Indiana home buyers and sellers were active in April, with more new homes hitting the market than any month since June 2022

Statewide home sales had their biggest April since 2022 while more listings hit the market than any single month since June 2022. Closed sales finished 3% ahead of April 2025 at 7,106 while last month's 8,591 new pending sales were up 8% year-over-year. But sellers made a bigger mark with 10,798 homes listed last month, 11% higher than 2025.

Home sales also finish ahead of 2025 at a median price of $274,400

(INDIANAPOLIS, Ind.) Statewide home sales had their biggest April since 2022 while more listings hit the market than any single month since June 2022, according to the Indiana Association of REALTORS® (IAR). Closed sales finished 3% ahead of April 2025 at 7,106 while last month's 8,591 new pending sales were up 8% year-over-year. But sellers made a bigger mark with 10,798 homes listed last month, 11% higher than 2025.

Home sellers continue to benefit from positive price appreciation as Indiana's $274,400 median was 4% higher than 2025, averaging 96.3% of original list price. Homes went under contract in 15 days, closing the gap with 2025 (17 days from listing to pending last April).

Local Market Snapshot – Marshall & Fulton Counties

Marshall County

- Closed Sales: 30 sales (-14% MoM, +76% YoY)
- Median Sale Price: $275,000 (+19% MoM; +17% YoY)
- Median Days on Market: 32 days (-6% MoM; +68% YoY)

Fulton County

- Closed Sales: 16 sales (+78% MoM; flat YoY)
- Median Sale Price: $174,000 (+16% MoM; +15% YoY)
- Median Days on Market: 51 days (+117% MoM; -16% YoY)

"Indiana's housing market continues to show positive momentum, and we're seeing that here in North Central Indiana as well," said Dave Conley, Vice President of the North Central Indiana Association of REALTORS®. "Marshall County experienced strong year-over-year price growth and steady buyer activity, while Fulton County also continued to see home values increase compared to last year. Even as market conditions continue to shift, homeownership remains one of the strongest long-term investments for individuals, families, and our local communities."

The market moved faster even as inventory rose 4% month-over-month to 14,829 homes for sale on an average day, driven by continued growth in new listings. Year-to-date, more homes have come to market in 2026 than any year since 2019 – 33,030 new listings through April – and total inventory is 13% higher than 2025.

"Buyers have more options and better mortgage rates than a year ago as home prices rise at a more moderate pace," said Aaron Luttrull, 2026 IAR Chair and the President and Managing Broker of Schuler

Bauer Real Estate Services (New Albany). “That’s why we’ve seen sales catch up with 2025 after a slower start to the year.”

Luttrull explained that sellers that may have put off moving plans in 2023 or 2024 have seen friendlier market conditions develop over the past two years.

“Homeowners have continued to build equity as they wait for the right time to sell and become repeat buyers,” he said. “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 $80,000 today to put towards their next home – the jump in new listings this year tells their story.”

With mortgage rates running forty basis points below 2025 over the past six weeks and sixty points lower year-to-date, IAR CEO Mark Fisher added that buying power is keeping up with home prices.

“Because of falling rates, our median mortgage payment is actually lower this year despite the state median home price increasing 3% so far in 2026,” Fisher noted. “Global uncertainties and energy prices pushed rates higher in March, but they dropped in April as the markets adjusted their expectations and inflation outlook.”

Home sales were higher year-over-year in April in fifty of Indiana’s 92 counties; the most positive sales trends were in suburban counties and among homes sold above $250,000. Get IAR’s statewide summary of the April housing market here: **April Housing Report**.

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The Indiana Association of REALTORS® (IAR) makes MLS housing data available at the Indiana Housing Hub (at https://data.indianarealtors.com) on a monthly basis for the state and all 92 counties; just click the map on the homepage for county-level details.

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