



July 8, 2026

Indiana Association of REALTORS® Mid-2026 Report

Highlights for Sellers

Overview

- The first half of 2026 has set the pace for the best year of statewide home sales and new listings since 2022, fueled by healthy household formation and improved interest rates.
- The 30-year mortgage rate has averaged 6.25% on a weekly basis in 2026 (via the Freddie Mac Primary Mortgage Market Survey), more than 50 basis points below 2025.
- From January through June, **closed sales (38,971)** are 2.5% ahead of 2025 at a state median sale price of **\$275,000**, a 5% year-over-year increase.
- Home sellers have been even more enthusiastic than buyers: **54,106 new listings** have hit the market through June, **5% more than last year**.

Key Points for Sellers:

Hoosiers looking to buy or sell a home shouldn't start thinking of the calendar as half-empty; more sales typically close in the second six months of the year.

We're in a more balanced market – not a buyer's market:

- The number of homes for sale statewide has been rising since 2022 but is still stuck 8% below 2019 year-to-date.
- Context for this inventory trend: Indiana has grown by more than 180,000 new homeowner households over the past seven years while only building about 100,000 new single-family units – continuing a decade-and-a-half of underbuilding after the Great Recession.
- So even with higher interest rates still affecting buyer demand, every home on the market is more valuable.
- Indiana has averaged 2.3 months of inventory in 2026; traditionally, a “buyer's market” only exists above 5-6 months of available inventory.

Sale prices are rising...but pricing strategy matters more in 2026:

- Indiana's year-to-date median sale price is up 5% over 2025, continuing a 13-year streak of positive price growth; the price-per-square foot of existing homes is up 3% year-over-year.
- When sellers don't have to adjust price after listing, the market is moving just as fast as 2025: Listings without a price cut are under contract in 8 days year-to-date compared to 7 days last year.
- Listings with a price cut are selling one week slower than last year: 81 days from listing to pending sale versus 74 days in 2025.
- As always, REALTOR® expertise is crucial when valuing properties in line with local market demand – especially in a more balanced climate.



The Real Price Appreciation Payoff:

Changes in median sale price depend on the properties that happen to change hands in a given year; in 2026, for example, sales from \$250,000-\$750,000 are taking a larger share of the total.

IAR also tracks [real price appreciation](#) using hundreds of thousands of repeat sales over the past twenty years – aggregating the actual price changes into an annual appreciation rate.

Real price appreciation remains positive in 2026 – good news for sellers and buyers:

- Real price appreciation for all properties averages 5.6% in the second quarter of 2026: Homeowners continue to build equity as property values continue to rise.
- These are healthy returns: Real appreciation has been positive since 2013 but only crossed the 5% threshold in mid-2020.
- The majority of 2026 sellers have lived in their current homes less than seven years before listing: A hypothetical \$185,000 home purchase in 2020 has already gained nearly \$80,000 in equity at median appreciation rates.

Longer-term owners see higher rates of appreciation, along with lower-priced properties:

- A Hoosier who bought a median-priced home back in 2015 (\$132,000) has seen it double in value at average appreciation rates (6.4% for owners who sell after 11-15 years).
- Lower-priced properties also gain value at higher rates: a first-time buyer who found a \$150,000 starter house with a 10% down payment back in 2020 would have a median gain of nearly \$70,000 today to put towards their next home.

Positive appreciation is good for homeowners and sellers, and also prospective owners:

Buyers shouldn't make the largest investment of their lives in an 'asset' that's declining in value; homeownership in Indiana is still an investment that builds generational wealth and promotes upward mobility.