

# Monthly Indicators

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



## June 2014

Housing in central Indiana over the last six months has seen growth in a lot of key indicators but it has continued to move slower than the month over month movement we saw in 2013. Central Indiana has all of the right ingredients including a diversity of housing stock and prices. Builders are active again for the first time in a few years and that adds new product to our market every month.

New Listings in central Indiana increased 6.5 percent in June and 2.1 percent in the last quarter. Months of Inventory decreased 0.1 percent percent in June to place the current availability of properties at 5.6 months. Pending and Closed Sales were down 2.5 and 1.4 percent respectively in June.

Prices forged onward. Median Sales Price for the quarter ending in May grew 3.9 percent to \$142,900 compared to the same quarter last year. Average Sales Price grew 4.9 percent for the quarter ending in June 2014 compared to 2013.

Housing experts say sales are inching up, price growth is becoming more sustainable and housing inventory is increasing slowly. The market continues to stabilize overall, but a need for more people participating on both the buyer and the seller side is evident.

## Quick Facts

**- 6.1%**

**+ 3.9%**

**- 1.0%**

Quarter-Over-Quarter Change in <b>Closed Sales</b>	Quarter-Over-Quarter Change in <b>Median Sales Price</b>	Quarter-Over-Quarter Change in <b>Inventory</b>
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# Market Overview

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



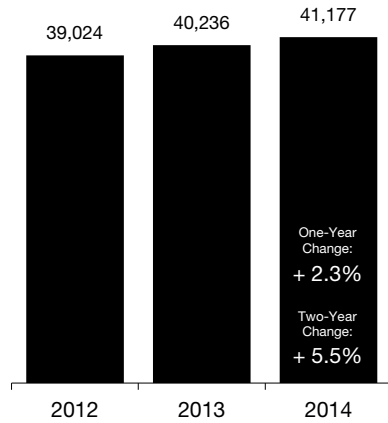
			Rolling 12 Months			Rolling 6 Months			Rolling 3 Months			Monthly		
			Current	Prior Year	+ / -	Current	Prior Year	+ / -	Current	Prior Year	+ / -	Current	Prior Year	+ / -
<b>New Listings</b>	Apr	2014	40,947	39,126	+ 4.7%	17,341	18,515	- 6.3%	10,927	11,353	- 3.8%	4,444	4,391	+ 1.2%
	May	2014	40,903	39,749	+ 2.9%	19,520	20,738	- 5.9%	13,008	12,855	+ 1.2%	4,590	4,634	- 0.9%
	<b>Jun</b>	<b>2014</b>	<b>41,177</b>	<b>40,236</b>	<b>+ 2.3%</b>	<b>22,256</b>	<b>23,172</b>	<b>- 4.0%</b>	<b>13,516</b>	<b>13,233</b>	<b>+ 2.1%</b>	<b>4,482</b>	<b>4,208</b>	<b>+ 6.5%</b>
<b>Pending Sales</b>	Apr	2014	26,892	26,450	+ 1.7%	11,715	13,029	- 10.1%	7,034	7,686	- 8.5%	2,704	2,896	- 6.6%
	May	2014	26,685	27,038	- 1.3%	12,810	14,281	- 10.3%	7,977	8,565	- 6.9%	2,827	3,034	- 6.8%
	<b>Jun</b>	<b>2014</b>	<b>26,616</b>	<b>27,517</b>	<b>- 3.3%</b>	<b>14,139</b>	<b>15,519</b>	<b>- 8.9%</b>	<b>8,258</b>	<b>8,726</b>	<b>- 5.4%</b>	<b>2,727</b>	<b>2,796</b>	<b>- 2.5%</b>
<b>Closed Sales</b>	Apr	2014	26,892	27,352	- 1.7%	11,767	12,524	- 6.0%	6,171	6,820	- 9.5%	2,424	2,636	- 8.0%
	May	2014	26,685	28,130	- 5.1%	12,730	13,706	- 7.1%	7,597	8,320	- 8.7%	3,034	3,339	- 9.1%
	<b>Jun</b>	<b>2014</b>	<b>29,183</b>	<b>28,617</b>	<b>+ 2.0%</b>	<b>13,768</b>	<b>14,997</b>	<b>- 8.2%</b>	<b>8,603</b>	<b>9,166</b>	<b>- 6.1%</b>	<b>3,145</b>	<b>3,191</b>	<b>- 1.4%</b>
<b>Median Sales Price</b>	Apr	2014	\$136,000	\$128,900	+ 5.5%	\$131,500	\$125,000	+ 5.2%	\$132,005	\$125,000	+ 5.6%	\$136,000	\$130,000	+ 4.6%
	May	2014	\$136,000	\$129,900	+ 4.7%	\$134,000	\$128,000	+ 4.7%	\$137,500	\$132,000	+ 4.2%	\$140,000	\$138,000	+ 1.4%
	<b>Jun</b>	<b>2014</b>	<b>\$137,000</b>	<b>\$130,000</b>	<b>+ 5.4%</b>	<b>\$137,000</b>	<b>\$130,900</b>	<b>+ 4.7%</b>	<b>\$142,900</b>	<b>\$137,500</b>	<b>+ 3.9%</b>	<b>\$150,000</b>	<b>\$144,900</b>	<b>+ 3.5%</b>
<b>Average Sales Price</b>	Apr	2014	\$170,572	\$161,389	+ 5.7%	\$167,321	\$156,663	+ 6.8%	\$164,953	\$156,828	+ 5.2%	\$172,324	\$163,342	+ 5.5%
	May	2014	\$170,961	\$162,367	+ 5.3%	\$169,259	\$160,123	+ 5.7%	\$171,744	\$164,871	+ 4.2%	\$175,932	\$172,201	+ 2.2%
	<b>Jun</b>	<b>2014</b>	<b>\$172,321</b>	<b>\$163,274</b>	<b>+ 5.5%</b>	<b>\$172,613</b>	<b>\$163,633</b>	<b>+ 5.5%</b>	<b>\$179,503</b>	<b>\$171,104</b>	<b>+ 4.9%</b>	<b>\$188,435</b>	<b>\$176,312</b>	<b>+ 6.9%</b>
<b>Percent of Original List Price Received at Sale</b>	Apr	2014	92.5%	90.0%	+ 2.7%	92.2%	89.8%	+ 2.7%	92.7%	90.2%	+ 2.7%	93.7%	91.6%	+ 2.3%
	May	2014	92.7%	90.2%	+ 2.7%	92.8%	90.5%	+ 2.5%	93.6%	91.5%	+ 2.3%	94.4%	92.4%	+ 2.1%
	<b>Jun</b>	<b>2014</b>	<b>92.8%</b>	<b>90.5%</b>	<b>+ 2.6%</b>	<b>93.4%</b>	<b>91.2%</b>	<b>+ 2.3%</b>	<b>94.2%</b>	<b>92.4%</b>	<b>+ 1.9%</b>	<b>94.3%</b>	<b>93.1%</b>	<b>+ 1.4%</b>
<b>Total Active Listings Available at Month End</b>	Apr	2014	12,625	13,837	- 8.8%	11,671	12,419	- 6.0%	11,606	12,436	- 6.7%	12,378	12,795	- 3.3%
	May	2014	12,607	13,629	- 7.5%	11,731	12,410	- 5.5%	12,318	12,773	- 3.6%	12,944	13,160	- 1.6%
	<b>Jun</b>	<b>2014</b>	<b>12,628</b>	<b>13,438</b>	<b>- 6.0%</b>	<b>12,093</b>	<b>12,637</b>	<b>- 4.3%</b>	<b>12,993</b>	<b>13,119</b>	<b>- 1.0%</b>	<b>13,656</b>	<b>13,403</b>	<b>+ 1.9%</b>
<b>Months Supply of Inventory</b>	Apr	2014	5.1	6.6	- 22.9%	4.7	5.6	- 17.3%	4.7	5.5	- 15.4%	5.0	5.6	- 10.4%
	May	2014	5.1	6.4	- 20.8%	4.7	5.6	- 14.9%	5.0	5.6	- 10.1%	5.3	5.6	- 5.3%
	<b>Jun</b>	<b>2014</b>	<b>5.1</b>	<b>6.2</b>	<b>- 18.3%</b>	<b>4.9</b>	<b>5.6</b>	<b>- 11.8%</b>	<b>5.3</b>	<b>5.6</b>	<b>- 5.3%</b>	<b>5.6</b>	<b>5.6</b>	<b>- 0.1%</b>

