

# Monthly Indicators



## December 2019

Statewide, here's how 2019 compared to 2018:

- Closed home sales **increased** 0.3 percent to 89,386
- The median sales price of homes **increased** 7.2 percent to \$169,900
- The average sales price **increased** 5.9 percent to \$198,170

“December was a strong month for home sales statewide, pulling 2019 ahead of the record-breaking year before and surprising many,” said Terre Haute’s Bernice Helman, 2020 President of the Indiana Association of REALTORS®. “Not surprising is the fact that prices are still on the rise. Inventory has yet to satisfy demand and competition for quality homes remains fierce.”

“Realtors are optimistic about 2020,” continued Helman. “We do not expect local market conditions to change much until something dramatic happens with new construction or employment and wages.”

Of note: when the median and average sales price of homes increased year-over-year in December, it was the 97th consecutive month for such gains.

## Quick Facts

**+ 12.2%**

One-Year Change in  
Closed Sales

**+ 9.7%**

One-Year Change in  
Median Sales Price

**- 3.5%**

One-Year Change in  
Homes for Sale

A research tool provided by the Indiana Association of REALTORS®. Percent changes are calculated using rounded figures.

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# Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



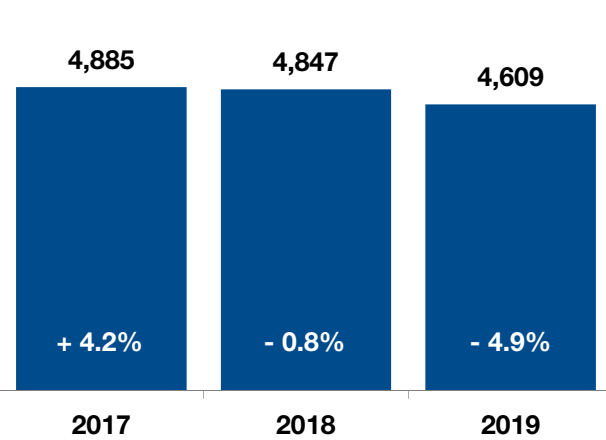
Key Metrics	Historical Sparkbars	12-2018	12-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
<b>New Listings</b>		4,847	<b>4,609</b>	- 4.9%	109,092	<b>108,155</b>	- 0.9%
<b>Pending Sales</b>		4,740	<b>4,917</b>	+ 3.7%	90,043	<b>91,360</b>	+ 1.5%
<b>Closed Sales</b>		6,127	<b>6,873</b>	+ 12.2%	89,125	<b>89,386</b>	+ 0.3%
<b>Median Sales Price</b>		\$155,000	<b>\$170,000</b>	+ 9.7%	\$158,500	<b>\$169,900</b>	+ 7.2%
<b>Average Sales Price</b>		\$187,065	<b>\$199,745</b>	+ 6.8%	\$187,069	<b>\$198,170</b>	+ 5.9%
<b>Percent of Original List Price Received</b>		95.1%	<b>95.4%</b>	+ 0.3%	96.3%	<b>96.4%</b>	+ 0.1%
<b>Inventory of Homes for Sale</b>		23,675	<b>22,845</b>	- 3.5%	--	--	--
<b>Months Supply of Homes for Sale</b>		3.2	<b>3.1</b>	- 3.1%	--	--	--

# New Listings

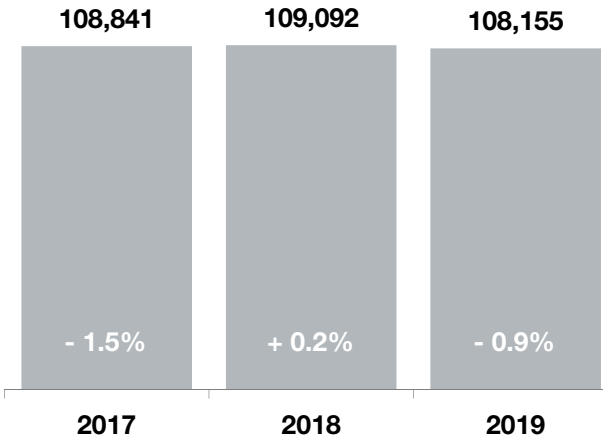
A count of the properties that have been newly listed on the market in a given month.



