



# Monthly Indicators

A research tool provided by the **Upstate Alliance of REALTORS® MLS**

Report generated on December 20, 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.

## November 2010

At this historical moment, there are billions of dollars in capital parked against the wall, just waiting for the right market conditions. The U.S. economy added jobs in November, but at a slower pace than expected. With interest rates maintaining at record lows and the 2010 tax credit now yesterday's news, let's look at what's happening in our local market.

The stable pricing and declines in sales activity that we saw in October continued through November. Median Sales Price increased 7.9 percent versus last November, checking in at \$98,750. Market times increased 0.6 percent and are now at 98 days. Comparing November 2010 to November 2009, the market experienced the following declines in the Fort Wayne region:

- Closed Sales, down 35.4 percent to 416
- Pending Sales, down 12.4 percent to 387
- New Listings, down 12.2 percent to 688
- Inventory, down 15.7 percent to 3,857
- Months Supply of Inventory, down 15.5 percent to 7.8 months (this is good news!)

As foreclosures continue to decline, the increased share of traditional sales coupled with greater consumer purchasing power should lift home prices and foster a balanced marketplace.

## Contents

<b>New Listings</b>	<b>2</b>
<b>Pending Sales</b>	<b>3</b>
<b>Closed Sales</b>	<b>4</b>
<b>Days on Market Until Sale</b>	<b>5</b>
<b>Median Sales Price</b>	<b>6</b>
<b>Average Sales Price</b>	<b>7</b>
<b>Percent of Original List Price Received at Sale</b>	<b>8</b>
<b>Housing Affordability Index</b>	<b>9</b>
<b>Inventory of Homes Available</b>	<b>10</b>
<b>Months Supply of Inventory</b>	<b>11</b>
<b>Market Overview</b>	<b>12</b>
<b>Explanation Page</b>	<b>13</b>

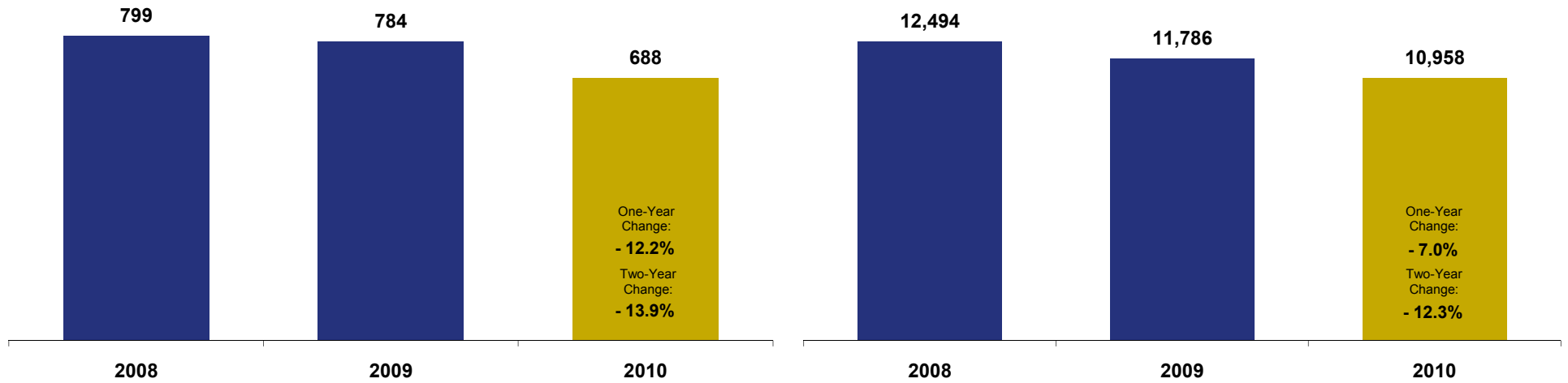
# New Listings

A Monthly Indicator provided by the **Upstate Alliance of REALTORS® MLS**

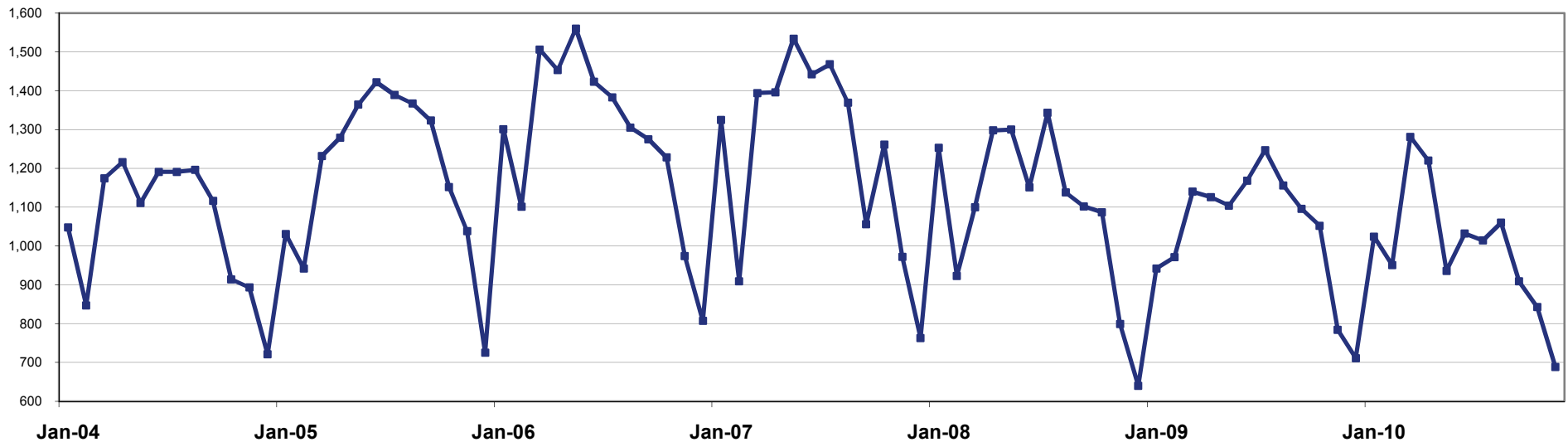


## November

## Year to Date



## Historical New Listings



This report contains information compiled by the Indiana Association of REALTORS®, may contain content from sources other than the Upstate Alliance of REALTORS® Multiple Listing Service and may not reflect all real estate activity in the market. Statistical data is based on residential property listings and sales from the Indiana counties of Adams, Allen, DeKalb, Huntington, Noble, Wells and Whitley. Powered by 10K Research and Marketing.

