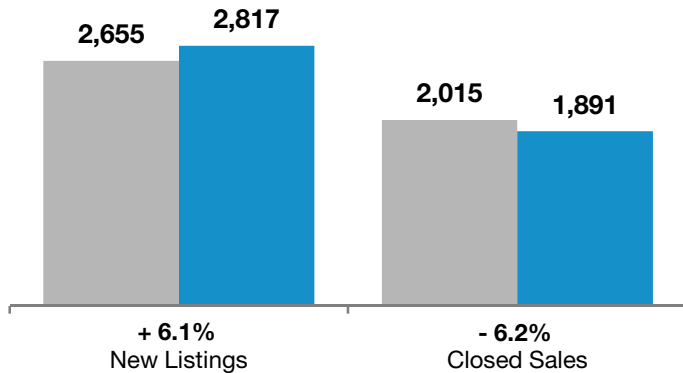
June

	2013	2014	+ / -	2013	2014	+ / -
New Listings	2,655	2,817	+ 6.1%	840	930	+ 10.7%
Closed Sales	2,015	1,891	- 6.2%	715	768	+ 7.4%
Median Sales Price*	\$208,900	\$214,900	+ 2.9%	\$221,000	\$225,000	+ 1.8%
Average Sales Price*	\$251,102	\$269,925	+ 7.5%	\$263,140	\$281,246	+ 6.9%
Percent of Original List Price Received at Sale*	95.2%	96.2%	+ 1.1%	95.9%	96.2%	+ 0.4%
Months Supply of Inventory	4.2	4.1	- 1.2%	4.1	4.4	+ 6.7%
Single-Family Detached Inventory	1,809	1,929	+ 6.6%	1,833	2,061	+ 12.4%
Townhouse-Condo Inventory	237	188	- 20.5%	229	195	- 14.8%

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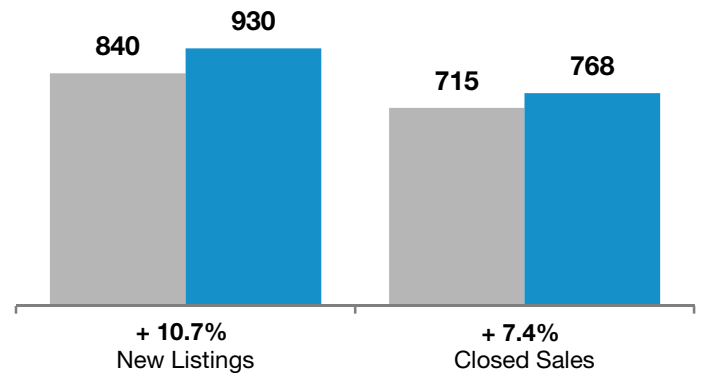
Apr through Jun

■ 2013 ■ 2014



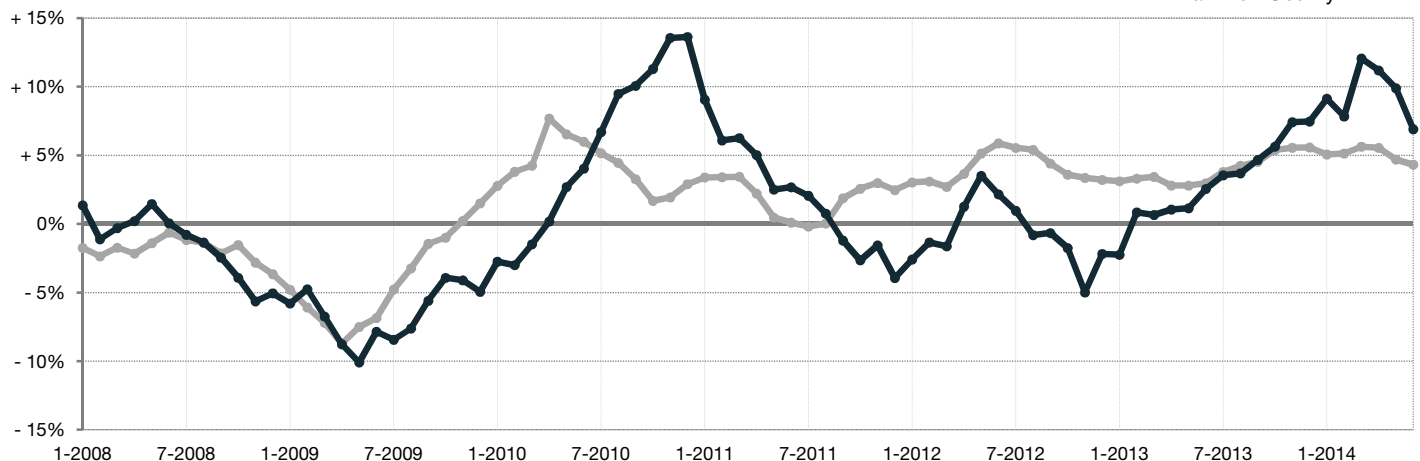
June

■ 2013 ■ 2014



Change in Median Sales Price from Prior Year (6-Month Average)**

Indianapolis Metro Area — Indianapolis Metro Area
Hamilton County — Hamilton County



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Hancock County

- 18.5%

Change in
New Listings

- 15.8%

Change in
Closed Sales

- 0.8%

Change in
Median Sales Price

Apr through Jun

June

	2013	2014	+ / -	2013	2014	+ / -
New Listings	514	493	- 4.1%	173	141	- 18.5%
Closed Sales	336	336	0.0%	133	112	- 15.8%
Median Sales Price*	\$138,000	\$139,000	+ 0.7%	\$146,000	\$144,900	- 0.8%
Average Sales Price*	\$155,379	\$157,337	+ 1.3%	\$160,348	\$160,484	+ 0.1%
Percent of Original List Price Received at Sale*	93.0%	94.4%	+ 1.5%	93.0%	93.7%	+ 0.8%
Months Supply of Inventory	5.7	5.1	- 10.7%	5.9	5.4	- 8.2%
Single-Family Detached Inventory	474	479	+ 1.2%	498	496	- 0.4%
Townhouse-Condo Inventory	16	10	- 35.4%	17	11	- 35.3%

