

Monthly Indicators



September 2020

“There’s simply not enough homes on the market to meet demand,” said Terre Haute’s Bernice Helman, 2020 President of the Indiana Association of REALTORS®. “When you pair determined buyers and low interest rates, you get the fierce competition and incredible price gains we’re now seeing in most communities across the state.

“Nothing is more illustrative of our low inventory-high demand situation than the fact this year’s home sales – a year dominated by a pandemic – are actually up a couple percent from the banner year of 2019. Quality homes are selling in no time,” continued Helman. “There’s immense opportunity for sellers and Realtors have many tools to get our clients to the closing table in a safe manner. Our advice to buyers is, come to the search with your financing in place and ready to act quick.”

Quick Facts

+ 20.7%

One-Year Change in
Closed Sales

+ 13.8%

One-Year Change in
Median Sales Price

- 57.0%

One-Year Change in
Homes for Sale

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

Market Overview	2
New Listings	3
Pending Sales	4
Closed Sales	5
Median Sales Price	6
Average Sales Price	7
Percent of Original List Price Received	8
Inventory of Homes for Sale	9
Months Supply of Homes for Sale	10



Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



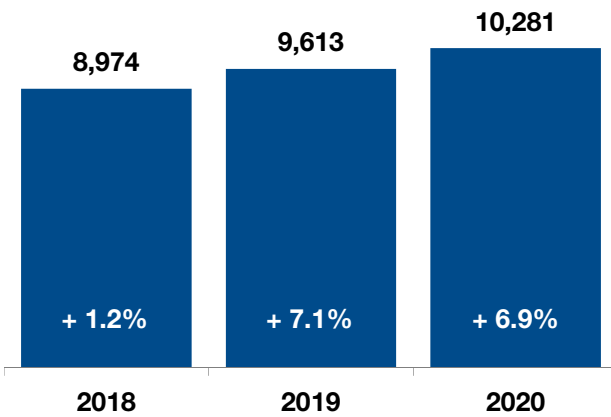
Key Metrics	Historical Sparkbars	9-2019	9-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		9,613	10,281	+ 6.9%	87,406	81,691	- 6.5%
Pending Sales		7,672	9,223	+ 20.2%	72,685	76,850	+ 5.7%
Closed Sales		7,977	9,629	+ 20.7%	67,761	69,414	+ 2.4%
Median Sales Price		\$170,000	\$193,500	+ 13.8%	\$169,900	\$184,900	+ 8.8%
Average Sales Price		\$199,854	\$228,496	+ 14.3%	\$197,940	\$216,067	+ 9.2%
Percent of Original List Price Received		96.3%	98.1%	+ 1.9%	96.5%	97.2%	+ 0.7%
Inventory of Homes for Sale		26,616	11,432	- 57.0%	--	--	--
Months Supply of Homes for Sale		3.6	1.5	- 58.3%	--	--	--

New Listings

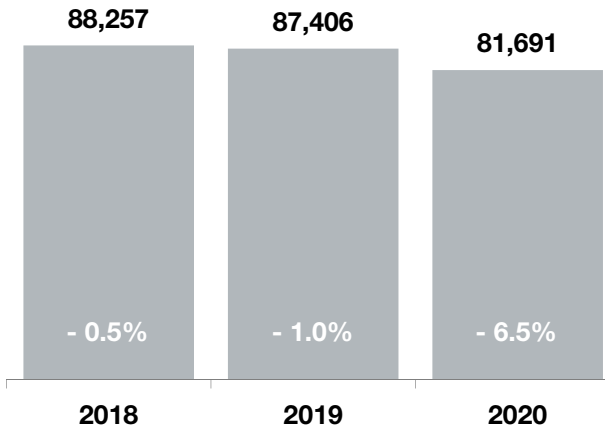
A count of the properties that have been newly listed on the market in a given month.