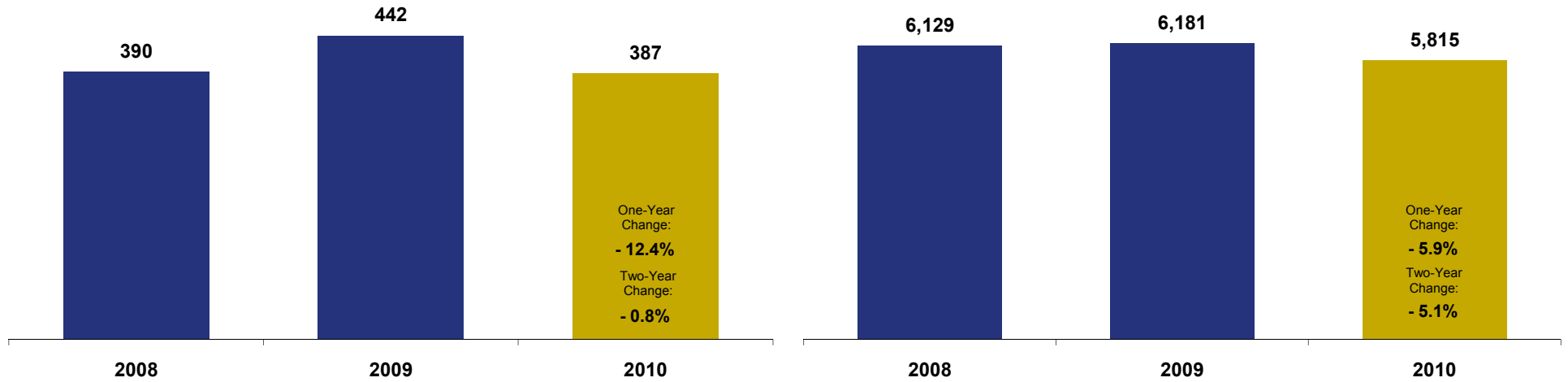
# Pending Sales

A Monthly Indicator provided by the Upstate Alliance of REALTORS® MLS

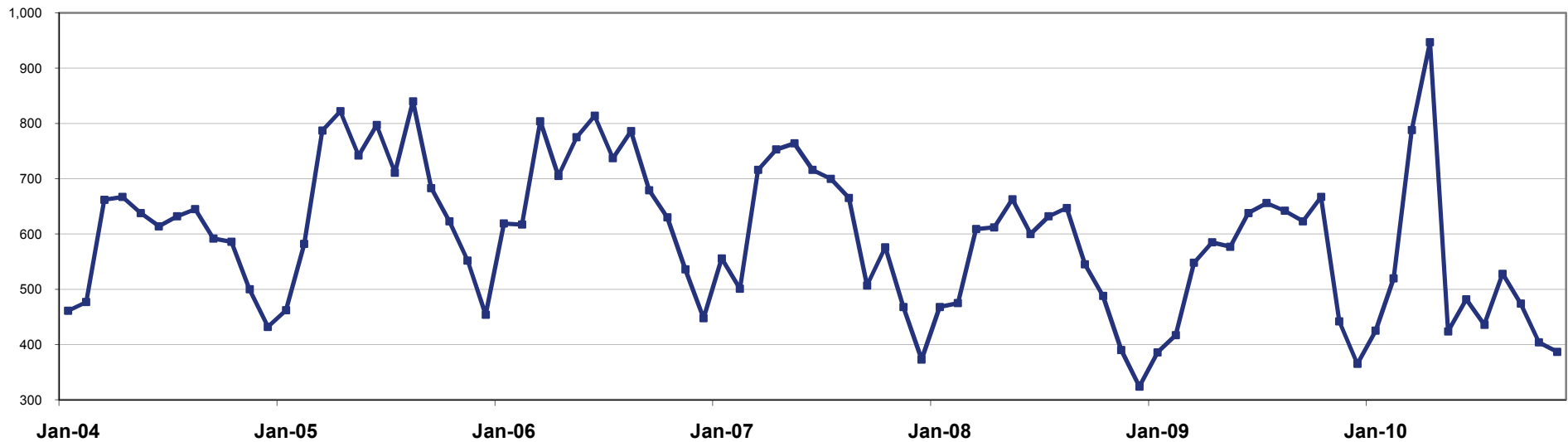


## November

## Year to Date



## Historical Pending Sales



This report contains information compiled by the Indiana Association of REALTORS®, may contain content from sources other than the Upstate Alliance of REALTORS® Multiple Listing Service and may not reflect all real estate activity in the market. Statistical data is based on residential property listings and sales from the Indiana counties of Adams, Allen, DeKalb, Huntington, Noble, Wells and Whitley. Powered by 10K Research and Marketing.

