

Monthly Indicators



October 2021

October 2021 market indicators showing a decrease in closed sales, an increase in median sales price, and a decrease in homes for sale.

Market indicators for October 2021, including new listings, pending sales, and inventory levels.

Quick Facts

- 4.2%	+ 13.0%	- 17.2%
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.

Market Overview	2
New Listings	3
Pending Sales	4
Closed Sales	5
Median Sales Price	6
Average Sales Price	7
Percent of Original List Price Received	8
Inventory of Homes for Sale	9
Months Supply of Homes for Sale	10



Market Overview

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



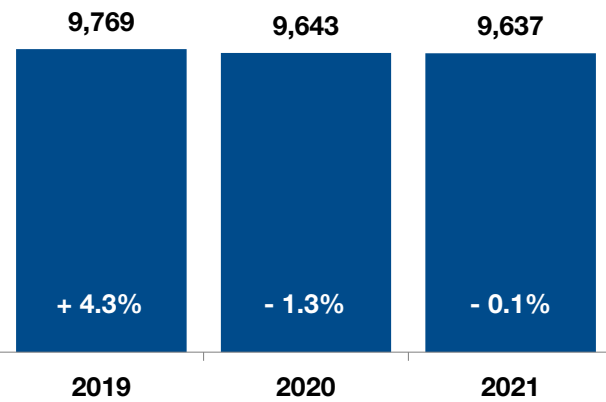
Key Metrics	Historical Sparkbars	10-2020	10-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		9,643	9,637	- 0.1%	91,869	94,617	+ 3.0%
Pending Sales		8,702	9,087	+ 4.4%	86,068	84,313	- 2.0%
Closed Sales		9,609	9,206	- 4.2%	79,421	82,416	+ 3.8%
Median Sales Price		\$192,000	\$217,000	+ 13.0%	\$185,000	\$210,000	+ 13.5%
Average Sales Price		\$227,825	\$250,646	+ 10.0%	\$217,021	\$244,614	+ 12.7%
Percent of Original List Price Received		98.0%	98.9%	+ 0.9%	97.2%	99.5%	+ 2.4%
Inventory of Homes for Sale		11,138	9,218	- 17.2%	--	--	--
Months Supply of Homes for Sale		1.4	1.1	- 21.4%	--	--	--

New Listings

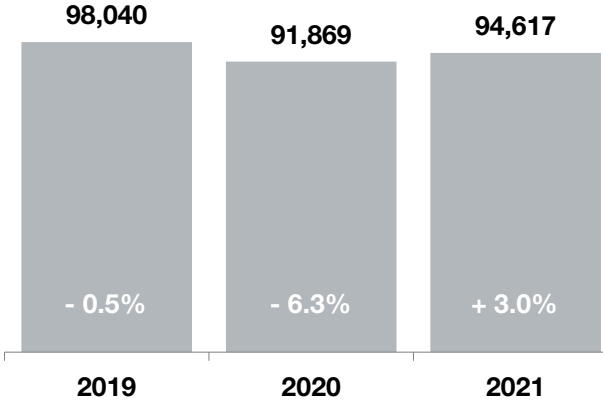
A count of the properties that have been newly listed on the market in a given month.



