

Monthly Indicators

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



March 2015

It has been an active first quarter in the central Indiana housing market. While Pending Sales and New Listings slowed slightly in March, both indicators were still positive pointing to a healthy and energetic selling season.

New Listings in central Indiana increased 0.5 percent in March over March, 2014. This follows much-needed double digit increases in New Listings in January and February. Pending Sales were up 9.5 percent for the month of March and up 12.9 percent in the first quarter of 2015 compared to last year. Closed Sales were up an impressive 13.8 percent for the month of March and up 13.1 percent in the first quarter.

Prices continued to gain traction. The Median Sales Price increased 4.4 percent to \$140,000 for March and 4.6 percent to \$135,000 in the first quarter. Months Supply of Inventory was down 4.3 percent to 4.5 months.

The jobs picture, as a whole, looks promising. As employment drives home-buying activity, it is ever critical to watch labor statistics as a key indicator for the residential real estate market. A healthy job market combined with the expectation for continued low mortgage interest rates creates a lot of buying power in our market as we continue through the spring season.

Quick Facts

+ 13.1%

+ 4.6%

- 2.4%

Quarter-Over-Quarter Change in Closed Sales	Quarter-Over-Quarter Change in Median Sales Price	Year-Over-Year Change in Inventory
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Market Overview

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



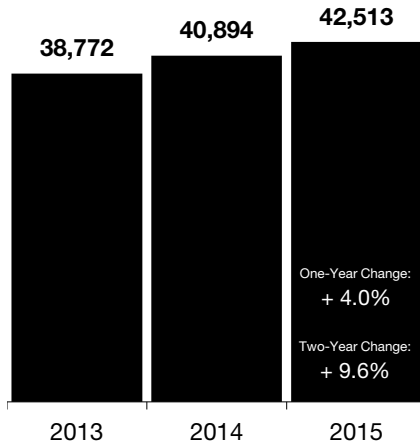
	Rolling 12 Months			Rolling 6 Months			Rolling 3 Months			Monthly			
	Current	Prior Year	+ / -	Current	Prior Year	+ / -	Current	Prior Year	+ / -	Current	Prior Year	+ / -	
New Listings	Jan 2015	42,155	41,373	+ 1.9%	17,832	16,946	+ 5.2%	7,093	6,414	+ 10.6%	2,796	2,257	+ 23.9%
	Feb 2015	42,492	40,750	+ 4.3%	16,918	15,463	+ 9.4%	7,616	6,512	+ 17.0%	2,846	2,509	+ 13.4%
	Mar 2015	42,513	40,894	+ 4.0%	17,248	16,056	+ 7.4%	9,637	8,740	+ 10.3%	3,995	3,974	+ 0.5%
Pending Sales	Jan 2015	27,651	27,544	+ 0.4%	12,538	11,408	+ 9.9%	5,320	4,681	+ 13.7%	1,814	1,551	+ 17.0%
	Feb 2015	27,911	27,273	+ 2.3%	12,136	10,726	+ 13.1%	5,588	4,833	+ 15.6%	2,144	1,884	+ 13.8%
	Mar 2015	28,144	27,084	+ 3.9%	12,469	11,107	+ 12.3%	6,637	5,881	+ 12.9%	2,679	2,446	+ 9.5%
Closed Sales	Jan 2015	27,651	30,183	- 8.4%	14,436	13,501	+ 6.9%	6,064	5,596	+ 8.4%	1,599	1,418	+ 12.8%
	Feb 2015	27,911	29,952	- 6.8%	13,355	12,131	+ 10.1%	5,789	5,133	+ 12.8%	1,810	1,608	+ 12.6%
	Mar 2015	30,334	29,746	+ 2.0%	13,013	11,814	+ 10.1%	5,844	5,165	+ 13.1%	2,435	2,139	+ 13.8%
Median Sales Price	Jan 2015	\$139,900	\$134,900	+ 3.7%	\$139,000	\$133,550	+ 4.1%	\$134,600	\$130,693	+ 3.0%	\$127,250	\$125,750	+ 1.2%
	Feb 2015	\$140,000	\$135,000	+ 3.7%	\$136,500	\$131,000	+ 4.2%	\$132,000	\$129,000	+ 2.3%	\$131,500	\$124,900	+ 5.3%
	Mar 2015	\$140,000	\$135,000	+ 3.7%	\$136,000	\$130,900	+ 3.9%	\$135,000	\$129,050	+ 4.6%	\$140,000	\$134,043	+ 4.4%
Average Sales Price	Jan 2015	\$175,782	\$168,684	+ 4.2%	\$175,926	\$169,197	+ 4.0%	\$173,425	\$170,000	+ 2.0%	\$166,116	\$162,826	+ 2.0%
	Feb 2015	\$176,380	\$169,071	+ 4.3%	\$173,004	\$166,438	+ 3.9%	\$170,062	\$165,480	+ 2.8%	\$166,384	\$153,536	+ 8.4%
	Mar 2015	\$177,136	\$169,787	+ 4.3%	\$173,710	\$165,978	+ 4.7%	\$170,328	\$160,841	+ 5.9%	\$175,991	\$165,010	+ 6.7%
Percent of Original List Price Received at Sale	Jan 2015	93.3%	91.9%	+ 1.5%	92.9%	92.0%	+ 1.0%	92.3%	91.7%	+ 0.7%	91.9%	91.9%	+ 0.0%
	Feb 2015	93.3%	92.1%	+ 1.3%	92.6%	91.8%	+ 0.9%	92.1%	91.5%	+ 0.6%	91.7%	91.6%	+ 0.2%
	Mar 2015	93.3%	92.3%	+ 1.1%	92.5%	91.8%	+ 0.8%	92.3%	92.0%	+ 0.3%	92.9%	92.3%	+ 0.6%
Total Active Listings Available at Month End	Jan 2015										11,121	11,138	- 0.2%
	Feb 2015										10,914	10,809	+ 1.0%
	Mar 2015										11,348	11,632	- 2.4%
Months Supply of Inventory	Jan 2015										4.5	4.4	+ 1.0%
	Feb 2015										4.4	4.3	+ 0.7%
	Mar 2015										4.5	4.7	- 4.3%

New Listings

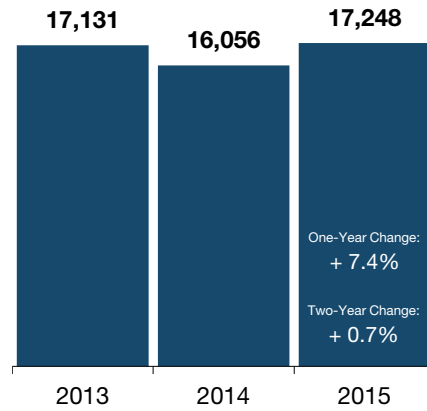
A count of the properties that have been newly listed on the market in a given month, regardless of what status they're currently in.



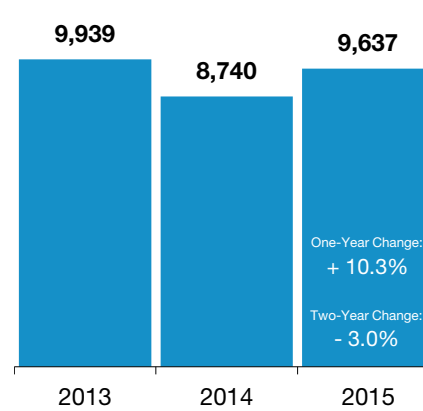
12 Month



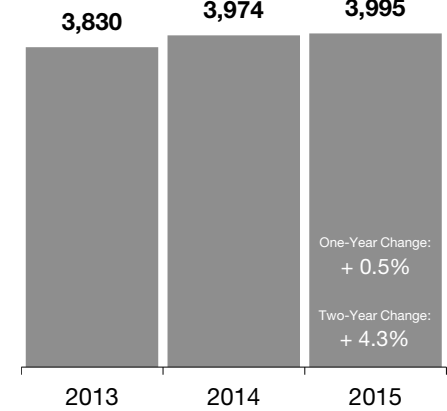
6 Month



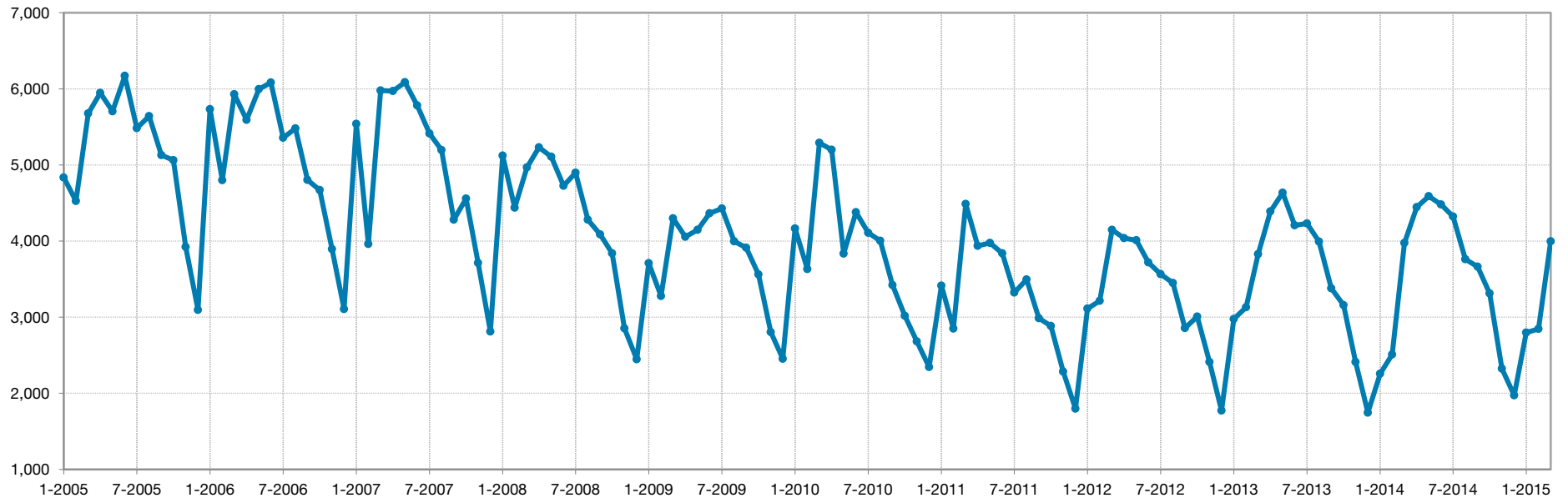
3 Month



March



Historical New Listings

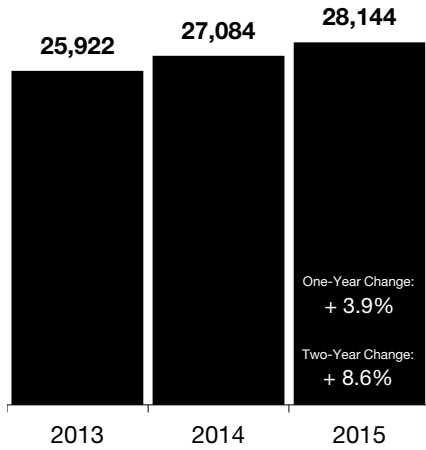


Pending Sales

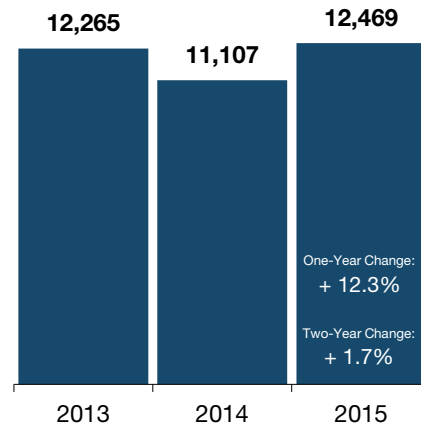
A count of the properties on which contracts have been accepted in a given month, regardless of whether or not the sale closes.



