

Monthly Indicators

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



November 2011

Home prices are one of the most popular barometers of market vitality. And while price only tells part of the story, central Indiana has an encouraging price narrative as we look to close 2011. Locally, the last three months of activity ending in November shows Median Sales Price rising by 4.1 percent to \$124,900 and Average Sales Price up 5.9 percent to \$159,846.

Other three-month metrics are positive as well. Absorption rates improved as Months Supply of Inventory decreased by 4.2 percent to 9.0 months. New Listings were down 10.7 percent, Pending Sales were up 6.0 percent and Closed Sales were up 13.0 percent to 5,275 for the three months ending in November. November-only data mirrored these positive trends.

Housing performance should be coupled with a review of other forces. New job growth and consumer confidence drive household formations which in turn fuels purchase demand and pressures prices. Similarly, when real incomes rise, families can afford more house and move-up buyers become increasingly motivated. To that end, the national jobless rate fell from 9.0 percent to 8.6 percent in November – the lowest in 2.5 years.

Quick Facts

+ 13.0%

+ 4.1%

- 8.2%

Quarter-Over-Quarter Change in Closed Sales	Quarter-Over-Quarter Change in Median Sales Price	Quarter-Over-Quarter Change in Inventory
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Click on desired metric to jump to that page.

Market Overview

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



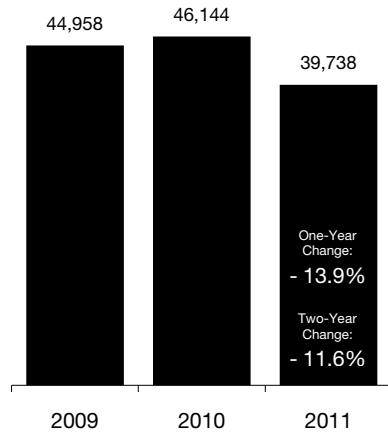
		Rolling 12 Months			Rolling 6 Months			Rolling 3 Months			Monthly		
		Current	Prior Year	+ / -	Current	Prior Year	+ / -	Current	Prior Year	+ / -	Current	Prior Year	+ / -
New Listings	Sep 2011	40,269	46,813	- 14.0%	21,531	24,924	- 13.6%	9,790	11,517	- 15.0%	2,975	3,415	- 12.9%
	Oct 2011	40,132	46,271	- 13.3%	20,478	22,742	- 10.0%	9,348	10,429	- 10.4%	2,878	3,015	- 4.5%
	Nov 2011	39,738	46,144	- 13.9%	18,784	21,587	- 13.0%	8,134	9,105	- 10.7%	2,281	2,675	- 14.7%
Pending Sales	Sep 2011	21,195	24,149	- 12.2%	12,141	12,248	- 0.9%	5,669	5,491	+ 3.2%	1,704	1,805	- 5.6%
	Oct 2011	21,413	23,187	- 7.7%	11,577	10,246	+ 13.0%	5,316	5,066	+ 4.9%	1,621	1,403	+ 15.5%
	Nov 2011	21,570	22,876	- 5.7%	10,858	9,972	+ 8.9%	4,805	4,531	+ 6.0%	1,480	1,323	+ 11.9%
Closed Sales	Sep 2011	21,195	23,074	- 8.1%	12,742	12,518	+ 1.8%	6,387	5,147	+ 24.1%	1,941	1,747	+ 11.1%
	Oct 2011	21,413	22,278	- 3.9%	12,600	11,696	+ 7.7%	5,984	5,009	+ 19.5%	1,735	1,533	+ 13.2%
	Nov 2011	21,611	21,621	- 0.0%	12,049	10,553	+ 14.2%	5,275	4,668	+ 13.0%	1,599	1,388	+ 15.2%
Median Sales Price	Sep 2011	\$124,000	\$120,000	+ 3.3%	\$127,500	\$125,000	+ 2.0%	\$128,900	\$123,800	+ 4.1%	\$128,900	\$117,750	+ 9.5%
	Oct 2011	\$124,100	\$120,000	+ 3.4%	\$127,500	\$125,000	+ 2.0%	\$126,400	\$120,000	+ 5.3%	\$123,695	\$119,900	+ 3.2%
	Nov 2011	\$124,000	\$121,000	+ 2.5%	\$127,000	\$123,000	+ 3.3%	\$124,900	\$120,000	+ 4.1%	\$120,001	\$123,950	- 3.2%
Average Sales Price	Sep 2011	\$155,031	\$149,311	+ 3.8%	\$160,554	\$155,329	+ 3.4%	\$164,172	\$157,747	+ 4.1%	\$160,770	\$147,728	+ 8.8%
	Oct 2011	\$155,448	\$150,576	+ 3.2%	\$161,993	\$157,129	+ 3.1%	\$161,780	\$155,054	+ 4.3%	\$160,071	\$154,691	+ 3.5%
	Nov 2011	\$155,969	\$151,337	+ 3.1%	\$162,854	\$156,818	+ 3.8%	\$159,846	\$150,934	+ 5.9%	\$158,489	\$150,845	+ 5.1%
Percent of Original List Price Received At Sale	Sep 2011	89.2%	91.5%	- 2.5%	89.2%	91.8%	- 2.8%	88.6%	90.5%	- 2.1%	87.8%	89.9%	- 2.3%
	Oct 2011	89.1%	91.3%	- 2.4%	88.9%	91.3%	- 2.6%	88.3%	89.7%	- 1.6%	88.0%	89.1%	- 1.2%
	Nov 2011	89.0%	91.1%	- 2.3%	88.7%	90.6%	- 2.1%	88.0%	89.6%	- 1.8%	88.1%	89.6%	- 1.7%
Total Active Listings Available at Month End	Sep 2011	16,906	17,287	- 2.2%	17,367	18,273	- 5.0%	17,206	18,644	- 7.7%	16,699	18,246	- 8.5%
	Oct 2011	16,797	17,338	- 3.1%	17,199	18,280	- 5.9%	16,722	18,213	- 8.2%	16,139	17,450	- 7.5%
	Nov 2011	16,676	17,377	- 4.0%	16,819	18,102	- 7.1%	16,051	17,488	- 8.2%	15,315	16,767	- 8.7%
Months Supply of Inventory	Sep 2011	9.7	8.7	+ 11.0%	10.2	9.1	+ 11.2%	9.9	9.5	+ 4.0%	9.5	9.5	- 0.4%
	Oct 2011	9.6	8.8	+ 9.9%	10.0	9.3	+ 7.8%	9.5	9.5	- 0.5%	9.0	9.4	- 3.7%
	Nov 2011	9.6	8.9	+ 8.0%	9.7	9.4	+ 3.1%	9.0	9.4	- 4.2%	8.5	9.3	- 8.6%

New Listings

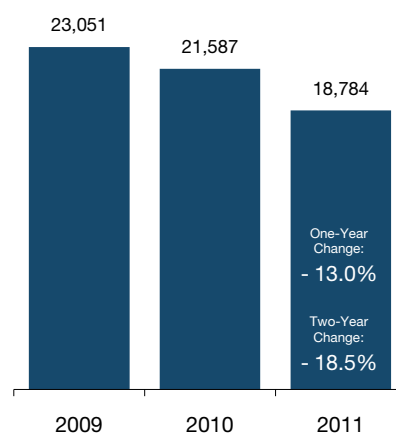
A count of the properties that have been newly listed on the market in a given month, regardless of what status they're currently in.



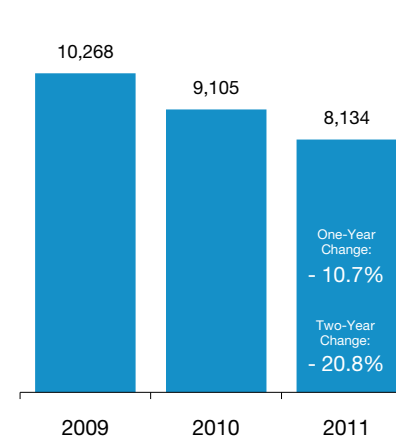
12 Month



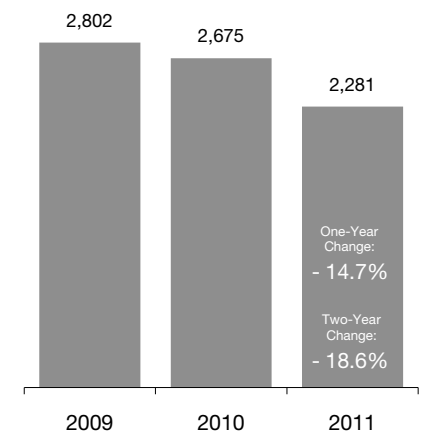
6 Month



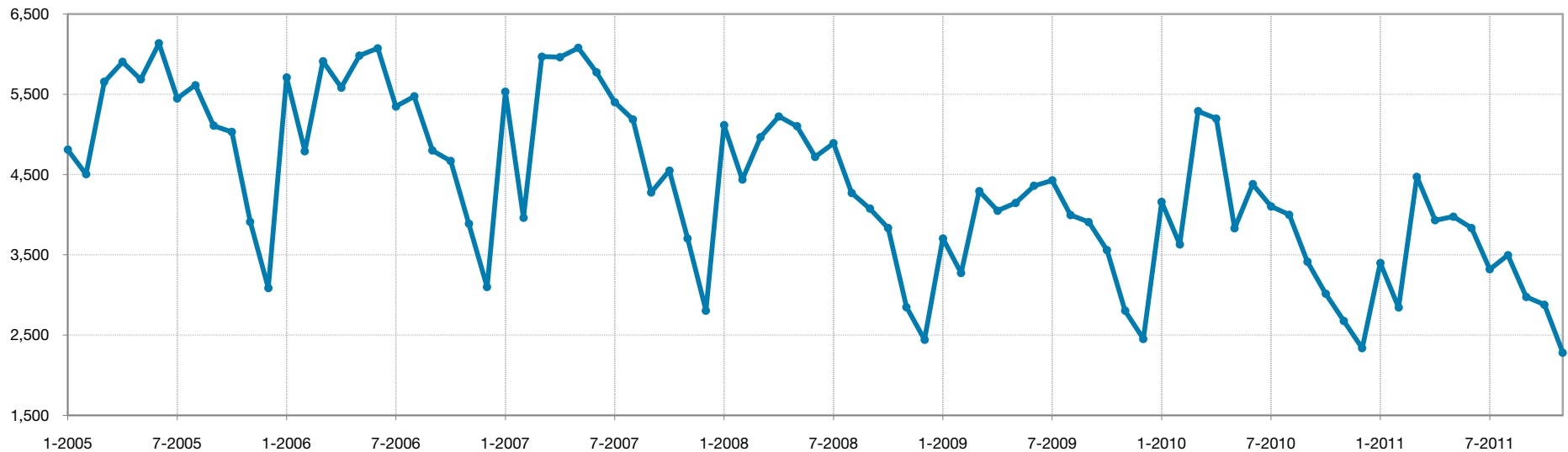
3 Month



November



Historical New Listings

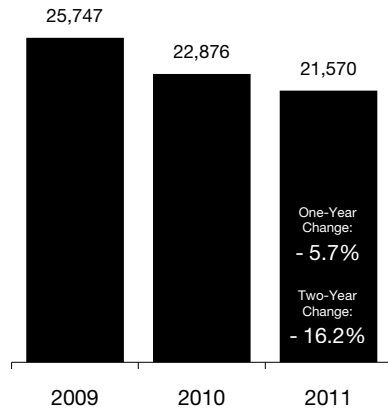


Pending Sales

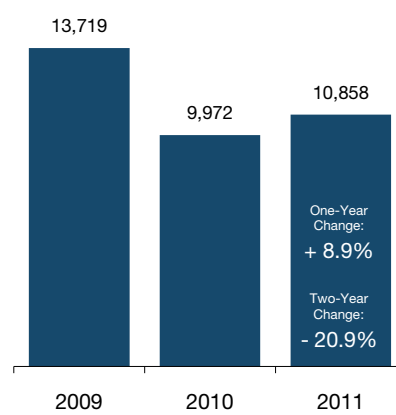
A count of the properties on which contracts have been accepted in a given month, regardless of whether or not the sale closes.



