

INDIANA ASSOCIATION OF REALTORS®

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February 23, 2021
FOR IMMEDIATE RELEASE

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INDIANA REALTORS®: SINGLE-FAMILY HOME SALES OFF TO A STRONG START IN 2021 *Low Inventory Spurs Competition and Rising Prices, Creates Opportunity for Sellers*

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

Statewide, the comparison of January 2021 to January 2020 shows:

- Closed sales **increased** 9.9% to 5,419.
- Median sales price **increased** 15% to \$184,000.
- Average sales price **increased** 14.5% to \$215,474.
- Percent of original list price received **increased** 2% to 96.9%.
- Pending sales **decreased** 4.2% to 6,401.
- New listings **decreased** 11.8% to 6,311.

“There is clearly demand for housing when a typically slow month like January sees such robust activity,” said Indianapolis’ Roger Lundy, 2021 President of the Indiana Association of REALTORS®. “Mortgage rates are predicted to rise but remain low enough to give buyers an edge, so what Hoosiers need now is for jobs and wages to hold steady, and for policymakers to support home building and development.”

Visit IndianaRealtors.com > [Consumers](#) > [Housing-Data](#) to see the full statewide report and data for all 92 counties. County data is presented by way of a one-page report within a sortable table. IAR partners with all eight of Indiana’s listing services to publish housing data each month.

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Local Market Update for February 2021

A RESEARCH TOOL PROVIDED BY THE INDIANA ASSOCIATION OF REALTORS®

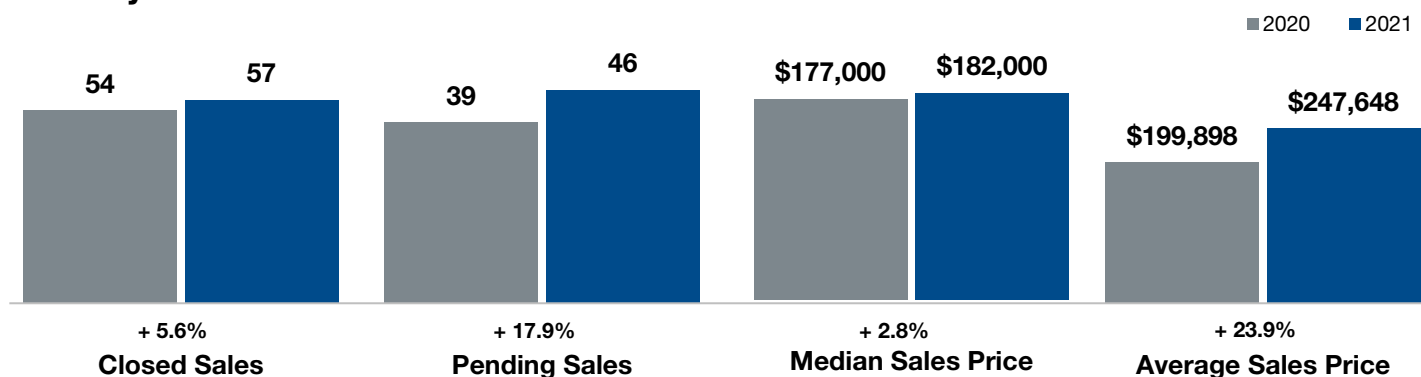


Kosciusko County

Key Metrics	February			Year to Date		
	2020	2021	Percent Change	Thru 2-2020	Thru 2-2021	Percent Change
New Listings	64	56	- 12.5%	137	118	- 13.9%
Closed Sales	54	57	+ 5.6%	98	109	+ 11.2%
Median Sales Price	\$177,000	\$182,000	+ 2.8%	\$167,500	\$182,000	+ 8.7%
Percent of Original List Price Received*	97.5%	99.0%	+ 1.5%	97.4%	98.8%	+ 1.4%
Months Supply of Inventory	2.2	1.1	- 50.0%	--	--	--
Inventory of Homes for Sale	185	95	- 48.6%	--	--	--

