

**CONTACT:** Chris Watts (317) 514-3184 and/or cwatts@IndianaRealtors.com

FOR IMMEDIATE RELEASE: April 12, 2023

March home sales rebound to 2022 levels across Indiana as homebuyers continue their return to the market:

Closed sales and new listings jump 30%+ from February to March, but Indiana's inventory of homes for sale drops to a ten-month low as the market heats up

(INDIANAPOLIS, Ind.) Indiana home sales continued their 2023 recovery in March as a statewide total of 6,643 closings fell just 72 properties (1%) shy of 2022. Both monthly sales and new listings increased more than 30% from February, although the state's daily average of homes listed for sale dropped near 9,200 as homebuying activity continued to accelerate in 2023.

Indiana's median days-on-market from listing to a pending contract dropped a full week as demand increased from February to March, from 23 to 16 days. The median sale price also increased modestly to \$235,000 (from \$230,000 in February), remaining 5% above March '22 according to data collected from the state's eight Multiple Listing Services by the Indiana Association of REALTORS® (IAR).

"Homebuyers continue to come off the sidelines in 2023 despite higher mortgage rates," said IAR president Lynn Wheeler. "Sales have recovered at a faster pace than new listings – local markets vary, but we've certainly seen homes selling faster as REALTORS® help buyers and sellers navigate a more competitive climate."

Wheeler noted that while recent sales momentum has impacted inventory, statewide average listings remain more than 60% higher than March 2022 or 2021.

"Buyers still have more options and are contending with a slower rate of price growth than the last two springs, even though our housing supply challenges aren't going away," she said.

While the typical home sold faster and at a higher price in March, there were other signs of a more balanced market for homebuyers: On average, homes sold for 96% of asking price, compared to 100% of listing price last March and 97% across the past five years. Nearly 10% of March listings also had at least one price decrease (higher than the year-to-date trend) as sellers adjusted expectations.

March also marked the one-year anniversary of the Federal Reserve's first of nine consecutive interest rate increases. IAR CEO Mark Fisher explained that elevated mortgage rates are impacting buyers and sellers despite recovering home sales in 2023.

"Current homeowners with mortgage rates locked in at less than 4% are certainly more hesitant to list their home and look for a new one with rates over 6%," said Fisher. "Even with a strong March for new listings, we still need sustained progress on inventory to relieve pressure on the market – especially for first-time buyers."

Fisher added that with mortgage rates trending down in March and pending sales surpassing 7,200 for the month, the sales outlook for April is solid: "The latest data points to an active real estate market as we look ahead to summer."



Regional Trends:

Market trends were consistent across urban, suburban, and rural counties: All three areas saw a sharp increase in sales, a double-digit decline in inventory, and fewer new listings than last March. Rural counties experienced the fastest monthly price growth (+5%). Other regional highlights:

- Central Indiana drove the statewide growth in March home sales, as several of the state's most active counties by sales-per-household also registered year-over-year increases – led by Hamilton County (+26%) and metro neighbors Madison (+22%) and Hancock (+16%).
- Marion County saw a 9% increase over March 2022, leading the state in monthly sales with 1,158.
- Despite a slight (-4%) year-over-year decline, Lake County lagged only Marion and Hamilton in total March sales with 506.
- After falling below the statewide trend in February, Bartholomew County (+6%) rebounded to resume its solid sales momentum from 2022.
- North-central Indiana also saw significant year-over-year sales improvement last month, as St. Joseph (-2%), Elkhart (+3%), Marshall (+27%) and Kosciusko (+8%) counties all narrowed or reversed their sales gap versus March 2022.

The [**March 2023 Market Report**](#) summarizes Indiana's housing climate with added detail, monthly trends and graphics on existing home sales, price changes, listings and total inventory. Learn more at www.IndianaRealtors.com.



Indiana's Housing Market

March 2023

Indiana's housing market continued its month-by-month rebound in March as both existing home sales and new listings increased more than 30% from February. Statewide sales (6,643) fell just 1% shy of March 2022, and days on market from listing to pending contract dropped a full week to 16 days versus 23 in February. This accelerating sales trend took a toll on total inventory, which dipped below 10,000 active listings for the first time in nine months, and helped push the state's median sale price to \$235,000 (up 5% from 2022).

