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FOR IMMEDIATE RELEASE: June 12, 2023

## Indiana home sales show modest gains in May as new listings begin to catch up with homebuyer demand

Existing homes continue to sell quickly as the statewide median sale price rises to \$255,000; more sellers enter the market ahead of summer buying season

(INDIANAPOLIS, Ind.) An upturn in new listings in May was welcome news for an Indiana housing market that has continued to face residential inventory challenges this spring: 9,063 properties were listed for sale, 14% higher than April listings while remaining 17% below May 2022. Monthly home sales also gained momentum as inventory pressure eased, growing 18% from April to reach 7,298.

The increase in new listings drove the total supply of homes for sale across the state's eight MLS marketplaces higher, to 8,774 average daily listings through May. After unexpectedly buying activity in February and March, statewide inventory had threatened to dip below 8,000 daily listings at the end of the first quarter; a drop in April sales followed this decline in available properties.

"Homebuyers came back to the market much faster than sellers early this year," explained Lynn Wheeler, Indiana Association of REALTORS® president. "After a falling inventory of homes slowed the pace in April and the early part of May, real estate seems to be regrouping as we head into summer."

May sales still fell 16% shy of 2022's monthly total but closed the 19% year-over-year gap from April.

Other indicators point to recovering demand pursuing a limited supply of homes for sale, starting with another increase in year-over-year home values:

- Indiana's median sale price rose to \$255,000 in May versus \$245,000 in April, continuing to grow 4% above 2022.
- Sale prices averaged 98% of original listing price, up from 97% in April (also the five-year average for Indiana).
- Homes continued to sell quickly, dropping below a week (six days) from listing to pending contract versus eight days in April (and twenty-five days in January).
- New pending sales also increased to 7,883 in May – 10% above April (but 15% below May '22).

"We're certainly seeing a more competitive homebuying climate," Wheeler added, noting that one of every three homes sold last month was under a pending contract within three days of listing. "Even with higher mortgage rates, growing numbers of buyers are ready to act now and refinance in a year or two if they find the right home in this tight market."

IAR CEO Mark Fisher said that May's increase in new listings is a positive sign for an active summer but shouldn't ease concerns over Indiana's long-term inventory issues.



“Even though total home sales are behind the first five months of 2021 or 2022 we continue to see faster sales and higher prices – trends that are bringing more sellers off the sidelines and helping new listings catch up with seasonal demand,” Fisher said. “Buyers do have more options than they did last month or last year, but we still have a bigger housing shortage that we need to solve to make homeownership affordable and accessible to more Hoosiers.

“Our total inventory of homes for sale is 20% higher than May 2022, but still more than 30% below 2020 and half the level of average listings in 2019,” Fisher finished.

*Check out the May 2023 [Indiana Housing Market Report](#) for more details on monthly home sales, inventory and pricing along with county-level trends.*





