

## INDIANA ASSOCIATION OF REALTORS®

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FOR IMMEDIATE RELEASE

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### INDIANA REALTORS®: SEPTEMBER HOME SALES, PRICES INCREASE OVER LAST YEAR

*Low inventory, high demand still driving markets around the state;  
Wayne County data now included in monthly reports*

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

Statewide, here's how **September 2020 compared to September 2019:**

- Closed home sales **increased** 20.7 percent to 9,629
- The median sales price of homes **increased** 13.8 percent to \$193,500
- The average sales price of homes **increased** 14.3 percent to \$228,496
- The percent of original list price received at sale **increased** 1.9 percent to 98.1 percent
- Pending home sales **increased** 20.2 percent to 9,223
- New listings **increased** 6.9 percent to 10,281

"There's simply not enough homes on the market to meet demand," said Terre Haute's Bernice Helman, 2020 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're now seeing in most communities across the state.

"Nothing is more illustrative of our low inventory-high demand situation than the fact this year's home sales – a year dominated by a pandemic – are actually up a couple percent from the banner year of 2019. Quality homes are selling in no time," continued Helman. "There's immense opportunity for sellers and Realtors have many tools to get our clients to the closing table in a safe manner. Our advice to buyers is, come to the search with your financing in place and ready to act quick."

Visit [IndianaRealtors.com](http://IndianaRealtors.com) > [Consumers](#) > [Housing-Data](#) to see the statewide report and data for all 92 counties now that Wayne County is included. Historical data and comparisons for Wayne County will be added later. County data is presented in one-page and sortable table formats. IAR partners with all eight listing services to publish housing data each month.

###



# Local Market Update for September 2020

A RESEARCH TOOL PROVIDED BY THE INDIANA ASSOCIATION OF REALTORS®

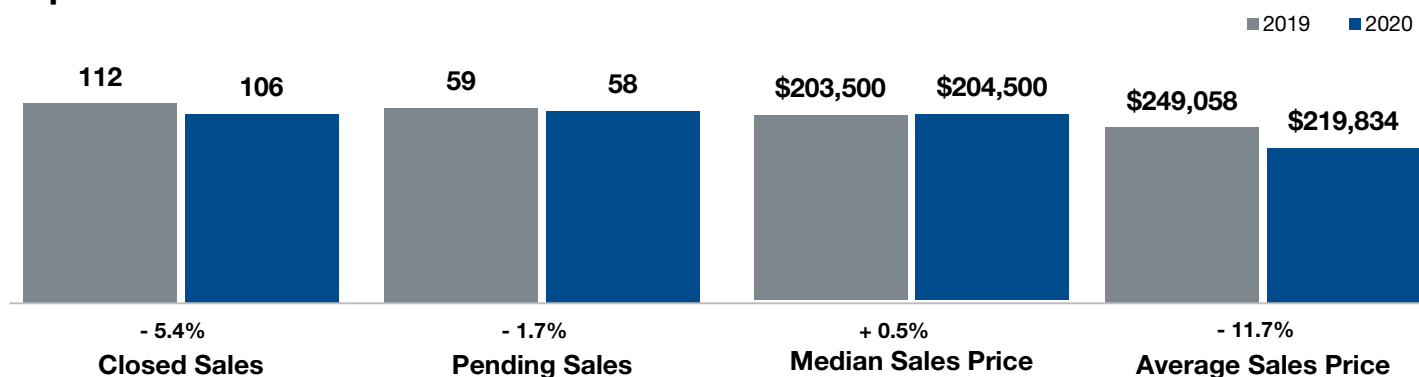


## Kosciusko County

| Key Metrics                              | September |                  |                | Year to Date |                  |                |
|------------------------------------------|-----------|------------------|----------------|--------------|------------------|----------------|
|                                          | 2019      | 2020             | Percent Change | Thru 9-2019  | Thru 9-2020      | Percent Change |
| New Listings                             | 102       | 96               | - 5.9%         | 944          | 813              | - 13.9%        |
| Closed Sales                             | 112       | 106              | - 5.4%         | 776          | 738              | - 4.9%         |
| Median Sales Price                       | \$203,500 | <b>\$204,500</b> | + 0.5%         | \$177,250    | <b>\$195,000</b> | + 10.0%        |
| Percent of Original List Price Received* | 98.2%     | <b>98.7%</b>     | + 0.5%         | 97.6%        | <b>98.3%</b>     | + 0.7%         |
| Months Supply of Inventory               | 4.6       | <b>2.0</b>       | - 56.5%        | --           | --               | --             |
| Inventory of Homes for Sale              | 386       | <b>159</b>       | - 58.8%        | --           | --               | --             |

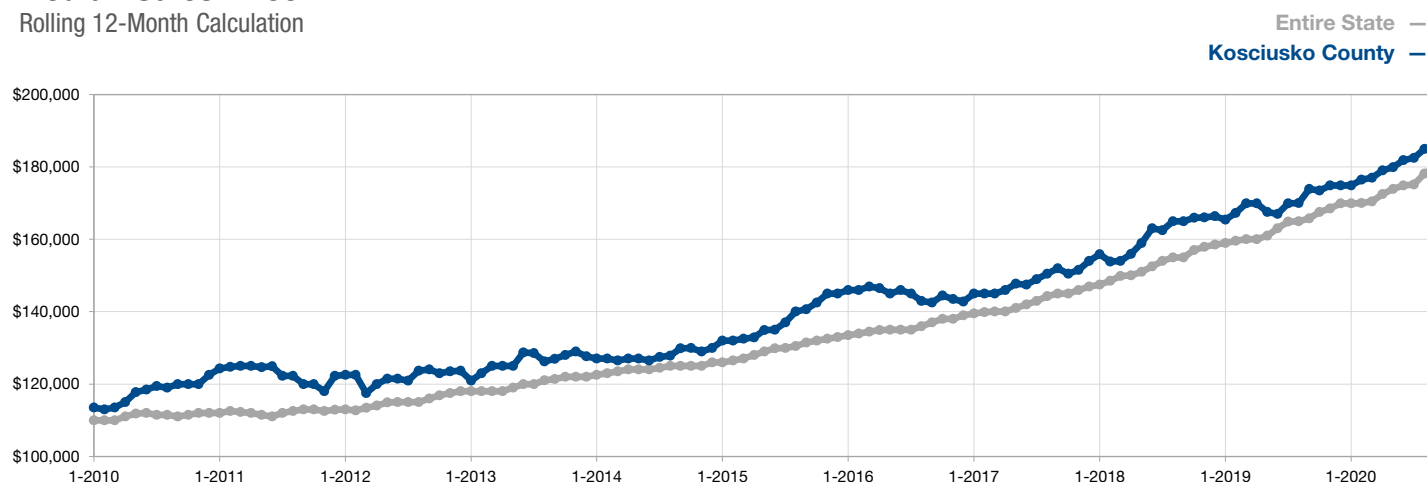
\* Does not account for list price from any previous listing contracts. | Activity for one month can sometimes look extreme due to small sample size.

