

Monthly Indicators



July 2021

Quick Facts

- 6.5%	+ 15.5%	- 24.6%
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.



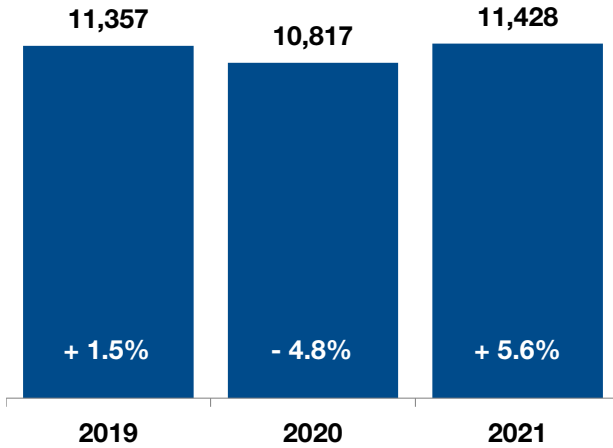
Key Metrics	Historical Sparkbars	7-2020	7-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		10,817	11,428	+ 5.6%	61,707	63,597	+ 3.1%
Pending Sales		10,053	9,231	- 8.2%	58,125	55,876	- 3.9%
Closed Sales		10,256	9,585	- 6.5%	50,600	54,134	+ 7.0%
Median Sales Price		\$193,000	\$223,000	+ 15.5%	\$180,000	\$205,000	+ 13.9%
Average Sales Price		\$229,638	\$257,340	+ 12.1%	\$210,697	\$240,863	+ 14.3%
Percent of Original List Price Received		97.8%	100.7%	+ 3.0%	96.8%	99.6%	+ 2.9%
Inventory of Homes for Sale		11,762	8,874	- 24.6%	--	--	--
Months Supply of Homes for Sale		1.6	1.1	- 31.3%	--	--	--

New Listings

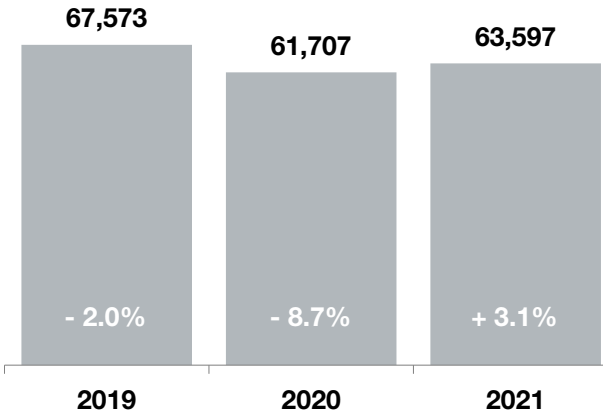
A count of the properties that have been newly listed on the market in a given month.



July

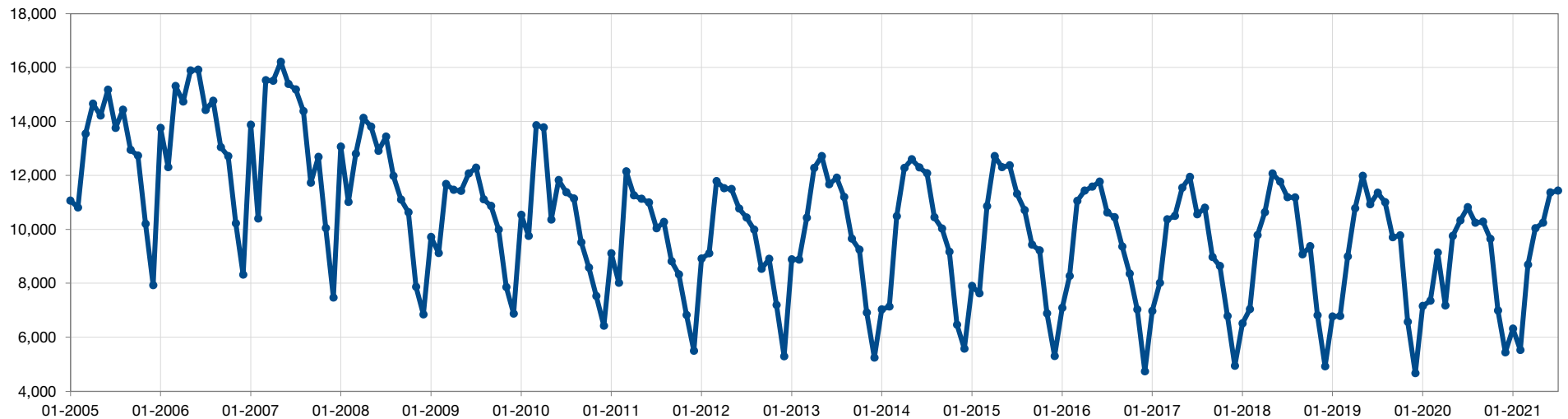


Year to Date



	New Listings	Prior Year	Percent Change
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%
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%
12-Month Avg	8,848	8,617	+2.7%

