

MARKET INSIGHTS REPORT

JANUARY 2024



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 January 2024 data, this is what our experts are saying:

In January 2024, the median sales price for a single-family home in central Indiana was \$280,000, an increase of 1.9 percent over last year and a 0.4 percent increase from the previous month. In the 16-county MIBOR BLC® Listing Service area, seven counties saw year-over-year increase in median sales price, including Marion, Madison, and Johnson.

“Declining mortgage rates brought consumers back to the table in January,” says MIBOR CEO Shelley Specchio. “The average rate for a 30-year mortgage moved from 7.4 percent in mid-November to just around 6.6 percent towards the end of December. While the decline was noticeable and helped create a welcomed increase in market activity, rates began to inch back upward in February.”

Closed sales were down just 2.4 percent and pending sales ticked upward 3.2 percent, and up 38.6 percent from last month. Of the 16 counties in the service area, nine had a year-over-year increase in closed sales including Hamilton, Hendricks, and Marion. The typical listing received 97.2 percent of the asking price, compared to 97.1 percent last January.

New listings were down 2.7 percent, year-over-year but up 30.5 percent from December. The median days on market was 31, relatively unchanged from last month. Active inventory at the end of the month was 3,325, a decrease of 27.3 percent from last year and 21.2 percent from the previous month, reflecting a 2.1-month supply.

“Inventory remains tight, while an undercurrent of demand persists in the housing market,” says Director of Housing Insights Brad Coffing. “The challenge moving forward will be the continued tug-of-war with the Federal Reserve. After a much-needed reprieve from high mortgage rates, the Fed recently indicated that it is in no hurry to cut interest rates. Continued cooling of inflation coupled with strong GDP and employment growth are giving the Fed more confidence to hold the course.”

Recently, the National Association of Realtors® released their analysis of the 2022 American Community Survey Public Use Microdata Samples files. The analysis provides insights to homeowners who moved into their home within the last 12 months. For the Indianapolis metropolitan area, the typical homeowner was 37 years old, with an income of \$91,740. Approximately 58 percent of homebuyers were between the ages of 25 – 44 years old, and nearly 12 percent moved from another state. For the full breakdown you can view the report [here](#).

Year of year data for January:

- An increase in Median Sales Price of 1.9 percent to \$280,000
- Average days on market decreased 6.0 percent at 57
- Current active listings decreased 27.3 percent to 3,325

Contents

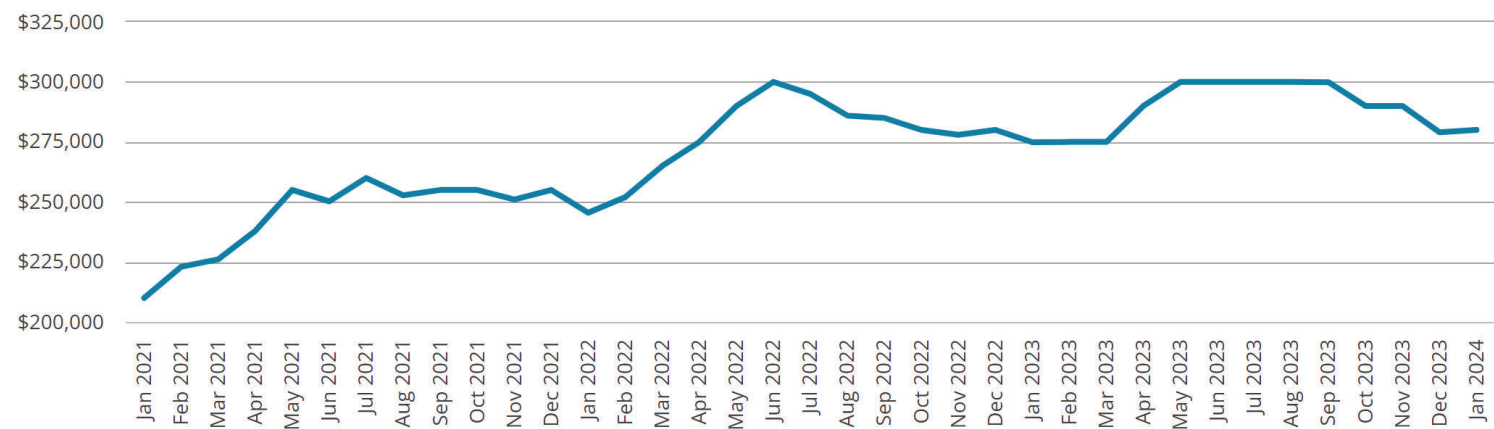
MIBOR SERVICE AREA	(1-11)
BARTHOLOMEW COUNTY	(12)
BOONE COUNTY	(13)
BROWN COUNTY	(14)
DECATUR COUNTY	(15)
HAMILTON COUNTY	(16)
HANCOCK COUNTY	(17)
HENDRICKS COUNTY	(18)
JACKSON COUNTY	(19)
JENNINGS COUNTY	(20)
JOHNSON COUNTY	(21)
MADISON COUNTY	(22)
MARION COUNTY	(23)
MONTGOMERY COUNTY	(24)
MORGAN COUNTY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

MIBOR Market Summary

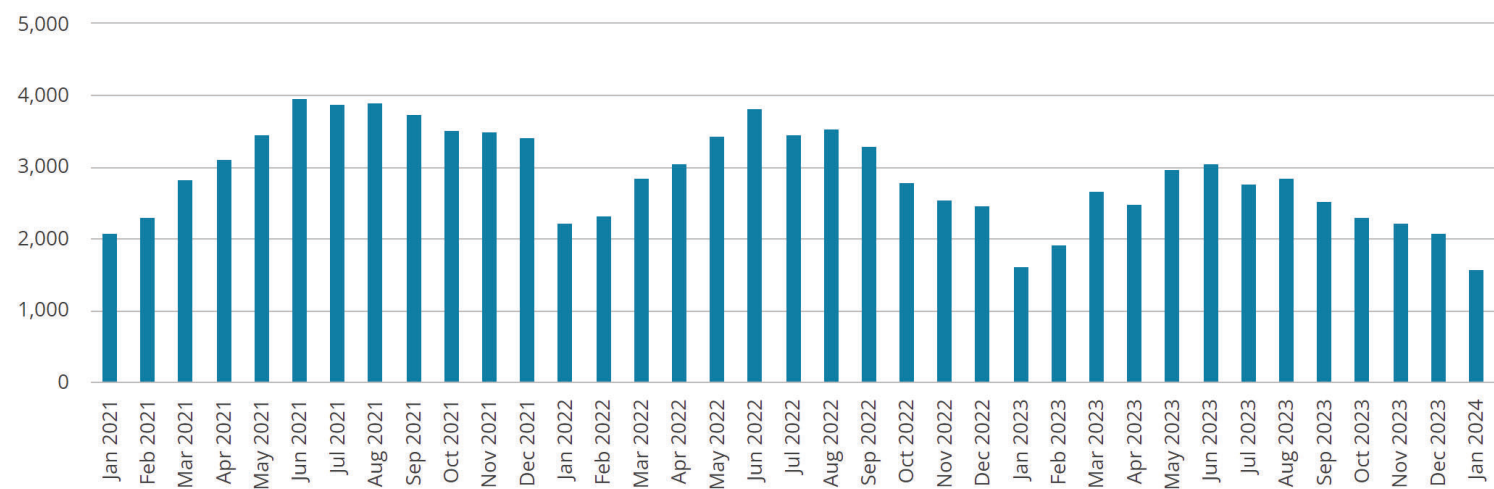
Data for Single Family Residence in Bartholomew, Boone, Brown, Decatur, Hamilton, Hancock, Hendricks, Jackson, Jennings, Johnson, Madison, Marion, Montgomery, Morgan, Putnam, Shelby.

	Jan 2024	Dec 2023	MoM	Jan 2023	YoY	2024	2023	YTD
Median Sales Price	\$280,000	\$279,000	▲ 0.4%	\$274,900	▲ 1.9%	\$280,000	\$274,900	▲ 1.9%
Closed Sales	1,589	2,079	▼ -23.6%	1,628	▼ -2.4%	1,589	1,628	▼ -2.4%
New Listings	2,052	1,572	▲ 30.5%	2,108	▼ -2.7%	2,052	2,108	▼ -2.7%
Pending Sales	2,343	1,690	▲ 38.6%	2,270	▲ 3.2%	2,343	2,270	▲ 3.2%
Median Days on Market	31	31.5	▼ -1.6%	38	▼ -18.4%	31	38	▼ -18.4%
Average Days on Market	57	55	▲ 4.6%	61	▼ -6.0%	57	61	▼ -6.0%
Price per Square Foot	\$148	\$148	▶ 0.0%	\$152	▼ -2.6%	\$148	\$152	▼ -2.6%
% of List Price Received	97.2%	97.4%	▼ -0.2%	97.1%	▲ 0.2%	97.2%	97.1%	▲ 0.2%
Active Inventory	3,325	4,220	▼ -21.2%	4,571	▼ -27.3%	—	—	—
Months Supply of Inventory	2.1	2.0	▲ 3.1%	2.8	▼ -25.5%	—	—	—

Median Sales Price



Number of Closed Sales

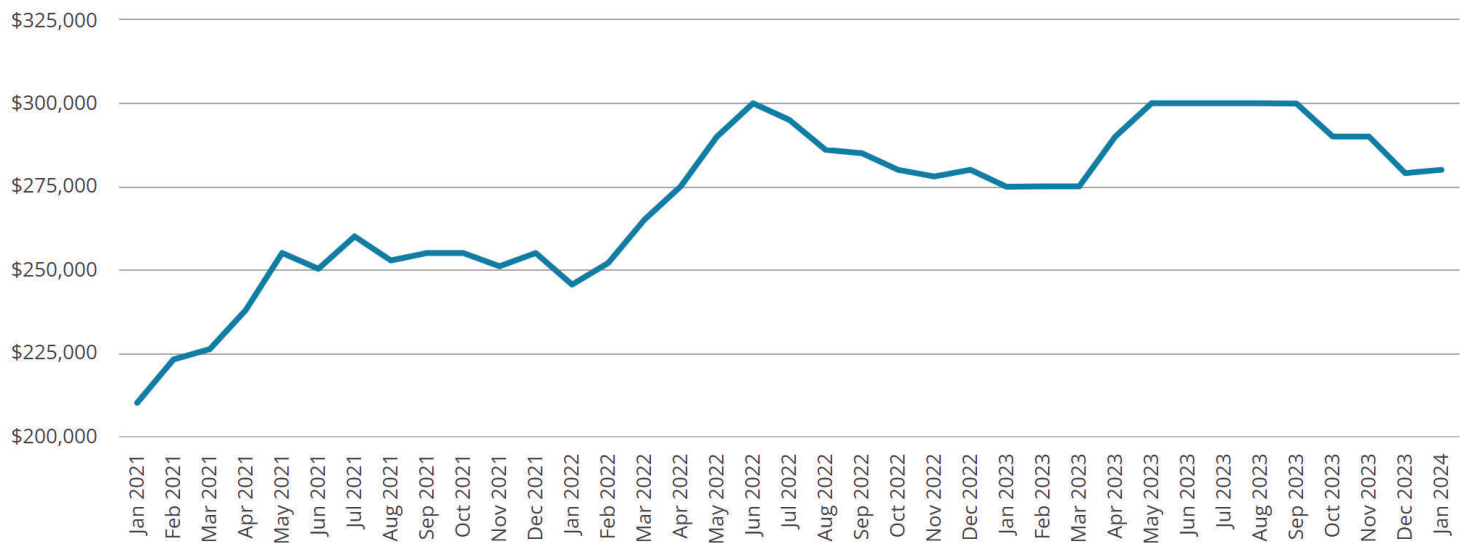


Median Sales Price

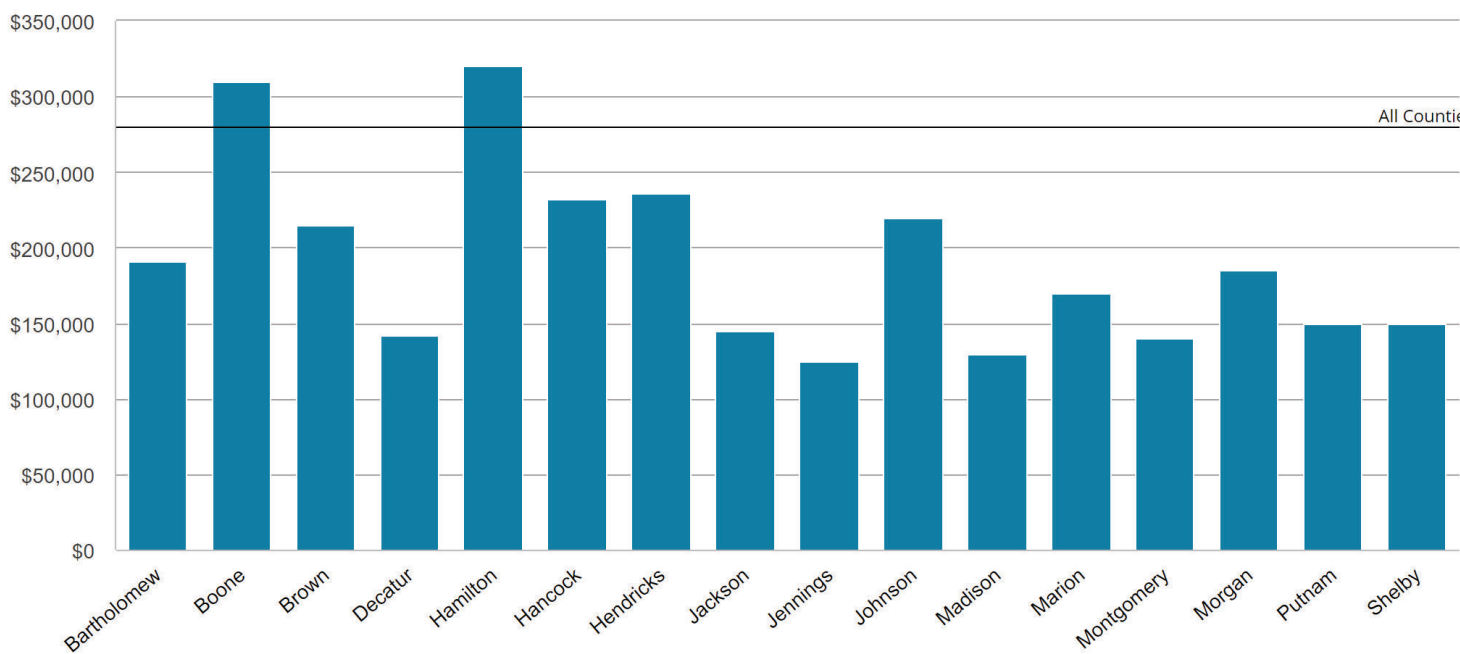
Sales Price is the mid-point (median) value where the price for half of the closed sales is higher and half is lower. Median is preferred to average as it accounts for outliers at the high or low end of the price range.

January 2024	Month over Month Change	Year over Year Change	Year to Date Change
\$280,000	⬆️ 0.4%	⬆️ 1.9%	⬆️ 1.9%

Historical Activity



County Comparison

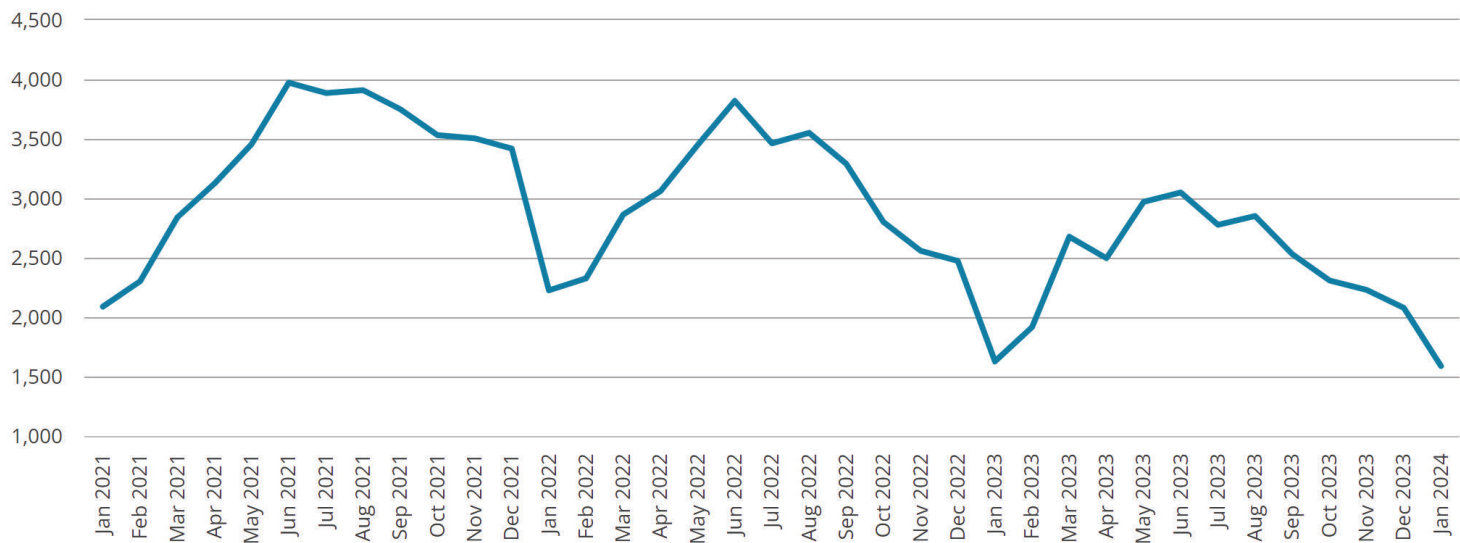


Closed Sales

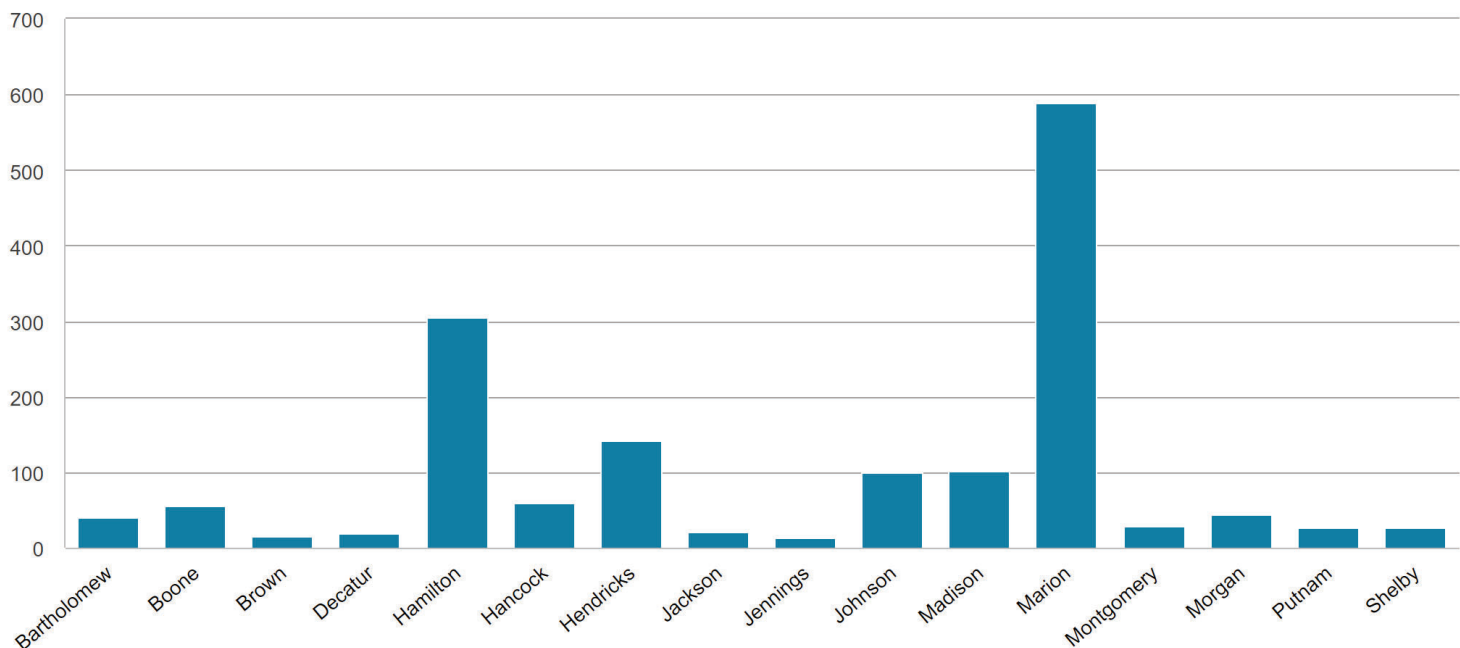
The number of properties that actually sold.