September

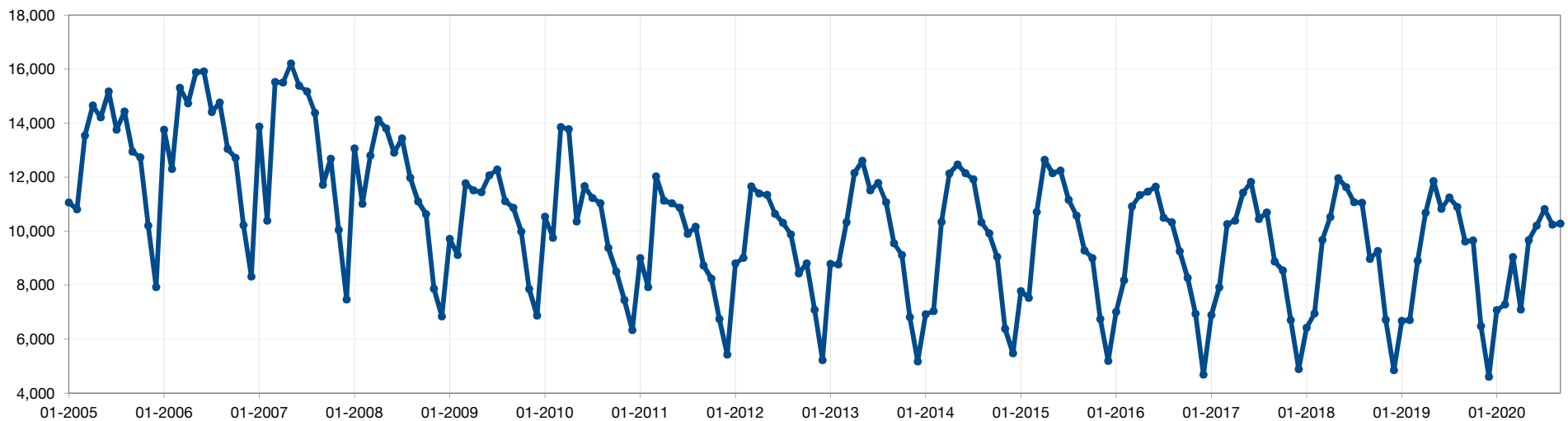


Year to Date



	New Listings	Prior Year	Percent Change
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%
July 2020	10,817	11,245	-3.8%
August 2020	10,238	10,899	-6.1%
September 2020	10,281	9,613	+6.9%
12-Month Avg	8,537	9,020	-5.4%

Historical New Listings by Month

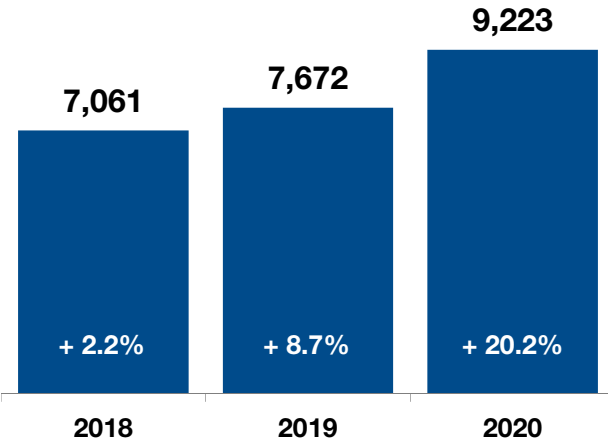


Pending Sales

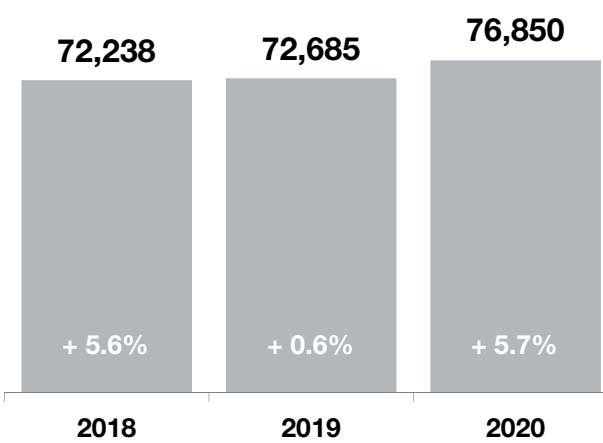
A count of the properties on which offers have been accepted in a given month.