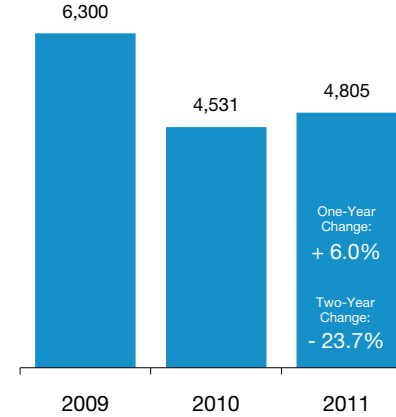
12 Month



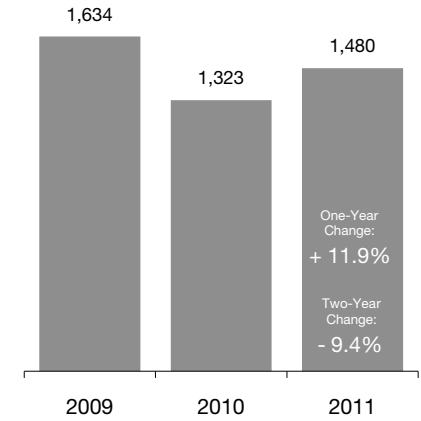
6 Month



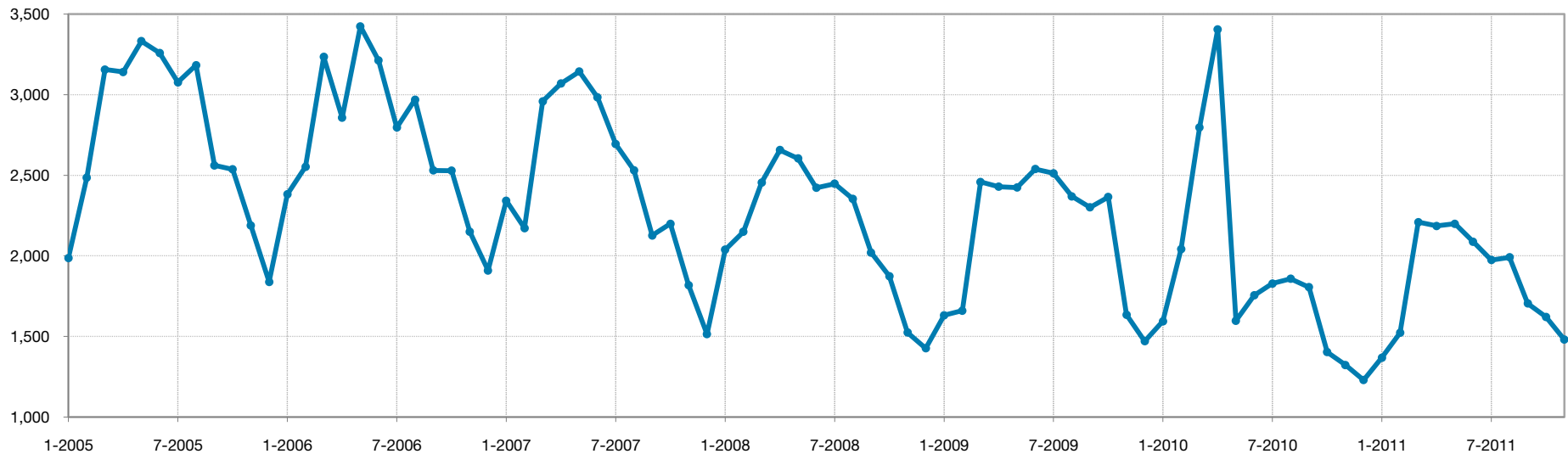
3 Month



November



Historical Pending Sales

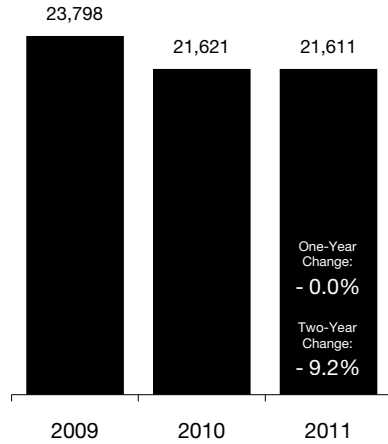


Closed Sales

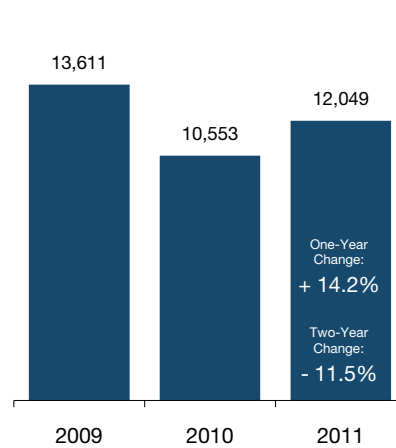
A count of the actual sales that have closed in a given month.



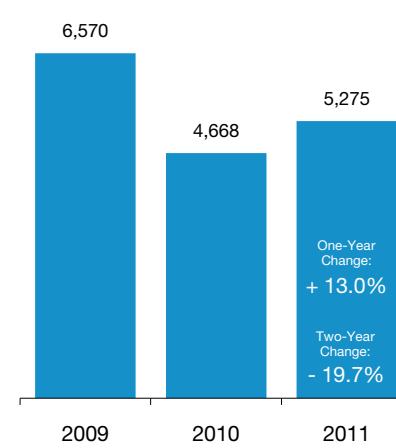
12 Month



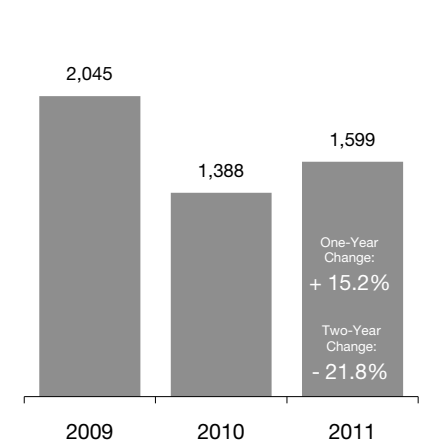
6 Month



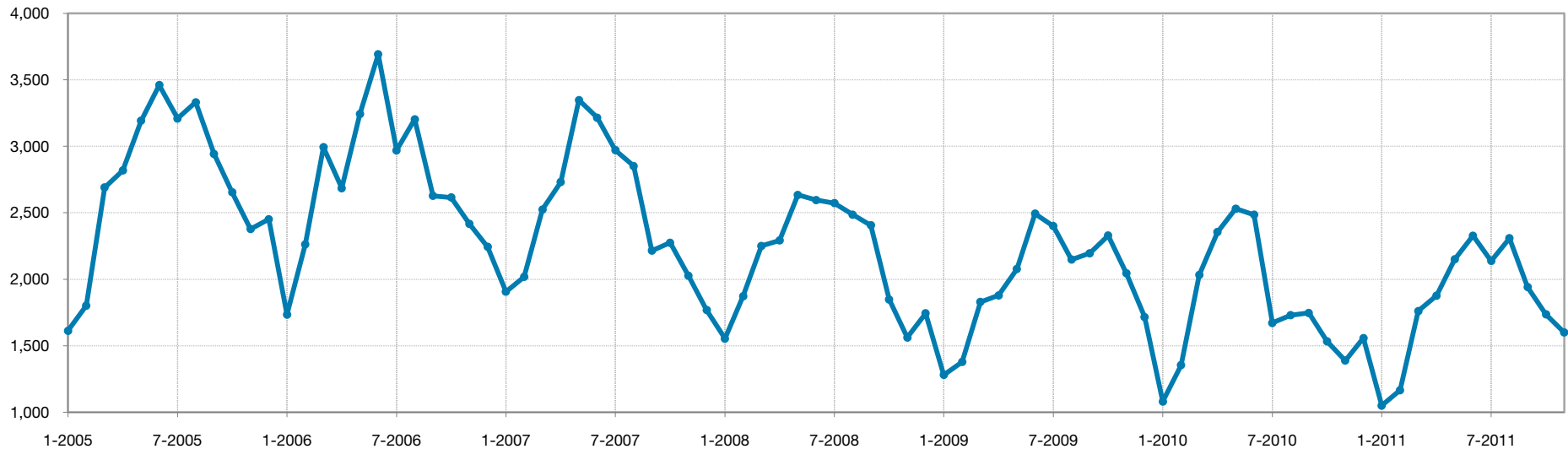
3 Month



November



Historical Closed Sales

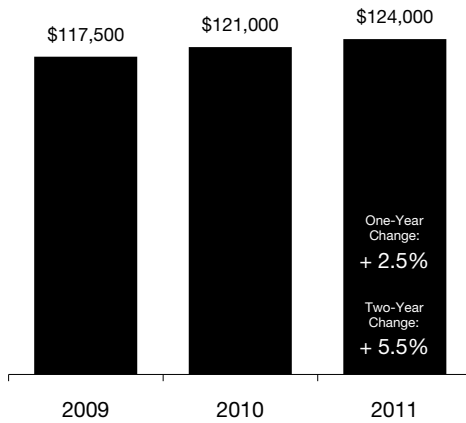


Median Sales Price

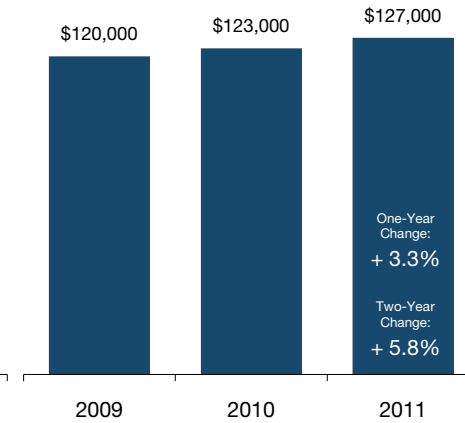
Median price point for all closed sales, not accounting for seller concessions, in a given month.



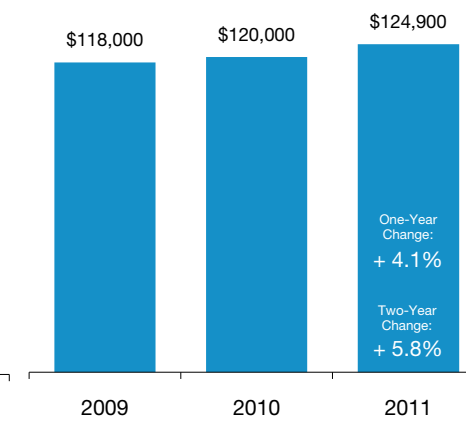
12 Month



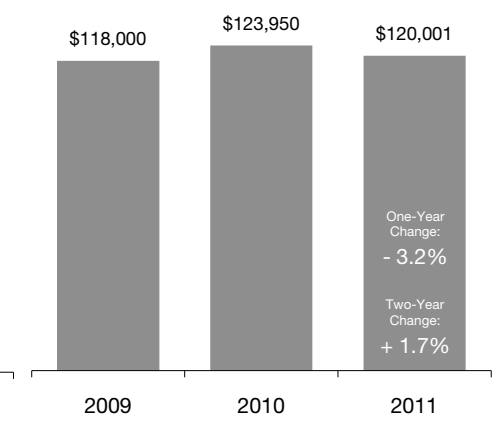
6 Month



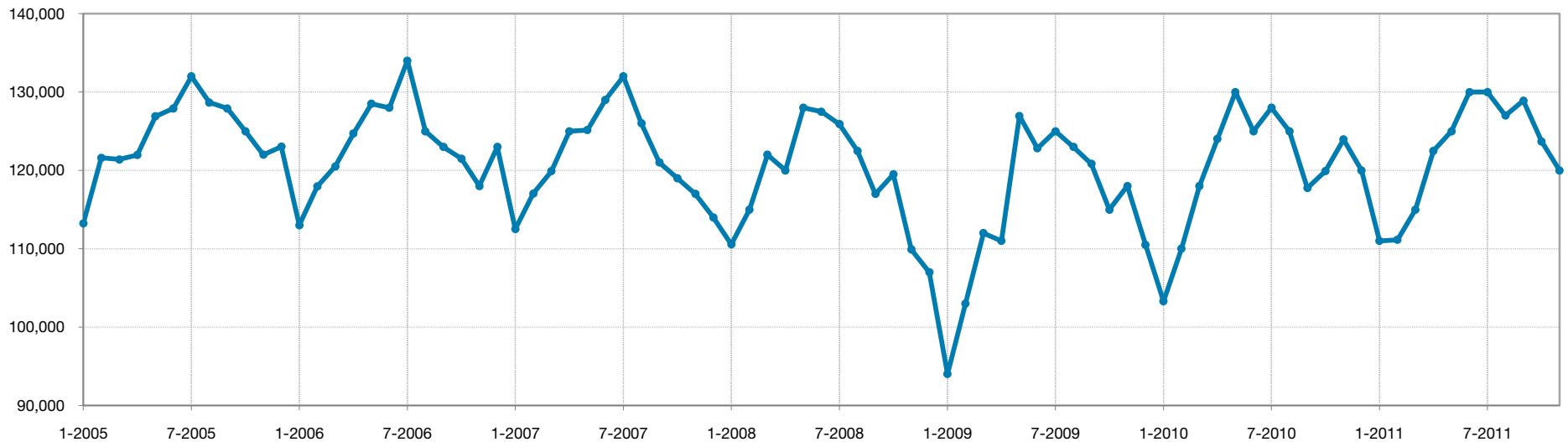
3 Month



November



Historical Median Sales Price

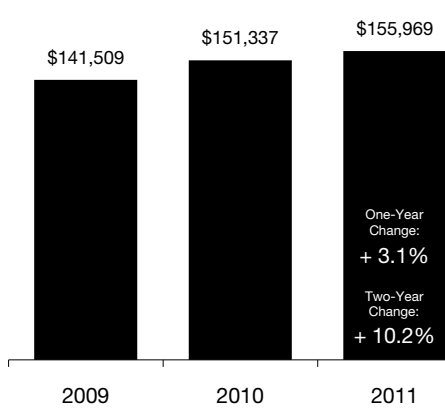


Average Sales Price

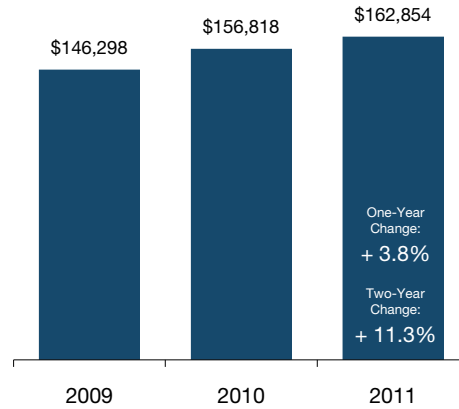
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