January 2024	Month over Month Change	Year over Year Change	Year to Date Change
1,589	<div> <div></div> <div>-23.6%</div> </div>	<div> <div></div> <div>-2.4%</div> </div>	<div> <div></div> <div>-2.4%</div> </div>

Historical Activity



County Comparison

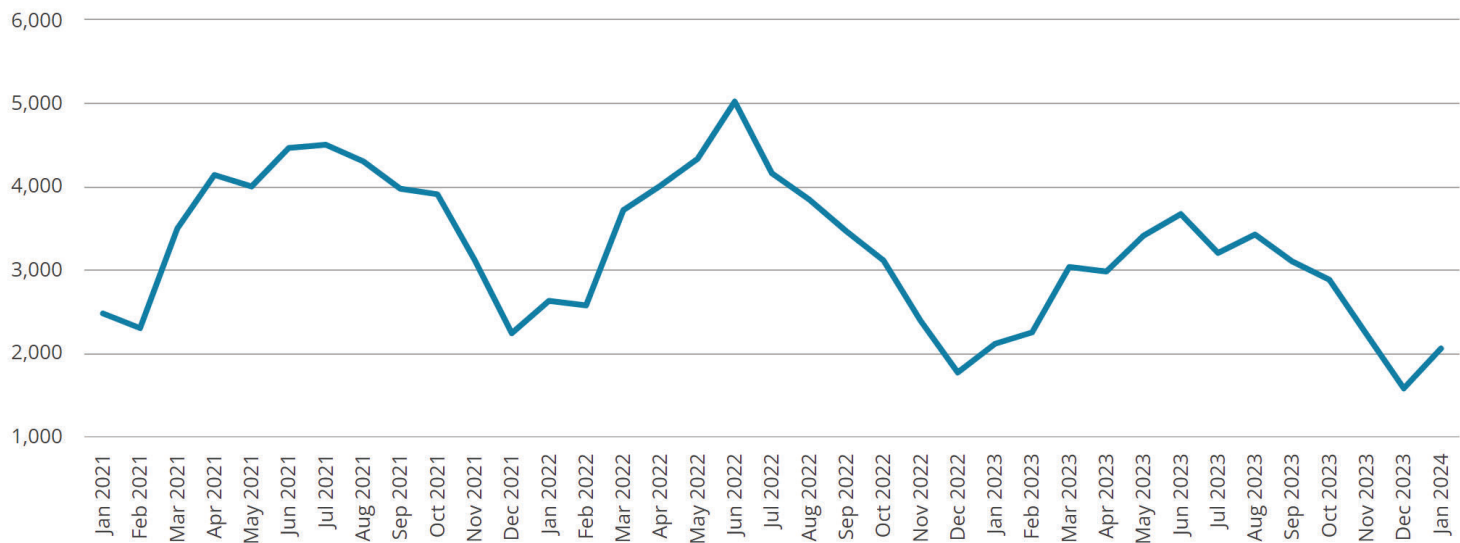


New Listings

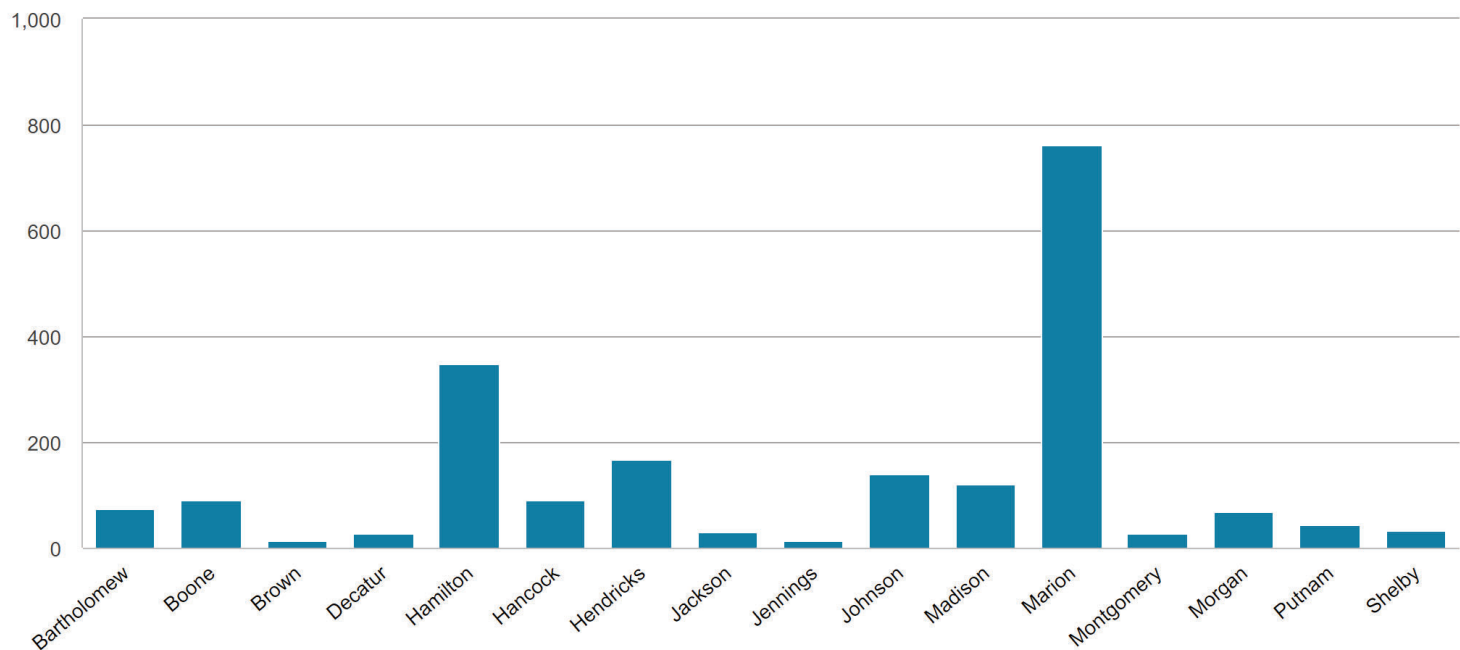
The number of properties listed regardless of current status.

January 2024	Month over Month Change		Year over Year Change		Year to Date Change	
2,052	⬆️	30.5%	⬇️	-2.7%	⬇️	-2.7%

Historical Activity



County Comparison

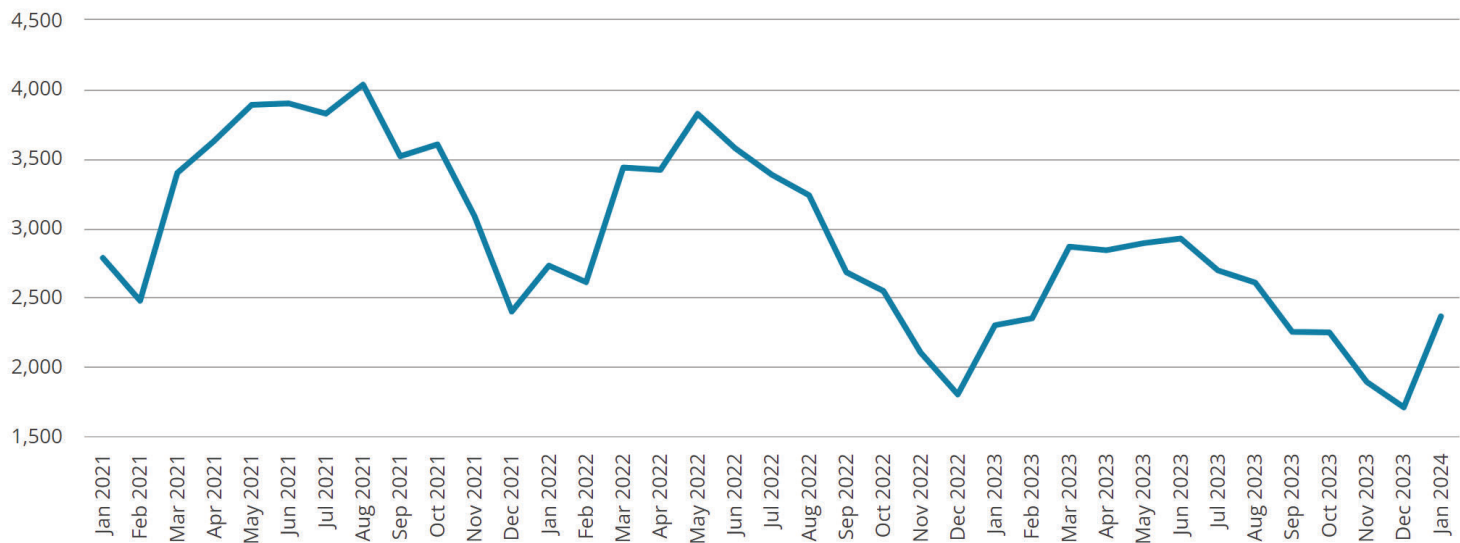


Pending Sales

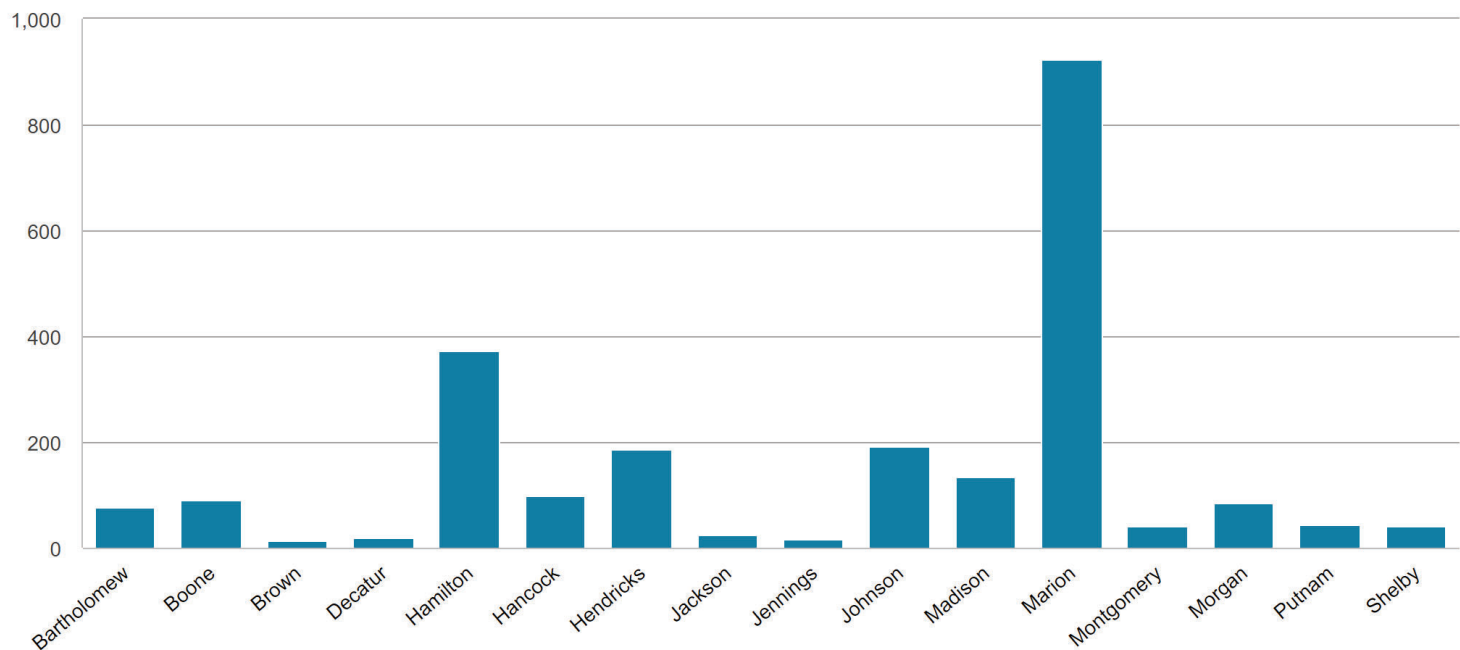
The number of properties newly under contract which are still pending or resulted in a closed sale, based on purchase contract date.

January 2024	Month over Month Change		Year over Year Change		Year to Date Change	
2,363	⬆	38.4%	⬆	2.8%	⬆	2.8%

Historical Activity



County Comparison

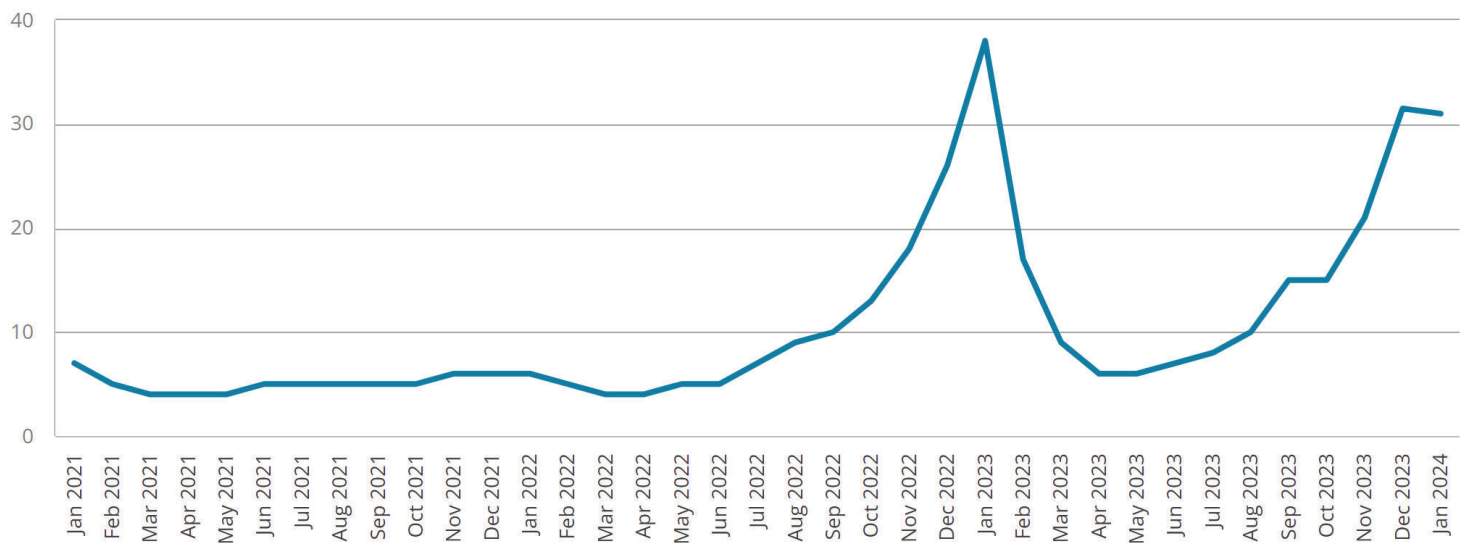


Cumulative Days on Market

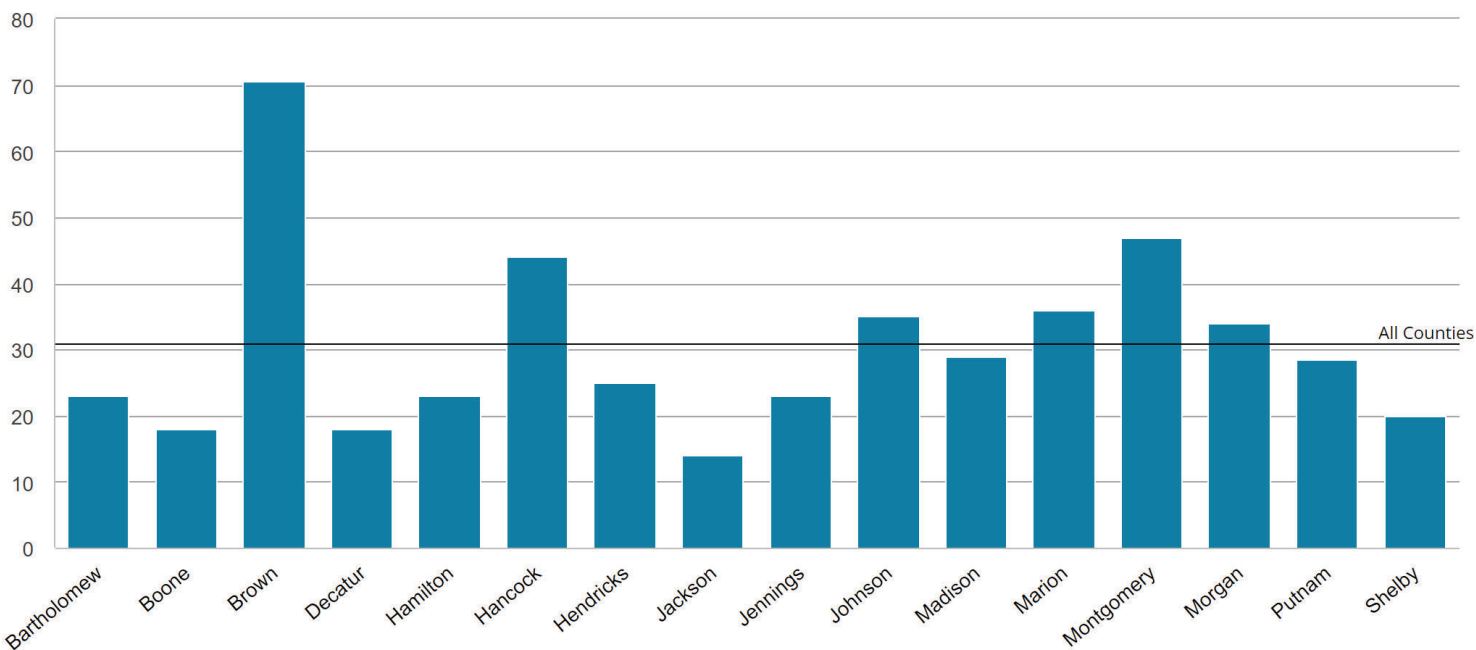
The median number of days between when a property is listed and the purchase contract date.

