

# Monthly Indicators



## November 2020

“Housing market activity typically slows down in colder months,” said Terre Haute’s Bernice Helman, the 2020 President of the Indiana Association of REALTORS®.

“However, because of the pandemic, home is now top of mind for many Hoosiers. Some have new space needs because of working and learning from home and some, unfortunately, need to downsize because of job or wage loss. Either way, record low interest rates are spurring buyers forward.

“When determined buyers are competing for a small number of homes, you get the fierce competition and incredible price gains we’re seeing now in most communities across the state,” continued Helman. “Whether market conditions hold will depend on job and wage growth, new home construction, and attractive interest rates. In the meantime, our advice to buyers is, come to the search with your financing in place and ready to act quick.”

## Quick Facts

**+ 16.5%**

**+ 13.1%**

**- 43.9%**

One-Year Change in  
**Closed Sales**

One-Year Change in  
**Median Sales Price**

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	11-2019	11-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
<b>New Listings</b>		6,567	<b>6,987</b>	+ 6.4%	104,607	<b>98,856</b>	- 5.5%
<b>Pending Sales</b>		6,178	<b>7,161</b>	+ 15.9%	87,270	<b>93,229</b>	+ 6.8%
<b>Closed Sales</b>		6,995	<b>8,150</b>	+ 16.5%	83,317	<b>87,571</b>	+ 5.1%
<b>Median Sales Price</b>		\$168,000	<b>\$190,000</b>	+ 13.1%	\$168,900	<b>\$185,000</b>	+ 9.5%
<b>Average Sales Price</b>		\$198,739	<b>\$224,250</b>	+ 12.8%	\$197,260	<b>\$217,694</b>	+ 10.4%
<b>Percent of Original List Price Received</b>		95.9%	<b>97.8%</b>	+ 2.0%	96.4%	<b>97.3%</b>	+ 0.9%
<b>Inventory of Homes for Sale</b>		17,894	<b>10,032</b>	- 43.9%	--	--	--
<b>Months Supply of Homes for Sale</b>		2.4	<b>1.3</b>	- 45.8%	--	--	--

