

INDIANA ASSOCIATION OF REALTORS®

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FOR IMMEDIATE RELEASE

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INDIANA REALTORS®: JUNE HOME SALES & PRICES INCREASE OVER LAST YEAR ***Pent-Up Demand, Low Inventory, and Low Interest Rates Driving Local Markets***

(INDIANAPOLIS, IN) – Indiana REALTORS® have closed the books on June, today releasing their summary of existing-home sales from the sixth month and halfway point of 2020. Existing homes include single-family, townhomes, condos, and co-ops.

“While much of Indiana was working on a phased reopening of the economy in June, real estate activity ramped up as well,” said Terre Haute’s Bernice Helman, 2020 President of the Indiana Association of REALTORS®. “Not only were home sales better than the COVID-19 depressed levels in recent months, but they were also up from June 2019. This is a result of pent-up demand, continued low inventory, and historically low interest rates – that’s what is driving local markets around the state right now, not a virus.”

Statewide, here’s how **June 2020 compared to June 2019:**

- Closed home sales **increased** 1.1 percent to 9,031
- The median sales price of homes **increased** 5.1 percent to \$187,000
- The average sales price of homes **increased** 4.3 percent to \$218,622
- The percent of original list price received at sale **increased** 0.1 percent to 97.5 percent
- Pending home sales **increased** 11.9 percent to 10,052
- New listings **decreased** 5.8 percent to 10,198

At the halfway point of 2020, **here’s how the year compared to 2019:**

- Closed home sales **decreased** 3.6 percent to 39,946
- The median sales price of homes **increased** 6.6 percent to \$177,000
- The average sales price of homes **increased** 6.3 percent to \$206,714
- The percent of original list price received at sale **increased** 0.1 percent to 96.5 percent
- Pending home sales **increased** 0.1 percent to 47,556
- New listings **decreased** 9.5 percent to 50,355

“Just like May’s pending sales pointed to a return of business in June, we’re confident the increase in pending sales last month point to a strong July,” continued Helman. “There’s a lot of opportunity for sellers right now and Realtors have many tools to get our clients to the closing table in a safe manner.”

Visit IndianaRealtors.com > [Consumers](#) > [Housing-Data](#) to see the full statewide report as well as data for 91 of 92 counties. County data is presented in one-page and sortable table formats. The Indiana Association of REALTORS® partners with seven of eight listing services to publish housing data each month.



Local Market Update for June 2020

A RESEARCH TOOL PROVIDED BY THE INDIANA ASSOCIATION OF REALTORS®

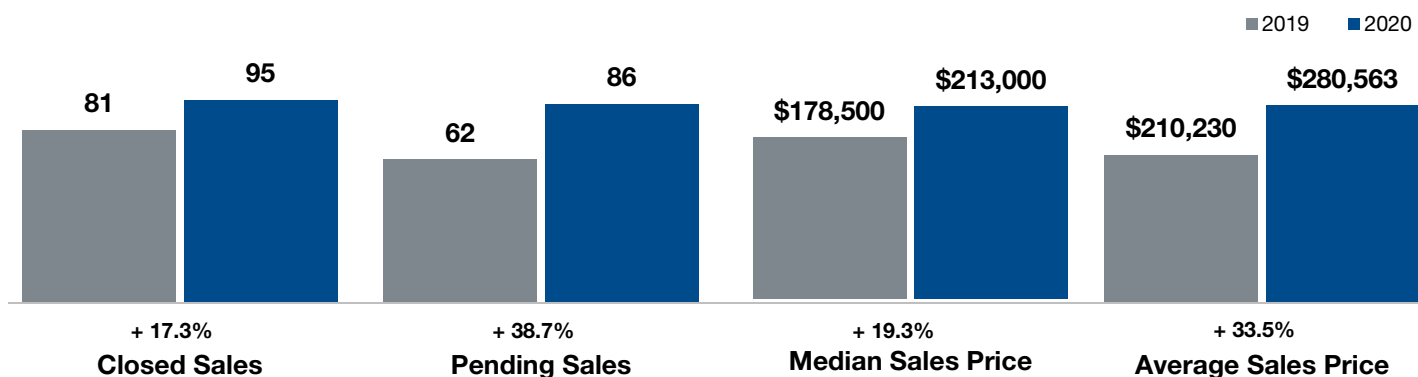


Kosciusko County

Key Metrics	June			Year to Date		
	2019	2020	Percent Change	Thru 6-2019	Thru 6-2020	Percent Change
New Listings	110	126	+ 14.5%	595	524	- 11.9%
Closed Sales	81	95	+ 17.3%	430	401	- 6.7%
Median Sales Price	\$178,500	\$213,000	+ 19.3%	\$169,900	\$185,000	+ 8.9%
Percent of Original List Price Received*	99.3%	97.4%	- 1.9%	97.5%	97.9%	+ 0.4%
Months Supply of Inventory	5.0	2.5	- 50.0%	--	--	--
Inventory of Homes for Sale	416	206	- 50.5%	--	--	--