January 2024	Month over Month Change	Year over Year Change	Year to Date Change
31	<div> <div></div> <div>-1.6%</div> </div>	<div> <div></div> <div>-18.4%</div> </div>	<div> <div></div> <div>-18.4%</div> </div>

Historical Activity



County Comparison

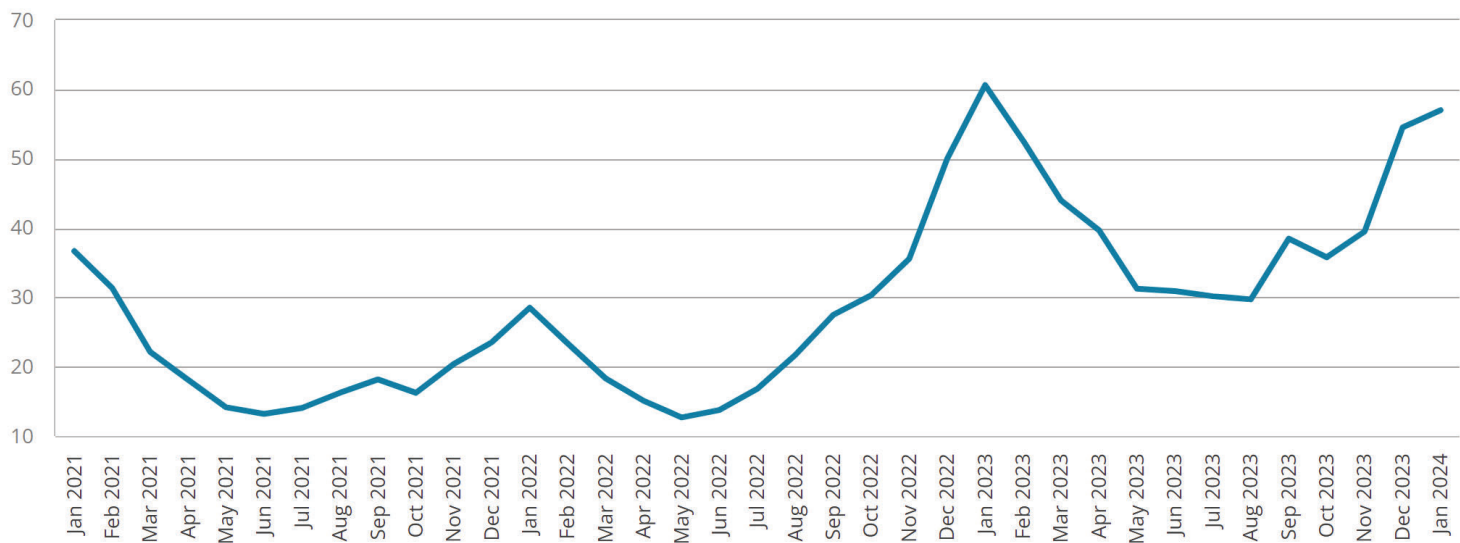


Average Days on Market

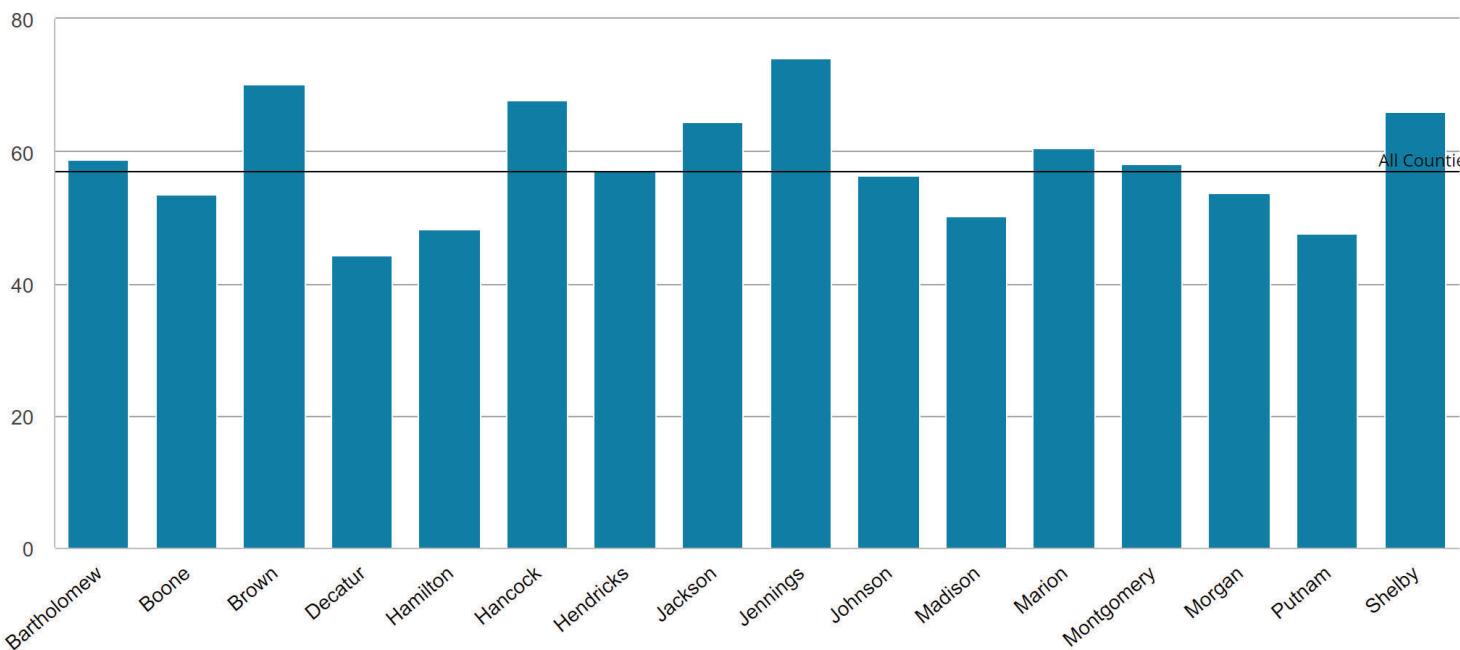
The average number of days between when a property is listed and the purchase contract date.

January 2024	Month over Month Change	Year over Year Change	Year to Date Change
57	⬆ 4.6%	⬇ -6.0%	⬇ -6.0%

Historical Activity



County Comparison

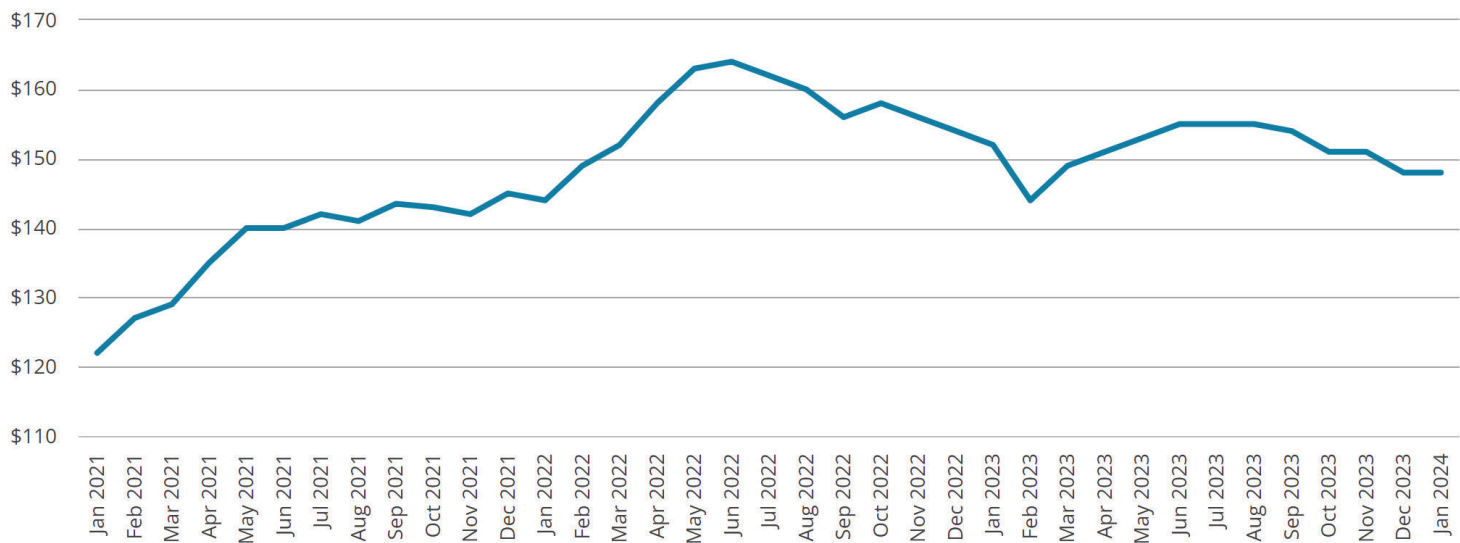


Price per Square Foot

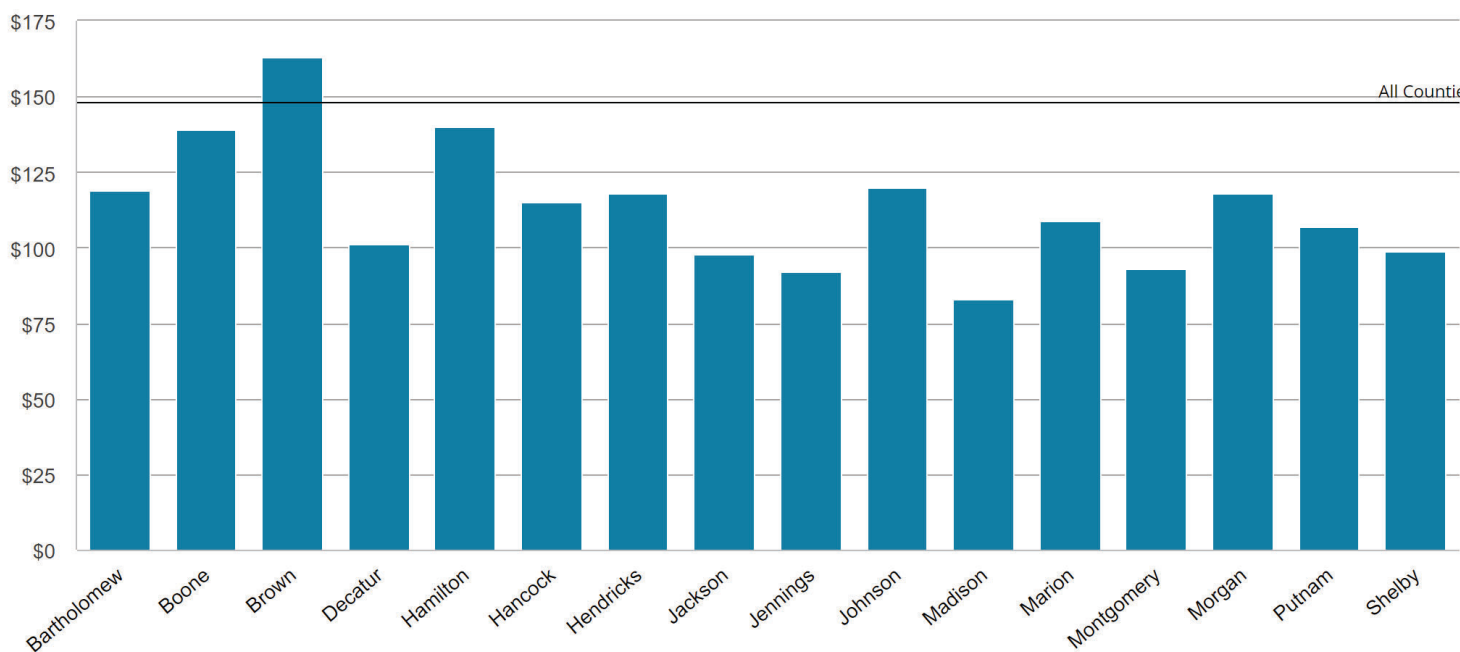
The mid-point (median) of the price per square foot of all closed listings. PPSF is calculated by dividing the sales price by the square footage of a property.

January 2024	Month over Month Change	Year over Year Change	Year to Date Change
\$148	>> 0.0%	>> -2.6%	>> -2.6%

Historical Activity



County Comparison

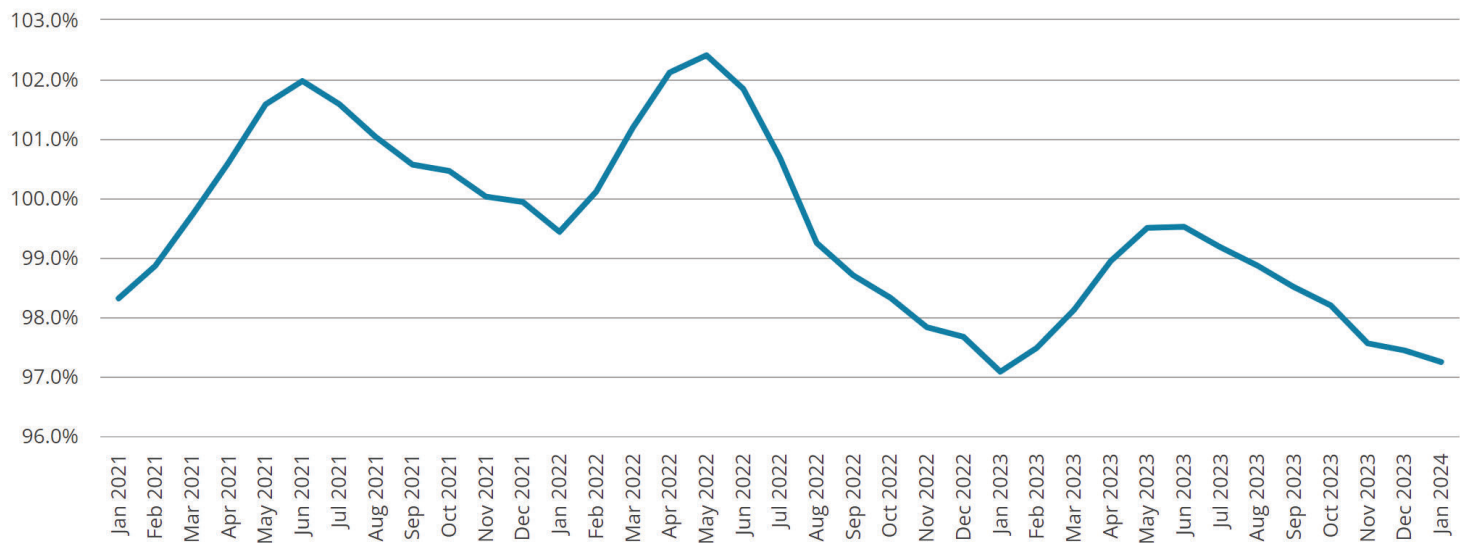


Percent of List Received

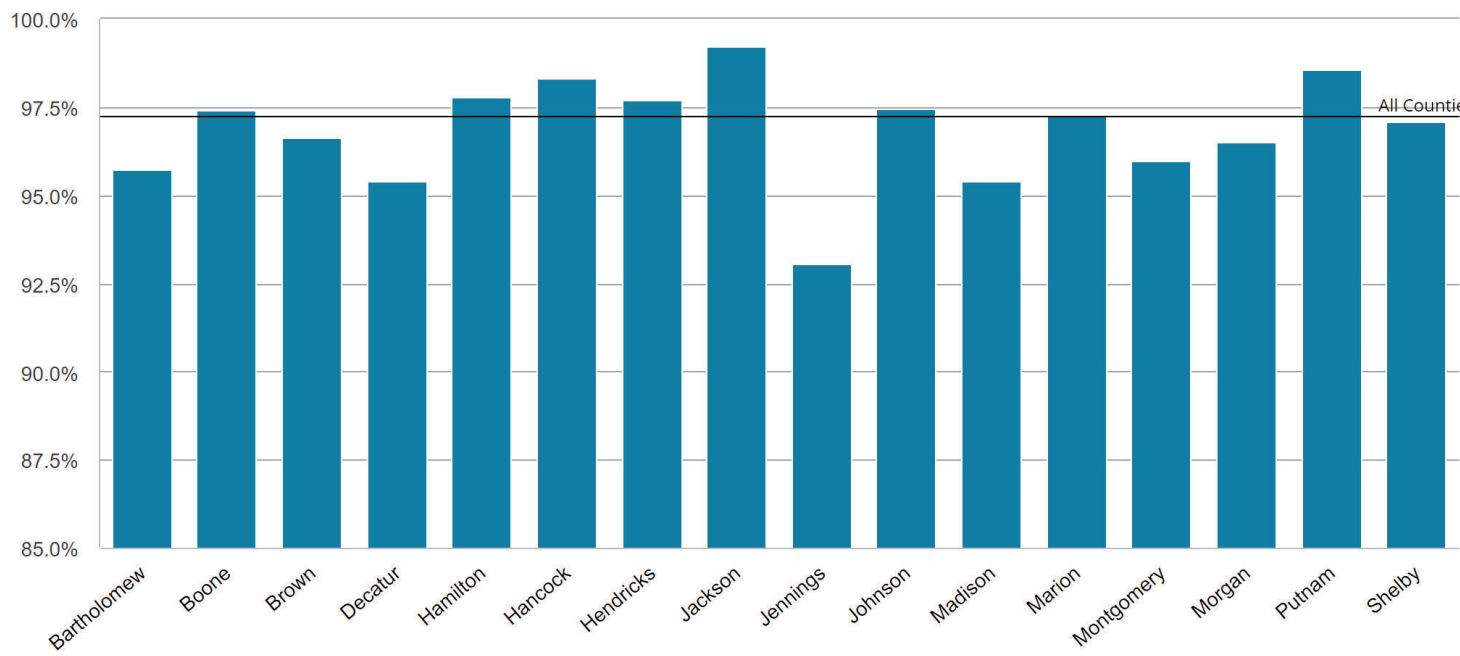
The average of the sales price divided by the final list price expressed as a percentage.

January 2024	Month over Month Change		Year over Year Change		Year to Date Change	
97.2%	⬇	-0.2%	⬆	0.2%	⬆	0.2%

Historical Activity



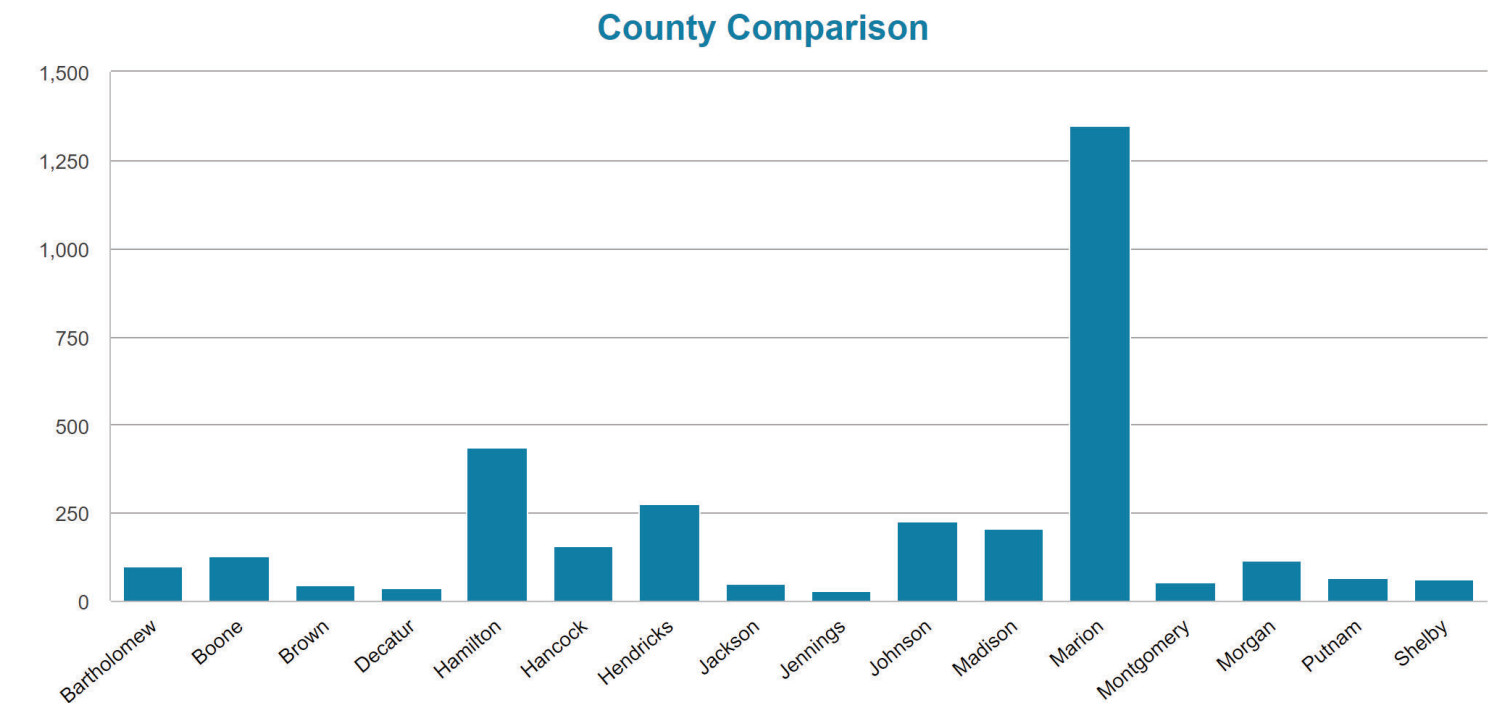
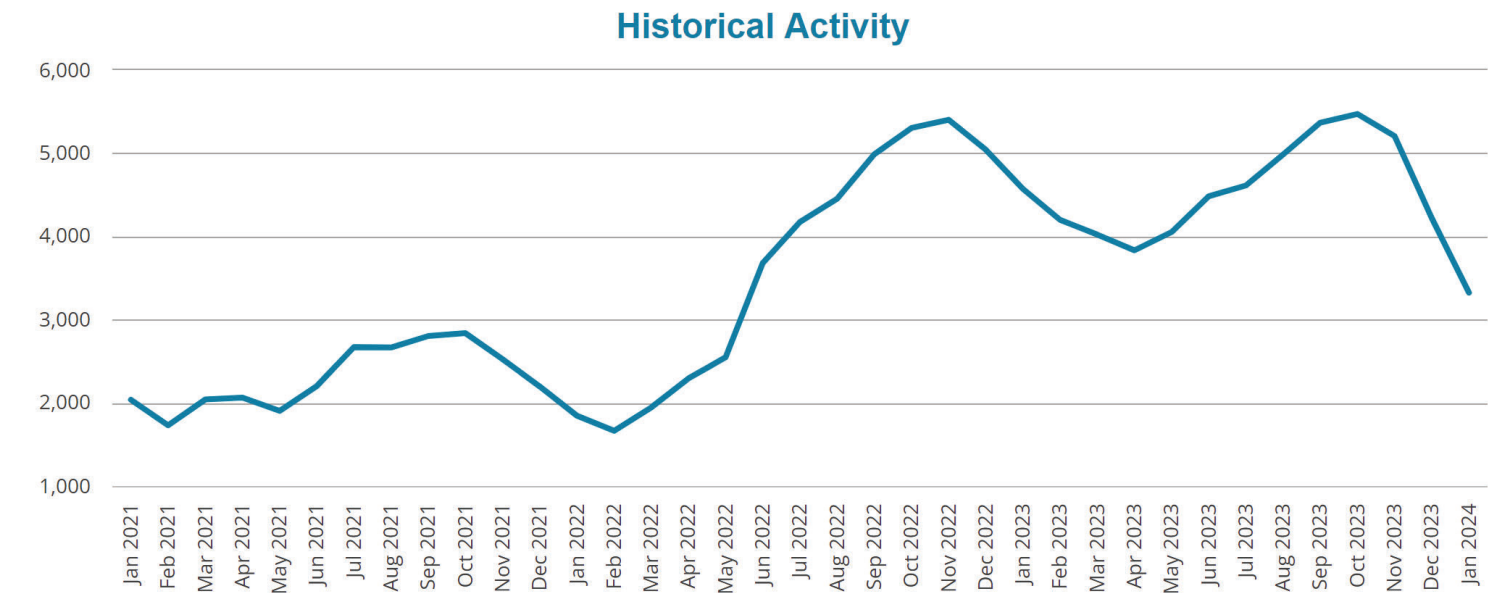
County Comparison



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.

