

Monthly Indicators



September 2021

“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.”

Quick Facts

- 2.8%	+ 13.7%	- 13.9%
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.



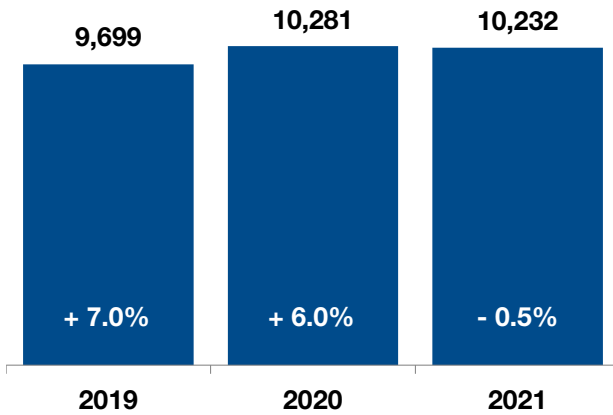
Key Metrics	Historical Sparkbars	9-2020	9-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		10,281	10,232	- 0.5%	82,226	84,980	+ 3.3%
Pending Sales		9,223	8,988	- 2.5%	77,366	75,226	- 2.8%
Closed Sales		9,629	9,360	- 2.8%	69,812	73,210	+ 4.9%
Median Sales Price		\$193,500	\$220,000	+ 13.7%	\$184,000	\$210,000	+ 14.1%
Average Sales Price		\$228,496	\$253,565	+ 11.0%	\$215,532	\$243,855	+ 13.1%
Percent of Original List Price Received		98.1%	99.3%	+ 1.2%	97.1%	99.6%	+ 2.6%
Inventory of Homes for Sale		11,432	9,848	- 13.9%	--	--	--
Months Supply of Homes for Sale		1.5	1.2	- 20.0%	--	--	--

New Listings

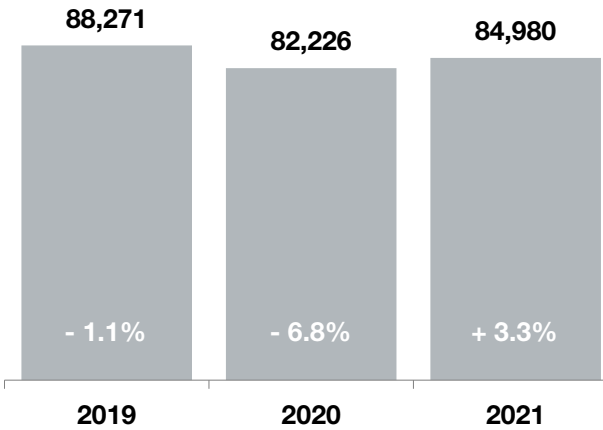
A count of the properties that have been newly listed on the market in a given month.



