



# Monthly Indicators

A research tool provided by the **Fort Wayne Area Multiple Listing Service**

Report generated on October 18, 2010. A small number of solds may be entered into the MLS after the report generation date but will be reflected in the historical comparisons of future reports.

## September 2010

With this month's report, be mindful of the fact that activity was uniquely strong last year at this time due to the approaching deadline for the 2009 tax credit. This means that we're entering an apples-to-oranges comparison period which may make this year's activity look especially slow for the next few months. Combine that with the fact that this time of year typically endures slowed sales activity and that buyers in 2010 were driven to enter contracts by April 30, 2010, and you'll see that September 2010's numbers should be taken with a grain of proverbial salt.

Pending Sales in the Fort Wayne region decreased by 20.7 percent from last September to arrive at 494. New Listings decreased by 19.3 percent since last September and the overall inventory of 4,200 decreased by 14.1 percent.

Median Sales Price decreased by 6.6 percent compared to last September, registering in at \$92,000. Average Days on Market, at 95, increased by 5.0 percent versus last year. Months Supply of Inventory decreased by 21.5 percent to weigh in at 7.8 months.

For the sake of long-term market stability, be wary of an overabundance of listing activity. If homes aren't selling like they used to, but listings remain fairly flat, inventory will climb and prices may adjust downward. Balanced supply and demand, as always, is the ultimate goal.

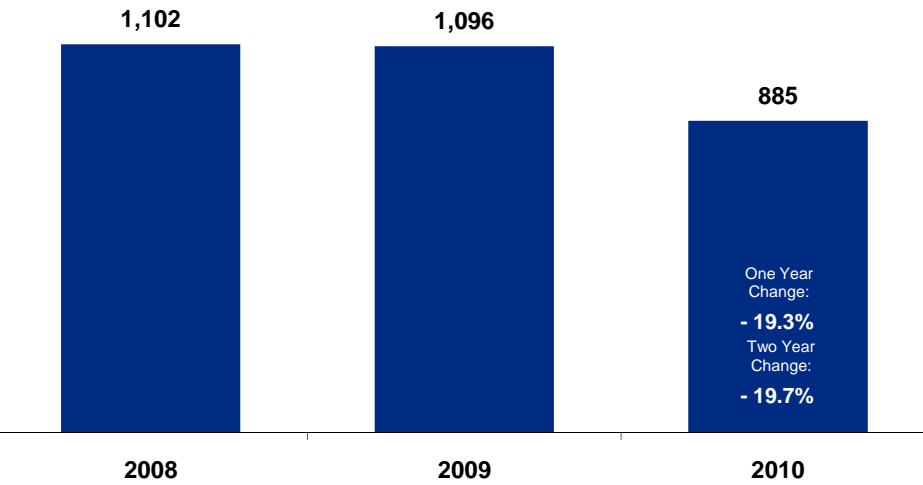
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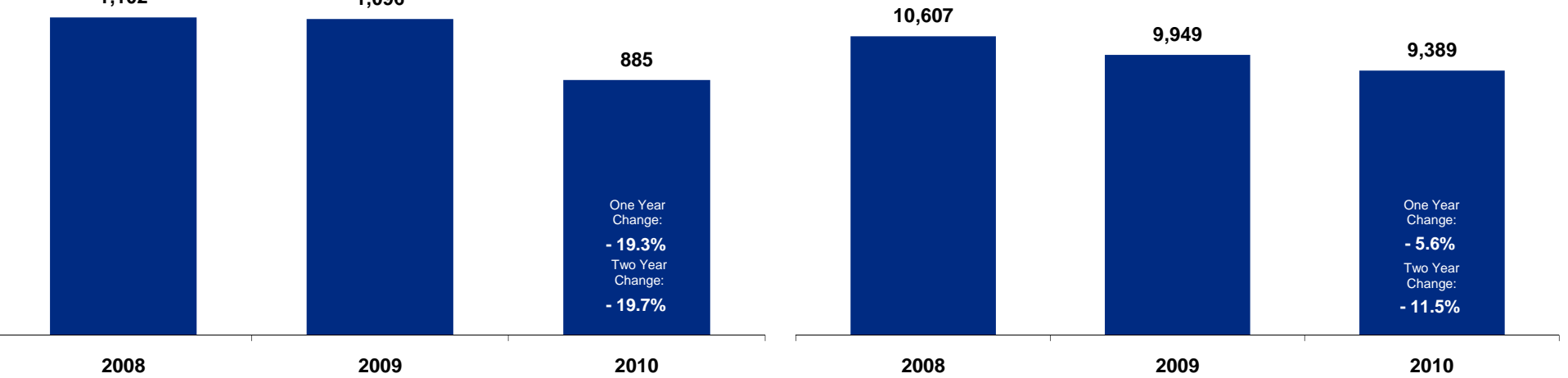
# New Listings

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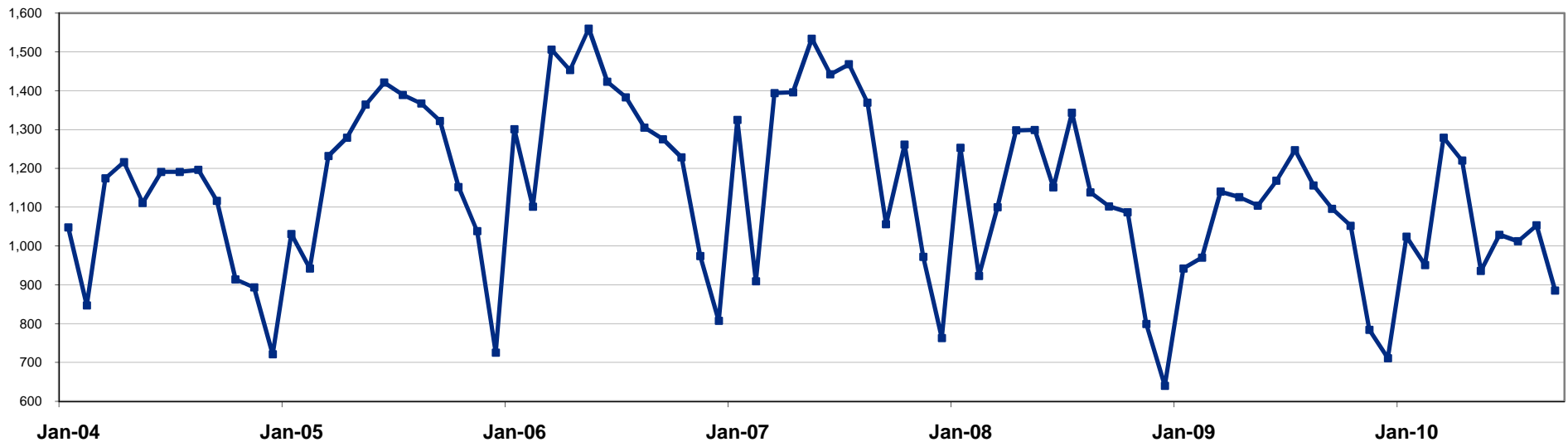
## September