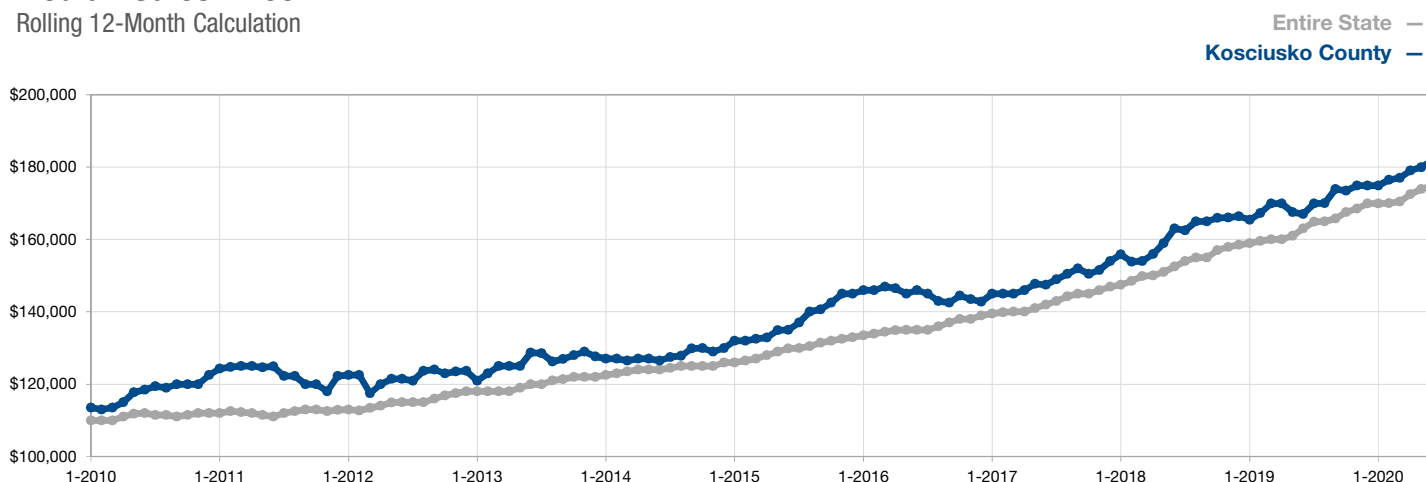
* Does not account for list price from any previous listing contracts. | Activity for one month can sometimes look extreme due to small sample size.

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.

Monthly Indicators



June 2020

“While much of Indiana was working on a phased reopening of the economy in June, real estate activity ramped up as well,” said Terre Haute’s Bernice Helman, 2020 President of the Indiana Association of REALTORS®. “Not only were home sales better than the COVID-19 depressed levels in recent months, but they were also up from June 2019. This is a result of pent-up demand, continued low inventory, and historically low interest rates – that’s what is driving local markets around the state right now, not a virus.”

“Just like May’s pending sales pointed to a return of business in June, we’re confident the increase in pending sales last month point to a strong July,” continued Helman. “There’s a lot of opportunity for sellers right now and Realtors have many tools to get our clients to the closing table in a safe manner.”

Quick Facts

+ 1.1%	+ 5.1%	- 51.3%
One-Year Change in Closed Sales	One-Year Change in Median Sales Price	One-Year Change in Homes for Sale

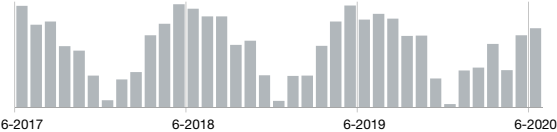
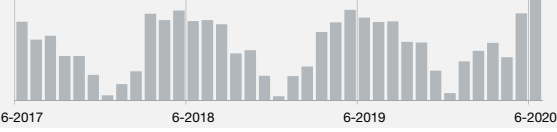
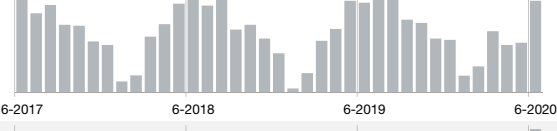
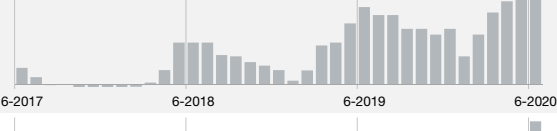

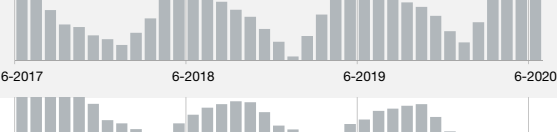
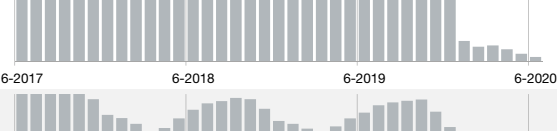

A research tool provided by the Indiana Association of REALTORS®.
Percent changes are calculated using rounded figures.