Historical New Listings by Month



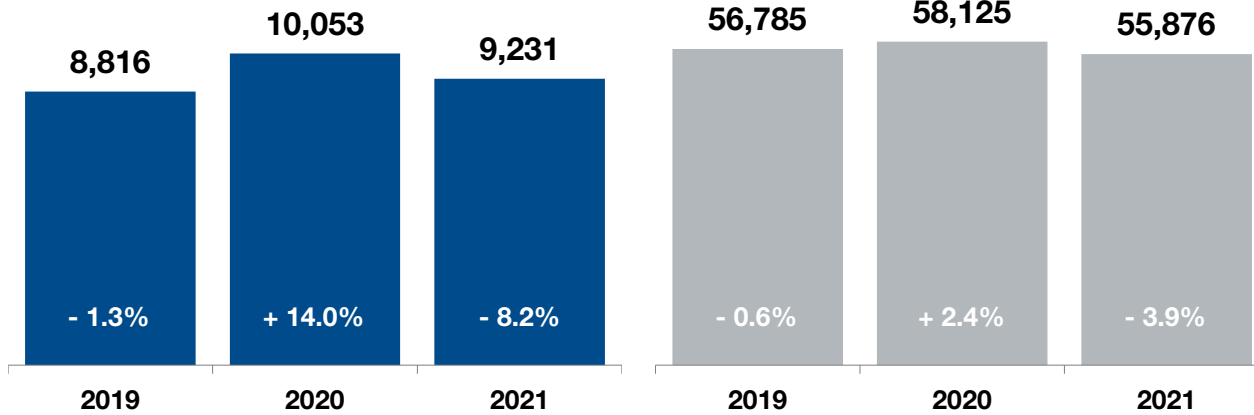
Pending Sales

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



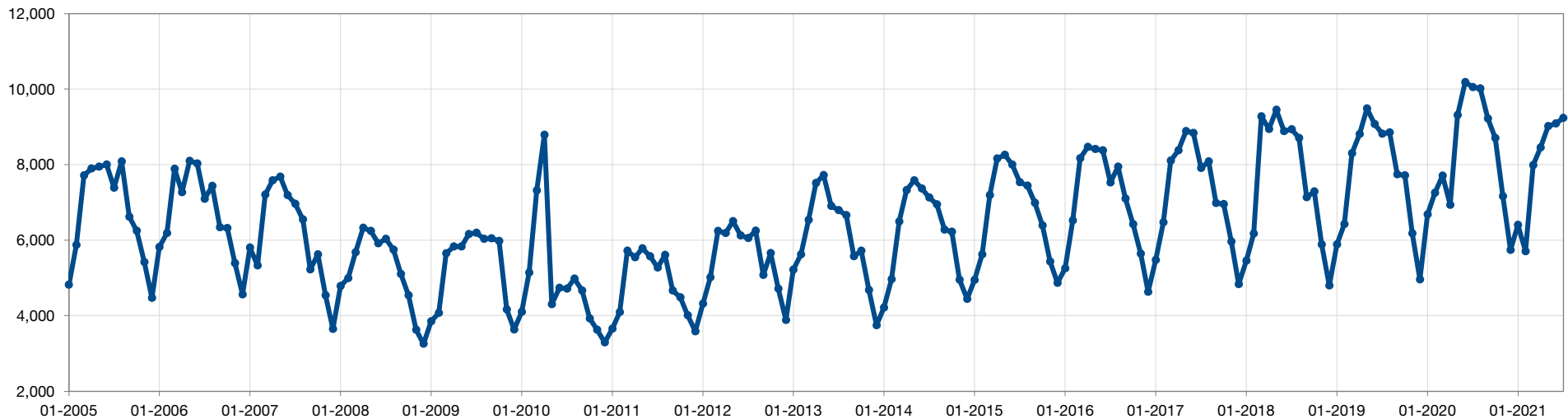
July

Year to Date



	Pending Sales	Prior Year	Percent Change
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%
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%
12-Month Avg	8,060	7,798	+3.4%