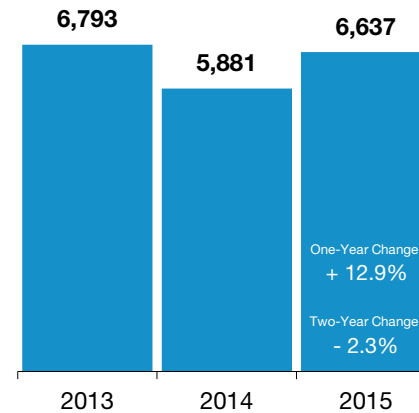
12 Month



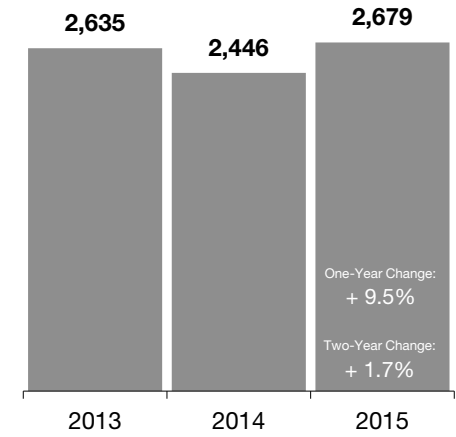
6 Month



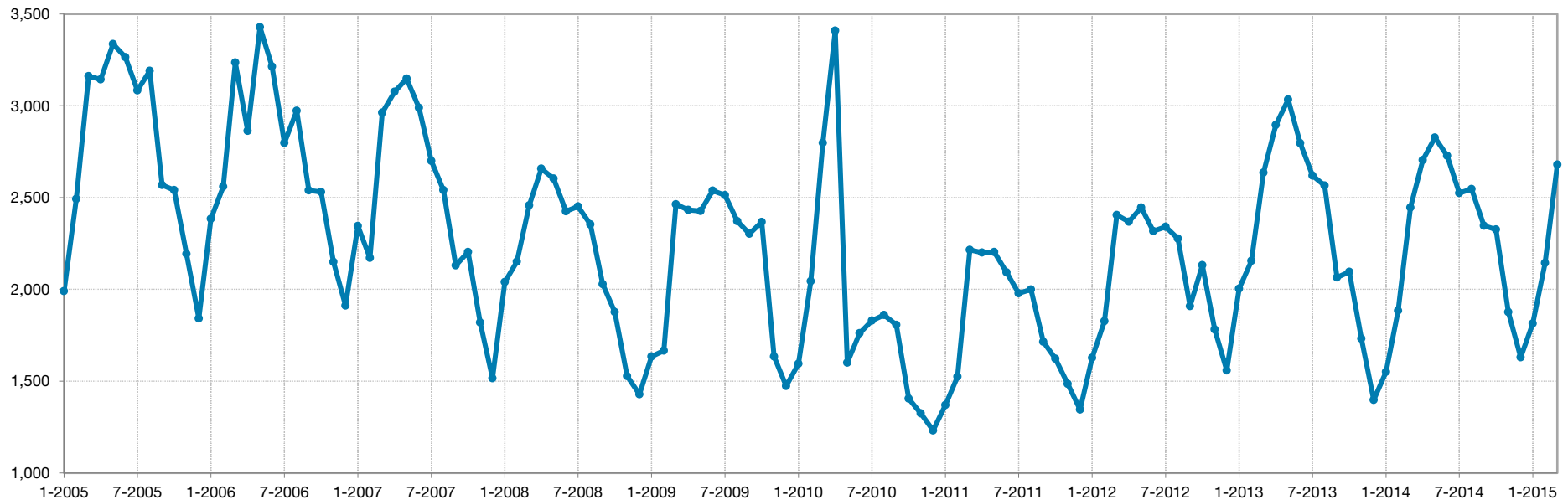
3 Month



March



Historical Pending Sales

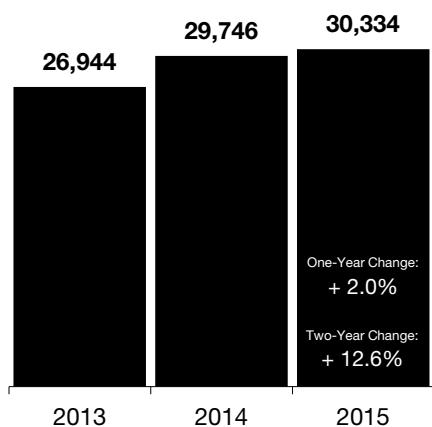


Closed Sales

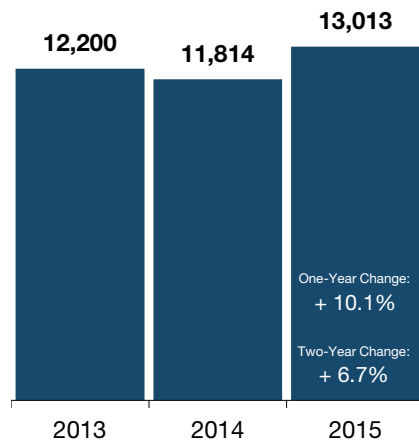
A count of the actual sales that have closed in a given month.



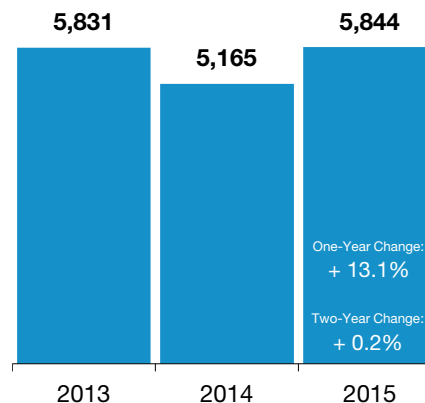
12 Month



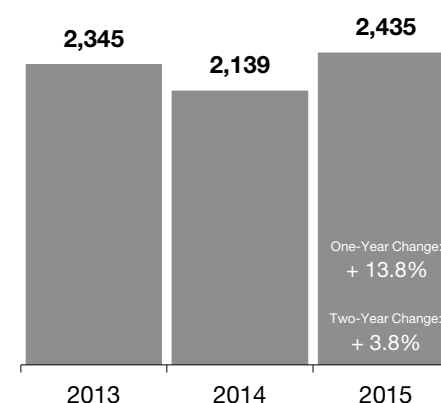
6 Month



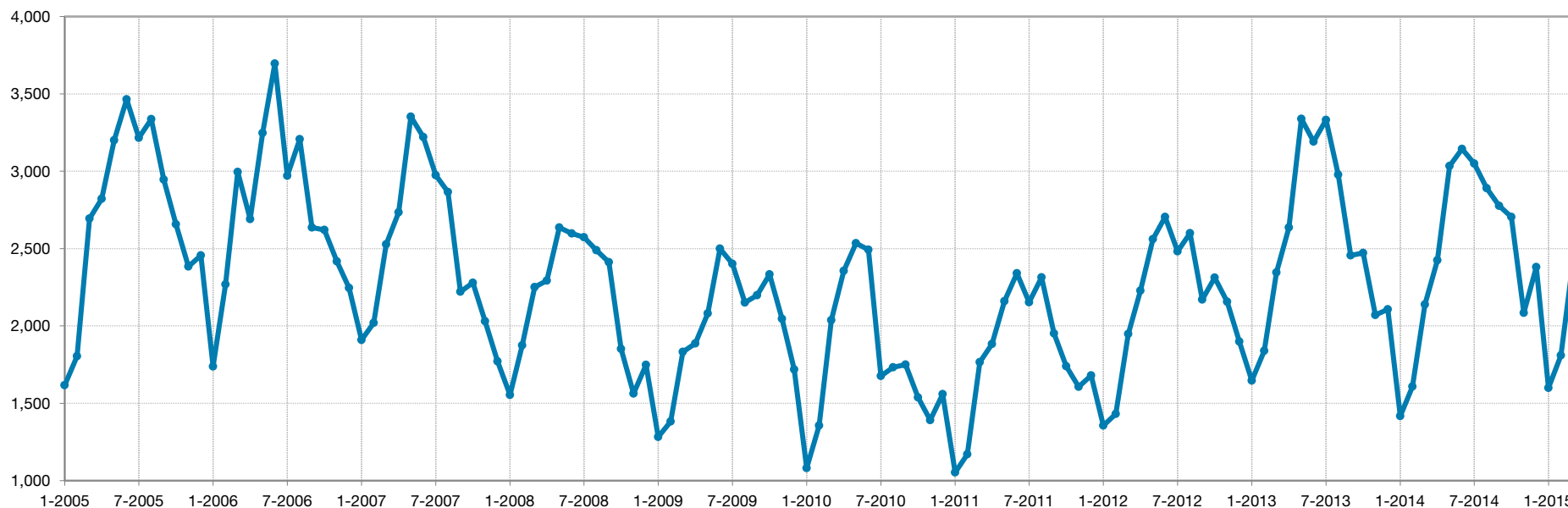
3 Month



March



Historical Closed Sales

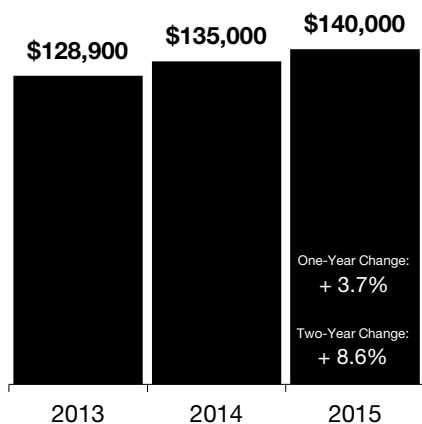


Median Sales Price

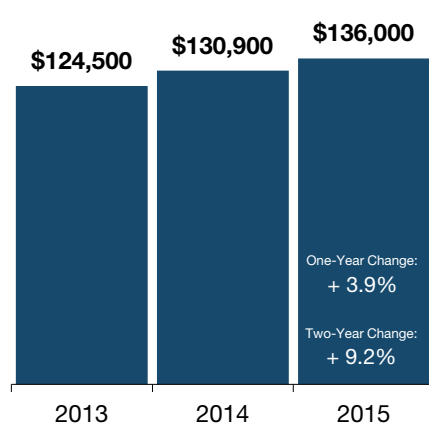
Median price point for all closed sales, not accounting for seller concessions, in a given month.



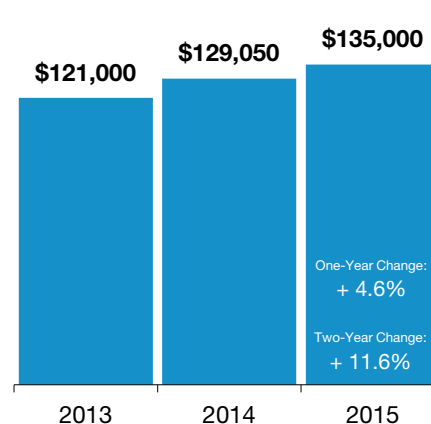
12 Month



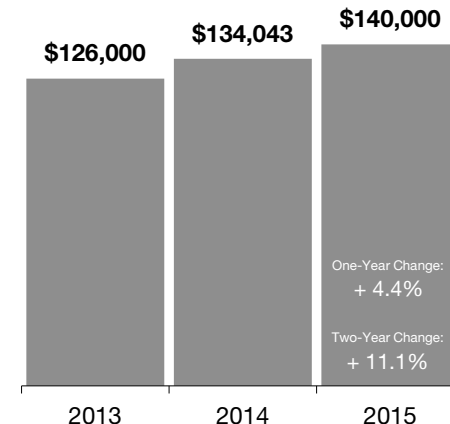
6 Month



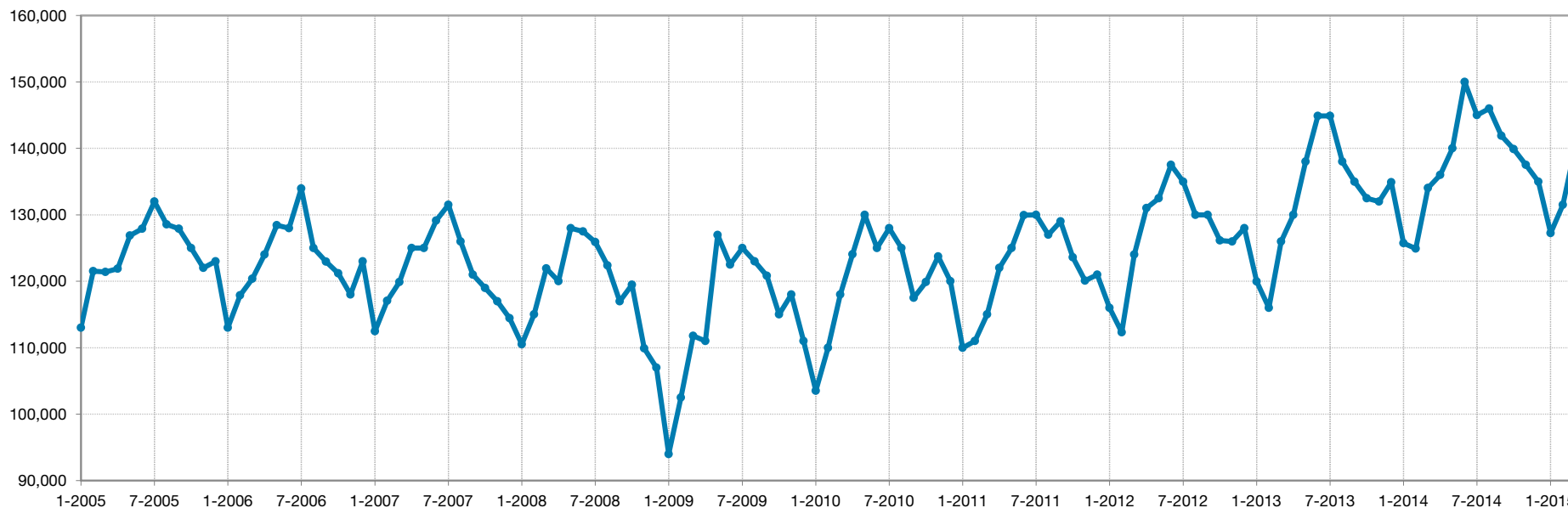
3 Month



March



Historical Median Sales Price

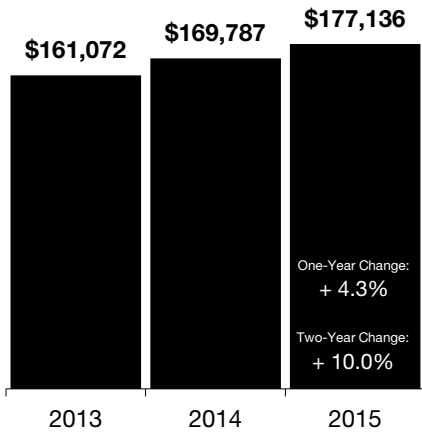


Average Sales Price

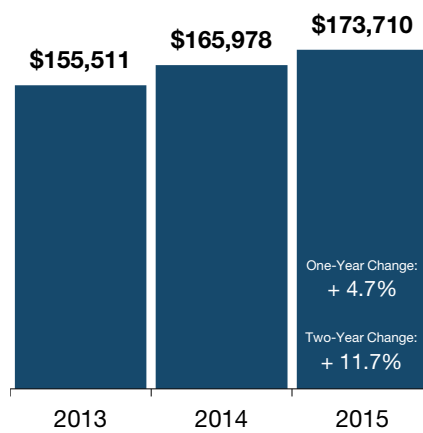
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