September

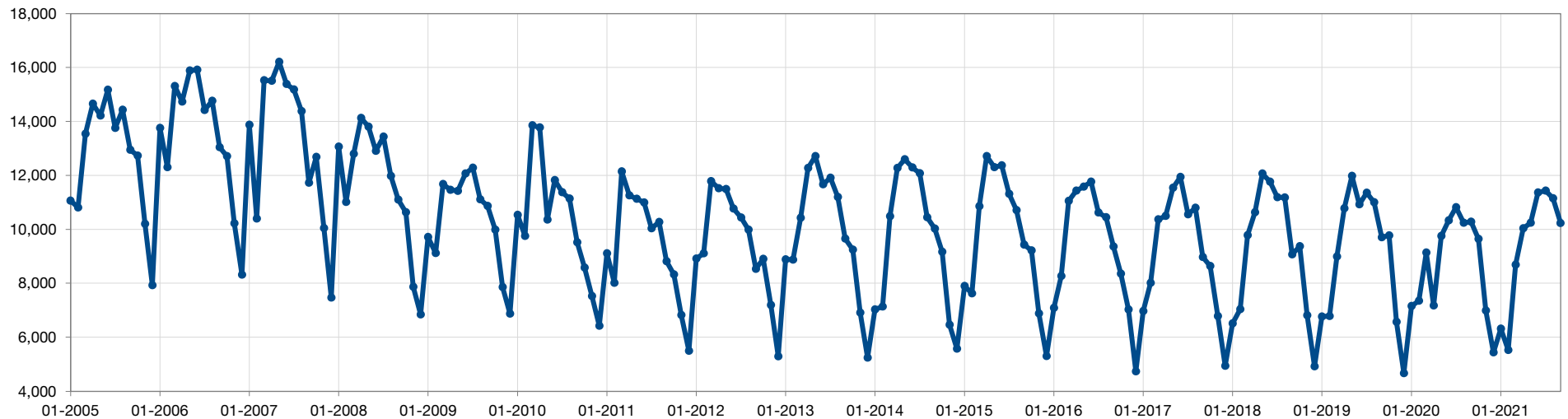


Year to Date



	New Listings	Prior Year	Percent Change
October 2020	9,643	9,769	-1.3%
November 2020	6,987	6,567	+6.4%
December 2020	5,432	4,667	+16.4%
January 2021	6,311	7,155	-11.8%
February 2021	5,527	7,346	-24.8%
March 2021	8,691	9,133	-4.8%
April 2021	10,040	7,173	+40.0%
May 2021	10,238	9,752	+5.0%
June 2021	11,362	10,331	+10.0%
July 2021	11,428	10,817	+5.6%
August 2021	11,151	10,238	+8.9%
September 2021	10,232	10,281	-0.5%
12-Month Avg	8,920	8,602	+3.7%

Historical New Listings by Month

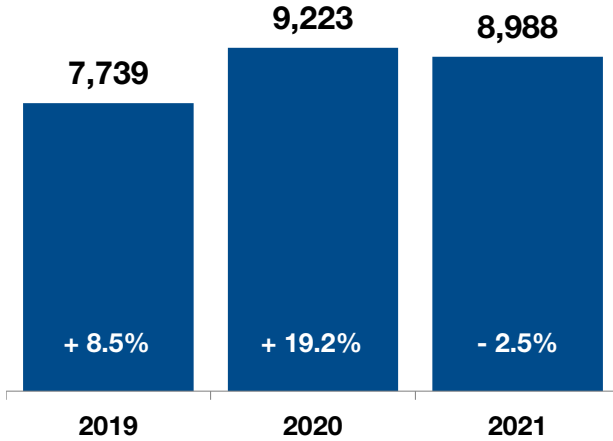


Pending Sales

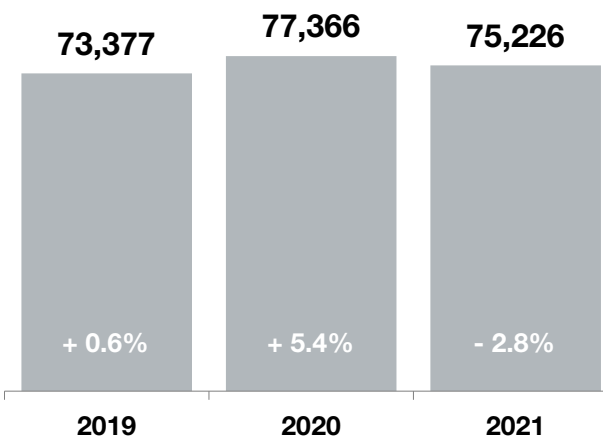
A count of the properties on which offers have been accepted in a given month.



