



F. C. Tucker Company's MARKET WATCH

The latest news on your local real estate market conditions.



Richard Hindman, Realtor®/ Broker, F. C. Tucker Company

November 2009 Edition

October Pended Home Sales Up 20 Percent in Central Indiana Second Best October in F. C. Tucker History for Listings Sold, Buyers Represented

INDIANAPOLIS – More than 2,150 Central Indiana homes pended in October, with eight of nine Central Indiana counties reporting increases compared to the same time period last year, according to pended sales statistics compiled by F.C. Tucker Company.

October home sales increased 20.1 percent overall with 2,153 homes pended compared to 1,792 in October 2008. Shelby County posted a 62.1 percent increase, followed by Boone County at 37 percent and Johnson County at 34.6 percent. Year to date, overall pended home sales are down 2.6 percent compared to the same timeframe in 2008.

“Certainly the first homebuyer’s tax credit was a big part of the resurgence,” said H. James Litten, president of F.C. Tucker Company’s Residential Real Estate Services Division, noting that Tucker recently had the second best October in the history of the company for listings sold and buyers represented. “We are pleased with the recent extension of the tax credit and expansion to include existing home owners.”

Available homes for sale in the nine-county region dropped 15.1 percent in October 2009 with 15,244 homes on the market, 2,712 fewer homes than in October 2008. Three counties experienced above average inventory declines. Hancock County experienced the greatest decrease in inventory at 18.5 percent, followed by Marion County and Madison County, with 17 and 16.8 percent, respectively.

“Less inventory and increased demand brings more consumer confidence to the market,” said Litten. “This is the closest we’ve been to a balanced market in three years.”

October housing statistics point to continued opportunities for buyers to take advantage of affordable housing prices across the nine-county Central Indiana region. The average year-to-date sales price for a home in the nine-county area was \$138,904, which is 4.5 percent less than the same period last year.

Note: President Obama signed the “Worker, Homeownership, and Business Assistance Act of 2009” (WHBAA) last Friday. This act extended the first-time homebuyer credit to May 1, 2010, increased the income cap allowing more taxpayers to qualify and created a new incentive for “long-time residents” who purchase a different principal residence.

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Pended Single-family and Condominium Home Sales