September

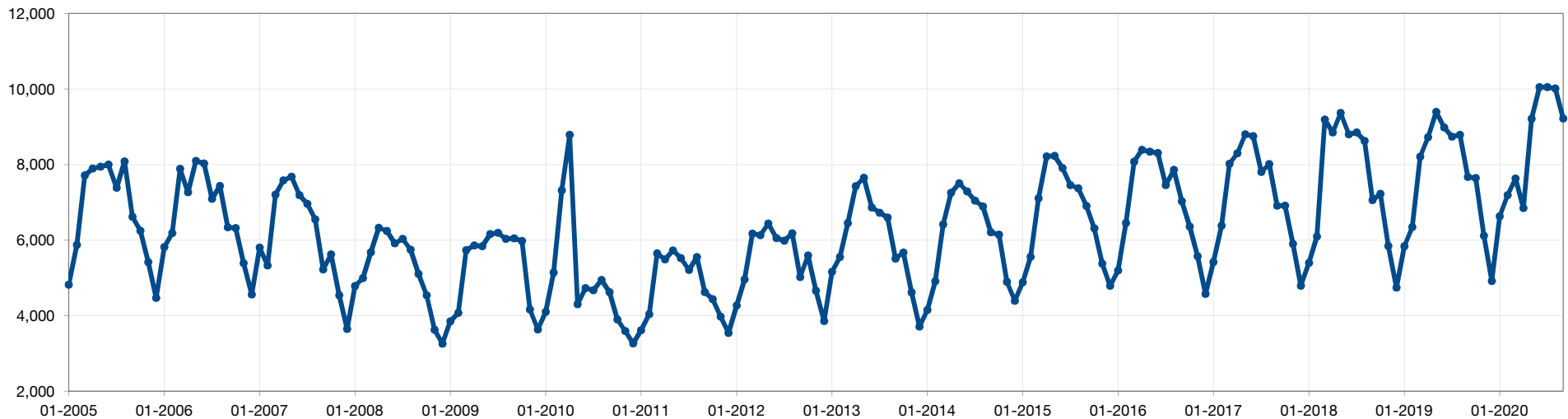


Year to Date



	Pending Sales	Prior Year	Percent Change
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%
July 2020	10,053	8,741	+15.0%
August 2020	10,018	8,785	+14.0%
September 2020	9,223	7,672	+20.2%
12-Month Avg	7,960	7,541	+5.6%

Historical Pending Sales by Month

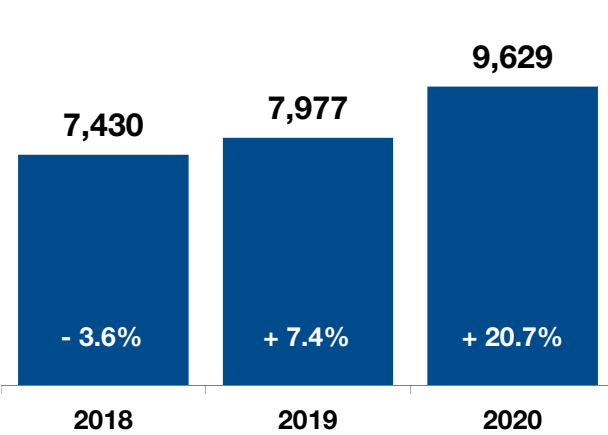


Closed Sales

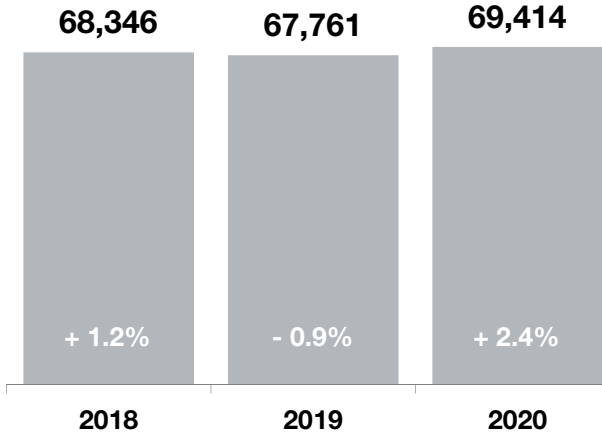
A count of the actual sales that closed in a given month.



