

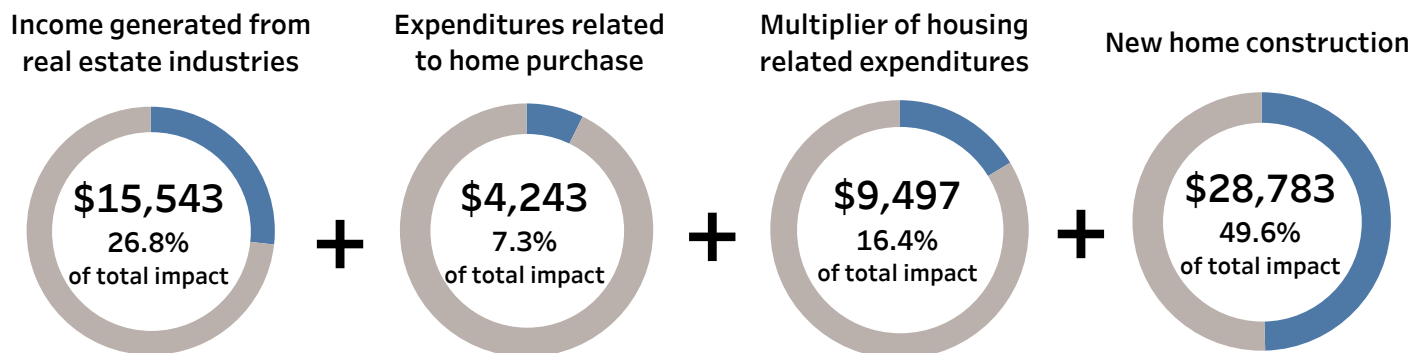
# THE ECONOMIC IMPACT OF A TYPICAL HOME SALE

in Indiana

The real estate industry accounted for \$49.4 billion or 13.5% of the gross state product in 2018.

## TOTAL ECONOMIC IMPACT

# \$58,066



**Real Estate Industries:** We assume that commissions, fees and moving expenses, or income to real estate industries, associated directly with the purchase are about 9% of the median home price.

**Expenditures related to home purchase:** Furniture and remodeling expenses are about \$4,243 based on the NAHB figure.

[http://www.nahbclassic.org/generic.aspx?sectionID=734&genericContentID=257993&channelID=311&\\_ga=2.174727074.1093549992.1499375907-912917446.1499375907](http://www.nahbclassic.org/generic.aspx?sectionID=734&genericContentID=257993&channelID=311&_ga=2.174727074.1093549992.1499375907-912917446.1499375907)

**Multiplier effect:** The multiplier effect accounts for the fact that income earned in other sectors of the economy as a result of a home sale is then re-circulated into the economy.

**New construction:** Additional home sales induce added home production. Typically, one new home is constructed for every six existing home sales. Thus, for every existing homes sale, 1/6 of a new home's value is added to the economy.

Sources: BEA, U.S. Census, NAHB, Macroeconomic Advisors, NAR