September

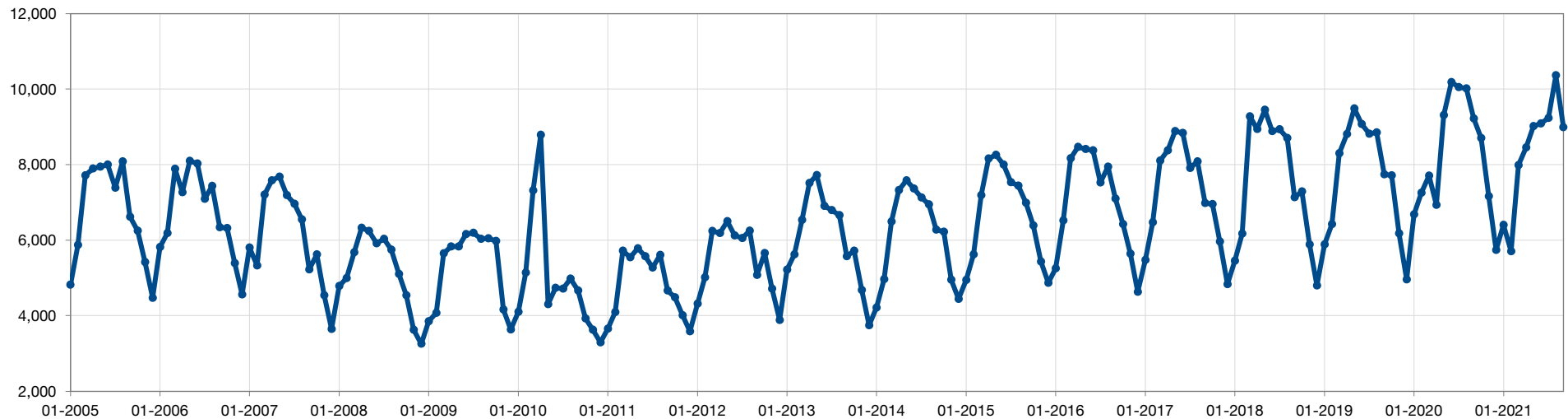


Year to Date



	Pending Sales	Prior Year	Percent Change
October 2020	8,702	7,715	+12.8%
November 2020	7,161	6,178	+15.9%
December 2020	5,738	4,961	+15.7%
January 2021	6,401	6,684	-4.2%
February 2021	5,705	7,253	-21.3%
March 2021	7,982	7,703	+3.6%
April 2021	8,452	6,935	+21.9%
May 2021	9,016	9,314	-3.2%
June 2021	9,089	10,183	-10.7%
July 2021	9,231	10,053	-8.2%
August 2021	10,362	10,018	+3.4%
September 2021	8,988	9,223	-2.5%
12-Month Avg	8,069	8,018	+0.6%

Historical Pending Sales by Month

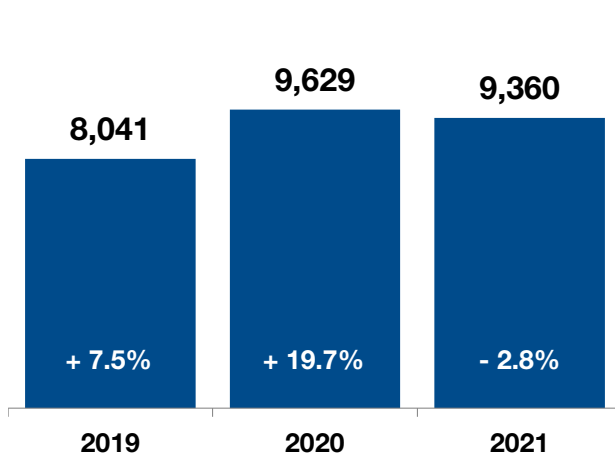


Closed Sales

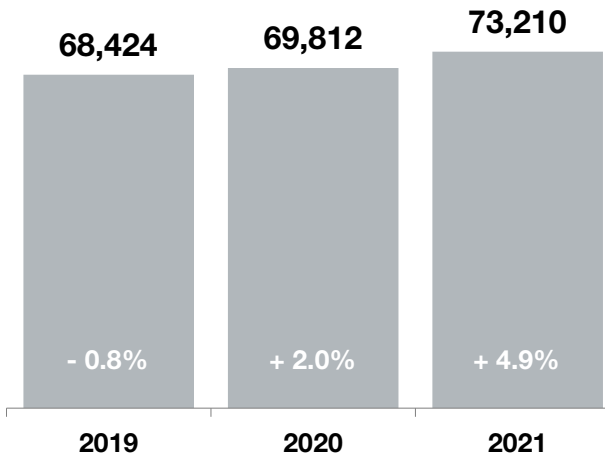
A count of the actual sales that closed in a given month.