## December

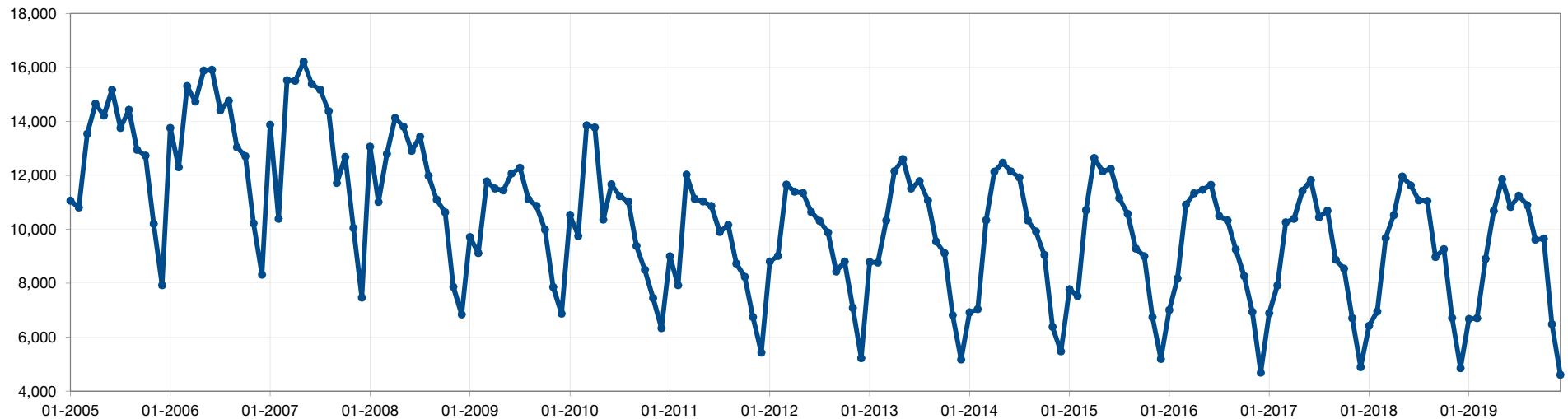


## Year to Date



	New Listings	Prior Year	Percent Change
January 2019	6,677	6,426	+3.9%
February 2019	6,710	6,953	-3.5%
March 2019	8,904	9,677	-8.0%
April 2019	10,682	10,520	+1.5%
May 2019	11,852	11,956	-0.9%
June 2019	10,824	11,631	-6.9%
July 2019	11,245	11,070	+1.6%
August 2019	10,899	11,050	-1.4%
September 2019	9,613	8,974	+7.1%
October 2019	9,656	9,268	+4.2%
November 2019	6,484	6,720	-3.5%
<b>December 2019</b>	<b>4,609</b>	<b>4,847</b>	<b>-4.9%</b>
12-Month Avg	9,013	9,091	-0.9%

## Historical New Listings by Month

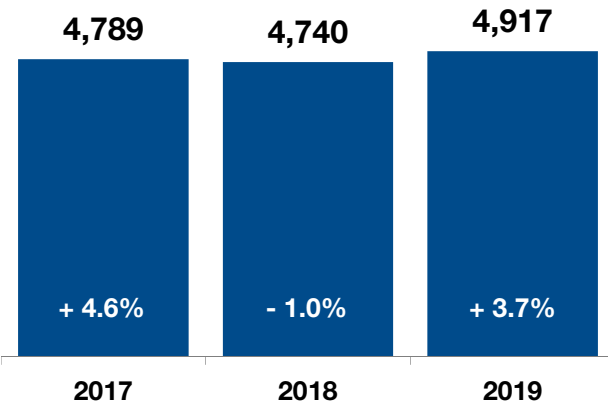


# Pending Sales

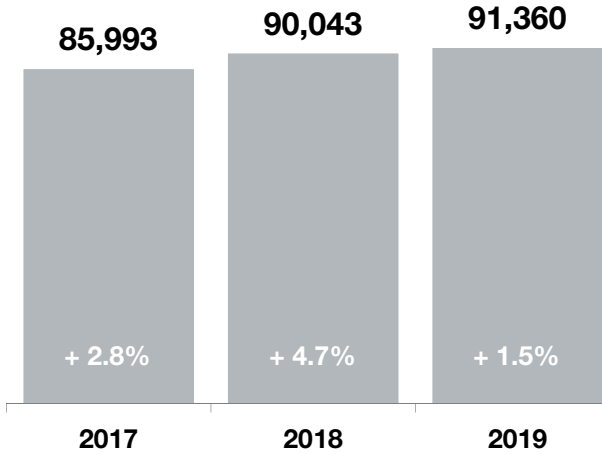
A count of the properties on which offers have been accepted in a given month.