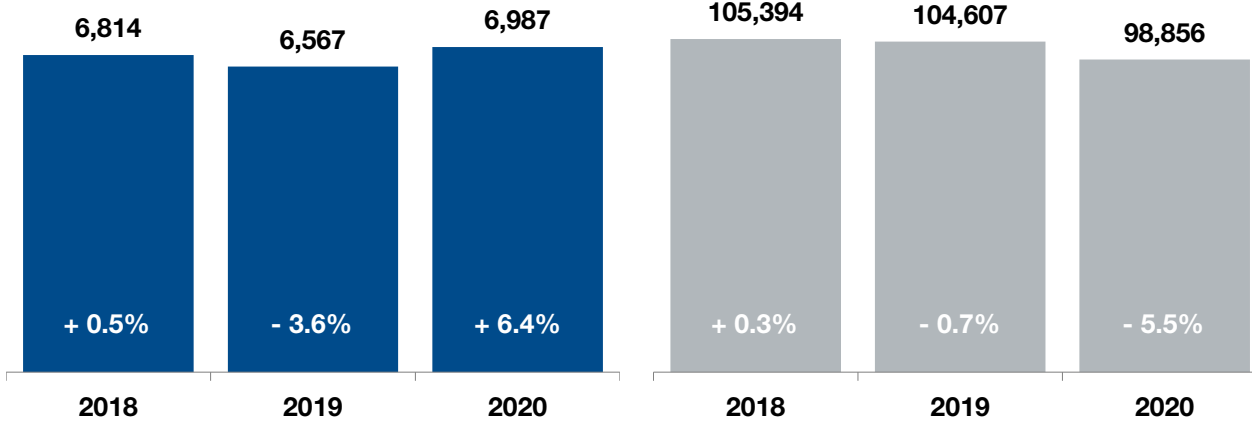
# New Listings

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



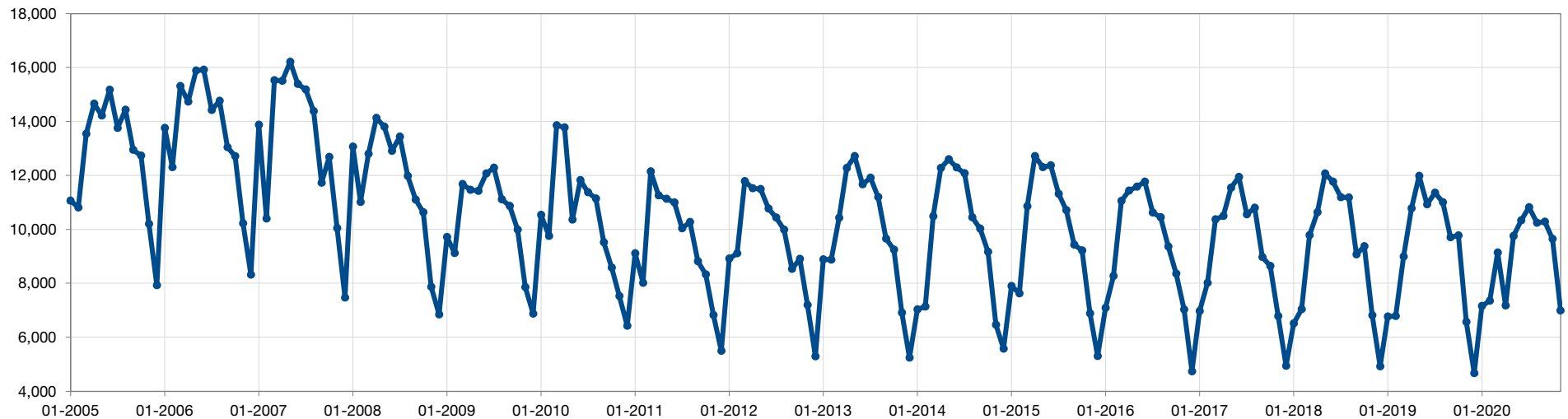
## November

## Year to Date



	New Listings	Prior Year	Percent Change
December 2019	4,667	4,914	-5.0%
January 2020	7,155	6,764	+5.8%
February 2020	7,346	6,784	+8.3%
March 2020	9,133	8,990	+1.6%
April 2020	7,173	10,779	-33.5%
May 2020	9,752	11,976	-18.6%
June 2020	10,331	10,923	-5.4%
July 2020	10,817	11,357	-4.8%
August 2020	10,238	10,999	-6.9%
September 2020	10,281	9,699	+6.0%
October 2020	9,643	9,769	-1.3%
<b>November 2020</b>	<b>6,987</b>	<b>6,567</b>	<b>+6.4%</b>
12-Month Avg	8,627	9,127	-5.5%