September

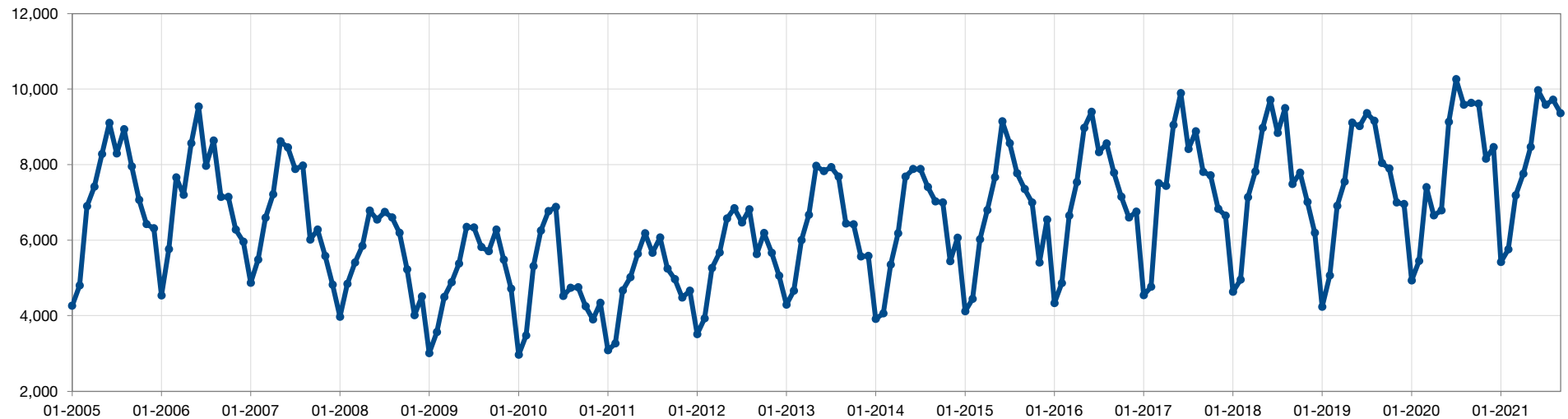


Year to Date



	Closed Sales	Prior Year	Percent Change
October 2020	9,609	7,898	+21.7%
November 2020	8,150	6,995	+16.5%
December 2020	8,457	6,954	+21.6%
January 2021	5,419	4,931	+9.9%
February 2021	5,753	5,444	+5.7%
March 2021	7,181	7,401	-3.0%
April 2021	7,757	6,652	+16.6%
May 2021	8,470	6,789	+24.8%
June 2021	9,969	9,127	+9.2%
July 2021	9,585	10,256	-6.5%
August 2021	9,716	9,583	+1.4%
September 2021	9,360	9,629	-2.8%
12-Month Avg	8,286	7,638	+8.5%

