

MARKET INSIGHTS REPORT

DECEMBER 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 December 2023 data, this is what our experts are saying:

In December 2023, the median sales price for a single-family home in central Indiana was \$278,000, a slight decline of 0.7 percent over last year and a 4 percent decline from the previous month.

“The high mortgage rates that have been holding back sellers and buyers throughout 2023 noticeably declined in the second half of December,” says MIBOR CEO Shelley Specchio. “This is a welcome adjustment which will hopefully open the market to additional consumers with more buying options come this spring.”

Closed sales were down 16.9 percent and pending sales were relatively flat, up just 0.6 percent, year-over-year. The typical listing received 97.4 percent of the asking price, compared to 97.7 percent last December.

New listings were down 11.7 percent, year-over-year, and the median days on market was 31, up from 26 in December 2022. The active inventory at the end of the month was a meager 2,926, a decrease of 41.9 percent from last year and 41.5 percent from the previous month, reflecting a 1.4-month supply.

“While prices appear to have leveled off, 11 out of 16 MIBOR counties, including the two largest, Marion and Hamilton, continued to show year-over-year price appreciation,” says MIBOR Research Analyst Brad Coffing. “The lack of inventory and new listings have put both sellers and buyers in a challenging position to navigate. Interest rates should normalize through first quarter of 2024, and this should provide consumers with better clarity of financing and market expectations. As a result, we anticipate seeing an increase in market activity.”

Year of year data for December:

- A decrease in Median Sales Price of 0.7 percent to \$278,000
- Average days on market increased 7.4 percent at 54
- Current active listings decreased 41.9 percent to 2,926

Contents

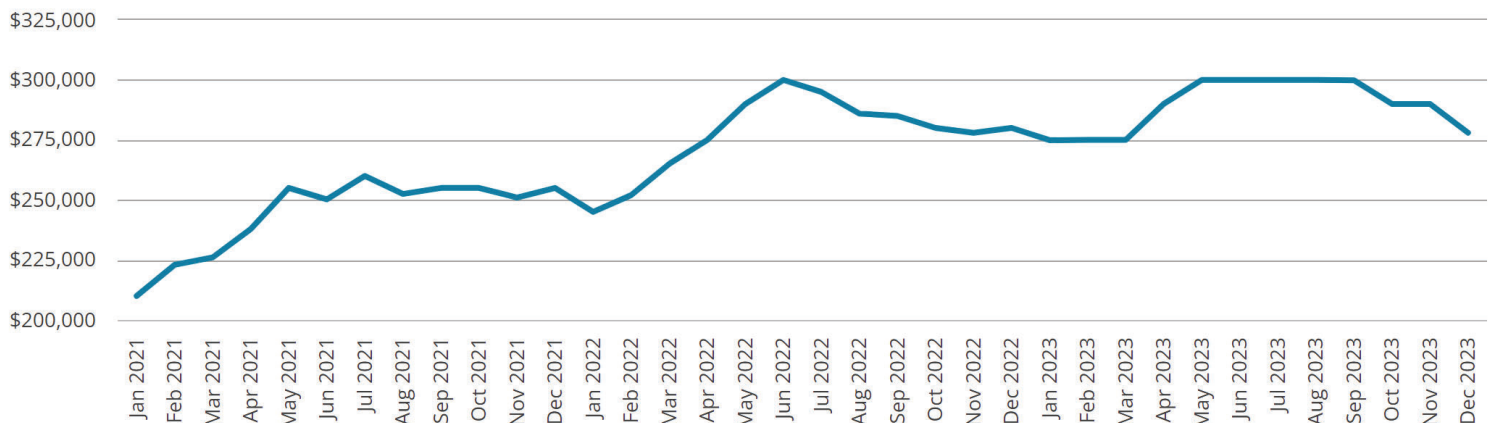
MIBOR SERVICE AREA	(1-11)
BARTHOLOMEW COUNTY	(12)
BOONE COUNTY	(13)
BROWN COUNTY	(14)
DECATUR COUNTY	(15)
HAMILTON COUNTY	(16)
HANCOCK COUNTY	(17)
HENDRICKS COUNTY	(18)
JACKSON COUNTY	(19)
JENNINGS COUNTY	(20)
JOHNSON COUNTY	(21)
MADISON COUNTY	(22)
MARION COUNTY	(23)
MONTGOMERY COUNTY	(24)
MORGAN COUNTY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

MIBOR Market Summary

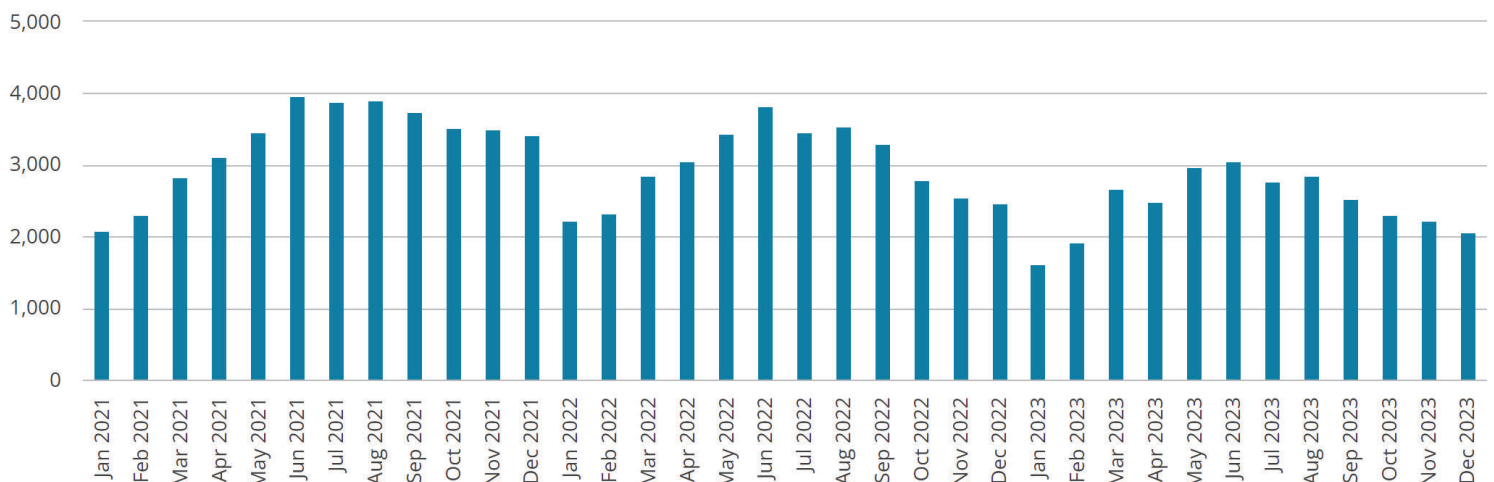
Data for Single Family Residence in Bartholomew, Boone, Brown, Decatur, Hamilton, Hancock, Hendricks, Jackson, Jennings, Johnson, Madison, Marion, Montgomery, Morgan, Putnam, Shelby.

	Dec 2023	Nov 2023	MoM	Dec 2022	YoY	2023	2022	YTD
Median Sales Price	\$278,000	\$290,000	▼ -4.1%	\$280,000	▼ -0.7%	\$290,000	\$280,000	▲ 3.6%
Closed Sales	2,055	2,227	▼ -7.7%	2,472	▼ -16.9%	29,483	35,876	▼ -17.8%
New Listings	1,558	2,216	▼ -29.7%	1,764	▼ -11.7%	33,805	40,978	▼ -17.5%
Pending Sales	1,790	1,878	▼ -4.7%	1,779	▲ 0.6%	29,245	34,866	▼ -16.1%
Median Days on Market	31	22	▲ 40.9%	26	▲ 19.2%	12	6	▲ 100.0%
Average Days on Market	54	40	▲ 33.6%	50	▲ 7.4%	40	22	▲ 77.7%
Price per Square Foot	\$148	\$151	▼ -2.0%	\$154	▼ -3.9%	\$152	\$157	▼ -3.2%
% of List Price Received	97.4%	97.6%	▼ -0.1%	97.7%	▼ -0.2%	98.5%	100.1%	▼ -1.6%
Active Inventory	2,926	5,003	▼ -41.5%	5,039	▼ -41.9%	—	—	—
Months Supply of Inventory	1.4	2.2	▼ -36.6%	2.0	▼ -30.2%	—	—	—

Median Sales Price



Number of Closed Sales

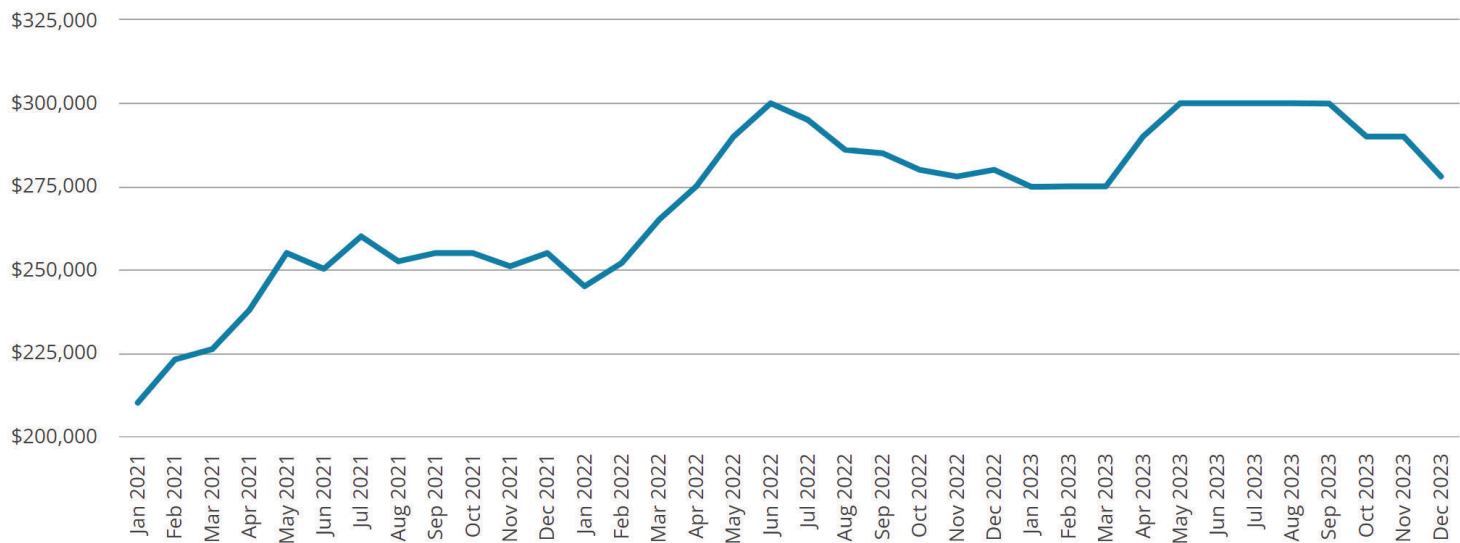


Median Sales Price

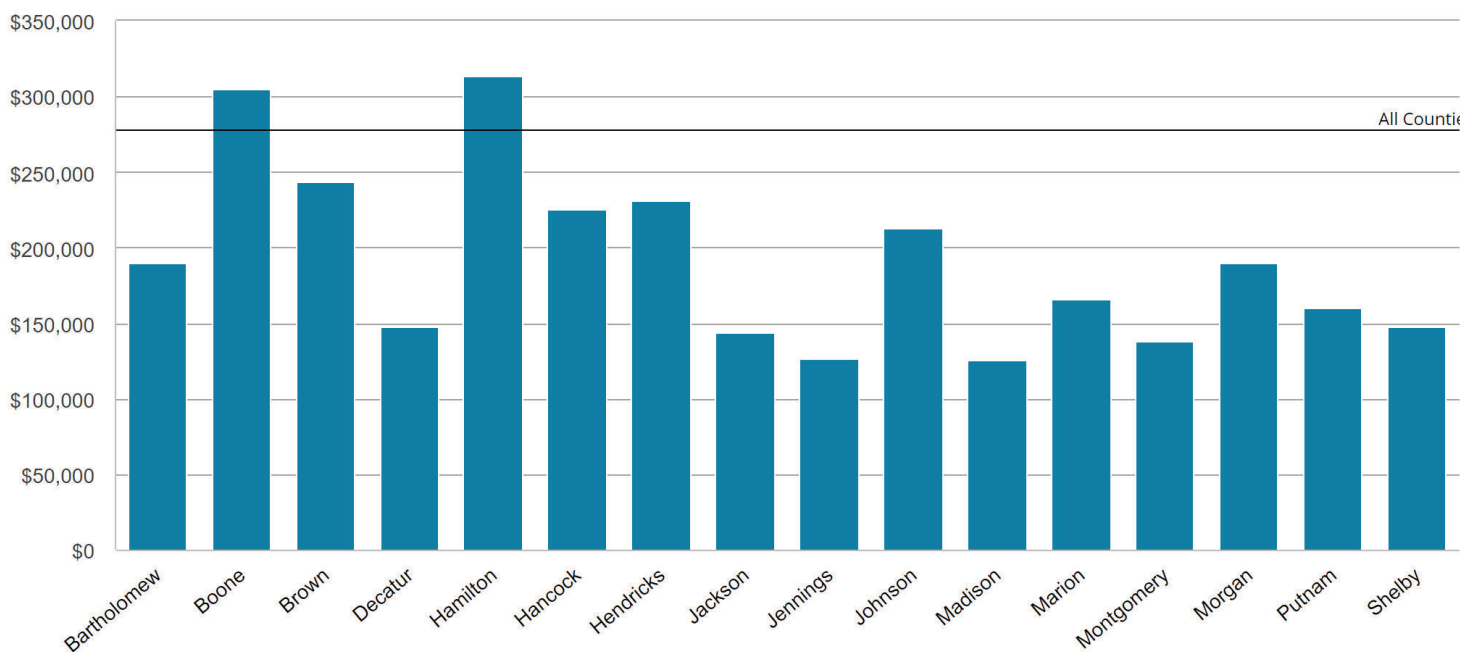
Sales Price is the mid-point (median) value where the price for half of the closed sales is higher and half is lower. Median is preferred to average as it accounts for outliers at the high or low end of the price range.

December 2023	Month over Month Change	Year over Year Change	Year to Date Change
\$278,000	<div> ⬇️ -4.1% </div>	<div> ⬇️ -0.7% </div>	<div> ⬆️ 3.6% </div>

Historical Activity



County Comparison

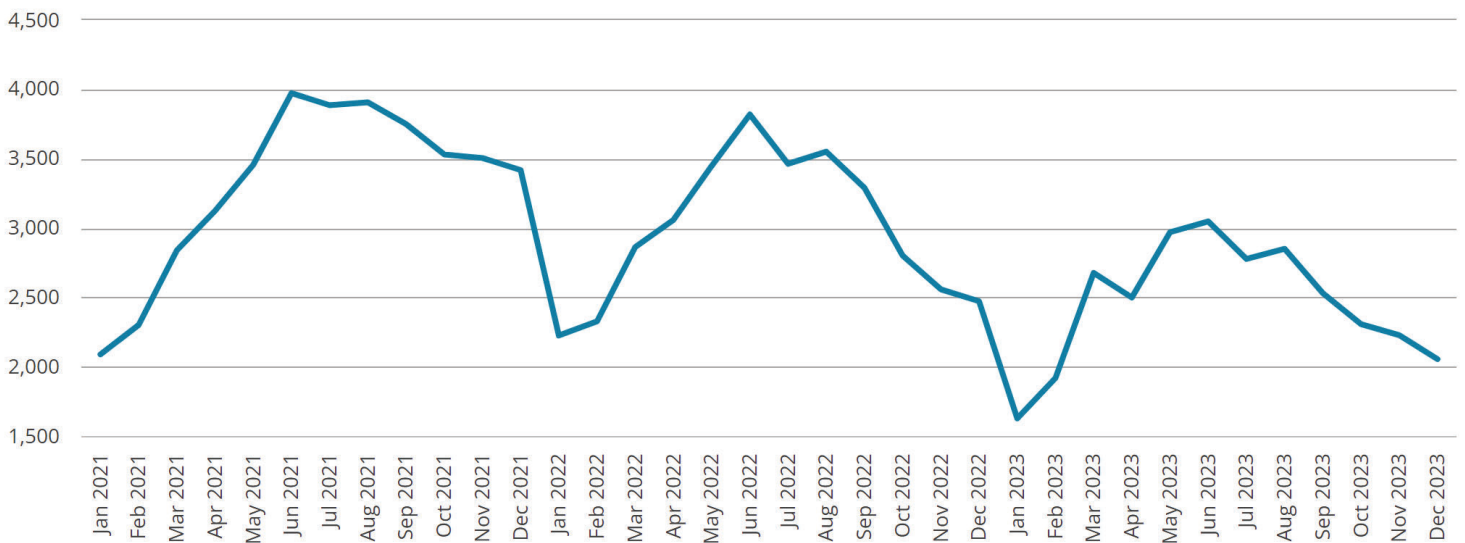


Closed Sales

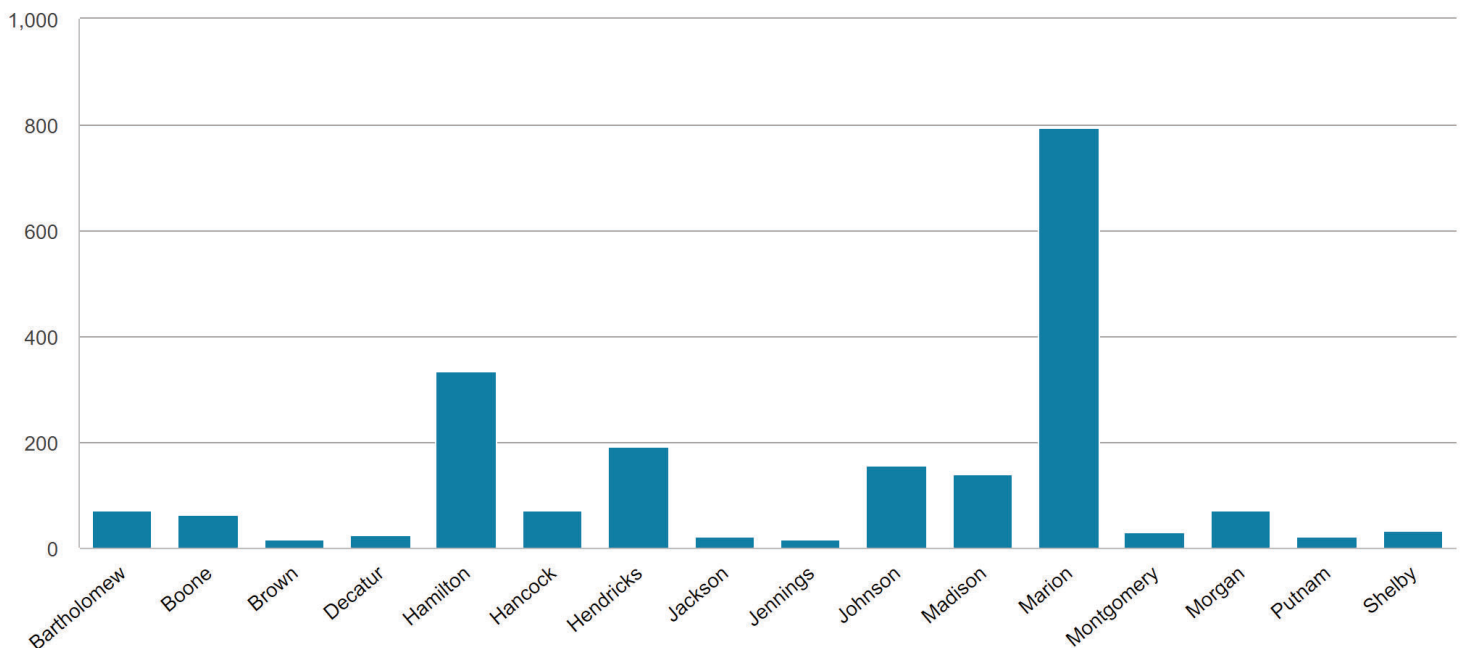
The number of properties that actually sold.

