

TUCKER LUXURY



F.C. TUCKER COMPANY

LUXURY MARKET REPORT
INDIANAPOLIS | FALL 2024

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OUR PARTNERS

F.C. Tucker Company is proud to be part of Howard Hanna Real Estate Services, which is not only the largest privately held real estate company in the nation, but also the leader in its market areas when it comes to high-end properties. Howard Hanna and F.C. Tucker Company are affiliated with Luxury Portfolio International® to promote our exquisite estate-caliber properties to global luxury buyers. Luxury Portfolio International®, the luxury face of Leading Real Estate Companies of the World®, is recognized globally as the luxury standard of excellence. Spanning 70+ countries, with 550 firms and 134,000 sales associates, LeadingRE members produce 1.1 million global transactions.



MARKET OVERVIEW



Welcome!

I am pleased to present data on central Indiana's luxury housing market, a segment that continues to flourish. As you will see, each submarket is unique in terms of price point and time to market. With "days on market" in the single digits in some areas, it's obvious luxury is a sought-after segment for buyers. Central Indiana, with its charm and dynamism, remains a hotspot for luxury properties and F.C. Tucker's place within the luxury landscape is as strong as ever.

F.C. Tucker's dominant market share demonstrated in this report is not just a statistic, but a testament to our marketing systems and global network. But more than that, Tucker's dedicated and experienced agents who excel at meeting the unique needs of today's luxury buyer and seller drives our success. In these pages, you'll delve into the heart of the luxury real estate scene from the last year.

I trust this report will offer you a clearer perspective on this notable market. For more information on Tucker's luxury offerings and the agents who market these spectacular properties, I invite you to visit talktotucker.com/luxury and view the latest listings on Instagram @Tucker Luxury.



Jim Litten
CEO and Co-Owner
F.C. Tucker Company

MERIDIAN KESSLER



MERIDIAN HILLS/ WILLIAMS CREEK



MARKET SHARE

F.C. Tucker Company	41.7%
Compass	20.8%
@properties	4.2%
Elite Indy Realty Group	4.2%
CENTURY 21 Scheetz	4.2%
Carpenter, REALTORS®	2.8%
Remaining Brokerages	22.2%

F.C. Tucker Company	34.4%
Encore Sotheby's	14.1%
Berkshire Hathaway	7.8%
Compass	6.3%
@properties	4.7%
Indy Homes	3.1%
Remaining Brokerages	29.7%

MARKET SUMMARY OF \$799,900+

	2023	2024	Change
Avg Listing Price	\$1,038,023	\$1,116,217	+7.5%
Avg Sale Price	\$1,023,278	\$1,103,211	+7.8%
Avg Price per SF	\$332	\$542	+63.1%
Median DOM	15 days	5 days	-10 days
Listings Sold	52	36	-28.8%

	2023	2024	Change
Avg Listing Price	\$1,473,075	\$1,679,790	+14.0%
Avg Sale Price	\$1,382,999	\$1,575,990	+14.0%
Avg Price per SF	\$324	\$272	-16.1%
Median DOM	14 days	4 days	-10 days
Listings Sold	47	32	-31.9%

2023 data from October 1, 2022 to September 30, 2023 | 2024 data from October 1, 2023 to September 30, 2024
Source: MIBOR Broker Listing Cooperative® (BLC®)

DOWNTOWN



ZIONSVILLE



MARKET SHARE

@properties	22.0%
F.C. Tucker Company	19.5%
Compass	6.1%
Everhart Studio	6.1%
Highgarden Real Estate	4.9%
Berkshire Hathaway	3.7%
Remaining Brokerages	37.8%

F.C. Tucker Company	22.0%
CENTURY 21 Scheetz	14.6%
Compass	9.3%
Berkshire Hathaway	8.2%
The Agency Indy	7.5%
eXp Realty, LLC	6.3%
Remaining Brokerages	32.1%