# Indiana's Housing Market

May 2023

## Percent Change in Sales May 2023 and May 2022

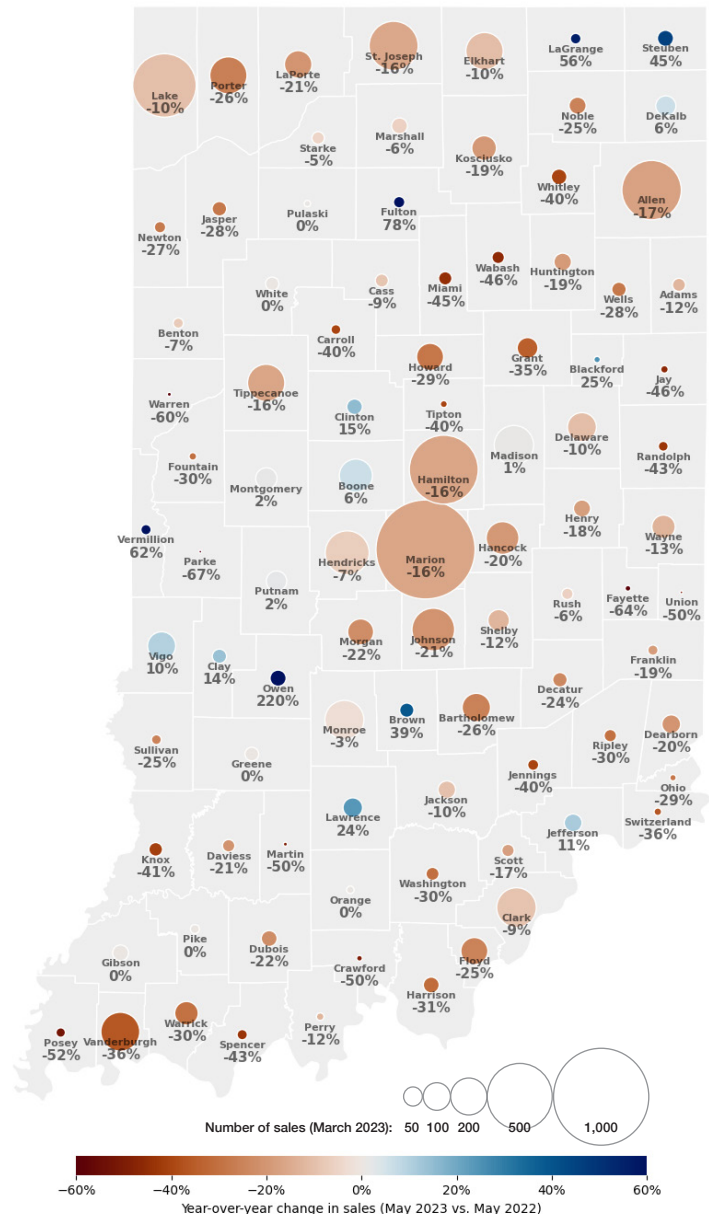
An upturn in new listings in May was welcome news for an Indiana housing market that continues to confront inventory challenges in 2023: 9,063 properties were listed for sale last month, up 14% from April while remaining 17% below May 2022. Total supply also rose to 8,773 average daily listings after threatening to dip below 8,000 in early April. This increasing inventory trend was accompanied by a 18% month-over-month increase in sales totaling 7,298 closings in May (down 16% from 2022 but closing a 19% year-over-year gap in April).

The market continues to show signs of pent-up demand from homebuyers held back by a slower rebound in listings. Homes continued to sell rapidly, with the median days from listing to pending contract falling again from eight to six days in May. The median sale price also increased to \$255,000, 4% over last month and May '22, representing 98.1% of original listing price. New pending sales continue to outpace closings through May in another sign of a summer warm-up the statewide real estate sector.

## Six Month Trends

Sales and price

	2021-22 Sales	2022-23 Sales	YOY Change (Sales)	2022-23 Median Sale	YOY Change (Price)
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%
Apr.	7,616	6,170	-19%	\$245K	+4%
May	8,646	7,298	-16%	\$255K	+4%



# Monthly Market Report



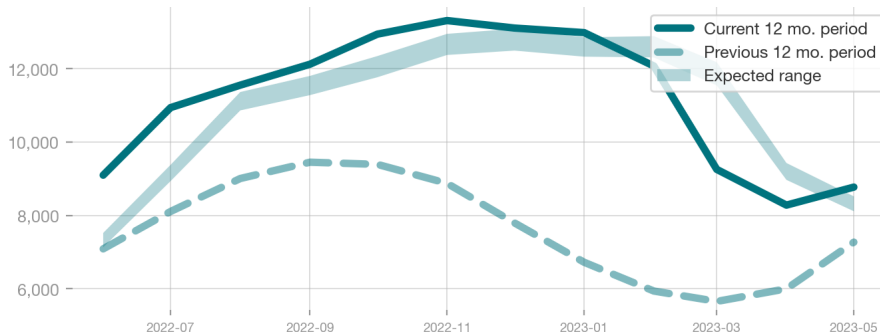
## Monthly totals, trends, and year-over-year comparisons

Monthly Market Report report for Indiana as of Jun 6, 2023.