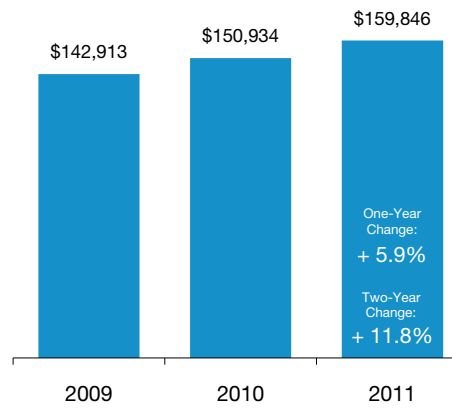
12 Month



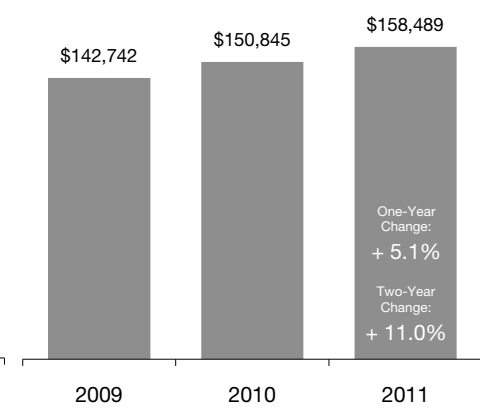
6 Month



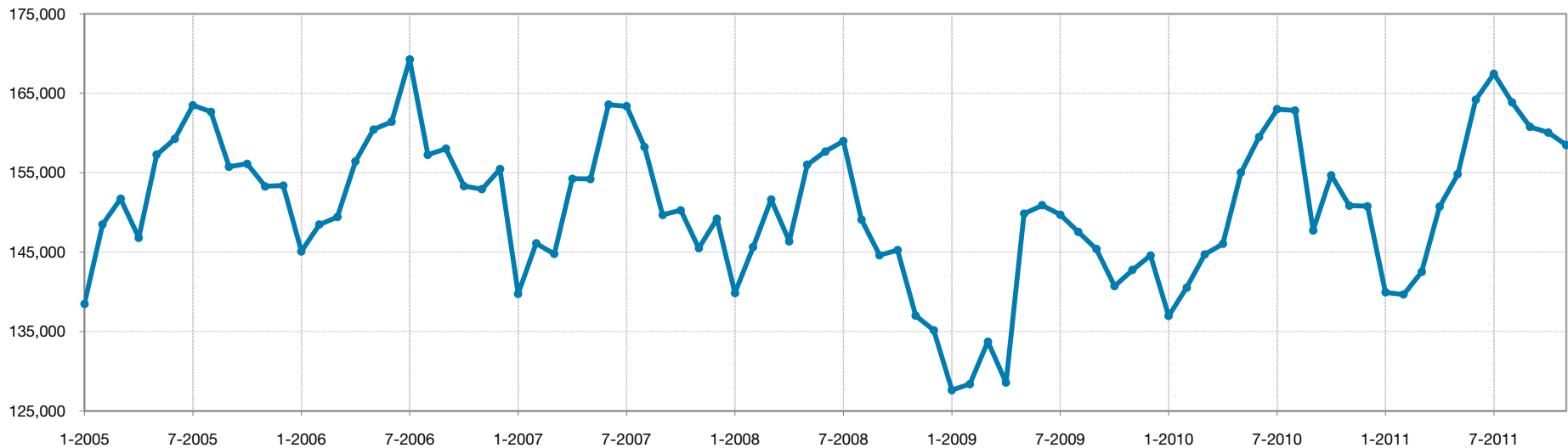
3 Month



November



Historical Average Sales Price

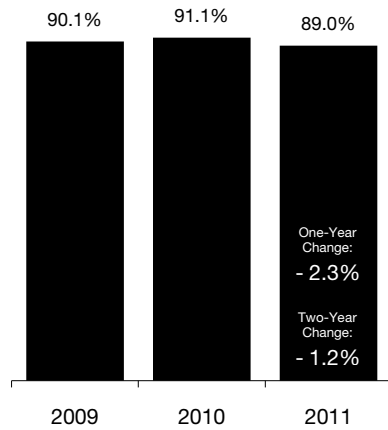


Percent of Original List Price Received

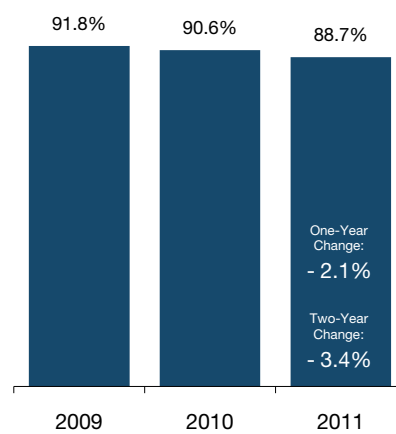
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



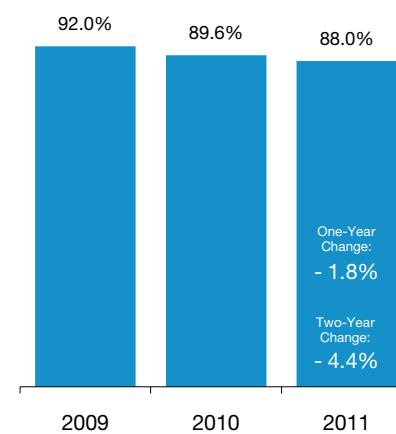
12 Month



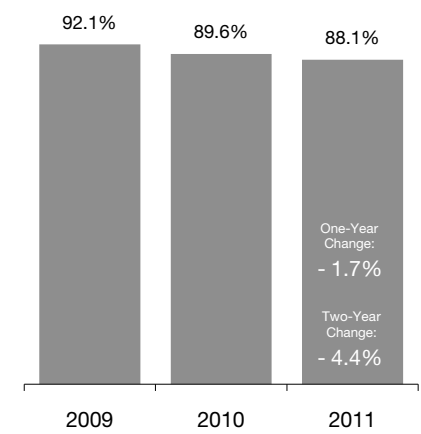
6 Month



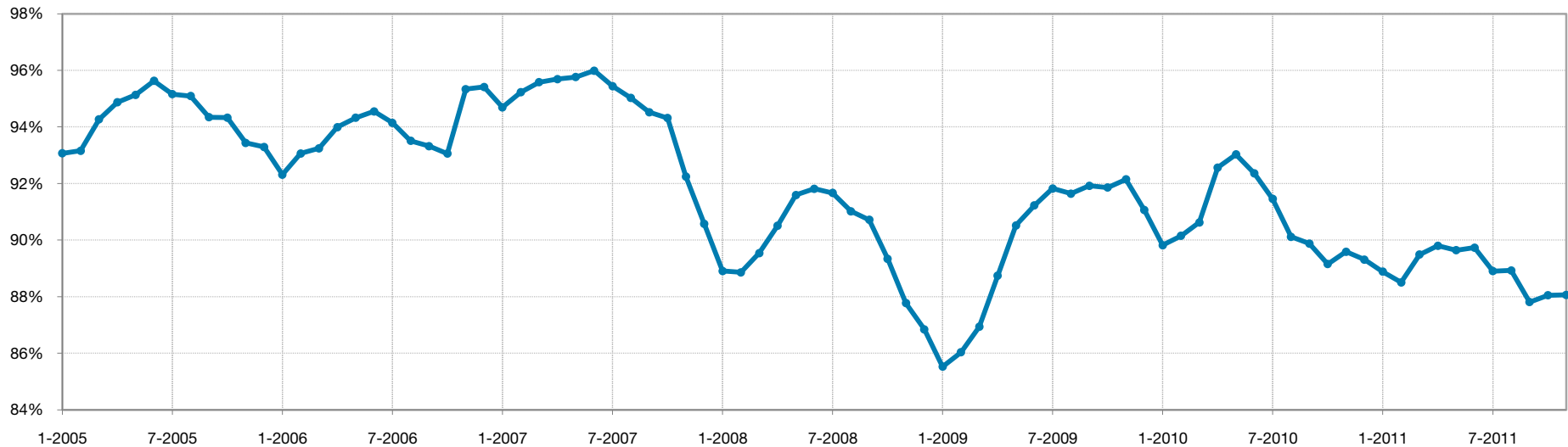
3 Month



November



Historical Percent of Original List Price Received

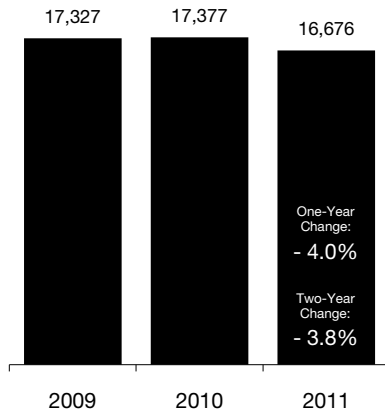


Inventory of Homes for Sale

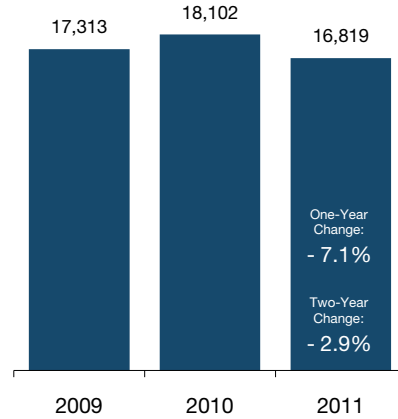
The number of properties available for sale in active status at the end of a given month.



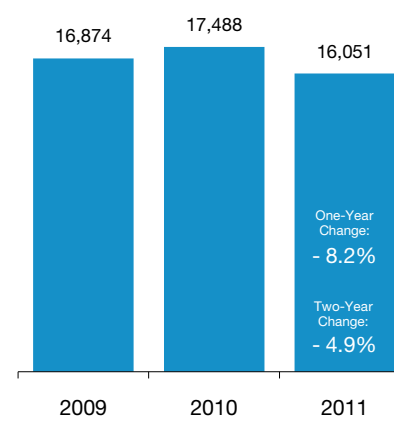
12 Month



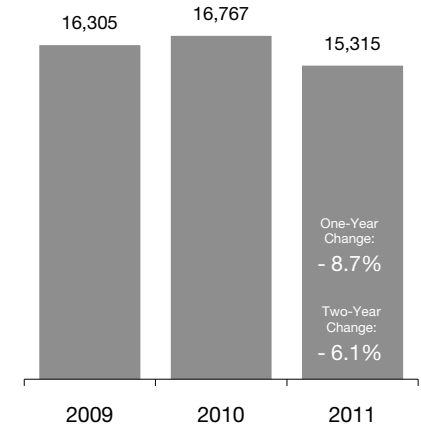
6 Month



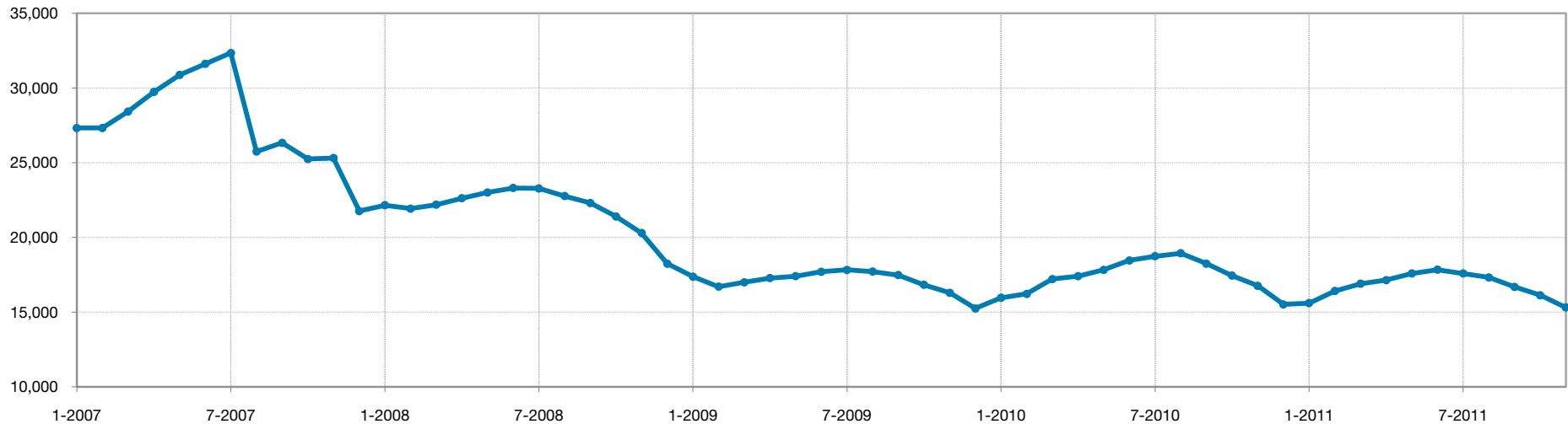
3 Month



November



Historical Inventory of Homes Available

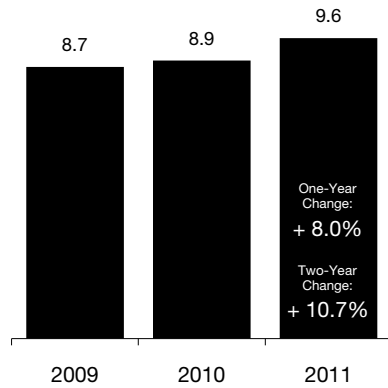


Months Supply of Inventory

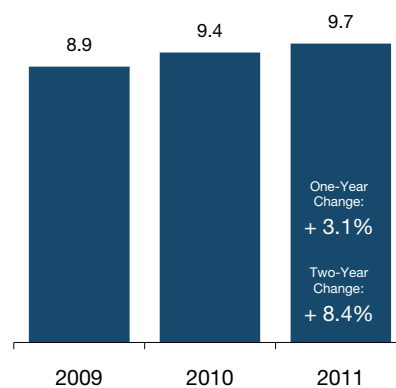
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