## Year to Date



## Historical New Listings

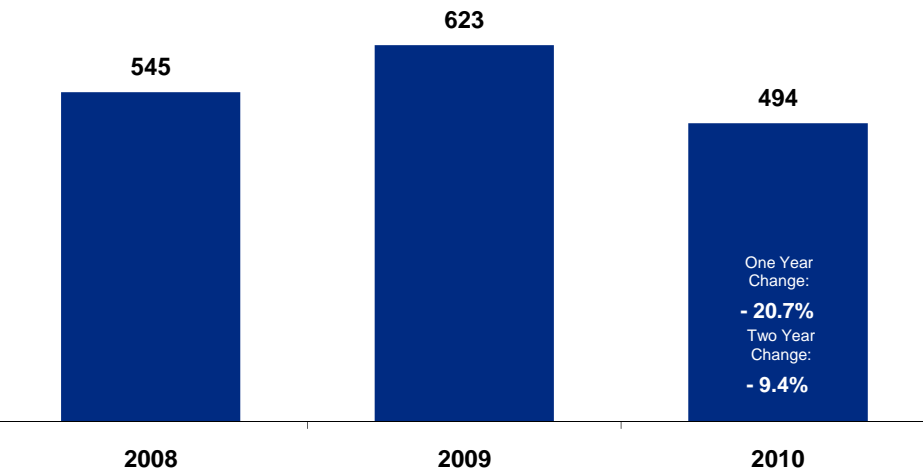


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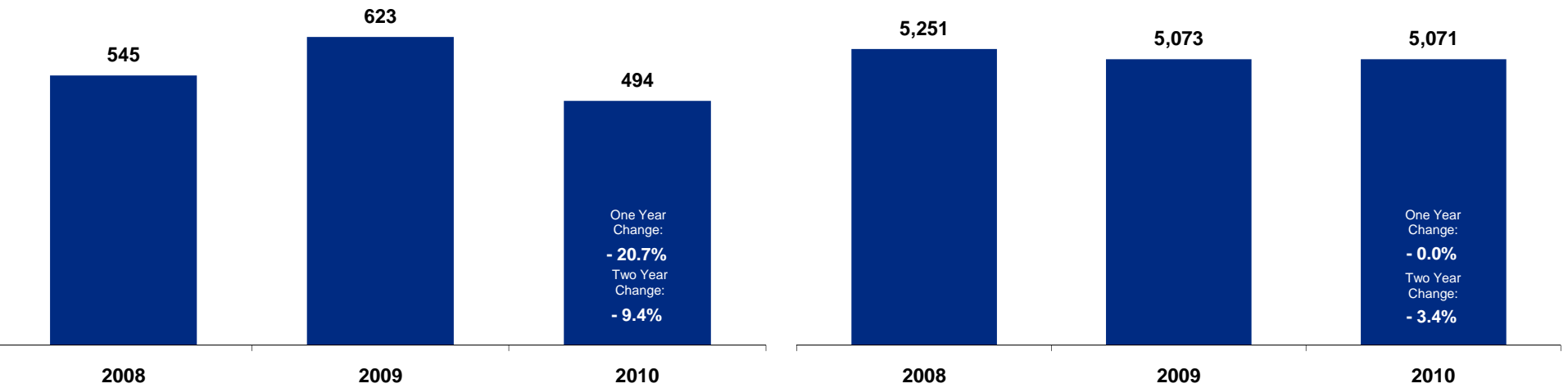
# Pending Sales

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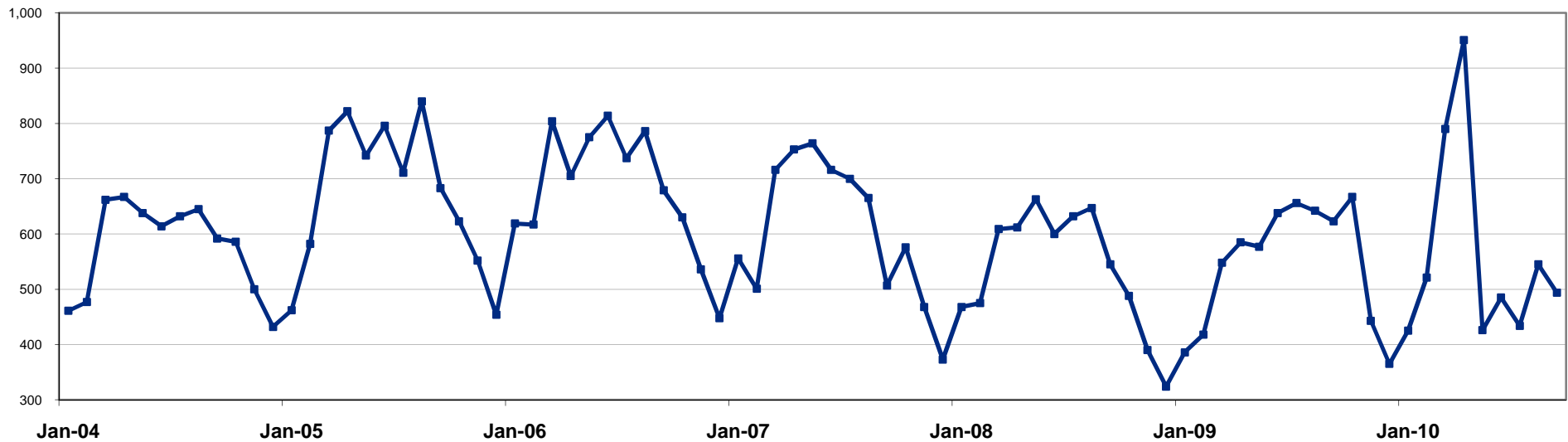
## September