October

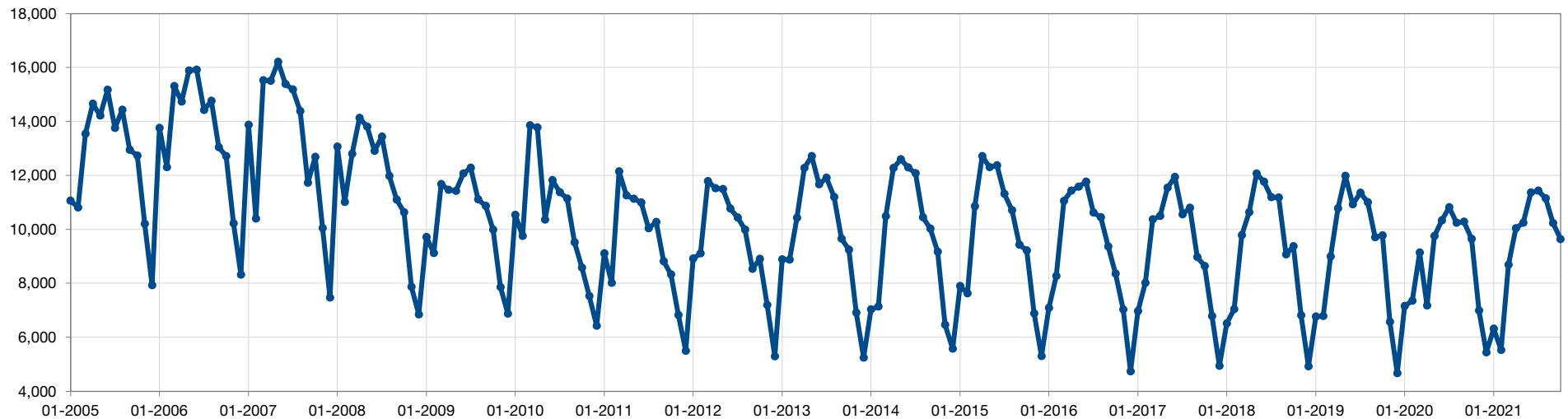


Year to Date



	New Listings	Prior Year	Percent Change
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%
October 2021	9,637	9,643	-0.1%
12-Month Avg	8,920	8,592	+3.8%

Historical New Listings by Month

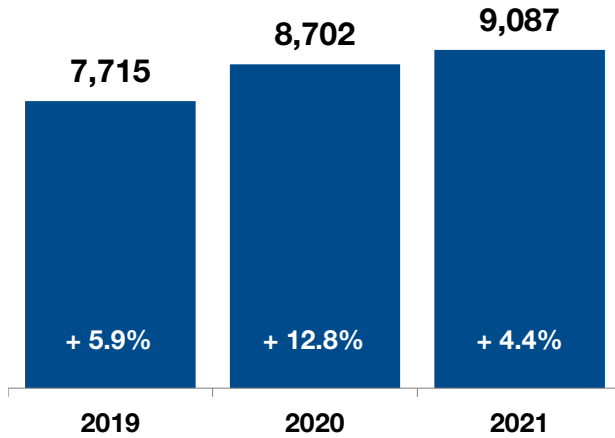


Pending Sales

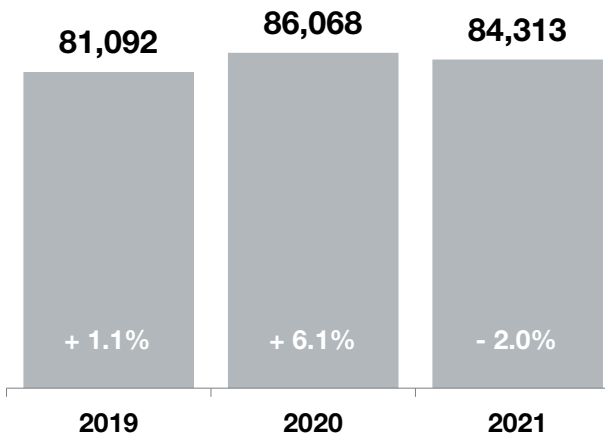
A count of the properties on which offers have been accepted in a given month.



