

Monthly Indicators



July 2021

Quick Facts

| | | |
|------------------------------------|--|--------------------------------------|
| - 6.5% | + 15.5% | - 24.6% |
| 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.



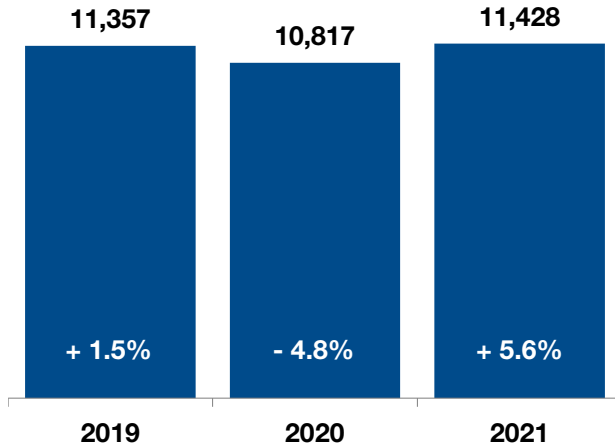
| Key Metrics | Historical Sparkbars | 7-2020 | 7-2021 | Percent Change | YTD 2020 | YTD 2021 | Percent Change |
|--|----------------------|-----------|------------------|----------------|-----------|------------------|----------------|
| New Listings | | 10,817 | 11,428 | + 5.6% | 61,707 | 63,597 | + 3.1% |
| Pending Sales | | 10,053 | 9,231 | - 8.2% | 58,125 | 55,876 | - 3.9% |
| Closed Sales | | 10,256 | 9,585 | - 6.5% | 50,600 | 54,134 | + 7.0% |
| Median Sales Price | | \$193,000 | \$223,000 | + 15.5% | \$180,000 | \$205,000 | + 13.9% |
| Average Sales Price | | \$229,638 | \$257,340 | + 12.1% | \$210,697 | \$240,863 | + 14.3% |
| Percent of Original List Price Received | | 97.8% | 100.7% | + 3.0% | 96.8% | 99.6% | + 2.9% |
| Inventory of Homes for Sale | | 11,762 | 8,874 | - 24.6% | -- | -- | -- |
| Months Supply of Homes for Sale | | 1.6 | 1.1 | - 31.3% | -- | -- | -- |

New Listings

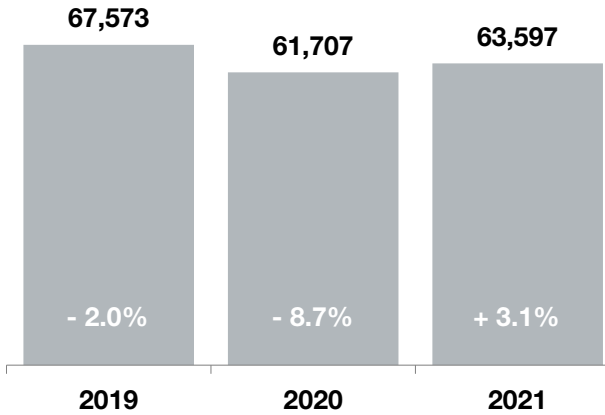
A count of the properties that have been newly listed on the market in a given month.