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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	6-2019	6-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		10,824	10,198	- 5.8%	55,649	50,355	- 9.5%
Pending Sales		8,980	10,052	+ 11.9%	47,487	47,556	+ 0.1%
Closed Sales		8,930	9,031	+ 1.1%	41,448	39,946	- 3.6%
Median Sales Price		\$178,000	\$187,000	+ 5.1%	\$166,000	\$177,000	+ 6.6%
Average Sales Price		\$209,700	\$218,622	+ 4.3%	\$194,422	\$206,714	+ 6.3%
Percent of Original List Price Received		97.4%	97.5%	+ 0.1%	96.4%	96.5%	+ 0.1%
Inventory of Homes for Sale		24,597	11,975	- 51.3%	--	--	--
Months Supply of Homes for Sale		3.4	1.6	- 52.9%	--	--	--

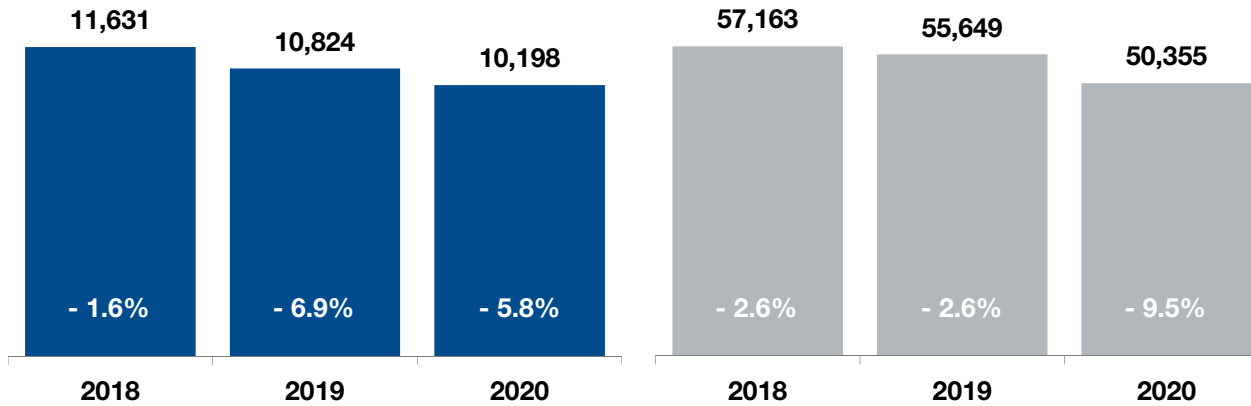
New Listings

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



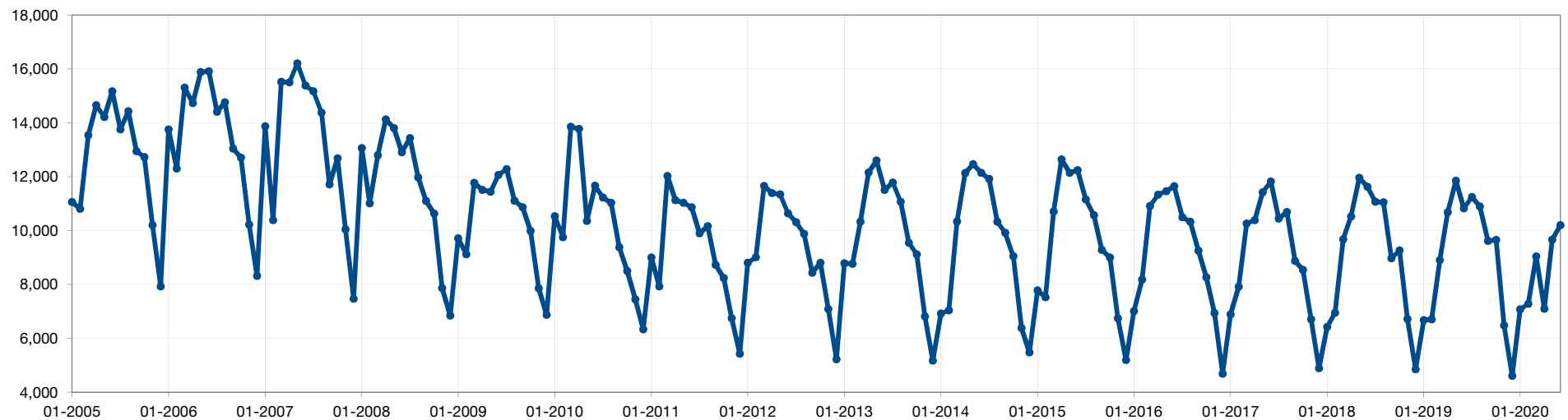
June

Year to Date



New Listings		Prior Year	Percent Change
July 2019	11,245	11,070	+1.6%
August 2019	10,899	11,050	-1.4%
September 2019	9,613	8,974	+7.1%
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%
12-Month Avg	8,572	8,965	-4.4%