## Historical New Listings by Month



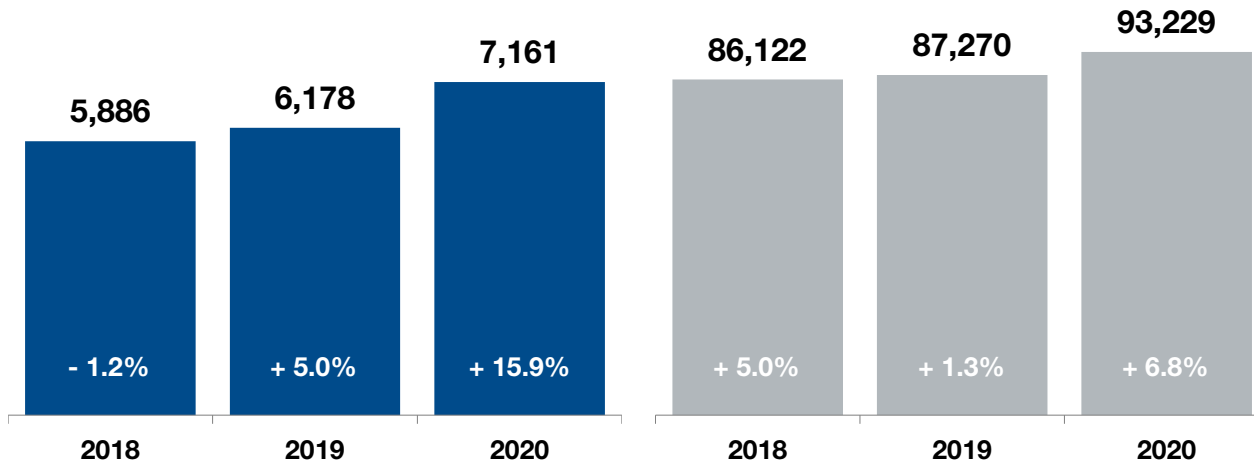
# Pending Sales

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



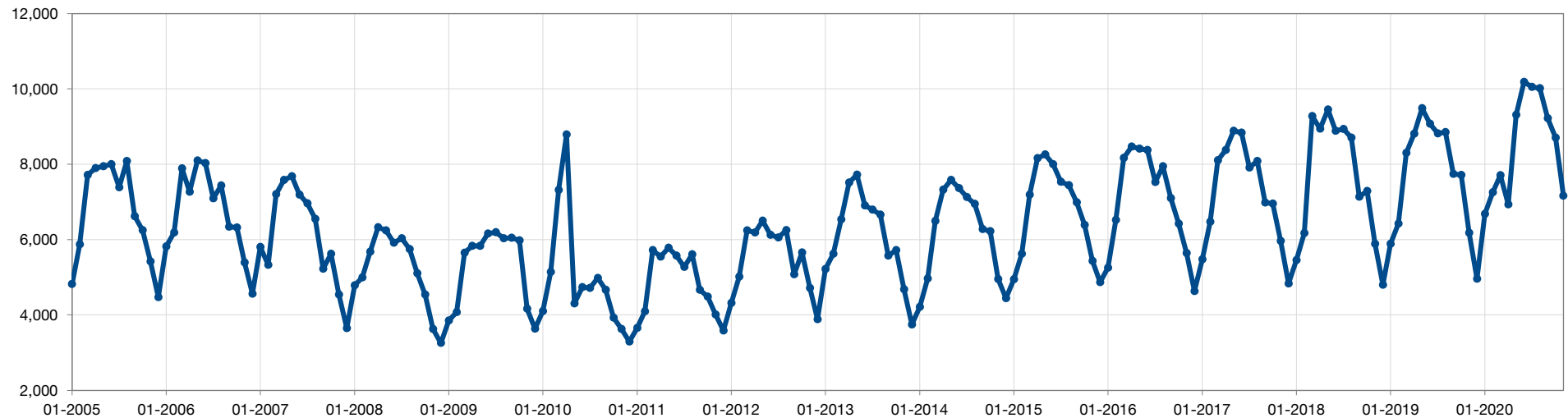
## November

## Year to Date



	Pending Sales	Prior Year	Percent Change
December 2019	4,961	4,799	+3.4%
January 2020	6,684	5,884	+13.6%
February 2020	7,253	6,425	+12.9%
March 2020	7,703	8,298	-7.2%
April 2020	6,935	8,805	-21.2%
May 2020	9,314	9,486	-1.8%
June 2020	10,183	9,071	+12.3%
July 2020	10,053	8,816	+14.0%
August 2020	10,018	8,853	+13.2%
September 2020	9,223	7,739	+19.2%
October 2020	8,702	7,715	+12.8%
<b>November 2020</b>	<b>7,161</b>	<b>6,178</b>	<b>+15.9%</b>
12-Month Avg	8,183	7,672	+6.7%

## Historical Pending Sales by Month

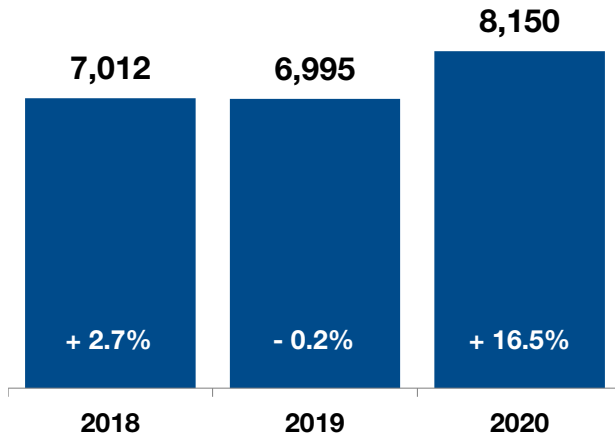


# Closed Sales

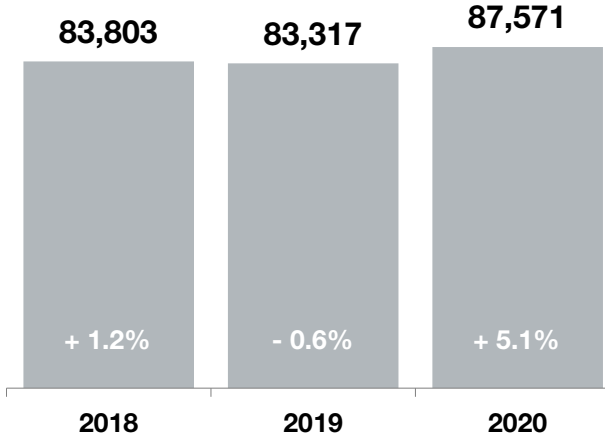
A count of the actual sales that closed in a given month.