Historical Pending Sales by Month

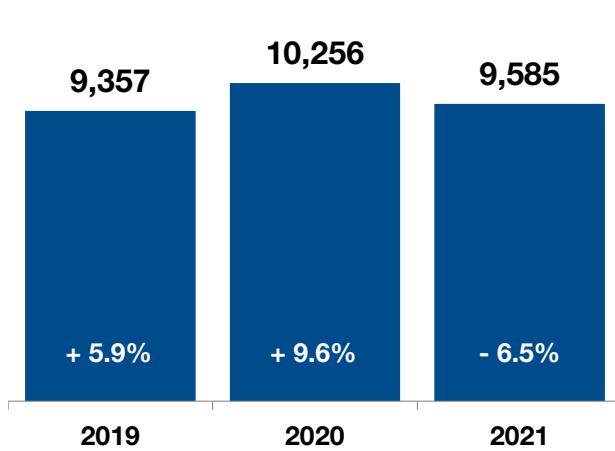


Closed Sales

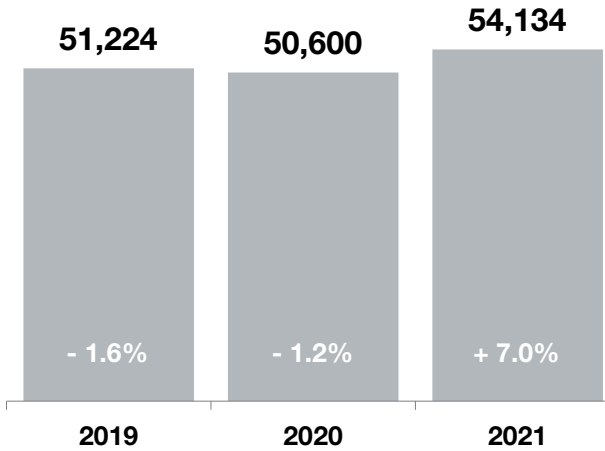
A count of the actual sales that closed in a given month.



July

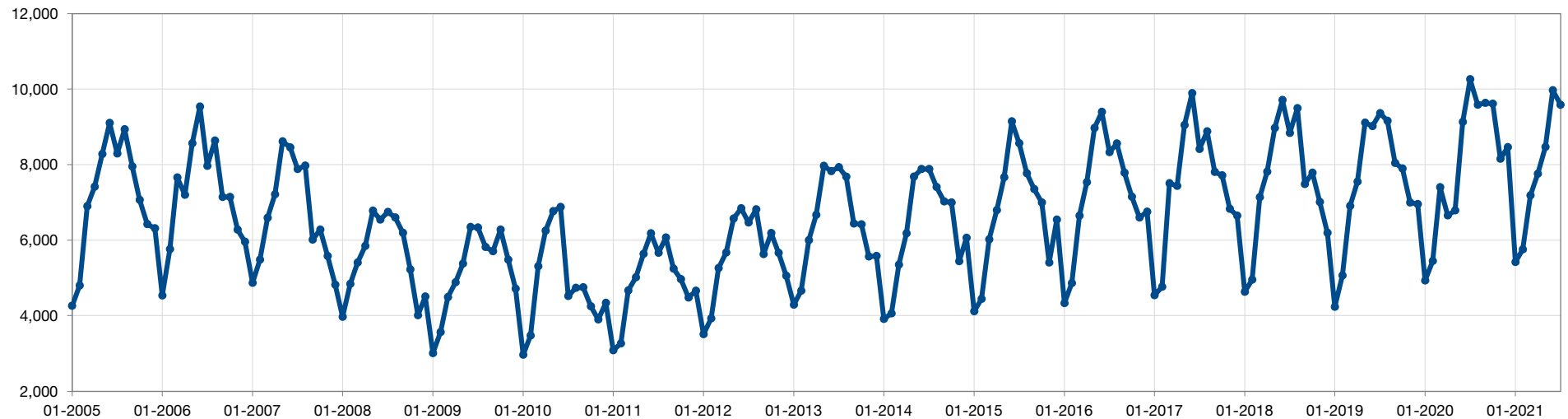


Year to Date



Closed Sales	Prior Year	Percent Change
August 2020	9,583	+4.6%
September 2020	9,629	+19.7%
October 2020	9,609	+21.7%
November 2020	8,150	+16.5%
December 2020	8,457	+21.6%
January 2021	5,419	+9.9%
February 2021	5,753	+5.7%
March 2021	7,181	-3.0%
April 2021	7,757	+16.6%
May 2021	8,470	+24.8%
June 2021	9,969	+9.2%
July 2021	9,585	-6.5%
12-Month Avg	8,297	+11.1%