For the first quarter of 2023, both sales and new listings are roughly 13% below 2022, though sales have seen a sharper recovery from the steep decline that closed 2022.

Six Month Trends

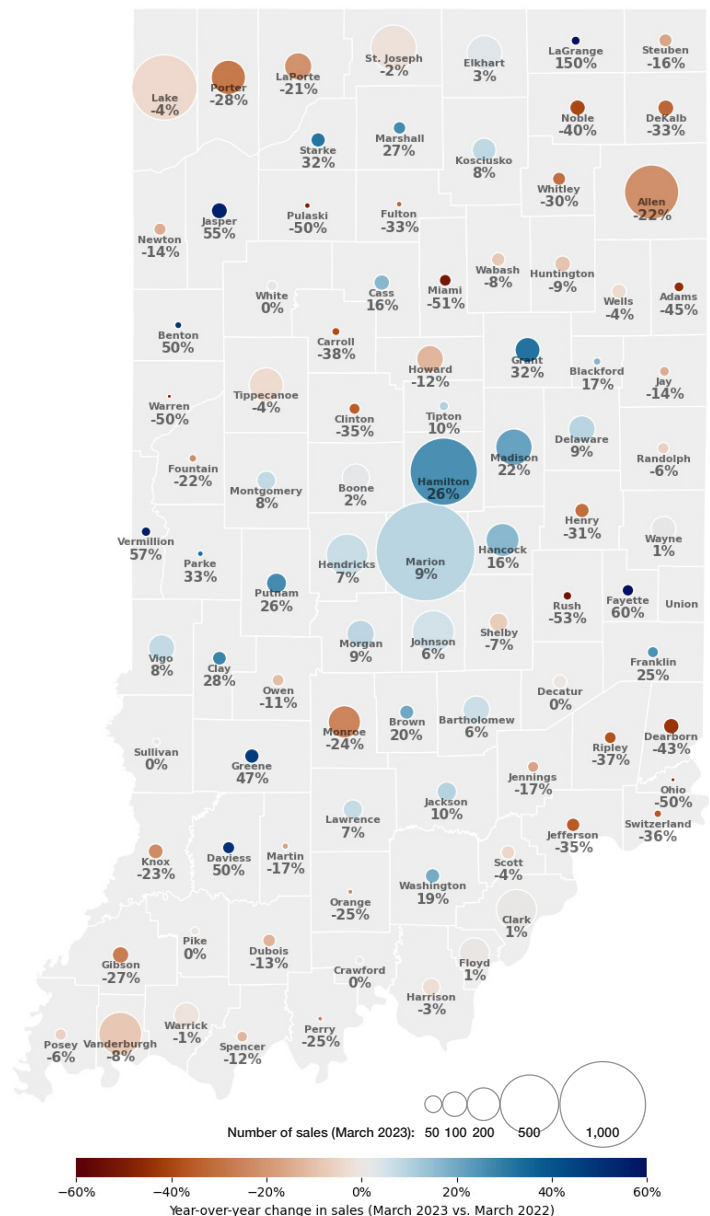
Sales and price

	2021-22 Sales	2022-23 Sales	YOY Change (Sales)	2022-23 Median Sale	YOY Change (Price)
Oct.	9,206	7,043	-23%	\$237K	9%
Nov.	8,724	6,335	-27%	\$232K	8%
Dec.	8,696	6,071	-30%	\$225K	3%
Jan.	5,647	4,158	-26%	\$215K	4%
Feb.	5,753	4,895	-15%	\$230K	5%
Mar.	6,715	6,643	-1%	\$235K	5%