# New Listings

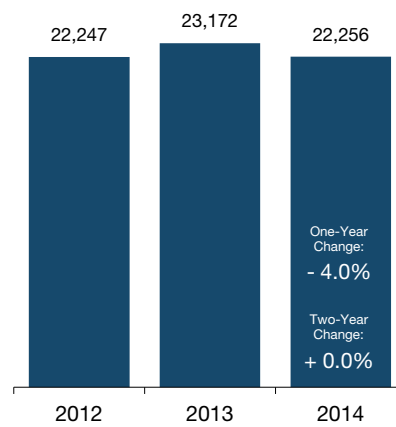
A count of the properties that have been newly listed on the market in a given month, regardless of what status they're currently in.



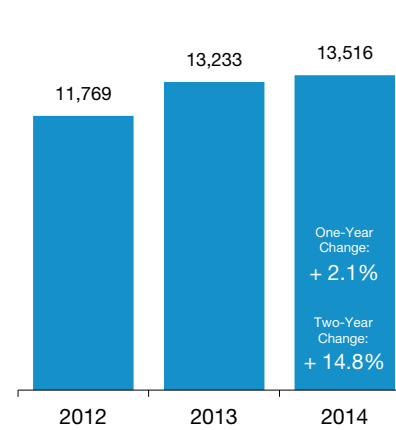
## 12 Month



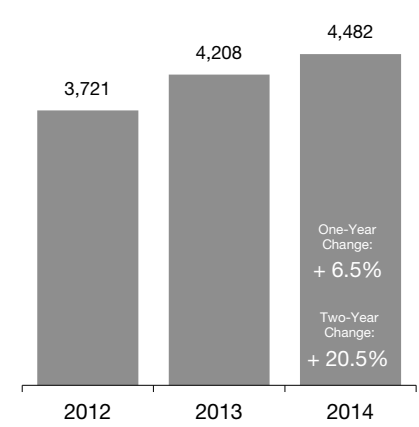
## 6 Month



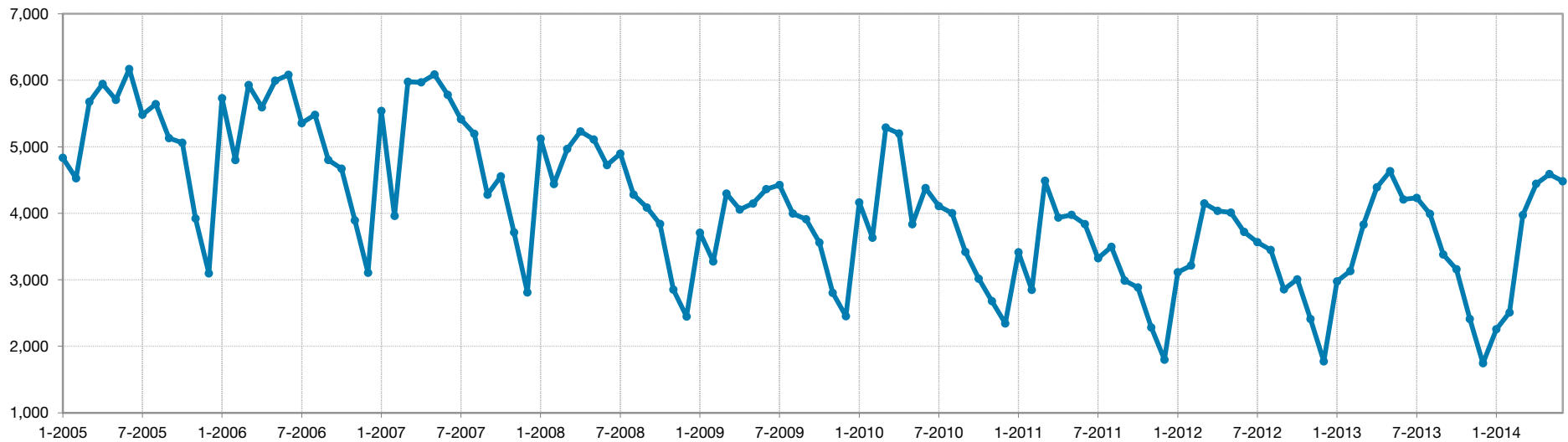
## 3 Month



## June



## Historical New Listings

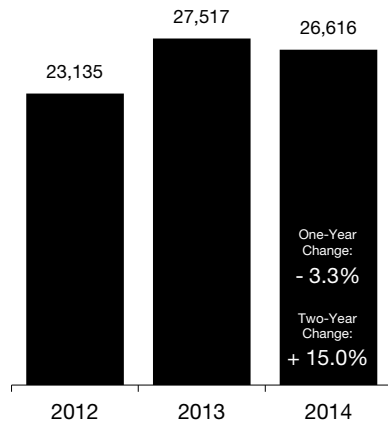


# Pending Sales

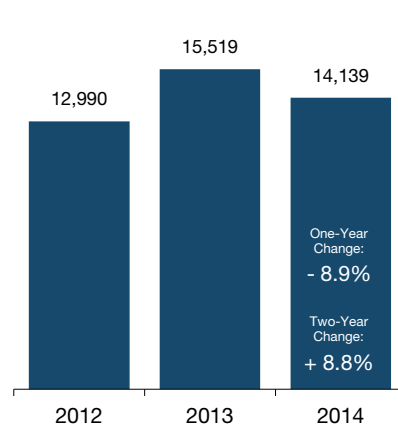
A count of the properties on which contracts have been accepted in a given month, regardless of whether or not the sale closes.