Active Listings - Inventory

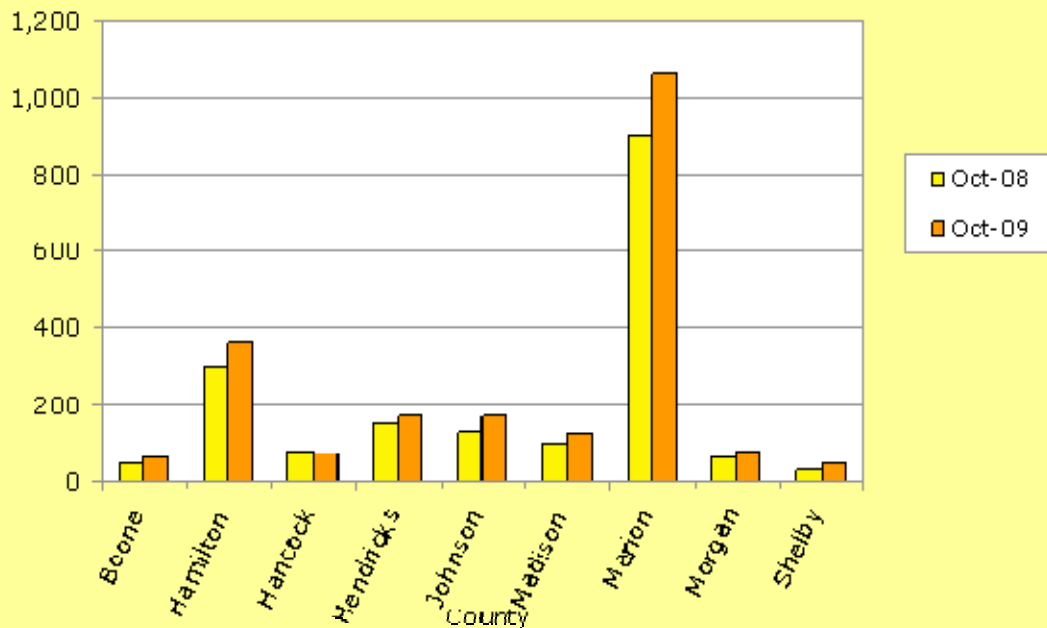
Active Listings Over Time

Average Sale Price

Pended Single-family and Condominium Home Sales

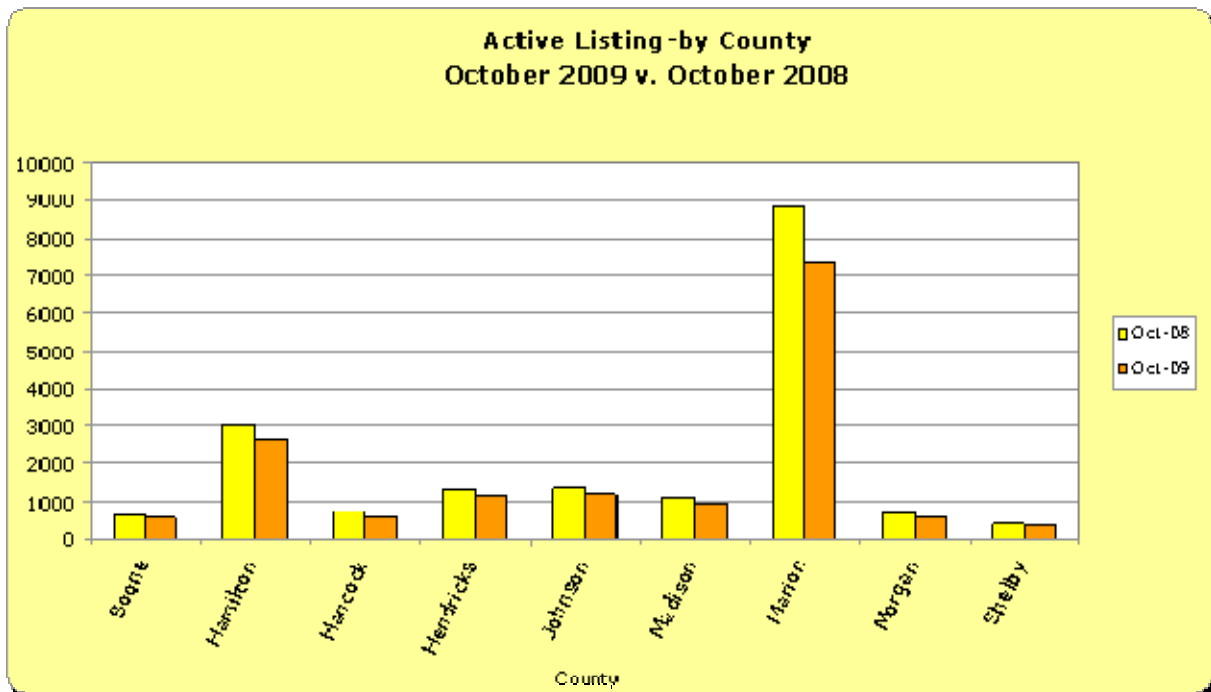
| County | October 08 | October 09 | Month-to-Month % Change | Year-to-date % Change |
|---------------|-------------------|-------------------|--------------------------------|------------------------------|
| Boone | 46 | 63 | 37.0% | 6.4% |
| Hamilton | 298 | 363 | 21.8% | -3.0% |
| Hancock | 77 | 76 | -1.3% | -6.3% |
| Hendricks | 148 | 171 | 15.5% | -2.1% |
| Johnson | 127 | 171 | 34.6% | 4.6% |
| Madison | 101 | 123 | 21.8% | -0.8% |
| Marion | 903 | 1,062 | 17.6% | -3.2% |
| Morgan | 63 | 77 | 22.2% | -7.3% |
| Shelby | 29 | 47 | 62.1% | -17.8% |
| TOTAL | 1,792 | 2,153 | 20.1% | -2.6% |

**Number of Homes Pended by County
October 2008 v. October 2009**



Active Listings - Inventory

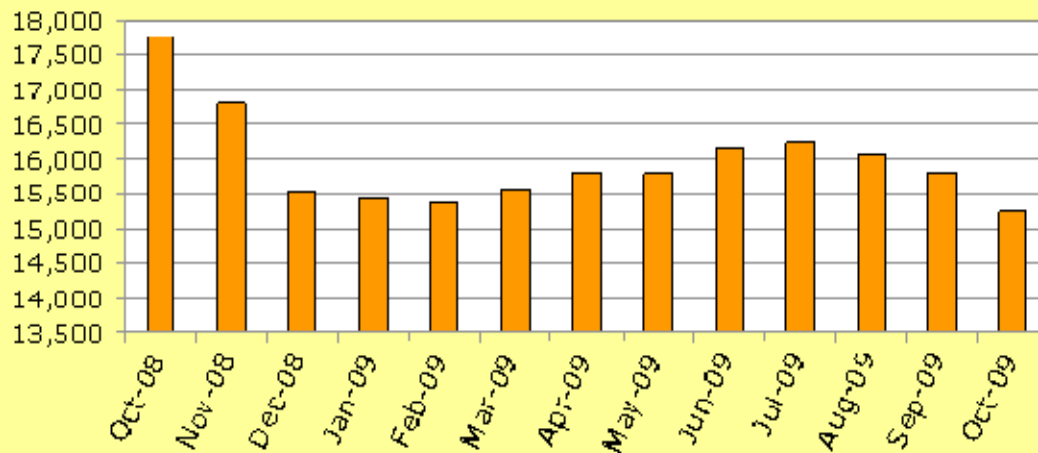
| County | October 08 | October 09 | % Change |
|--------------|---------------|---------------|---------------|
| Boone | 643 | 553 | -14.0% |
| Hamilton | 3,044 | 2,629 | -13.6% |
| Hancock | 692 | 564 | -18.5% |
| Hendricks | 1,304 | 1,143 | -12.3% |
| Johnson | 1,327 | 1,194 | -10.0% |
| Madison | 1,106 | 920 | -16.8% |
| Marion | 8,806 | 7,313 | -17.0% |
| Morgan | 655 | 570 | -13.0% |
| Shelby | 379 | 358 | -5.5% |
| TOTAL | 17,956 | 15,244 | -15.1% |



