

WELCOME TO
Indiana
AN INTRODUCTION TO
THE HOOSIER STATE

A REAL ESTATE EBOOK FROM



INTRODUCING ONE OF THE HOTTEST REAL ESTATE MARKETS IN THE U.S.

Indiana

As a real estate education company, we make it our duty to explore different markets and uncover what makes them so attractive. For this report, we went to Indiana to learn how its economy and housing market are projected to grow stronger year over year for the next decade. This isn't just a farming state; there's much more to Indiana than what meets the eye. Home to the Indy 500, Indianapolis Colts, Indiana Pacers, and some of the best farmers markets and state fairs in the country, Indiana is a state that loves its sports and produce. In this ebook, we'll introduce you to some of the top markets for real estate, as well as what to do in this state of sprawling corn fields.

Top 5 Markets in Indiana

#5: WARSAW

Located in Kosciusko County, Warsaw is a small town in northern Indiana that is perfect for couples looking for a quiet area to relax, or growing families in search of outdoor spaces to explore. This area has a little bit of everything. For those who prefer spending their time amongst nature, Beyer Farm Trail is a great place to explore the town's natural beauty. If you're interested in something closer to the action, downtown Warsaw serves up diverse cuisines along with fun nightlife.

The median home value in Warsaw is \$187,044, which is a 5% increase from the previous year. Zillow predicts this will increase 4.3% within the next year.

#4: MUNSTER

Now in its 100th year, the town of Munster boasts a wealth of cultural and public amenities enjoyed by its 22,476 residents. The town is home to over 20 parks, a vibrant art community, and three quaint lakes. Munster is also home to Three Floyds Brewing, a local favorite that's growing in national popularity. The Center for Visual and Performing Arts is the cultural focal point of the town. The Center houses two art galleries and the award-winning Theatre at the Center where guests can enjoy Broadway musicals and plays.

The median home value price in Munster is \$269,519, which is a 6.1% increase from the previous year. Zillow predicts this will increase 4.9% within the next year.

Top 5 Markets in Indiana





Wabash, Indiana became
the first electrically lighted
city in the world in 1880.

Source **IndianaPublicMedia.org**

A wide-angle photograph of the Indianapolis skyline at dusk. The sky is a mix of blue and purple, with scattered white clouds. Several skyscrapers are illuminated with warm yellow lights, including the prominent Bank of America Tower on the right. In the foreground, there's a dark silhouette of trees and a bridge with some lights.

Top 5 Markets in Indiana

#3: FISHERS

The city of Fishers is a suburb of Indianapolis located in Hamilton County. It was recently named the #1 Place to Live in the U.S. by Money Magazine in 2017. Known for its food, arts, and culture, Fishers has plenty to offer everyone. Head over to the Nickel Plate District, recently designated as a Statewide Cultural District, and enjoy the local art created by the vibrant community. Fishers is also home to local restaurants, acclaimed breweries, and popular farmers markets. The culinary adventures here are sure to entertain all taste buds.

The median home value in Fishers is \$299,670, which is a 5.6% increase from last year. Zillow predicts this will increase 5.3% within the next year.

A photograph of a park with a gazebo, a lamp post, and a paved path. The gazebo is white with a blue base and a grey roof. The lamp post is black with a white globe. The path is made of dark grey bricks. The background is filled with lush green trees.

Top 5 Markets in Indiana

#2: GRANGER

Granger is a suburb of South Bend with a population of 30,465. This small town is consistently ranked as one of the best places to live in Indiana. It is also ranked the second best place to buy a home in Indiana according to Niche.com. Life in Granger maintains a classic rural feel and most residents own their homes. From outdoor adventures, like riverfront disc golf, to dining options galore, Granger has something for everyone.

The median home value in Granger is \$280,576, which is a 5.8% increase from last year. Zillow predicts this will increase 4.6% within the next year.