Historical New Listings by Month



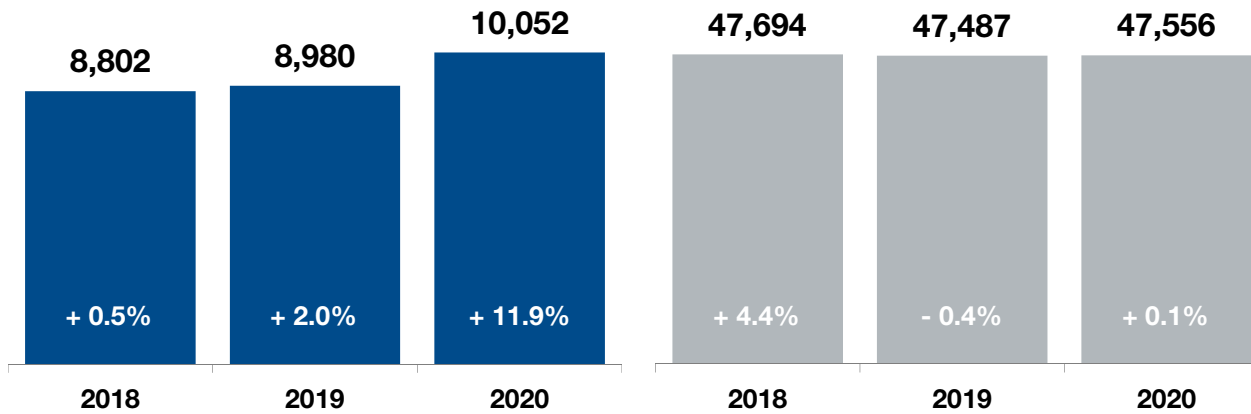
Pending Sales

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



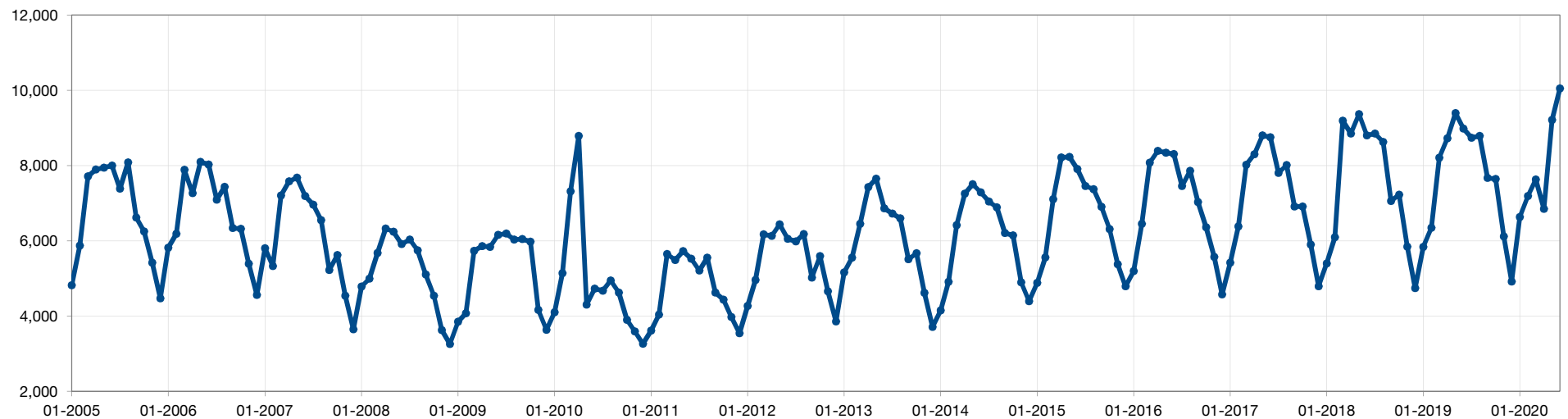
June

Year to Date



Pending Sales		Prior Year	Percent Change
July 2019	8,741	8,853	-1.3%
August 2019	8,785	8,630	+1.8%
September 2019	7,672	7,061	+8.7%
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%
12-Month Avg	7,619	7,486	+1.8%