### Supply

#### Inventory

Average daily inventory



May 2023

**8,773**

Expected range of 8,114-8,520 based on previous month

Month-over-month

**+6%**

Typical change ranges from -2% to +3% this month

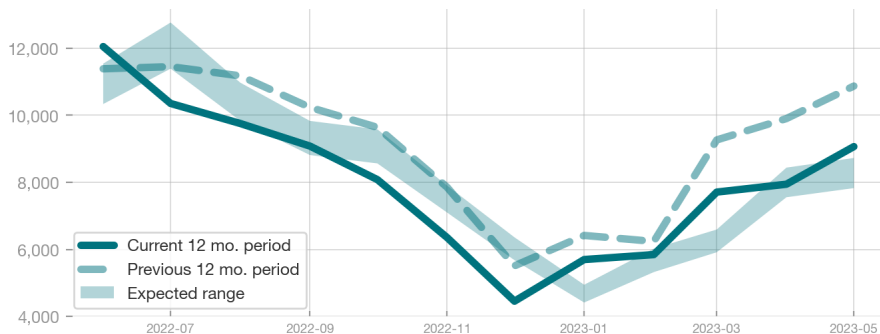
Year-over-year

**+21%**

**Last update:** June 6, 2023, 7:43 a.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



May 2023

**9,063**

Expected range of 7,827-8,724 based on previous month

Month-over-month

**+14%**

Typical change ranges from -1% to +10% this month

Year-over-year

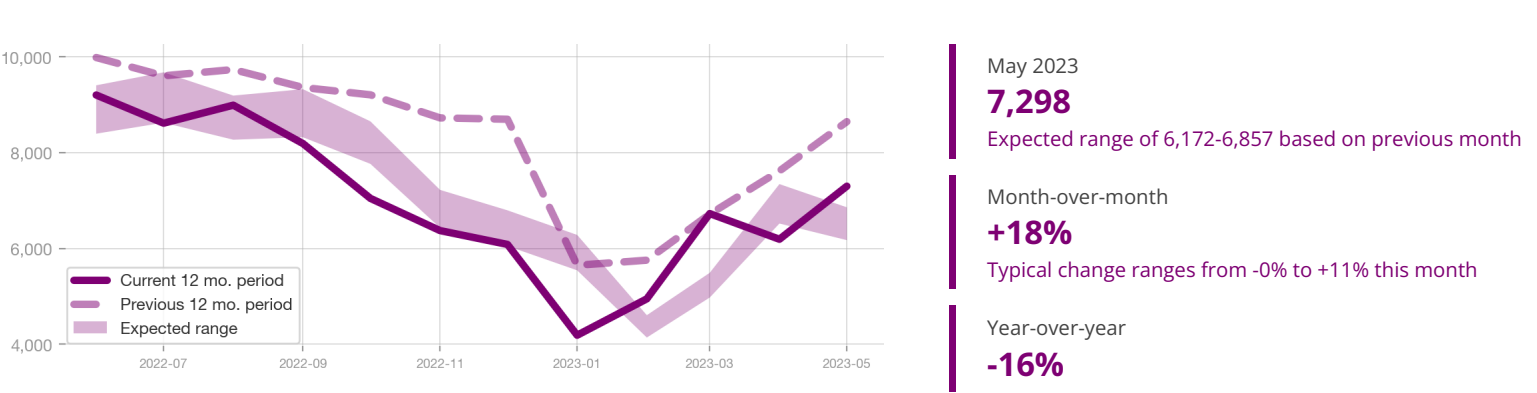