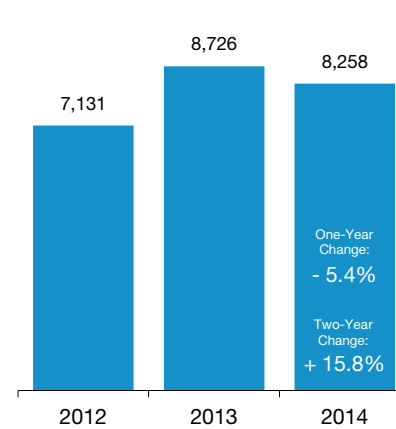
## 12 Month



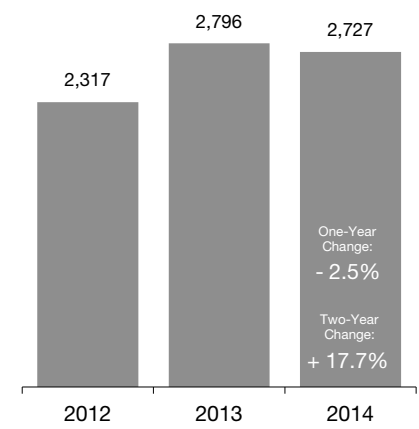
## 6 Month



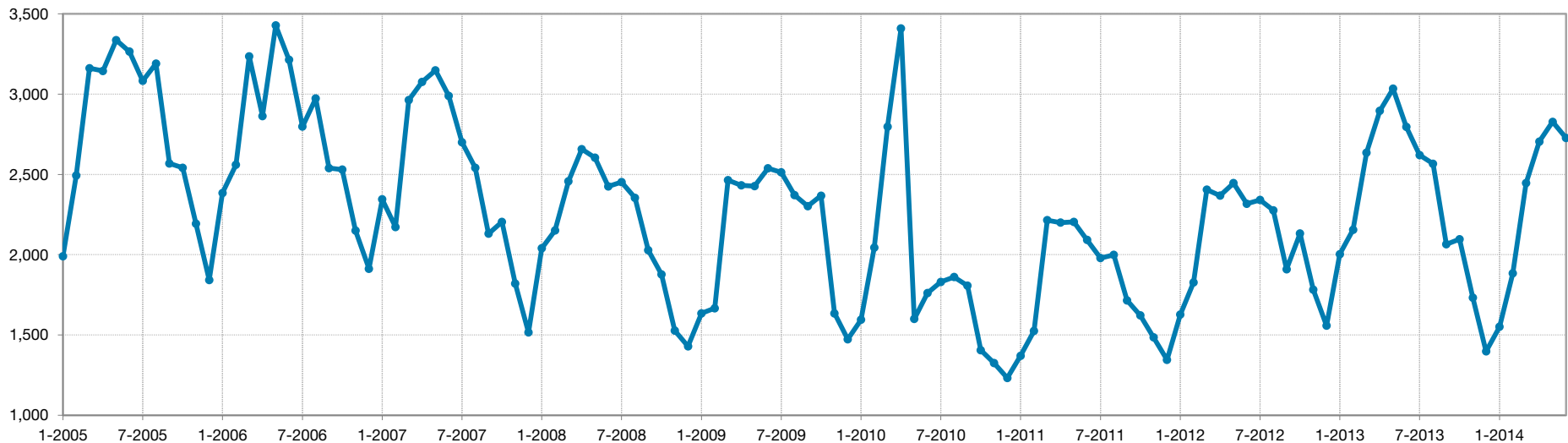
## 3 Month



## June



## Historical Pending Sales

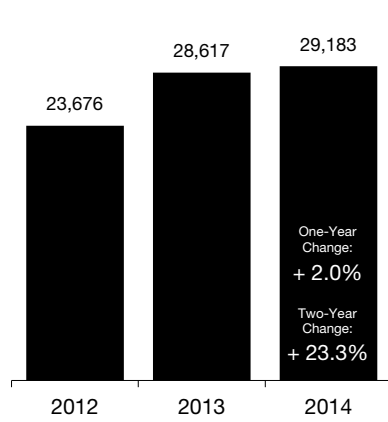


# Closed Sales

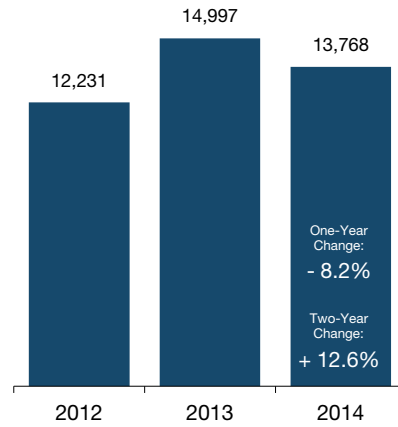
A count of the actual sales that have closed in a given month.



