

# MARKET INSIGHTS REPORT

APRIL 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](http://www.mibor.com/marketinsights).

After analysis of April 2024 data, this is what our experts are saying:

In April 2024, the median sales price for a single-family home in central Indiana jumped 3.5% over last year to \$300,000, a 1.7% increase from last month. In the MIBOR BLC® Listing Service area, 10 of 16 counties saw a year-over-year increase in median sales price, including Hendricks, Johnson, and Marion.

“A welcomed increase in inventory helped provide more options for consumers in April,” says MIBOR CEO Shelley Specchio. Despite the inventory growth, there continues to be unmet demand as central Indiana remains a desirable place to live.”

Closed sales were up 5.3% year-over-year while pending sales increased 4.7%, and up 4.2% from last month. Demand through central Indiana remains strong as pending sales saw a year-over-year increase in 9 of the 16 counties in the service area, including Boone, Hamilton, Hancock, and Marion. The typical listing received 98.9% of the asking price, unchanged from last April.

More sellers came into the market as new listings increased 7.5%, year-over-year, up 6.4% from March. The median days on market was just 8 days, up from 6 last year, and down from 10 the previous month. Active inventory increased for the third straight month with 3,016 single family homes for sale, an increase of 6.3% from last year but down 6.9% from the previous month, reflecting a 1.1-month supply.

Nationally, home prices started 2024 on a strong note. According to the National Association of REALTORS®, more than 90% of metro markets posted home price gains in the first quarter of 2024. “Astonishingly, greater than 90% of the country’s metro areas experienced home price growth despite facing the highest mortgage rates in two decades,” said NAR Chief Economist Lawrence Yun. “In the current market, rising prices are the direct result of insufficient housing supply not meeting the full demand.” Compared to one year ago, the national median single-family existing-home price climbed 5% to \$389,400. In the prior quarter, the year-over-year national median price increased 3.4%.

Year of year data for April:

- An increase in Median Sales Price of 3.5 percent to \$300,000
- Average days on market decreased 12 percent at 35
- Current active listings increased 6.3 percent to 3,016

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# MIBOR Market Summary

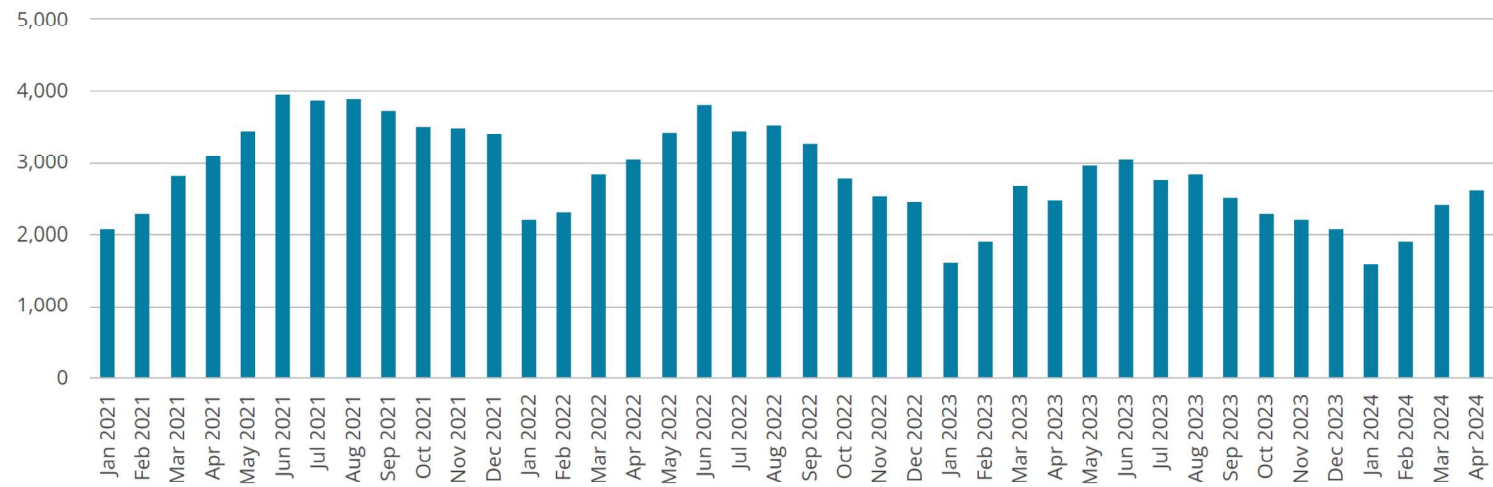
Data for Single Family Residence in Bartholomew, Boone, Brown, Decatur, Hamilton, Hancock, Hendricks, Jackson, Jennings, Johnson, Madison, Marion, Montgomery, Morgan, Putnam, Shelby.

	Apr 2024	Mar 2024	MoM	Apr 2023	YoY	2024	2023	YTD
Median Sales Price	\$300,000	\$295,000	▲ 1.7%	\$289,900	▲ 3.5%	\$290,000	\$277,000	▲ 4.7%
Closed Sales	2,630	2,438	▲ 7.9%	2,497	▲ 5.3%	8,594	8,728	▼ -1.5%
New Listings	3,211	3,017	▲ 6.4%	2,986	▲ 7.5%	10,794	10,384	▲ 3.9%
Pending Sales	2,935	2,817	▲ 4.2%	2,804	▲ 4.7%	10,227	10,220	▲ 0.1%
Median Days on Market	8	10	▼ -20.0%	6	▲ 33.3%	13	13	▶ 0.0%
Average Days on Market	35	42	▼ -18.1%	39	▼ -12.0%	45	48	▼ -7.8%
Price per Square Foot	\$158	\$153	▲ 3.3%	\$151	▲ 4.6%	\$153	\$149	▲ 2.7%
% of List Price Received	98.9%	98.2%	▲ 0.7%	98.9%	▼ -0.1%	98.1%	98.0%	▲ 0.0%
Active Inventory	3,016	3,240	▼ -6.9%	2,837	▲ 6.3%	—	—	—
Months Supply of Inventory	1.1	1.3	▼ -13.7%	1.1	▲ 0.9%	—	—	—