December 2023	Month over Month Change	Year over Year Change	Year to Date Change
2,055	⌵ -7.7%	⌵ -16.9%	⌵ -17.8%

Historical Activity



County Comparison

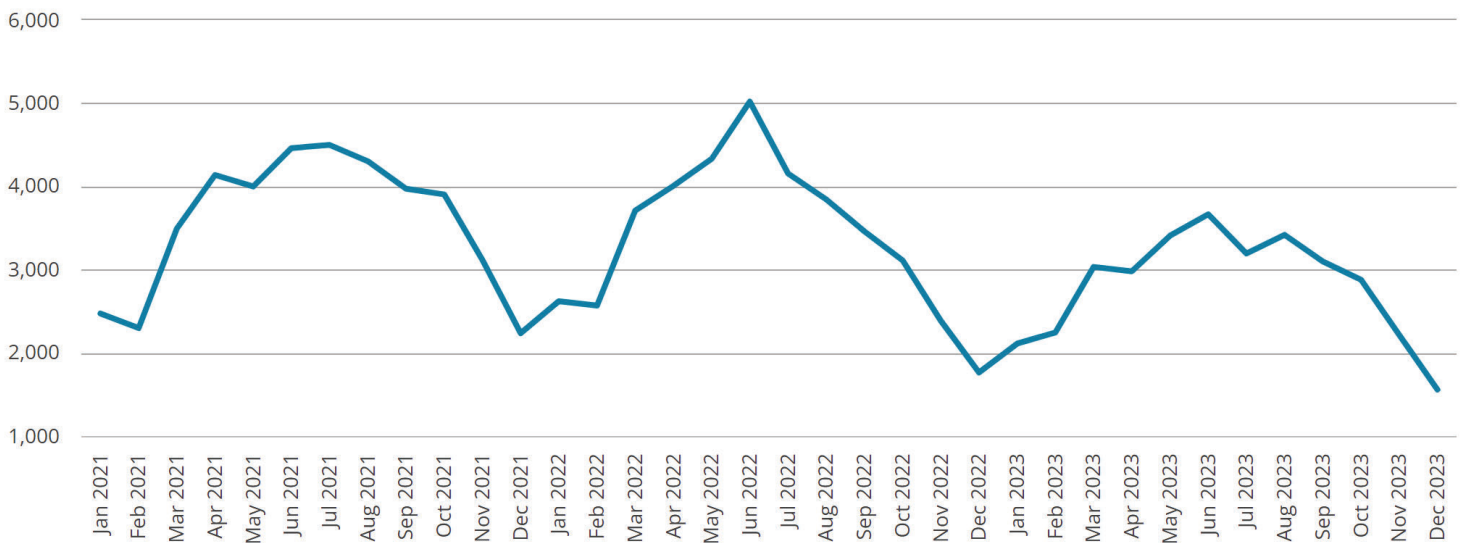


New Listings

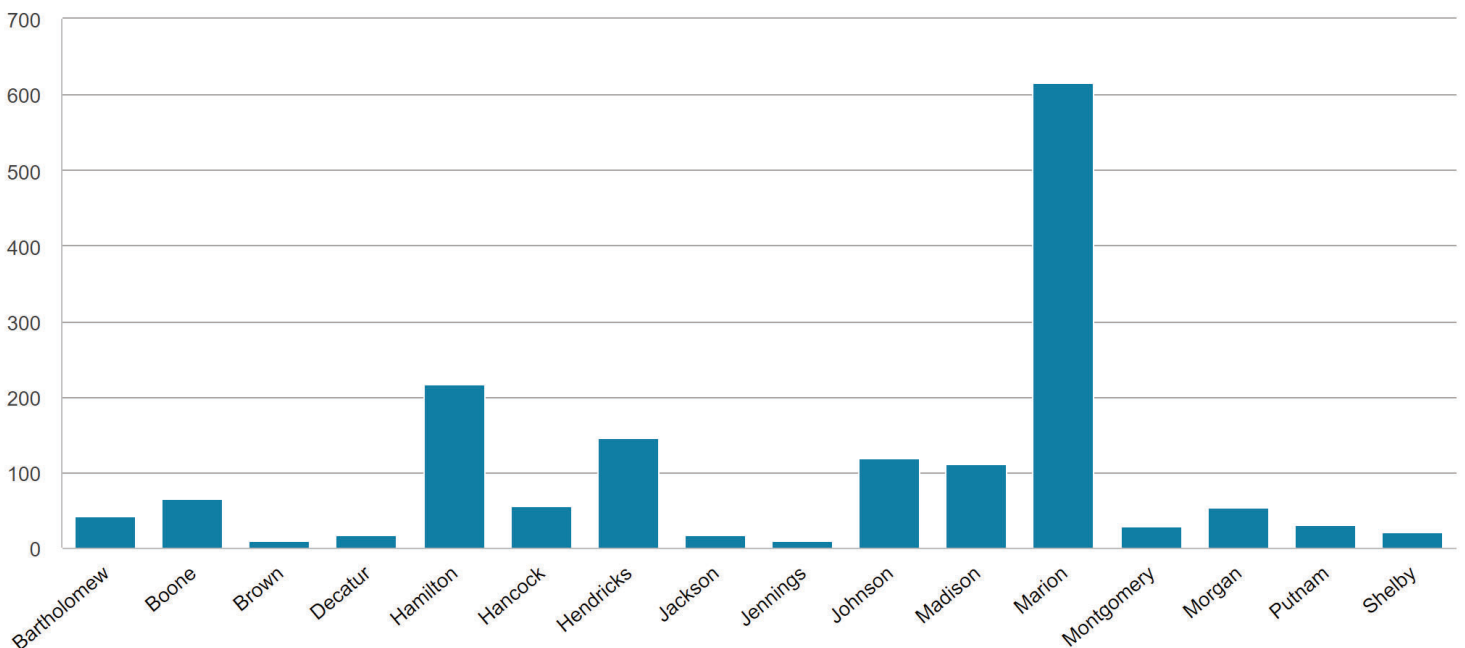
The number of properties listed regardless of current status.

December 2023	Month over Month Change	Year over Year Change	Year to Date Change
1,558	<div> <div></div> <div>-29.7%</div> </div>	<div> <div></div> <div>-11.7%</div> </div>	<div> <div></div> <div>-17.5%</div> </div>

Historical Activity



County Comparison

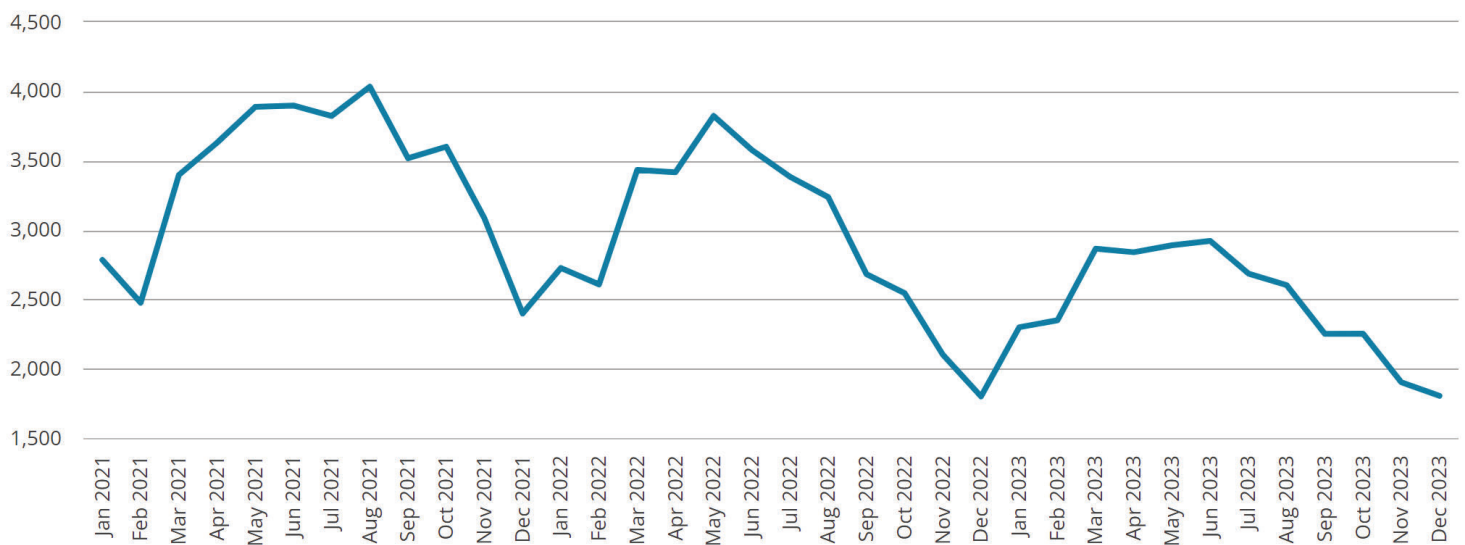


Pending Sales

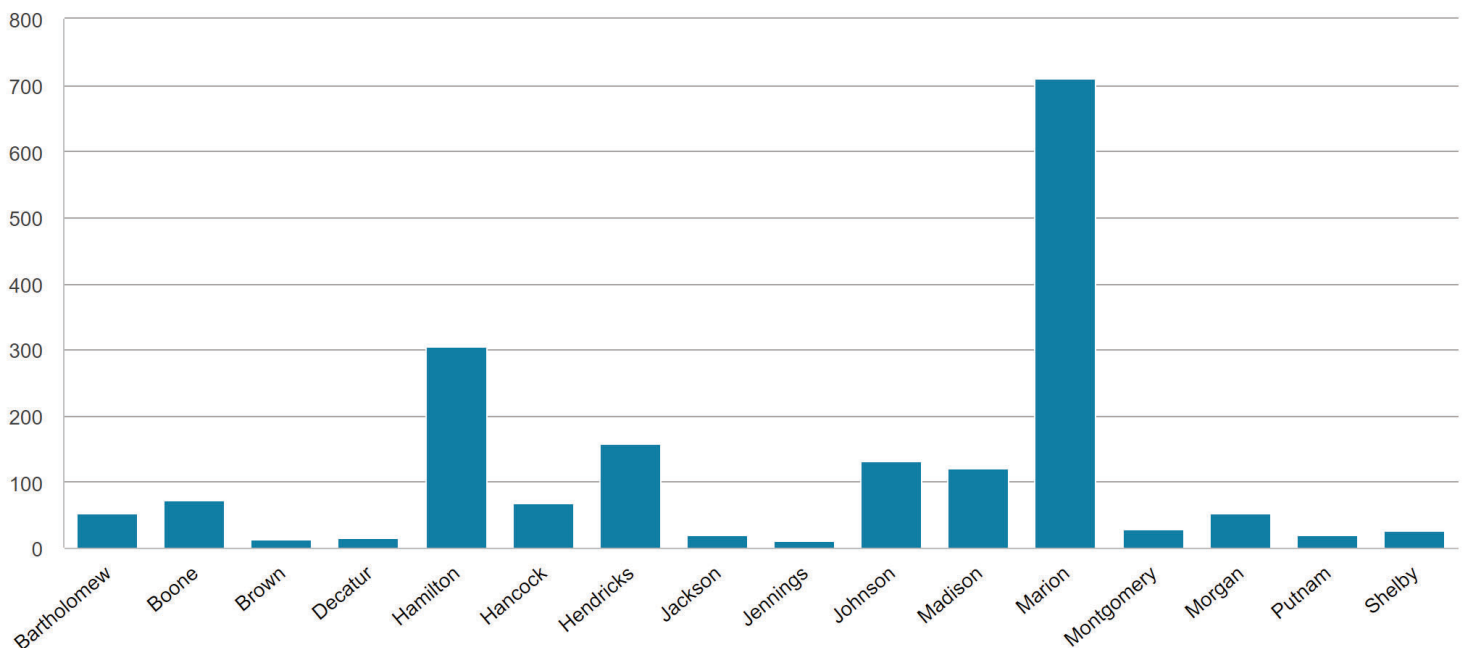
The number of properties newly under contract which are still pending or resulted in a closed sale, based on purchase contract date.

December 2023	Month over Month Change	Year over Year Change	Year to Date Change
1,804	⬇️ -5.2%	⬆️ 0.2%	⬇️ -16.0%