### September



### Median Sales Price

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

# Monthly Indicators



## September 2020

“There’s simply not enough homes on the market to meet demand,” said Terre Haute’s Bernice Helman, 2020 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’re now seeing in most communities across the state.

“Nothing is more illustrative of our low inventory-high demand situation than the fact this year’s home sales – a year dominated by a pandemic – are actually up a couple percent from the banner year of 2019. Quality homes are selling in no time,” continued Helman. “There’s immense opportunity for sellers and Realtors have many tools to get our clients to the closing table in a safe manner. Our advice to buyers is, come to the search with your financing in place and ready to act quick.”

## Quick Facts

|                |                |                |
|----------------|----------------|----------------|
| <b>+ 20.7%</b> | <b>+ 13.8%</b> | <b>- 57.0%</b> |
|----------------|----------------|----------------|

One-Year Change in  
Closed Sales

One-Year Change in  
Median Sales Price

One-Year Change in  
Homes for Sale

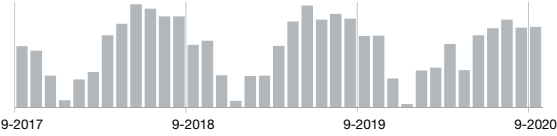
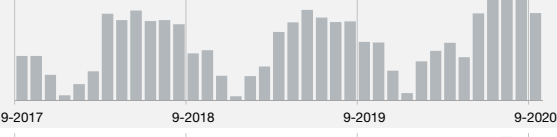
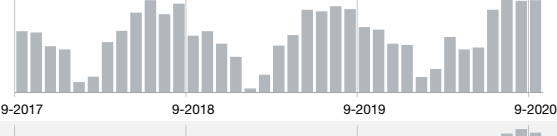
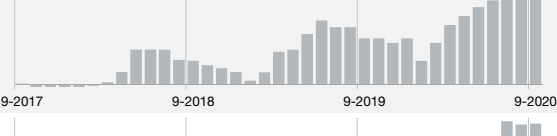
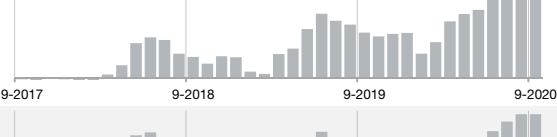
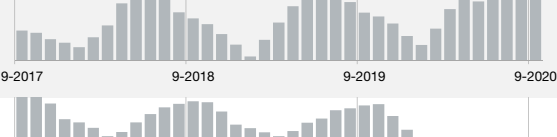
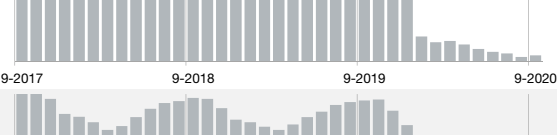

A research tool provided by the Indiana Association of REALTORS®.  
Percent changes are calculated using rounded figures.

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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                                                                 | 9-2019    | 9-2020           | Percent Change | YTD 2019  | YTD 2020         | Percent Change |
|-----------------------------------------|--------------------------------------------------------------------------------------|-----------|------------------|----------------|-----------|------------------|----------------|
| New Listings                            |    | 9,613     | <b>10,281</b>    | + 6.9%         | 87,406    | <b>81,691</b>    | - 6.5%         |
| Pending Sales                           |    | 7,672     | <b>9,223</b>     | + 20.2%        | 72,685    | <b>76,850</b>    | + 5.7%         |
| Closed Sales                            |    | 7,977     | <b>9,629</b>     | + 20.7%        | 67,761    | <b>69,414</b>    | + 2.4%         |
| Median Sales Price                      |    | \$170,000 | <b>\$193,500</b> | + 13.8%        | \$169,900 | <b>\$184,900</b> | + 8.8%         |
| Average Sales Price                     |   | \$199,854 | <b>\$228,496</b> | + 14.3%        | \$197,940 | <b>\$216,067</b> | + 9.2%         |
| Percent of Original List Price Received |  | 96.3%     | <b>98.1%</b>     | + 1.9%         | 96.5%     | <b>97.2%</b>     | + 0.7%         |
| Inventory of Homes for Sale             |  | 26,616    | <b>11,432</b>    | - 57.0%        | --        | --               | --             |
| Months Supply of Homes for Sale         |  | 3.6       | <b>1.5</b>       | - 58.3%        | --        | --               | --             |