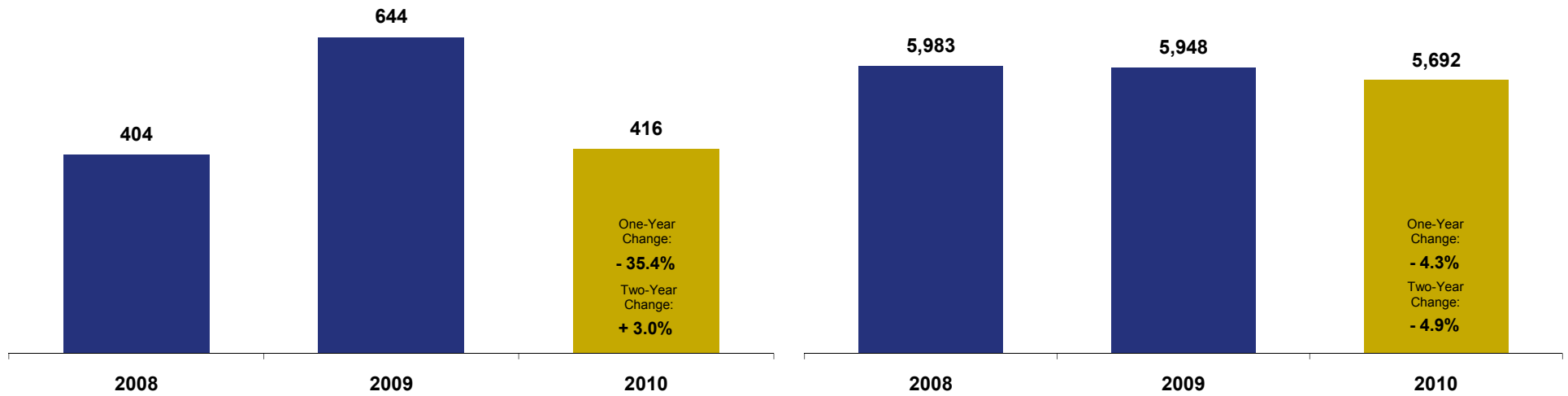
# Closed Sales

A Monthly Indicator provided by the **Upstate Alliance of REALTORS® MLS**

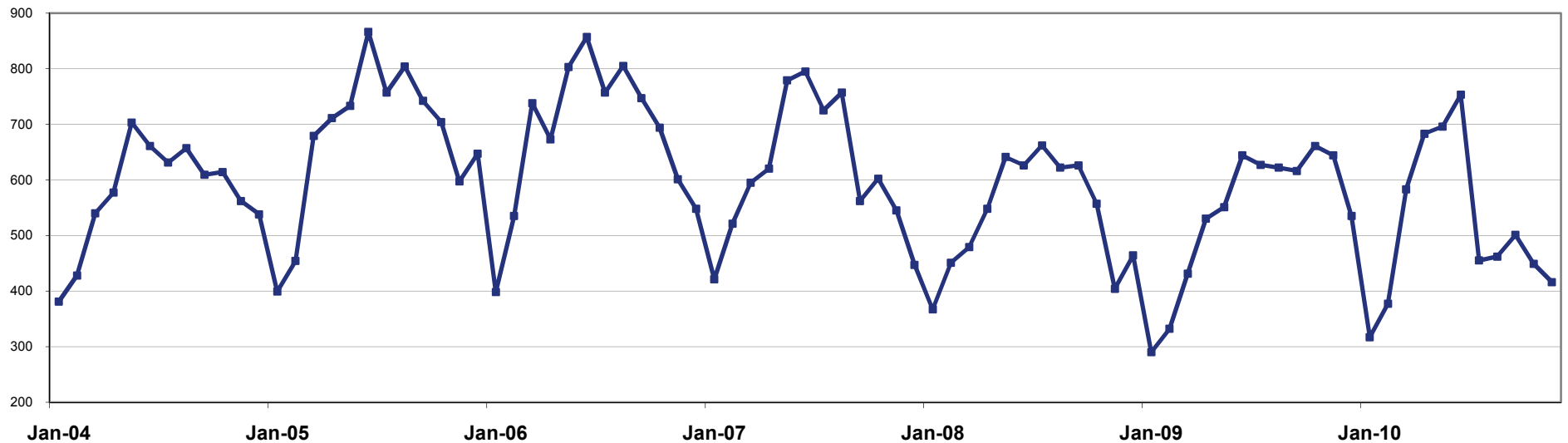


## November

## Year to Date



## Historical Closed Sales



This report contains information compiled by the Indiana Association of REALTORS®, may contain content from sources other than the Upstate Alliance of REALTORS® Multiple Listing Service and may not reflect all real estate activity in the market. Statistical data is based on residential property listings and sales from the Indiana counties of Adams, Allen, DeKalb, Huntington, Noble, Wells and Whitley. Powered by 10K Research and Marketing.



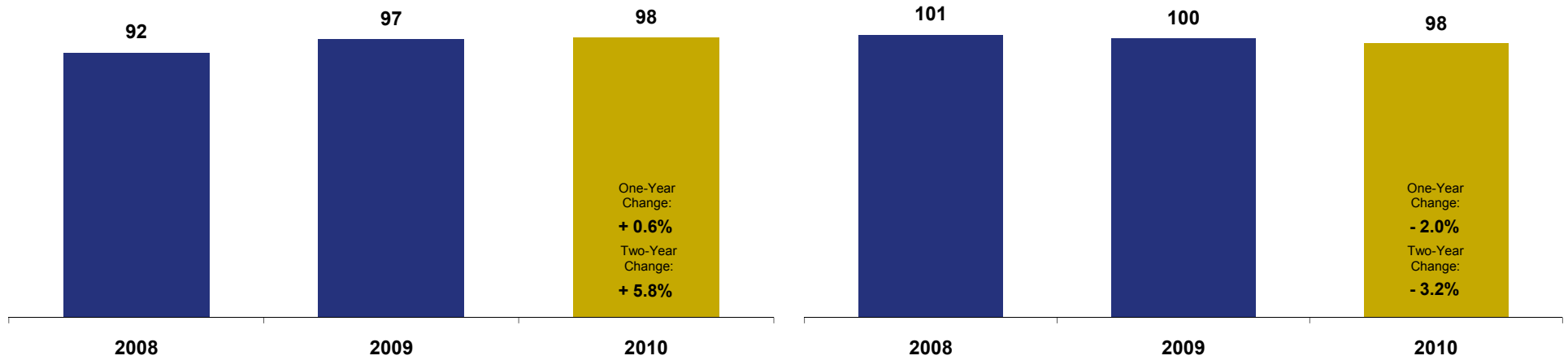
# Days on Market Until Sale

A Monthly Indicator provided by the **Upstate Alliance of REALTORS® MLS**

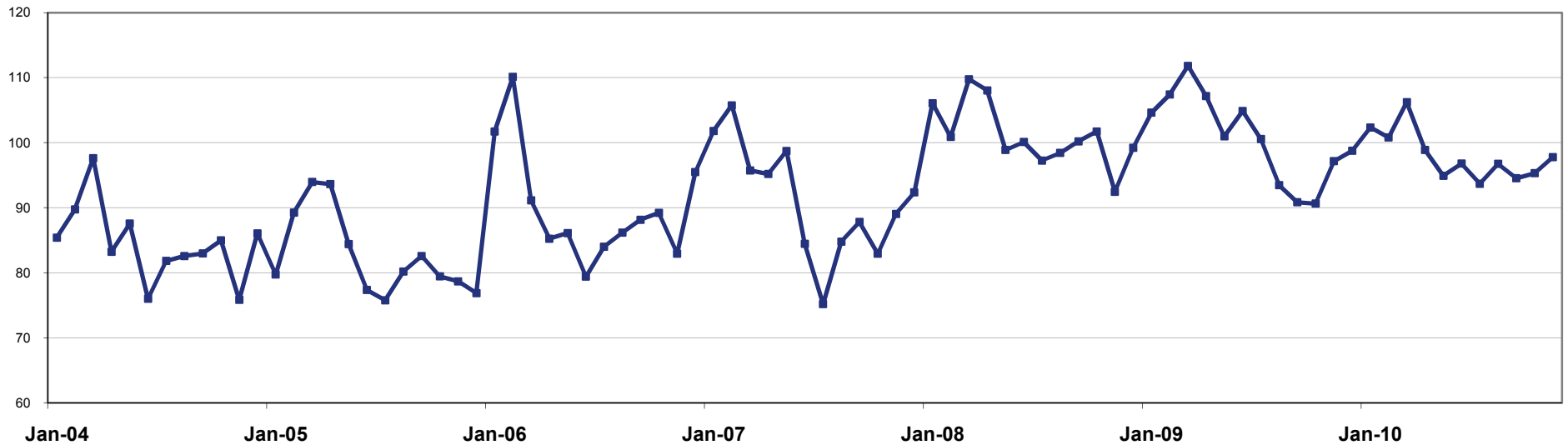
Data for this metric comes from the Cumulative Days on Market field from the UPSTAR MLS. Other metrics in this report contain data from other MLSs.

## November

## Year to Date



## Historical Days on Market Until Sale



This report contains information compiled by the Indiana Association of REALTORS®, may contain content from sources other than the Upstate Alliance of REALTORS® Multiple Listing Service and may not reflect all real estate activity in the market. Statistical data is based on residential property listings and sales from the Indiana counties of Adams, Allen, DeKalb, Huntington, Noble, Wells and Whitley. Powered by 10K Research and Marketing.