Historical Activity



County Comparison



Cumulative Days on Market

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

December 2023

Month over Month Change

Year over Year Change

Year to Date Change

31



40.9%

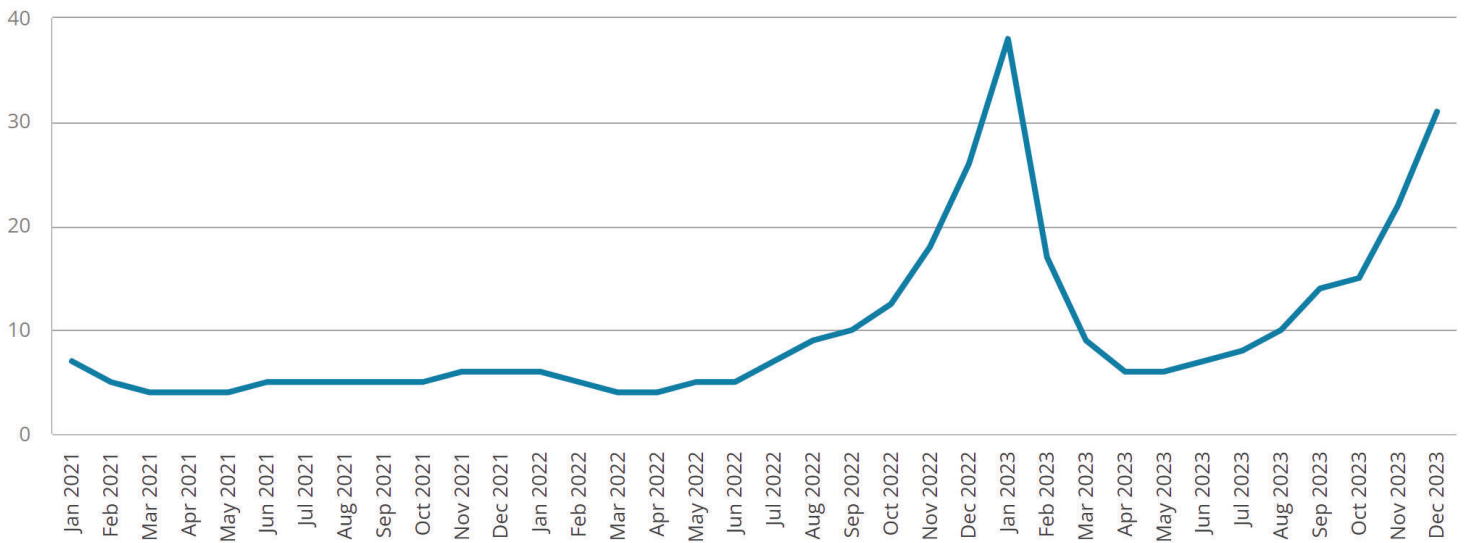


19.2%

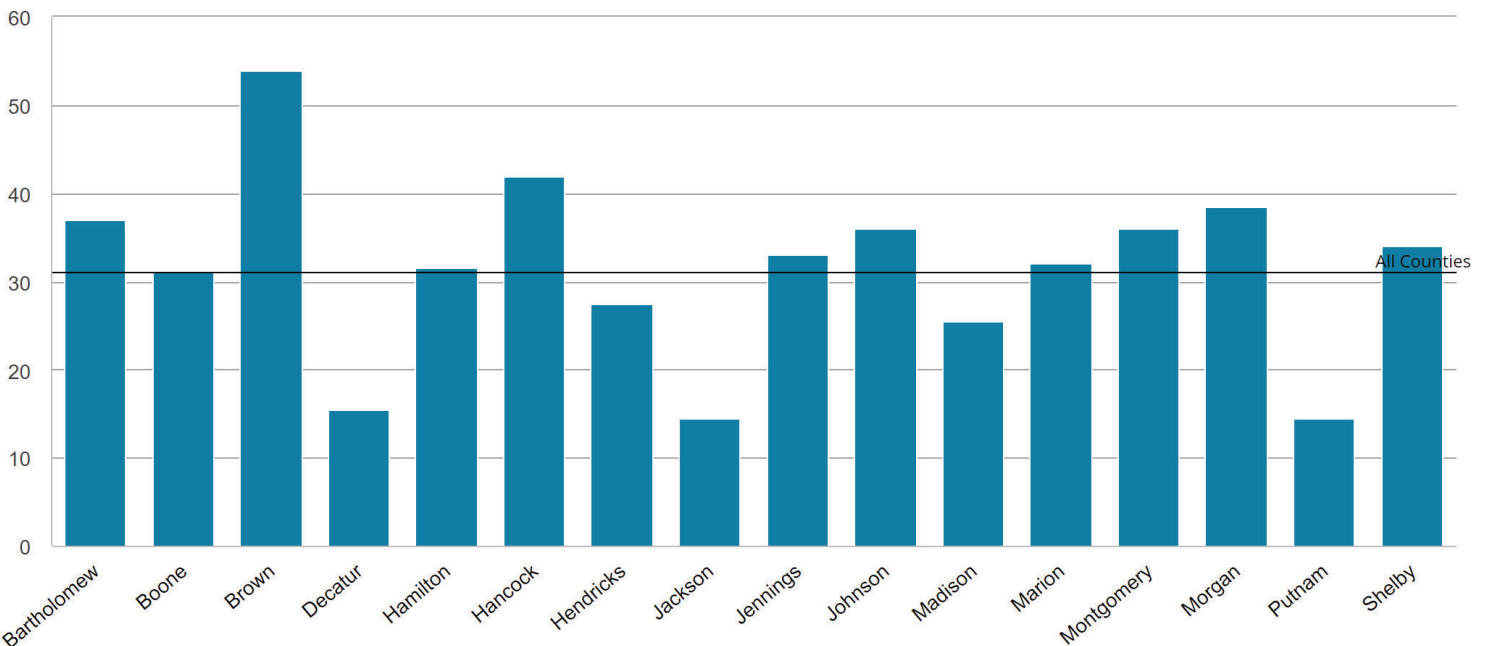


100.0%

Historical Activity



County Comparison



Average Days on Market

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

December 2023

Month over Month Change

Year over Year Change

Year to Date Change

54



33.6%

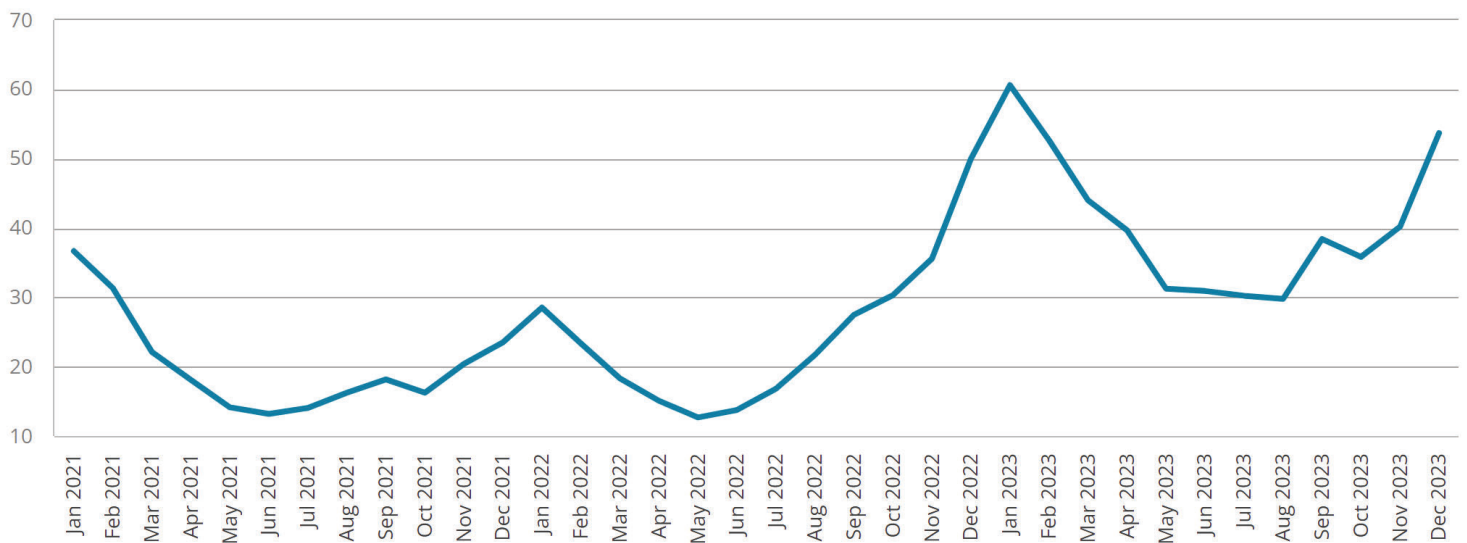


7.4%

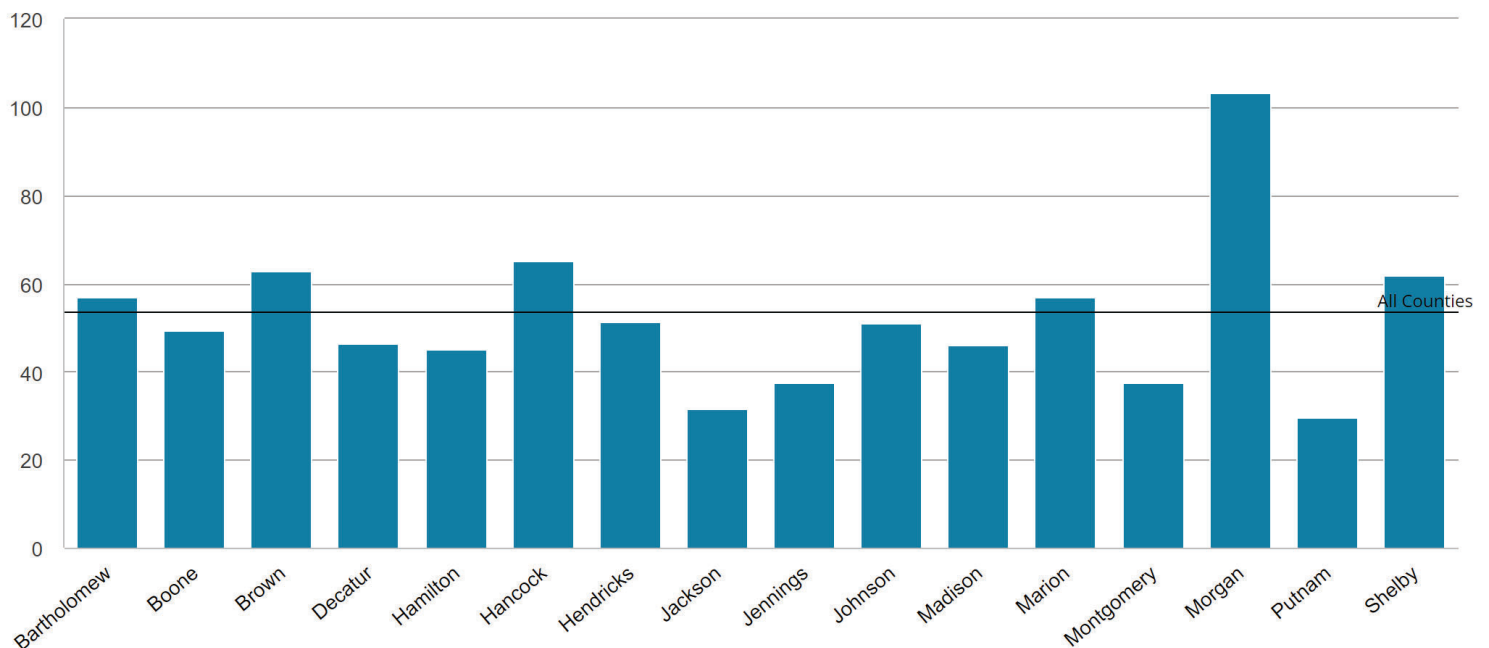


77.7%

Historical Activity



County Comparison

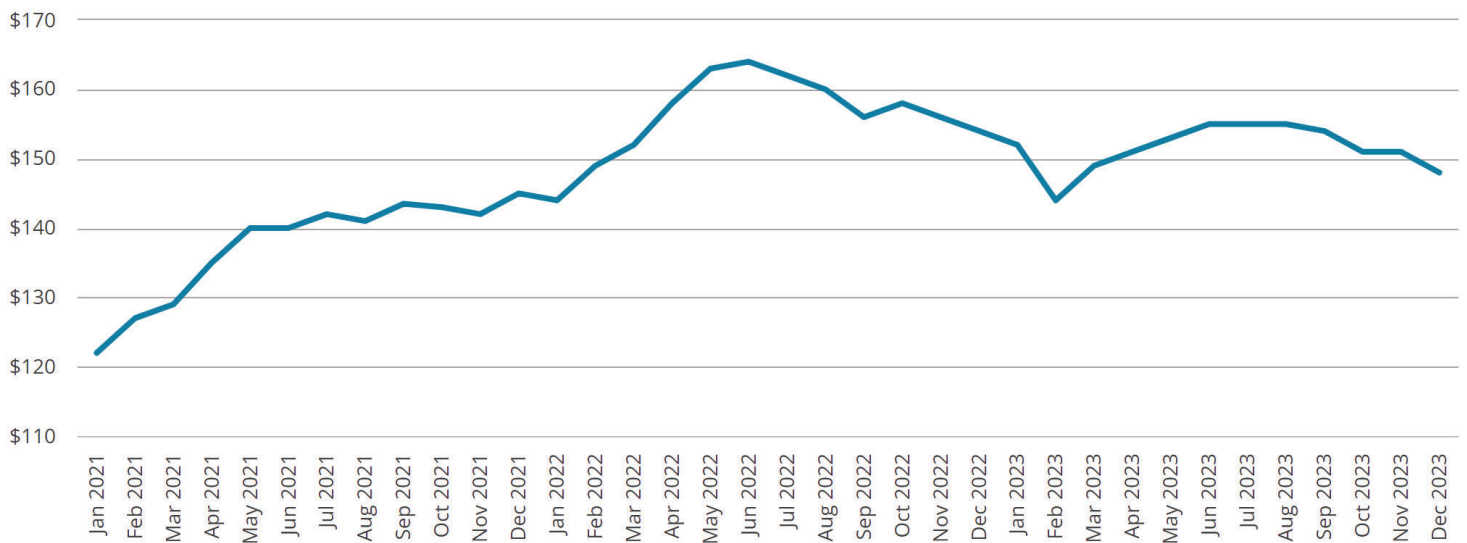


Price per Square Foot

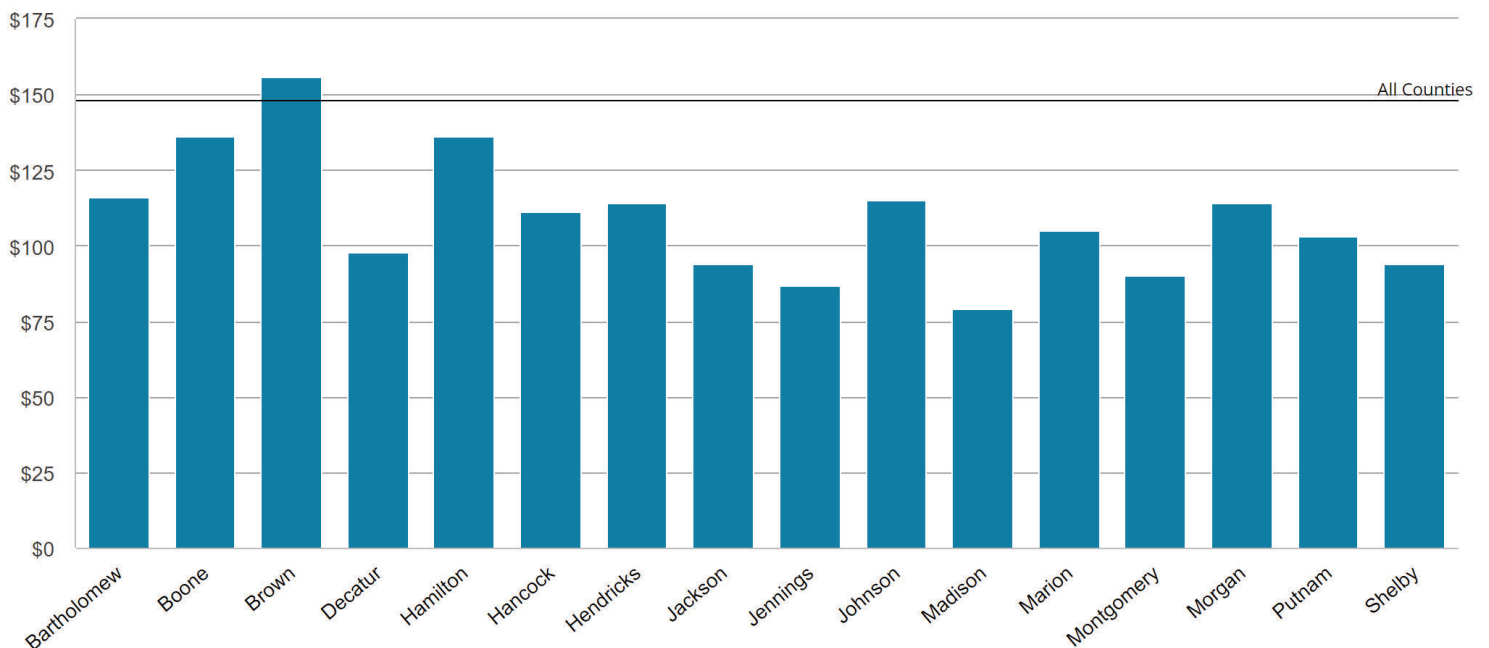
The mid-point (median) of the price per square foot of all closed listings. PPSF is calculated by dividing the sales price by the square footage of a property.

December 2023	Month over Month Change	Year over Year Change	Year to Date Change
\$148	⬇️ -2.0%	⬇️ -3.9%	⬇️ -3.2%

Historical Activity



County Comparison

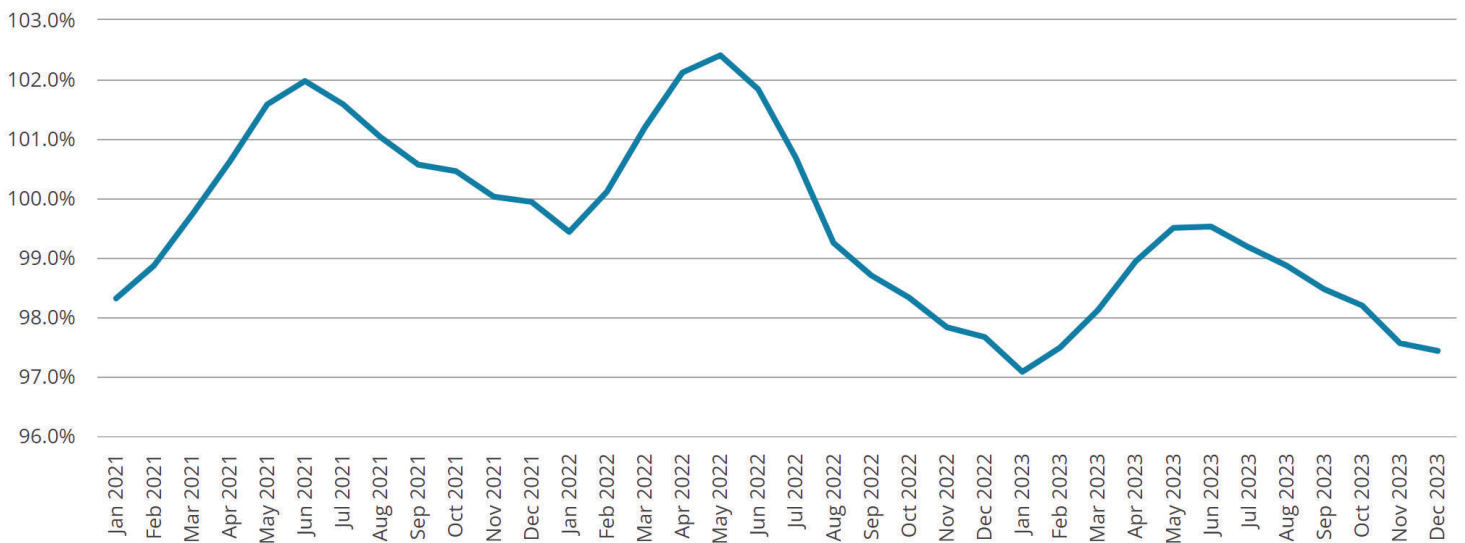


Percent of List Received

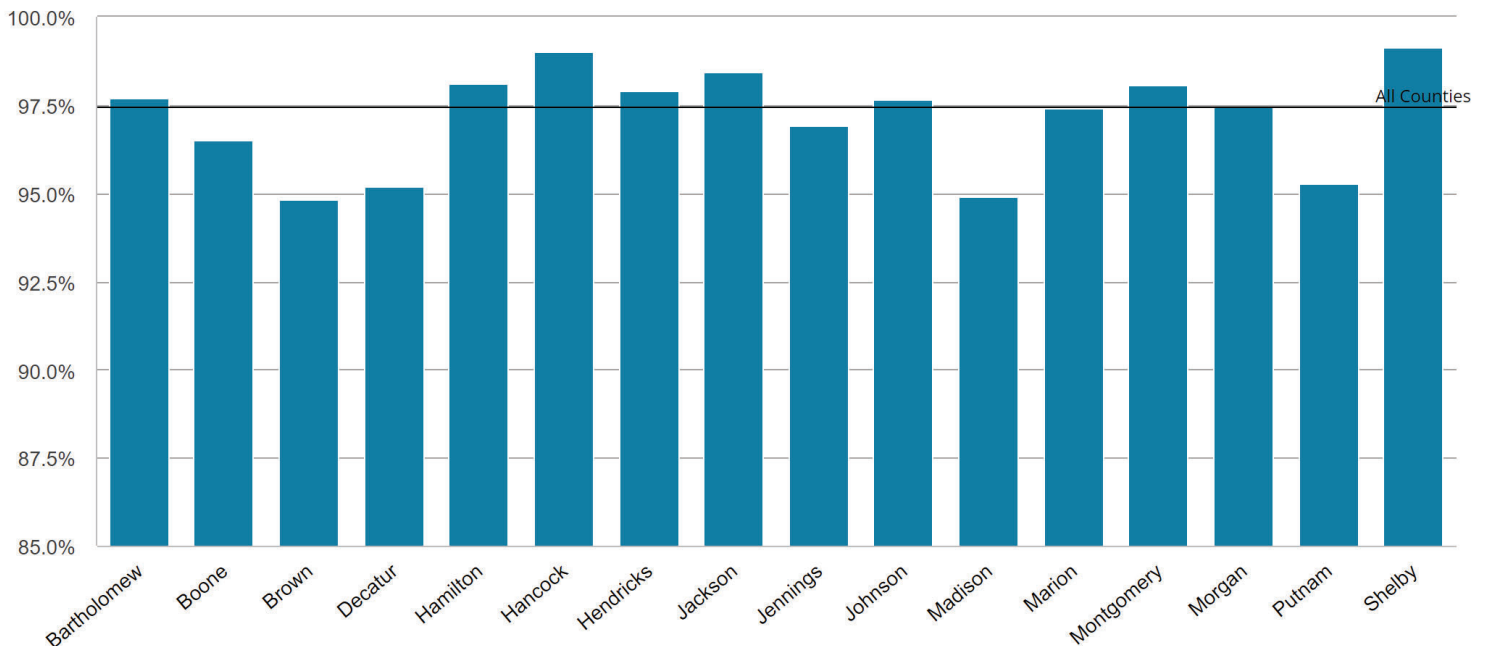
The average of the sales price divided by the final list price expressed as a percentage.

December 2023	Month over Month Change	Year over Year Change	Year to Date Change
97.4%	⌵ -0.1%	⌵ -0.2%	⌵ -1.6%

Historical Activity



County Comparison

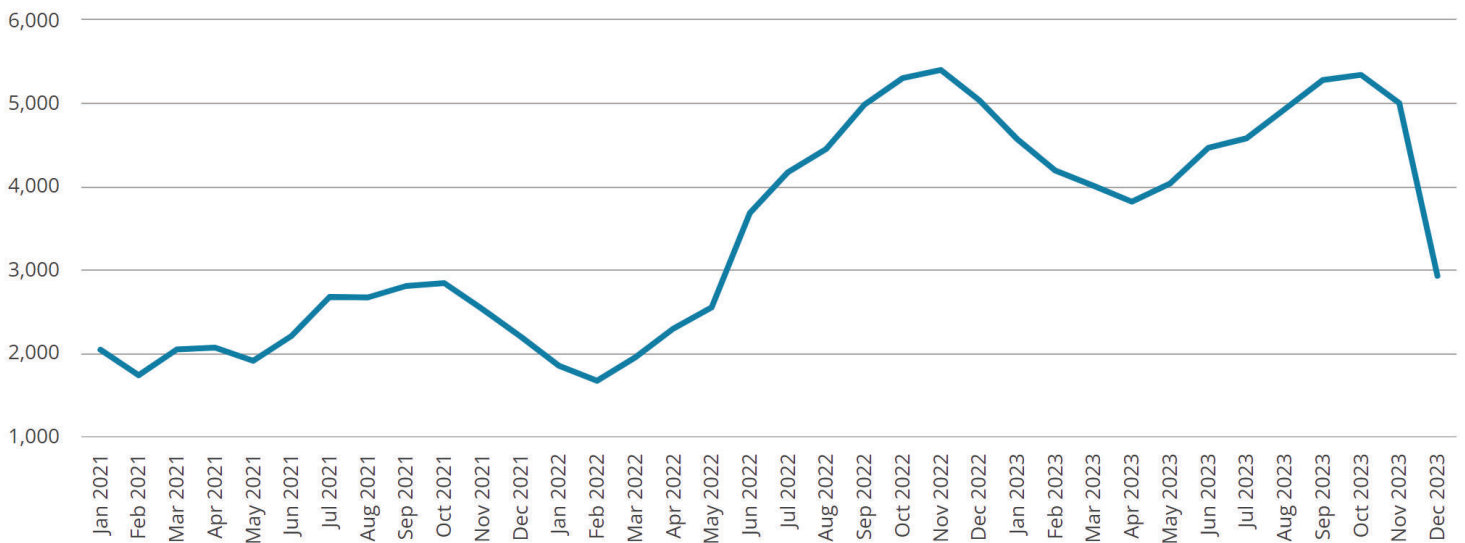


Active Inventory

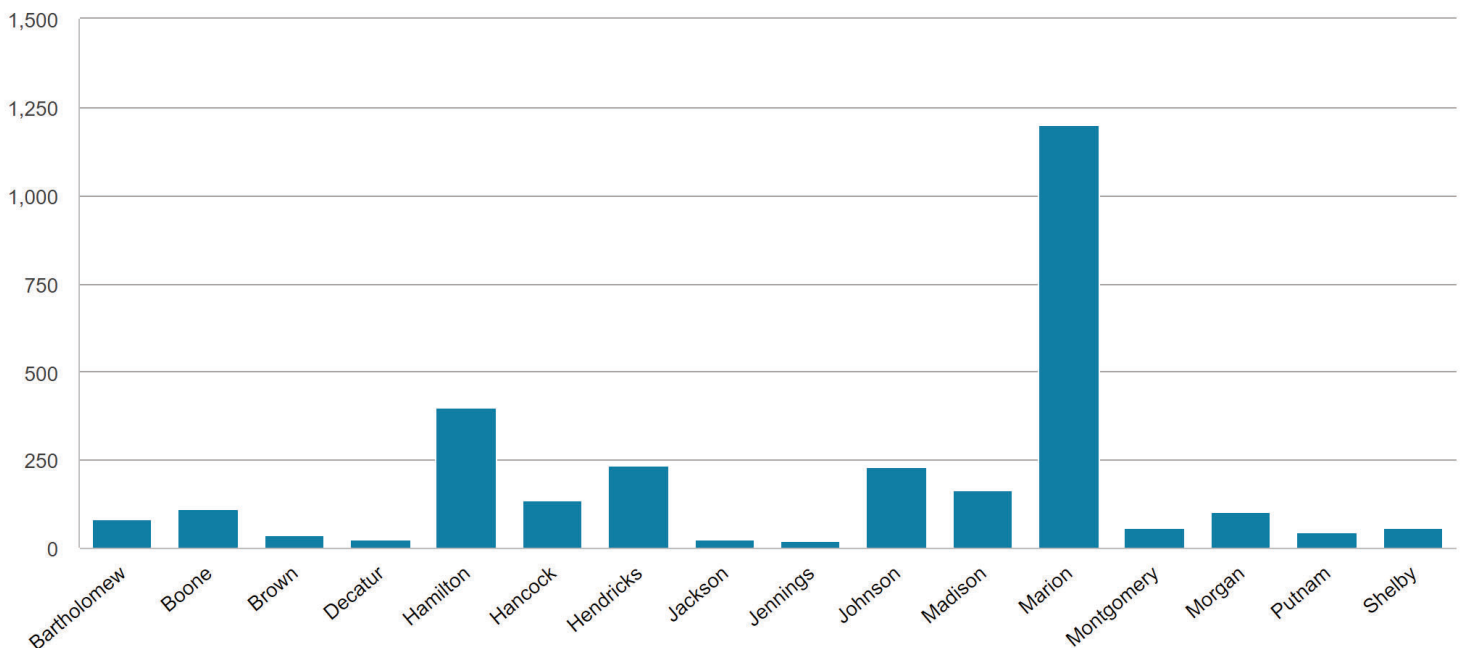
The number of properties available for sale at the end of the month, based on the list date, contract date and close date.