Historical Closed Sales by Month



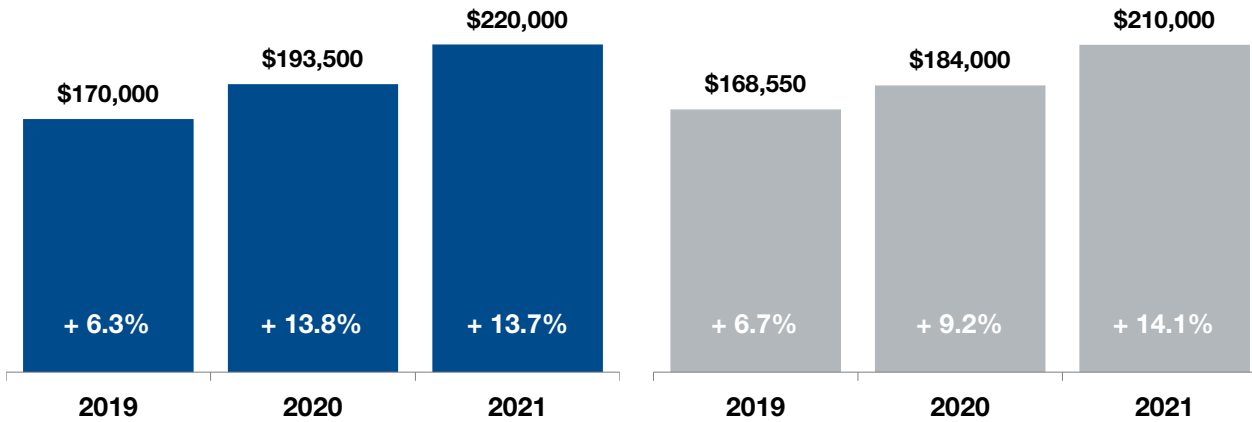
Median Sales Price

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



September

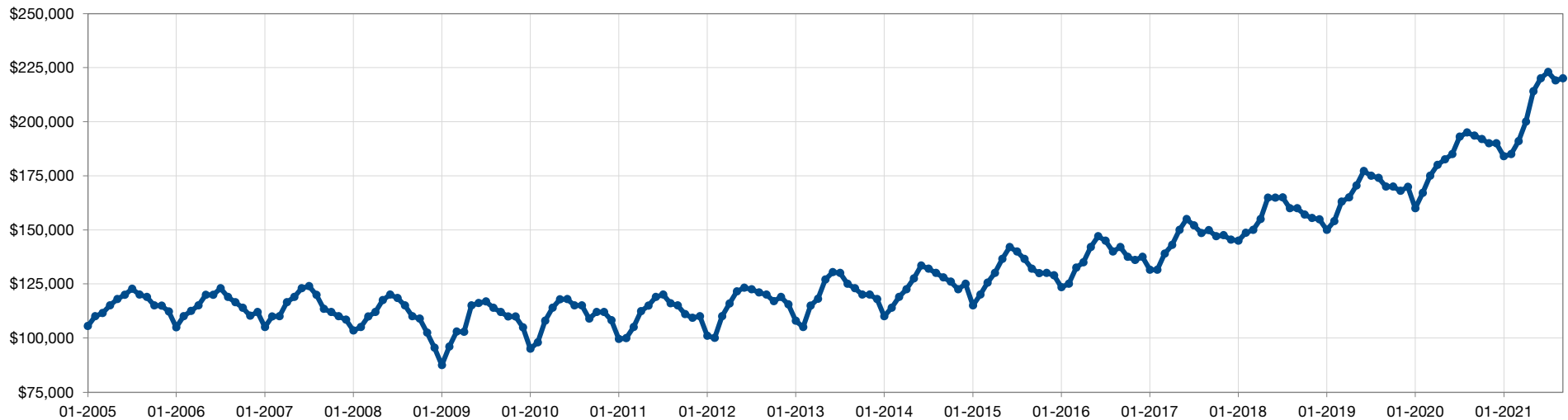
Year to Date



	Median Sales Price	Prior Year	Percent Change
October 2020	\$192,000	\$169,950	+13.0%
November 2020	\$190,000	\$168,000	+13.1%
December 2020	\$190,000	\$169,900	+11.8%
January 2021	\$184,000	\$160,000	+15.0%
February 2021	\$185,000	\$167,000	+10.8%
March 2021	\$191,000	\$175,000	+9.1%
April 2021	\$200,000	\$180,000	+11.1%
May 2021	\$214,000	\$182,500	+17.3%
June 2021	\$220,000	\$185,000	+18.9%
July 2021	\$223,000	\$193,000	+15.5%
August 2021	\$219,000	\$195,000	+12.3%
September 2021	\$220,000	\$193,500	+13.7%
12-Month Avg*	\$204,900	\$180,000	+13.8%

* Median Sales Price for all properties from October 2020 through September 2021. This is not the average of the individual figures above.