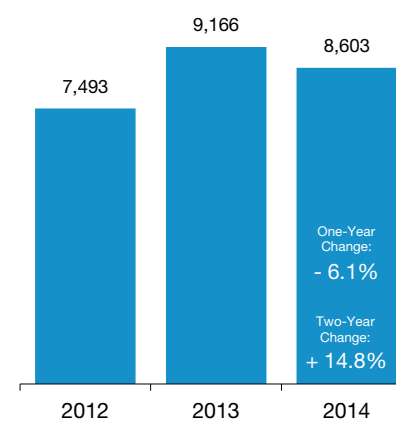
## 12 Month



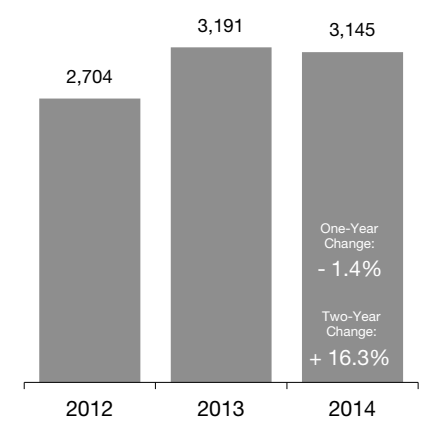
## 6 Month



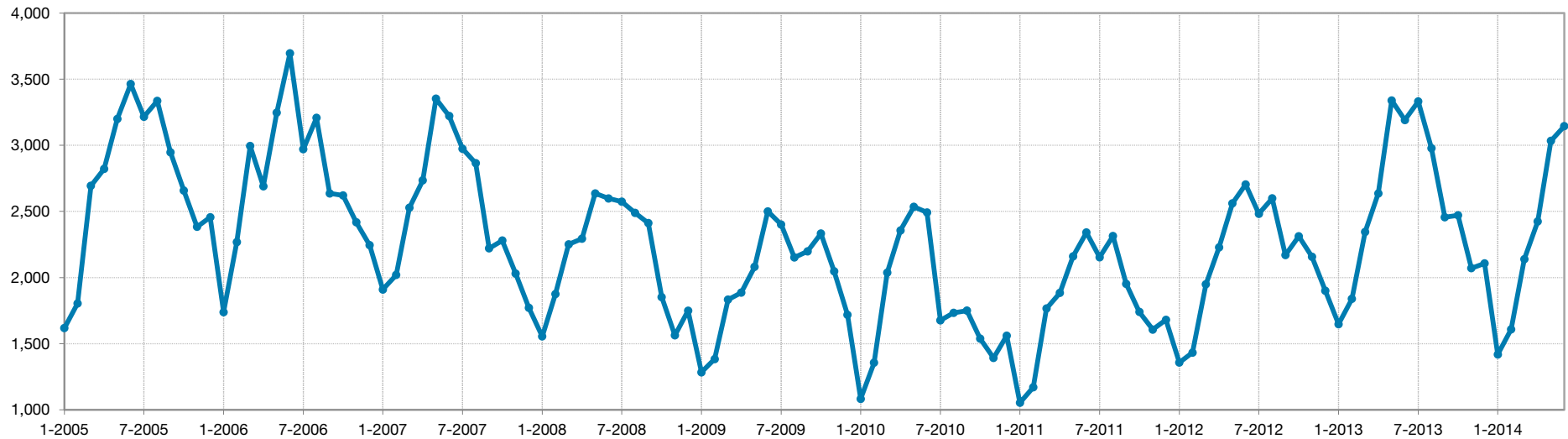
## 3 Month



## June



## Historical Closed Sales

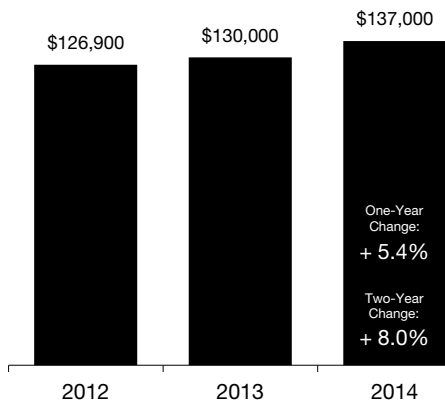


# Median Sales Price

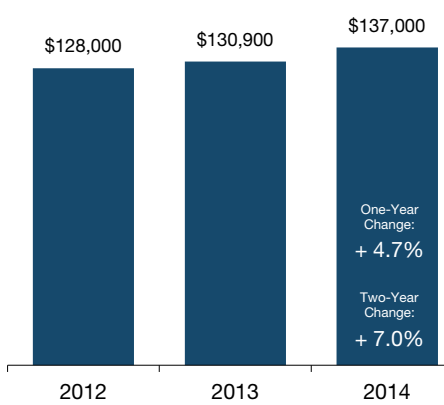
Median price point for all closed sales, not accounting for seller concessions, in a given month.