Historical Closed Sales by Month



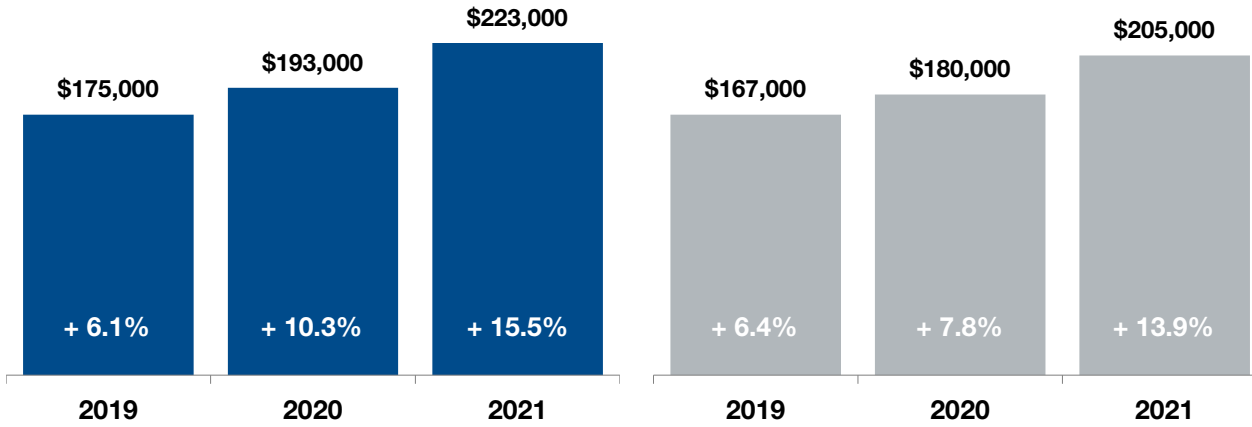
Median Sales Price

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



July

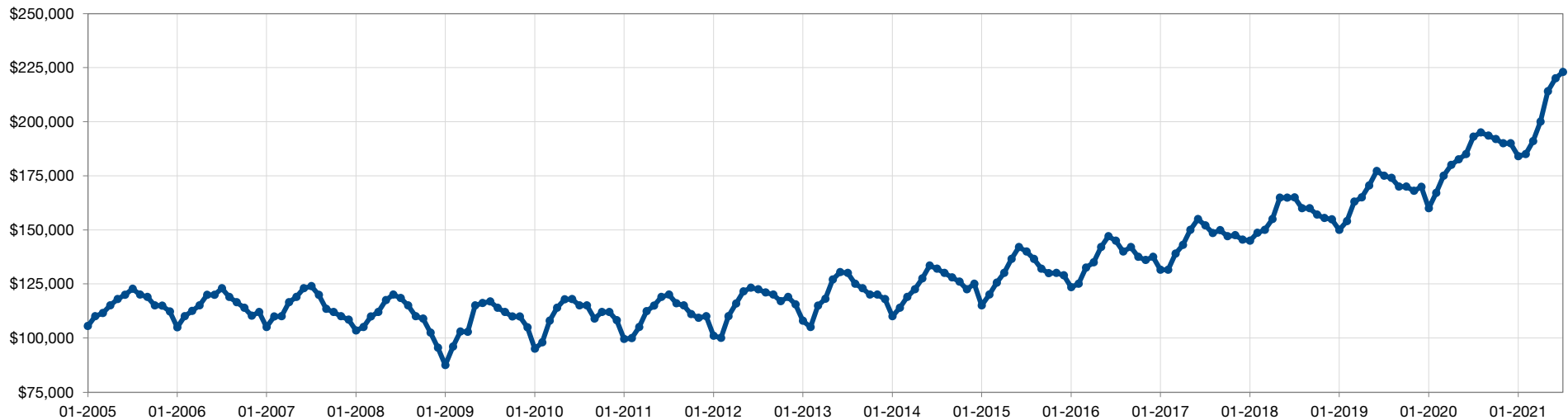
Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
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%
12-Month Avg*	\$199,990	\$175,000	+14.3%

