

MARKET INSIGHTS REPORT

NOVEMBER 2023



Market Analysis

The housing market is one of the largest and most important sectors of the U.S. economy. To understand the trends within the market one must analyze activity both month over month and year-over-year. In this Market Insights Report, MIBOR REALTOR® Association (MIBOR) provides a market analysis of the 16 central Indiana counties within the MIBOR service area by creating a single, timely, reliable source of data.

In this report, MIBOR has separated townhouse/condo inventory and properties for lease from the aggregated totals. This decision was made to add clarity to the data as the single-family residential segment is typically the focus. However, as our research shows, walkable neighborhoods with mixed use property types are becoming a consumer preference and a good investment for municipalities. Given this information, we have added a section to the report to address condos and “condo lifestyle” as it is defined within our data.

To create a comprehensive view of the market, MIBOR has scheduled the data pull to happen on the 5th day of the month for the prior month. After review, the completed reports are posted by the second Friday of the month at www.mibor.com/marketinsights.

After analysis of November 2023 data, this is what our experts are saying:

In November 2023, the median sales price for a single-family home in central Indiana was \$289,950, an increase of 4.3 percent over last year and relatively unchanged from the previous month.

“Despite mortgage rates approaching 8 percent, the housing market in central Indiana continues to show its resilience,” says MIBOR CEO Shelley Specchio. “Prices remain positive year-over-year, and pending sales continue to show improvement for the fourth consecutive month.”

Closed sales were down 14.0 percent and pending sales were down 2.9 percent, year-over-year. The typical listing received 97.5 percent of the asking price, compared to 97.8 percent last November.

New listings were down 7.6 percent, year-over-year, and the median days on market was 22, up from 18 in November 2022. The active inventory at the end of the month was 4,497, a decrease of 16.6 percent from last year and 11.0 percent from the previous month, reflecting 2-month supply. Compared to the most current statistics from NAR, in October active inventory was down only 5.7 percent and unsold inventory represented a 3.6-month supply.

“Mortgage rates appear to have peaked in November,” says MIBOR Research Analyst Brad Coffing, “with the bond market leading the way, interest rates in the mid to upper 6.0 percent range should pull more sellers and buyers off the sidelines, just in time for Spring.”

Year of year data for November:

- An increase in Median Sales Price of 4.3 percent to \$289,950
- Average days on market increased 14.8 percent at 41
- Current active listings decreased 16.6 percent to 4,497

Contents

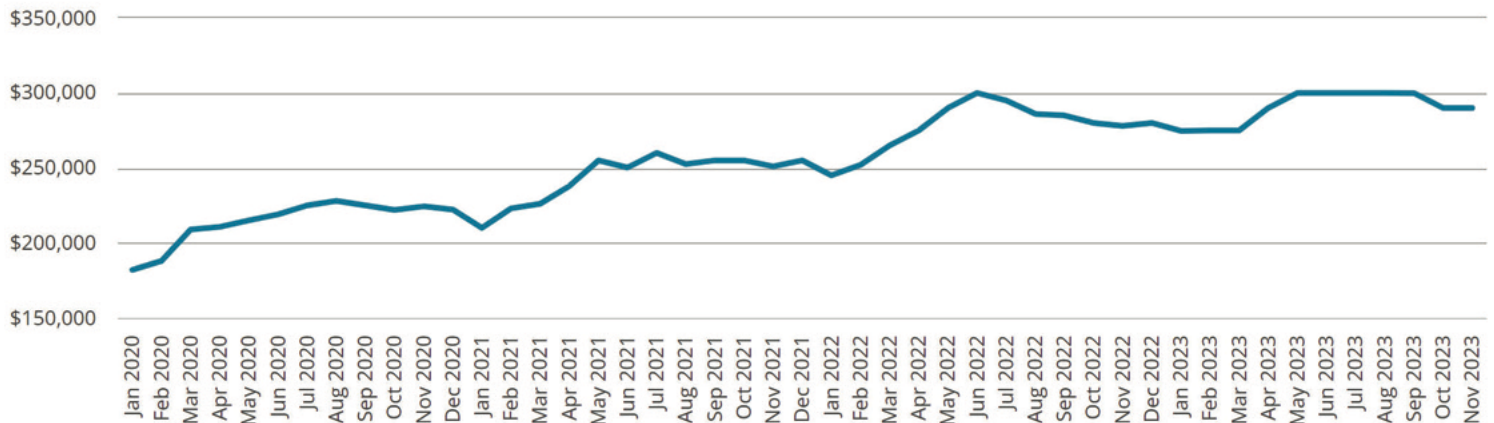
MIBOR SERVICE AREA	(1-11)
BARTHOLOMEW COUNTY	(12)
BOONE COUNTY	(13)
BROWN COUNTY	(14)
DECATUR COUNTY	(15)
HAMILTON COUNTY	(16)
HANCOCK COUNTY	(17)
HENDRICKS COUNTY	(18)
JACKSON COUNTY	(19)
JENNINGS COUNTY	(20)
JOHNSON COUNTY	(21)
MADISON COUNTY	(22)
MARION COUNTY	(23)
MONTGOMERY COUNTY	(24)
MORGAN COUNTY	(25)
PUTNAM COUNTY	(26)
SHELBY COUNTY	(27)
CONDOS	(28)

MIBOR Market Summary

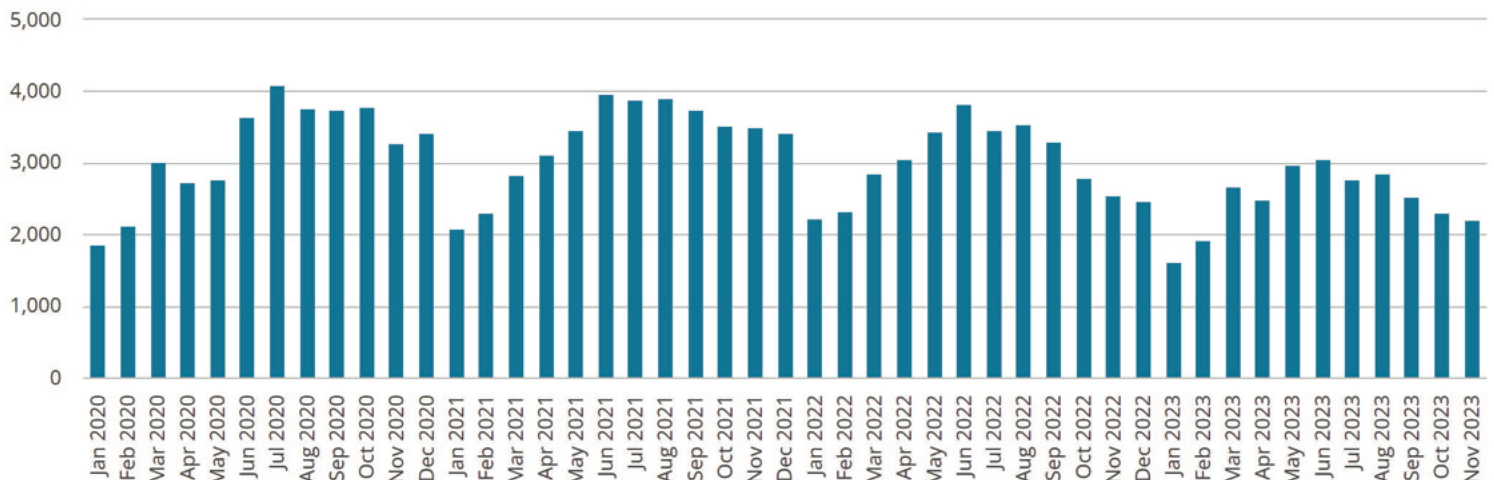
Data for Single Family Residence in Bartholomew, Boone, Brown, Decatur, Hamilton, Hancock, Hendricks, Jackson, Jennings, Johnson, Madison, Marion, Montgomery, Morgan, Putnam, Shelby.

	Nov 2023	Oct 2023	MoM	Nov 2022	YoY	2023	2022	YTD
Median Sales Price	\$289,950	\$290,000	↘ 0.0%	\$278,000	↗ 4.3%	\$290,253	\$280,000	↗ 3.7%
Closed Sales	2,200	2,304	↘ -4.5%	2,558	↘ -14.0%	27,392	33,404	↘ -18.0%
New Listings	2,202	2,871	↘ -23.3%	2,384	↘ -7.6%	32,184	39,213	↘ -17.9%
Pending Sales	2,008	2,239	↘ -10.3%	2,068	↘ -2.9%	27,581	33,089	↘ -16.6%
Median Days on Market	22	15	↗ 46.7%	18	↗ 22.2%	11	6	↗ 83.3%
Average Days on Market	41	36	↗ 14.0%	36	↗ 14.8%	39	21	↗ 86.3%
Price per Square Foot	\$151	\$151	↗ 0.0%	\$156	↘ -3.2%	\$152	\$157	↘ -3.2%
% of List Price Received	97.5%	98.2%	↘ -0.7%	97.8%	↘ -0.3%	98.6%	100.3%	↘ -1.7%
Active Inventory	4,497	5,050	↘ -11.0%	5,393	↘ -16.6%	—	—	—
Months Supply of Inventory	2.0	2.2	↘ -6.7%	2.1	↘ -3.0%	—	—	—

Median Sales Price



Number of Closed Sales

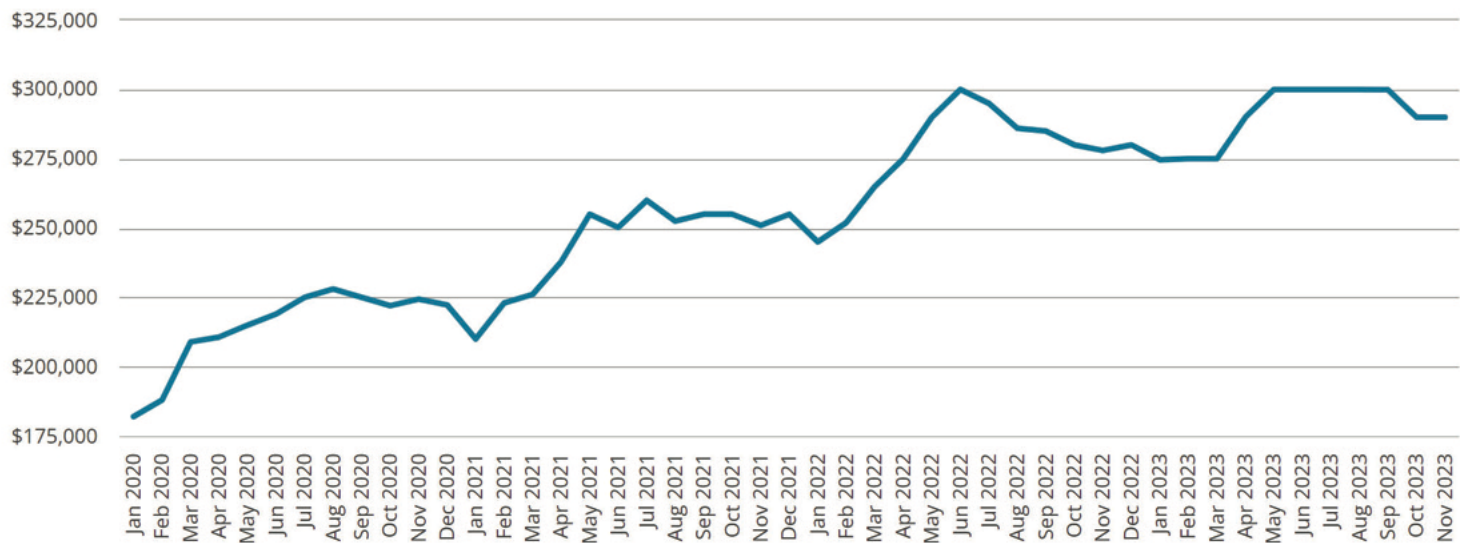


Median Sales Price

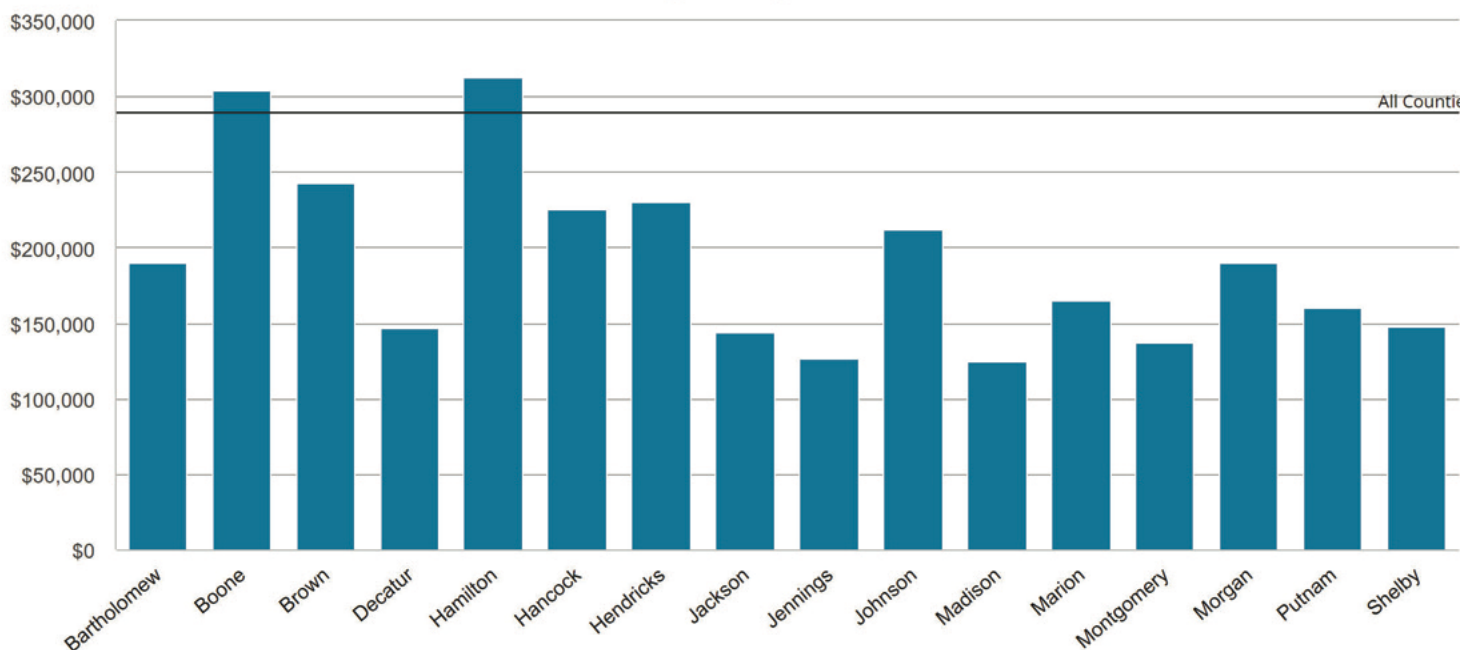
Sales Price is the mid-point (median) value where the price for half of the closed sales is higher and half is lower. Median is preferred to average as it accounts for outliers at the high or low end of the price range.

November 2023	Month over Month Change		Year over Year Change		Year to Date Change	
\$289,950	⬇️	-0.0%	⬆️	4.3%	⬆️	3.7%

Historical Activity



County Comparison

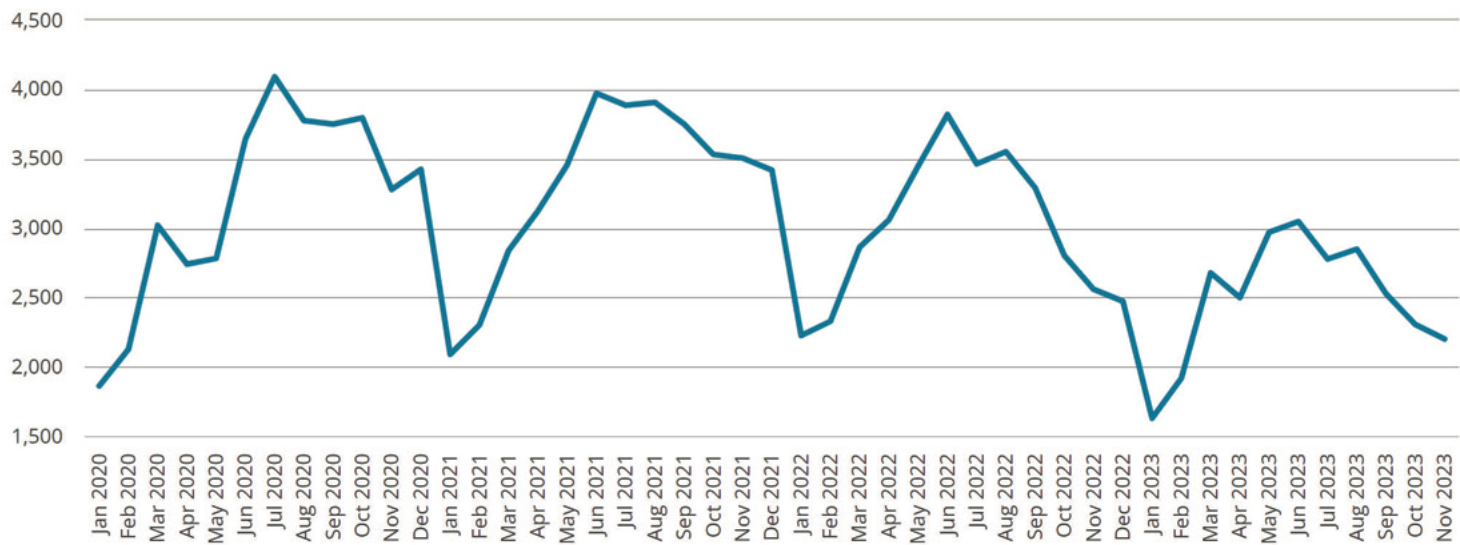


Closed Sales

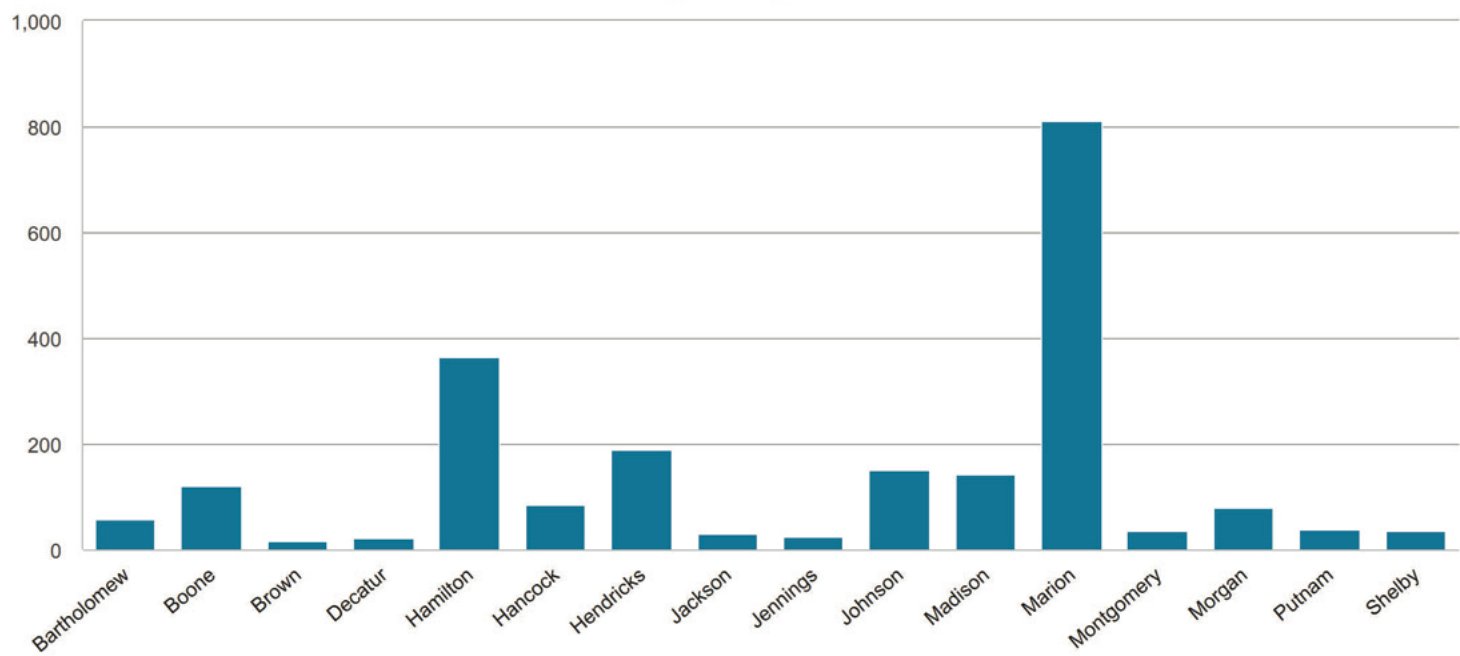
The number of properties that actually sold.

November 2023	Month over Month Change	Year over Year Change	Year to Date Change
2,200	<div> <div></div> <div>-4.5%</div> </div>	<div> <div></div> <div>-14.0%</div> </div>	<div> <div></div> <div>-18.0%</div> </div>

Historical Activity



County Comparison

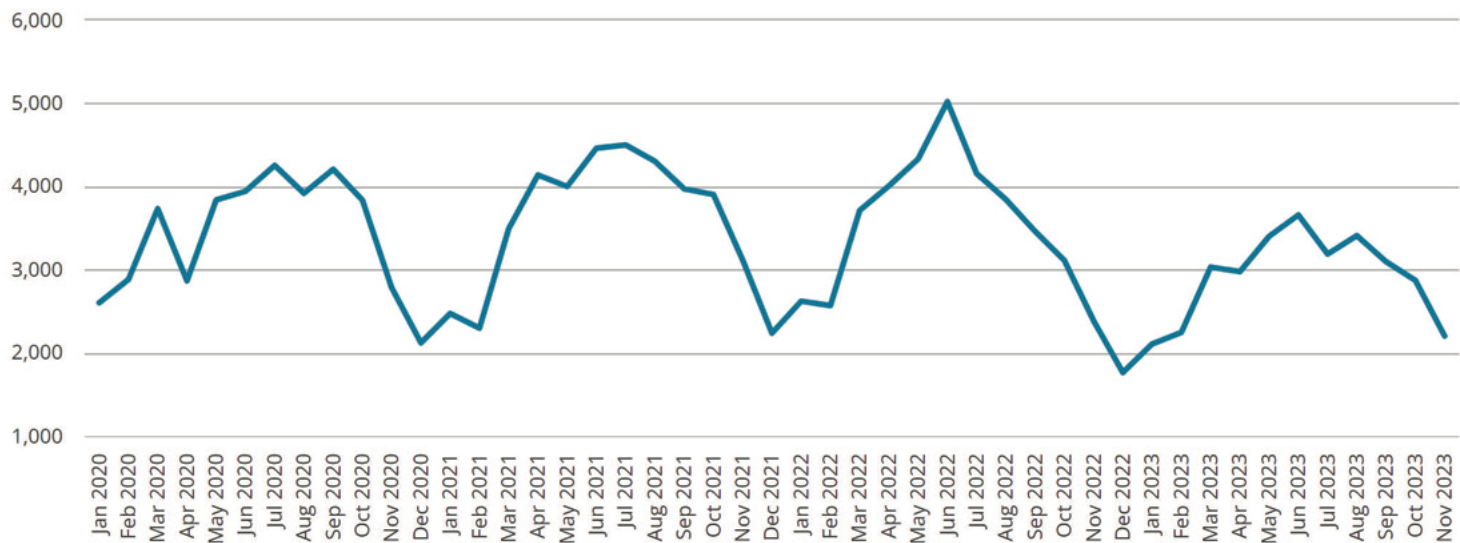


New Listings

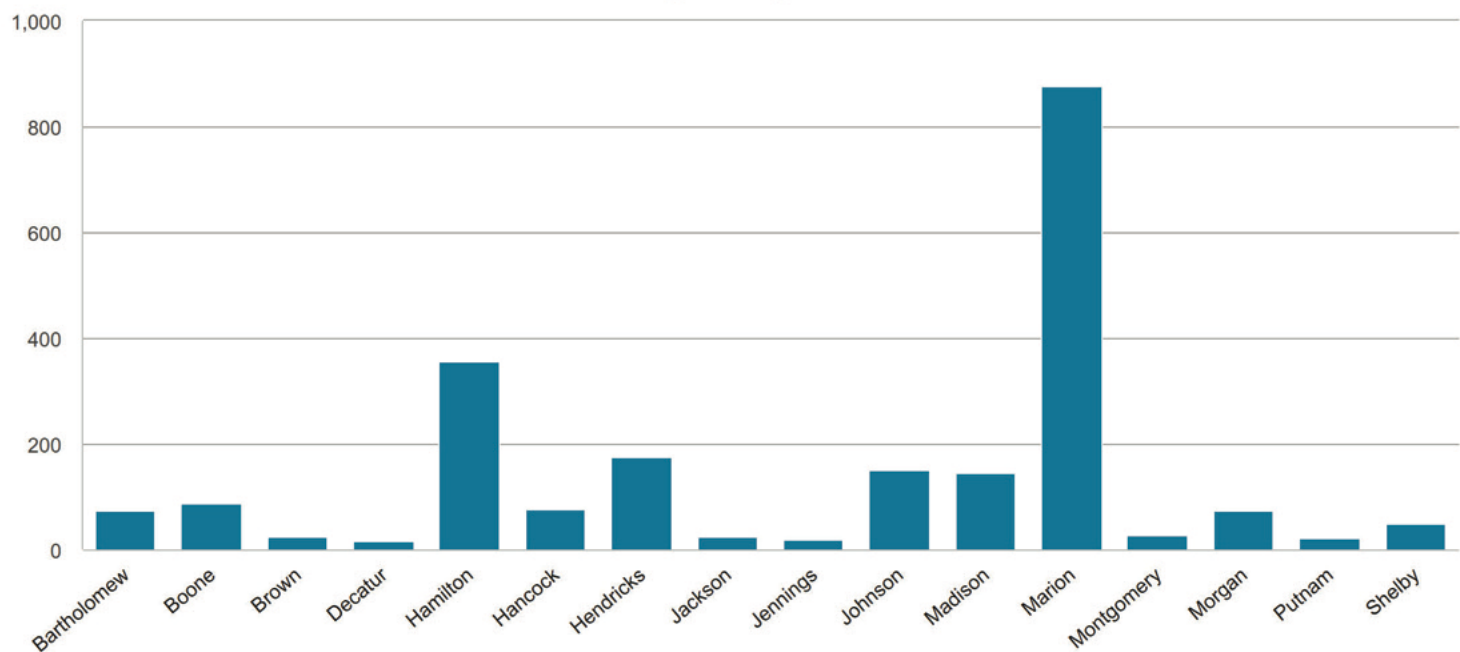
The number of properties listed regardless of current status.

November 2023	Month over Month Change	Year over Year Change	Year to Date Change
2,202	<div> <div></div> <div>-23.3%</div> </div>	<div> <div></div> <div>-7.6%</div> </div>	<div> <div></div> <div>-17.9%</div> </div>

Historical Activity



County Comparison

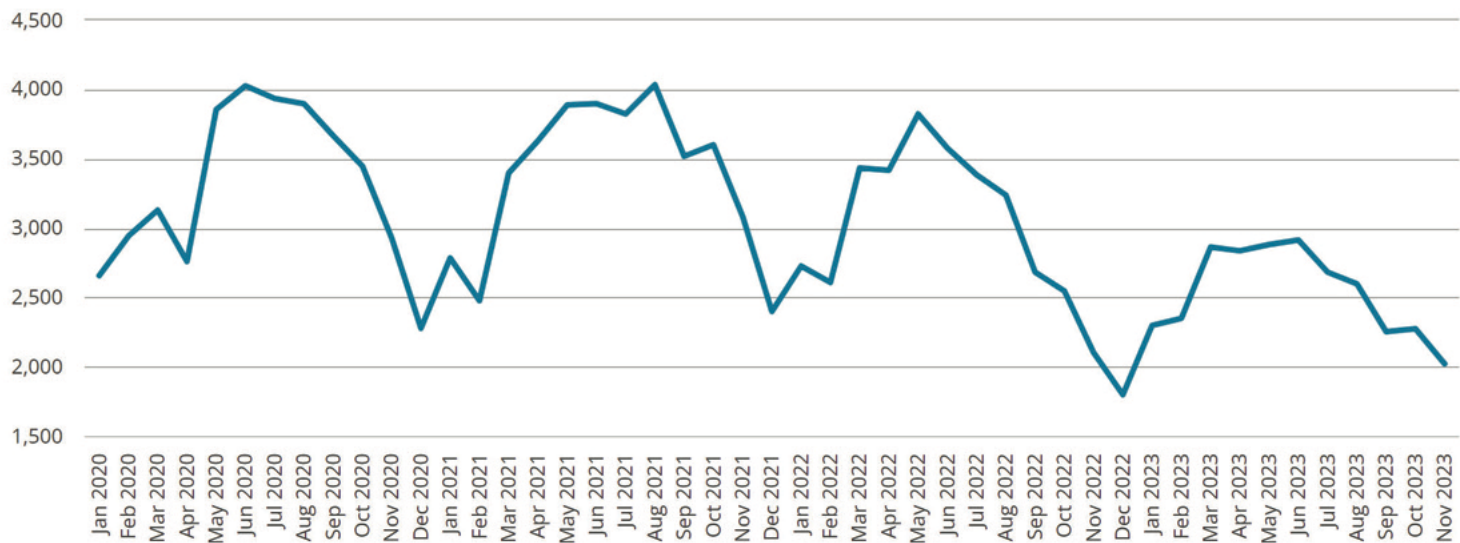


Pending Sales

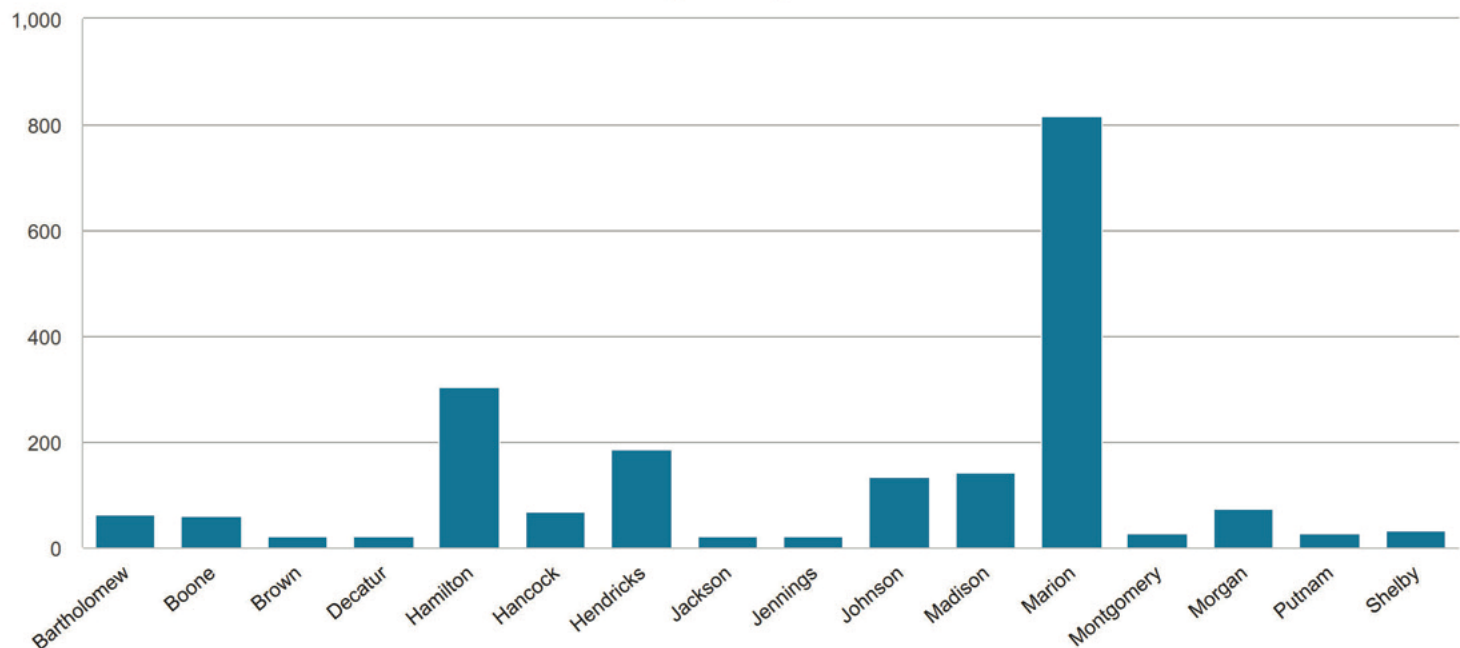
The number of properties newly under contract which are still pending or resulted in a closed sale, based on purchase contract date.

November 2023	Month over Month Change	Year over Year Change	Year to Date Change
2,021	<div> ⬇ </div> -11.1%	<div> ⬇ </div> -3.8%	<div> ⬇ </div> -16.6%

Historical Activity



County Comparison

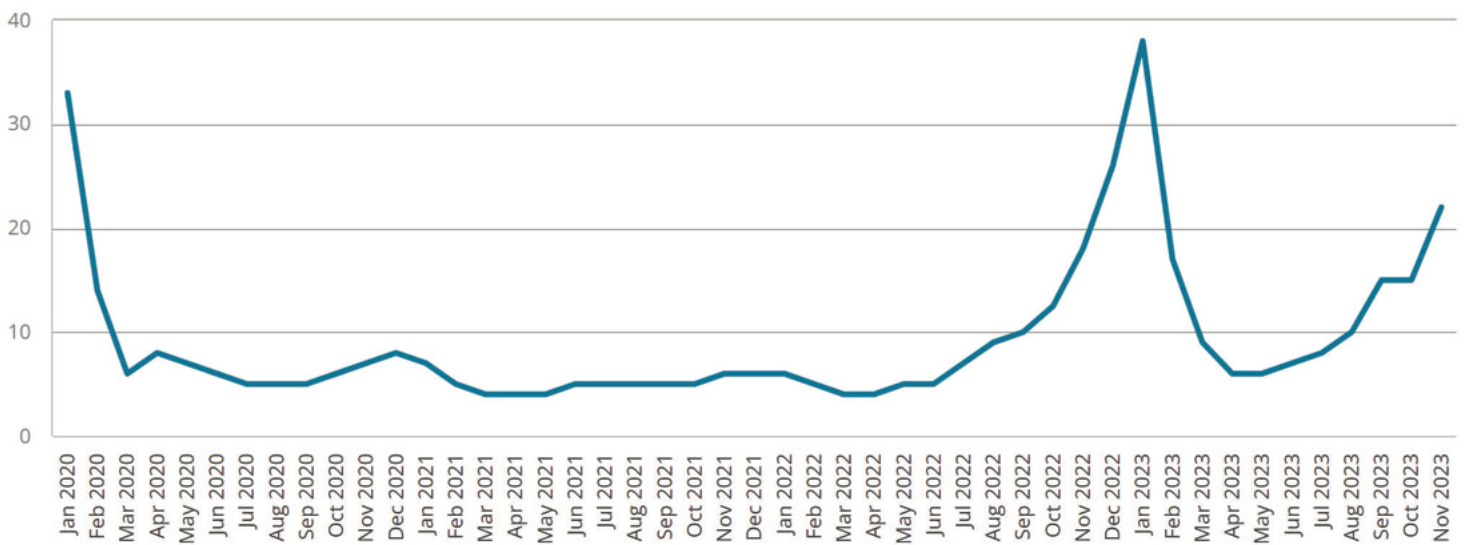


Cumulative Days on Market

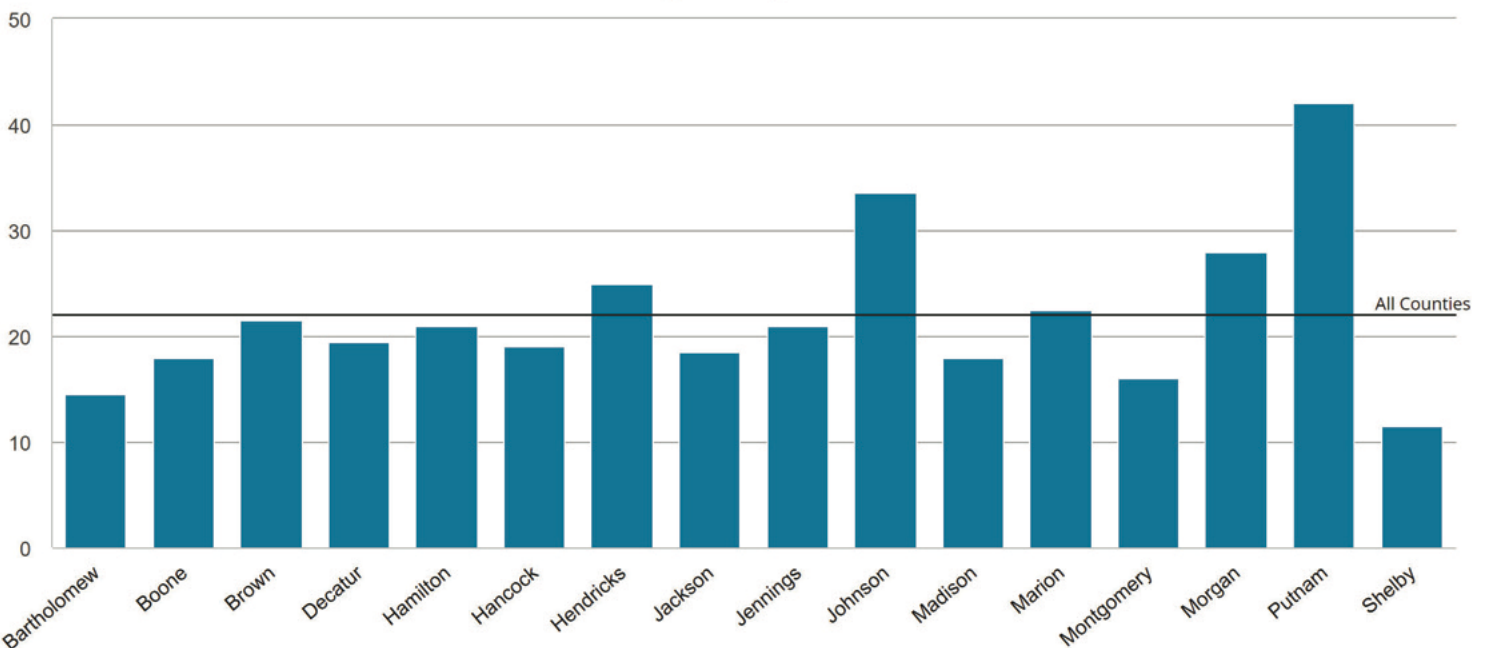
The median number of days between when a property is listed and the purchase contract date.