January 2024	Month over Month Change	Year over Year Change	Year to Date Change
3,325	<div> ▼ </div> -21.2%	<div> ▼ </div> -27.3%	<div> — </div>

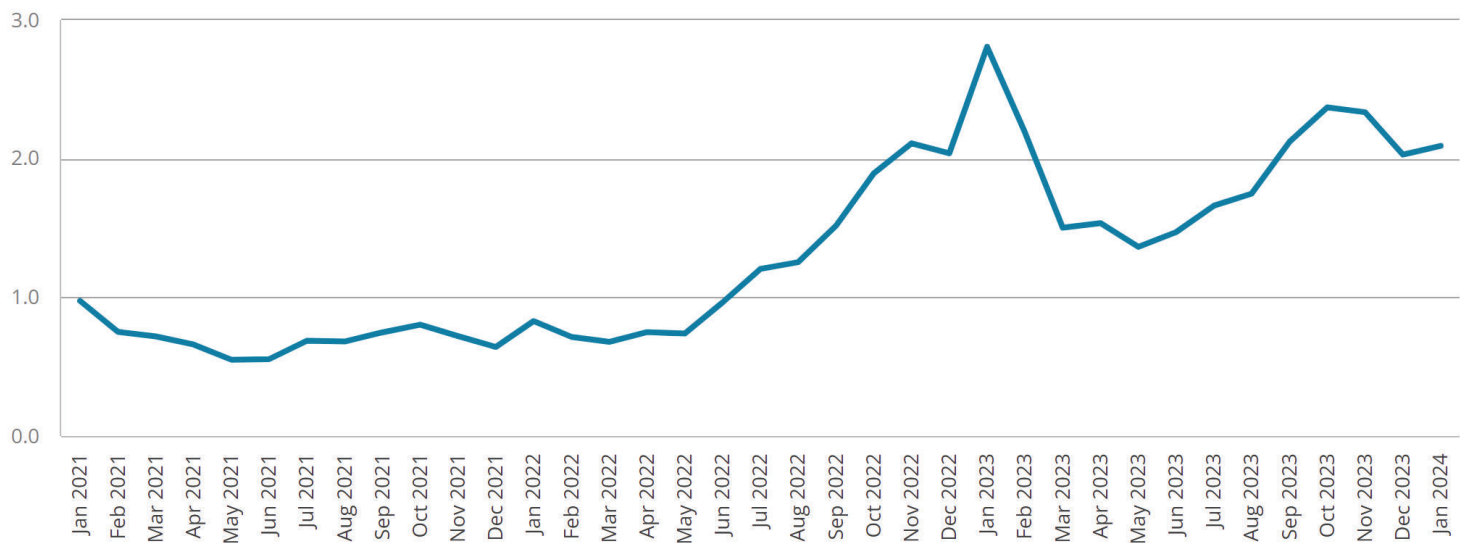


Months Supply of Inventory

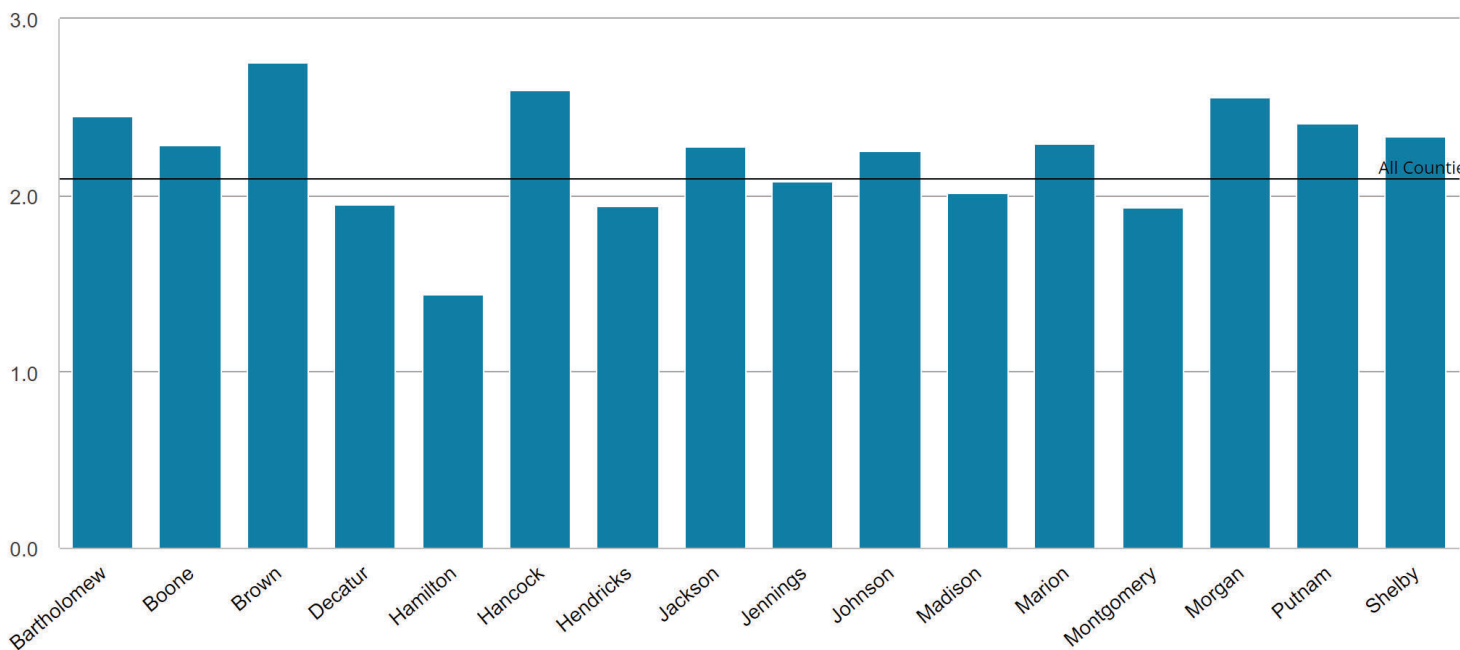
The number of months it would take to sell through the available inventory at the current monthly sales rate. NAR defines a balanced market as between 5 & 7 months of inventory.

January 2024	Month over Month Change	Year over Year Change	Year to Date Change
2.1	⬆️ 3.1%	⬇️ -25.5%	—

Historical Activity



County Comparison

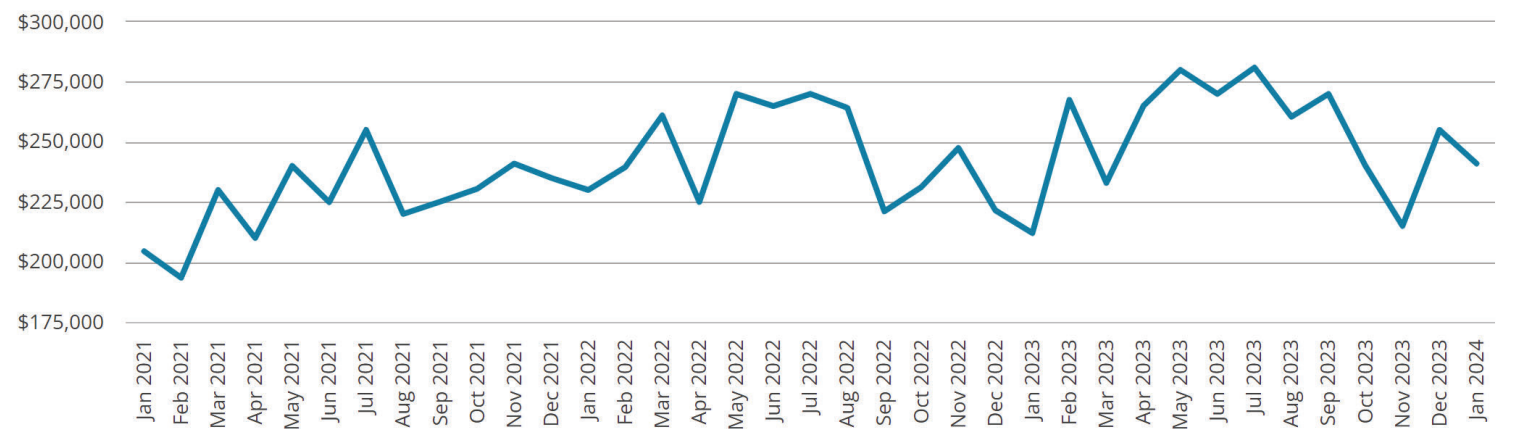


Bartholomew County

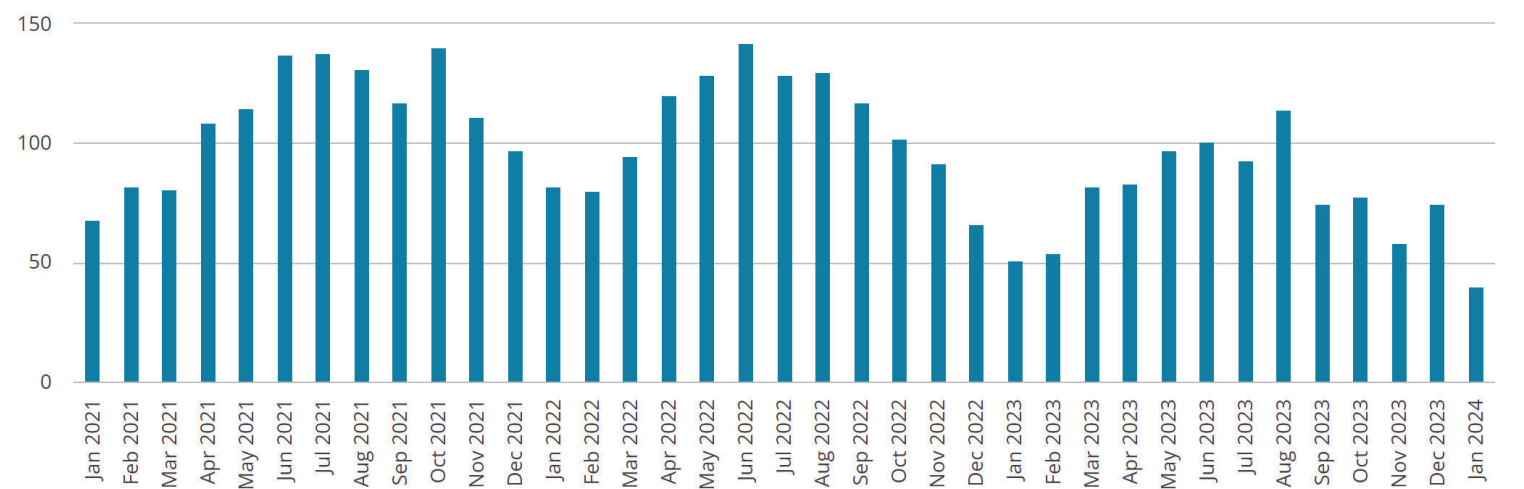
Data for Single Family Residence in Bartholomew County.

	Jan 2024	Dec 2023	MoM	Jan 2023	YoY	2024	2023	YTD
Median Sales Price	\$241,000	\$255,000	▼-5.5%	\$212,000	▲13.7%	\$241,000	\$212,000	▲13.7%
Closed Sales	40	75	▼-46.7%	51	▼-21.6%	40	51	▼-21.6%
New Listings	74	43	▲72.1%	57	▲29.8%	74	57	▲29.8%
Pending Sales	78	50	▲56.0%	67	▲16.4%	78	67	▲16.4%
Median Days on Market	23	37	▼-37.8%	46	▼-50.0%	23	46	▼-50.0%
Average Days on Market	59	58	▲2.1%	64	▼-7.5%	59	64	▼-7.5%
Price per Square Foot	\$143	\$143	▼-0.3%	\$159	▼-10.4%	\$143	\$159	▼-10.4%
% of List Price Received	95.7%	97.8%	▼-2.1%	95.7%	▼0.0%	95.7%	95.7%	▼0.0%
Active Inventory	98	119	▼-17.6%	97	▲1.0%	—	—	—
Months Supply of Inventory	2.4	1.6	▲54.4%	1.9	▲28.8%	—	—	—

Median Sales Price



Number of Closed Sales

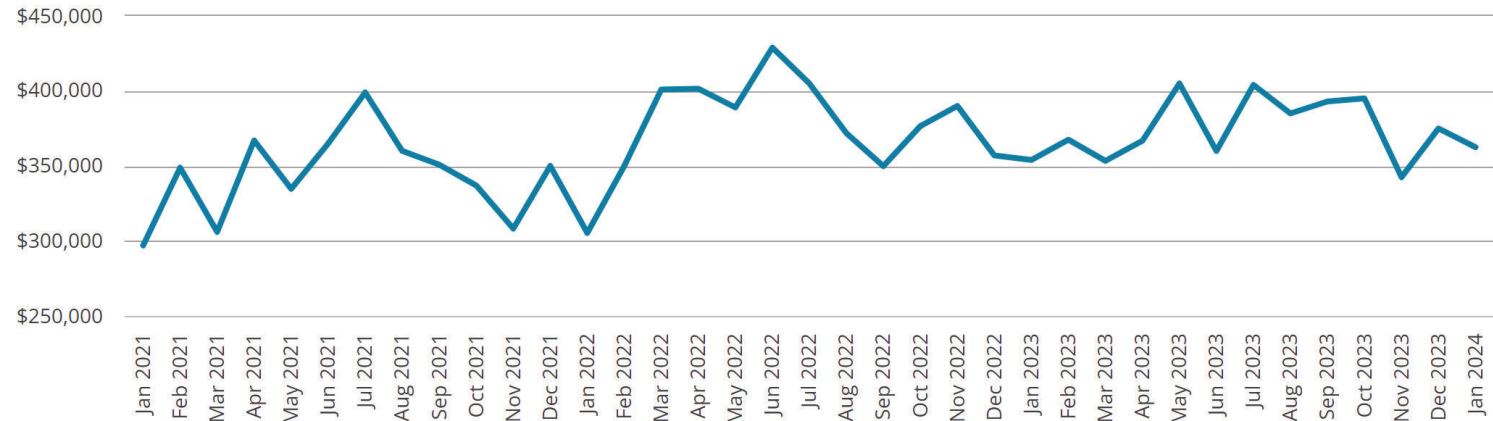


Boone County

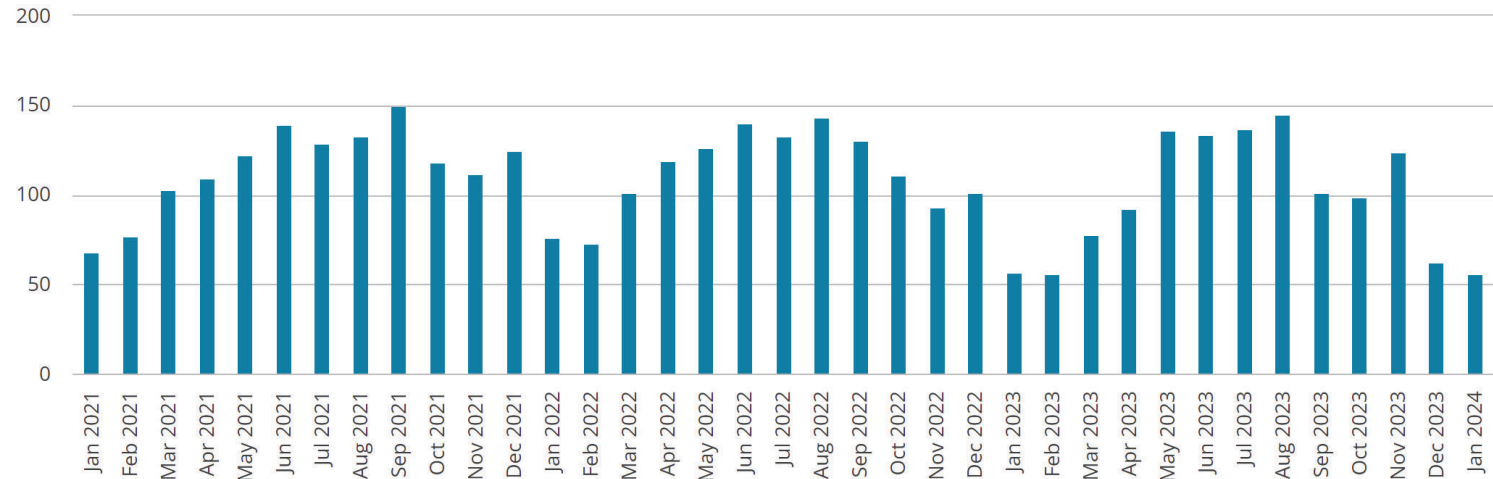
Data for Single Family Residence in Boone County.