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

Historical Median Sales Price by Month



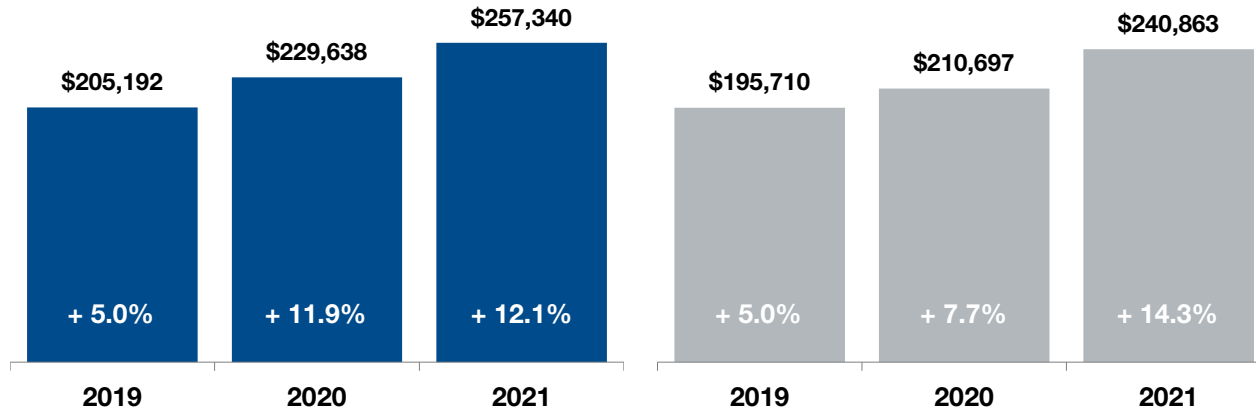
Average Sales Price

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



July

Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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%
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%
12-Month Avg*	\$234,322	\$205,845	+13.8%

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

Historical Average Sales Price by Month



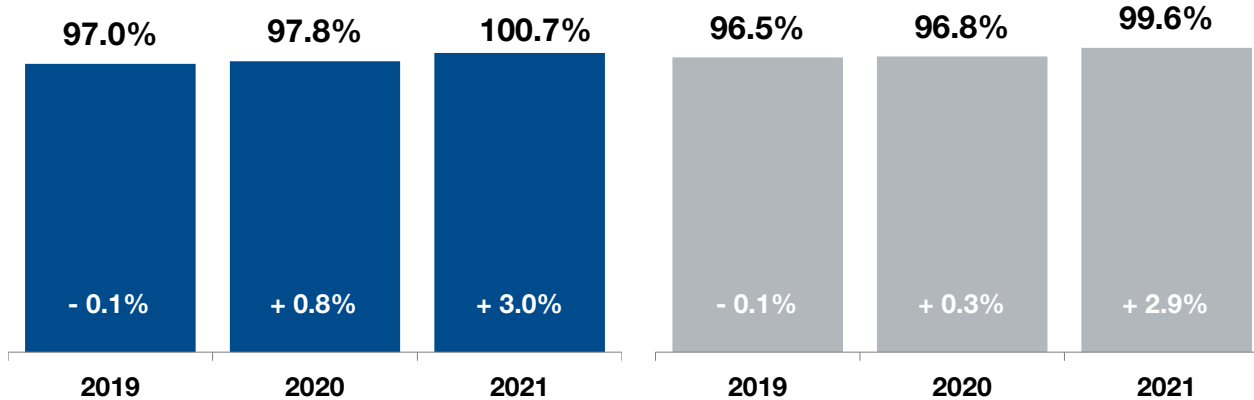
Percent of Original List Price Received

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.



July

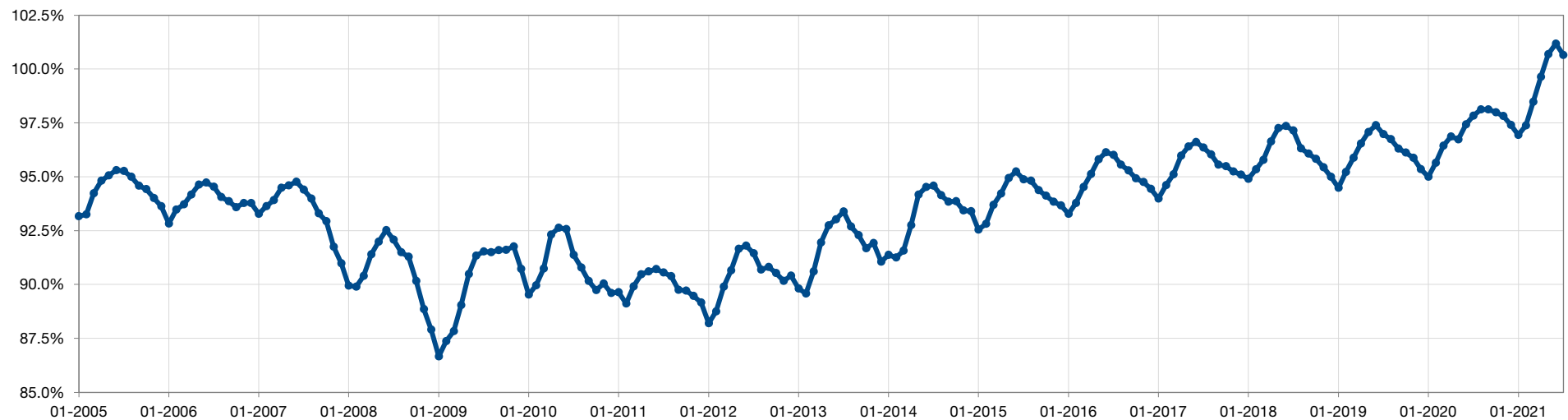
Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
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%
12-Month Avg*	98.8%	96.5%	+2.4%