Historical Median Sales Price by Month



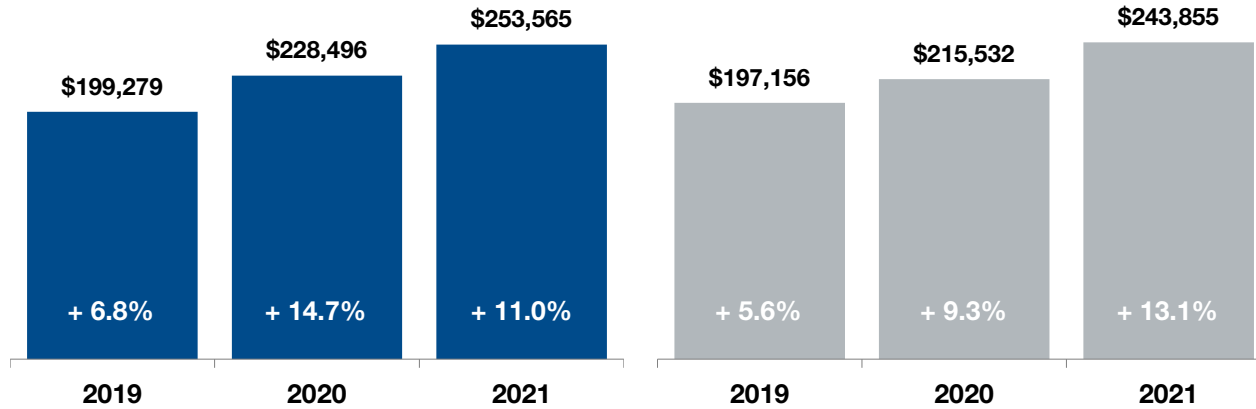
Average Sales Price

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



September

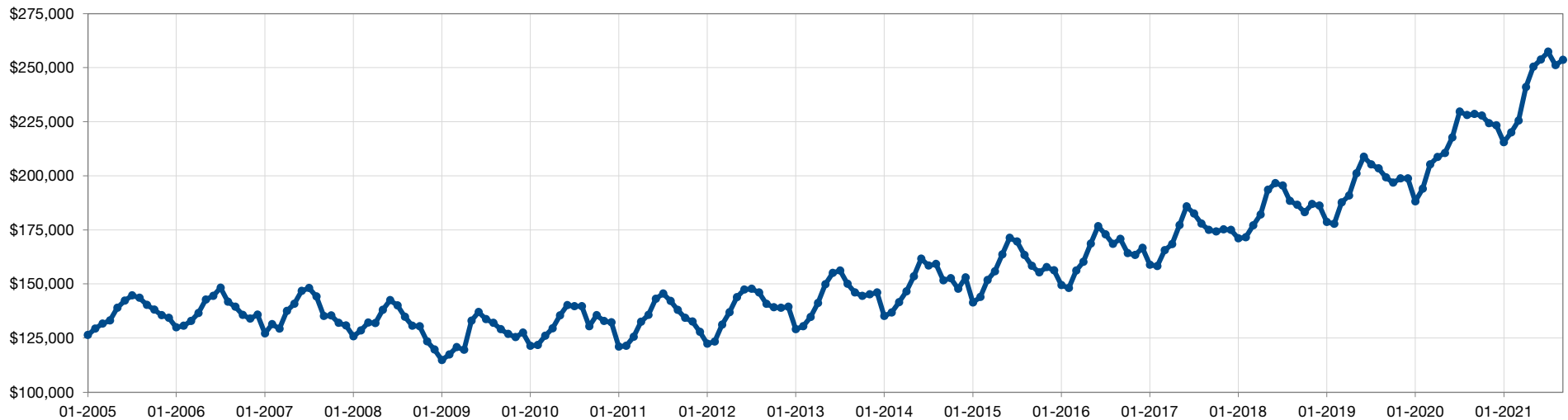
Year to Date



	Avg. Sales Price	Prior Year	Percent Change
October 2020	\$227,825	\$196,847	+15.7%
November 2020	\$224,250	\$198,739	+12.8%
December 2020	\$223,284	\$198,736	+12.4%
January 2021	\$215,474	\$188,119	+14.5%
February 2021	\$220,012	\$194,031	+13.4%
March 2021	\$225,434	\$205,207	+9.9%
April 2021	\$241,019	\$208,608	+15.5%
May 2021	\$250,438	\$210,463	+19.0%
June 2021	\$253,682	\$217,663	+16.5%
July 2021	\$257,340	\$229,638	+12.1%
August 2021	\$251,178	\$228,016	+10.2%
September 2021	\$253,565	\$228,496	+11.0%
12-Month Avg*	\$238,952	\$211,370	+13.0%

* Avg. Sales Price for all properties from October 2020 through September 2021. This is not the average of the individual figures above.

Historical Average Sales Price by Month

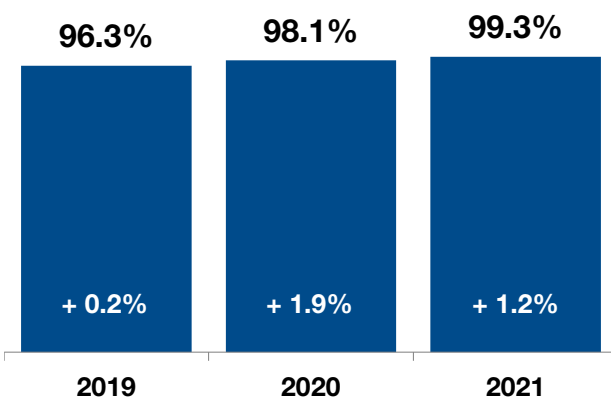


Percent of Original List Price Received

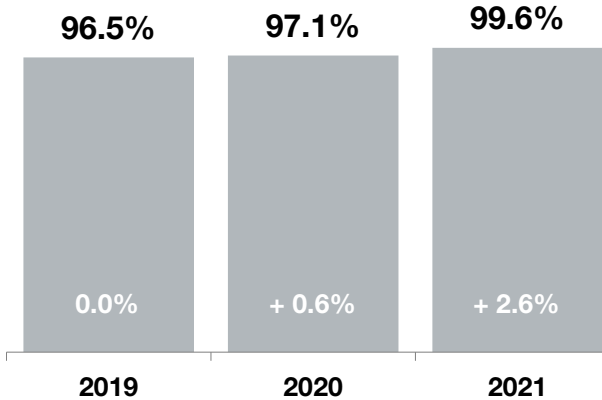
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



