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FOR IMMEDIATE RELEASE

HOME SALES DIP IN SEPTEMBER, REMAIN UP FOR THE YEAR
Median Home Price Increases for 57th Consecutive Month

(INDIANAPOLIS, IN) – Indiana REALTORS® today released their summary of existing-home sales from the month of September 2021. Existing homes include single-family, townhomes, condos, and co-ops.

YOY Comparison:

Sept. 2021 vs. Sept. 2021

- Closed sales **decreased** 2.8% to 9,360
- Median sales price **increased** 13.7% to \$220,000
- Average sales price **increased** 11% to \$253,565
- Percent of original list price received **increased** 1.2% to 99.3%
- Pending sales **decreased** 2.5% to 8,988
- New listings **decreased** 0.5% to 10,232
- Inventory **decreased** 13.9% to 9,848

YTD Comparison:

Jan. – Sept. 2021 vs. Jan. – Sept. 2020

- Closed sales **increased** 4.9% to 73,210
- Median sales price **increased** 14.1% to \$210,000
- Average sales price **increased** 13.1% to \$243,855
- Percent of original list price received **increased** 2.6% to 99.6%
- Pending sales **decreased** 2.8% to 75,226
- New listings **increased** 3.3% to 84,980

“New listings have continued to hit the market, bucking seasonality trends commonly seen in the fall,” said Indianapolis’ Roger Lundy, 2021 president of the Indiana Association of REALTORS®. “But those new listings are no match for the demand out there. Low inventory is fueling competition and driving prices higher. That’s great news for homeowners, who are building wealth through their residence, and can be challenging for first-time buyers especially who may be without the savings or equity needed to enter the market. More inventory is needed to address affordability and in this dynamic market, it is incredibly important to have an experienced Realtor on your side.”

Visit [IndianaRealtors.com/Consumer/Housing Data](http://IndianaRealtors.com/Consumer/Housing>Data) to view the full monthly report including reports on all 92 counties.

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The term REALTOR® is a registered mark that identifies a real estate professional who is a member of the United States’ largest trade association, the National Association of REALTORS®.

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