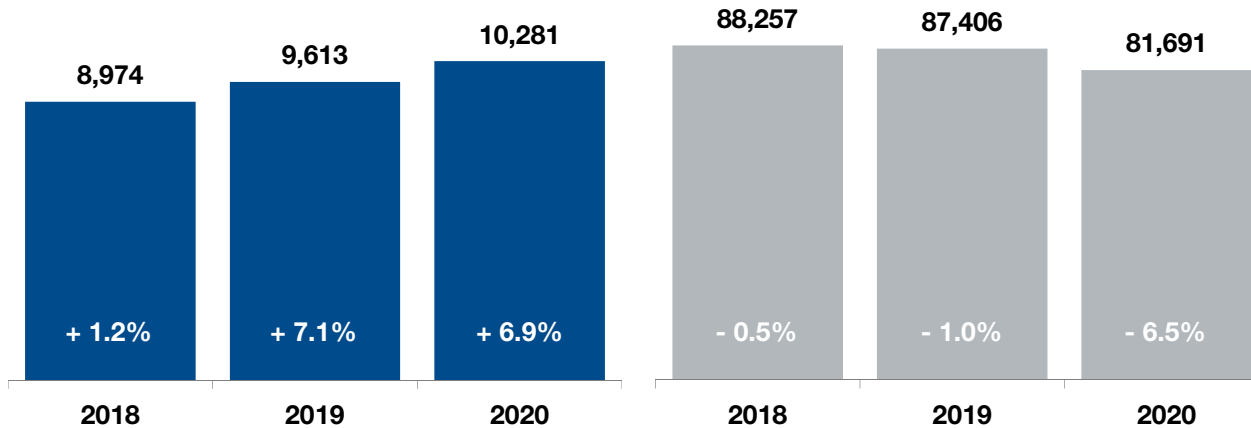
# New Listings

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



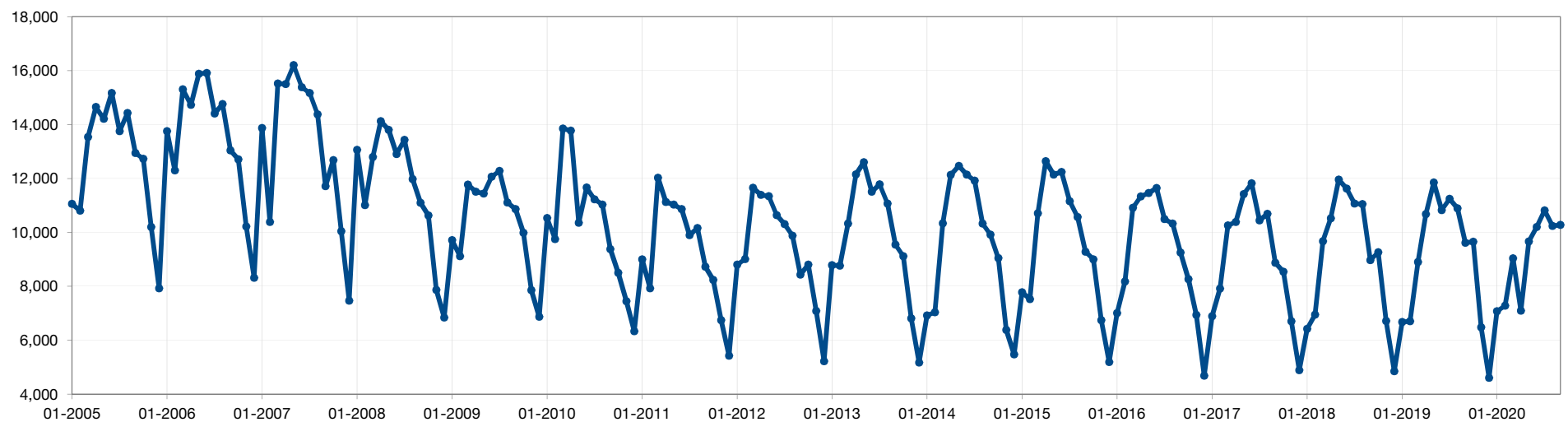
## September

## Year to Date



| New Listings          |               | Prior Year   | Percent Change |
|-----------------------|---------------|--------------|----------------|
| October 2019          | 9,656         | 9,268        | +4.2%          |
| November 2019         | 6,484         | 6,720        | -3.5%          |
| December 2019         | 4,609         | 4,847        | -4.9%          |
| January 2020          | 7,074         | 6,677        | +5.9%          |
| February 2020         | 7,282         | 6,710        | +8.5%          |
| March 2020            | 9,040         | 8,904        | +1.5%          |
| April 2020            | 7,099         | 10,682       | -33.5%         |
| May 2020              | 9,662         | 11,852       | -18.5%         |
| June 2020             | 10,198        | 10,824       | -5.8%          |
| July 2020             | 10,817        | 11,245       | -3.8%          |
| August 2020           | 10,238        | 10,899       | -6.1%          |
| <b>September 2020</b> | <b>10,281</b> | <b>9,613</b> | <b>+6.9%</b>   |
| 12-Month Avg          | 8,537         | 9,020        | -5.4%          |