July

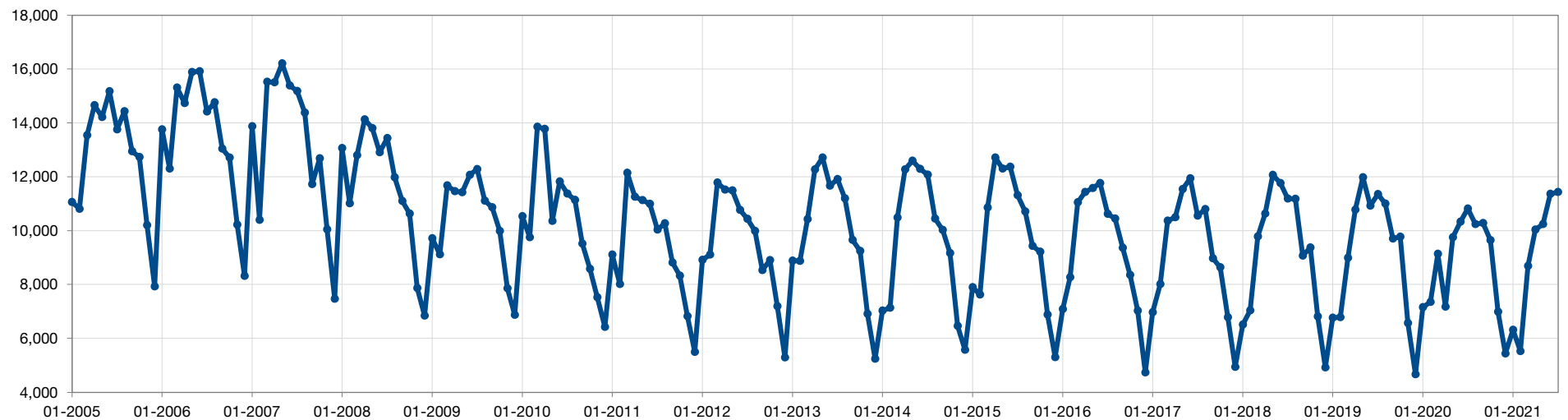


Year to Date



| | New Listings | Prior Year | Percent Change |
|------------------|---------------|---------------|----------------|
| August 2020 | 10,238 | 10,999 | -6.9% |
| September 2020 | 10,281 | 9,699 | +6.0% |
| October 2020 | 9,643 | 9,769 | -1.3% |
| November 2020 | 6,987 | 6,567 | +6.4% |
| December 2020 | 5,432 | 4,667 | +16.4% |
| January 2021 | 6,311 | 7,155 | -11.8% |
| February 2021 | 5,527 | 7,346 | -24.8% |
| March 2021 | 8,691 | 9,133 | -4.8% |
| April 2021 | 10,040 | 7,173 | +40.0% |
| May 2021 | 10,238 | 9,752 | +5.0% |
| June 2021 | 11,362 | 10,331 | +10.0% |
| July 2021 | 11,428 | 10,817 | +5.6% |
| 12-Month Avg | 8,848 | 8,617 | +2.7% |

