

INDIANA ASSOCIATION OF REALTORS®

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INDIANA REALTORS®: SEPTEMBER HOME SALES, PRICES INCREASE OVER LAST YEAR *Low inventory, high demand still driving markets around the state;* *Wayne County data now included in monthly reports*

(INDIANAPOLIS, IN) – Indiana REALTORS® today closed the books on September and released their summary of existing-home sales from the ninth month of the year. Existing homes include single-family, townhomes, condos, and co-ops.

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

- Closed home sales **increased** 20.7 percent to 9,629
- The median sales price of homes **increased** 13.8 percent to \$193,500
- The average sales price of homes **increased** 14.3 percent to \$228,496
- The percent of original list price received at sale **increased** 1.9 percent to 98.1 percent
- Pending home sales **increased** 20.2 percent to 9,223
- New listings **increased** 6.9 percent to 10,281

"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."

Visit IndianaRealtors.com > [Consumers](#) > [Housing-Data](#) to see the statewide report and data for all 92 counties now that Wayne County is included. Historical data and comparisons for Wayne County will be added later. County data is presented in one-page and sortable table formats. IAR partners with all eight listing services to publish housing data each month.

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