## Historical New Listings by Month



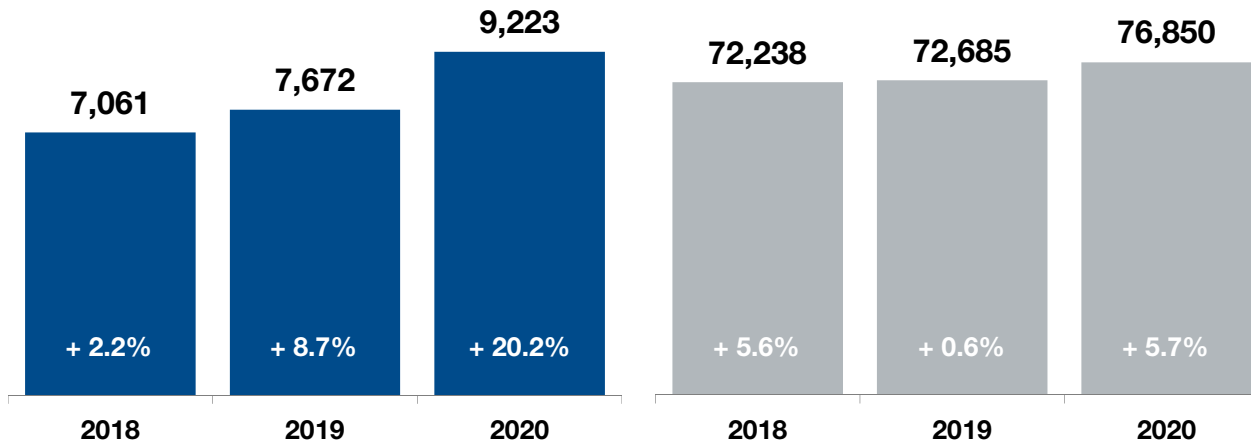
# Pending Sales

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



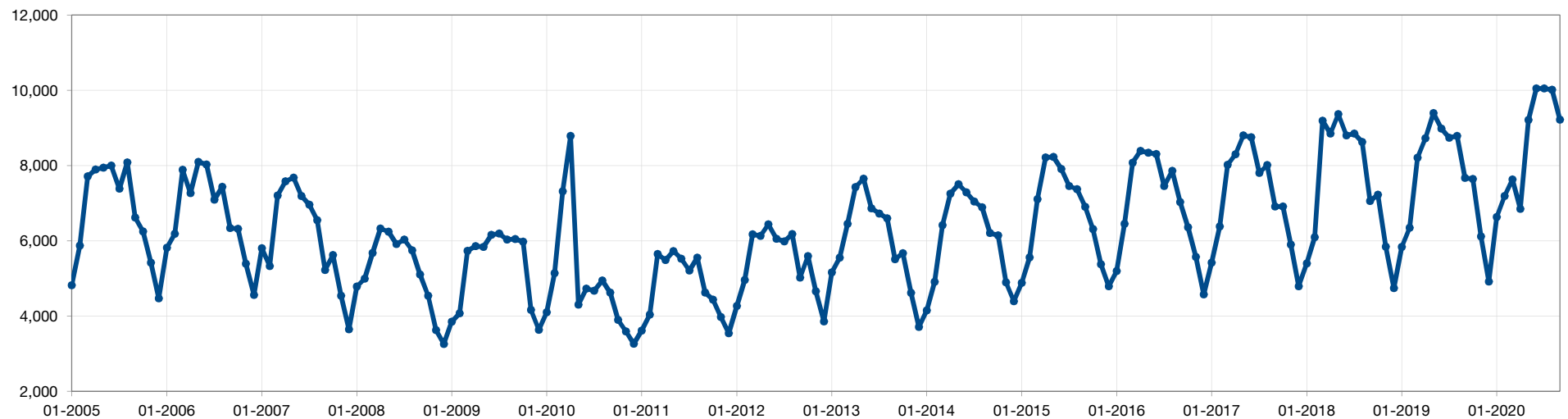
## September

## Year to Date



| Pending Sales         |              | Prior Year   | Percent Change |
|-----------------------|--------------|--------------|----------------|
| October 2019          | 7,643        | 7,222        | +5.8%          |
| November 2019         | 6,115        | 5,843        | +4.7%          |
| December 2019         | 4,917        | 4,740        | +3.7%          |
| January 2020          | 6,631        | 5,837        | +13.6%         |
| February 2020         | 7,187        | 6,348        | +13.2%         |
| March 2020            | 7,630        | 8,206        | -7.0%          |
| April 2020            | 6,845        | 8,722        | -21.5%         |
| May 2020              | 9,211        | 9,394        | -1.9%          |
| June 2020             | 10,052       | 8,980        | +11.9%         |
| July 2020             | 10,053       | 8,741        | +15.0%         |
| August 2020           | 10,018       | 8,785        | +14.0%         |
| <b>September 2020</b> | <b>9,223</b> | <b>7,672</b> | <b>+20.2%</b>  |
| 12-Month Avg          | 7,960        | 7,541        | +5.6%          |