## December

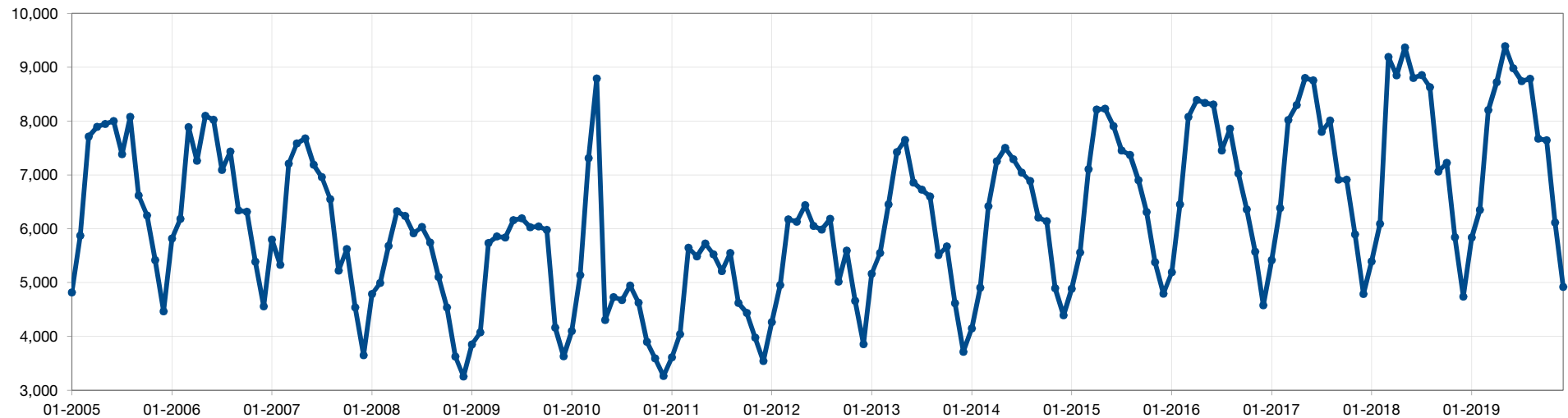


## Year to Date



	Pending Sales	Prior Year	Percent Change
January 2019	5,837	5,394	+8.2%
February 2019	6,348	6,092	+4.2%
March 2019	8,206	9,191	-10.7%
April 2019	8,722	8,850	-1.4%
May 2019	9,394	9,365	+0.3%
June 2019	8,980	8,802	+2.0%
July 2019	8,741	8,853	-1.3%
August 2019	8,785	8,630	+1.8%
September 2019	7,672	7,061	+8.7%
October 2019	7,643	7,222	+5.8%
November 2019	6,115	5,843	+4.7%
<b>December 2019</b>	<b>4,917</b>	<b>4,740</b>	<b>+3.7%</b>
12-Month Avg	7,613	7,504	+1.5%

## Historical Pending Sales by Month

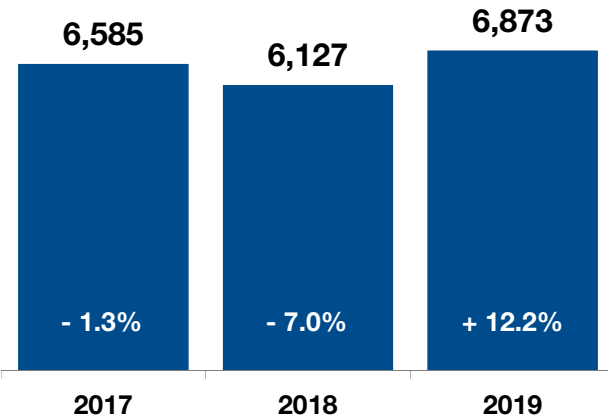


# Closed Sales

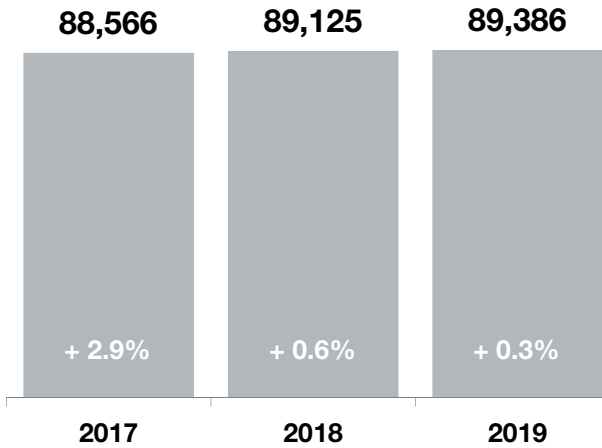
A count of the actual sales that closed in a given month.