September



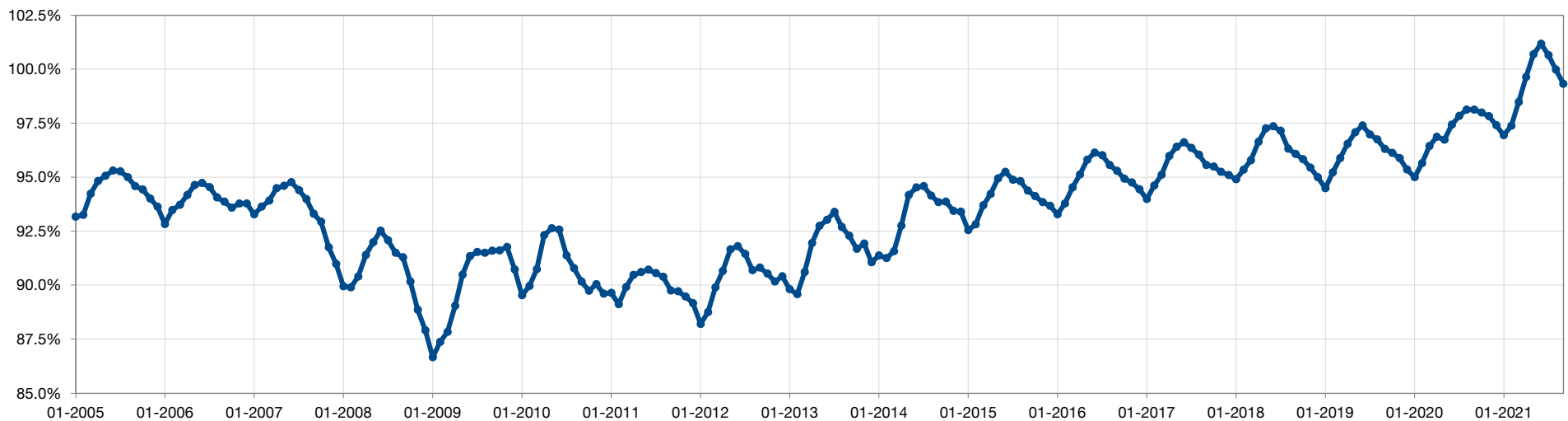
Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
October 2020	98.0%	96.1%	+2.0%
November 2020	97.8%	95.9%	+2.0%
December 2020	97.4%	95.4%	+2.1%
January 2021	96.9%	95.0%	+2.0%
February 2021	97.4%	95.6%	+1.9%
March 2021	98.5%	96.4%	+2.2%
April 2021	99.6%	96.9%	+2.8%
May 2021	100.7%	96.7%	+4.1%
June 2021	101.2%	97.4%	+3.9%
July 2021	100.7%	97.8%	+3.0%
August 2021	100.0%	98.1%	+1.9%
September 2021	99.3%	98.1%	+1.2%
12-Month Avg*	99.1%	96.8%	+2.4%

* Pct. of Orig. Price Received for all properties from October 2020 through September 2021. This is not the average of the individual figures above.