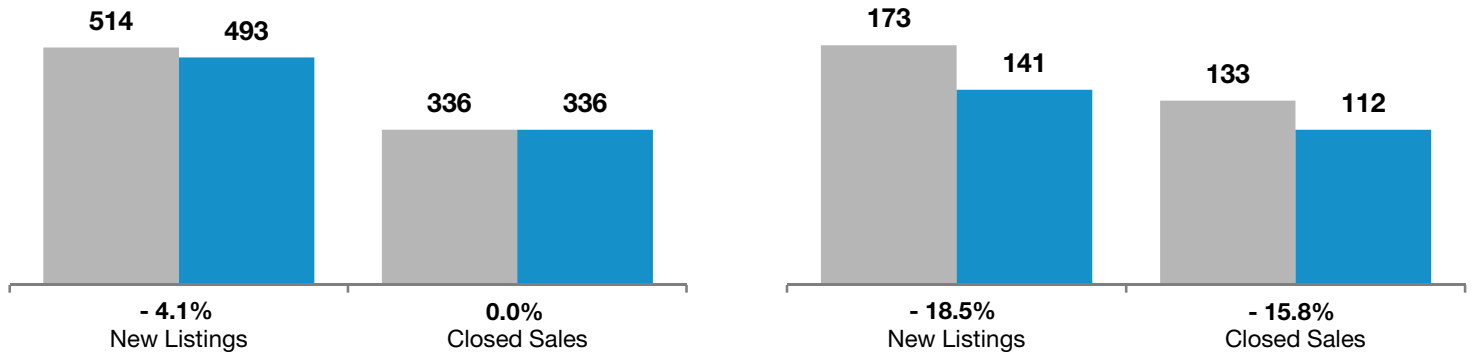
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Apr through Jun

■ 2013 ■ 2014

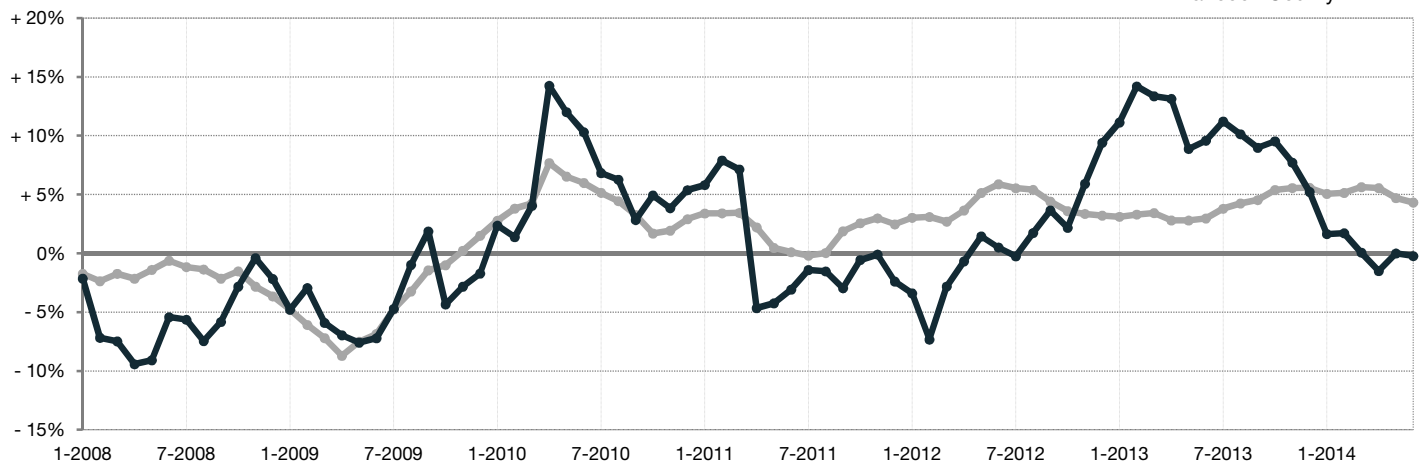
June

■ 2013 ■ 2014



Change in Median Sales Price from Prior Year (6-Month Average)**

Indianapolis Metro Area — Indianapolis Metro Area
Hancock County — Hancock County



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- 0.3%

Change in
New Listings

- 11.0%

Change in
Closed Sales

+ 0.8%

Change in
Median Sales Price

Hendricks County

Apr through Jun

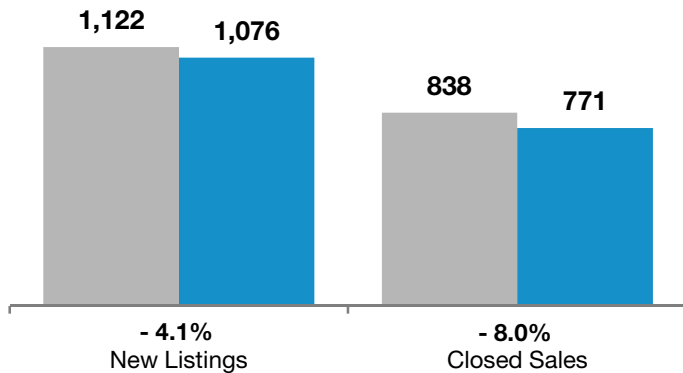
June

	2013	2014	+ / -	2013	2014	+ / -
New Listings	1,122	1,076	- 4.1%	361	360	- 0.3%
Closed Sales	838	771	- 8.0%	299	266	- 11.0%
Median Sales Price*	\$148,800	\$155,000	+ 4.2%	\$157,000	\$158,225	+ 0.8%
Average Sales Price*	\$168,962	\$179,592	+ 6.3%	\$175,203	\$177,307	+ 1.2%
Percent of Original List Price Received at Sale*	93.8%	95.5%	+ 1.9%	94.6%	95.1%	+ 0.5%
Months Supply of Inventory	5.0	4.2	- 16.0%	4.9	4.4	- 10.0%
Single-Family Detached Inventory	948	857	- 9.5%	960	903	- 5.9%
Townhouse-Condo Inventory	82	67	- 17.6%	79	61	- 22.8%

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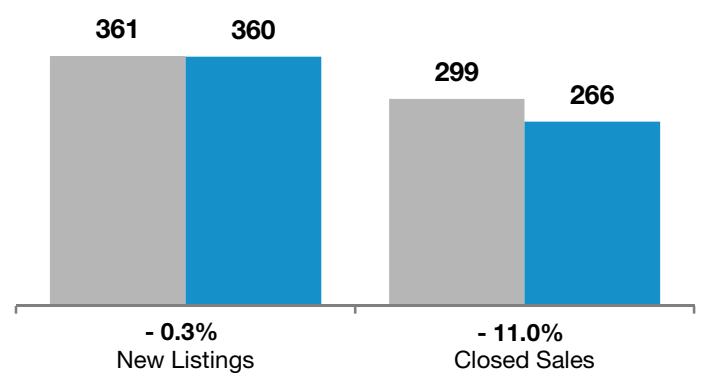
Apr through Jun