Source: Indiana Association of Realtors MLS Data Warehouse

Percent Change in Sales

Mar. 2023 and Mar. 2022



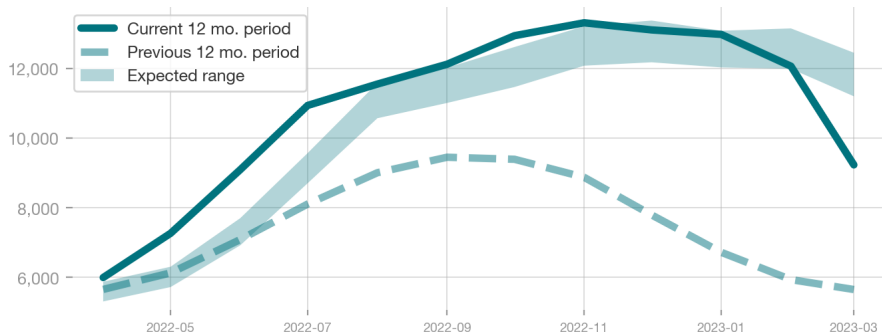
Monthly Market Report

Monthly totals, trends, and year-over-year comparisons - March 2023

Supply

Inventory

Average daily inventory



Latest

9,233

Expected range of 11,202-12,452 based on previous month

Month-over-month

-23%

Typical change ranges from -7% to +3% this month

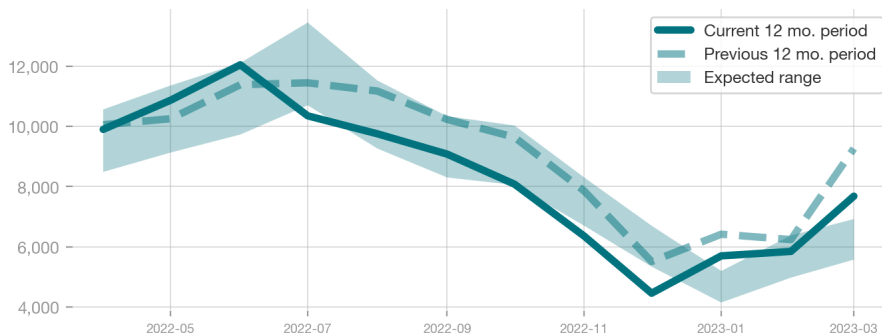
Year-over-year

+63%

Last update: April 7, 2023, 12:55 p.m. **Source:** IAR MLS Data Warehouse **Notes:** A listing counts in inventory if its status is active, not pending or sold. Inventory fluctuates constantly, so we calculate the monthly measure as the inventory at the start of each day average across the entire month.

New Listings

Monthly total by listing date



Latest

7,679

Expected range of 5,572-6,919 based on previous month

Month-over-month

+31%

Typical change ranges from -5% to +18% this month

Year-over-year

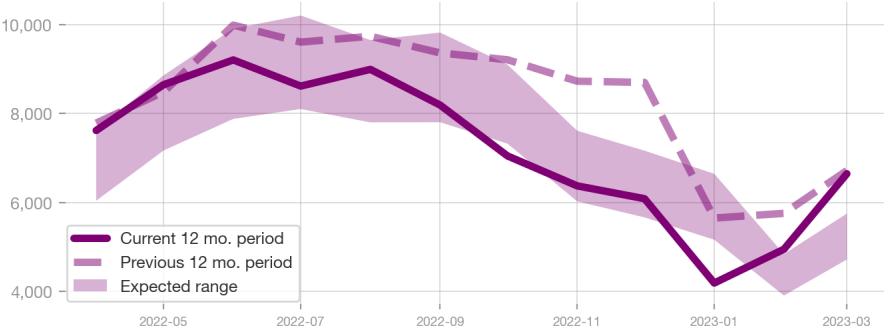
-17%

Last update: April 7, 2023, 12:56 p.m. **Source:** IAR MLS Data Warehouse **Notes:** Listings may be posted to an MLS system after their listing date. Historically, 92% of listings are posted within three days and 99% within seven days.