December 2023	Month over Month Change	Year over Year Change	Year to Date Change
2,926	<div> <div></div> <div>-41.5%</div> </div>	<div> <div></div> <div>-41.9%</div> </div>	—

Historical Activity



County Comparison

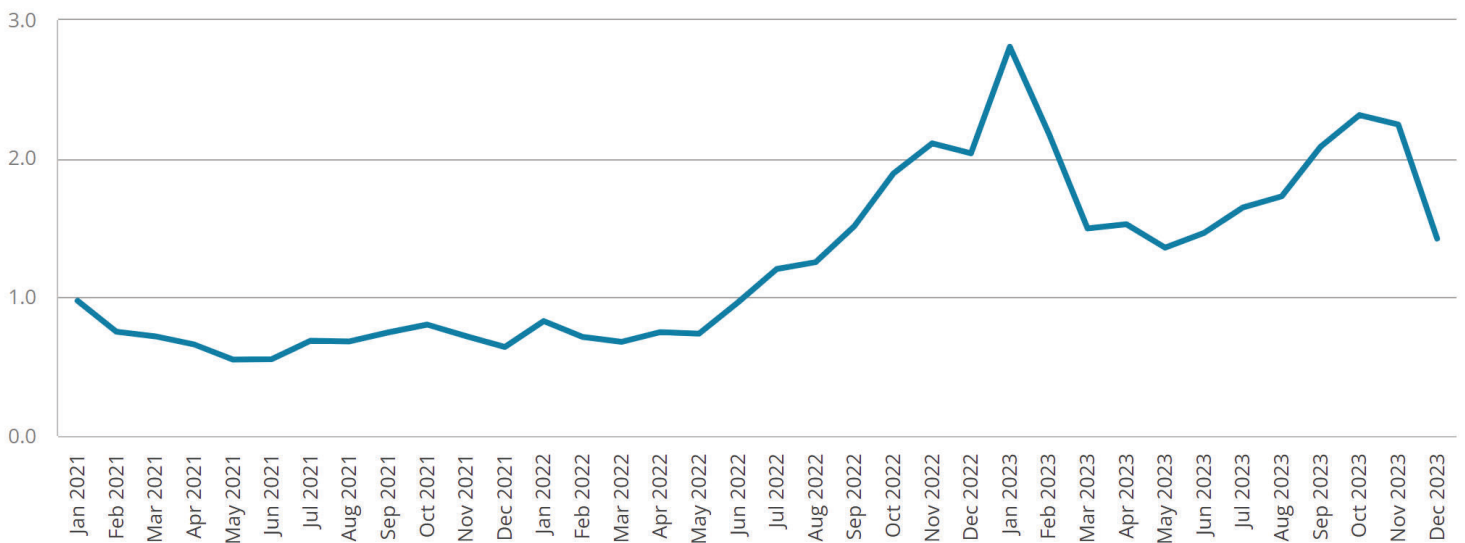


Months Supply of Inventory

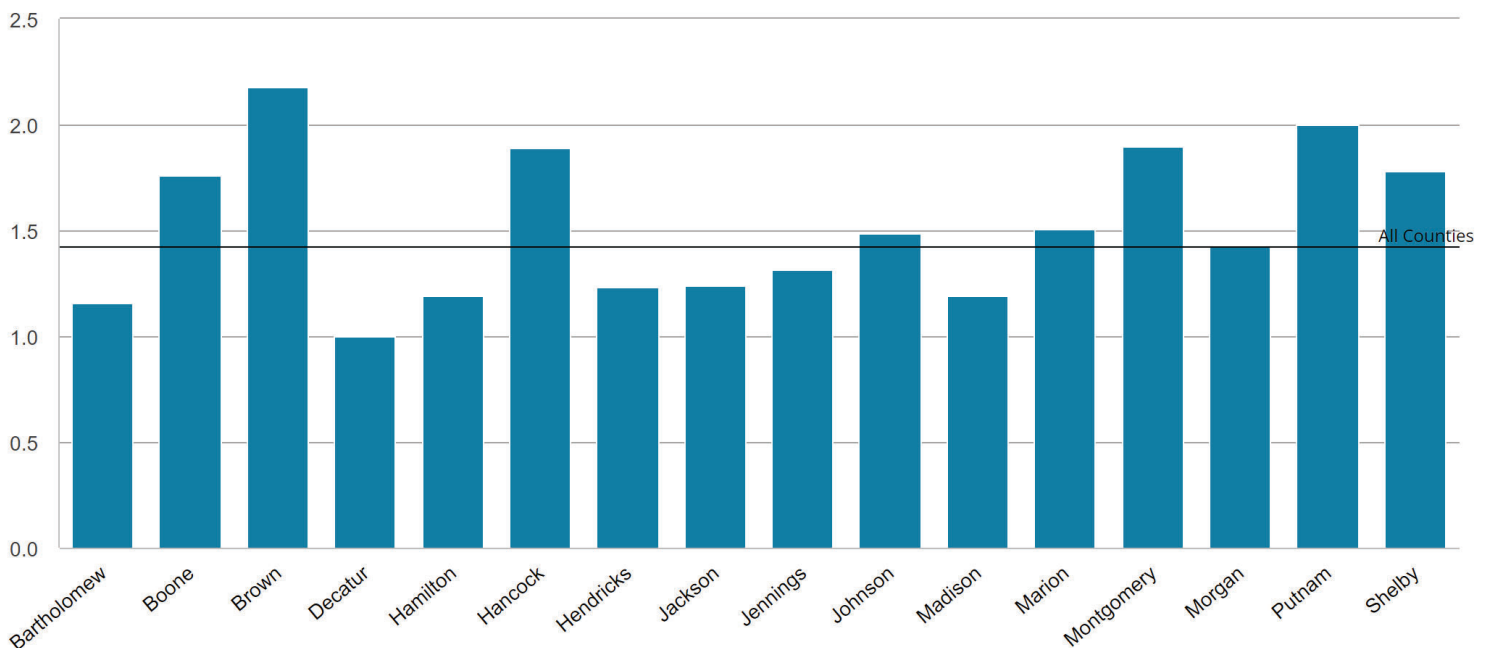
The number of months it would take to sell through the available inventory at the current monthly sales rate. NAR defines a balanced market as between 5 & 7 months of inventory.

December 2023	Month over Month Change	Year over Year Change	Year to Date Change
1.4	<div> ⬇ </div> -36.6%	<div> ⬇ </div> -30.2%	—

Historical Activity



County Comparison

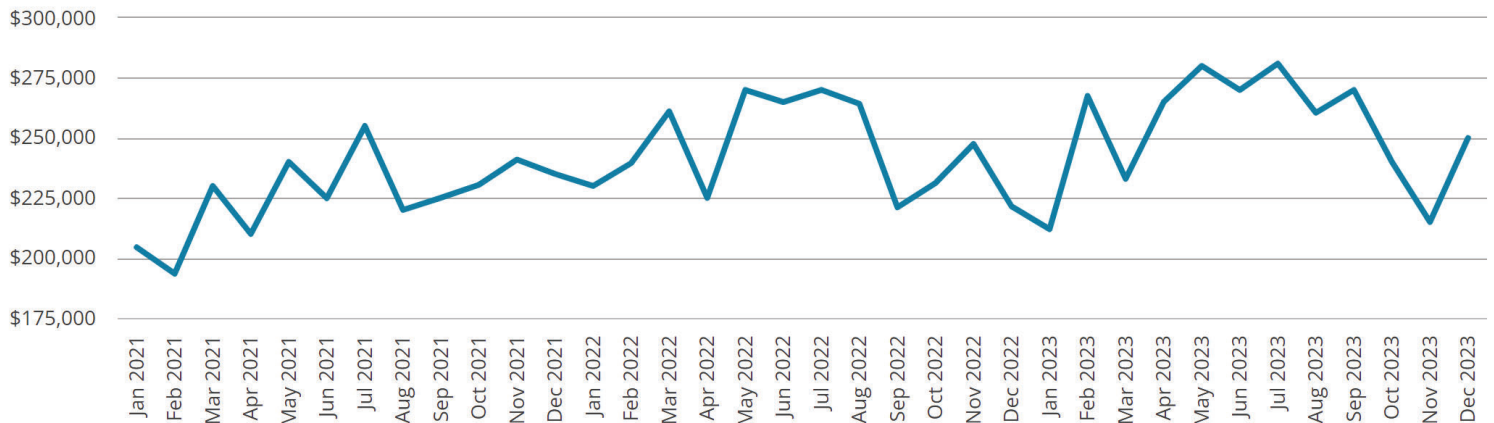


Bartholomew County

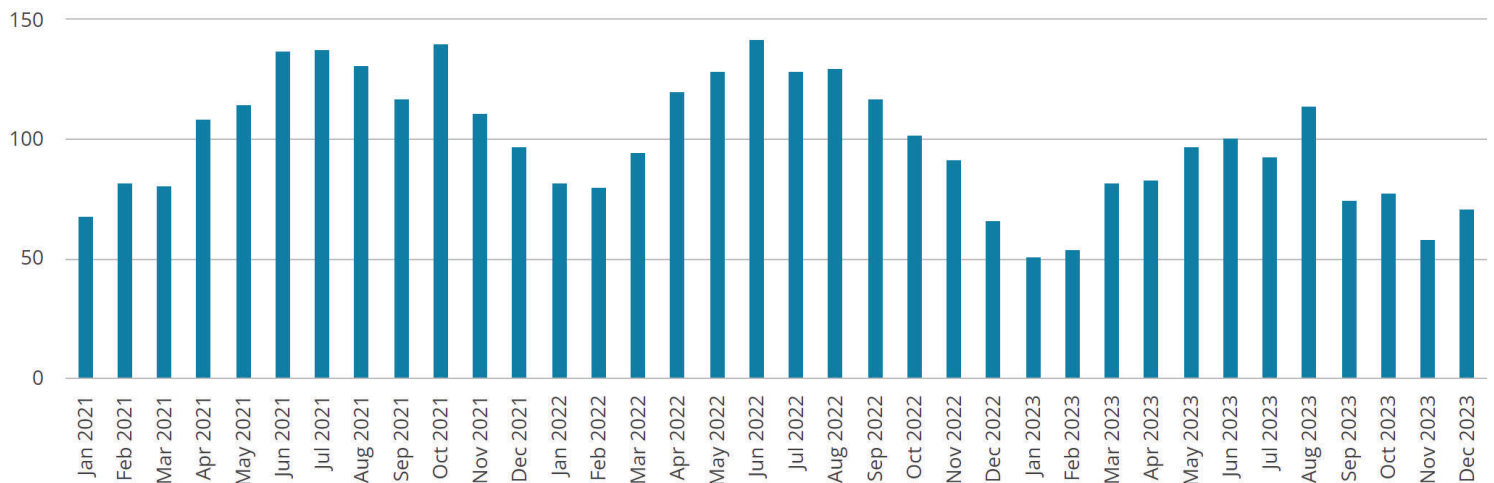
Data for Single Family Residence in Bartholomew County.

	Dec 2023	Nov 2023	MoM	Dec 2022	YoY	2023	2022	YTD
Median Sales Price	\$250,000	\$215,000	▲ 16.3%	\$221,500	▲ 12.9%	\$255,000	\$249,900	▲ 2.0%
Closed Sales	71	58	▲ 22.4%	66	▲ 7.6%	957	1,284	▼ -25.5%
New Listings	42	73	▼ -42.5%	34	▲ 23.5%	1,096	1,400	▼ -21.7%
Pending Sales	52	60	▼ -13.3%	56	▼ -7.1%	941	1,253	▼ -24.9%
Median Days on Market	37	16.5	▲ 124.2%	34	▲ 8.8%	9	6	▲ 50.0%
Average Days on Market	57	29	▲ 94.1%	47	▲ 20.6%	33	19	▲ 73.9%
Price per Square Foot	\$145	\$157	▼ -7.6%	\$156	▼ -7.1%	\$146	\$151	▼ -3.3%
% of List Price Received	97.7%	97.9%	▼ -0.2%	97.7%	▼ 0.0%	98.0%	99.3%	▼ -1.3%
Active Inventory	82	142	▼ -42.3%	111	▼ -26.1%	—	—	—
Months Supply of Inventory	1.2	2.4	▼ -52.8%	1.7	▼ -31.3%	—	—	—

Median Sales Price



Number of Closed Sales

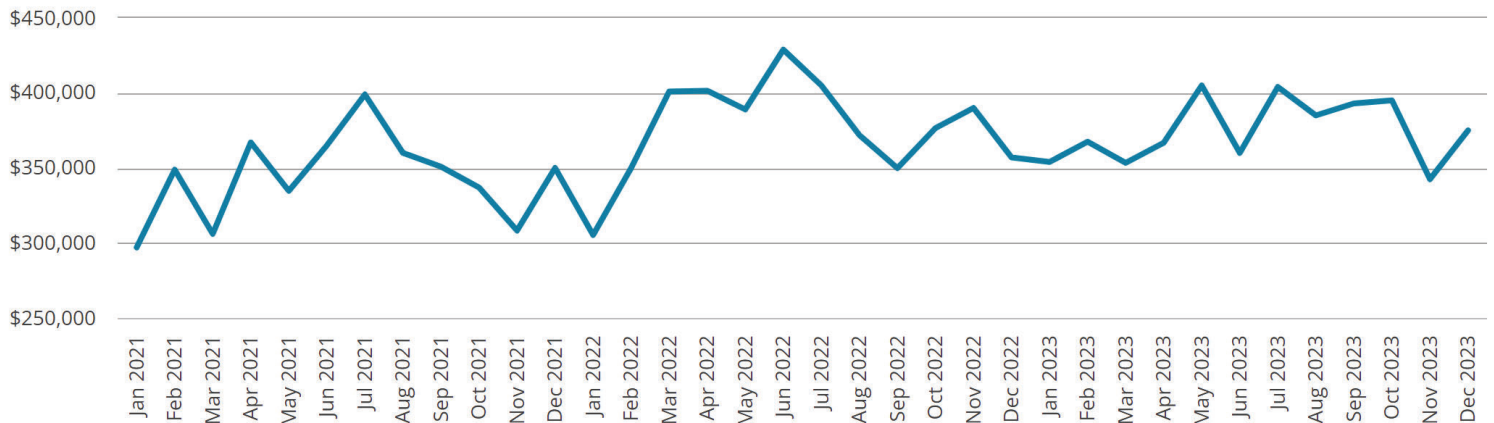


Boone County

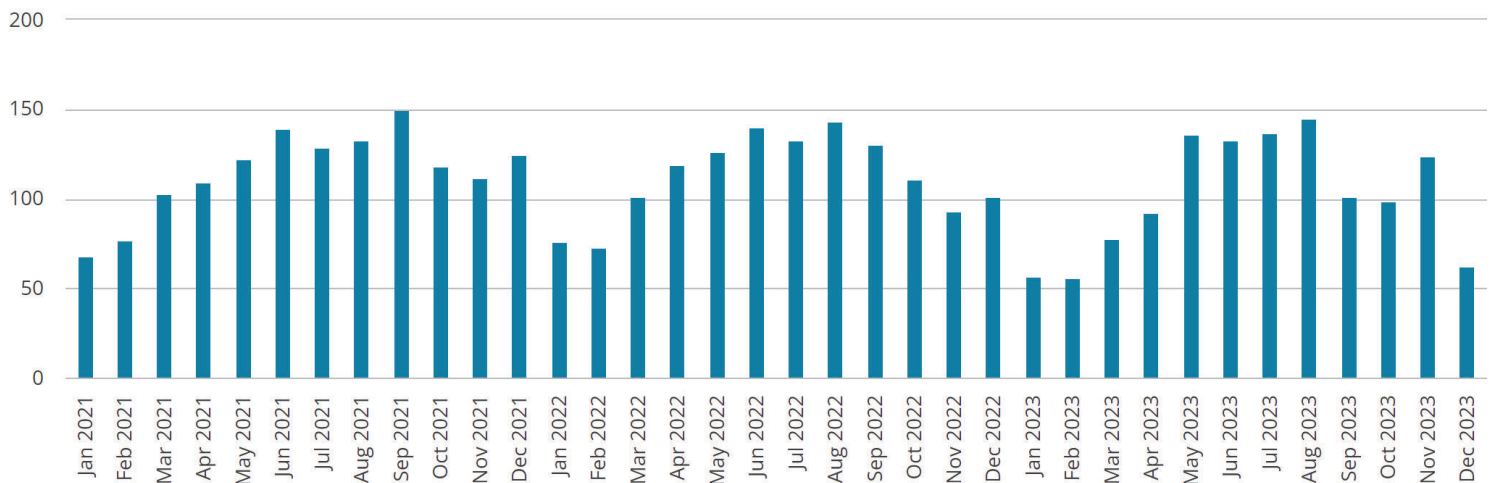
Data for Single Family Residence in Boone County.

	Dec 2023	Nov 2023	MoM	Dec 2022	YoY	2023	2022	YTD
Median Sales Price	\$375,000	\$342,495	▲ 9.5%	\$357,000	▲ 5.0%	\$379,990	\$376,000	▲ 1.1%
Closed Sales	62	124	▼ -50.0%	101	▼ -38.6%	1,220	1,346	▼ -9.4%
New Listings	66	89	▼ -25.8%	73	▼ -9.6%	1,322	1,534	▼ -13.8%
Pending Sales	72	60	▲ 20.0%	63	▲ 14.3%	1,208	1,299	▼ -7.0%
Median Days on Market	31	18.5	▲ 67.6%	24	▲ 29.2%	13	6	▲ 116.7%
Average Days on Market	49	48	▲ 1.8%	71	▼ -30.3%	50	25	▲ 97.9%
Price per Square Foot	\$165	\$168	▼ -1.8%	\$185	▼ -11.1%	\$166	\$178	▼ -6.7%
% of List Price Received	96.5%	98.6%	▼ -2.2%	98.6%	▼ -2.2%	98.8%	100.5%	▼ -1.7%
Active Inventory	109	168	▼ -35.1%	201	▼ -45.8%	—	—	—
Months Supply of Inventory	1.8	1.4	▲ 29.8%	2.0	▼ -11.7%	—	—	—

Median Sales Price



Number of Closed Sales

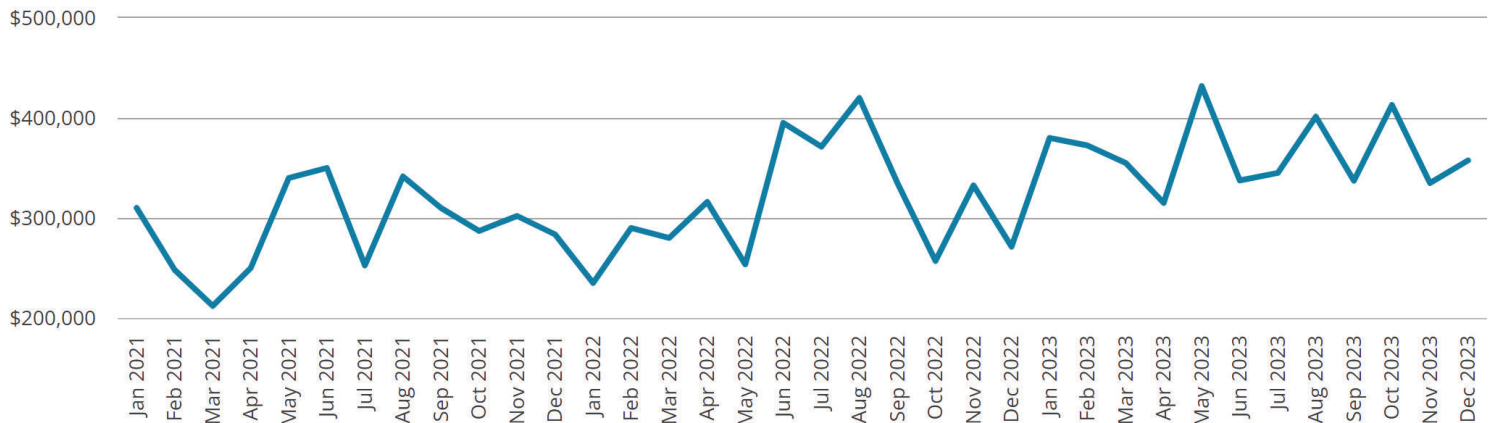


Brown County

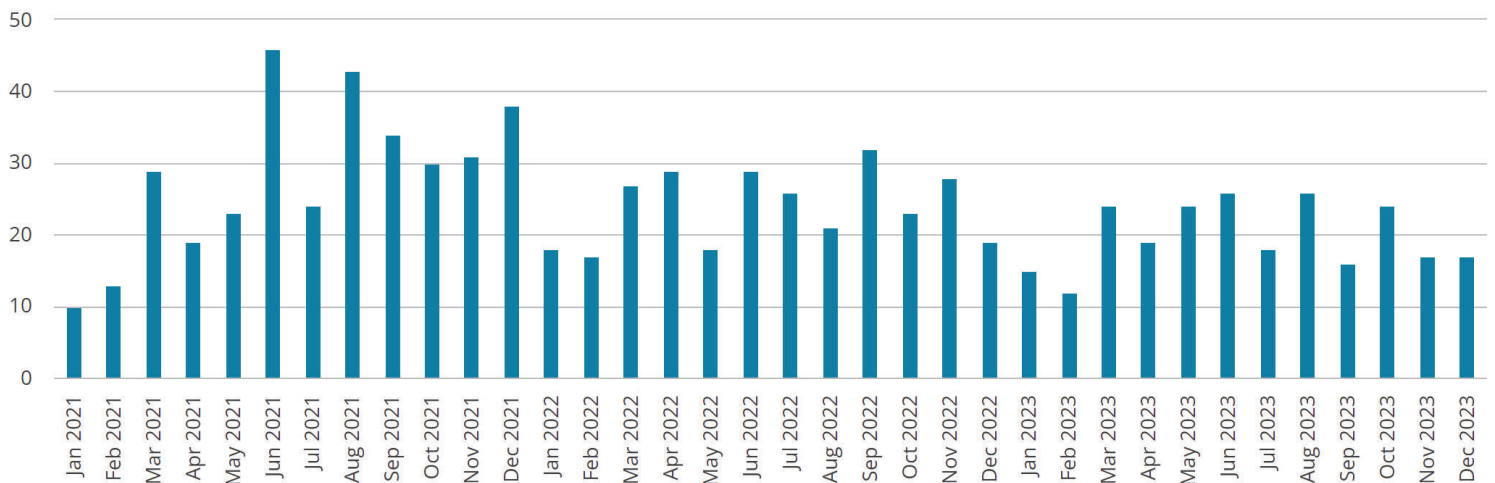
Data for Single Family Residence in Brown County.

