

Monthly Indicators



June 2016

Fierce buyer demand, rising prices, low inventory, and sales gains are defining the Indiana housing market at the halfway point of 2016. Even though sales typically peak in June or July, industry leaders speculate this year may break the trend given how hot the market has been.

The 9,348 homes sold statewide in June is a 3.0 percent increase over June 2015. Pending sales rose 5.6 percent to 8,352. New listings are down 4.4 percent, while total inventory fell 15.7 percent to 34,336 units.

Prices moved higher as the median sales price ticked up 3.8 percent to \$147,900. Average sales price went up 3.6 percent to \$177,757. And the average percentage of original list price received grew 0.9 percent to a historically high 96.2 percent.

Quick Facts

+ 3.0%	+ 3.8%	- 15.7%
One-Year Change in Closed Sales	One-Year Change in Median Sales Price	One-Year Change in Homes for Sale

A research tool provided by the Indiana Association of REALTORS®. Percent changes are calculated using rounded figures.

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Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



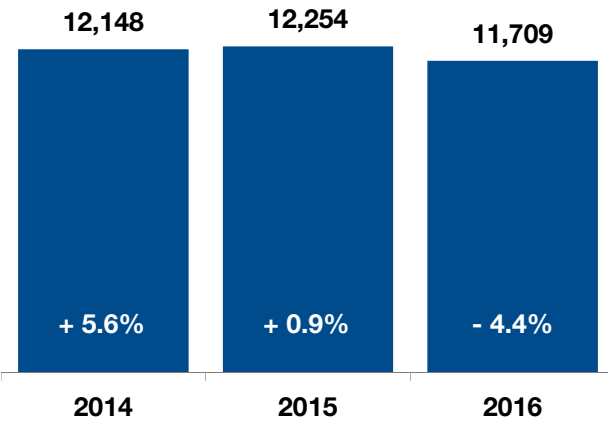
Key Metrics	Historical Sparkbars	6-2015	6-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
New Listings		12,254	11,709	- 4.4%	63,101	60,911	- 3.5%
Pending Sales		7,911	8,352	+ 5.6%	41,912	44,986	+ 7.3%
Closed Sales		9,080	9,348	+ 3.0%	38,048	41,511	+ 9.1%
Median Sales Price		\$142,500	\$147,900	+ 3.8%	\$131,000	\$137,500	+ 5.0%
Average Sales Price		\$171,653	\$177,757	+ 3.6%	\$158,050	\$163,588	+ 3.5%
Percent of Original List Price Received		95.3%	96.2%	+ 0.9%	94.2%	95.1%	+ 1.0%
Inventory of Homes for Sale		40,731	34,336	- 15.7%	--	--	--
Months Supply of Homes for Sale		6.2	4.9	- 21.0%	--	--	--

New Listings

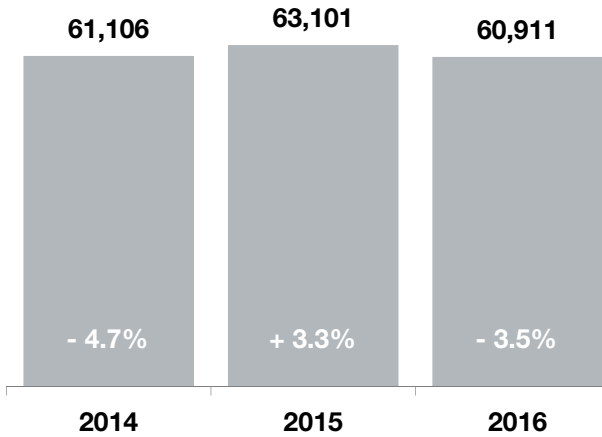
A count of the properties that have been newly listed on the market in a given month.