## Year to Date



## Historical Pending Sales

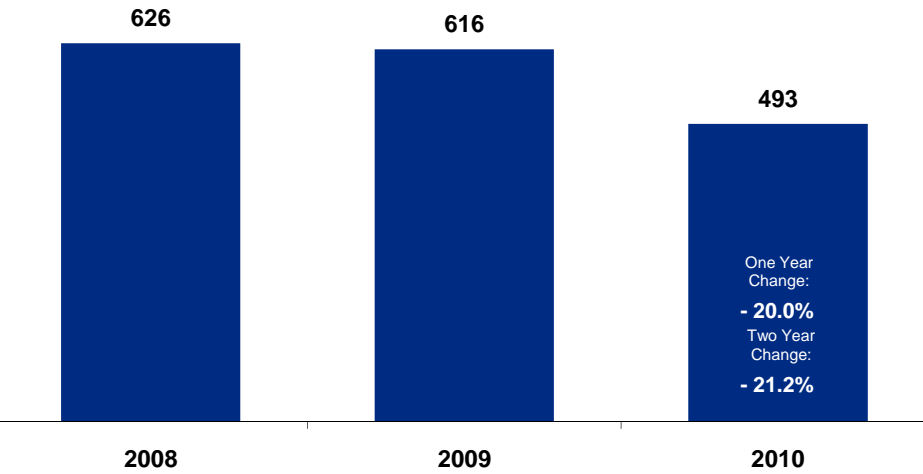


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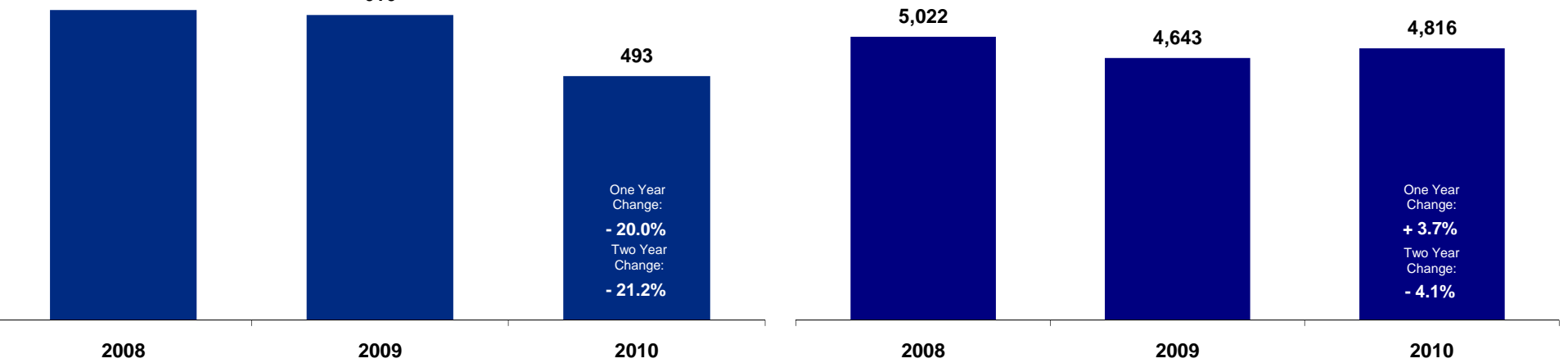
# Closed Sales

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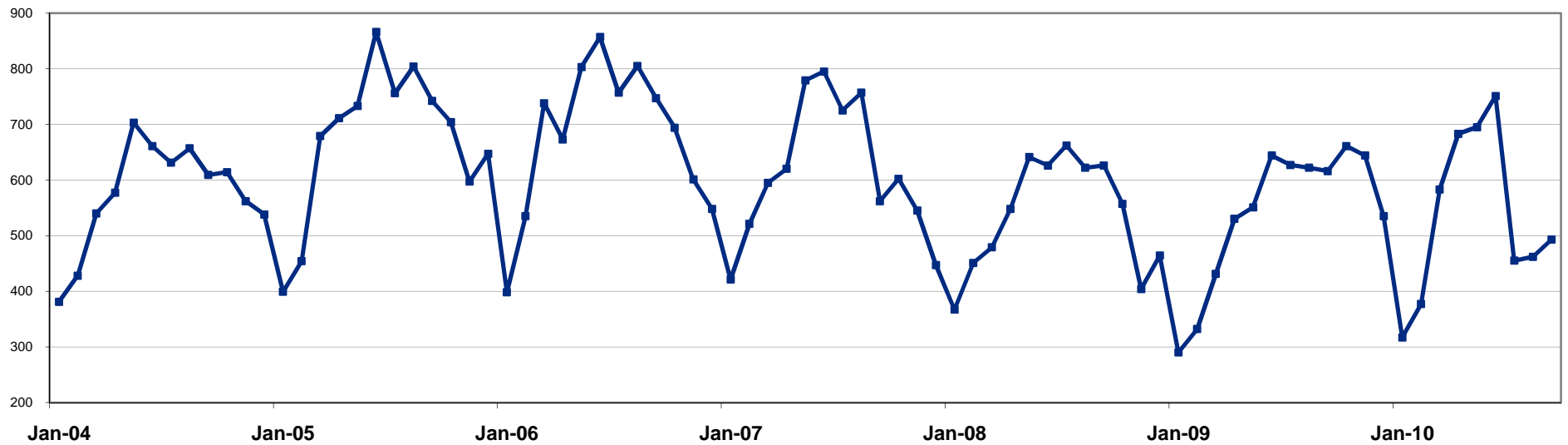
## September



## Year to Date



## Historical Closed Sales



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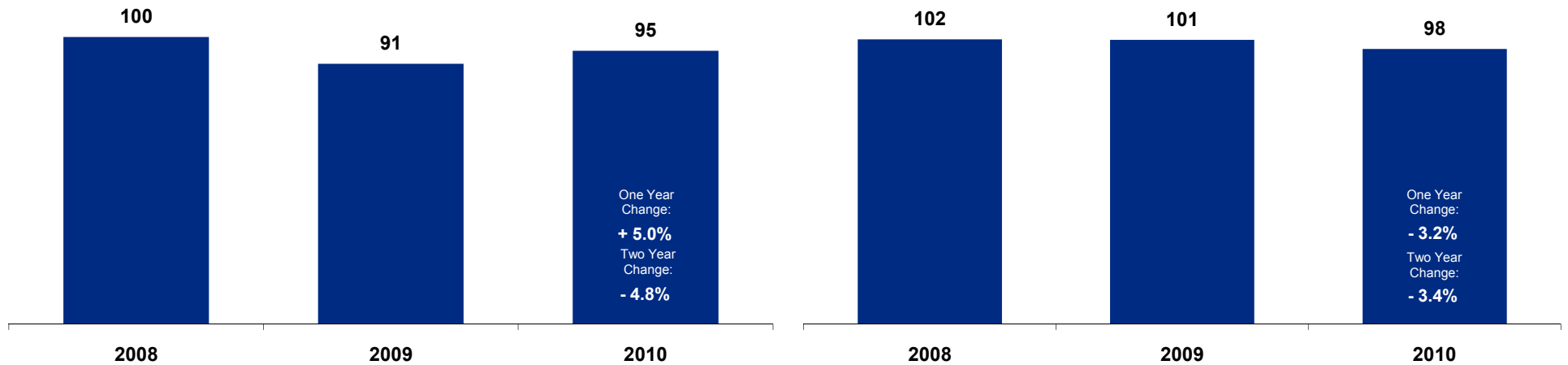
# Days on Market Until Sale

A Monthly Indicator provided by the **Fort Wayne Area Multiple Listing Service**

Data for this metric comes from the Cumulative Days on Market field from the FWAAR MLS. Other metrics in this report contain data from other MLSs.