October

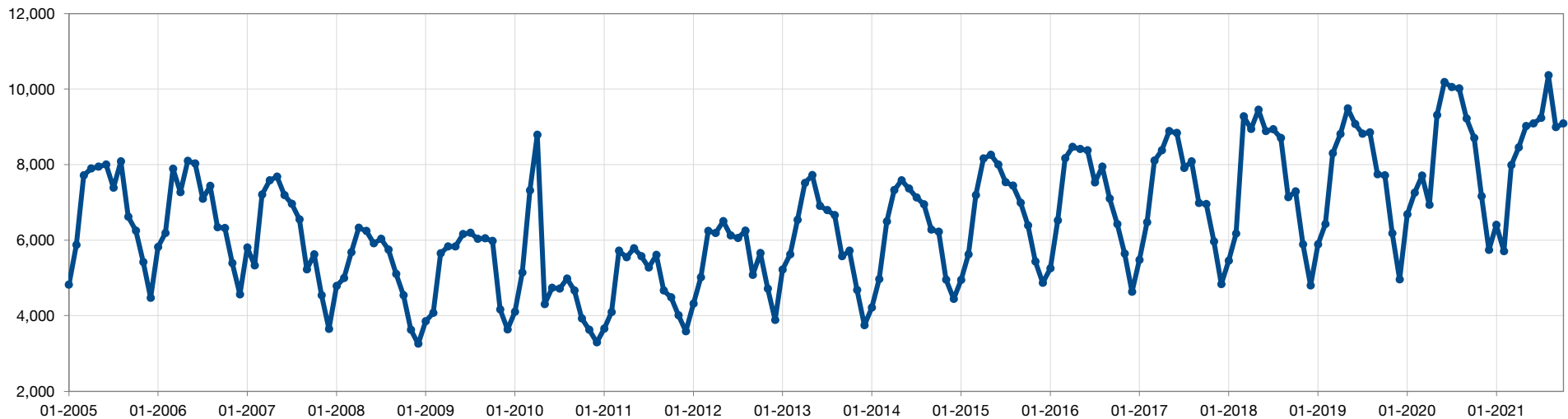


Year to Date



	Pending Sales	Prior Year	Percent Change
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%
October 2021	9,087	8,702	+4.4%
12-Month Avg	8,101	8,101	0.0%

Historical Pending Sales by Month

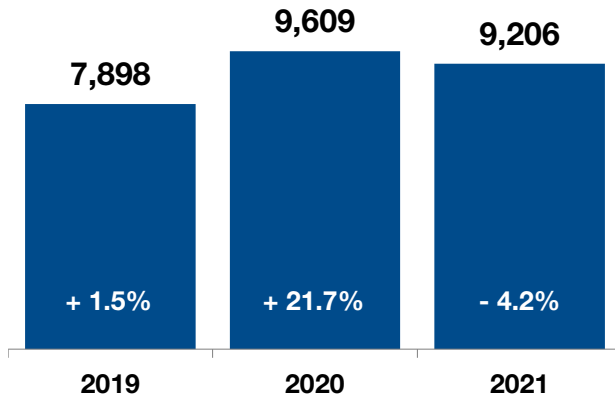


Closed Sales

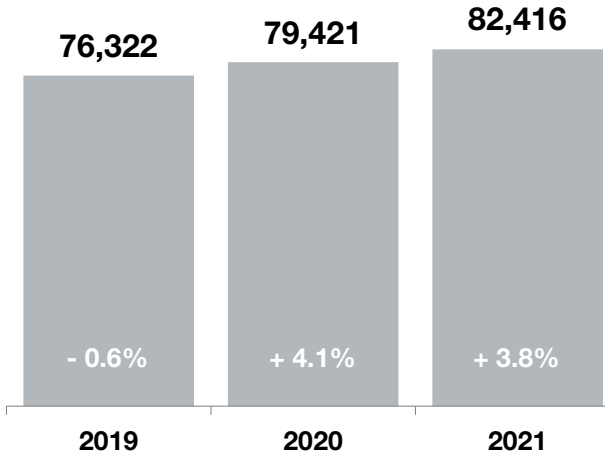
A count of the actual sales that closed in a given month.