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

Historical Percent of Original List Price Received by Month

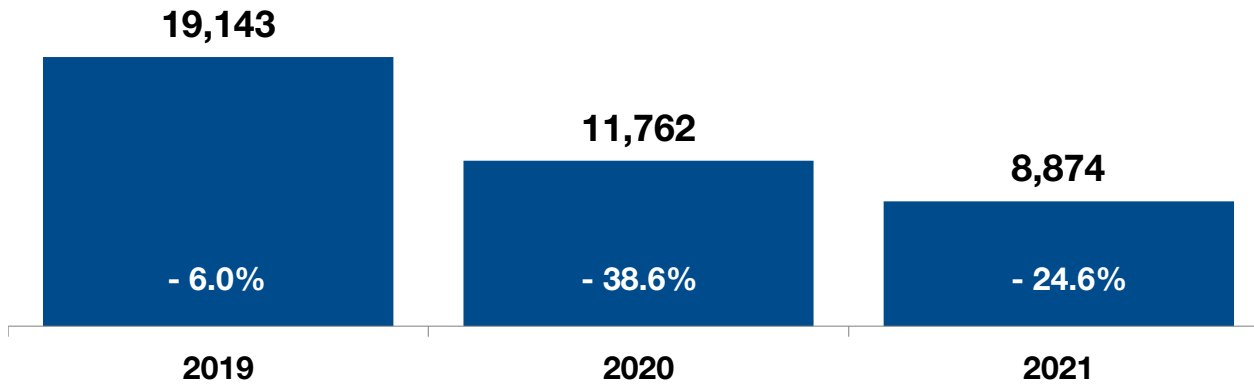


Inventory of Homes for Sale

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

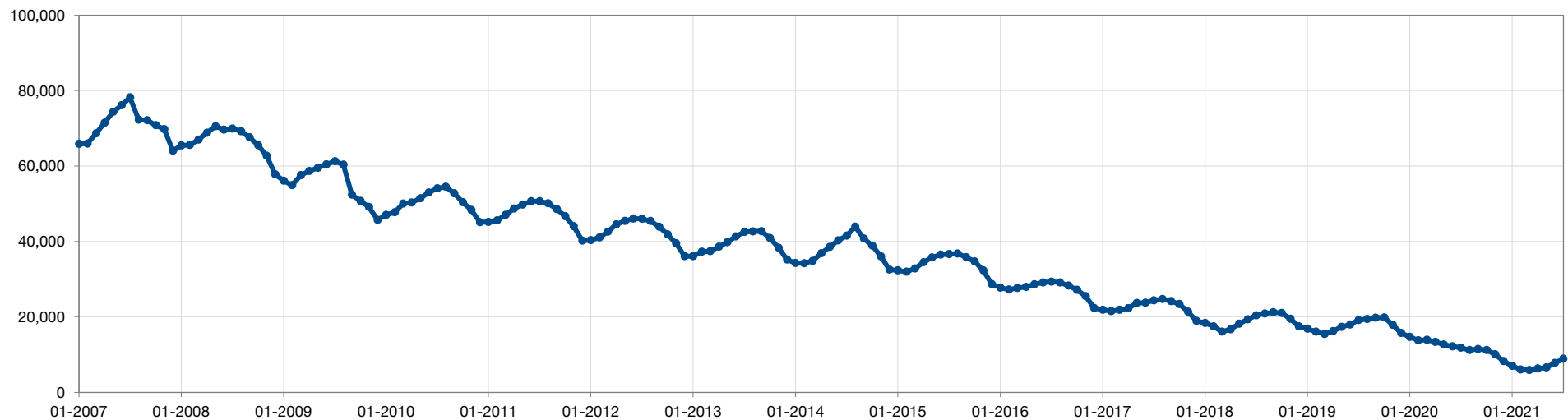


July



	Homes for Sale	Prior Year	Percent Change
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%
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%
12-Month Avg	8,362	15,396	-45.7%