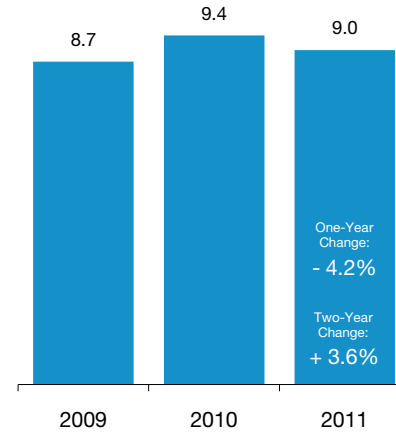
12 Month



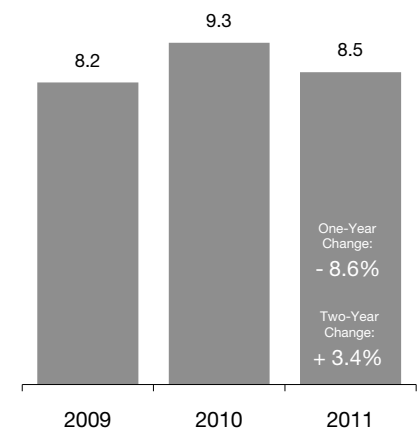
6 Month



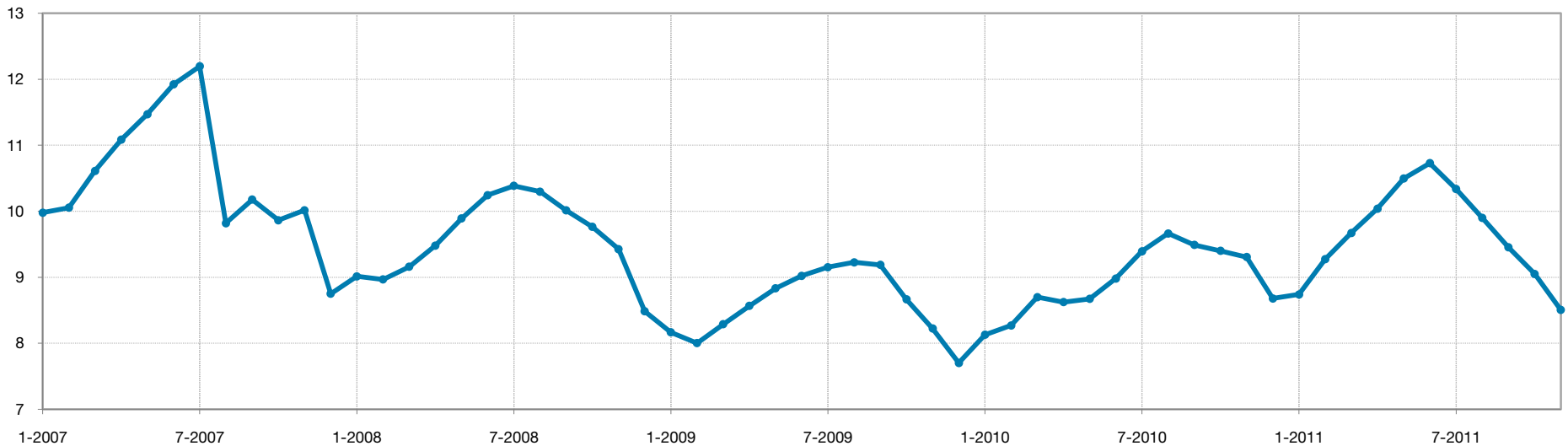
3 Month



November



Historical Months Supply of Homes for Sale



Local Market Update – November 2011

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



Boone County

- 8.2%

Change in
New Listings

+ 9.6%

Change in
Closed Sales

+ 6.6%

Change in
Median Sales Price

Sep through Nov

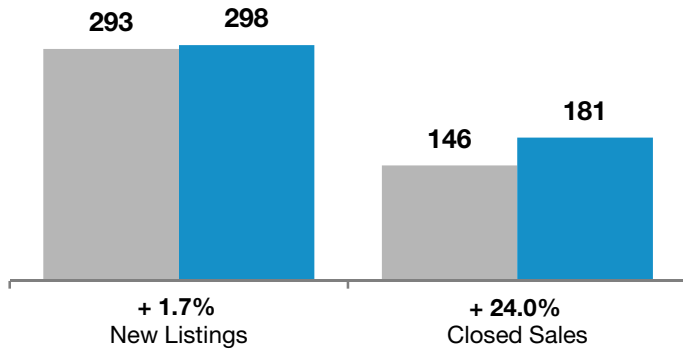
November

	2010	2011	+ / -	2010	2011	+ / -
New Listings	293	298	+ 1.7%	97	89	- 8.2%
Closed Sales	146	181	+ 24.0%	52	57	+ 9.6%
Median Sales Price*	\$153,000	\$171,000	+ 11.8%	\$160,000	\$170,500	+ 6.6%
Average Sales Price*	\$217,824	\$230,392	+ 5.8%	\$191,425	\$212,956	+ 11.2%
Percent of Original List Price Received at Sale*	88.5%	89.1%	+ 0.7%	89.1%	88.5%	- 0.8%
Months Supply of Inventory	10.1	9.6	- 4.2%	9.7	9.3	- 4.7%
Single-Family Detached Inventory	574	576	+ 0.3%	538	563	+ 4.6%
Townhouse-Condo Inventory	32	27	- 16.5%	34	24	- 29.4%

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

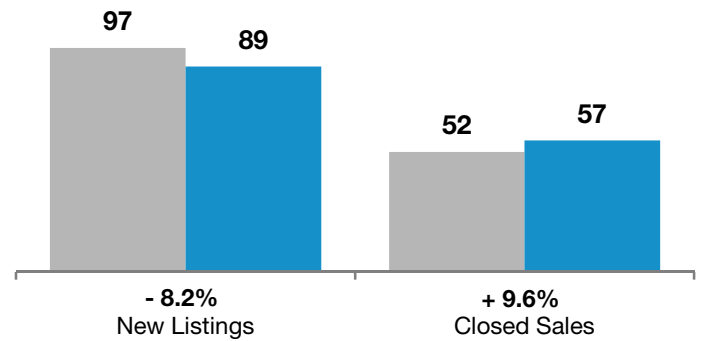
Sep through Nov

■ 2010 ■ 2011



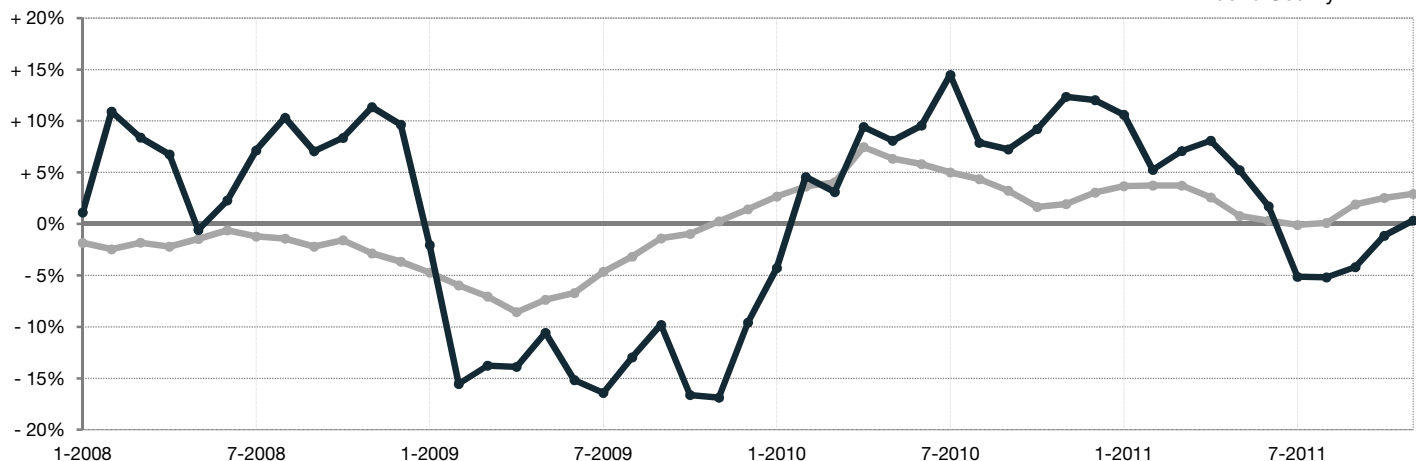
November

■ 2010 ■ 2011



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 – November 2011

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- 18.2%

- 44.4%

- 39.3%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Brown County

Sep through Nov

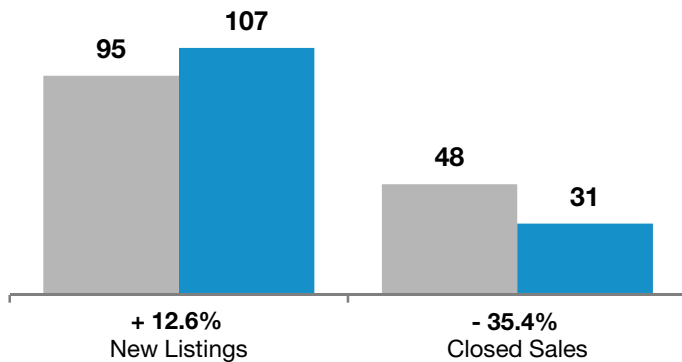
November

	2010	2011	+ / -	2010	2011	+ / -
New Listings	95	107	+ 12.6%	22	18	- 18.2%
Closed Sales	48	31	- 35.4%	18	10	- 44.4%
Median Sales Price*	\$168,500	\$140,000	- 16.9%	\$203,500	\$123,450	- 39.3%
Average Sales Price*	\$206,828	\$232,410	+ 12.4%	\$230,356	\$137,955	- 40.1%
Percent of Original List Price Received at Sale*	87.7%	87.5%	- 0.3%	90.4%	94.2%	+ 4.2%
Months Supply of Inventory	22.4	22.5	+ 0.1%	19.5	22.4	+ 14.7%
Single-Family Detached Inventory	287	295	+ 2.6%	261	280	+ 7.3%
Townhouse-Condo Inventory	8	6	- 20.8%	7	7	0.0%

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

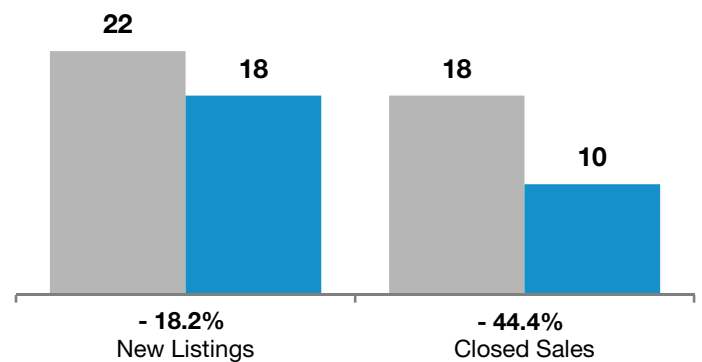
Sep through Nov

■ 2010 ■ 2011



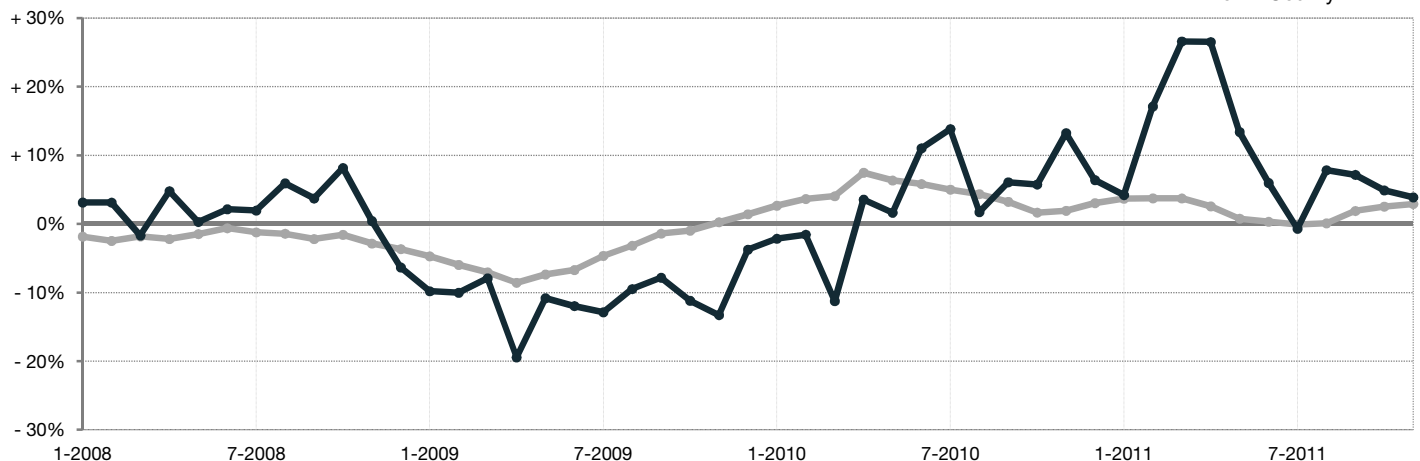
November

■ 2010 ■ 2011



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 – November 2011

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Decatur County

- 45.2%

Change in
New Listings

- 5.3%

Change in
Closed Sales

- 4.8%

Change in
Median Sales Price

Sep through Nov

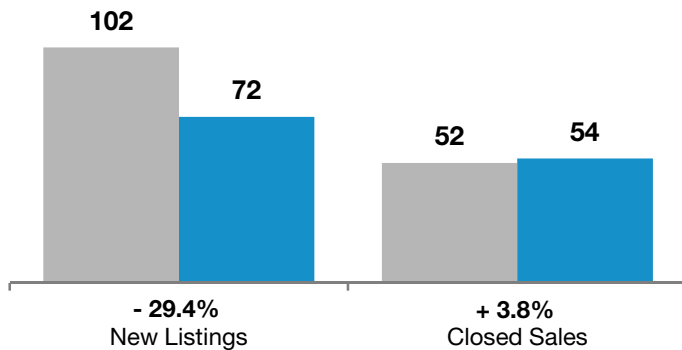
November

	2010	2011	+ / -	2010	2011	+ / -
New Listings	102	72	- 29.4%	31	17	- 45.2%
Closed Sales	52	54	+ 3.8%	19	18	- 5.3%
Median Sales Price*	\$109,900	\$107,400	- 2.3%	\$108,950	\$103,700	- 4.8%
Average Sales Price*	\$110,380	\$120,880	+ 9.5%	\$101,897	\$119,716	+ 17.5%
Percent of Original List Price Received at Sale*	88.1%	87.9%	- 0.3%	90.5%	83.8%	- 7.5%
Months Supply of Inventory	16.0	11.0	- 31.1%	15.3	10.5	- 31.7%
Single-Family Detached Inventory	240	201	- 16.4%	232	190	- 18.1%
Townhouse-Condo Inventory	2	3	+ 14.3%	3	2	- 33.3%