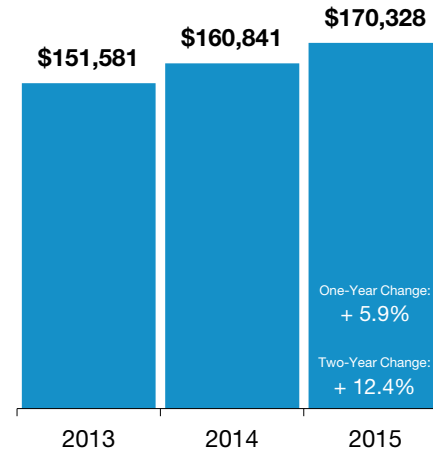
12 Month



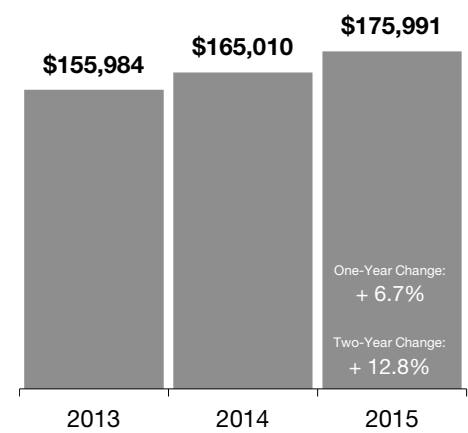
6 Month



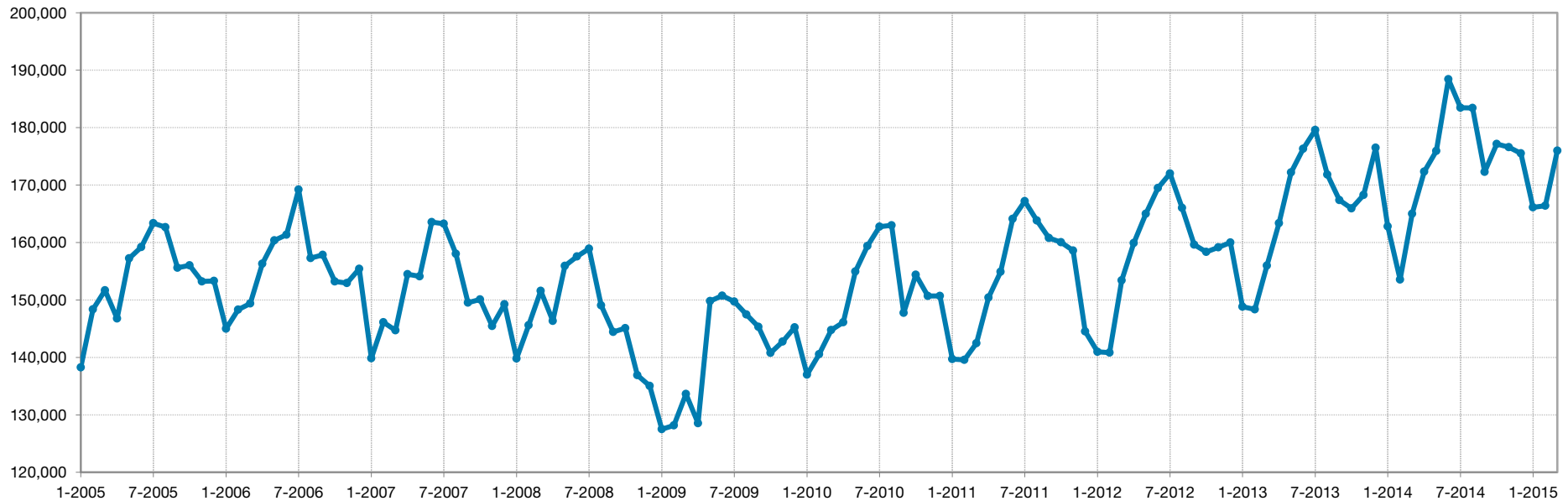
3 Month



March



Historical Average Sales Price

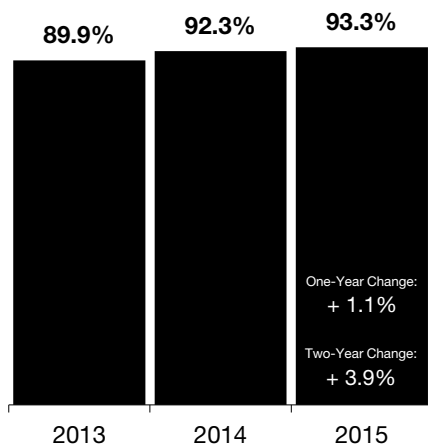


Percent of Original List Price Received

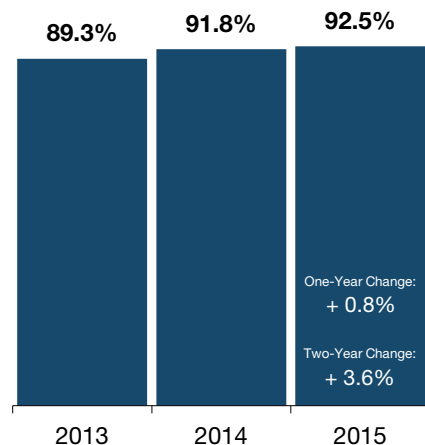
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



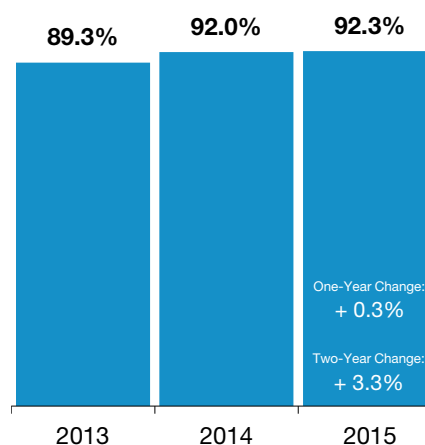
12 Month



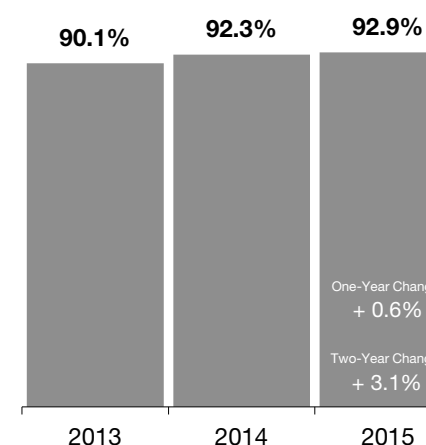
6 Month



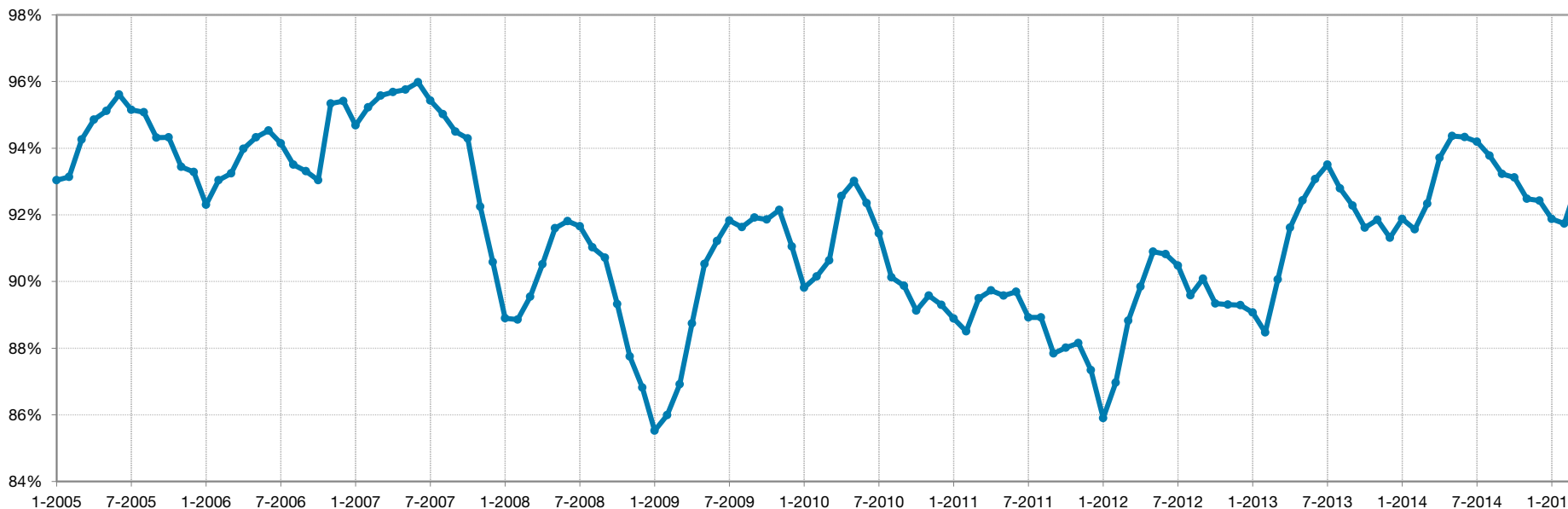
3 Month



March



Historical Percent of Original List Price Received

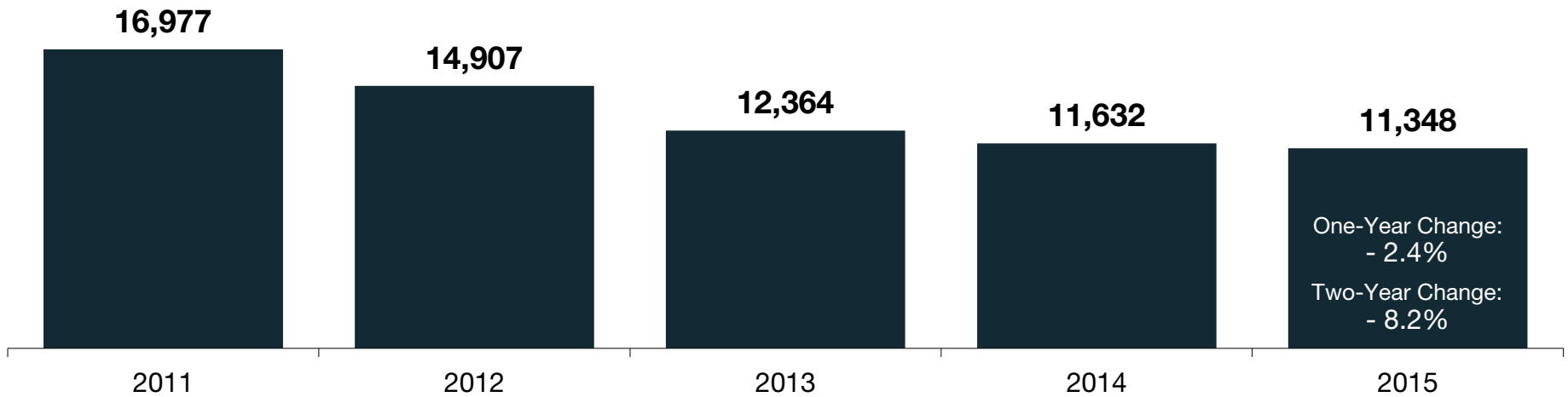


Inventory of Homes for Sale

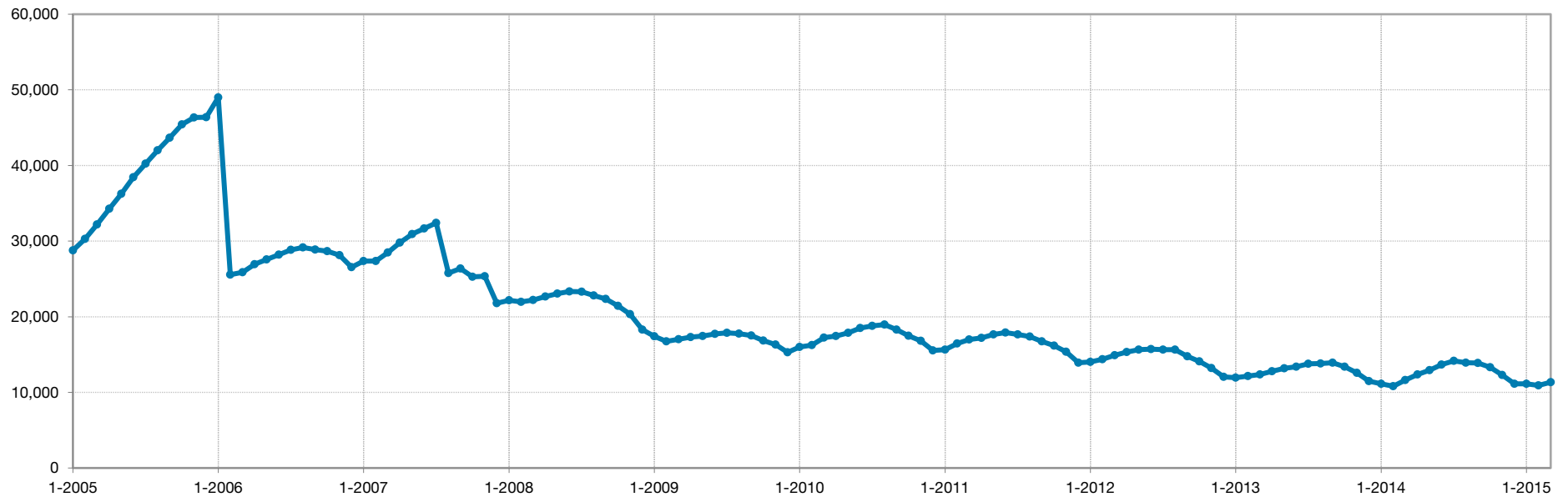
The number of properties available for sale in active status at the end of a given month. There are no rolling figures for Inventory of Homes for Sale because these metrics are simply snapshots frozen in time at the end of each month. It does not add up over a period of months.