Median Sales Price



Number of Closed Sales

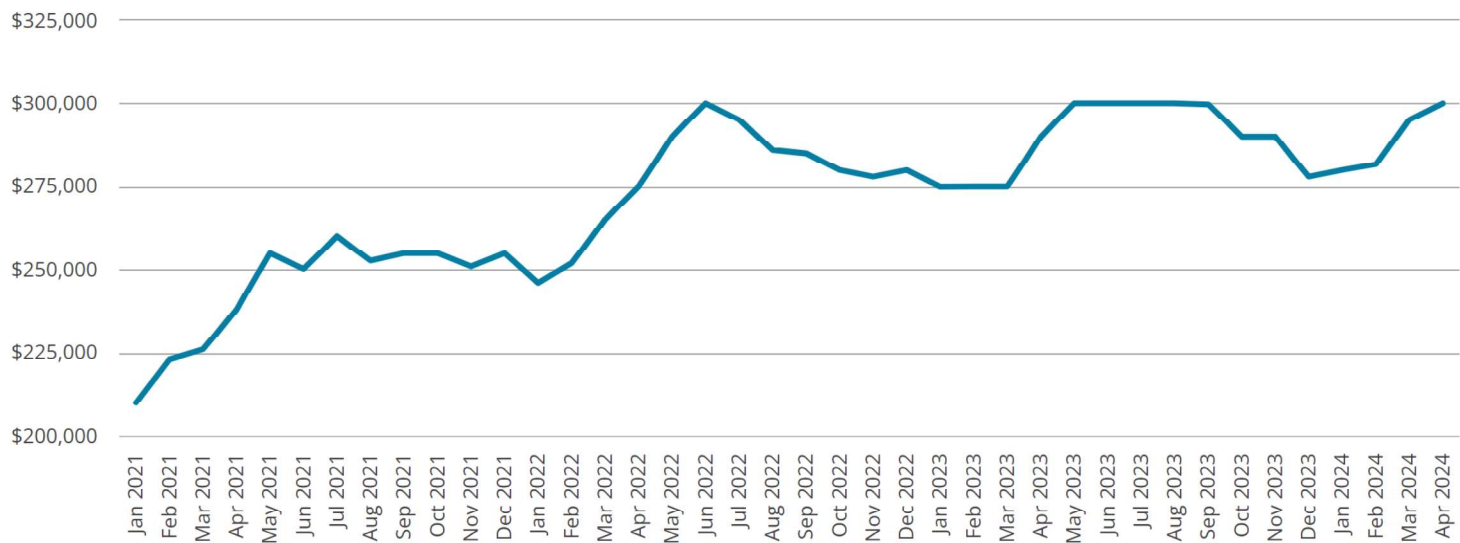


# Median Sales Price

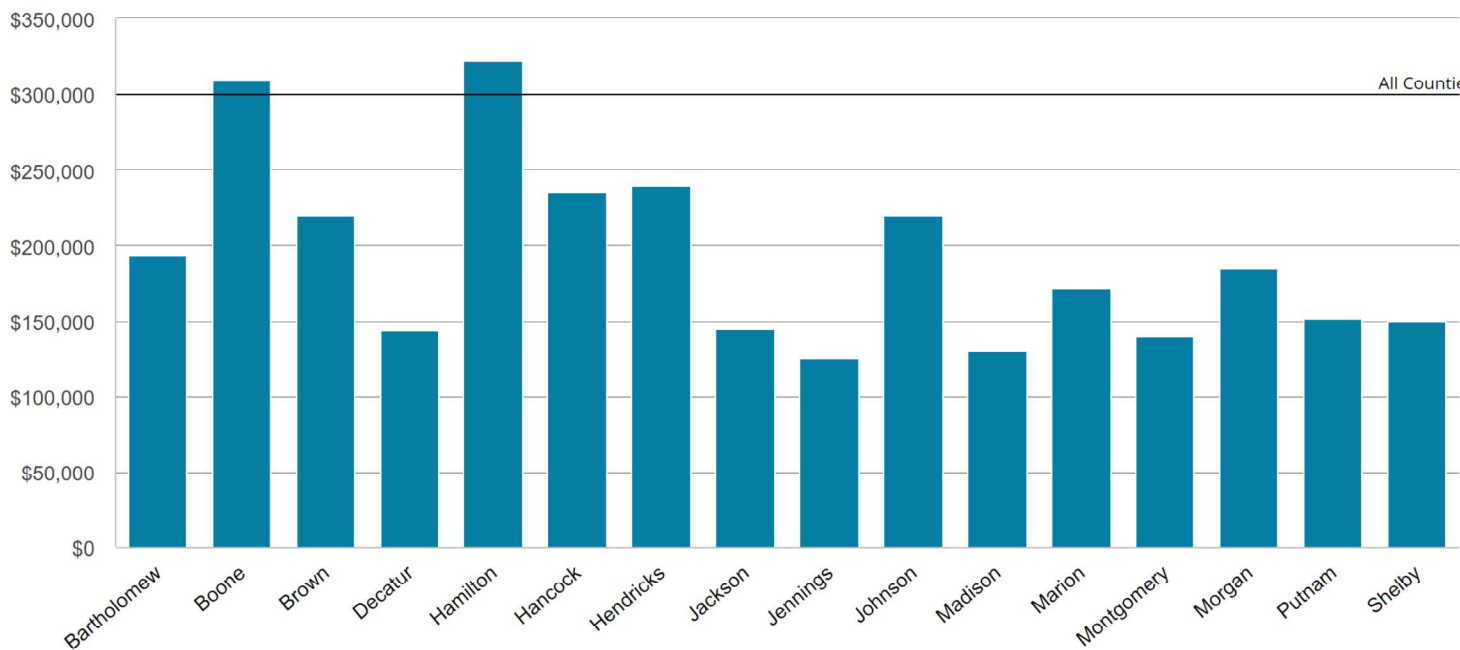
Sales Price is the mid-point (median) value where the price for half of the closed sales is higher and half is lower. Median is preferred to average as it accounts for outliers at the high or low end of the price range.

April 2024	Month over Month Change		Year over Year Change		Year to Date Change	
\$300,000	⬆	1.7%	⬆	3.5%	⬆	4.7%

## Historical Activity



## County Comparison

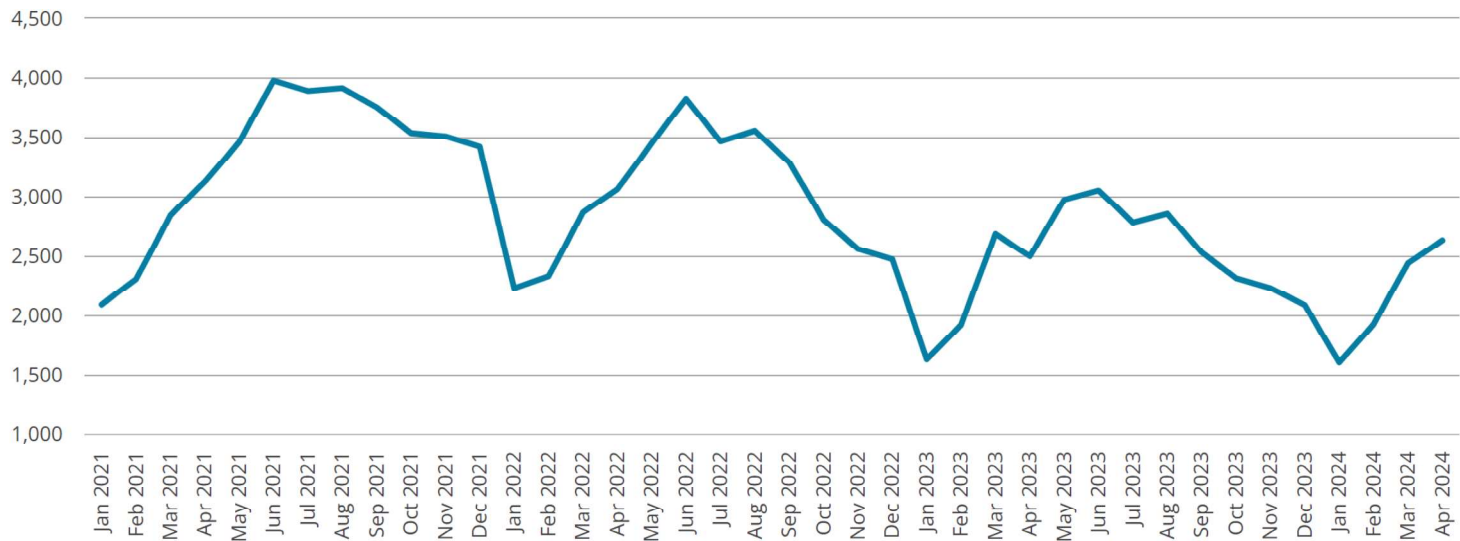


# Closed Sales

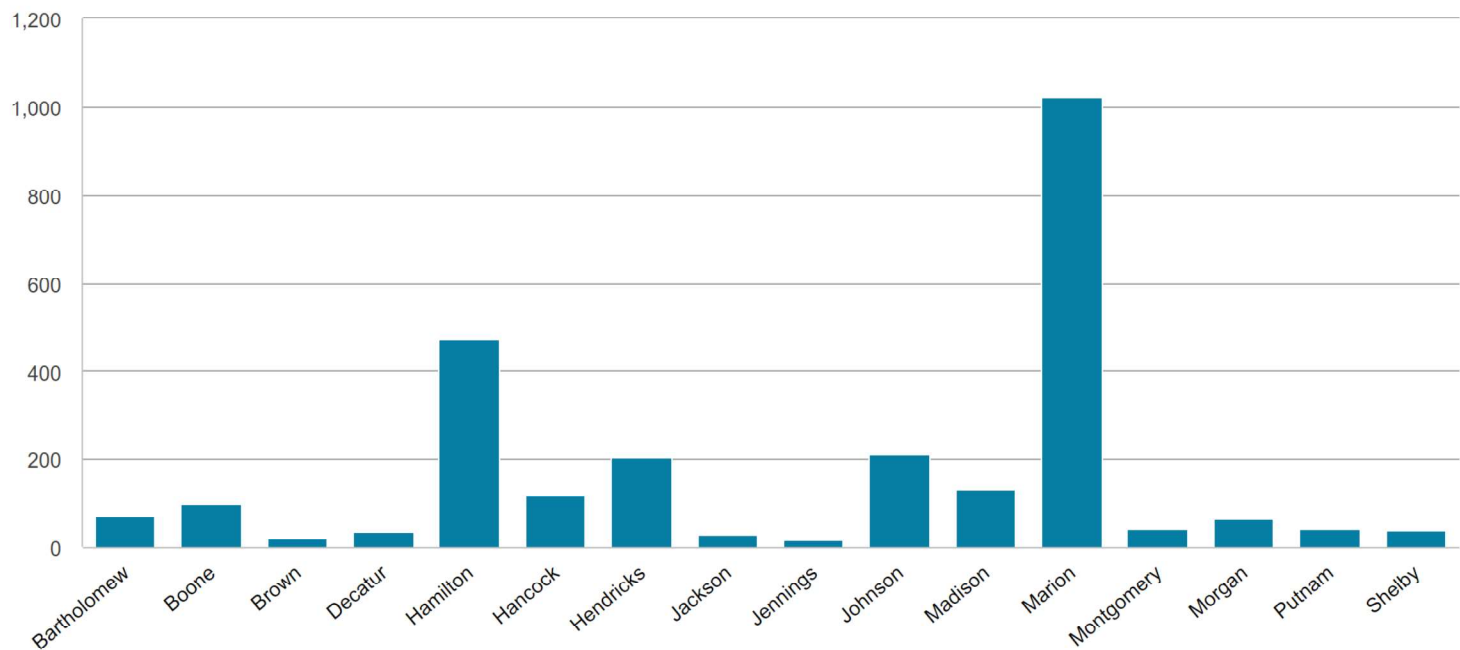
The number of properties that actually sold.