Historical Pending Sales by Month

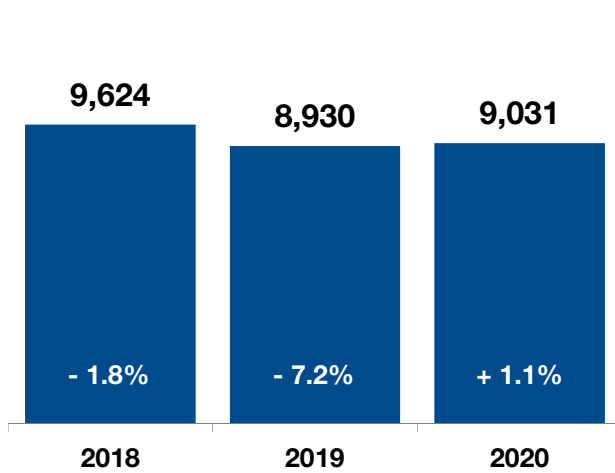


Closed Sales

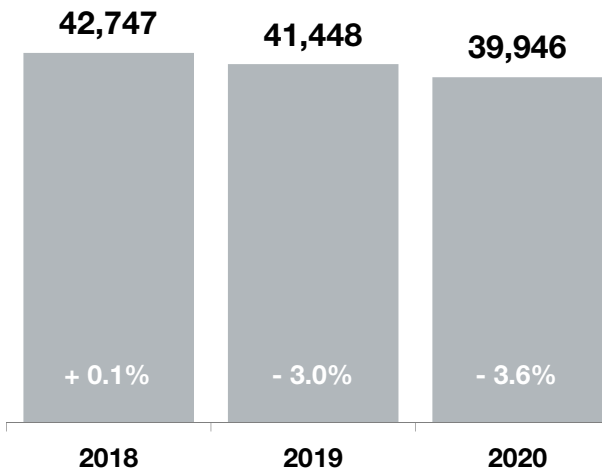
A count of the actual sales that closed in a given month.



June

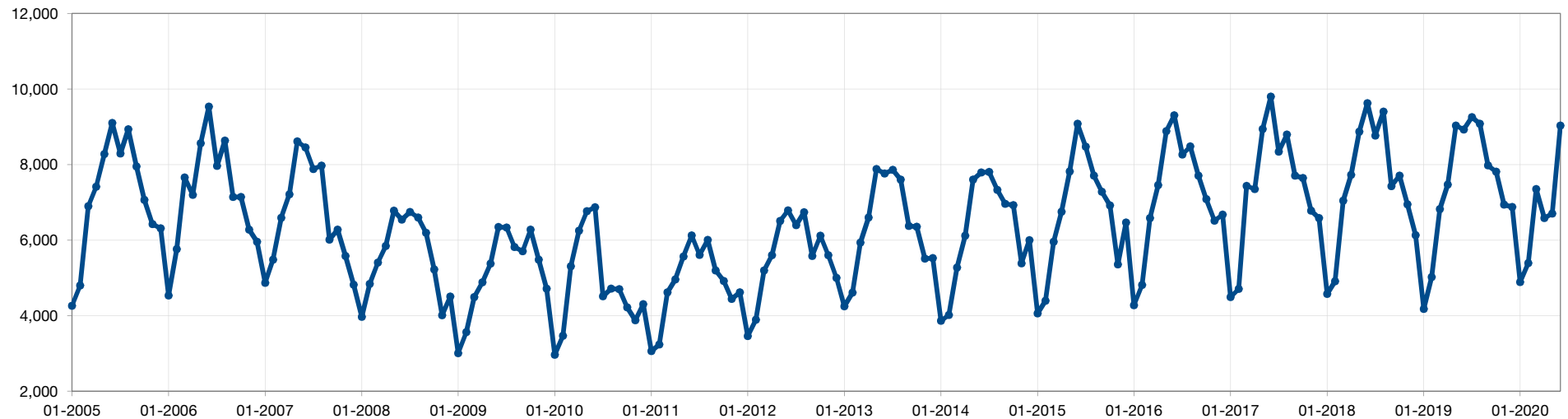


Year to Date



Closed Sales		Prior Year	Percent Change
July 2019	9,258	8,765	+5.6%
August 2019	9,078	9,404	-3.5%
September 2019	7,977	7,430	+7.4%
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%
12-Month Avg	7,324	7,319	+0.1%