	Jan 2024	Dec 2023	MoM	Jan 2023	YoY	2024	2023	YTD
Median Sales Price	\$362,500	\$375,000	▼-3.3%	\$354,000	▲2.4%	\$362,500	\$354,000	▲2.4%
Closed Sales	56	62	▼-9.7%	57	▼-1.8%	56	57	▼-1.8%
New Listings	90	66	▲36.4%	75	▲20.0%	90	75	▲20.0%
Pending Sales	90	68	▲32.4%	69	▲30.4%	90	69	▲30.4%
Median Days on Market	18	28	▼-35.7%	25	▼-28.0%	18	25	▼-28.0%
Average Days on Market	54	48	▲12.2%	53	▲0.3%	54	53	▲0.3%
Price per Square Foot	\$160	\$165	▼-2.7%	\$162	▼-1.2%	\$160	\$162	▼-1.2%
% of List Price Received	97.4%	96.5%	▲1.0%	97.6%	▼-0.2%	97.4%	97.6%	▼-0.2%
Active Inventory	128	146	▼-12.3%	202	▼-36.6%	—	—	—
Months Supply of Inventory	2.3	2.4	▼-2.9%	3.5	▼-35.5%	—	—	—

Median Sales Price



Number of Closed Sales

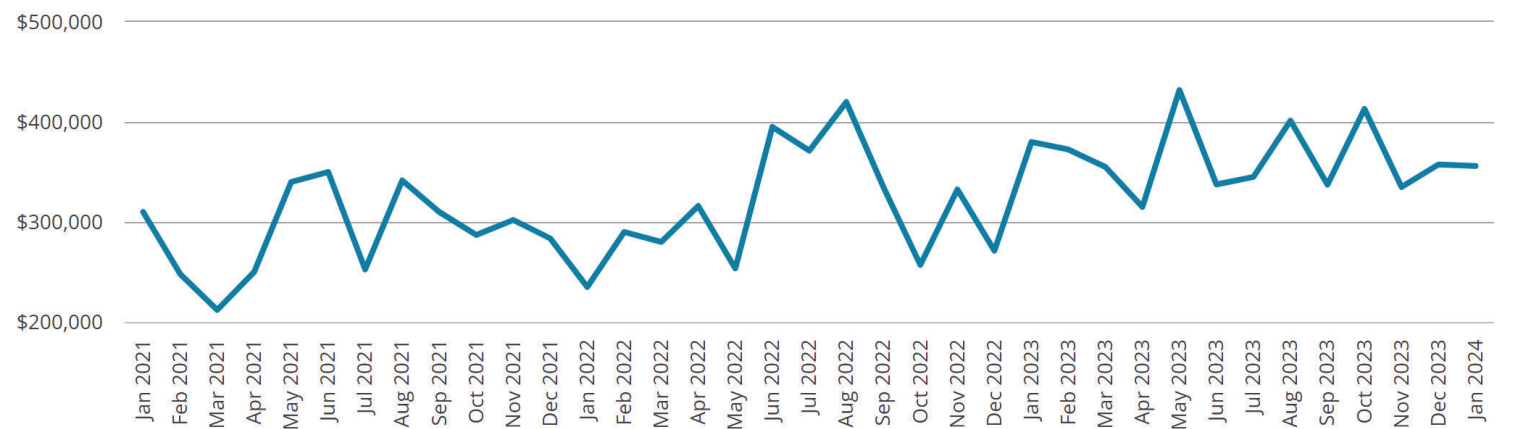


Brown County

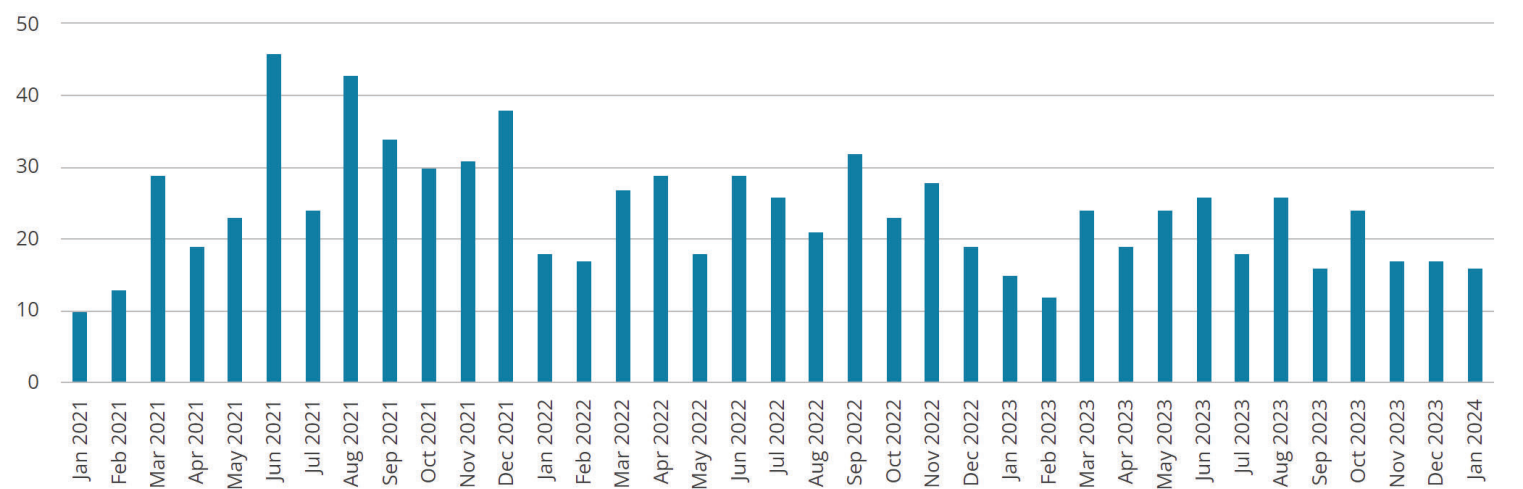
Data for Single Family Residence in Brown County.

	Jan 2024	Dec 2023	MoM	Jan 2023	YoY	2024	2023	YTD
Median Sales Price	\$356,000	\$357,500	▼ -0.4%	\$380,000	▼ -6.3%	\$356,000	\$380,000	▼ -6.3%
Closed Sales	16	17	▼ -5.9%	15	▲ 6.7%	16	15	▲ 6.7%
New Listings	15	9	▲ 66.7%	19	▼ -21.1%	15	19	▼ -21.1%
Pending Sales	14	15	▼ -6.7%	20	▼ -30.0%	14	20	▼ -30.0%
Median Days on Market	70.5	42	▲ 67.9%	85	▼ -17.1%	71	85	▼ -17.1%
Average Days on Market	70	58	▲ 21.5%	109	▼ -35.8%	70	109	▼ -35.8%
Price per Square Foot	\$187	\$199	▼ -6.3%	\$202	▼ -7.7%	\$187	\$202	▼ -7.7%
% of List Price Received	96.6%	94.8%	▲ 1.9%	94.9%	▲ 1.8%	96.6%	94.9%	▲ 1.8%
Active Inventory	44	57	▼ -22.8%	61	▼ -27.9%	—	—	—
Months Supply of Inventory	2.7	3.4	▼ -18.0%	4.1	▼ -32.4%	—	—	—

Median Sales Price



Number of Closed Sales

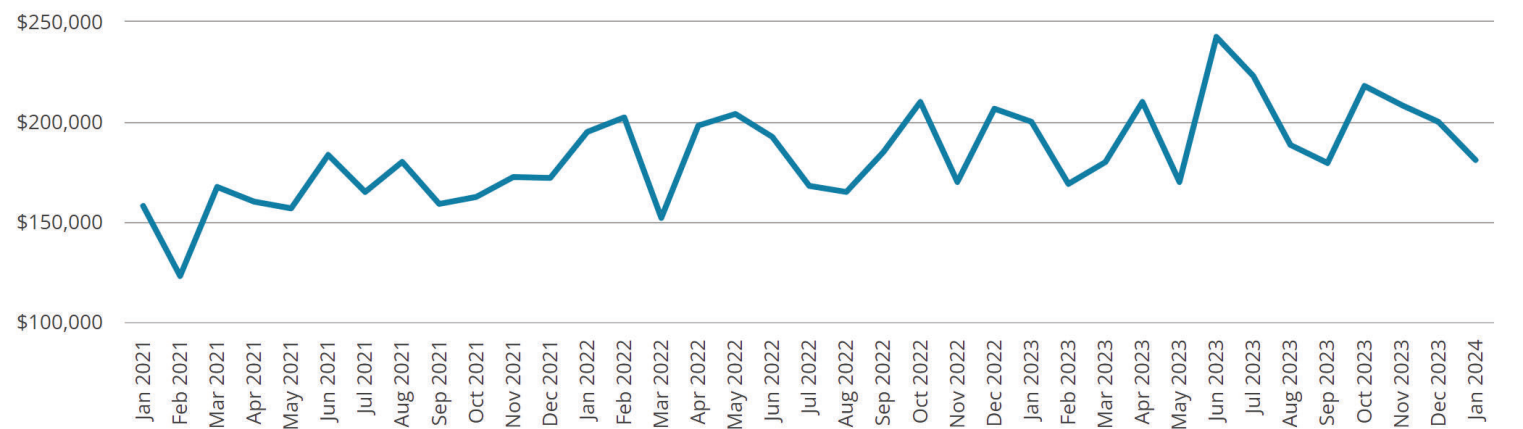


Decatur County

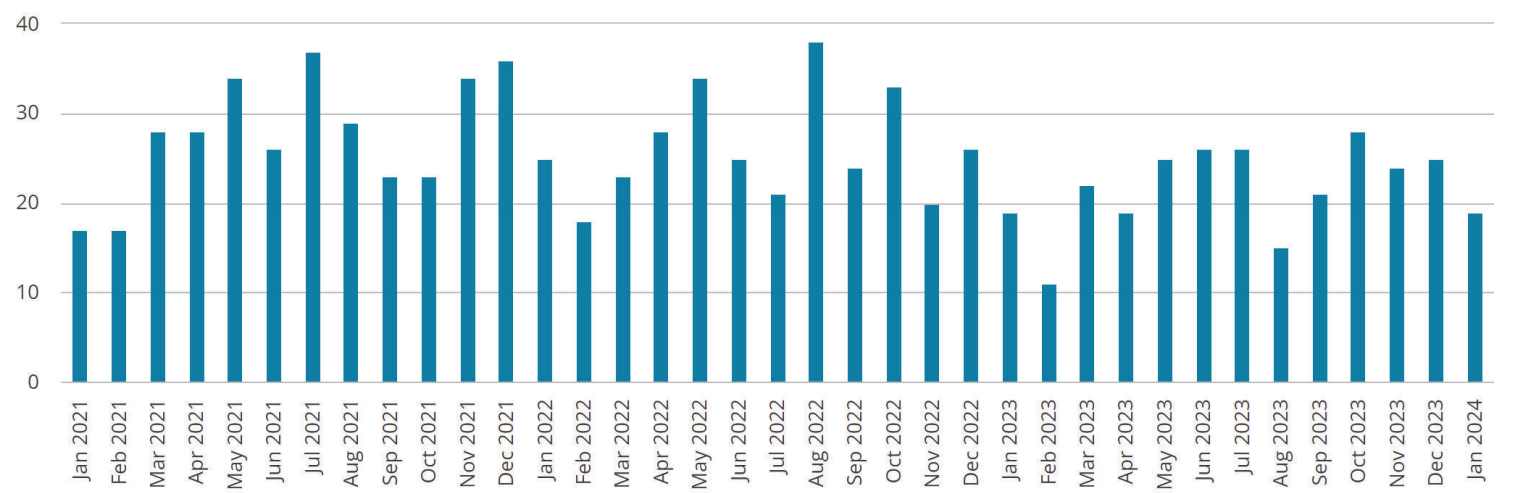
Data for Single Family Residence in Decatur County.

	Jan 2024	Dec 2023	MoM	Jan 2023	YoY	2024	2023	YTD
Median Sales Price	\$181,000	\$200,000	▼-9.5%	\$200,100	▼-9.5%	\$181,000	\$200,100	▼-9.5%
Closed Sales	19	25	▼-24.0%	19	▶0.0%	19	19	▶0.0%
New Listings	27	18	▲50.0%	10	▲170.0%	27	10	▲170.0%
Pending Sales	20	17	▲17.6%	10	▲100.0%	20	10	▲100.0%
Median Days on Market	18	12	▲50.0%	37.5	▼-52.0%	18	38	▼-52.0%
Average Days on Market	44	44	▲1.2%	62	▼-28.4%	44	62	▼-28.4%
Price per Square Foot	\$122	\$120	▲1.7%	\$135	▼-9.6%	\$122	\$135	▼-9.6%
% of List Price Received	95.4%	95.2%	▲0.2%	96.6%	▼-1.2%	95.4%	96.6%	▼-1.2%
Active Inventory	37	37	▶0.0%	40	▼-7.5%	—	—	—
Months Supply of Inventory	1.9	1.5	▲31.6%	2.1	▼-7.5%	—	—	—

Median Sales Price



Number of Closed Sales

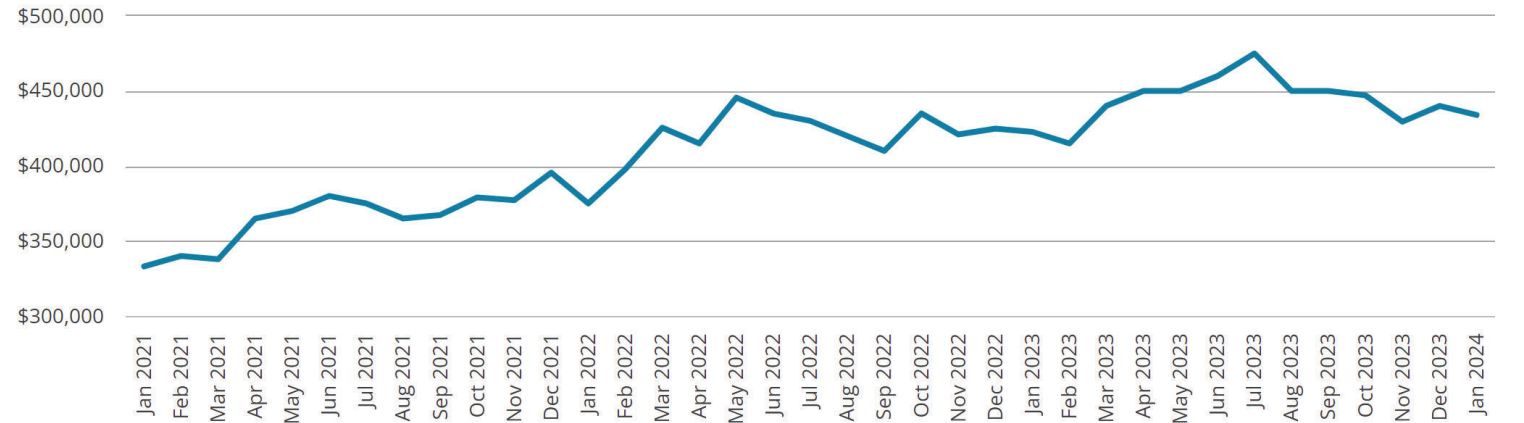


Hamilton County

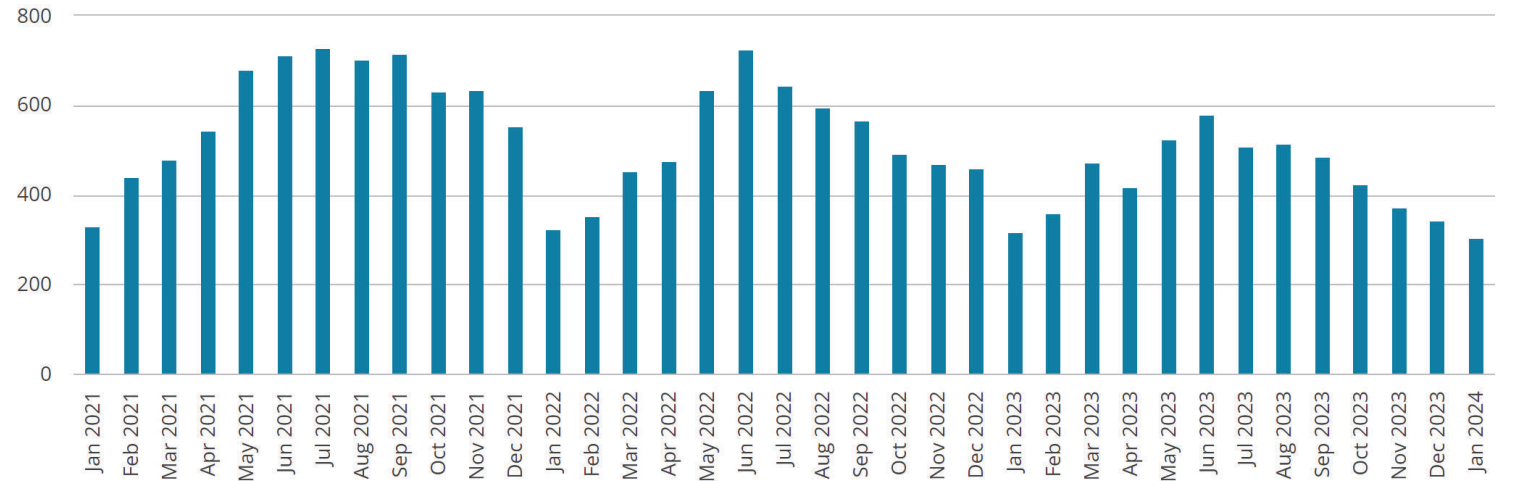
Data for Single Family Residence in Hamilton County.

	Jan 2024	Dec 2023	MoM	Jan 2023	YoY	2024	2023	YTD
Median Sales Price	\$433,959	\$440,000	▼ -1.4%	\$422,718.5	▲ 2.7%	\$433,959	\$422,718.5	▲ 2.7%
Closed Sales	304	343	▼ -11.4%	316	▼ -3.8%	304	316	▼ -3.8%
New Listings	347	223	▲ 55.6%	352	▼ -1.4%	347	352	▼ -1.4%
Pending Sales	371	290	▲ 27.9%	428	▼ -13.3%	371	428	▼ -13.3%
Median Days on Market	23	32	▼ -28.1%	22	▲ 4.5%	23	22	▲ 4.5%
Average Days on Market	48	45	▲ 6.3%	50	▼ -3.6%	48	50	▼ -3.6%
Price per Square Foot	\$170	\$171	▼ -0.6%	\$181	▼ -6.1%	\$170	\$181	▼ -6.1%
% of List Price Received	97.8%	98.1%	▼ -0.3%	98.2%	▼ -0.4%	97.8%	98.2%	▼ -0.4%
Active Inventory	437	522	▼ -16.3%	534	▼ -18.2%	—	—	—
Months Supply of Inventory	1.4	1.5	▼ -5.5%	1.7	▼ -14.9%	—	—	—

Median Sales Price



Number of Closed Sales

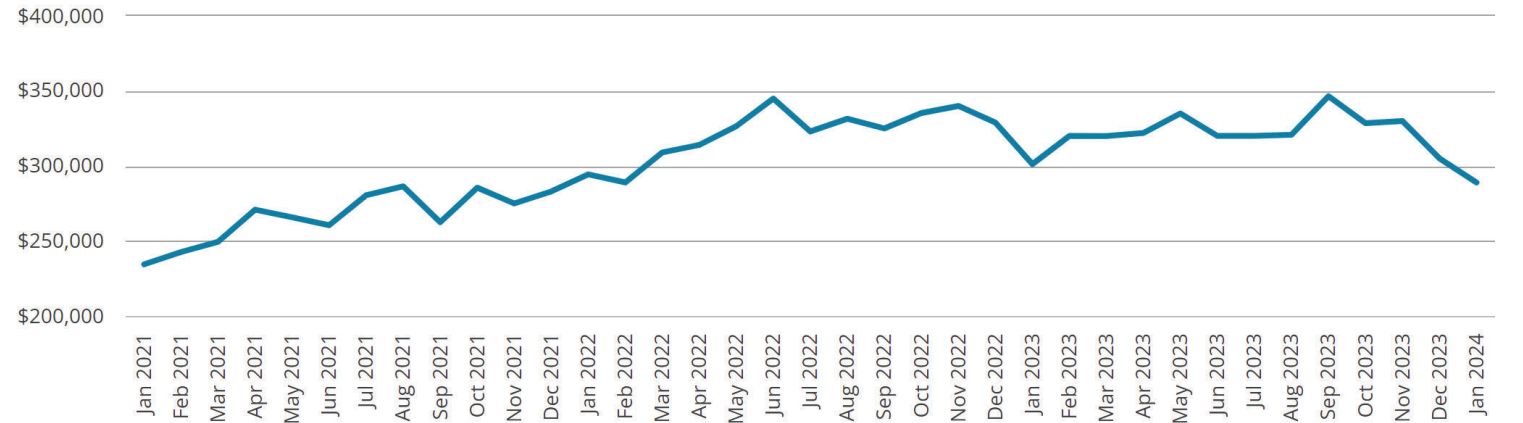


Hancock County

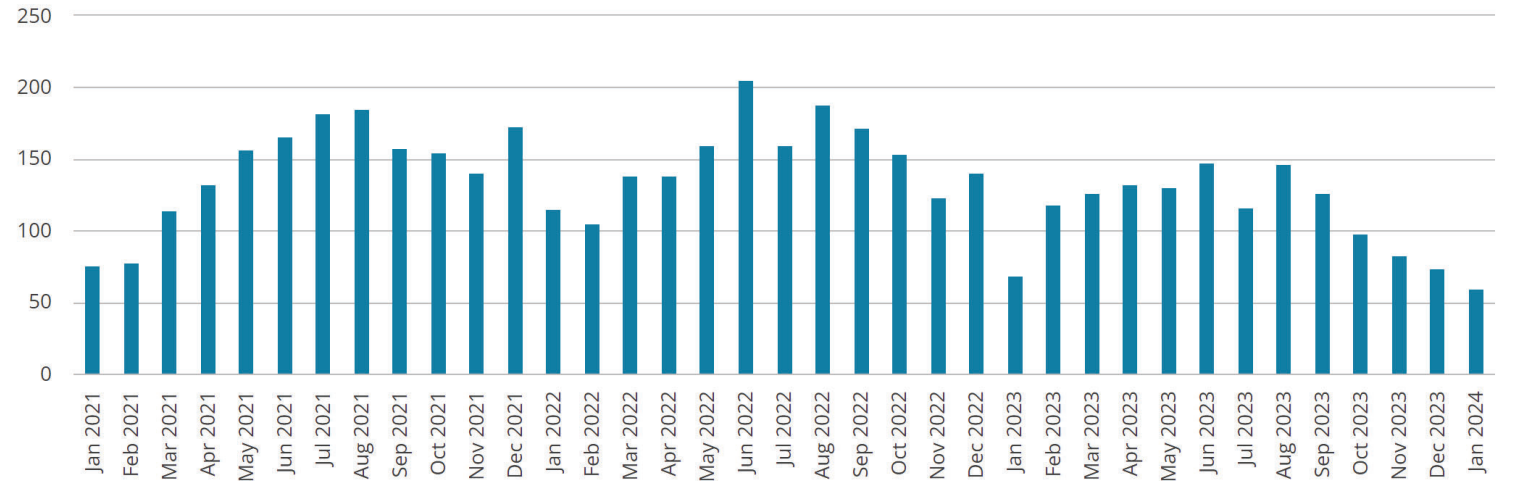
Data for Single Family Residence in Hancock County.