November 2023	Month over Month Change	Year over Year Change	Year to Date Change
22	⬆ 46.7%	⬆ 22.2%	⬆ 83.3%

Historical Activity



County Comparison

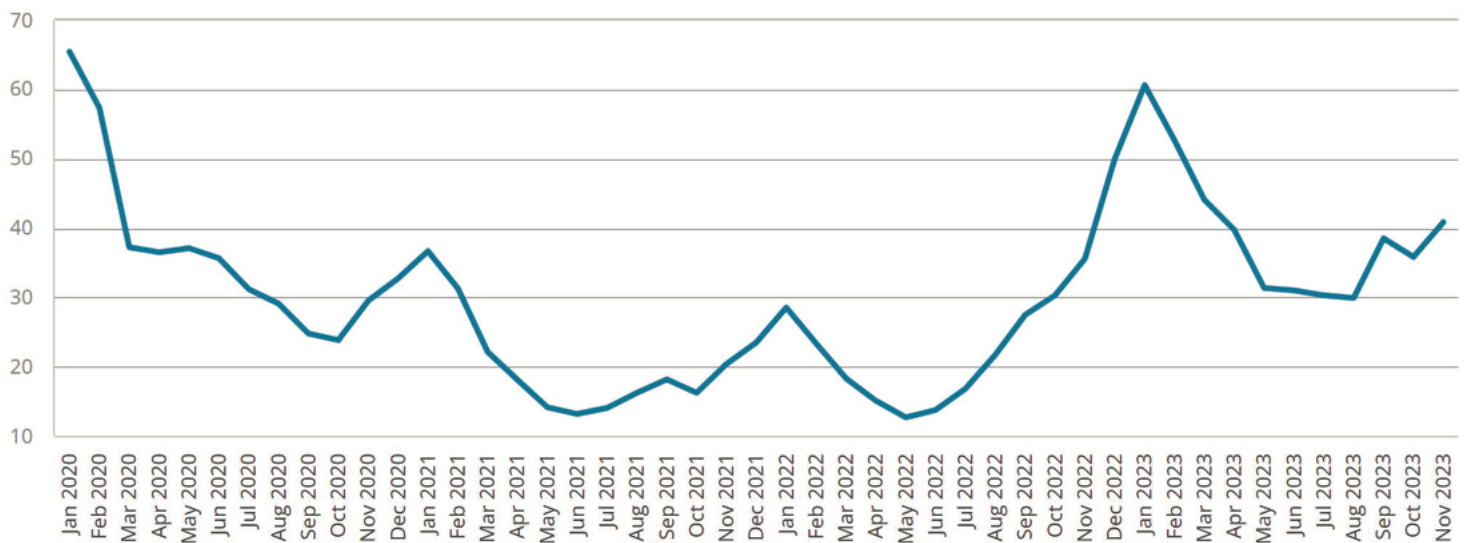


Average Days on Market

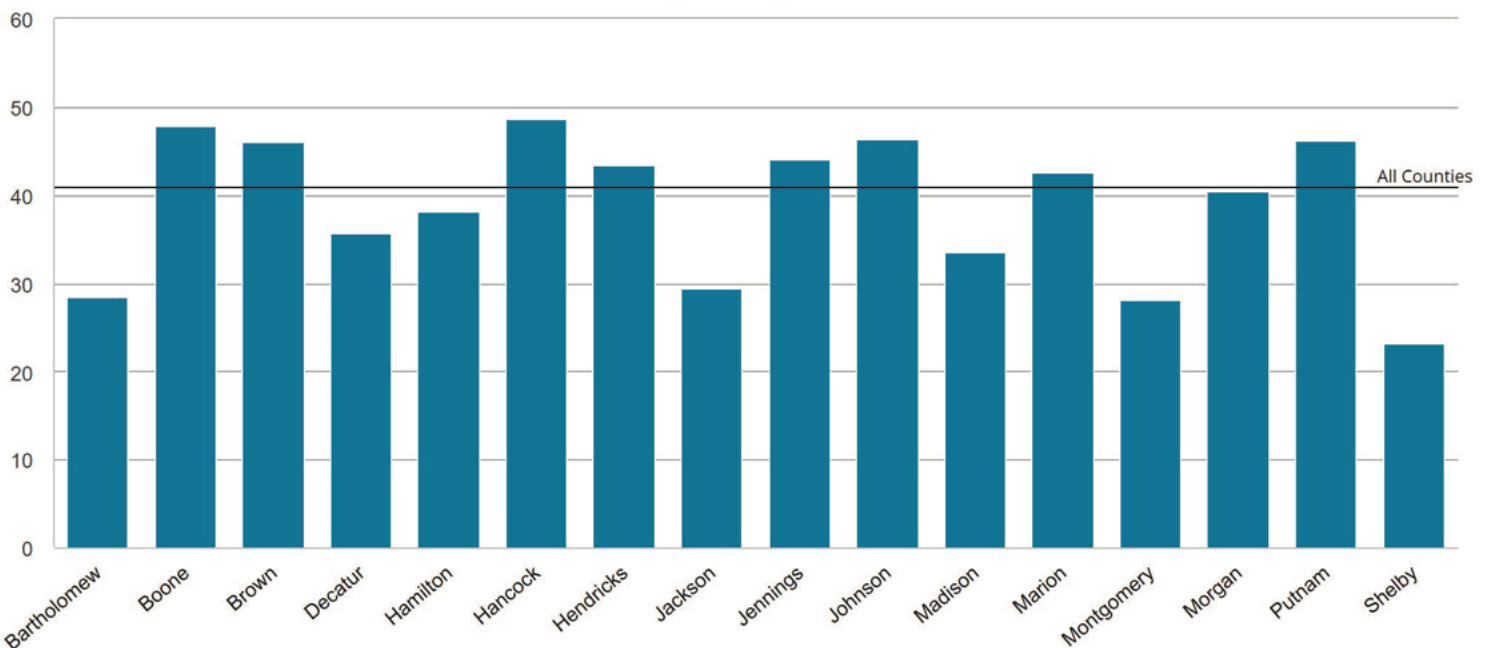
The average number of days between when a property is listed and the purchase contract date.

November 2023	Month over Month Change	Year over Year Change	Year to Date Change
41	⬆ 14.0%	⬆ 14.8%	⬆ 86.3%

Historical Activity



County Comparison

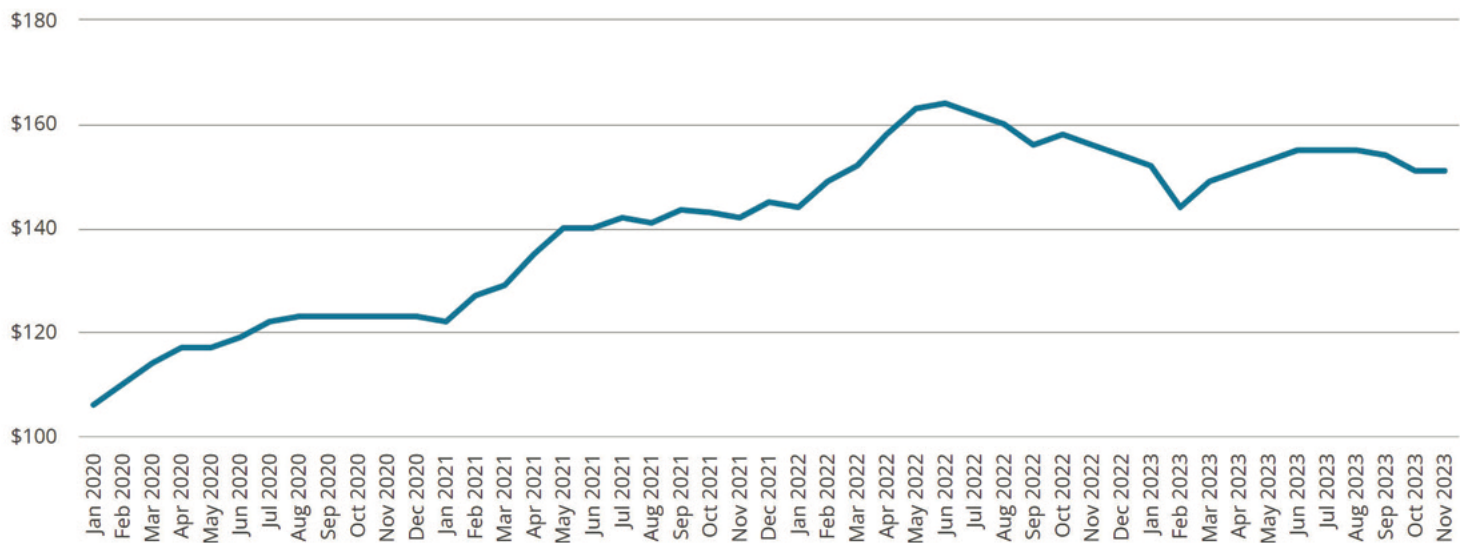


Price per Square Foot

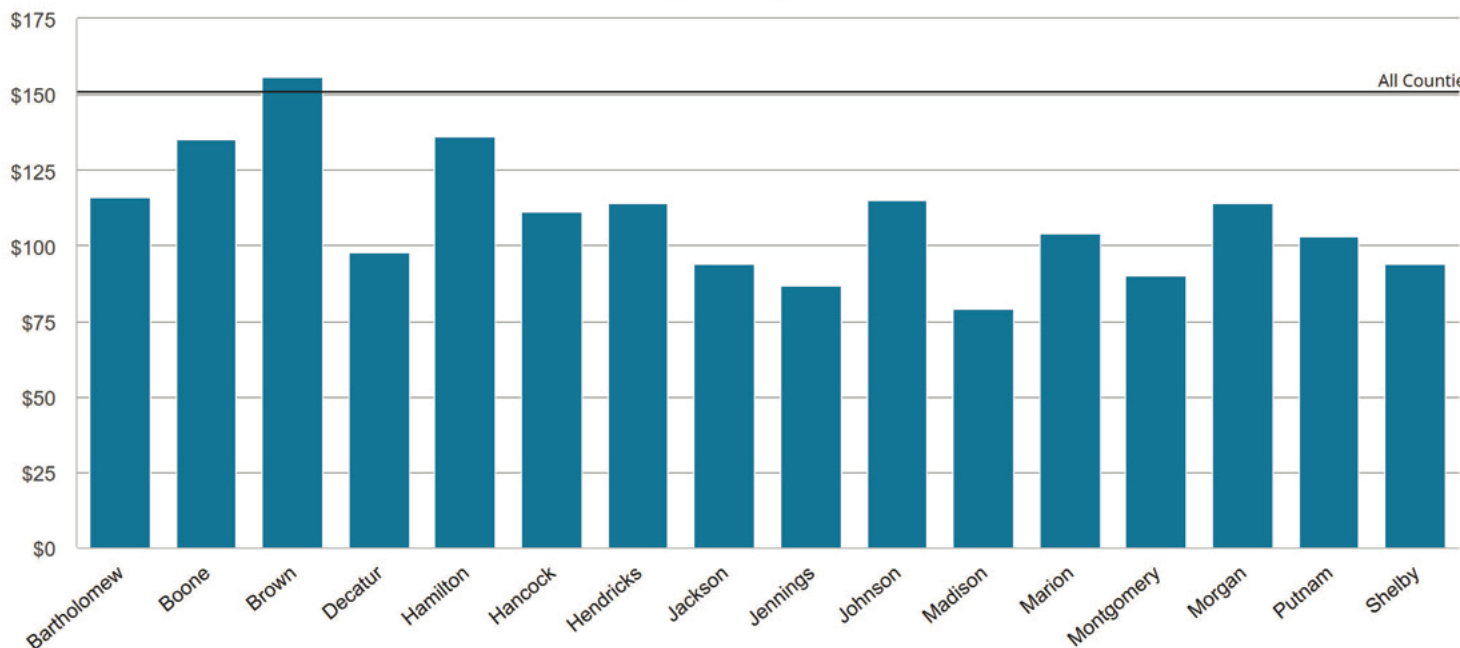
The mid-point (median) of the price per square foot of all closed listings. PPSF is calculated by dividing the sales price by the square footage of a property.

November 2023	Month over Month Change	Year over Year Change	Year to Date Change
\$151	>> 0.0%	>> -3.2%	>> -3.2%

Historical Activity



County Comparison

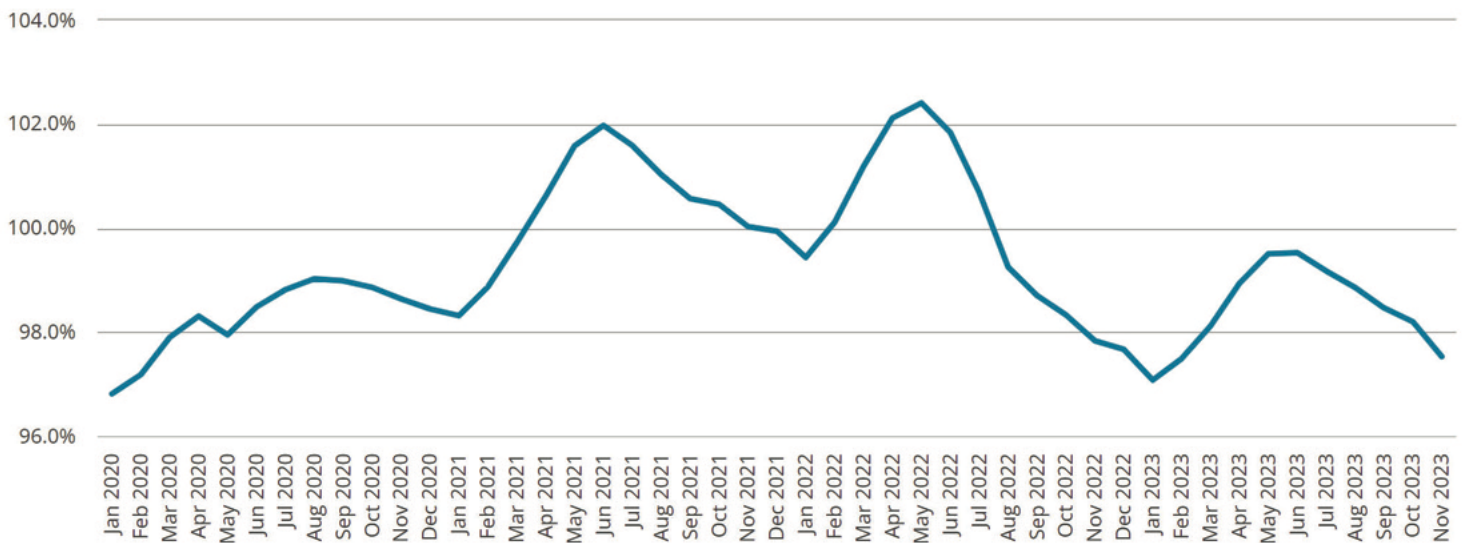


Percent of List Received

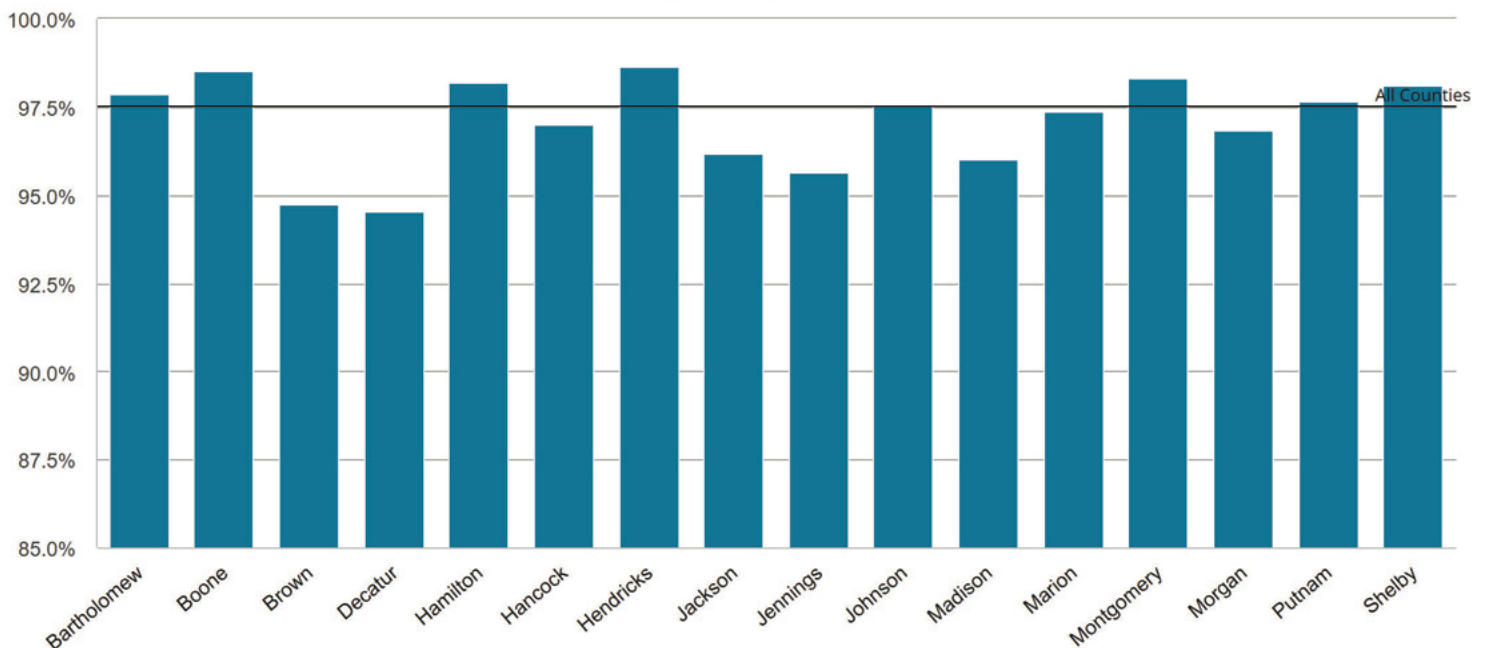
The average of the sales price divided by the final list price expressed as a percentage.

November 2023	Month over Month Change		Year over Year Change		Year to Date Change	
97.5%	⚡	-0.7%	⚡	-0.3%	⚡	-1.7%

Historical Activity



County Comparison

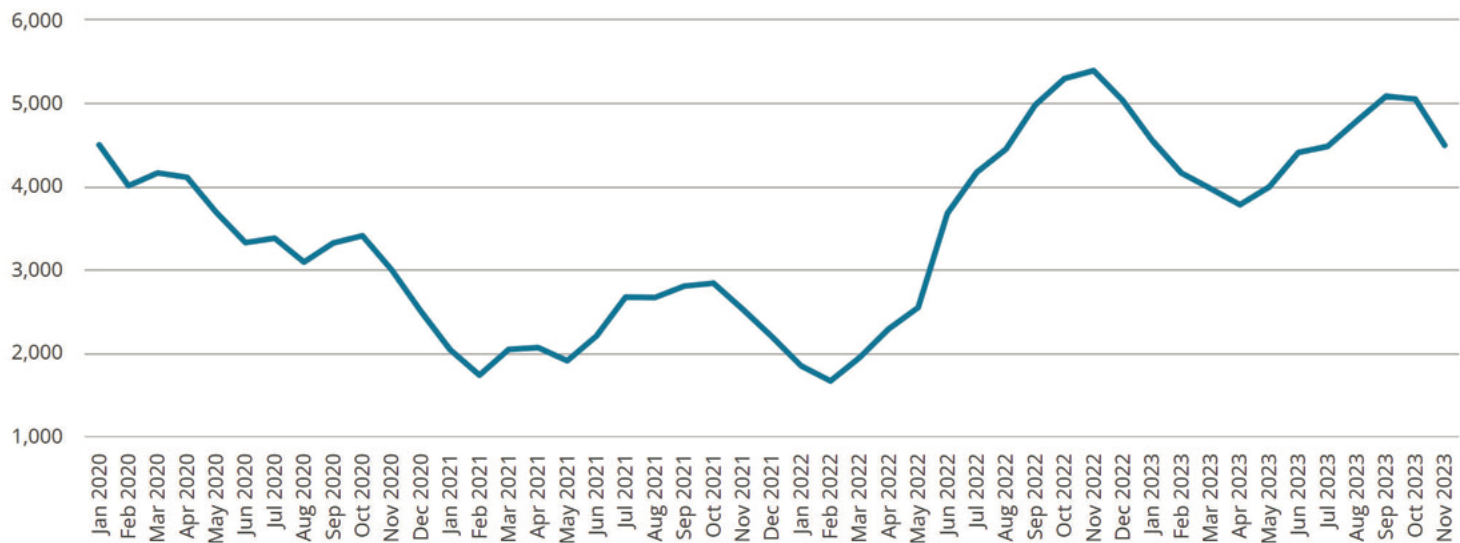


Active Inventory

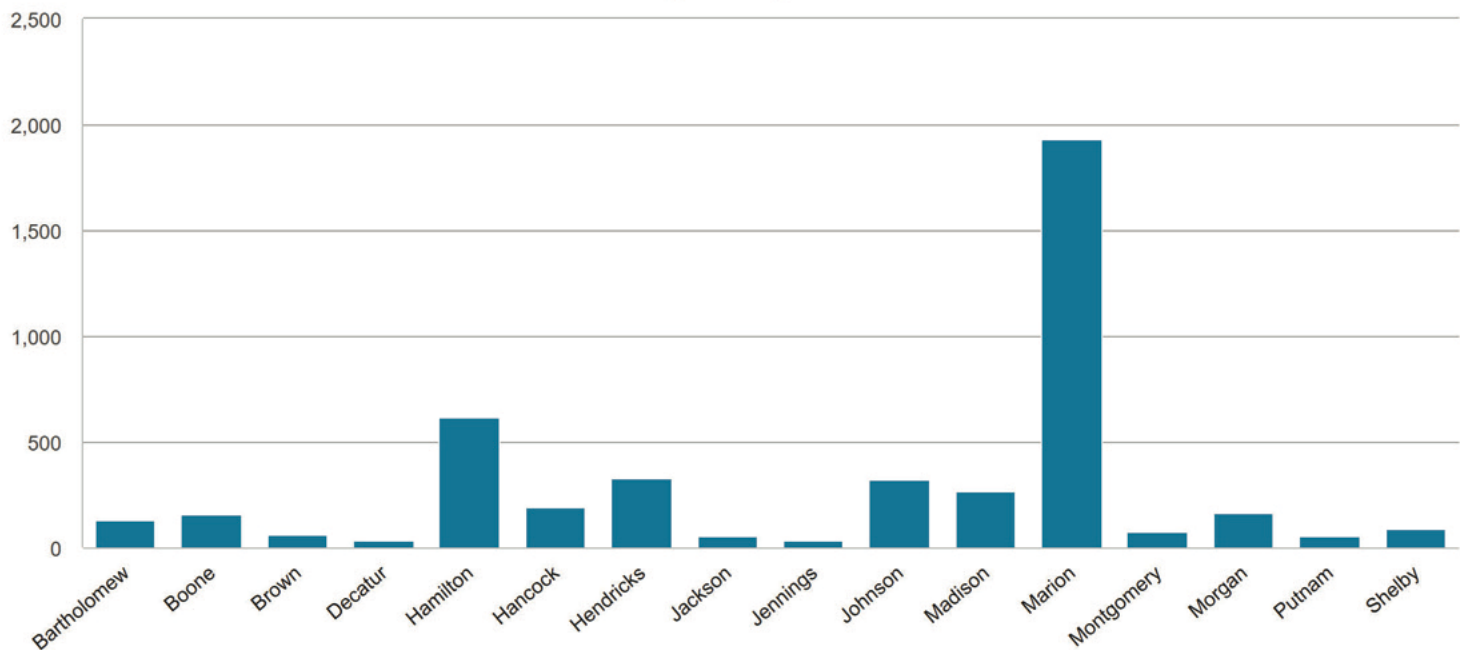
The number of properties available for sale at the end of the month, based on the list date, contract date and close date.

November 2023	Month over Month Change	Year over Year Change	Year to Date Change
4,497	<div> <div></div> <div>-11.0%</div> </div>	<div> <div></div> <div>-16.6%</div> </div>	<div> <div></div> </div>

Historical Activity



County Comparison

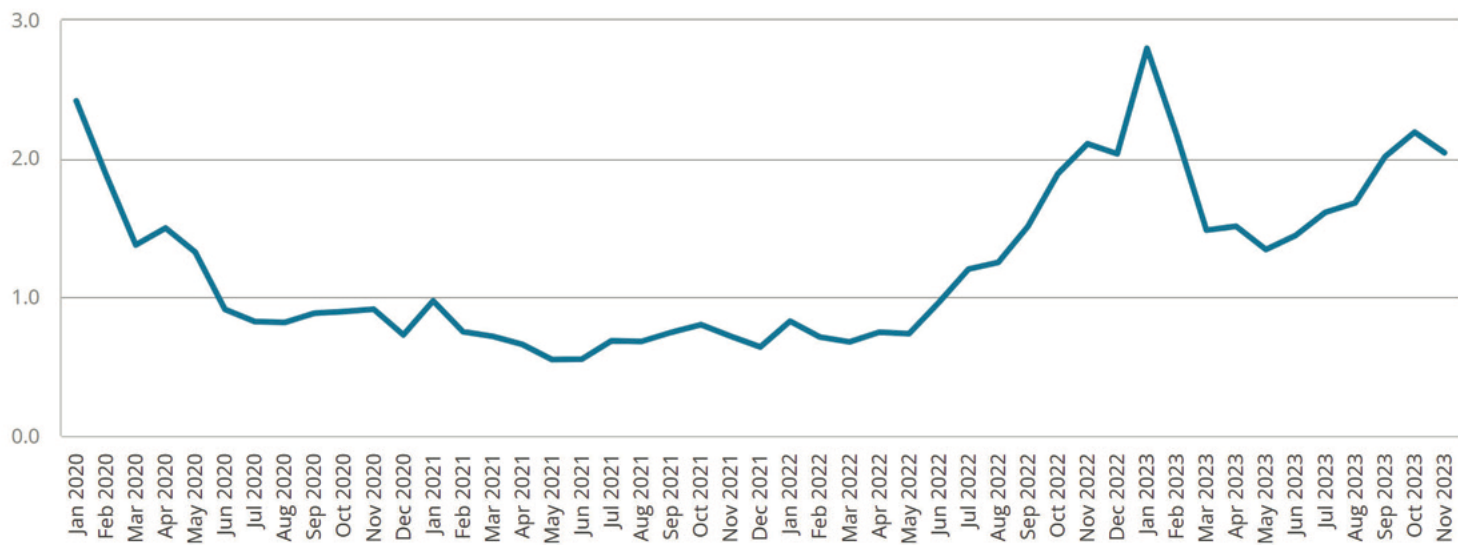


Months Supply of Inventory

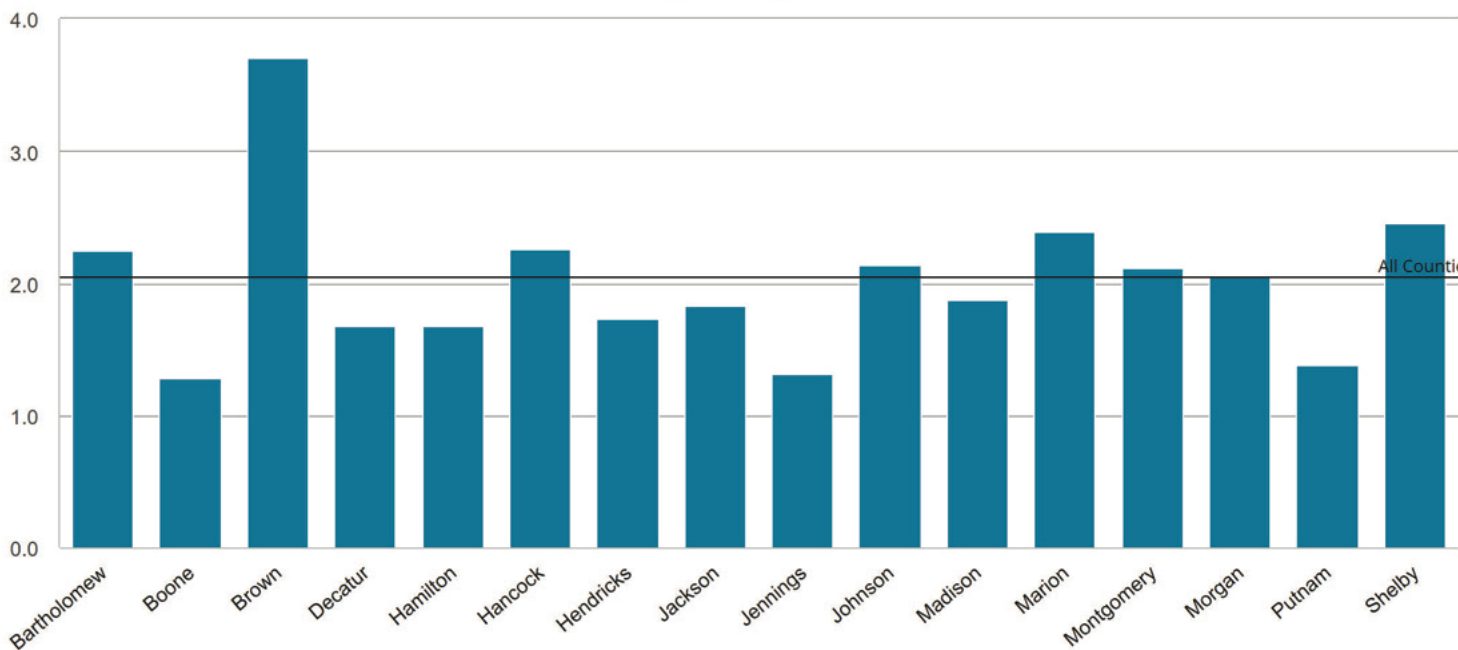
The number of months it would take to sell through the available inventory at the current monthly sales rate. NAR defines a balanced market as between 5 & 7 months of inventory.

November 2023	Month over Month Change	Year over Year Change	Year to Date Change
2.0	<div> <div></div> <div>-6.7%</div> </div>	<div> <div></div> <div>-3.0%</div> </div>	—

Historical Activity



County Comparison

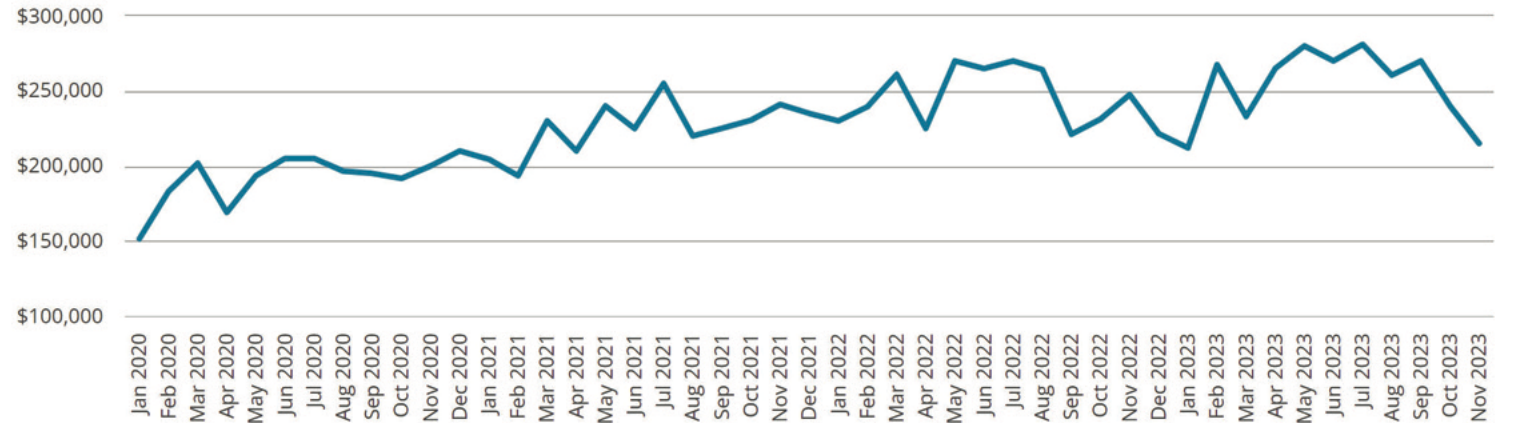


Bartholomew County

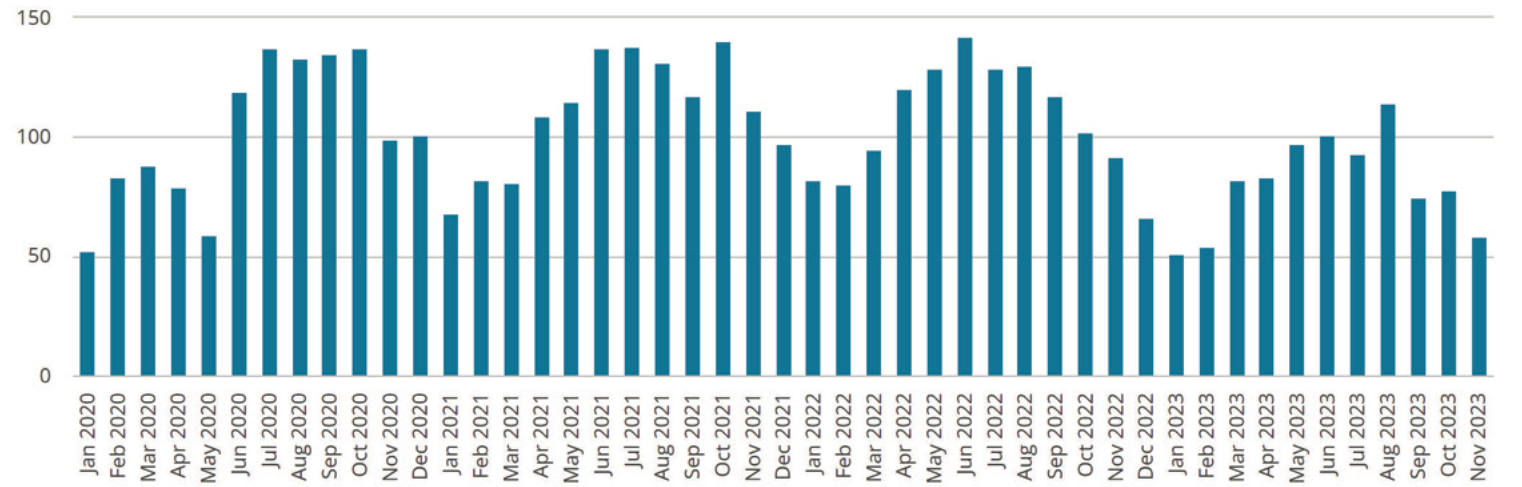
Data for Single Family Residence in Bartholomew County.

	Nov 2023	Oct 2023	MoM	Nov 2022	YoY	2023	2022	YTD
Median Sales Price	\$215,000	\$240,000	▼ -10.4%	\$247,500	▼ -13.1%	\$256,500	\$250,000	▲ 2.6%
Closed Sales	58	78	▼ -25.6%	92	▼ -37.0%	886	1,218	▼ -27.3%
New Listings	73	97	▼ -24.7%	64	▲ 14.1%	1,052	1,366	▼ -23.0%
Pending Sales	62	62	▶ 0.0%	59	▲ 5.1%	890	1,197	▼ -25.6%
Median Days on Market	14.5	7.5	▲ 93.3%	15	▼ -3.3%	8	6	▲ 33.3%
Average Days on Market	29	22	▲ 29.7%	30	▼ -6.0%	32	18	▲ 78.4%
Price per Square Foot	\$157	\$155	▲ 1.3%	\$159	▼ -1.3%	\$147	\$150	▼ -2.3%
% of List Price Received	97.9%	98.5%	▼ -0.7%	97.4%	▲ 0.5%	98.0%	99.3%	▼ -1.3%
Active Inventory	130	146	▼ -11.0%	139	▼ -6.5%	—	—	—
Months Supply of Inventory	2.2	1.9	▲ 19.7%	1.5	▲ 48.3%	—	—	—

Median Sales Price



Number of Closed Sales

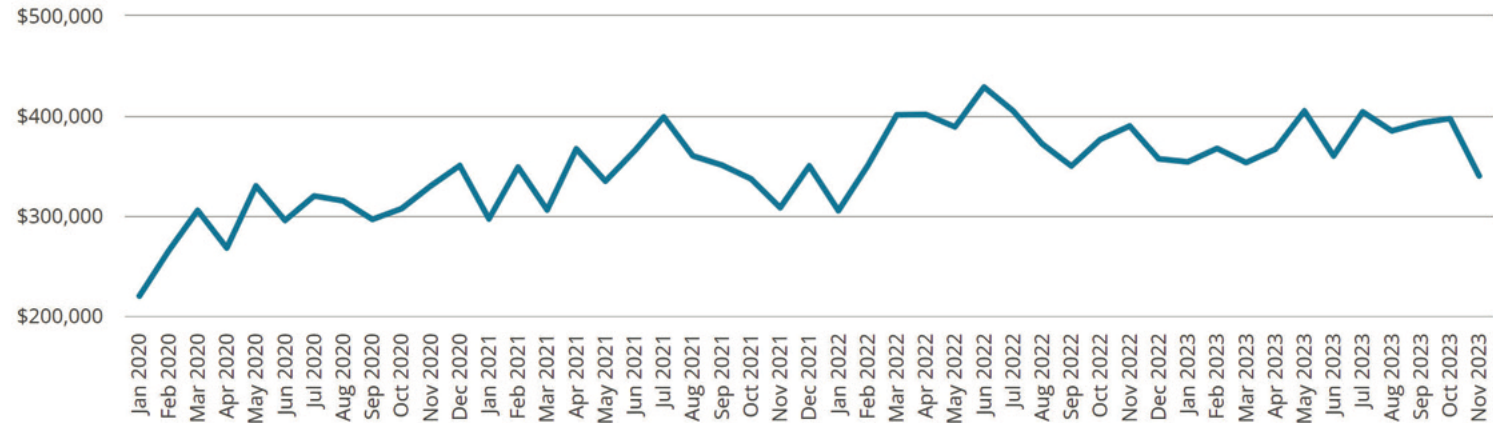


Boone County

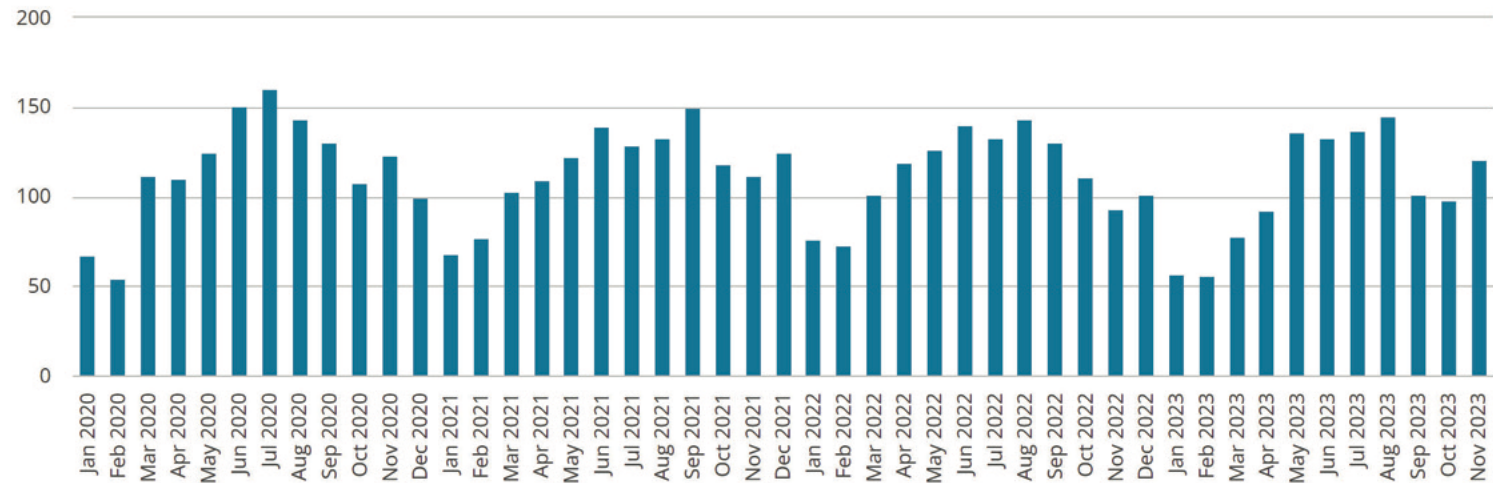
Data for Single Family Residence in Boone County.

	Nov 2023	Oct 2023	MoM	Nov 2022	YoY	2023	2022	YTD
Median Sales Price	\$339,995	\$397,350	▼ -14.4%	\$389,990	▼ -12.8%	\$379,992.5	\$379,995	▼ 0.0%
Closed Sales	121	98	▲ 23.5%	93	▲ 30.1%	1,154	1,245	▼ -7.3%
New Listings	89	82	▲ 8.5%	65	▲ 36.9%	1,250	1,461	▼ -14.4%
Pending Sales	61	97	▼ -37.1%	64	▼ -4.7%	1,134	1,236	▼ -8.3%
Median Days on Market	18	25.5	▼ -29.4%	14	▲ 28.6%	13	5	▲ 160.0%
Average Days on Market	48	58	▼ -17.6%	31	▲ 55.4%	50	23	▲ 118.3%
Price per Square Foot	\$167	\$162	▲ 3.1%	\$177	▼ -5.6%	\$166	\$178	▼ -6.7%
% of List Price Received	98.5%	98.1%	▲ 0.4%	98.3%	▲ 0.2%	98.9%	100.7%	▼ -1.7%
Active Inventory	155	164	▼ -5.5%	198	▼ -21.7%	—	—	—
Months Supply of Inventory	1.3	1.7	▼ -23.5%	2.1	▼ -39.8%	—	—	—

Median Sales Price



Number of Closed Sales

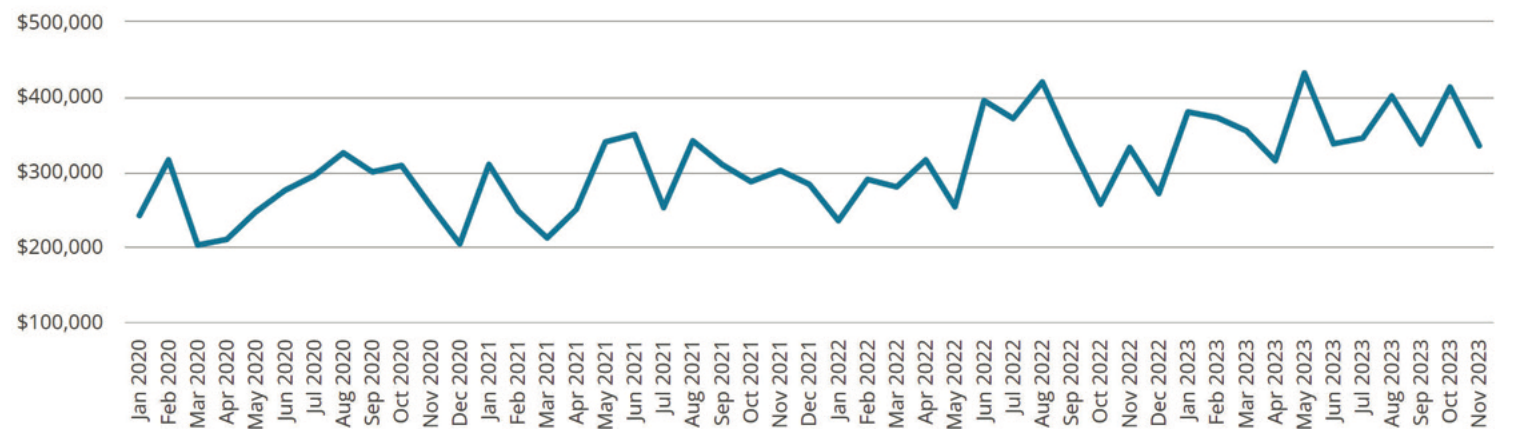


Brown County

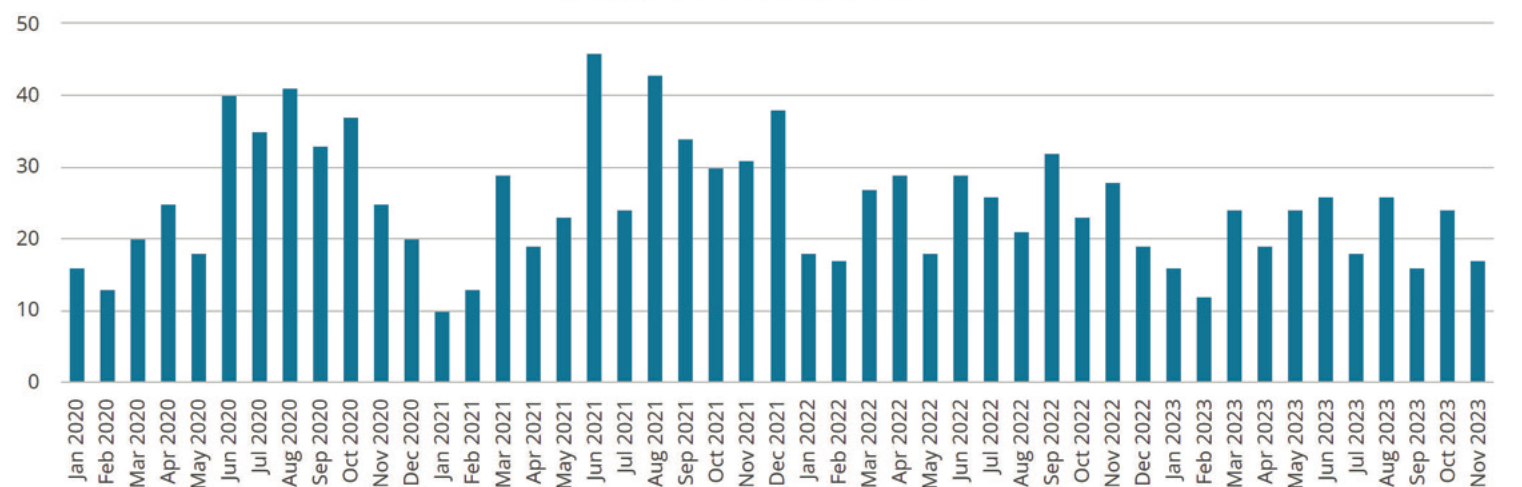
Data for Single Family Residence in Brown County.