Historical New Listings by Month



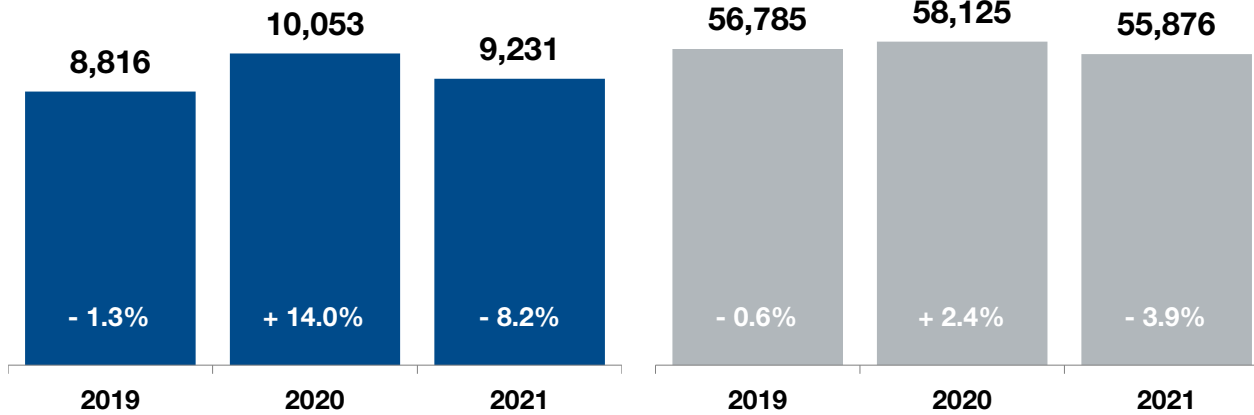
Pending Sales

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



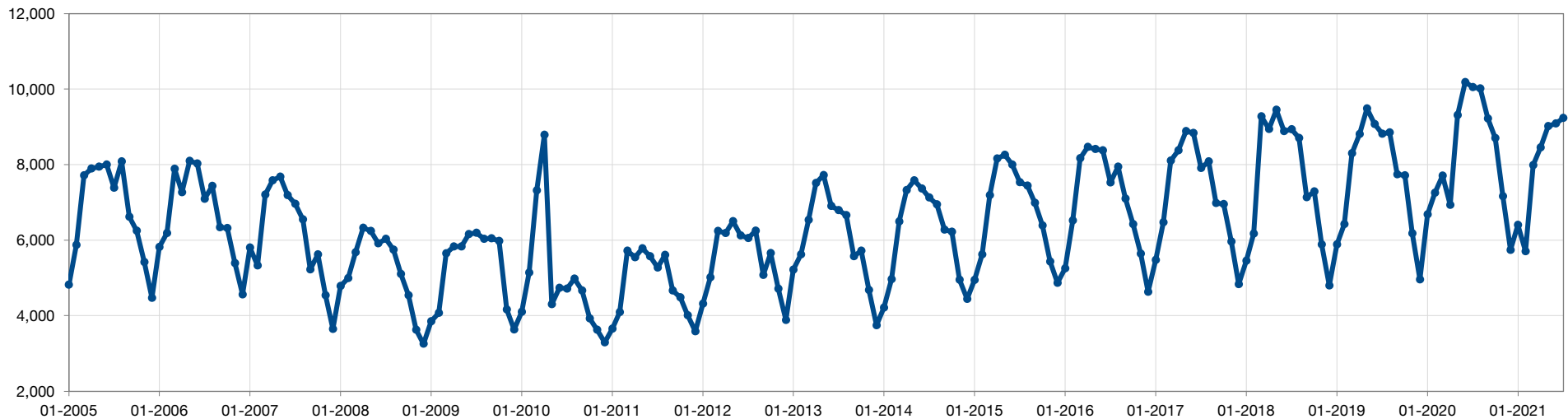
July

Year to Date



| | Pending Sales | Prior Year | Percent Change |
|------------------|---------------|---------------|----------------|
| August 2020 | 10,018 | 8,853 | +13.2% |
| September 2020 | 9,223 | 7,739 | +19.2% |
| October 2020 | 8,702 | 7,715 | +12.8% |
| November 2020 | 7,161 | 6,178 | +15.9% |
| December 2020 | 5,738 | 4,961 | +15.7% |
| January 2021 | 6,401 | 6,684 | -4.2% |
| February 2021 | 5,705 | 7,253 | -21.3% |
| March 2021 | 7,982 | 7,703 | +3.6% |
| April 2021 | 8,452 | 6,935 | +21.9% |
| May 2021 | 9,016 | 9,314 | -3.2% |
| June 2021 | 9,089 | 10,183 | -10.7% |
| July 2021 | 9,231 | 10,053 | -8.2% |
| 12-Month Avg | 8,060 | 7,798 | +3.4% |

Historical Pending Sales by Month

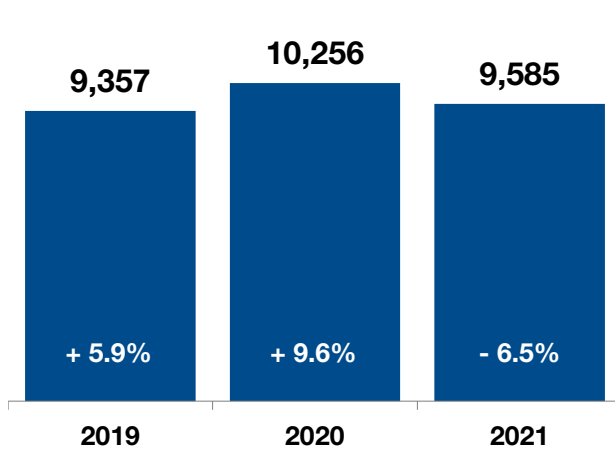


Closed Sales

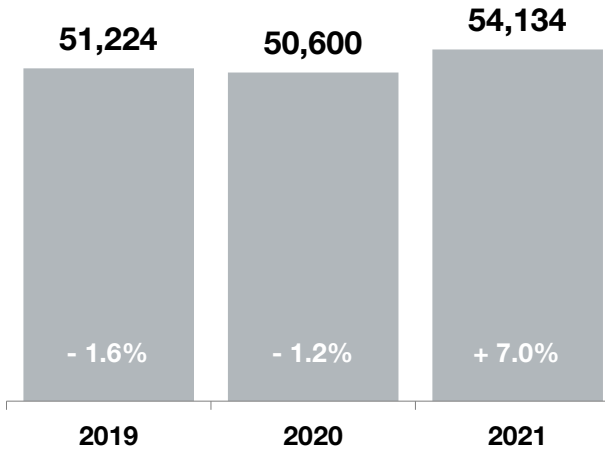
A count of the actual sales that closed in a given month.