March



Historical Inventory of Homes Available

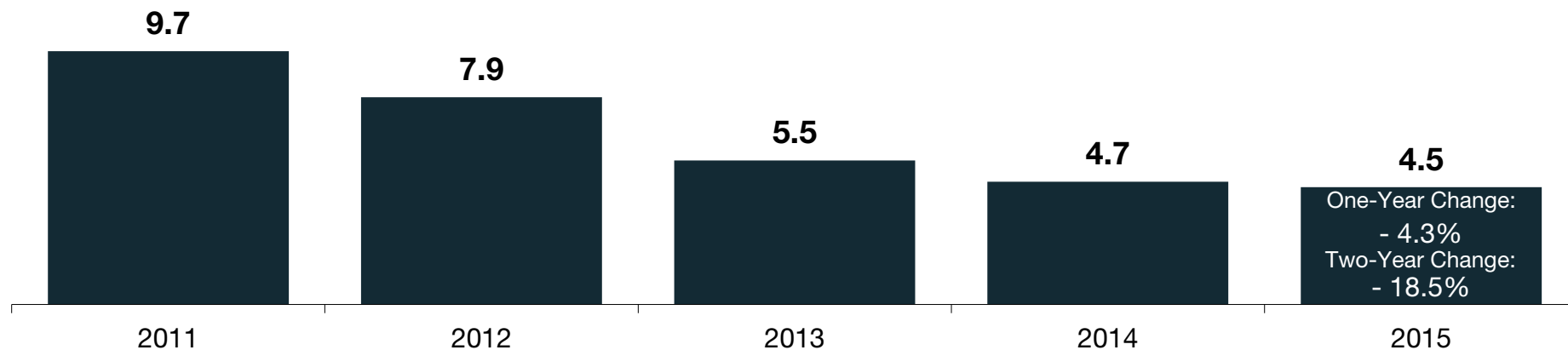


Months Supply of Inventory

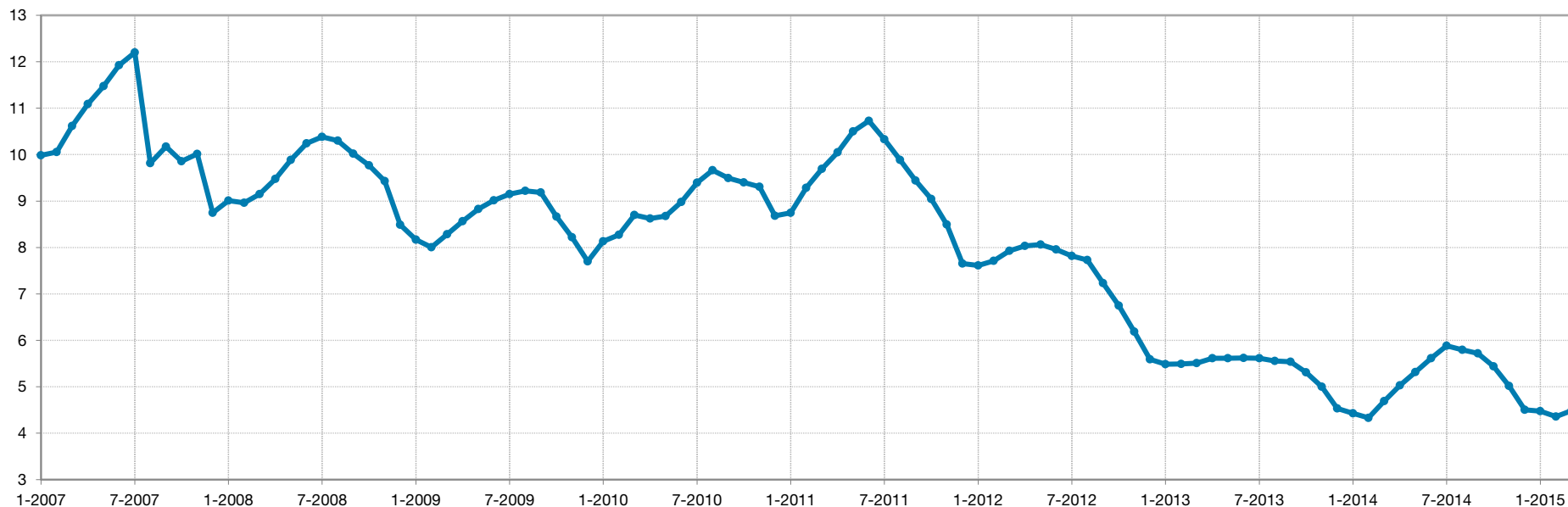
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months. There are no rolling figures for Months Supply of Inventory because these metrics are simply snapshots frozen in time at the end of each month. It does not add up over a period of months.



March



Historical Months Supply of Homes for Sale



Local Market Update – March 2015

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



Boone County

- 5.4%

- 2.4%

- 16.2%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Jan through Mar

March

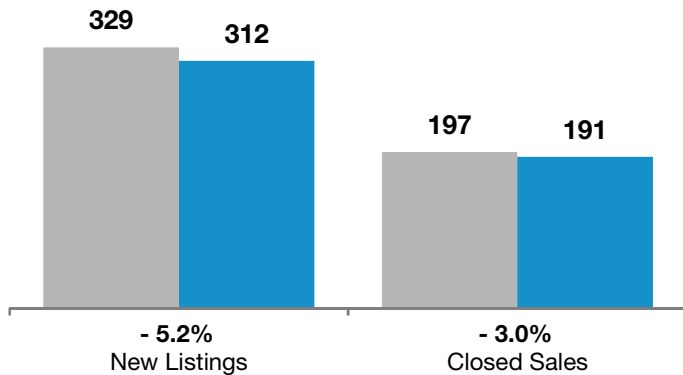
	2014	2015	+ / -	2014	2015	+ / -
New Listings	329	312	- 5.2%	149	141	- 5.4%
Closed Sales	197	191	- 3.0%	85	83	- 2.4%
Median Sales Price*	\$225,000	\$185,000	- 17.8%	\$232,750	\$195,000	- 16.2%
Average Sales Price*	\$279,635	\$257,973	- 7.7%	\$275,341	\$268,261	- 2.6%
Percent of Original List Price Received at Sale*	93.4%	93.5%	+ 0.1%	94.6%	93.5%	- 1.2%
Months Supply of Inventory				4.6	4.5	- 3.4%
Single-Family Detached Inventory				414	393	- 5.1%
Townhouse-Condo Inventory				12	12	0.0%

There are no rolling figures for Months Supply of Inventory, Single-Family Detached Inventory and Townhouse-Condo Inventory because these metrics are simply snapshots frozen in time at the end of each month. It does not add up over a period of months.

* Does not account for seller concessions. | + / - by month may look extreme due to small sample size. | Totals rounded to whole number or tenth of a percent; rounding error may occur.

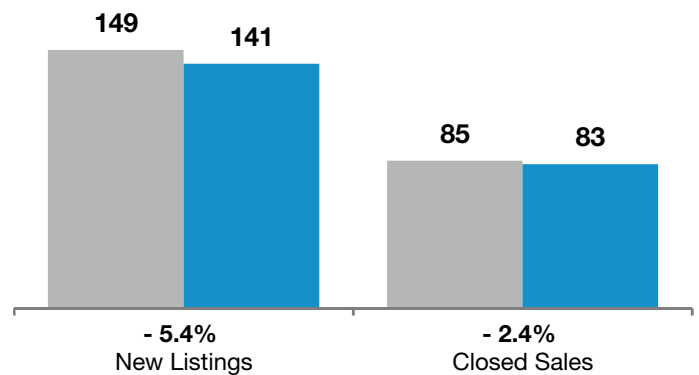
Jan through Mar

■ 2014 ■ 2015



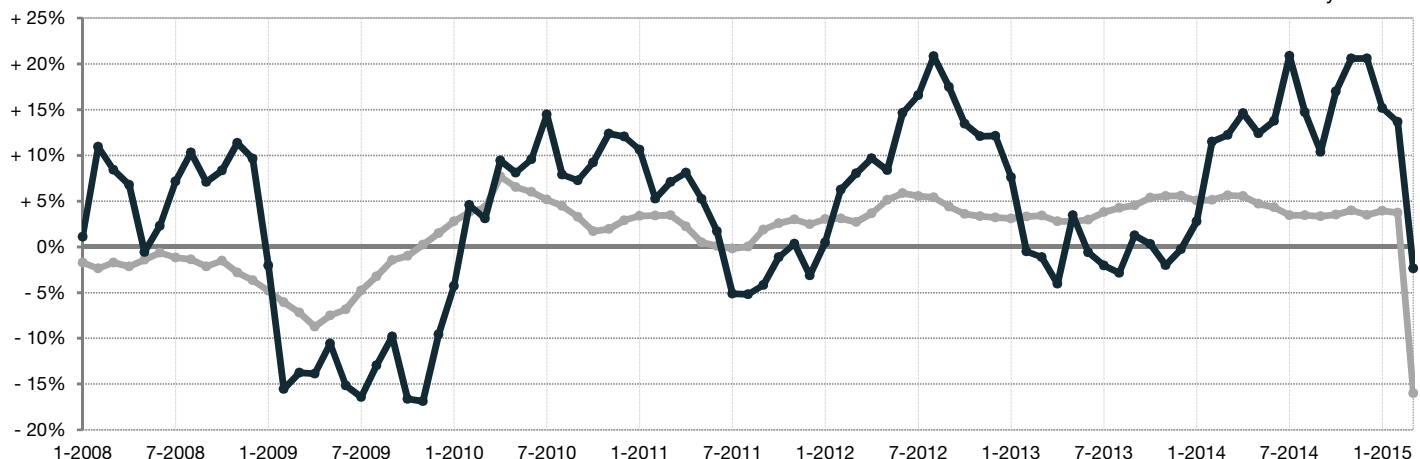
March

■ 2014 ■ 2015



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®). Provided by the Metropolitan Indianapolis Board of REALTORS® and Multiple Listing Service. | Powered by 10K Research and Marketing.

Local Market Update – March 2015

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- 18.5%

- 61.1%

- 15.7%

Brown County

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Jan through Mar

March

	2014	2015	+ / -	2014	2015	+ / -
New Listings	63	51	- 19.0%	27	22	- 18.5%
Closed Sales	35	34	- 2.9%	18	7	- 61.1%
Median Sales Price*	\$120,000	\$131,500	+ 9.6%	\$116,190	\$98,000	- 15.7%
Average Sales Price*	\$137,553	\$157,379	+ 14.4%	\$133,286	\$119,714	- 10.2%
Percent of Original List Price Received at Sale*	83.3%	89.2%	+ 7.1%	84.3%	83.0%	- 1.5%
Months Supply of Inventory				18.0	17.2	- 4.9%
Single-Family Detached Inventory				244	247	+ 1.2%
Townhouse-Condo Inventory				7	6	- 14.3%

There are no rolling figures for Months Supply of Inventory, Single-Family Detached Inventory and Townhouse-Condo Inventory because these metrics are simply snapshots frozen in time at the end of each month. It does not add up over a period of months.

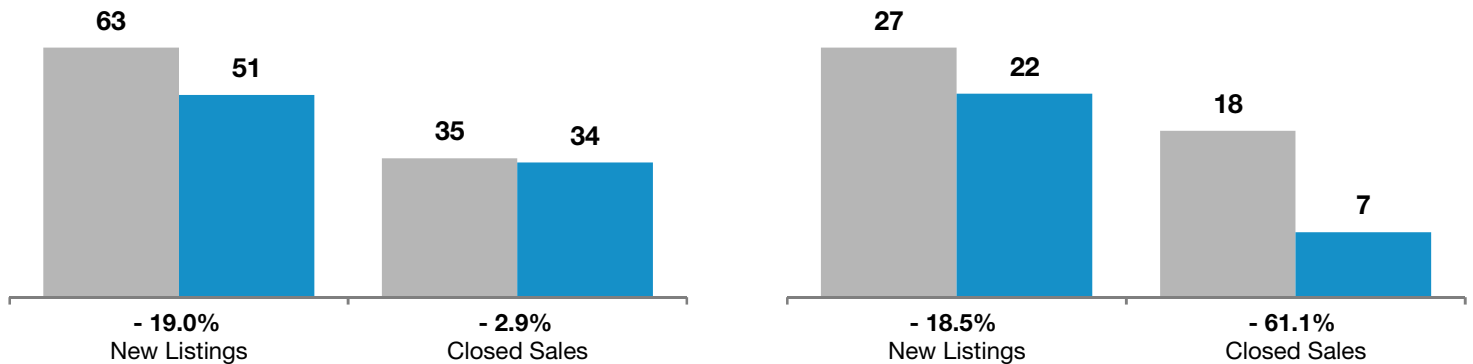
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Jan through Mar