■ 2013 ■ 2014



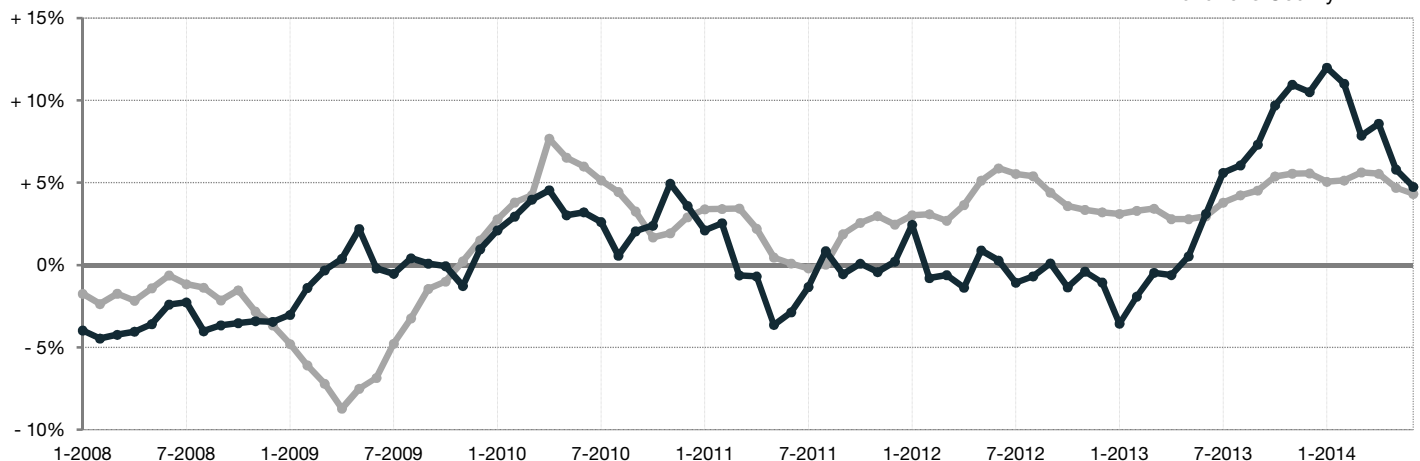
June

■ 2013 ■ 2014



Change in Median Sales Price from Prior Year (6-Month Average)**

Indianapolis Metro Area — Indianapolis Metro Area
Hendricks County — Hendricks County



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Johnson County

- 5.5%

Change in
New Listings

- 11.3%

Change in
Closed Sales

- 2.8%

Change in
Median Sales Price

Apr through Jun

June

	2013	2014	+ / -	2013	2014	+ / -
New Listings	1,128	1,111	- 1.5%	385	364	- 5.5%
Closed Sales	755	728	- 3.6%	291	258	- 11.3%
Median Sales Price*	\$137,911	\$134,950	- 2.1%	\$144,754	\$140,750	- 2.8%
Average Sales Price*	\$161,957	\$163,785	+ 1.1%	\$165,752	\$170,376	+ 2.8%
Percent of Original List Price Received at Sale*	93.8%	95.1%	+ 1.4%	94.6%	95.1%	+ 0.5%
Months Supply of Inventory	5.1	5.0	- 0.4%	5.2	5.3	+ 2.6%
Single-Family Detached Inventory	906	974	+ 7.5%	968	1,022	+ 5.6%
Townhouse-Condo Inventory	36	45	+ 23.9%	32	42	+ 31.3%

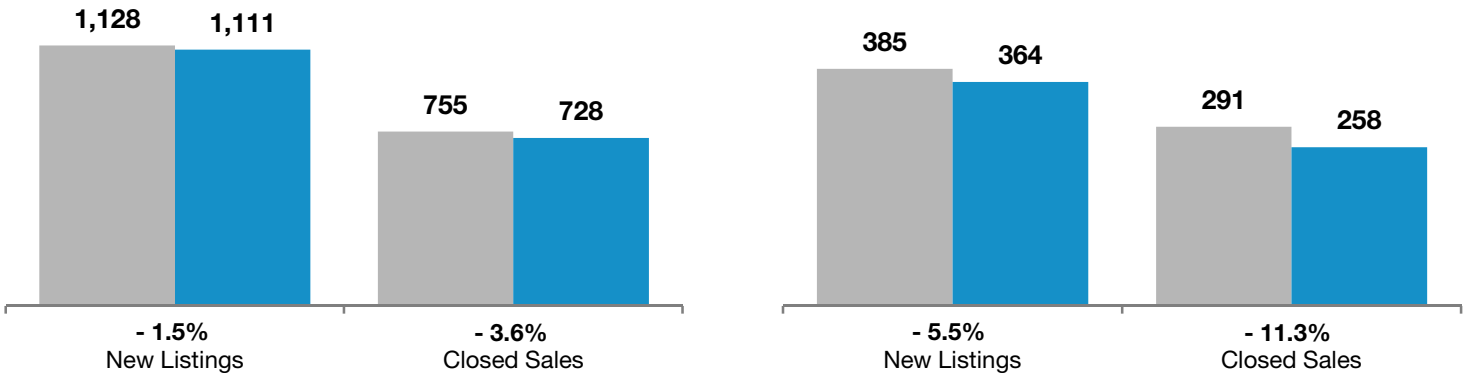
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Apr through Jun