Historical Inventory of Homes for Sale by Month

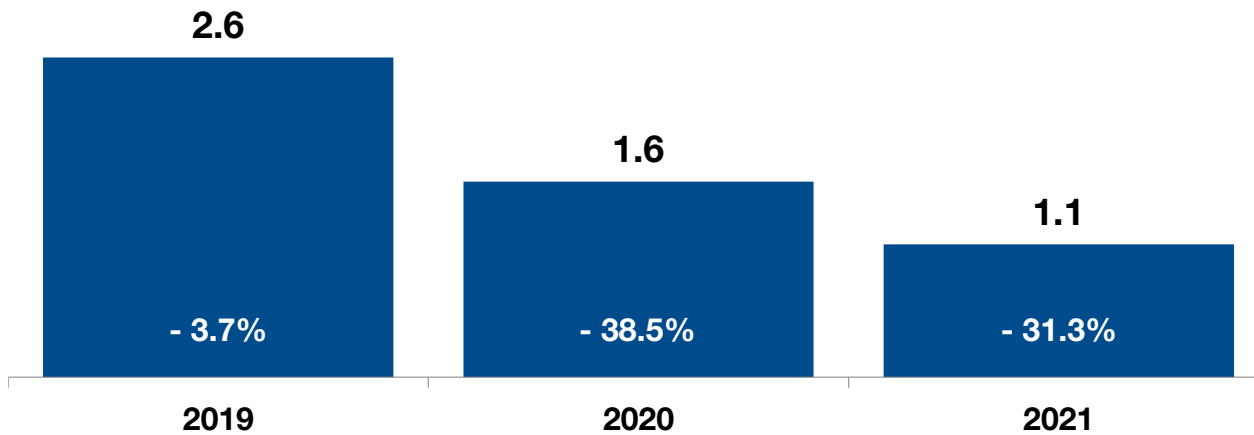


Months Supply of Homes for Sale

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.



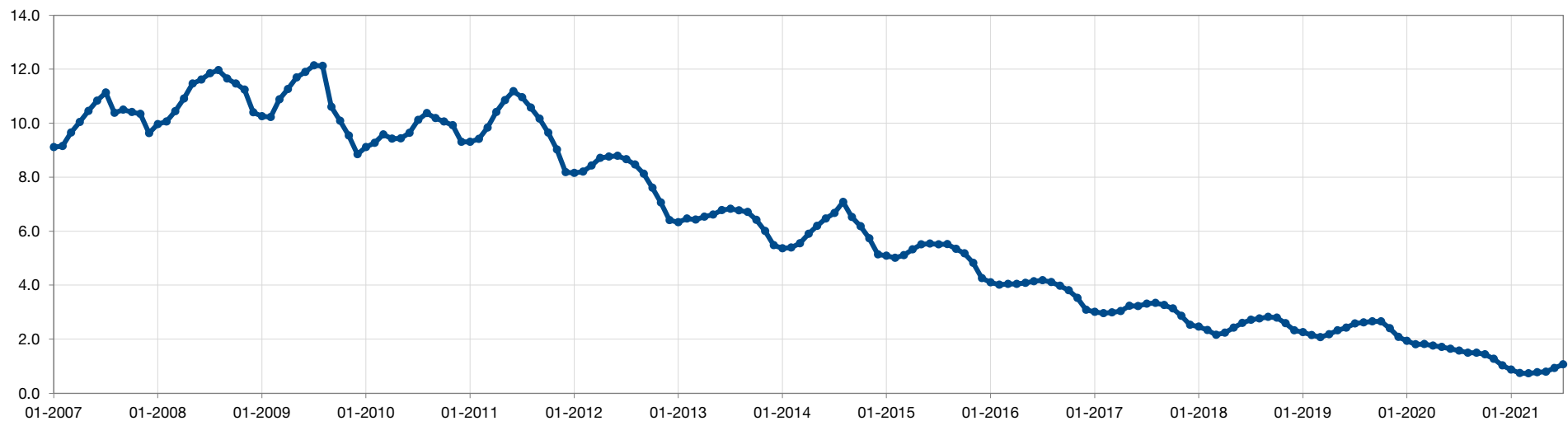
July



Months Supply		Prior Year	Percent Change
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%
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%
12-Month Avg*	1.1	2.1	-47.6%