	Dec 2023	Nov 2023	MoM	Dec 2022	YoY	2023	2022	YTD
Median Sales Price	\$357,500	\$334,900	▲ 6.7%	\$271,250	▲ 31.8%	\$366,500	\$319,000	▲ 14.9%
Closed Sales	17	17	▶ 0.0%	19	▼ -10.5%	238	287	▼ -17.1%
New Listings	9	25	▼ -64.0%	9	▶ 0.0%	316	349	▼ -9.5%
Pending Sales	13	20	▼ -35.0%	10	▲ 30.0%	242	278	▼ -12.9%
Median Days on Market	54	21	▲ 157.1%	24.5	▲ 120.4%	17	13	▲ 30.8%
Average Days on Market	63	48	▲ 31.5%	40	▲ 59.3%	60	39	▲ 54.4%
Price per Square Foot	\$199	\$205	▼ -2.9%	\$169	▲ 17.8%	\$207	\$215	▼ -3.5%
% of List Price Received	94.8%	94.8%	▲ 0.1%	95.0%	▼ -0.2%	96.0%	97.0%	▼ -1.1%
Active Inventory	37	73	▼ -49.3%	66	▼ -43.9%	—	—	—
Months Supply of Inventory	2.2	4.3	▼ -49.3%	3.5	▼ -37.3%	—	—	—

Median Sales Price



Number of Closed Sales

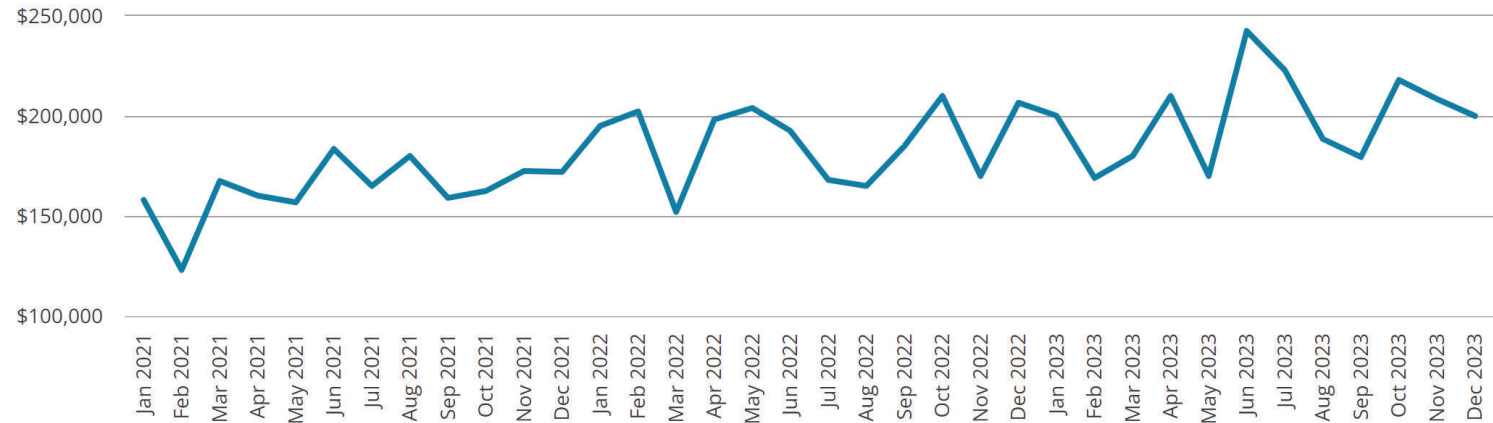


Decatur County

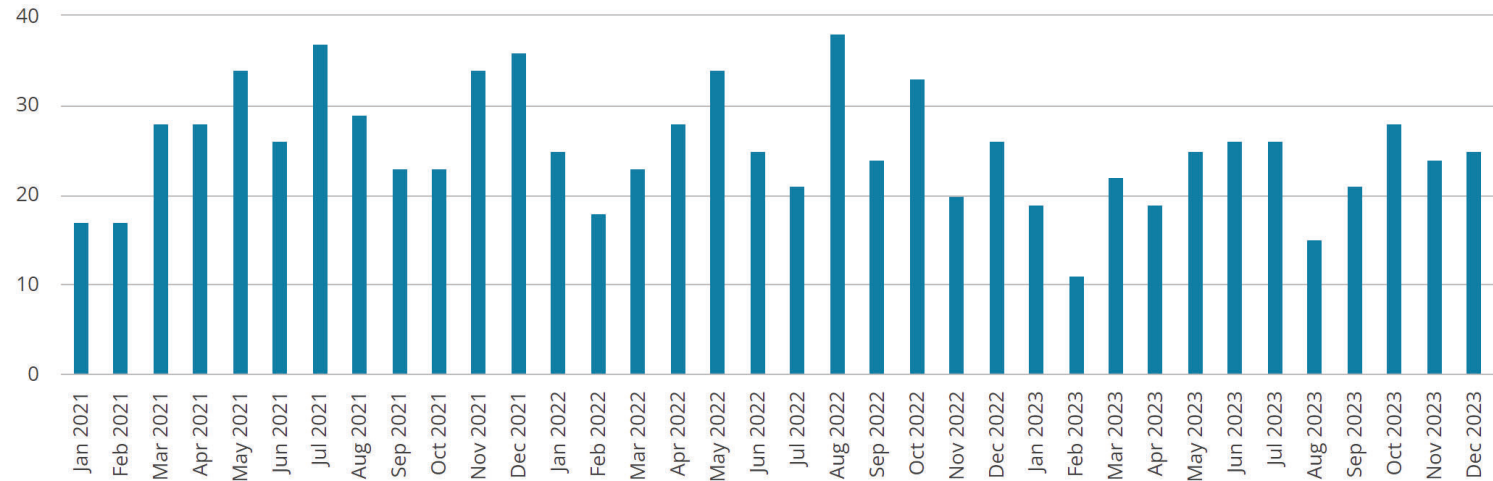
Data for Single Family Residence in Decatur County.

	Dec 2023	Nov 2023	MoM	Dec 2022	YoY	2023	2022	YTD
Median Sales Price	\$200,000	\$208,500	▼ -4.1%	\$206,625	▼ -3.2%	\$199,000	\$190,000	▲ 4.7%
Closed Sales	25	24	▲ 4.2%	26	▼ -3.8%	261	315	▼ -17.1%
New Listings	17	16	▲ 6.3%	22	▼ -22.7%	309	345	▼ -10.4%
Pending Sales	16	22	▼ -27.3%	23	▼ -30.4%	258	308	▼ -16.2%
Median Days on Market	15.5	19.5	▼ -20.5%	24.5	▼ -36.7%	15	15	▶ 0.0%
Average Days on Market	46	38	▲ 23.7%	50	▼ -6.7%	38	39	▼ -2.8%
Price per Square Foot	\$120	\$126	▼ -4.4%	\$118	▲ 1.7%	\$135	\$131	▲ 3.1%
% of List Price Received	95.2%	95.2%	▲ 0.0%	93.0%	▲ 2.4%	96.5%	96.6%	▼ -0.1%
Active Inventory	25	42	▼ -40.5%	44	▼ -43.2%	—	—	—
Months Supply of Inventory	1.0	1.7	▼ -42.9%	1.7	▼ -40.9%	—	—	—

Median Sales Price



Number of Closed Sales

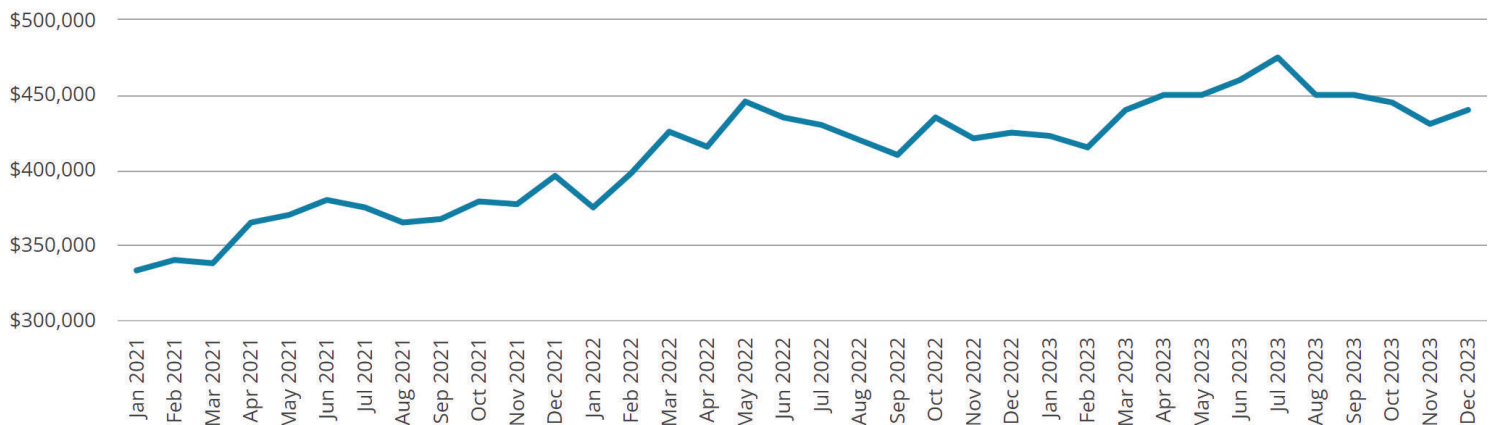


Hamilton County

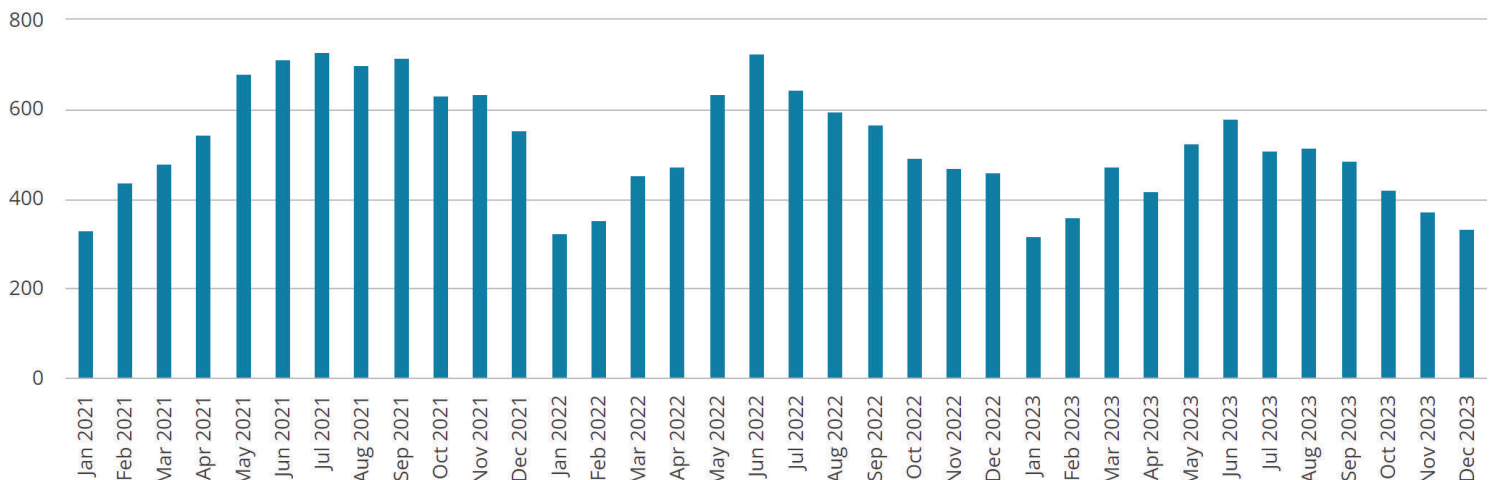
Data for Single Family Residence in Hamilton County.

	Dec 2023	Nov 2023	MoM	Dec 2022	YoY	2023	2022	YTD
Median Sales Price	\$439,995	\$430,667.5	▲ 2.2%	\$424,900	▲ 3.6%	\$447,885	\$421,212.5	▲ 6.3%
Closed Sales	335	372	▼ -9.9%	459	▼ -27.0%	5,311	6,192	▼ -14.2%
New Listings	216	363	▼ -40.5%	286	▼ -24.5%	5,628	6,918	▼ -18.6%
Pending Sales	299	296	▲ 1.0%	334	▼ -10.5%	5,135	6,086	▼ -15.6%
Median Days on Market	31.5	20	▲ 57.5%	23.5	▲ 34.0%	9	5	▲ 80.0%
Average Days on Market	45	39	▲ 14.8%	46	▼ -1.7%	33	19	▲ 74.6%
Price per Square Foot	\$170	\$175	▼ -2.9%	\$184	▼ -7.6%	\$173	\$187	▼ -7.5%
% of List Price Received	98.1%	98.3%	▼ -0.2%	98.6%	▼ -0.5%	99.4%	101.7%	▼ -2.2%
Active Inventory	399	665	▼ -40.0%	645	▼ -38.1%	—	—	—
Months Supply of Inventory	1.2	1.8	▼ -33.4%	1.4	▼ -15.2%	—	—	—

Median Sales Price



Number of Closed Sales

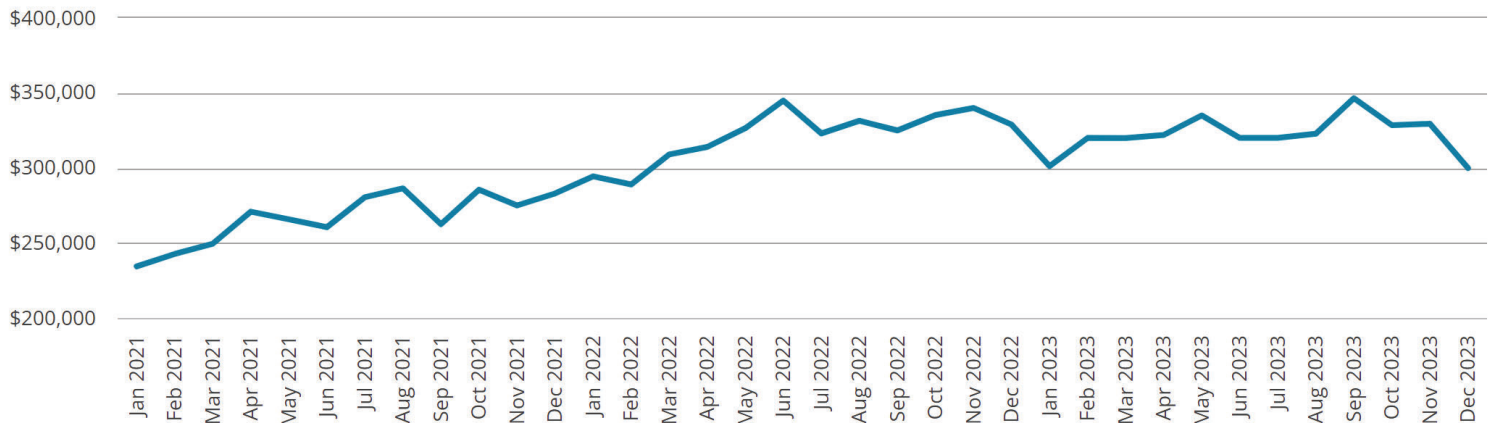


Hancock County

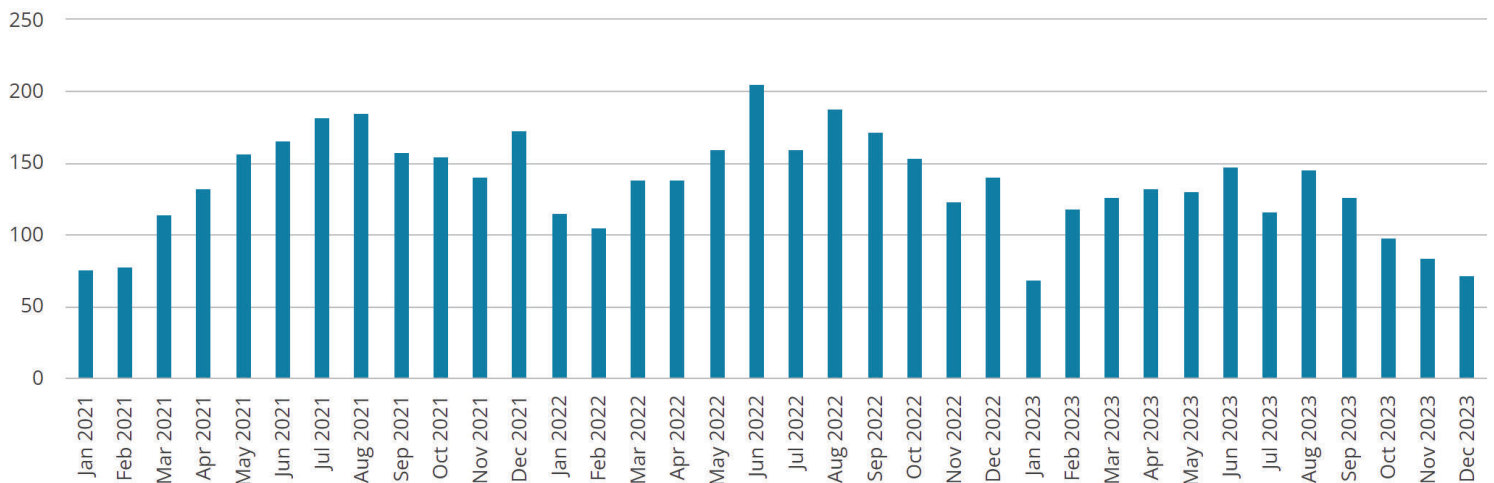
Data for Single Family Residence in Hancock County.