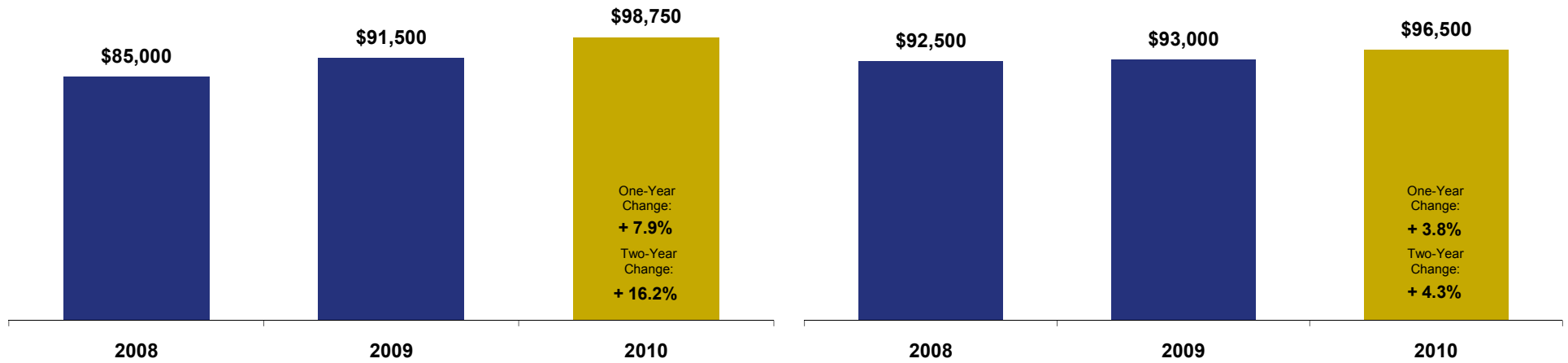
# Median Sales Price

A Monthly Indicator provided by the Upstate Alliance of REALTORS® MLS

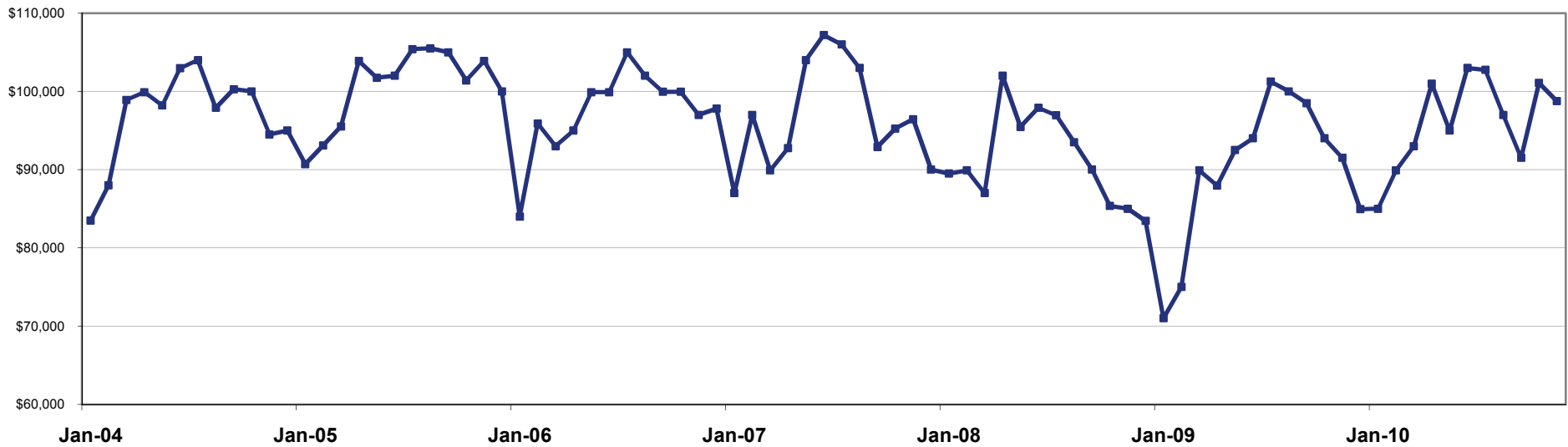


## November

## Year to Date



## Historical Median Sales Price



This report contains information compiled by the Indiana Association of REALTORS®, may contain content from sources other than the Upstate Alliance of REALTORS® Multiple Listing Service and may not reflect all real estate activity in the market. Statistical data is based on residential property listings and sales from the Indiana counties of Adams, Allen, DeKalb, Huntington, Noble, Wells and Whitley. Powered by 10K Research and Marketing.