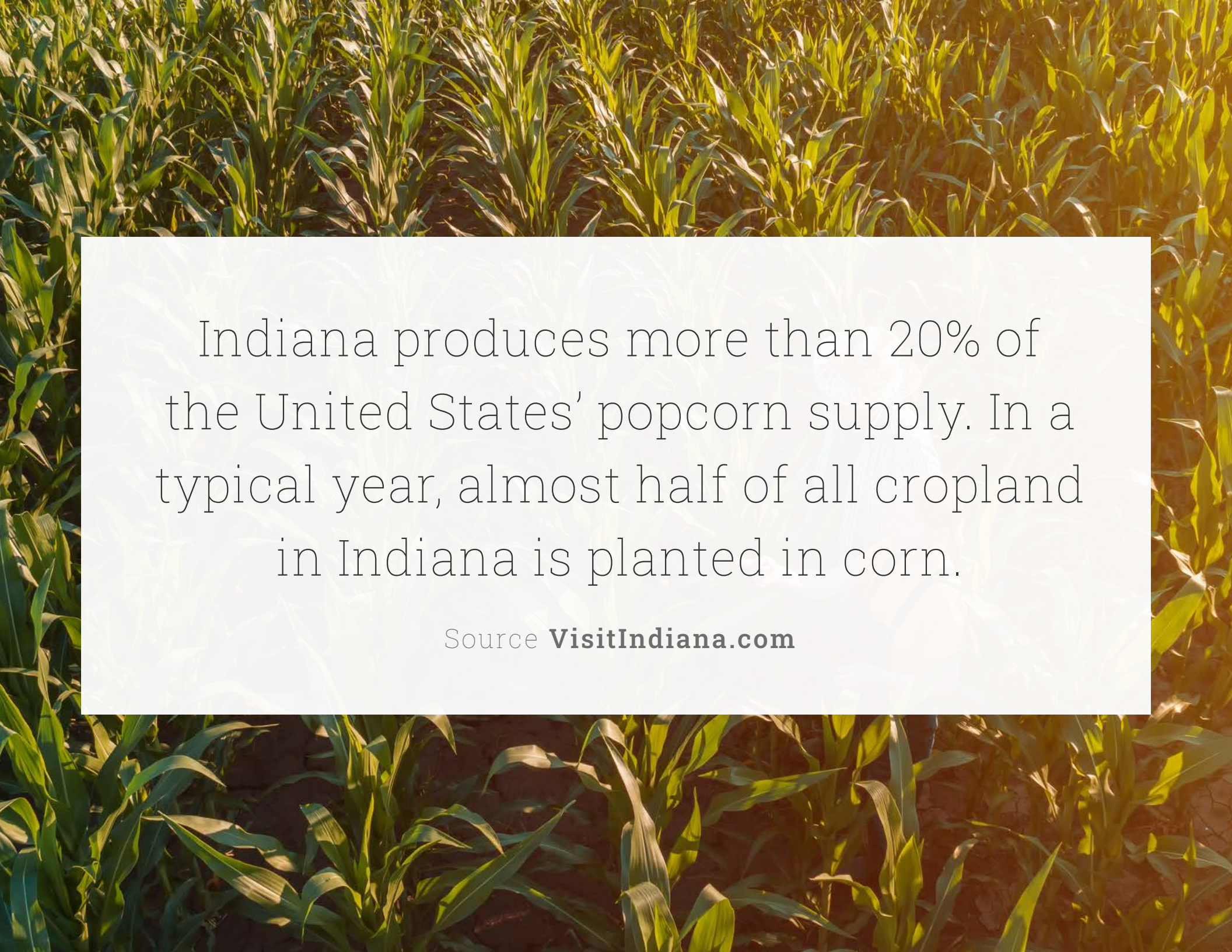
Top 5 Markets in Indiana

#1: CARMEL

Carmel is a fast-growing, economically-thriving city located just outside of Indianapolis' northern border. Over the past two decades, this small but powerful town has grown in both size and reputation. Ranking consistently in the top ten best places to live in the country, it currently sits at the number four spot according to Niche.com. Head down to the galleries in the Carmel Arts & Design District for some local creativity and crafts. Foodies can take their palates on a journey through 90+ local restaurants. If you are visiting in winter and want to get in the holiday spirit, explore the Carmel Christkindlmarkt, an authentic German holiday market.

The median home value in Carmel is \$383,942, which is a 5.2% increase from last year. Zillow predicts this will increase 5.1% within the next year, which is great news for prospective sellers!





Indiana produces more than 20% of the United States' popcorn supply. In a typical year, almost half of all cropland in Indiana is planted in corn.

Source **VisitIndiana.com**



Why Indiana Real Estate?

Indiana has a strong economy with an even stronger workforce that serves as the backbone of the state. Coupled with a predicted increase in home prices throughout Indiana, there are countless opportunities for sellers looking to maximize their ROI.

Quick Stats - INDIANA

YEAR/YEAR MEDIAN HOME PRICES (MAY 2018-MAY 2019):	6.1%
MEDIAN HOME VALUE:	\$164,363
MEDIAN RENT PRICE:	\$1,050
AVERAGE DAYS LISTED:	58
HOMES WITH NEGATIVE EQUITY:	7.4%
DELINQUENT MORTGAGES:	1.2%

MARKET OUTLOOK

Low home inventory and growing demand put developers on the clock to produce enough homes at a comfortable rate. The median home price in the state is lower than the national average, which is fantastic for buyers in the market. Zillow sees Indiana as a seller's market and projects a 5% increase in home value over the next year.

THERE'S NEVER A BETTER TIME TO BECOME AN

Indiana Real Estate Agent

With so many amazing cities providing a variety of entertainment, great communities for families, and boundless green spaces, Indiana has become a premier relocation destination in the country. This new growth opens up a fantastic opportunity for real estate agents. For instance, did you know that there were **over 190,482 Indiana properties sold in Q4 of 2020** with some selling for more than \$2,000,000? When you consider that Indeed.com reports the average **full-time real estate agent in Indiana makes around \$66,363**, it's pretty obvious there's never been a better time to become a Hoosier real estate agent.

If you want to learn more about how you can get your license and join the ranks of Indiana real estate agents, visit us at TheCEShop.com/Indiana/IN-Real-Estate. There you'll be able to find the steps you need to take in order to become an agent, and discover how The CE Shop can help you achieve your goals through our award-winning real estate education.

About Us

Founded in 2005, The CE Shop has become the leading provider of online real estate education through an encyclopedic knowledge of the real estate industry.

Our ever-expanding course catalog of Pre-Licensing, Exam Prep, and Continuing Education products are trusted throughout the industry and offer agents across the country the education they rely on.

With courses available in all 50 states and D.C., we're driven by a desire to constantly improve, both for ourselves and our students.