October

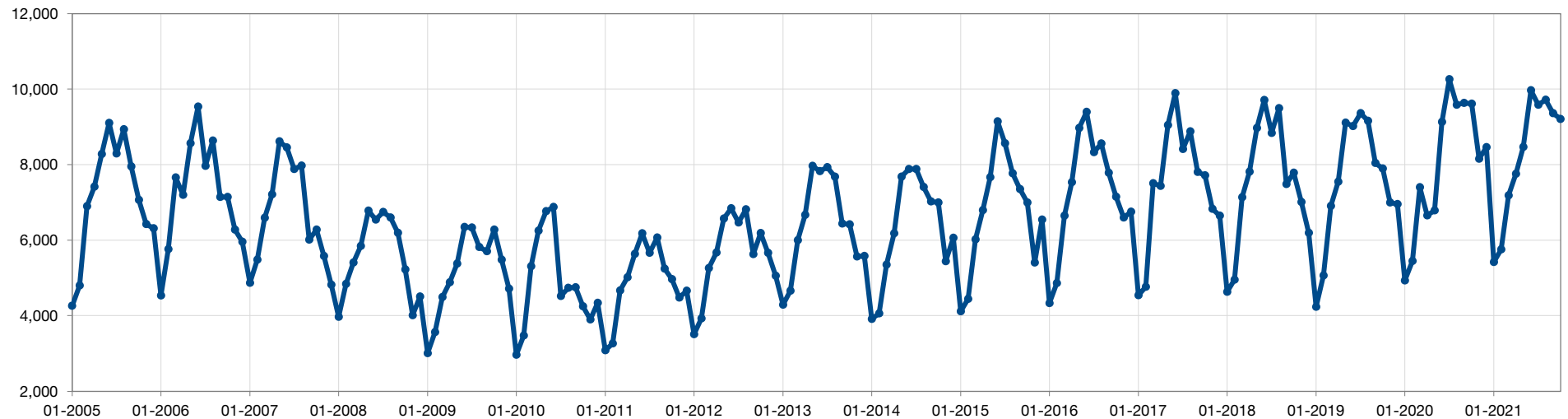


Year to Date



	Closed Sales	Prior Year	Percent Change
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%
October 2021	9,206	9,609	-4.2%
12-Month Avg	8,252	7,781	+6.1%

Historical Closed Sales by Month

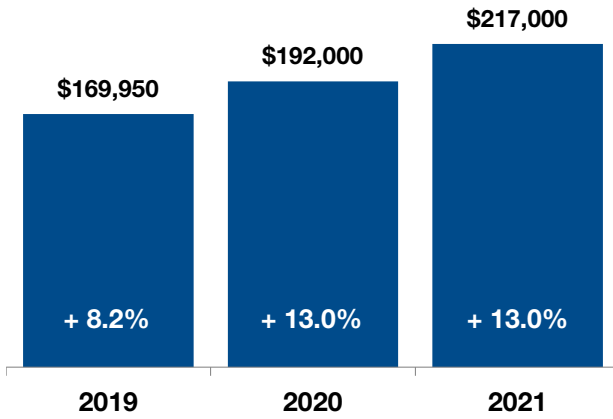


Median Sales Price

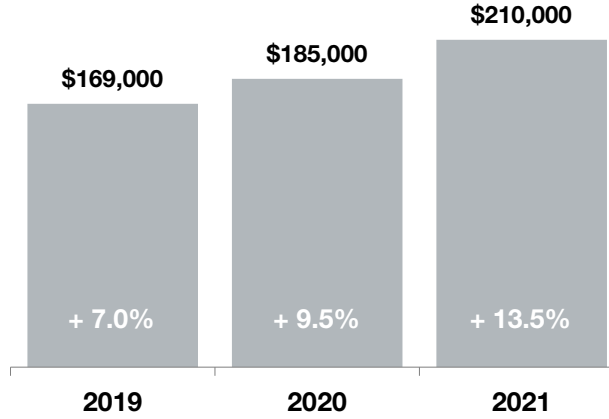
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