April 2024	Month over Month Change		Year over Year Change		Year to Date Change	
2,630	⬆️	7.9%	⬆️	5.3%	⬇️	-1.5%

## Historical Activity



## County Comparison



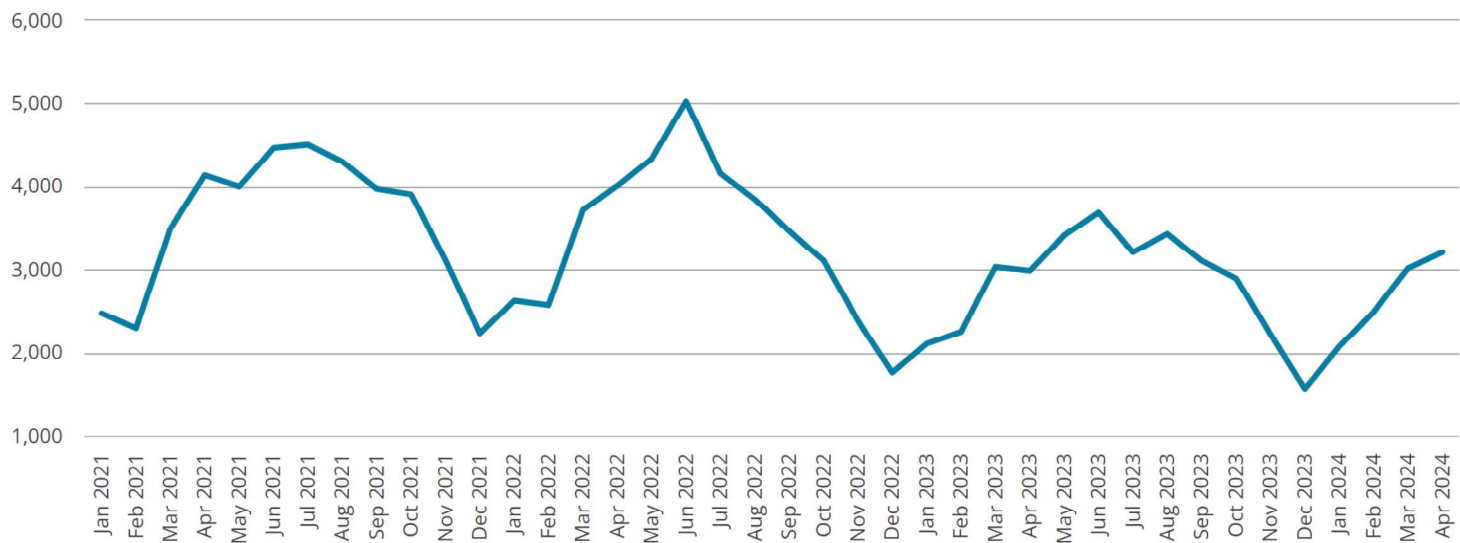


# New Listings

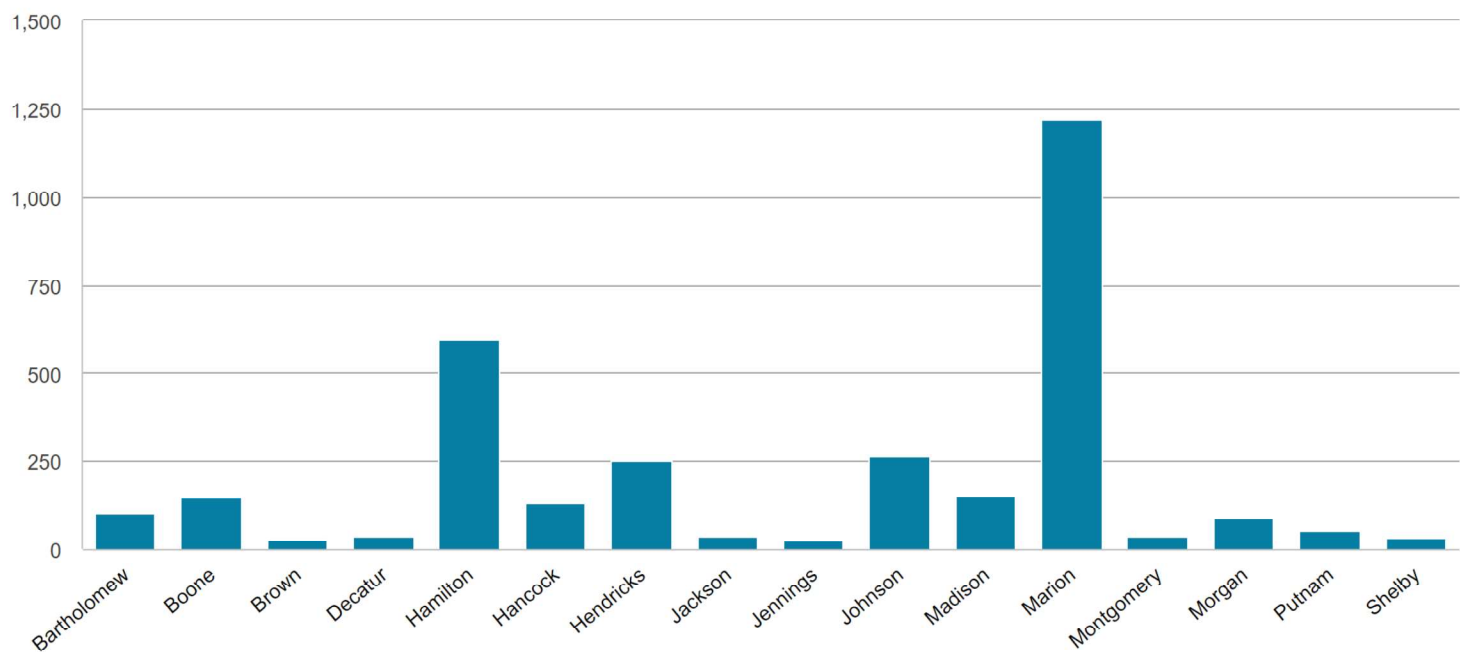
The number of properties listed regardless of current status.