June

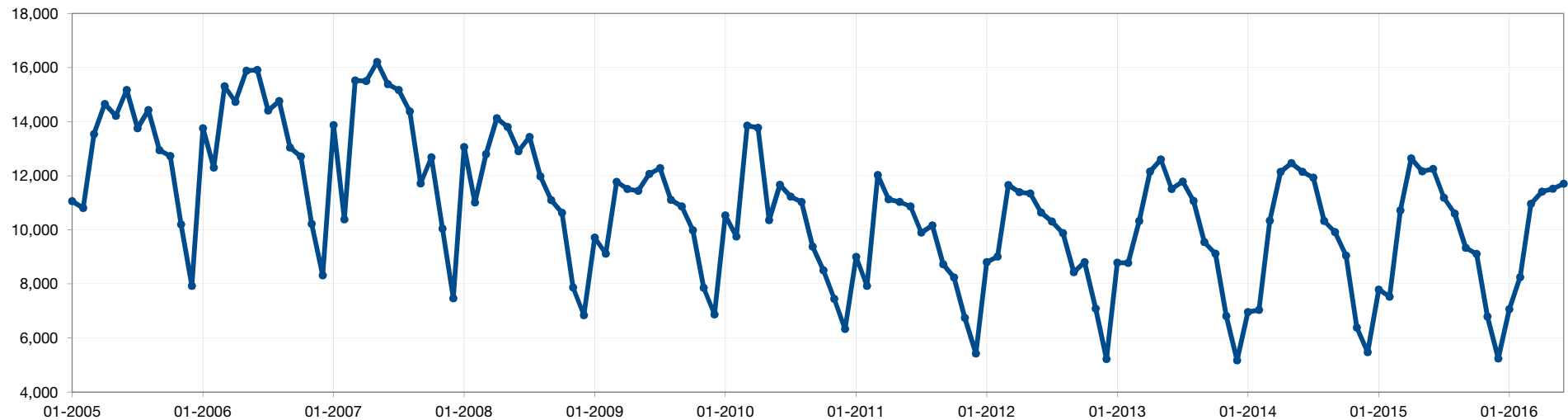


Year to Date



	New Listings	Prior Year	Percent Change
July 2015	11,188	11,930	-6.2%
August 2015	10,606	10,327	+2.7%
September 2015	9,332	9,922	-5.9%
October 2015	9,106	9,050	+0.6%
November 2015	6,796	6,386	+6.4%
December 2015	5,241	5,480	-4.4%
January 2016	7,066	7,790	-9.3%
February 2016	8,244	7,530	+9.5%
March 2016	10,962	10,717	+2.3%
April 2016	11,414	12,646	-9.7%
May 2016	11,516	12,164	-5.3%
June 2016	11,709	12,254	-4.4%
12-Month Avg	9,432	9,683	-2.6%

Historical New Listings by Month

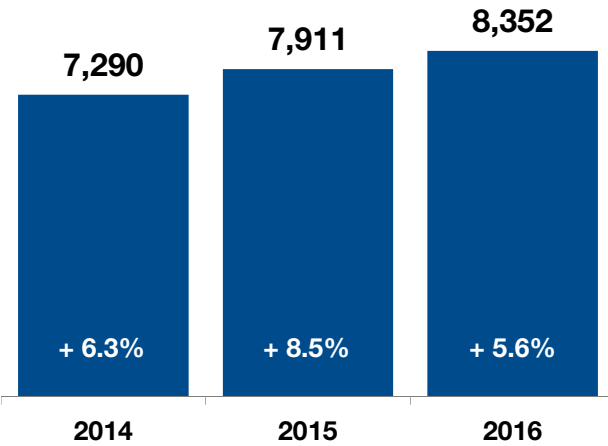


Pending Sales

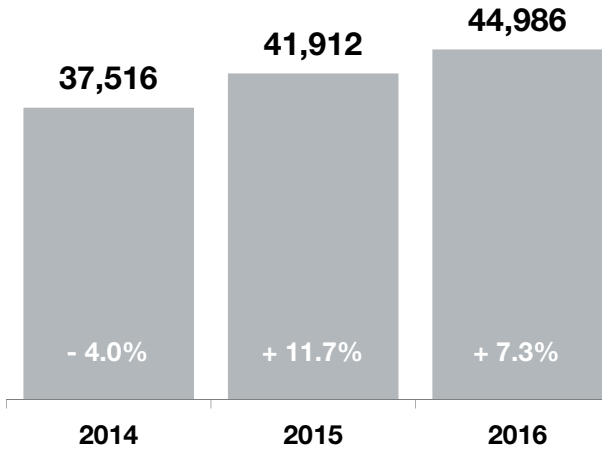
A count of the properties on which offers have been accepted in a given month.