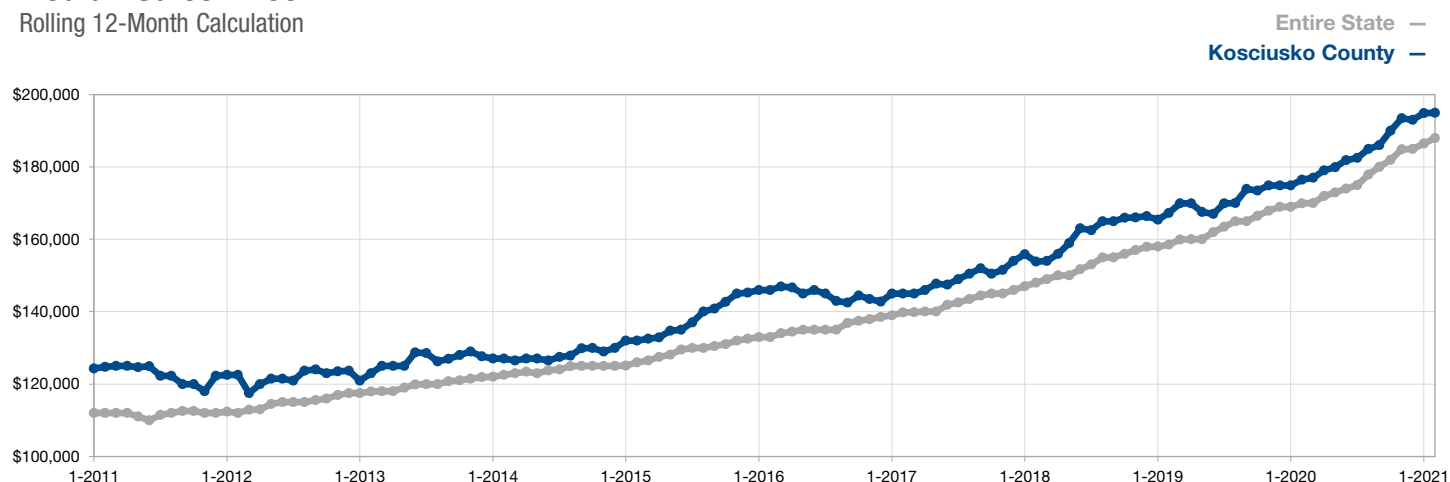
* Does not account for list price from any previous listing contracts. | Activity for one month can sometimes look extreme due to small sample size.

February



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



January 2021

“There is clearly demand for housing when a typically slow month like January sees such robust activity,” said Indianapolis’ Roger Lundy, 2021 President of the Indiana Association of REALTORS®. “Mortgage rates are predicted to rise but remain low enough to give buyers an edge, so what Hoosiers need now is for jobs and wages to hold steady, and for policymakers to support home building and development.”

Quick Facts

+ 9.9%	+ 15.0%	- 52.3%
One-Year Change in Closed Sales	One-Year Change in Median Sales Price	One-Year Change in Homes for Sale

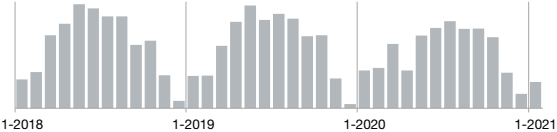
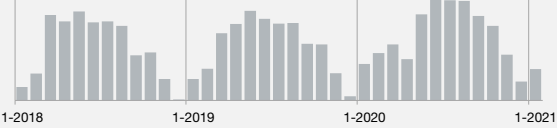
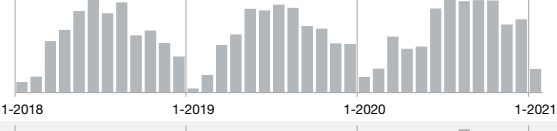
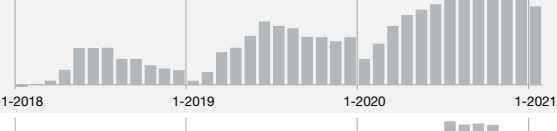
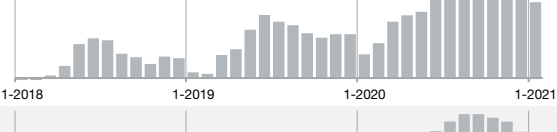
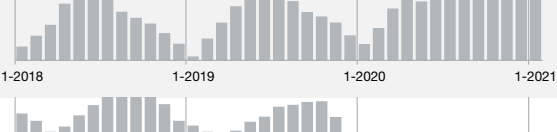
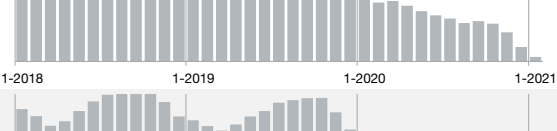

A research tool provided by the Indiana Association of REALTORS®.
Percent changes are calculated using rounded figures.

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Market Overview

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



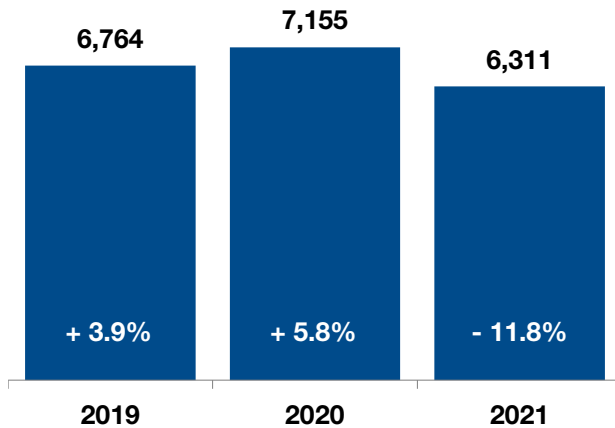
Key Metrics	Historical Sparkbars	1-2020	1-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		7,155	6,311	- 11.8%	7,155	6,311	- 11.8%
Pending Sales		6,684	6,401	- 4.2%	6,684	6,401	- 4.2%
Closed Sales		4,931	5,419	+ 9.9%	4,931	5,419	+ 9.9%
Median Sales Price		\$160,000	\$184,000	+ 15.0%	\$160,000	\$184,000	+ 15.0%
Average Sales Price		\$188,119	\$215,474	+ 14.5%	\$188,119	\$215,474	+ 14.5%
Percent of Original List Price Received		95.0%	96.9%	+ 2.0%	95.0%	96.9%	+ 2.0%
Inventory of Homes for Sale		14,634	6,981	- 52.3%	--	--	--
Months Supply of Homes for Sale		1.9	0.9	- 52.6%	--	--	--