## September

## Year to Date



## Historical Days on Market Until Sale



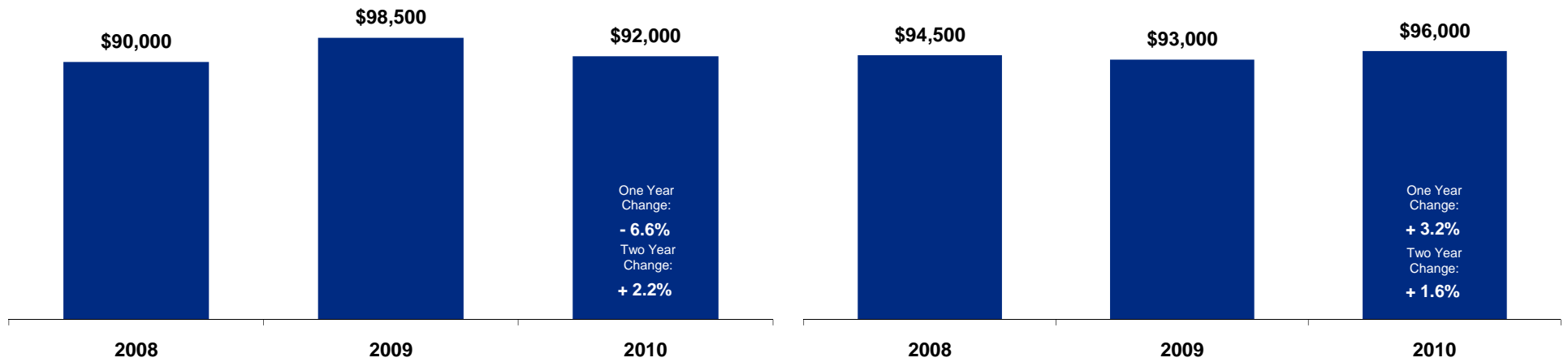
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# Median Sales Price

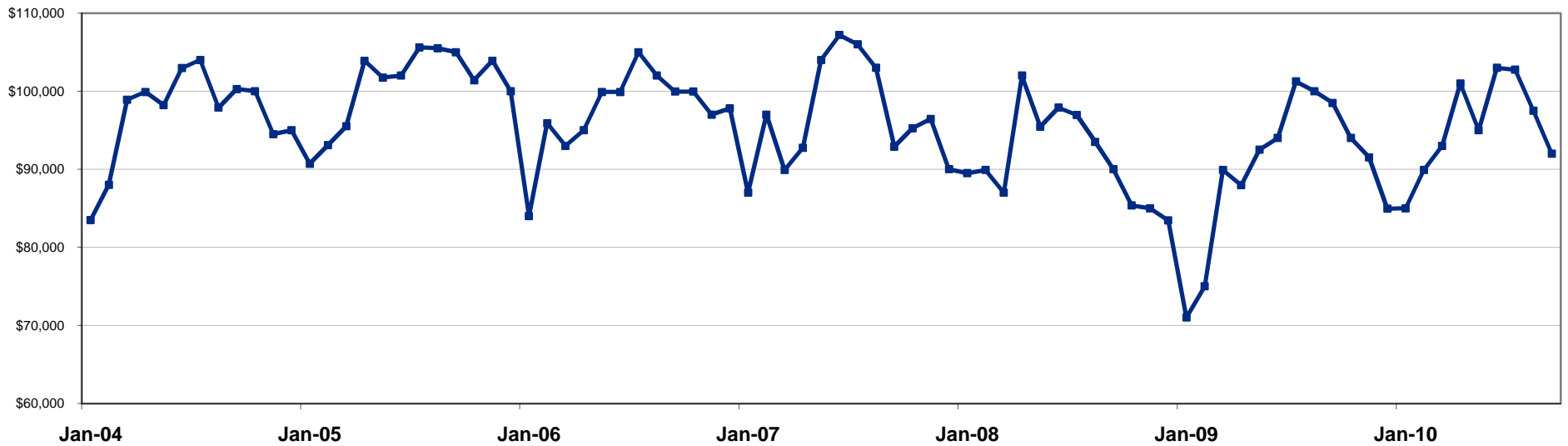
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## September