Sales

Sales

Monthly total of closed sales



Latest
6,643
Expected range of 4,716-5,748 based on previous month

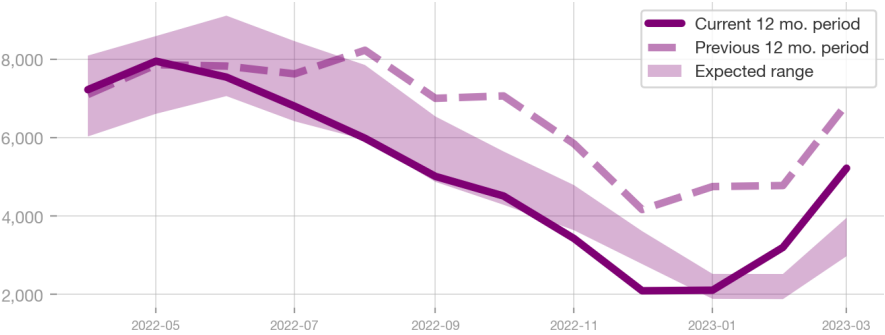
Month-over-month
+34%
Typical change ranges from -5% to +16% this month

Year-over-year
-1%

Last update: April 7, 2023, 12:56 p.m. **Source:** IAR MLS Data Warehouse **Notes:** Sales may be posted to an MLS system after their closing date. Historically, 79% of listings are posted within three days and 96% within seven days.

New Pending Contracts

Monthly total of newly pended properties



Latest
5,223
Expected range of 2,978-3,956 based on previous month

Month-over-month
+63%
Typical change ranges from -7% to +24% this month

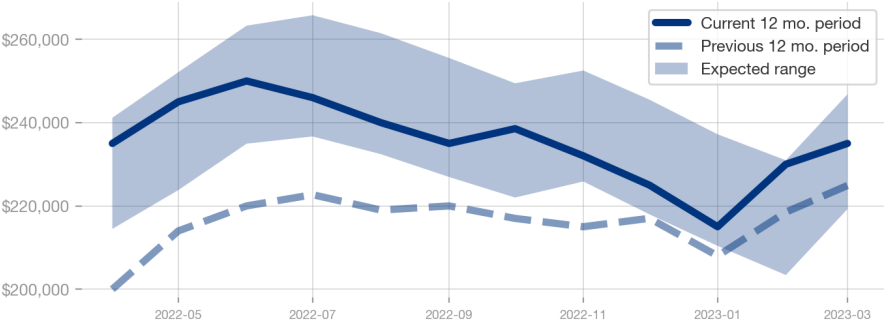
Year-over-year
-24%

Last update: April 7, 2023, 12:59 p.m. **Source:** IAR MLS Data Warehouse **Notes:** While not all pending contracts result in a closed sale, they are a very strong predictor of sales trends five weeks in the future. Pending contracts may be posted to an MLS system after their pending date. Historically, 81% of listings are posted within three days and 92% within seven days.

Price

Sale Price

Median monthly sale price



Last update: April 7, 2023, 12:57 p.m. **Source:** IAR MLS Data Warehouse **Notes:** This excludes properties where the sale price is less than half the listing price or greater than twice the listing price, assuming those are errors. The median price represents the middle value of all properties sold. Half of sales had a higher price and half had a lower price.

Latest

\$235,000

Expected range of \$219,242-\$246,790 based on previous month

Month-over-month

+2%

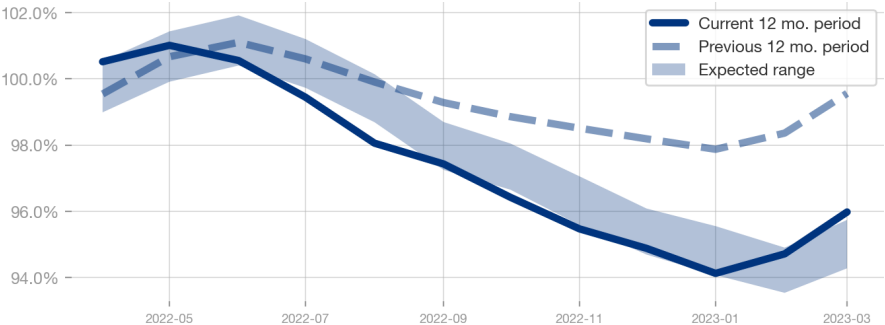
Typical change ranges from -5% to +7% this month

Year-over-year

+4%

Sale Price as Percent of Listing Price

Monthly average



Last update: April 7, 2023, 12:58 p.m. **Source:** IAR MLS Data Warehouse **Notes:** This excludes properties where the sale price is less than half the listing price or greater than twice the listing price, assuming those are errors.