	Nov 2023	Oct 2023	MoM	Nov 2022	YoY	2023	2022	YTD
Median Sales Price	\$334,900	\$413,000	▼ -18.9%	\$332,500	▲ 0.7%	\$375,000	\$320,000	▲ 17.2%
Closed Sales	17	24	▼ -29.2%	28	▼ -39.3%	222	268	▼ -17.2%
New Listings	25	37	▼ -32.4%	18	▲ 38.9%	307	340	▼ -9.7%
Pending Sales	22	18	▲ 22.2%	22	▶ 0.0%	231	268	▼ -13.8%
Median Days on Market	21.5	22	▼ -2.3%	38	▼ -43.4%	16	13	▲ 23.1%
Average Days on Market	46	119	▼ -61.3%	64	▼ -27.5%	60	39	▲ 53.4%
Price per Square Foot	\$205	\$215	▼ -4.7%	\$194	▲ 5.9%	\$208	\$217	▼ -4.1%
% of List Price Received	94.8%	97.3%	▼ -2.6%	95.8%	▼ -1.1%	96.1%	97.2%	▼ -1.2%
Active Inventory	63	69	▼ -8.7%	70	▼ -10.0%	—	—	—
Months Supply of Inventory	3.7	2.9	▲ 28.9%	2.5	▲ 48.2%	—	—	—

Median Sales Price



Number of Closed Sales

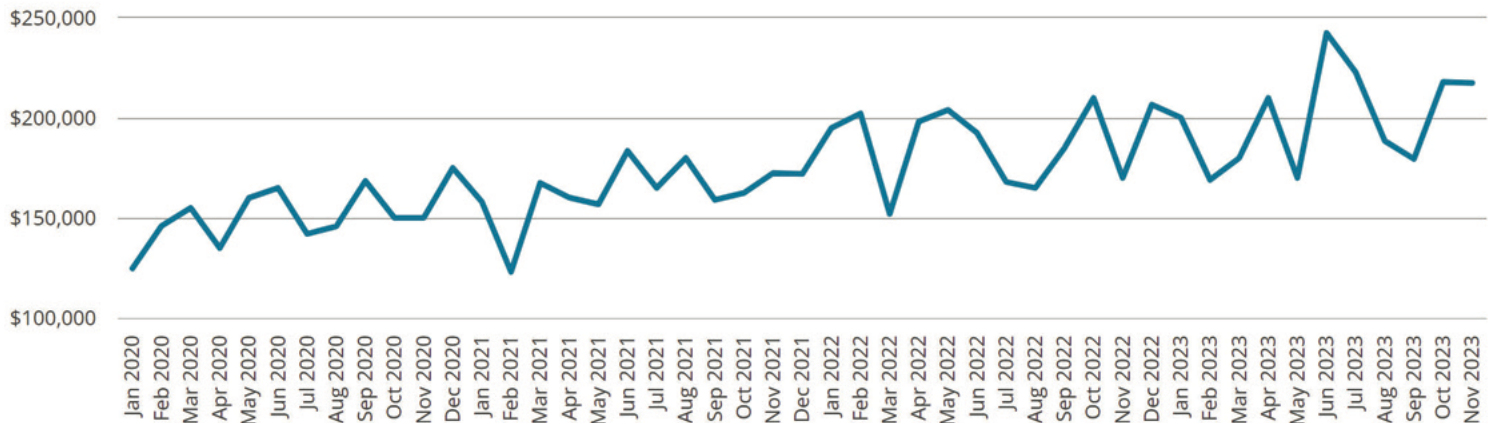


Decatur County

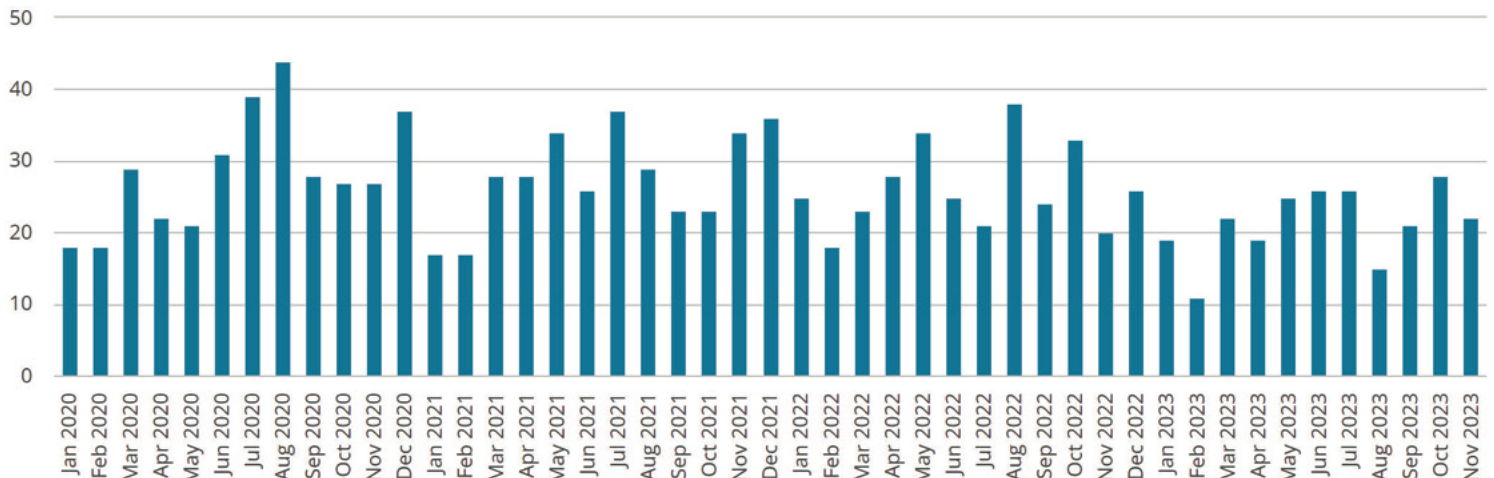
Data for Single Family Residence in Decatur County.

	Nov 2023	Oct 2023	MoM	Nov 2022	YoY	2023	2022	YTD
Median Sales Price	\$217,500	\$218,000	▼-0.2%	\$170,000	▲27.9%	\$198,500	\$189,900	▲4.5%
Closed Sales	22	28	▼-21.4%	20	▲10.0%	234	289	▼-19.0%
New Listings	16	23	▼-30.4%	18	▼-11.1%	292	323	▼-9.6%
Pending Sales	22	25	▼-12.0%	23	▼-4.3%	242	285	▼-15.1%
Median Days on Market	19.5	31	▼-37.1%	22	▼-11.4%	15	14	▲7.1%
Average Days on Market	36	49	▼-27.7%	38	▼-6.7%	38	39	▼-2.7%
Price per Square Foot	\$127	\$147	▼-13.3%	\$111	▲14.9%	\$137	\$132	▲3.8%
% of List Price Received	94.6%	96.5%	▼-2.0%	95.3%	▼-0.8%	96.6%	96.9%	▼-0.4%
Active Inventory	37	55	▼-32.7%	48	▼-22.9%	—	—	—
Months Supply of Inventory	1.7	2.0	▼-14.4%	2.4	▼-29.9%	—	—	—

Median Sales Price



Number of Closed Sales

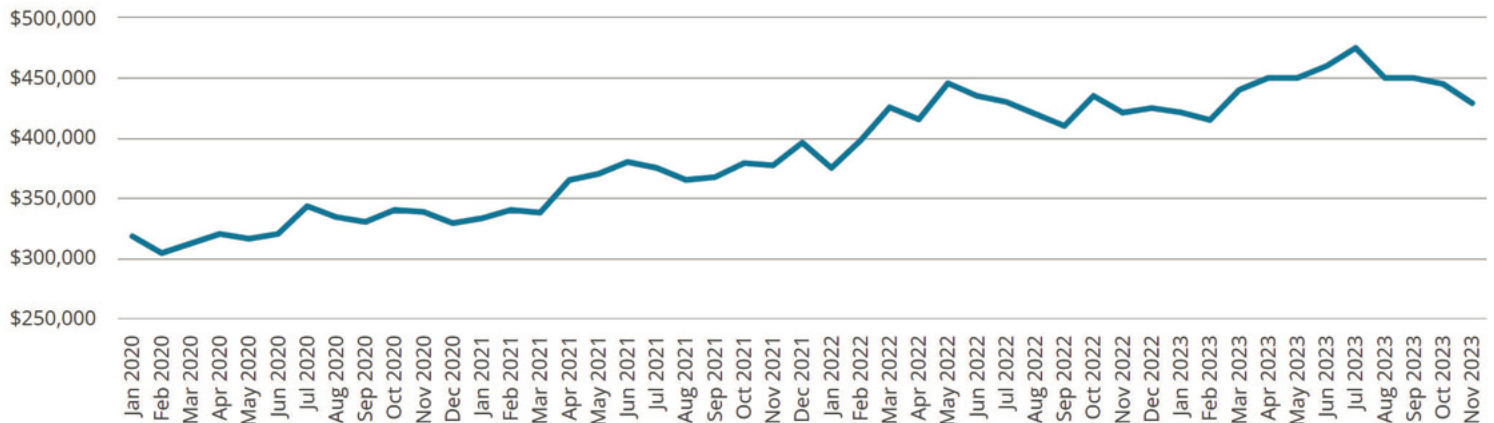


Hamilton County

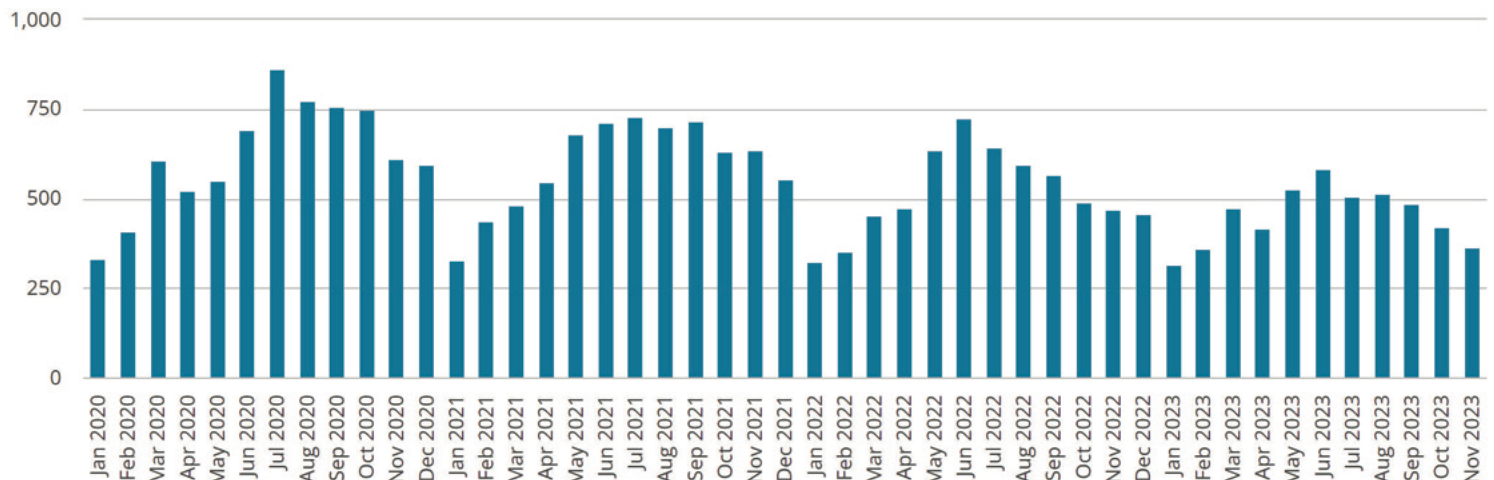
Data for Single Family Residence in Hamilton County.

	Nov 2023	Oct 2023	MoM	Nov 2022	YoY	2023	2022	YTD
Median Sales Price	\$429,000	\$445,000	▼ -3.6%	\$421,000	▲ 1.9%	\$448,995	\$420,545	▲ 6.8%
Closed Sales	365	422	▼ -13.5%	470	▼ -22.3%	4,967	5,733	▼ -13.4%
New Listings	357	410	▼ -12.9%	396	▼ -9.8%	5,387	6,632	▼ -18.8%
Pending Sales	303	378	▼ -19.8%	360	▼ -15.8%	4,827	5,751	▼ -16.1%
Median Days on Market	21	14	▲ 50.0%	14.5	▲ 44.8%	8	5	▲ 60.0%
Average Days on Market	38	30	▲ 25.7%	34	▲ 10.6%	32	17	▲ 86.5%
Price per Square Foot	\$175	\$173	▲ 1.4%	\$184	▼ -4.9%	\$173	\$187	▼ -7.5%
% of List Price Received	98.2%	98.9%	▼ -0.7%	99.1%	▼ -0.9%	99.4%	101.9%	▼ -2.4%
Active Inventory	614	640	▼ -4.1%	747	▼ -17.8%	—	—	—
Months Supply of Inventory	1.7	1.5	▲ 10.9%	1.6	▲ 5.8%	—	—	—

Median Sales Price



Number of Closed Sales

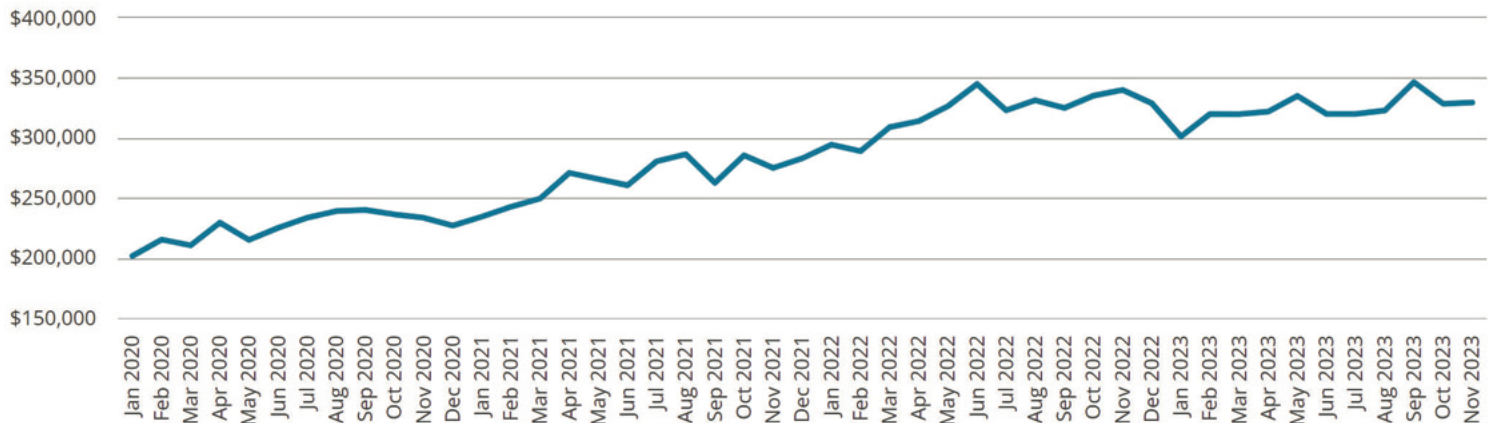


Hancock County

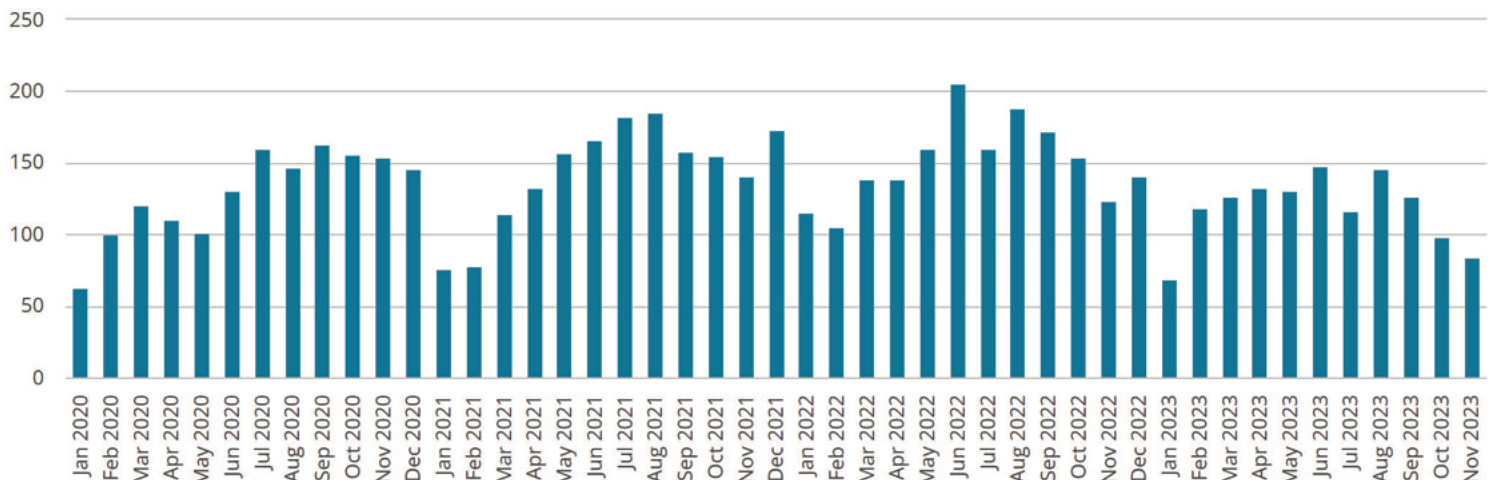
Data for Single Family Residence in Hancock County.

	Nov 2023	Oct 2023	MoM	Nov 2022	YoY	2023	2022	YTD
Median Sales Price	\$329,450	\$328,500	▲ 0.3%	\$340,000	▼ -3.1%	\$325,000	\$322,794.5	▲ 0.7%
Closed Sales	84	98	▼ -14.3%	123	▼ -31.7%	1,296	1,660	▼ -21.9%
New Listings	77	121	▼ -36.4%	117	▼ -34.2%	1,338	1,919	▼ -30.3%
Pending Sales	68	73	▼ -6.8%	108	▼ -37.0%	1,248	1,647	▼ -24.2%
Median Days on Market	19	15	▲ 26.7%	29	▼ -34.5%	18	6	▲ 200.0%
Average Days on Market	49	33	▲ 46.4%	50	▼ -2.2%	56	24	▲ 138.9%
Price per Square Foot	\$155	\$153	▲ 1.6%	\$150	▲ 3.3%	\$152	\$149	▲ 2.0%
% of List Price Received	97.0%	99.6%	▼ -2.6%	98.2%	▼ -1.2%	98.5%	100.2%	▼ -1.7%
Active Inventory	190	214	▼ -11.2%	303	▼ -37.3%	—	—	—
Months Supply of Inventory	2.3	2.2	▲ 3.6%	2.5	▼ -8.2%	—	—	—

Median Sales Price



Number of Closed Sales

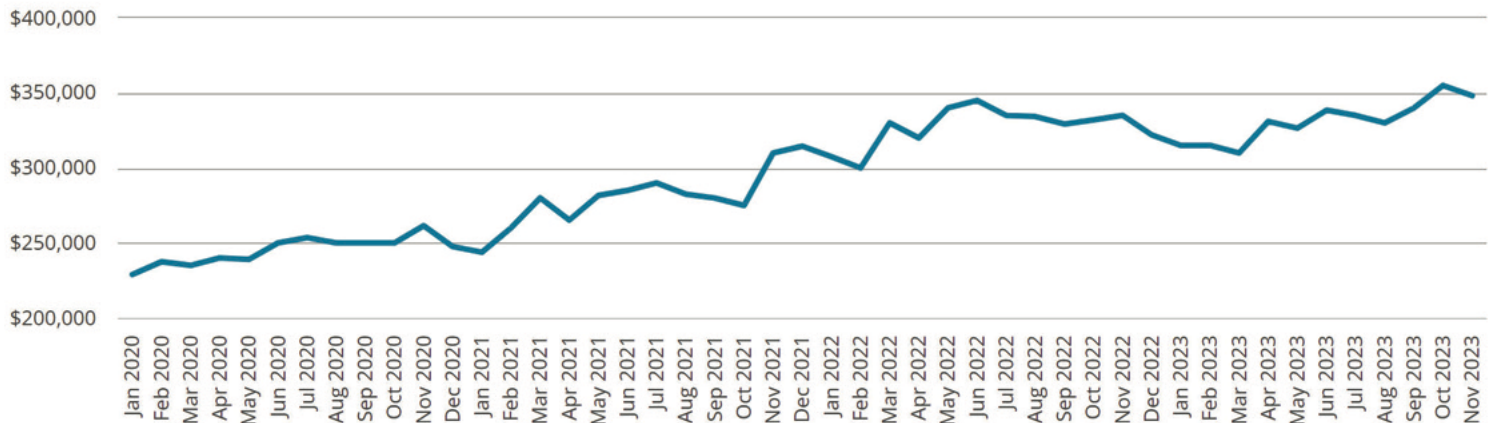


Hendricks County

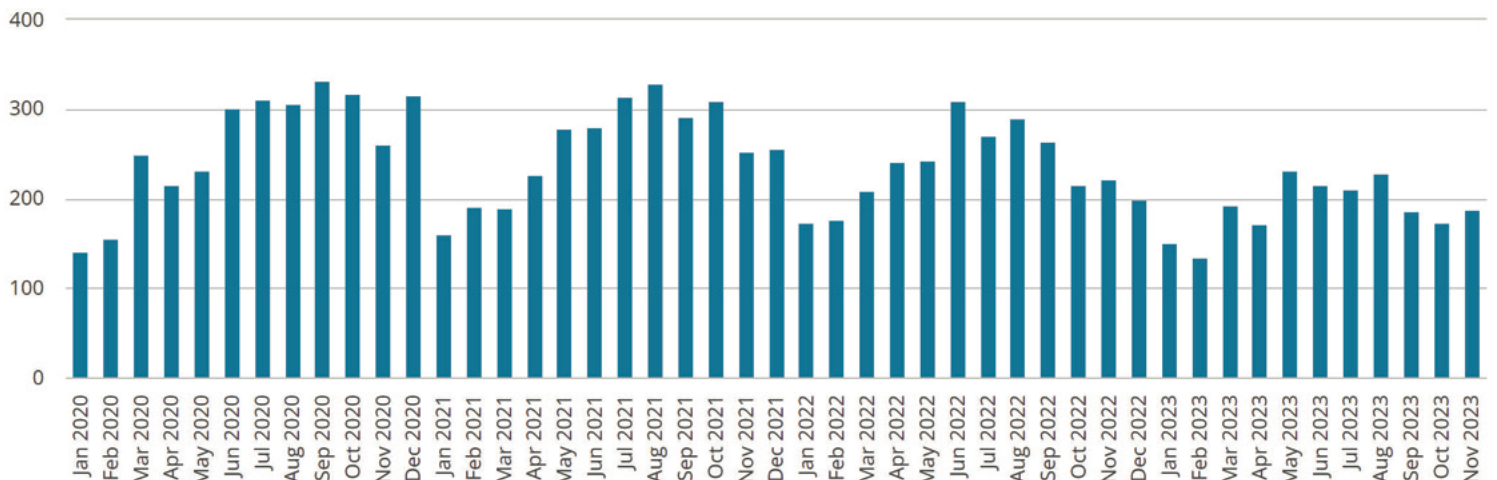
Data for Single Family Residence in Hendricks County.

	Nov 2023	Oct 2023	MoM	Nov 2022	YoY	2023	2022	YTD
Median Sales Price	\$348,145	\$355,000	▼ -1.9%	\$335,000	▲ 3.9%	\$330,000	\$329,752.5	▲ 0.1%
Closed Sales	188	173	▲ 8.7%	222	▼ -15.3%	2,086	2,612	▼ -20.1%
New Listings	174	221	▼ -21.3%	187	▼ -7.0%	2,408	2,920	▼ -17.5%
Pending Sales	185	169	▲ 9.5%	187	▼ -1.1%	2,101	2,599	▼ -19.2%
Median Days on Market	25	18.5	▲ 35.1%	16	▲ 56.3%	11	5	▲ 120.0%
Average Days on Market	43	40	▲ 8.6%	43	▲ 0.1%	36	21	▲ 69.4%
Price per Square Foot	\$158	\$160	▼ -0.9%	\$162	▼ -2.5%	\$158	\$162	▼ -2.5%
% of List Price Received	98.7%	98.8%	▼ -0.2%	98.8%	▼ -0.2%	99.0%	101.0%	▼ -2.0%
Active Inventory	326	382	▼ -14.7%	333	▼ -2.1%	—	—	—
Months Supply of Inventory	1.7	2.2	▼ -21.5%	1.5	▲ 15.6%	—	—	—

Median Sales Price



Number of Closed Sales

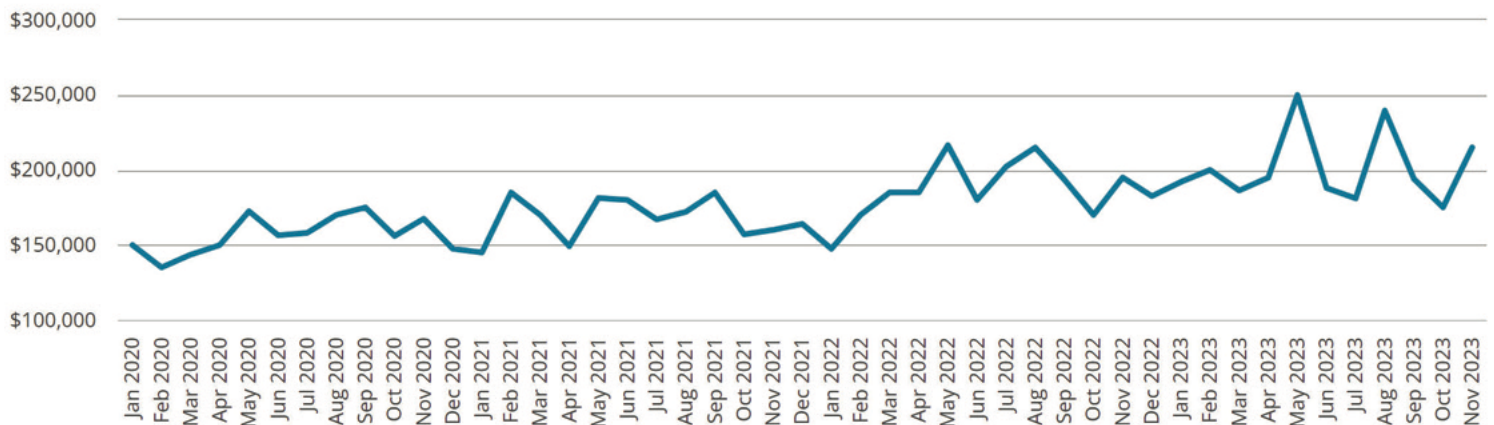


Jackson County

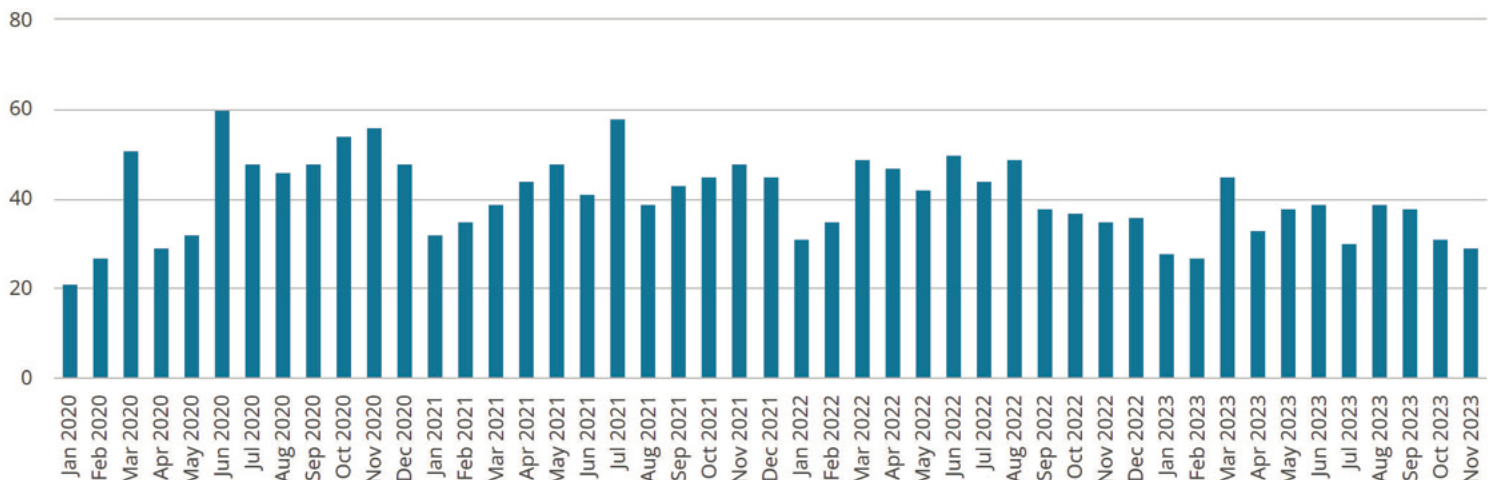
Data for Single Family Residence in Jackson County.

	Nov 2023	Oct 2023	MoM	Nov 2022	YoY	2023	2022	YTD
Median Sales Price	\$215,000	\$175,000	⬆️ 22.9%	\$195,000	⬆️ 10.3%	\$200,000	\$189,500	⬆️ 5.5%
Closed Sales	29	31	⬆️ -6.5%	35	⬆️ -17.1%	377	457	⬆️ -17.5%
New Listings	26	45	⬆️ -42.2%	32	⬆️ -18.8%	404	520	⬆️ -22.3%
Pending Sales	22	37	⬆️ -40.5%	37	⬆️ -40.5%	378	457	⬆️ -17.3%
Median Days on Market	18.5	7	⬆️ 164.3%	10	⬆️ 85.0%	9	8	⬆️ 12.5%
Average Days on Market	29	20	⬆️ 44.1%	20	⬆️ 49.9%	31	24	⬆️ 28.9%
Price per Square Foot	\$127	\$123	⬆️ 3.3%	\$124	⬆️ 2.4%	\$135	\$131	⬆️ 3.1%
% of List Price Received	96.2%	97.1%	⬆️ -0.9%	96.6%	⬆️ -0.5%	98.1%	98.1%	⬆️ 0.1%
Active Inventory	53	55	⬆️ -3.6%	69	⬆️ -23.2%	—	—	—
Months Supply of Inventory	1.8	1.8	⬆️ 3.0%	2.0	⬆️ -7.3%	—	—	—

Median Sales Price



Number of Closed Sales

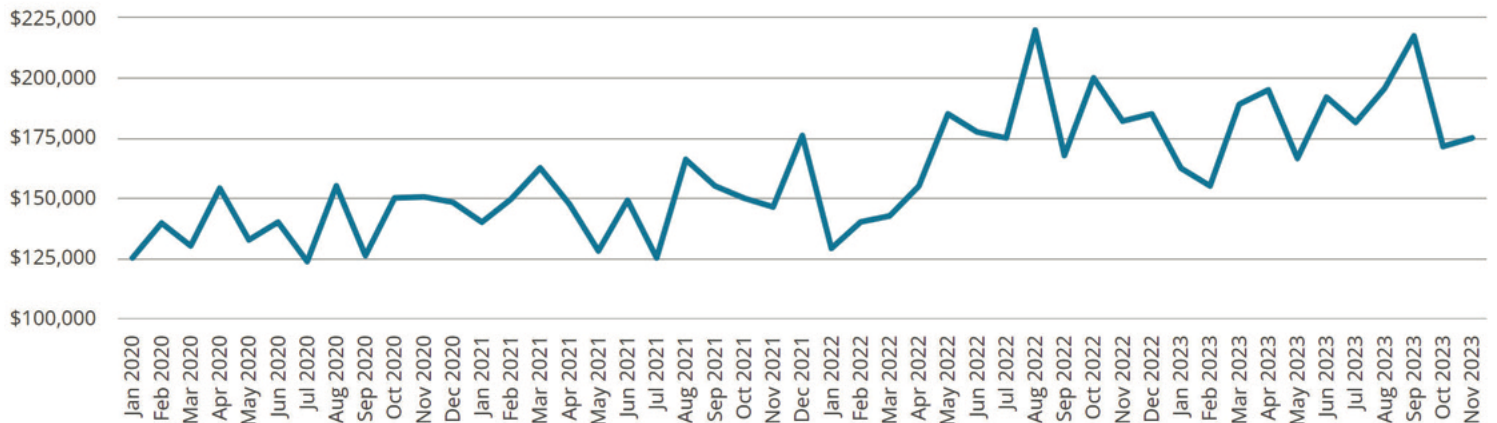


Jennings County

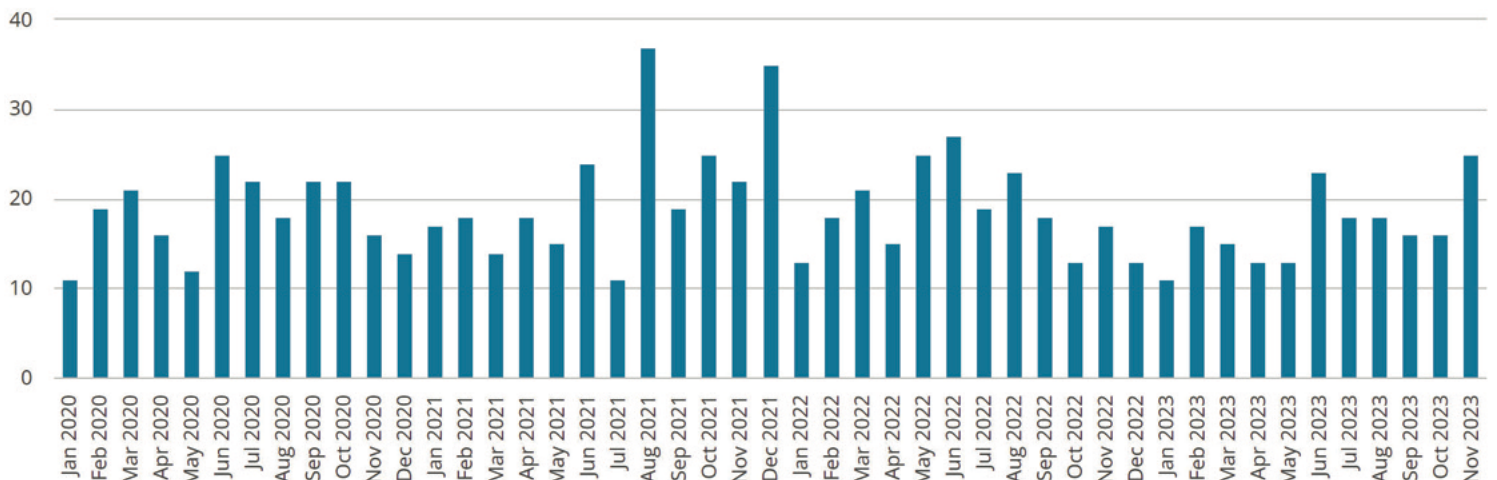
Data for Single Family Residence in Jennings County.

	Nov 2023	Oct 2023	MoM	Nov 2022	YoY	2023	2022	YTD
Median Sales Price	\$175,000	\$171,450	▲ 2.1%	\$182,000	▼ -3.8%	\$185,000	\$175,000	▲ 5.7%
Closed Sales	25	16	▲ 56.3%	17	▲ 47.1%	185	209	▼ -11.5%
New Listings	18	28	▼ -35.7%	15	▲ 20.0%	227	244	▼ -7.0%
Pending Sales	21	18	▲ 16.7%	11	▲ 90.9%	190	209	▼ -9.1%
Median Days on Market	21	16	▲ 31.3%	21	▶ 0.0%	8	9	▼ -11.1%
Average Days on Market	44	32	▲ 38.2%	41	▲ 8.3%	33	31	▲ 4.8%
Price per Square Foot	\$114	\$135	▼ -15.6%	\$152	▼ -25.0%	\$125	\$126	▼ -0.8%
% of List Price Received	95.6%	100.0%	▼ -4.4%	93.0%	▲ 2.8%	96.9%	96.3%	▲ 0.6%
Active Inventory	33	42	▼ -21.4%	29	▲ 13.8%	—	—	—
Months Supply of Inventory	1.3	2.6	▼ -49.7%	1.7	▼ -22.6%	—	—	—

Median Sales Price



Number of Closed Sales



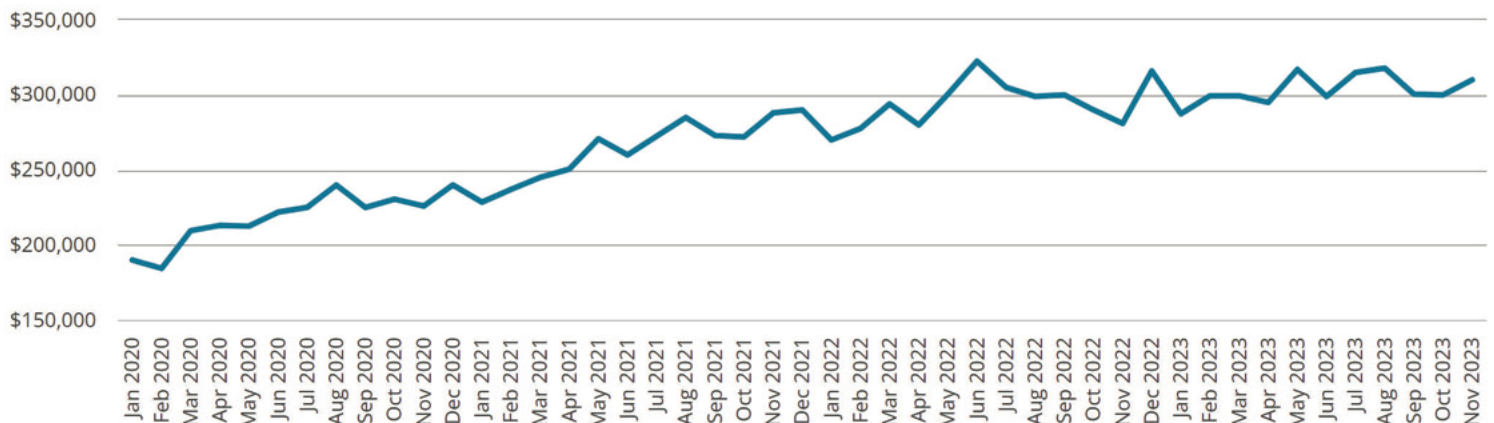
Johnson County

Data for Single Family Residence in Johnson County.