April 2024	Month over Month Change		Year over Year Change		Year to Date Change	
3,211	⬆️	6.4%	⬆️	7.5%	⬆️	3.9%

## Historical Activity



## County Comparison

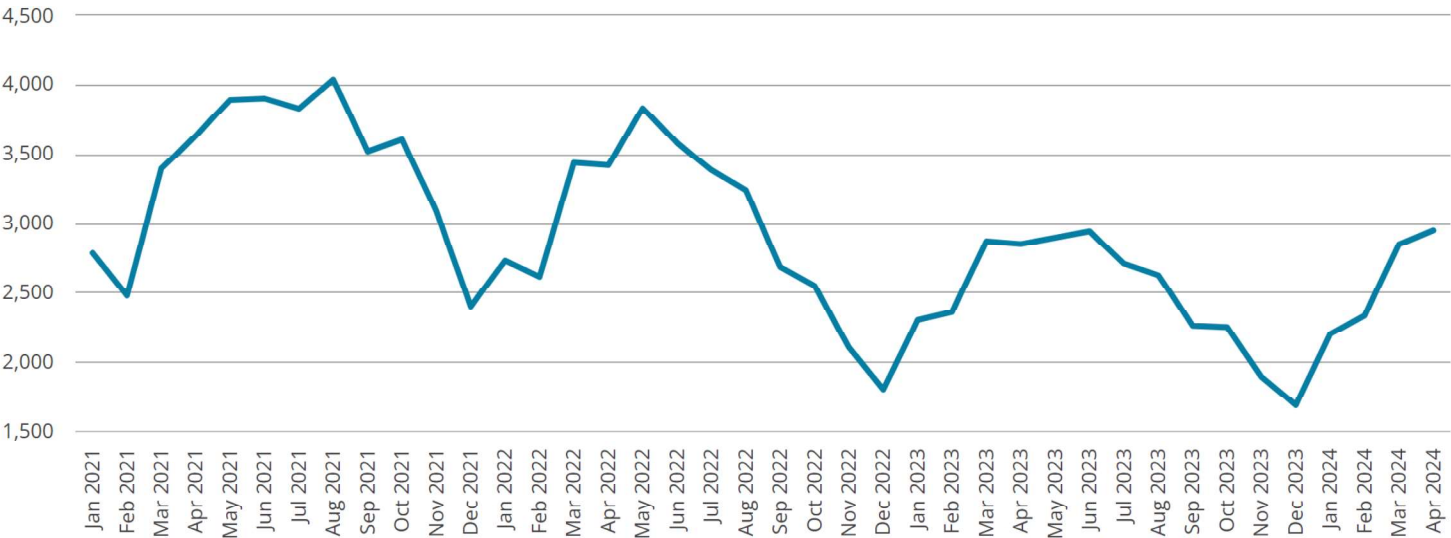


# Pending Sales

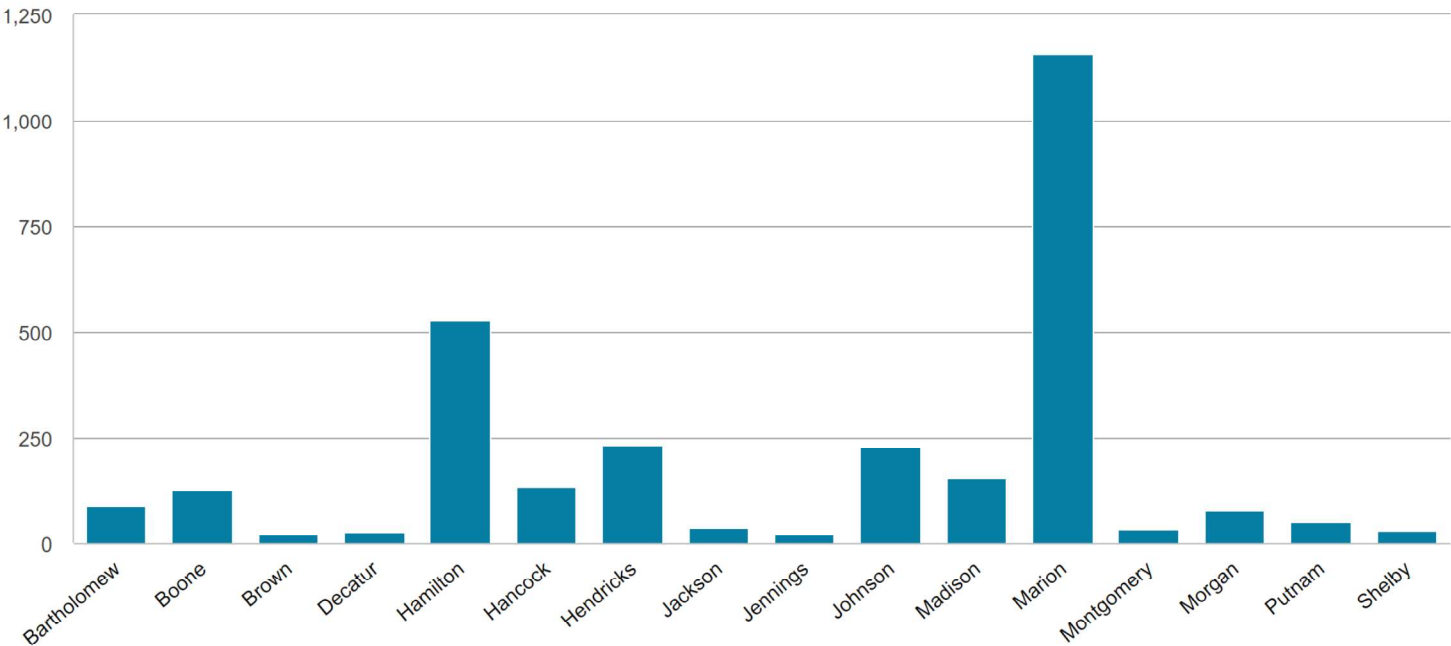
The number of properties newly under contract which are still pending or resulted in a closed sale, based on purchase contract date.

April 2024	Month over Month Change		Year over Year Change		Year to Date Change	
2,946	⬆️	3.4%	⬆️	3.4%	⬇️	-0.5%