Latest

96.0%

Expected range of 94.3%-95.7% based on previous month

Month-over-month

+1%

Typical change ranges from -0% to +1% this month

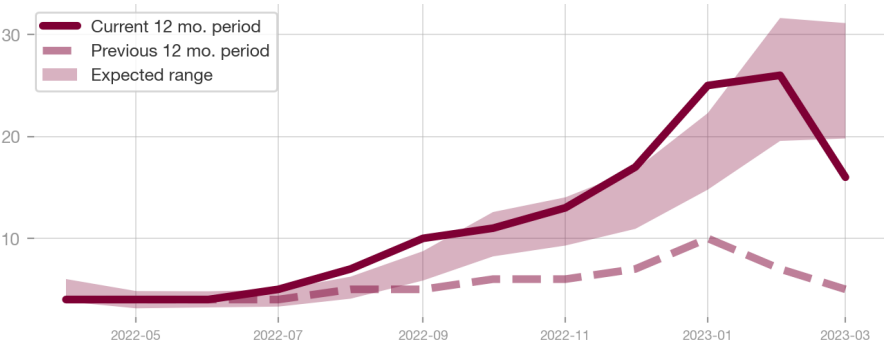
Year-over-year

-4%

Market Momentum

Median Days on Market

Days from listing to pending



Latest

16

Expected range of 20-31 based on previous month

Month-over-month

-38%

Typical change ranges from -24% to +20% this month

Year-over-year

+220%

Last update: April 7, 2023, 12:57 p.m. **Source:** IAR MLS Data Warehouse **Notes:** This is calculated as the difference between listing date and pending date. To filter out erroneous data, this filters out listings with a pending date before 2017. There is delay in entering pending dates, so recent months represent only the portion of sales with a pending date.