June

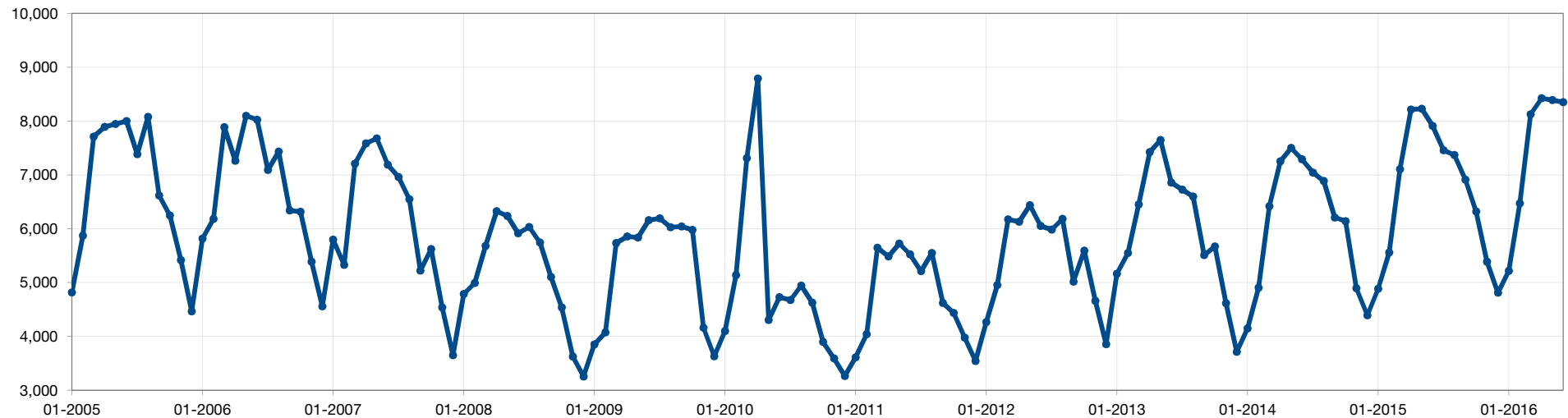


Year to Date



	Pending Sales	Prior Year	Percent Change
July 2015	7,459	7,045	+5.9%
August 2015	7,371	6,889	+7.0%
September 2015	6,909	6,210	+11.3%
October 2015	6,320	6,142	+2.9%
November 2015	5,387	4,894	+10.1%
December 2015	4,810	4,390	+9.6%
January 2016	5,219	4,886	+6.8%
February 2016	6,471	5,557	+16.4%
March 2016	8,125	7,109	+14.3%
April 2016	8,426	8,217	+2.5%
May 2016	8,393	8,232	+2.0%
June 2016	8,352	7,911	+5.6%
12-Month Avg	6,937	6,457	+7.4%

Historical Pending Sales by Month

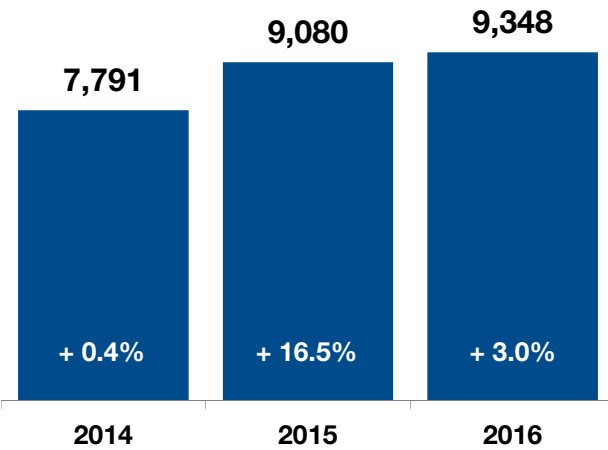


Closed Sales

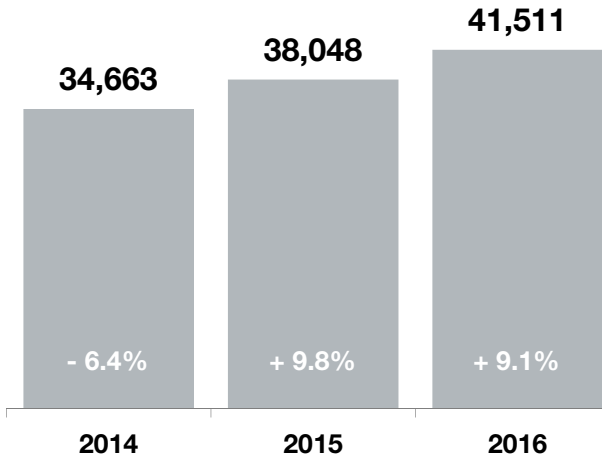
A count of the actual sales that closed in a given month.