■ 2013 ■ 2014

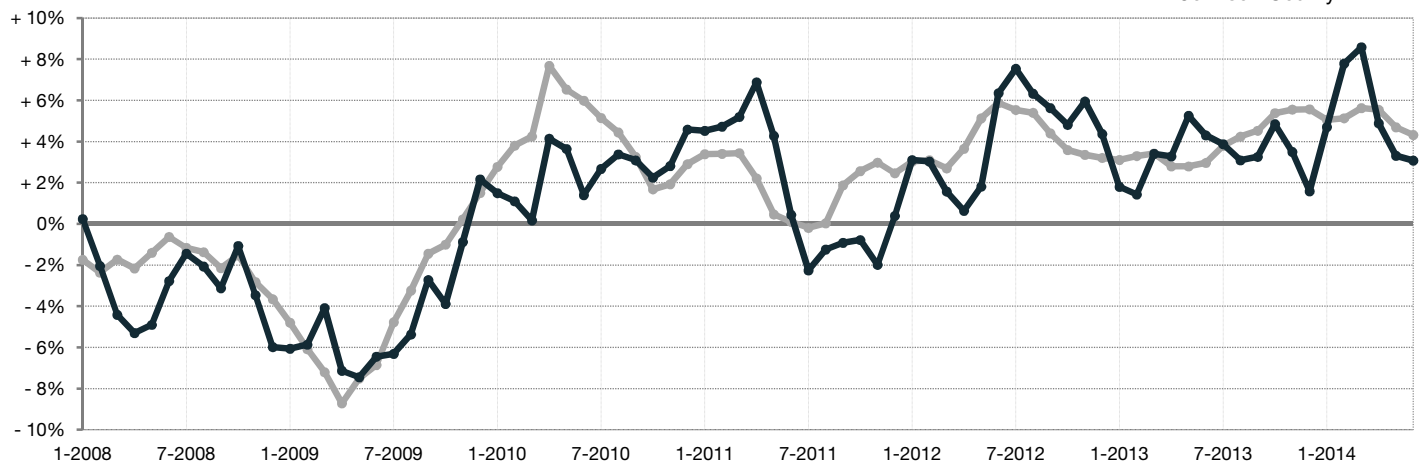
June

■ 2013 ■ 2014



Change in Median Sales Price from Prior Year (6-Month Average)**

Indianapolis Metro Area — Indianapolis Metro Area
Johnson County — Johnson County



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Madison County

- 5.7%

Change in
New Listings

+ 27.2%

Change in
Closed Sales

- 16.5%

Change in
Median Sales Price

Apr through Jun

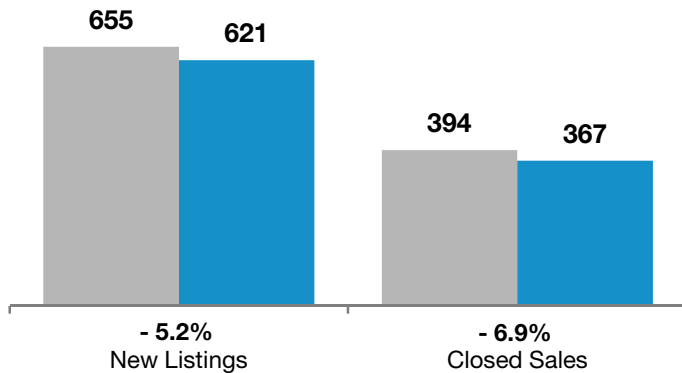
June

	2013	2014	+ / -	2013	2014	+ / -
New Listings	655	621	- 5.2%	212	200	- 5.7%
Closed Sales	394	367	- 6.9%	114	145	+ 27.2%
Median Sales Price*	\$85,950	\$75,500	- 12.2%	\$89,745	\$74,900	- 16.5%
Average Sales Price*	\$102,567	\$89,645	- 12.6%	\$104,330	\$88,828	- 14.9%
Percent of Original List Price Received at Sale*	87.7%	88.4%	+ 0.7%	85.7%	87.3%	+ 1.9%
Months Supply of Inventory	6.9	6.9	+ 0.8%	7.2	7.1	- 1.5%
Single-Family Detached Inventory	777	760	- 2.2%	821	786	- 4.3%
Townhouse-Condo Inventory	45	41	- 9.6%	44	38	- 13.6%

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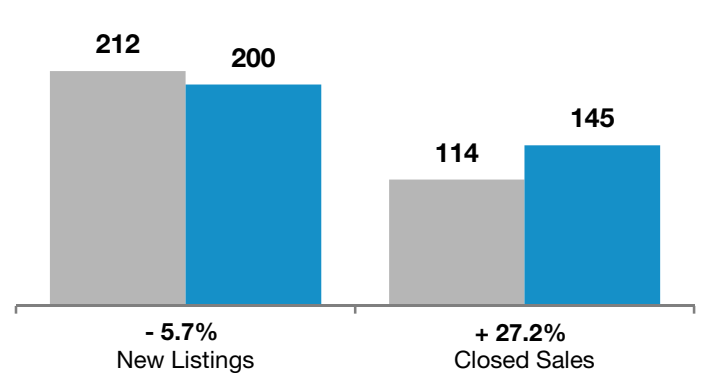
Apr through Jun

■ 2013 ■ 2014



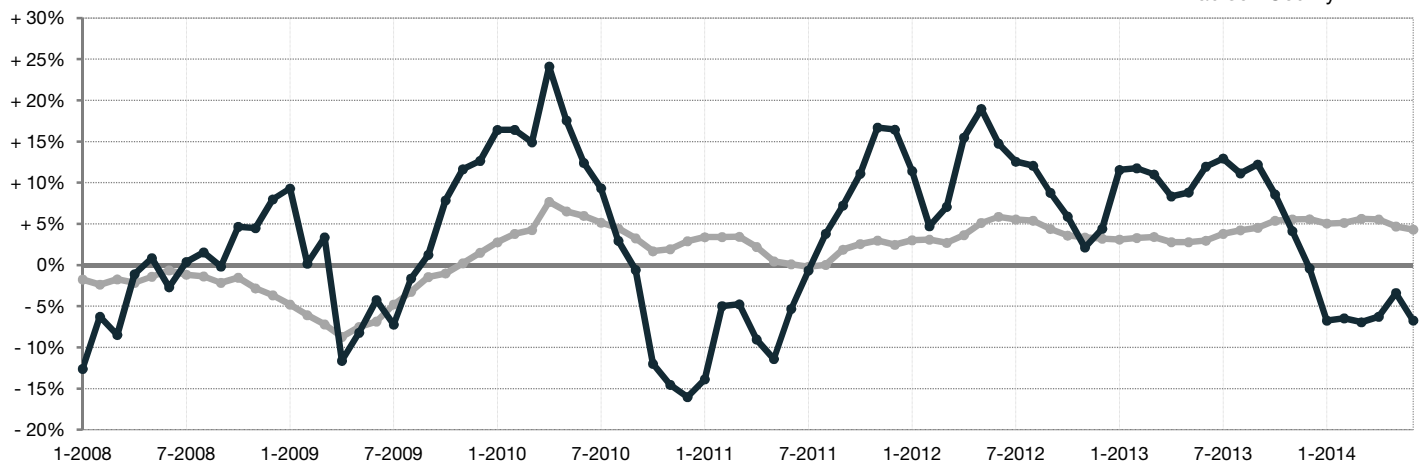
June

■ 2013 ■ 2014



Change in Median Sales Price from Prior Year (6-Month Average)**

Indianapolis Metro Area — Indianapolis Metro Area
Madison County — Madison County



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Local Market Update – June 2014