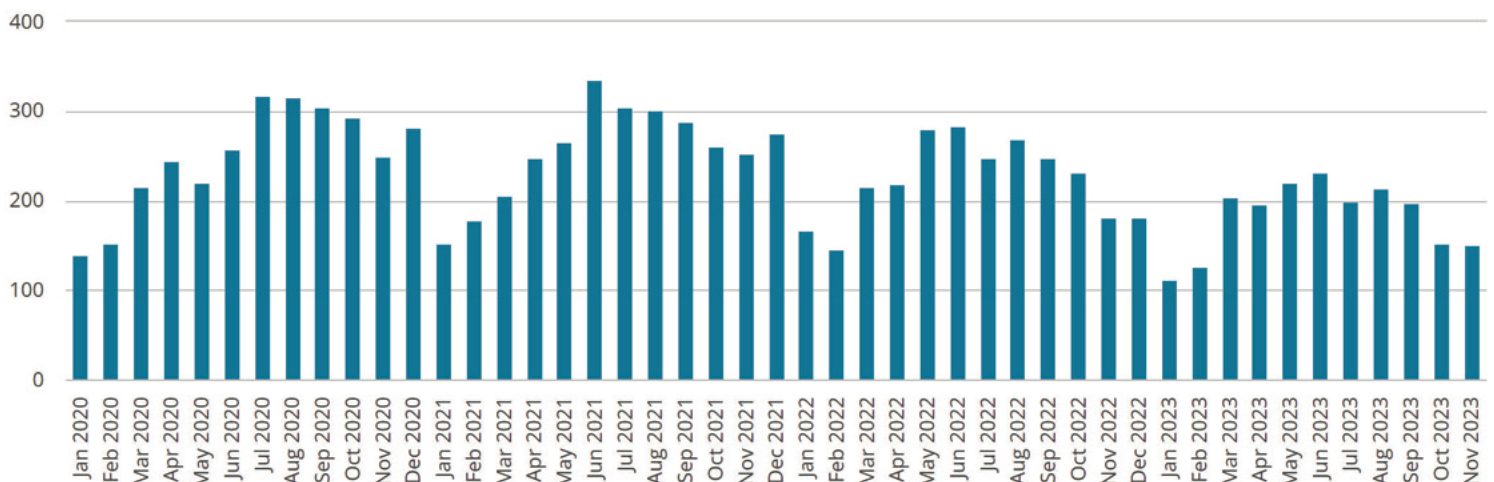


	Nov 2023	Oct 2023	MoM	Nov 2022	YoY	2023	2022	YTD
Median Sales Price	\$310,000	\$300,000	▲ 3.3%	\$281,000	▲ 10.3%	\$304,900	\$295,000	▲ 3.4%
Closed Sales	150	152	▼ -1.3%	182	▼ -17.6%	2,002	2,487	▼ -19.5%
New Listings	151	208	▼ -27.4%	176	▼ -14.2%	2,336	2,866	▼ -18.5%
Pending Sales	134	152	▼ -11.8%	142	▼ -5.6%	2,017	2,442	▼ -17.4%
Median Days on Market	33.5	16	▲ 109.4%	23	▲ 45.7%	14	6	▲ 133.3%
Average Days on Market	46	36	▲ 28.8%	39	▲ 18.4%	42	16	▲ 154.4%
Price per Square Foot	\$161	\$156	▲ 2.9%	\$158	▲ 1.9%	\$155	\$162	▼ -4.3%
% of List Price Received	97.5%	98.1%	▼ -0.6%	98.7%	▼ -1.2%	98.5%	100.7%	▼ -2.2%
Active Inventory	321	352	▼ -8.8%	384	▼ -16.4%	—	—	—
Months Supply of Inventory	2.1	2.3	▼ -7.6%	2.1	▲ 1.4%	—	—	—

Median Sales Price



Number of Closed Sales

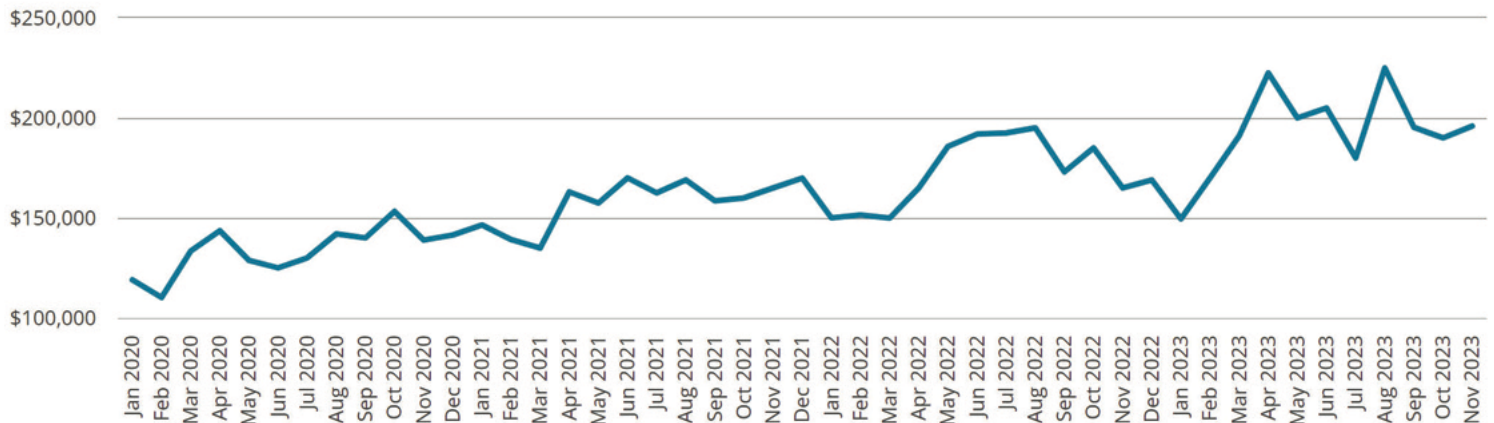


Madison County

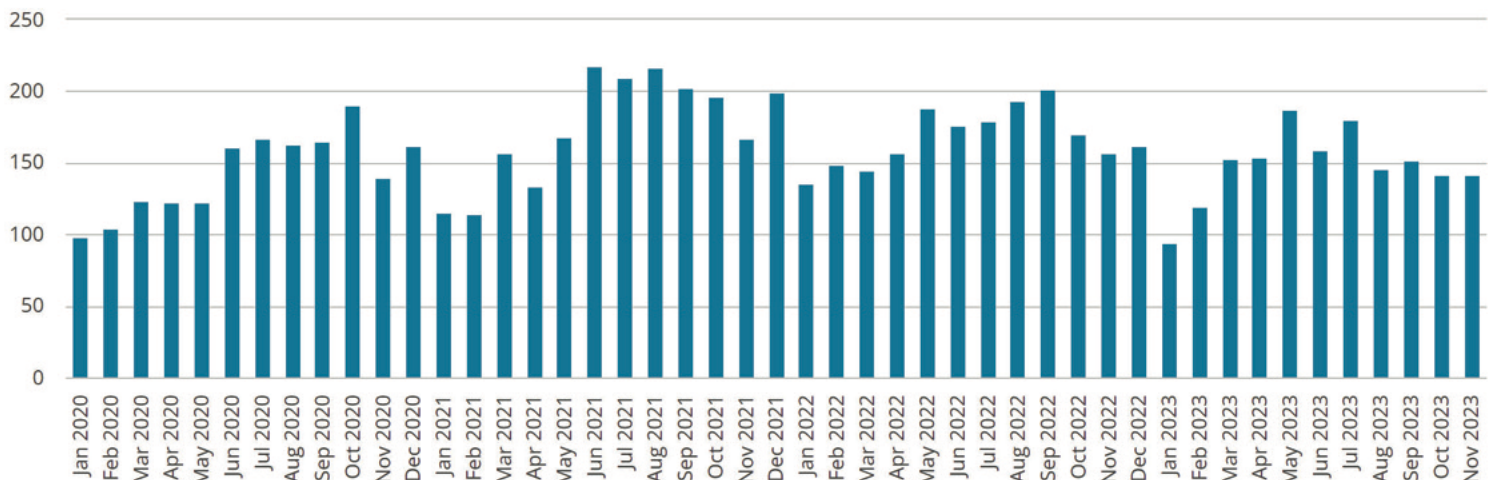
Data for Single Family Residence in Madison County.

	Nov 2023	Oct 2023	MoM	Nov 2022	YoY	2023	2022	YTD
Median Sales Price	\$195,950	\$190,000	▲ 3.1%	\$165,000	▲ 18.8%	\$195,000	\$175,000	▲ 11.4%
Closed Sales	142	142	▶ 0.0%	157	▼ -9.6%	1,628	1,851	▼ -12.0%
New Listings	144	173	▼ -16.8%	158	▼ -8.9%	1,972	2,234	▼ -11.7%
Pending Sales	142	140	▲ 1.4%	139	▲ 2.2%	1,678	1,828	▼ -8.2%
Median Days on Market	18	12	▲ 50.0%	14	▲ 28.6%	12	8	▲ 50.0%
Average Days on Market	34	35	▼ -3.7%	29	▲ 15.0%	41	24	▲ 72.0%
Price per Square Foot	\$121	\$116	▲ 4.3%	\$115	▲ 5.2%	\$120	\$113	▲ 6.2%
% of List Price Received	96.0%	97.5%	▼ -1.5%	95.7%	▲ 0.3%	97.7%	98.2%	▼ -0.5%
Active Inventory	266	307	▼ -13.4%	363	▼ -26.7%	—	—	—
Months Supply of Inventory	1.9	2.2	▼ -13.4%	2.3	▼ -19.0%	—	—	—

Median Sales Price



Number of Closed Sales

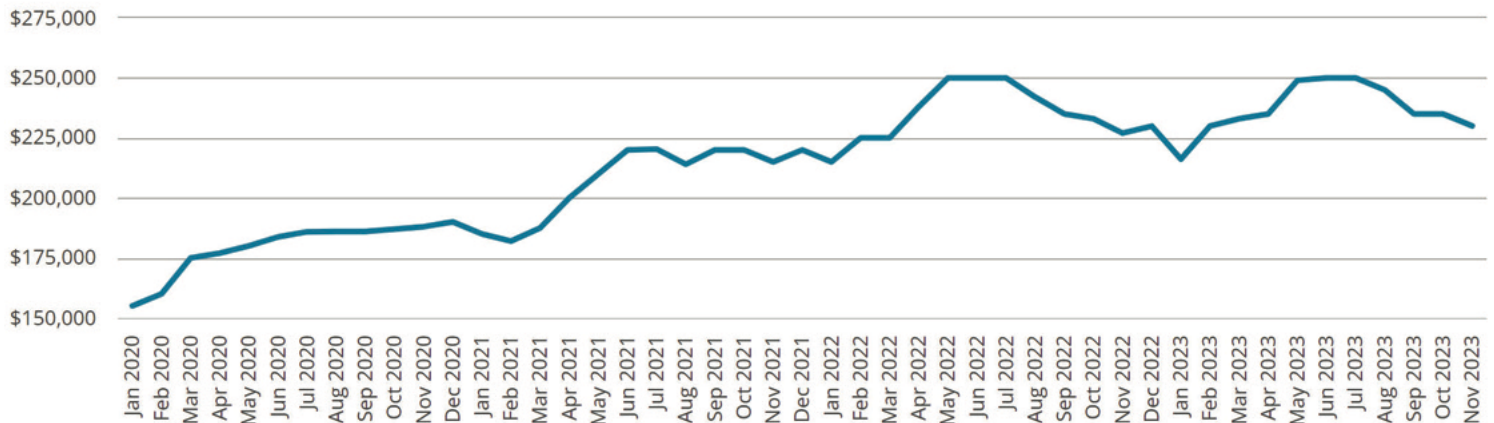


Marion County

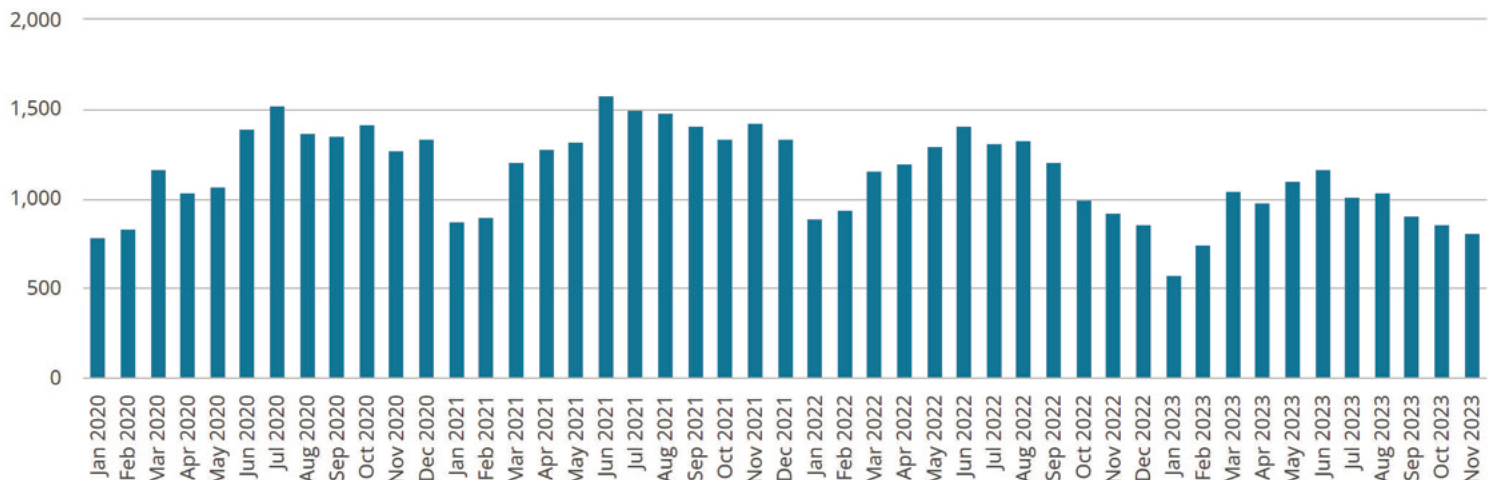
Data for Single Family Residence in Marion County.

	Nov 2023	Oct 2023	MoM	Nov 2022	YoY	2023	2022	YTD
Median Sales Price	\$230,000	\$235,000	▼-2.1%	\$227,000	▲1.3%	\$239,900	\$237,500	▲1.0%
Closed Sales	810	861	▼-5.9%	922	▼-12.1%	10,237	12,649	▼-19.1%
New Listings	876	1,160	▼-24.5%	957	▼-8.5%	12,704	15,291	▼-16.9%
Pending Sales	810	877	▼-7.6%	732	▲10.7%	10,503	12,473	▼-15.8%
Median Days on Market	22.5	16	▲40.6%	18	▲25.0%	12	6	▲100.0%
Average Days on Market	43	35	▲23.5%	33	▲28.7%	39	21	▲84.7%
Price per Square Foot	\$140	\$141	▼-0.7%	\$146	▼-4.1%	\$144	\$151	▼-4.6%
% of List Price Received	97.4%	98.0%	▼-0.6%	97.7%	▼-0.3%	98.5%	100.3%	▼-1.9%
Active Inventory	1,931	2,202	▼-12.3%	2,264	▼-14.7%	—	—	—
Months Supply of Inventory	2.4	2.6	▼-6.8%	2.5	▼-2.9%	—	—	—

Median Sales Price



Number of Closed Sales

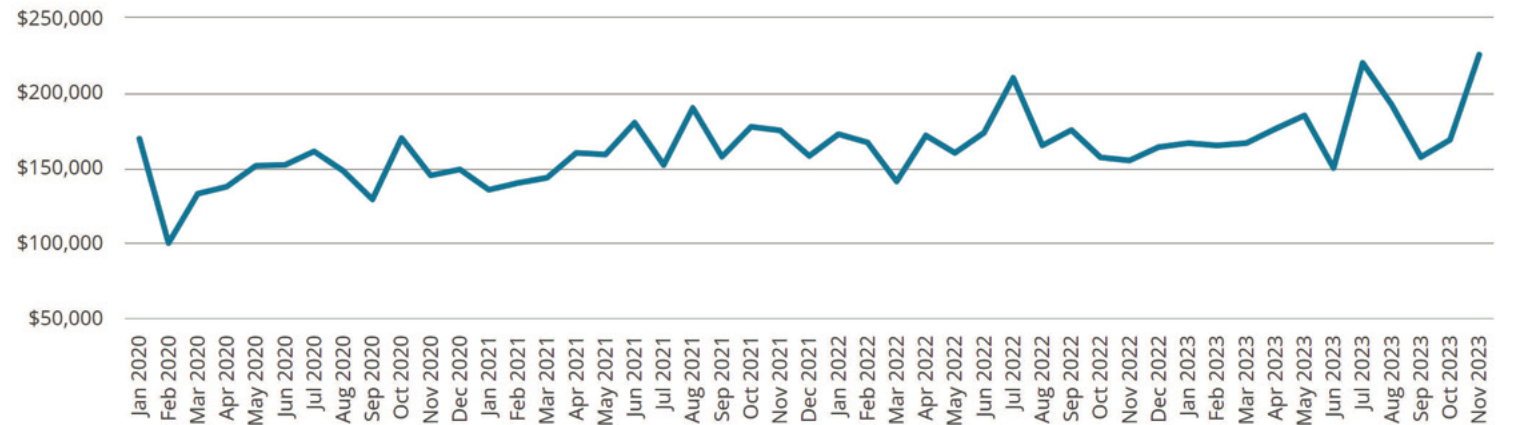


Montgomery County

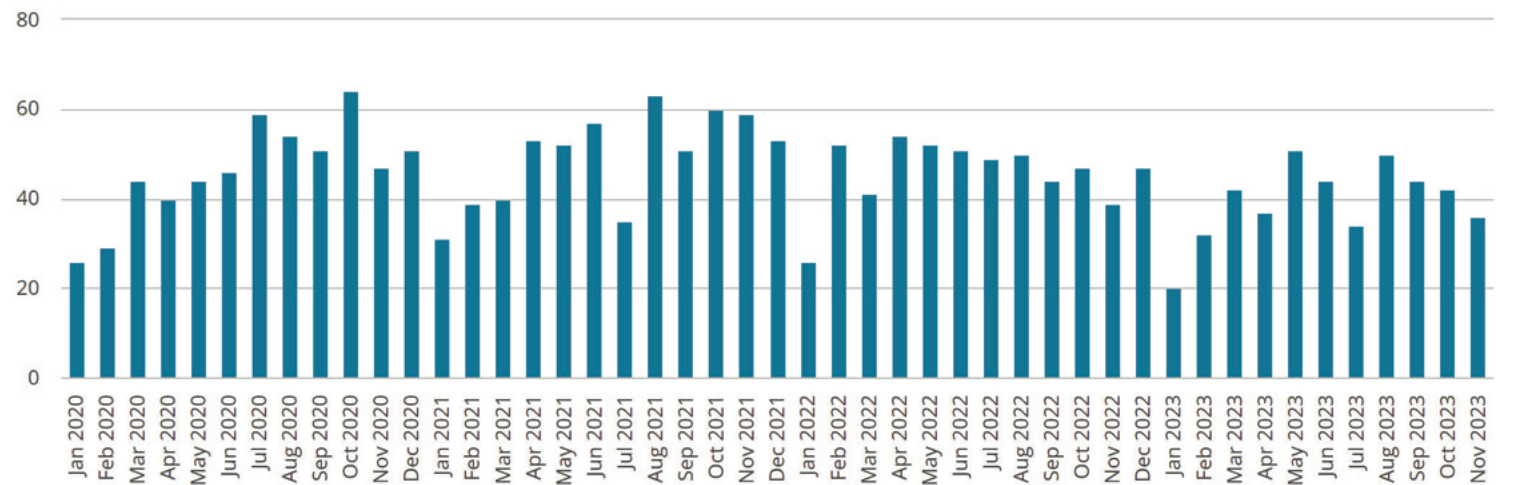
Data for Single Family Residence in Montgomery County.

	Nov 2023	Oct 2023	MoM	Nov 2022	YoY	2023	2022	YTD
Median Sales Price	\$225,500	\$168,750	⬆️ 33.6%	\$155,000	⬆️ 45.5%	\$174,000	\$170,000	⬆️ 2.4%
Closed Sales	36	42	⬆️ -14.3%	39	⬆️ -7.7%	432	505	⬆️ -14.5%
New Listings	28	68	⬆️ -58.8%	35	⬆️ -20.0%	508	584	⬆️ -13.0%
Pending Sales	26	39	⬆️ -33.3%	43	⬆️ -39.5%	440	499	⬆️ -11.8%
Median Days on Market	16	13	⬆️ 23.1%	11	⬆️ 45.5%	9	7	⬆️ 28.6%
Average Days on Market	28	50	⬆️ -44.2%	30	⬆️ -6.4%	36	21	⬆️ 67.6%
Price per Square Foot	\$126	\$103	⬆️ 21.8%	\$116	⬆️ 8.2%	\$118	\$124	⬆️ -4.8%
% of List Price Received	98.3%	97.6%	⬆️ 0.7%	94.0%	⬆️ 4.6%	98.1%	97.9%	⬆️ 0.2%
Active Inventory	76	83	⬆️ -8.4%	75	⬆️ 1.3%	—	—	—
Months Supply of Inventory	2.1	2.0	⬆️ 6.8%	1.9	⬆️ 9.8%	—	—	—

Median Sales Price



Number of Closed Sales

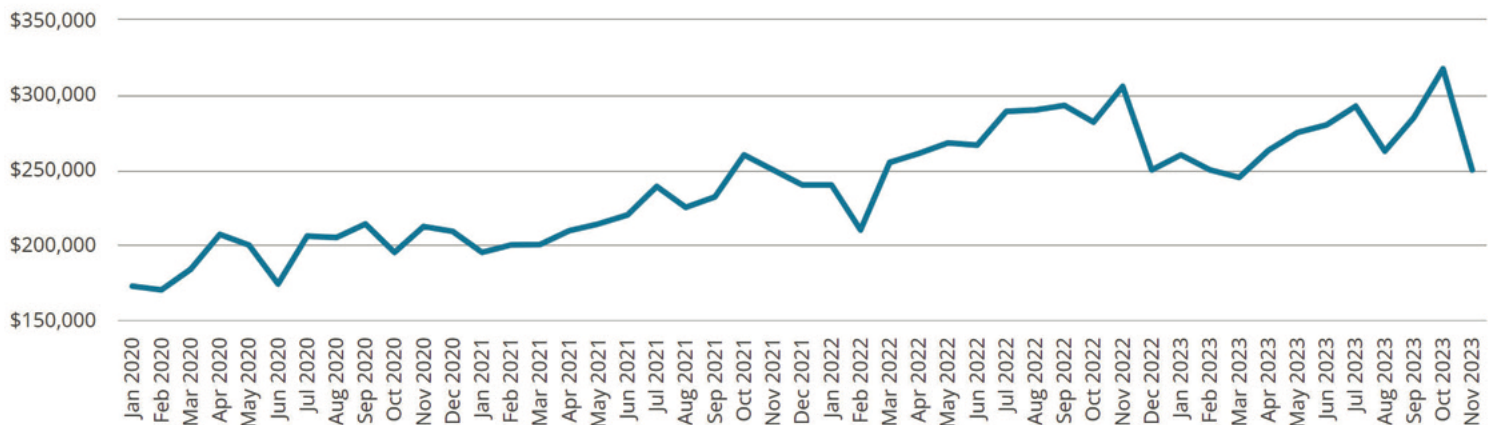


Morgan County

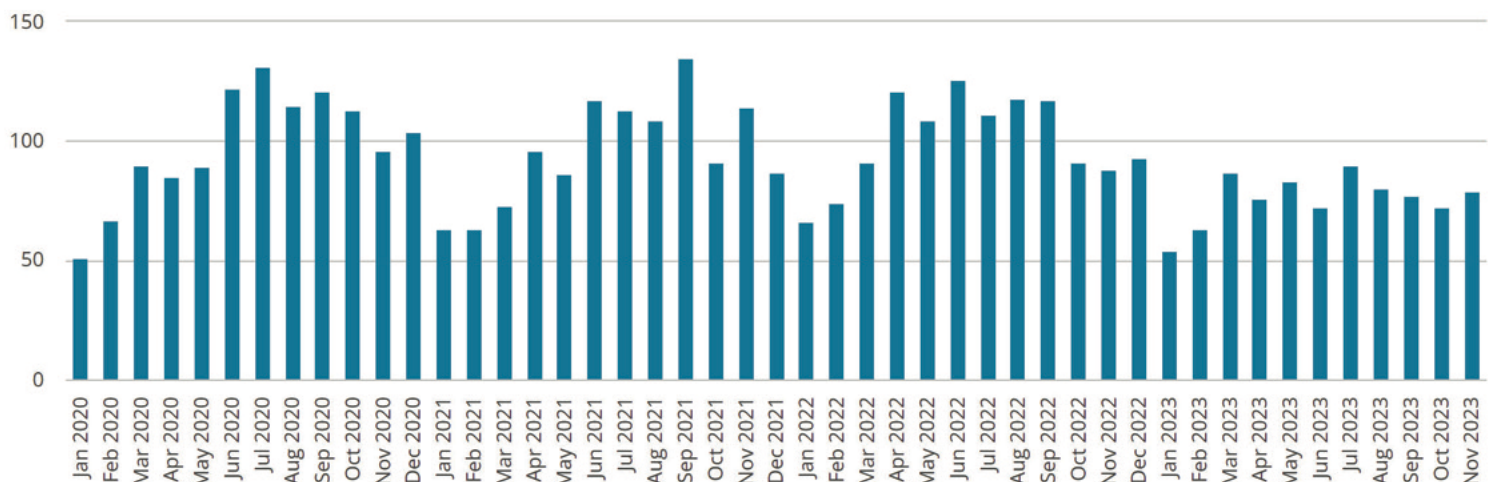
Data for Single Family Residence in Morgan County.

	Nov 2023	Oct 2023	MoM	Nov 2022	YoY	2023	2022	YTD
Median Sales Price	\$250,000	\$317,450	▼ -21.2%	\$305,700	▼ -18.2%	\$270,000	\$272,922.5	▼ -1.1%
Closed Sales	79	72	▲ 9.7%	88	▼ -10.2%	833	1,112	▼ -25.1%
New Listings	75	97	▼ -22.7%	68	▲ 10.3%	1,012	1,280	▼ -20.9%
Pending Sales	72	79	▼ -8.9%	82	▼ -12.2%	850	1,126	▼ -24.5%
Median Days on Market	28	16.5	▲ 69.7%	22	▲ 27.3%	16	8	▲ 100.0%
Average Days on Market	40	32	▲ 26.2%	41	▼ -1.7%	48	25	▲ 92.9%
Price per Square Foot	\$146	\$156	▼ -6.4%	\$156	▼ -6.4%	\$151	\$156	▼ -3.5%
% of List Price Received	96.8%	98.3%	▼ -1.5%	96.9%	▼ -0.1%	98.2%	99.4%	▼ -1.2%
Active Inventory	162	189	▼ -14.3%	196	▼ -17.3%	—	—	—
Months Supply of Inventory	2.1	2.6	▼ -21.9%	2.2	▼ -7.9%	—	—	—

Median Sales Price



Number of Closed Sales

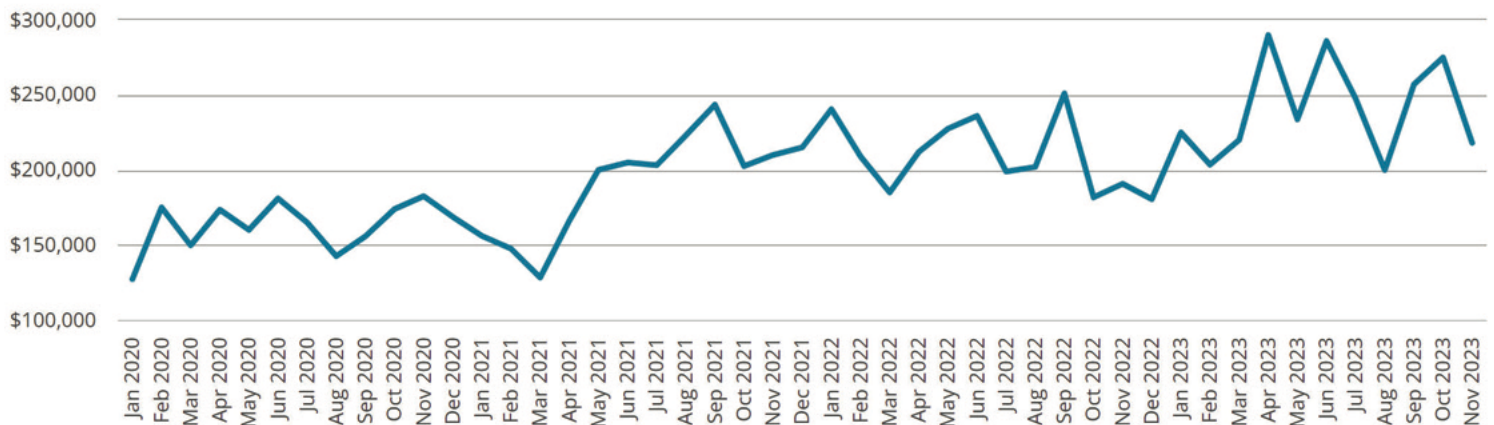


Putnam County

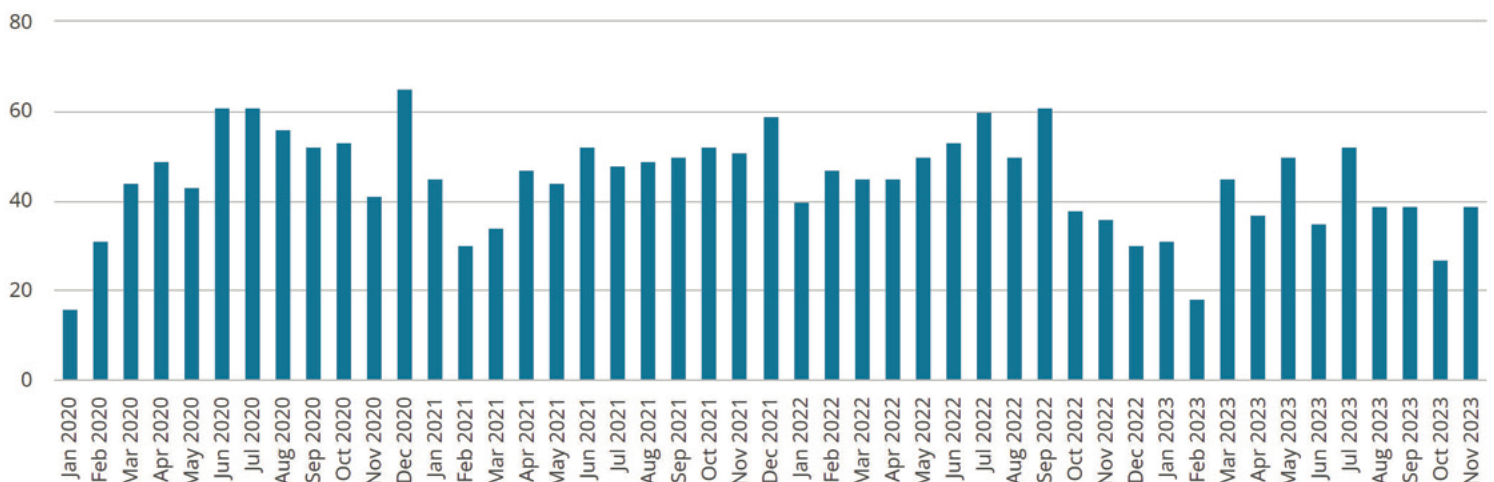
Data for Single Family Residence in Putnam County.

	Nov 2023	Oct 2023	MoM	Nov 2022	YoY	2023	2022	YTD
Median Sales Price	\$218,000	\$275,000	▼ -20.7%	\$190,750	▲ 14.3%	\$240,000	\$209,000	▲ 14.8%
Closed Sales	39	27	▲ 44.4%	36	▲ 8.3%	412	525	▼ -21.5%
New Listings	23	47	▼ -51.1%	45	▼ -48.9%	451	611	▼ -26.2%
Pending Sales	26	33	▼ -21.2%	33	▼ -21.2%	405	511	▼ -20.7%
Median Days on Market	42	13	▲ 223.1%	22	▲ 90.9%	13	9	▲ 44.4%
Average Days on Market	46	25	▲ 81.0%	29	▲ 56.8%	40	26	▲ 58.4%
Price per Square Foot	\$160	\$143	▲ 11.9%	\$150	▲ 7.0%	\$143	\$135	▲ 5.9%
% of List Price Received	97.6%	94.5%	▲ 3.3%	96.6%	▲ 1.1%	97.7%	97.4%	▲ 0.3%
Active Inventory	54	66	▼ -18.2%	95	▼ -43.2%	—	—	—
Months Supply of Inventory	1.4	2.4	▼ -43.4%	2.6	▼ -47.5%	—	—	—

Median Sales Price



Number of Closed Sales



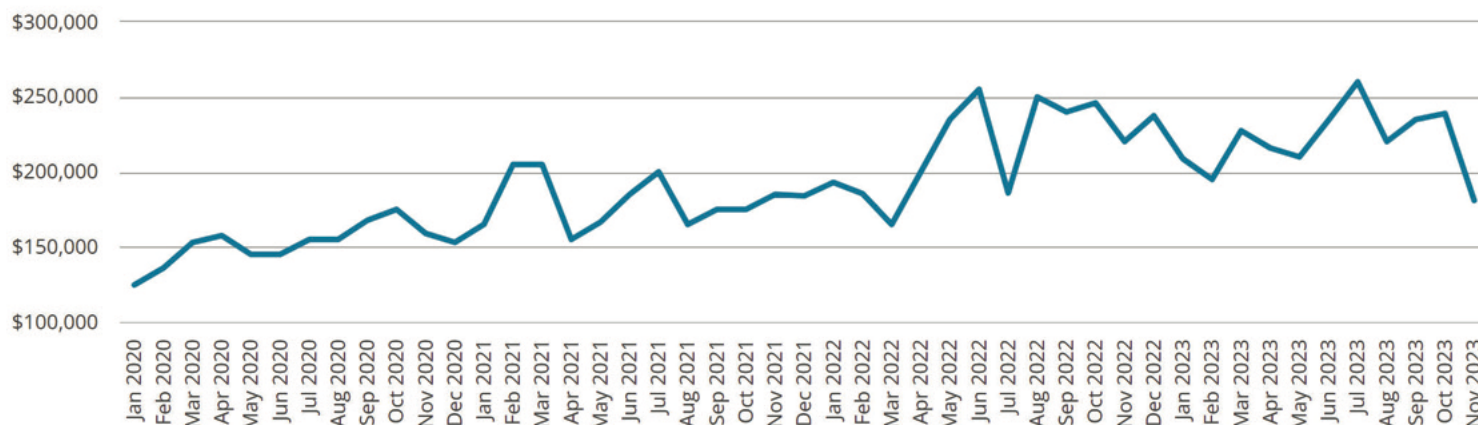
Shelby County

Data for Single Family Residence in Shelby County.

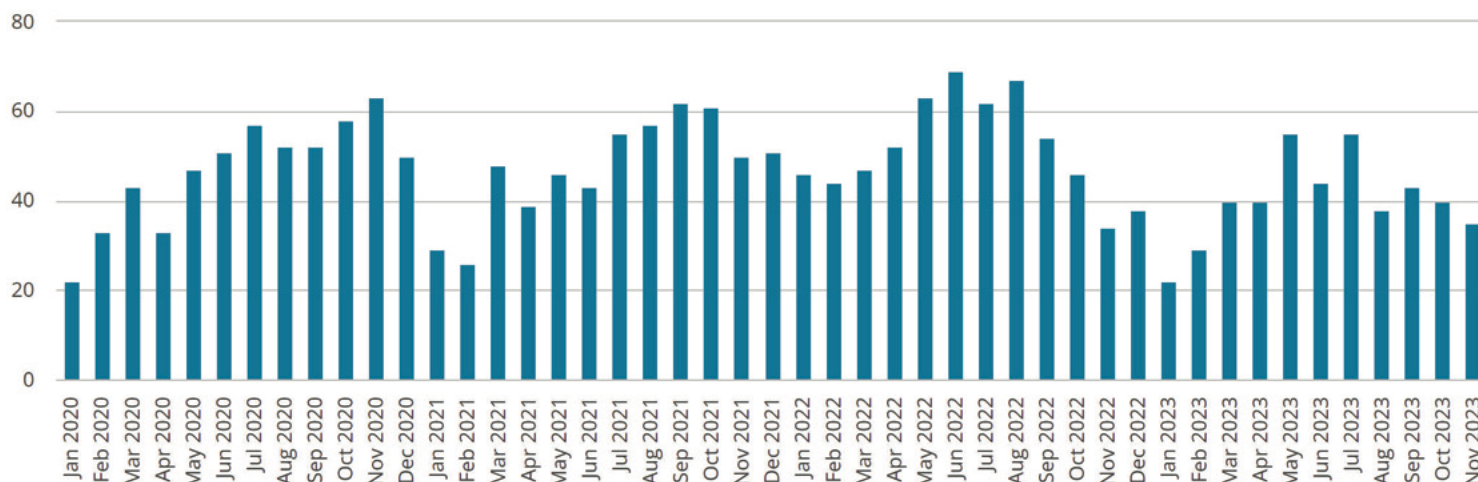


	Nov 2023	Oct 2023	MoM	Nov 2022	YoY	2023	2022	YTD
Median Sales Price	\$181,000	\$238,950	▼ -24.3%	\$220,250	▼ -17.8%	\$225,000	\$211,500	▲ 6.4%
Closed Sales	35	40	▼ -12.5%	34	▲ 2.9%	441	584	▼ -24.5%
New Listings	50	54	▼ -7.4%	33	▲ 51.5%	536	622	▼ -13.8%
Pending Sales	32	42	▼ -23.8%	26	▲ 23.1%	447	561	▼ -20.3%
Median Days on Market	11.5	12.5	▼ -8.0%	18	▼ -36.1%	10	9	▲ 11.1%
Average Days on Market	23	47	▼ -50.5%	39	▼ -39.8%	39	27	▲ 46.2%
Price per Square Foot	\$135	\$149	▼ -9.4%	\$117	▲ 15.4%	\$135	\$133	▲ 1.5%
% of List Price Received	98.1%	96.8%	▲ 1.3%	97.3%	▲ 0.8%	98.1%	98.5%	▼ -0.5%
Active Inventory	86	84	▲ 2.4%	80	▲ 7.5%	—	—	—
Months Supply of Inventory	2.5	2.1	▲ 17.0%	2.4	▲ 4.4%	—	—	—

Median Sales Price



Number of Closed Sales

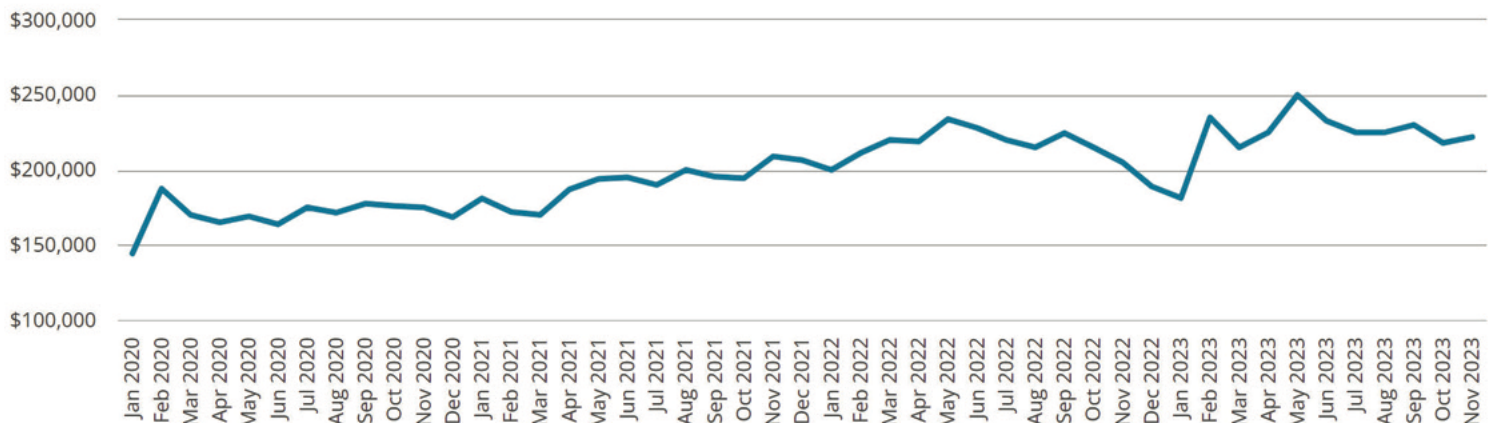


Condominiums

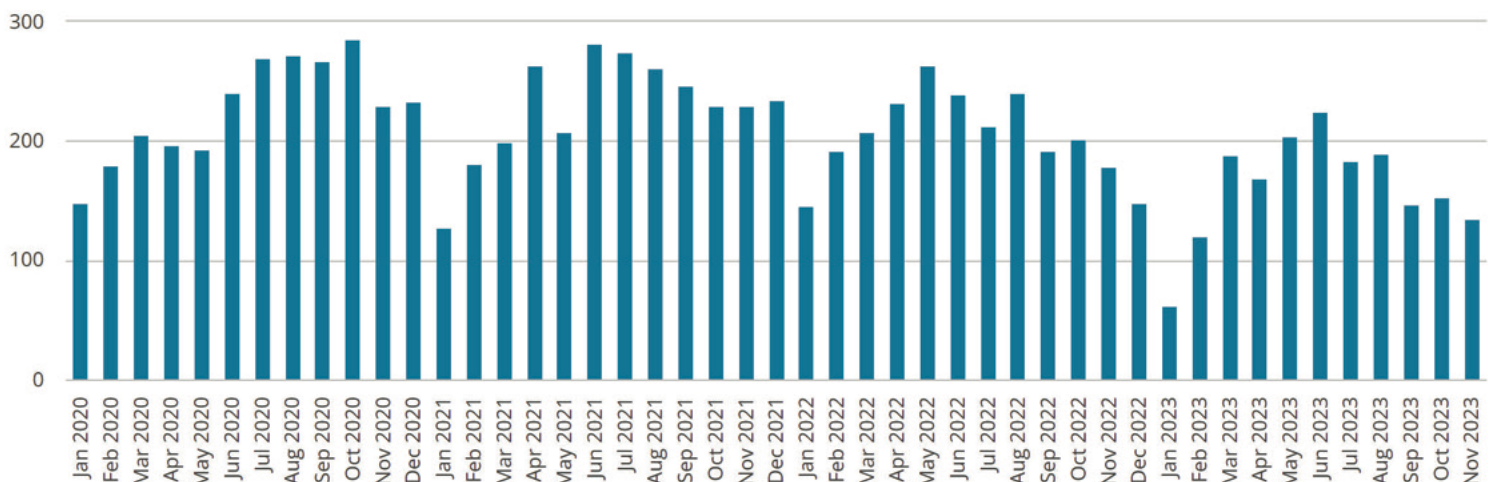
Data for Condominium in Bartholomew, Boone, Brown, Decatur, Hamilton, Hancock, Hendricks, Jackson, Jennings, Johnson, Madison, Marion, Montgomery, Morgan, Putnam, Shelby.

