



F. C. Tucker Company's
MARKET WATCH
The latest news on your local real estate market conditions.



Central Indiana home sales up in December, year to date

Inventory tightens by 8.7 percent, while sales prices are up year to date over 2014

INDIANAPOLIS – The year finished on a high note, with 2015 showing an 8 percent increase in pended home sales over 2014, according to F.C. Tucker Company statistics of the nine-county central Indiana region. More than 31,000 homes sold in 2015, up from approximately 29,000 last year. The average selling price of a home also rose each month of the year as available inventory declined during 11 months of 2015.

In December 2015, the region had 1,645 pended home sales, which was up slightly from the 1,636 sales in December 2014. Johnson County saw the largest increase in pended home sales, raising the number of sales to 152, or 12.6 percent, from 135 in December 2014. Shelby County had a 10 percent increase of pended sales, while both Morgan and Hancock counties also experienced a 5.6 percent upturn over December 2014. Home sales in Boone, Hamilton and Madison were off by fewer than five homes per county during the same time period, while Hendricks County's pended sales dipped 21.1 percent.

Available homes for sale in the nine-county region dropped by nearly 800, or 8.7 percent, in December 2015 compared to December 2014. Eight central Indiana counties experienced varying inventory declines, and Hancock County had the greatest decrease at 13.2 percent. Shelby County grew by 7.6 percent, or a gain of 15 homes compared to December 2014.

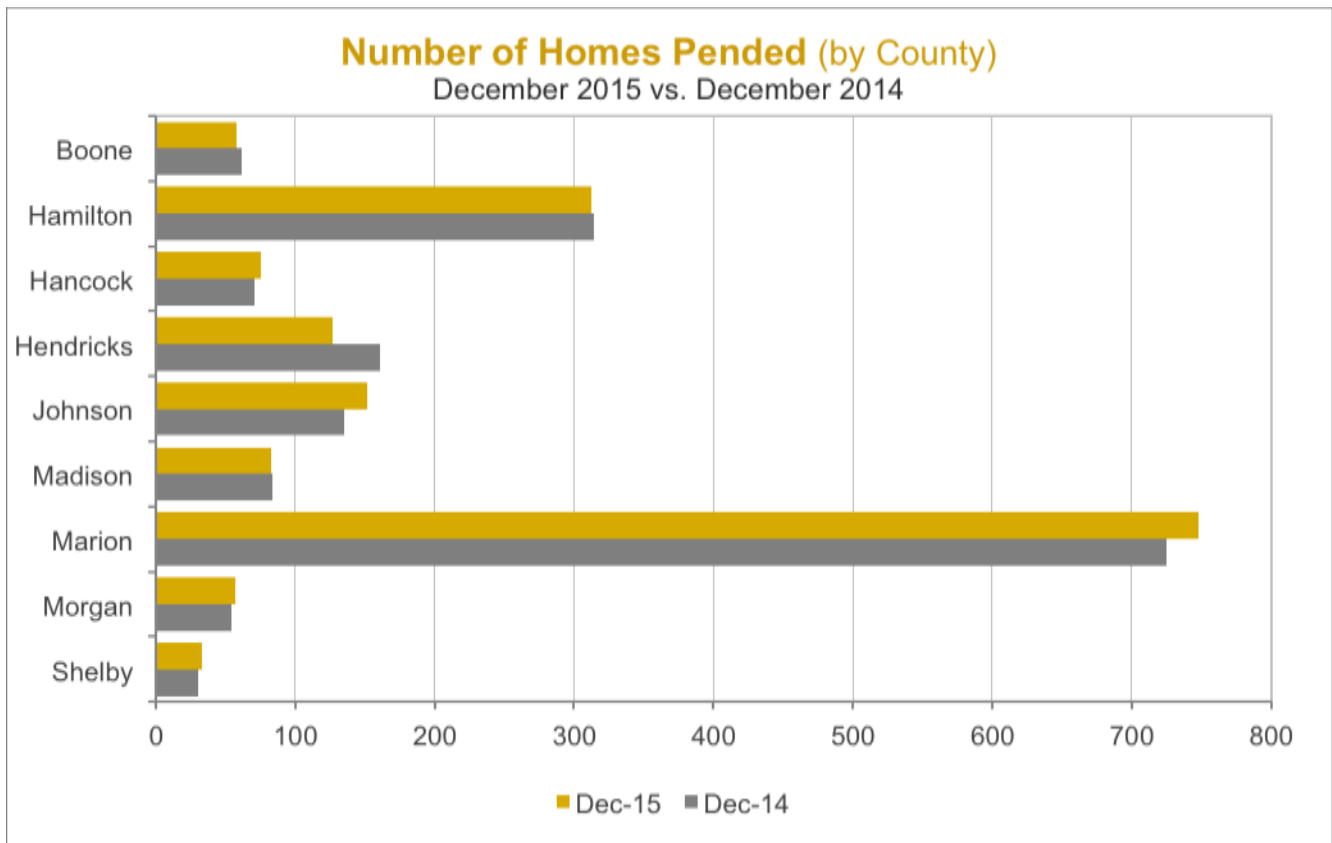
"2015 was marked by modest growth, but the nine-county central Indiana region has performed as well, and in some respects, better than the national trends in home sales," said Jim Litten, president of F.C. Tucker Company. "We expect 2016 to emulate last year, as interest rates and affordability affect the industry. However, we're optimistic that homeownership is still appealing to the majority of millennials, as reported by the National Association of Realtors, which indicates 94 percent of current renters younger than 35 want to buy a home."