■ 2014 ■ 2015

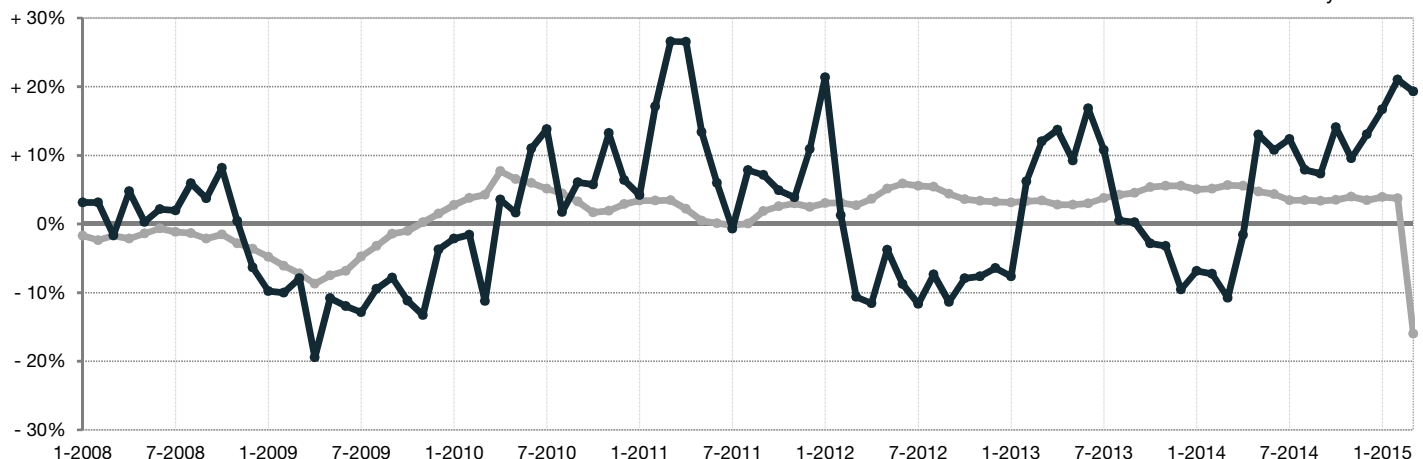
March

■ 2014 ■ 2015



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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Local Market Update – March 2015

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- 6.1%

- 16.0%

+ 23.7%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Decatur County

Jan through Mar

March

	2014	2015	+ / -	2014	2015	+ / -
New Listings	76	89	+ 17.1%	33	31	- 6.1%
Closed Sales	57	60	+ 5.3%	25	21	- 16.0%
Median Sales Price*	\$95,000	\$92,950	- 2.2%	\$95,000	\$117,500	+ 23.7%
Average Sales Price*	\$116,409	\$107,230	- 7.9%	\$122,361	\$142,620	+ 16.6%
Percent of Original List Price Received at Sale*	89.8%	87.6%	- 2.5%	91.4%	86.4%	- 5.4%
Months Supply of Inventory				6.7	6.4	- 4.6%
Single-Family Detached Inventory				137	134	- 2.2%
Townhouse-Condo Inventory				0	1	--

There are no rolling figures for Months Supply of Inventory, Single-Family Detached Inventory and Townhouse-Condo Inventory because these metrics are simply snapshots frozen in time at the end of each month. It does not add up over a period of months.

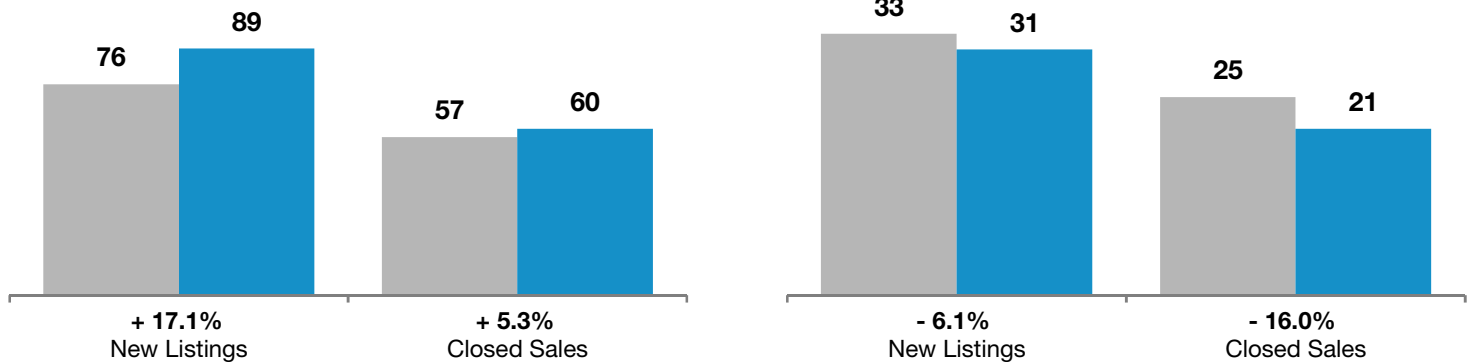
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Jan through Mar

■ 2014 ■ 2015

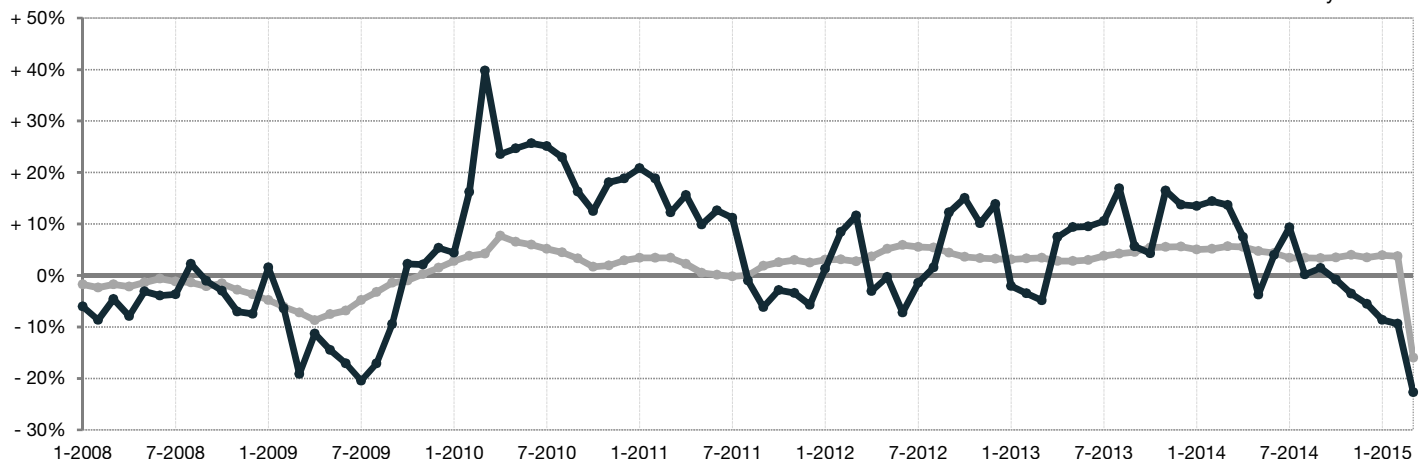
March

■ 2014 ■ 2015



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

- 1.9%

+ 18.3%

- 2.3%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Jan through Mar

March

	2014	2015	+ / -	2014	2015	+ / -
New Listings	1,792	1,964	+ 9.6%	862	846	- 1.9%
Closed Sales	1,001	1,156	+ 15.5%	436	516	+ 18.3%
Median Sales Price*	\$209,000	\$217,950	+ 4.3%	\$225,000	\$219,900	- 2.3%
Average Sales Price*	\$253,381	\$269,240	+ 6.3%	\$257,028	\$270,881	+ 5.4%
Percent of Original List Price Received at Sale*	94.7%	94.8%	+ 0.1%	95.1%	95.1%	- 0.0%
Months Supply of Inventory				3.5	3.3	- 6.1%
Single-Family Detached Inventory				1,662	1,628	- 2.0%
Townhouse-Condo Inventory				190	155	- 18.4%

There are no rolling figures for Months Supply of Inventory, Single-Family Detached Inventory and Townhouse-Condo Inventory because these metrics are simply snapshots frozen in time at the end of each month. It does not add up over a period of months.

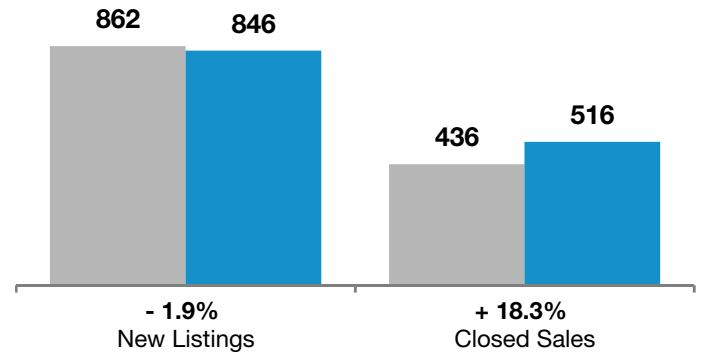
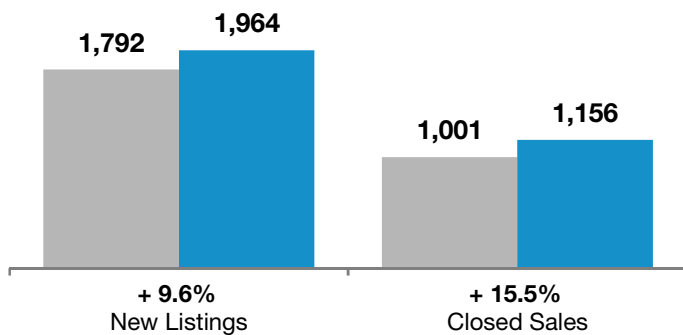
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Jan through Mar

■ 2014 ■ 2015

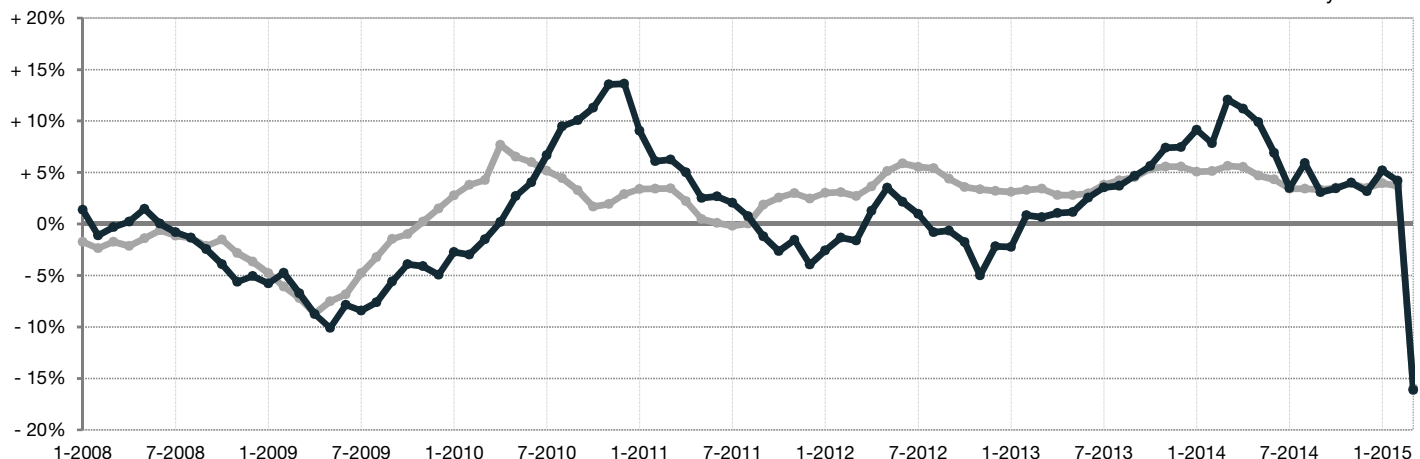
March

■ 2014 ■ 2015



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

Indianapolis Metro Area —
Hamilton County —



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Local Market Update – March 2015

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



- 18.7%

- 20.8%

+ 4.4%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Hancock County

Jan through Mar

March

	2014	2015	+ / -	2014	2015	+ / -
New Listings	372	368	- 1.1%	166	135	- 18.7%
Closed Sales	209	218	+ 4.3%	101	80	- 20.8%
Median Sales Price*	\$136,000	\$134,000	- 1.5%	\$136,000	\$142,000	+ 4.4%
Average Sales Price*	\$150,192	\$150,641	+ 0.3%	\$151,744	\$158,942	+ 4.7%
Percent of Original List Price Received at Sale*	92.6%	93.0%	+ 0.4%	94.9%	93.3%	- 1.8%
Months Supply of Inventory				4.7	4.3	- 9.4%
Single-Family Detached Inventory				429	414	- 3.5%
Townhouse-Condo Inventory				14	5	- 64.3%

There are no rolling figures for Months Supply of Inventory, Single-Family Detached Inventory and Townhouse-Condo Inventory because these metrics are simply snapshots frozen in time at the end of each month. It does not add up over a period of months.

