

INDIANA ASSOCIATION OF REALTORS®

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INDIANA REALTORS®: JUNE HOME SALES & PRICES INCREASE OVER LAST YEAR *Pent-Up Demand, Low Inventory, and Low Interest Rates Driving Local Markets*

(INDIANAPOLIS, IN) – Indiana REALTORS® have closed the books on June, today releasing their summary of existing-home sales from the sixth month and halfway point of 2020. Existing homes include single-family, townhomes, condos, and co-ops.

“While much of Indiana was working on a phased reopening of the economy in June, real estate activity ramped up as well,” said Terre Haute’s Bernice Helman, 2020 President of the Indiana Association of REALTORS®. “Not only were home sales better than the COVID-19 depressed levels in recent months, but they were also up from June 2019. This is a result of pent-up demand, continued low inventory, and historically low interest rates – that’s what is driving local markets around the state right now, not a virus.”

Statewide, here’s how **June 2020 compared to June 2019:**

- Closed home sales **increased** 1.1 percent to 9,031
- The median sales price of homes **increased** 5.1 percent to \$187,000
- The average sales price of homes **increased** 4.3 percent to \$218,622
- The percent of original list price received at sale **increased** 0.1 percent to 97.5 percent
- Pending home sales **increased** 11.9 percent to 10,052
- New listings **decreased** 5.8 percent to 10,198

At the halfway point of 2020, **here’s how the year compared to 2019:**

- Closed home sales **decreased** 3.6 percent to 39,946
- The median sales price of homes **increased** 6.6 percent to \$177,000
- The average sales price of homes **increased** 6.3 percent to \$206,714
- The percent of original list price received at sale **increased** 0.1 percent to 96.5 percent
- Pending home sales **increased** 0.1 percent to 47,556
- New listings **decreased** 9.5 percent to 50,355

“Just like May’s pending sales pointed to a return of business in June, we’re confident the increase in pending sales last month point to a strong July,” continued Helman. “There’s a lot of opportunity for sellers right now and Realtors have many tools to get our clients to the closing table in a safe manner.”

Visit IndianaRealtors.com > [Consumers](#) > [Housing-Data](#) to see the full statewide report as well as data for 91 of 92 counties. County data is presented in one-page and sortable table formats. The Indiana Association of REALTORS® partners with seven of eight listing services to publish housing data each month.