Overall, sales prices for the nine-county central Indiana area increased by 4.4 percent. Tucker's data indicates all counties, except Boone, experienced slightly higher home sales prices than in December 2014. Year-to-date, Madison and Hancock led the way with 9.3 and 7.8 percent increases in home sales prices, respectively. The average year-to-date sales price for a home in the nine-county area was \$184,690.

Of the pended home sales in the region last month, one was priced above \$2,000,000; three were priced \$1,000,000 to \$1,999,999; 65 were priced \$500,000 to \$999,999; 175 were priced \$300,000 to \$499,999; 207 were priced \$200,000 to \$299,999; 694 were priced \$100,000 to \$199,999 and 500 were priced at \$99,999 or less.

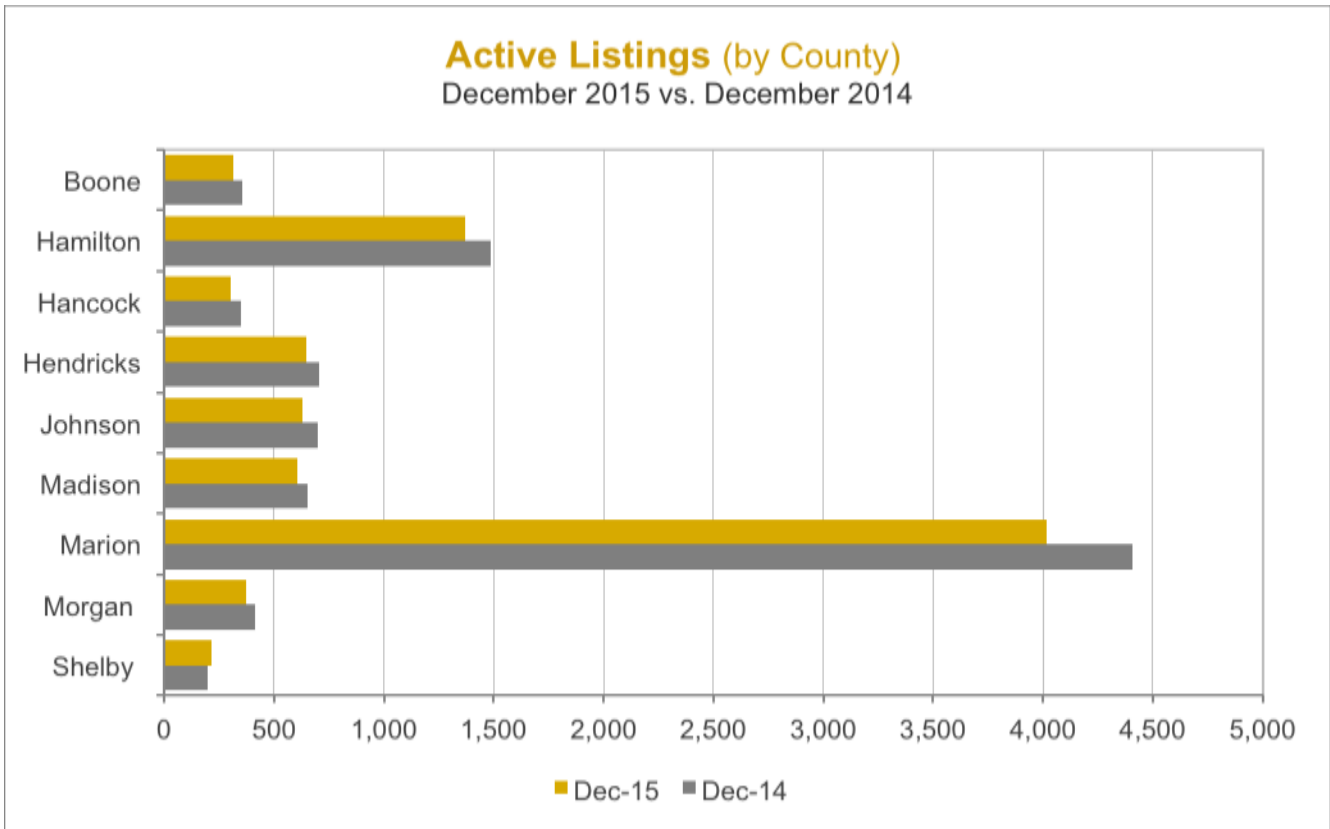
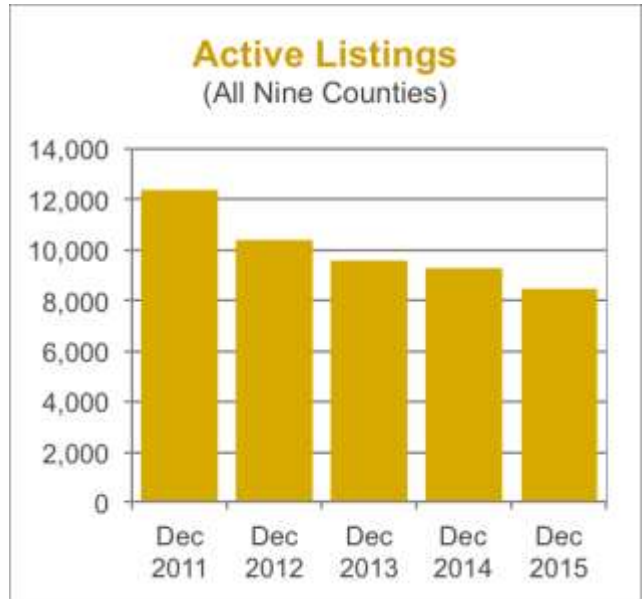
Pended Single-family and Condominium Home Sales

County	Dec 2014	Dec 2015	Month-to-month % Change	Year-to-date % Change
Boone	62	58	-6.5%	0.5%
Hamilton	314	312	-0.6%	5.9%
Hancock	71	75	5.6%	6.7%
Hendricks	161	127	-21.1%	5.4%
Johnson	135	152	12.6%	8.2%
Madison	84	83	-1.2%	7.6%
Marion	725	748	3.2%	10.8%
Morgan	54	57	5.6%	3.7%
Shelby	30	33	10.0%	12.9%
TOTAL	1,636	1,645	0.6%	8.0%