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Marion County

- 5.7%

Change in
New Listings

+ 27.2%

Change in
Closed Sales

- 16.5%

Change in
Median Sales Price

Apr through Jun

June

	2013	2014	+ / -	2013	2014	+ / -
New Listings	655	621	- 5.2%	212	200	- 5.7%
Closed Sales	394	367	- 6.9%	114	145	+ 27.2%
Median Sales Price*	\$85,950	\$75,500	- 12.2%	\$89,745	\$74,900	- 16.5%
Average Sales Price*	\$102,567	\$89,645	- 12.6%	\$104,330	\$88,828	- 14.9%
Percent of Original List Price Received at Sale*	87.7%	88.4%	+ 0.7%	85.7%	87.3%	+ 1.9%
Months Supply of Inventory	6.9	6.9	+ 0.8%	7.2	7.1	- 1.5%
Single-Family Detached Inventory	777	760	- 2.2%	821	786	- 4.3%
Townhouse-Condo Inventory	45	41	- 9.6%	44	38	- 13.6%

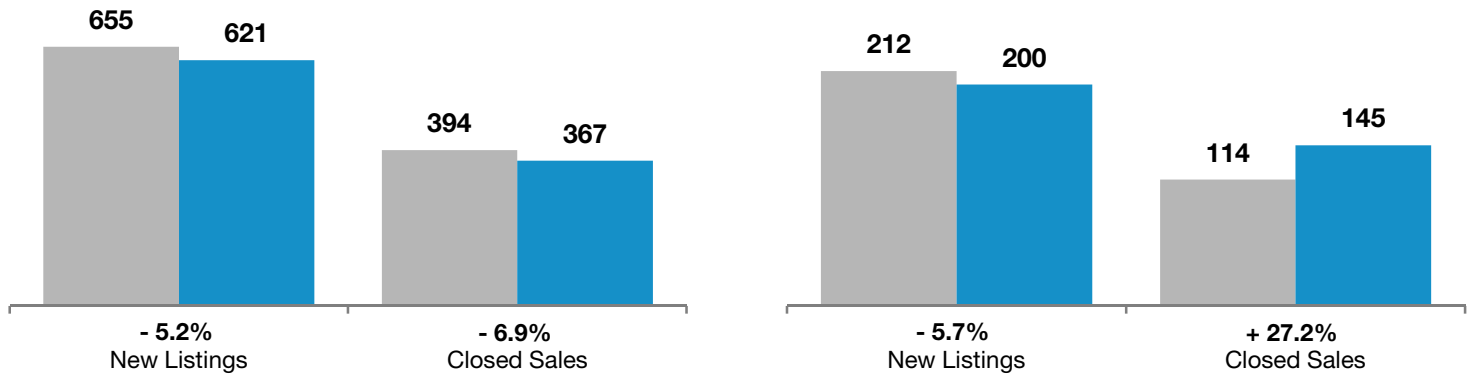
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Apr through Jun

■ 2013 ■ 2014

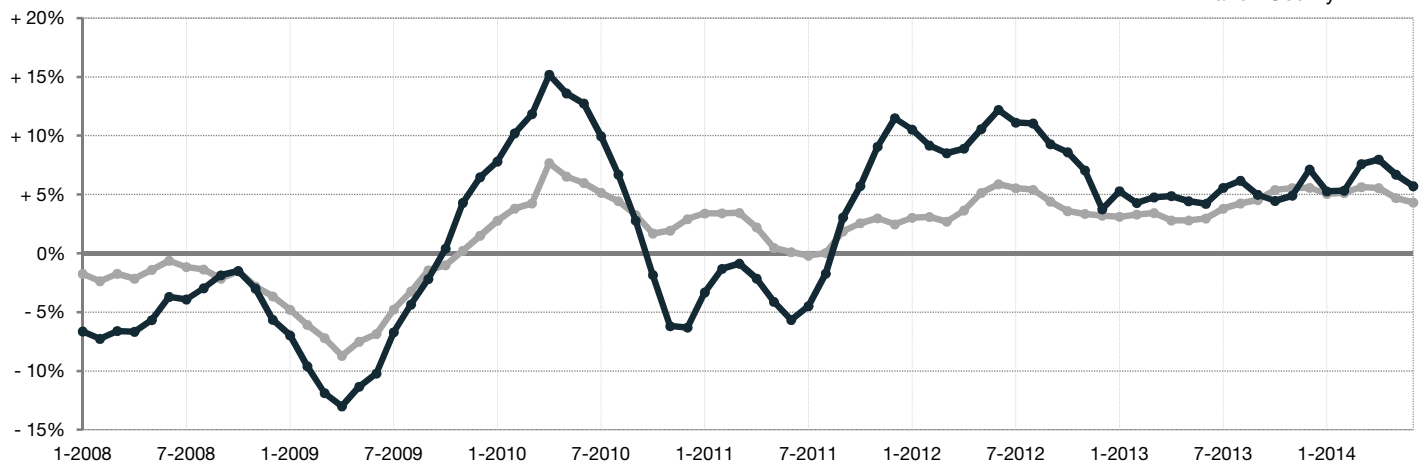
June

■ 2013 ■ 2014



Change in Median Sales Price from Prior Year (6-Month Average)**

Indianapolis Metro Area — Indianapolis Metro Area
Marion County — Marion County



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Montgomery County

+ 17.3% **+ 28.6%** **+ 17.9%**

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Apr through Jun

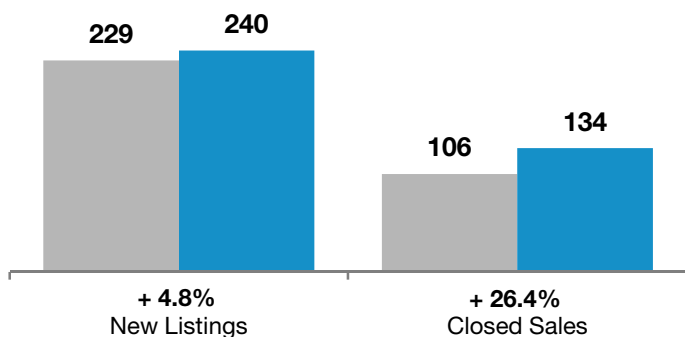
June

	2013	2014	+ / -	2013	2014	+ / -
New Listings	229	240	+ 4.8%	81	95	+ 17.3%
Closed Sales	106	134	+ 26.4%	42	54	+ 28.6%
Median Sales Price*	\$97,000	\$105,000	+ 8.2%	\$89,900	\$106,000	+ 17.9%
Average Sales Price*	\$102,817	\$110,039	+ 7.0%	\$100,381	\$110,635	+ 10.2%
Percent of Original List Price Received at Sale*	90.9%	92.4%	+ 1.6%	89.4%	92.3%	+ 3.3%
Months Supply of Inventory	8.4	6.8	- 19.2%	8.5	7.3	- 13.5%
Single-Family Detached Inventory	275	247	- 10.1%	285	273	- 4.2%
Townhouse-Condo Inventory	6	4	- 23.5%	6	5	- 16.7%

