

May 2013

City: Carmel

# Nicole Truszkowski

## Broker Associate

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Price Range: All | Properties: Single Family - Condo - TwnHm

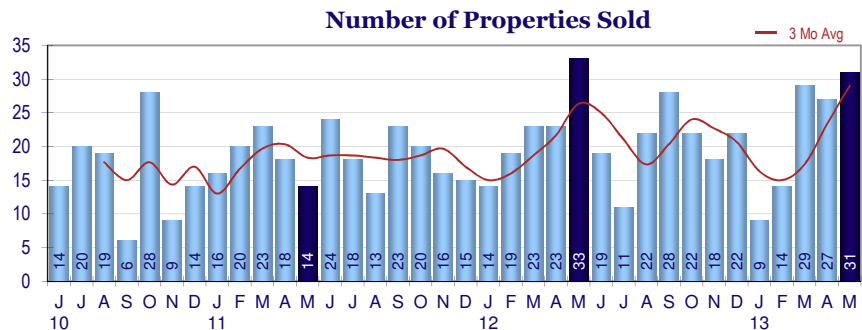
## Market Profile & Trends Overview

<a href="#"><u>Market Profile &amp; Trends Overview</u></a>	<u>Month</u>	<u>Trending versus*:</u>				<u>YTD</u>	<u>Trending versus*:</u>	
		<u>LM</u>	<u>L3M</u>	<u>PYM</u>	<u>LY</u>		<u>Prior YTD</u>	<u>Prior Year</u>
	Median List Price of all Current Listings	\$1,937,500	↑		↑			
	Average List Price of all Current Listings	\$2,346,863	↓		↑			
	May Median Sales Price	\$1,250,000	↓	↑	↑	↑	\$1,230,000	↑
	May Average Sales Price	\$1,308,968	↓	↓	↑	↑	\$1,526,464	↑
	Total Properties Currently for Sale (Inventory)	128	↔		↓			
	May Number of Properties Sold	31	↑		↓		110	↓
	May Average Days on Market (Solds)	71	↓	↓	↓	↓	98	↓
	Asking Price per Square Foot (based on New Listings)	\$820	↑	↓	↓	↓	\$878	↑
May Sold Price per Square Foot	\$707	↓	↓	↑	↑	\$798	↑	
May Month's Supply of Inventory	4.1	↓	↓	↓	↓	7.1	↓	
May Sale Price vs List Price Ratio	95.4%	↑	↑	↑	↑	94.5%	↑	

\* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2012) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

## Property Sales

May Property sales were 31, down 6.1% from 33 in May of 2012 and 14.8% higher than the 27 sales last month. May 2013 sales were at a mid level compared to May of 2012 and 2011. May YTD sales of 110 are running 1.8% behind last year's year-to-date sales of 112.



## Prices

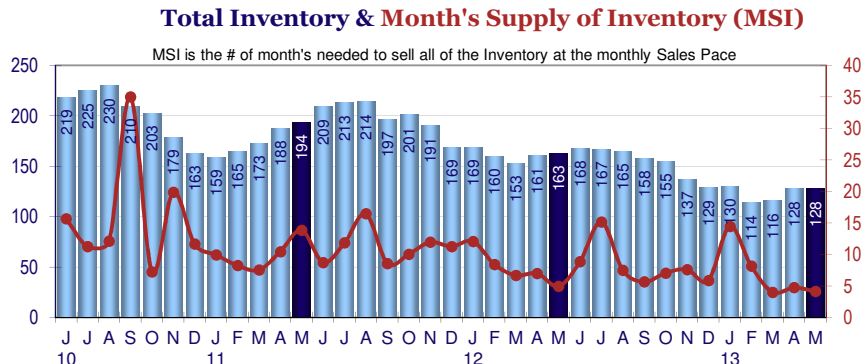
The Median Sales Price in May was \$1,250,000, up 25.0% from \$1,000,000 in May of 2012 and down 24.2% from \$1,650,000 last month. The Average Sales Price in May was \$1,308,968, up 1.2% from \$1,292,867 in May of 2012 and down 31.8% from \$1,918,646 last month. May 2013 ASP was at the highest level compared to May of 2012 and 2011.



## Inventory & MSI

The Total Inventory of Properties available for sale as of May was 128, equal to 128 last month and down 21.5% from 163 in May of last year. May 2013 Inventory was at its lowest level compared with May of 2012 and 2011.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The May 2013 MSI of 4.1 months was at its lowest level compared with May of 2012 and 2011.