September

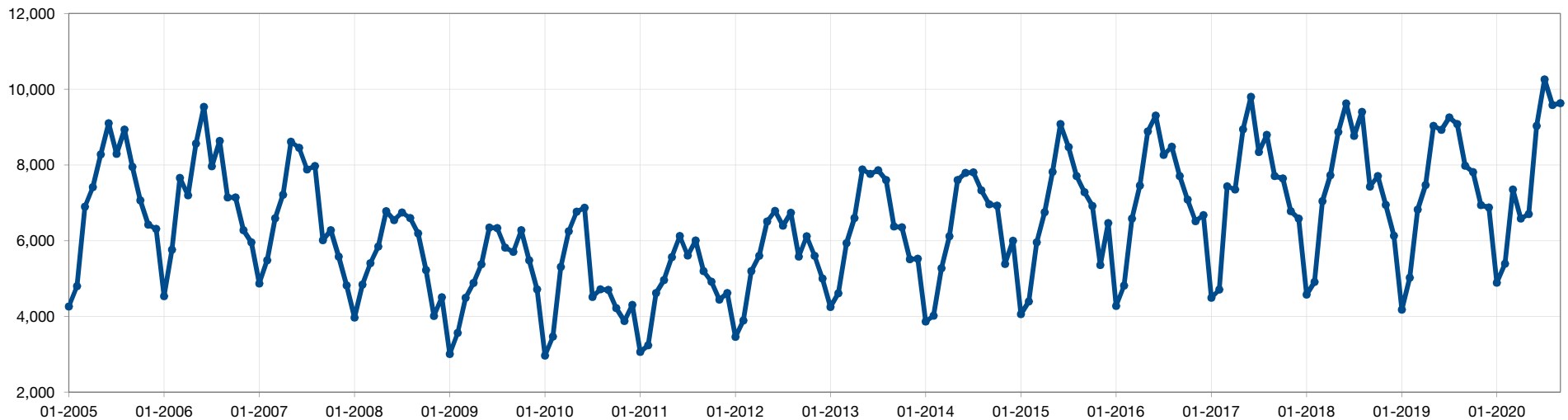


Year to Date



Closed Sales	Prior Year	Percent Change
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%
July 2020	10,256	9,258 +10.8%
August 2020	9,583	9,078 +5.6%
September 2020	9,629	7,977 +20.7%
12-Month Avg	7,587	7,378 +2.8%