**-17%**

**Last update:** June 6, 2023, 7:44 a.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

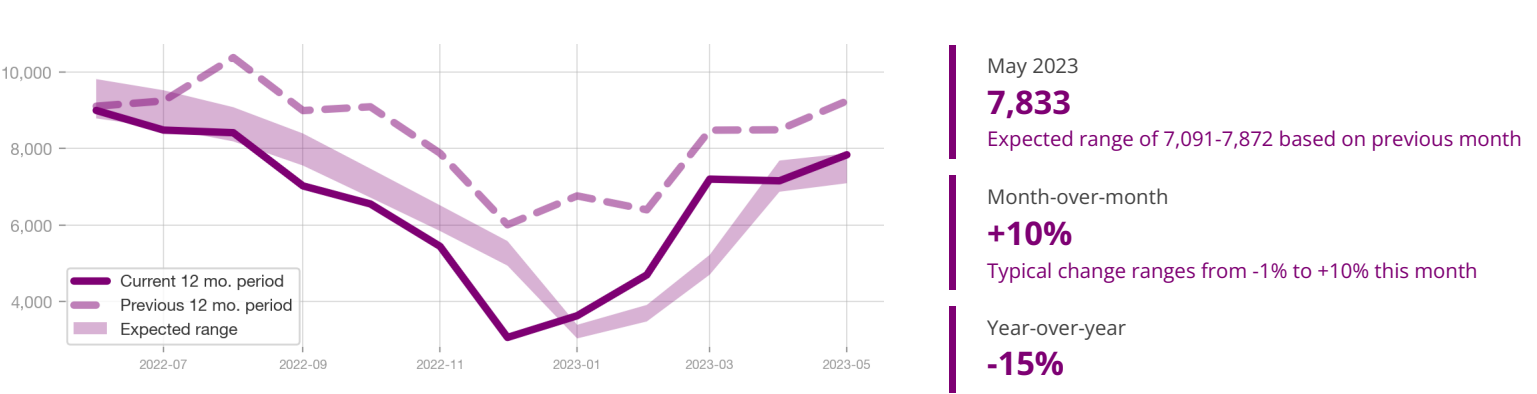
Monthly total of closed sales



**Last update:** June 6, 2023, 7:45 a.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

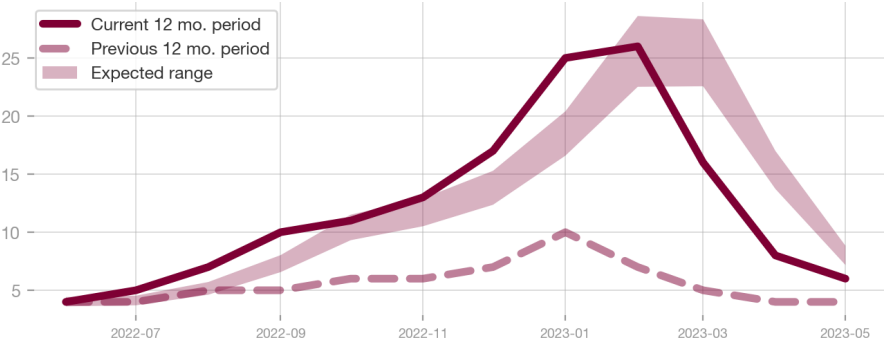


**Last update:** June 6, 2023, 7:47 a.m. **Source:** IAR MLS Data Warehouse **Notes:** While not all pending contracts result in a closed sale, they are a very strong predictor of sales trends five weeks in the future. Pending contracts may be posted to an MLS system after their pending date. Historically, 81% of listings are posted within three days and 92% within seven days.

