

INDIANA ASSOCIATION OF REALTORS®

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FOR IMMEDIATE RELEASE

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INDIANA REALTORS®: APRIL HOME SALES DOWN NEARLY 12 PERCENT FROM LAST YEAR ***2020 Year-To-Date Sales Still Better Than 2019 By Three Percent;*** ***Average and Median Prices Increase for 101st Consecutive Month***

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

Statewide, here's how **April 2020 compared to April 2019:**

- Closed home sales **decreased** 11.9 percent to 6,583
- The median sales price of homes **increased** 9.1 percent to \$180,000
- The average sales price of homes **increased** 9.4 percent to \$209,527
- The percent of original list price received at sale **increased** 0.3 percent to 96.9 percent
- Pending home sales **decreased** 21.5 percent to 6,845
- New listings **decreased** 33.5 percent to 7,099

Year-to-date comparisons show Indiana's existing-home sales still above 2019 by 3.1 percent. Also, compared to numbers today released by the National Association of REALTORS®, Indiana is doing better than other areas of the country. [Nationwide, the number of existing-home sales decreased by nearly 18 percent in April.](#)

"Because of the time it takes to close a sale, we're just now seeing the impact of the coronavirus in our monthly housing data reports," said Terre Haute's Bernice Helman, 2020 President of the Indiana Association of REALTORS®. "We knew sales would wane in April due to stay-at-home recommendations and we expect that to continue for the next couple months with fewer sellers listing homes.

"Prices have held firm given the competition spurred by low inventory and the purchase power created by low interest rates," continued Helman. "In other words, there's a lot of opportunity for homeowners right now and Realtors have many tools to get our clients to the closing table safely."

Readers of the monthly Indiana Real Estate Markets Report will note a large percentage decrease in two metrics – the inventory of homes for sale and the months supply of homes for sale – for the next calendar year. That's because of a recent database cleanup that revealed a miscalculation of inventory. The miscalculation of inventory is mainly due to listing service mergers and category changes; these actions caused IAR to continue to count things like expired listings, sale-turned-rental properties, and foreclosures into the inventory of homes for sale.

Visit IndianaRealtors.com/Consumers/Housing-Data to view the full report, which includes county data in one-page and sortable table formats. The Indiana Association of REALTORS® partners with seven of the state's eight listing services to publish housing data each month. Our reports represent 98 percent of the housing market statewide and 91 of 92 counties.