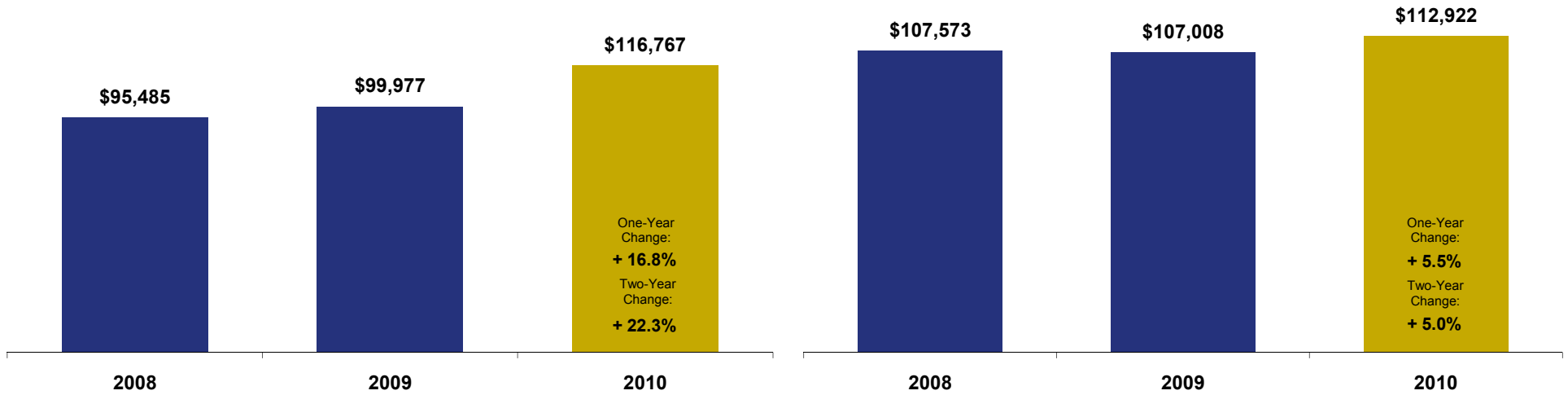
# Average Sales Price

A Monthly Indicator provided by the Upstate Alliance of REALTORS® MLS

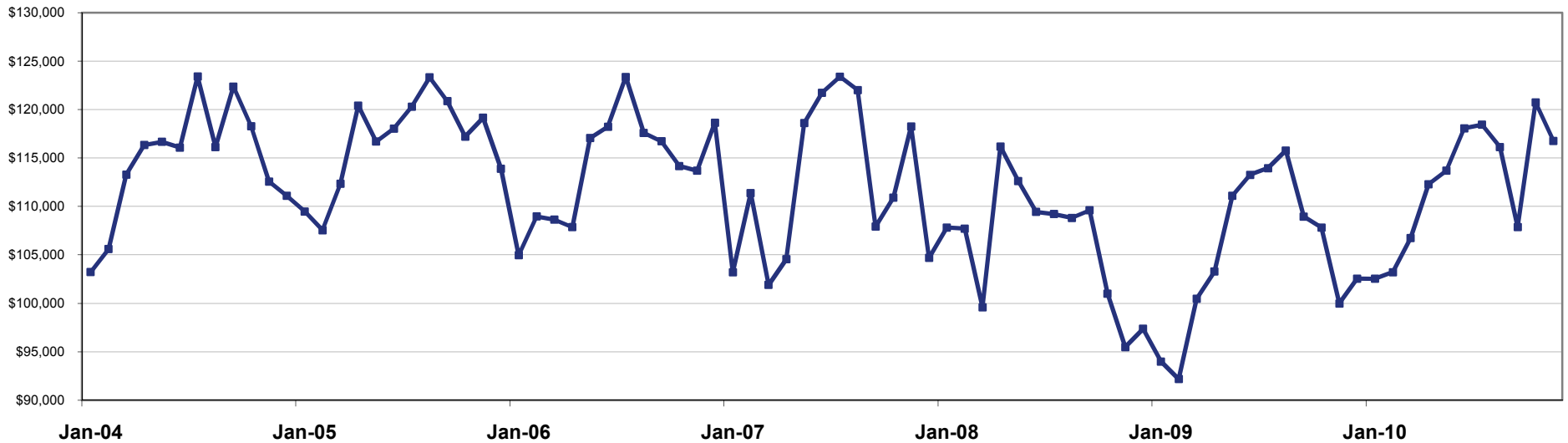


## November

## Year to Date



## Historical Average Sales Price



This report contains information compiled by the Indiana Association of REALTORS®, may contain content from sources other than the Upstate Alliance of REALTORS® Multiple Listing Service and may not reflect all real estate activity in the market. Statistical data is based on residential property listings and sales from the Indiana counties of Adams, Allen, DeKalb, Huntington, Noble, Wells and Whitley. Powered by 10K Research and Marketing.

# Housing Affordability Index

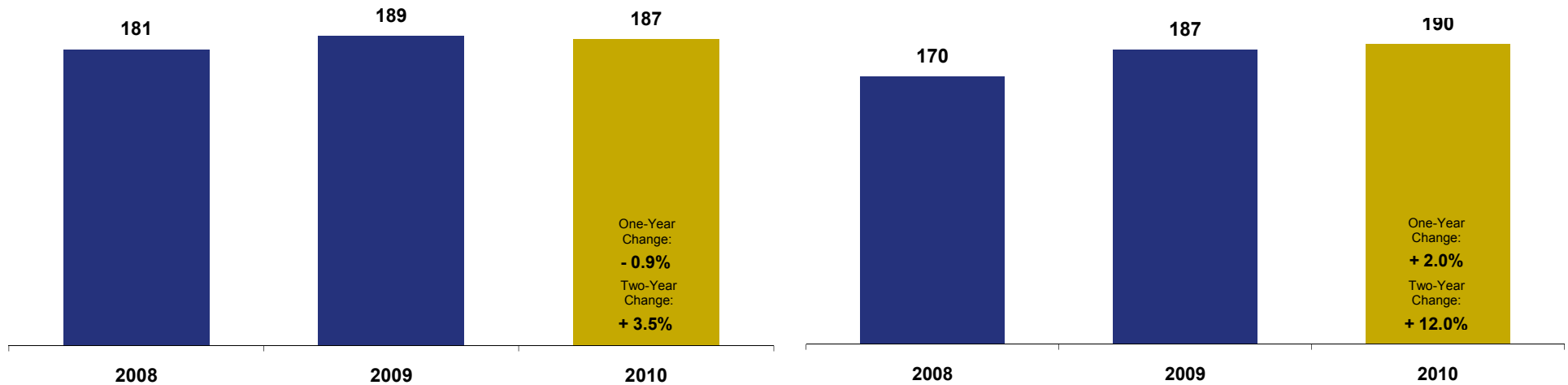
A Monthly Indicator provided by the **Upstate Alliance of REALTORS® MLS**



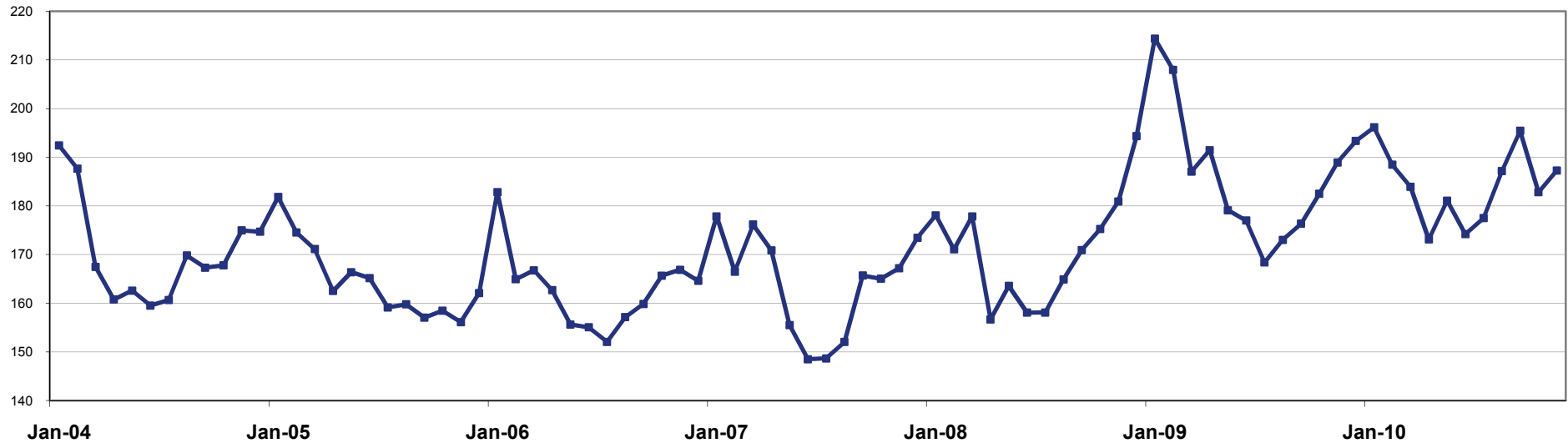
## November

## 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



This report contains information compiled by the Indiana Association of REALTORS®, may contain content from sources other than the Upstate Alliance of REALTORS® Multiple Listing Service and may not reflect all real estate activity in the market. Statistical data is based on residential property listings and sales from the Indiana counties of Adams, Allen, DeKalb, Huntington, Noble, Wells and Whitley. Powered by 10K Research and Marketing.