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

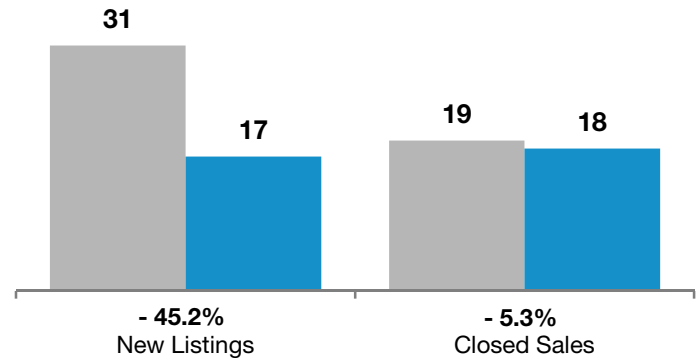
Sep through Nov

■ 2010 ■ 2011



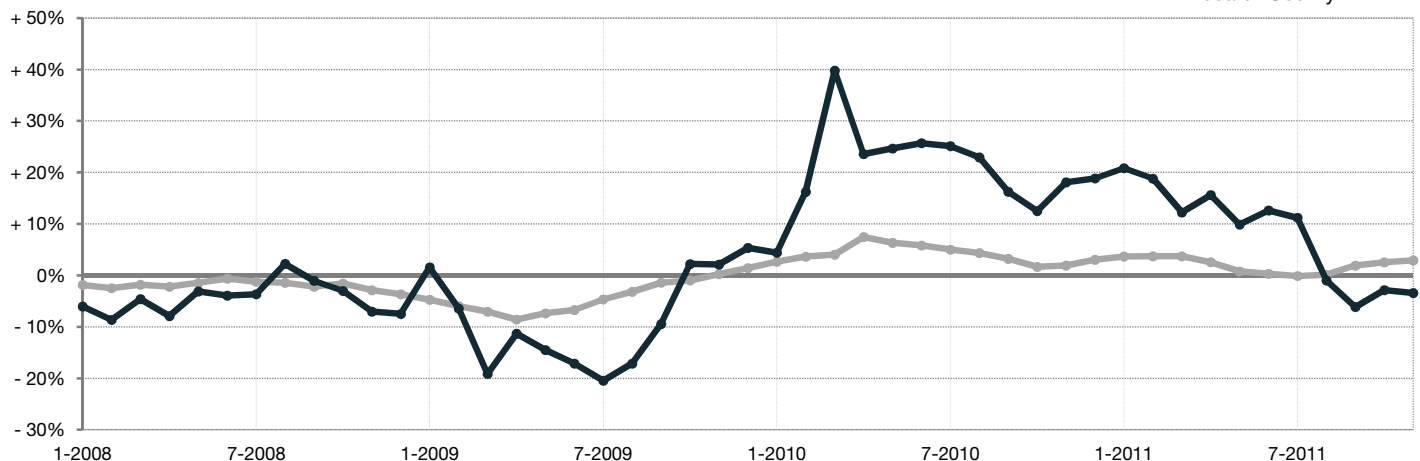
November

■ 2010 ■ 2011



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

Indianapolis Metro Area — Indianapolis Metro Area
Decatur County — Decatur 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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Local Market Update – November 2011

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



- 15.6%

+ 11.5%

+ 7.7%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Hamilton County

Sep through Nov

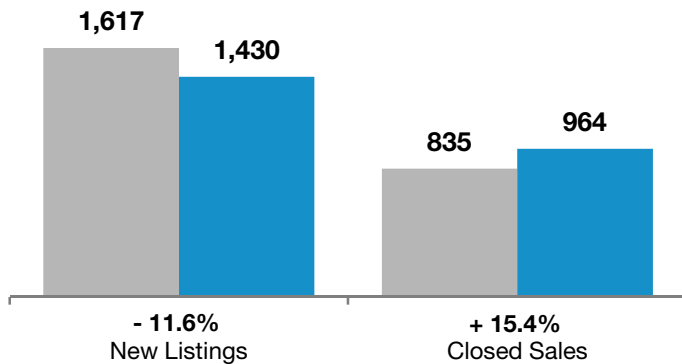
November

	2010	2011	+ / -	2010	2011	+ / -
New Listings	1,617	1,430	- 11.6%	461	389	- 15.6%
Closed Sales	835	964	+ 15.4%	260	290	+ 11.5%
Median Sales Price*	\$201,333	\$199,000	- 1.2%	\$195,000	\$210,000	+ 7.7%
Average Sales Price*	\$248,109	\$263,677	+ 6.3%	\$240,240	\$278,449	+ 15.9%
Percent of Original List Price Received at Sale*	91.7%	90.8%	- 1.0%	91.9%	91.4%	- 0.5%
Months Supply of Inventory	8.5	7.9	- 6.4%	8.2	7.4	- 10.3%
Single-Family Detached Inventory	2,582	2,446	- 5.3%	2,435	2,298	- 5.6%
Townhouse-Condo Inventory	353	297	- 16.0%	332	273	- 17.8%

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

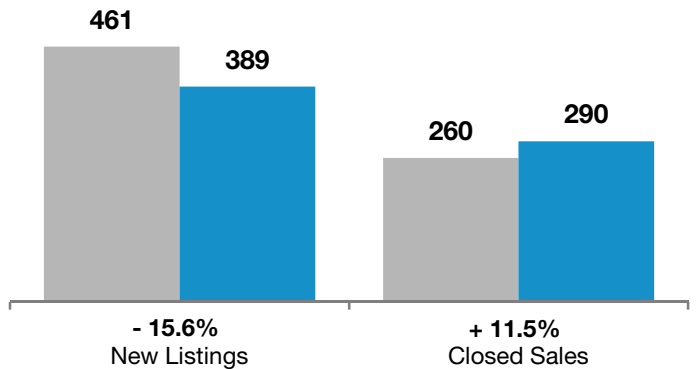
Sep through Nov

■ 2010 ■ 2011

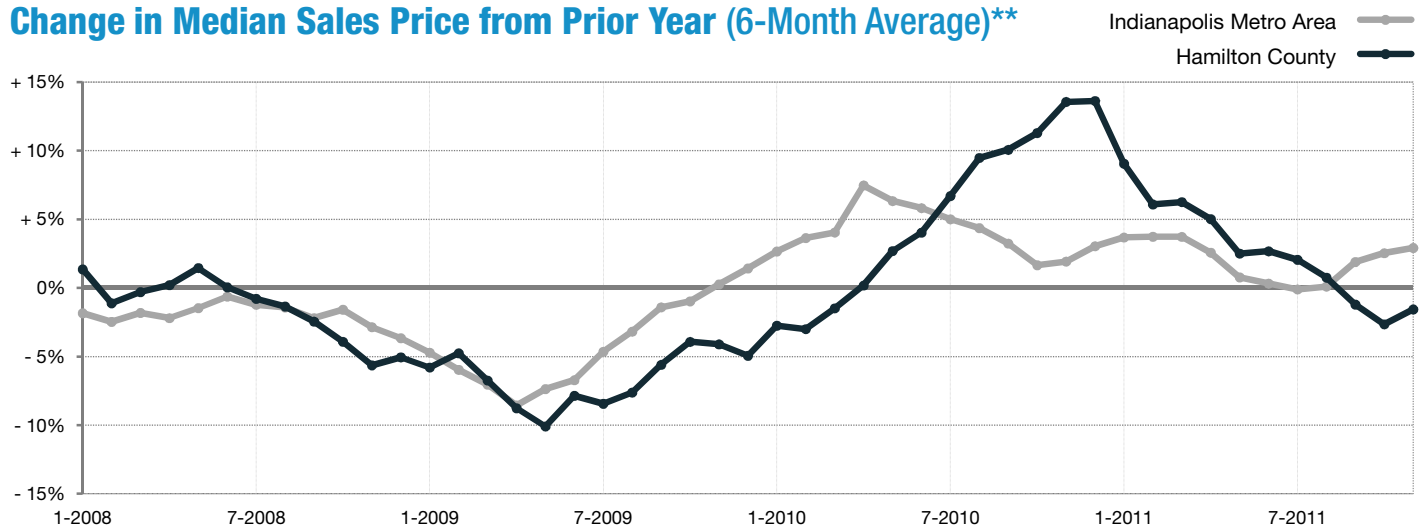


November

■ 2010 ■ 2011



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



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Local Market Update – November 2011

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



Hancock County

- 26.7%

Change in
New Listings

+ 1.9%

Change in
Closed Sales

- 6.1%

Change in
Median Sales Price

Sep through Nov

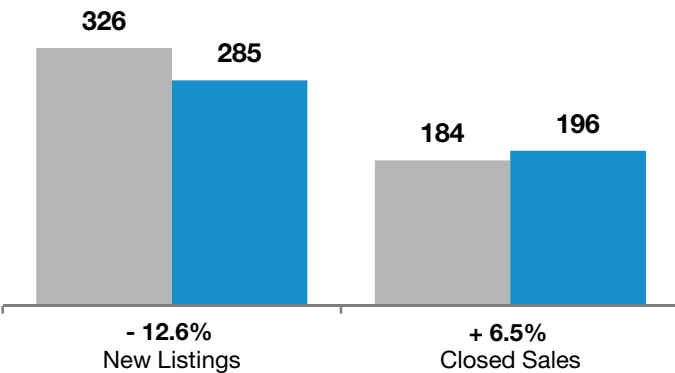
November

	2010	2011	+ / -	2010	2011	+ / -
New Listings	326	285	- 12.6%	101	74	- 26.7%
Closed Sales	184	196	+ 6.5%	52	53	+ 1.9%
Median Sales Price*	\$129,900	\$120,000	- 7.6%	\$122,450	\$115,000	- 6.1%
Average Sales Price*	\$138,135	\$138,632	+ 0.4%	\$129,531	\$136,727	+ 5.6%
Percent of Original List Price Received at Sale*	91.0%	86.7%	- 4.7%	90.1%	85.7%	- 4.9%
Months Supply of Inventory	9.6	9.4	- 1.5%	9.6	8.9	- 7.6%
Single-Family Detached Inventory	599	585	- 2.4%	582	555	- 4.6%
Townhouse-Condo Inventory	17	22	+ 32.0%	17	21	+ 23.5%