## December

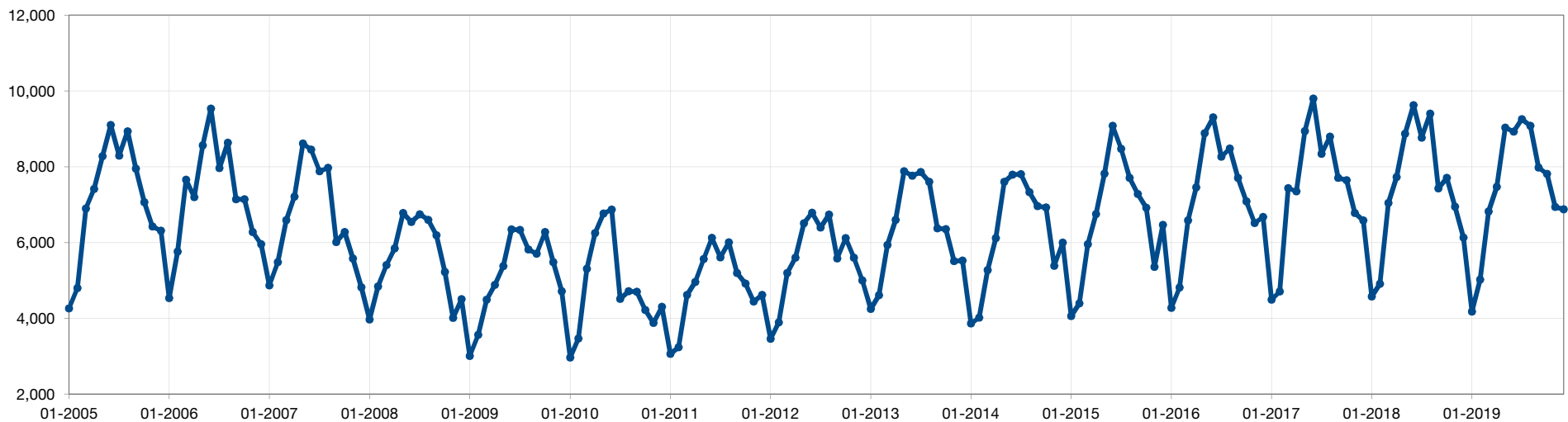


## Year to Date



	Closed Sales	Prior Year	Percent Change
January 2019	4,178	4,571	-8.6%
February 2019	5,022	4,911	+2.3%
March 2019	6,818	7,043	-3.2%
April 2019	7,468	7,729	-3.4%
May 2019	9,032	8,869	+1.8%
June 2019	8,930	9,624	-7.2%
July 2019	9,258	8,765	+5.6%
August 2019	9,078	9,404	-3.5%
September 2019	7,977	7,430	+7.4%
October 2019	7,814	7,705	+1.4%
November 2019	6,938	6,947	-0.1%
<b>December 2019</b>	<b>6,873</b>	<b>6,127</b>	<b>+12.2%</b>
12-Month Avg	7,449	7,427	+0.3%

## Historical Closed Sales by Month

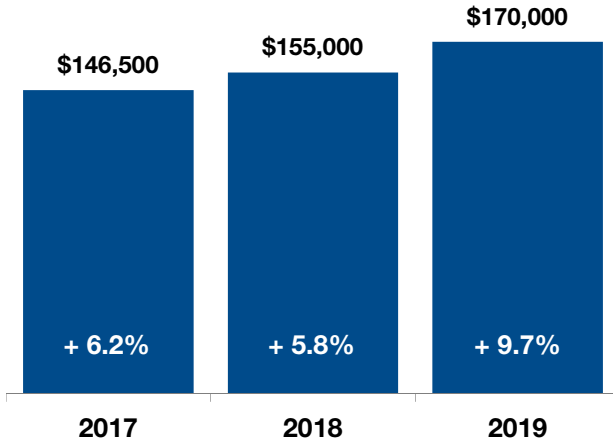


# Median Sales Price

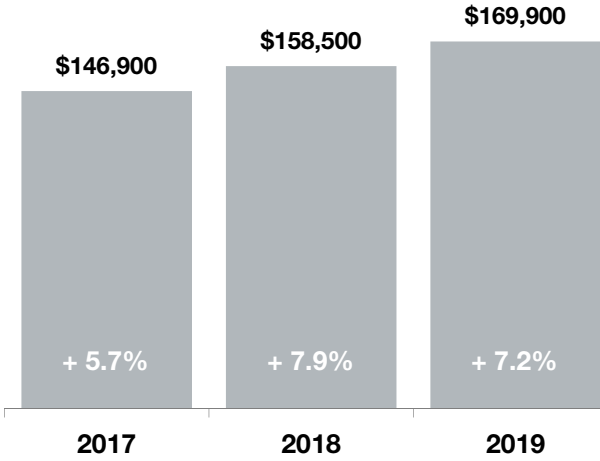
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## December