# Market Momentum

## Median Days on Market

Days from listing to pending



May 2023

**6**

Expected range of 7-9 based on previous month

Month-over-month

**-25%**

Typical change ranges from -10% to +10% this month

Year-over-year

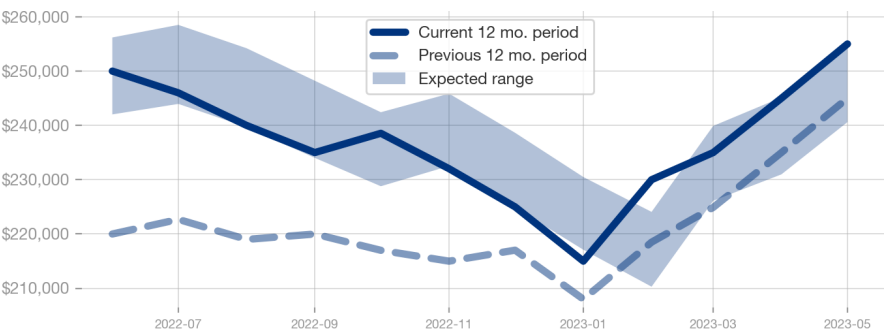
**+50%**

**Last update:** June 6, 2023, 7:45 a.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.

# Price

## Sale Price

Median monthly sale price



**Last update:** June 6, 2023, 7:46 a.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.

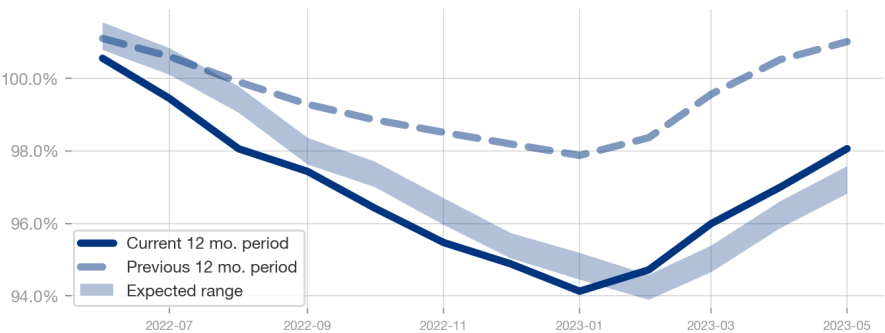
May 2023  
**\$255,000**  
Expected range of \$240,612-\$255,330 based on previous month

Month-over-month  
**+4%**  
Typical change ranges from -2% to +4% this month

Year-over-year  
**+4%**

## Sale Price as Percent of Listing Price

Monthly average



**Last update:** June 6, 2023, 7:47 a.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.

May 2023  
**98.1%**  
Expected range of 96.8%-97.6% based on previous month

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

Year-over-year  
**-3%**

# Local Market Update for June 2023

A RESEARCH TOOL PROVIDED BY THE INDIANA ASSOCIATION OF REALTORS®

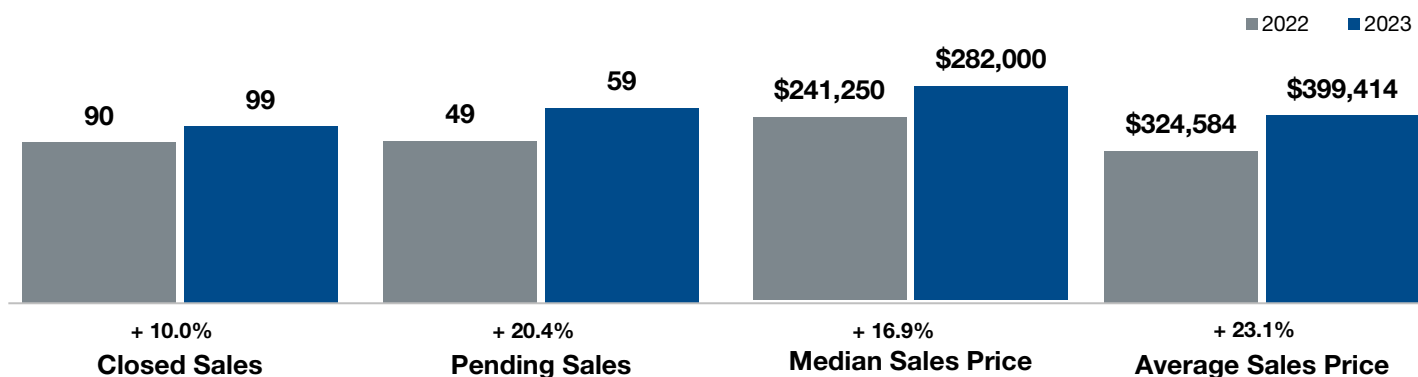


## Kosciusko County

Key Metrics	June			Year to Date		
	2022	2023	Percent Change	Thru 6-2022	Thru 6-2023	Percent Change
New Listings	112	85	- 24.1%	469	434	- 7.5%
Closed Sales	90	99	+ 10.0%	403	361	- 10.4%
Median Sales Price	\$241,250	<b>\$282,000</b>	+ 16.9%	\$225,000	<b>\$255,000</b>	+ 13.3%
Percent of Original List Price Received*	101.9%	<b>98.4%</b>	- 3.4%	100.3%	<b>97.2%</b>	- 3.1%
Months Supply of Inventory	1.7	<b>2.1</b>	+ 23.5%	--	--	--
Inventory of Homes for Sale	147	<b>139</b>	- 5.4%	--	--	--