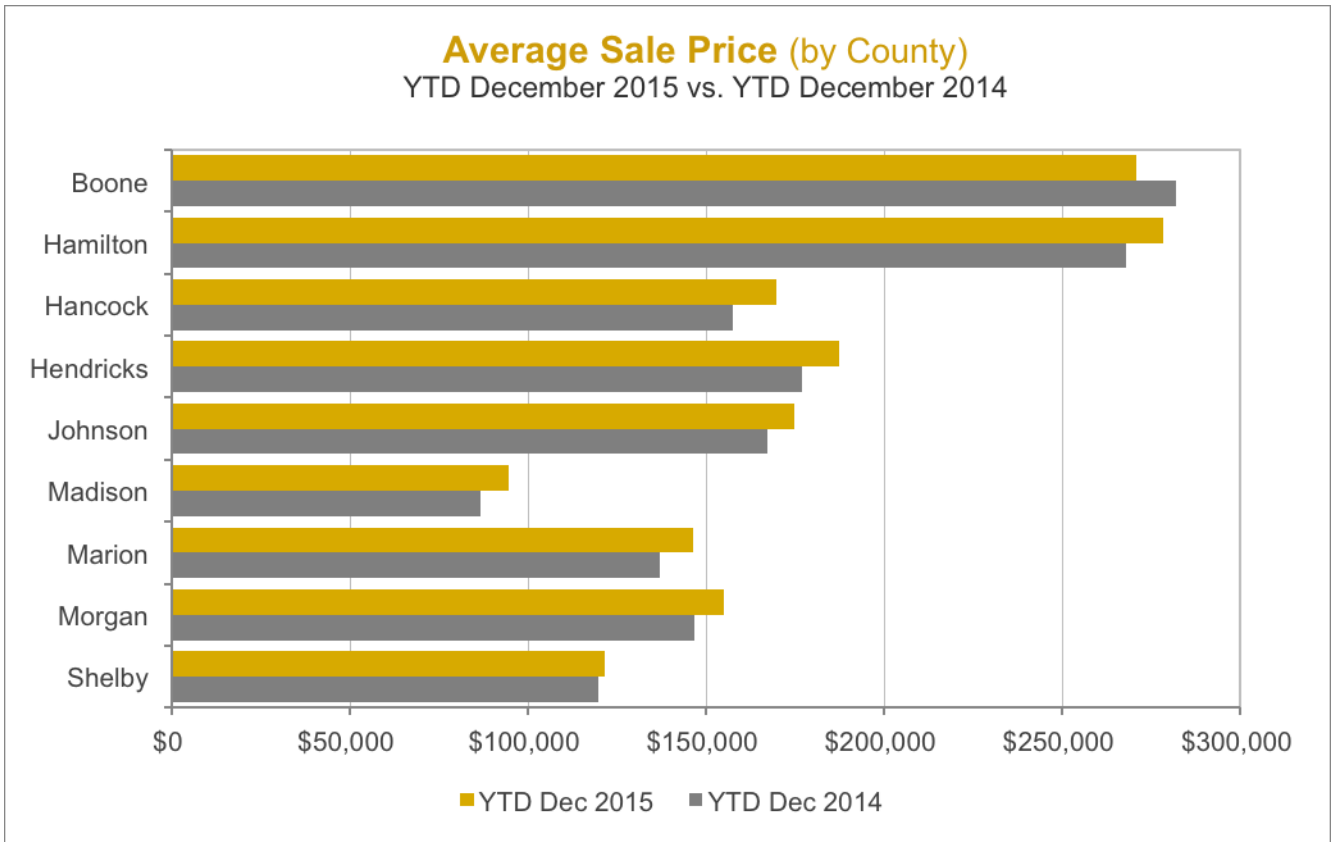
Active Listings – Inventory

County	Dec 2014	Dec 2015	% Change
Boone	355	312	-12.1%
Hamilton	1,488	1,368	-8.1%
Hancock	348	302	-13.2%
Hendricks	707	648	-8.3%
Johnson	699	628	-10.2%
Madison	654	608	-7.0%
Marion	4,409	4,019	-8.8%
Morgan	416	373	-10.3%
Shelby	198	213	7.6%
TOTAL	9,274	8,471	-8.7%