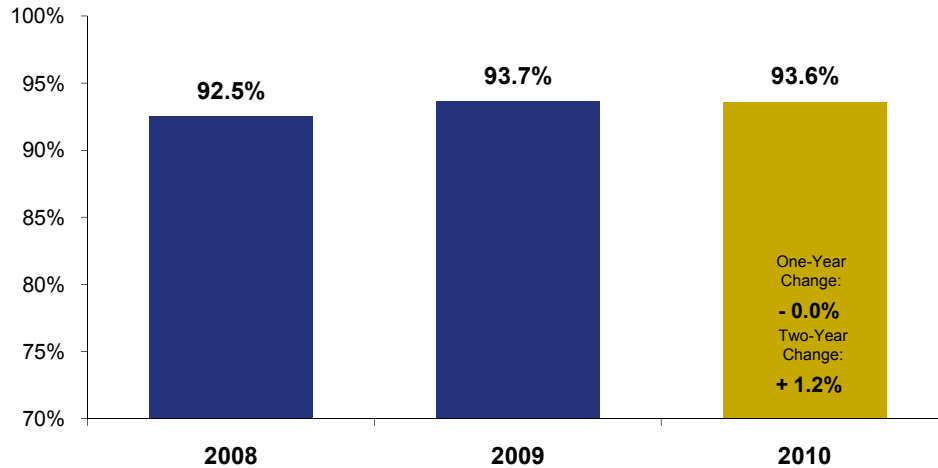


# Percent of Original List Price Received at Sale

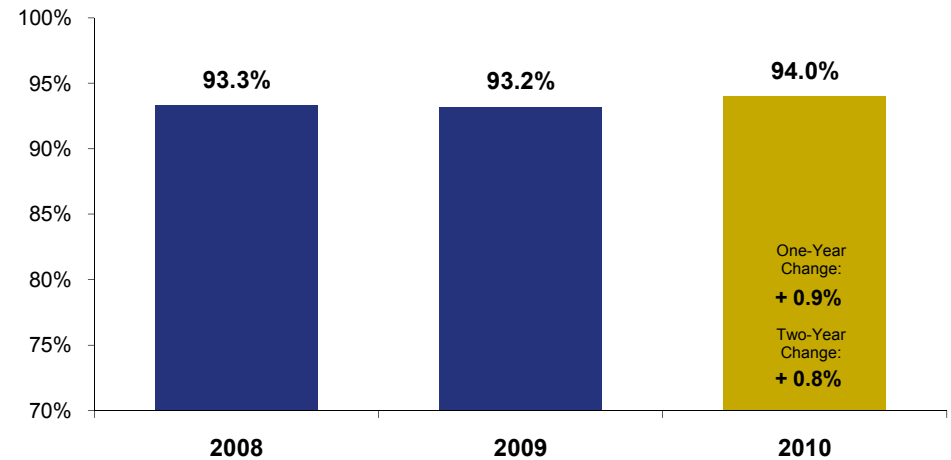
A Monthly Indicator provided by the **Upstate Alliance of REALTORS® MLS**