	Dec 2023	Nov 2023	MoM	Dec 2022	YoY	2023	2022	YTD
Median Sales Price	\$299,950	\$329,450	▼ -9.0%	\$328,900	▼ -8.8%	\$325,000	\$322,995	▲ 0.6%
Closed Sales	72	84	▼ -14.3%	141	▼ -48.9%	1,368	1,801	▼ -24.0%
New Listings	55	77	▼ -28.6%	73	▼ -24.7%	1,396	1,992	▼ -29.9%
Pending Sales	69	64	▲ 7.8%	83	▼ -16.9%	1,314	1,730	▼ -24.0%
Median Days on Market	42	17	▲ 147.1%	54	▼ -22.2%	19	6	▲ 216.7%
Average Days on Market	65	46	▲ 42.9%	88	▼ -26.4%	57	27	▲ 112.0%
Price per Square Foot	\$155	\$155	▶ 0.0%	\$159	▼ -2.5%	\$152	\$149	▲ 2.0%
% of List Price Received	99.0%	97.0%	▲ 2.1%	98.5%	▲ 0.5%	98.5%	100.0%	▼ -1.5%
Active Inventory	136	213	▼ -36.2%	285	▼ -52.3%	—	—	—
Months Supply of Inventory	1.9	2.5	▼ -25.5%	2.0	▼ -6.6%	—	—	—

Median Sales Price



Number of Closed Sales

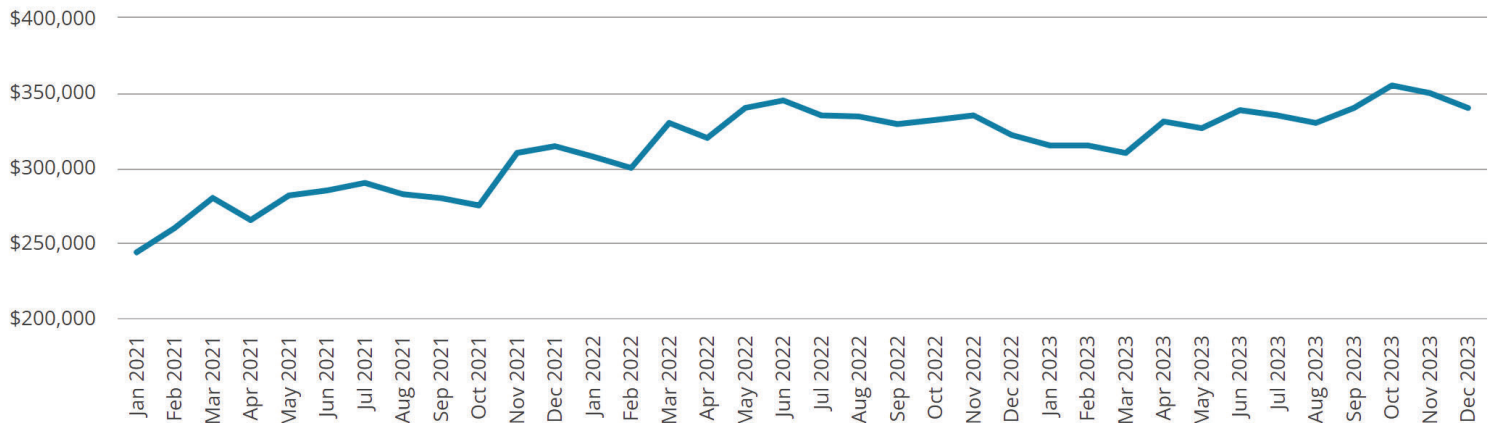


Hendricks County

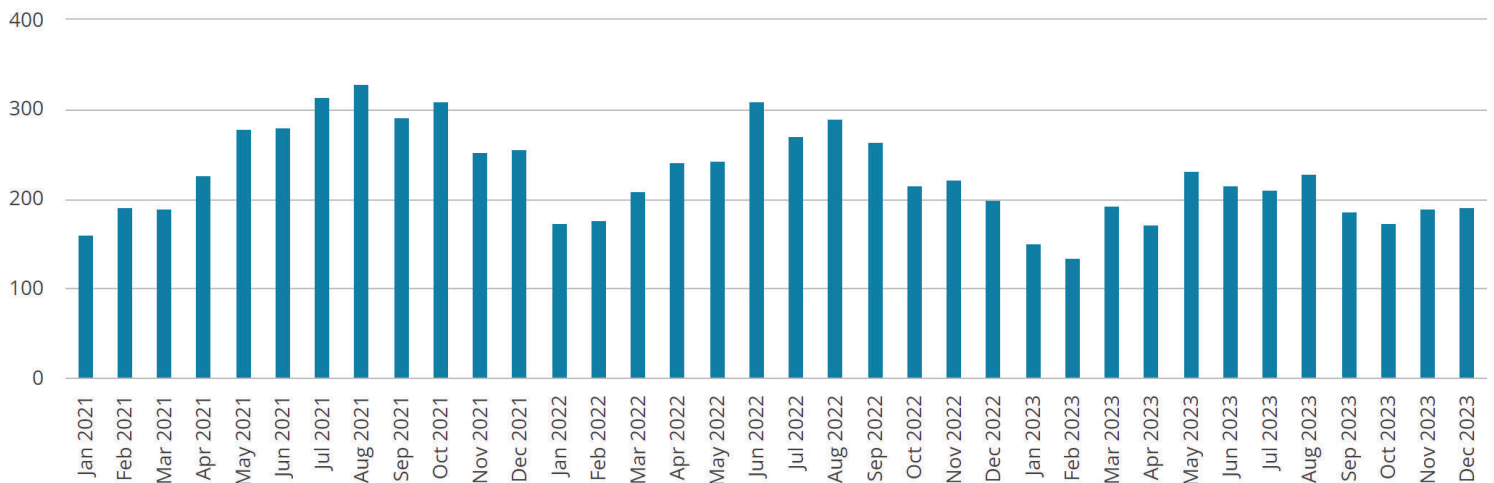
Data for Single Family Residence in Hendricks County.

	Dec 2023	Nov 2023	MoM	Dec 2022	YoY	2023	2022	YTD
Median Sales Price	\$340,000	\$349,900	▼ -2.8%	\$321,985	▲ 5.6%	\$331,869	\$329,000	▲ 0.9%
Closed Sales	191	189	▲ 1.1%	199	▼ -4.0%	2,278	2,811	▼ -19.0%
New Listings	145	176	▼ -17.6%	124	▲ 16.9%	2,557	3,044	▼ -16.0%
Pending Sales	157	171	▼ -8.2%	145	▲ 8.3%	2,241	2,744	▼ -18.3%
Median Days on Market	27.5	24.5	▲ 12.2%	26	▲ 5.8%	12	6	▲ 100.0%
Average Days on Market	51	43	▲ 19.9%	50	▲ 2.4%	37	23	▲ 62.4%
Price per Square Foot	\$153	\$158	▼ -3.2%	\$157	▼ -2.5%	\$158	\$161	▼ -1.9%
% of List Price Received	97.9%	98.7%	▼ -0.8%	98.2%	▼ -0.3%	98.9%	100.8%	▼ -1.9%
Active Inventory	235	365	▼ -35.6%	294	▼ -20.1%	—	—	—
Months Supply of Inventory	1.2	1.9	▼ -36.3%	1.5	▼ -16.7%	—	—	—

Median Sales Price



Number of Closed Sales



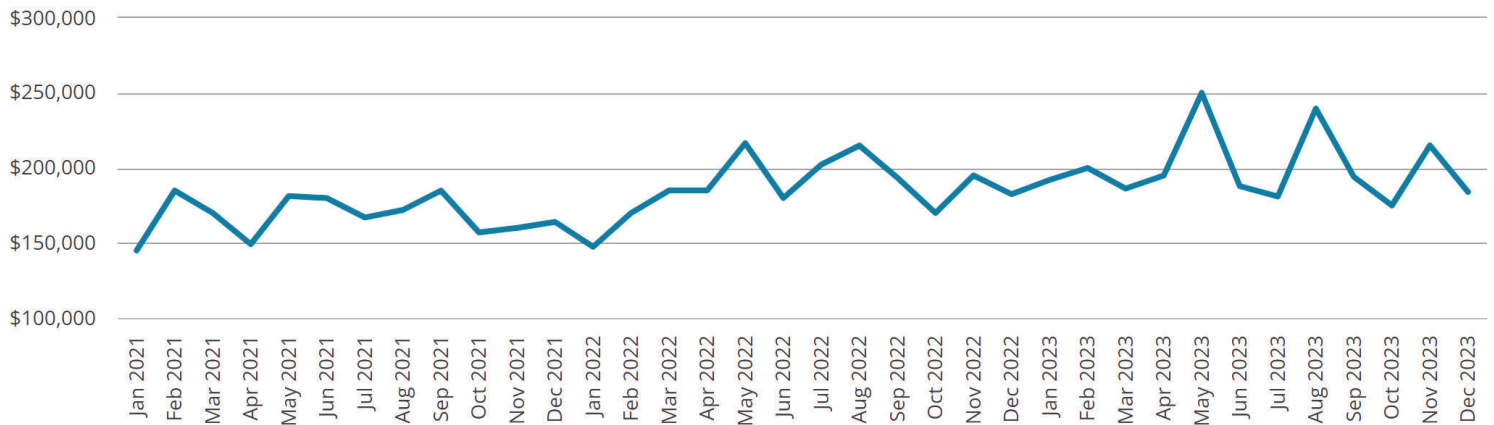
Jackson County

Data for Single Family Residence in Jackson County.

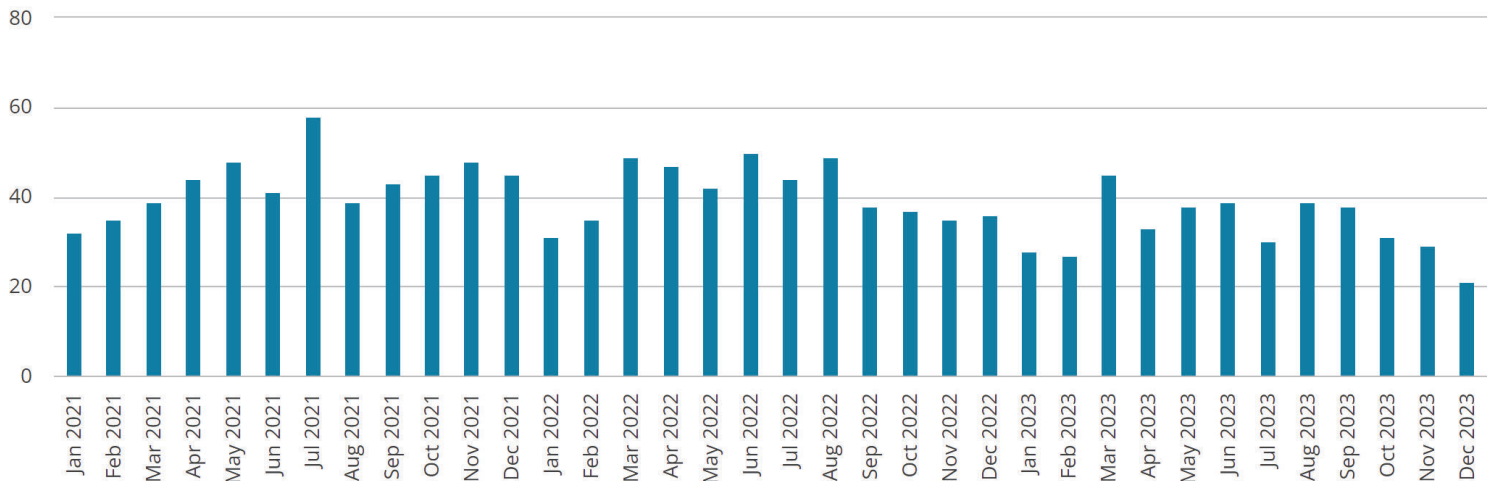


	Dec 2023	Nov 2023	MoM	Dec 2022	YoY	2023	2022	YTD
Median Sales Price	\$184,000	\$215,000	▼-14.4%	\$182,500	▲0.8%	\$199,950	\$189,000	▲5.8%
Closed Sales	21	29	▼-27.6%	36	▼-41.7%	398	493	▼-19.3%
New Listings	17	26	▼-34.6%	28	▼-39.3%	421	548	▼-23.2%
Pending Sales	19	20	▼-5.0%	26	▼-26.9%	395	483	▼-18.2%
Median Days on Market	14.5	19	▼-23.7%	55.5	▼-73.9%	9	8	▲12.5%
Average Days on Market	32	32	▼-1.1%	67	▼-53.1%	31	26	▲18.6%
Price per Square Foot	\$129	\$127	▲1.6%	\$128	▲1.2%	\$135	\$131	▲3.1%
% of List Price Received	98.4%	96.2%	▲2.4%	97.9%	▲0.5%	98.2%	98.0%	▲0.1%
Active Inventory	26	55	▼-52.7%	67	▼-61.2%	—	—	—
Months Supply of Inventory	1.2	1.9	▼-34.7%	1.9	▼-33.5%	—	—	—

Median Sales Price



Number of Closed Sales

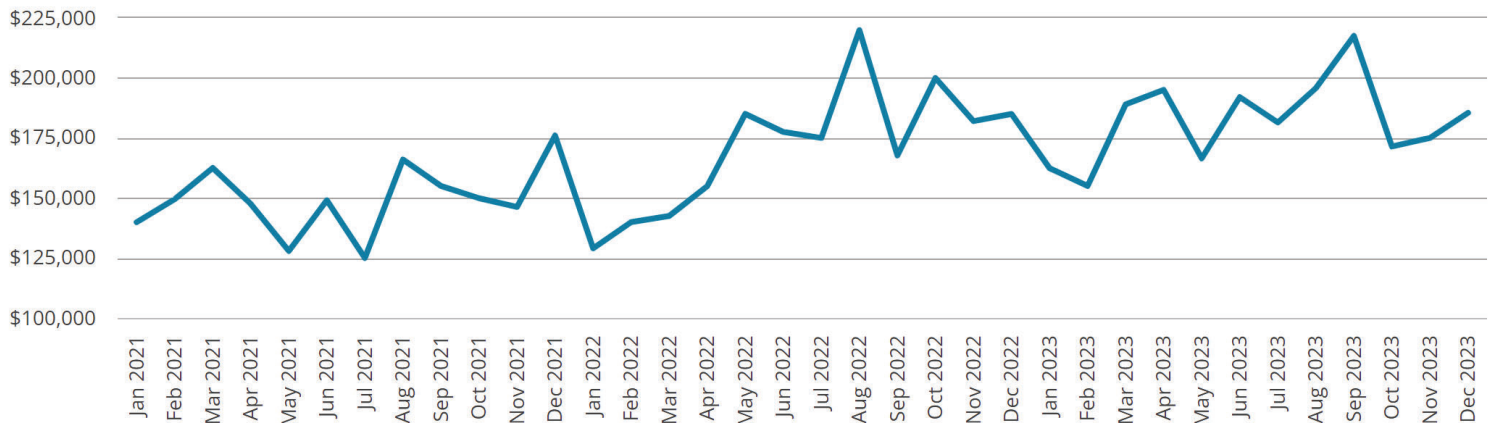


Jennings County

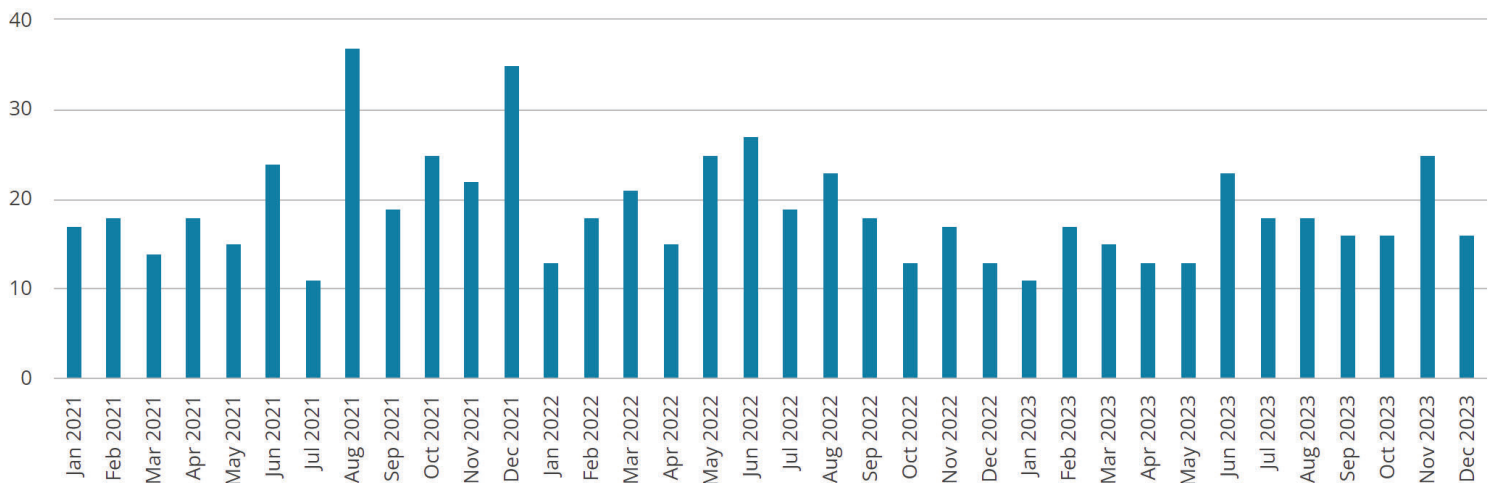
Data for Single Family Residence in Jennings County.

	Dec 2023	Nov 2023	MoM	Dec 2022	YoY	2023	2022	YTD
Median Sales Price	\$185,450	\$175,000	⬆ 6.0%	\$185,000	⬆ 0.2%	\$185,000	\$175,000	⬆ 5.7%
Closed Sales	16	25	⬆ -36.0%	13	⬆ 23.1%	201	222	⬆ -9.5%
New Listings	10	18	⬆ -44.4%	8	⬆ 25.0%	237	252	⬆ -6.0%
Pending Sales	10	19	⬆ -47.4%	13	⬆ -23.1%	198	222	⬆ -10.8%
Median Days on Market	33	21	⬆ 57.1%	20	⬆ 65.0%	8	10	⬆ -20.0%
Average Days on Market	37	33	⬆ 12.8%	45	⬆ -16.2%	32	32	⬆ -0.6%
Price per Square Foot	\$116	\$114	⬆ 1.8%	\$125	⬆ -7.2%	\$123	\$126	⬆ -2.4%
% of List Price Received	96.9%	95.6%	⬆ 1.4%	95.5%	⬆ 1.5%	96.9%	96.2%	⬆ 0.7%
Active Inventory	21	37	⬆ -43.2%	23	⬆ -8.7%	—	—	—
Months Supply of Inventory	1.3	1.5	⬆ -11.3%	1.8	⬆ -25.8%	—	—	—

Median Sales Price



Number of Closed Sales



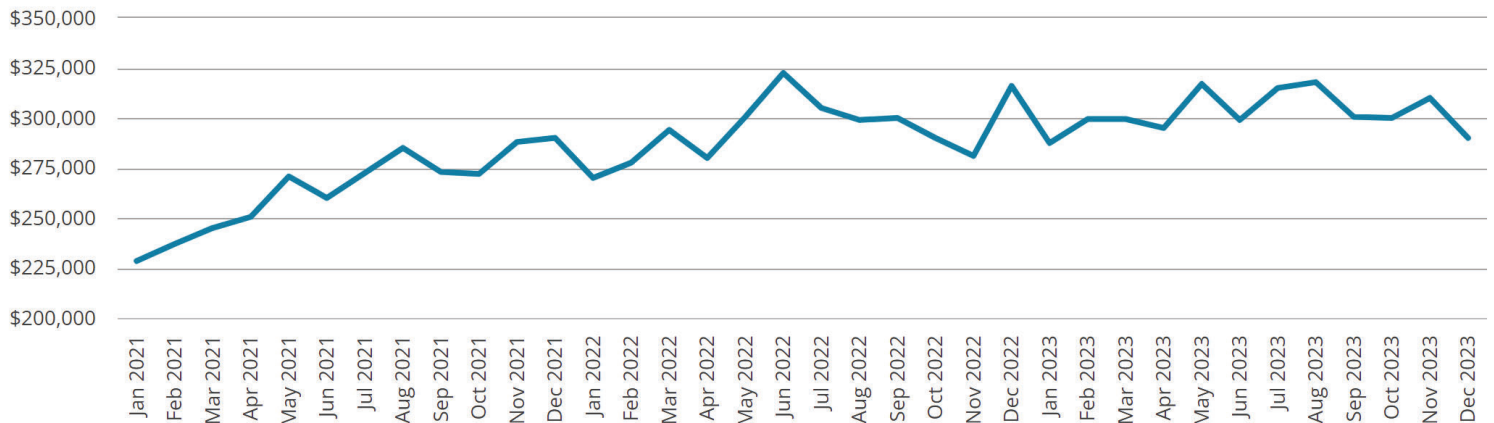
Johnson County

Data for Single Family Residence in Johnson County.