## Year to Date



## Historical Median Sales Price

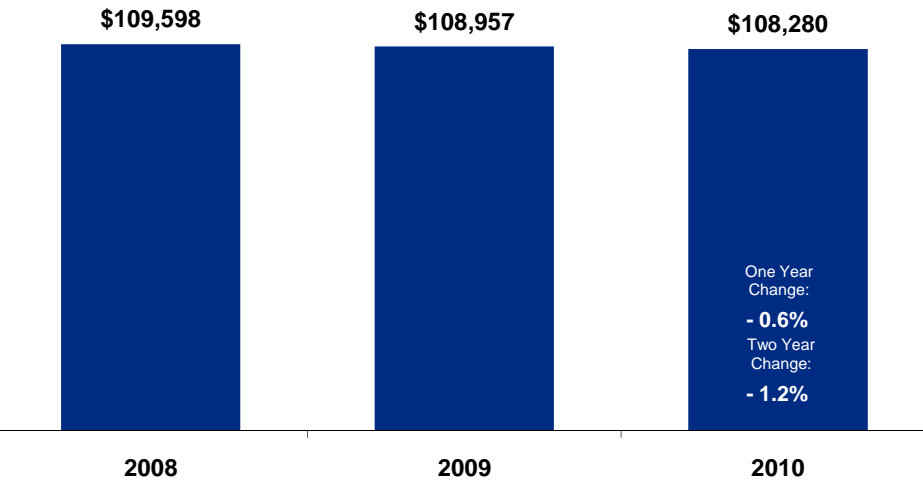


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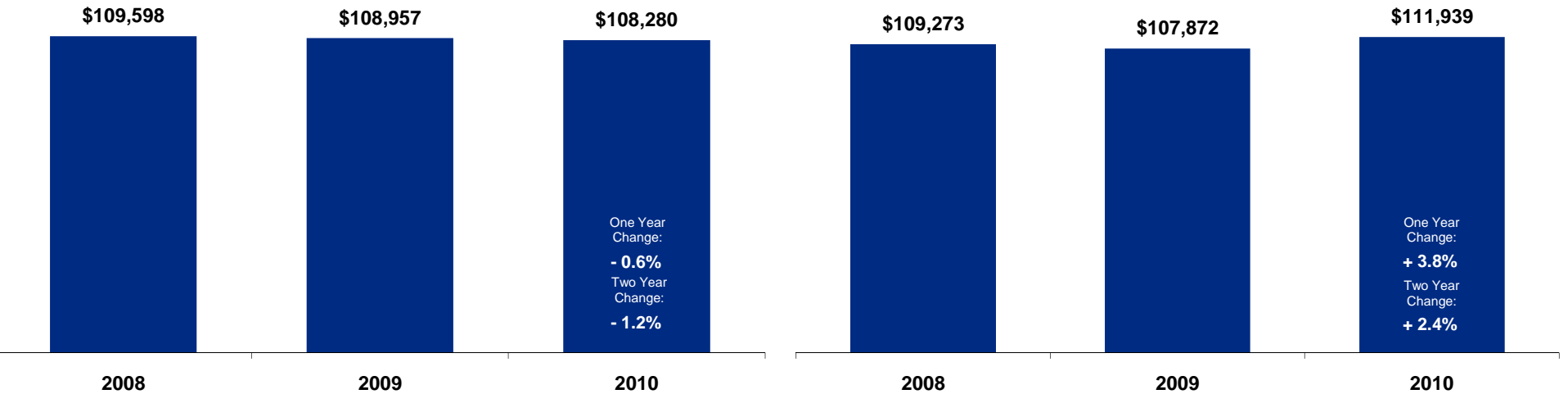
# Average Sales Price

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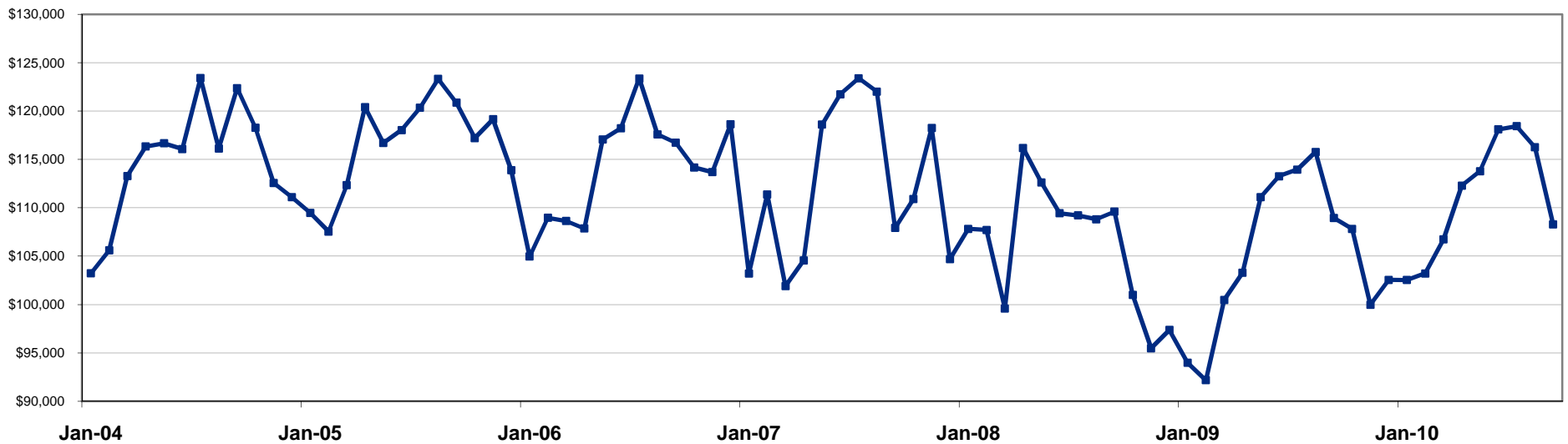
## September



## Year to Date



## Historical Average Sales Price



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# Housing Affordability Index

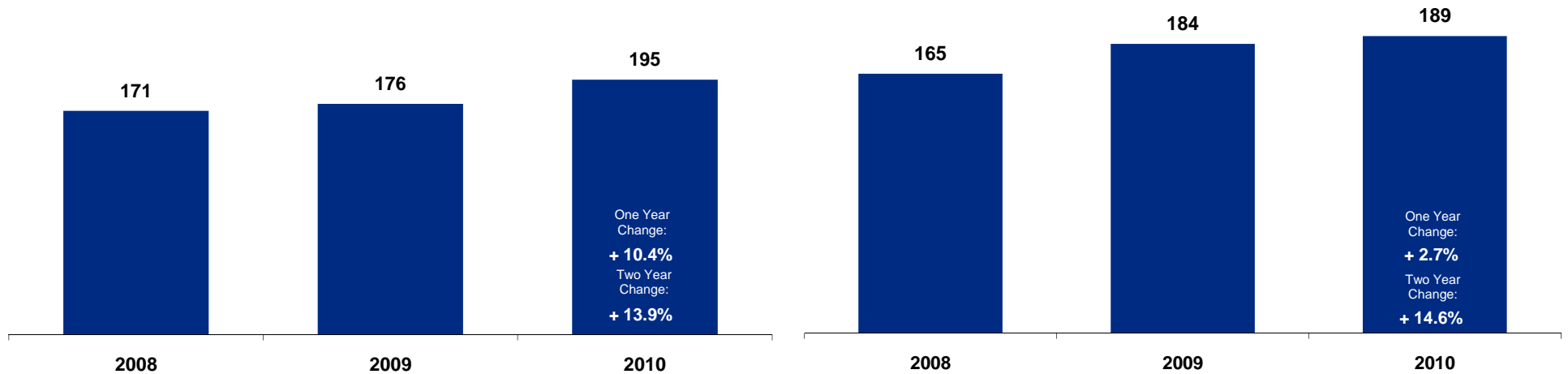
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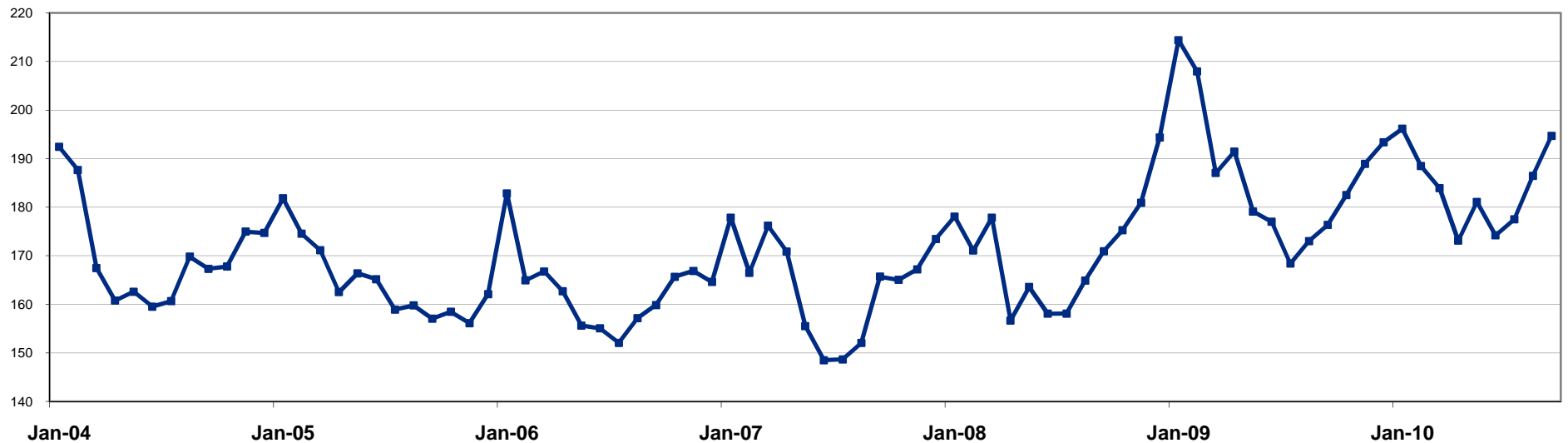
## September