	Jan 2024	Dec 2023	MoM	Jan 2023	YoY	2024	2023	YTD
Median Sales Price	\$288,942.5	\$305,000	▼ -5.3%	\$301,195	▼ -4.1%	\$288,942.5	\$301,195	▼ -4.1%
Closed Sales	60	74	▼ -18.9%	69	▼ -13.0%	60	69	▼ -13.0%
New Listings	91	55	▲ 65.5%	110	▼ -17.3%	91	110	▼ -17.3%
Pending Sales	97	65	▲ 49.2%	139	▼ -30.2%	97	139	▼ -30.2%
Median Days on Market	44	42	▲ 4.8%	60	▼ -26.7%	44	60	▼ -26.7%
Average Days on Market	68	62	▲ 9.6%	85	▼ -20.8%	68	85	▼ -20.8%
Price per Square Foot	\$151	\$155	▼ -2.6%	\$160	▼ -5.6%	\$151	\$160	▼ -5.6%
% of List Price Received	98.3%	99.0%	▼ -0.7%	97.8%	▲ 0.5%	98.3%	97.8%	▲ 0.5%
Active Inventory	156	182	▼ -14.3%	246	▼ -36.6%	—	—	—
Months Supply of Inventory	2.6	2.5	▲ 5.7%	3.6	▼ -27.1%	—	—	—

Median Sales Price



Number of Closed Sales

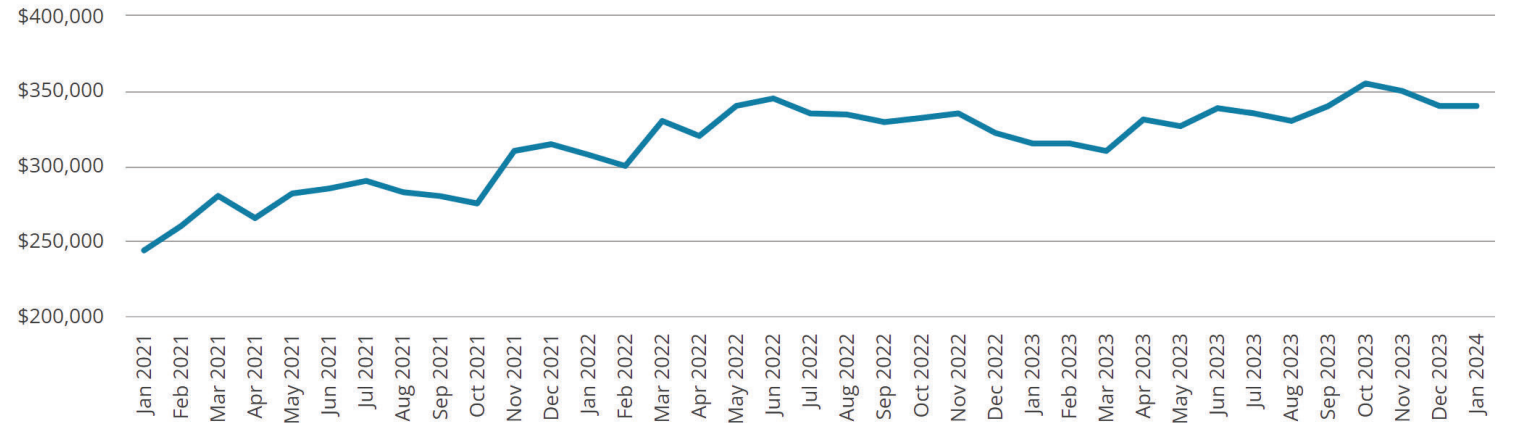


Hendricks County

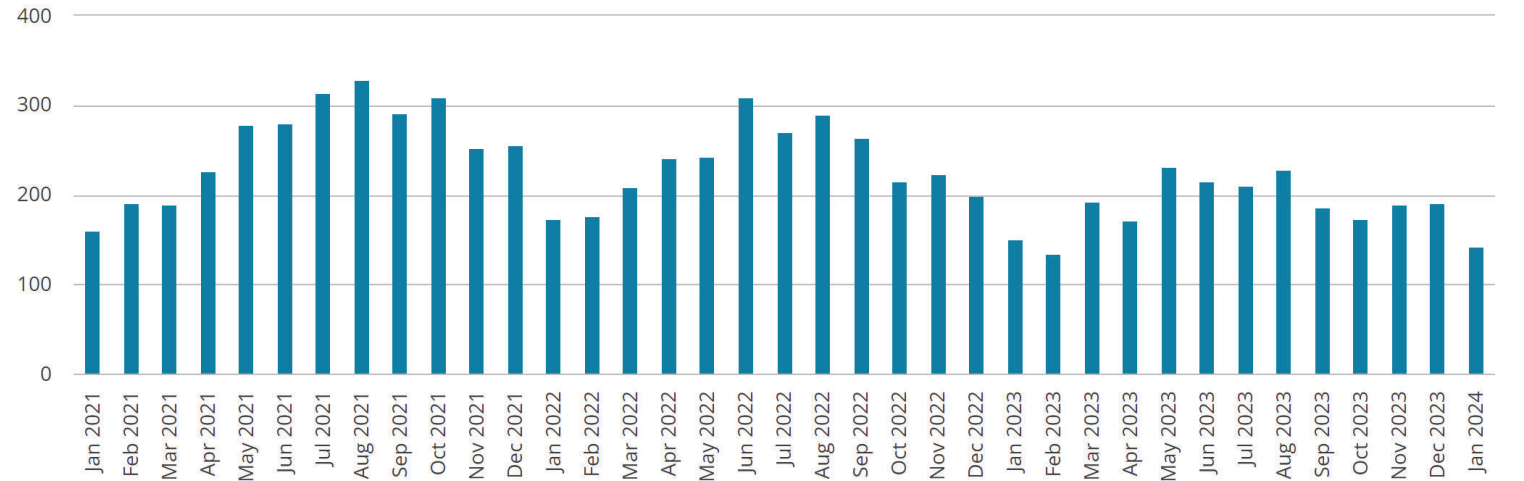
Data for Single Family Residence in Hendricks County.

	Jan 2024	Dec 2023	MoM	Jan 2023	YoY	2024	2023	YTD
Median Sales Price	\$339,947.5	\$340,000	▼ 0.0%	\$315,000	▲ 7.9%	\$339,947.5	\$315,000	▲ 7.9%
Closed Sales	142	191	▼ -25.7%	151	▼ -6.0%	142	151	▼ -6.0%
New Listings	168	145	▲ 15.9%	115	▲ 46.1%	168	115	▲ 46.1%
Pending Sales	184	153	▲ 20.3%	151	▲ 21.9%	184	151	▲ 21.9%
Median Days on Market	25	29.5	▼ -15.3%	41	▼ -39.0%	25	41	▼ -39.0%
Average Days on Market	57	54	▲ 5.7%	53	▲ 8.2%	57	53	▲ 8.2%
Price per Square Foot	\$155	\$153	▲ 1.0%	\$161	▼ -4.0%	\$155	\$161	▼ -4.0%
% of List Price Received	97.7%	97.9%	▼ -0.2%	98.4%	▼ -0.7%	97.7%	98.4%	▼ -0.7%
Active Inventory	275	322	▼ -14.6%	245	▲ 12.2%	—	—	—
Months Supply of Inventory	1.9	1.7	▲ 14.9%	1.6	▲ 19.4%	—	—	—

Median Sales Price



Number of Closed Sales

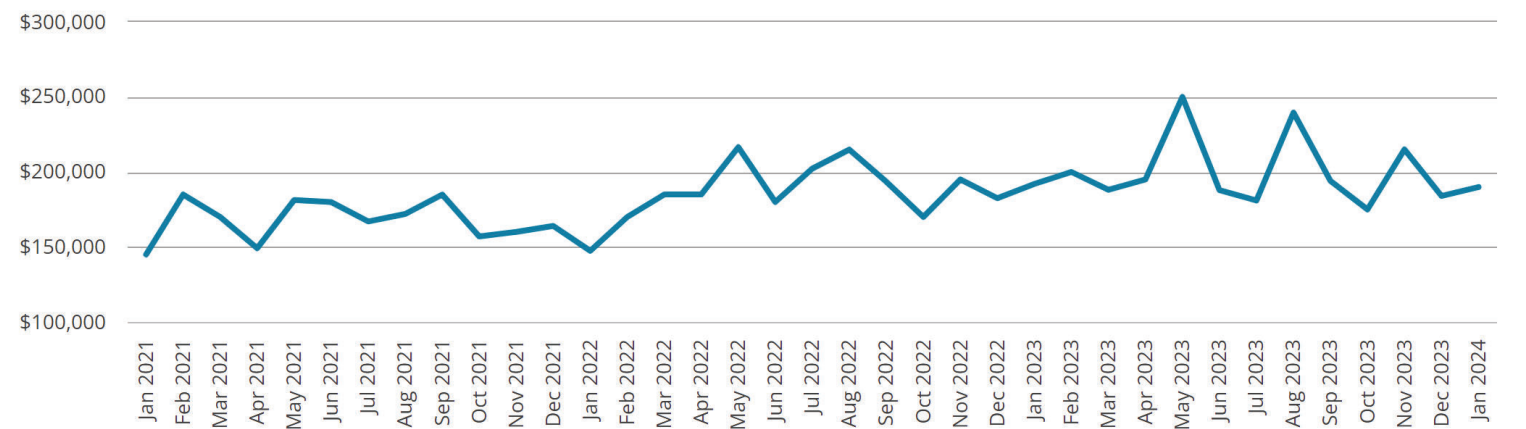


Jackson County

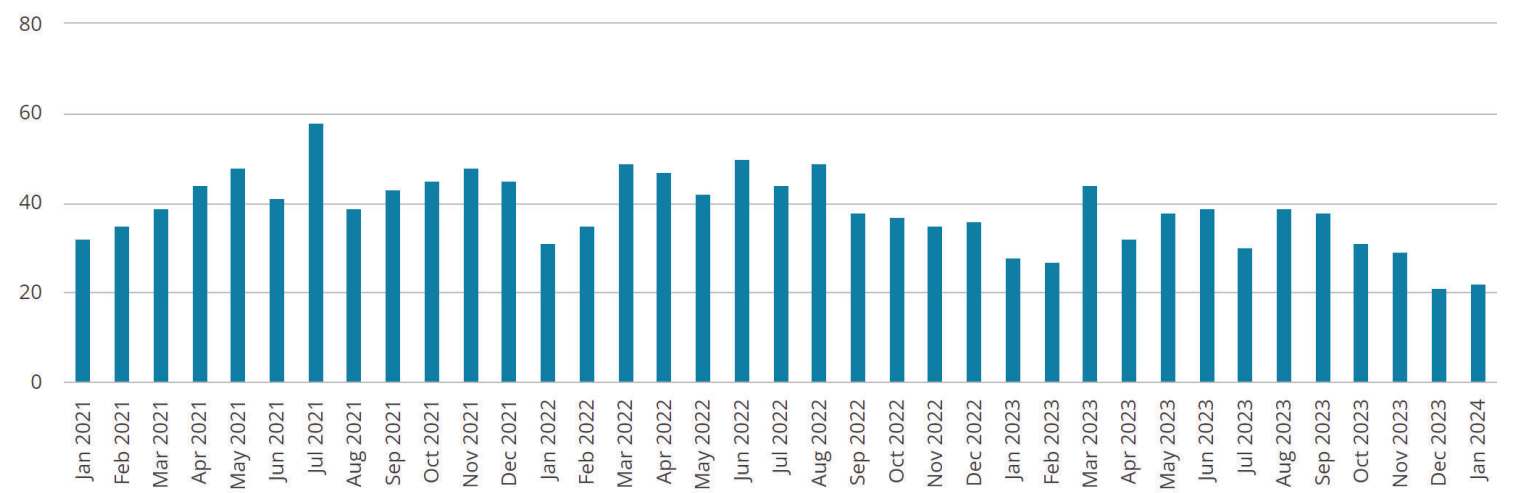
Data for Single Family Residence in Jackson County.

	Jan 2024	Dec 2023	MoM	Jan 2023	YoY	2024	2023	YTD
Median Sales Price	\$189,950	\$184,000	⬆ 3.2%	\$192,000	⬇ -1.1%	\$189,950	\$192,000	⬇ -1.1%
Closed Sales	22	21	⬆ 4.8%	28	⬇ -21.4%	22	28	⬇ -21.4%
New Listings	31	17	⬆ 82.4%	39	⬇ -20.5%	31	39	⬇ -20.5%
Pending Sales	26	17	⬆ 52.9%	35	⬇ -25.7%	26	35	⬇ -25.7%
Median Days on Market	14	14.5	⬆ -3.4%	26	⬇ -46.2%	14	26	⬇ -46.2%
Average Days on Market	64	30	⬆ 116.7%	55	⬆ 17.5%	64	55	⬆ 17.5%
Price per Square Foot	\$133	\$129	⬆ 2.7%	\$134	⬇ -1.1%	\$133	\$134	⬇ -1.1%
% of List Price Received	99.2%	98.4%	⬆ 0.8%	97.6%	⬆ 1.6%	99.2%	97.6%	⬆ 1.6%
Active Inventory	50	50	⬆ 0.0%	67	⬇ -25.4%	—	—	—
Months Supply of Inventory	2.3	2.4	⬆ -4.5%	2.4	⬇ -5.0%	—	—	—

Median Sales Price



Number of Closed Sales

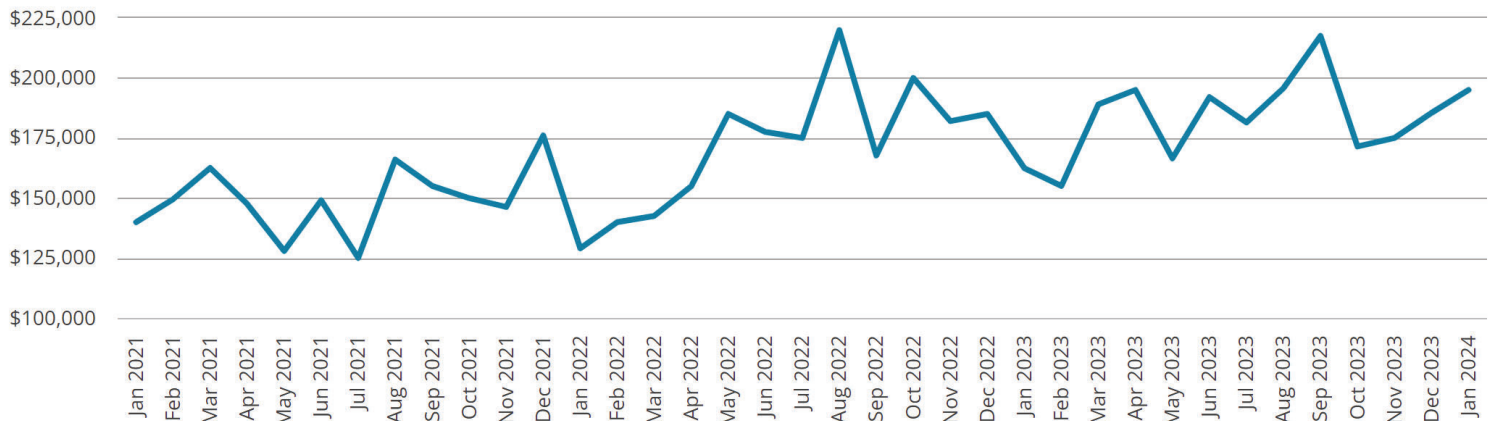


Jennings County

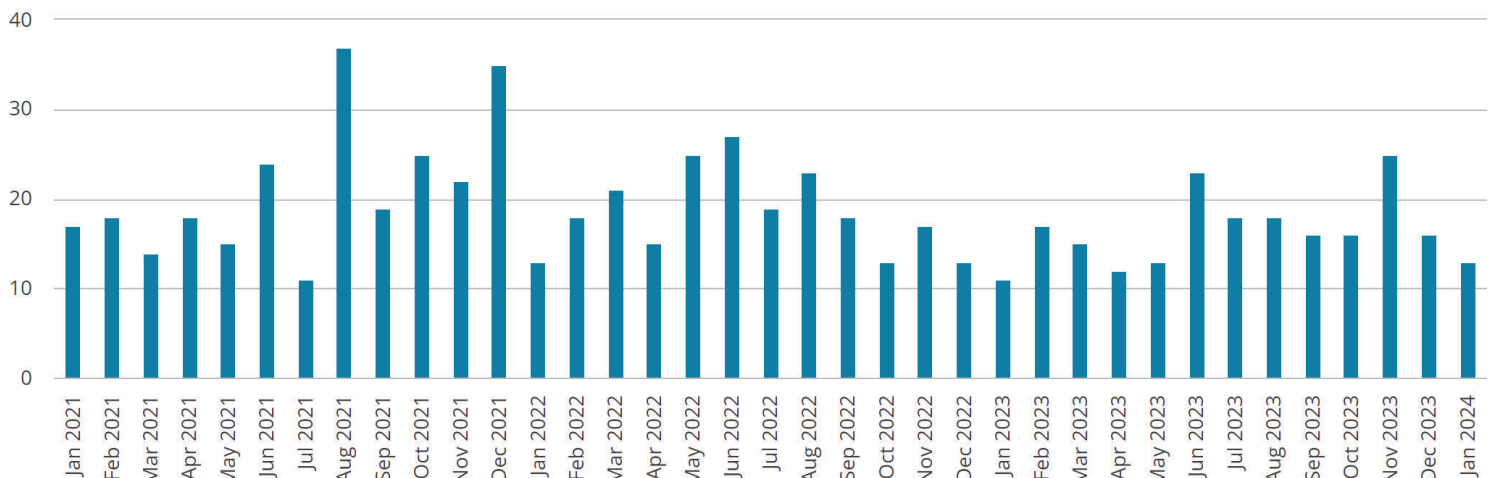
Data for Single Family Residence in Jennings County.

	Jan 2024	Dec 2023	MoM	Jan 2023	YoY	2024	2023	YTD
Median Sales Price	\$195,000	\$185,450	▲ 5.1%	\$162,400	▲ 20.1%	\$195,000	\$162,400	▲ 20.1%
Closed Sales	13	16	▼ -18.8%	11	▲ 18.2%	13	11	▲ 18.2%
New Listings	13	10	▲ 30.0%	21	▼ -38.1%	13	21	▼ -38.1%
Pending Sales	15	10	▲ 50.0%	17	▼ -11.8%	15	17	▼ -11.8%
Median Days on Market	23	33	▼ -30.3%	13	▲ 76.9%	23	13	▲ 76.9%
Average Days on Market	74	37	▲ 98.2%	40	▲ 85.9%	74	40	▲ 85.9%
Price per Square Foot	\$111	\$116	▼ -4.3%	\$115	▼ -3.5%	\$111	\$115	▼ -3.5%
% of List Price Received	93.1%	96.9%	▼ -4.0%	93.2%	▼ -0.1%	93.1%	93.2%	▼ -0.1%
Active Inventory	27	33	▼ -18.2%	25	▲ 8.0%	—	—	—
Months Supply of Inventory	2.1	2.1	▲ 0.7%	2.3	▼ -8.6%	—	—	—

Median Sales Price



Number of Closed Sales



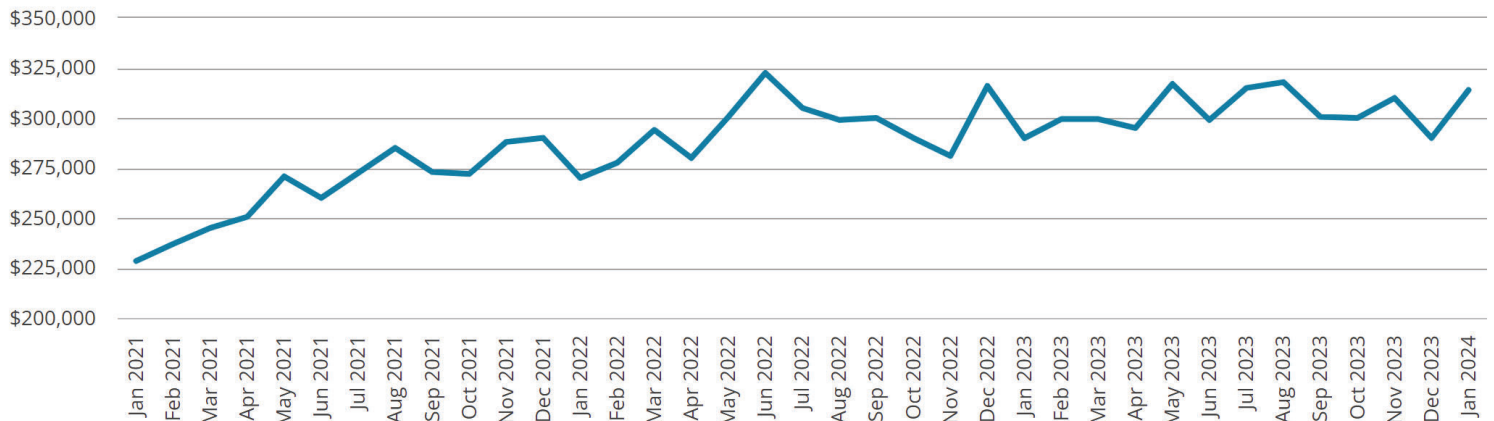
Johnson County

Data for Single Family Residence in Johnson County.