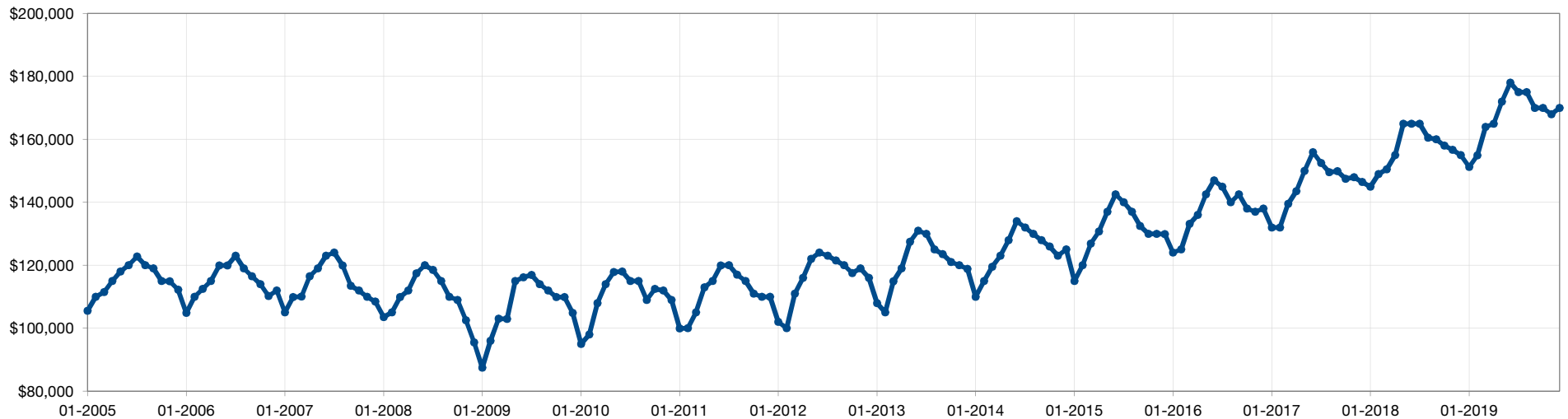
## Year to Date



	Median Sales Price	Prior Year	Percent Change
January 2019	\$151,200	\$145,000	+4.3%
February 2019	\$154,900	\$149,000	+4.0%
March 2019	\$164,000	\$150,500	+9.0%
April 2019	\$165,000	\$155,000	+6.5%
May 2019	\$172,000	\$165,000	+4.2%
June 2019	\$178,000	\$165,000	+7.9%
July 2019	\$175,000	\$165,000	+6.1%
August 2019	\$175,000	\$160,500	+9.0%
September 2019	\$170,000	\$160,000	+6.3%
October 2019	\$170,000	\$158,000	+7.6%
November 2019	\$168,000	\$156,700	+7.2%
<b>December 2019</b>	<b>\$170,000</b>	<b>\$155,000</b>	<b>+9.7%</b>
12-Month Avg*	\$169,900	\$158,500	+7.2%

\* Median Sales Price for all properties from January 2019 through December 2019. This is not the average of the individual figures above.