Local Market Update for March 2023

A RESEARCH TOOL PROVIDED BY THE INDIANA ASSOCIATION OF REALTORS®

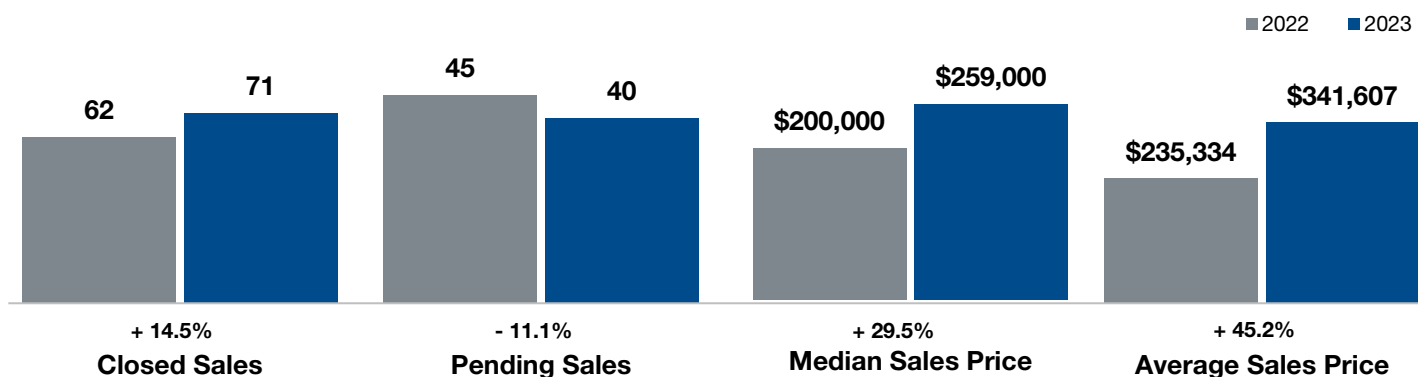


Kosciusko County

Key Metrics	March			Year to Date		
	2022	2023	Percent Change	Thru 3-2022	Thru 3-2023	Percent Change
New Listings	76	72	- 5.3%	172	174	+ 1.2%
Closed Sales	62	71	+ 14.5%	162	143	- 11.7%
Median Sales Price	\$200,000	\$259,000	+ 29.5%	\$213,500	\$232,000	+ 8.7%
Percent of Original List Price Received*	99.4%	97.2%	- 2.2%	98.7%	95.9%	- 2.8%
Months Supply of Inventory	1.0	1.6	+ 60.0%	--	--	--
Inventory of Homes for Sale	90	111	+ 23.3%	--	--	--

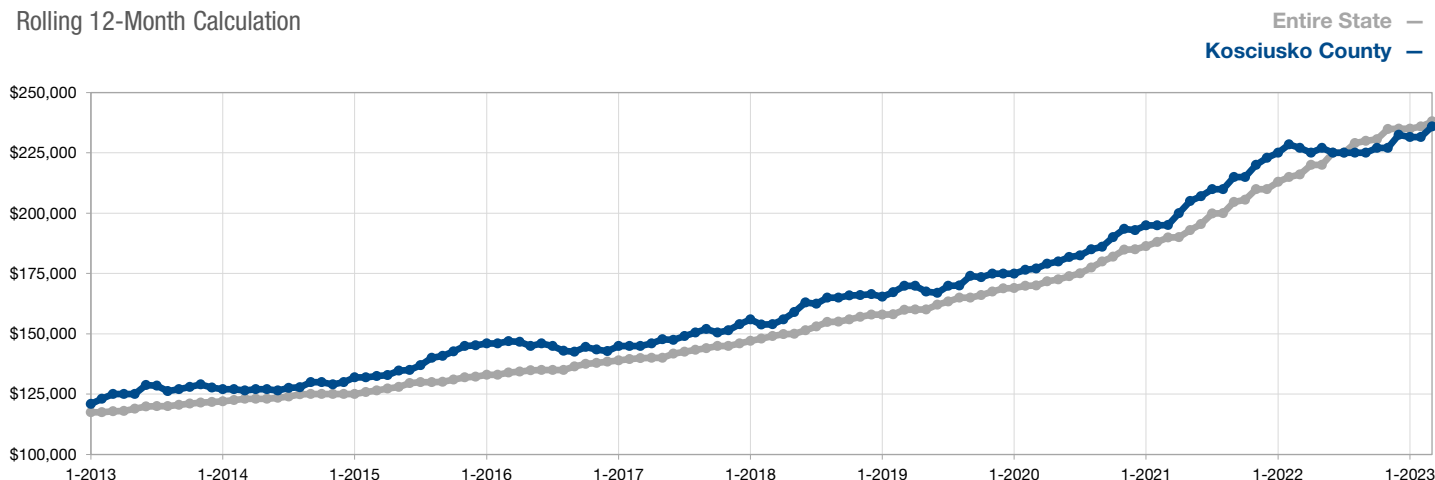
* Does not account for list price from any previous listing contracts. | Activity for one month can sometimes look extreme due to small sample size.

March



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.