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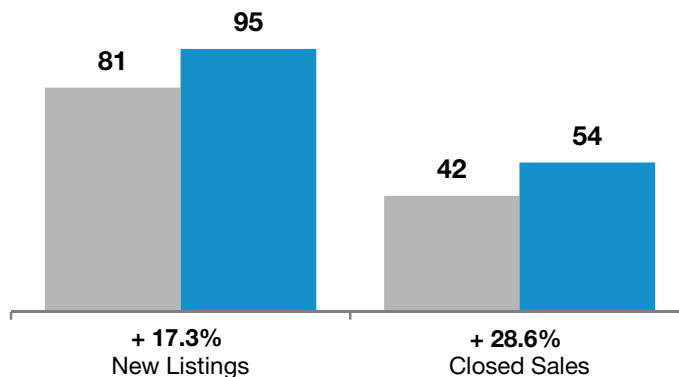
Apr through Jun

■ 2013 ■ 2014



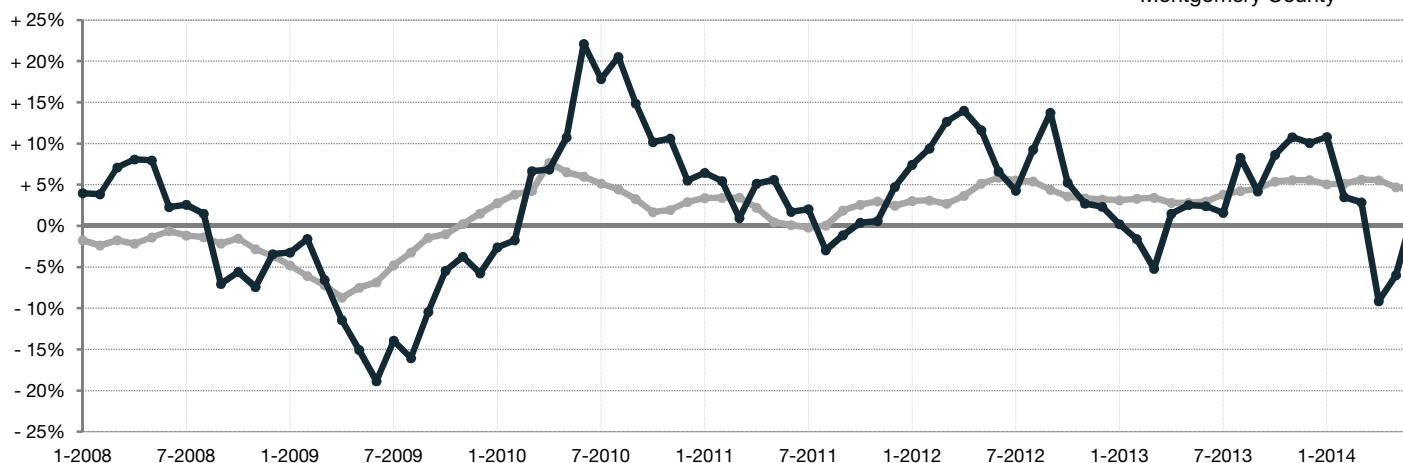
June

■ 2013 ■ 2014



Change in Median Sales Price from Prior Year (6-Month Average)**

Indianapolis Metro Area —
Montgomery County —



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+ 25.2%

+ 11.6%

- 9.0%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Morgan County

Apr through Jun

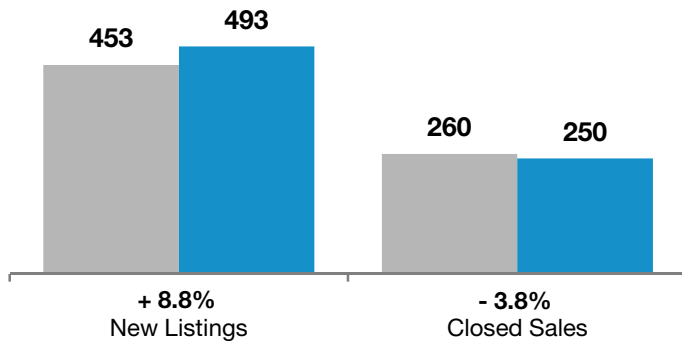
June

	2013	2014	+ / -	2013	2014	+ / -
New Listings	453	493	+ 8.8%	131	164	+ 25.2%
Closed Sales	260	250	- 3.8%	86	96	+ 11.6%
Median Sales Price*	\$144,950	\$128,500	- 11.3%	\$145,000	\$132,000	- 9.0%
Average Sales Price*	\$158,829	\$150,140	- 5.5%	\$171,624	\$152,882	- 10.9%
Percent of Original List Price Received at Sale*	91.5%	93.0%	+ 1.7%	91.0%	93.7%	+ 2.9%
Months Supply of Inventory	7.9	6.8	- 13.5%	7.7	6.9	- 10.0%
Single-Family Detached Inventory	541	507	- 6.2%	542	519	- 4.2%
Townhouse-Condo Inventory	21	13	- 38.1%	21	12	- 42.9%