## Historical Pending Sales by Month



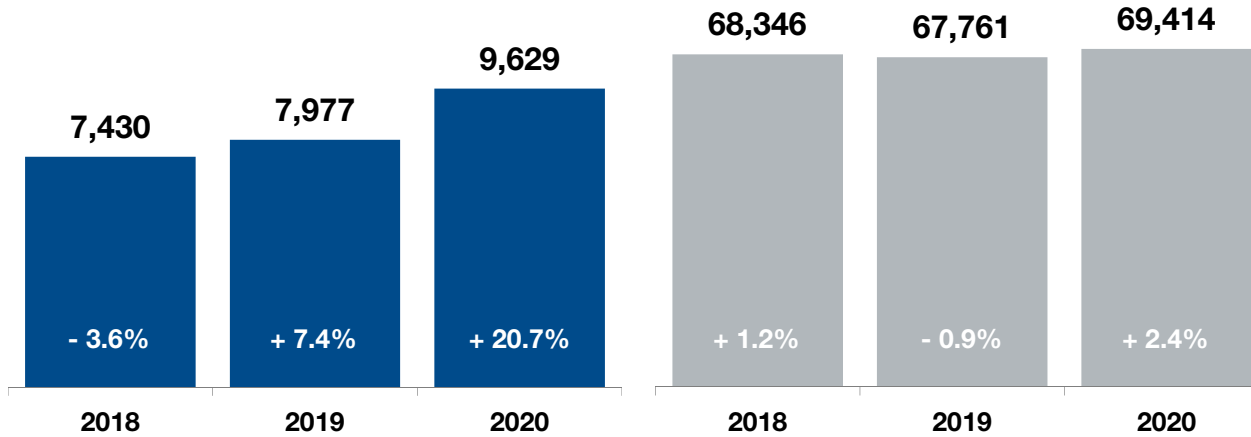
# Closed Sales

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



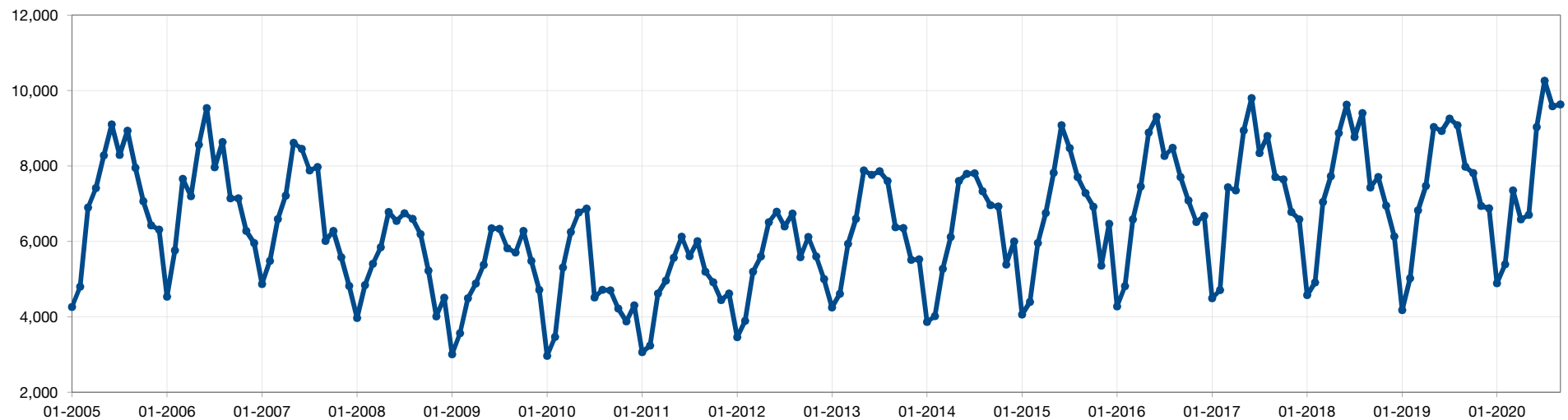
## September

## Year to Date



| Closed Sales          |              | Prior Year   | Percent Change |
|-----------------------|--------------|--------------|----------------|
| October 2019          | 7,814        | 7,705        | +1.4%          |
| November 2019         | 6,938        | 6,947        | -0.1%          |
| December 2019         | 6,873        | 6,127        | +12.2%         |
| January 2020          | 4,888        | 4,178        | +17.0%         |
| February 2020         | 5,393        | 5,022        | +7.4%          |
| March 2020            | 7,349        | 6,818        | +7.8%          |
| April 2020            | 6,583        | 7,468        | -11.9%         |
| May 2020              | 6,702        | 9,032        | -25.8%         |
| June 2020             | 9,031        | 8,930        | +1.1%          |
| July 2020             | 10,256       | 9,258        | +10.8%         |
| August 2020           | 9,583        | 9,078        | +5.6%          |
| <b>September 2020</b> | <b>9,629</b> | <b>7,977</b> | <b>+20.7%</b>  |
| 12-Month Avg          | 7,587        | 7,378        | +2.8%          |

