## **Local Market Update – October 2025**A RESEARCH TOOL PROVIDED BY THE NORTHWEST INDIANA REALTORS ASSOCIATION MLS

Composed of previously owned Single Family Detached, Single Family ½ Duplex, Manufactured, Townhouse and Condo properties, and excludes new construction properties



Gary

\$50,000

\$0 1-2015

1-2016

1-2017

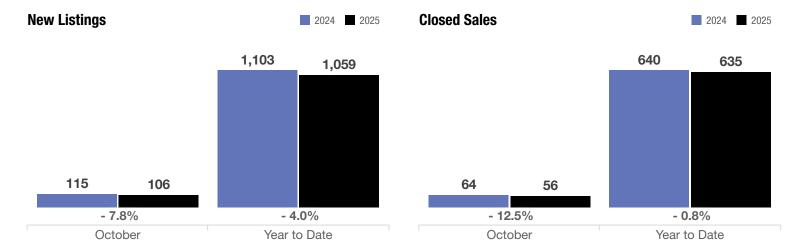
1-2018

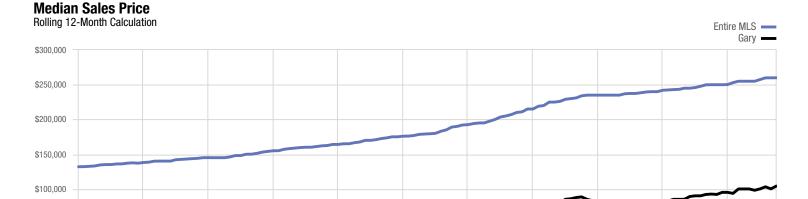
1-2019

- 7.8%	- 12.5%	+ 45.1%		
Change in	Change in	Change in		
New Listings	Closed Sales	Median Sales Price		

	October			Year to Date		
Key Metrics	2024	2025	% Change	Thru 10-2024	Thru 10-2025	% Change
New Listings	115	106	- 7.8%	1,103	1,059	- 4.0%
Pending Sales	80	82	+ 2.5%	670	657	- 1.9%
Closed Sales	64	56	- 12.5%	640	635	- 0.8%
Days on Market Until Sale	50	46	- 8.0%	43	47	+ 9.3%
Median Sales Price*	\$99,900	\$145,000	+ 45.1%	\$94,000	\$103,250	+ 9.8%
Average Sales Price*	\$118,911	\$138,958	+ 16.9%	\$114,992	\$122,861	+ 6.8%
Percent of Original List Price Received*	89.0%	91.4%	+ 2.7%	91.2%	91.1%	- 0.1%
Inventory of Homes for Sale	253	234	- 7.5%		_	_
Months Supply of Inventory	3.9	3.6	- 7.7%		_	_

<sup>\*</sup> Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.





1-2020 A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

1-2021

1-2023

1-2024

1-2025

1-2022