

INDIANA ASSOCIATION OF REALTORS®

143 W Market St, Ste 100, Indianapolis, IN 46204
(317) 913-3230 | toll-free (800) 284-0084 | indianarealtors.com



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Contact:
Stacey Hartman
317-644-9210 call/text
shartman@indianarealtors.com

INDIANA REALTORS®: SINGLE-FAMILY HOME SALES OFF TO A STRONG START IN 2021 *Low Inventory Spurs Competition and Rising Prices, Creates Opportunity for Sellers*

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

Statewide, the comparison of January 2021 to January 2020 shows:

- Closed sales **increased** 9.9% to 5,419.
- Median sales price **increased** 15% to \$184,000.
- Average sales price **increased** 14.5% to \$215,474.
- Percent of original list price received **increased** 2% to 96.9%.
- Pending sales **decreased** 4.2% to 6,401.
- New listings **decreased** 11.8% to 6,311.

“There is clearly demand for housing when a typically slow month like January sees such robust activity,” said Indianapolis’ Roger Lundy, 2021 President of the Indiana Association of REALTORS®. “Mortgage rates are predicted to rise but remain low enough to give buyers an edge, so what Hoosiers need now is for jobs and wages to hold steady, and for policymakers to support home building and development.”

Visit IndianaRealtors.com > [Consumers](#) > [Housing-Data](#) to see the full statewide report and data for all 92 counties. County data is presented by way of a one-page report within a sortable table. IAR partners with all eight of Indiana’s listing services to publish housing data each month.

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