Average Sale Price

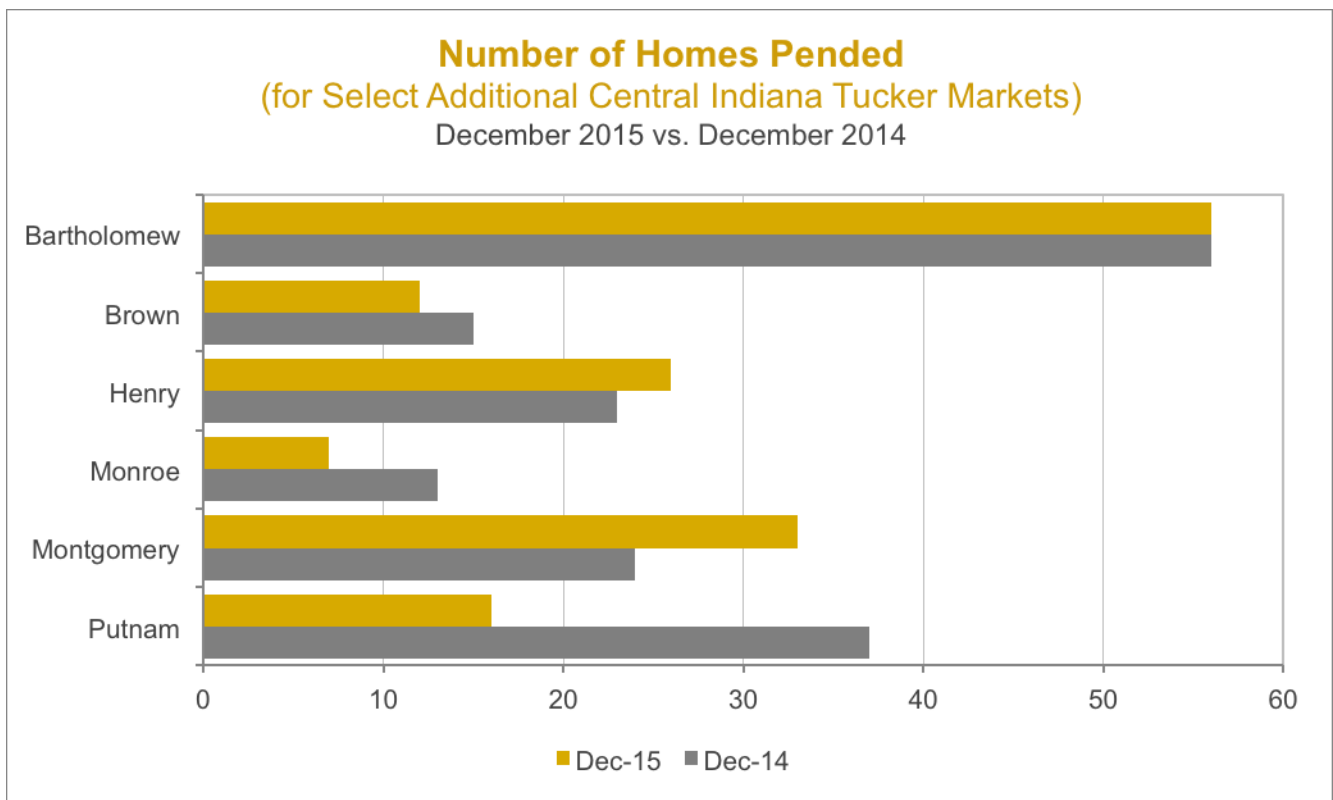
County	YTD Dec 2014	YTD Dec 2015	% Change
Boone	\$281,695	\$270,894	-3.8%
Hamilton	\$267,755	\$278,163	3.9%
Hancock	\$157,441	\$169,652	7.8%
Hendricks	\$176,974	\$187,372	5.9%
Johnson	\$167,009	\$174,734	4.6%
Madison	\$86,621	\$94,656	9.3%
Marion	\$137,034	\$146,379	6.8%
Morgan	\$146,604	\$155,110	5.8%
Shelby	\$119,624	\$121,636	1.7%
Average Sales Price	\$176,862	\$184,690	4.4%



Editor's Note: All statistics were compiled by F.C. Tucker Company from a report drawn from Propertylinx statistics on Jan. 7, 2016. Pending means the sales contract has been signed, but the transaction has not closed. According to the NAR, pending sales typically are finalized within a month or two of signing.