Historical Closed Sales by Month



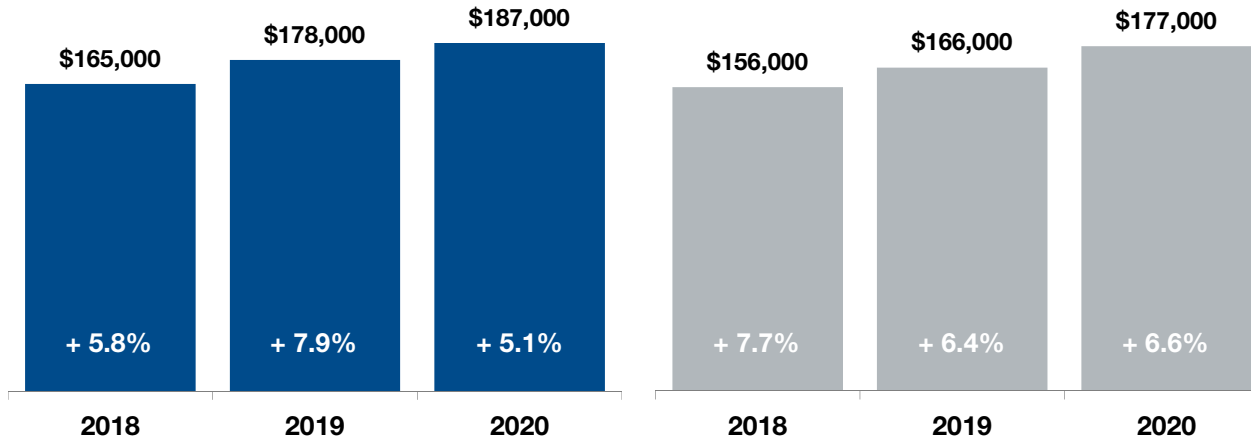
Median Sales Price

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



June

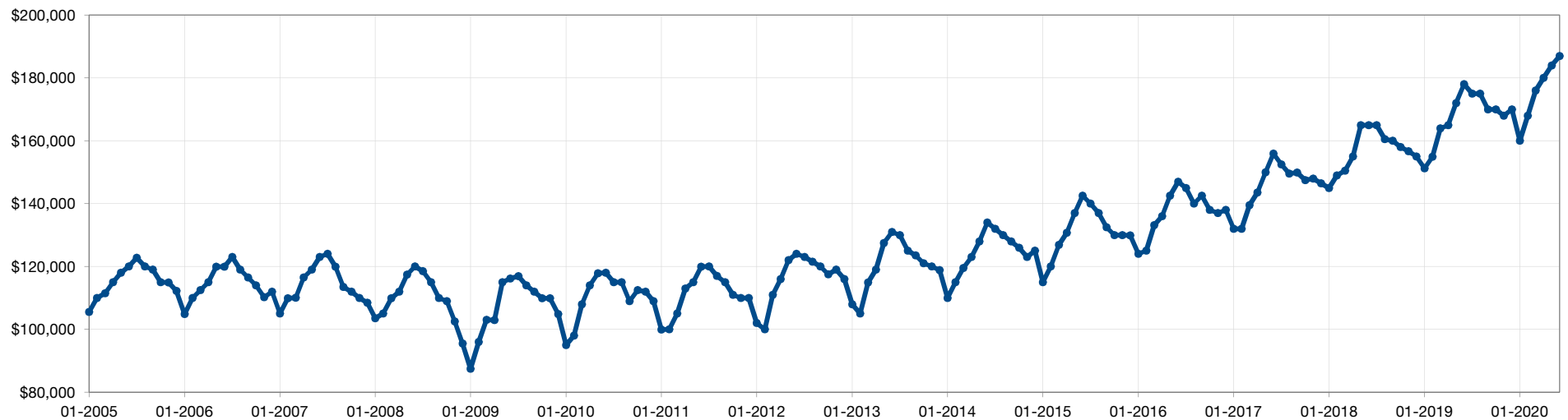
Year to Date



Median Sales Price		Prior Year	Percent Change
July 2019	\$175,000	\$165,000	+6.1%
August 2019	\$175,000	\$160,500	+9.0%
September 2019	\$170,000	\$160,000	+6.3%
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%
12-Month Avg*	\$174,900	\$163,000	+7.3%