New Listings

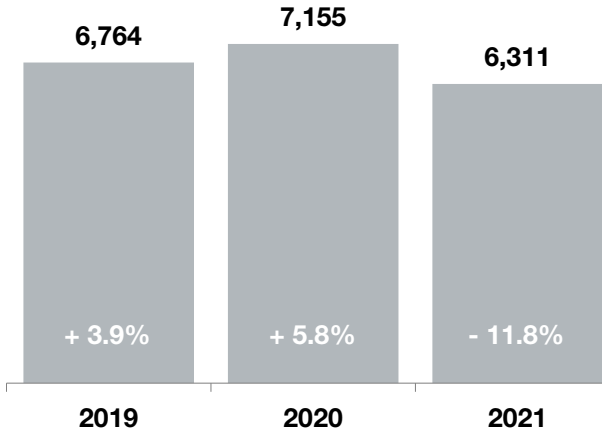
A count of the properties that have been newly listed on the market in a given month.



January

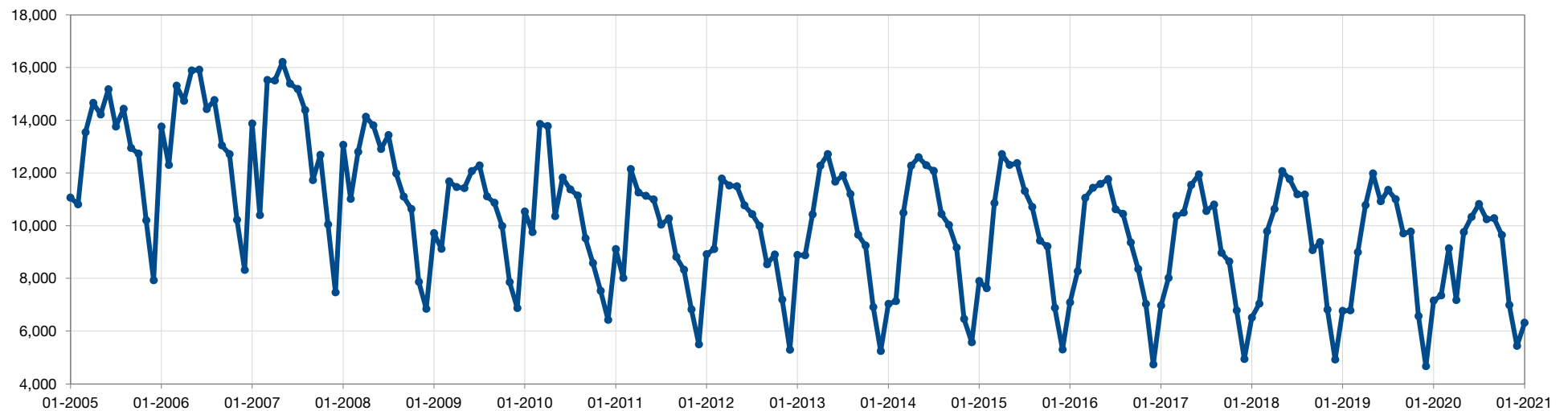


Year to Date



New Listings		Prior Year	Percent Change
February 2020	7,346	6,784	+8.3%
March 2020	9,133	8,990	+1.6%
April 2020	7,173	10,779	-33.5%
May 2020	9,752	11,976	-18.6%
June 2020	10,331	10,923	-5.4%
July 2020	10,817	11,357	-4.8%
August 2020	10,238	10,999	-6.9%
September 2020	10,281	9,699	+6.0%
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%
12-Month Avg	8,620	9,139	-5.7%

Historical New Listings by Month

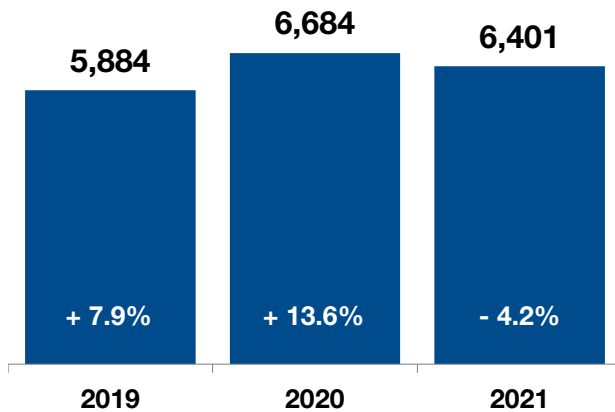


Pending Sales

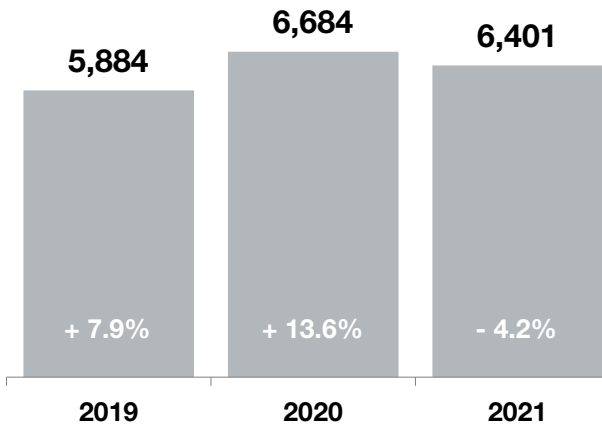
A count of the properties on which offers have been accepted in a given month.