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

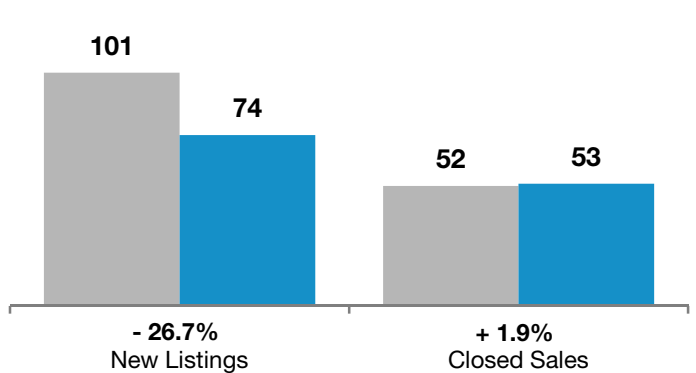
Sep through Nov

■ 2010 ■ 2011



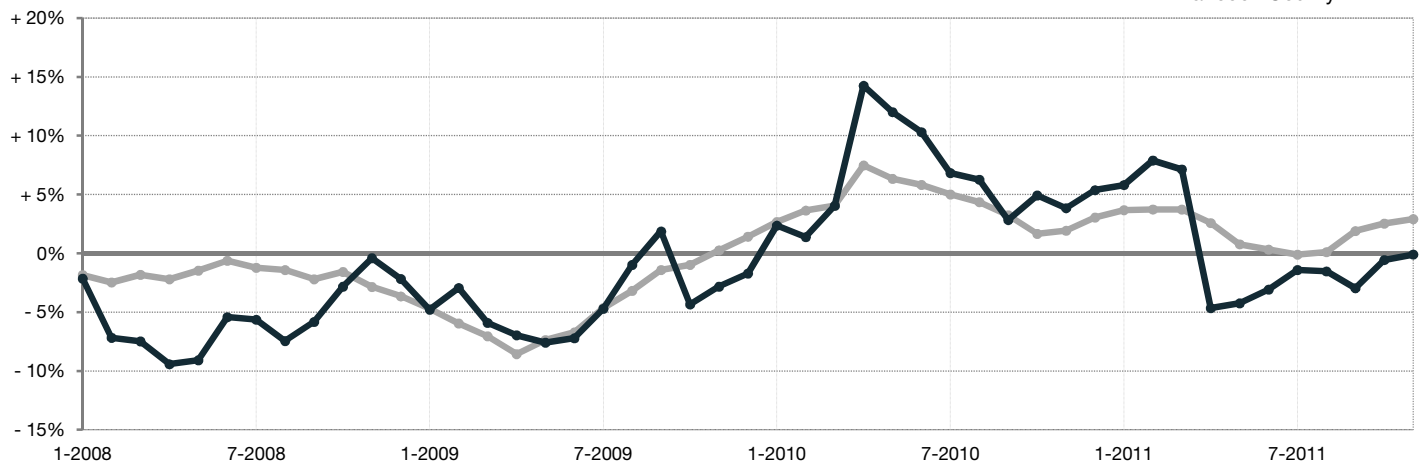
November

■ 2010 ■ 2011



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 – November 2011

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



- 20.2%

+ 40.0%

- 14.2%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Hendricks County

Sep through Nov

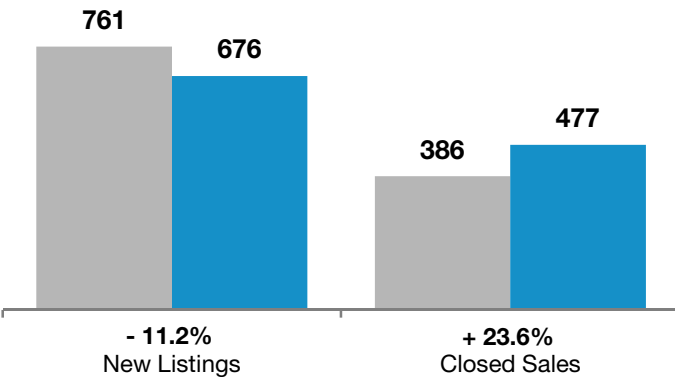
November

	2010	2011	+ / -	2010	2011	+ / -
New Listings	761	676	- 11.2%	233	186	- 20.2%
Closed Sales	386	477	+ 23.6%	100	140	+ 40.0%
Median Sales Price*	\$146,750	\$135,000	- 8.0%	\$150,650	\$129,250	- 14.2%
Average Sales Price*	\$168,278	\$158,059	- 6.1%	\$172,968	\$149,807	- 13.4%
Percent of Original List Price Received at Sale*	92.2%	89.9%	- 2.5%	92.8%	88.0%	- 5.2%
Months Supply of Inventory	9.0	7.8	- 13.0%	8.9	7.4	- 16.6%
Single-Family Detached Inventory	1,217	1,125	- 7.5%	1,168	1,099	- 5.9%
Townhouse-Condo Inventory	120	121	+ 0.6%	124	109	- 12.1%

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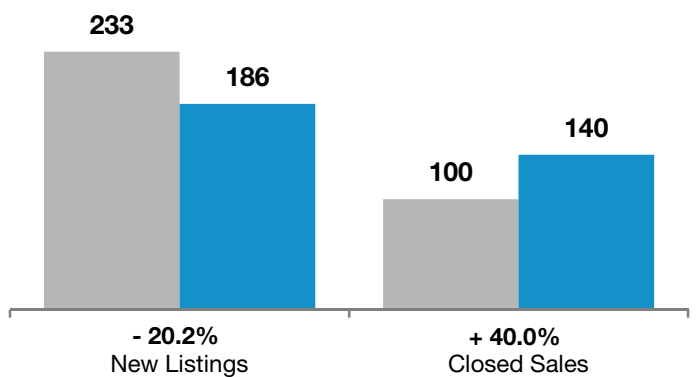
Sep through Nov

■ 2010 ■ 2011



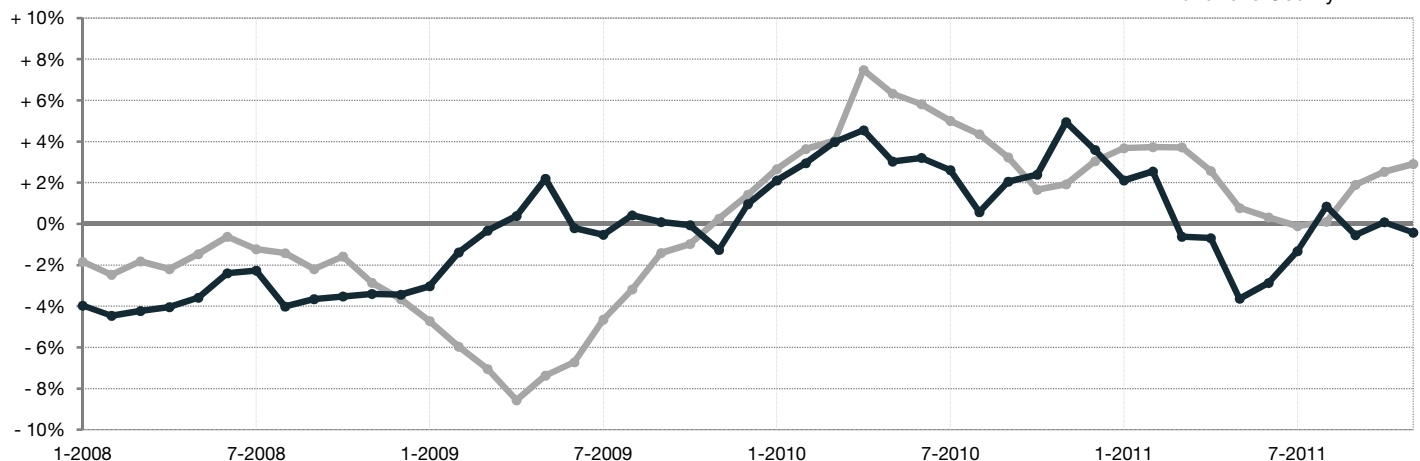
November

■ 2010 ■ 2011



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

Indianapolis Metro Area —
Hendricks County —



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Local Market Update – November 2011

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



Johnson County

- 10.9%

Change in
New Listings

+ 0.9%

Change in
Closed Sales

- 12.4%

Change in
Median Sales Price

Sep through Nov

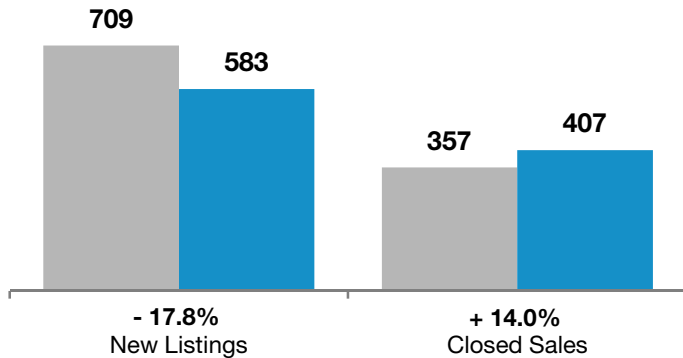
November

	2010	2011	+ / -	2010	2011	+ / -
New Listings	709	583	- 17.8%	193	172	- 10.9%
Closed Sales	357	407	+ 14.0%	107	108	+ 0.9%
Median Sales Price*	\$121,000	\$125,250	+ 3.5%	\$133,000	\$116,500	- 12.4%
Average Sales Price*	\$148,354	\$152,104	+ 2.5%	\$153,361	\$146,496	- 4.5%
Percent of Original List Price Received at Sale*	90.9%	88.4%	- 2.8%	91.9%	84.8%	- 7.7%
Months Supply of Inventory	9.0	7.9	- 12.2%	8.8	7.5	- 15.2%
Single-Family Detached Inventory	1,247	1,053	- 15.6%	1,182	1,000	- 15.4%
Townhouse-Condo Inventory	61	53	- 13.6%	58	50	- 13.8%

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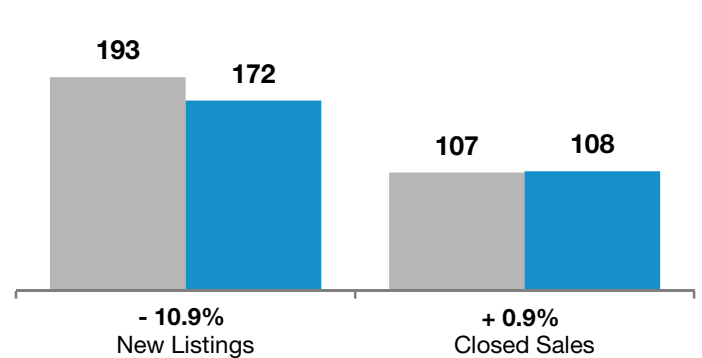
Sep through Nov

■ 2010 ■ 2011



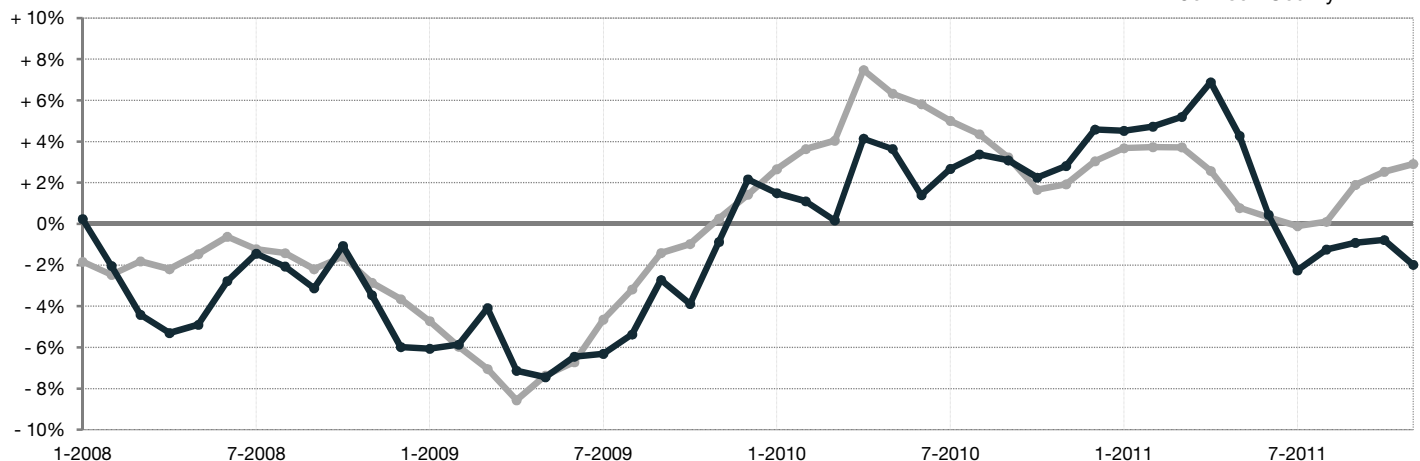
November

■ 2010 ■ 2011



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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Local Market Update – November 2011

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



Madison County

- 10.6%

Change in
New Listings

+ 55.6%

Change in
Closed Sales

+ 12.3%

Change in
Median Sales Price

Sep through Nov

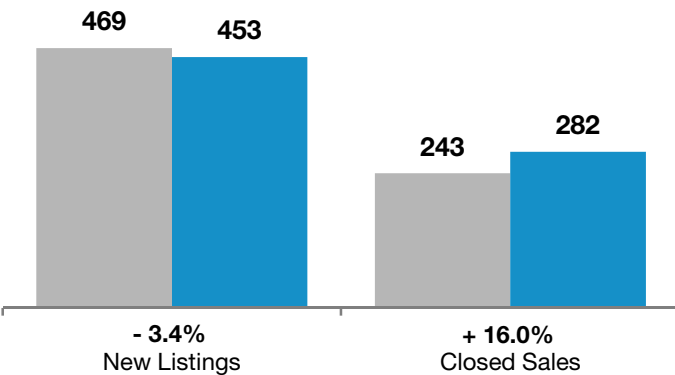
November

	2010	2011	+ / -	2010	2011	+ / -
New Listings	469	453	- 3.4%	132	118	- 10.6%
Closed Sales	243	282	+ 16.0%	63	98	+ 55.6%
Median Sales Price*	\$75,900	\$80,000	+ 5.4%	\$75,450	\$84,750	+ 12.3%
Average Sales Price*	\$82,976	\$87,766	+ 5.8%	\$87,581	\$87,736	+ 0.2%
Percent of Original List Price Received at Sale*	87.3%	86.3%	- 1.1%	87.5%	86.2%	- 1.5%
Months Supply of Inventory	11.0	10.6	- 3.6%	11.2	9.8	- 12.1%
Single-Family Detached Inventory	930	813	- 12.6%	916	776	- 15.3%
Townhouse-Condo Inventory	65	78	+ 20.6%	62	75	+ 21.0%

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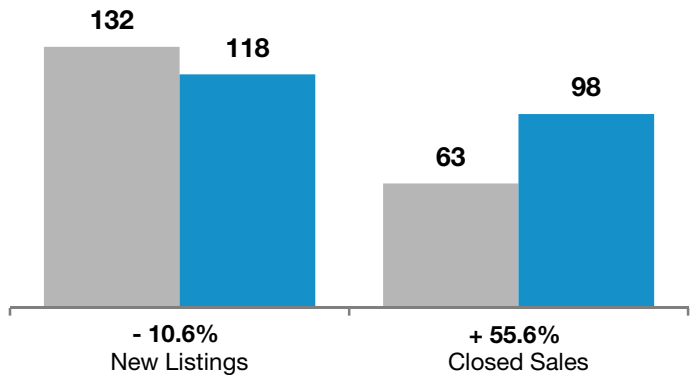
Sep through Nov