## Historical Closed Sales by Month



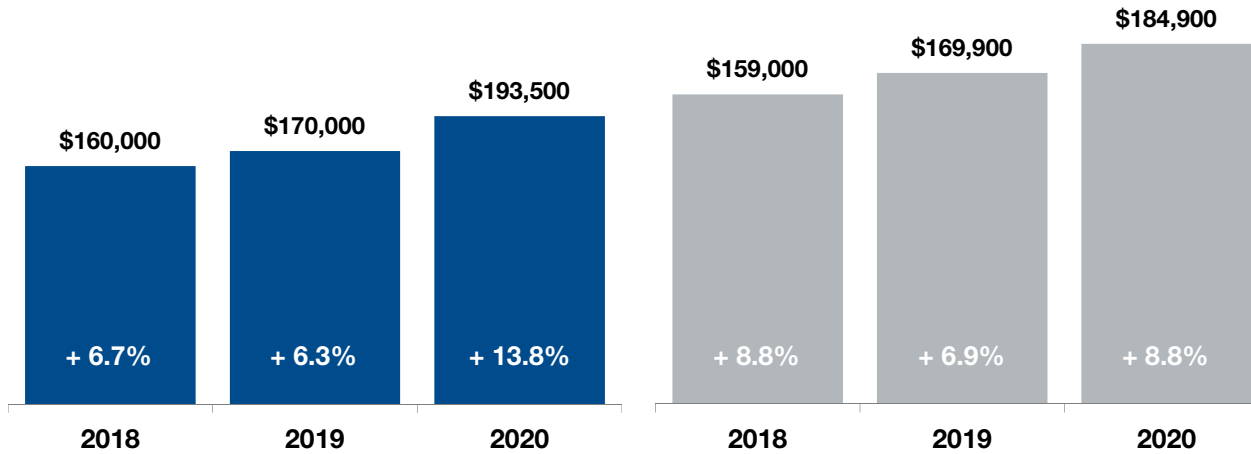
# Median Sales Price

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

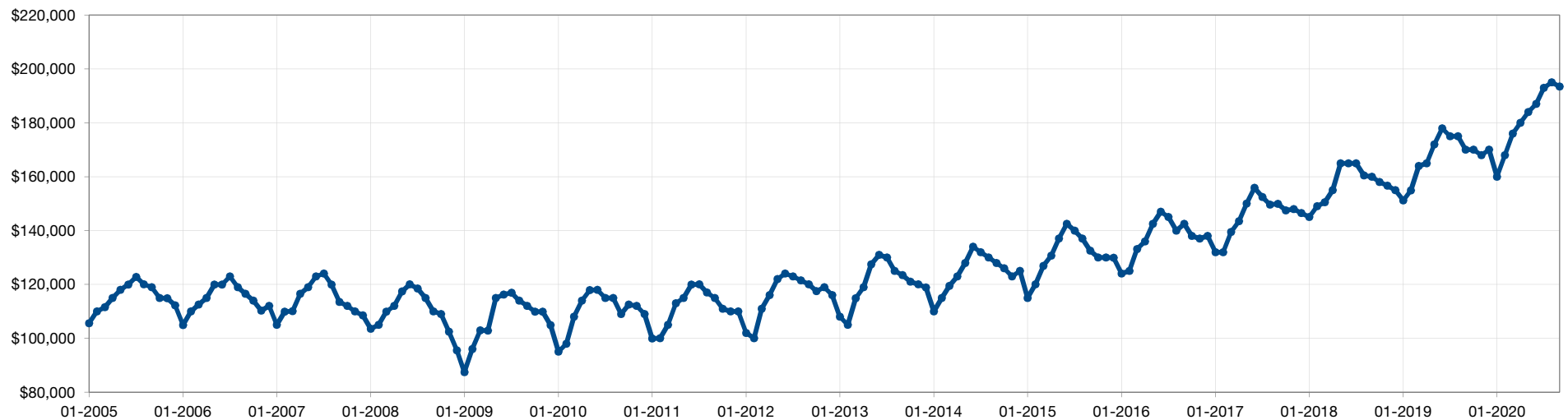
## Year to Date



|                       | Median Sales Price | Prior Year       | Percent Change |
|-----------------------|--------------------|------------------|----------------|
| October 2019          | \$170,000          | \$158,000        | +7.6%          |
| November 2019         | \$168,000          | \$156,700        | +7.2%          |
| December 2019         | \$170,000          | \$155,000        | +9.7%          |
| January 2020          | \$160,000          | \$151,200        | +5.8%          |
| February 2020         | \$168,000          | \$154,900        | +8.5%          |
| March 2020            | \$176,000          | \$164,000        | +7.3%          |
| April 2020            | \$180,000          | \$165,000        | +9.1%          |
| May 2020              | \$184,000          | \$172,000        | +7.0%          |
| June 2020             | \$187,000          | \$178,000        | +5.1%          |
| July 2020             | \$193,000          | \$175,000        | +10.3%         |
| August 2020           | \$195,000          | \$175,000        | +11.4%         |
| <b>September 2020</b> | <b>\$193,500</b>   | <b>\$170,000</b> | <b>+13.8%</b>  |
| 12-Month Avg*         | \$180,000          | \$165,800        | +8.6%          |

\* Median Sales Price for all properties from October 2019 through September 2020. This is not the average of the individual figures above.

## Historical Median Sales Price by Month



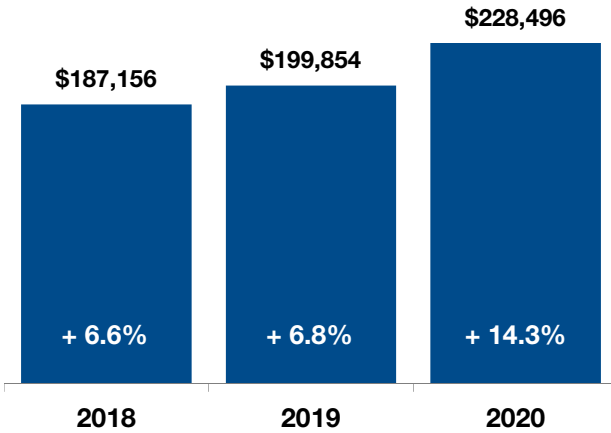


# Average Sales Price

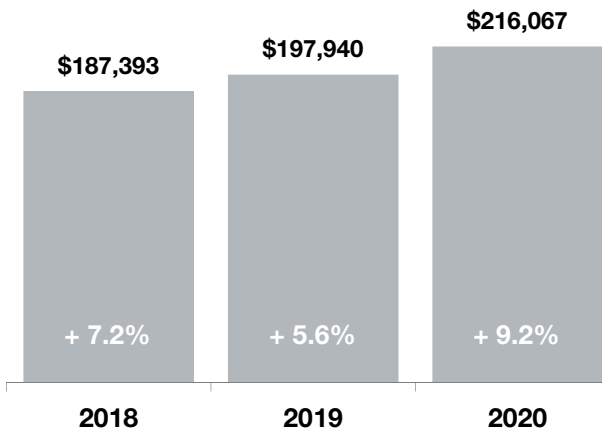
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## September