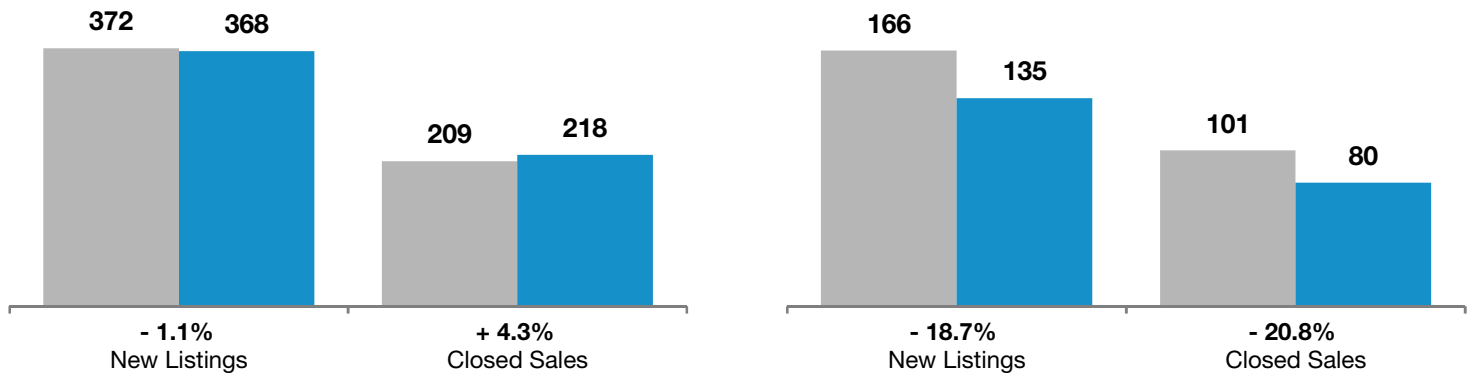
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Jan through Mar

■ 2014 ■ 2015

March

■ 2014 ■ 2015



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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Local Market Update – March 2015

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



- 5.7%

+ 6.9%

+ 17.0%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Hendricks County

Jan through Mar

March

	2014	2015	+ / -	2014	2015	+ / -
New Listings	747	786	+ 5.2%	348	328	- 5.7%
Closed Sales	467	469	+ 0.4%	188	201	+ 6.9%
Median Sales Price*	\$142,500	\$162,000	+ 13.7%	\$140,000	\$163,750	+ 17.0%
Average Sales Price*	\$165,142	\$184,542	+ 11.7%	\$159,865	\$180,246	+ 12.7%
Percent of Original List Price Received at Sale*	93.0%	93.7%	+ 0.7%	93.4%	94.5%	+ 1.2%
Months Supply of Inventory				3.7	3.7	- 0.5%
Single-Family Detached Inventory				761	767	+ 0.8%
Townhouse-Condo Inventory				77	56	- 27.3%

There are no rolling figures for Months Supply of Inventory, Single-Family Detached Inventory and Townhouse-Condo Inventory because these metrics are simply snapshots frozen in time at the end of each month. It does not add up over a period of months.

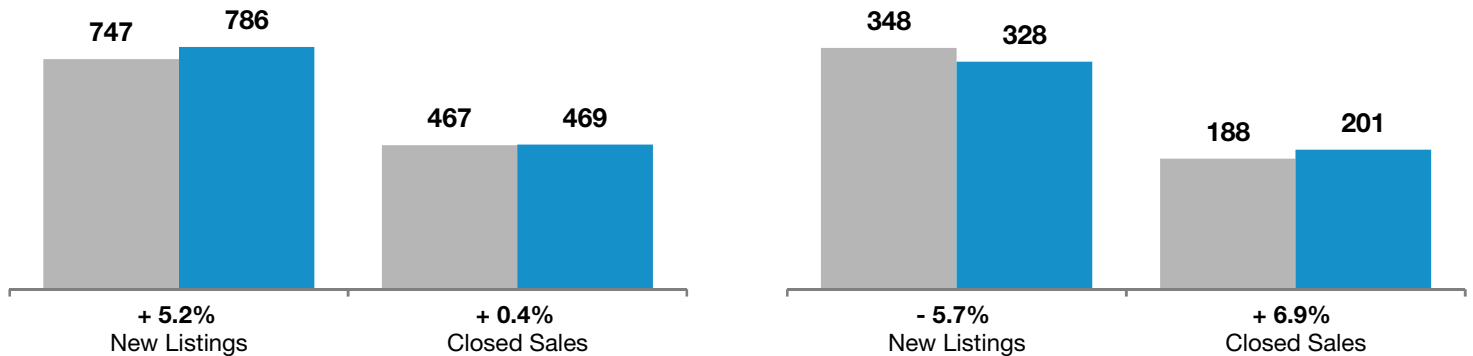
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Jan through Mar

■ 2014 ■ 2015

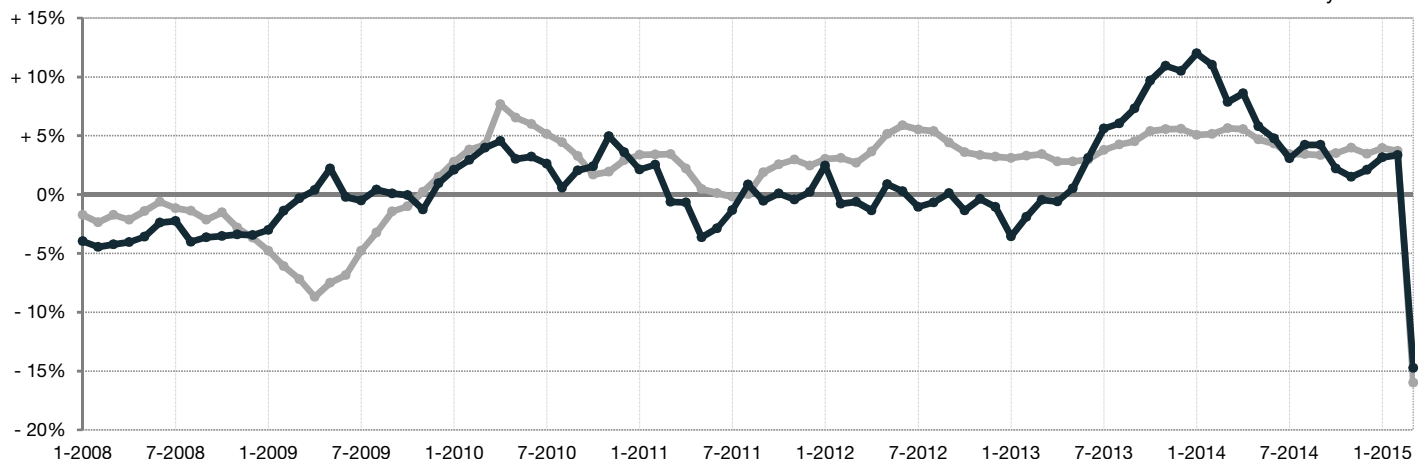
March

■ 2014 ■ 2015



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

Indianapolis Metro Area —
Hendricks County —



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Local Market Update – March 2015

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+ 2.7%

+ 29.9%

+ 10.2%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Johnson County

Jan through Mar

March

	2014	2015	+ / -	2014	2015	+ / -
New Listings	725	811	+ 11.9%	329	338	+ 2.7%
Closed Sales	408	485	+ 18.9%	164	213	+ 29.9%
Median Sales Price*	\$128,900	\$139,950	+ 8.6%	\$132,500	\$146,000	+ 10.2%
Average Sales Price*	\$151,823	\$165,609	+ 9.1%	\$156,799	\$172,707	+ 10.1%
Percent of Original List Price Received at Sale*	92.1%	93.8%	+ 1.8%	92.7%	94.1%	+ 1.5%
Months Supply of Inventory				4.5	3.9	- 14.1%
Single-Family Detached Inventory				875	797	- 8.9%
Townhouse-Condo Inventory				46	32	- 30.4%

There are no rolling figures for Months Supply of Inventory, Single-Family Detached Inventory and Townhouse-Condo Inventory because these metrics are simply snapshots frozen in time at the end of each month. It does not add up over a period of months.

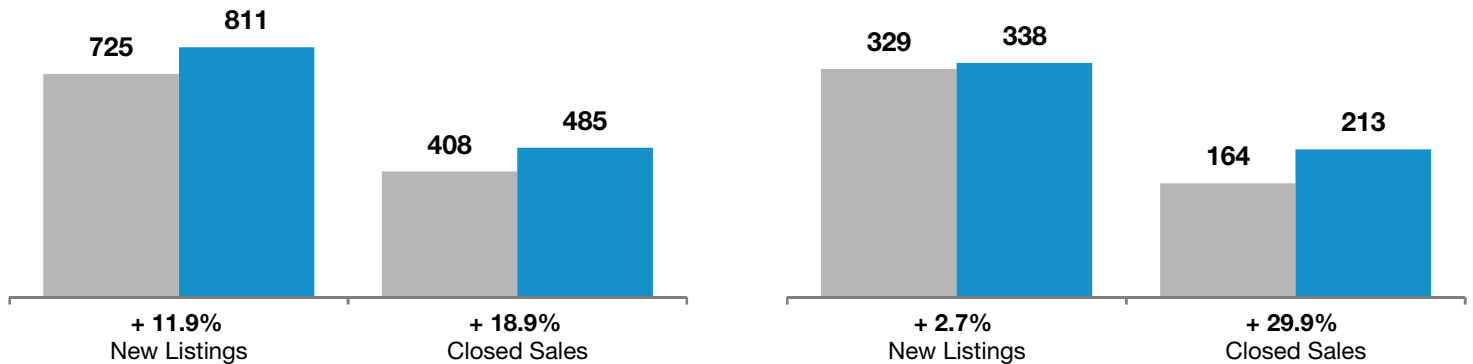
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Jan through Mar

■ 2014 ■ 2015

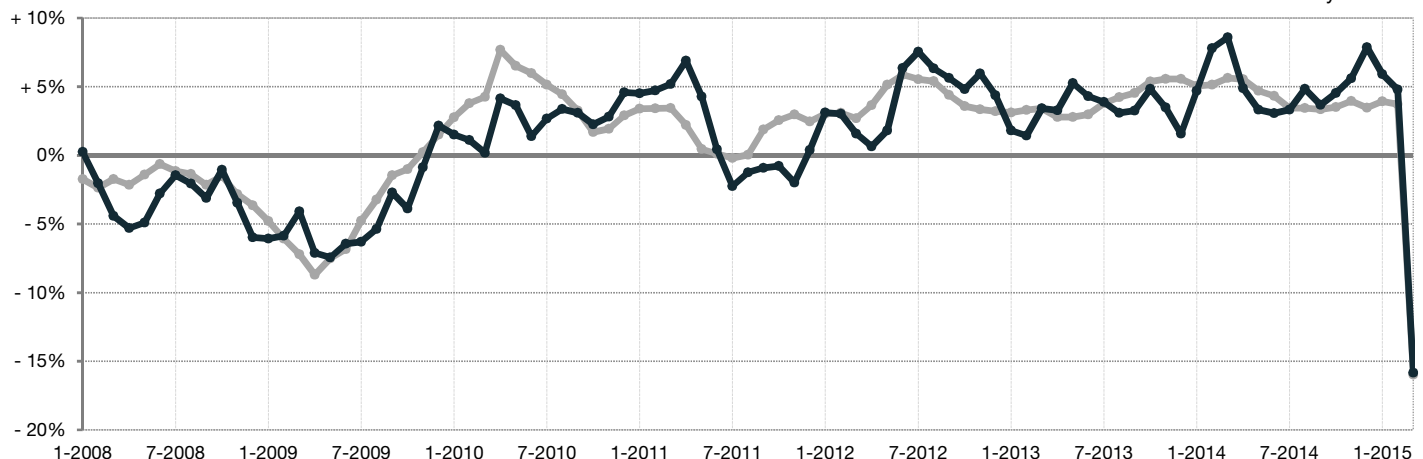
March

■ 2014 ■ 2015



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

Indianapolis Metro Area —
Johnson County —



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Local Market Update – March 2015

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- 4.4%

- 8.4%

+ 1.0%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Madison County

Jan through Mar

March

	2014	2015	+ / -	2014	2015	+ / -
New Listings	441	434	- 1.6%	182	174	- 4.4%
Closed Sales	269	271	+ 0.7%	107	98	- 8.4%
Median Sales Price*	\$72,178	\$69,550	- 3.6%	\$72,250	\$73,000	+ 1.0%
Average Sales Price*	\$79,738	\$85,340	+ 7.0%	\$87,407	\$81,339	- 6.9%
Percent of Original List Price Received at Sale*	85.5%	87.6%	+ 2.5%	84.5%	88.4%	+ 4.6%
Months Supply of Inventory				6.3	5.5	- 13.2%
Single-Family Detached Inventory				713	619	- 13.2%
Townhouse-Condo Inventory				38	28	- 26.3%

There are no rolling figures for Months Supply of Inventory, Single-Family Detached Inventory and Townhouse-Condo Inventory because these metrics are simply snapshots frozen in time at the end of each month. It does not add up over a period of months.