## November

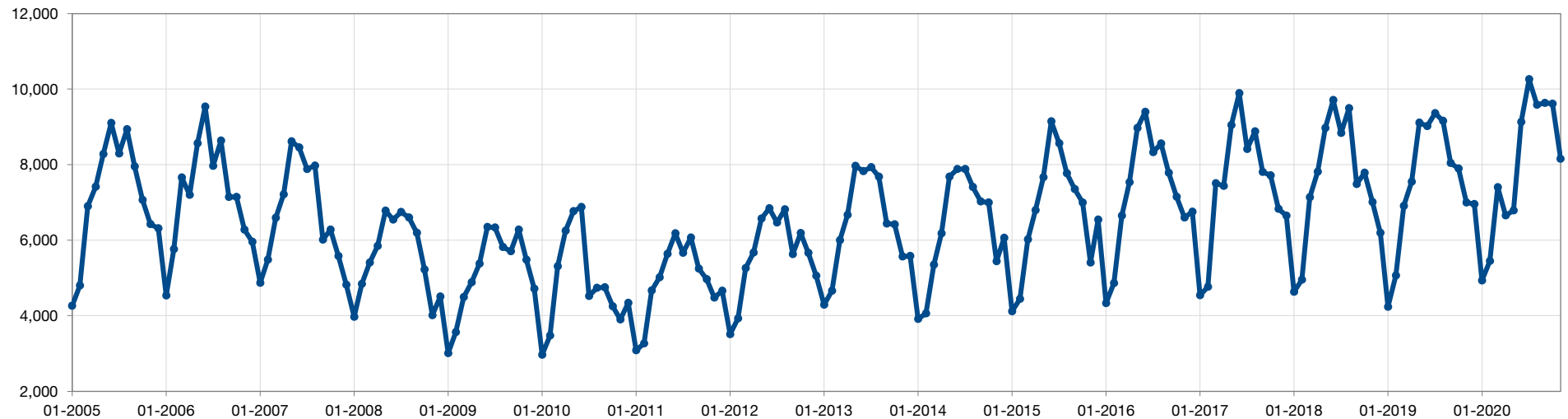


## Year to Date



	Closed Sales	Prior Year	Percent Change
December 2019	6,954	6,196	+12.2%
January 2020	4,931	4,231	+16.5%
February 2020	5,444	5,061	+7.6%
March 2020	7,401	6,901	+7.2%
April 2020	6,652	7,547	-11.9%
May 2020	6,789	9,110	-25.5%
June 2020	9,127	9,017	+1.2%
July 2020	10,256	9,357	+9.6%
August 2020	9,583	9,159	+4.6%
September 2020	9,629	8,041	+19.7%
October 2020	9,609	7,898	+21.7%
<b>November 2020</b>	<b>8,150</b>	<b>6,995</b>	<b>+16.5%</b>
12-Month Avg	7,877	7,459	+5.6%

## Historical Closed Sales by Month

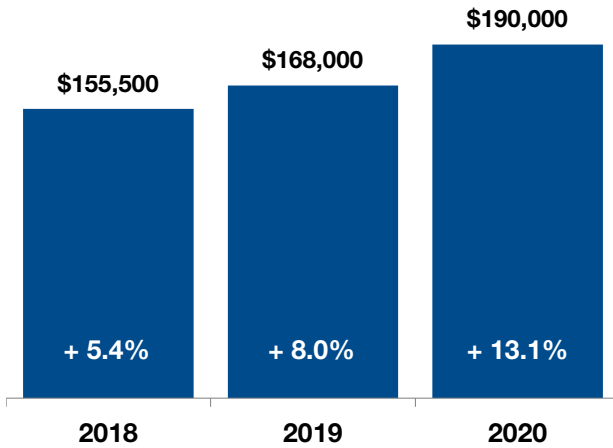


# Median Sales Price

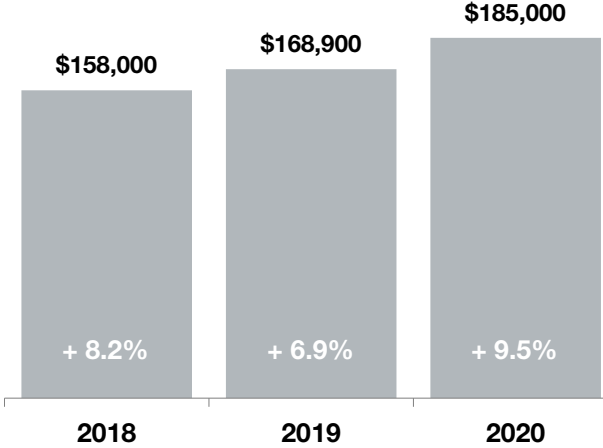
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## November