January

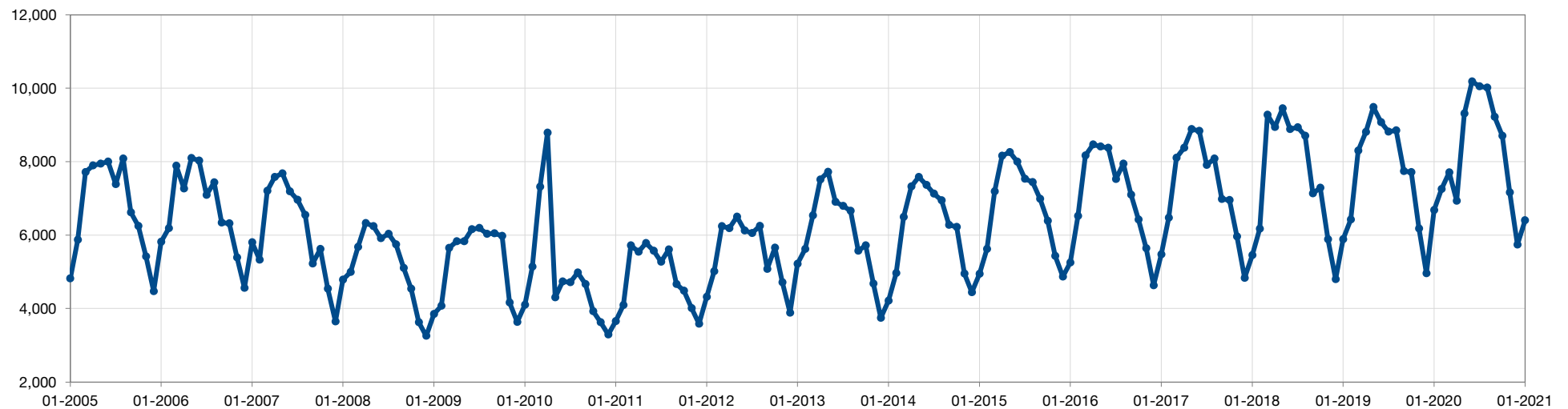


Year to Date



Pending Sales		Prior Year	Percent Change
February 2020	7,253	6,425	+12.9%
March 2020	7,703	8,298	-7.2%
April 2020	6,935	8,805	-21.2%
May 2020	9,314	9,486	-1.8%
June 2020	10,183	9,071	+12.3%
July 2020	10,053	8,816	+14.0%
August 2020	10,018	8,853	+13.2%
September 2020	9,223	7,739	+19.2%
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%
12-Month Avg	8,224	7,753	+6.1%

Historical Pending Sales by Month

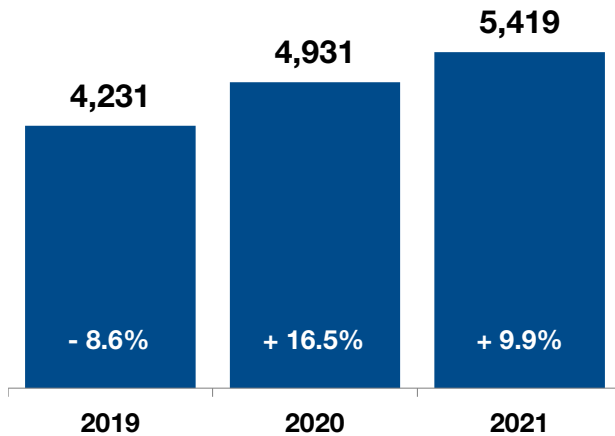


Closed Sales

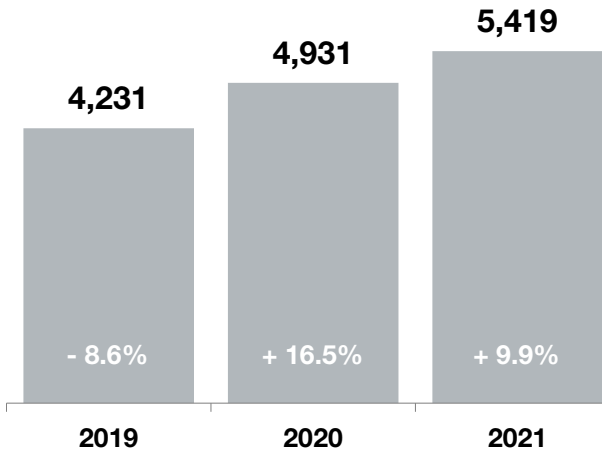
A count of the actual sales that closed in a given month.