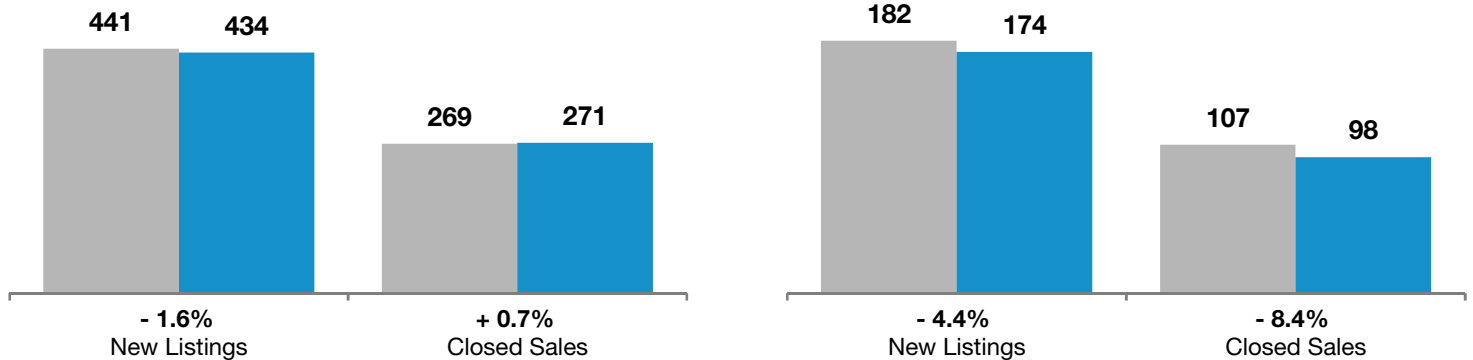
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Jan through Mar

■ 2014 ■ 2015

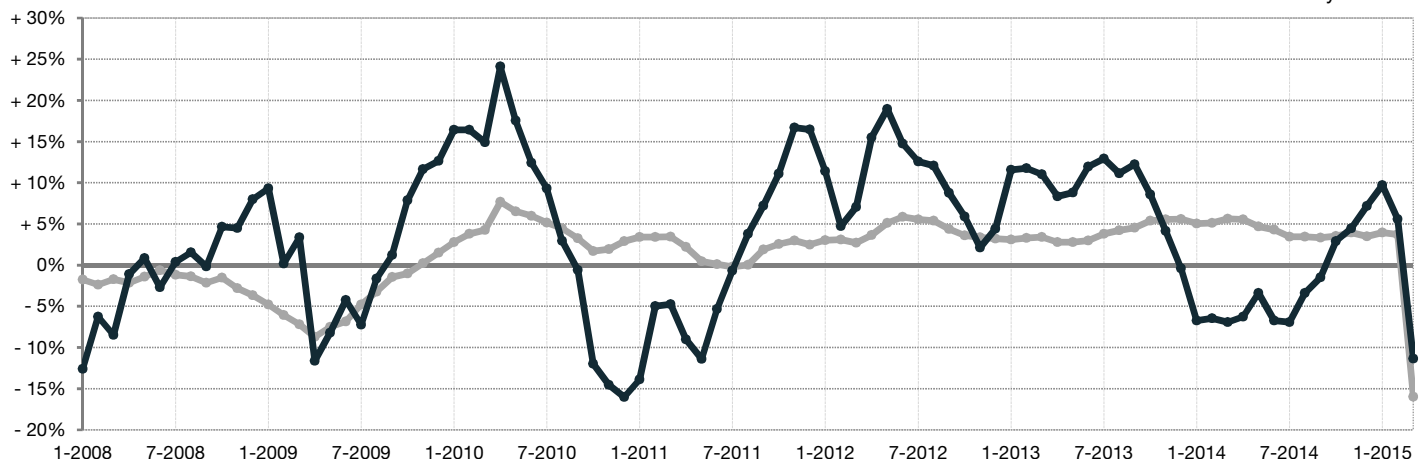
March

■ 2014 ■ 2015



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 – March 2015

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Marion County

+ 7.1%

+ 21.3%

+ 2.0%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Jan through Mar

March

	2014	2015	+ / -	2014	2015	+ / -
New Listings	3,497	4,058	+ 16.0%	1,588	1,701	+ 7.1%
Closed Sales	2,113	2,467	+ 16.8%	846	1,026	+ 21.3%
Median Sales Price*	\$109,000	\$111,000	+ 1.8%	\$117,500	\$119,900	+ 2.0%
Average Sales Price*	\$125,769	\$134,273	+ 6.8%	\$131,414	\$138,680	+ 5.5%
Percent of Original List Price Received at Sale*	91.5%	91.2%	- 0.2%	91.7%	92.0%	+ 0.2%
Months Supply of Inventory				4.8	4.8	+ 0.1%
Single-Family Detached Inventory				4,122	4,264	+ 3.4%
Townhouse-Condo Inventory				685	648	- 5.4%

There are no rolling figures for Months Supply of Inventory, Single-Family Detached Inventory and Townhouse-Condo Inventory because these metrics are simply snapshots frozen in time at the end of each month. It does not add up over a period of months.

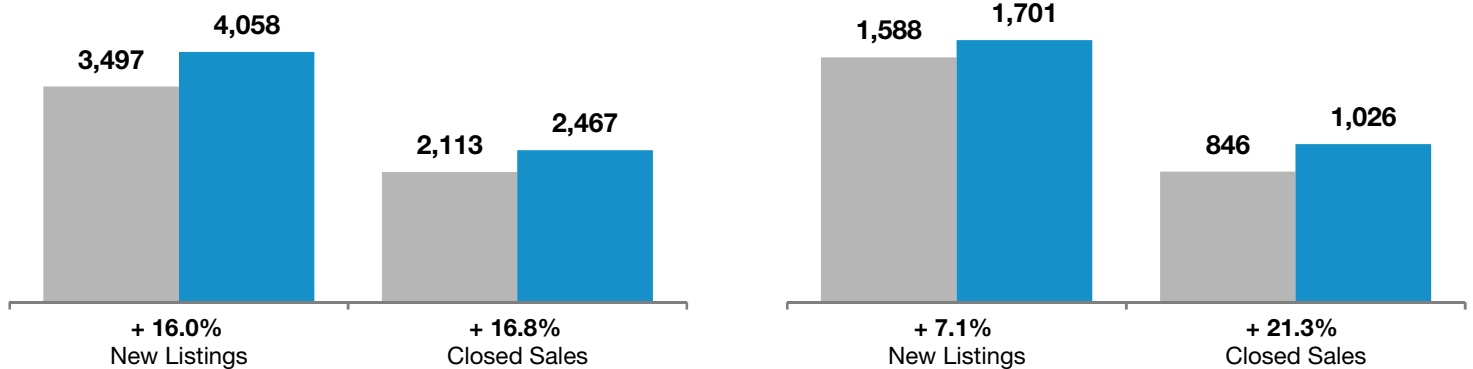
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Jan through Mar

■ 2014 ■ 2015

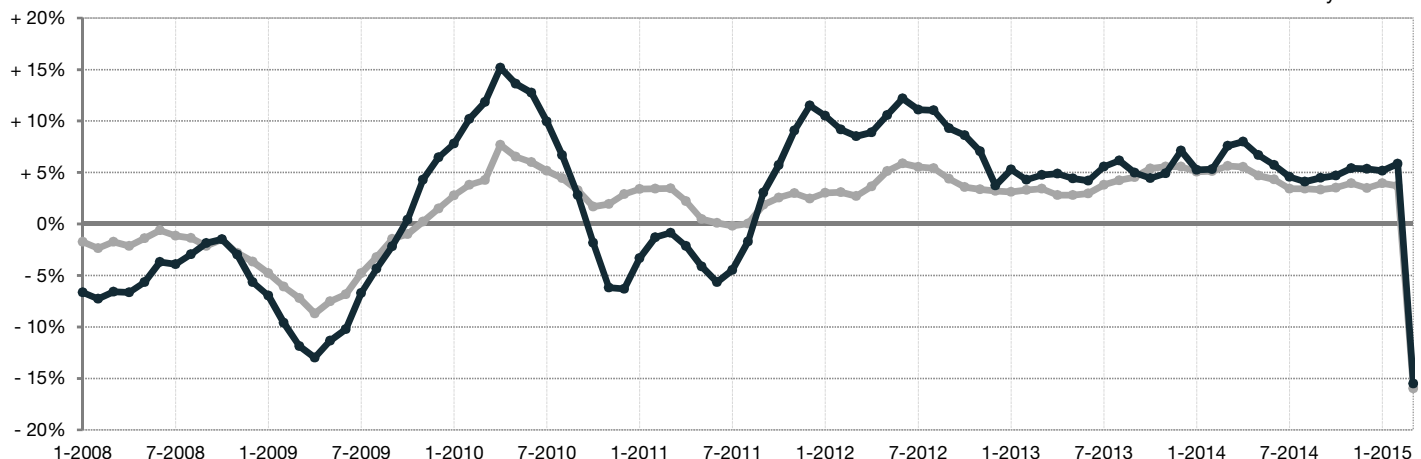
March

■ 2014 ■ 2015



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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Local Market Update – March 2015

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



+ 13.3%

- 25.7%

+ 25.2%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Montgomery County

Jan through Mar

March

	2014	2015	+ / -	2014	2015	+ / -
New Listings	107	121	+ 13.1%	45	51	+ 13.3%
Closed Sales	73	78	+ 6.8%	35	26	- 25.7%
Median Sales Price*	\$81,750	\$92,000	+ 12.5%	\$81,250	\$101,700	+ 25.2%
Average Sales Price*	\$90,327	\$94,954	+ 5.1%	\$85,097	\$103,177	+ 21.2%
Percent of Original List Price Received at Sale*	89.2%	87.8%	- 1.5%	87.3%	89.2%	+ 2.2%
Months Supply of Inventory				6.4	5.8	- 10.2%
Single-Family Detached Inventory				222	206	- 7.2%
Townhouse-Condo Inventory				7	4	- 42.9%

There are no rolling figures for Months Supply of Inventory, Single-Family Detached Inventory and Townhouse-Condo Inventory because these metrics are simply snapshots frozen in time at the end of each month. It does not add up over a period of months.

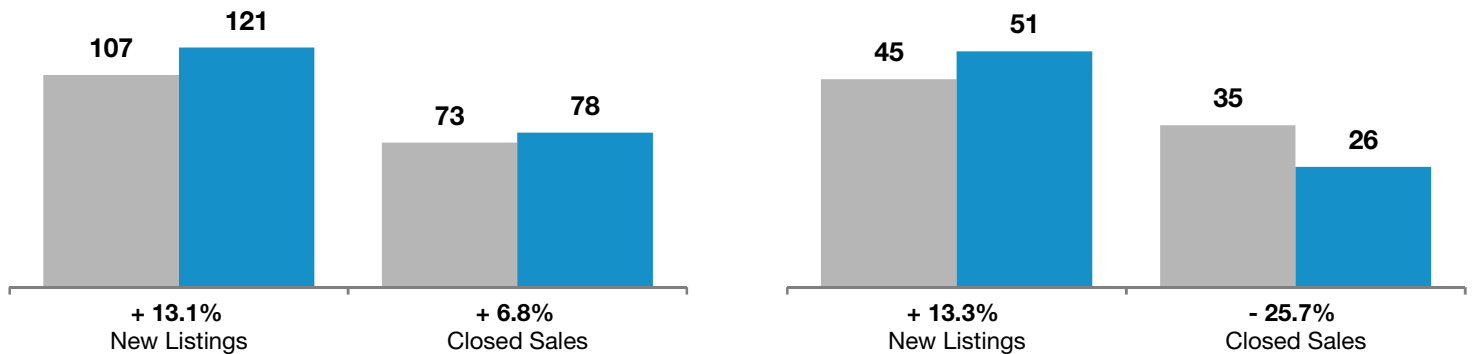
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Jan through Mar

■ 2014 ■ 2015

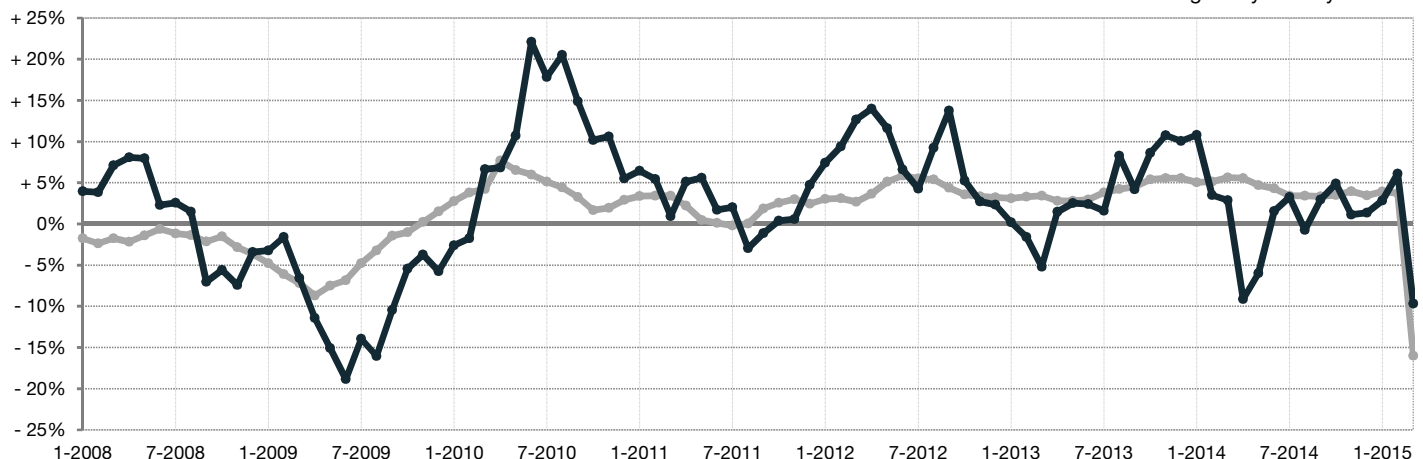
March

■ 2014 ■ 2015



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

Indianapolis Metro Area —
Montgomery County —



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Local Market Update – March 2015

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- 13.0% **+ 12.3%** **+ 22.3%**

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Morgan County

Jan through Mar

March

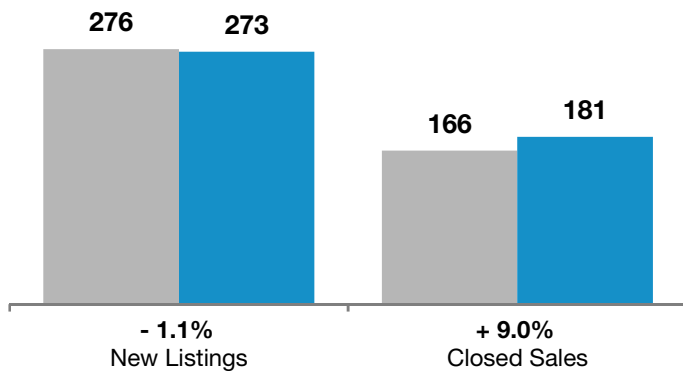
	2014	2015	+ / -	2014	2015	+ / -
New Listings	276	273	- 1.1%	115	100	- 13.0%
Closed Sales	166	181	+ 9.0%	65	73	+ 12.3%
Median Sales Price*	\$117,750	\$123,000	+ 4.5%	\$114,500	\$140,000	+ 22.3%
Average Sales Price*	\$133,248	\$137,713	+ 3.4%	\$127,163	\$151,488	+ 19.1%
Percent of Original List Price Received at Sale*	91.5%	90.9%	- 0.7%	90.2%	91.0%	+ 0.9%
Months Supply of Inventory				5.6	5.4	- 4.1%
Single-Family Detached Inventory				419	407	- 2.9%
Townhouse-Condo Inventory				16	14	- 12.5%

There are no rolling figures for Months Supply of Inventory, Single-Family Detached Inventory and Townhouse-Condo Inventory because these metrics are simply snapshots frozen in time at the end of each month. It does not add up over a period of months.