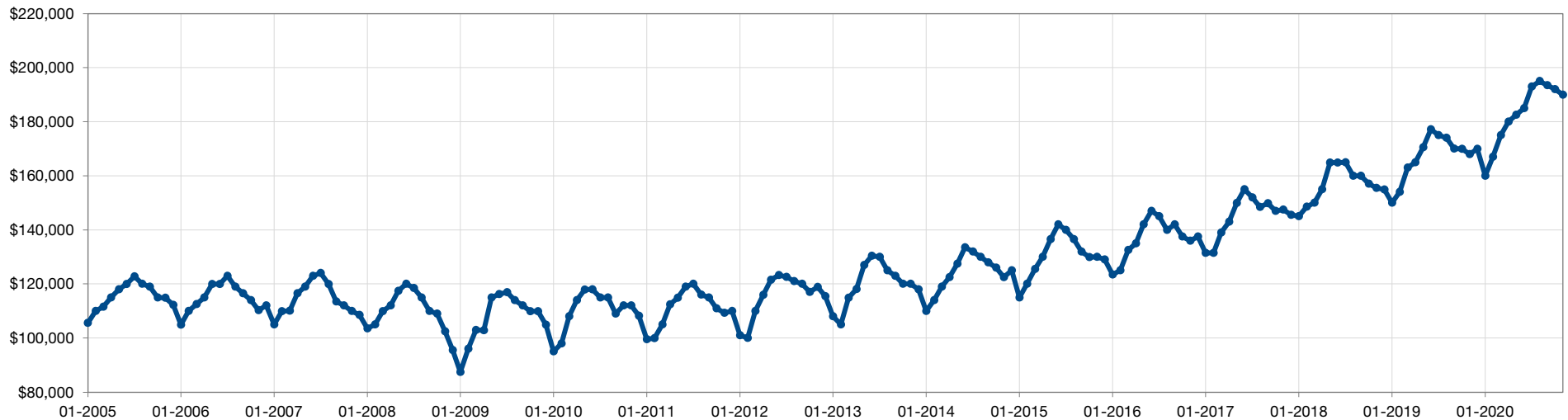
## Year to Date



	Median Sales Price	Prior Year	Percent Change
December 2019	\$169,900	\$154,900	+9.7%
January 2020	\$160,000	\$150,000	+6.7%
February 2020	\$167,000	\$154,000	+8.4%
March 2020	\$175,000	\$163,000	+7.4%
April 2020	\$180,000	\$165,000	+9.1%
May 2020	\$182,500	\$170,500	+7.0%
June 2020	\$185,000	\$177,125	+4.4%
July 2020	\$193,000	\$175,000	+10.3%
August 2020	\$195,000	\$174,000	+12.1%
September 2020	\$193,500	\$170,000	+13.8%
October 2020	\$192,000	\$169,950	+13.0%
<b>November 2020</b>	<b>\$190,000</b>	<b>\$168,000</b>	<b>+13.1%</b>
12-Month Avg*	\$184,900	\$167,900	+10.1%

\* Median Sales Price for all properties from December 2019 through November 2020. This is not the average of the individual figures above.

## Historical Median Sales Price by Month

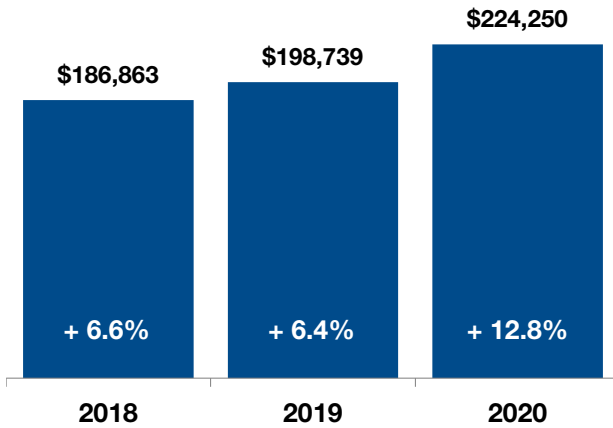


# Average Sales Price

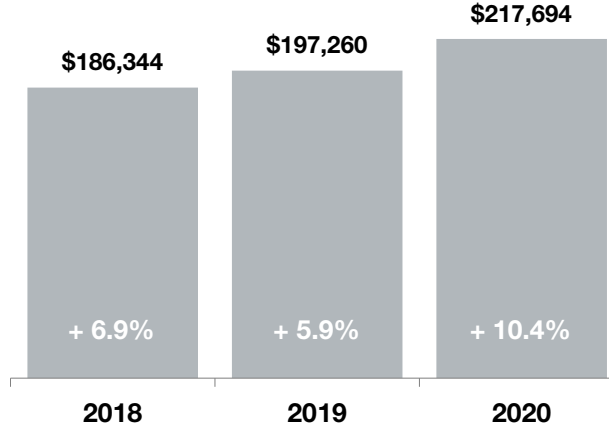
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## November