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

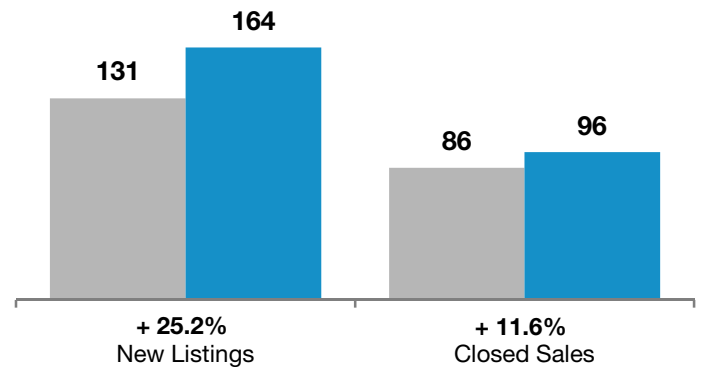
Apr through Jun

■ 2013 ■ 2014



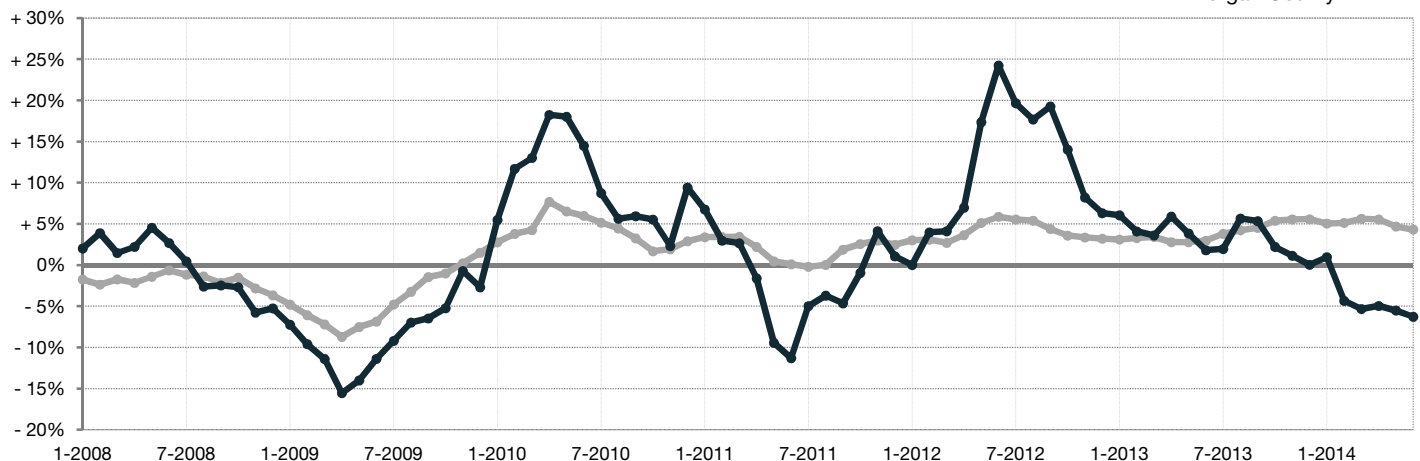
June

■ 2013 ■ 2014



Change in Median Sales Price from Prior Year (6-Month Average)**

Indianapolis Metro Area — Indianapolis Metro Area
Morgan County — Morgan County



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | Data obtained from the Broker Listing Cooperative® (BLC®). Provided by the Metropolitan Indianapolis Board of REALTORS® and Multiple Listing Service. | Powered by 10K Research and Marketing.

Local Market Update – June 2014

A RESEARCH TOOL PROVIDED BY THE METROPOLITAN INDIANAPOLIS BOARD OF REALTORS®



+ 60.3%

- 17.1%

+ 20.0%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Putnam County

Apr through Jun

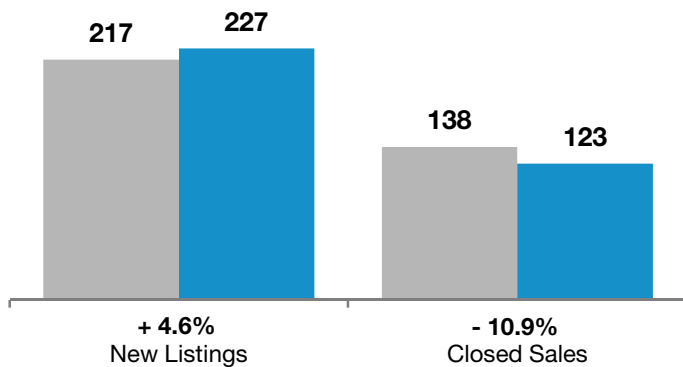
June

	2013	2014	+ / -	2013	2014	+ / -
New Listings	217	227	+ 4.6%	58	93	+ 60.3%
Closed Sales	138	123	- 10.9%	41	34	- 17.1%
Median Sales Price*	\$107,750	\$112,000	+ 3.9%	\$112,250	\$134,750	+ 20.0%
Average Sales Price*	\$117,363	\$125,384	+ 6.8%	\$123,534	\$154,438	+ 25.0%
Percent of Original List Price Received at Sale*	89.6%	90.9%	+ 1.5%	92.5%	89.3%	- 3.4%
Months Supply of Inventory	8.5	8.7	+ 2.4%	8.7	9.9	+ 13.9%
Single-Family Detached Inventory	298	278	- 6.7%	309	303	- 1.9%
Townhouse-Condo Inventory	3	16	+ 487.5%	3	26	+ 766.7%