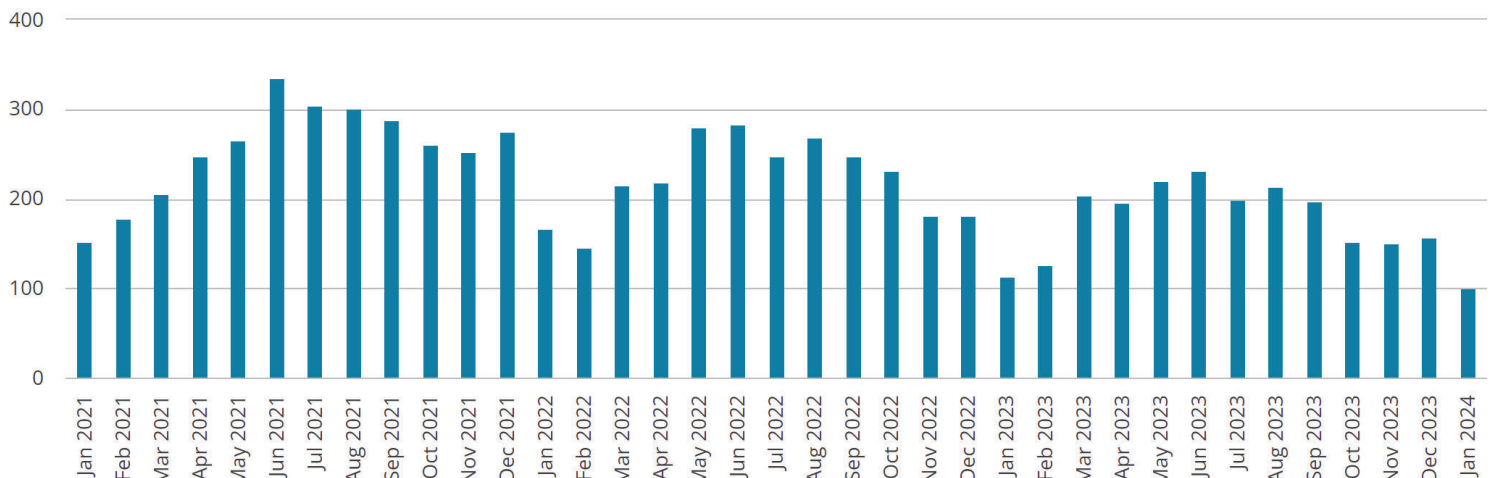


	Jan 2024	Dec 2023	MoM	Jan 2023	YoY	2024	2023	YTD
Median Sales Price	\$313,950	\$290,000	⬆ 8.3%	\$289,900	⬆ 8.3%	\$313,950	\$289,900	⬆ 8.3%
Closed Sales	100	157	⬇ -36.3%	113	⬇ -11.5%	100	113	⬇ -11.5%
New Listings	139	118	⬆ 17.8%	171	⬇ -18.7%	139	171	⬇ -18.7%
Pending Sales	193	122	⬆ 58.2%	159	⬆ 21.4%	193	159	⬆ 21.4%
Median Days on Market	35	35	➡ 0.0%	45	⬇ -22.2%	35	45	⬇ -22.2%
Average Days on Market	56	52	⬆ 8.8%	62	⬇ -8.6%	56	62	⬇ -8.6%
Price per Square Foot	\$153	\$156	⬇ -1.9%	\$150	⬆ 2.0%	\$153	\$150	⬆ 2.0%
% of List Price Received	97.4%	97.7%	⬇ -0.3%	97.7%	⬇ -0.2%	97.4%	97.7%	⬇ -0.2%
Active Inventory	225	314	⬇ -28.3%	339	⬇ -33.6%	—	—	—
Months Supply of Inventory	2.2	2.0	⬆ 12.5%	3.0	⬇ -25.0%	—	—	—

Median Sales Price



Number of Closed Sales

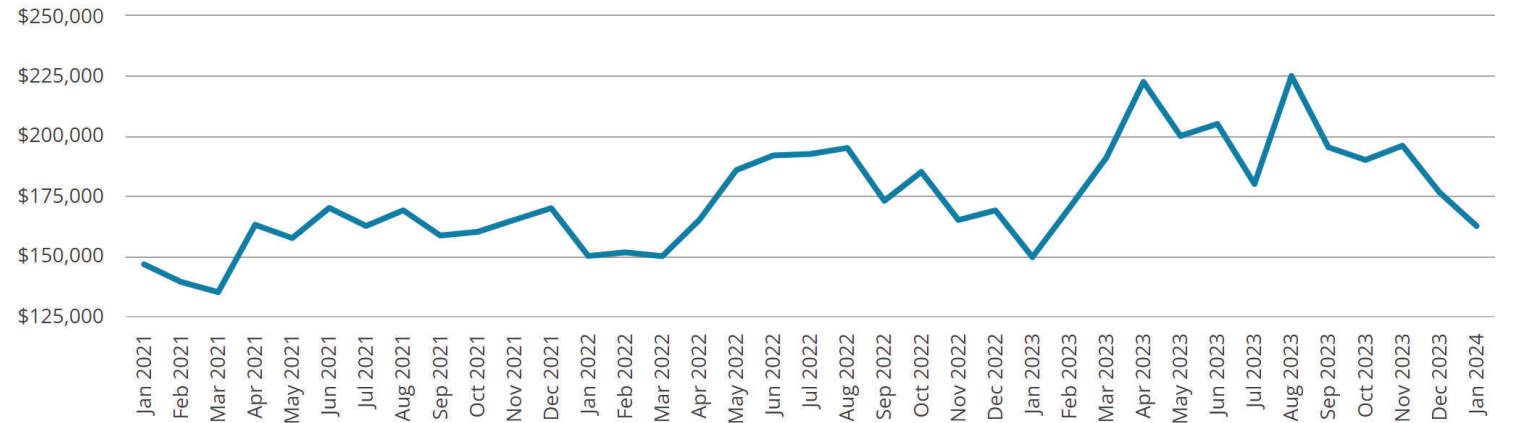


Madison County

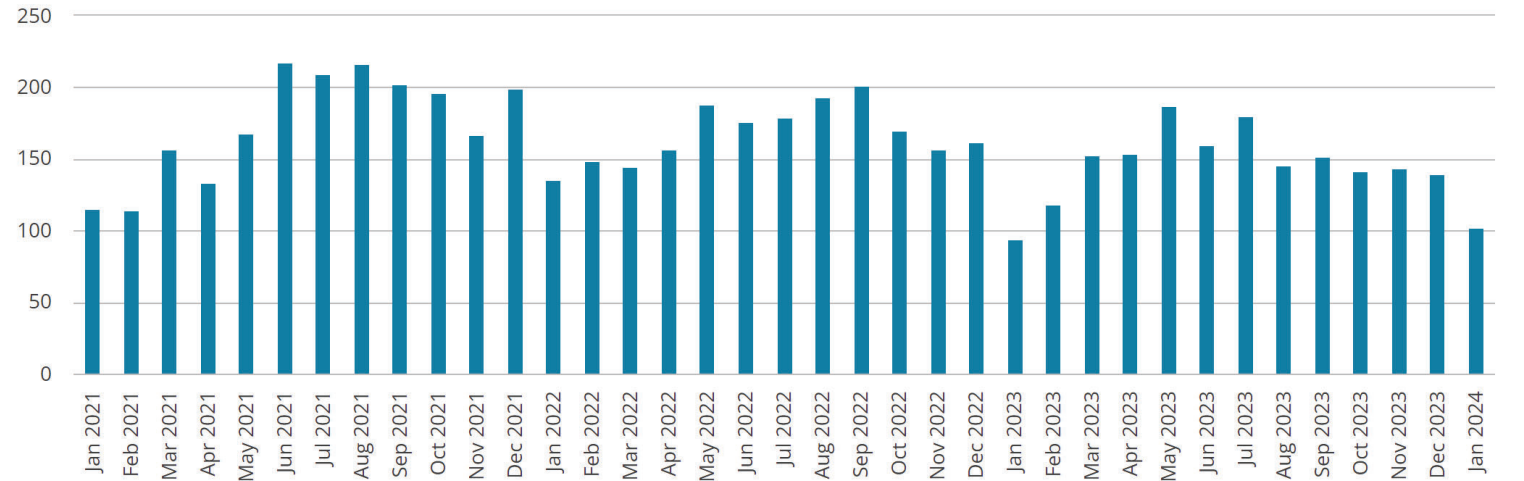
Data for Single Family Residence in Madison County.

	Jan 2024	Dec 2023	MoM	Jan 2023	YoY	2024	2023	YTD
Median Sales Price	\$162,500	\$176,500	▼ -7.9%	\$149,500	▲ 8.7%	\$162,500	\$149,500	▲ 8.7%
Closed Sales	102	140	▼ -27.1%	94	▲ 8.5%	102	94	▲ 8.5%
New Listings	121	112	▲ 8.0%	130	▼ -6.9%	121	130	▼ -6.9%
Pending Sales	134	112	▲ 19.6%	130	▲ 3.1%	134	130	▲ 3.1%
Median Days on Market	29	27	▲ 7.4%	50	▼ -42.0%	29	50	▼ -42.0%
Average Days on Market	50	46	▲ 8.3%	71	▼ -29.5%	50	71	▼ -29.5%
Price per Square Foot	\$122	\$124	▼ -2.0%	\$104	▲ 16.8%	\$122	\$104	▲ 16.8%
% of List Price Received	95.4%	94.9%	▲ 0.5%	95.8%	▼ -0.4%	95.4%	95.8%	▼ -0.4%
Active Inventory	205	261	▼ -21.5%	315	▼ -34.9%	—	—	—
Months Supply of Inventory	2.0	1.9	▲ 7.8%	3.4	▼ -40.0%	—	—	—

Median Sales Price



Number of Closed Sales



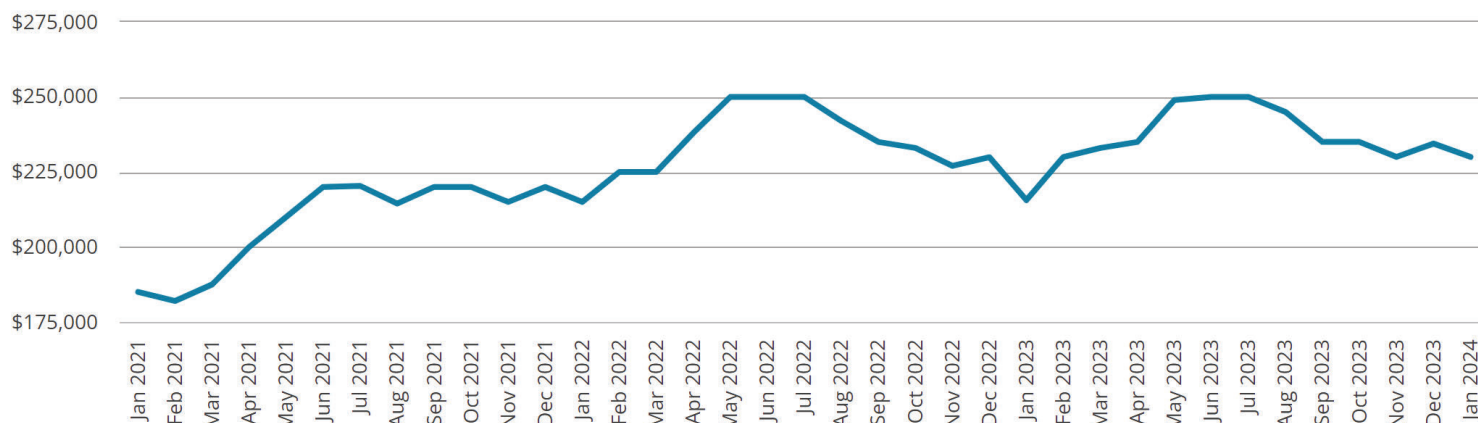
Marion County



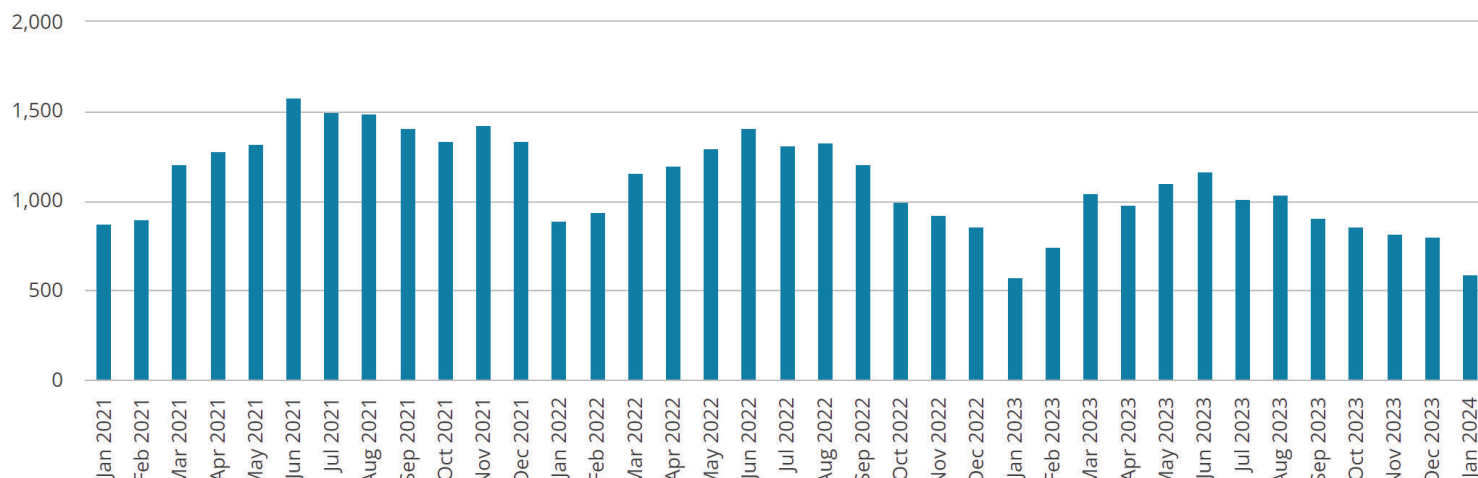
Data for Single Family Residence in Marion County.

	Jan 2024	Dec 2023	MoM	Jan 2023	YoY	2024	2023	YTD
Median Sales Price	\$230,000	\$234,450	▼ -1.9%	\$215,600	▲ 6.7%	\$230,000	\$215,600	▲ 6.7%
Closed Sales	588	801	▼ -26.6%	577	▲ 1.9%	588	577	▲ 1.9%
New Listings	762	619	▲ 23.1%	867	▼ -12.1%	762	867	▼ -12.1%
Pending Sales	911	654	▲ 39.3%	881	▲ 3.4%	911	881	▲ 3.4%
Median Days on Market	36	31	▲ 16.1%	40	▼ -10.0%	36	40	▼ -10.0%
Average Days on Market	61	58	▲ 3.8%	59	▲ 2.7%	61	59	▲ 2.7%
Price per Square Foot	\$138	\$139	▼ -0.4%	\$141	▼ -2.1%	\$138	\$141	▼ -2.1%
% of List Price Received	97.3%	97.4%	▼ -0.1%	96.4%	▲ 1.0%	97.3%	96.4%	▲ 1.0%
Active Inventory	1,346	1,797	▼ -25.1%	2,028	▼ -33.6%	—	—	—
Months Supply of Inventory	2.3	2.2	▲ 2.0%	3.5	▼ -34.9%	—	—	—

Median Sales Price



Number of Closed Sales

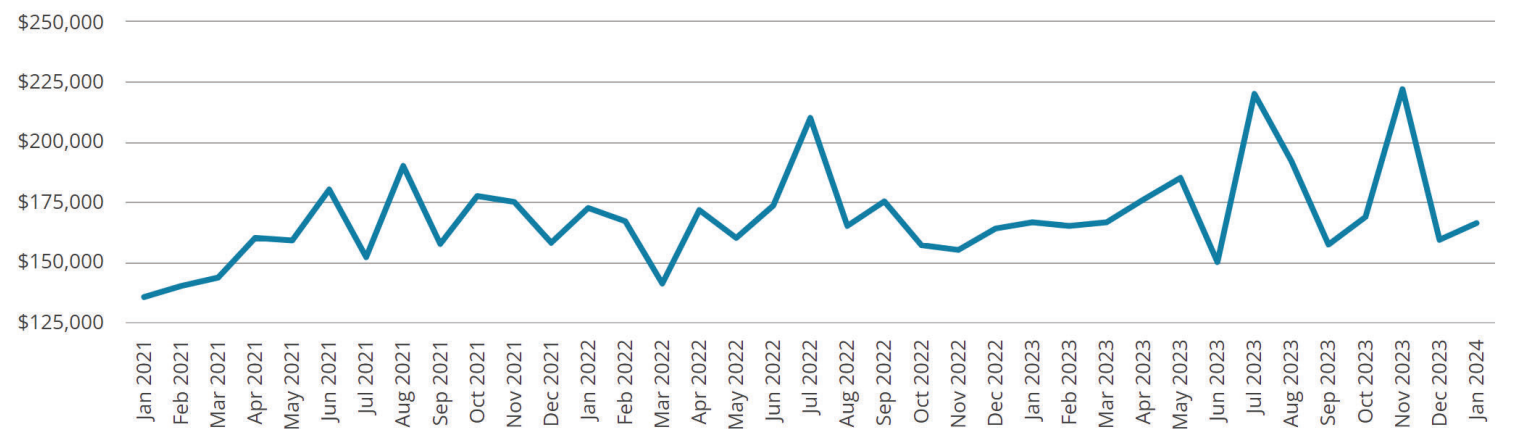


Montgomery County

Data for Single Family Residence in Montgomery County.