July

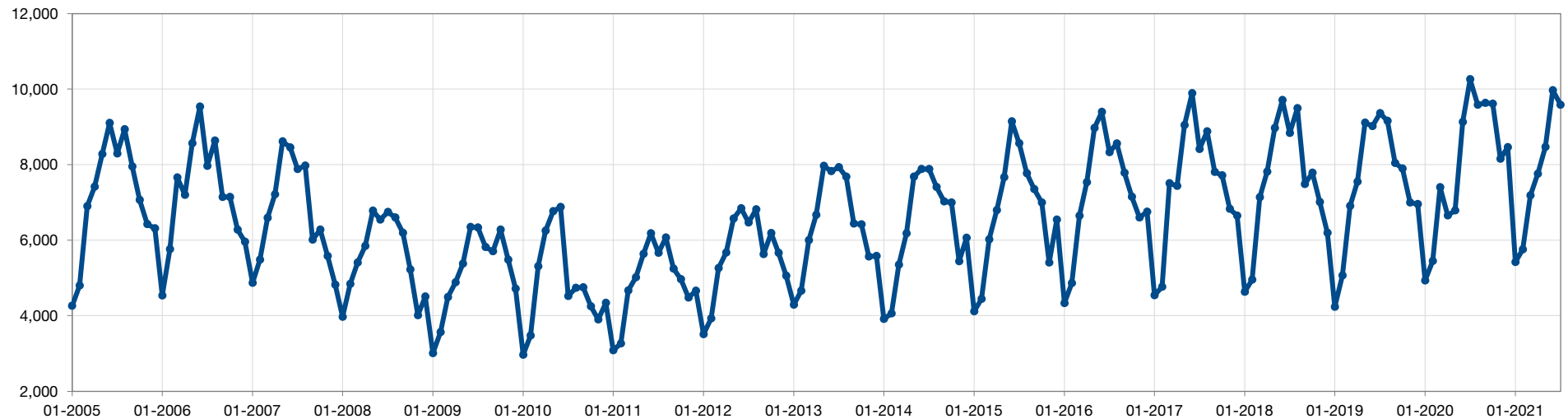


Year to Date



| | Closed Sales | Prior Year | Percent Change |
|------------------|--------------|---------------|----------------|
| August 2020 | 9,583 | 9,159 | +4.6% |
| September 2020 | 9,629 | 8,041 | +19.7% |
| October 2020 | 9,609 | 7,898 | +21.7% |
| November 2020 | 8,150 | 6,995 | +16.5% |
| December 2020 | 8,457 | 6,954 | +21.6% |
| January 2021 | 5,419 | 4,931 | +9.9% |
| February 2021 | 5,753 | 5,444 | +5.7% |
| March 2021 | 7,181 | 7,401 | -3.0% |
| April 2021 | 7,757 | 6,652 | +16.6% |
| May 2021 | 8,470 | 6,789 | +24.8% |
| June 2021 | 9,969 | 9,127 | +9.2% |
| July 2021 | 9,585 | 10,256 | -6.5% |
| 12-Month Avg | 8,297 | 7,471 | +11.1% |