Historical Closed Sales by Month



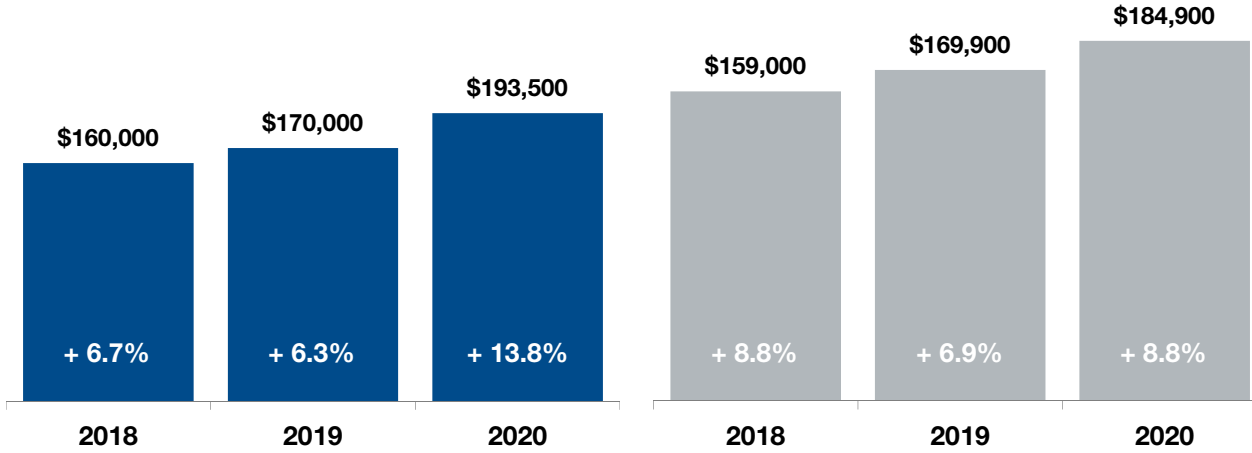
Median Sales Price

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



September

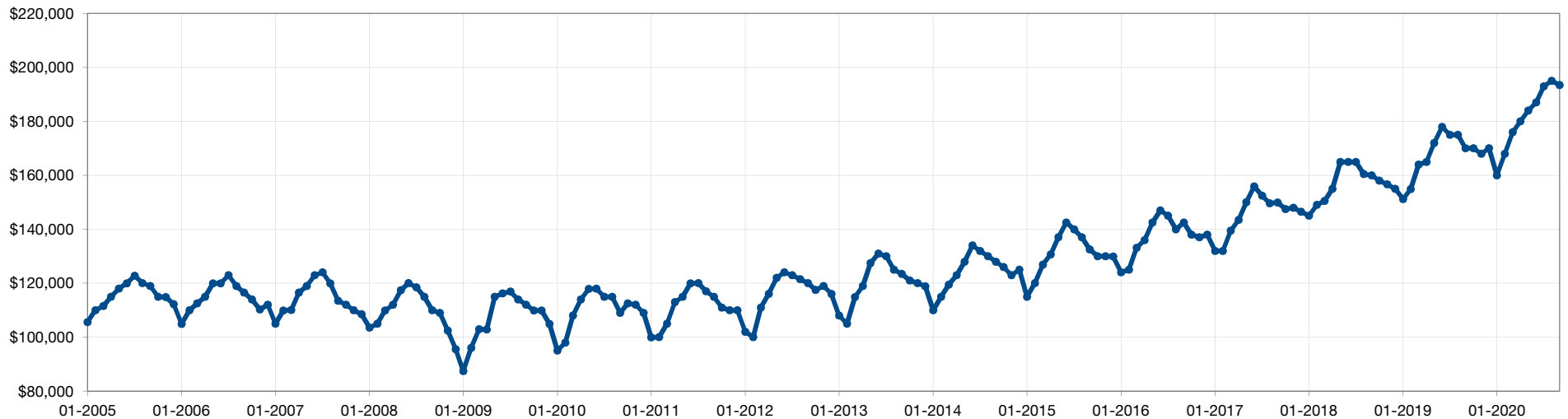
Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
July 2020	\$193,000	\$175,000	+10.3%
August 2020	\$195,000	\$175,000	+11.4%
September 2020	\$193,500	\$170,000	+13.8%
12-Month Avg*	\$180,000	\$165,800	+8.6%

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

Historical Median Sales Price by Month



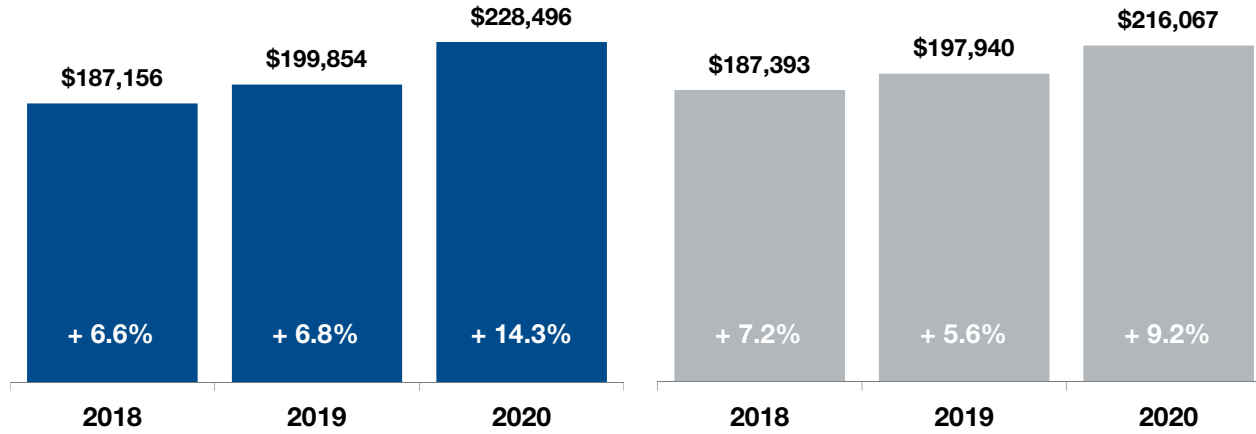
Average Sales Price

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



September

Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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%
July 2020	\$229,638	\$205,993	+11.5%
August 2020	\$228,016	\$204,090	+11.7%
September 2020	\$228,496	\$199,854	+14.3%
12-Month Avg*	\$211,990	\$195,140	+8.6%