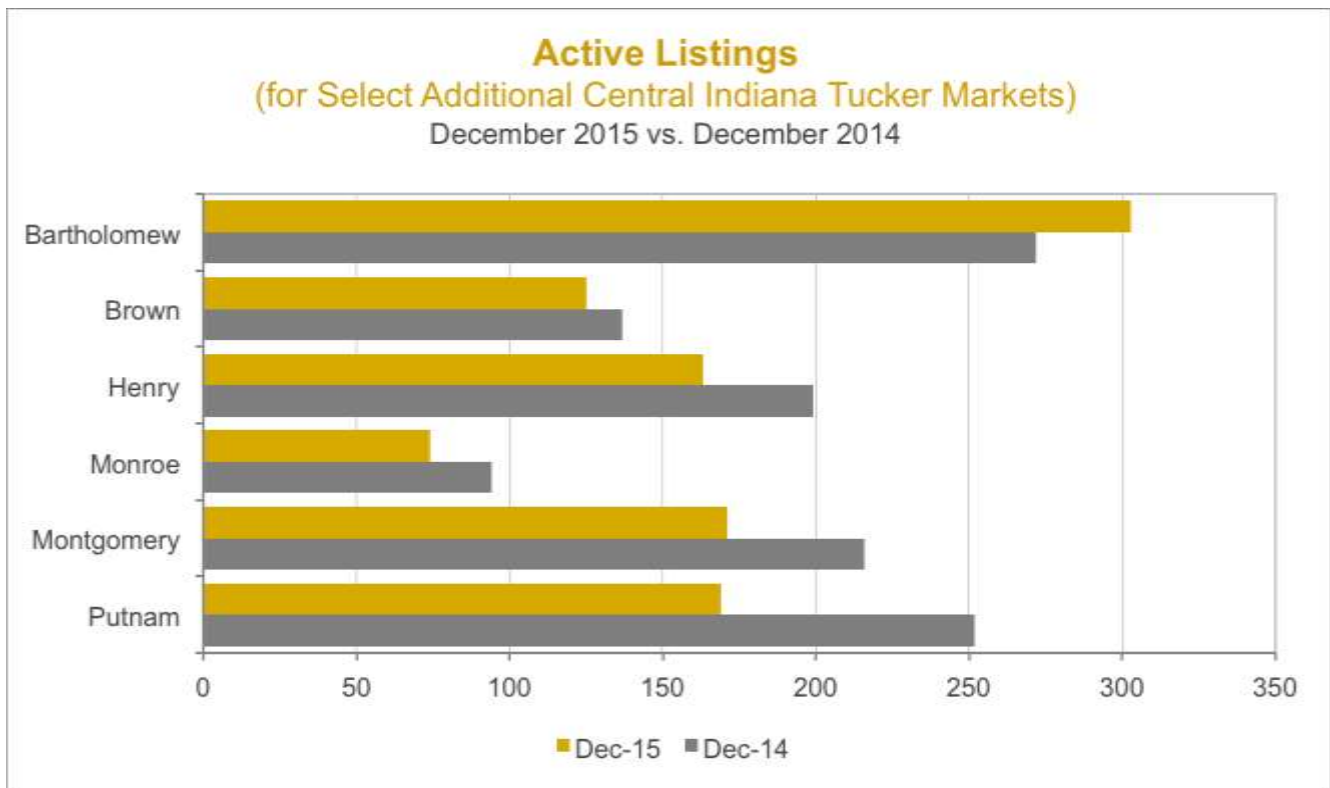
Pended Single-family and Condominium Home Sales in Select Additional Central Indiana Counties