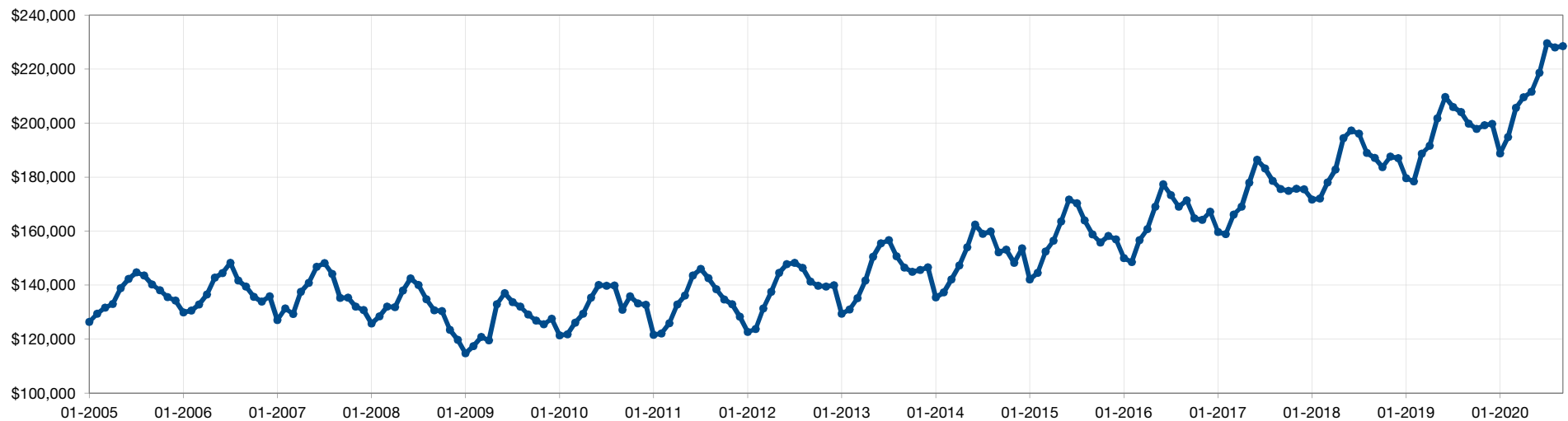
## Year to Date



| Avg. Sales Price      |                  | Prior Year       | Percent Change |
|-----------------------|------------------|------------------|----------------|
| October 2019          | \$197,844        | \$183,712        | +7.7%          |
| November 2019         | \$199,223        | \$187,607        | +6.2%          |
| December 2019         | \$199,745        | \$187,065        | +6.8%          |
| January 2020          | \$188,808        | \$179,638        | +5.1%          |
| February 2020         | \$194,854        | \$178,381        | +9.2%          |
| March 2020            | \$205,664        | \$188,697        | +9.0%          |
| April 2020            | \$209,527        | \$191,561        | +9.4%          |
| May 2020              | \$211,636        | \$201,722        | +4.9%          |
| June 2020             | \$218,622        | \$209,700        | +4.3%          |
| July 2020             | \$229,638        | \$205,993        | +11.5%         |
| August 2020           | \$228,016        | \$204,090        | +11.7%         |
| <b>September 2020</b> | <b>\$228,496</b> | <b>\$199,854</b> | <b>+14.3%</b>  |
| 12-Month Avg*         | \$211,990        | \$195,140        | +8.6%          |

\* Avg. Sales Price for all properties from October 2019 through September 2020. This is not the average of the individual figures above.

## Historical Average Sales Price by Month



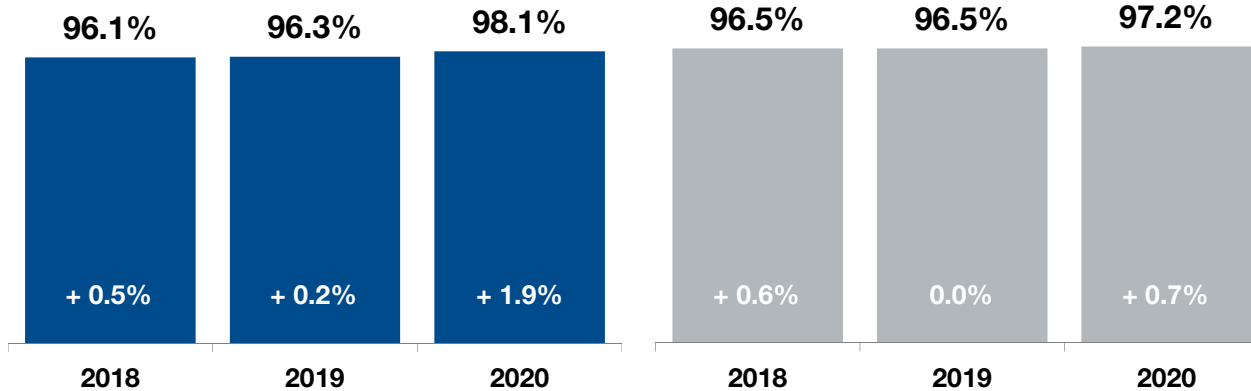
# Percent of Original List Price Received

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 2019          | 96.2%                        | 95.9%        | +0.3%          |
| November 2019         | 95.9%                        | 95.5%        | +0.4%          |
| December 2019         | 95.4%                        | 95.1%        | +0.3%          |
| January 2020          | 95.0%                        | 94.6%        | +0.4%          |
| February 2020         | 95.7%                        | 95.3%        | +0.4%          |
| March 2020            | 96.5%                        | 95.9%        | +0.6%          |
| April 2020            | 96.9%                        | 96.6%        | +0.3%          |
| May 2020              | 96.8%                        | 97.1%        | -0.3%          |
| June 2020             | 97.5%                        | 97.4%        | +0.1%          |
| July 2020             | 97.8%                        | 97.0%        | +0.8%          |
| August 2020           | 98.1%                        | 96.8%        | +1.3%          |
| <b>September 2020</b> | <b>98.1%</b>                 | <b>96.3%</b> | <b>+1.9%</b>   |
| 12-Month Avg*         | 96.9%                        | 96.3%        | +0.6%          |

\* Pct. of Orig. Price Received for all properties from October 2019 through September 2020. This is not the average of the individual figures above.