October



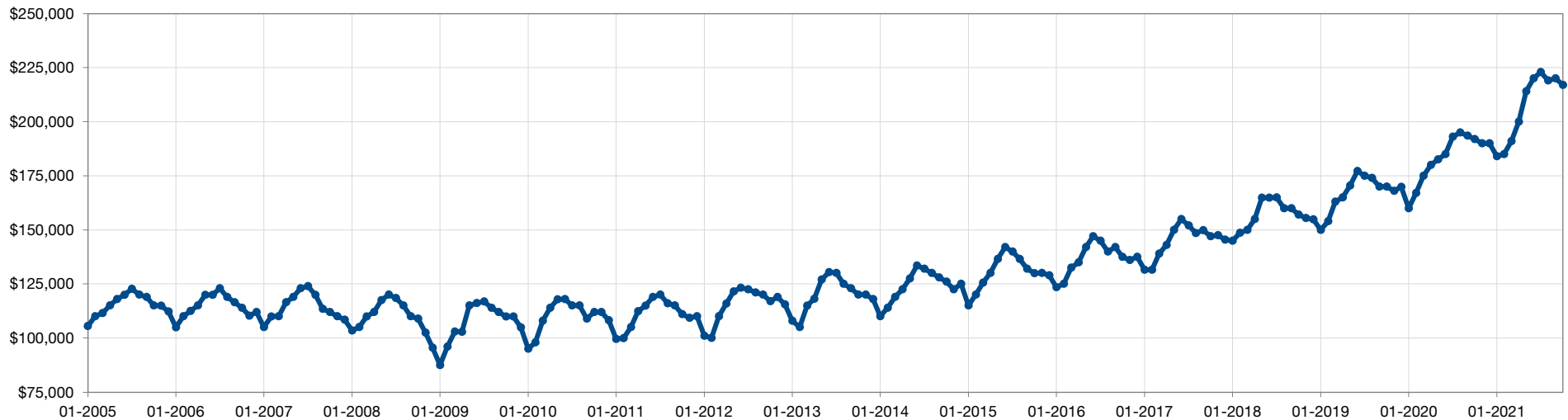
Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
October 2021	\$217,000	\$192,000	+13.0%
12-Month Avg*	\$206,000	\$182,000	+13.2%