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# MARKET ACTION REPORT

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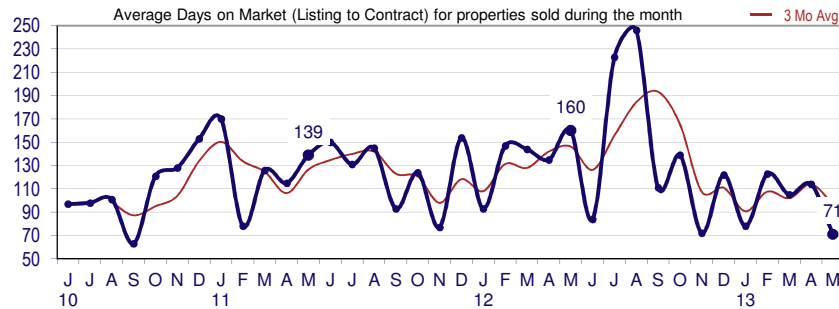
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## Market Time

The average Days On Market (DOM) shows how many days the average Property is on the market before it sells. An upward trend in DOM tends to indicate a move towards more of a Buyer's market, a downward trend a move towards more of a Seller's market. The DOM for May was 71, down 37.7% from 114 days last month and down 55.6% from 160 days in May of last year. The May 2013 DOM was at its lowest level compared with May of 2012 and 2011.

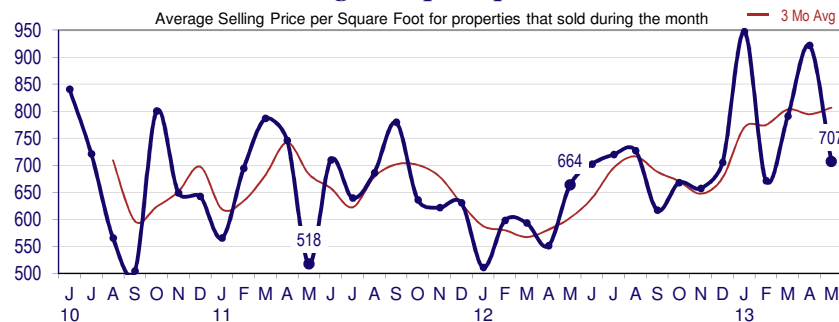
## Days On Market for Sold Properties



## Selling Price per Square Foot

The Selling Price per Square Foot is a great indicator for the direction of Property values. Since Median Sales Price and Average Sales price can be impacted by the 'mix' of high or low end Properties in the market, the selling price per square foot is a more normalized indicator on the direction of Property values. The May 2013 Selling Price per Square Foot of \$707 was down 23.3% from \$921 last month and up 6.5% from 664 in May of last year.

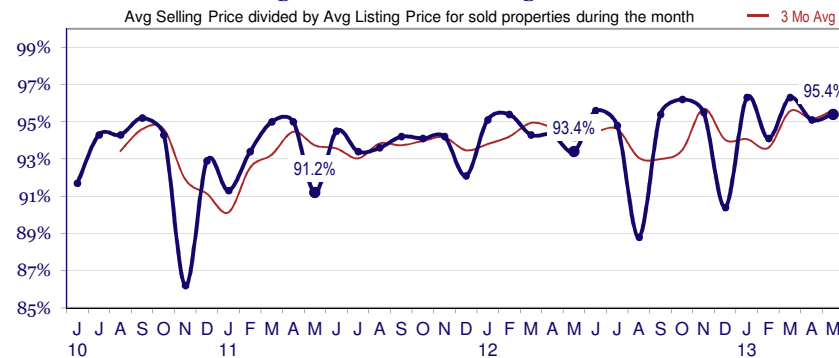
## Selling Price per Square Foot



## Selling Price vs Original Listing Price

The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The May 2013 Selling Price vs Original List Price of 95.4% was up from 95.1% last month and up from 93.4% in May of last year.

