

# FORT WAYNE

## MEDIAN RESIDENTIAL SALE PRICE

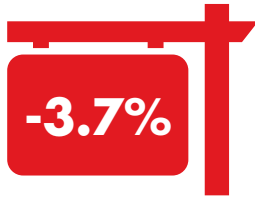
April **2016** April **2017**  
\$119,900 \$125,000

+4.3%



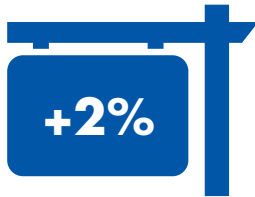
## NEW LISTINGS

**APRIL 2017:**  
3,395



## CLOSED SALES

**APRIL 2016:**  
2,243  
**APRIL 2017:**  
2,288



## TYPICAL BUYER PROFILE



**Buyers with families**

Source: opinion of local RE/MAX brokers

## INVENTORY



## SELLERS' MARKET



The Fort Wayne market is entering the second quarter of 2017 with a historically low supply of homes. According to the Upstate Alliance of REALTORS®, inventory is down more than 20 percent in the seven county area, surrounding Fort Wayne, driving the average sales price up.

Thanks to good jobs in the Fort Wayne area and a balanced state budget, more people are looking to buy this year, which is increasing the competition for homes. Local real estate professionals report that buyers in this market must have mortgage preapprovals with strong, clean offers. Cash is also king – helping to often seal the deal for new homeowners.

Once lagging luxury properties are also selling. Any homes that had been on the market for a long period of time now have sold, leaving buyers to compete for only homes that have been recently listed.

## TIPS & TRENDS:

Look for central, northern Indiana communities such as Anderson and Kokomo to offer buyers more value. Home prices are slightly lower than larger metropolitan areas while still offering similar amenities.

Housing data provided by Upstate Alliance of REALTORS® and represents a seven county region in Northeast Indiana.