January

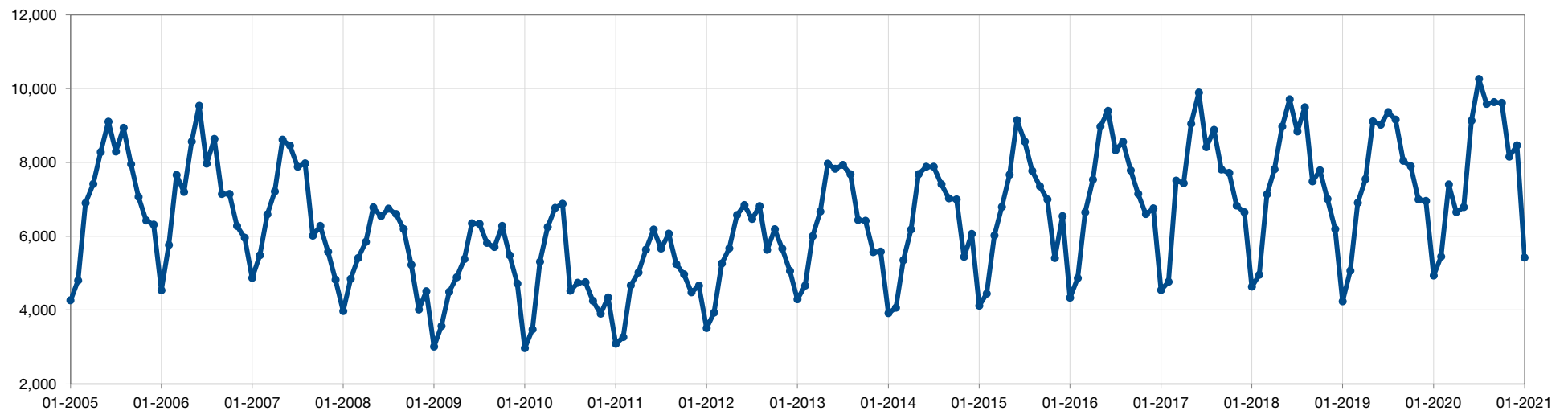


Year to Date



Closed Sales		Prior Year	Percent Change
February 2020	5,444	5,061	+7.6%
March 2020	7,401	6,901	+7.2%
April 2020	6,652	7,547	-11.9%
May 2020	6,789	9,110	-25.5%
June 2020	9,127	9,017	+1.2%
July 2020	10,256	9,357	+9.6%
August 2020	9,583	9,159	+4.6%
September 2020	9,629	8,041	+19.7%
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%
12-Month Avg	8,043	7,581	+6.1%

Historical Closed Sales by Month

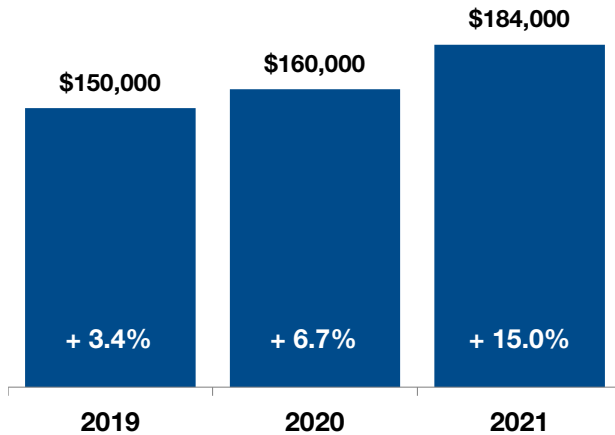


Median Sales Price

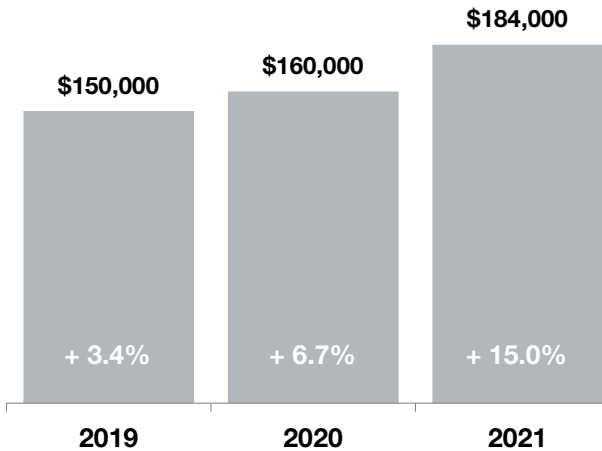
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