Historical Closed Sales by Month



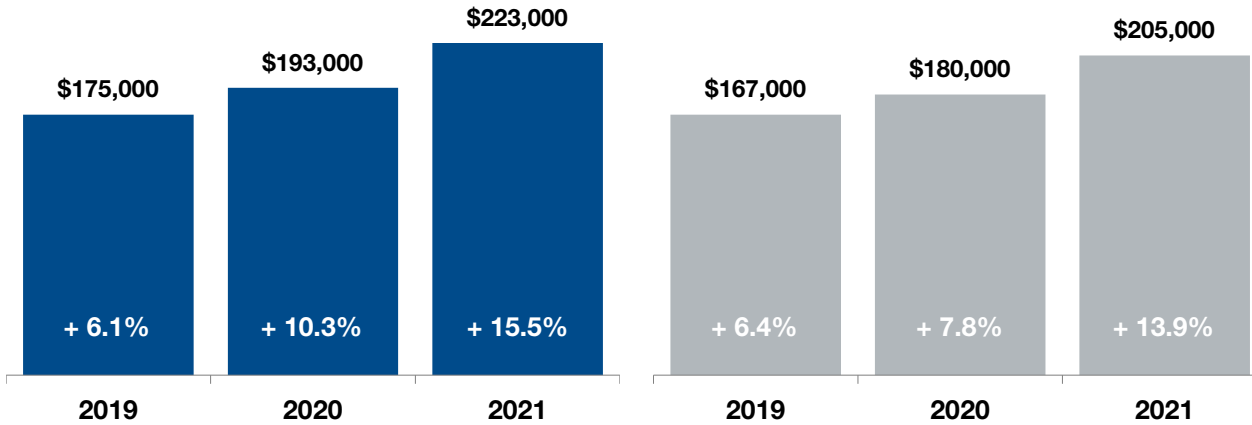
Median Sales Price

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



July

Year to Date



| | Median Sales Price | Prior Year | Percent Change |
|------------------|--------------------|------------------|----------------|
| August 2020 | \$195,000 | \$174,000 | +12.1% |
| September 2020 | \$193,500 | \$170,000 | +13.8% |
| October 2020 | \$192,000 | \$169,950 | +13.0% |
| November 2020 | \$190,000 | \$168,000 | +13.1% |
| December 2020 | \$190,000 | \$169,900 | +11.8% |
| January 2021 | \$184,000 | \$160,000 | +15.0% |
| February 2021 | \$185,000 | \$167,000 | +10.8% |
| March 2021 | \$191,000 | \$175,000 | +9.1% |
| April 2021 | \$200,000 | \$180,000 | +11.1% |
| May 2021 | \$214,000 | \$182,500 | +17.3% |
| June 2021 | \$220,000 | \$185,000 | +18.9% |
| July 2021 | \$223,000 | \$193,000 | +15.5% |
| 12-Month Avg* | \$199,990 | \$175,000 | +14.3% |

* Median Sales Price for all properties from August 2020 through July 2021. This is not the average of the individual figures above.

Historical Median Sales Price by Month



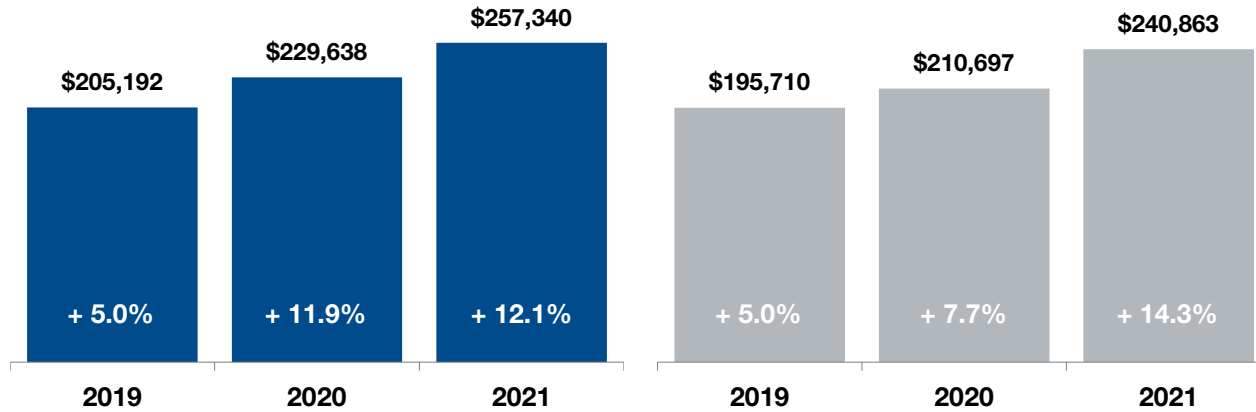
Average Sales Price

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



July

Year to Date



| | Avg. Sales Price | Prior Year | Percent Change |
|------------------|------------------|------------------|----------------|
| August 2020 | \$228,016 | \$203,362 | +12.1% |
| September 2020 | \$228,496 | \$199,279 | +14.7% |
| October 2020 | \$227,825 | \$196,847 | +15.7% |
| November 2020 | \$224,250 | \$198,739 | +12.8% |
| December 2020 | \$223,284 | \$198,736 | +12.4% |
| January 2021 | \$215,474 | \$188,119 | +14.5% |
| February 2021 | \$220,012 | \$194,031 | +13.4% |
| March 2021 | \$225,434 | \$205,207 | +9.9% |
| April 2021 | \$241,019 | \$208,608 | +15.5% |
| May 2021 | \$250,438 | \$210,463 | +19.0% |
| June 2021 | \$253,682 | \$217,663 | +16.5% |
| July 2021 | \$257,340 | \$229,638 | +12.1% |
| 12-Month Avg* | \$234,322 | \$205,845 | +13.8% |

* Avg. Sales Price for all properties from August 2020 through July 2021. This is not the average of the individual figures above.