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

Historical Median Sales Price by Month



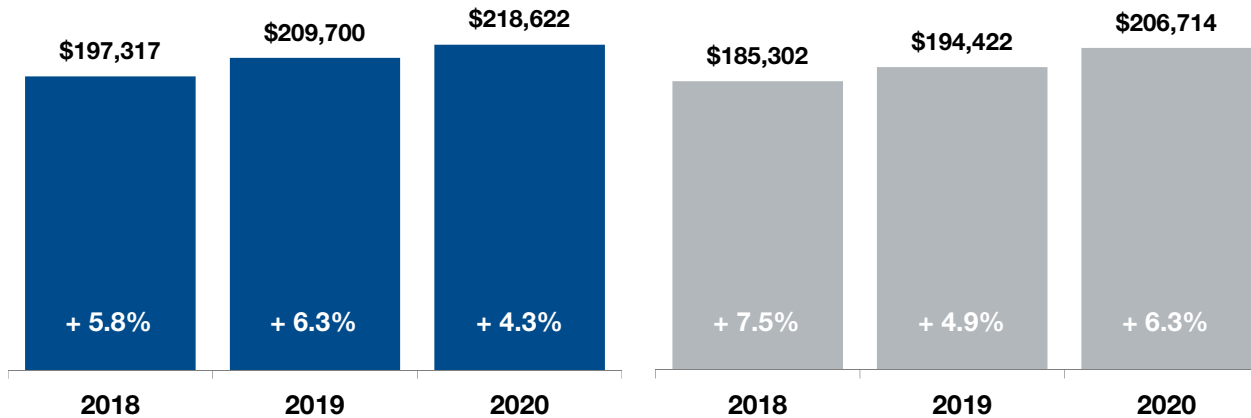
Average Sales Price

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



June

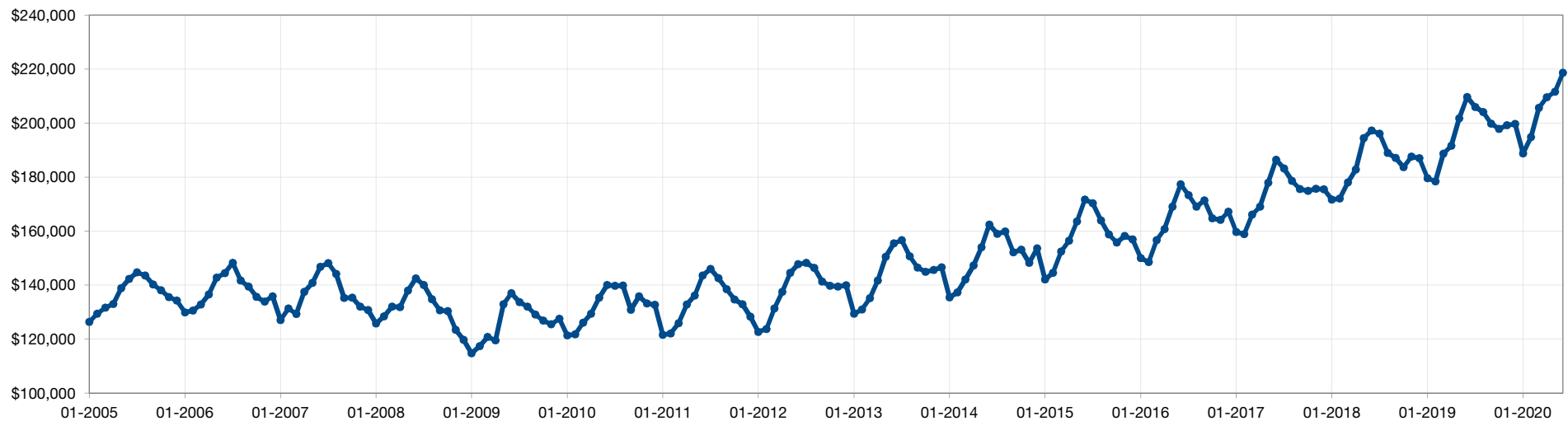
Year to Date



Avg. Sales Price		Prior Year	Percent Change
July 2019	\$205,993	\$196,087	+5.1%
August 2019	\$204,090	\$188,961	+8.0%
September 2019	\$199,854	\$187,156	+6.8%
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%
12-Month Avg*	\$203,820	\$191,398	+6.5%

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

Historical Average Sales Price by Month



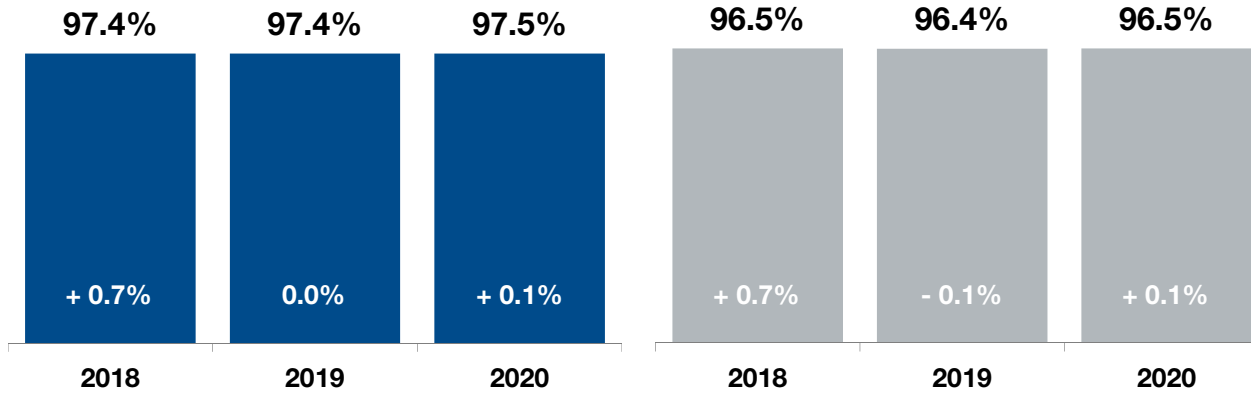
Percent of Original List Price Received

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.



June

Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
July 2019	97.0%	97.2%	-0.2%
August 2019	96.8%	96.3%	+0.5%
September 2019	96.3%	96.1%	+0.2%
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%
12-Month Avg*	96.4%	96.2%	+0.2%