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

Historical Average Sales Price by Month



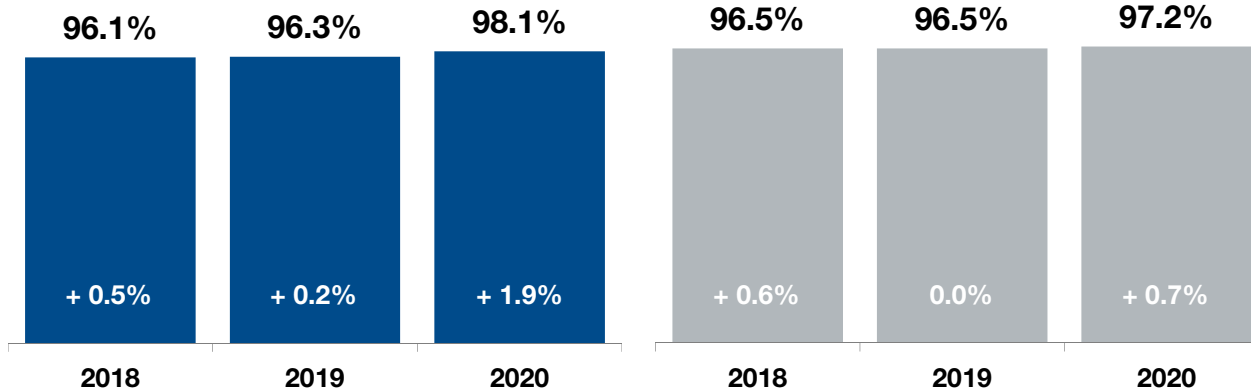
Percent of Original List Price Received

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.



September

Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
July 2020	97.8%	97.0%	+0.8%
August 2020	98.1%	96.8%	+1.3%
September 2020	98.1%	96.3%	+1.9%
12-Month Avg*	96.9%	96.3%	+0.6%