## Historical Activity



## County Comparison

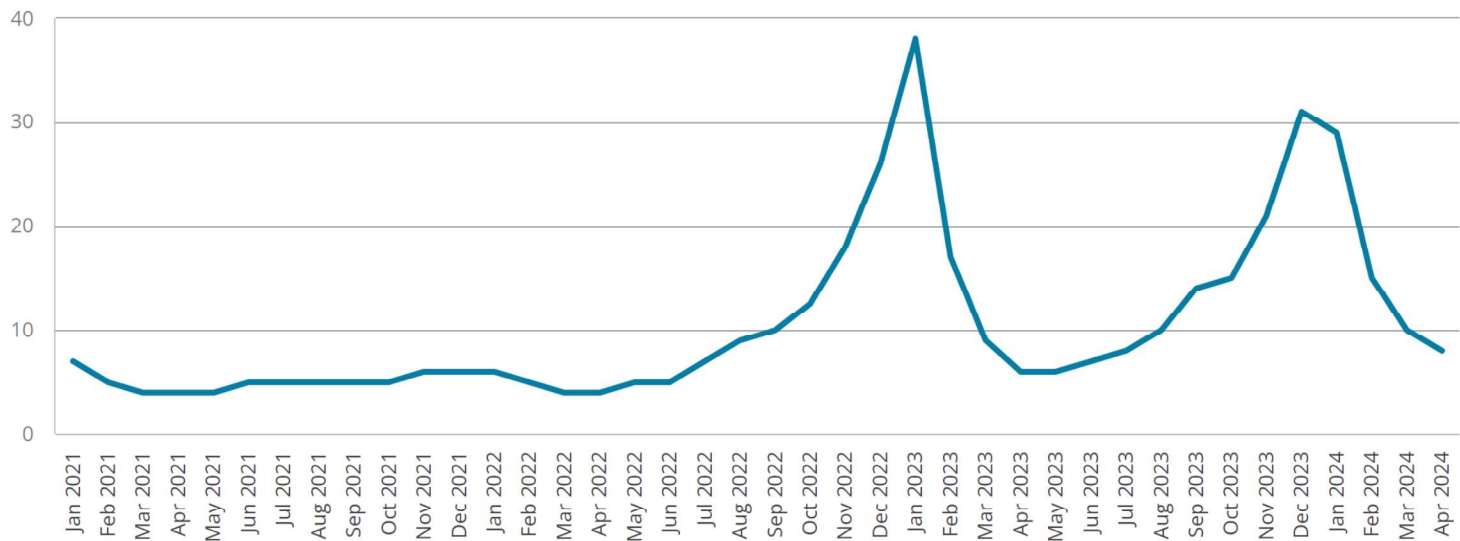


# Cumulative Days on Market

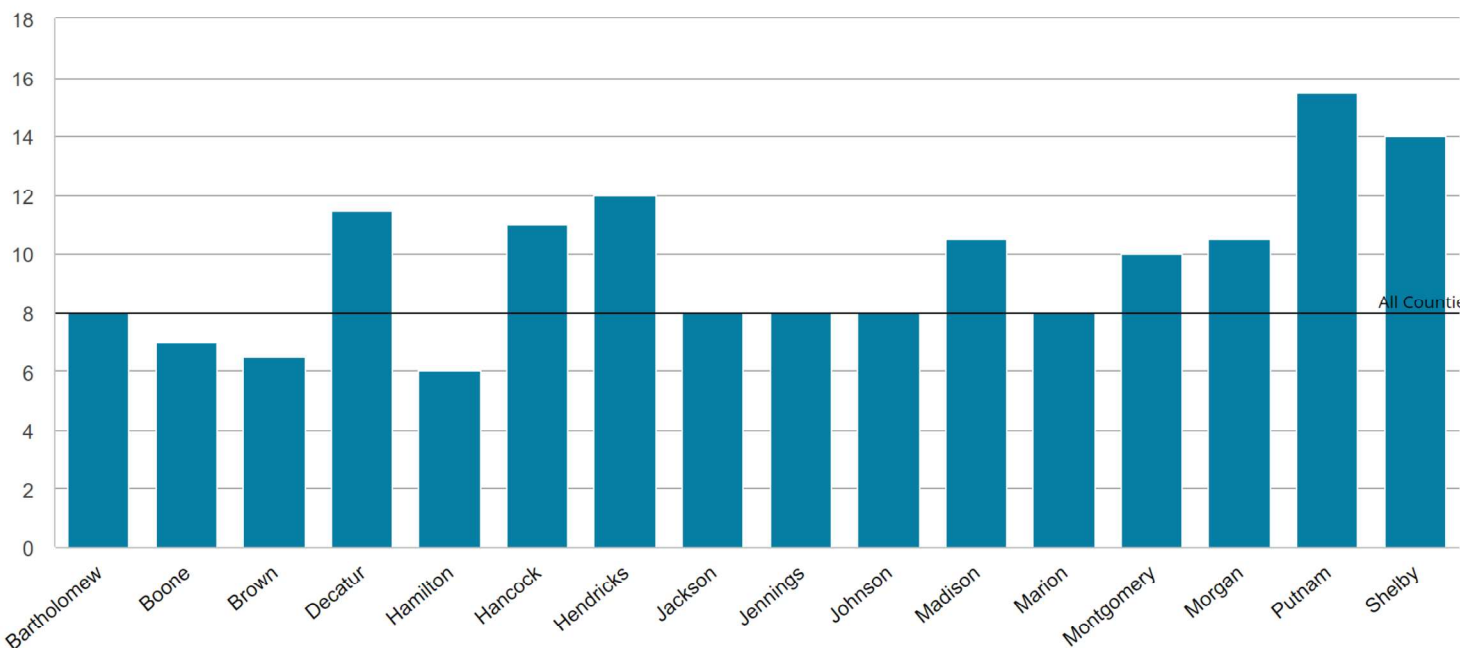
The median number of days between when a property is listed and the purchase contract date.

April 2024	Month over Month Change	Year over Year Change	Year to Date Change
8	<div> <span>⬇</span> <span>-20.0%</span> </div>	<div> <span>⬆</span> <span>33.3%</span> </div>	<div> <span>⬆</span> <span>0.0%</span> </div>

## Historical Activity



## County Comparison

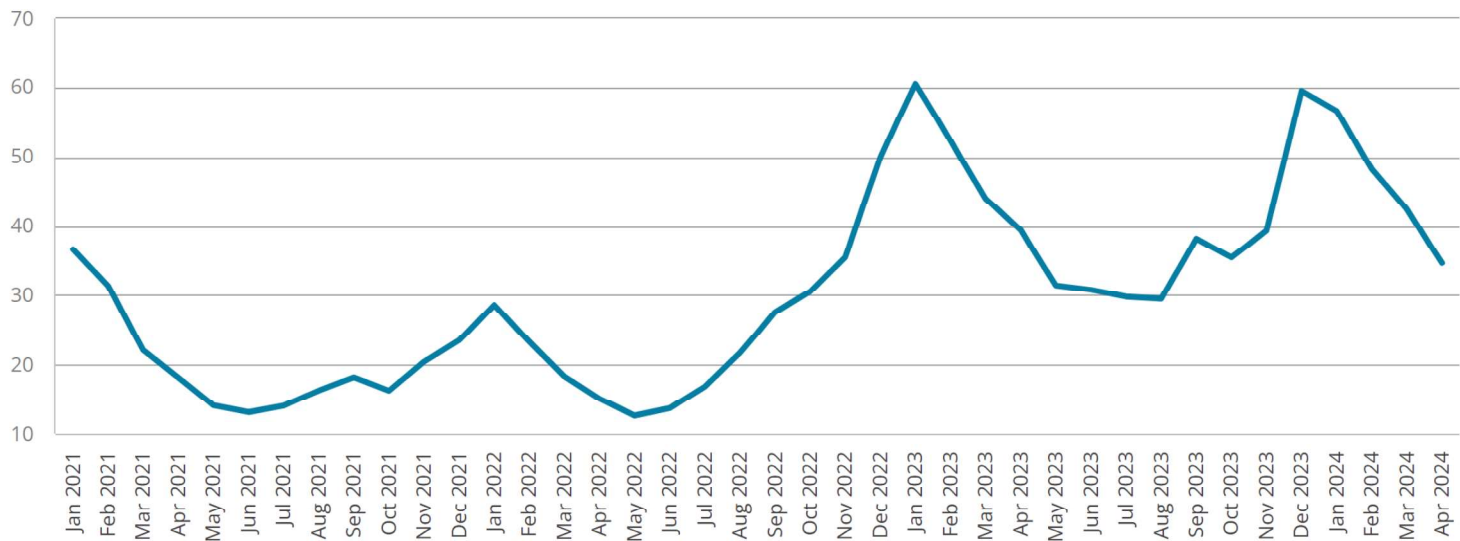


# Average Days on Market

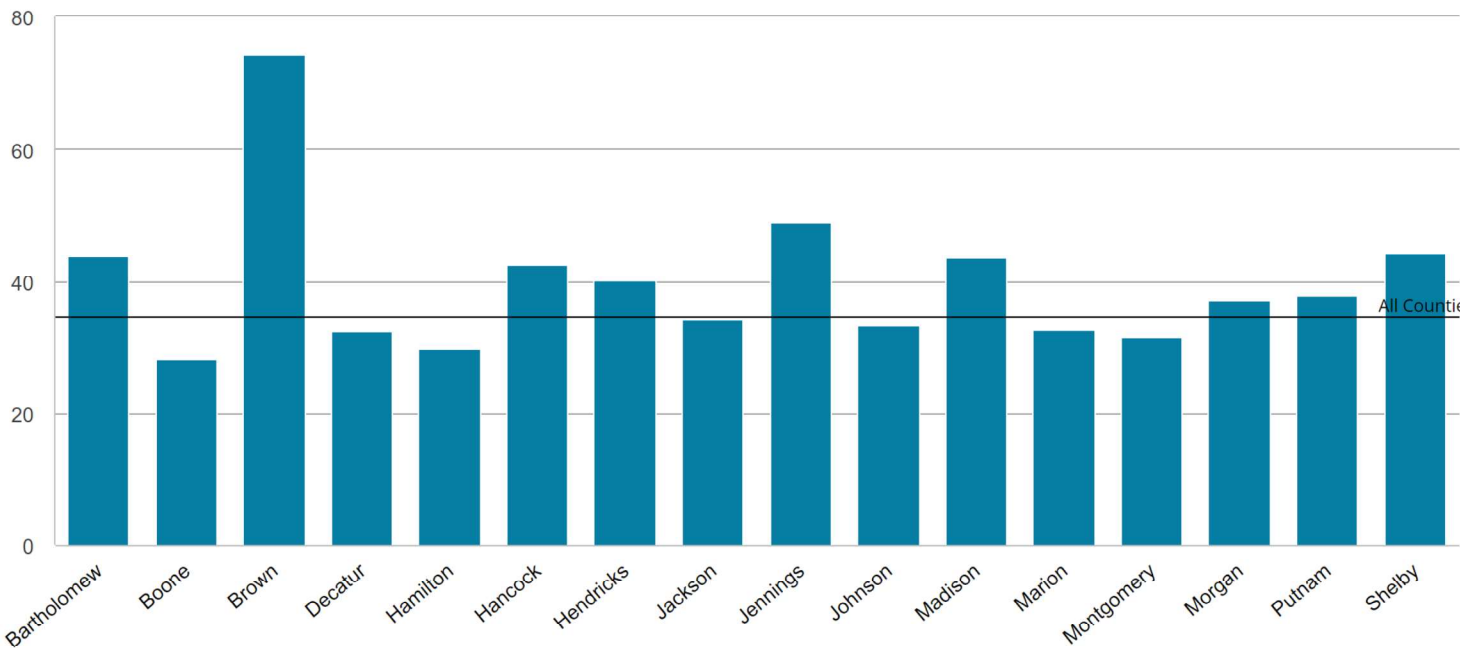
The average number of days between when a property is listed and the purchase contract date.