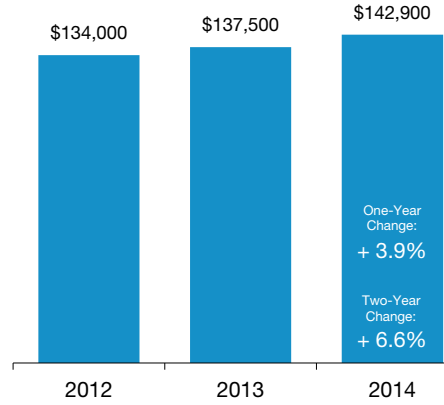
## 12 Month



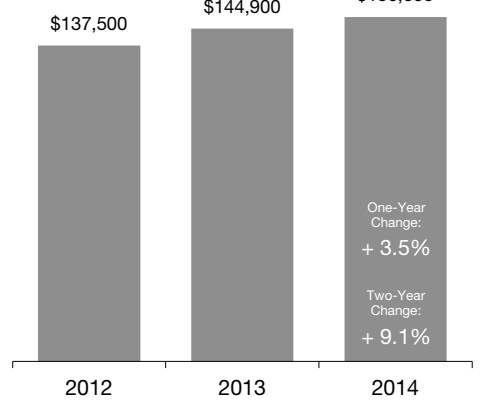
## 6 Month



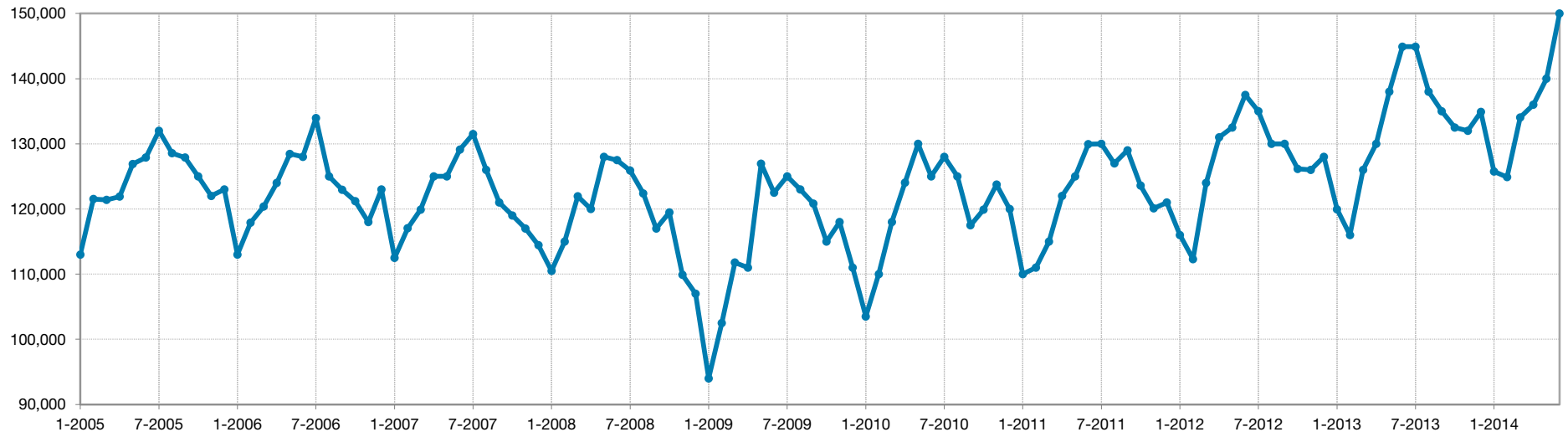
## 3 Month



## June



## Historical Median Sales Price

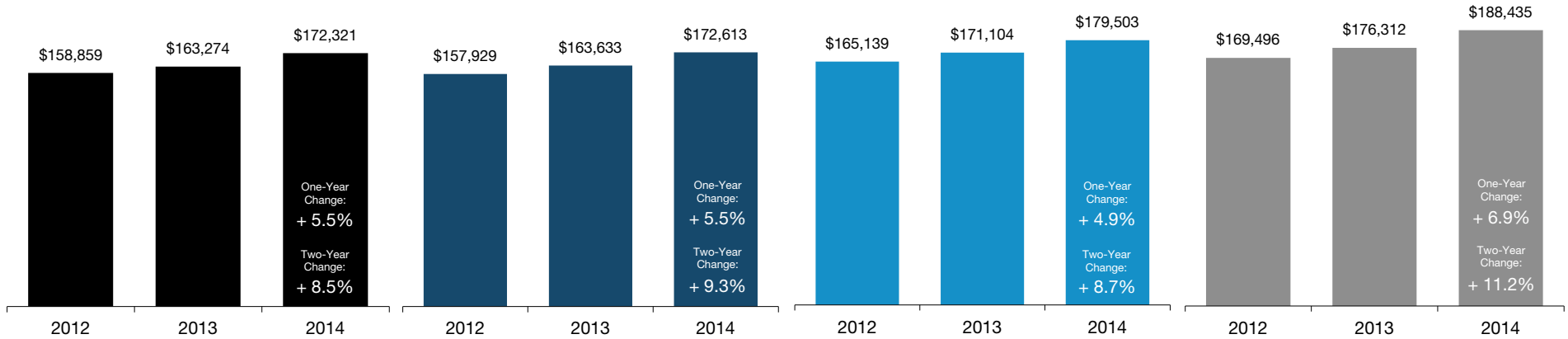


# Average Sales Price

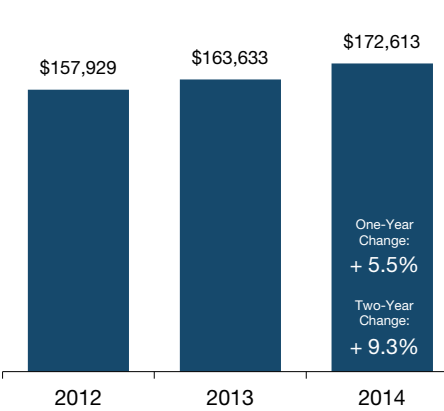
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