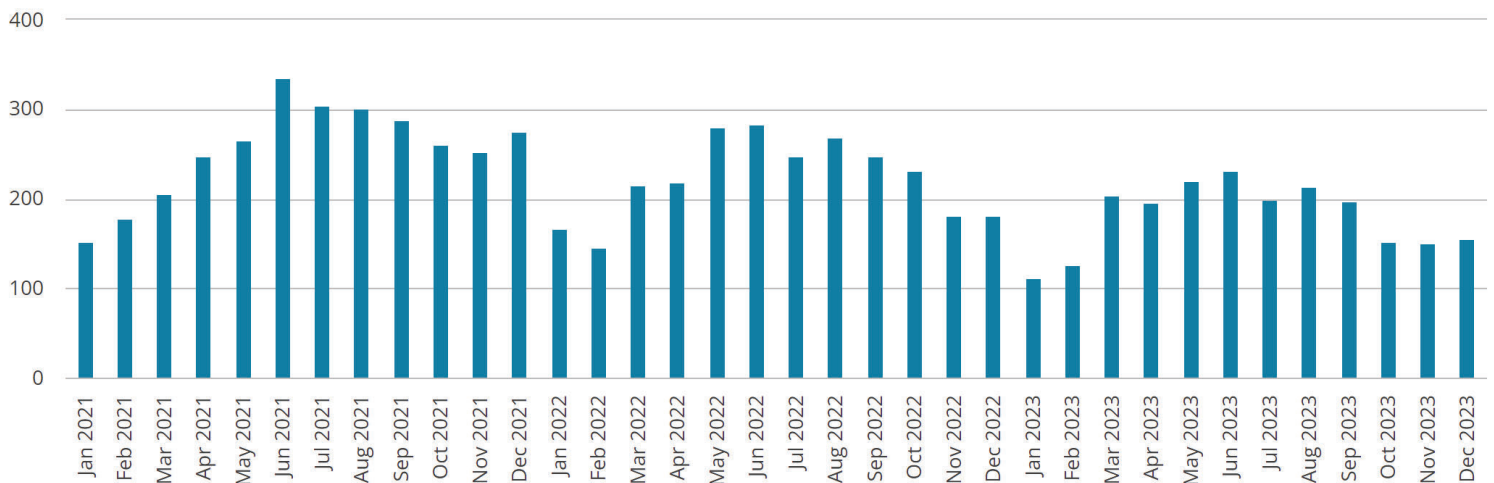


	Dec 2023	Nov 2023	MoM	Dec 2022	YoY	2023	2022	YTD
Median Sales Price	\$290,000	\$310,000	▼ -6.5%	\$316,000	▼ -8.2%	\$300,000	\$297,000	▲ 1.0%
Closed Sales	155	151	▲ 2.6%	182	▼ -14.8%	2,159	2,669	▼ -19.1%
New Listings	118	152	▼ -22.4%	117	▲ 0.9%	2,456	2,983	▼ -17.7%
Pending Sales	130	126	▲ 3.2%	137	▼ -5.1%	2,139	2,579	▼ -17.1%
Median Days on Market	36	31.5	▲ 14.3%	27	▲ 33.3%	14	6	▲ 133.3%
Average Days on Market	51	44	▲ 16.7%	59	▼ -14.4%	42	19	▲ 125.4%
Price per Square Foot	\$156	\$160	▼ -2.5%	\$153	▲ 2.0%	\$155	\$161	▼ -3.7%
% of List Price Received	97.7%	97.5%	▲ 0.1%	98.4%	▼ -0.7%	98.5%	100.6%	▼ -2.1%
Active Inventory	230	354	▼ -35.0%	346	▼ -33.5%	—	—	—
Months Supply of Inventory	1.5	2.3	▼ -36.7%	1.9	▼ -21.9%	—	—	—

Median Sales Price



Number of Closed Sales

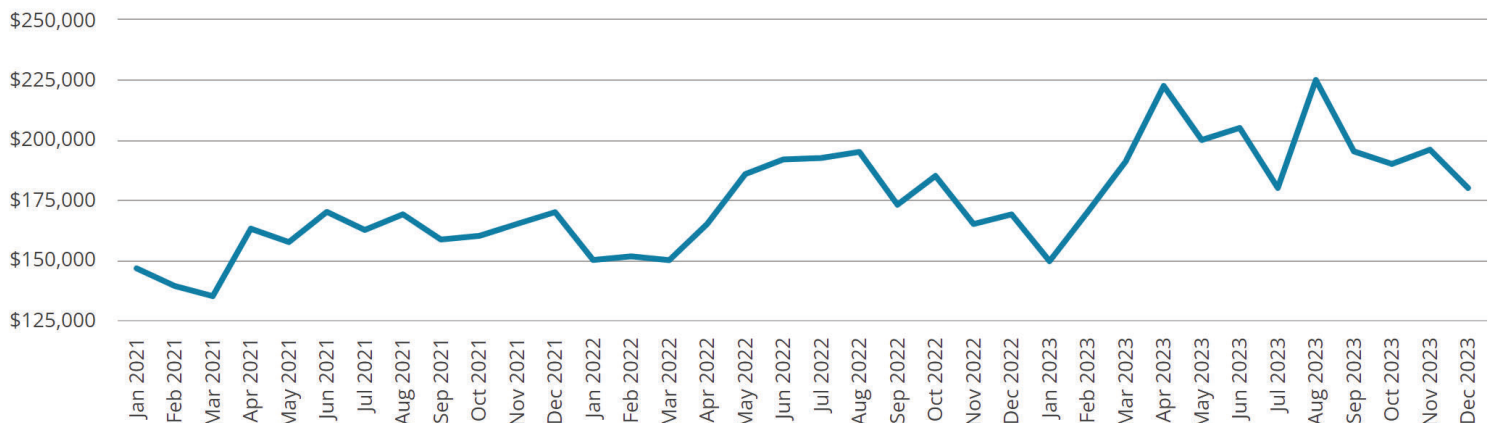


Madison County

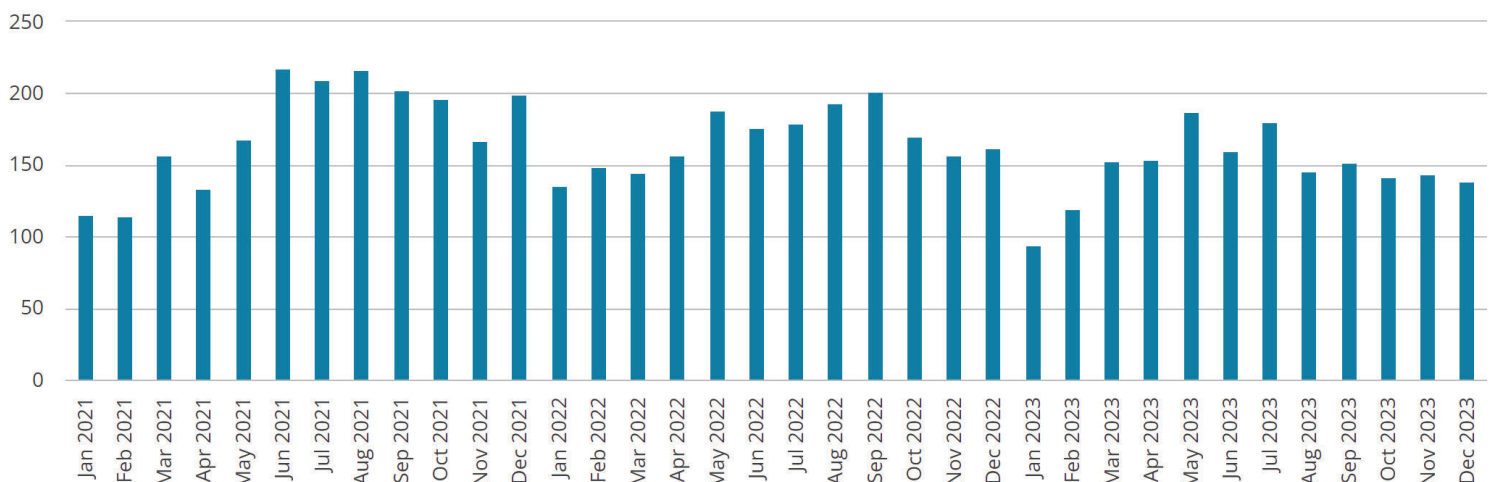
Data for Single Family Residence in Madison County.

	Dec 2023	Nov 2023	MoM	Dec 2022	YoY	2023	2022	YTD
Median Sales Price	\$180,000	\$195,950	▼-8.1%	\$169,000	▲6.5%	\$194,950	\$175,000	▲11.4%
Closed Sales	139	144	▼-3.5%	162	▼-14.2%	1,770	2,013	▼-12.1%
New Listings	112	144	▼-22.2%	125	▼-10.4%	2,088	2,360	▼-11.5%
Pending Sales	120	126	▼-4.8%	121	▼-0.8%	1,783	1,948	▼-8.5%
Median Days on Market	25.5	17	▲50.0%	35	▼-27.1%	13	8	▲62.5%
Average Days on Market	46	31	▲48.7%	54	▼-15.1%	41	26	▲60.3%
Price per Square Foot	\$124	\$121	▲2.5%	\$110	▲12.7%	\$121	\$113	▲7.1%
% of List Price Received	94.9%	96.0%	▼-1.1%	96.0%	▼-1.1%	97.5%	98.0%	▼-0.6%
Active Inventory	166	299	▼-44.5%	339	▼-51.0%	—	—	—
Months Supply of Inventory	1.2	2.1	▼-42.5%	2.1	▼-42.9%	—	—	—

Median Sales Price



Number of Closed Sales

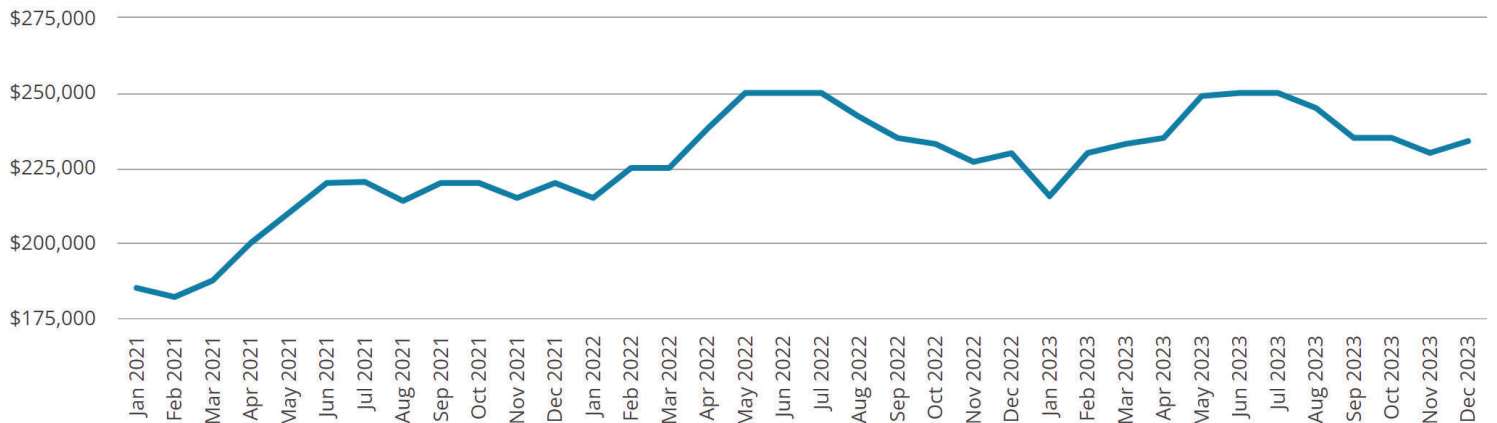


Marion County

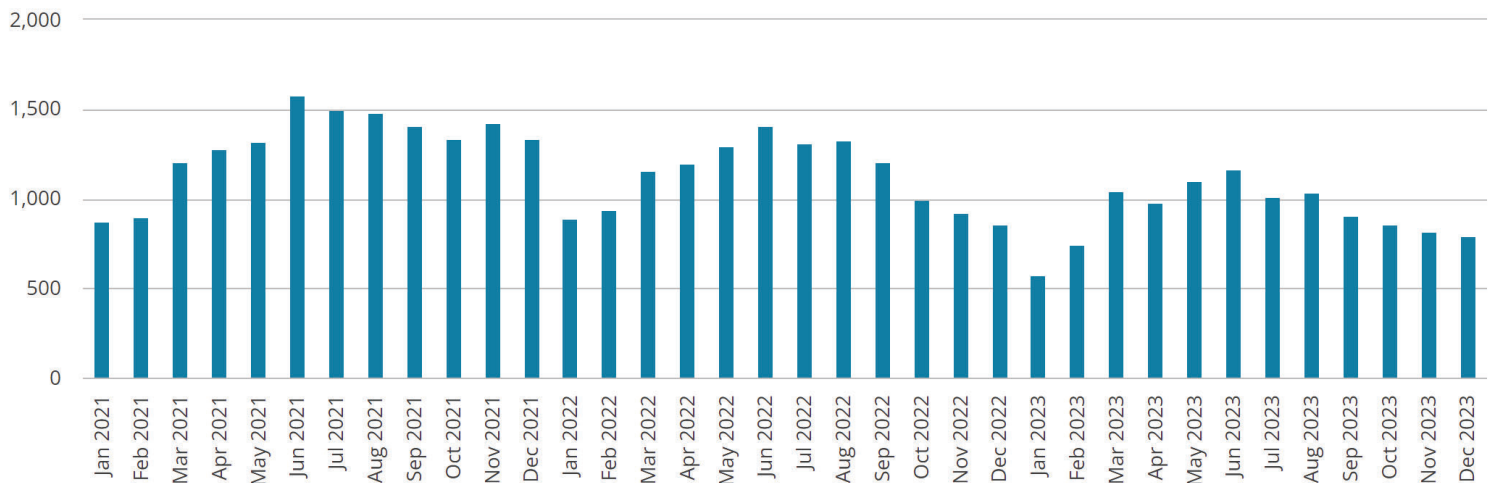
Data for Single Family Residence in Marion County.

	Dec 2023	Nov 2023	MoM	Dec 2022	YoY	2023	2022	YTD
Median Sales Price	\$233,950	\$230,000	▲ 1.7%	\$229,900	▲ 1.8%	\$239,900	\$236,000	▲ 1.7%
Closed Sales	795	820	▼ -3.0%	860	▼ -7.6%	11,046	13,509	▼ -18.2%
New Listings	615	881	▼ -30.2%	729	▼ -15.6%	13,333	16,020	▼ -16.8%
Pending Sales	708	744	▼ -4.8%	632	▲ 12.0%	11,128	13,103	▼ -15.1%
Median Days on Market	32	22	▲ 45.5%	23	▲ 39.1%	13	6	▲ 116.7%
Average Days on Market	57	42	▲ 36.7%	43	▲ 33.5%	40	22	▲ 81.0%
Price per Square Foot	\$139	\$140	▼ -0.7%	\$144	▼ -3.5%	\$143	\$150	▼ -4.7%
% of List Price Received	97.4%	97.4%	▲ 0.0%	97.4%	▲ 0.1%	98.4%	100.2%	▼ -1.8%
Active Inventory	1,199	2,174	▼ -44.8%	2,194	▼ -45.4%	—	—	—
Months Supply of Inventory	1.5	2.7	▼ -43.1%	2.6	▼ -40.9%	—	—	—

Median Sales Price



Number of Closed Sales

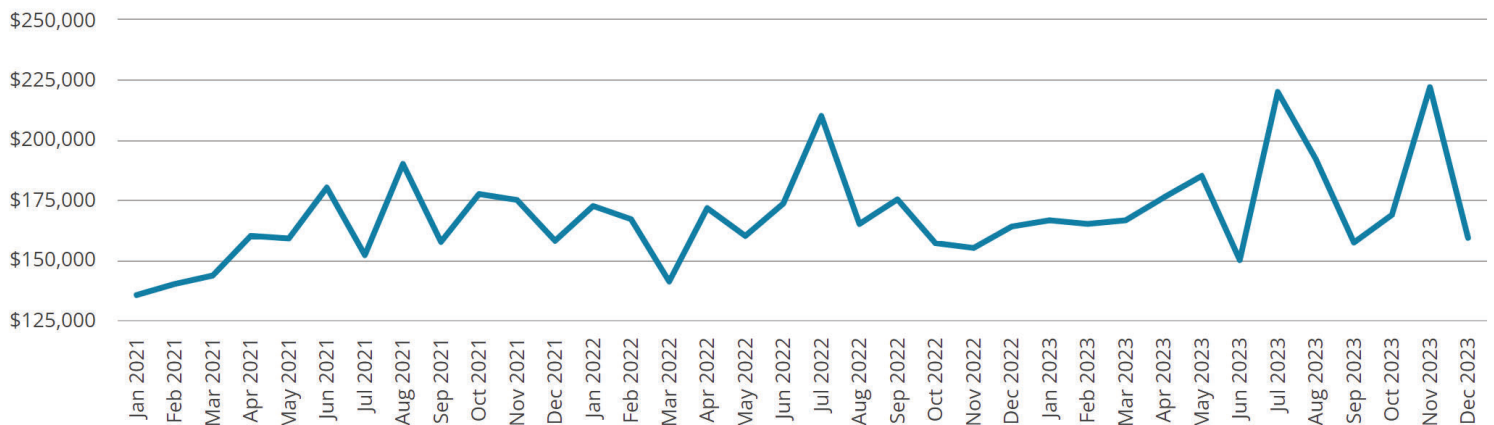


Montgomery County

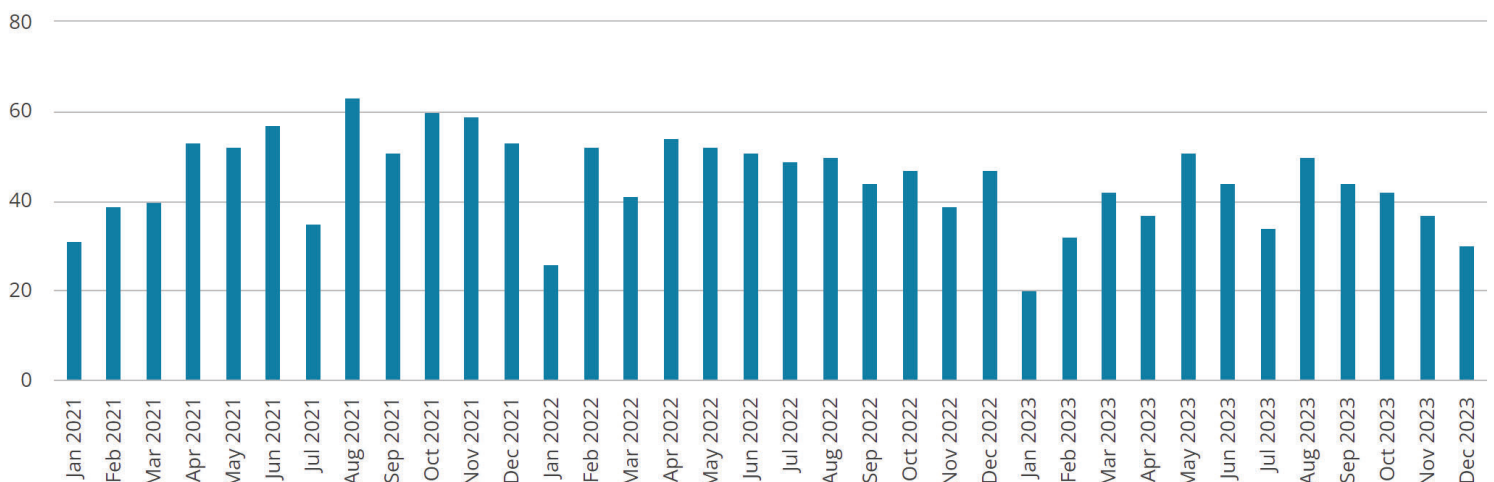
Data for Single Family Residence in Montgomery County.