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

Historical Median Sales Price by Month



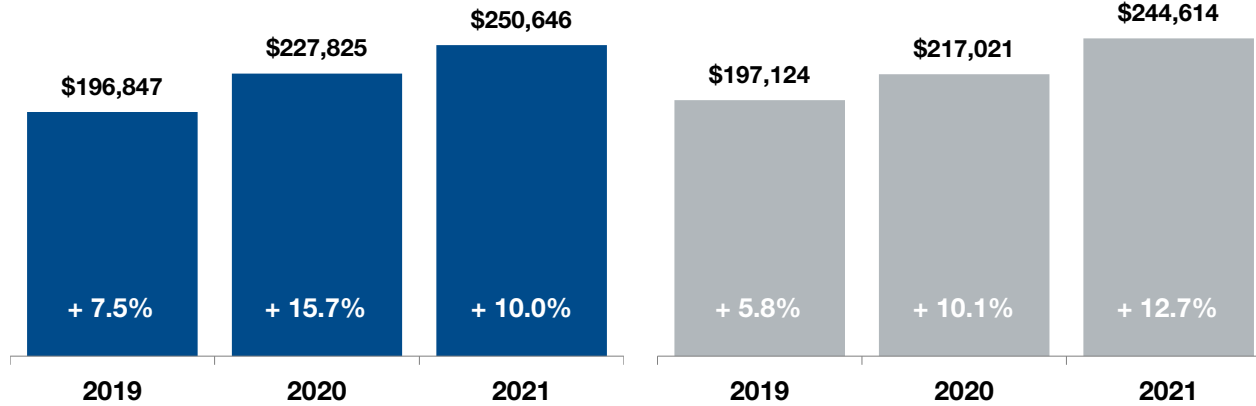
Average Sales Price

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



October

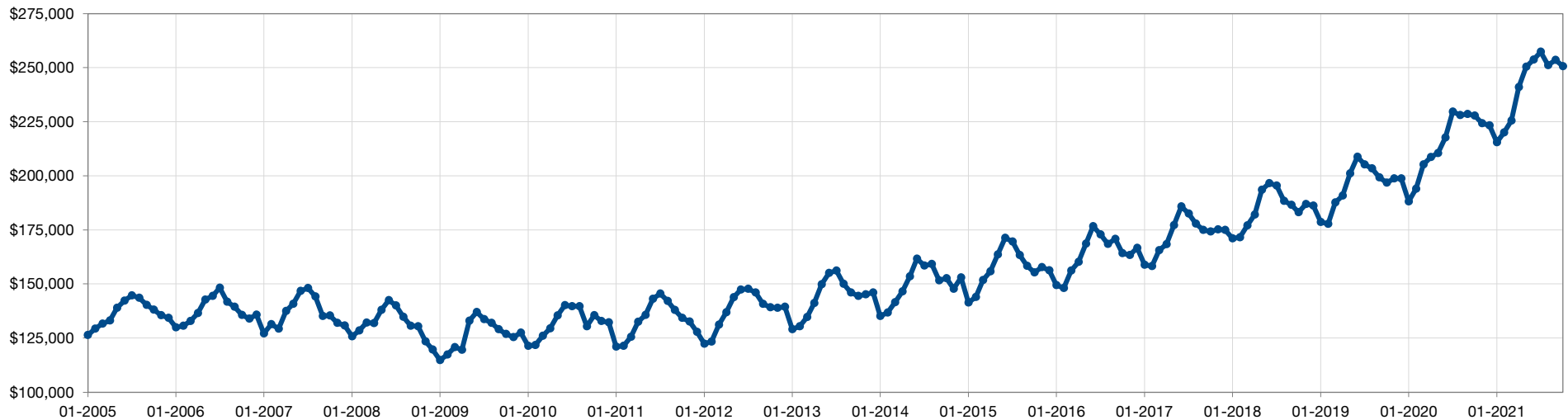
Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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%
October 2021	\$250,646	\$227,825	+10.0%
12-Month Avg*	\$241,118	\$214,292	+12.5%

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

Historical Average Sales Price by Month



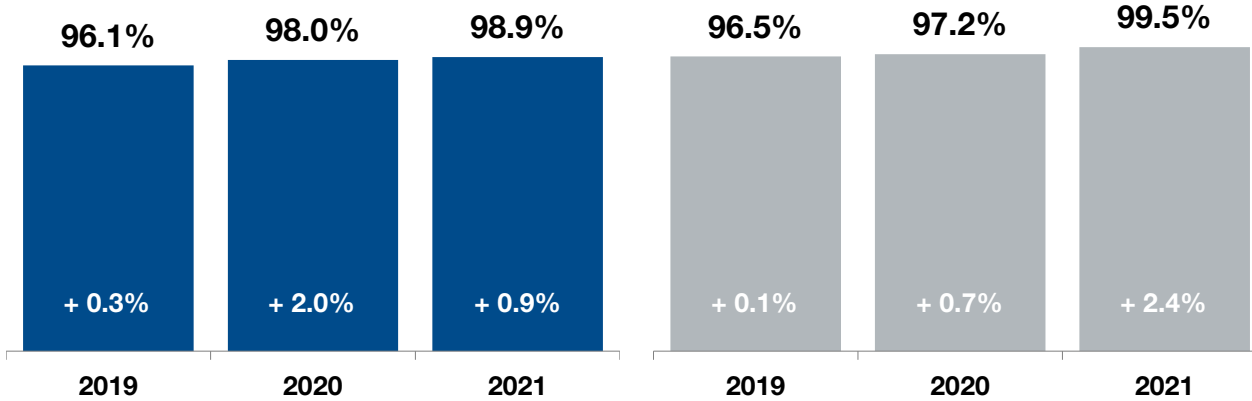
Percent of Original List Price Received

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.



