

INDIANA ASSOCIATION OF REALTORS®

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FOR IMMEDIATE RELEASE

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INDIANA REALTORS®: MARCH SALES DIP SLIGHTLY AS INVENTORY PLUNGES ***5,898 existing homes for sale statewide at the end of March – a 57% decrease from last year***

(INDIANAPOLIS, IN) – Indiana REALTORS® today released their summary of existing-home sales from March and Q1 2021. Existing homes include single-family, townhomes, condos, and co-ops.

Statewide, the comparison of March 2021 to March 2020 shows:

- Closed sales **decreased** 3% to 7,181
- Median sales price **increased** 9.1% to \$191,000
- Average sales price **increased** 9.9% to \$225,434
- Percent of original list price received **increased** 2.2% to 98.5%
- Pending sales **increased** 3.6% to 7,982
- New listings **decreased** 4.8% to 8,691

The comparison of Q1 2021 to Q1 2020 shows that statewide, sales are still ahead by three percent and prices are up 10-plus percent.

“Demand is not waning in the face of rising prices and mortgage rates. Homes continue to sell quickly,” said Indianapolis’ Roger Lundy, 2021 President of the Indiana Association of REALTORS®. “We saw our first dip in sales in a long time simply because of limited inventory. To bring the market back into balance, we need policymakers to support home building and development and existing home seller and new construction activity to increase. Until then it should be a busy and highly competitive market.”

Visit IndianaRealtors.com > [Consumers](#) > [Housing-Data](#) to see the full statewide report and data for all 92 counties. County data is presented by way of a one-page report for each within a sortable table. IAR partners with the eight listing services in Indiana to publish housing data each month.

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The term REALTOR® is a registered mark that identifies a real estate professional who is a member of the United States’ largest trade association, the National Association of REALTORS®. The Indiana Association of REALTORS® has more than 19,000 REALTOR® members who are involved in virtually all aspects of the sale, purchase, exchange, and/or lease of real property in the state.