County	Dec 2014	Dec 2015	Month-to-month % Change	Year-to-date % Change
Bartholomew	56	56	0.0%	10.8%
Brown	15	12	-20.0%	7.7%
Henry	23	26	13.0%	12.4%
Monroe	13	7	-46.2%	-1.0%
Montgomery	24	33	37.5%	8.0%
Putnam	37	16	-56.8%	14.9%



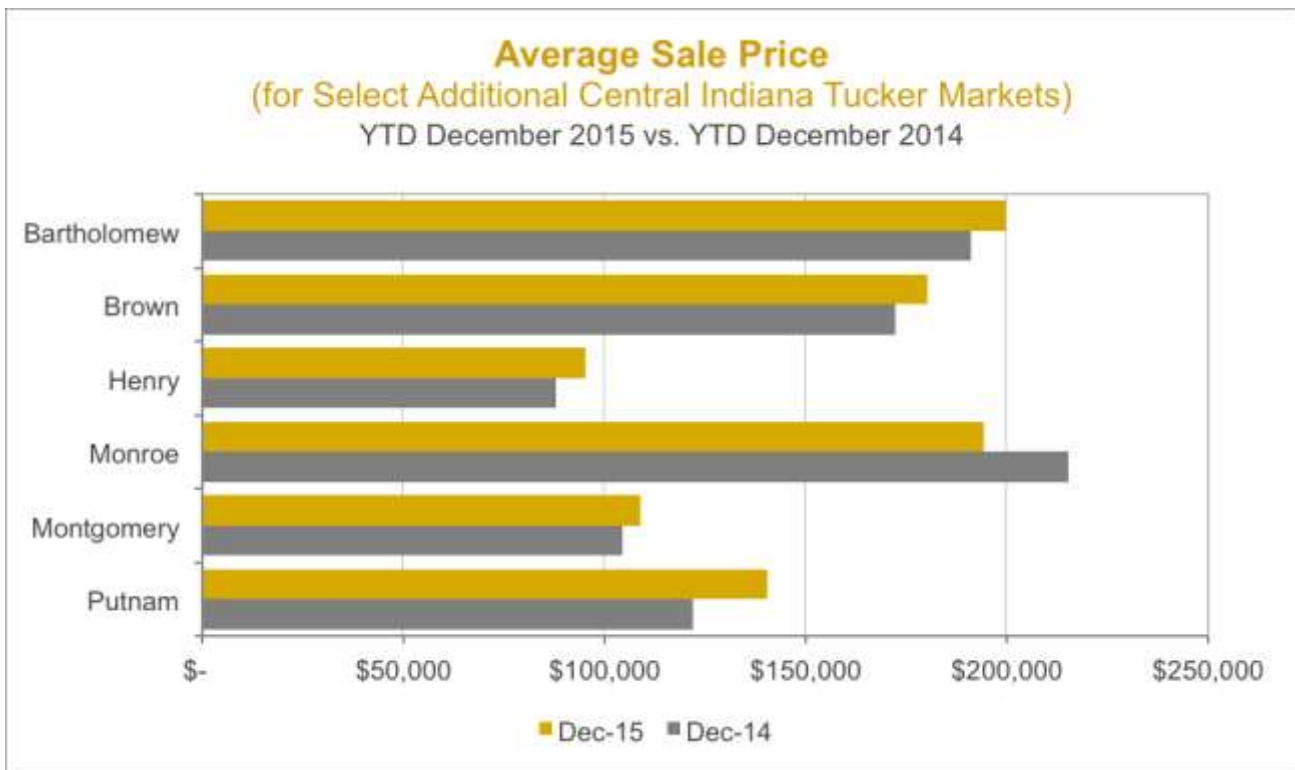
Active Listings – Inventory in Select Additional Central Indiana Counties