October

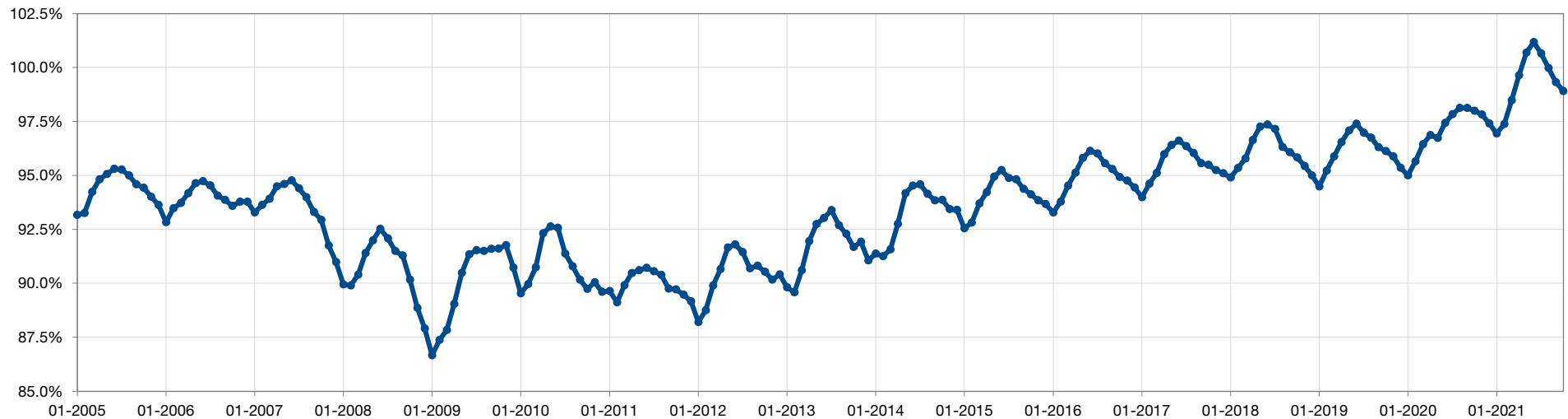
Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
October 2021	98.9%	98.0%	+0.9%
12-Month Avg*	99.2%	97.0%	+2.3%

