



According to Builder.com closings of new homes in the Indianapolis, IN market slid year-over-year in November, and the percentage decline was steeper than October 2012. Despite the dip in sales overall, new home closings made up a larger percentage of closings over last year. Also, single-family home closings have climbed from last year over attached dwellings accounting for all of the sales. Foreclosures and real estate owned (REO) closings decreased in November from a year earlier, but remained a burden on the market.

All this noted; there has been a noticeable increase in the amount of permits issued in the Greater Indianapolis area, Single-Family Building Permits for February 2013 increased 30% compared to February 2012.

What does all this mean for New Home Builders in Indianapolis?

With more builders building and less people buying the burden is on the builder to find and convert potential homebuyers to homeowners. This may be a daunting task for some in this ever changing market. Where do find people most able to make a home purchase. How do you educate them and convert them into becoming a home buyer. How do you do all of this while also building your home and throng to turn a profit?

Fortunatley there are solutions for this problem. New Homes SmartMail has over 20 years of marketing know how specific to the new home industry and can get you on the right path to selling your new homes. If you would like more information call or email us today.

For More Information Contact Us: 704-708-5151 | 704-363-1449 | [email](#)

Facts for this story can be found at [BAGI.com](#) and [Builders.com](#) .