■ 2010 ■ 2011



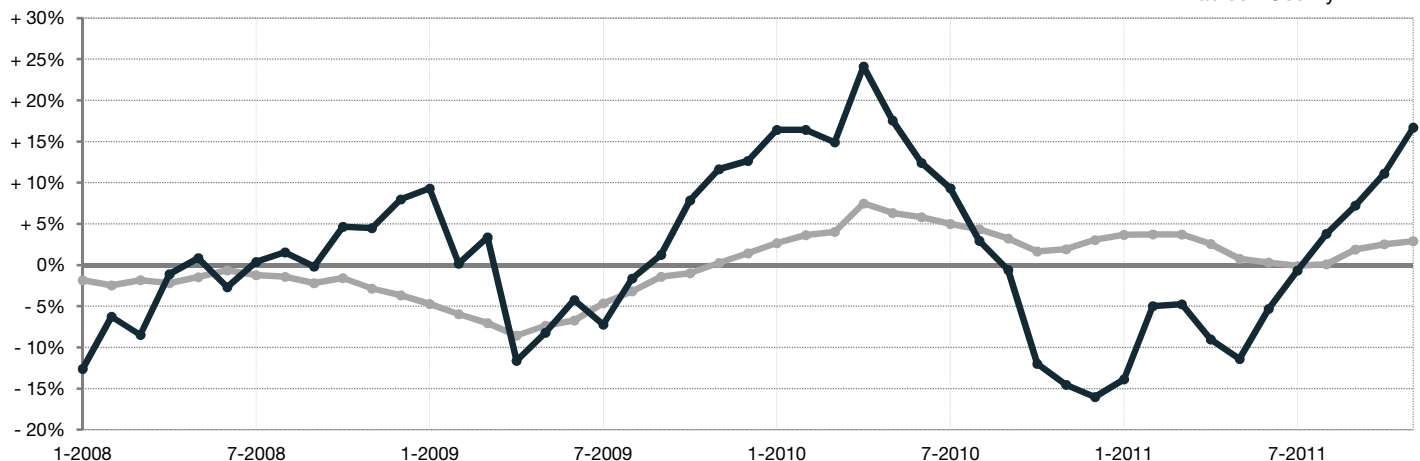
November

■ 2010 ■ 2011



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 – November 2011

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



- 12.8%

+ 16.8%

+ 5.4%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Marion County

Sep through Nov

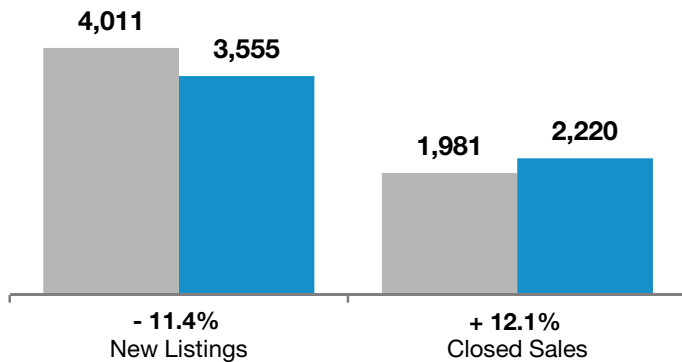
November

	2010	2011	+ / -	2010	2011	+ / -
New Listings	4,011	3,555	- 11.4%	1,189	1,037	- 12.8%
Closed Sales	1,981	2,220	+ 12.1%	585	683	+ 16.8%
Median Sales Price*	\$90,000	\$100,650	+ 11.8%	\$94,900	\$100,000	+ 5.4%
Average Sales Price*	\$117,024	\$125,949	+ 7.6%	\$116,953	\$124,953	+ 6.8%
Percent of Original List Price Received at Sale*	88.4%	86.7%	- 1.9%	88.2%	87.9%	- 0.3%
Months Supply of Inventory	9.2	9.1	- 0.5%	9.2	8.7	- 5.8%
Single-Family Detached Inventory	6,472	5,856	- 9.5%	6,257	5,620	- 10.2%
Townhouse-Condo Inventory	1,111	986	- 11.3%	1,059	944	- 10.9%

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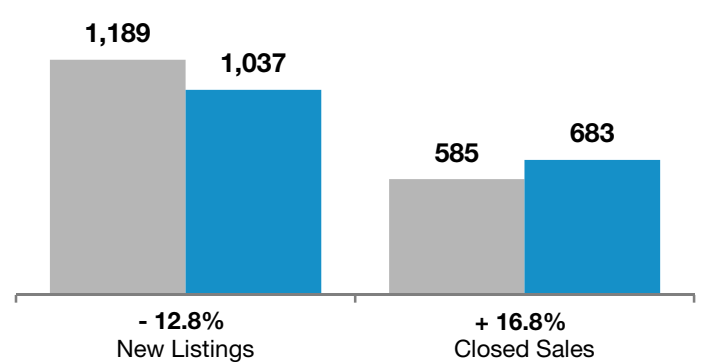
Sep through Nov

■ 2010 ■ 2011



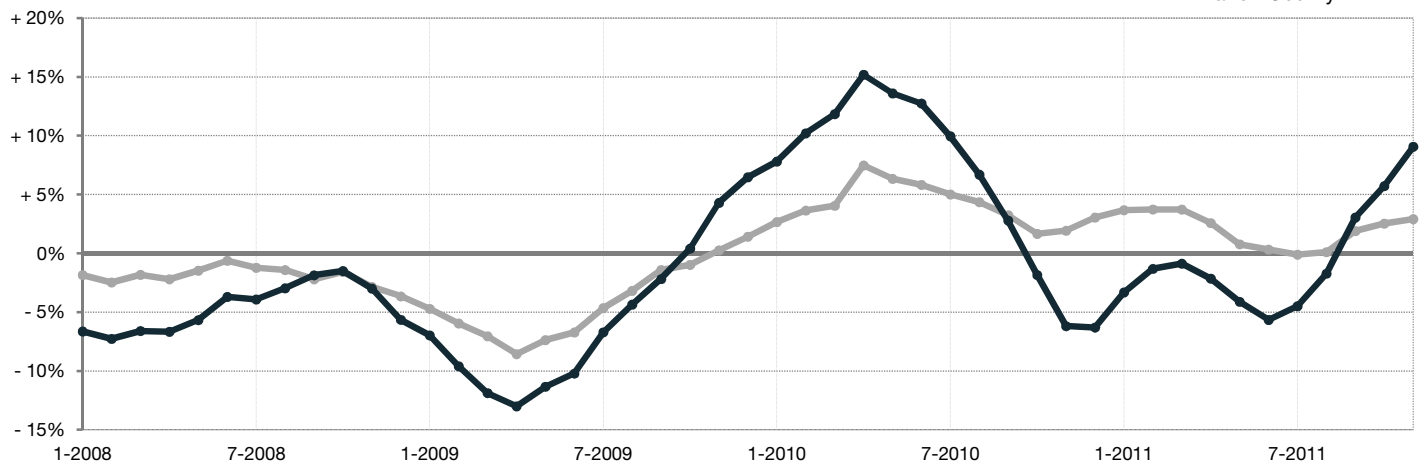
November

■ 2010 ■ 2011



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 – November 2011

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



Montgomery County

- 31.9%

Change in
New Listings

+ 3.4%

Change in
Closed Sales

+ 17.5%

Change in
Median Sales Price

Sep through Nov

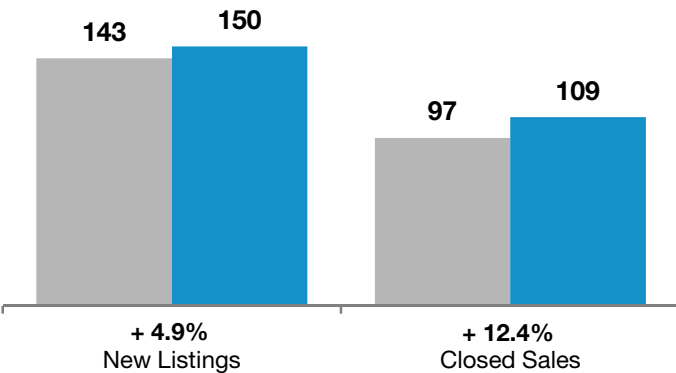
November

	2010	2011	+ / -	2010	2011	+ / -
New Listings	143	150	+ 4.9%	47	32	- 31.9%
Closed Sales	97	109	+ 12.4%	29	30	+ 3.4%
Median Sales Price*	\$85,500	\$90,000	+ 5.3%	\$85,000	\$99,900	+ 17.5%
Average Sales Price*	\$101,681	\$101,209	- 0.5%	\$98,841	\$107,400	+ 8.7%
Percent of Original List Price Received at Sale*	88.3%	86.3%	- 2.3%	86.5%	87.7%	+ 1.5%
Months Supply of Inventory	7.8	8.7	+ 11.6%	7.9	8.2	+ 4.4%
Single-Family Detached Inventory	260	274	+ 5.1%	253	260	+ 2.8%
Townhouse-Condo Inventory	15	14	- 10.9%	13	13	0.0%

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

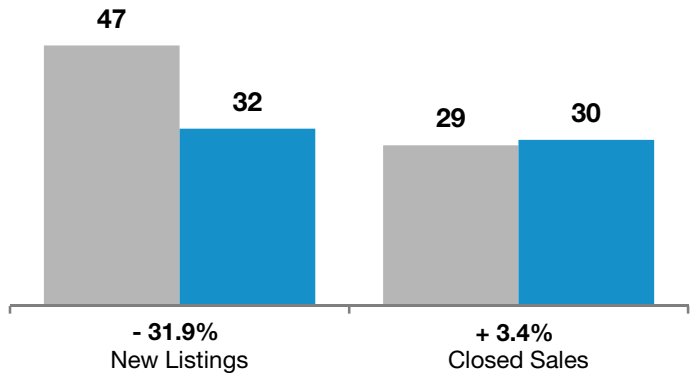
Sep through Nov

■ 2010 ■ 2011



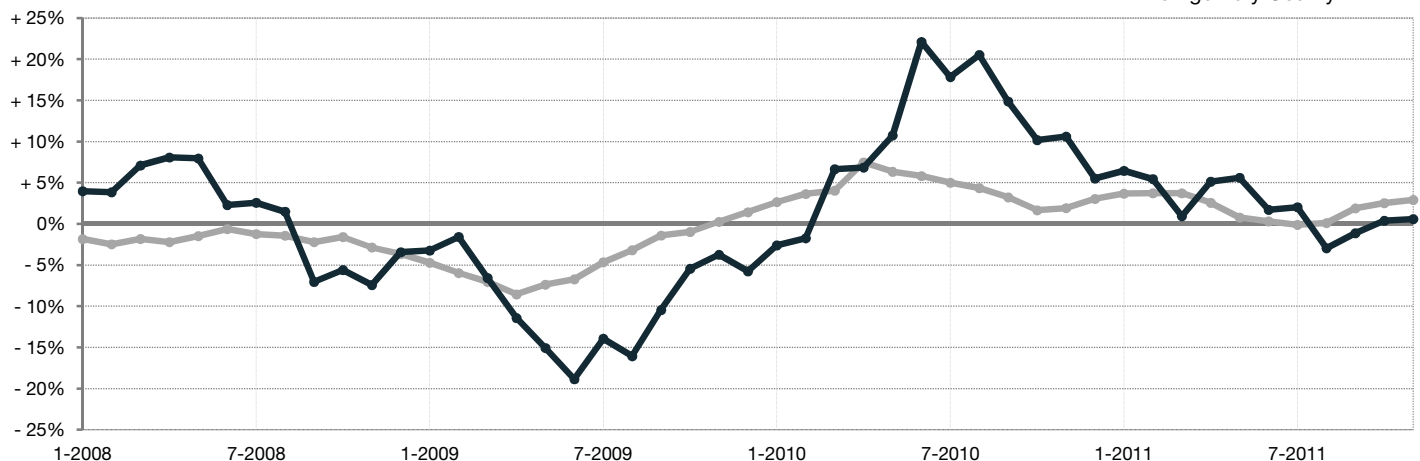
November

■ 2010 ■ 2011



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

Indianapolis Metro Area — Indianapolis Metro Area
Montgomery County — Montgomery County



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Local Market Update – November 2011

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



- 14.5%

+ 1.9%

- 1.9%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

Morgan County

Sep through Nov

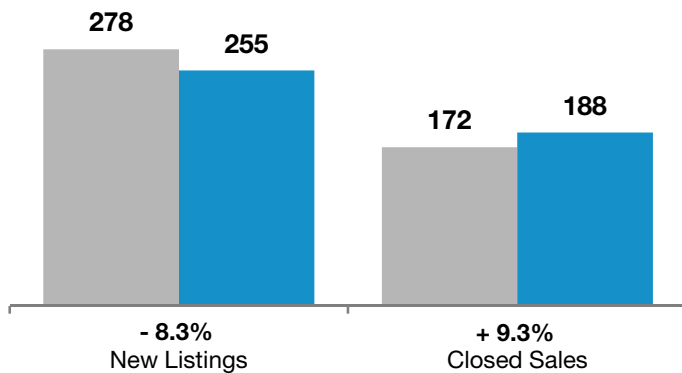
November

	2010	2011	+ / -	2010	2011	+ / -
New Listings	278	255	- 8.3%	76	65	- 14.5%
Closed Sales	172	188	+ 9.3%	53	54	+ 1.9%
Median Sales Price*	\$120,000	\$123,200	+ 2.7%	\$120,000	\$117,750	- 1.9%
Average Sales Price*	\$132,438	\$133,805	+ 1.0%	\$133,019	\$128,240	- 3.6%
Percent of Original List Price Received at Sale*	89.2%	86.6%	- 2.9%	87.9%	86.9%	- 1.2%
Months Supply of Inventory	10.4	10.4	- 0.1%	10.0	9.7	- 2.2%
Single-Family Detached Inventory	575	558	- 2.9%	543	526	- 3.1%
Townhouse-Condo Inventory	19	22	+ 15.5%	17	20	+ 17.6%