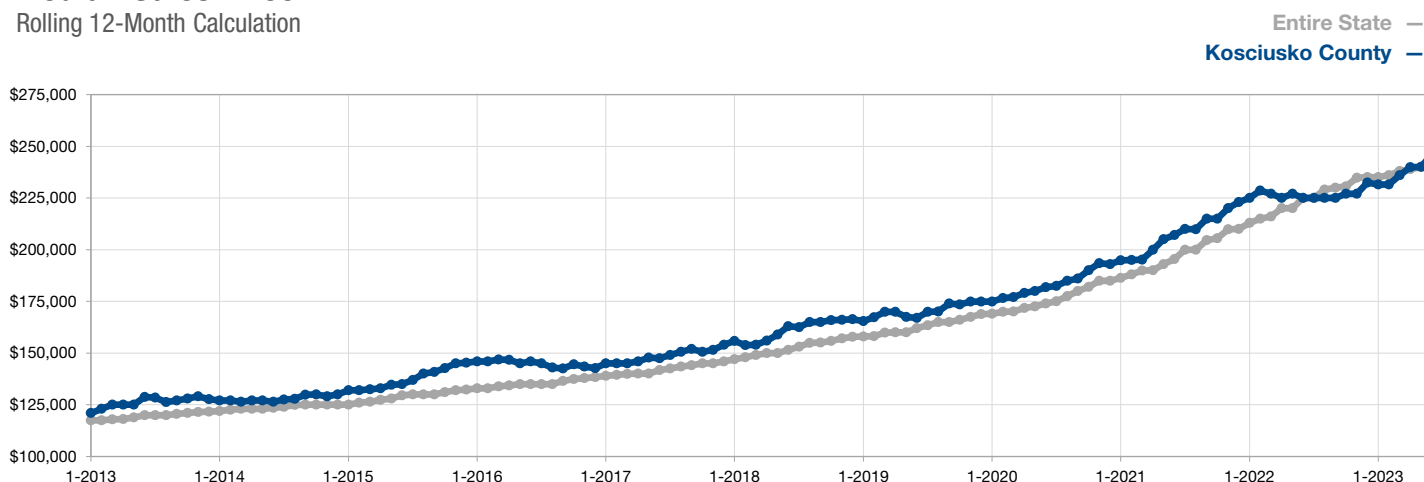
\* Does not account for list price from any previous listing contracts. | Activity for one month can sometimes look extreme due to small sample size.