June

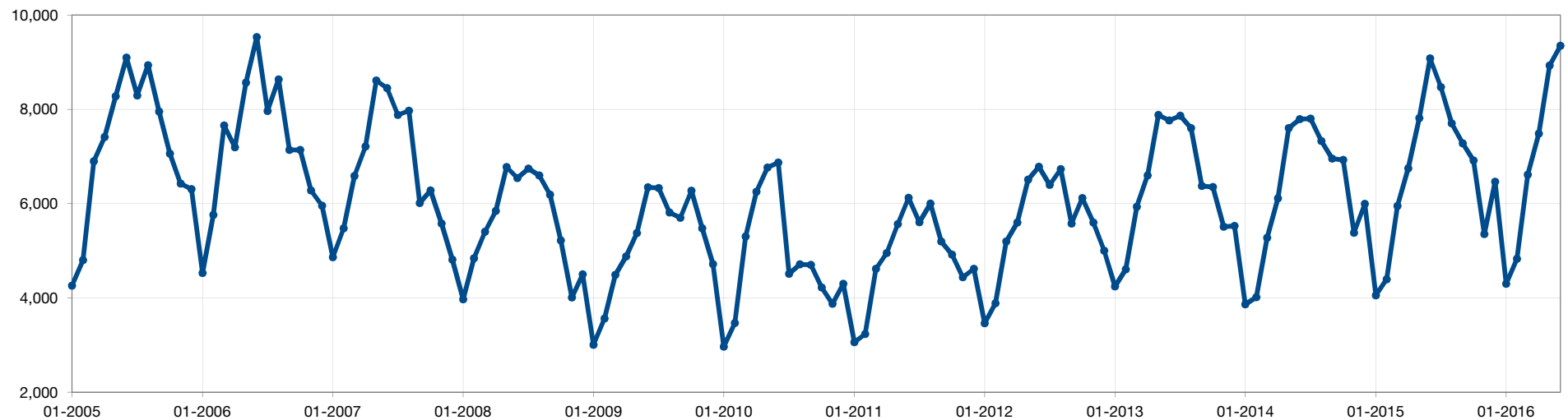


Year to Date



	Closed Sales	Prior Year	Percent Change
July 2015	8,476	7,803	+8.6%
August 2015	7,703	7,328	+5.1%
September 2015	7,282	6,958	+4.7%
October 2015	6,916	6,928	-0.2%
November 2015	5,355	5,381	-0.5%
December 2015	6,464	5,994	+7.8%
January 2016	4,299	4,055	+6.0%
February 2016	4,831	4,396	+9.9%
March 2016	6,615	5,953	+11.1%
April 2016	7,485	6,748	+10.9%
May 2016	8,933	7,816	+14.3%
June 2016	9,348	9,080	+3.0%
12-Month Avg	6,976	6,537	+6.7%