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

Historical Months Supply of Homes for Sale by Month



Local Market Update for July 2021

A RESEARCH TOOL PROVIDED BY THE INDIANA ASSOCIATION OF REALTORS®

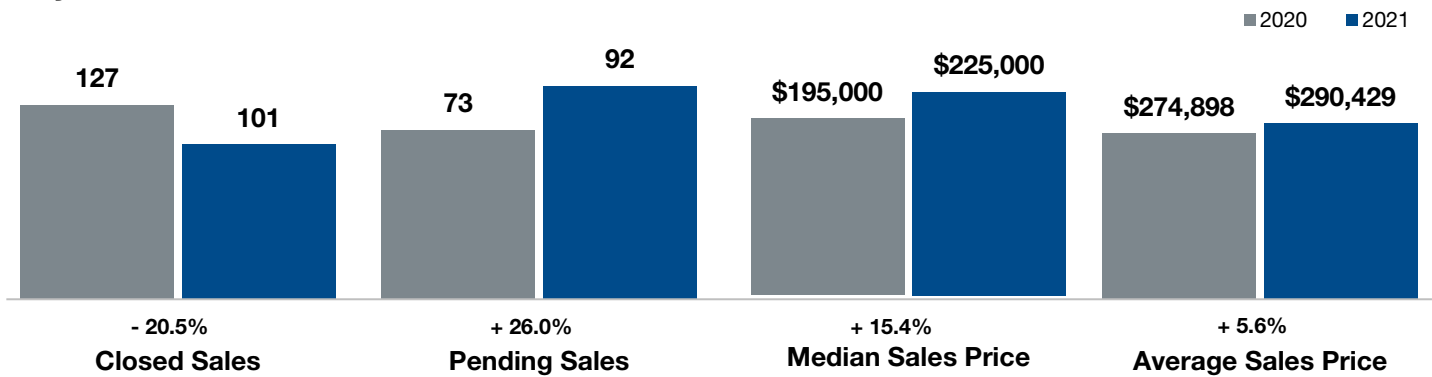


Kosciusko County

Key Metrics	July			Year to Date		
	2020	2021	Percent Change	Thru 7-2020	Thru 7-2021	Percent Change
New Listings	99	115	+ 16.2%	623	652	+ 4.7%
Closed Sales	127	101	- 20.5%	528	578	+ 9.5%
Median Sales Price	\$195,000	\$225,000	+ 15.4%	\$185,000	\$218,000	+ 17.8%
Percent of Original List Price Received*	98.2%	100.5%	+ 2.3%	97.9%	100.2%	+ 2.3%
Months Supply of Inventory	2.3	1.6	- 30.4%	--	--	--
Inventory of Homes for Sale	190	138	- 27.4%	--	--	--

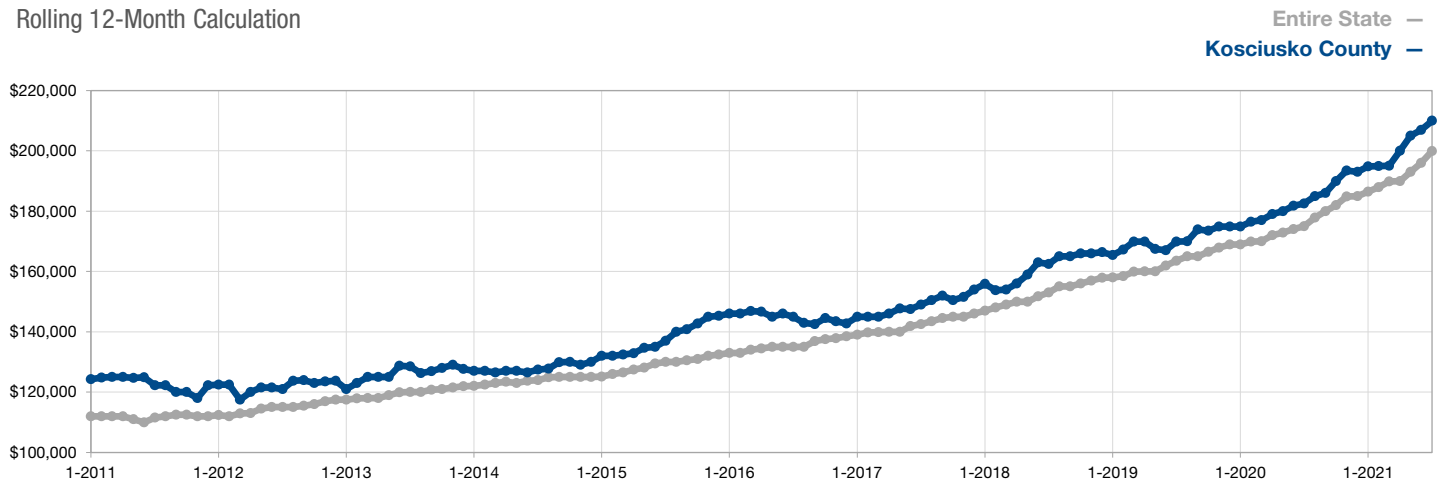
* Does not account for list price from any previous listing contracts. | Activity for one month can sometimes look extreme due to small sample size.

July



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.