Local Market Update for March 2023

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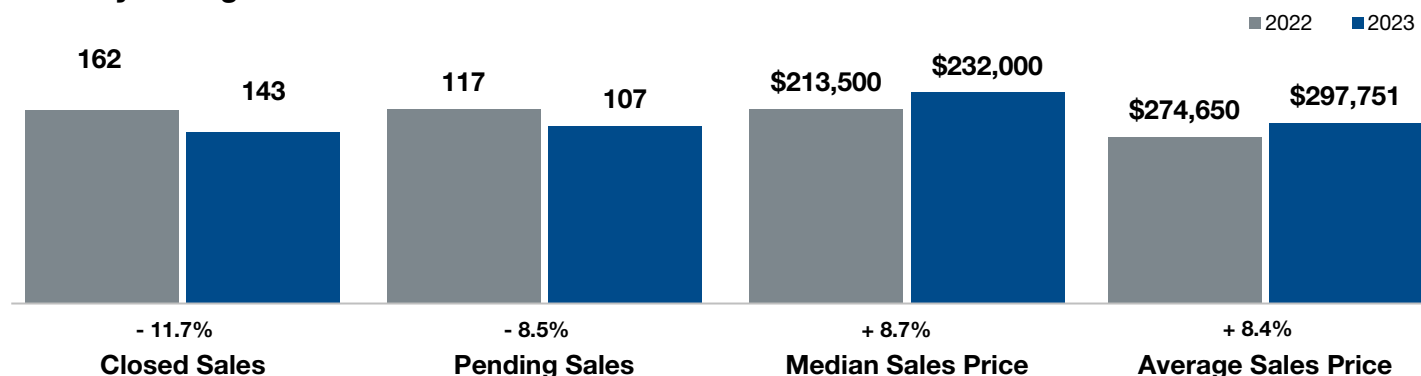


Kosciusko County

Key Metrics	January through March			April through March		
	2022	2023	Percent Change	Thru 3-2022	Thru 3-2023	Percent Change
New Listings	172	174	+ 1.2%	1,045	892	- 14.6%
Closed Sales	162	143	- 11.7%	1,060	833	- 21.4%
Median Sales Price	\$213,500	\$232,000	+ 8.7%	\$227,000	\$236,000	+ 4.0%
Percent of Original List Price Received*	98.7%	95.9%	- 2.8%	100.1%	98.8%	- 1.3%

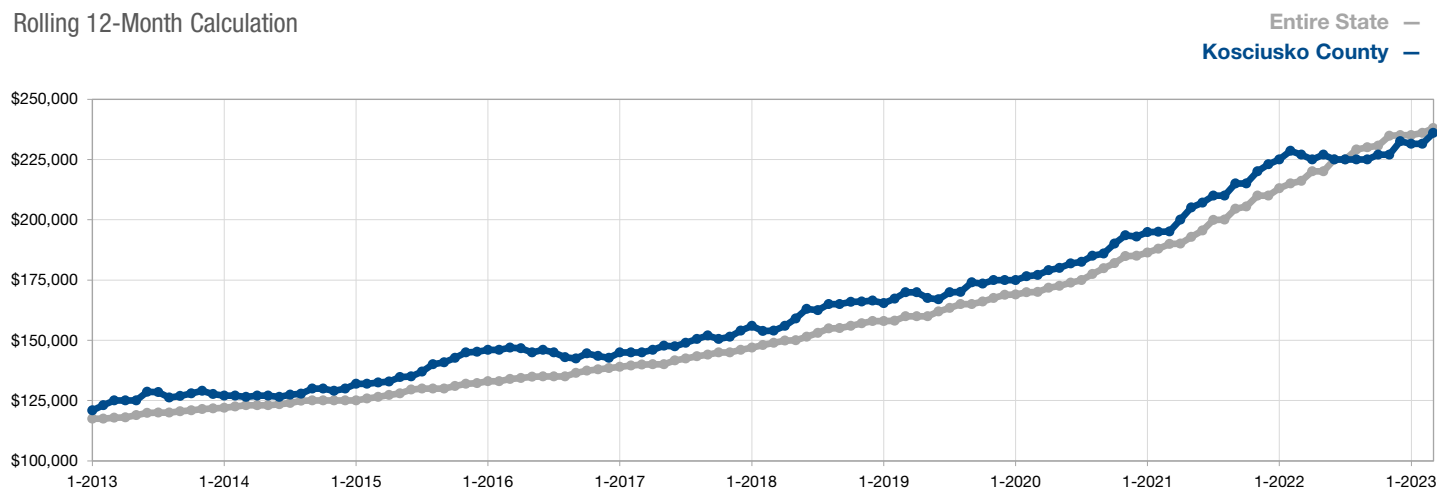
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January through March



Median Sales Price

Rolling 12-Month Calculation



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