### June



### 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 June 2023

A RESEARCH TOOL PROVIDED BY THE INDIANA ASSOCIATION OF REALTORS®

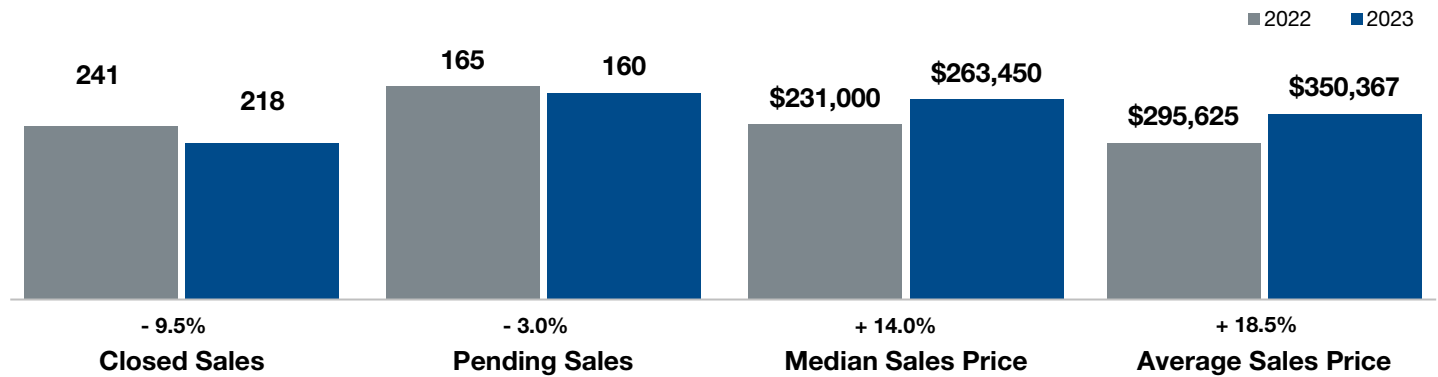


## Kosciusko County

Key Metrics	April through June			July through June		
	2022	2023	Percent Change	Thru 6-2022	Thru 6-2023	Percent Change
New Listings	297	260	- 12.5%	1,005	855	- 14.9%
Closed Sales	241	218	- 9.5%	1,011	810	- 19.9%
Median Sales Price	\$231,000	<b>\$263,450</b>	+ 14.0%	\$225,000	<b>\$246,500</b>	+ 9.6%
Percent of Original List Price Received*	101.4%	<b>98.1%</b>	- 3.3%	100.1%	<b>97.9%</b>	- 2.2%

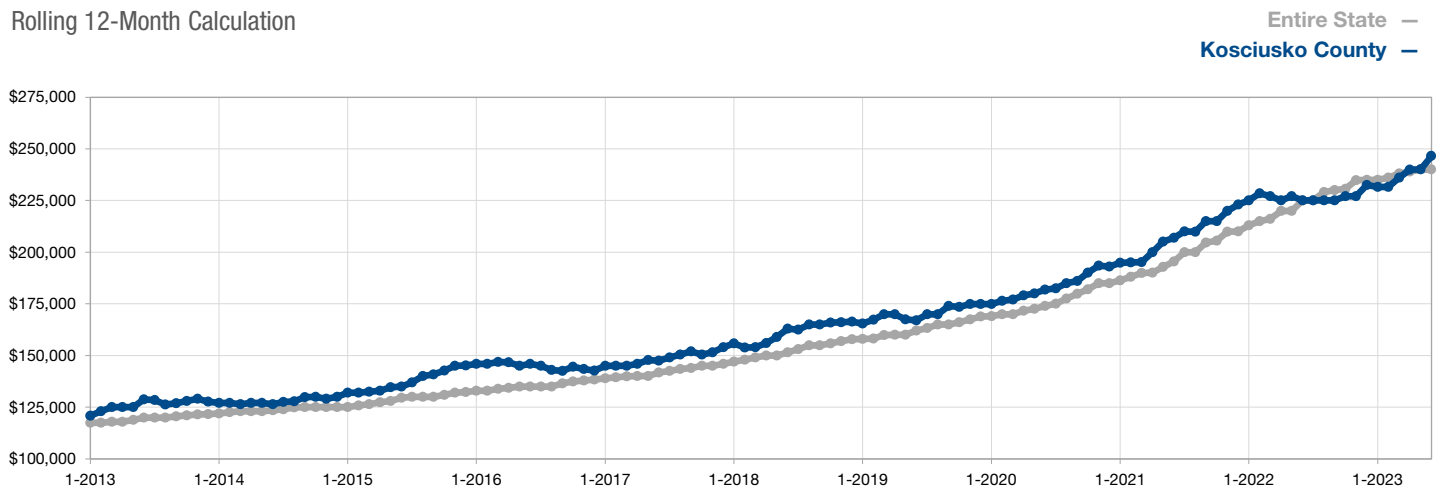
\* Does not account for list price from any previous listing contracts. | Activity for one month can sometimes look extreme due to small sample size.

### April through June



### 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.