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

Historical Percent of Original List Price Received by Month

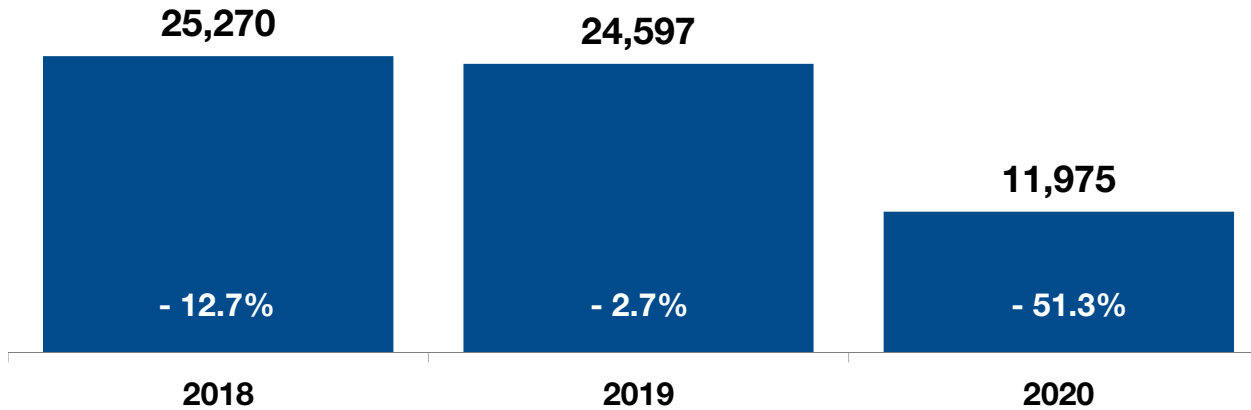


Inventory of Homes for Sale

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

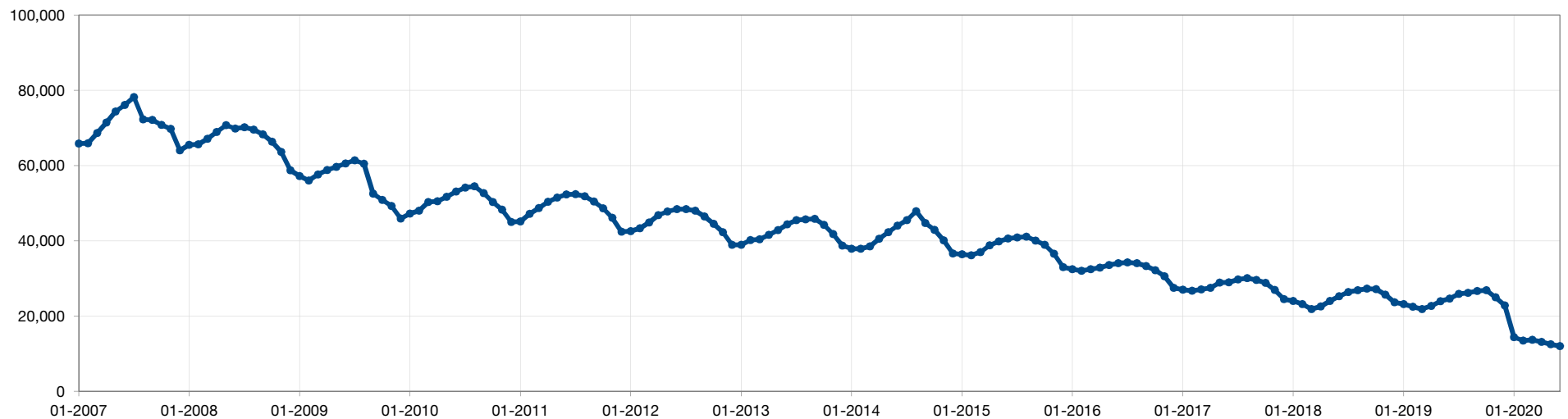


June



Homes for Sale		Prior Year	Percent Change
July 2019	25,862	26,337	-1.8%
August 2019	26,181	26,868	-2.6%
September 2019	26,616	27,274	-2.4%
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%
12-Month Avg	19,370	24,636	-21.4%

Historical Inventory of Homes for Sale by Month

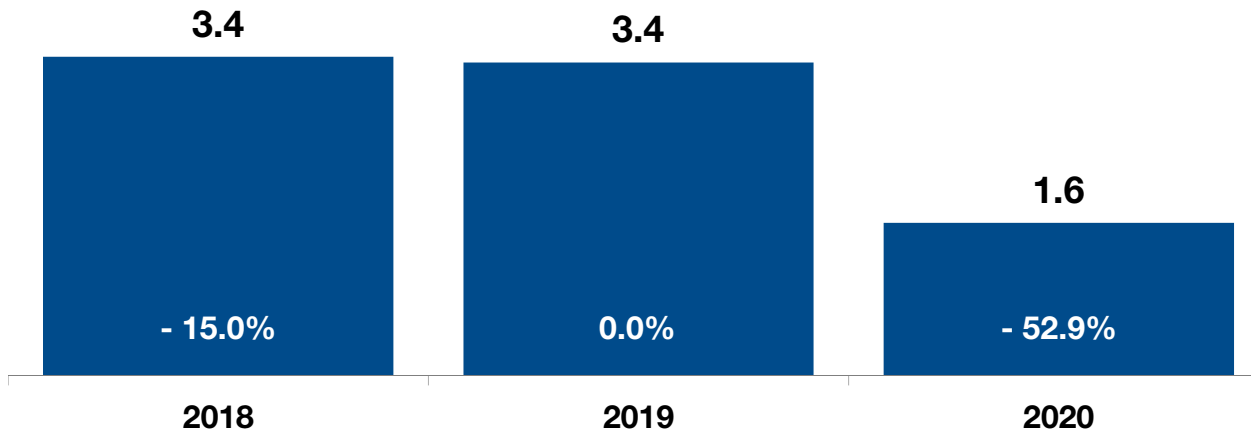


Months Supply of Homes for Sale

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.



June



Months Supply		Prior Year	Percent Change
July 2019	3.5	3.6	-2.8%
August 2019	3.6	3.6	0.0%
September 2019	3.6	3.7	-2.7%
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%
12-Month Avg*	2.6	3.3	-21.2%

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

Historical Months Supply of Homes for Sale by Month