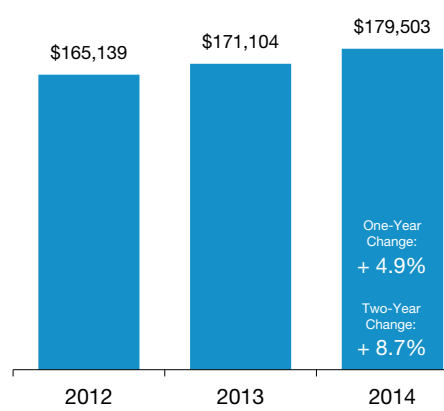
## 12 Month



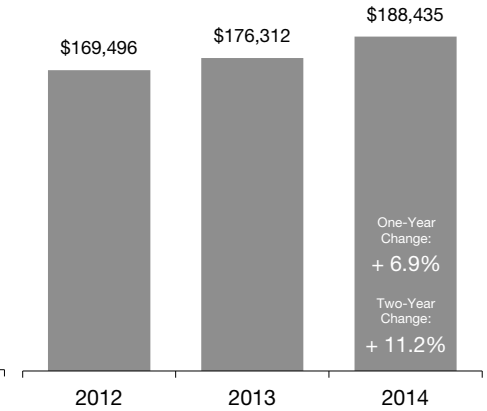
## 6 Month



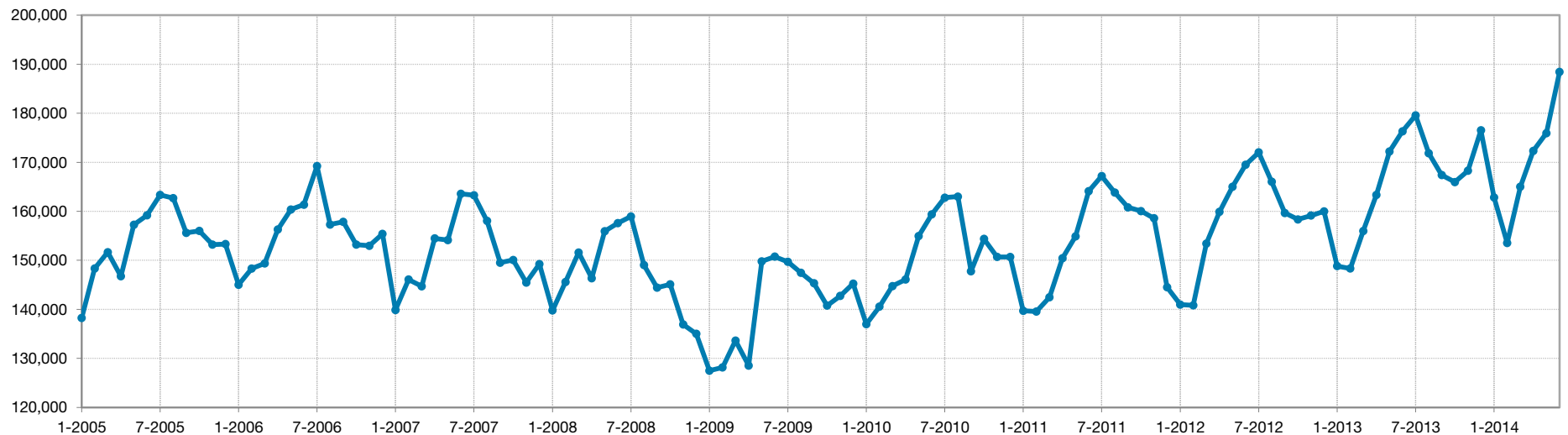
## 3 Month



## June



## Historical Average Sales Price

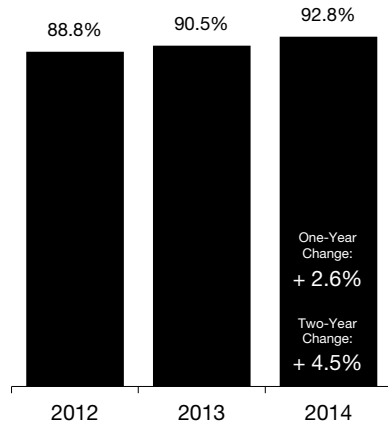


# Percent of Original List Price Received

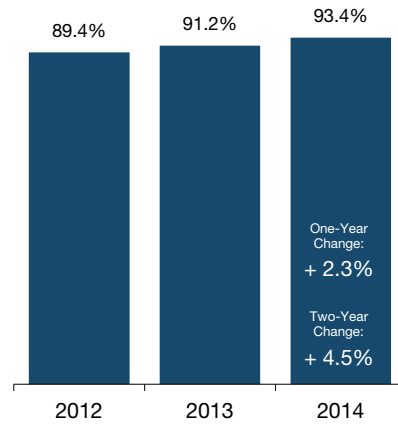
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