Historical Closed Sales by Month



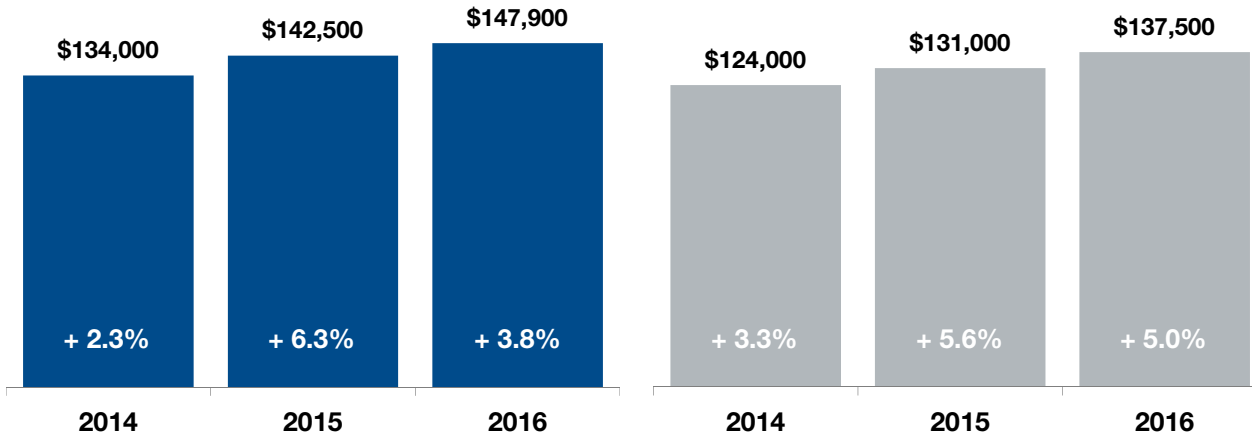
Median Sales Price

Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



June

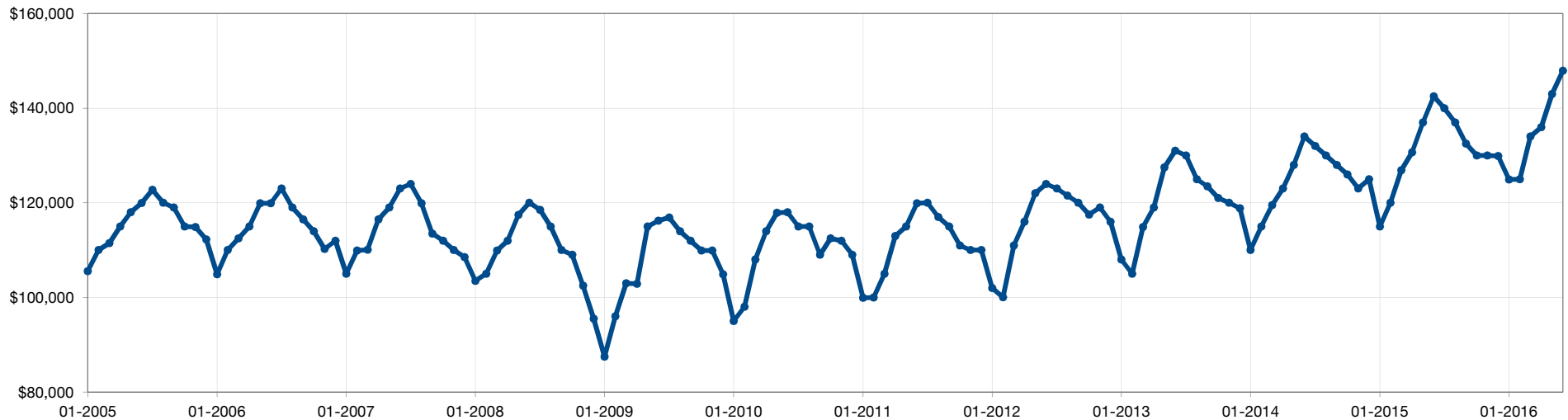
Year to Date



	Median Sales Price	Prior Year	Percent Change
July 2015	\$140,000	\$132,000	+6.1%
August 2015	\$137,000	\$130,000	+5.4%
September 2015	\$132,500	\$128,000	+3.5%
October 2015	\$130,000	\$126,000	+3.2%
November 2015	\$130,000	\$123,000	+5.7%
December 2015	\$129,900	\$125,000	+3.9%
January 2016	\$124,900	\$115,000	+8.6%
February 2016	\$125,000	\$120,000	+4.2%
March 2016	\$134,000	\$126,900	+5.6%
April 2016	\$136,000	\$130,700	+4.1%
May 2016	\$143,000	\$137,000	+4.4%
June 2016	\$147,900	\$142,500	+3.8%
12-Month Avg*	\$135,000	\$129,900	+3.9%

* Median Sales Price for all properties from July 2015 through June 2016. This is not the average of the individual figures above.

Historical Median Sales Price by Month

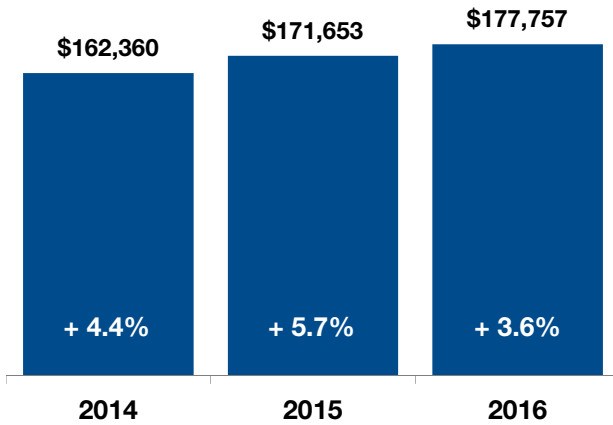


Average Sales Price

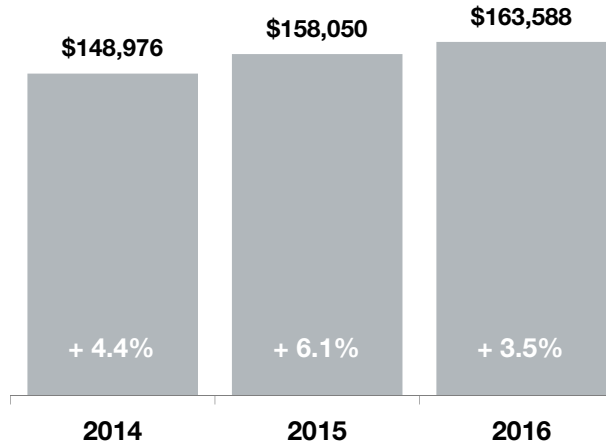
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