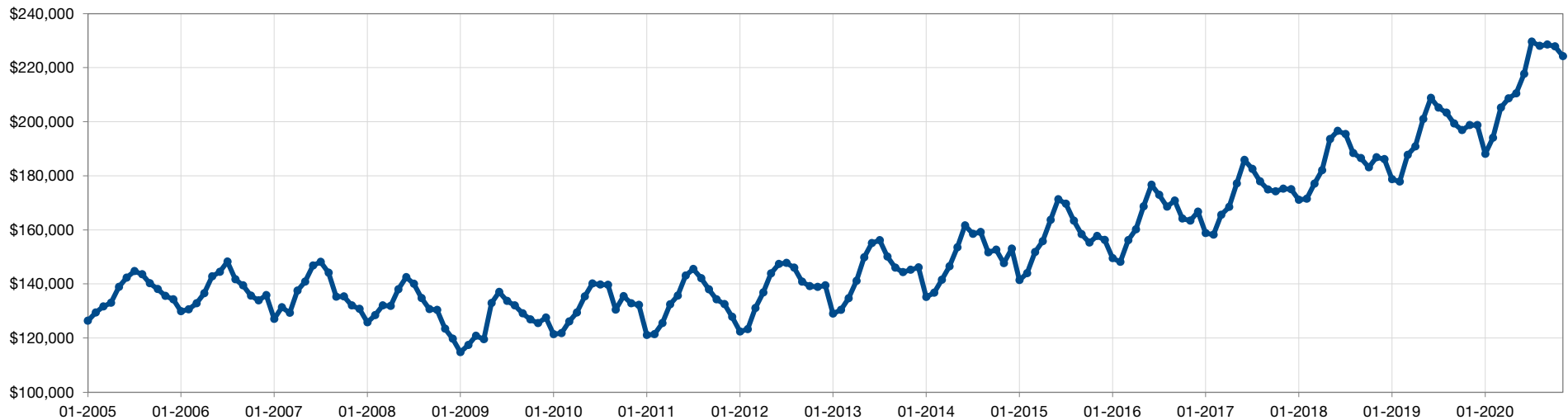
## Year to Date



	Avg. Sales Price	Prior Year	Percent Change
December 2019	\$198,736	\$186,156	+6.8%
January 2020	\$188,119	\$178,670	+5.3%
February 2020	\$194,031	\$177,810	+9.1%
March 2020	\$205,207	\$187,683	+9.3%
April 2020	\$208,608	\$190,781	+9.3%
May 2020	\$210,463	\$201,020	+4.7%
June 2020	\$217,663	\$208,770	+4.3%
July 2020	\$229,638	\$205,192	+11.9%
August 2020	\$228,016	\$203,362	+12.1%
September 2020	\$228,496	\$199,279	+14.7%
October 2020	\$227,825	\$196,847	+15.7%
<b>November 2020</b>	<b>\$224,250</b>	<b>\$198,739</b>	<b>+12.8%</b>
12-Month Avg*	\$216,300	\$196,492	+10.1%

\* Avg. Sales Price for all properties from December 2019 through November 2020. This is not the average of the individual figures above.