April 2024	Month over Month Change	Year over Year Change	Year to Date Change
35	<div> <div></div> <div>-18.1%</div> </div>	<div> <div></div> <div>-12.0%</div> </div>	<div> <div></div> <div>-7.8%</div> </div>

## Historical Activity



## County Comparison



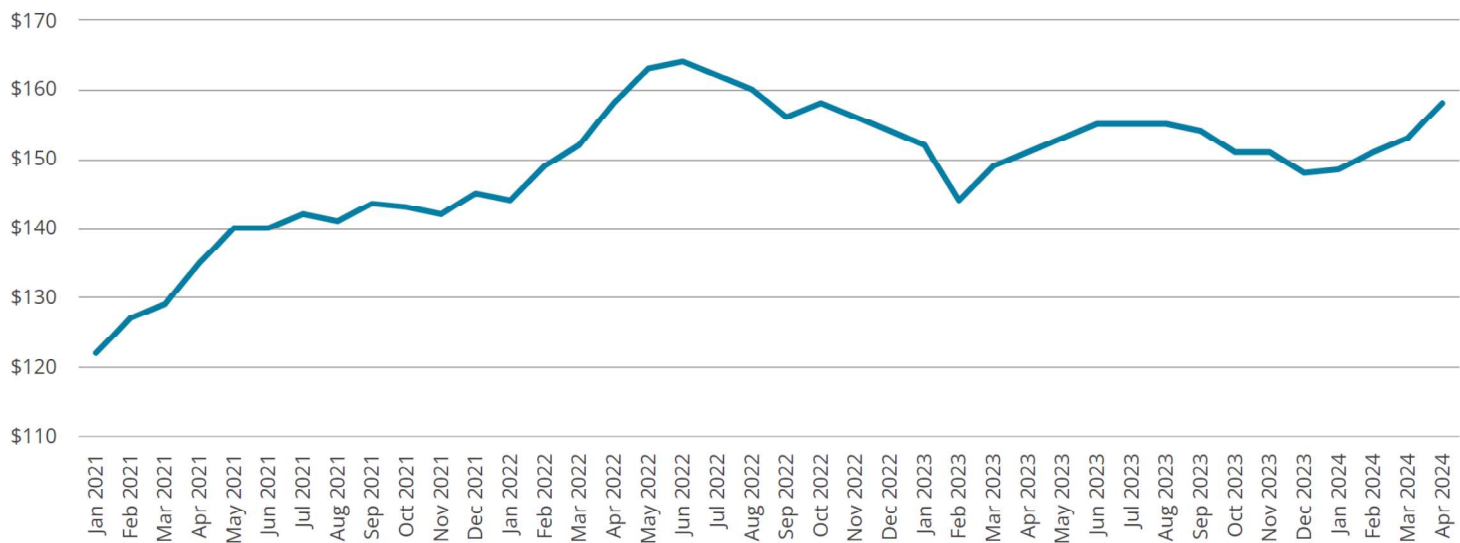


# Price per Square Foot

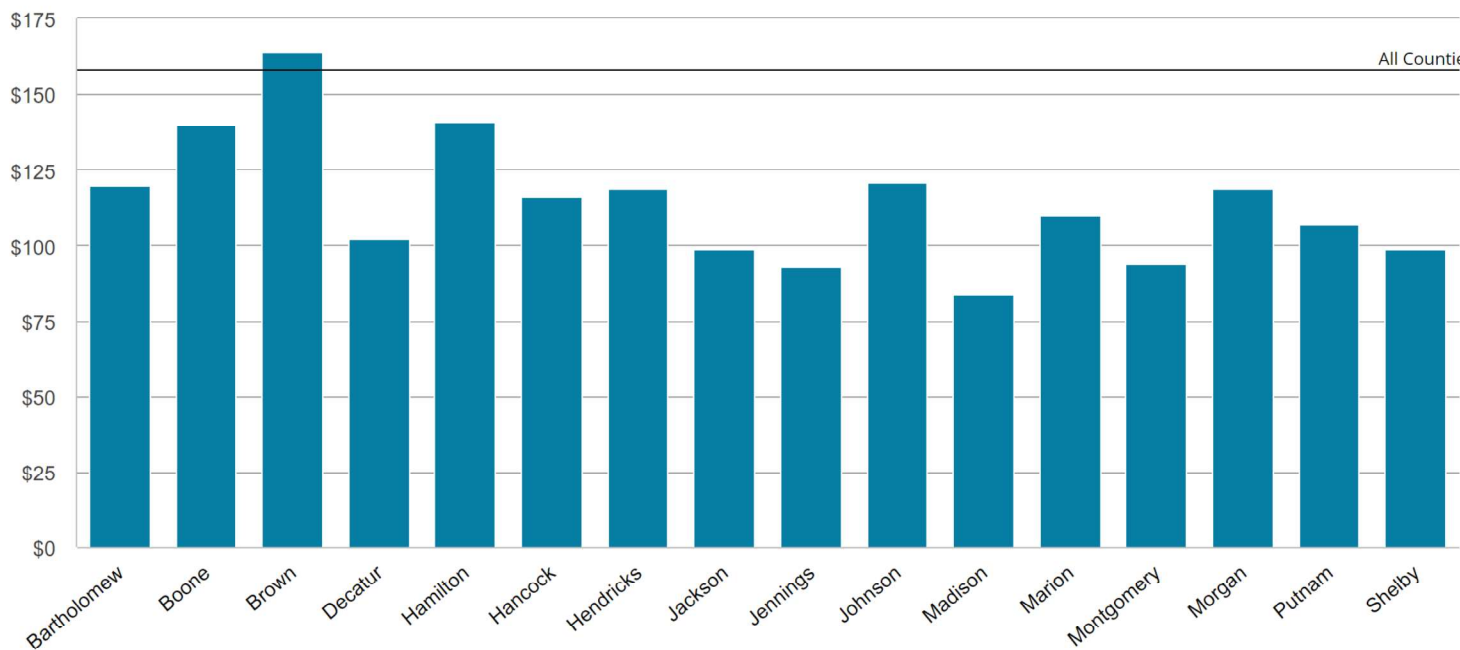
The mid-point (median) of the price per square foot of all closed listings. PPSF is calculated by dividing the sales price by the square footage of a property.

April 2024	Month over Month Change	Year over Year Change	Year to Date Change
\$158	⬆ 3.3%	⬆ 4.6%	⬆ 2.7%