	Nov 2023	Oct 2023	MoM	Nov 2022	YoY	2023	2022	YTD
Median Sales Price	\$221,900	\$218,000	▲ 1.8%	\$205,000	▲ 8.2%	\$225,000	\$218,000	▲ 3.2%
Closed Sales	135	153	▼ -11.8%	179	▼ -24.6%	1,776	2,306	▼ -23.0%
New Listings	179	179	▶ 0.0%	137	▲ 30.7%	2,173	2,499	▼ -13.0%
Pending Sales	115	132	▼ -12.9%	134	▼ -14.2%	1,810	2,255	▼ -19.7%
Median Days on Market	19	13.5	▲ 40.7%	12	▲ 58.3%	10	5	▲ 100.0%
Average Days on Market	42	32	▲ 31.7%	23	▲ 80.9%	37	26	▲ 46.0%
Price per Square Foot	\$155	\$153	▲ 1.3%	\$144	▲ 7.6%	\$152	\$151	▲ 0.7%
% of List Price Received	97.6%	97.5%	▲ 0.1%	98.2%	▼ -0.7%	98.5%	100.6%	▼ -2.1%
Active Inventory	340	312	▲ 9.0%	281	▲ 21.0%	—	—	—
Months Supply of Inventory	2.5	2.0	▲ 23.5%	1.6	▲ 60.4%	—	—	—

Median Sales Price



Number of Closed Sales

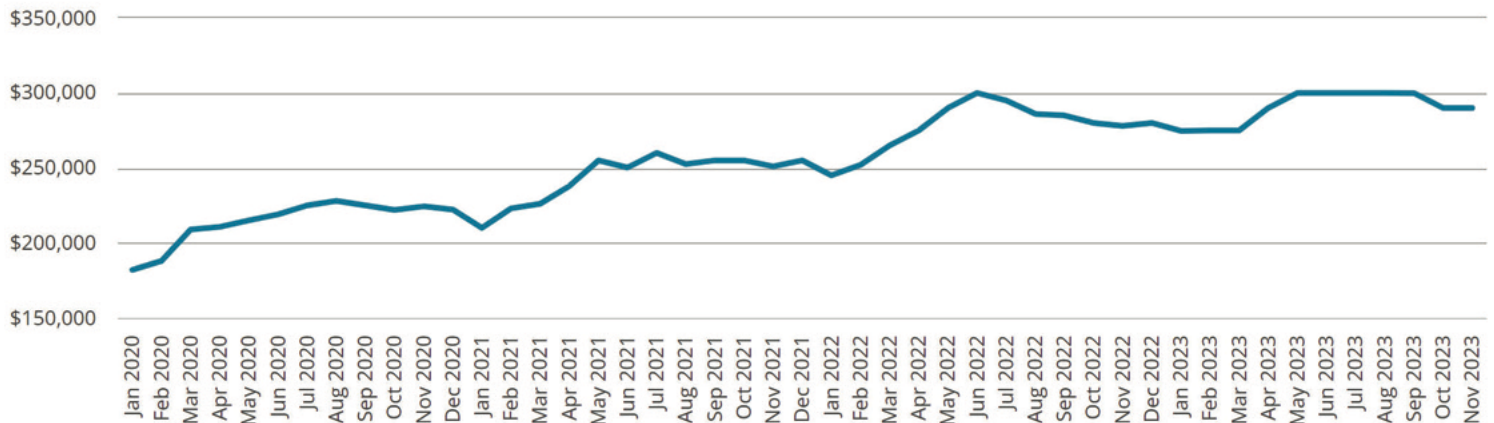


MIBOR Market Summary

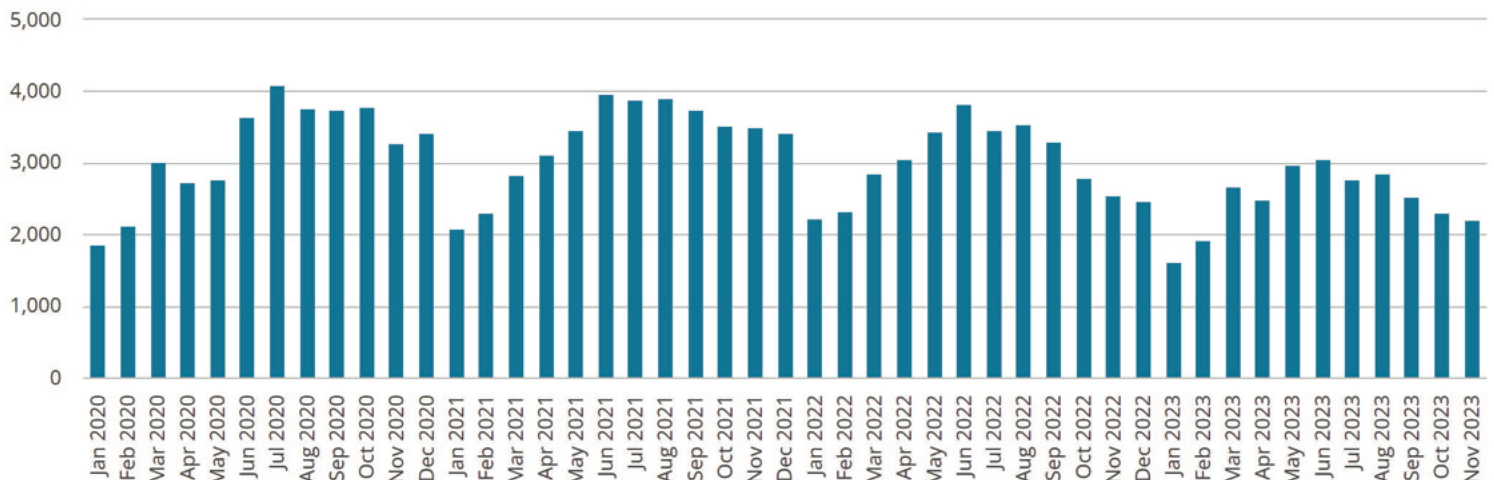
Data for Single Family Residence in Bartholomew, Boone, Brown, Decatur, Hamilton, Hancock, Hendricks, Jackson, Jennings, Johnson, Madison, Marion, Montgomery, Morgan, Putnam, Shelby.

	Nov 2023	Oct 2023	MoM	Nov 2022	YoY	2023	2022	YTD
Median Sales Price	\$289,950	\$290,000	↘ 0.0%	\$278,000	↗ 4.3%	\$290,253	\$280,000	↗ 3.7%
Closed Sales	2,200	2,304	↘ -4.5%	2,558	↘ -14.0%	27,392	33,404	↘ -18.0%
New Listings	2,202	2,871	↘ -23.3%	2,384	↘ -7.6%	32,184	39,213	↘ -17.9%
Pending Sales	2,008	2,239	↘ -10.3%	2,068	↘ -2.9%	27,581	33,089	↘ -16.6%
Median Days on Market	22	15	↗ 46.7%	18	↗ 22.2%	11	6	↗ 83.3%
Average Days on Market	41	36	↗ 14.0%	36	↗ 14.8%	39	21	↗ 86.3%
Price per Square Foot	\$151	\$151	↔ 0.0%	\$156	↘ -3.2%	\$152	\$157	↘ -3.2%
% of List Price Received	97.5%	98.2%	↘ -0.7%	97.8%	↘ -0.3%	98.6%	100.3%	↘ -1.7%
Active Inventory	4,497	5,050	↘ -11.0%	5,393	↘ -16.6%	—	—	—
Months Supply of Inventory	2.0	2.2	↘ -6.7%	2.1	↘ -3.0%	—	—	—

Median Sales Price



Number of Closed Sales

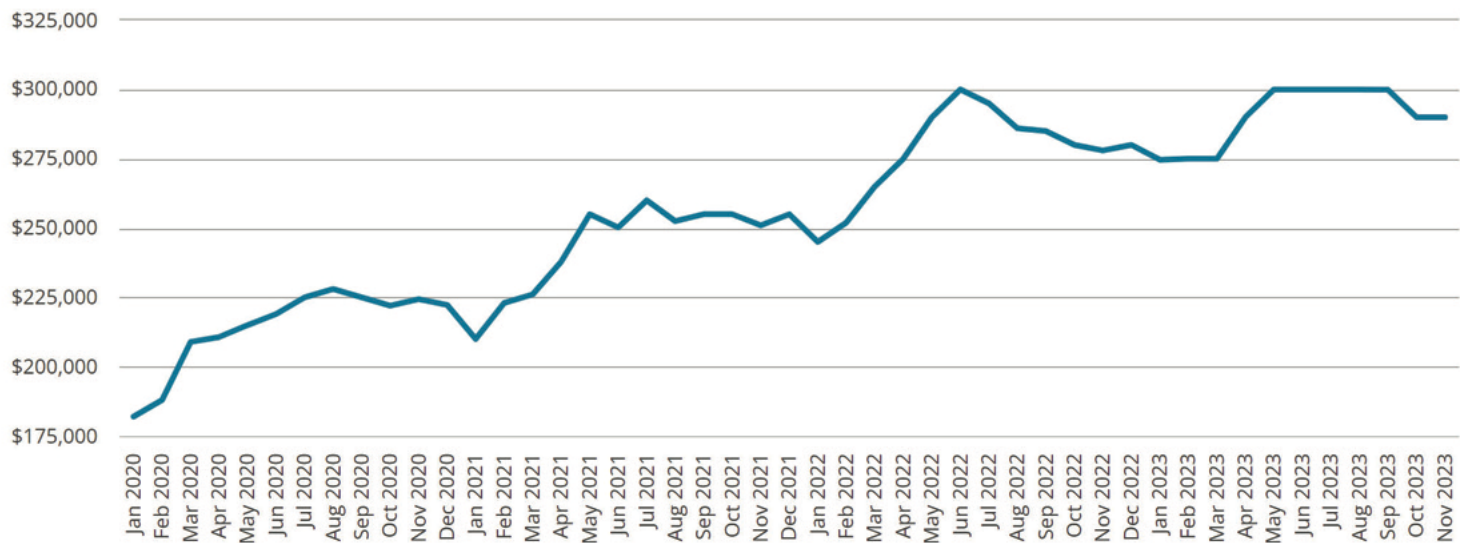


Median Sales Price

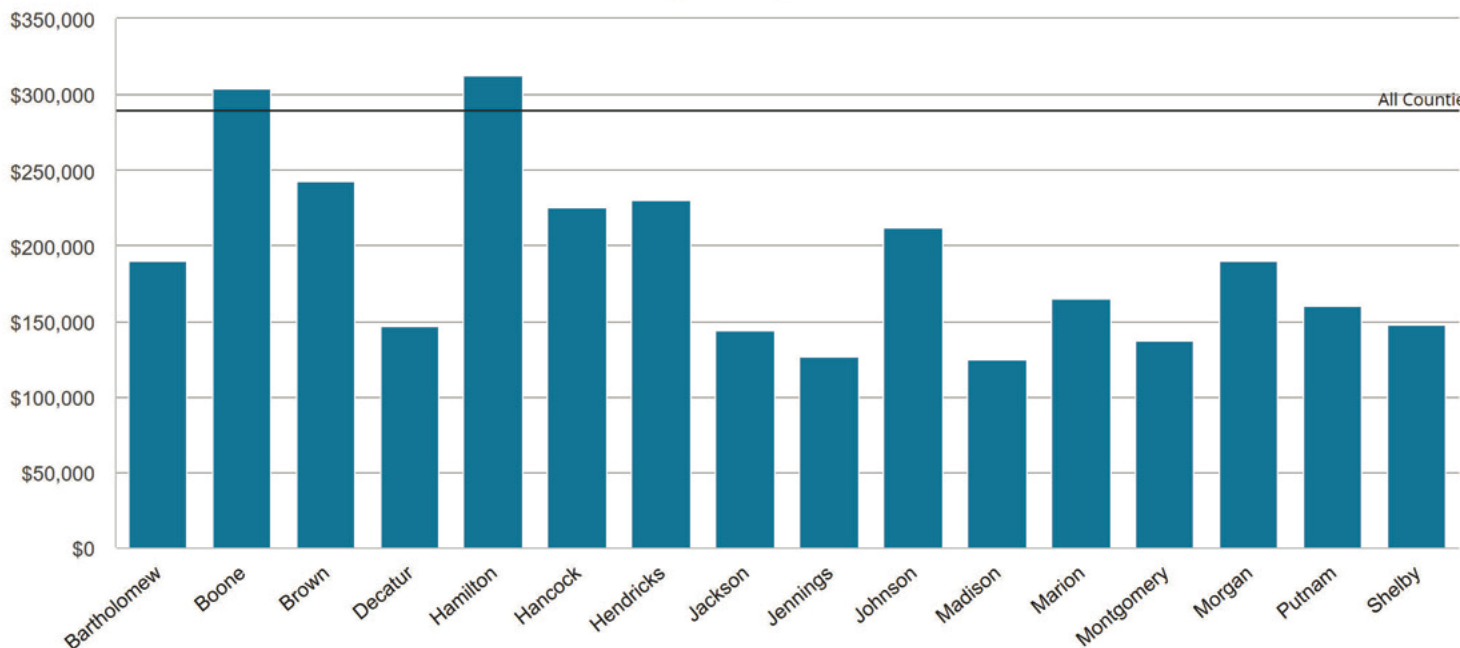
Sales Price is the mid-point (median) value where the price for half of the closed sales is higher and half is lower. Median is preferred to average as it accounts for outliers at the high or low end of the price range.

November 2023	Month over Month Change		Year over Year Change		Year to Date Change	
\$289,950	⬇️	-0.0%	⬆️	4.3%	⬆️	3.7%

Historical Activity



County Comparison

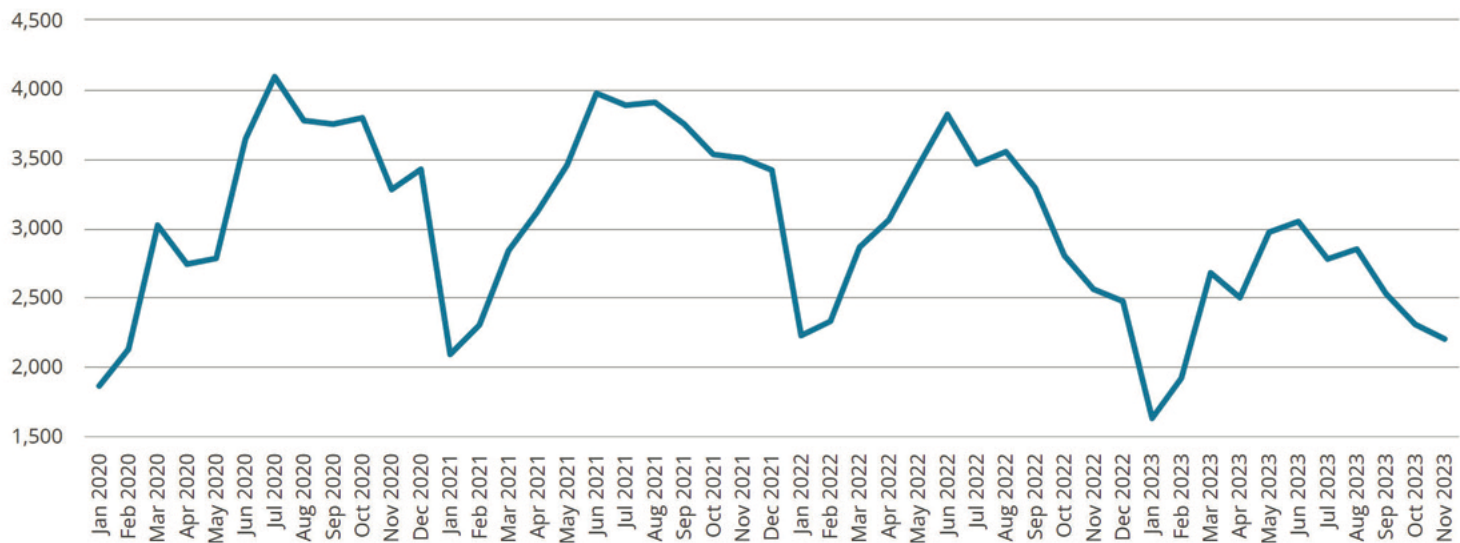


Closed Sales

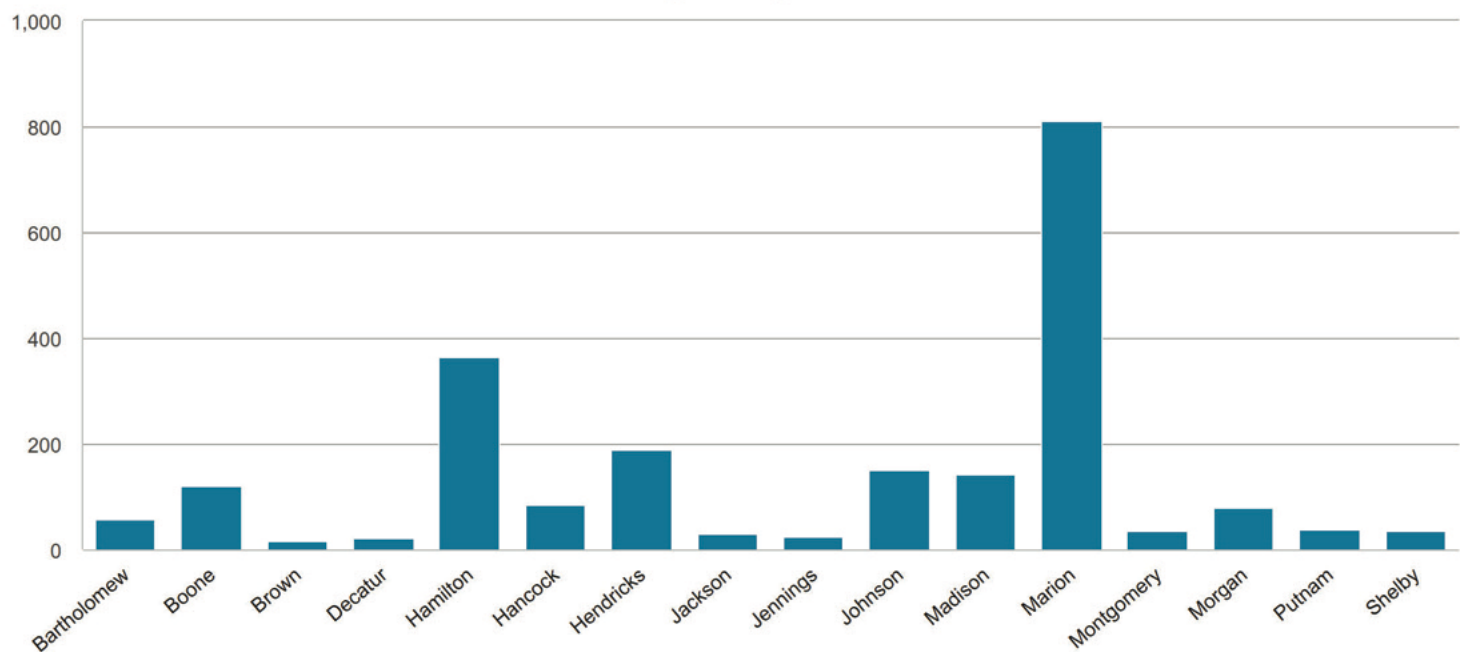
The number of properties that actually sold.

November 2023	Month over Month Change	Year over Year Change	Year to Date Change
2,200	<div> <div></div> <div>-4.5%</div> </div>	<div> <div></div> <div>-14.0%</div> </div>	<div> <div></div> <div>-18.0%</div> </div>

Historical Activity



County Comparison

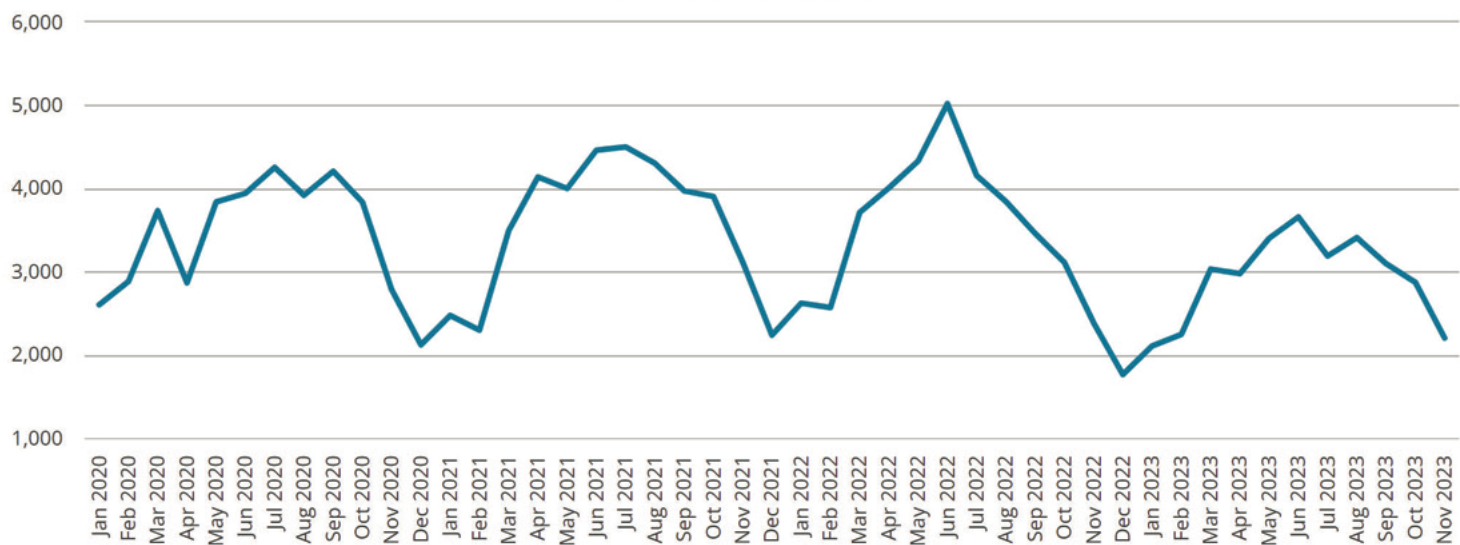


New Listings

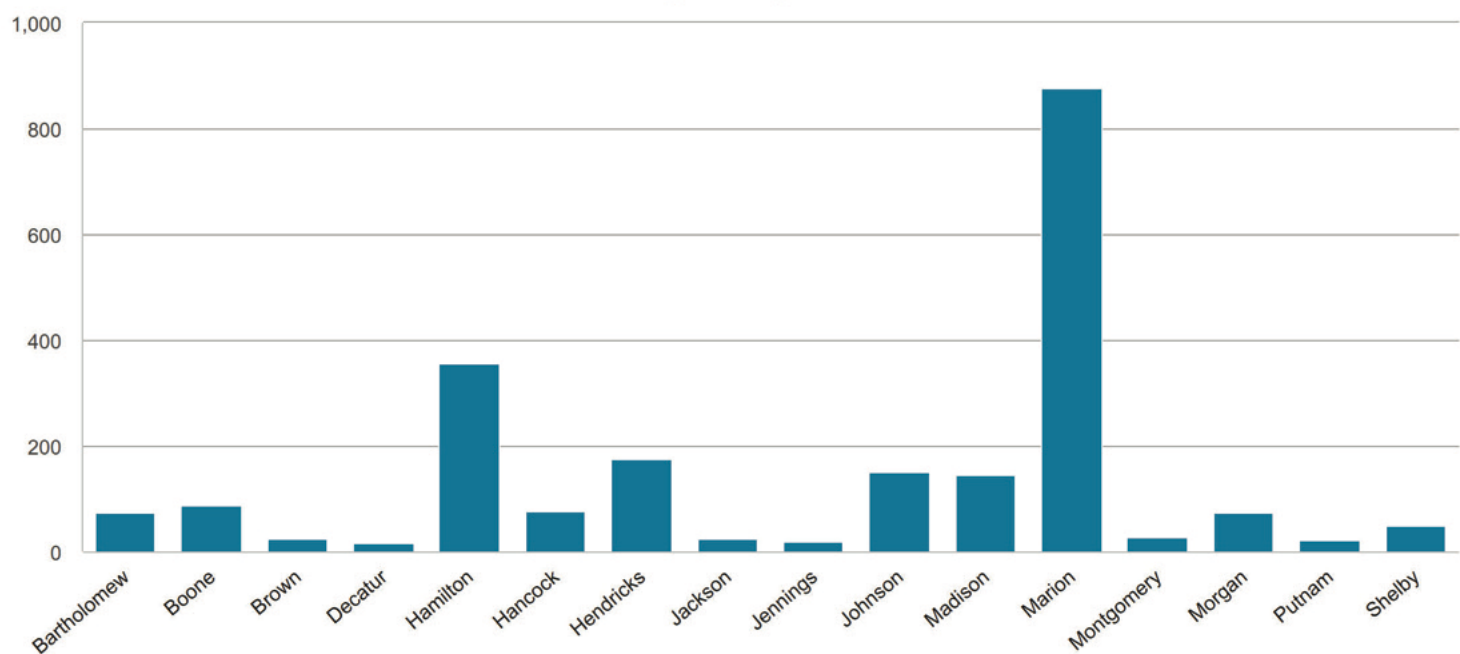
The number of properties listed regardless of current status.

November 2023	Month over Month Change	Year over Year Change	Year to Date Change
2,202	<div> <div></div> <div>-23.3%</div> </div>	<div> <div></div> <div>-7.6%</div> </div>	<div> <div></div> <div>-17.9%</div> </div>

Historical Activity



County Comparison

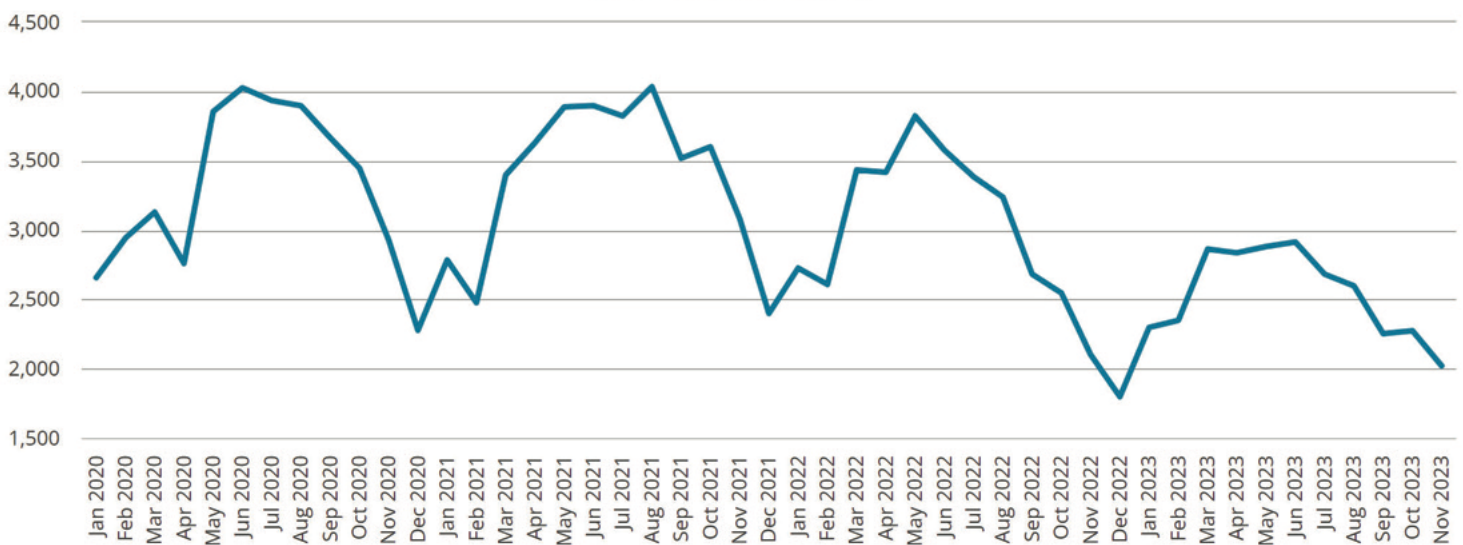


Pending Sales

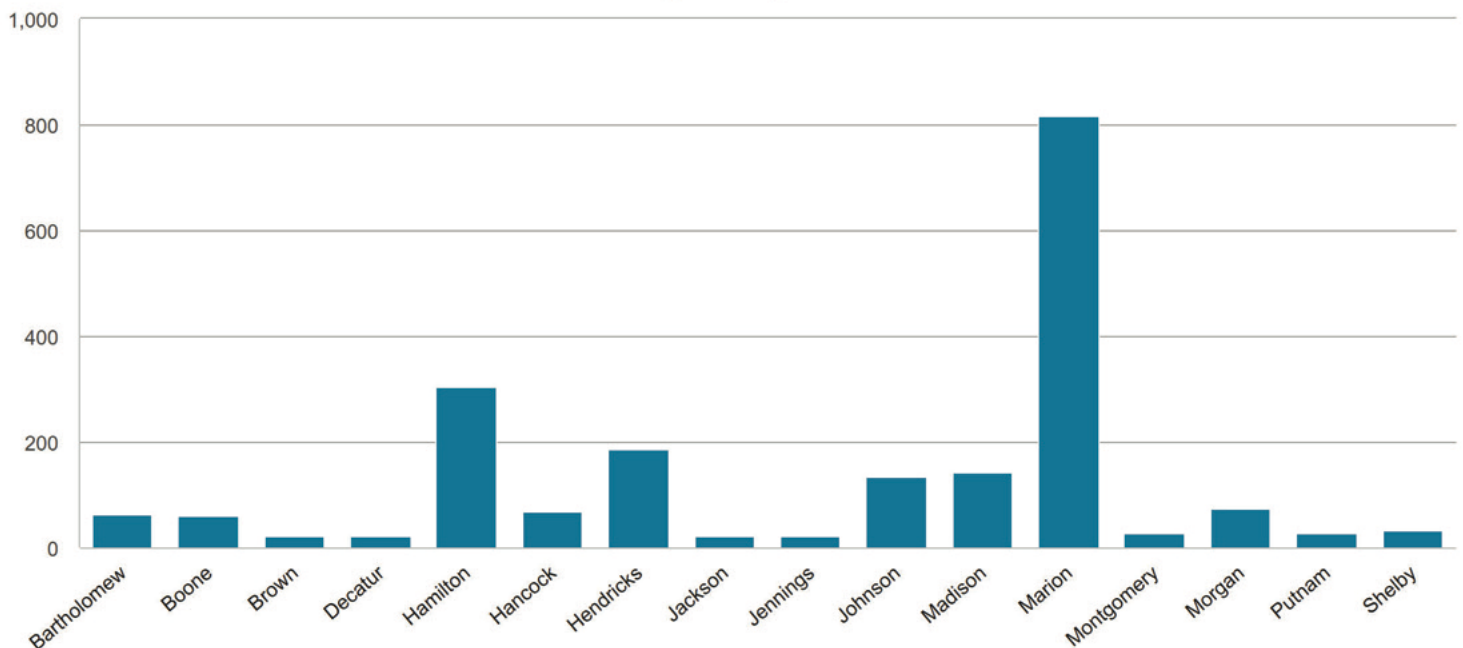
The number of properties newly under contract which are still pending or resulted in a closed sale, based on purchase contract date.

November 2023	Month over Month Change	Year over Year Change	Year to Date Change
2,021	⌵ -11.1%	⌵ -3.8%	⌵ -16.6%

Historical Activity



County Comparison

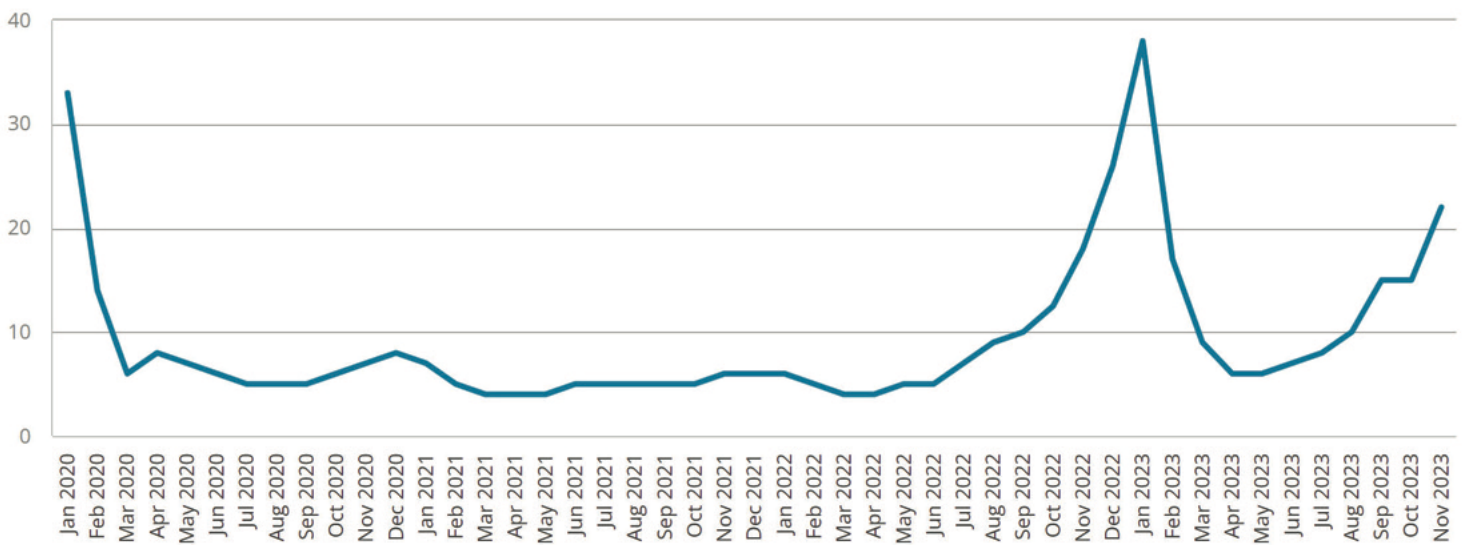


Cumulative Days on Market

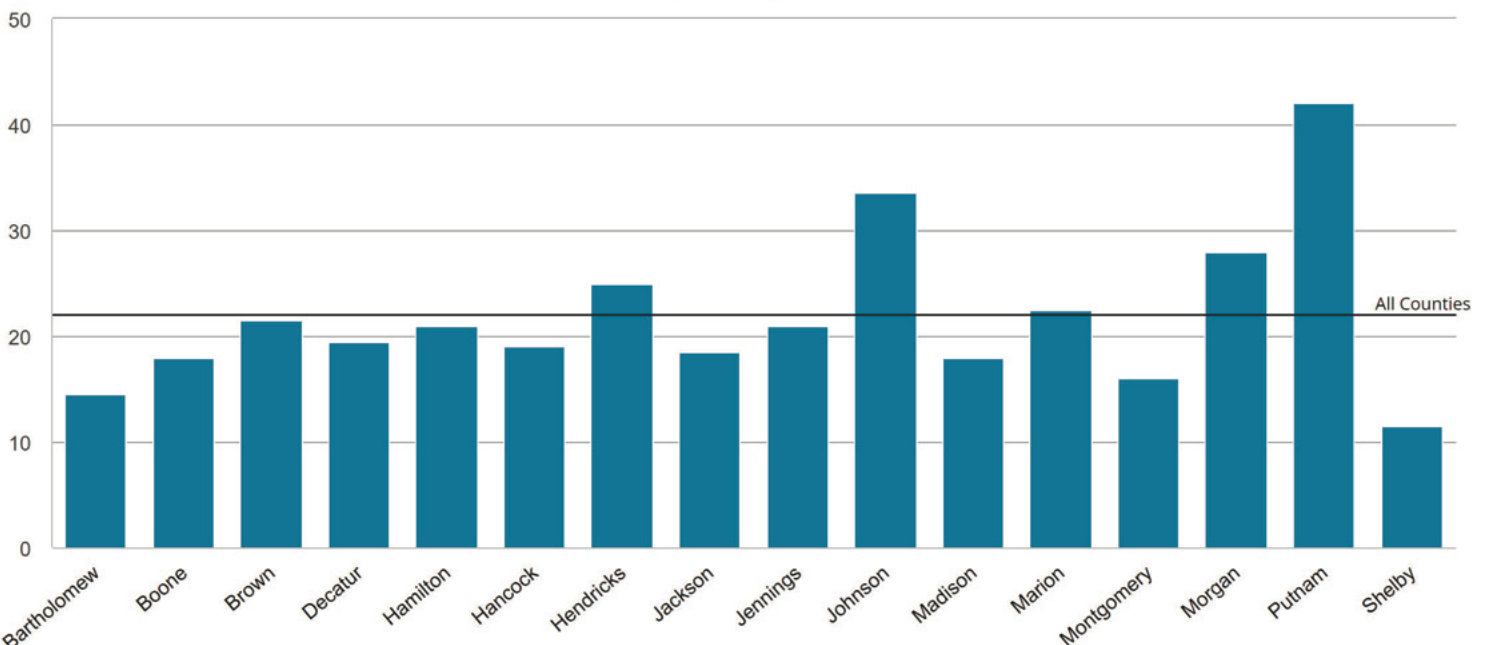
The median number of days between when a property is listed and the purchase contract date.