## Historical Average Sales Price by Month



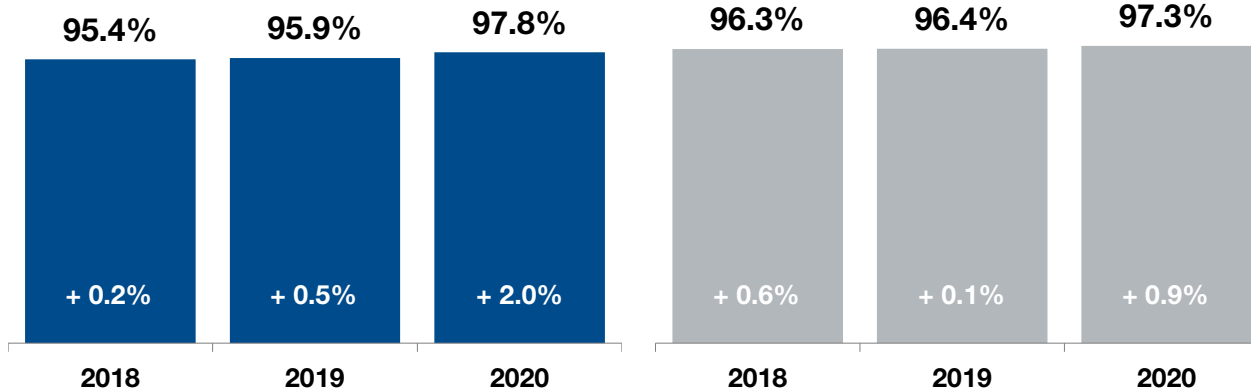
# Percent of Original List Price Received

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.



## November

## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
December 2019	95.4%	95.0%	+0.4%
January 2020	95.0%	94.5%	+0.5%
February 2020	95.6%	95.2%	+0.4%
March 2020	96.4%	95.9%	+0.5%
April 2020	96.9%	96.5%	+0.4%
May 2020	96.7%	97.1%	-0.4%
June 2020	97.4%	97.4%	0.0%
July 2020	97.8%	97.0%	+0.8%
August 2020	98.1%	96.7%	+1.4%
September 2020	98.1%	96.3%	+1.9%
October 2020	98.0%	96.1%	+2.0%
<b>November 2020</b>	<b>97.8%</b>	<b>95.9%</b>	<b>+2.0%</b>
12-Month Avg*	97.2%	96.3%	+0.9%

\* Pct. of Orig. Price Received for all properties from December 2019 through November 2020. This is not the average of the individual figures above.