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

Historical Percent of Original List Price Received by Month

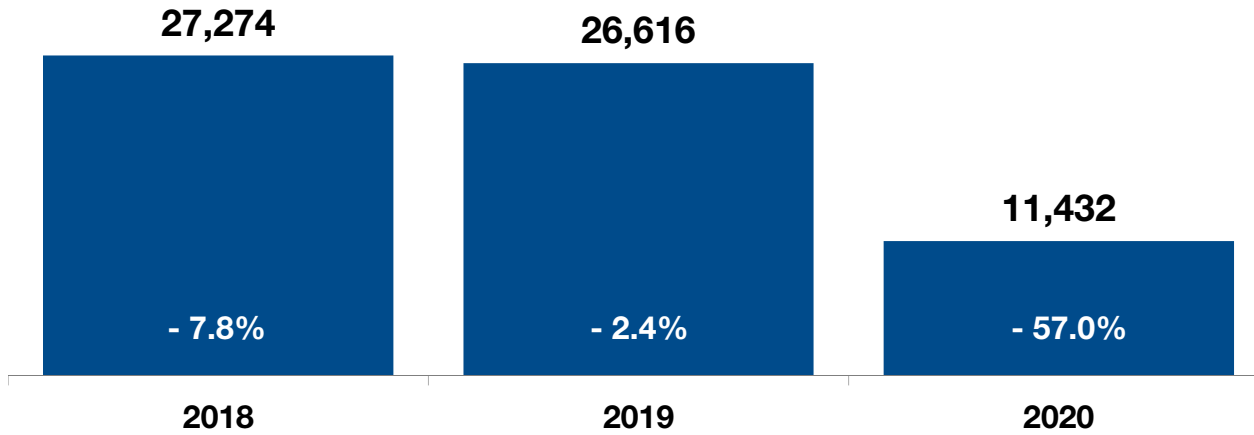


Inventory of Homes for Sale

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

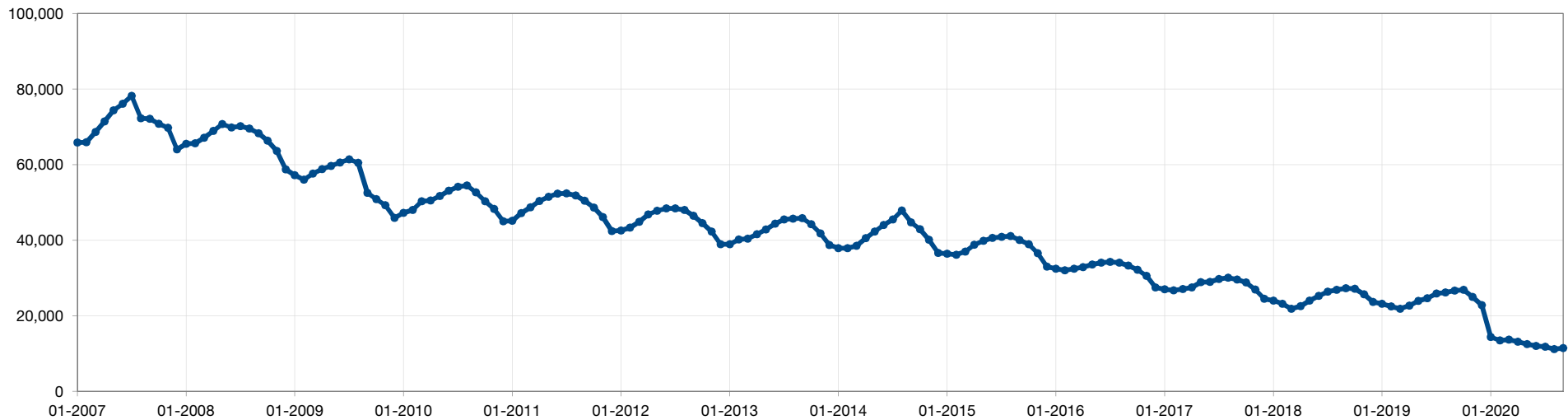


September



	Homes for Sale	Prior Year	Percent Change
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%
July 2020	11,762	25,862	-54.5%
August 2020	11,184	26,181	-57.3%
September 2020	11,432	26,616	-57.0%
12-Month Avg	15,679	24,485	-36.0%

Historical Inventory of Homes for Sale by Month

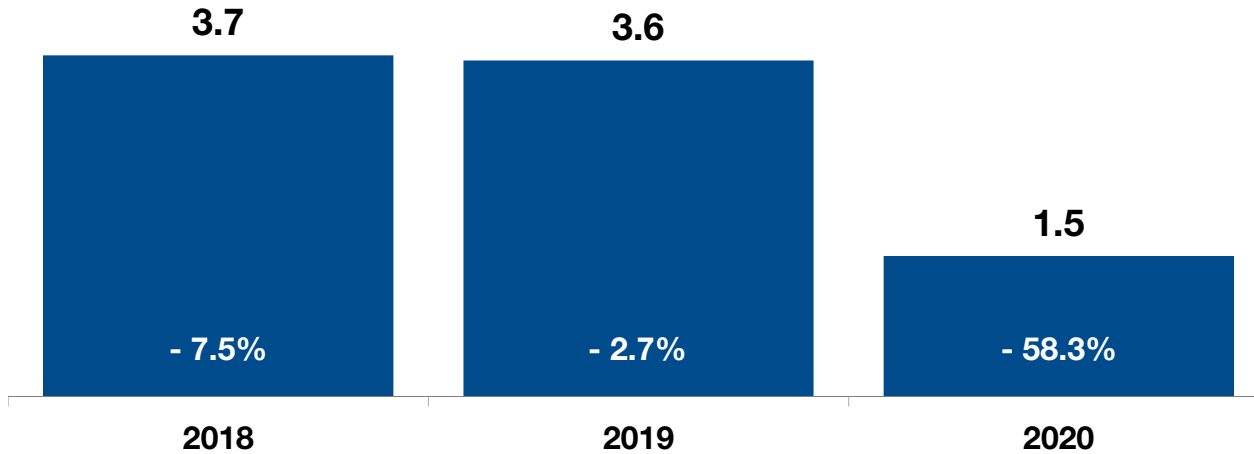


Months Supply of Homes for Sale

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.



September



Months Supply		Prior Year	Percent Change
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%
July 2020	1.6	3.5	-54.3%
August 2020	1.5	3.6	-58.3%
September 2020	1.5	3.6	-58.3%
12-Month Avg*	2.1	3.3	-36.4%

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

Historical Months Supply of Homes for Sale by Month