Active Listings Over Time

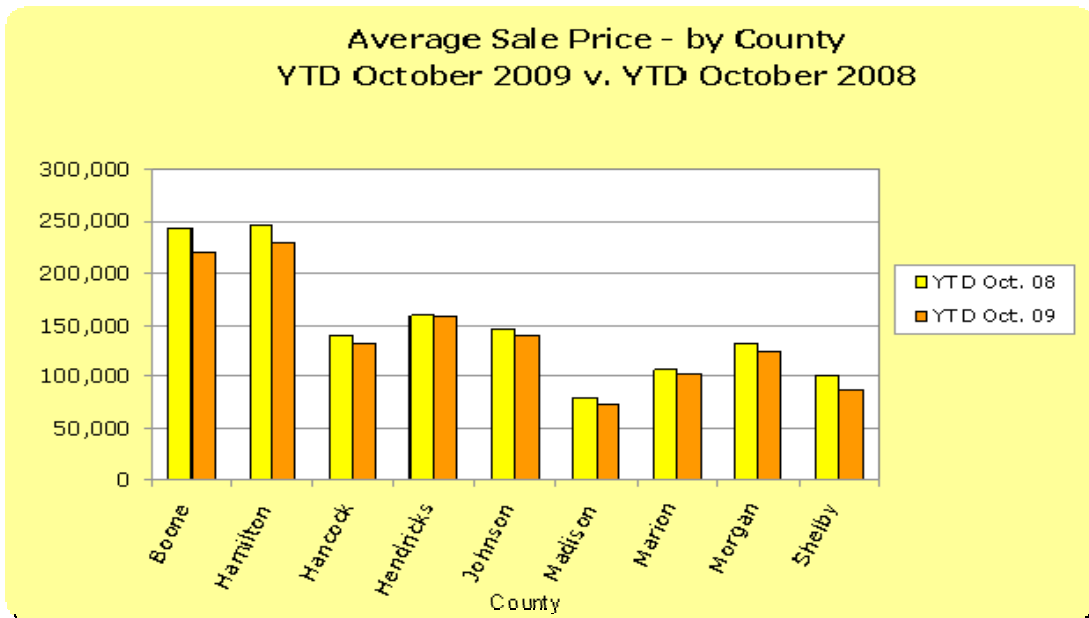
| Month | Active Listings | % Change from Prior Year |
|--------|-----------------|--------------------------|
| Oct-08 | 17,746 | -12.7% |
| Nov-08 | 16,792 | -13.0% |
| Dec-08 | 15,560 | -14.3% |
| Jan-09 | 15,415 | -14.5% |
| Feb-09 | 15,377 | -14.3% |
| Mar-09 | 15,562 | -15.6% |
| Apr-09 | 15,785 | -16.9% |
| May-09 | 15,801 | -18.0% |
| Jun-09 | 16,152 | -17.5% |
| Jul-09 | 16,223 | -16.8% |
| Aug-09 | 16,068 | -16.3% |
| Sep-09 | 15,786 | -15.7% |
| Oct-09 | 15,244 | -15.1% |

Active Listings by Month
October 2008 - October 2009



Average Sale Price

| County | YTD October 08 | YTD October 09 | % Change |
|----------------|----------------|----------------|--------------|
| Boone | 243,625 | 219,875 | -9.7% |
| Hamilton | 245,823 | 228,917 | -6.9% |
| Hancock | 139,361 | 132,342 | -5.0% |
| Hendricks | 159,720 | 157,481 | -1.4% |
| Johnson | 146,236 | 139,940 | -4.3% |
| Madison | 79,216 | 72,980 | -7.9% |
| Marion | 106,493 | 103,257 | -3.0% |
| Morgan | 132,461 | 123,183 | -7.0% |
| Shelby | 101,743 | 87,061 | -14.4% |
| Average | 145,519 | 138,904 | -4.5% |



About Richard Hindman

Realtor® and Broker Associate with the F. C. Tucker Company, specializing in marketing and sales of residential properties, new custom-built homes and residential investment properties since 1982.

WWW.INDYHOMEBOOK.COM

WWW.RICHARDHINDMAN.COM

About the F C Tucker Company

With more than \$2 billion in annual sales, F.C. Tucker Company is Indiana's largest independently owned comprehensive real estate firm with 46 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.

Editor's Note: All statistics were compiled by F.C. Tucker Company from a report drawn from Propertylinx statistics on November 9, 2009. 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.