County	Dec 2014	Dec 2015	% Change
Bartholomew	272	303	11.4%
Brown	137	125	-8.8%
Henry	199	163	-18.1%
Monroe	94	74	-21.3%
Montgomery	216	171	-20.8%
Putnam	252	169	-32.9%



Average Sale Price in Select Additional Central Indiana Counties

County	YTD Dec 2014	YTD Dec 2015	% Change
Bartholomew	\$191,078	\$199,593	4.5%
Brown	\$172,175	\$180,346	4.7%
Henry	\$87,855	\$95,167	8.3%
Monroe	\$215,210	\$194,414	-9.7%
Montgomery	\$104,569	\$109,005	4.2%
Putnam	\$122,081	\$140,341	15.0%



With approximately \$3.4 billion in annual sales, F.C. Tucker Company is Indiana's largest independently owned comprehensive real estate firm with more than 40 offices and more than 1,500 sales associates throughout Indiana and select markets in Kentucky. Less than one percent of all real estate firms have the longevity of F.C. Tucker. Founded in 1918, the company's family of businesses includes a full range of real estate services—mortgages, title insurance, relocation services, a full line of insurance products, auctioning and homeowner warranty products. F.C. Tucker has earned a reputation for its exceptional service, experienced sales associates and "Golden Rule" commitment to its clients and employees.

Tucker Market Report - Metro Indianapolis - 9 Counties				
Single Family & Condominiums				
December 2014 vs. December 2015				
			\$0 - No Limit	
	<u>Dec-14</u>	<u>Dec-15</u>	<u># Change</u>	<u>% Change</u>
FOR SALE	9,274	8,471	-803	-8.7%
PENDED SALES	1,636	1,645	9	0.6%
MONTHS OF INVENTORY	5.7	5.1	-1	-9.2%
AVERAGE SALES PRICE	174,517	183,108	8,591	4.9%
			\$0 - \$99,999	
	<u>Dec-14</u>	<u>Dec-15</u>	<u># Change</u>	<u>% Change</u>
FOR SALE	2,878	2,766	-112	-3.9%
PENDED SALES	502	500	-2	-0.4%
MONTHS OF INVENTORY	5.7	5.5	0	-3.5%
			\$100,000 - \$199,999	
	<u>Dec-14</u>	<u>Dec-15</u>		
FOR SALE	3,452	2,740	-712	-20.6%
PENDED SALES	692	694	2	0.3%
MONTHS OF INVENTORY	5.0	3.9	-1	-20.9%
			\$200,000 - \$299,999	
	<u>Dec-14</u>	<u>Dec-15</u>		
FOR SALE	1,237	1,183	-54	-4.4%
PENDED SALES	225	207	-18	-8.0%
MONTHS OF INVENTORY	5.5	5.7	0	4.0%
			\$300,000 - \$499,999	
	<u>Dec-14</u>	<u>Dec-15</u>		
FOR SALE	1,011	1,077	66	6.5%
PENDED SALES	160	175	15	9.4%
MONTHS OF INVENTORY	6.3	6.2	0	-2.6%
			\$500,000 - \$999,999	
	<u>Dec-14</u>	<u>Dec-15</u>		
FOR SALE	553	554	1	0.2%
PENDED SALES	52	65	13	25.0%
MONTHS OF INVENTORY	10.6	8.5	-2	-19.9%
			\$1,000,000 - \$1,999,999	
	<u>Dec-14</u>	<u>Dec-15</u>		
FOR SALE	101	121	20	19.8%
PENDED SALES	5	3	-2	-40.0%
MONTHS OF INVENTORY	20.2	40.3	20	99.7%
			\$2,000,000 +	
	<u>Dec-14</u>	<u>Dec-15</u>		
FOR SALE	42	30	-12	-28.6%
PENDED SALES	0	1	1	na
MONTHS OF INVENTORY	na	30.0	na	na
December 2015 Pended Sales have been increased by 3% based upon historical data indicating they would be up 3% over time to give a true comparison.				
Figures were pulled from the BLC on 1/7/16				