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

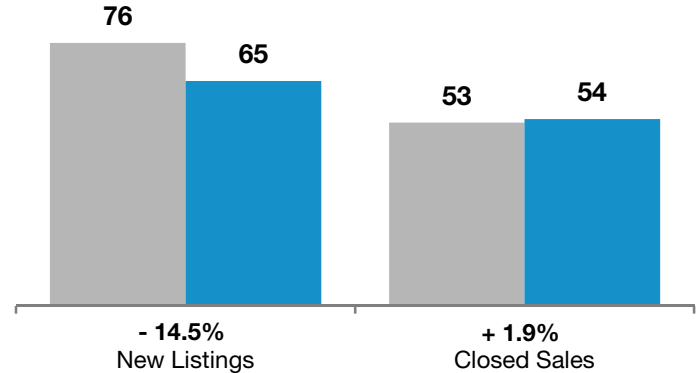
Sep through Nov

■ 2010 ■ 2011



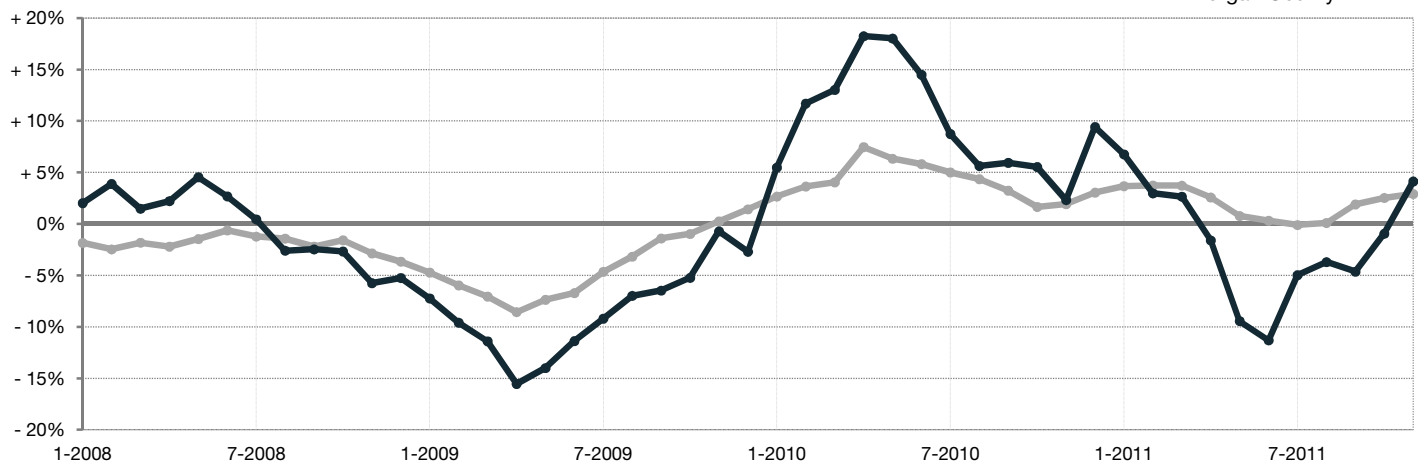
November

■ 2010 ■ 2011



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

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



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Local Market Update – November 2011

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



Putnam County

+ 5.4%

Change in
New Listings

+ 4.8%

Change in
Closed Sales

+ 19.9%

Change in
Median Sales Price

Sep through Nov

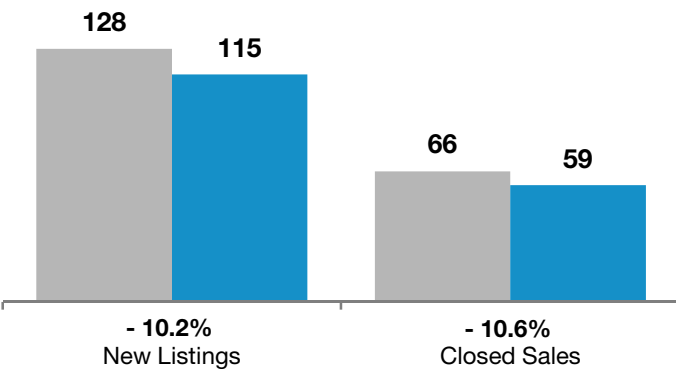
November

	2010	2011	+ / -	2010	2011	+ / -
New Listings	128	115	- 10.2%	37	39	+ 5.4%
Closed Sales	66	59	- 10.6%	21	22	+ 4.8%
Median Sales Price*	\$90,000	\$102,500	+ 13.9%	\$82,400	\$98,800	+ 19.9%
Average Sales Price*	\$118,209	\$122,592	+ 3.7%	\$107,732	\$108,643	+ 0.8%
Percent of Original List Price Received at Sale*	86.0%	86.9%	+ 1.1%	85.3%	83.7%	- 1.8%
Months Supply of Inventory	13.3	12.7	- 4.4%	12.8	12.1	- 5.8%
Single-Family Detached Inventory	318	293	- 7.9%	301	279	- 7.3%
Townhouse-Condo Inventory	9	8	- 7.4%	9	8	- 11.1%

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

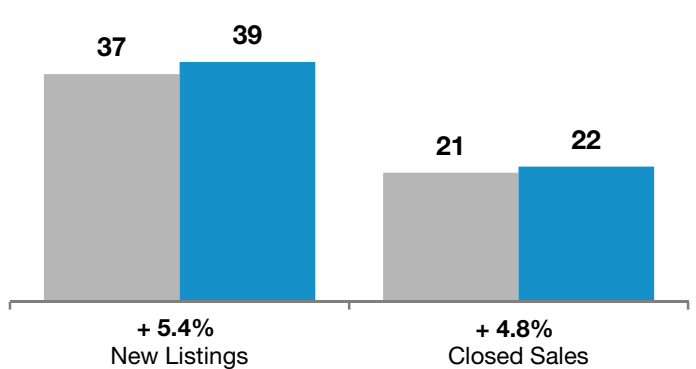
Sep through Nov

■ 2010 ■ 2011



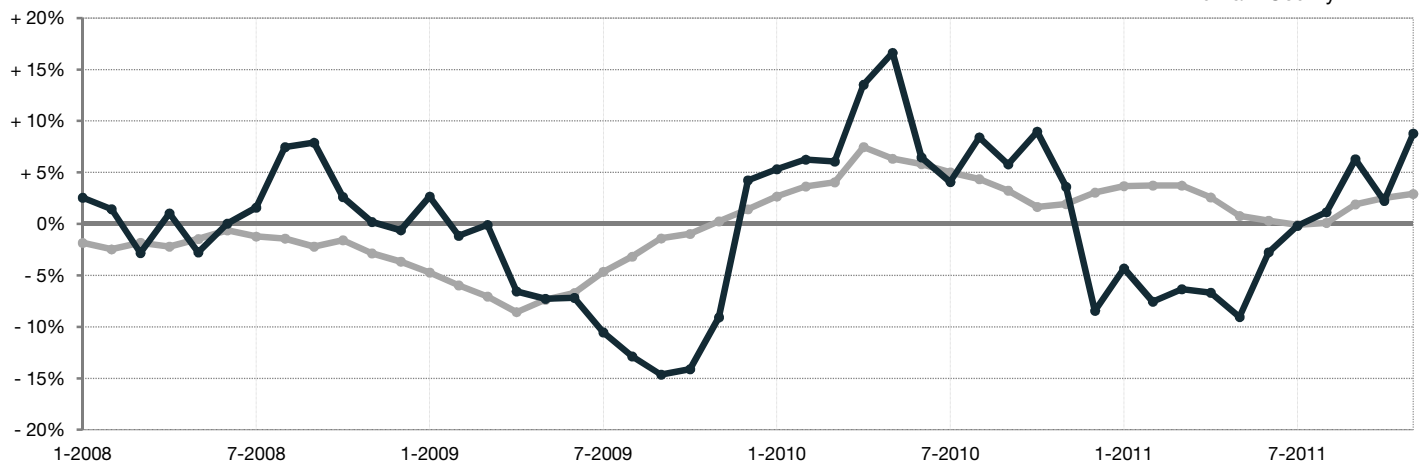
November

■ 2010 ■ 2011



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 – November 2011

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



Shelby County

- 19.6%

Change in
New Listings

+ 24.1%

Change in
Closed Sales

- 17.1%

Change in
Median Sales Price

Sep through Nov

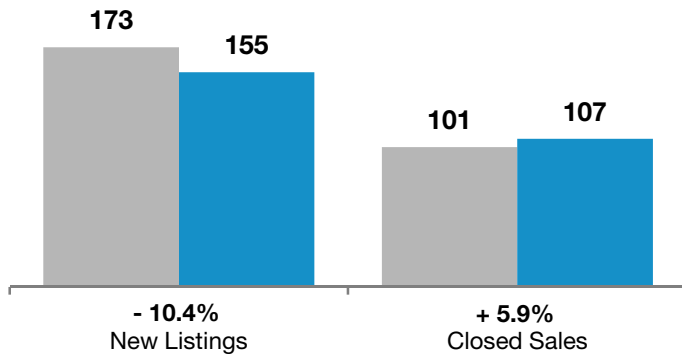
November

	2010	2011	+ / -	2010	2011	+ / -
New Listings	173	155	- 10.4%	56	45	- 19.6%
Closed Sales	101	107	+ 5.9%	29	36	+ 24.1%
Median Sales Price*	\$92,500	\$85,905	- 7.1%	\$105,000	\$87,000	- 17.1%
Average Sales Price*	\$108,268	\$96,854	- 10.5%	\$115,840	\$90,773	- 21.6%
Percent of Original List Price Received at Sale*	88.6%	85.2%	- 3.8%	89.9%	85.4%	- 5.0%
Months Supply of Inventory	11.2	10.3	- 7.6%	11.1	9.7	- 12.2%
Single-Family Detached Inventory	332	301	- 9.2%	325	285	- 12.3%
Townhouse-Condo Inventory	39	39	- 0.8%	39	38	- 2.6%

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

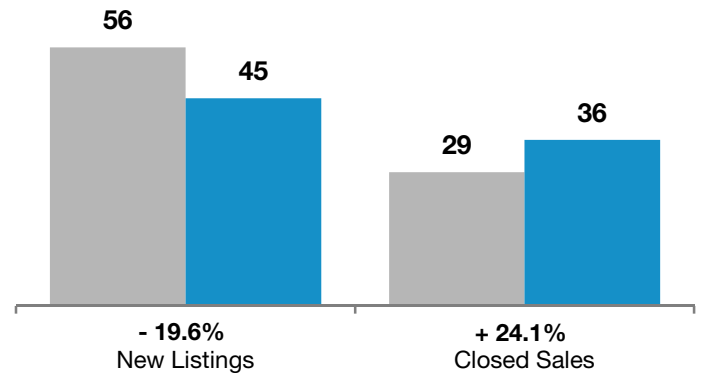
Sep through Nov

■ 2010 ■ 2011



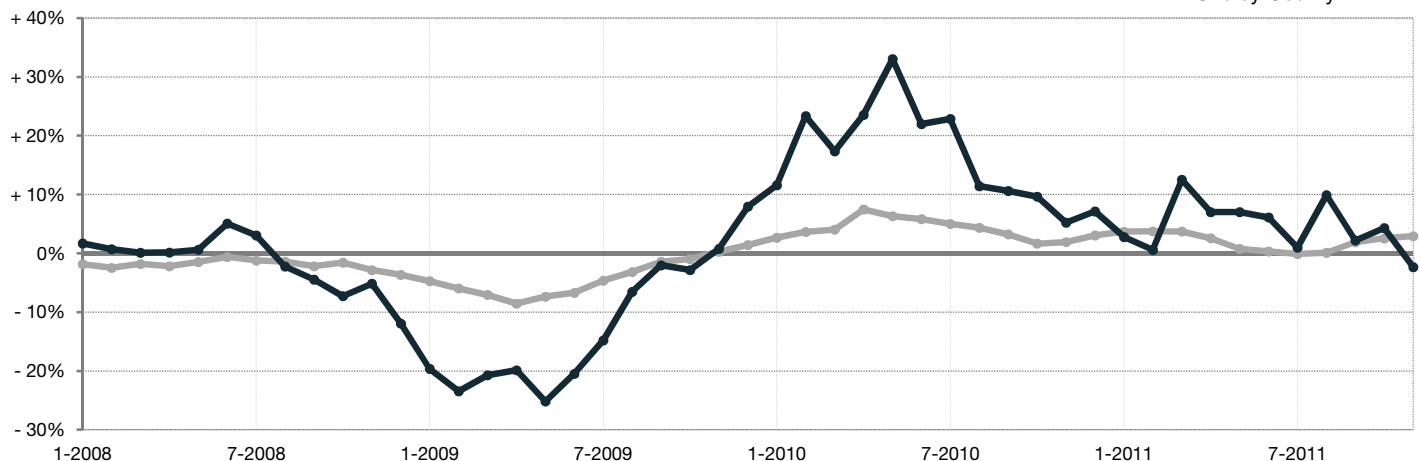
November

■ 2010 ■ 2011



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

Indianapolis Metro Area — Indianapolis Metro Area
Shelby County — Shelby 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.