

# Local Market Update – December 2025

A RESEARCH TOOL PROVIDED BY THE NORTHWEST INDIANA REALTORS ASSOCIATION MLS  
Composed of previously owned Single Family Detached, Single Family 1/2 Duplex, Manufactured, Townhouse  
and Condo properties, and excludes new construction properties



## Gary

- 15.2%

Change in  
New Listings

- 20.9%

Change in  
Closed Sales

- 1.6%

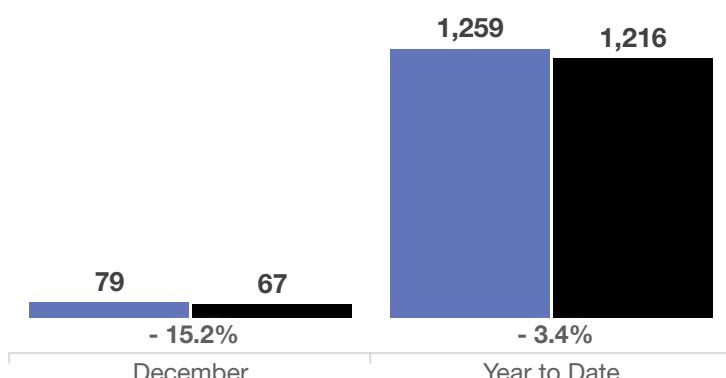
Change in  
Median Sales Price

Key Metrics	December			Year to Date		
	2024	2025	% Change	Thru 12-2024	Thru 12-2025	% Change
New Listings	79	67	- 15.2%	1,259	1,216	- 3.4%
Pending Sales	59	48	- 18.6%	790	742	- 6.1%
Closed Sales	67	53	- 20.9%	778	738	- 5.1%
Days on Market Until Sale	63	49	- 22.2%	46	47	+ 2.2%
Median Sales Price*	\$123,000	\$121,000	- 1.6%	\$95,000	\$108,000	+ 13.7%
Average Sales Price*	\$127,561	\$131,696	+ 3.2%	\$116,722	\$126,008	+ 8.0%
Percent of Original List Price Received*	91.4%	91.5%	+ 0.1%	90.8%	91.1%	+ 0.3%
Inventory of Homes for Sale	227	212	- 6.6%	—	—	—
Months Supply of Inventory	3.4	3.4	0.0%	—	—	—

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

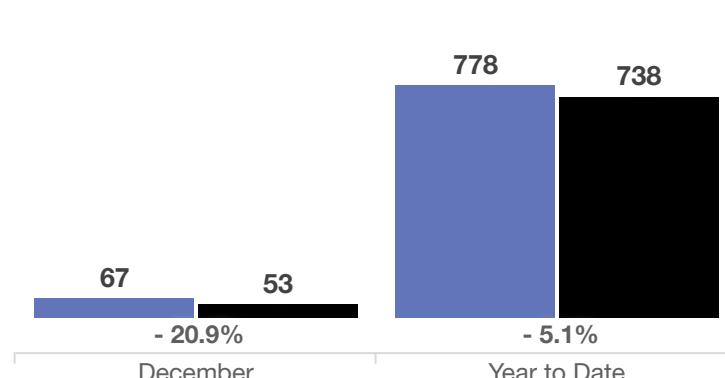
### New Listings

■ 2024 ■ 2025



### Closed Sales

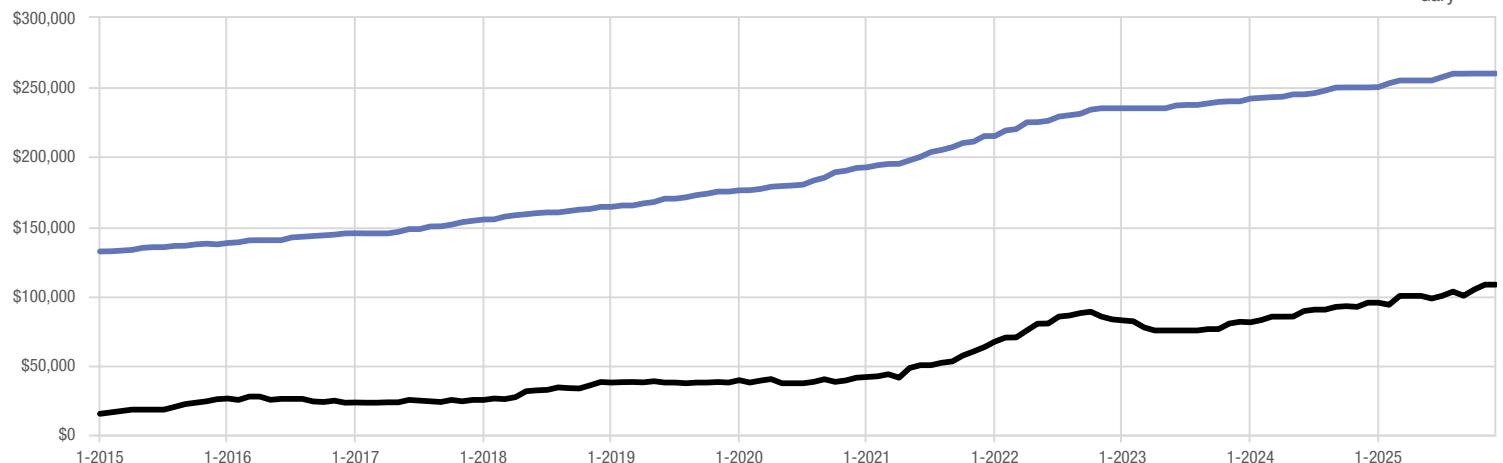
■ 2024 ■ 2025



### Median Sales Price

Rolling 12-Month Calculation

Entire MLS ■  
Gary ■



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.