## Year to Date

The HAI formula measures housing affordability for the Fort Wayne Regional Housing Market. An HAI of 120 means the median family income is 120% of the necessary income to qualify for the median priced home using a 20% down, 30-year fixed rate mortgage.



## Historical Housing Affordability Index



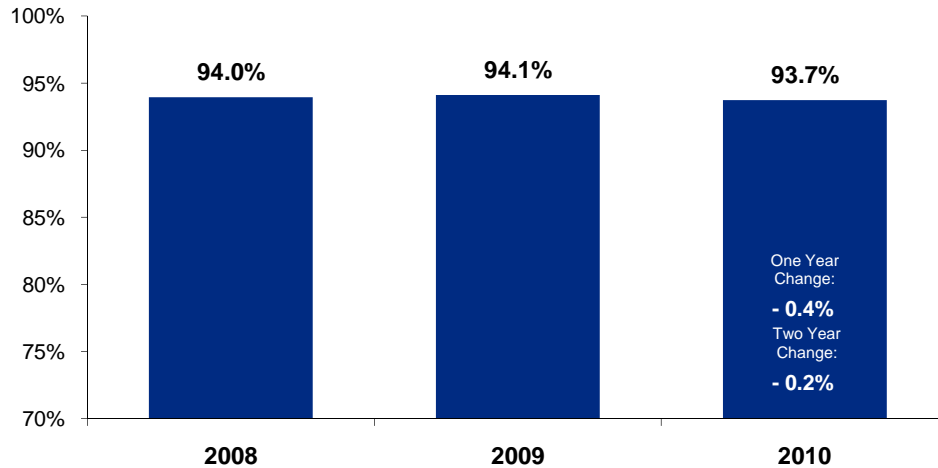
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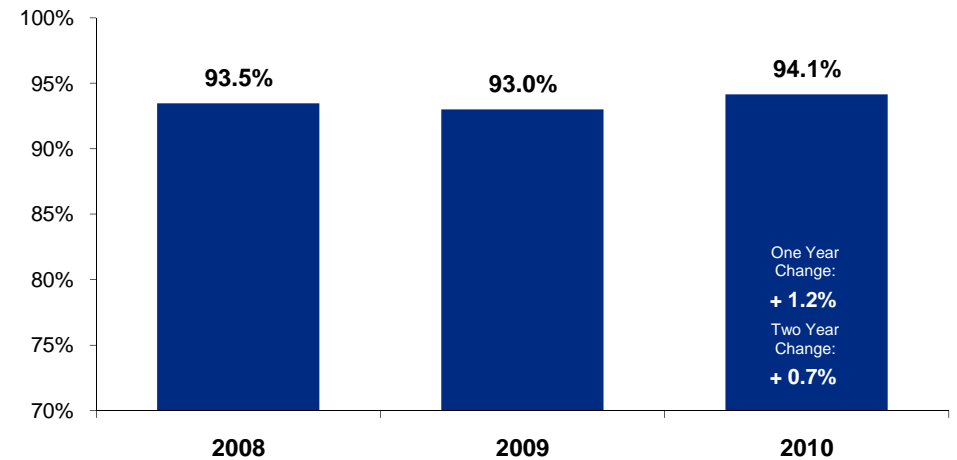
# Percent of Original List Price Received at Sale