January



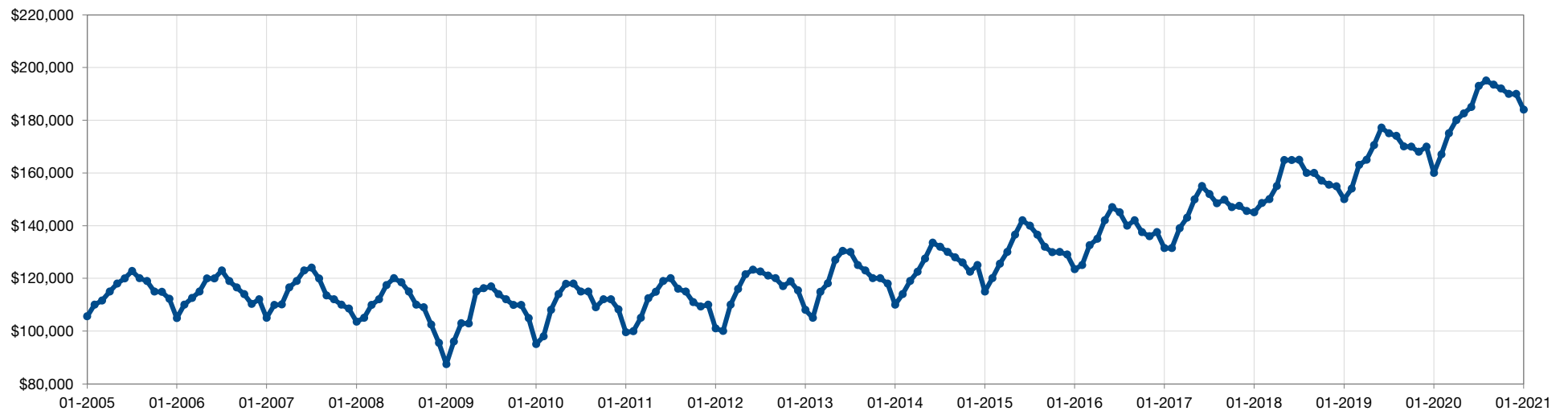
Year to Date



	Median Sales Price	Prior Year	Percent Change
February 2020	\$167,000	\$154,000	+8.4%
March 2020	\$175,000	\$163,000	+7.4%
April 2020	\$180,000	\$165,000	+9.1%
May 2020	\$182,500	\$170,500	+7.0%
June 2020	\$185,000	\$177,125	+4.4%
July 2020	\$193,000	\$175,000	+10.3%
August 2020	\$195,000	\$174,000	+12.1%
September 2020	\$193,500	\$170,000	+13.8%
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%
12-Month Avg*	\$186,500	\$169,000	+10.4%

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

Historical Median Sales Price by Month

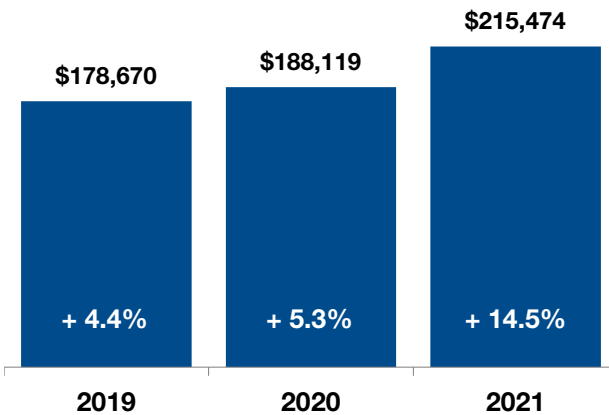


Average Sales Price

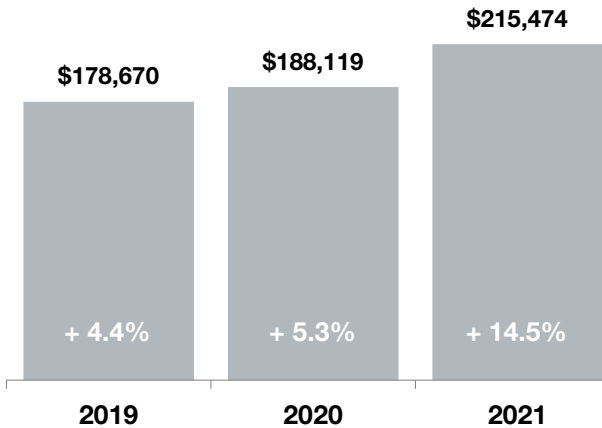
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