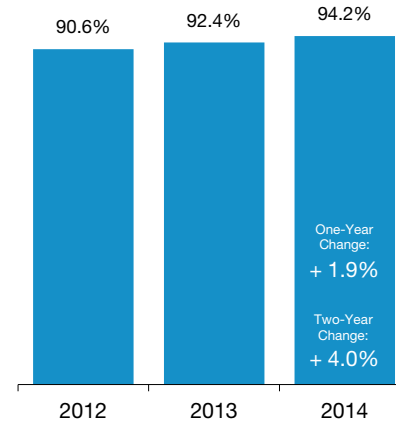
## 12 Month



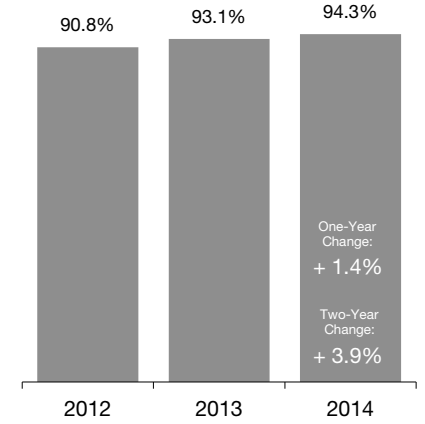
## 6 Month



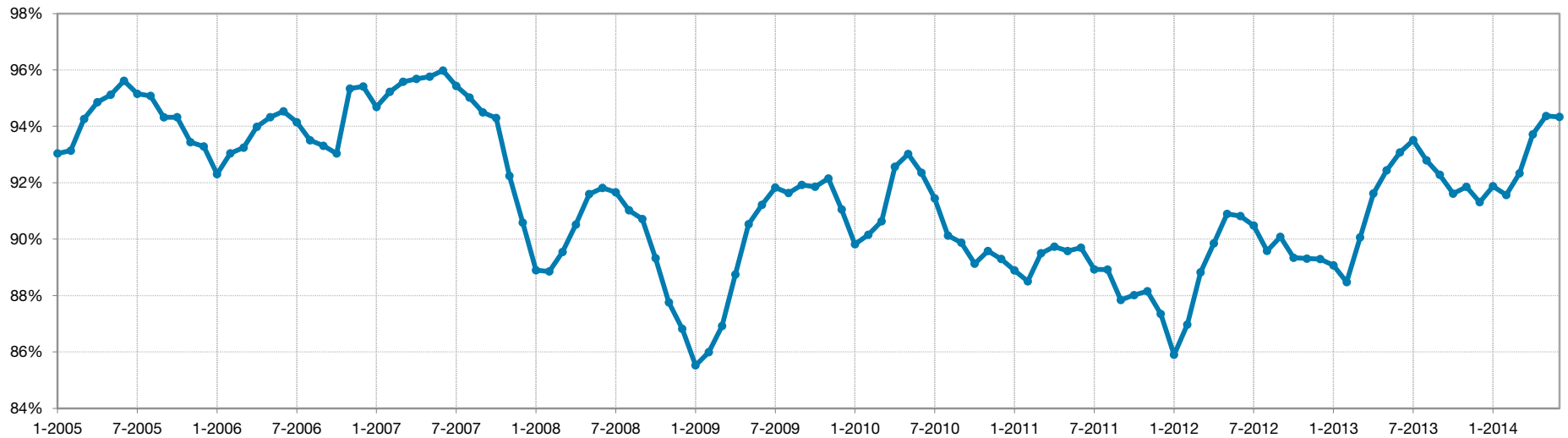
## 3 Month



## June



## Historical Percent of Original List Price Received



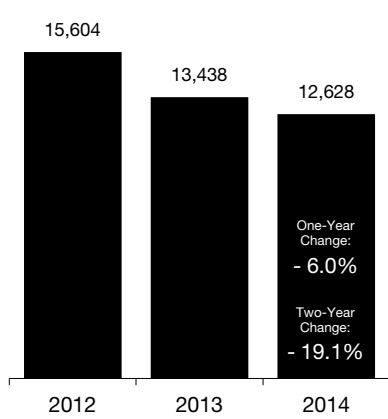


# Inventory of Homes for Sale

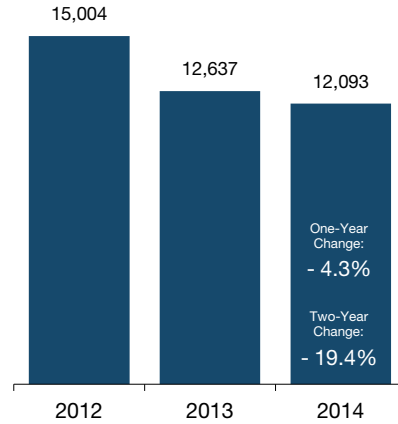
The number of properties available for sale in active status at the end of a given month.