June



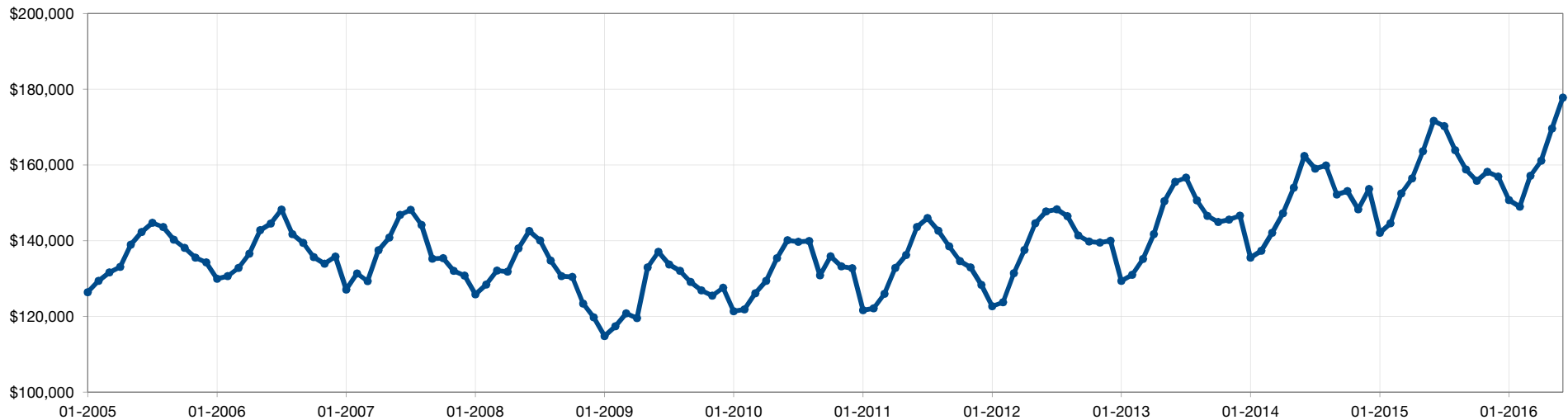
Year to Date



	Avg. Sales Price	Prior Year	Percent Change
July 2015	\$170,274	\$159,032	+7.1%
August 2015	\$163,923	\$159,846	+2.6%
September 2015	\$158,806	\$152,147	+4.4%
October 2015	\$155,800	\$153,094	+1.8%
November 2015	\$158,175	\$148,267	+6.7%
December 2015	\$156,930	\$153,643	+2.1%
January 2016	\$150,731	\$142,082	+6.1%
February 2016	\$148,978	\$144,564	+3.1%
March 2016	\$157,116	\$152,456	+3.1%
April 2016	\$161,094	\$156,414	+3.0%
May 2016	\$169,620	\$163,601	+3.7%
June 2016	\$177,757	\$171,653	+3.6%
12-Month Avg*	\$162,380	\$156,349	+3.9%

* Avg. Sales Price for all properties from July 2015 through June 2016. This is not the average of the individual figures above.

Historical Average Sales Price by Month



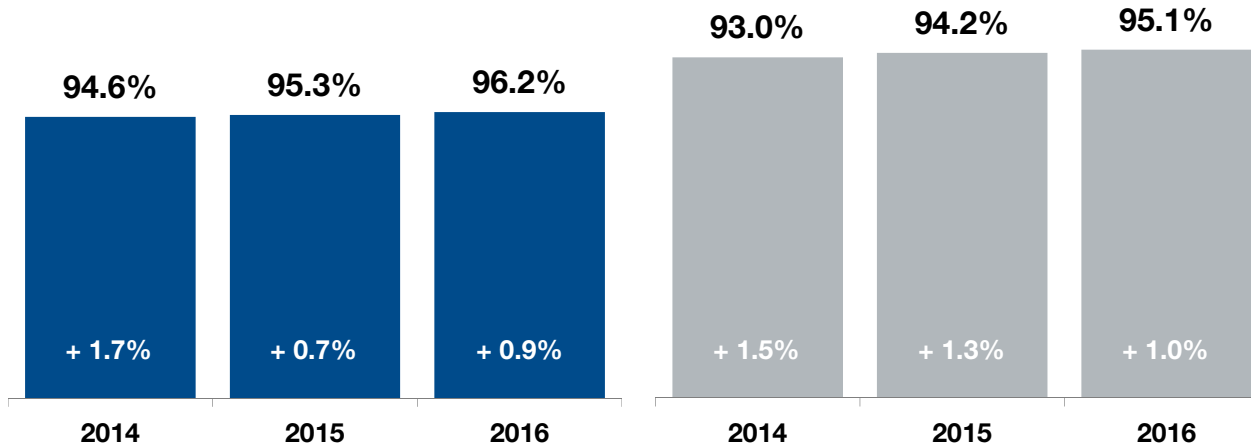
Percent of Original List Price Received

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.