January



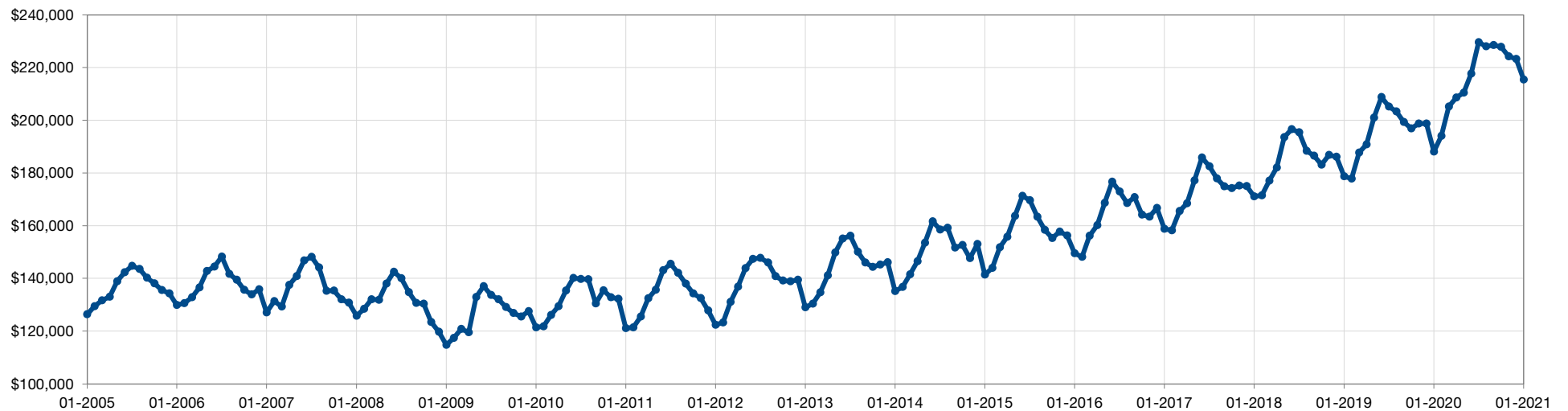
Year to Date



Avg. Sales Price		Prior Year	Percent Change
February 2020	\$194,031	\$177,810	+9.1%
March 2020	\$205,207	\$187,683	+9.3%
April 2020	\$208,608	\$190,781	+9.3%
May 2020	\$210,463	\$201,020	+4.7%
June 2020	\$217,663	\$208,770	+4.3%
July 2020	\$229,638	\$205,192	+11.9%
August 2020	\$228,016	\$203,362	+12.1%
September 2020	\$228,496	\$199,279	+14.7%
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%
12-Month Avg*	\$219,569	\$197,741	+11.0%

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

Historical Average Sales Price by Month



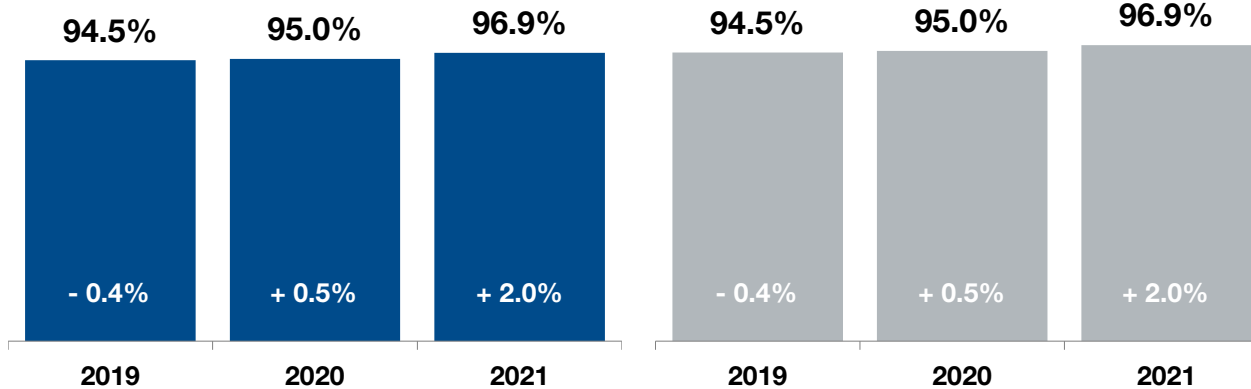
Percent of Original List Price Received

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.



January

Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
February 2020	95.6%	95.2%	+0.4%
March 2020	96.4%	95.9%	+0.5%
April 2020	96.9%	96.5%	+0.4%
May 2020	96.7%	97.1%	-0.4%
June 2020	97.4%	97.4%	0.0%
July 2020	97.8%	97.0%	+0.8%
August 2020	98.1%	96.7%	+1.4%
September 2020	98.1%	96.3%	+1.9%
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%
12-Month Avg*	97.4%	96.3%	+1.1%