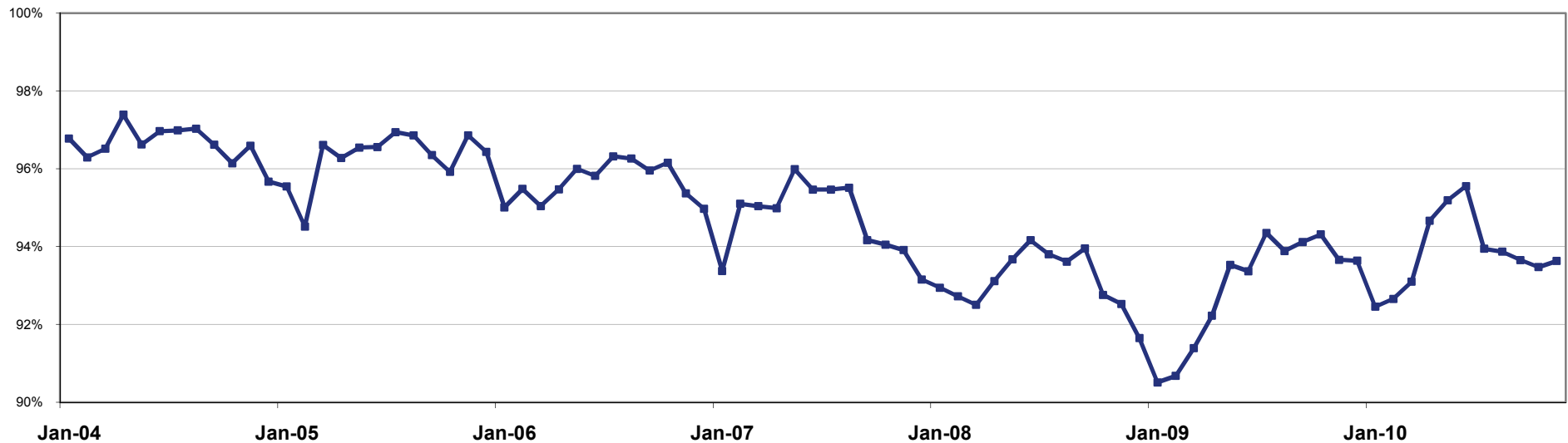
## November



## Year to Date



## Historical Percent of Original List Price Received



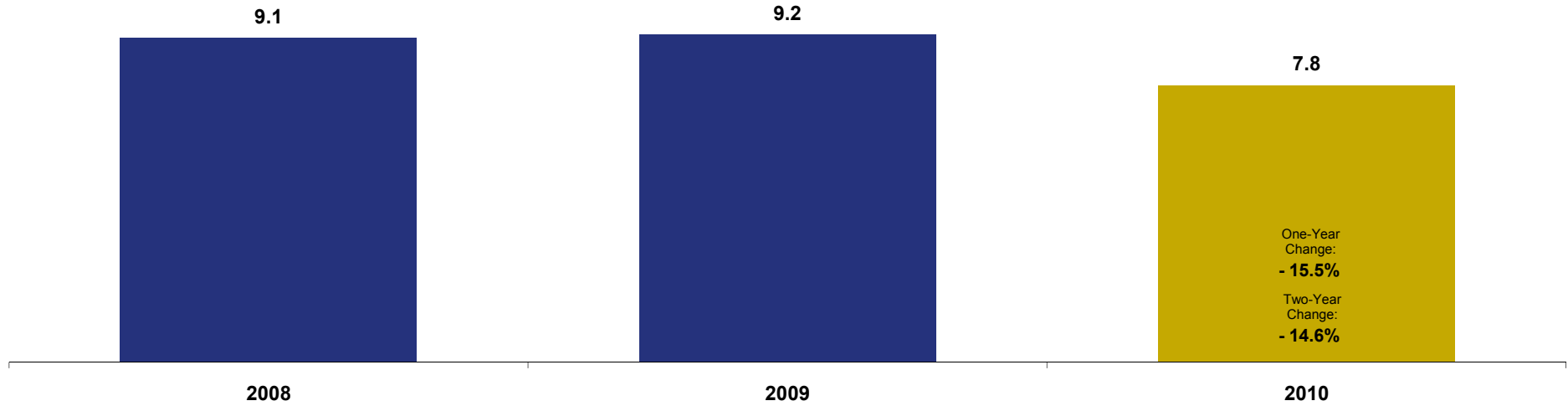
This report contains information compiled by the Indiana Association of REALTORS®, may contain content from sources other than the Upstate Alliance of REALTORS® Multiple Listing Service and may not reflect all real estate activity in the market. Statistical data is based on residential property listings and sales from the Indiana counties of Adams, Allen, DeKalb, Huntington, Noble, Wells and Whitley. Powered by 10K Research and Marketing.

# Months Supply of Inventory

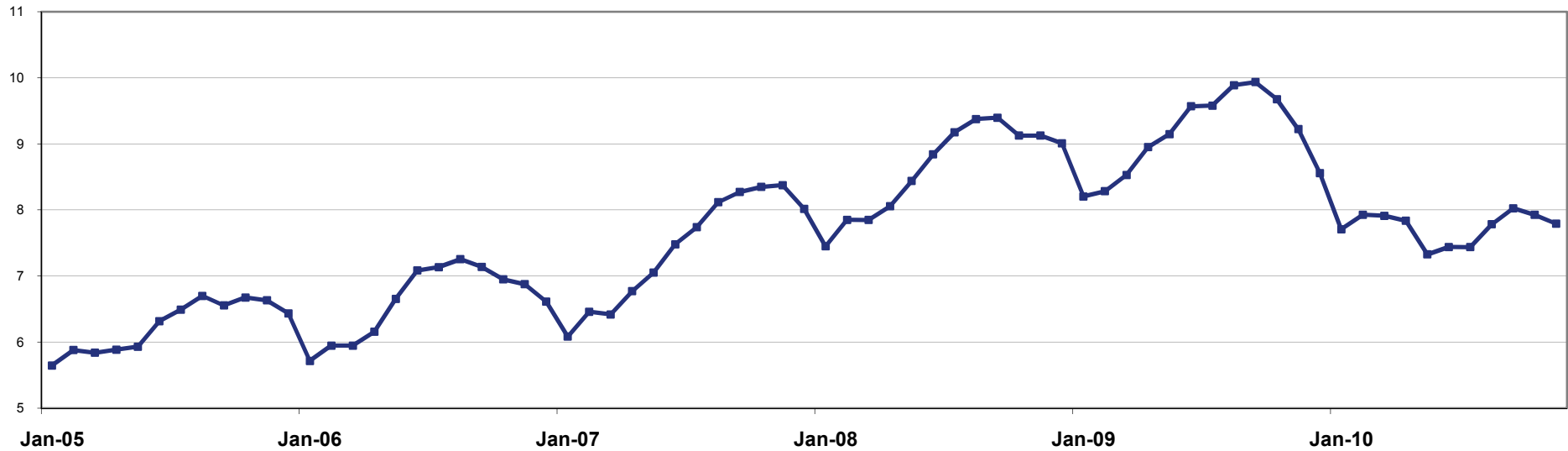
A Monthly Indicator provided by the **Upstate Alliance of REALTORS® MLS**



## November



## Historical Months Supply of Inventory



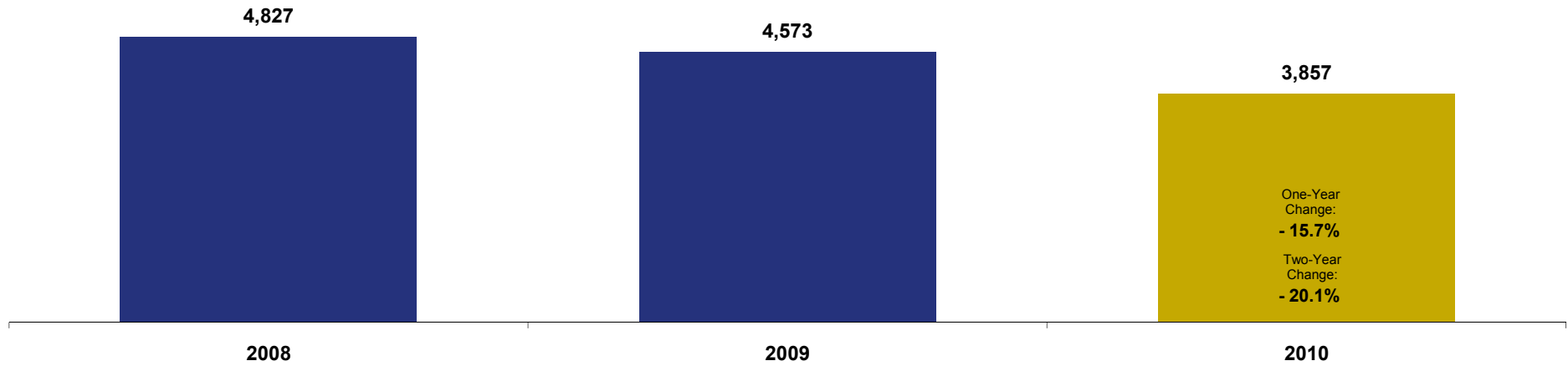
This report contains information compiled by the Indiana Association of REALTORS®, may contain content from sources other than the Upstate Alliance of REALTORS® Multiple Listing Service and may not reflect all real estate activity in the market. Statistical data is based on residential property listings and sales from the Indiana counties of Adams, Allen, DeKalb, Huntington, Noble, Wells and Whitley. Powered by 10K Research and Marketing.