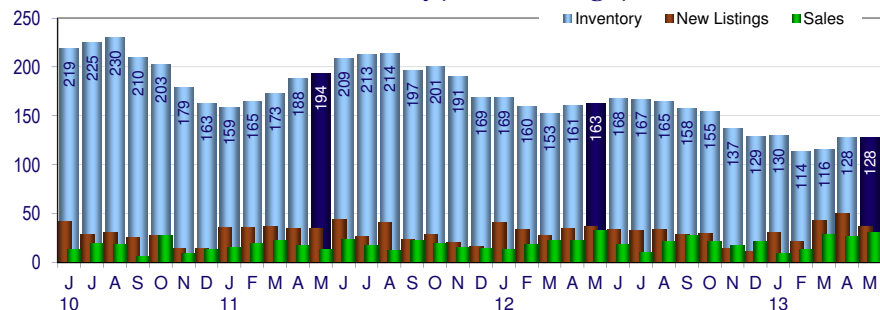
## Selling Price versus Listing Price Ratio



## Inventory / New Listings / Sales

This last view of the market combines monthly inventory of Properties for sale along with New Listings and Sales. The graph shows the basic annual seasonality of the market as well as the relationship between these items. The number of New Listings in May 2013 was 37, down 26.0% from 50 last month and equal to 37 in May of last year.

## Inventory / New Listings / Sales



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# Inventory / Listings / Sales

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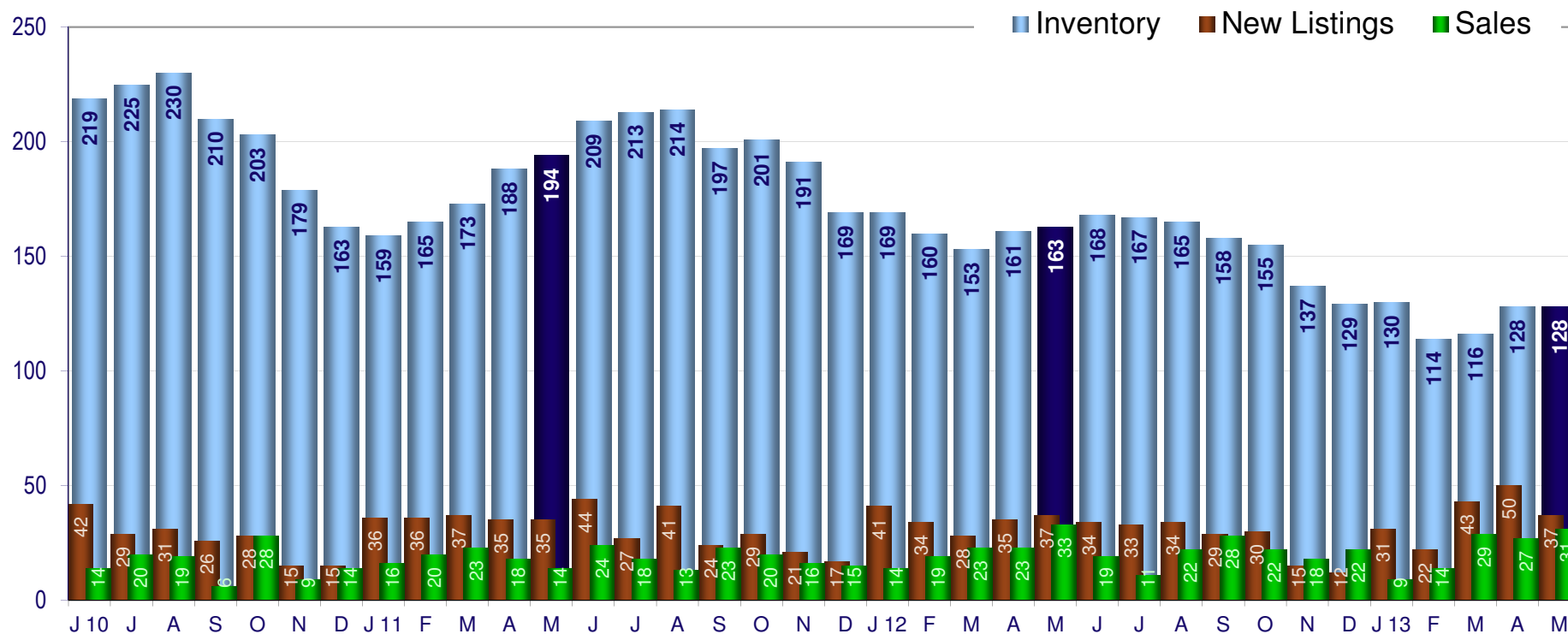
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