June

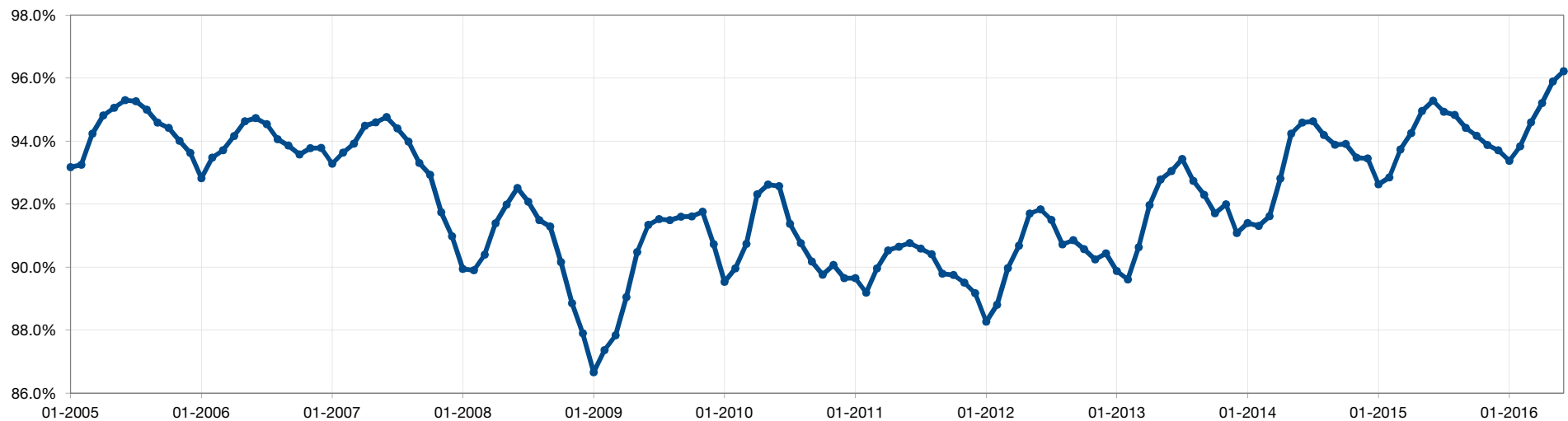
Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
July 2015	94.9%	94.6%	+0.3%
August 2015	94.8%	94.2%	+0.6%
September 2015	94.4%	93.9%	+0.5%
October 2015	94.2%	93.9%	+0.3%
November 2015	93.9%	93.5%	+0.4%
December 2015	93.7%	93.4%	+0.3%
January 2016	93.4%	92.6%	+0.9%
February 2016	93.8%	92.8%	+1.1%
March 2016	94.6%	93.7%	+1.0%
April 2016	95.2%	94.3%	+1.0%
May 2016	95.9%	95.0%	+0.9%
June 2016	96.2%	95.3%	+0.9%
12-Month Avg*	94.8%	94.1%	+0.7%

* Pct. of Orig. Price Received for all properties from July 2015 through June 2016. This is not the average of the individual figures above.