November 2023	Month over Month Change	Year over Year Change	Year to Date Change
22	⬆ 46.7%	⬆ 22.2%	⬆ 83.3%

Historical Activity



County Comparison

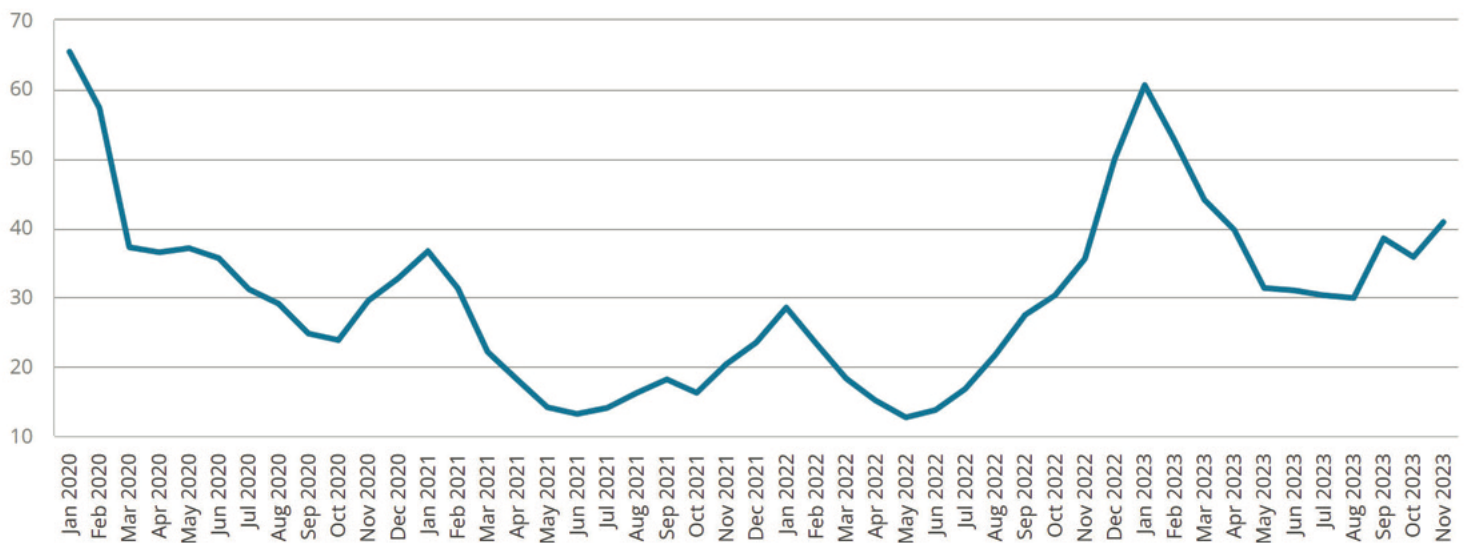


Average Days on Market

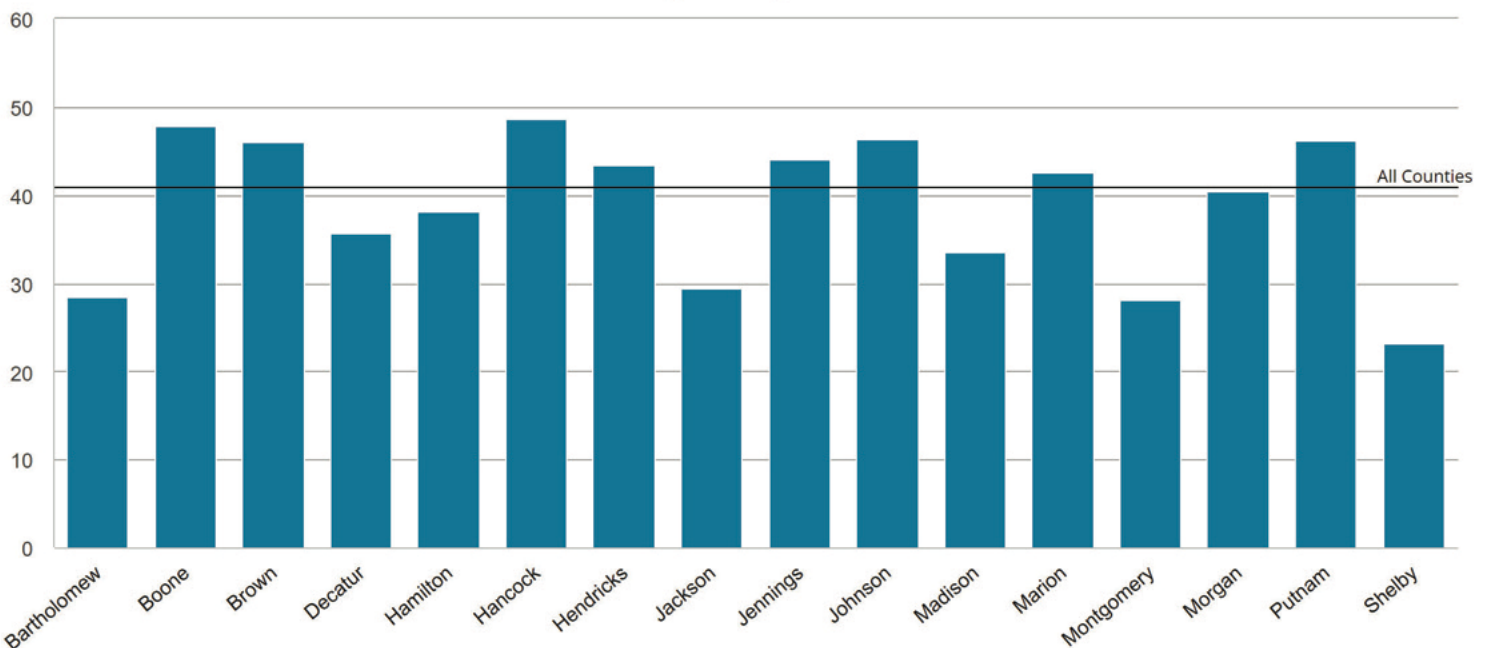
The average number of days between when a property is listed and the purchase contract date.

November 2023	Month over Month Change	Year over Year Change	Year to Date Change
41	⬆ 14.0%	⬆ 14.8%	⬆ 86.3%

Historical Activity



County Comparison

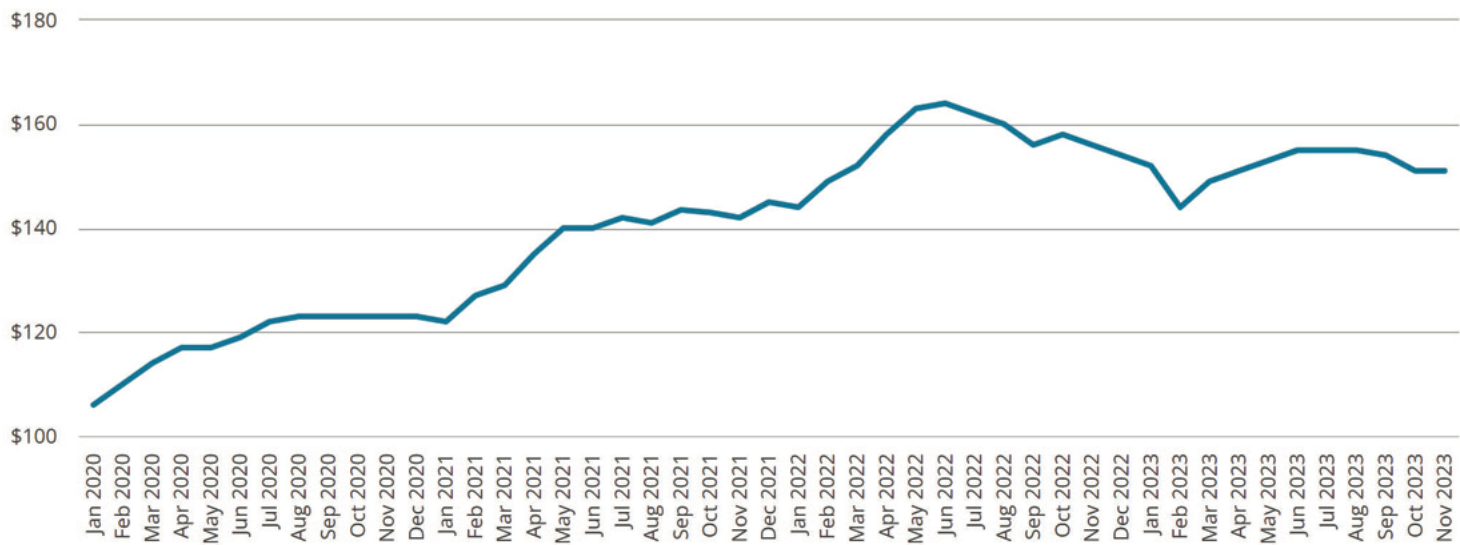


Price per Square Foot

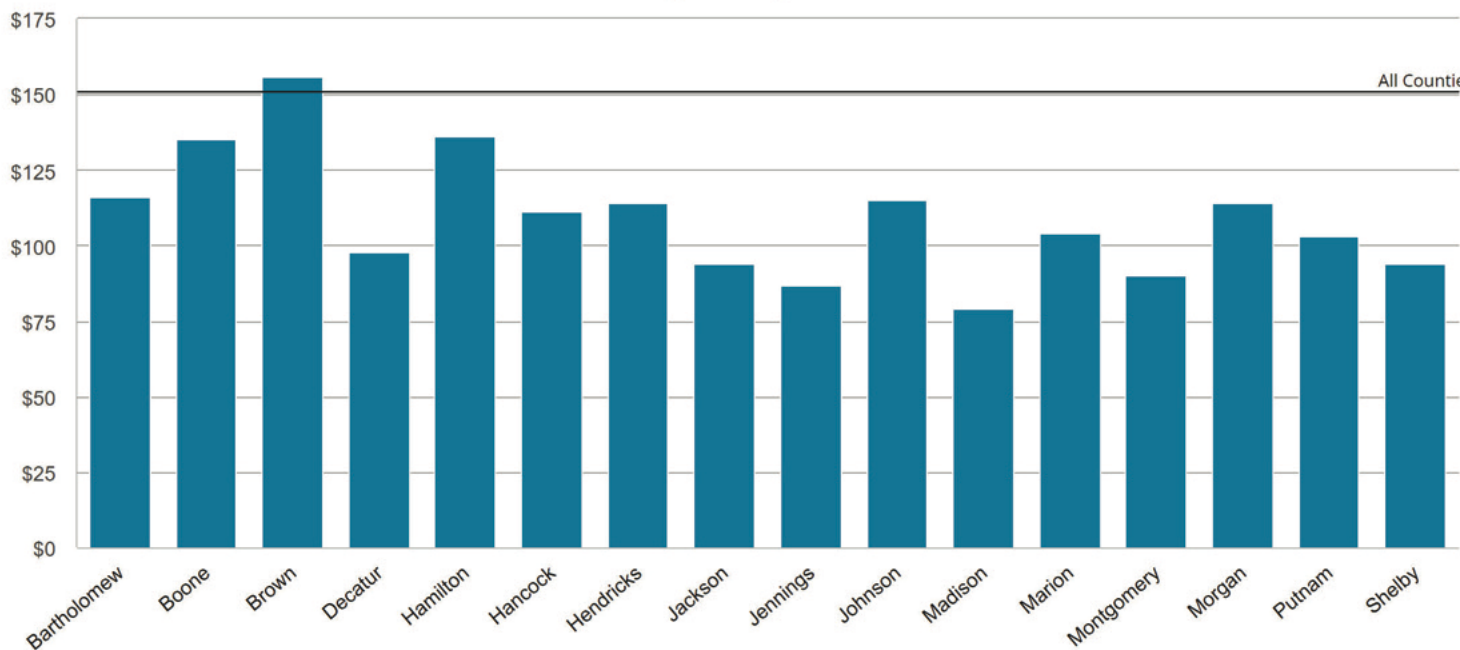
The mid-point (median) of the price per square foot of all closed listings. PPSF is calculated by dividing the sales price by the square footage of a property.

November 2023	Month over Month Change	Year over Year Change	Year to Date Change
\$151	>> 0.0%	>> -3.2%	>> -3.2%

Historical Activity



County Comparison

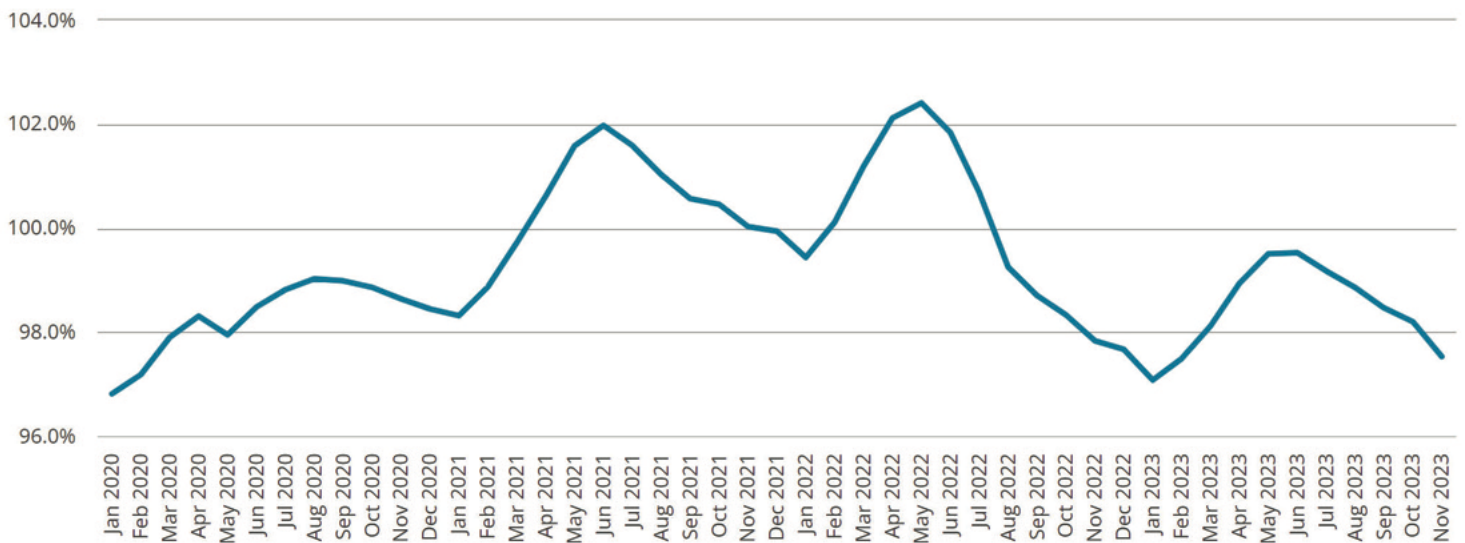


Percent of List Received

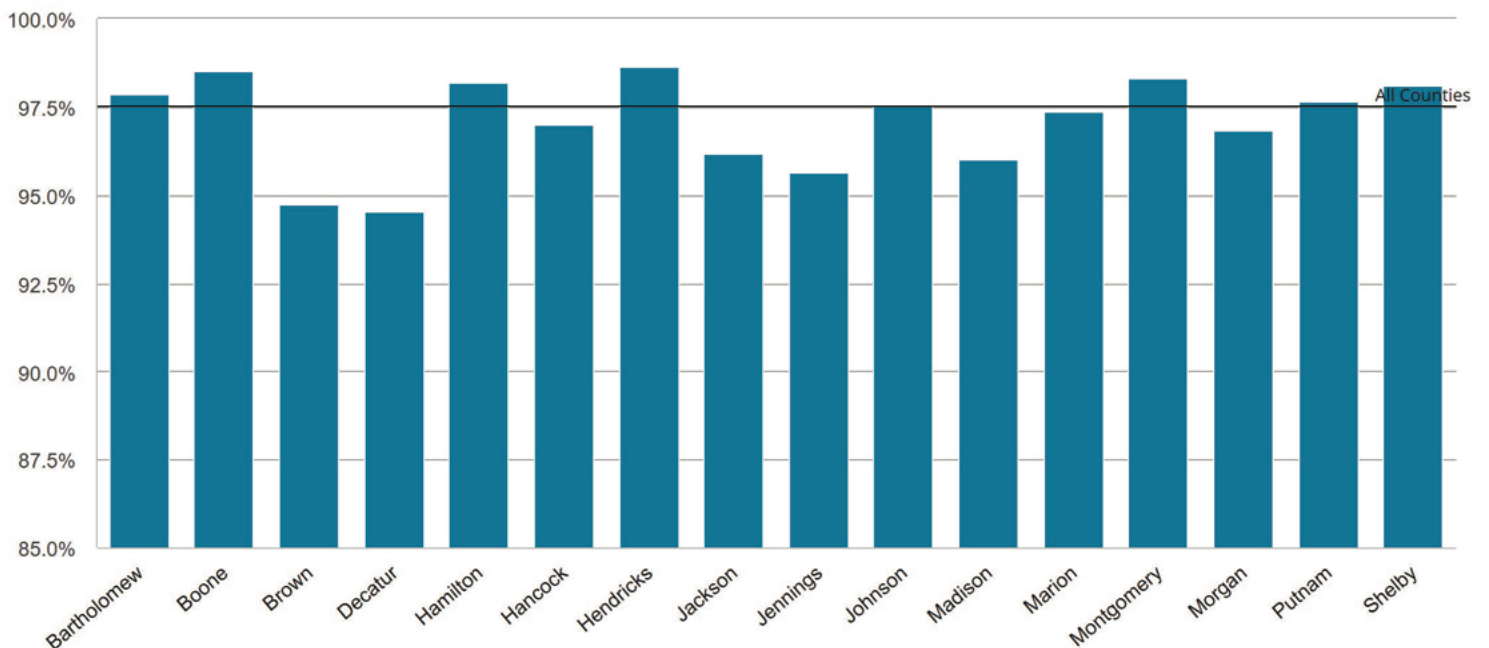
The average of the sales price divided by the final list price expressed as a percentage.

November 2023	Month over Month Change		Year over Year Change		Year to Date Change	
97.5%	⌵	-0.7%	⌵	-0.3%	⌵	-1.7%

Historical Activity



County Comparison

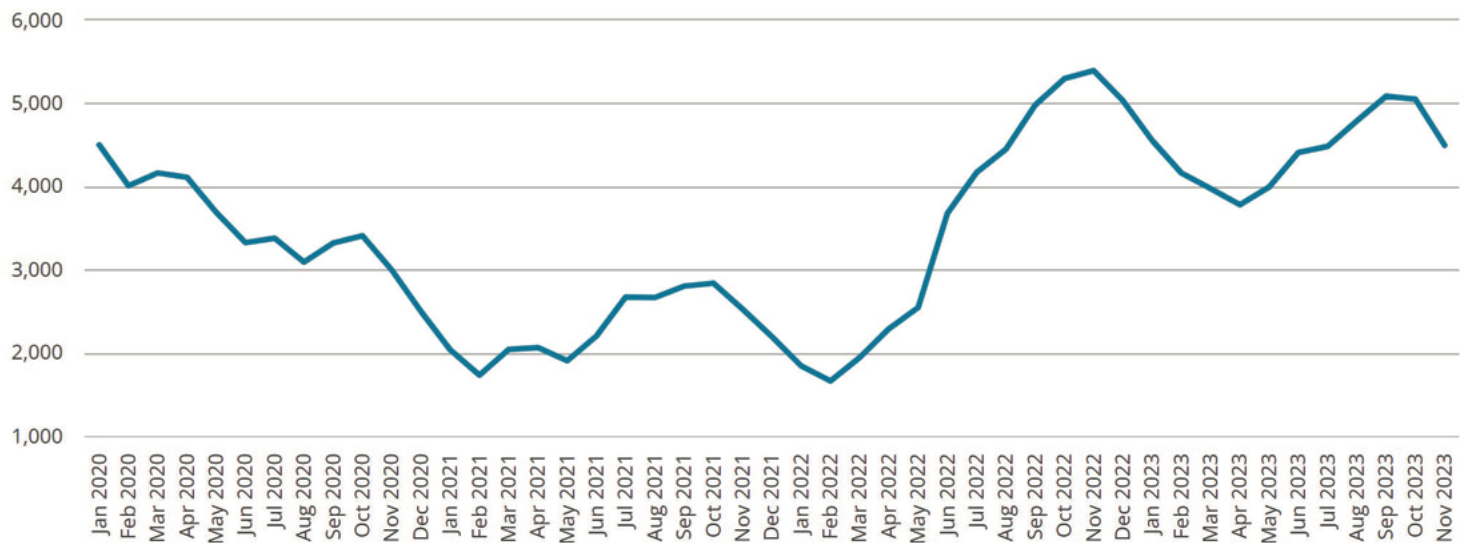


Active Inventory

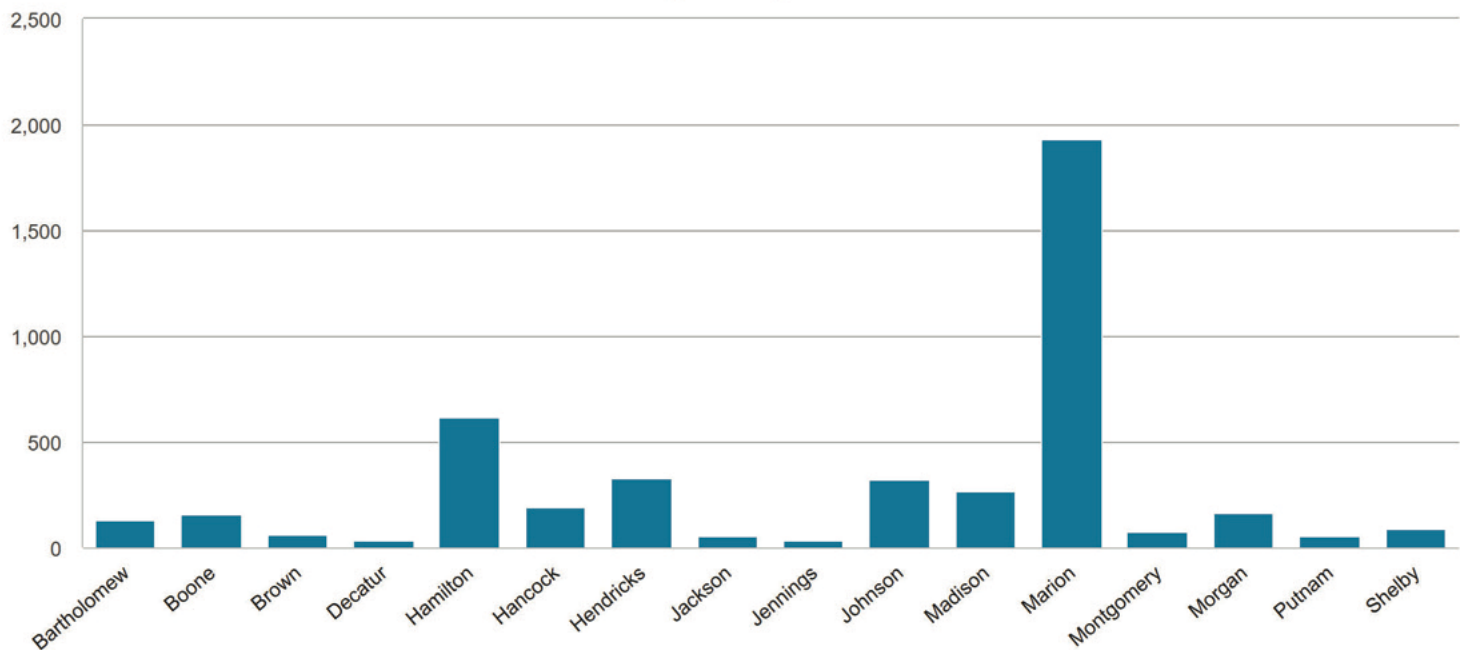
The number of properties available for sale at the end of the month, based on the list date, contract date and close date.

November 2023	Month over Month Change	Year over Year Change	Year to Date Change
4,497	<div> <div></div> <div>-11.0%</div> </div>	<div> <div></div> <div>-16.6%</div> </div>	<div> <div></div> </div>

Historical Activity



County Comparison

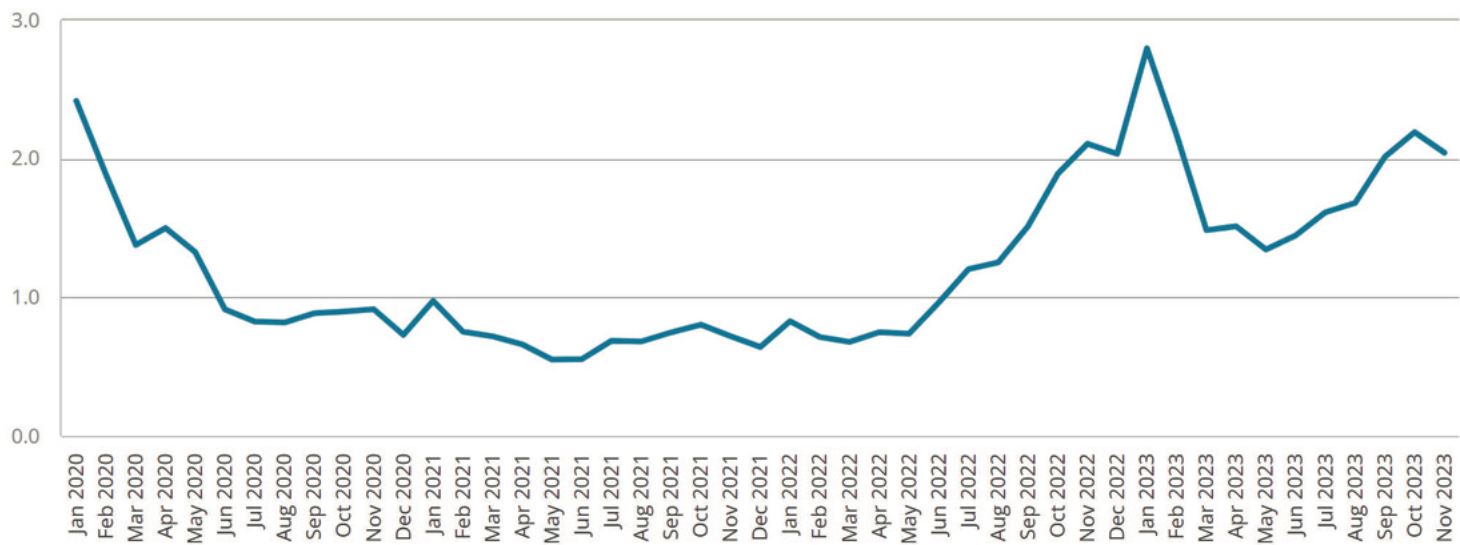


Months Supply of Inventory

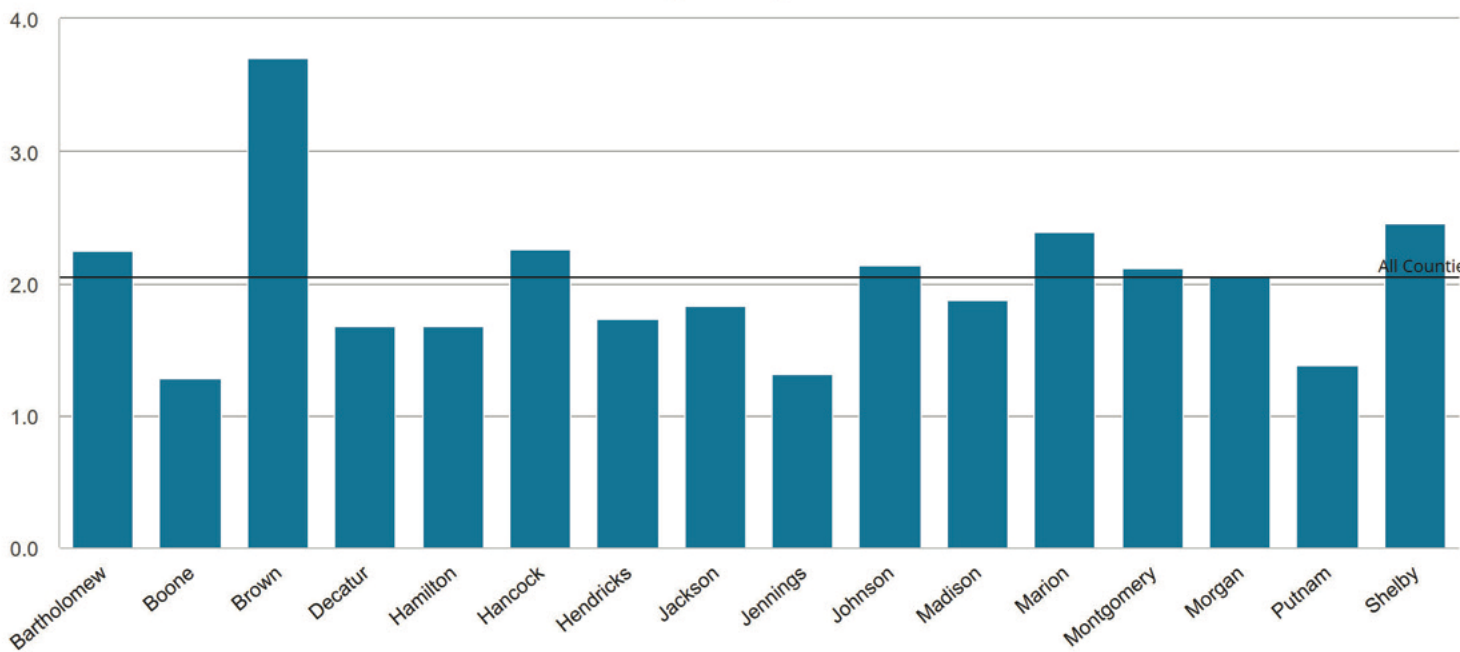
The number of months it would take to sell through the available inventory at the current monthly sales rate. NAR defines a balanced market as between 5 & 7 months of inventory.

November 2023	Month over Month Change	Year over Year Change	Year to Date Change
2.0	<div> <div></div> <div>-6.7%</div> </div>	<div> <div></div> <div>-3.0%</div> </div>	—

Historical Activity



County Comparison

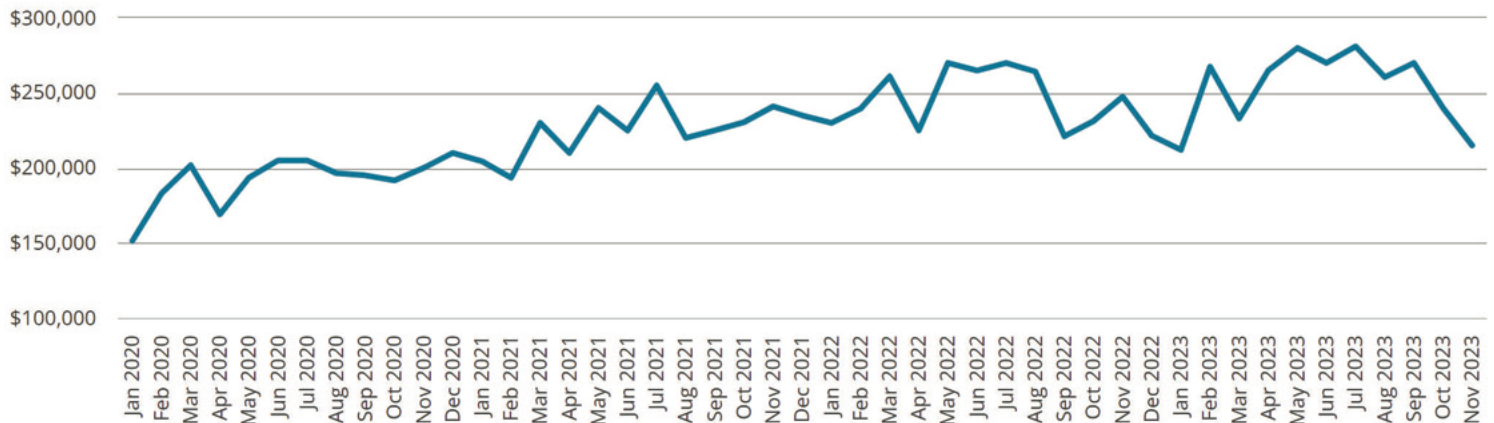


Bartholomew County

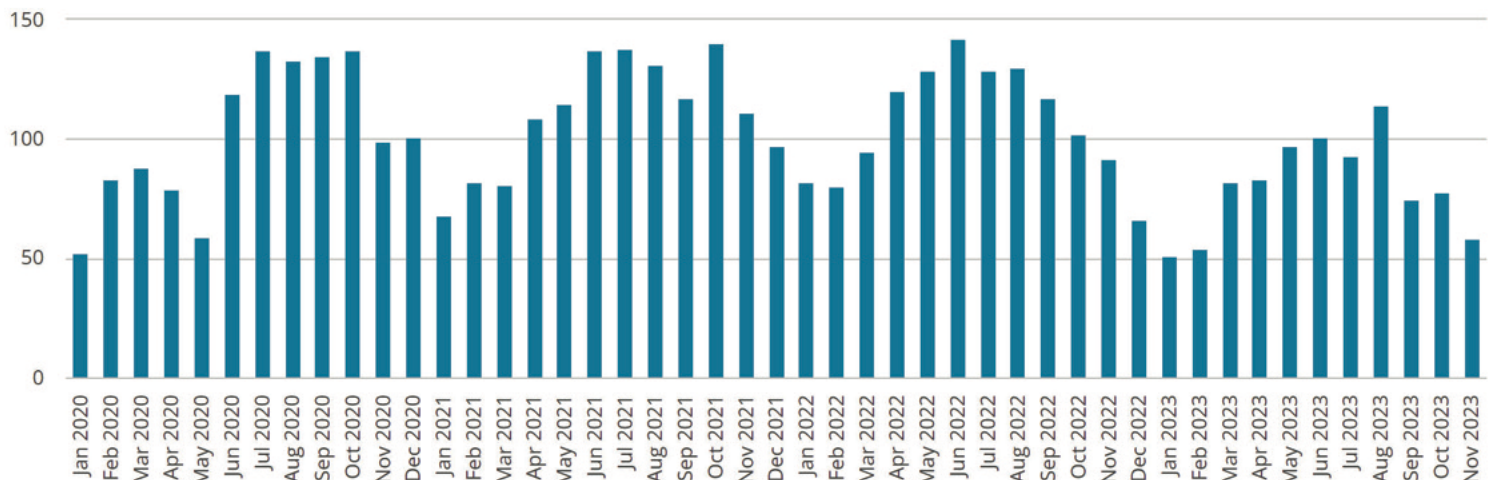
Data for Single Family Residence in Bartholomew County.

	Nov 2023	Oct 2023	MoM	Nov 2022	YoY	2023	2022	YTD
Median Sales Price	\$215,000	\$240,000	▼ -10.4%	\$247,500	▼ -13.1%	\$256,500	\$250,000	▲ 2.6%
Closed Sales	58	78	▼ -25.6%	92	▼ -37.0%	886	1,218	▼ -27.3%
New Listings	73	97	▼ -24.7%	64	▲ 14.1%	1,052	1,366	▼ -23.0%
Pending Sales	62	62	▶ 0.0%	59	▲ 5.1%	890	1,197	▼ -25.6%
Median Days on Market	14.5	7.5	▲ 93.3%	15	▼ -3.3%	8	6	▲ 33.3%
Average Days on Market	29	22	▲ 29.7%	30	▼ -6.0%	32	18	▲ 78.4%
Price per Square Foot	\$157	\$155	▲ 1.3%	\$159	▼ -1.3%	\$147	\$150	▼ -2.3%
% of List Price Received	97.9%	98.5%	▼ -0.7%	97.4%	▲ 0.5%	98.0%	99.3%	▼ -1.3%
Active Inventory	130	146	▼ -11.0%	139	▼ -6.5%	—	—	—
Months Supply of Inventory	2.2	1.9	▲ 19.7%	1.5	▲ 48.3%	—	—	—

Median Sales Price



Number of Closed Sales

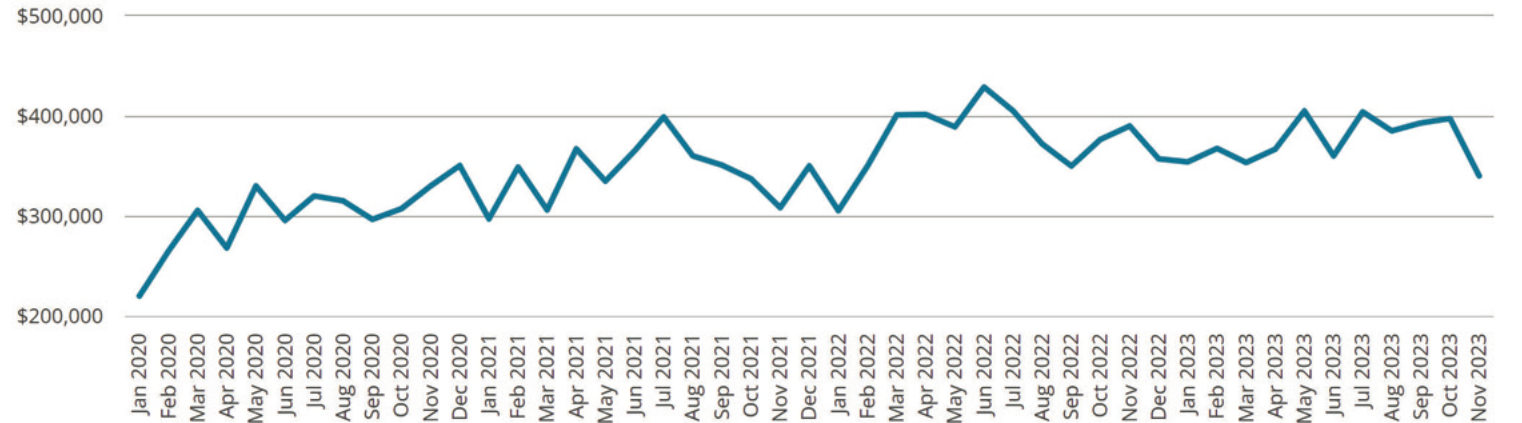


Boone County

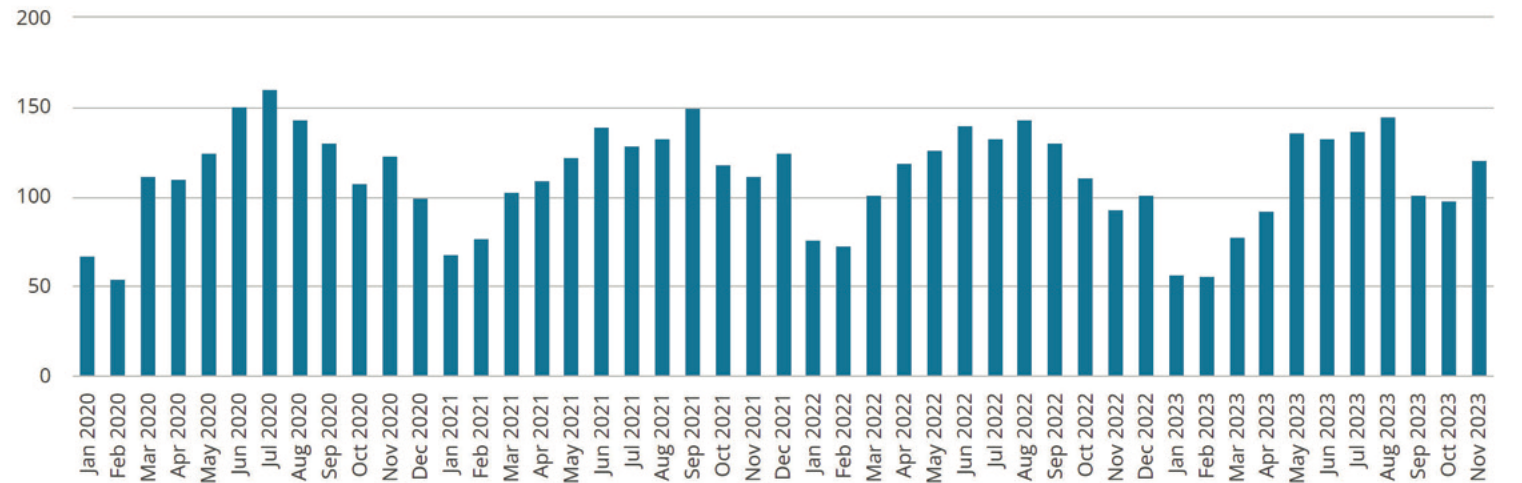
Data for Single Family Residence in Boone County.

	Nov 2023	Oct 2023	MoM	Nov 2022	YoY	2023	2022	YTD
Median Sales Price	\$339,995	\$397,350	▼ -14.4%	\$389,990	▼ -12.8%	\$379,992.5	\$379,995	▼ 0.0%
Closed Sales	121	98	▲ 23.5%	93	▲ 30.1%	1,154	1,245	▼ -7.3%
New Listings	89	82	▲ 8.5%	65	▲ 36.9%	1,250	1,461	▼ -14.4%
Pending Sales	61	97	▼ -37.1%	64	▼ -4.7%	1,134	1,236	▼ -8.3%
Median Days on Market	18	25.5	▼ -29.4%	14	▲ 28.6%	13	5	▲ 160.0%
Average Days on Market	48	58	▼ -17.6%	31	▲ 55.4%	50	23	▲ 118.3%
Price per Square Foot	\$167	\$162	▲ 3.1%	\$177	▼ -5.6%	\$166	\$178	▼ -6.7%
% of List Price Received	98.5%	98.1%	▲ 0.4%	98.3%	▲ 0.2%	98.9%	100.7%	▼ -1.7%
Active Inventory	155	164	▼ -5.5%	198	▼ -21.7%	—	—	—
Months Supply of Inventory	1.3	1.7	▼ -23.5%	2.1	▼ -39.8%	—	—	—

Median Sales Price



Number of Closed Sales

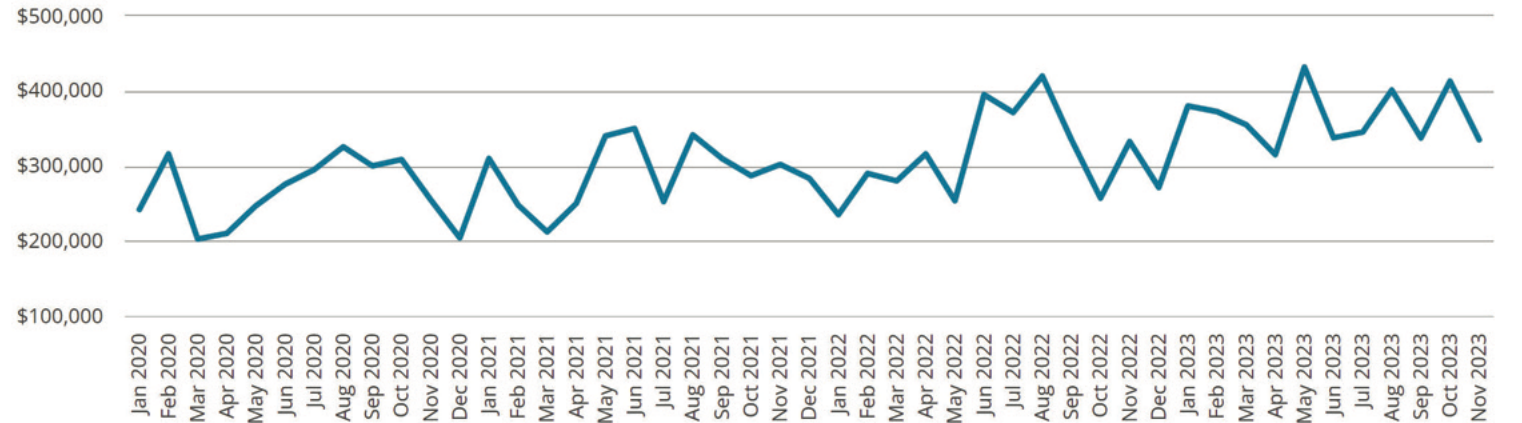


Brown County

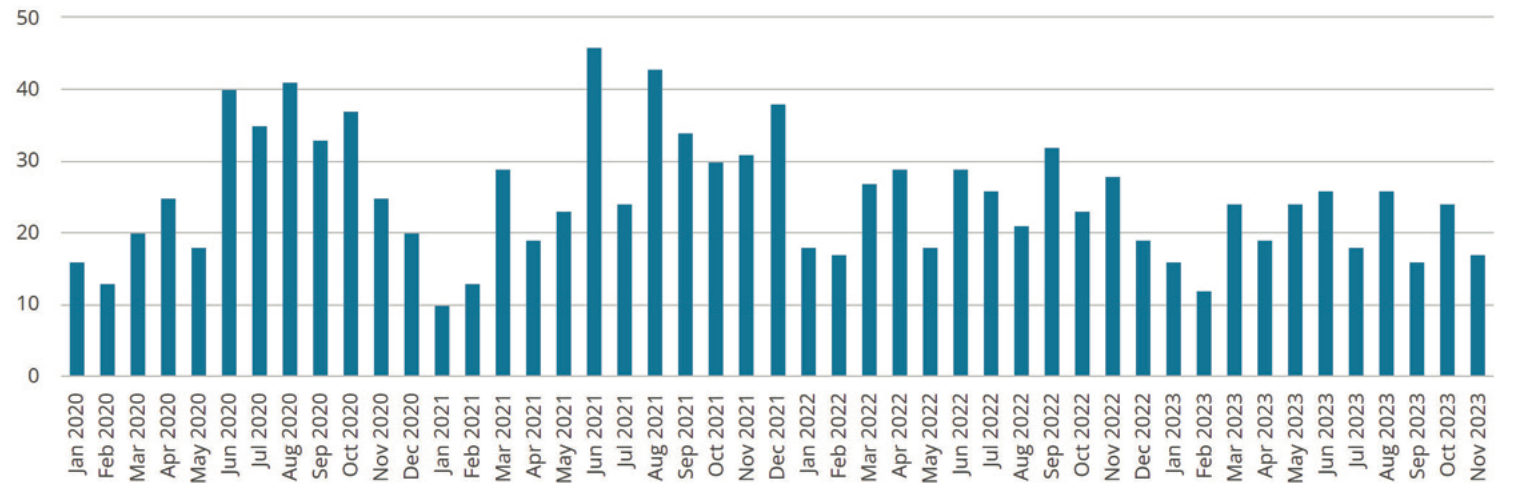
Data for Single Family Residence in Brown County.