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

Historical Percent of Original List Price Received by Month

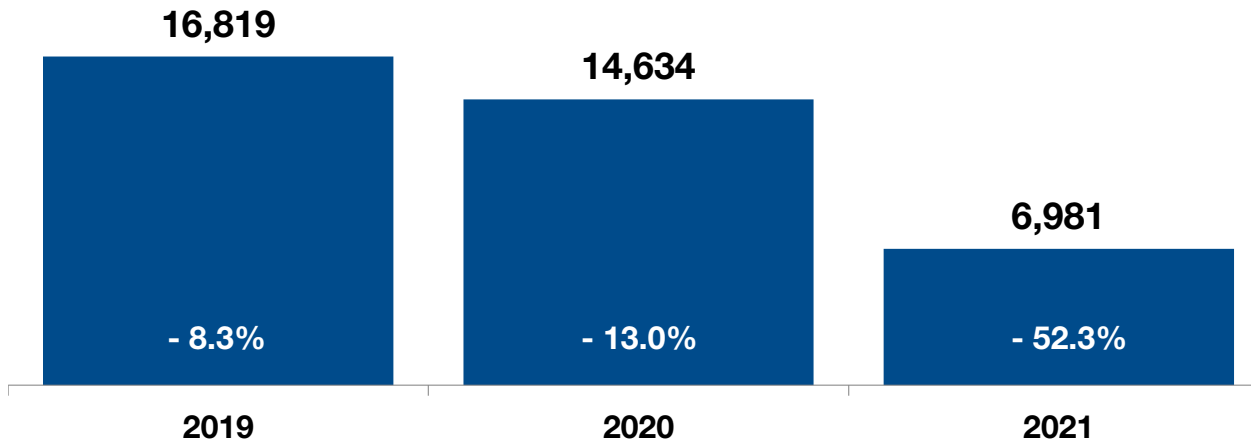


Inventory of Homes for Sale

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

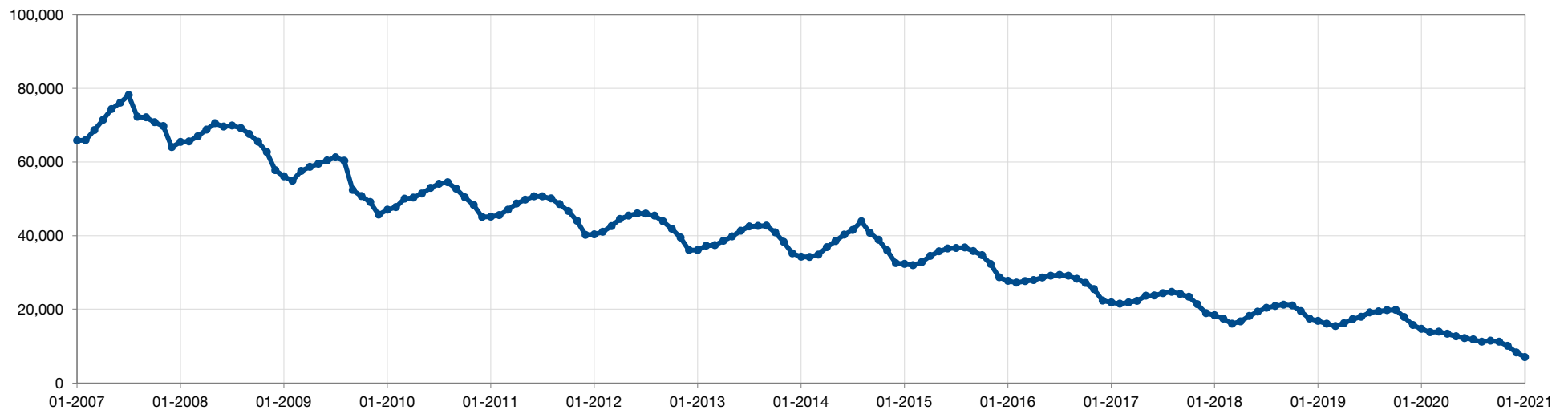


January



Homes for Sale		Prior Year	Percent Change
February 2020	13,739	16,072	-14.5%
March 2020	13,916	15,412	-9.7%
April 2020	13,332	16,171	-17.6%
May 2020	12,656	17,314	-26.9%
June 2020	12,139	17,917	-32.2%
July 2020	11,762	19,143	-38.6%
August 2020	11,184	19,394	-42.3%
September 2020	11,432	19,767	-42.2%
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%
12-Month Avg	11,378	17,437	-34.7%

Historical Inventory of Homes for Sale by Month

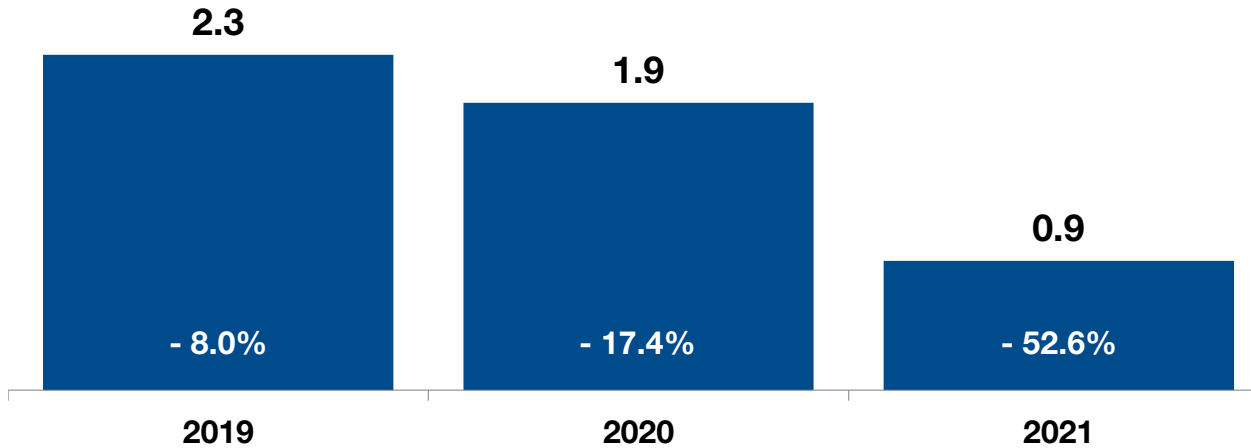


Months Supply of Homes for Sale

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.



January



Months Supply		Prior Year	Percent Change
February 2020	1.8	2.1	-14.3%
March 2020	1.8	2.1	-14.3%
April 2020	1.8	2.2	-18.2%
May 2020	1.7	2.3	-26.1%
June 2020	1.6	2.4	-33.3%
July 2020	1.6	2.6	-38.5%
August 2020	1.5	2.6	-42.3%
September 2020	1.5	2.7	-44.4%
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%
12-Month Avg*	1.5	2.3	-34.8%

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

Historical Months Supply of Homes for Sale by Month