Historical Average Sales Price by Month



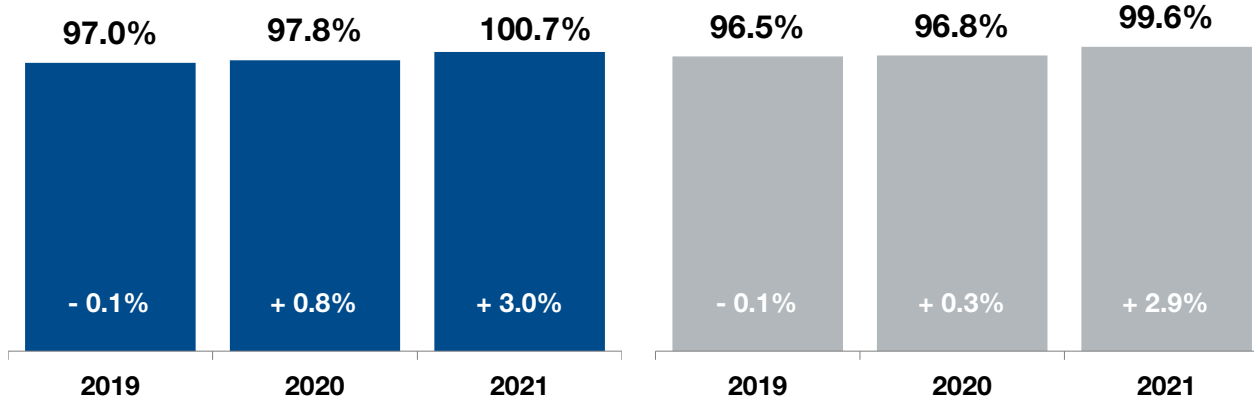
Percent of Original List Price Received

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.