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

Historical Percent of Original List Price Received by Month

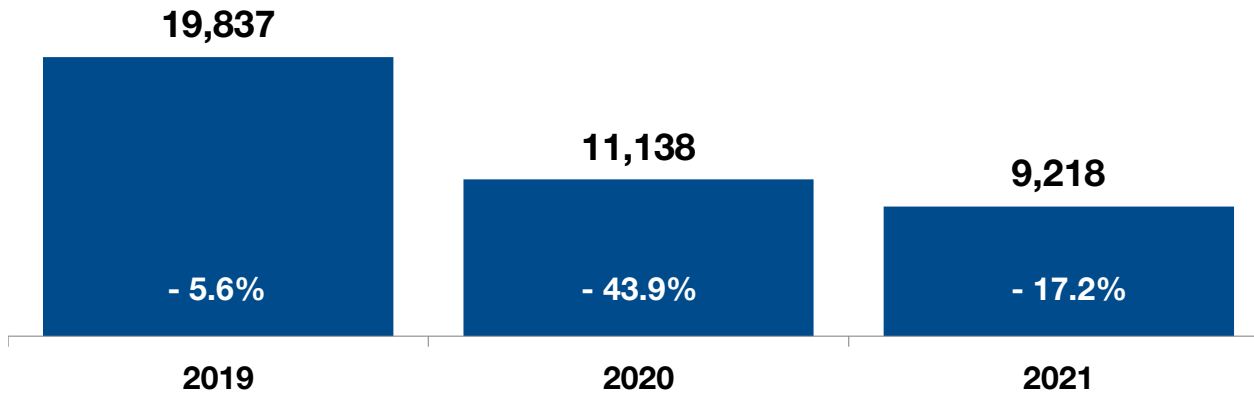


Inventory of Homes for Sale

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

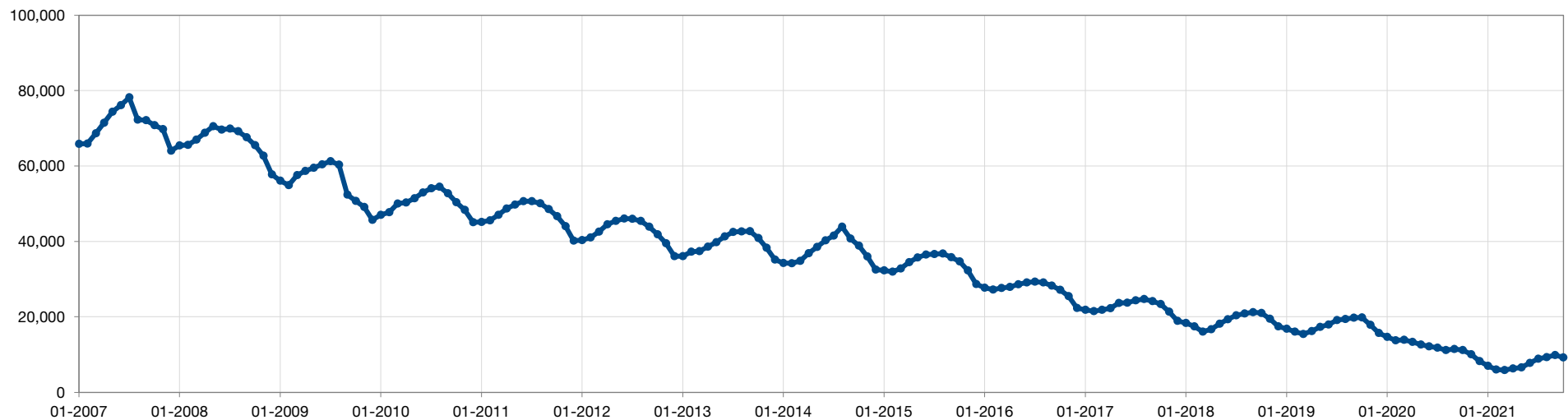


October



Homes for Sale		Prior Year	Percent Change
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%
October 2021	9,218	11,138	-17.2%
12-Month Avg	7,911	13,293	-40.5%

Historical Inventory of Homes for Sale by Month

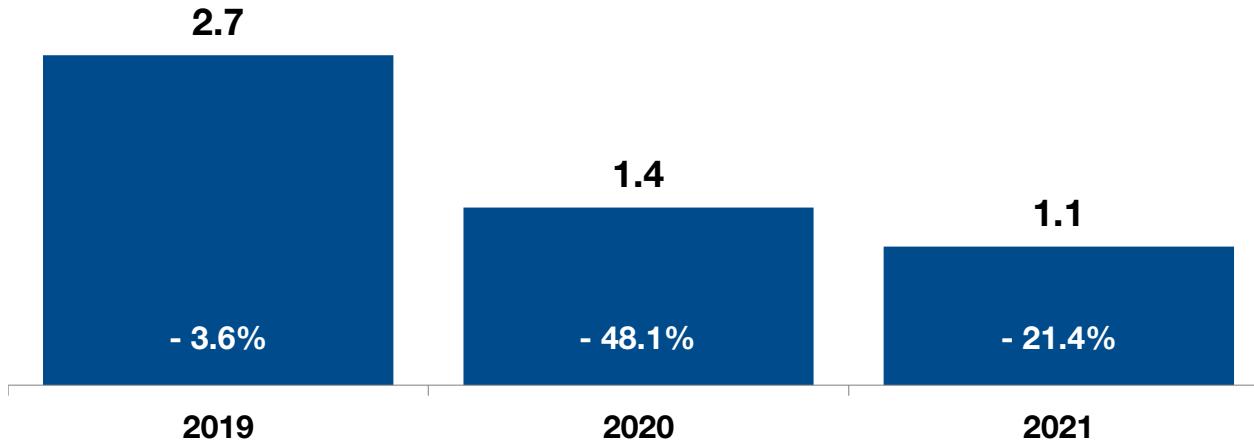


Months Supply of Homes for Sale

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.



October



Months Supply		Prior Year	Percent Change
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%
October 2021	1.1	1.4	-21.4%
12-Month Avg*	1.0	1.8	-44.4%

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

Historical Months Supply of Homes for Sale by Month