## Historical Median Sales Price by Month



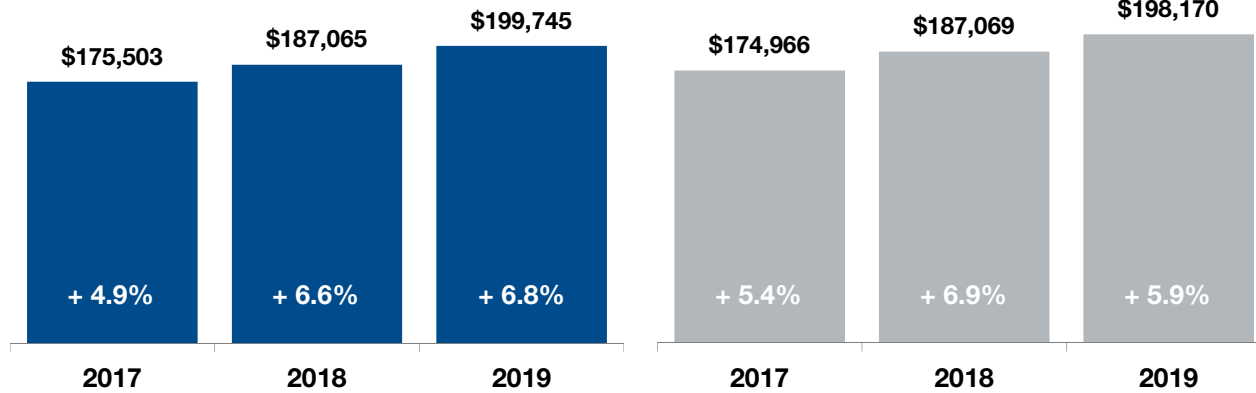
# Average Sales Price

Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## December

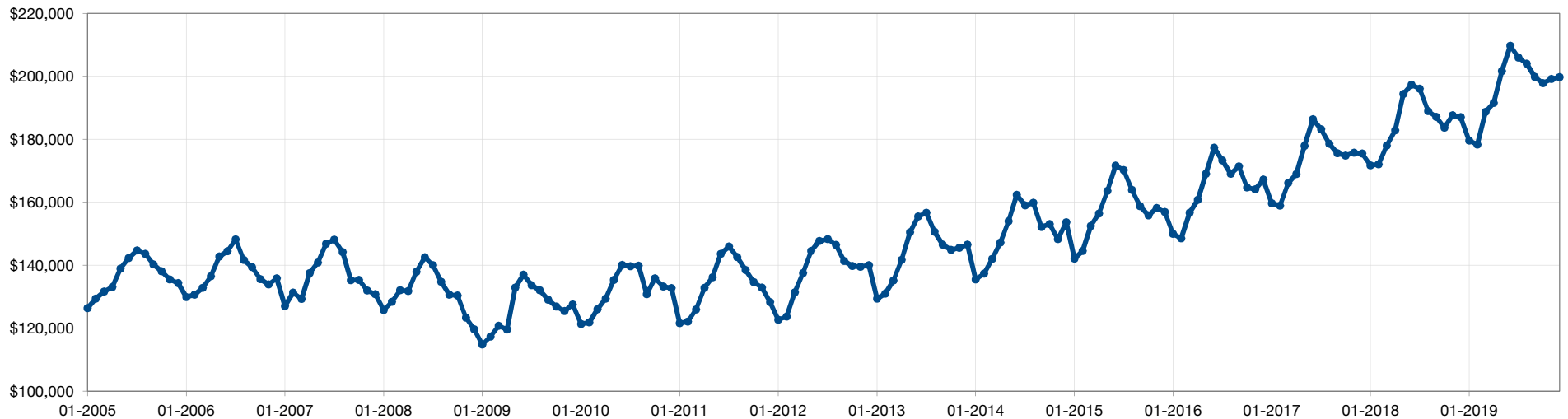
## Year to Date



	Avg. Sales Price	Prior Year	Percent Change
January 2019	\$179,638	\$171,703	+4.6%
February 2019	\$178,381	\$172,052	+3.7%
March 2019	\$188,697	\$178,039	+6.0%
April 2019	\$191,561	\$182,851	+4.8%
May 2019	\$201,722	\$194,442	+3.7%
June 2019	\$209,700	\$197,317	+6.3%
July 2019	\$205,993	\$196,087	+5.1%
August 2019	\$204,090	\$188,961	+8.0%
September 2019	\$199,854	\$187,156	+6.8%
October 2019	\$197,844	\$183,712	+7.7%
November 2019	\$199,223	\$187,607	+6.2%
<b>December 2019</b>	<b>\$199,745</b>	<b>\$187,065</b>	<b>+6.8%</b>
12-Month Avg*	\$198,170	\$187,069	+5.9%

\* Avg. Sales Price for all properties from January 2019 through December 2019. This is not the average of the individual figures above.

## Historical Average Sales Price by Month



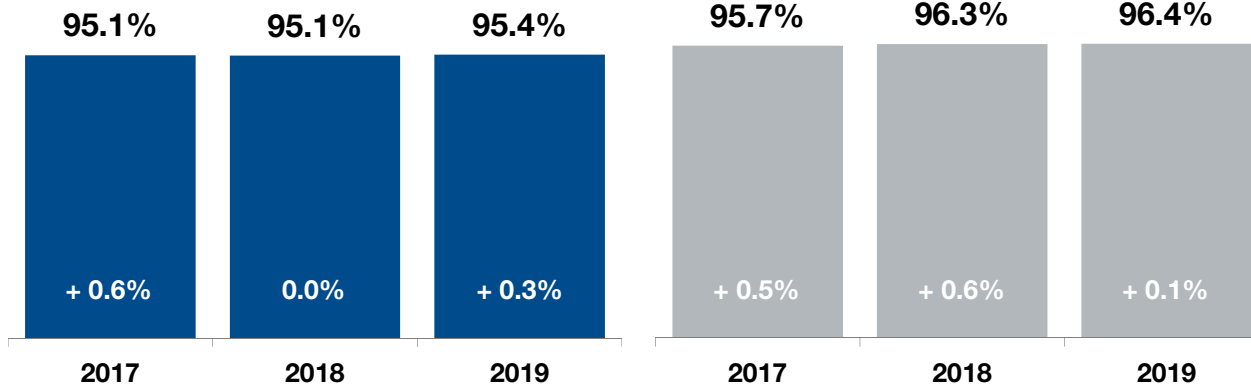
# Percent of Original List Price Received

Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## December

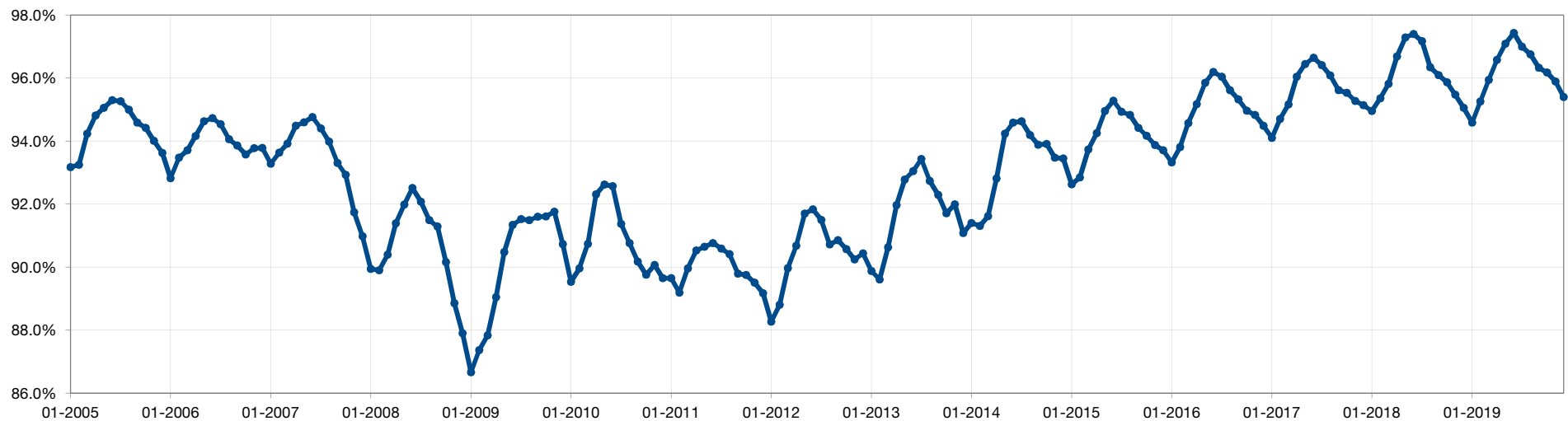
## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
January 2019	94.6%	95.0%	-0.4%
February 2019	95.3%	95.4%	-0.1%
March 2019	95.9%	95.8%	+0.1%
April 2019	96.6%	96.7%	-0.1%
May 2019	97.1%	97.3%	-0.2%
June 2019	97.4%	97.4%	0.0%
July 2019	97.0%	97.2%	-0.2%
August 2019	96.8%	96.3%	+0.5%
September 2019	96.3%	96.1%	+0.2%
October 2019	96.2%	95.9%	+0.3%
November 2019	95.9%	95.5%	+0.4%
<b>December 2019</b>	<b>95.4%</b>	<b>95.1%</b>	<b>+0.3%</b>
12-Month Avg*	96.4%	96.3%	+0.1%

\* Pct. of Orig. Price Received for all properties from January 2019 through December 2019. This is not the average of the individual figures above.

## Historical Percent of Original List Price Received by Month



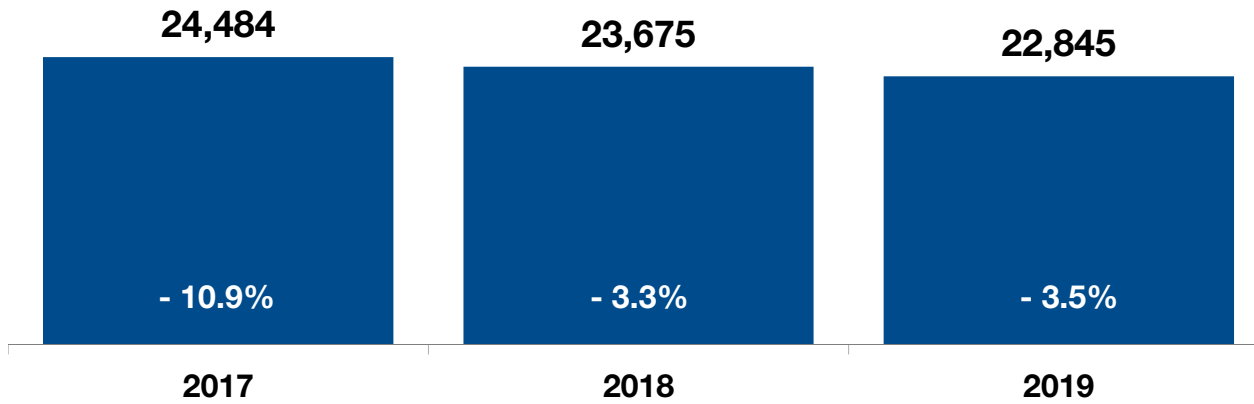


# Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given month.