	Nov 2023	Oct 2023	MoM	Nov 2022	YoY	2023	2022	YTD
Median Sales Price	\$334,900	\$413,000	▼ -18.9%	\$332,500	▲ 0.7%	\$375,000	\$320,000	▲ 17.2%
Closed Sales	17	24	▼ -29.2%	28	▼ -39.3%	222	268	▼ -17.2%
New Listings	25	37	▼ -32.4%	18	▲ 38.9%	307	340	▼ -9.7%
Pending Sales	22	18	▲ 22.2%	22	▶ 0.0%	231	268	▼ -13.8%
Median Days on Market	21.5	22	▼ -2.3%	38	▼ -43.4%	16	13	▲ 23.1%
Average Days on Market	46	119	▼ -61.3%	64	▼ -27.5%	60	39	▲ 53.4%
Price per Square Foot	\$205	\$215	▼ -4.7%	\$194	▲ 5.9%	\$208	\$217	▼ -4.1%
% of List Price Received	94.8%	97.3%	▼ -2.6%	95.8%	▼ -1.1%	96.1%	97.2%	▼ -1.2%
Active Inventory	63	69	▼ -8.7%	70	▼ -10.0%	—	—	—
Months Supply of Inventory	3.7	2.9	▲ 28.9%	2.5	▲ 48.2%	—	—	—

Median Sales Price



Number of Closed Sales

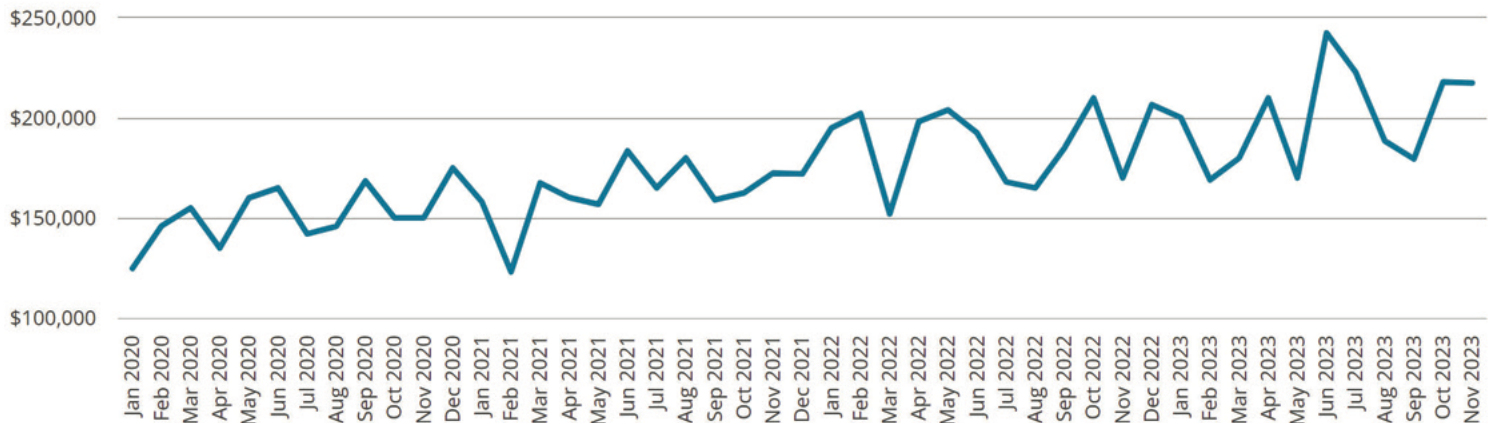


Decatur County

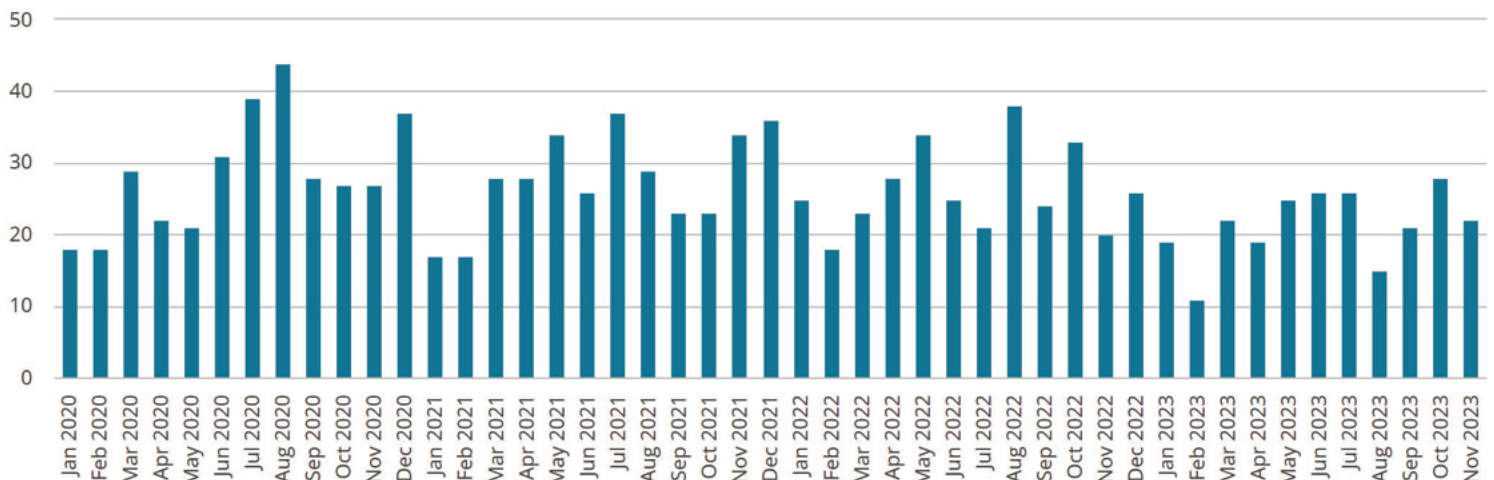
Data for Single Family Residence in Decatur County.

	Nov 2023	Oct 2023	MoM	Nov 2022	YoY	2023	2022	YTD
Median Sales Price	\$217,500	\$218,000	▼-0.2%	\$170,000	▲27.9%	\$198,500	\$189,900	▲4.5%
Closed Sales	22	28	▼-21.4%	20	▲10.0%	234	289	▼-19.0%
New Listings	16	23	▼-30.4%	18	▼-11.1%	292	323	▼-9.6%
Pending Sales	22	25	▼-12.0%	23	▼-4.3%	242	285	▼-15.1%
Median Days on Market	19.5	31	▼-37.1%	22	▼-11.4%	15	14	▲7.1%
Average Days on Market	36	49	▼-27.7%	38	▼-6.7%	38	39	▼-2.7%
Price per Square Foot	\$127	\$147	▼-13.3%	\$111	▲14.9%	\$137	\$132	▲3.8%
% of List Price Received	94.6%	96.5%	▼-2.0%	95.3%	▼-0.8%	96.6%	96.9%	▼-0.4%
Active Inventory	37	55	▼-32.7%	48	▼-22.9%	—	—	—
Months Supply of Inventory	1.7	2.0	▼-14.4%	2.4	▼-29.9%	—	—	—

Median Sales Price



Number of Closed Sales

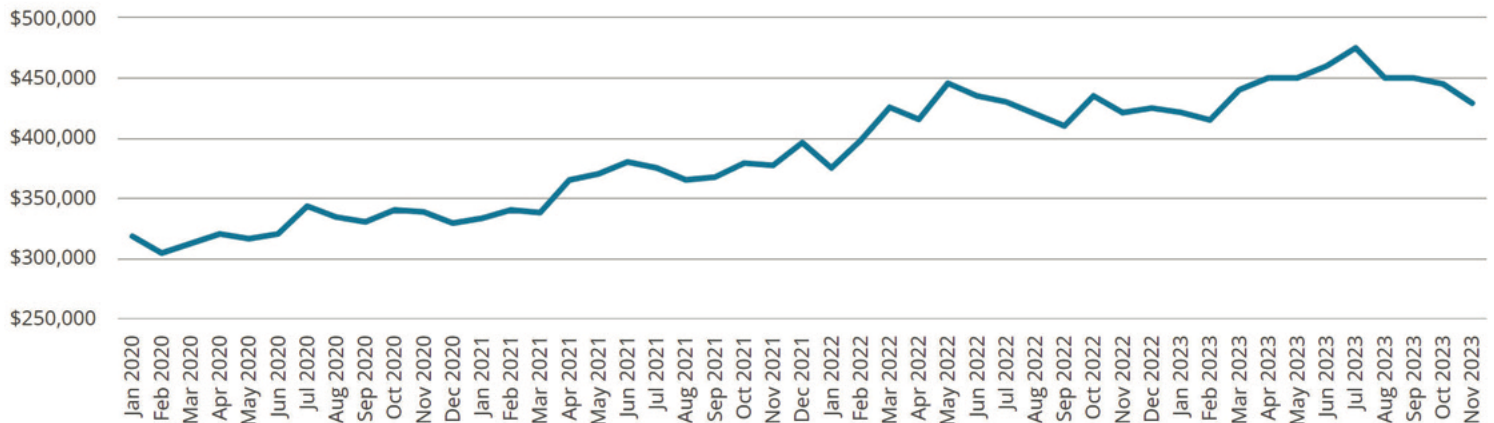


Hamilton County

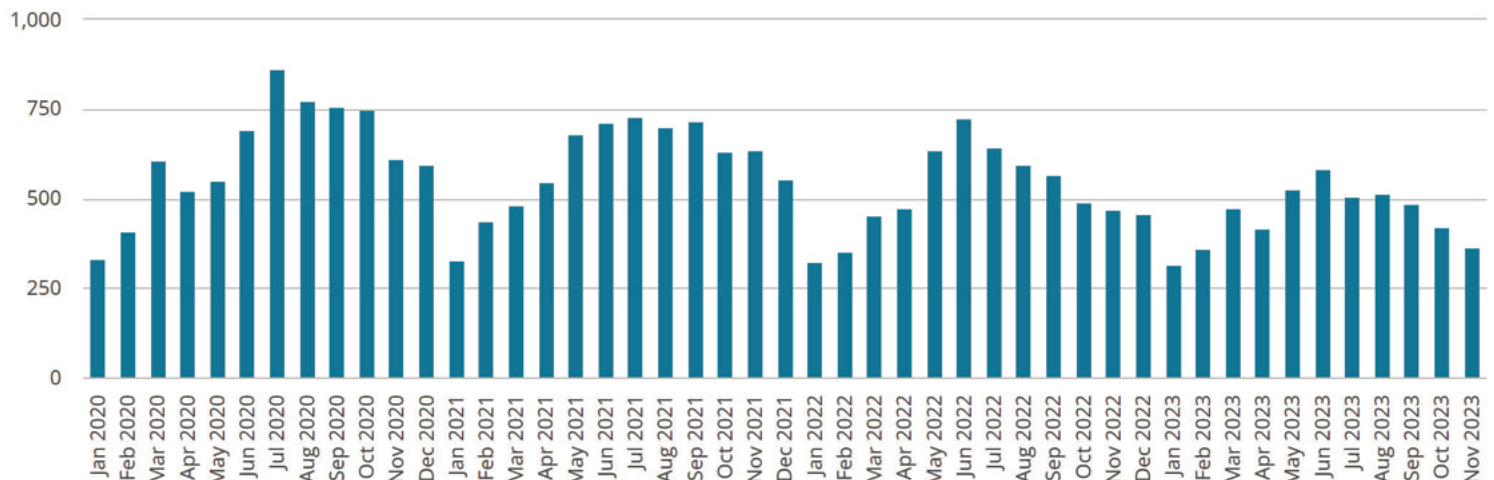
Data for Single Family Residence in Hamilton County.

	Nov 2023	Oct 2023	MoM	Nov 2022	YoY	2023	2022	YTD
Median Sales Price	\$429,000	\$445,000	▼ -3.6%	\$421,000	▲ 1.9%	\$448,995	\$420,545	▲ 6.8%
Closed Sales	365	422	▼ -13.5%	470	▼ -22.3%	4,967	5,733	▼ -13.4%
New Listings	357	410	▼ -12.9%	396	▼ -9.8%	5,387	6,632	▼ -18.8%
Pending Sales	303	378	▼ -19.8%	360	▼ -15.8%	4,827	5,751	▼ -16.1%
Median Days on Market	21	14	▲ 50.0%	14.5	▲ 44.8%	8	5	▲ 60.0%
Average Days on Market	38	30	▲ 25.7%	34	▲ 10.6%	32	17	▲ 86.5%
Price per Square Foot	\$175	\$173	▲ 1.4%	\$184	▼ -4.9%	\$173	\$187	▼ -7.5%
% of List Price Received	98.2%	98.9%	▼ -0.7%	99.1%	▼ -0.9%	99.4%	101.9%	▼ -2.4%
Active Inventory	614	640	▼ -4.1%	747	▼ -17.8%	—	—	—
Months Supply of Inventory	1.7	1.5	▲ 10.9%	1.6	▲ 5.8%	—	—	—

Median Sales Price



Number of Closed Sales

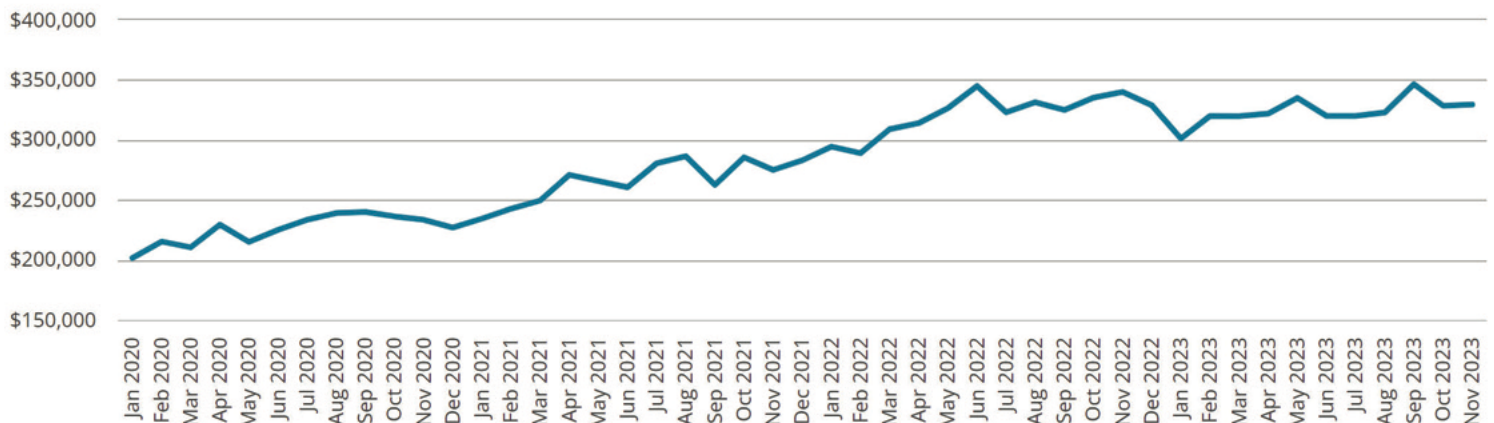


Hancock County

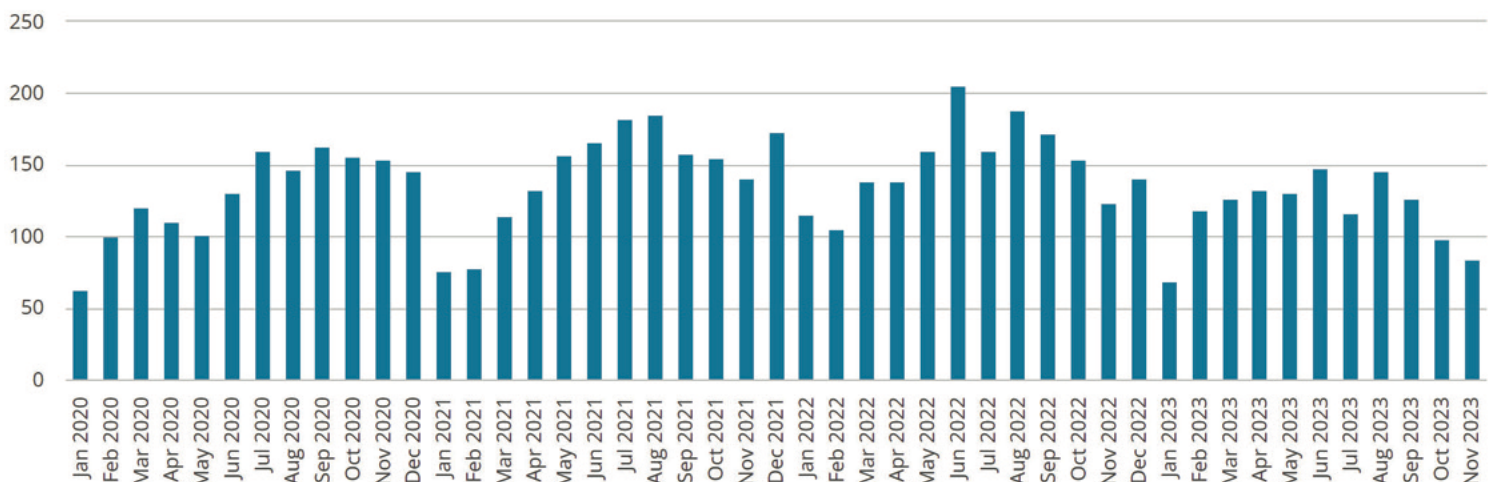
Data for Single Family Residence in Hancock County.

	Nov 2023	Oct 2023	MoM	Nov 2022	YoY	2023	2022	YTD
Median Sales Price	\$329,450	\$328,500	▲ 0.3%	\$340,000	▼ -3.1%	\$325,000	\$322,794.5	▲ 0.7%
Closed Sales	84	98	▼ -14.3%	123	▼ -31.7%	1,296	1,660	▼ -21.9%
New Listings	77	121	▼ -36.4%	117	▼ -34.2%	1,338	1,919	▼ -30.3%
Pending Sales	68	73	▼ -6.8%	108	▼ -37.0%	1,248	1,647	▼ -24.2%
Median Days on Market	19	15	▲ 26.7%	29	▼ -34.5%	18	6	▲ 200.0%
Average Days on Market	49	33	▲ 46.4%	50	▼ -2.2%	56	24	▲ 138.9%
Price per Square Foot	\$155	\$153	▲ 1.6%	\$150	▲ 3.3%	\$152	\$149	▲ 2.0%
% of List Price Received	97.0%	99.6%	▼ -2.6%	98.2%	▼ -1.2%	98.5%	100.2%	▼ -1.7%
Active Inventory	190	214	▼ -11.2%	303	▼ -37.3%	—	—	—
Months Supply of Inventory	2.3	2.2	▲ 3.6%	2.5	▼ -8.2%	—	—	—

Median Sales Price



Number of Closed Sales

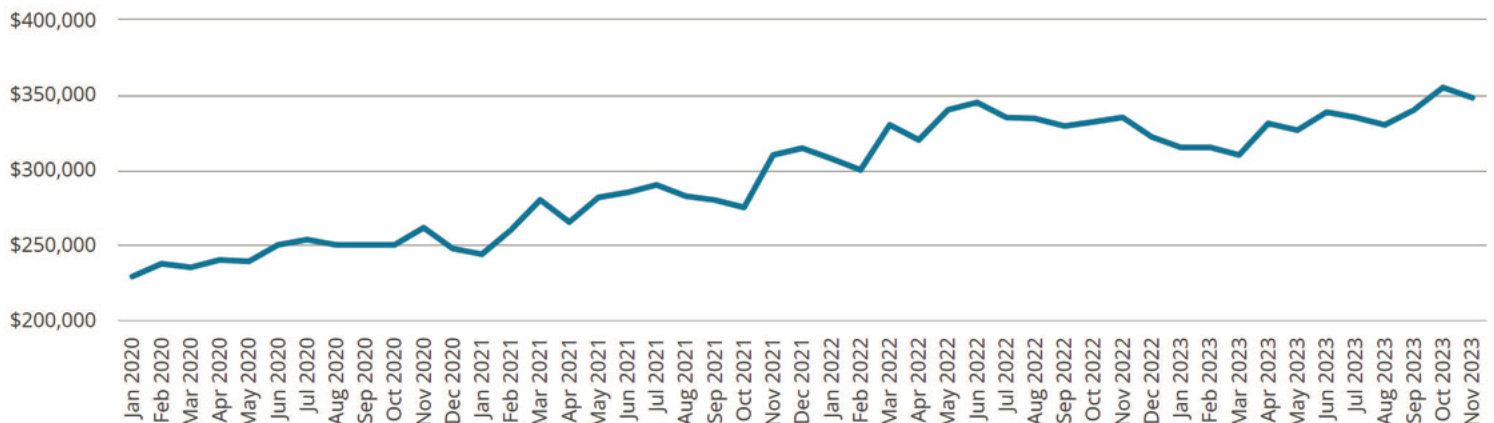


Hendricks County

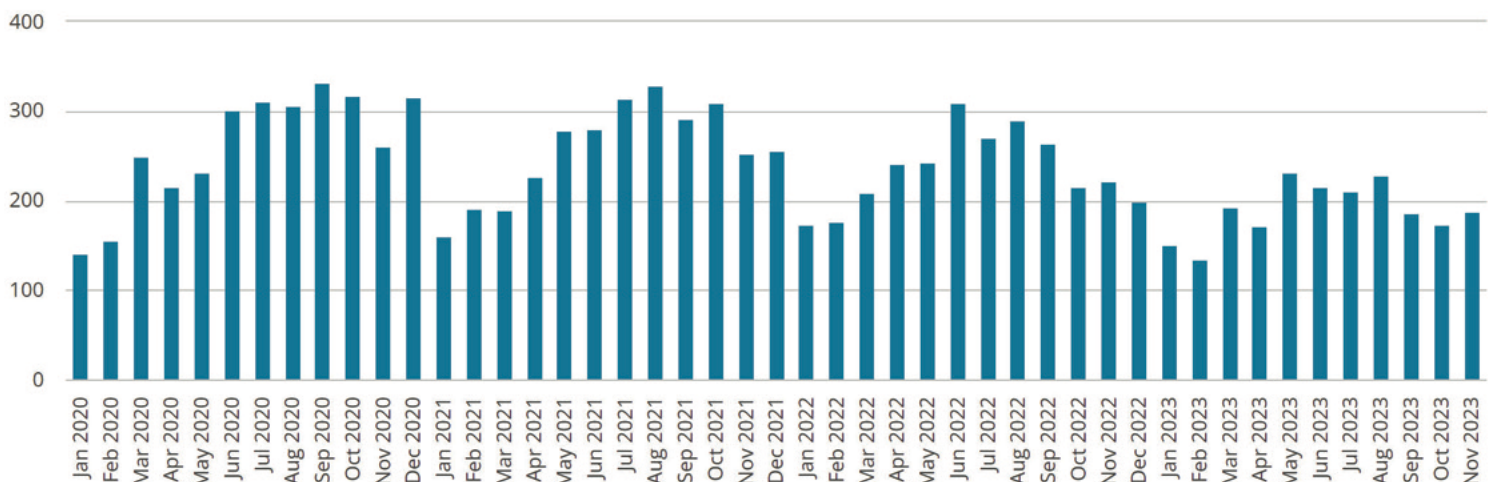
Data for Single Family Residence in Hendricks County.

	Nov 2023	Oct 2023	MoM	Nov 2022	YoY	2023	2022	YTD
Median Sales Price	\$348,145	\$355,000	▼ -1.9%	\$335,000	▲ 3.9%	\$330,000	\$329,752.5	▲ 0.1%
Closed Sales	188	173	▲ 8.7%	222	▼ -15.3%	2,086	2,612	▼ -20.1%
New Listings	174	221	▼ -21.3%	187	▼ -7.0%	2,408	2,920	▼ -17.5%
Pending Sales	185	169	▲ 9.5%	187	▼ -1.1%	2,101	2,599	▼ -19.2%
Median Days on Market	25	18.5	▲ 35.1%	16	▲ 56.3%	11	5	▲ 120.0%
Average Days on Market	43	40	▲ 8.6%	43	▲ 0.1%	36	21	▲ 69.4%
Price per Square Foot	\$158	\$160	▼ -0.9%	\$162	▼ -2.5%	\$158	\$162	▼ -2.5%
% of List Price Received	98.7%	98.8%	▼ -0.2%	98.8%	▼ -0.2%	99.0%	101.0%	▼ -2.0%
Active Inventory	326	382	▼ -14.7%	333	▼ -2.1%	—	—	—
Months Supply of Inventory	1.7	2.2	▼ -21.5%	1.5	▲ 15.6%	—	—	—

Median Sales Price



Number of Closed Sales

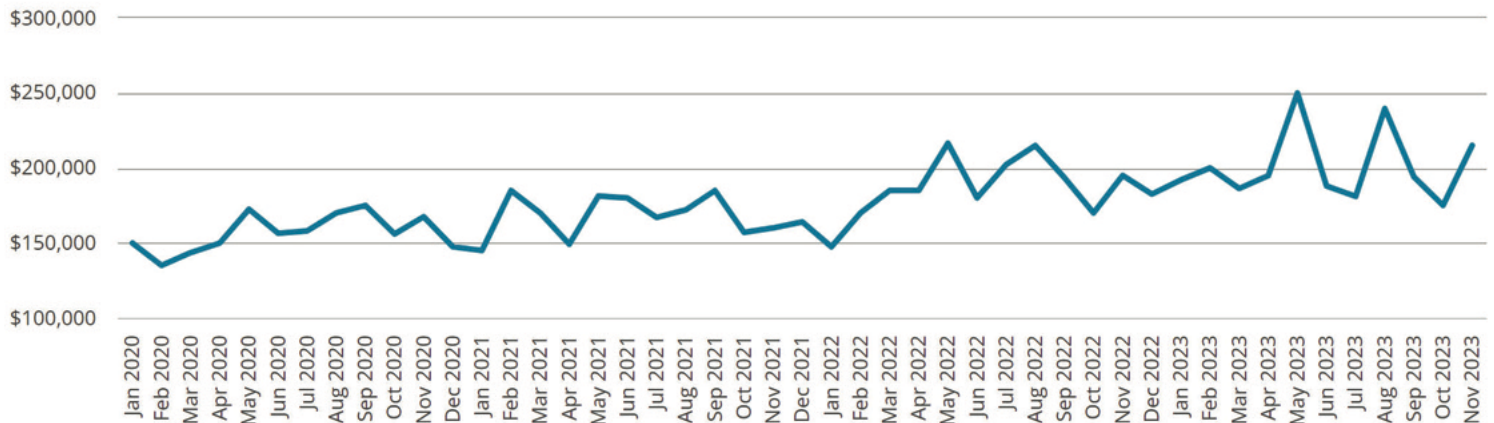


Jackson County

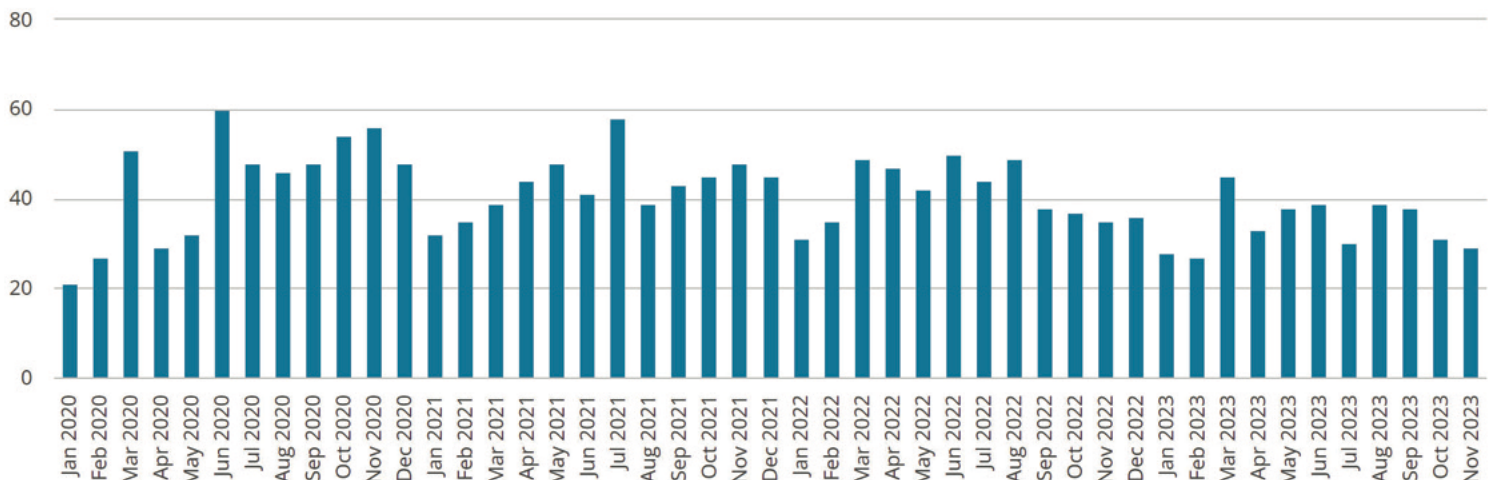
Data for Single Family Residence in Jackson County.

	Nov 2023	Oct 2023	MoM	Nov 2022	YoY	2023	2022	YTD
Median Sales Price	\$215,000	\$175,000	⬆ 22.9%	\$195,000	⬆ 10.3%	\$200,000	\$189,500	⬆ 5.5%
Closed Sales	29	31	⬆ -6.5%	35	⬆ -17.1%	377	457	⬆ -17.5%
New Listings	26	45	⬆ -42.2%	32	⬆ -18.8%	404	520	⬆ -22.3%
Pending Sales	22	37	⬆ -40.5%	37	⬆ -40.5%	378	457	⬆ -17.3%
Median Days on Market	18.5	7	⬆ 164.3%	10	⬆ 85.0%	9	8	⬆ 12.5%
Average Days on Market	29	20	⬆ 44.1%	20	⬆ 49.9%	31	24	⬆ 28.9%
Price per Square Foot	\$127	\$123	⬆ 3.3%	\$124	⬆ 2.4%	\$135	\$131	⬆ 3.1%
% of List Price Received	96.2%	97.1%	⬆ -0.9%	96.6%	⬆ -0.5%	98.1%	98.1%	⬆ 0.1%
Active Inventory	53	55	⬆ -3.6%	69	⬆ -23.2%	—	—	—
Months Supply of Inventory	1.8	1.8	⬆ 3.0%	2.0	⬆ -7.3%	—	—	—

Median Sales Price



Number of Closed Sales

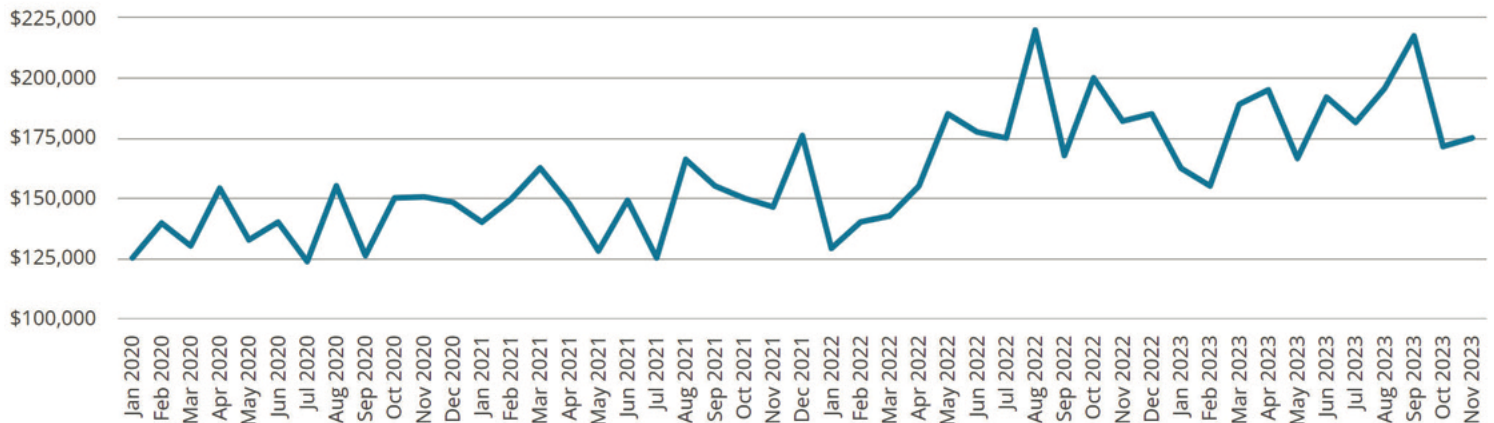


Jennings County

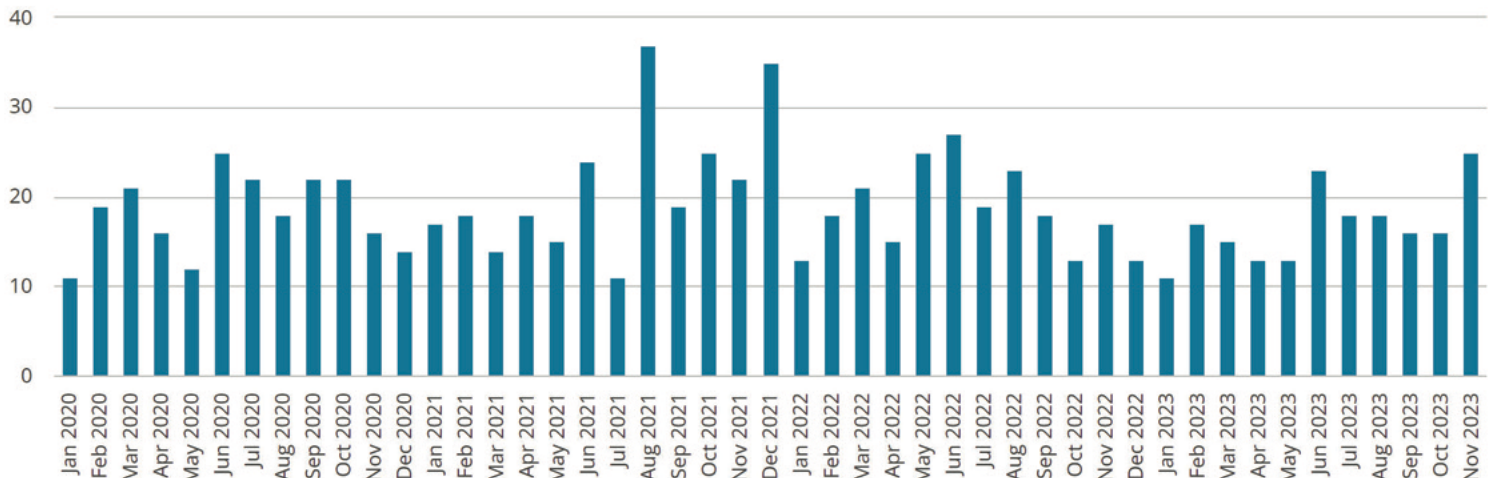
Data for Single Family Residence in Jennings County.

	Nov 2023	Oct 2023	MoM	Nov 2022	YoY	2023	2022	YTD
Median Sales Price	\$175,000	\$171,450	▲ 2.1%	\$182,000	▼ -3.8%	\$185,000	\$175,000	▲ 5.7%
Closed Sales	25	16	▲ 56.3%	17	▲ 47.1%	185	209	▼ -11.5%
New Listings	18	28	▼ -35.7%	15	▲ 20.0%	227	244	▼ -7.0%
Pending Sales	21	18	▲ 16.7%	11	▲ 90.9%	190	209	▼ -9.1%
Median Days on Market	21	16	▲ 31.3%	21	▶ 0.0%	8	9	▼ -11.1%
Average Days on Market	44	32	▲ 38.2%	41	▲ 8.3%	33	31	▲ 4.8%
Price per Square Foot	\$114	\$135	▼ -15.6%	\$152	▼ -25.0%	\$125	\$126	▼ -0.8%
% of List Price Received	95.6%	100.0%	▼ -4.4%	93.0%	▲ 2.8%	96.9%	96.3%	▲ 0.6%
Active Inventory	33	42	▼ -21.4%	29	▲ 13.8%	—	—	—
Months Supply of Inventory	1.3	2.6	▼ -49.7%	1.7	▼ -22.6%	—	—	—

Median Sales Price



Number of Closed Sales



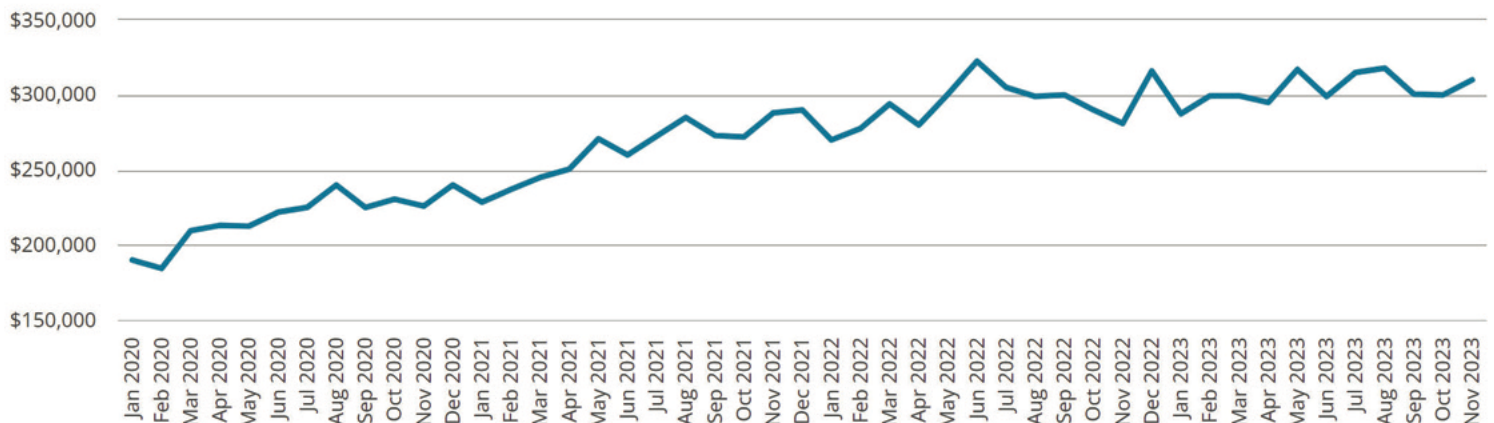
Johnson County

Data for Single Family Residence in Johnson County.