## Historical Activity



## County Comparison

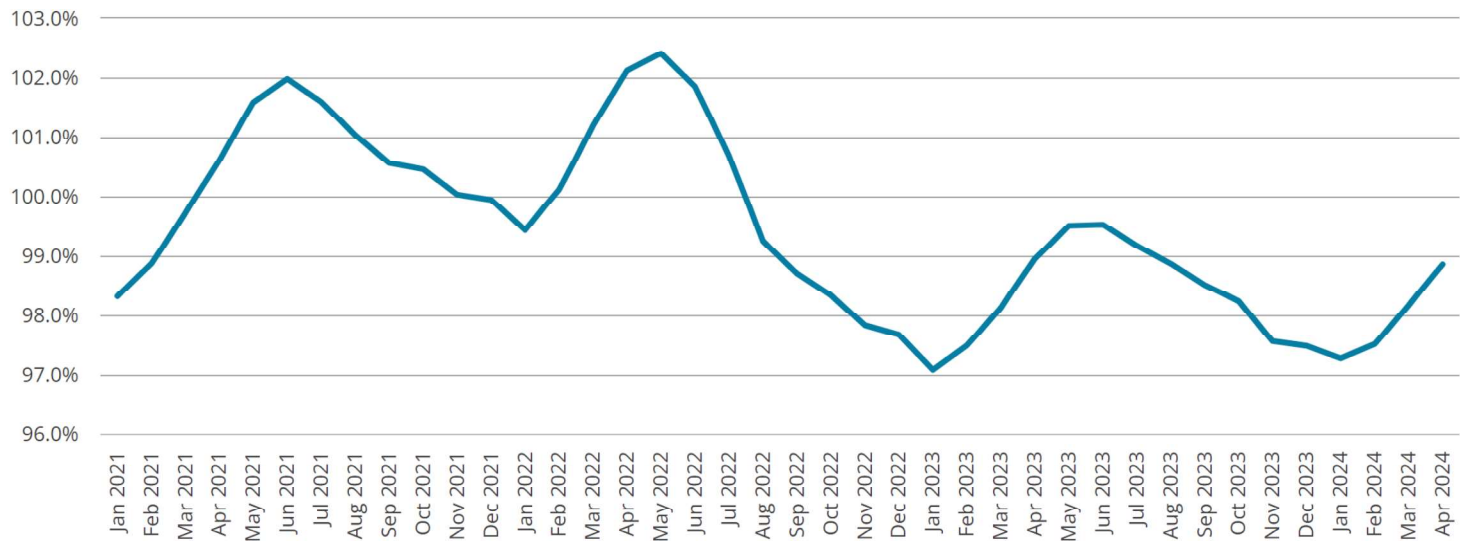


# Percent of List Received

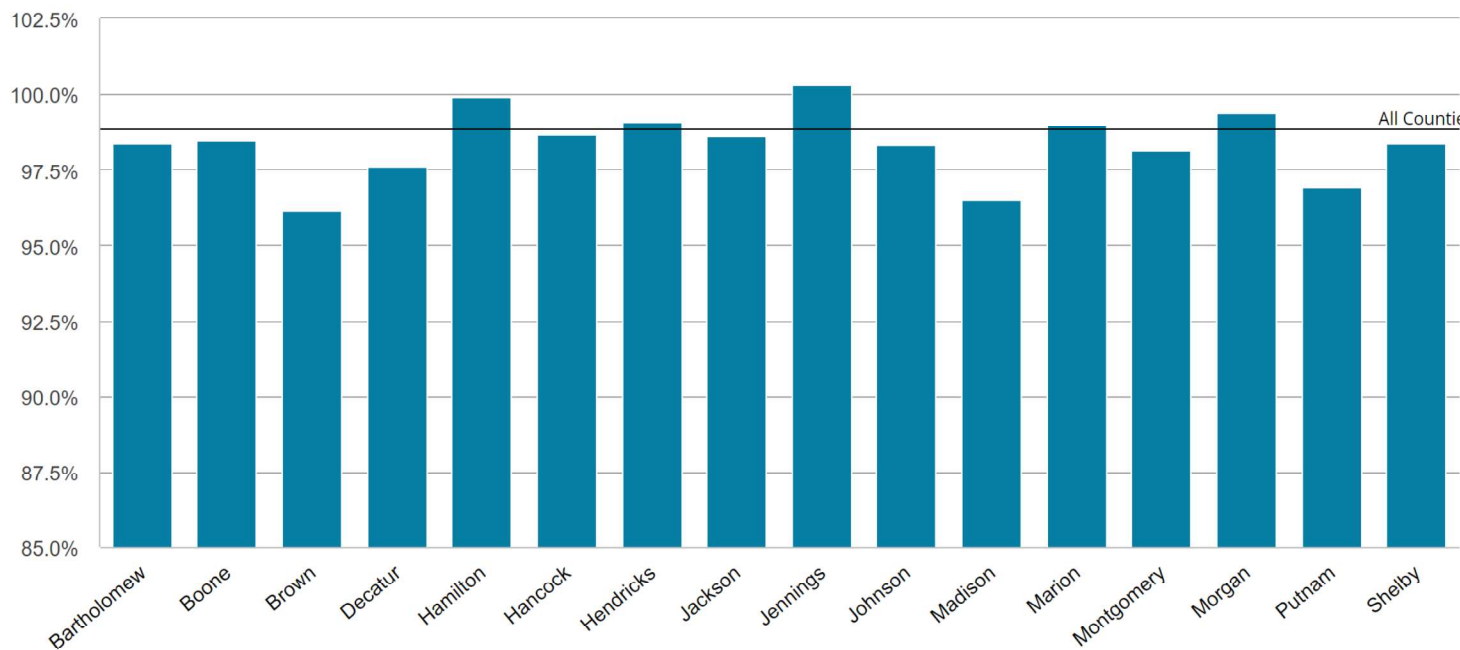
The average of the sales price divided by the final list price expressed as a percentage.

April 2024	Month over Month Change		Year over Year Change		Year to Date Change	
98.9%	⬆️	0.7%	⬇️	-0.1%	⬆️	0.0%

## Historical Activity



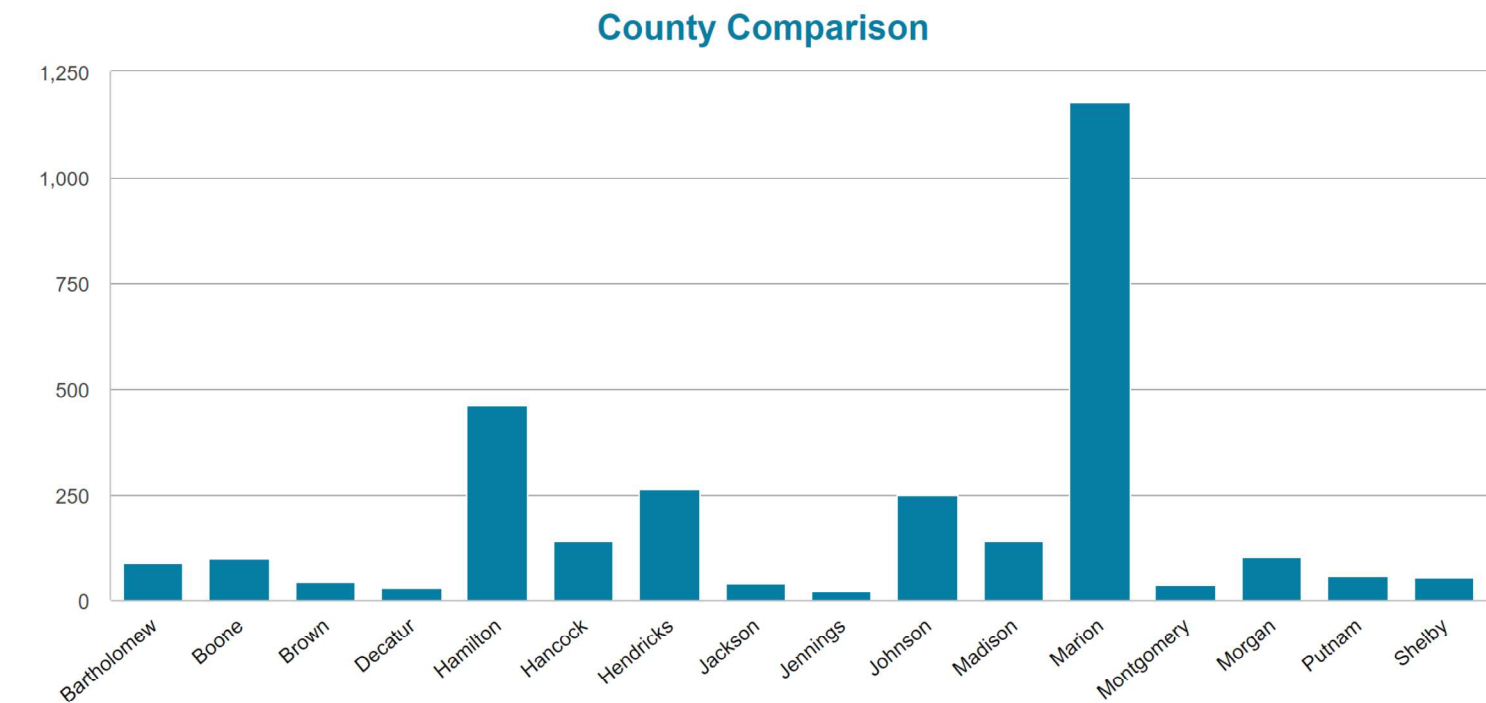
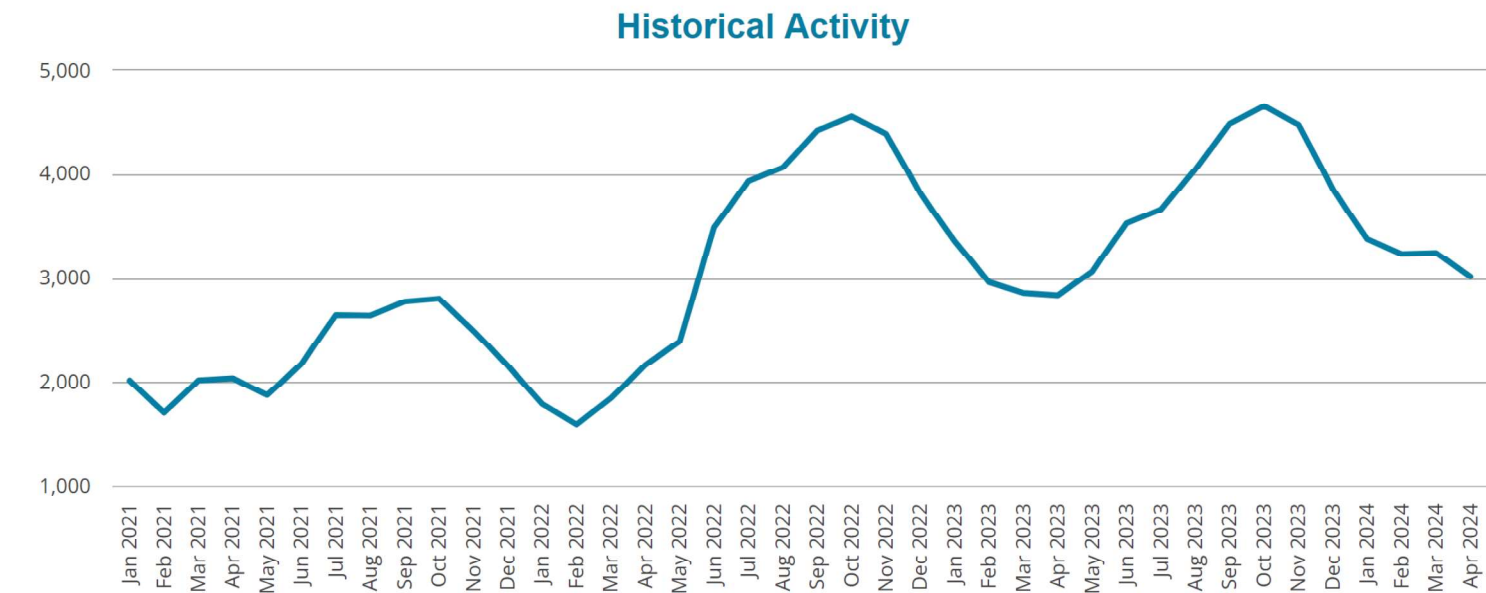
## County Comparison