	Dec 2023	Nov 2023	MoM	Dec 2022	YoY	2023	2022	YTD
Median Sales Price	\$159,250	\$222,000	▼ -28.3%	\$163,900	▼ -2.8%	\$171,500	\$170,000	▲ 0.9%
Closed Sales	30	37	▼ -18.9%	47	▼ -36.2%	463	552	▼ -16.1%
New Listings	29	28	▲ 3.6%	31	▼ -6.5%	538	615	▼ -12.5%
Pending Sales	28	26	▲ 7.7%	27	▲ 3.7%	471	526	▼ -10.5%
Median Days on Market	36	16	▲ 125.0%	23	▲ 56.5%	10	7	▲ 42.9%
Average Days on Market	37	28	▲ 34.0%	39	▼ -4.6%	35	22	▲ 59.8%
Price per Square Foot	\$112	\$124	▼ -9.7%	\$122	▼ -8.2%	\$117	\$124	▼ -5.6%
% of List Price Received	98.1%	98.3%	▼ -0.3%	95.8%	▲ 2.4%	98.1%	97.7%	▲ 0.4%
Active Inventory	57	86	▼ -33.7%	76	▼ -25.0%	—	—	—
Months Supply of Inventory	1.9	2.3	▼ -18.3%	1.6	▲ 17.5%	—	—	—

Median Sales Price



Number of Closed Sales

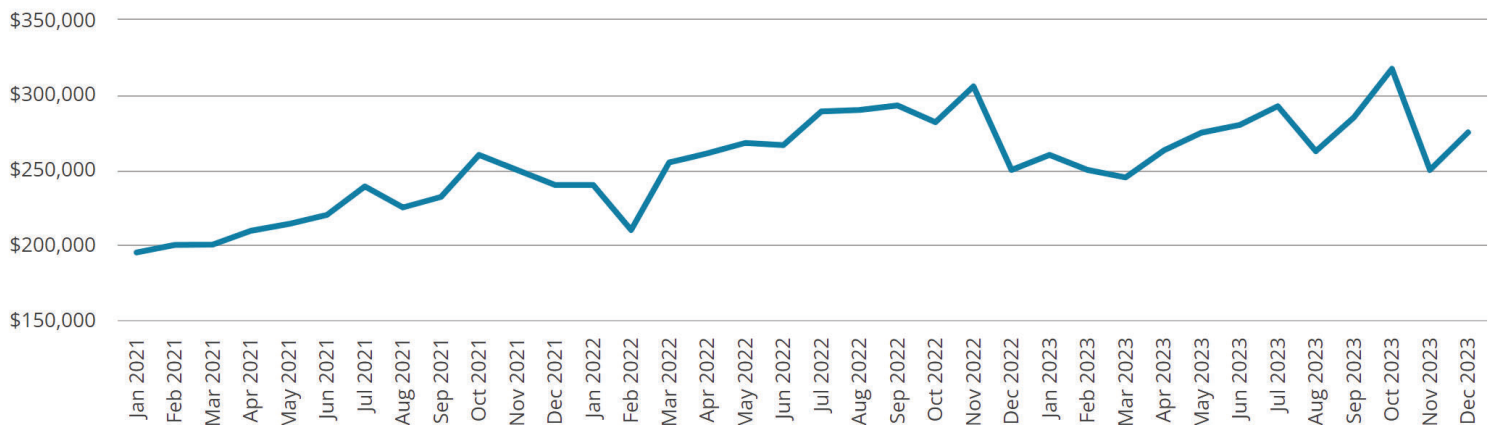


Morgan County

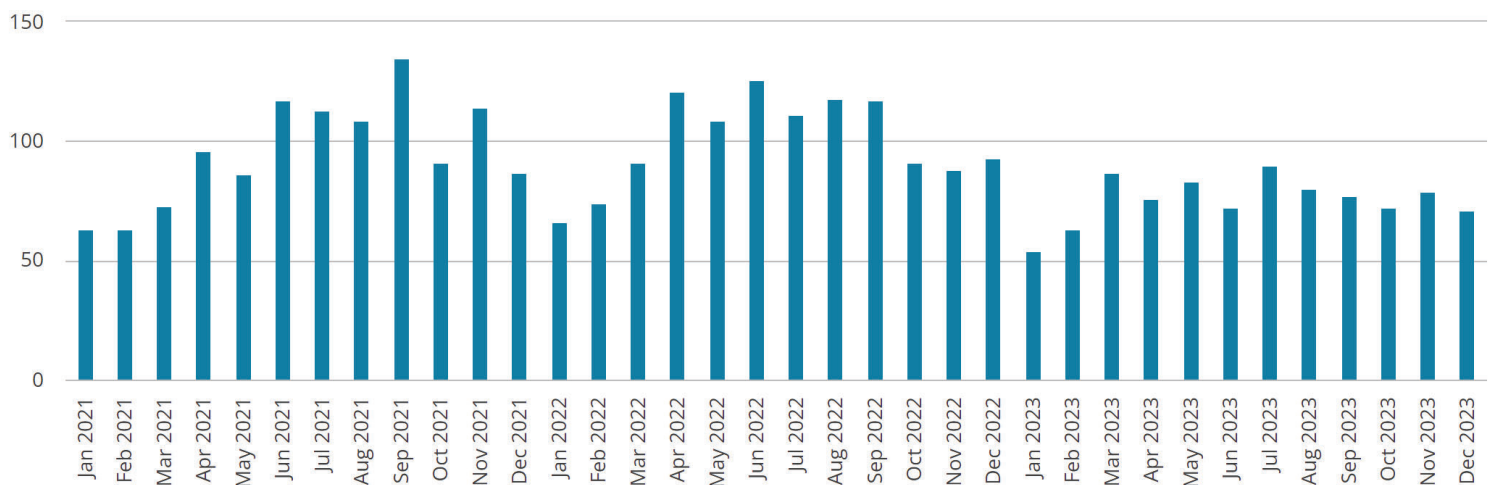
Data for Single Family Residence in Morgan County.

	Dec 2023	Nov 2023	MoM	Dec 2022	YoY	2023	2022	YTD
Median Sales Price	\$275,000	\$250,000	▲ 10.0%	\$250,000	▲ 10.0%	\$270,000	\$271,000	▼ -0.4%
Closed Sales	71	79	▼ -10.1%	93	▼ -23.7%	904	1,205	▼ -25.0%
New Listings	54	75	▼ -28.0%	50	▲ 8.0%	1,066	1,330	▼ -19.8%
Pending Sales	52	68	▼ -23.5%	52	▶ 0.0%	895	1,178	▼ -24.0%
Median Days on Market	38.5	29	▲ 32.8%	38.5	▶ 0.0%	16	8	▲ 100.0%
Average Days on Market	103	40	▲ 155.1%	54	▲ 91.5%	51	26	▲ 96.5%
Price per Square Foot	\$151	\$146	▲ 3.4%	\$151	▶ 0.0%	\$151	\$156	▼ -3.2%
% of List Price Received	97.5%	96.8%	▲ 0.7%	98.0%	▼ -0.6%	98.1%	99.3%	▼ -1.1%
Active Inventory	101	177	▼ -42.9%	182	▼ -44.5%	—	—	—
Months Supply of Inventory	1.4	2.2	▼ -36.5%	2.0	▼ -27.3%	—	—	—

Median Sales Price



Number of Closed Sales

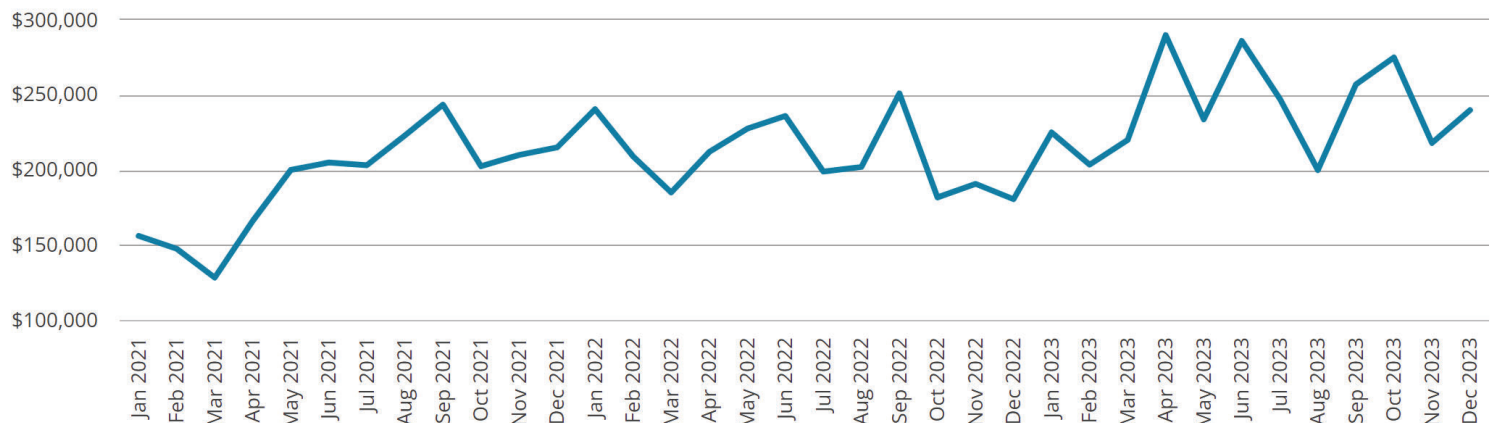


Putnam County

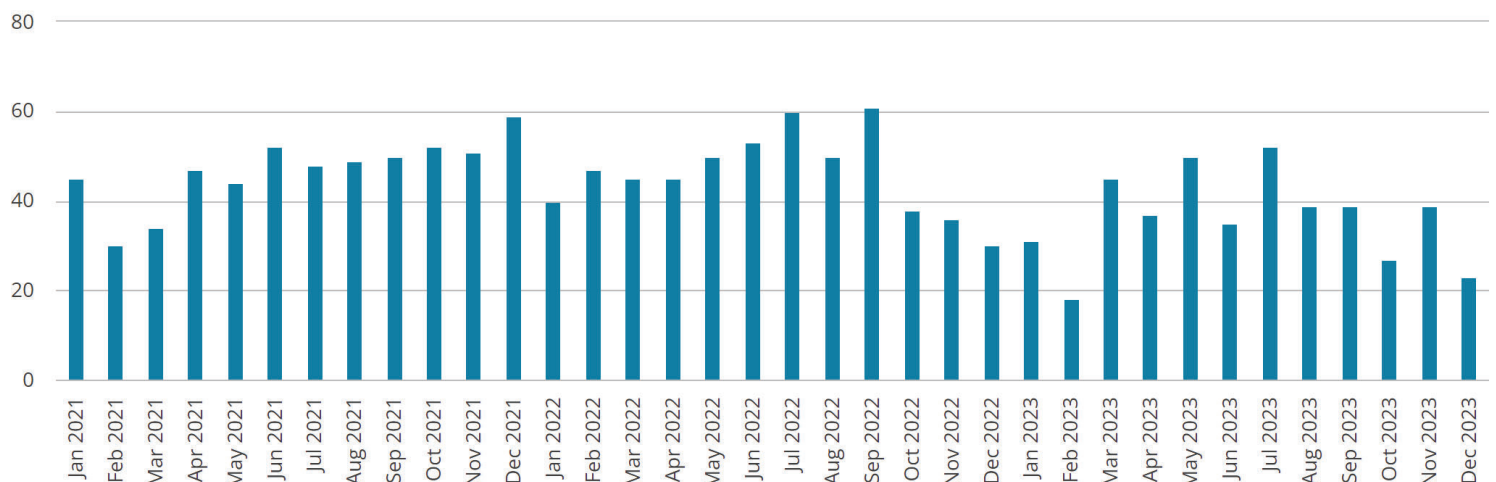
Data for Single Family Residence in Putnam County.

	Dec 2023	Nov 2023	MoM	Dec 2022	YoY	2023	2022	YTD
Median Sales Price	\$239,900	\$218,000	⬆️ 10.0%	\$180,500	⬆️ 32.9%	\$240,000	\$208,000	⬆️ 15.4%
Closed Sales	23	39	⬆️ -41.0%	30	⬆️ -23.3%	435	555	⬆️ -21.6%
New Listings	31	23	⬆️ 34.8%	22	⬆️ 40.9%	482	633	⬆️ -23.9%
Pending Sales	20	26	⬆️ -23.1%	27	⬆️ -25.9%	424	538	⬆️ -21.2%
Median Days on Market	14.5	42.5	⬆️ -65.9%	25	⬆️ -42.0%	13	9	⬆️ 44.4%
Average Days on Market	30	48	⬆️ -38.1%	35	⬆️ -15.3%	40	26	⬆️ 54.3%
Price per Square Foot	\$148	\$160	⬆️ -7.5%	\$156	⬆️ -5.1%	\$144	\$136	⬆️ 5.9%
% of List Price Received	95.3%	97.6%	⬆️ -2.4%	96.5%	⬆️ -1.3%	97.5%	97.4%	⬆️ 0.2%
Active Inventory	46	60	⬆️ -23.3%	86	⬆️ -46.5%	—	—	—
Months Supply of Inventory	2.0	1.5	⬆️ 30.0%	2.9	⬆️ -30.2%	—	—	—

Median Sales Price



Number of Closed Sales



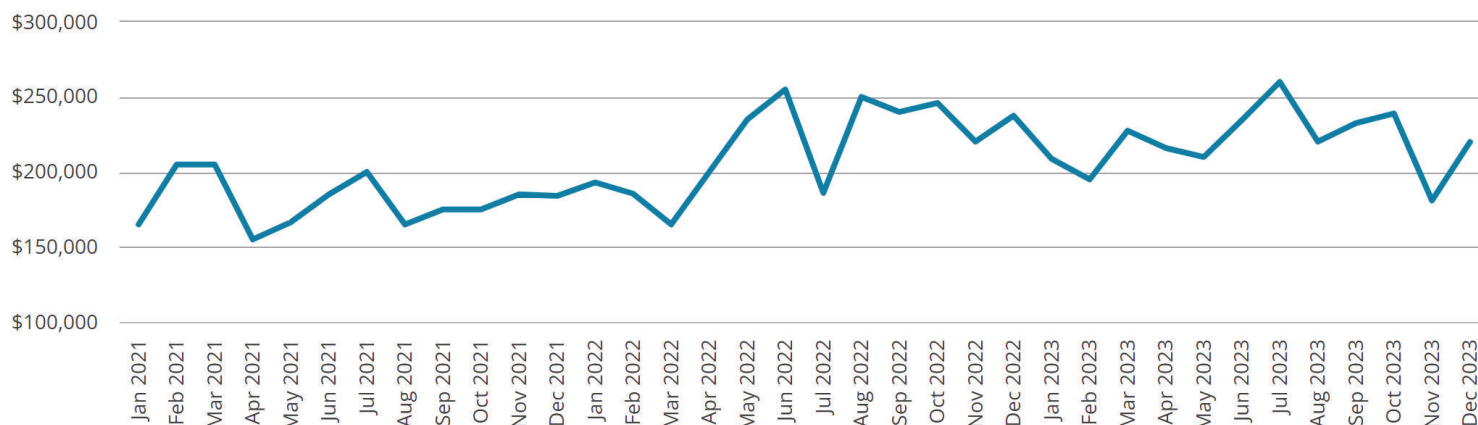
Shelby County



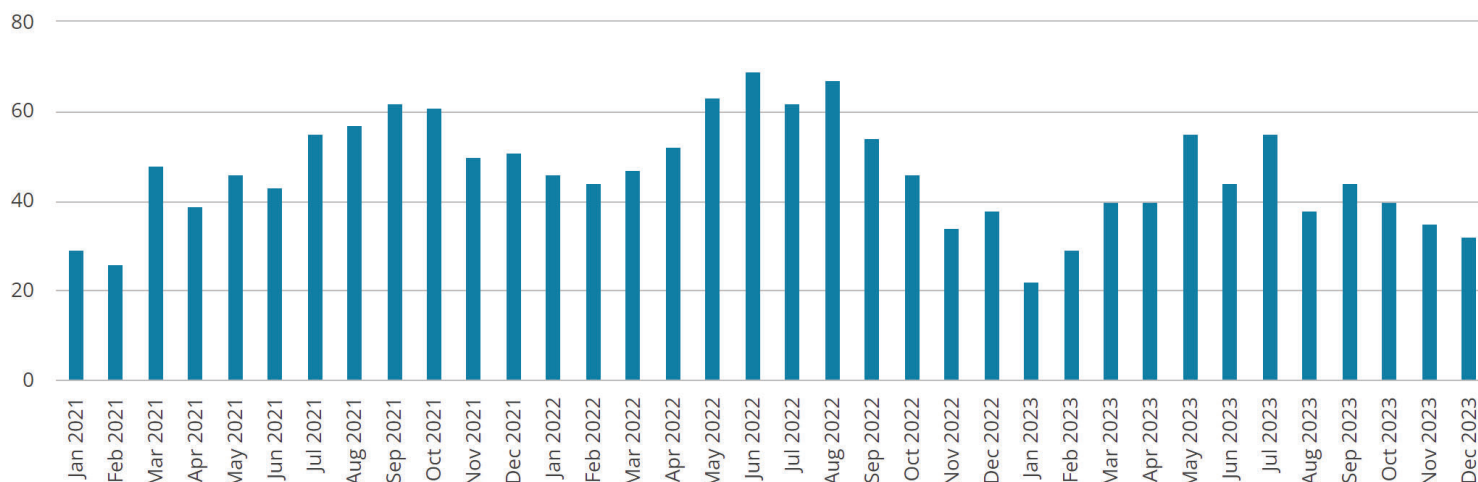
Data for Single Family Residence in Shelby County.

	Dec 2023	Nov 2023	MoM	Dec 2022	YoY	2023	2022	YTD
Median Sales Price	\$220,000	\$181,000	⬆️ 21.5%	\$237,487.5	⬇️ -7.4%	\$225,000	\$215,000	⬆️ 4.7%
Closed Sales	32	35	⬇️ -8.6%	38	⬇️ -15.8%	474	622	⬇️ -23.8%
New Listings	22	50	⬇️ -56.0%	33	⬇️ -33.3%	560	655	⬇️ -14.5%
Pending Sales	25	30	⬇️ -16.7%	30	⬇️ -16.7%	473	591	⬇️ -20.0%
Median Days on Market	34	13	⬆️ 161.5%	27.5	⬆️ 23.6%	11	9	⬆️ 22.2%
Average Days on Market	62	25	⬆️ 146.0%	52	⬆️ 19.7%	41	28	⬆️ 45.2%
Price per Square Foot	\$161	\$135	⬆️ 18.9%	\$149	⬆️ 8.1%	\$137	\$134	⬆️ 1.9%
% of List Price Received	99.2%	98.1%	⬆️ 1.1%	96.0%	⬆️ 3.2%	98.1%	98.4%	⬇️ -0.3%
Active Inventory	57	93	⬇️ -38.7%	80	⬇️ -28.7%	—	—	—
Months Supply of Inventory	1.8	2.7	⬇️ -33.0%	2.1	⬇️ -15.4%	—	—	—

Median Sales Price



Number of Closed Sales

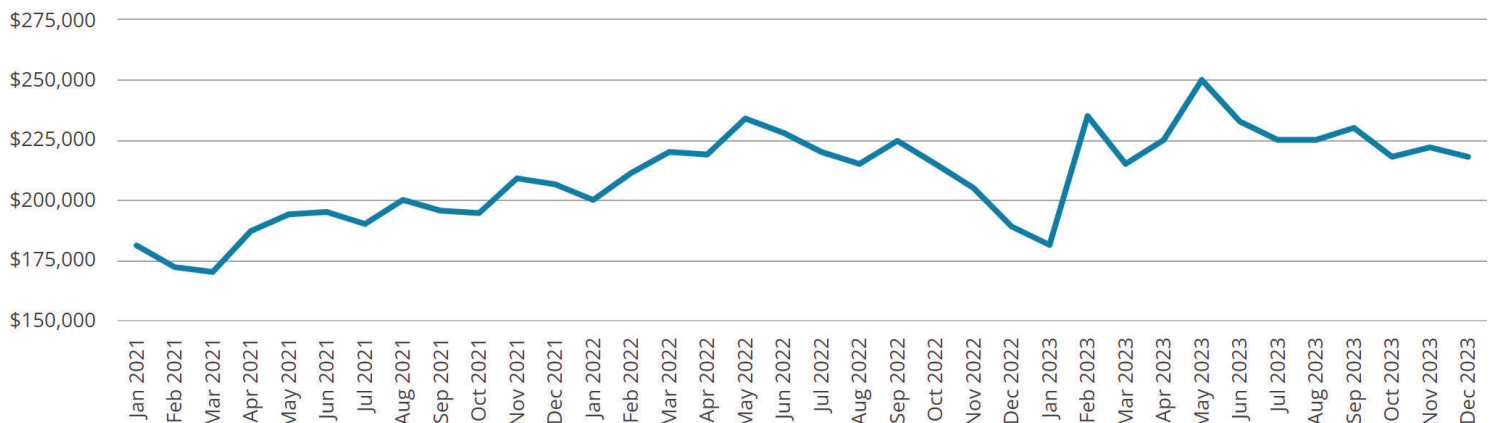


Condominiums

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

	Dec 2023	Nov 2023	MoM	Dec 2022	YoY	2023	2022	YTD
Median Sales Price	\$218,000	\$221,900	▼ -1.8%	\$188,950	▲ 15.4%	\$225,000	\$216,500	▲ 3.9%
Closed Sales	112	135	▼ -17.0%	148	▼ -24.3%	1,890	2,454	▼ -23.0%
New Listings	77	178	▼ -56.7%	81	▼ -4.9%	2,250	2,580	▼ -12.8%
Pending Sales	90	112	▼ -19.6%	72	▲ 25.0%	1,894	2,327	▼ -18.6%
Median Days on Market	26.5	19	▲ 39.5%	26	▲ 1.9%	10	5	▲ 100.0%
Average Days on Market	39	42	▼ -7.3%	44	▼ -12.7%	38	26	▲ 43.6%
Price per Square Foot	\$155	\$155	▶ 0.0%	\$148	▲ 5.1%	\$152	\$151	▲ 0.7%
% of List Price Received	96.7%	97.6%	▼ -0.9%	97.0%	▼ -0.3%	98.4%	100.4%	▼ -2.0%
Active Inventory	233	380	▼ -38.7%	266	▼ -12.4%	—	—	—
Months Supply of Inventory	2.1	2.8	▼ -26.1%	1.8	▲ 15.7%	—	—	—

Median Sales Price



Number of Closed Sales