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

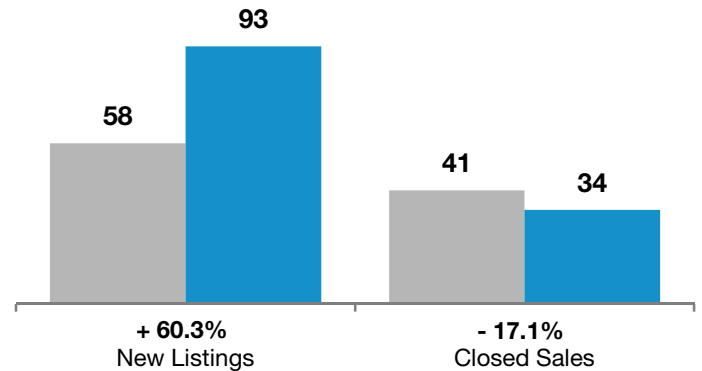
Apr through Jun

■ 2013 ■ 2014



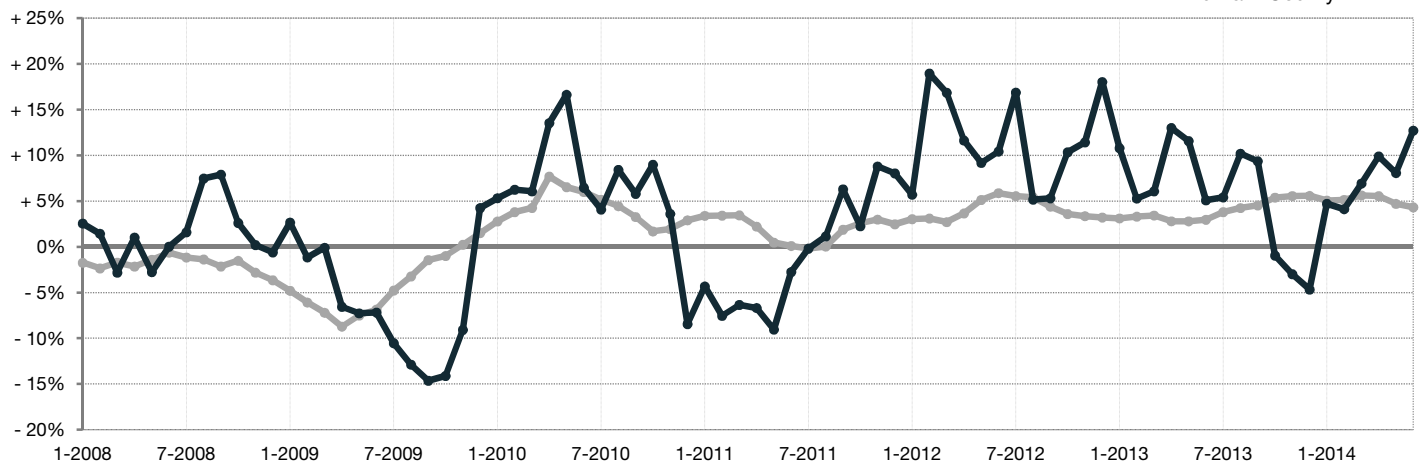
June

■ 2013 ■ 2014



Change in Median Sales Price from Prior Year (6-Month Average)**

Indianapolis Metro Area — Indianapolis Metro Area
Putnam County — Putnam County



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Local Market Update – June 2014

A RESEARCH TOOL PROVIDED BY THE METROPOLITAN INDIANAPOLIS BOARD OF REALTORS®



Shelby County

+ 6.4%

Change in
New Listings

- 26.1%

Change in
Closed Sales

+ 2.4%

Change in
Median Sales Price

Apr through Jun

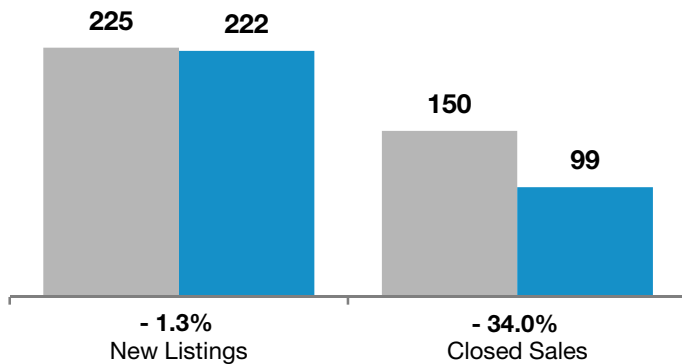
June

	2013	2014	+ / -	2013	2014	+ / -
New Listings	225	222	- 1.3%	78	83	+ 6.4%
Closed Sales	150	99	- 34.0%	46	34	- 26.1%
Median Sales Price*	\$98,400	\$114,900	+ 16.8%	\$95,000	\$97,250	+ 2.4%
Average Sales Price*	\$104,530	\$137,373	+ 31.4%	\$95,966	\$106,835	+ 11.3%
Percent of Original List Price Received at Sale*	87.0%	91.5%	+ 5.2%	88.9%	93.8%	+ 5.5%
Months Supply of Inventory	6.2	7.2	+ 16.7%	6.3	7.6	+ 20.5%
Single-Family Detached Inventory	243	269	+ 10.8%	251	276	+ 10.0%
Townhouse-Condo Inventory	25	5	- 80.3%	26	5	- 80.8%

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

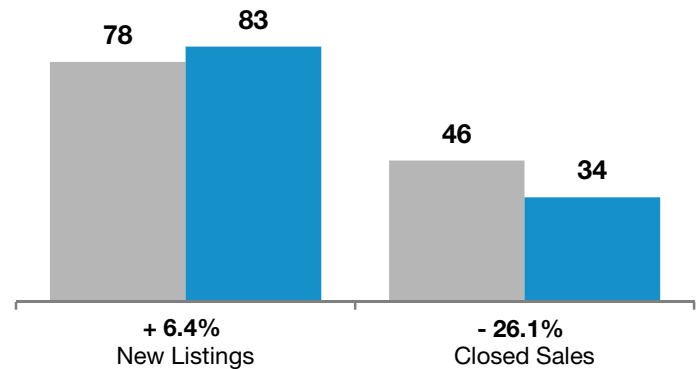
Apr through Jun

■ 2013 ■ 2014



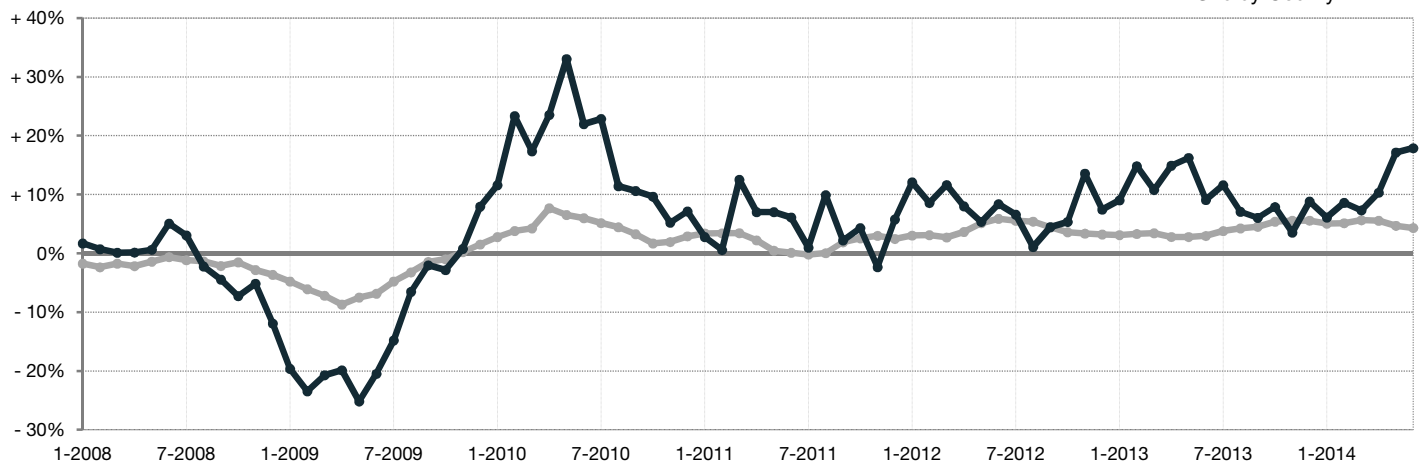
June

■ 2013 ■ 2014



Change in Median Sales Price from Prior Year (6-Month Average)**

Indianapolis Metro Area —
Shelby County —



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