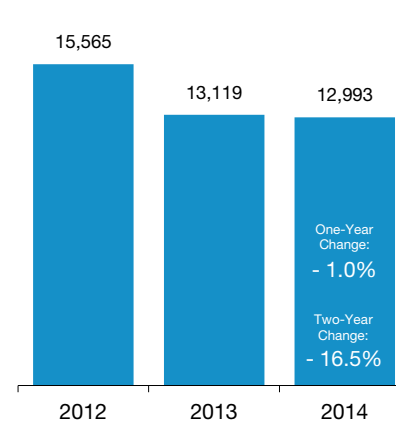
## 12 Month



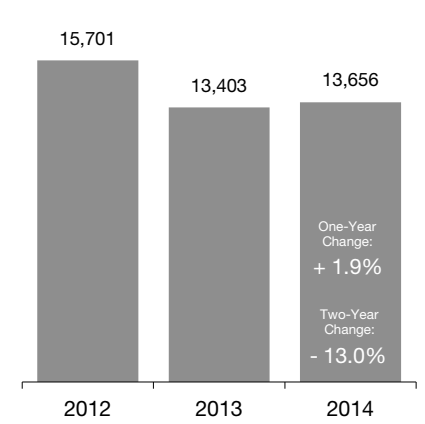
## 6 Month



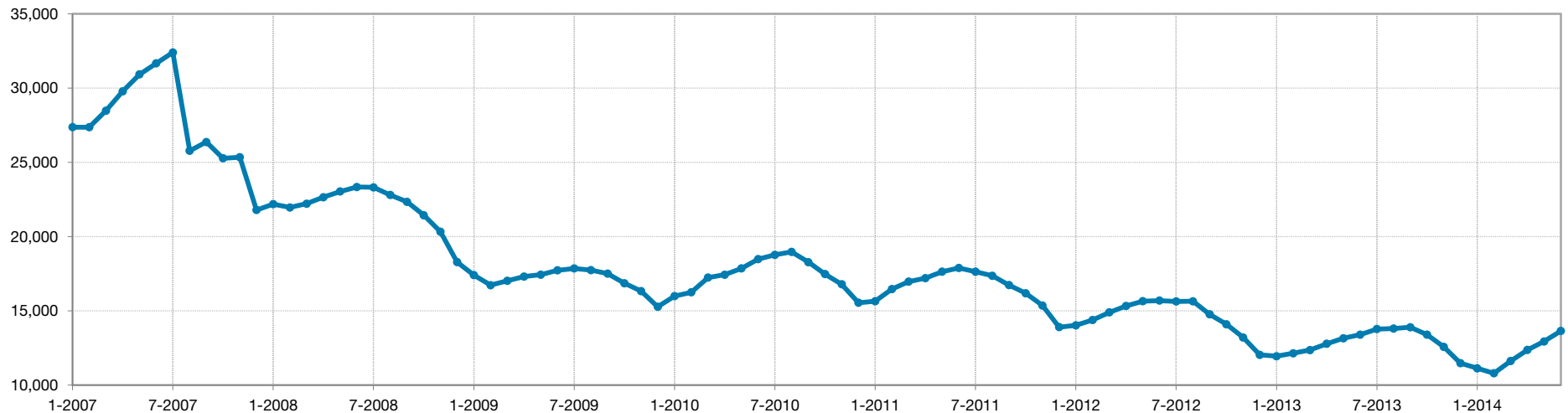
## 3 Month



## June



## Historical Inventory of Homes Available

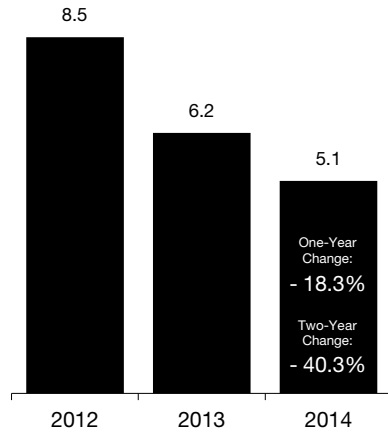


# Months Supply of Inventory

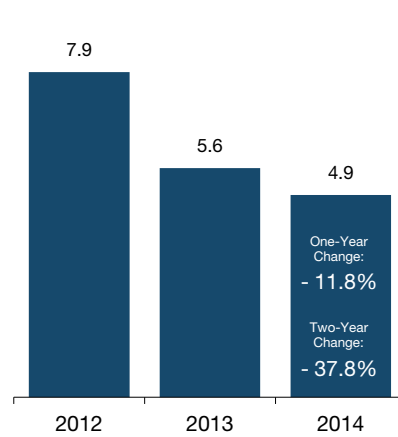
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



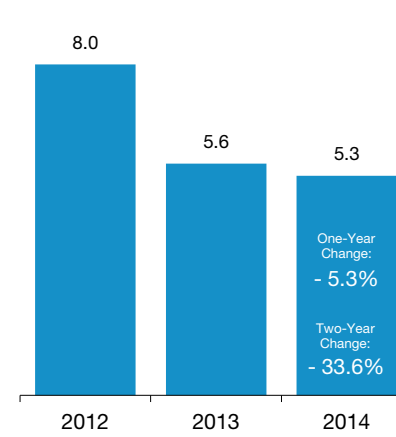
## 12 Month



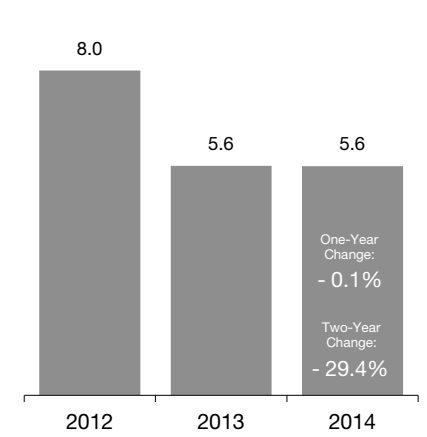
## 6 Month



## 3 Month



## June



## Historical Months Supply of Homes for Sale