Historical Percent of Original List Price Received by Month

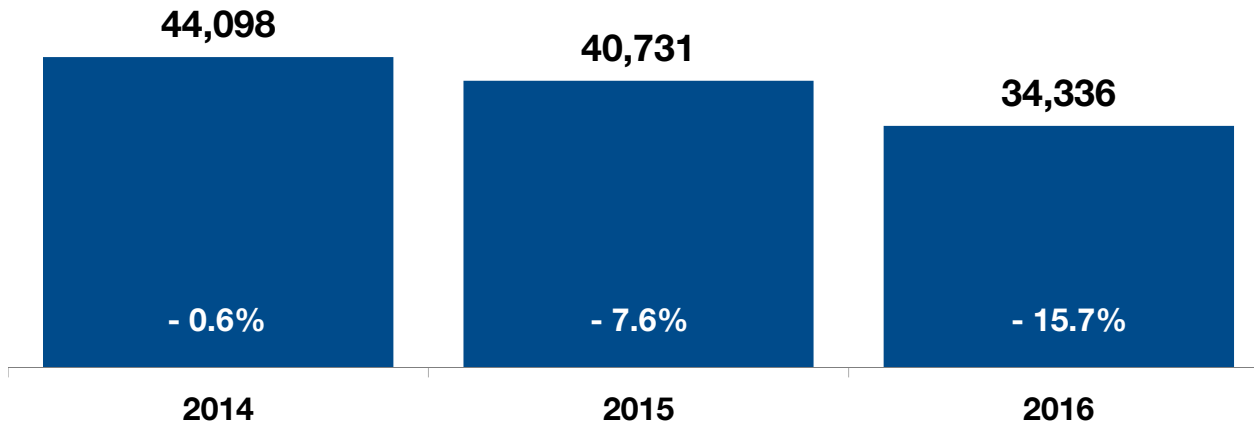


Inventory of Homes for Sale

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

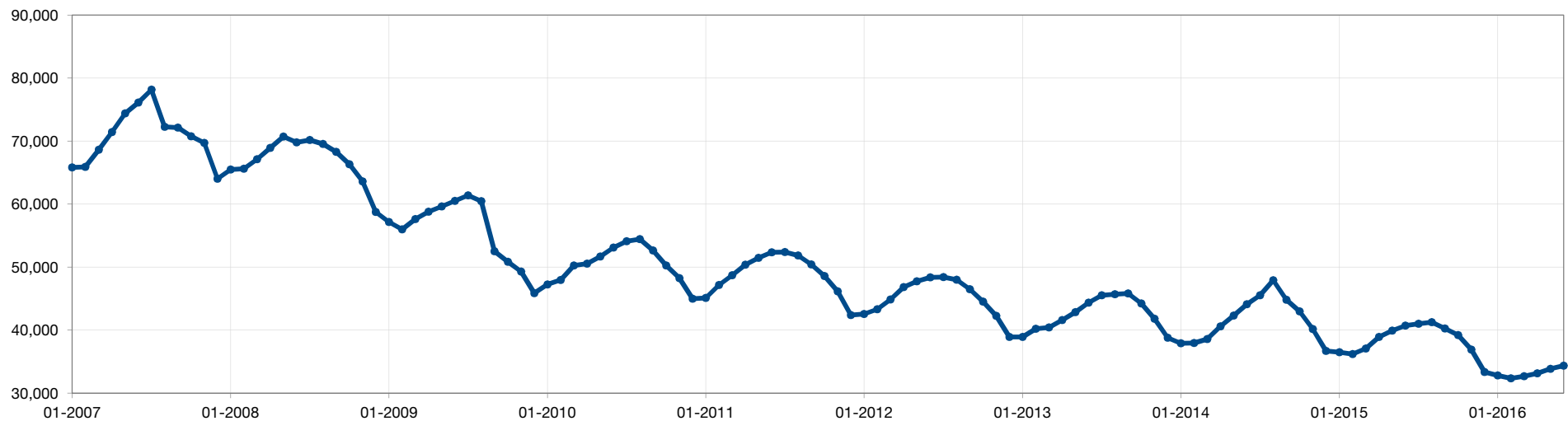


June



	Homes for Sale	Prior Year	Percent Change
July 2015	41,023	45,534	-9.9%
August 2015	41,240	47,901	-13.9%
September 2015	40,273	44,799	-10.1%
October 2015	39,219	42,995	-8.8%
November 2015	36,911	40,162	-8.1%
December 2015	33,339	36,703	-9.2%
January 2016	32,804	36,504	-10.1%
February 2016	32,353	36,192	-10.6%
March 2016	32,679	37,066	-11.8%
April 2016	33,130	38,903	-14.8%
May 2016	33,834	39,917	-15.2%
June 2016	34,336	40,731	-15.7%
12-Month Avg	35,928	40,617	-11.5%

Historical Inventory of Homes for Sale by Month

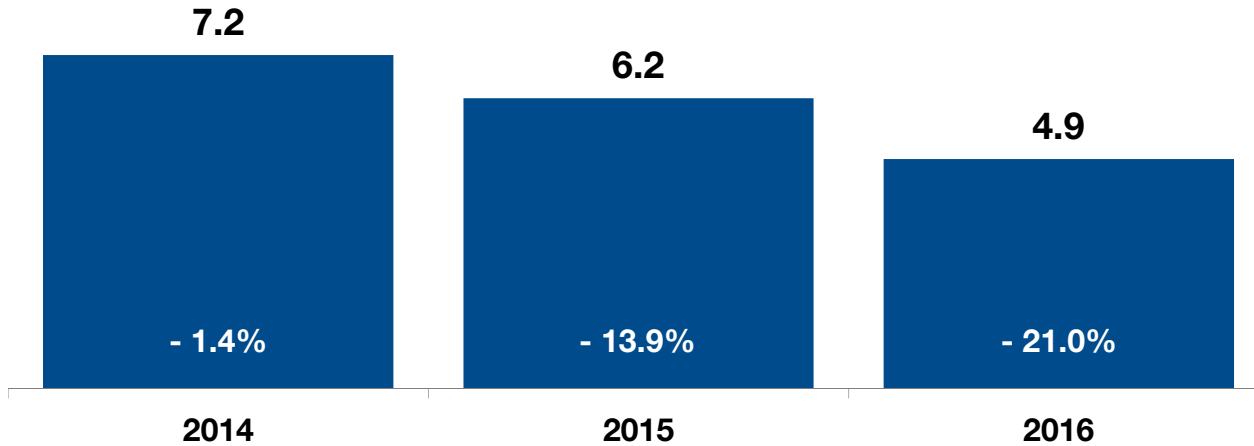


Months Supply of Homes for Sale

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.



June



Months Supply		Prior Year	Percent Change
July 2015	6.2	7.4	-16.2%
August 2015	6.2	7.8	-20.5%
September 2015	6.1	7.3	-16.4%
October 2015	5.9	6.9	-14.5%
November 2015	5.6	6.5	-13.8%
December 2015	5.0	5.9	-15.3%
January 2016	4.9	5.8	-15.5%
February 2016	4.8	5.7	-15.8%
March 2016	4.8	5.8	-17.2%
April 2016	4.8	6.1	-21.3%
May 2016	4.9	6.2	-21.0%
June 2016	4.9	6.2	-21.0%
12-Month Avg*	5.3	6.5	-18.5%

* Months Supply for all properties from July 2015 through June 2016. This is not the average of the individual figures above.

Historical Months Supply of Homes for Sale by Month