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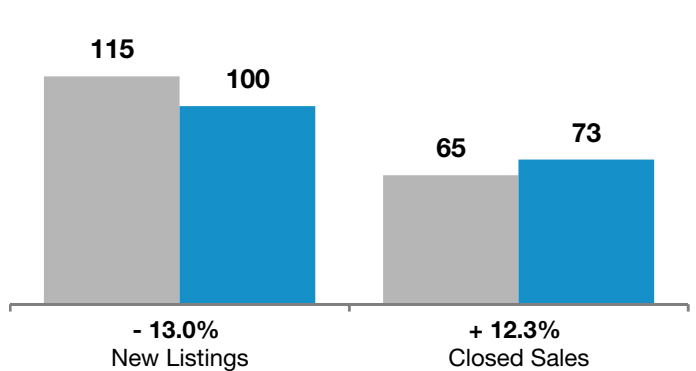
Jan through Mar

■ 2014 ■ 2015



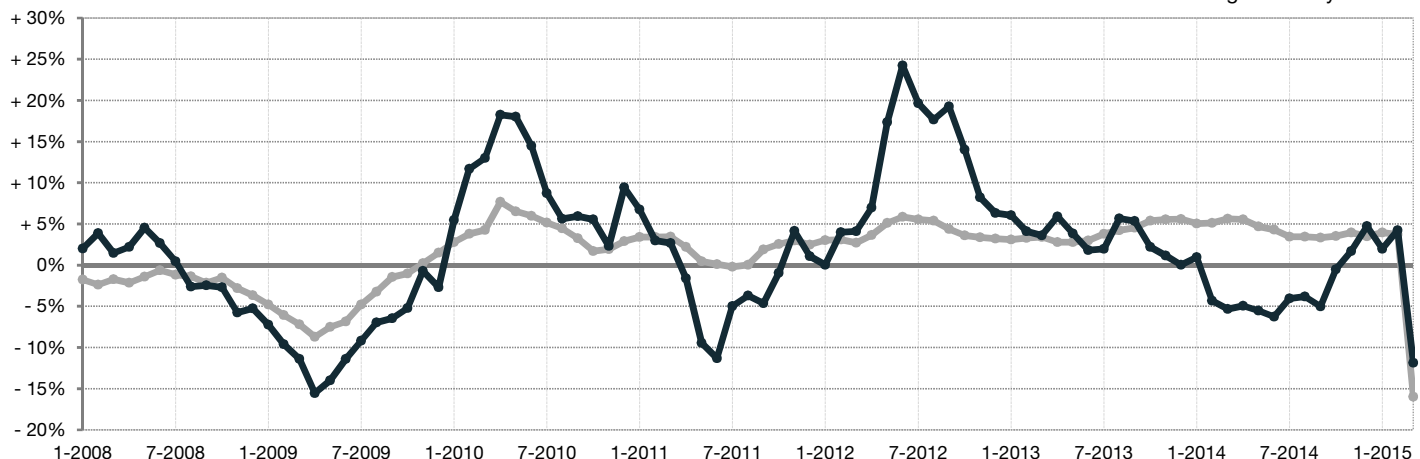
March

■ 2014 ■ 2015



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

Indianapolis Metro Area —
Morgan County —



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



- 8.5%

+ 34.8%

- 7.4%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Putnam County

Jan through Mar

March

	2014	2015	+ / -	2014	2015	+ / -
New Listings	138	141	+ 2.2%	59	54	- 8.5%
Closed Sales	59	79	+ 33.9%	23	31	+ 34.8%
Median Sales Price*	\$119,000	\$112,000	- 5.9%	\$120,950	\$112,000	- 7.4%
Average Sales Price*	\$129,570	\$139,513	+ 7.7%	\$124,203	\$136,074	+ 9.6%
Percent of Original List Price Received at Sale*	89.2%	89.9%	+ 0.7%	91.8%	90.2%	- 1.7%
Months Supply of Inventory				7.6	7.0	- 8.0%
Single-Family Detached Inventory				251	231	- 8.0%
Townhouse-Condo Inventory				10	9	- 10.0%

There are no rolling figures for Months Supply of Inventory, Single-Family Detached Inventory and Townhouse-Condo Inventory because these metrics are simply snapshots frozen in time at the end of each month. It does not add up over a period of months.

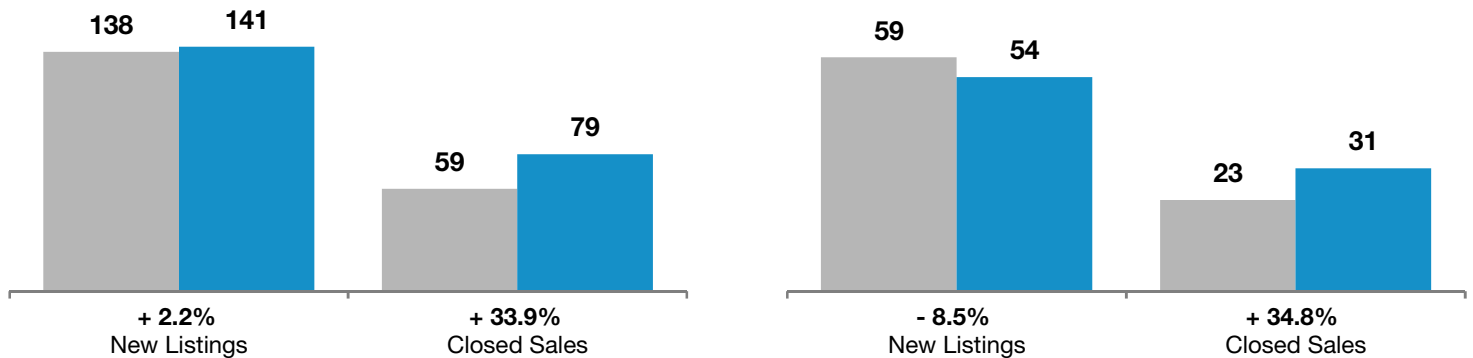
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Jan through Mar

■ 2014 ■ 2015

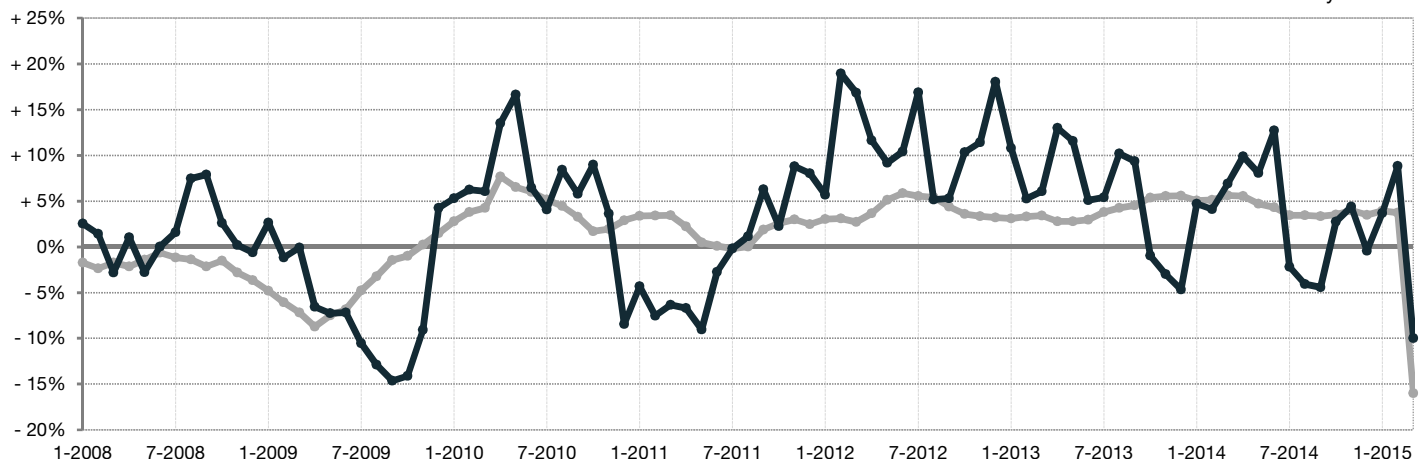
March

■ 2014 ■ 2015



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 – March 2015

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



Shelby County

- 16.9%

+ 7.0%

+ 7.8%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Jan through Mar

March

	2014	2015	+ / -	2014	2015	+ / -
New Listings	157	181	+ 15.3%	65	54	- 16.9%
Closed Sales	93	109	+ 17.2%	43	46	+ 7.0%
Median Sales Price*	\$95,000	\$99,700	+ 4.9%	\$95,000	\$102,400	+ 7.8%
Average Sales Price*	\$104,284	\$118,832	+ 14.0%	\$106,070	\$109,876	+ 3.6%
Percent of Original List Price Received at Sale*	90.0%	90.6%	+ 0.7%	88.4%	92.9%	+ 5.0%
Months Supply of Inventory				6.0	5.7	- 6.0%
Single-Family Detached Inventory				243	219	- 9.9%
Townhouse-Condo Inventory				5	8	+ 60.0%

There are no rolling figures for Months Supply of Inventory, Single-Family Detached Inventory and Townhouse-Condo Inventory because these metrics are simply snapshots frozen in time at the end of each month. It does not add up over a period of months.

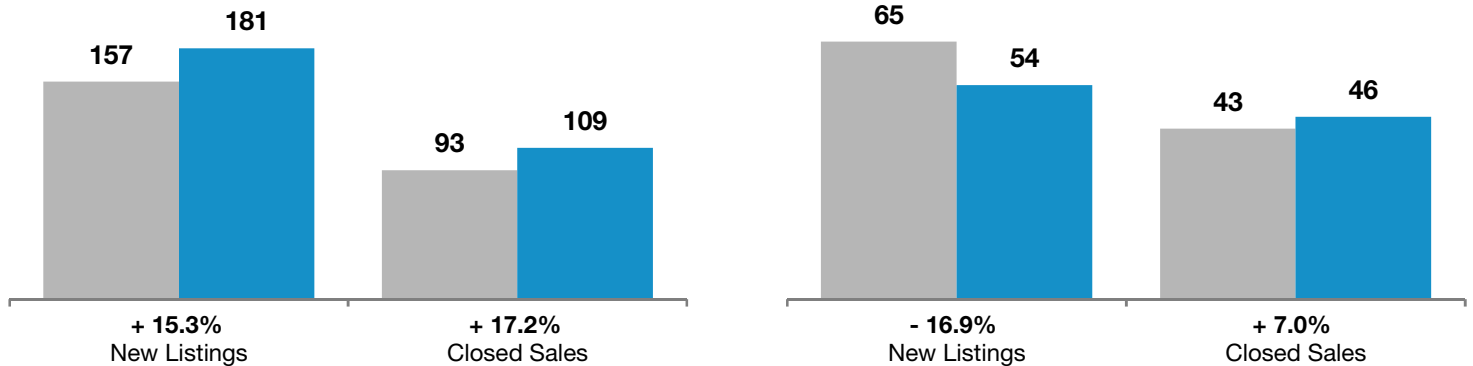
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Jan through Mar

■ 2014 ■ 2015

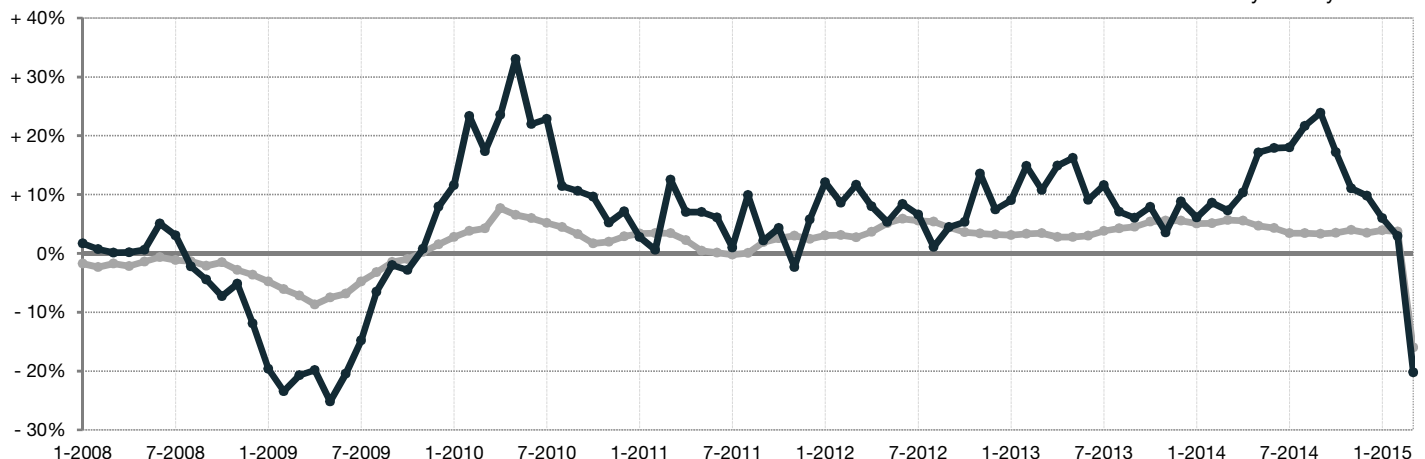
March

■ 2014 ■ 2015



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

Indianapolis Metro Area —
Shelby County —



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