



**September 24, 2021**  
**FOR IMMEDIATE RELEASE**

**INDIANA REALTORS®: AUGUST HOME SALES UP SLIGHTLY OVER LAST YEAR**  
***Median Price Increases for 56th Consecutive Month***

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

**YOY Comparison:**

*Aug. 2021 vs. Aug. 2020*

- Closed home sales **increased** 1.4% to 9,716
- The median sales price **increased** 12.3% to \$219,000
- The average sales price **increased** 10.2% to \$251,178
- The percent of original list price received **increased** 1.9% to 100%
- Pending home sales **increased** 3.4% to 10,362
- New listings **increased** 8.9% to 11,151
- Overall inventory of homes for sale **decreased** 17.1% to 9,274

**YTD Comparison:**

*Jan. – Aug. 2021 vs. Jan. – Aug. 2020*

- Closed home sales **increased** 6.1% to 63,850
- The median sales price **increased** 14.3% to \$208,000
- The average sales price **increased** 13.6% to \$242,434
- The percent of original list price received **increased** 2.8% to 99.7%
- Pending home sales **decreased** 2.8% to 66,238
- New listings **increased** 3.9% to 74,748

“Low inventory continues to be the single biggest influence on housing markets around the state and country,” said Indianapolis’ Roger Lundy, 2021 president of the Indiana Association of REALTORS®. “When you pair determined buyers and low interest rates, you get the fierce competition and incredible price gains we’ve now seen for many, many months in a row.

“Earlier this week, the Federal Reserve signaled a shift away from pandemic support and indicated it might raise interest rates in 2022,” continued Lundy. “That means there is immense opportunity for sellers right now, before an interest rate hike takes away some buying power. Our advice to buyers immediately needing to secure housing is, come to the search with your financing in place and ready to act quick.”

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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