A Monthly Indicator provided by the Fort Wayne Area Multiple Listing Service

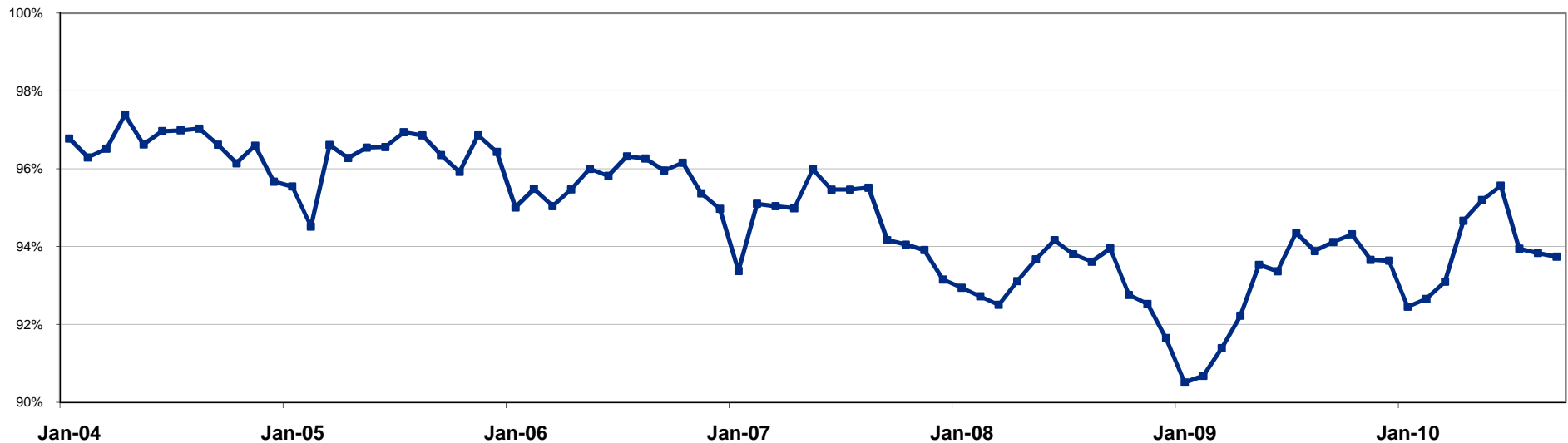
## September



## Year to Date



## Historical Percent of Original List Price Received

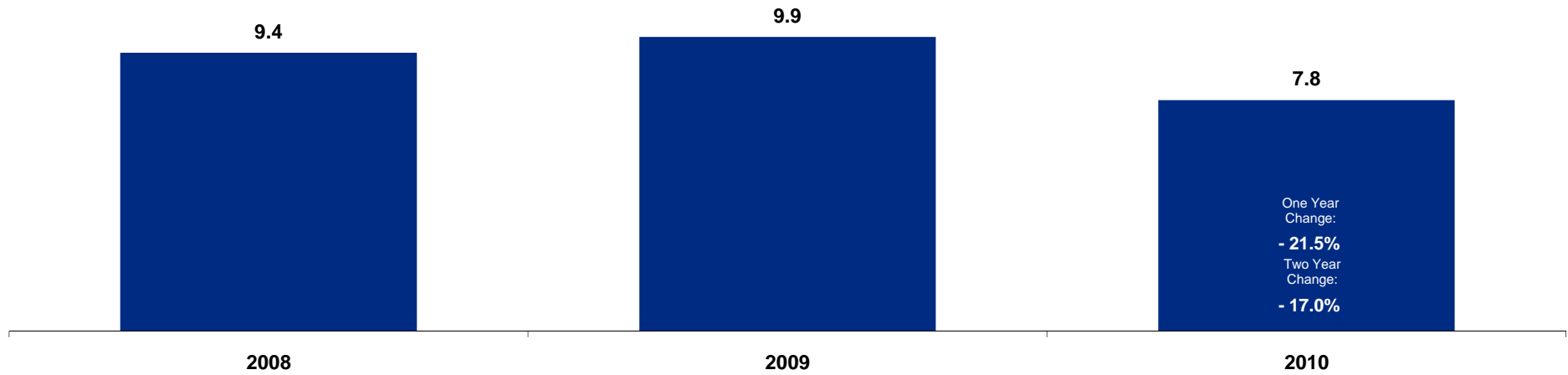


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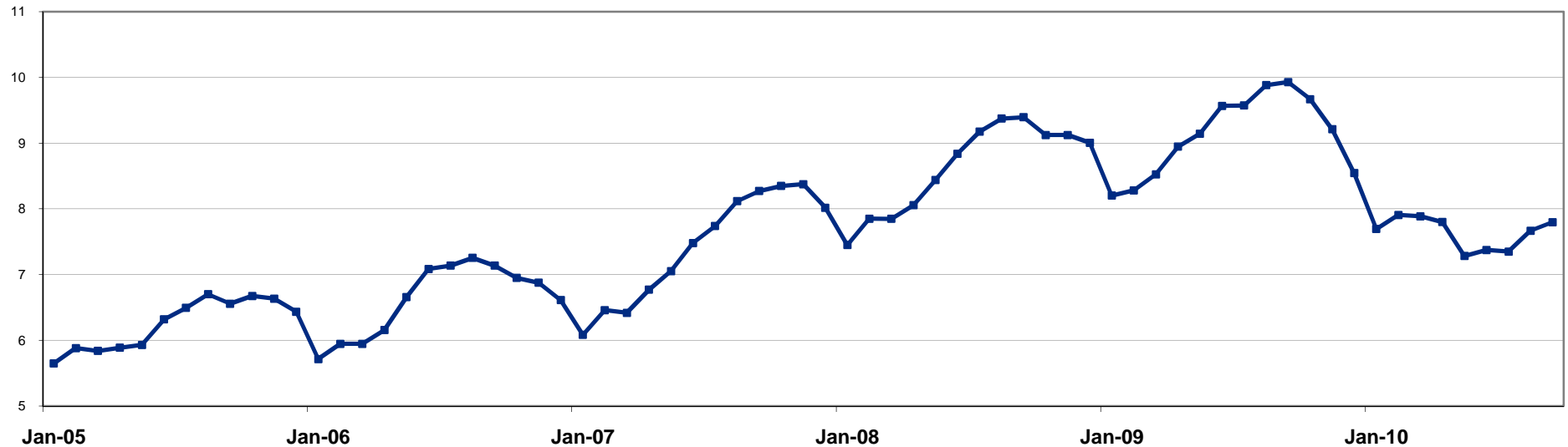
# Months Supply of Inventory

A Monthly Indicator provided by the Fort Wayne Area Multiple Listing Service

## September



## Historical Months Supply of Inventory



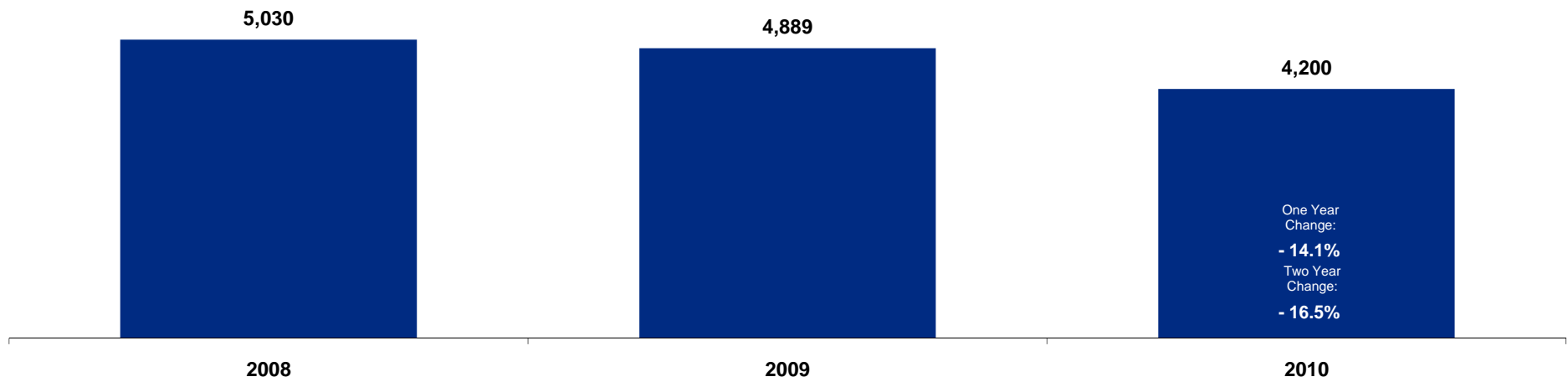
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# Inventory of Homes Available