	Jan 2024	Dec 2023	MoM	Jan 2023	YoY	2024	2023	YTD
Median Sales Price	\$166,200	\$159,250	▲ 4.4%	\$166,500	▼ -0.2%	\$166,200	\$166,500	▼ -0.2%
Closed Sales	28	30	▼ -6.7%	20	▲ 40.0%	28	20	▲ 40.0%
New Listings	27	29	▼ -6.9%	27	▶ 0.0%	27	27	▶ 0.0%
Pending Sales	41	28	▲ 46.4%	36	▲ 13.9%	41	36	▲ 13.9%
Median Days on Market	47	36	▲ 30.6%	38	▲ 23.7%	47	38	▲ 23.7%
Average Days on Market	58	39	▲ 50.3%	54	▲ 6.7%	58	54	▲ 6.7%
Price per Square Foot	\$124	\$112	▲ 10.7%	\$118	▲ 5.1%	\$124	\$118	▲ 5.1%
% of List Price Received	96.0%	98.1%	▼ -2.1%	97.8%	▼ -1.9%	96.0%	97.8%	▼ -1.9%
Active Inventory	54	73	▼ -26.0%	64	▼ -15.6%	—	—	—
Months Supply of Inventory	1.9	2.4	▼ -20.7%	3.2	▼ -39.7%	—	—	—

Median Sales Price



Number of Closed Sales

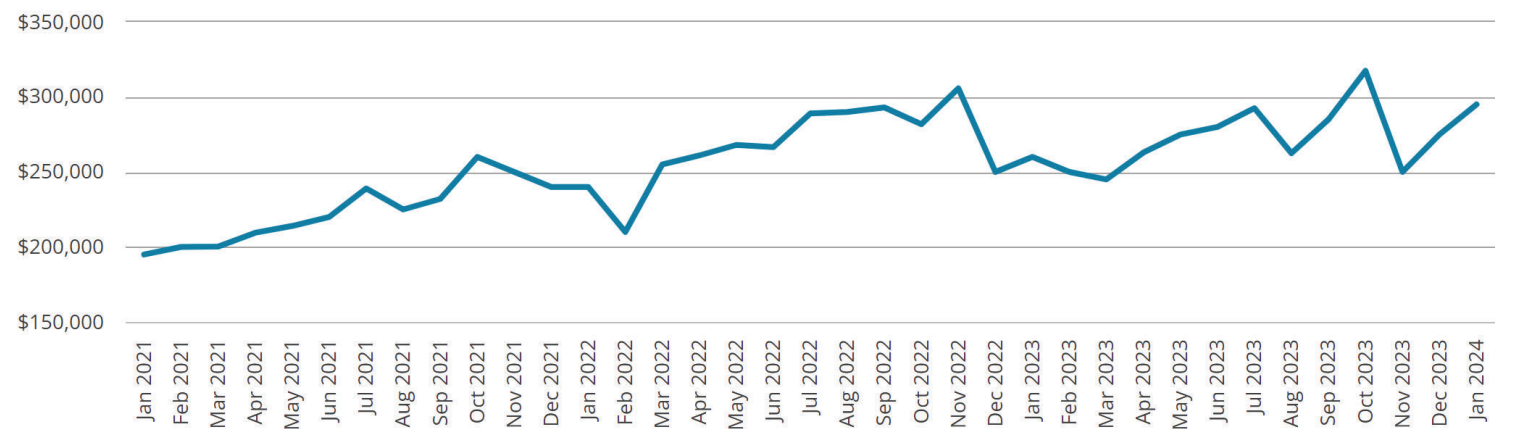


Morgan County

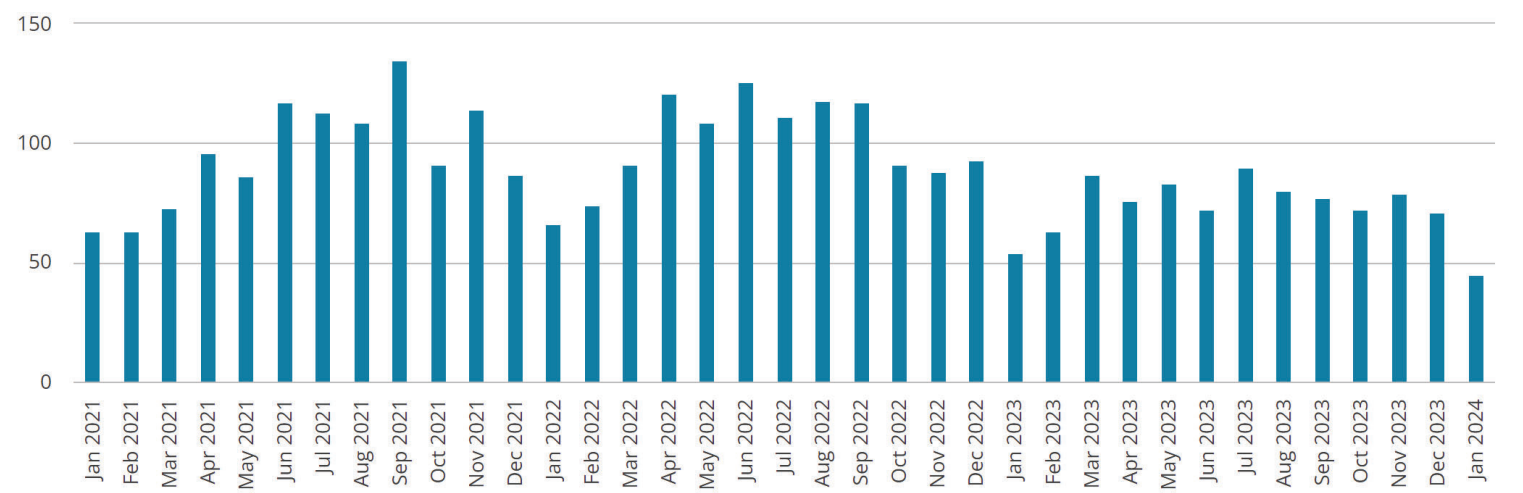
Data for Single Family Residence in Morgan County.

	Jan 2024	Dec 2023	MoM	Jan 2023	YoY	2024	2023	YTD
Median Sales Price	\$295,000	\$275,000	⬆ 7.3%	\$260,000	⬆ 13.5%	\$295,000	\$260,000	⬆ 13.5%
Closed Sales	45	71	⬆ -36.6%	54	⬆ -16.7%	45	54	⬆ -16.7%
New Listings	68	54	⬆ 25.9%	63	⬆ 7.9%	68	63	⬆ 7.9%
Pending Sales	85	46	⬆ 84.8%	73	⬆ 16.4%	85	73	⬆ 16.4%
Median Days on Market	34	38	⬆ -10.5%	69	⬆ -50.7%	34	69	⬆ -50.7%
Average Days on Market	54	113	⬆ -52.2%	82	⬆ -34.3%	54	82	⬆ -34.3%
Price per Square Foot	\$148	\$151	⬆ -2.0%	\$145	⬆ 2.1%	\$148	\$145	⬆ 2.1%
% of List Price Received	96.5%	97.5%	⬆ -1.0%	96.8%	⬆ -0.3%	96.5%	96.8%	⬆ -0.3%
Active Inventory	115	155	⬆ -25.8%	158	⬆ -27.2%	—	—	—
Months Supply of Inventory	2.6	2.2	⬆ 17.1%	2.9	⬆ -12.7%	—	—	—

Median Sales Price



Number of Closed Sales

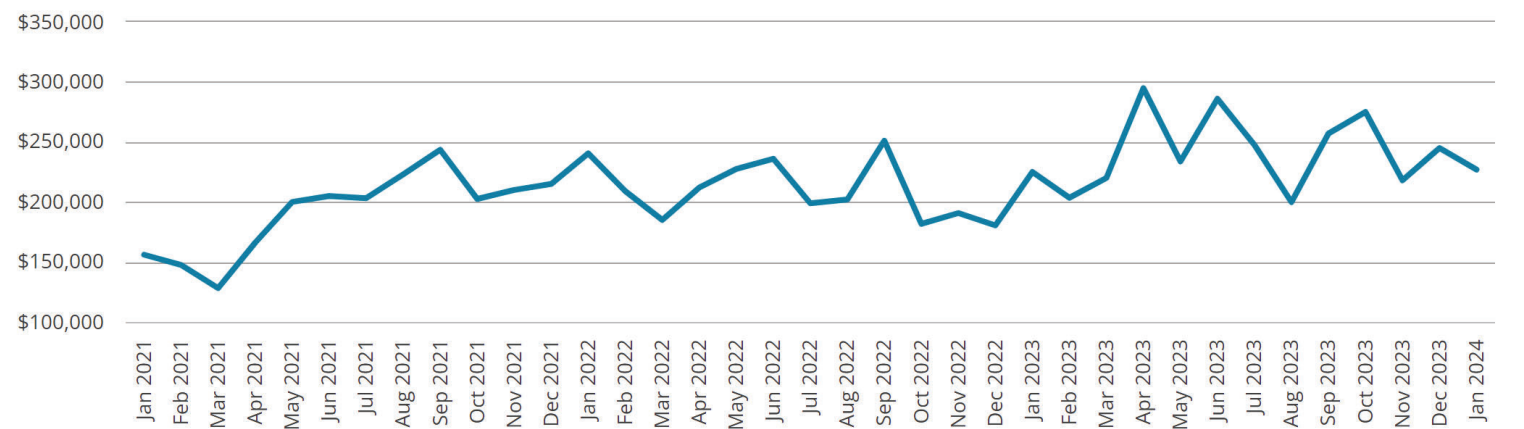


Putnam County

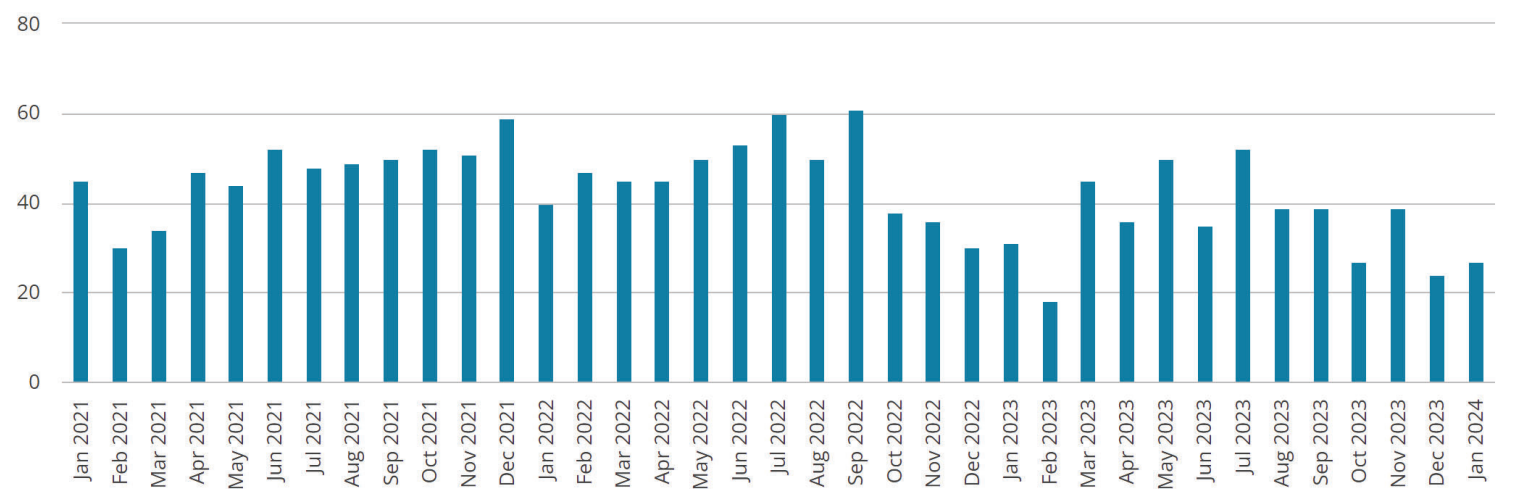
Data for Single Family Residence in Putnam County.

	Jan 2024	Dec 2023	MoM	Jan 2023	YoY	2024	2023	YTD
Median Sales Price	\$227,000	\$244,950	▼ -7.3%	\$225,000	▲ 0.9%	\$227,000	\$225,000	▲ 0.9%
Closed Sales	27	24	▲ 12.5%	31	▼ -12.9%	27	31	▼ -12.9%
New Listings	45	32	▲ 40.6%	21	▲ 114.3%	45	21	▲ 114.3%
Pending Sales	42	20	▲ 110.0%	21	▲ 100.0%	42	21	▲ 100.0%
Median Days on Market	28.5	14.5	▲ 96.6%	49	▼ -41.8%	29	49	▼ -41.8%
Average Days on Market	47	30	▲ 59.6%	72	▼ -34.1%	47	72	▼ -34.1%
Price per Square Foot	\$144	\$152	▼ -5.0%	\$142	▲ 1.4%	\$144	\$142	▲ 1.4%
% of List Price Received	98.6%	95.5%	▲ 3.2%	95.6%	▲ 3.0%	98.6%	95.6%	▲ 3.0%
Active Inventory	65	70	▼ -7.1%	76	▼ -14.5%	—	—	—
Months Supply of Inventory	2.4	2.9	▼ -17.5%	2.5	▼ -1.8%	—	—	—

Median Sales Price



Number of Closed Sales

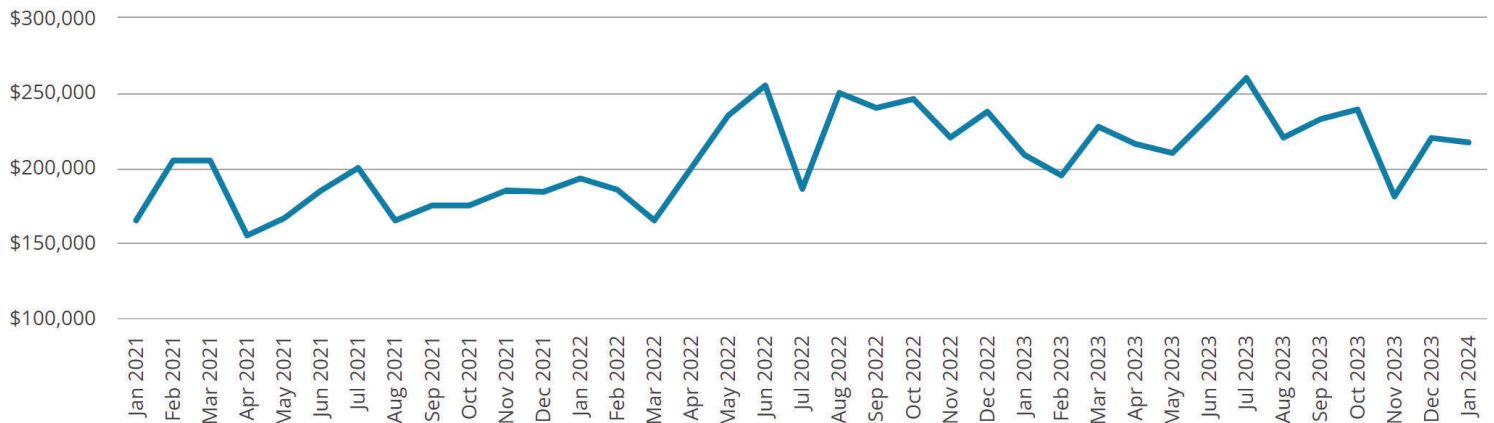


Shelby County

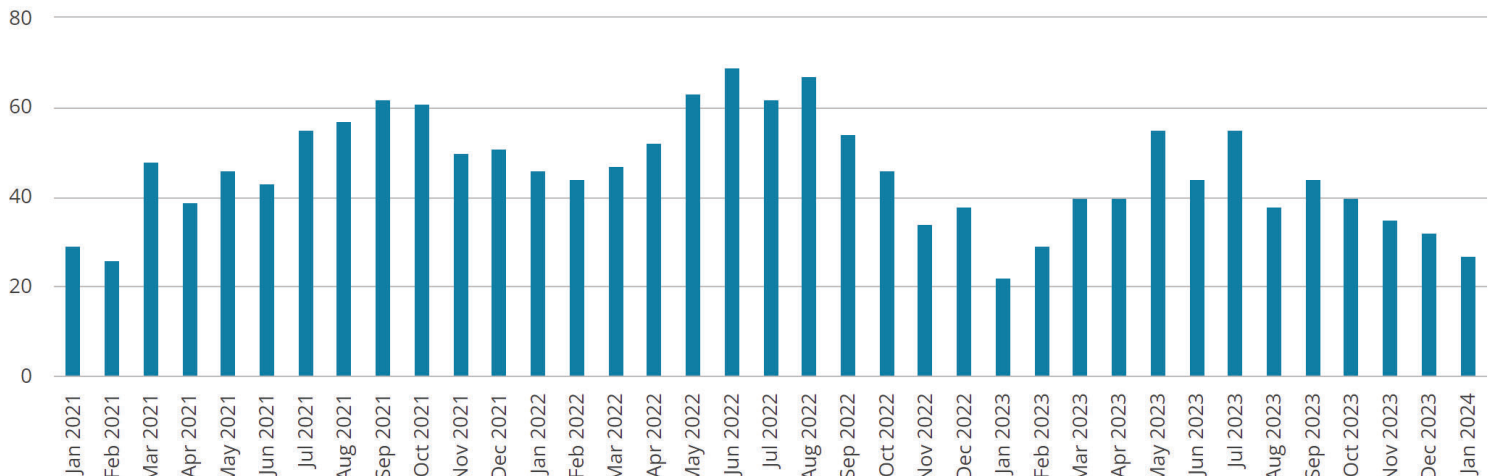
Data for Single Family Residence in Shelby County.

	Jan 2024	Dec 2023	MoM	Jan 2023	YoY	2024	2023	YTD
Median Sales Price	\$217,000	\$220,000	▼ -1.4%	\$208,750	▲ 4.0%	\$217,000	\$208,750	▲ 4.0%
Closed Sales	27	32	▼ -15.6%	22	▲ 22.7%	27	22	▲ 22.7%
New Listings	34	22	▲ 54.5%	31	▲ 9.7%	34	31	▲ 9.7%
Pending Sales	42	23	▲ 82.6%	34	▲ 23.5%	42	34	▲ 23.5%
Median Days on Market	20	36	▼ -44.4%	47	▼ -57.4%	20	47	▼ -57.4%
Average Days on Market	66	68	▼ -3.3%	73	▼ -10.1%	66	73	▼ -10.1%
Price per Square Foot	\$128	\$161	▼ -20.2%	\$134	▼ -4.1%	\$128	\$134	▼ -4.1%
% of List Price Received	97.1%	99.2%	▼ -2.1%	97.7%	▼ -0.6%	97.1%	97.7%	▼ -0.6%
Active Inventory	63	82	▼ -23.2%	74	▼ -14.9%	—	—	—
Months Supply of Inventory	2.3	2.6	▼ -8.9%	3.4	▼ -30.6%	—	—	—

Median Sales Price



Number of Closed Sales

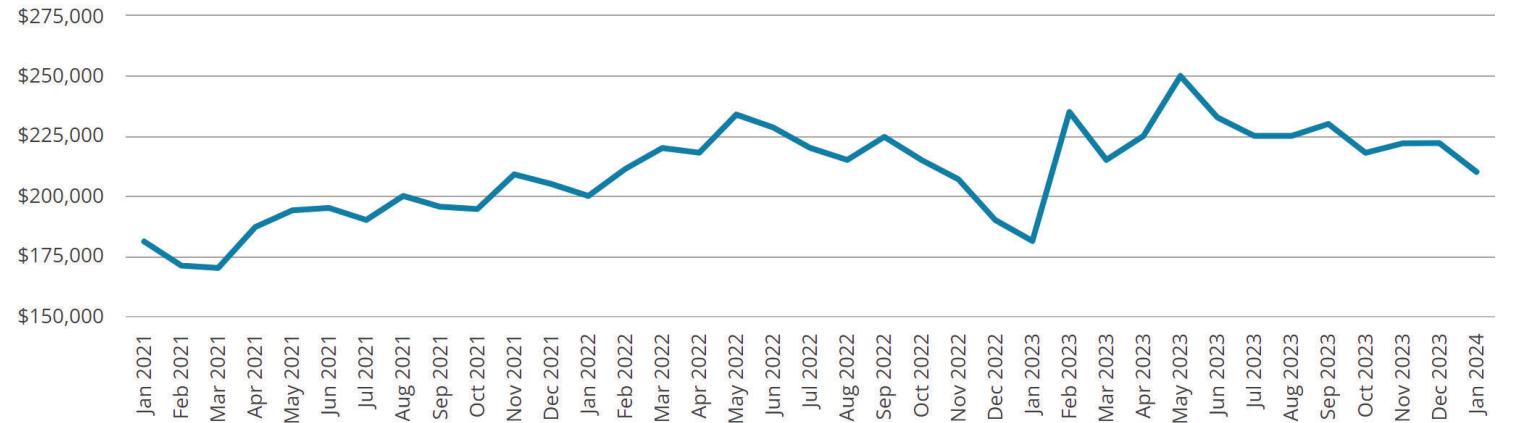


Condominiums

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

	Jan 2024	Dec 2023	MoM	Jan 2023	YoY	2024	2023	YTD
Median Sales Price	\$210,000	\$222,000	▼-5.4%	\$181,250	▲15.9%	\$210,000	\$181,250	▲15.9%
Closed Sales	81	115	▼-29.6%	62	▲30.6%	81	62	▲30.6%
New Listings	130	78	▲66.7%	154	▼-15.6%	130	154	▼-15.6%
Pending Sales	135	90	▲50.0%	131	▲3.1%	135	131	▲3.1%
Median Days on Market	36	25	▲44.0%	17	▲111.8%	36	17	▲111.8%
Average Days on Market	60	42	▲42.9%	61	▼-0.6%	60	61	▼-0.6%
Price per Square Foot	\$142	\$155	▼-8.4%	\$135	▲5.2%	\$142	\$135	▲5.2%
% of List Price Received	96.8%	96.7%	▲0.1%	97.3%	▼-0.5%	96.8%	97.3%	▼-0.5%
Active Inventory	281	318	▼-11.6%	278	▲1.1%	—	—	—
Months Supply of Inventory	3.5	2.8	▲25.5%	4.5	▼-22.6%	—	—	—

Median Sales Price



Number of Closed Sales