Historical Percent of Original List Price Received by Month

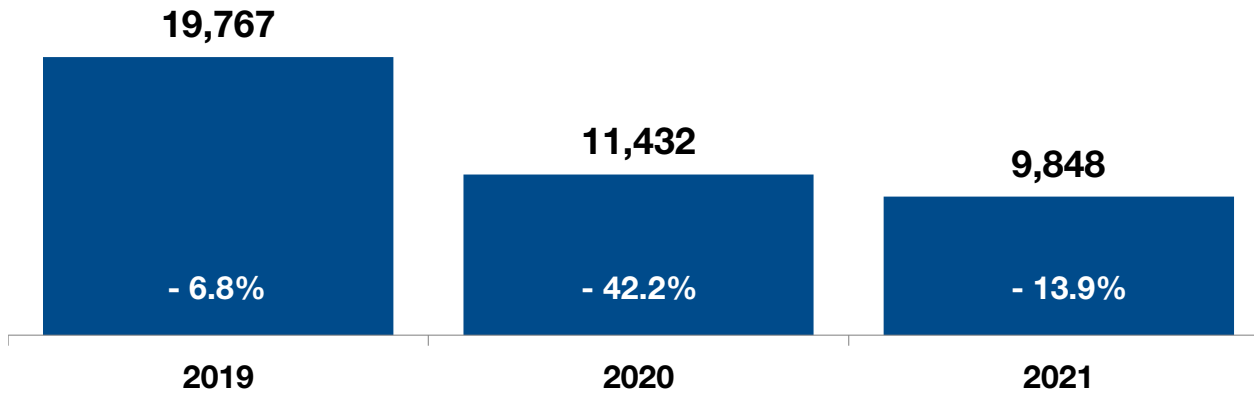


Inventory of Homes for Sale

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

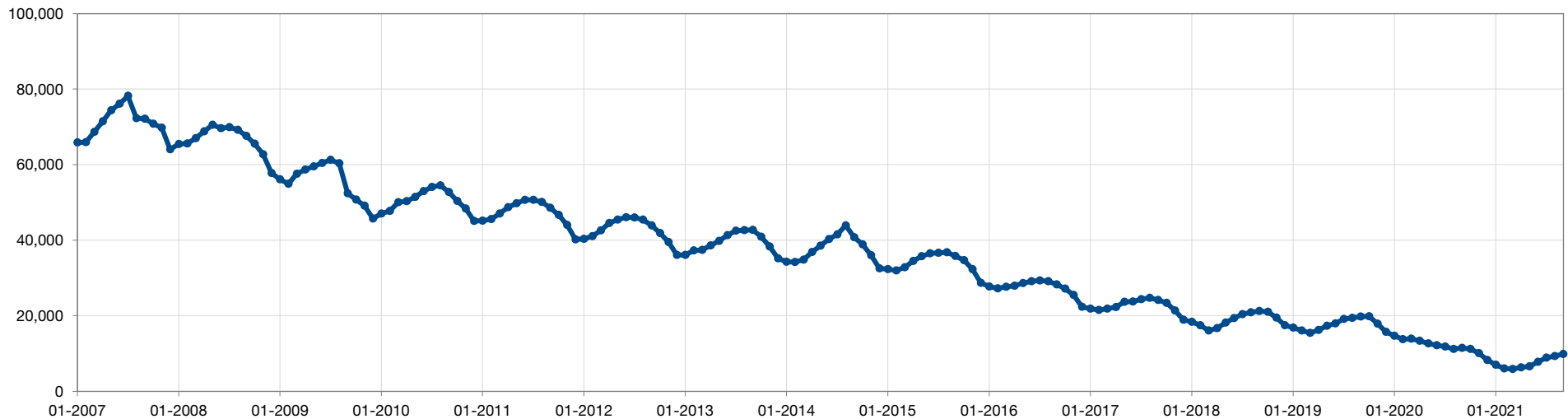


September



	Homes for Sale	Prior Year	Percent Change
October 2020	11,138	19,837	-43.9%
November 2020	10,032	17,894	-43.9%
December 2020	8,225	15,687	-47.6%
January 2021	6,981	14,634	-52.3%
February 2021	6,028	13,739	-56.1%
March 2021	5,898	13,916	-57.6%
April 2021	6,253	13,332	-53.1%
May 2021	6,559	12,656	-48.2%
June 2021	7,743	12,139	-36.2%
July 2021	8,874	11,762	-24.6%
August 2021	9,274	11,184	-17.1%
September 2021	9,848	11,432	-13.9%
12-Month Avg	8,071	14,018	-42.4%

Historical Inventory of Homes for Sale by Month

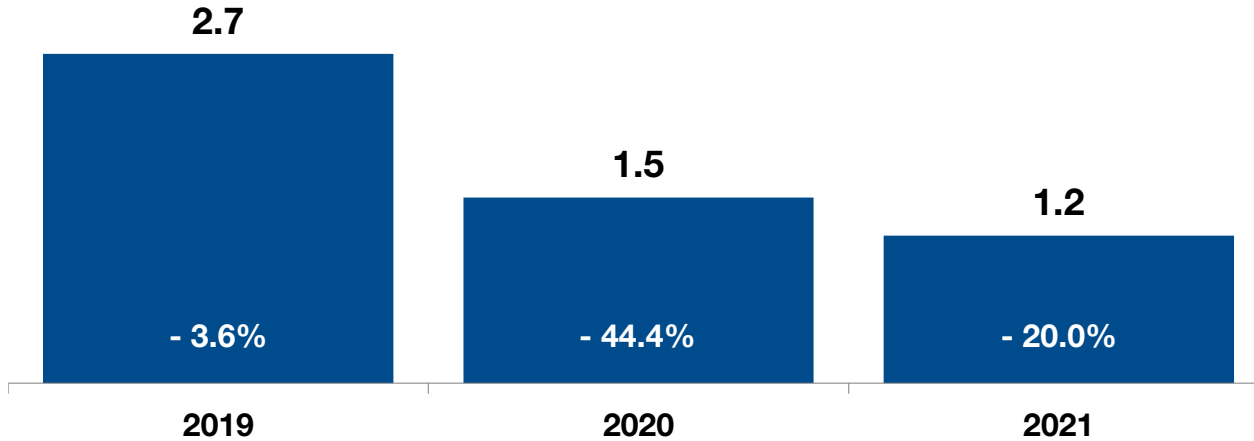


Months Supply of Homes for Sale

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.



September



Months Supply		Prior Year	Percent Change
October 2020	1.4	2.7	-48.1%
November 2020	1.3	2.4	-45.8%
December 2020	1.0	2.1	-52.4%
January 2021	0.9	1.9	-52.6%
February 2021	0.7	1.8	-61.1%
March 2021	0.7	1.8	-61.1%
April 2021	0.8	1.8	-55.6%
May 2021	0.8	1.7	-52.9%
June 2021	0.9	1.6	-43.8%
July 2021	1.1	1.6	-31.3%
August 2021	1.1	1.5	-26.7%
September 2021	1.2	1.5	-20.0%
12-Month Avg*	1.0	1.9	-47.4%

* Months Supply for all properties from October 2020 through September 2021. This is not the average of the individual figures above.

Historical Months Supply of Homes for Sale by Month