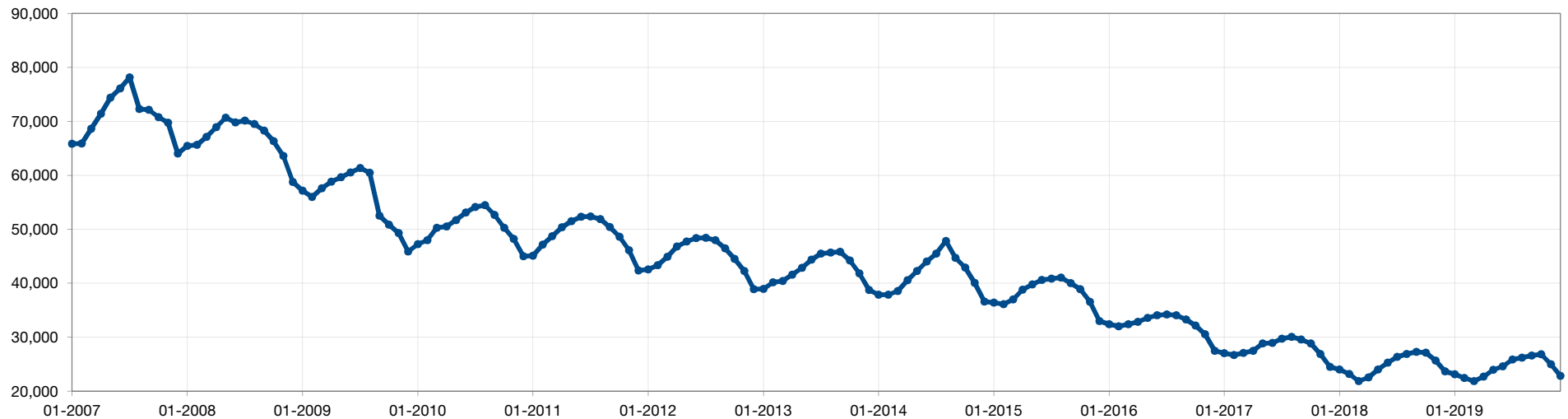


## December



	Homes for Sale	Prior Year	Percent Change
January 2019	23,130	24,015	-3.7%
February 2019	22,457	23,175	-3.1%
March 2019	21,868	21,858	+0.0%
April 2019	22,682	22,532	+0.7%
May 2019	23,939	23,998	-0.2%
June 2019	24,597	25,270	-2.7%
July 2019	25,862	26,337	-1.8%
August 2019	26,181	26,868	-2.6%
September 2019	26,616	27,274	-2.4%
October 2019	26,839	27,129	-1.1%
November 2019	24,983	25,678	-2.7%
<b>December 2019</b>	<b>22,845</b>	<b>23,675</b>	<b>-3.5%</b>
12-Month Avg	24,333	24,817	-2.0%

## Historical Inventory of Homes for Sale by Month

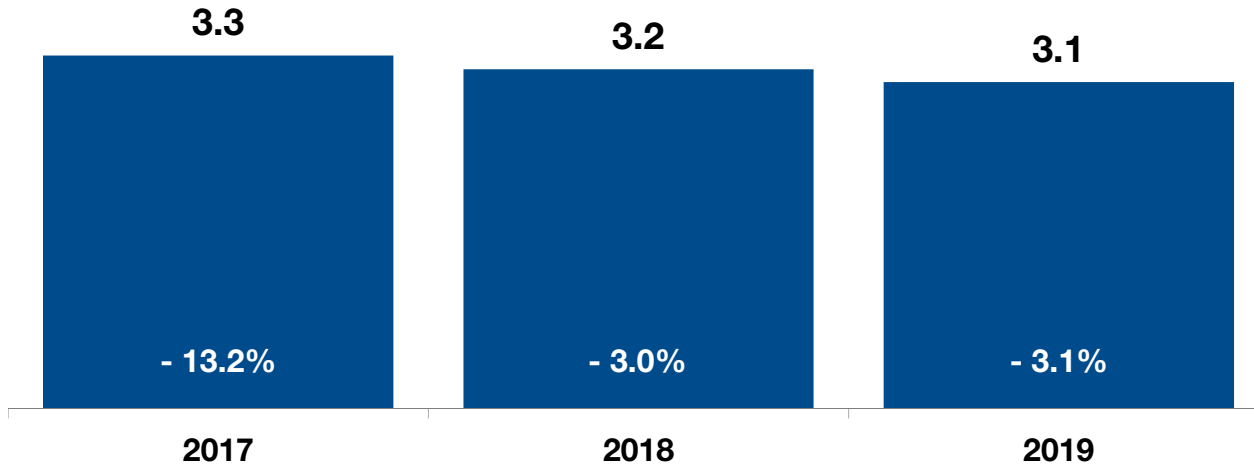


# Months Supply of Homes for Sale

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



## December



Months Supply		Prior Year	Percent Change
January 2019	3.1	3.3	-6.1%
February 2019	3.0	3.1	-3.2%
March 2019	3.0	3.0	0.0%
April 2019	3.1	3.0	+3.3%
May 2019	3.2	3.2	0.0%
June 2019	3.4	3.4	0.0%
July 2019	3.5	3.6	-2.8%
August 2019	3.6	3.6	0.0%
September 2019	3.6	3.7	-2.7%
October 2019	3.6	3.6	0.0%
November 2019	3.4	3.4	0.0%
<b>December 2019</b>	<b>3.1</b>	<b>3.2</b>	<b>-3.1%</b>
12-Month Avg*	3.3	3.3	0.0%

\* Months Supply for all properties from January 2019 through December 2019. This is not the average of the individual figures above.

## Historical Months Supply of Homes for Sale by Month

