



Drone photos and videos offer wide views of this \$1.5M home recently sold on Carmel's west side.



Modern, open floorplans were key selling points along with a home automation system.



The home features a large outdoor entertainment space with a salt water pool, fireplace and kitchen.

INDIANA

TOP LUXURY MARKETS

- Carmel
- Indianapolis
- Zionsville

LATEST LUXURY TRENDS

In Indiana's luxury markets there is an increased demand for homes fully integrated with smart technology including hi-tech music and video systems, the ability to remotely regulate the home's energy usage, and advanced security options.

Homes with larger lots for added privacy and plenty of room for outdoor entertaining are moving fast. Seamless access between indoor and outdoor spaces, along with outdoor fireplaces and kitchens are the latest must-haves in Indiana's luxury markets.

Current style and décor are critical when selling a luxury home - with greys and whites still dominating.

To enhance the home's appeal, RE/MAX brokers are connecting clients with interior designers before putting the home on the market. To help best display the features of luxury homes in the area, agents are frequently using virtual reality, video tours and drone footage and traditional photography, a trend that has become increasingly popular in recent years.

SNAPSHOT OF LUXURY IN INDIANA



Average sales price

\$711,103



Most common buyers

Young Professionals and Empty Nesters



Most sought-after amenities

Waterfront and Urban properties, Outdoor Entertainment Space, Walkability to Attractions.



Inventory

Down slightly



Average time on market

116 Days



Most expensive home sold by RE/MAX in 2017

\$1.5 million

Carmel, Indiana