## Historical Percent of Original List Price Received by Month



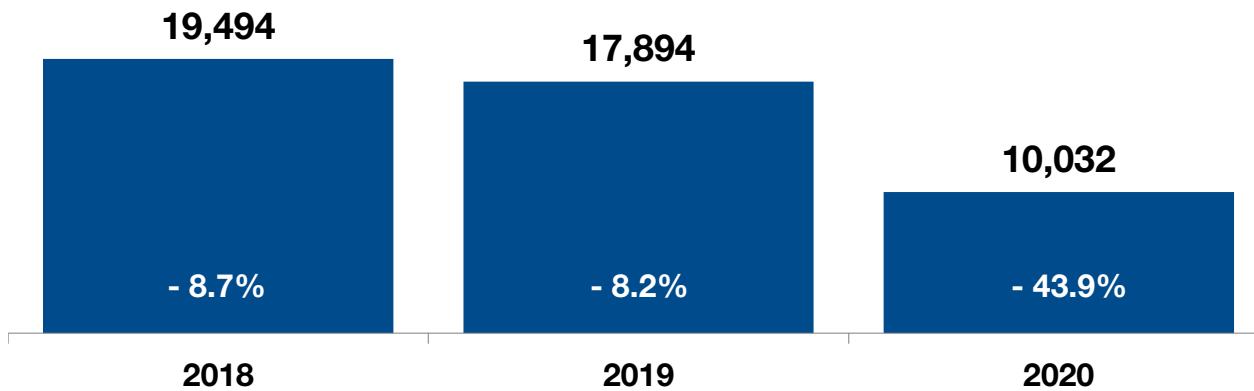


# Inventory of Homes for Sale

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

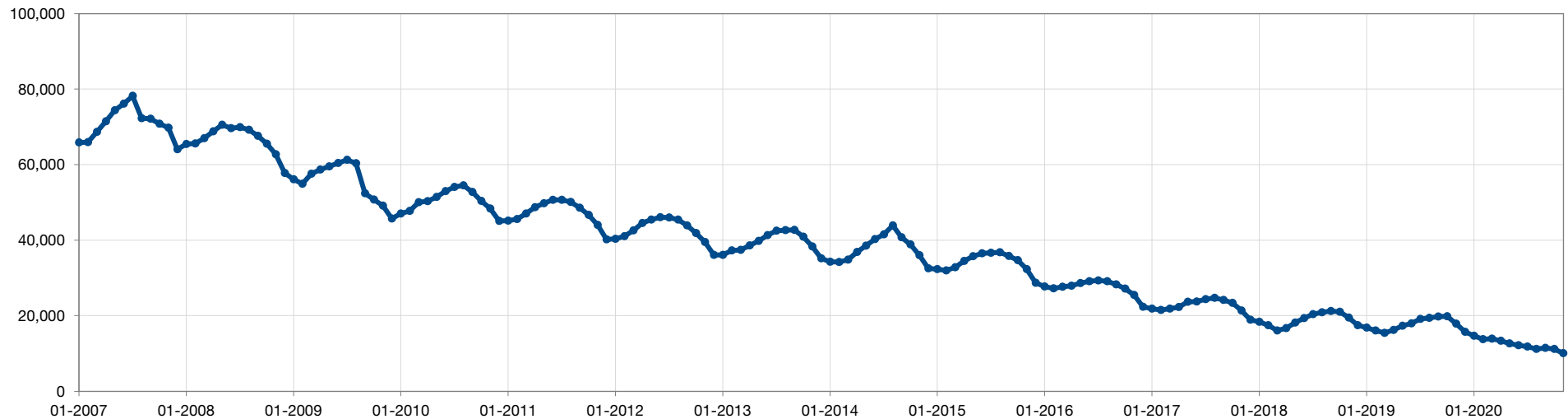


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Homes for Sale		Prior Year	Percent Change
December 2019	15,687	17,410	-9.9%
January 2020	14,634	16,819	-13.0%
February 2020	13,739	16,072	-14.5%
March 2020	13,916	15,412	-9.7%
April 2020	13,332	16,171	-17.6%
May 2020	12,656	17,314	-26.9%
June 2020	12,139	17,917	-32.2%
July 2020	11,762	19,143	-38.6%
August 2020	11,184	19,394	-42.3%
September 2020	11,432	19,767	-42.2%
October 2020	11,138	19,837	-43.9%
<b>November 2020</b>	<b>10,032</b>	<b>17,894</b>	<b>-43.9%</b>
12-Month Avg	12,638	17,763	-28.9%

## Historical Inventory of Homes for Sale by Month

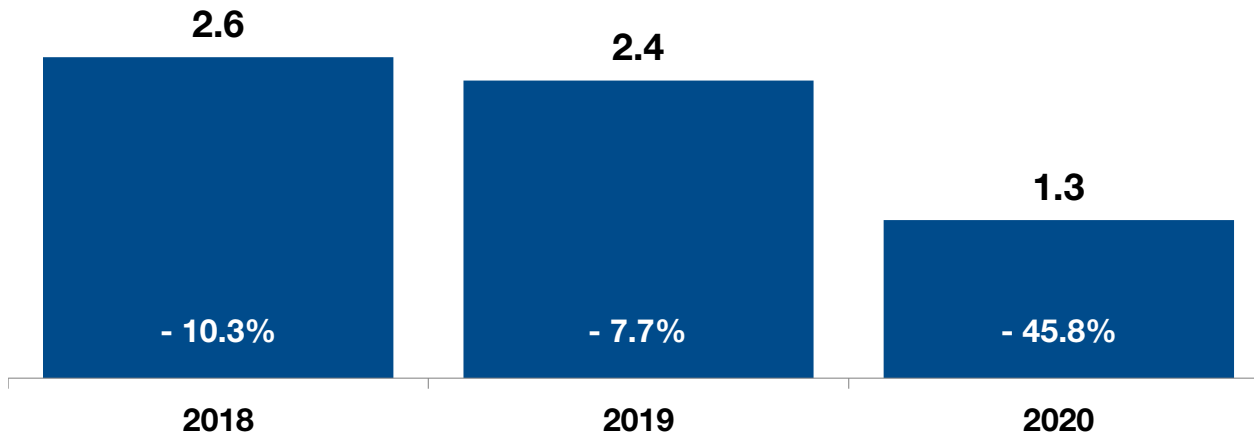


# Months Supply of Homes for Sale

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.



## November



Months Supply		Prior Year	Percent Change
December 2019	2.1	2.3	-8.7%
January 2020	1.9	2.3	-17.4%
February 2020	1.8	2.1	-14.3%
March 2020	1.8	2.1	-14.3%
April 2020	1.8	2.2	-18.2%
May 2020	1.7	2.3	-26.1%
June 2020	1.6	2.4	-33.3%
July 2020	1.6	2.6	-38.5%
August 2020	1.5	2.6	-42.3%
September 2020	1.5	2.7	-44.4%
October 2020	1.4	2.7	-48.1%
<b>November 2020</b>	<b>1.3</b>	<b>2.4</b>	<b>-45.8%</b>
12-Month Avg*	1.7	2.4	-29.2%

\* Months Supply for all properties from December 2019 through November 2020. This is not the average of the individual figures above.

## Historical Months Supply of Homes for Sale by Month