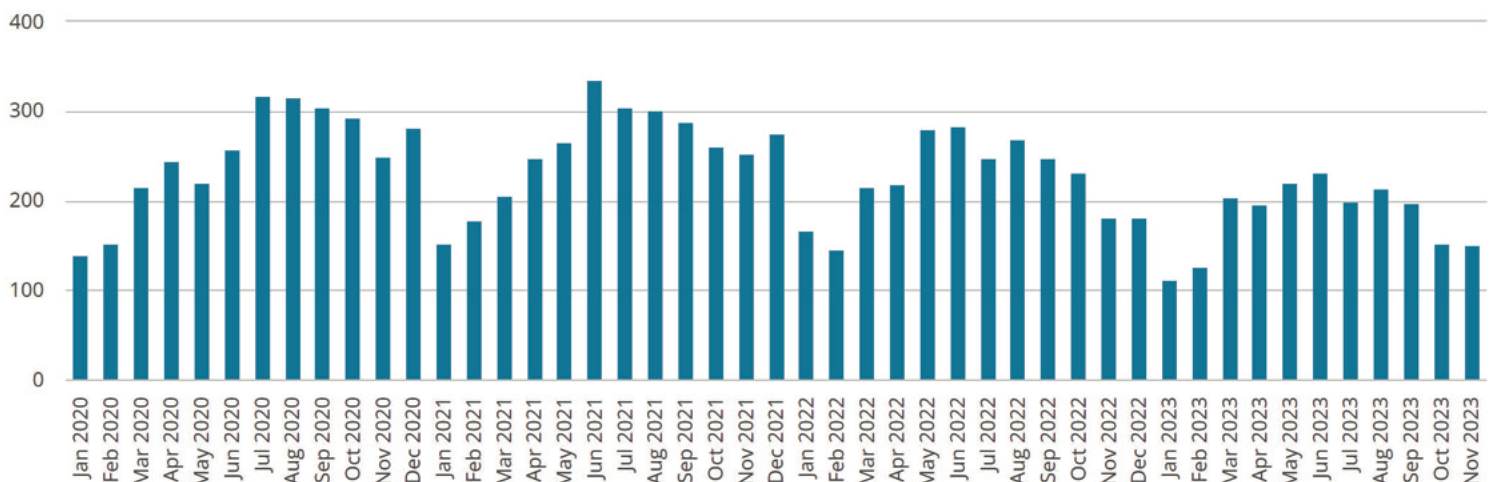


	Nov 2023	Oct 2023	MoM	Nov 2022	YoY	2023	2022	YTD
Median Sales Price	\$310,000	\$300,000	▲ 3.3%	\$281,000	▲ 10.3%	\$304,900	\$295,000	▲ 3.4%
Closed Sales	150	152	▼ -1.3%	182	▼ -17.6%	2,002	2,487	▼ -19.5%
New Listings	151	208	▼ -27.4%	176	▼ -14.2%	2,336	2,866	▼ -18.5%
Pending Sales	134	152	▼ -11.8%	142	▼ -5.6%	2,017	2,442	▼ -17.4%
Median Days on Market	33.5	16	▲ 109.4%	23	▲ 45.7%	14	6	▲ 133.3%
Average Days on Market	46	36	▲ 28.8%	39	▲ 18.4%	42	16	▲ 154.4%
Price per Square Foot	\$161	\$156	▲ 2.9%	\$158	▲ 1.9%	\$155	\$162	▼ -4.3%
% of List Price Received	97.5%	98.1%	▼ -0.6%	98.7%	▼ -1.2%	98.5%	100.7%	▼ -2.2%
Active Inventory	321	352	▼ -8.8%	384	▼ -16.4%	—	—	—
Months Supply of Inventory	2.1	2.3	▼ -7.6%	2.1	▲ 1.4%	—	—	—

Median Sales Price



Number of Closed Sales

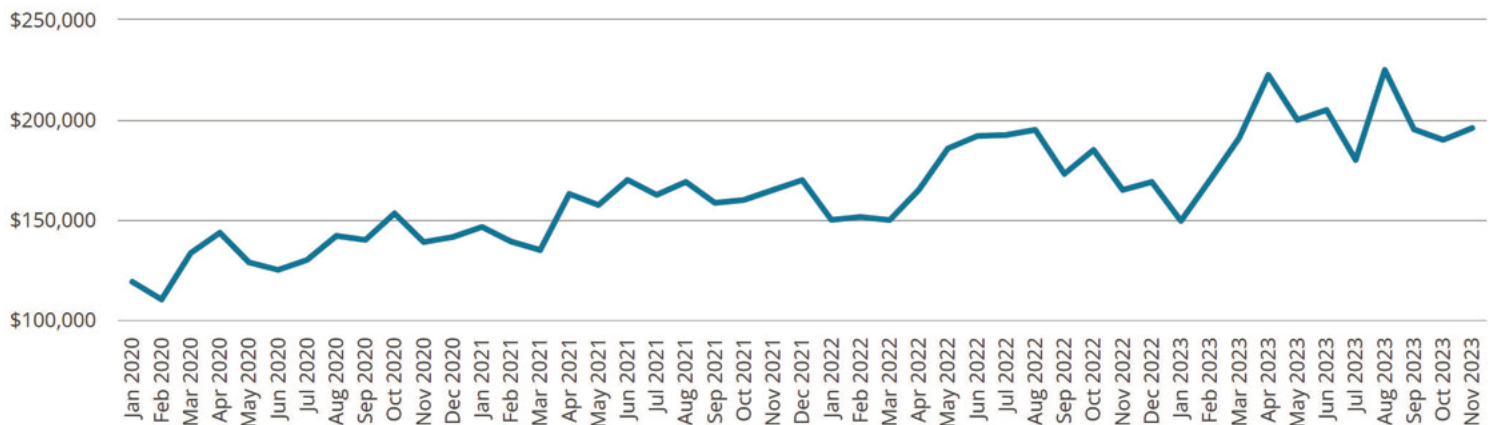


Madison County

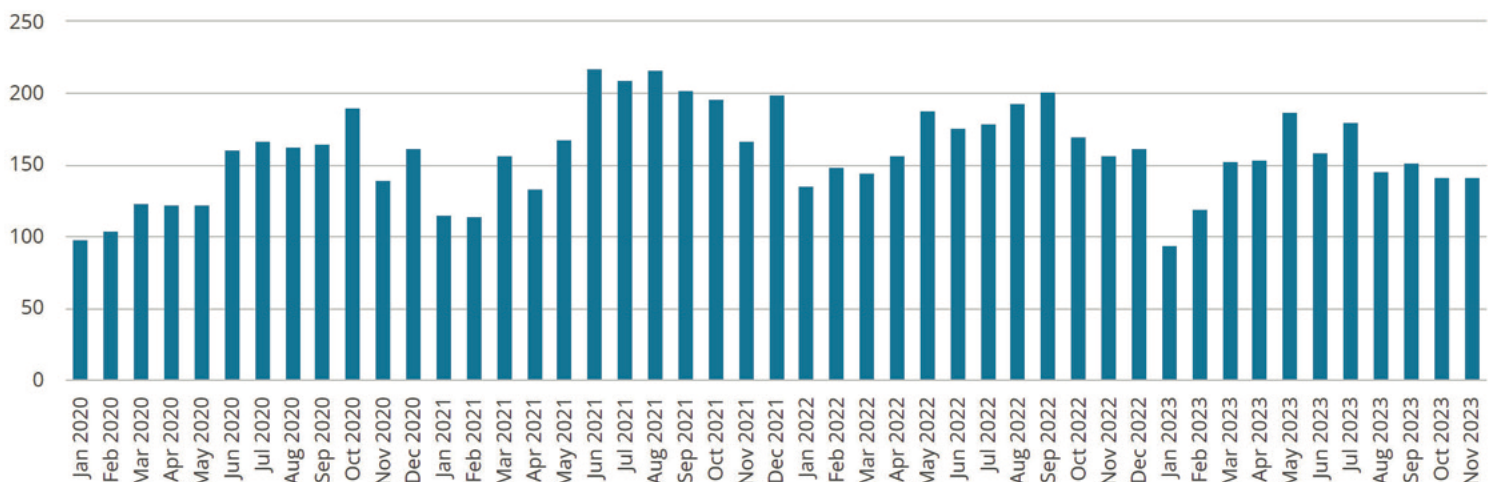
Data for Single Family Residence in Madison County.

	Nov 2023	Oct 2023	MoM	Nov 2022	YoY	2023	2022	YTD
Median Sales Price	\$195,950	\$190,000	▲ 3.1%	\$165,000	▲ 18.8%	\$195,000	\$175,000	▲ 11.4%
Closed Sales	142	142	▶ 0.0%	157	▼ -9.6%	1,628	1,851	▼ -12.0%
New Listings	144	173	▼ -16.8%	158	▼ -8.9%	1,972	2,234	▼ -11.7%
Pending Sales	142	140	▲ 1.4%	139	▲ 2.2%	1,678	1,828	▼ -8.2%
Median Days on Market	18	12	▲ 50.0%	14	▲ 28.6%	12	8	▲ 50.0%
Average Days on Market	34	35	▼ -3.7%	29	▲ 15.0%	41	24	▲ 72.0%
Price per Square Foot	\$121	\$116	▲ 4.3%	\$115	▲ 5.2%	\$120	\$113	▲ 6.2%
% of List Price Received	96.0%	97.5%	▼ -1.5%	95.7%	▲ 0.3%	97.7%	98.2%	▼ -0.5%
Active Inventory	266	307	▼ -13.4%	363	▼ -26.7%	—	—	—
Months Supply of Inventory	1.9	2.2	▼ -13.4%	2.3	▼ -19.0%	—	—	—

Median Sales Price



Number of Closed Sales

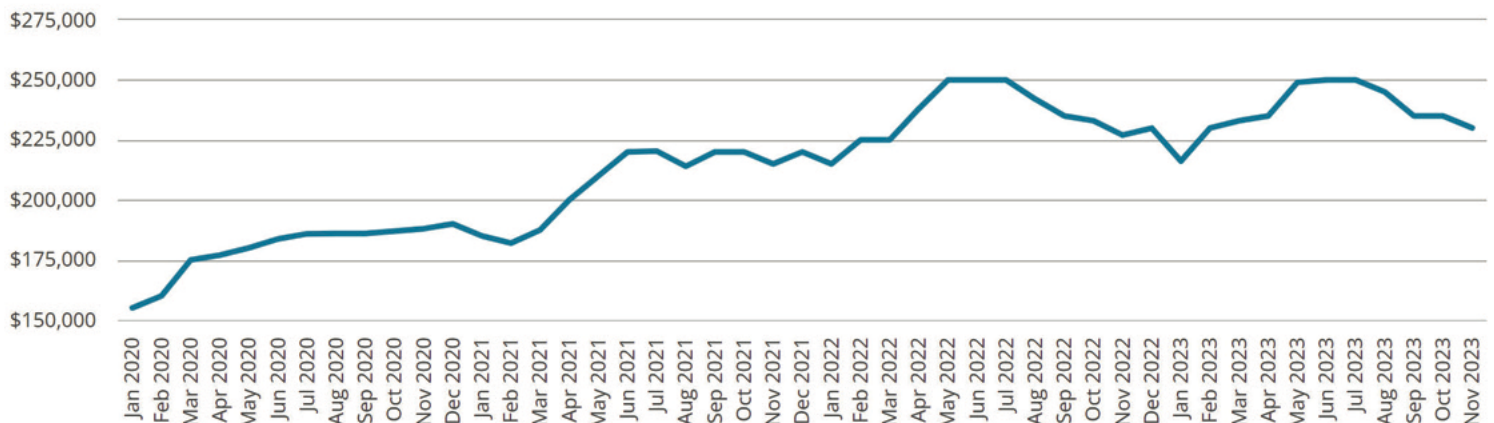


Marion County

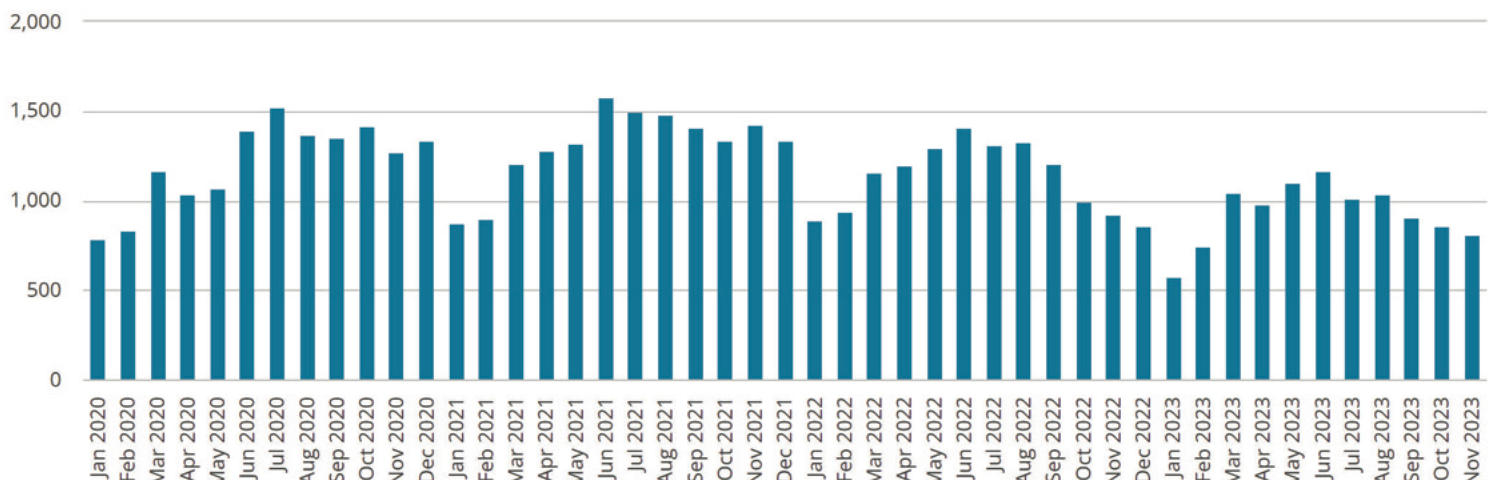
Data for Single Family Residence in Marion County.

	Nov 2023	Oct 2023	MoM	Nov 2022	YoY	2023	2022	YTD
Median Sales Price	\$230,000	\$235,000	▼-2.1%	\$227,000	▲1.3%	\$239,900	\$237,500	▲1.0%
Closed Sales	810	861	▼-5.9%	922	▼-12.1%	10,237	12,649	▼-19.1%
New Listings	876	1,160	▼-24.5%	957	▼-8.5%	12,704	15,291	▼-16.9%
Pending Sales	810	877	▼-7.6%	732	▲10.7%	10,503	12,473	▼-15.8%
Median Days on Market	22.5	16	▲40.6%	18	▲25.0%	12	6	▲100.0%
Average Days on Market	43	35	▲23.5%	33	▲28.7%	39	21	▲84.7%
Price per Square Foot	\$140	\$141	▼-0.7%	\$146	▼-4.1%	\$144	\$151	▼-4.6%
% of List Price Received	97.4%	98.0%	▼-0.6%	97.7%	▼-0.3%	98.5%	100.3%	▼-1.9%
Active Inventory	1,931	2,202	▼-12.3%	2,264	▼-14.7%	—	—	—
Months Supply of Inventory	2.4	2.6	▼-6.8%	2.5	▼-2.9%	—	—	—

Median Sales Price



Number of Closed Sales

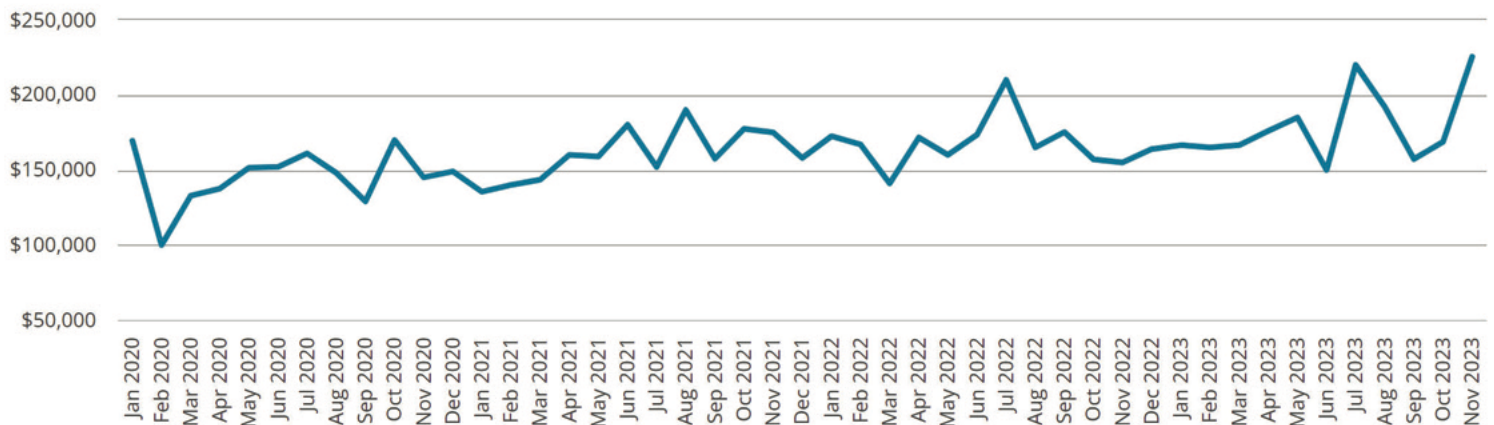


Montgomery County

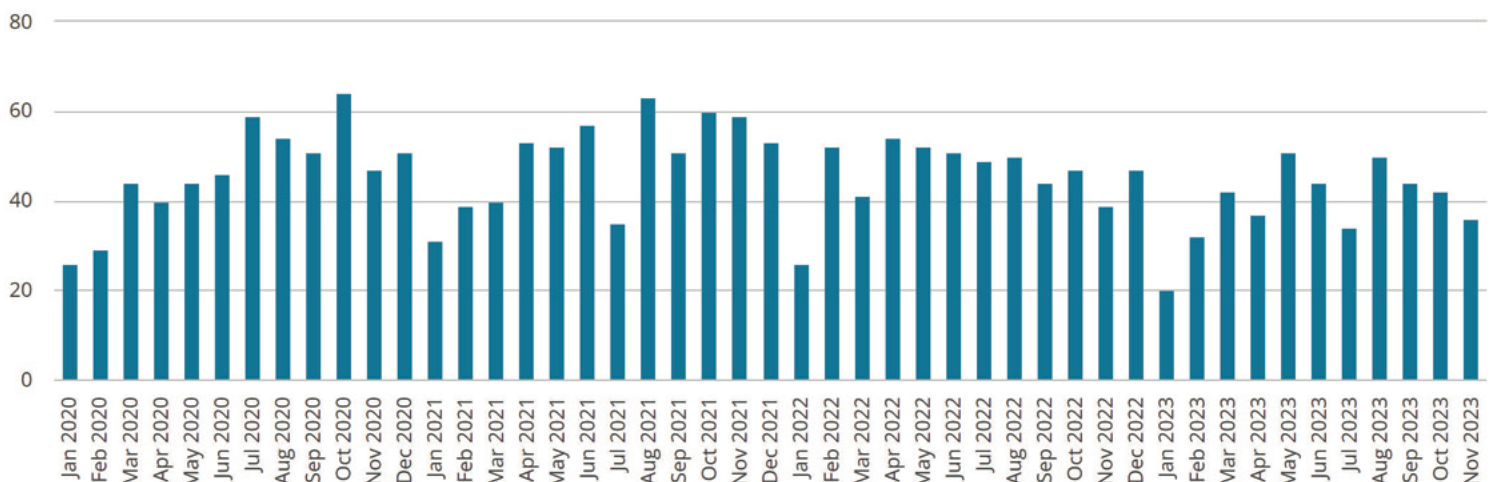
Data for Single Family Residence in Montgomery County.

	Nov 2023	Oct 2023	MoM	Nov 2022	YoY	2023	2022	YTD
Median Sales Price	\$225,500	\$168,750	⬆ 33.6%	\$155,000	⬆ 45.5%	\$174,000	\$170,000	⬆ 2.4%
Closed Sales	36	42	⬆ -14.3%	39	⬆ -7.7%	432	505	⬆ -14.5%
New Listings	28	68	⬆ -58.8%	35	⬆ -20.0%	508	584	⬆ -13.0%
Pending Sales	26	39	⬆ -33.3%	43	⬆ -39.5%	440	499	⬆ -11.8%
Median Days on Market	16	13	⬆ 23.1%	11	⬆ 45.5%	9	7	⬆ 28.6%
Average Days on Market	28	50	⬆ -44.2%	30	⬆ -6.4%	36	21	⬆ 67.6%
Price per Square Foot	\$126	\$103	⬆ 21.8%	\$116	⬆ 8.2%	\$118	\$124	⬆ -4.8%
% of List Price Received	98.3%	97.6%	⬆ 0.7%	94.0%	⬆ 4.6%	98.1%	97.9%	⬆ 0.2%
Active Inventory	76	83	⬆ -8.4%	75	⬆ 1.3%	—	—	—
Months Supply of Inventory	2.1	2.0	⬆ 6.8%	1.9	⬆ 9.8%	—	—	—

Median Sales Price



Number of Closed Sales

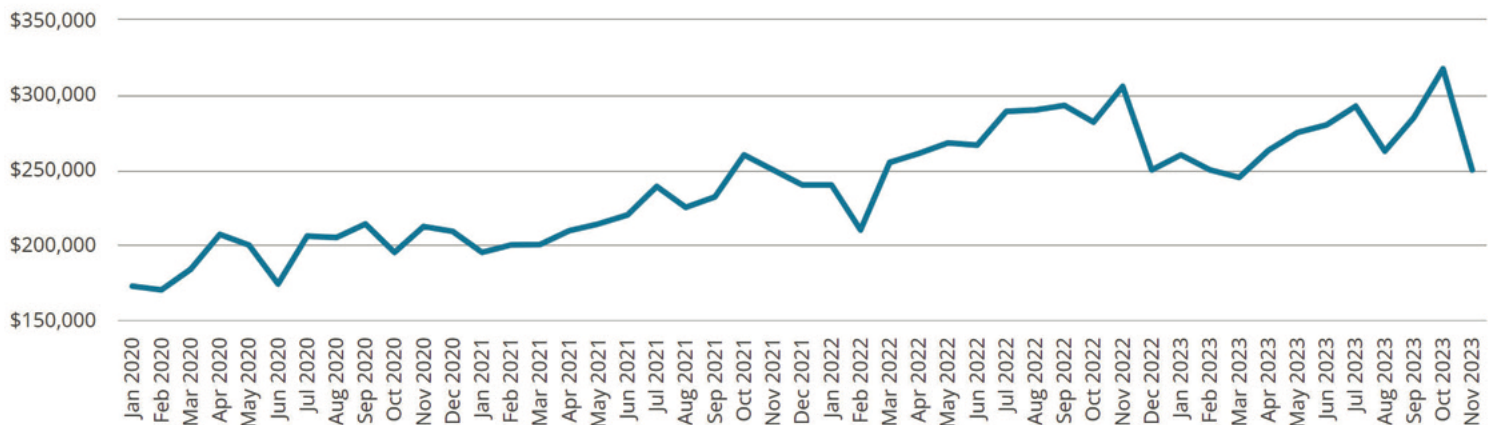


Morgan County

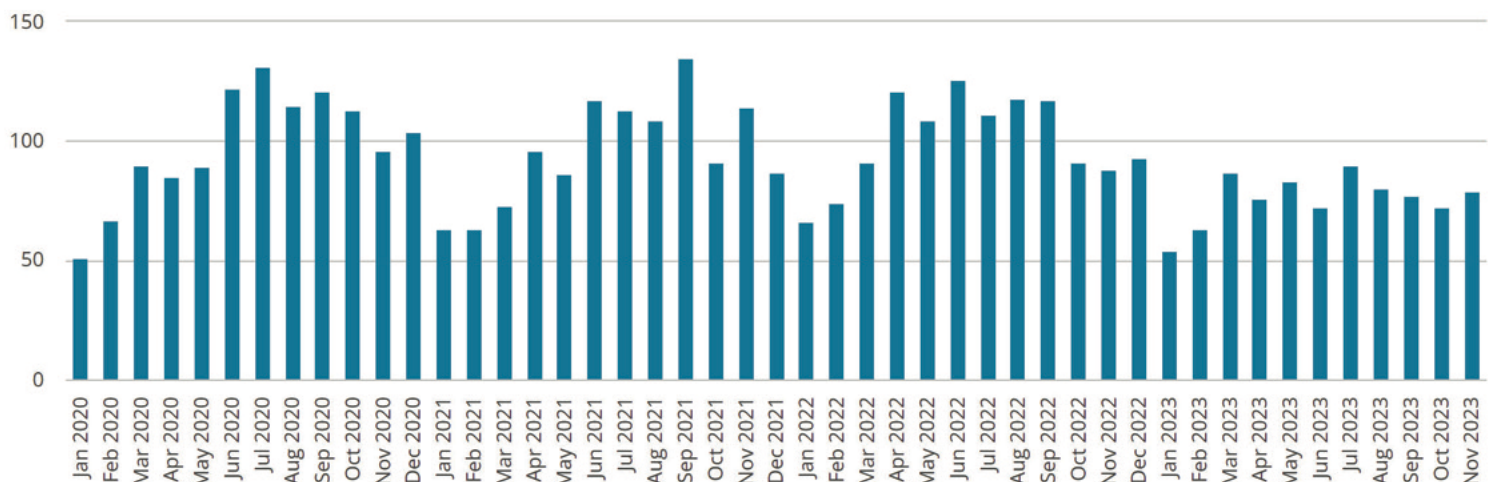
Data for Single Family Residence in Morgan County.

	Nov 2023	Oct 2023	MoM	Nov 2022	YoY	2023	2022	YTD
Median Sales Price	\$250,000	\$317,450	▼ -21.2%	\$305,700	▼ -18.2%	\$270,000	\$272,922.5	▼ -1.1%
Closed Sales	79	72	▲ 9.7%	88	▼ -10.2%	833	1,112	▼ -25.1%
New Listings	75	97	▼ -22.7%	68	▲ 10.3%	1,012	1,280	▼ -20.9%
Pending Sales	72	79	▼ -8.9%	82	▼ -12.2%	850	1,126	▼ -24.5%
Median Days on Market	28	16.5	▲ 69.7%	22	▲ 27.3%	16	8	▲ 100.0%
Average Days on Market	40	32	▲ 26.2%	41	▼ -1.7%	48	25	▲ 92.9%
Price per Square Foot	\$146	\$156	▼ -6.4%	\$156	▼ -6.4%	\$151	\$156	▼ -3.5%
% of List Price Received	96.8%	98.3%	▼ -1.5%	96.9%	▼ -0.1%	98.2%	99.4%	▼ -1.2%
Active Inventory	162	189	▼ -14.3%	196	▼ -17.3%	—	—	—
Months Supply of Inventory	2.1	2.6	▼ -21.9%	2.2	▼ -7.9%	—	—	—

Median Sales Price



Number of Closed Sales

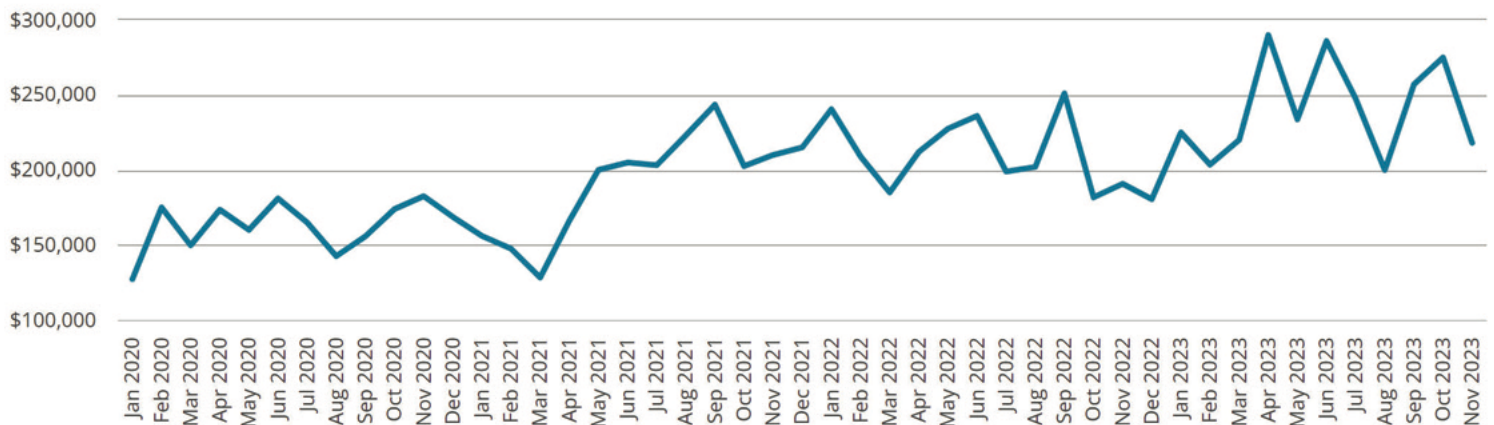


Putnam County

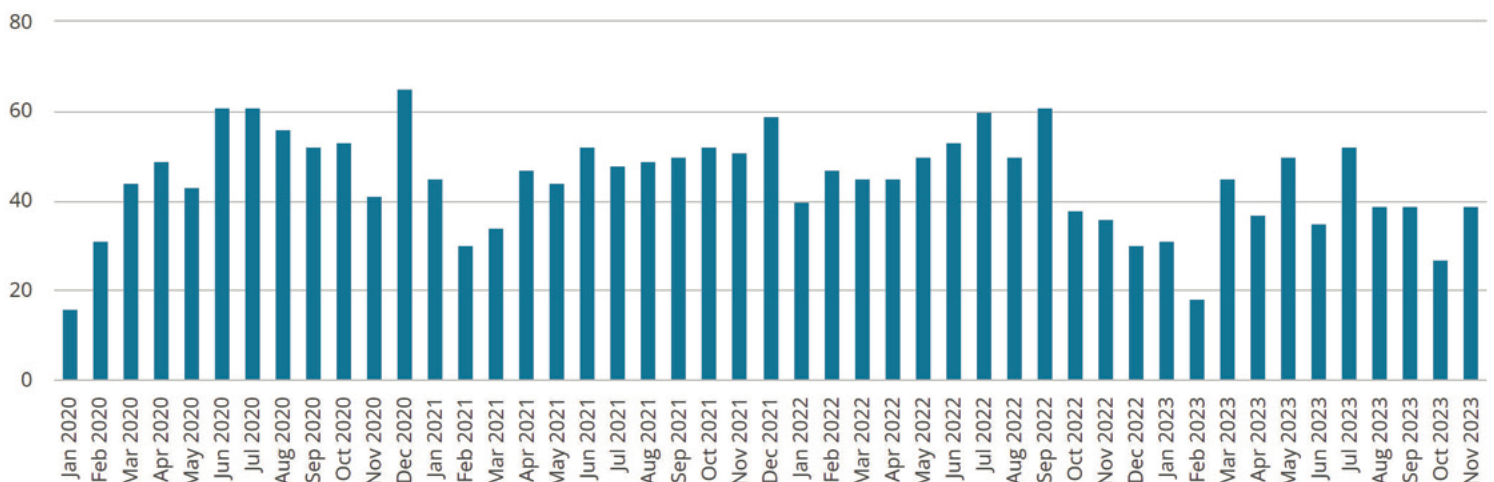
Data for Single Family Residence in Putnam County.

	Nov 2023	Oct 2023	MoM	Nov 2022	YoY	2023	2022	YTD
Median Sales Price	\$218,000	\$275,000	▼ -20.7%	\$190,750	▲ 14.3%	\$240,000	\$209,000	▲ 14.8%
Closed Sales	39	27	▲ 44.4%	36	▲ 8.3%	412	525	▼ -21.5%
New Listings	23	47	▼ -51.1%	45	▼ -48.9%	451	611	▼ -26.2%
Pending Sales	26	33	▼ -21.2%	33	▼ -21.2%	405	511	▼ -20.7%
Median Days on Market	42	13	▲ 223.1%	22	▲ 90.9%	13	9	▲ 44.4%
Average Days on Market	46	25	▲ 81.0%	29	▲ 56.8%	40	26	▲ 58.4%
Price per Square Foot	\$160	\$143	▲ 11.9%	\$150	▲ 7.0%	\$143	\$135	▲ 5.9%
% of List Price Received	97.6%	94.5%	▲ 3.3%	96.6%	▲ 1.1%	97.7%	97.4%	▲ 0.3%
Active Inventory	54	66	▼ -18.2%	95	▼ -43.2%	—	—	—
Months Supply of Inventory	1.4	2.4	▼ -43.4%	2.6	▼ -47.5%	—	—	—

Median Sales Price



Number of Closed Sales



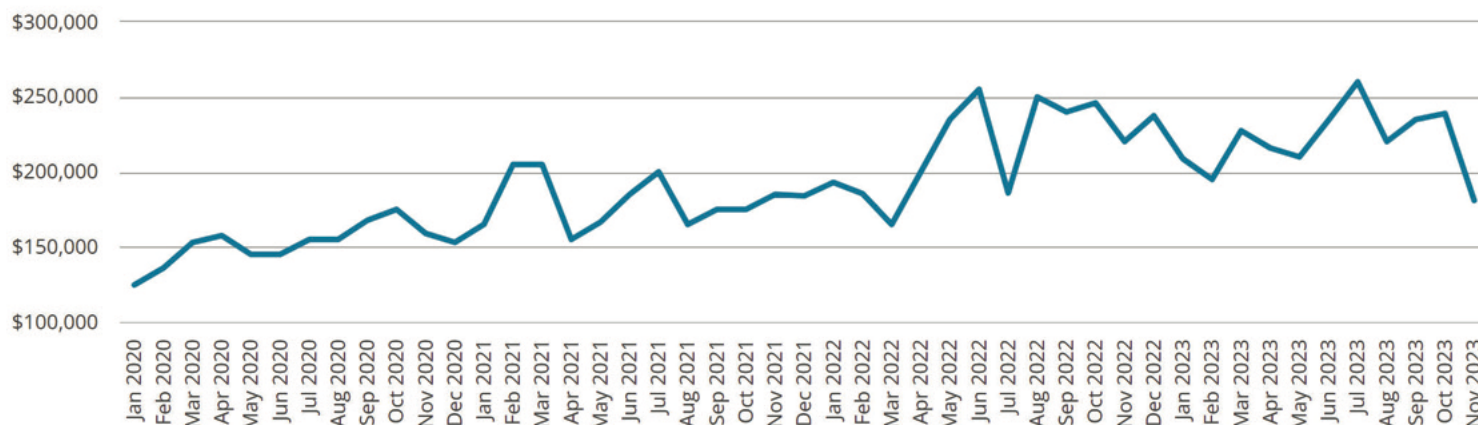
Shelby County



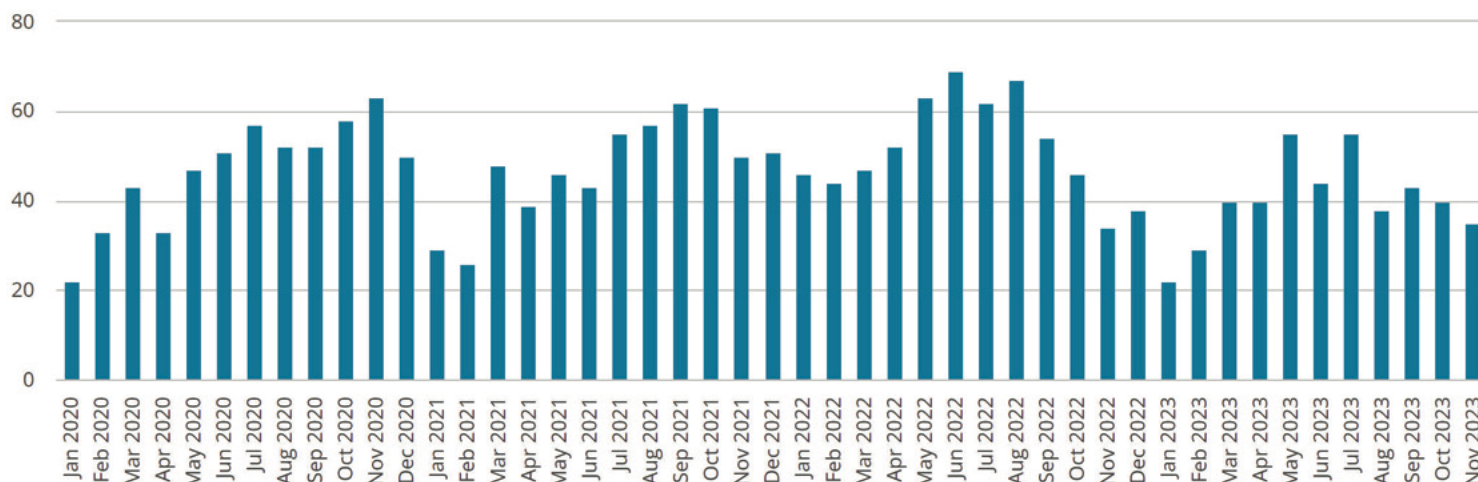
Data for Single Family Residence in Shelby County.

	Nov 2023	Oct 2023	MoM	Nov 2022	YoY	2023	2022	YTD
Median Sales Price	\$181,000	\$238,950	▼ -24.3%	\$220,250	▼ -17.8%	\$225,000	\$211,500	▲ 6.4%
Closed Sales	35	40	▼ -12.5%	34	▲ 2.9%	441	584	▼ -24.5%
New Listings	50	54	▼ -7.4%	33	▲ 51.5%	536	622	▼ -13.8%
Pending Sales	32	42	▼ -23.8%	26	▲ 23.1%	447	561	▼ -20.3%
Median Days on Market	11.5	12.5	▼ -8.0%	18	▼ -36.1%	10	9	▲ 11.1%
Average Days on Market	23	47	▼ -50.5%	39	▼ -39.8%	39	27	▲ 46.2%
Price per Square Foot	\$135	\$149	▼ -9.4%	\$117	▲ 15.4%	\$135	\$133	▲ 1.5%
% of List Price Received	98.1%	96.8%	▲ 1.3%	97.3%	▲ 0.8%	98.1%	98.5%	▼ -0.5%
Active Inventory	86	84	▲ 2.4%	80	▲ 7.5%	—	—	—
Months Supply of Inventory	2.5	2.1	▲ 17.0%	2.4	▲ 4.4%	—	—	—

Median Sales Price



Number of Closed Sales

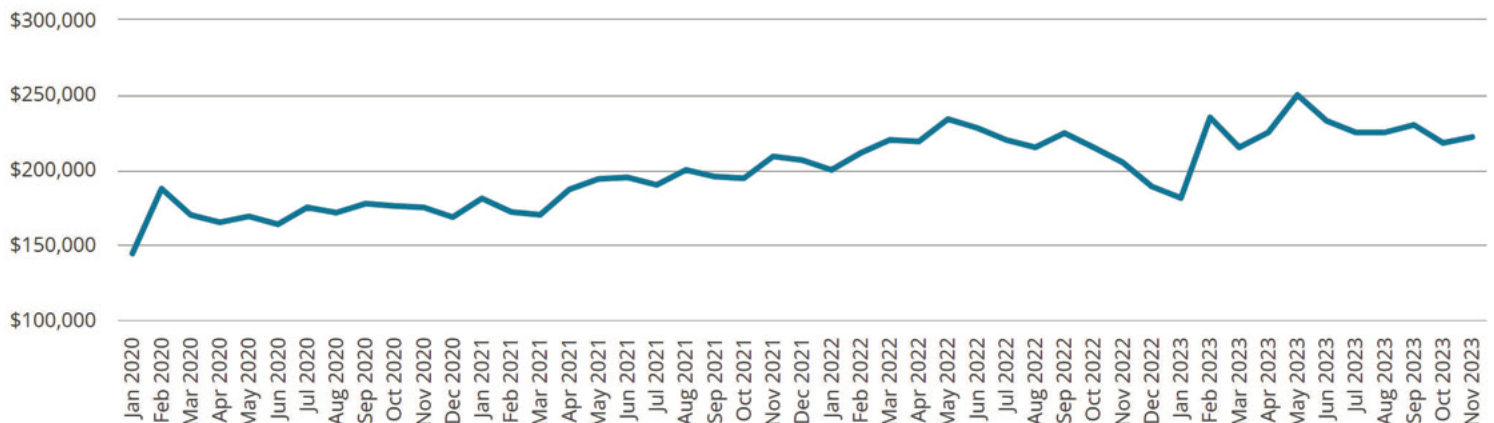


Condominiums

Data for Condominium in Bartholomew, Boone, Brown, Decatur, Hamilton, Hancock, Hendricks, Jackson, Jennings, Johnson, Madison, Marion, Montgomery, Morgan, Putnam, Shelby.

	Nov 2023	Oct 2023	MoM	Nov 2022	YoY	2023	2022	YTD
Median Sales Price	\$221,900	\$218,000	▲ 1.8%	\$205,000	▲ 8.2%	\$225,000	\$218,000	▲ 3.2%
Closed Sales	135	153	▼ -11.8%	179	▼ -24.6%	1,776	2,306	▼ -23.0%
New Listings	179	179	▶ 0.0%	137	▲ 30.7%	2,173	2,499	▼ -13.0%
Pending Sales	115	132	▼ -12.9%	134	▼ -14.2%	1,810	2,255	▼ -19.7%
Median Days on Market	19	13.5	▲ 40.7%	12	▲ 58.3%	10	5	▲ 100.0%
Average Days on Market	42	32	▲ 31.7%	23	▲ 80.9%	37	26	▲ 46.0%
Price per Square Foot	\$155	\$153	▲ 1.3%	\$144	▲ 7.6%	\$152	\$151	▲ 0.7%
% of List Price Received	97.6%	97.5%	▲ 0.1%	98.2%	▼ -0.7%	98.5%	100.6%	▼ -2.1%
Active Inventory	340	312	▲ 9.0%	281	▲ 21.0%	—	—	—
Months Supply of Inventory	2.5	2.0	▲ 23.5%	1.6	▲ 60.4%	—	—	—

Median Sales Price



Number of Closed Sales