July

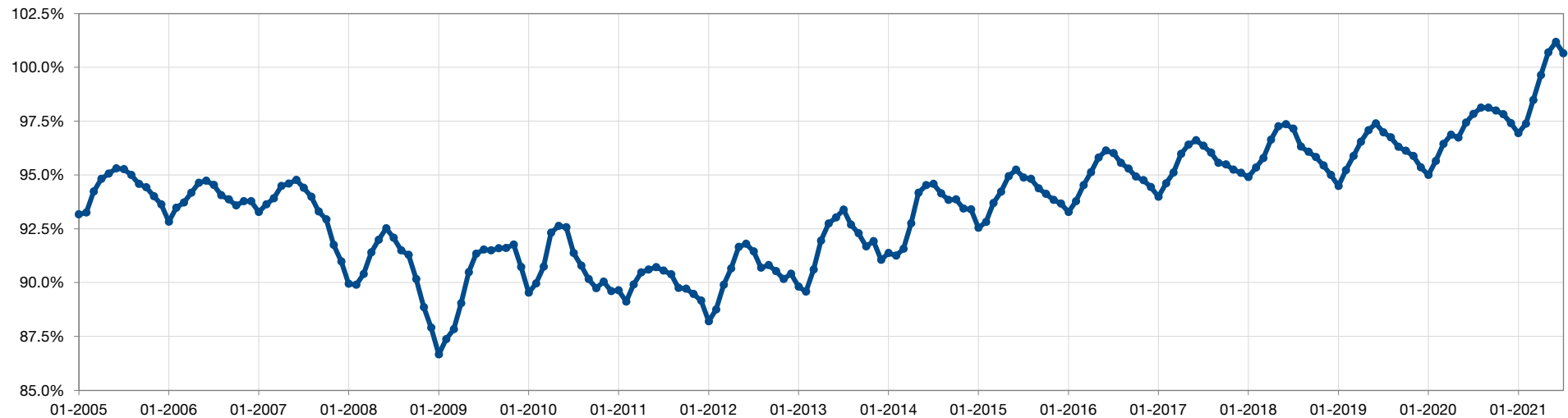
Year to Date



| | Pct. of Orig. Price Received | Prior Year | Percent Change |
|------------------|------------------------------|--------------|----------------|
| August 2020 | 98.1% | 96.7% | +1.4% |
| September 2020 | 98.1% | 96.3% | +1.9% |
| October 2020 | 98.0% | 96.1% | +2.0% |
| November 2020 | 97.8% | 95.9% | +2.0% |
| December 2020 | 97.4% | 95.4% | +2.1% |
| January 2021 | 96.9% | 95.0% | +2.0% |
| February 2021 | 97.4% | 95.6% | +1.9% |
| March 2021 | 98.5% | 96.4% | +2.2% |
| April 2021 | 99.6% | 96.9% | +2.8% |
| May 2021 | 100.7% | 96.7% | +4.1% |
| June 2021 | 101.2% | 97.4% | +3.9% |
| July 2021 | 100.7% | 97.8% | +3.0% |
| 12-Month Avg* | 98.8% | 96.5% | +2.4% |

* Pct. of Orig. Price Received for all properties from August 2020 through July 2021. This is not the average of the individual figures above.