# Inventory of Homes Available

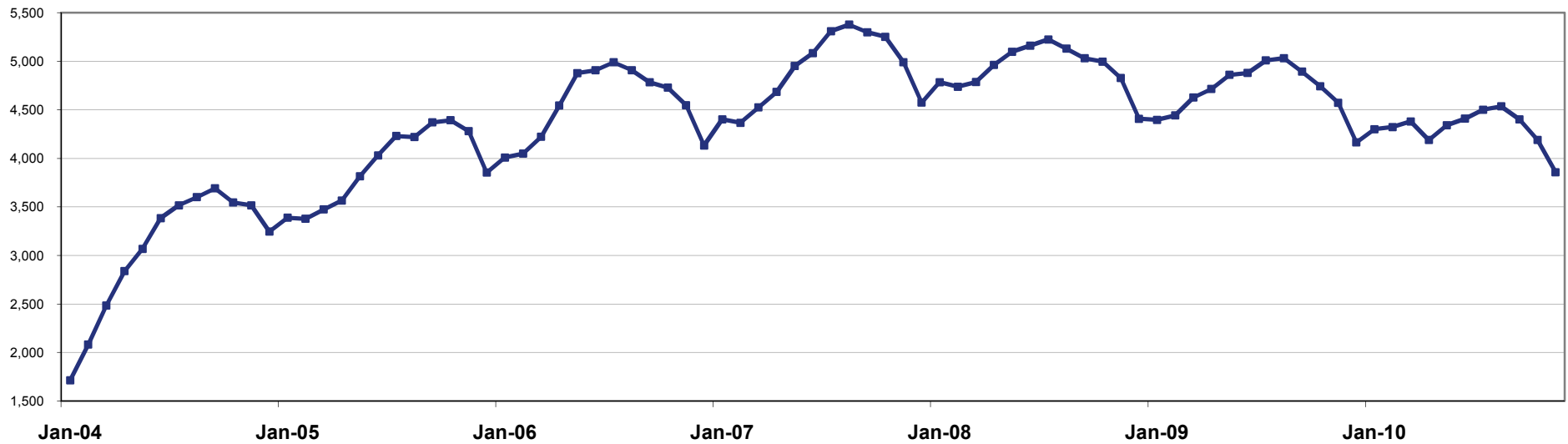
A Monthly Indicator provided by the Upstate Alliance of REALTORS® MLS



## November



## Historical Inventory of Homes Available



This report contains information compiled by the Indiana Association of REALTORS®, may contain content from sources other than the Upstate Alliance of REALTORS® Multiple Listing Service and may not reflect all real estate activity in the market. Statistical data is based on residential property listings and sales from the Indiana counties of Adams, Allen, DeKalb, Huntington, Noble, Wells and Whitley. Powered by 10K Research and Marketing.

# Market Overview



A Monthly Indicator provided by the Upstate Alliance of REALTORS® MLS

			Monthly			Year to Date		
			Current	Prior Year	+/-	Current	Prior Year	+/-
<b>New Listings</b>	Sep	2010	909	1,096	- 17.1%	9,427	9,950	- 5.3%
	Oct	2010	843	1,052	- 19.9%	10,270	11,002	- 6.7%
	<b>Nov</b>	<b>2010</b>	<b>688</b>	<b>784</b>	<b>- 12.2%</b>	<b>10,958</b>	<b>11,786</b>	<b>- 7.0%</b>
<b>Pending Sales</b>	Sep	2010	474	623	- 23.9%	5,024	5,072	- 0.9%
	Oct	2010	404	667	- 39.4%	5,428	5,739	- 5.4%
	<b>Nov</b>	<b>2010</b>	<b>387</b>	<b>442</b>	<b>- 12.4%</b>	<b>5,815</b>	<b>6,181</b>	<b>- 5.9%</b>
<b>Closed Sales</b>	Sep	2010	501	616	- 18.7%	4,827	4,643	+ 4.0%
	Oct	2010	449	661	- 32.1%	5,276	5,304	- 0.5%
	<b>Nov</b>	<b>2010</b>	<b>416</b>	<b>644</b>	<b>- 35.4%</b>	<b>5,692</b>	<b>5,948</b>	<b>- 4.3%</b>
<b>Days on Market Until Sale</b>	Sep	2010	95	91	+ 4.1%	98	101	- 3.3%
	Oct	2010	95	91	+ 5.2%	98	100	- 2.3%
	<b>Nov</b>	<b>2010</b>	<b>98</b>	<b>97</b>	<b>+ 0.6%</b>	<b>98</b>	<b>100</b>	<b>- 2.0%</b>
<b>Median Sales Price</b>	Sep	2010	\$91,500	\$98,500	- 7.1%	\$96,000	\$93,000	+ 3.2%
	Oct	2010	\$101,075	\$94,000	+ 7.5%	\$96,250	\$93,000	+ 3.5%
	<b>Nov</b>	<b>2010</b>	<b>\$98,750</b>	<b>\$91,500</b>	<b>+ 7.9%</b>	<b>\$96,500</b>	<b>\$93,000</b>	<b>+ 3.8%</b>
<b>Average Sales Price</b>	Sep	2010	\$107,878	\$108,957	- 1.0%	\$111,860	\$107,872	+ 3.7%
	Oct	2010	\$120,743	\$107,815	+ 12.0%	\$112,618	\$107,865	+ 4.4%
	<b>Nov</b>	<b>2010</b>	<b>\$116,767</b>	<b>\$99,977</b>	<b>+ 16.8%</b>	<b>\$112,922</b>	<b>\$107,008</b>	<b>+ 5.5%</b>
<b>Percent of Original List Price Received at Sale</b>	Sep	2010	93.7%	94.1%	- 0.5%	94.1%	93.0%	+ 1.2%
	Oct	2010	93.5%	94.3%	- 0.9%	94.1%	93.2%	+ 1.0%
	<b>Nov</b>	<b>2010</b>	<b>93.6%</b>	<b>93.7%</b>	<b>- 0.0%</b>	<b>94.0%</b>	<b>93.2%</b>	<b>+ 0.9%</b>
<b>Housing Affordability Index</b>	Sep	2010	195	176	+ 10.8%	189	184	+ 2.7%
	Oct	2010	183	182	+ 0.2%	189	184	+ 3.0%
	<b>Nov</b>	<b>2010</b>	<b>187</b>	<b>189</b>	<b>- 0.9%</b>	<b>190</b>	<b>187</b>	<b>+ 2.0%</b>
<b>Total Active Listings Available at Month End</b>	Sep	2010	4,403	4,894	- 10.0%			
	Oct	2010	4,191	4,744	- 11.7%	--	--	--
	<b>Nov</b>	<b>2010</b>	<b>3,857</b>	<b>4,573</b>	<b>- 15.7%</b>			
<b>Months Supply of Inventory</b>	Sep	2010	8.0	9.9	- 19.2%			
	Oct	2010	7.9	9.7	- 18.1%	--	--	--
	<b>Nov</b>	<b>2010</b>	<b>7.8</b>	<b>9.2</b>	<b>- 15.5%</b>			

This report contains information compiled by the Indiana Association of REALTORS®, may contain content from sources other than the Upstate Alliance of REALTORS® Multiple Listing Service and may not reflect all real estate activity in the market. Statistical data is based on residential property listings and sales from the Indiana counties of Adams, Allen, DeKalb, Huntington, Noble, Wells and Whitley. Powered by 10K Research and Marketing.

# Explanation of Methodology

A Monthly Indicator provided by the **Upstate Alliance of REALTORS® MLS**



<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.