



**January 24, 2022**  
**FOR IMMEDIATE RELEASE**

**INDIANA REALTORS®: 2021 A RECORD YEAR FOR EXISTING SINGLE-FAMILY HOME SALES**  
***Inventory has declined since August 2014, median home price increases for 60<sup>th</sup> consecutive month***

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

**EOY Comparison: 2021 vs. 2020**

*Jan. – Dec. 2021 vs. Jan. – Dec. 2020*

- Closed sales **increased** 3.9% to 99,969
- Median sales price **increased** 13.5% to \$210,000
- Average sales price **increased** 12.6% to \$245,381
- The percent of original list price received **increased** 1.7% to 99.9%
- New listings **increased** 3.5% to 108,106

**YOY Comparison:**

*Dec. 2021 vs. Dec. 2020*

- Closed sales **increased** 2.7% to 8,696
- Median sales price **increased** 14.5% to \$217,500
- Average sales price **increased** 12.7% to \$251,385
- The percent of original list price received **increased** 0.9% to 99.2%
- Pending sales **increased** 4.6% to 6,004
- New listings **increased** 1.1% to 5,508
- Inventory **decreased** 14.5% to 7,051

“The last time Indiana saw a year-over-year increase in inventory was in August 2014,” said Mark Fisher, CEO of the Indiana Association of REALTORS®. “When we adjust for seasonality, inventory has decreased every month since then. For perspective, there were 43,854 listings in August 2014 and just 9,274 listings this past August.

“Reversing inventory gaps like the ones we’re seeing now will take years to correct because there’s no one size fits all solution. It’s why we continue to work with policy makers and industry partners to address the issue at all levels,” continued Fisher. “The housing shortage is the number one priority for Realtors because we know that while rising prices are good for current homeowners who are building wealth, they’re a significant barrier for first-time buyers and qualified buyers who need workforce housing. We’re talking about hard-working Hoosiers who may be without the savings or equity needed to get into a home. These same Hoosiers will be further priced out of the market when interest rates go up as they’re expected to do later this year. Thriving communities rely on a high homeownership rate. Owning a home is associated with better educational performance in children, higher participation in the civic and volunteering activity, better health care outcomes, and lower crime rates.”

Visit [IndianaRealtors.com](http://IndianaRealtors.com) > [Consumer](#) > [Housing Data](#) to view reports on all 92 counties in Indiana.

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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®, and adheres to a strict Code of Ethics that protects clients, the public, and other real estate agents.*

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