Historical Percent of Original List Price Received by Month

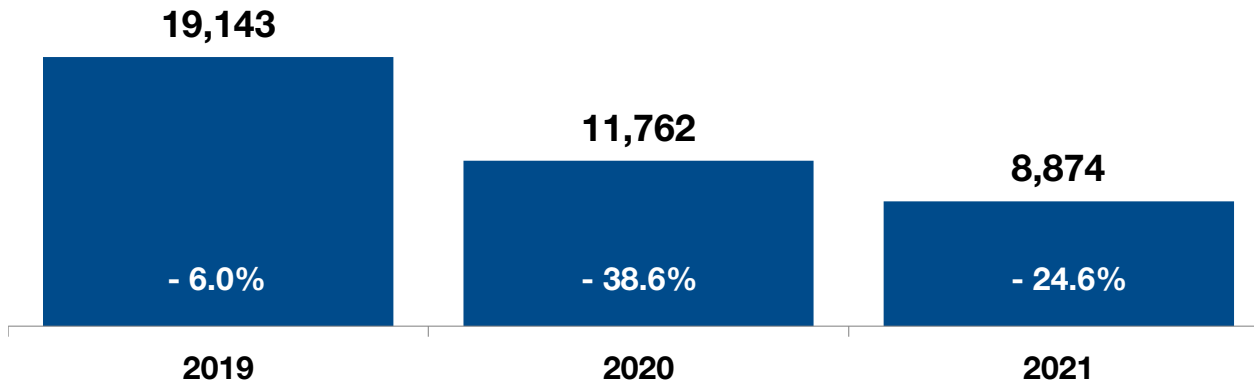


Inventory of Homes for Sale

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

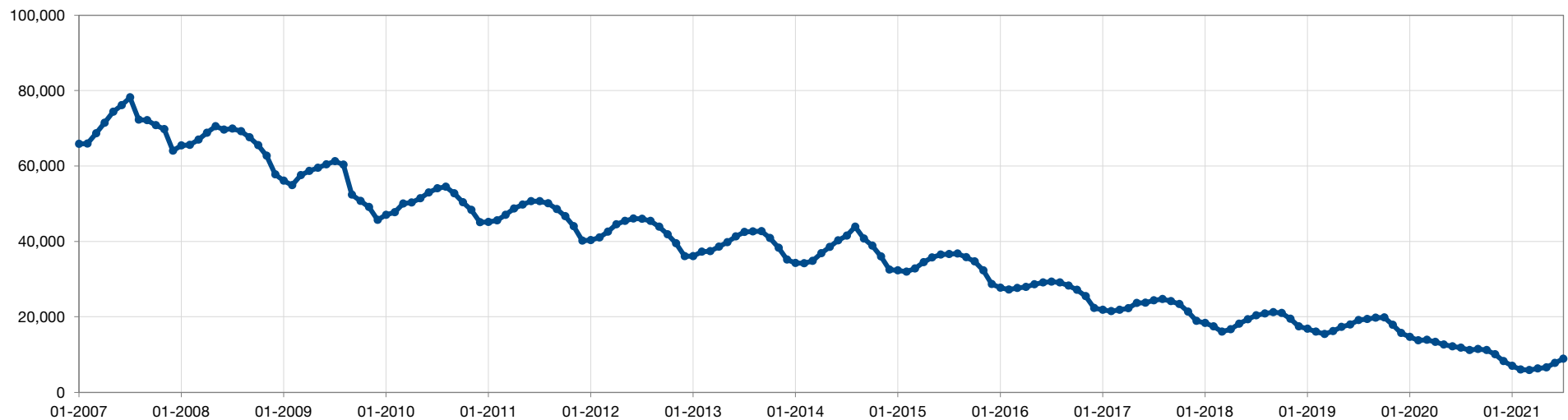


July



| | Homes for Sale | Prior Year | Percent Change |
|------------------|----------------|---------------|----------------|
| August 2020 | 11,184 | 19,394 | -42.3% |
| September 2020 | 11,432 | 19,767 | -42.2% |
| October 2020 | 11,138 | 19,837 | -43.9% |
| November 2020 | 10,032 | 17,894 | -43.9% |
| December 2020 | 8,225 | 15,687 | -47.6% |
| January 2021 | 6,981 | 14,634 | -52.3% |
| February 2021 | 6,028 | 13,739 | -56.1% |
| March 2021 | 5,898 | 13,916 | -57.6% |
| April 2021 | 6,253 | 13,332 | -53.1% |
| May 2021 | 6,559 | 12,656 | -48.2% |
| June 2021 | 7,743 | 12,139 | -36.2% |
| July 2021 | 8,874 | 11,762 | -24.6% |
| 12-Month Avg | 8,362 | 15,396 | -45.7% |

Historical Inventory of Homes for Sale by Month

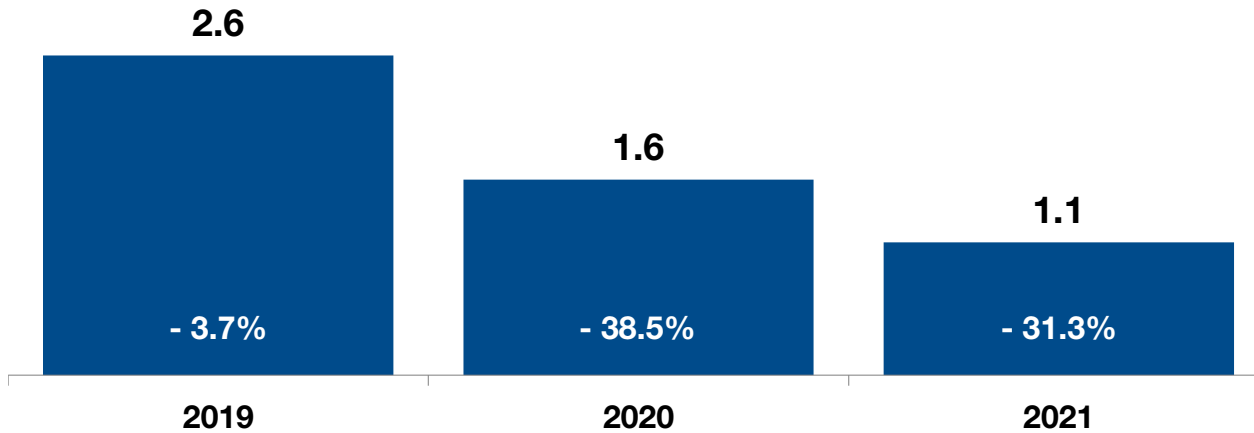


Months Supply of Homes for Sale

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.



July



| Months Supply | | Prior Year | Percent Change |
|------------------|------------|------------|----------------|
| August 2020 | 1.5 | 2.6 | -42.3% |
| September 2020 | 1.5 | 2.7 | -44.4% |
| October 2020 | 1.4 | 2.7 | -48.1% |
| November 2020 | 1.3 | 2.4 | -45.8% |
| December 2020 | 1.0 | 2.1 | -52.4% |
| January 2021 | 0.9 | 1.9 | -52.6% |
| February 2021 | 0.7 | 1.8 | -61.1% |
| March 2021 | 0.7 | 1.8 | -61.1% |
| April 2021 | 0.8 | 1.8 | -55.6% |
| May 2021 | 0.8 | 1.7 | -52.9% |
| June 2021 | 0.9 | 1.6 | -43.8% |
| July 2021 | 1.1 | 1.6 | -31.3% |
| 12-Month Avg* | 1.1 | 2.1 | -47.6% |

* Months Supply for all properties from August 2020 through July 2021. This is not the average of the individual figures above.

Historical Months Supply of Homes for Sale by Month