MARKET SUMMARY OF \$799,900+

	2023	2024	Change
Avg Listing Price	\$1,204,923	\$1,071,313	-11.1%
Avg Sale Price	\$1,116,119	\$995,316	-10.8%
Avg Price per SF	\$387	\$282	-27.1%
Median DOM	61 days	33 days	-28 days
Listings Sold	16	41	+156.3%

	2023	2024	Change
Avg Listing Price	\$1,263,943	\$1,436,917	+13.7%
Avg Sale Price	\$1,217,104	\$1,383,764	+13.7%
Avg Price per SF	\$319	\$243	-24.0 %
Median DOM	4 days	7 days	+3 days
Listings Sold	167	134	-19.8%

2023 data from October 1, 2022 to September 30, 2023 | 2024 data from October 1, 2023 to September 30, 2024
Source: MIBOR Broker Listing Cooperative ® (BLC®)

CARMEL



GEIST



MARKET SHARE

F.C. Tucker Company	22.1%
Compass	12.7%
Berkshire Hathaway	9.2%
CENTURY 21 Scheetz	8.3%
eXp Realty	5.7%
Encore Sotheby's	4.4%
Remaining Brokerages	37.6 %

F.C. Tucker Company	20.9%
Berkshire Hathaway	7.7%
Compass	7.3%
Keller Williams Indy Metro	5.9%
CENTURY 21 Scheetz	5.0%
eXp Realty	4.1%
Remaining Brokerages	49.1%

MARKET SUMMARY OF \$799,900+

	2023	2024	Change
Avg Listing Price	\$1,205,657	\$1,213,099	+6%
Avg Sale Price	\$1,186,939	\$1,176,023	-9%
Avg Price per SF	\$293	\$209	-28.7%
Median DOM	5 days	5 days	0 days
Listings Sold	283	283	0.0%

	2023	2024	Change
Avg Listing Price	\$1,415,886	\$1,334,016	-5.8%
Avg Sale Price	\$1,387,216	\$1,272,706	-8.3%
Avg Price per SF	\$320	\$214	-33.0%
Median DOM	6 days	7 days	1 day
Listings Sold	87	110	+26.4%

2023 data from October 1, 2022 to September 30, 2023 | 2024 data from October 1, 2023 to September 30, 2024
Source: MIBOR Broker Listing Cooperative® (BLC®)

FISHERS



AVON



MARKET SHARE

F.C. Tucker Company		14.5%	F.C. Tucker Company		22.2%
HMS Real Estate	13.8%		Carpenter, REALTOR®	16.7%	
Compass	8.2%		Janko Realty Group	5.6%	
Keller Williams Indy Metro N	6.7%		United Real Estate Indianapolis	5.6%	
Keller Williams Indy Metro NE	5.7%		eXp Realty LLC	5.6%	
Berkshire Hathaway	4.6%		Norton Premier Real Estate	5.6%	
Remaining Brokerages	46.5%		Remaining Brokerages	38.9%	

MARKET SUMMARY OF \$799,900+

	2023	2024	Change		2023	2024	Change
Avg Listing Price	\$1,133,035	\$1,120,809	-1.1%	Avg Listing Price	\$1,001,429	\$868,644	-13.3%
Avg Sale Price	\$1,116,378	\$1,072,614	-3.9%	Avg Sale Price	\$871,857	\$836,211	-4.1%
Avg Price per SF	\$263	\$188	-28.5%	Avg Price per SF	\$159	\$155	-2.4%
Median DOM	4 days	5 days	+1 day	Median DOM	33 days	17 days	-16 days
Listings Sold	98	141	+43.9%	Listings Sold	7	9	+28.6%

2023 data from October 1, 2022 to September 30, 2023 | 2024 data from October 1, 2023 to September 30, 2024
Source: MIBOR Broker Listing Cooperative® (BLC®)

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F.C. TUCKER COMPANY

 LUXURY
PORTFOLIO
INTERNATIONAL

TUCKERLUXURY.COM