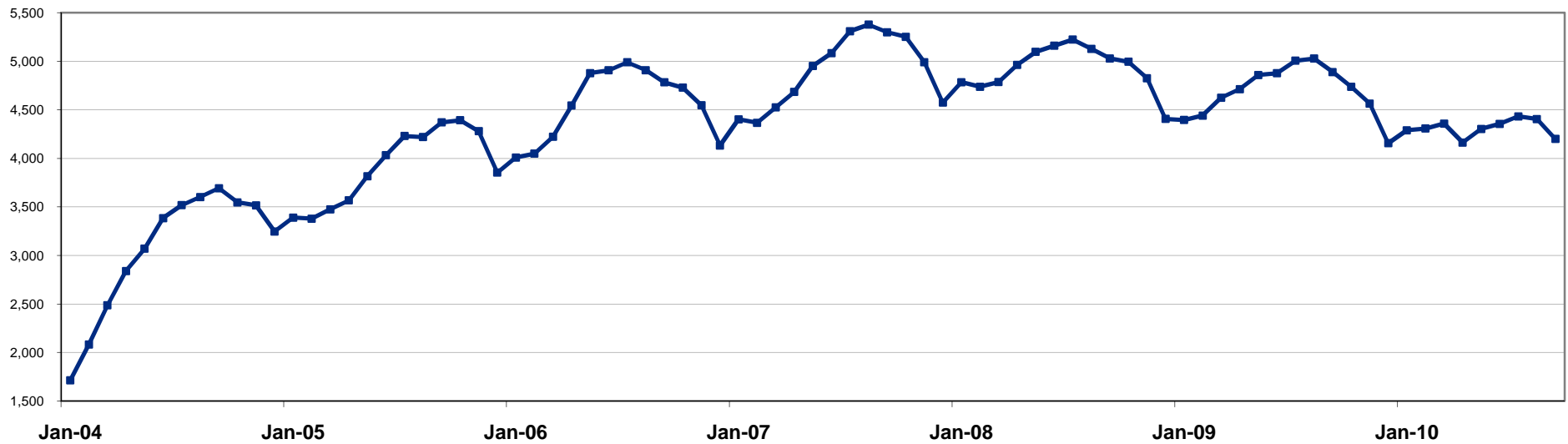
A Monthly Indicator provided by the Fort Wayne Area Multiple Listing Service



## September



## Historical Inventory of Homes Available



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# Market Overview

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		Monthly			Year to Date		
		Current	Prior Year	+/-	Current	Prior Year	+/-
<b>New Listings</b>	Jul 2010	1,012	1,247	- 18.8%	7,451	7,697	- 3.2%
	Aug 2010	1,053	1,156	- 8.9%	8,504	8,853	- 3.9%
	<b>Sep 2010</b>	<b>885</b>	<b>1,096</b>	<b>- 19.3%</b>	<b>9,389</b>	<b>9,949</b>	<b>- 5.6%</b>
<b>Pending Sales</b>	Jul 2010	434	656	- 33.8%	4,032	3,808	+ 5.9%
	Aug 2010	545	642	- 15.1%	4,577	4,450	+ 2.9%
	<b>Sep 2010</b>	<b>494</b>	<b>623</b>	<b>- 20.7%</b>	<b>5,071</b>	<b>5,073</b>	<b>- 0.0%</b>
<b>Closed Sales</b>	Jul 2010	455	627	- 27.4%	3,861	3,405	+ 13.4%
	Aug 2010	462	622	- 25.7%	4,323	4,027	+ 7.4%
	<b>Sep 2010</b>	<b>493</b>	<b>616</b>	<b>- 20.0%</b>	<b>4,816</b>	<b>4,643</b>	<b>+ 3.7%</b>
<b>Days on Market Until Sale</b>	Jul 2010	94	101	- 6.8%	99	105	- 5.8%
	Aug 2010	97	93	+ 3.4%	99	103	- 4.4%
	<b>Sep 2010</b>	<b>95</b>	<b>91</b>	<b>+ 5.0%</b>	<b>98</b>	<b>101</b>	<b>- 3.2%</b>
<b>Median Sales Price</b>	Jul 2010	\$102,750	\$101,250	+ 1.5%	\$97,000	\$90,000	+ 7.8%
	Aug 2010	\$97,500	\$100,000	- 2.5%	\$97,000	\$91,500	+ 6.0%
	<b>Sep 2010</b>	<b>\$92,000</b>	<b>\$98,500</b>	<b>- 6.6%</b>	<b>\$96,000</b>	<b>\$93,000</b>	<b>+ 3.2%</b>
<b>Average Sales Price</b>	Jul 2010	\$118,429	\$113,951	+ 3.9%	\$111,889	\$106,223	+ 5.3%
	Aug 2010	\$116,255	\$115,766	+ 0.4%	\$112,355	\$107,705	+ 4.3%
	<b>Sep 2010</b>	<b>\$108,280</b>	<b>\$108,957</b>	<b>- 0.6%</b>	<b>\$111,939</b>	<b>\$107,872</b>	<b>+ 3.8%</b>
<b>Percent of Original List Price Received at Sale</b>	Jul 2010	93.9%	94.4%	- 0.4%	94.2%	92.6%	+ 1.7%
	Aug 2010	93.8%	93.9%	- 0.1%	94.2%	92.8%	+ 1.5%
	<b>Sep 2010</b>	<b>93.7%</b>	<b>94.1%</b>	<b>- 0.4%</b>	<b>94.1%</b>	<b>93.0%</b>	<b>+ 1.2%</b>
<b>Housing Affordability Index</b>	Jul 2010	178	168	+ 5.4%	185	184	+ 0.8%
	Aug 2010	186	173	+ 7.8%	187	185	+ 1.3%
	<b>Sep 2010</b>	<b>195</b>	<b>176</b>	<b>+ 10.4%</b>	<b>189</b>	<b>184</b>	<b>+ 2.7%</b>
<b>Total Active Listings Available at Month End</b>	Jul 2010	4,433	5,006	- 11.4%			
	Aug 2010	4,405	5,029	- 12.4%	--	--	--
	<b>Sep 2010</b>	<b>4,200</b>	<b>4,889</b>	<b>- 14.1%</b>			
<b>Months Supply of Inventory</b>	Jul 2010	7.3	9.6	- 23.2%			
	Aug 2010	7.7	9.9	- 22.4%	--	--	--
	<b>Sep 2010</b>	<b>7.8</b>	<b>9.9</b>	<b>- 21.5%</b>			

# Explanation of Methodology

A Monthly Indicator provided by the **Fort Wayne Area Multiple Listing Service**

<b>New Listings</b>	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.
<b>Pending Sales</b>	A count of the properties that have offers accepted on them in a given month, regardless of whether or not the sale closes.
<b>Closed Sales</b>	A count of the properties that have closed in a given month.
<b>Days on Market Until Sale</b>	The average number of days between when a property is first listed and when it is closed, sold properties only.
<b>Median Sales Price</b>	The median sales price for all closed sales in a given month, sold properties only.
<b>Average Sales Price</b>	The average sales price for all closed sales in a given month, sold properties only.
<b>Percent of Original List Price Received at Sale</b>	The average percentage found when dividing a property's sales price by the original list price, sold properties only.
<b>Housing Affordability Index</b>	Measures the affordability of the region's homes. An index of 120 would mean that the median family income in the region is 120% of what's necessary to qualify for the median priced home.
<b>Total Active Listings Available at Month End</b>	The number of properties available for sale in active status at the end of the month.
<b>Months Supply of Inventory</b>	Compares the number of active listings available to the average monthly pending sales for the last twelve months.