## Historical Percent of Original List Price Received by Month

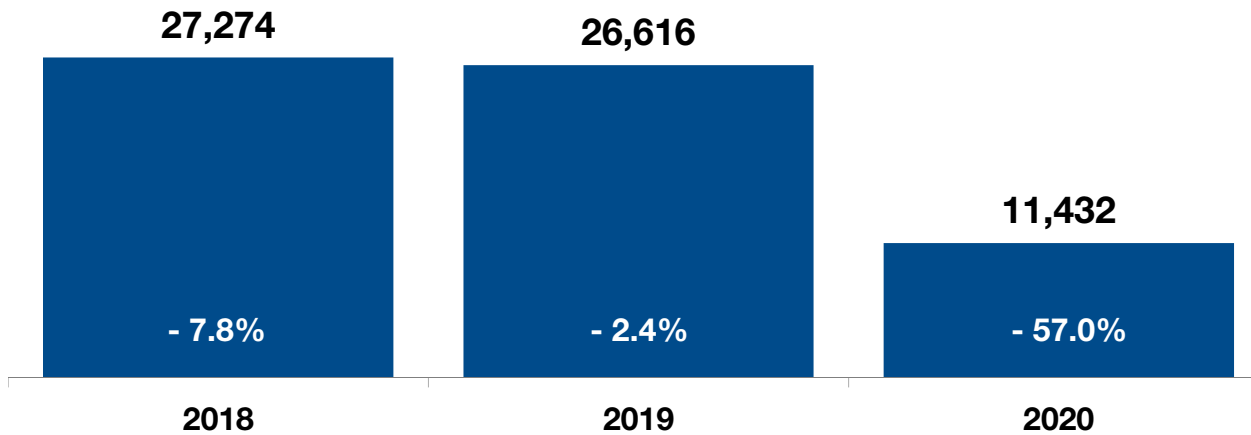


# Inventory of Homes for Sale

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

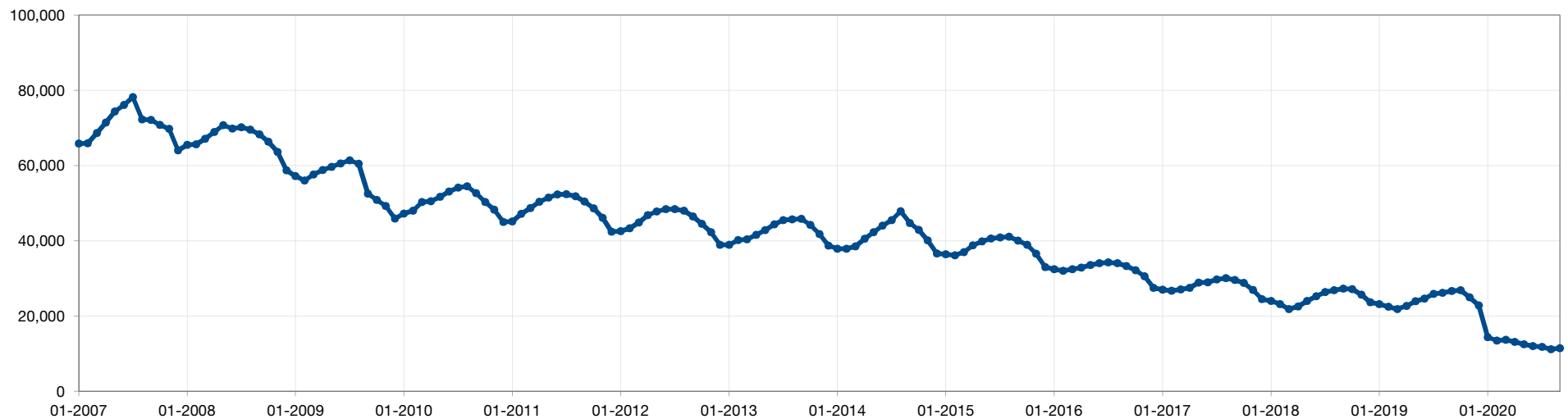


## September



| Homes for Sale |        | Prior Year | Percent Change |
|----------------|--------|------------|----------------|
| October 2019   | 26,839 | 27,129     | -1.1%          |
| November 2019  | 24,983 | 25,678     | -2.7%          |
| December 2019  | 22,845 | 23,675     | -3.5%          |
| January 2020   | 14,373 | 23,130     | -37.9%         |
| February 2020  | 13,500 | 22,457     | -39.9%         |
| March 2020     | 13,673 | 21,868     | -37.5%         |
| April 2020     | 13,120 | 22,682     | -42.2%         |
| May 2020       | 12,467 | 23,939     | -47.9%         |
| June 2020      | 11,975 | 24,597     | -51.3%         |
| July 2020      | 11,762 | 25,862     | -54.5%         |
| August 2020    | 11,184 | 26,181     | -57.3%         |
| September 2020 | 11,432 | 26,616     | -57.0%         |
| 12-Month Avg   | 15,679 | 24,485     | -36.0%         |

## Historical Inventory of Homes for Sale by Month

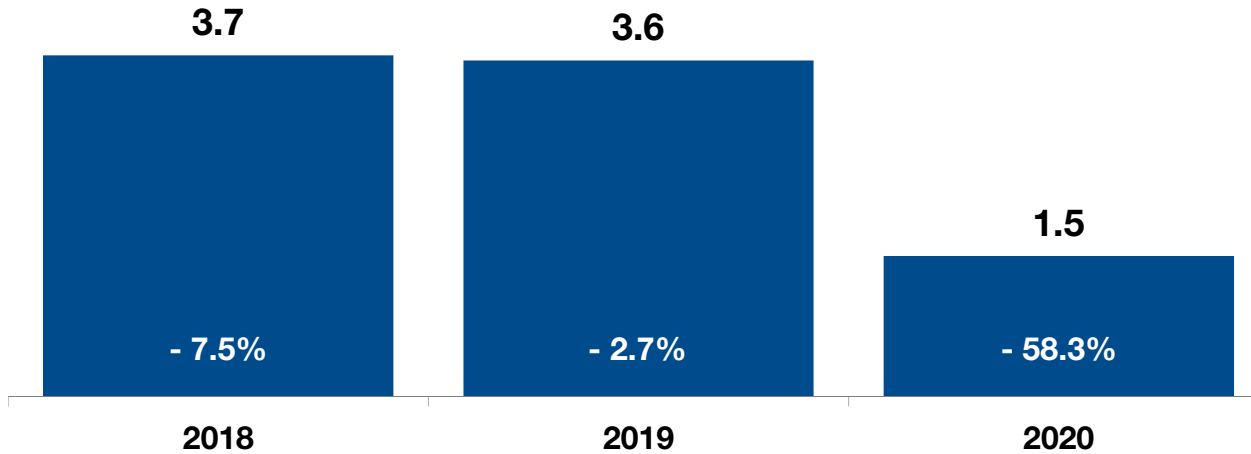


# Months Supply of Homes for Sale

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 2019   | 3.6 | 3.6        | 0.0%           |
| November 2019  | 3.4 | 3.4        | 0.0%           |
| December 2019  | 3.1 | 3.2        | -3.1%          |
| January 2020   | 1.9 | 3.1        | -38.7%         |
| February 2020  | 1.8 | 3.0        | -40.0%         |
| March 2020     | 1.8 | 3.0        | -40.0%         |
| April 2020     | 1.7 | 3.1        | -45.2%         |
| May 2020       | 1.7 | 3.2        | -46.9%         |
| June 2020      | 1.6 | 3.4        | -52.9%         |
| July 2020      | 1.6 | 3.5        | -54.3%         |
| August 2020    | 1.5 | 3.6        | -58.3%         |
| September 2020 | 1.5 | 3.6        | -58.3%         |
| 12-Month Avg*  | 2.1 | 3.3        | -36.4%         |

\* Months Supply for all properties from October 2019 through September 2020. This is not the average of the individual figures above.

## Historical Months Supply of Homes for Sale by Month