# 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.

April 2024	Month over Month Change	Year over Year Change	Year to Date Change
3,016	<div> <span>⬇️</span> <span>-6.9%</span> </div>	<div> <span>⬆️</span> <span>6.3%</span> </div>	<div> <span>—</span> </div>

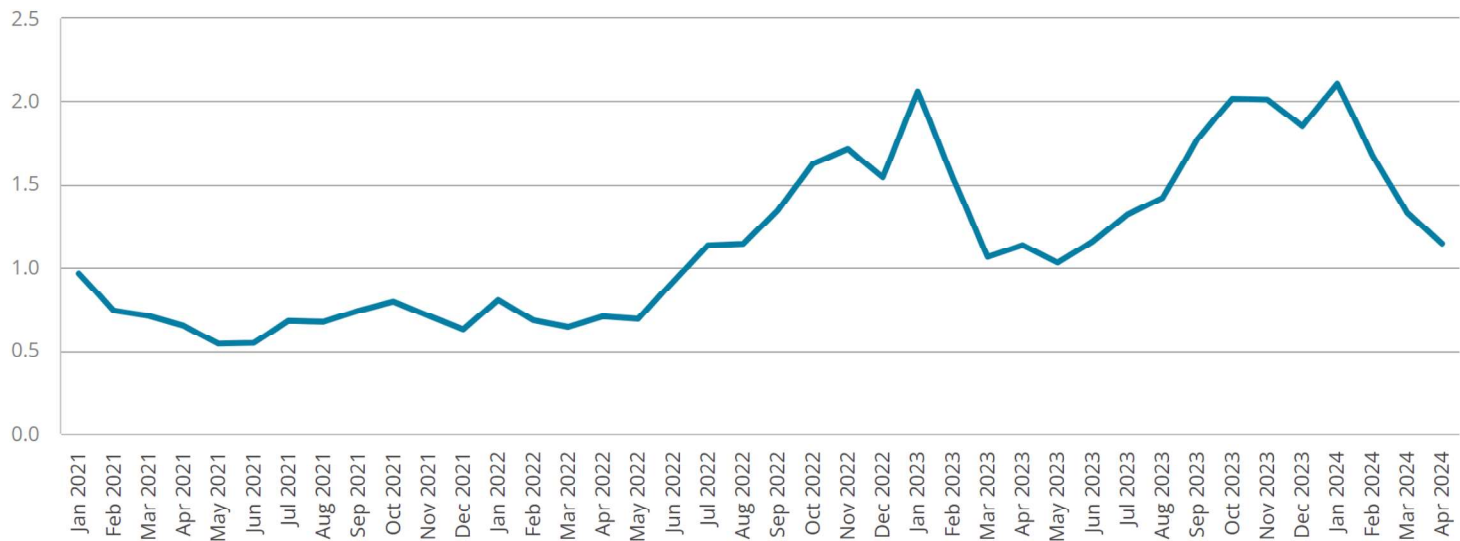


# Months Supply of Inventory

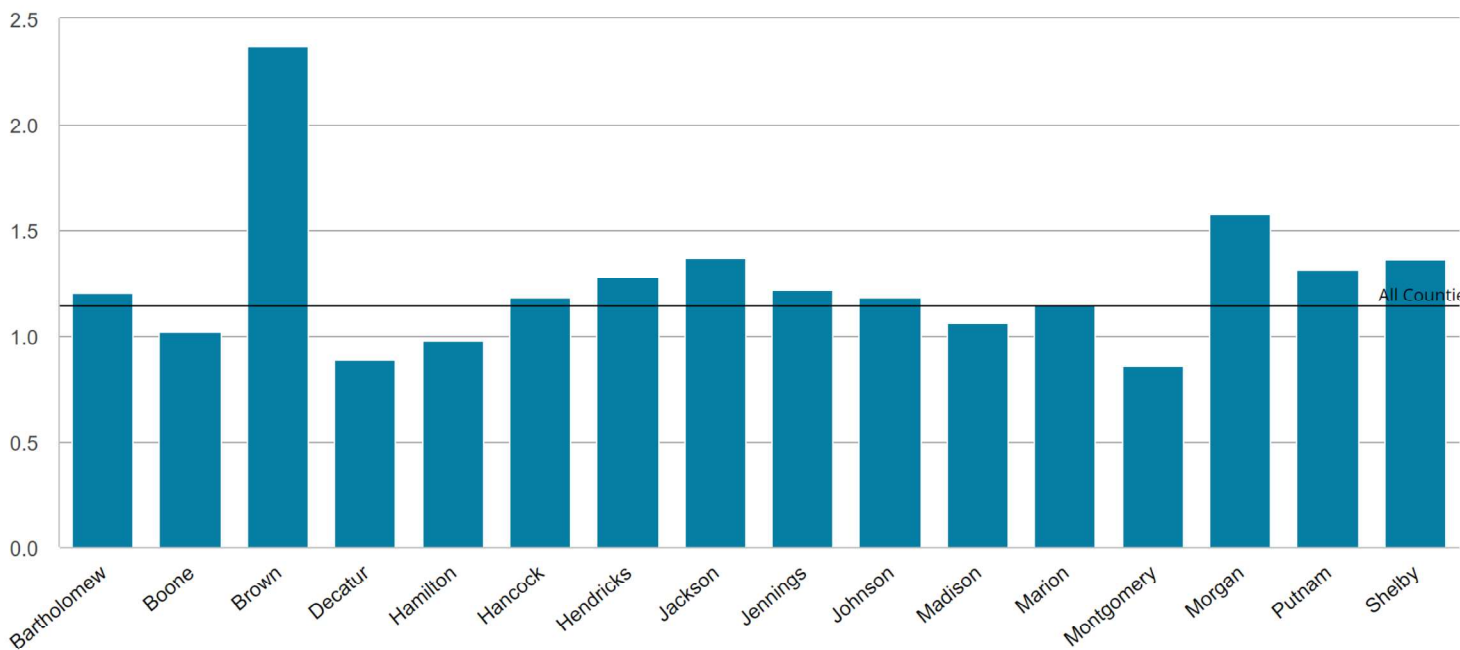
The number of months it would take to sell through the available inventory at the current monthly sales rate. NAR defines a balanced market as between 5 & 7 months of inventory.

April 2024	Month over Month Change	Year over Year Change	Year to Date Change
1.1	<div> <span>⬇️</span> <span>-13.7%</span> </div>	<div> <span>⬆️</span> <span>0.9%</span> </div>	<div> <span>—</span> </div>

## Historical Activity



## County Comparison



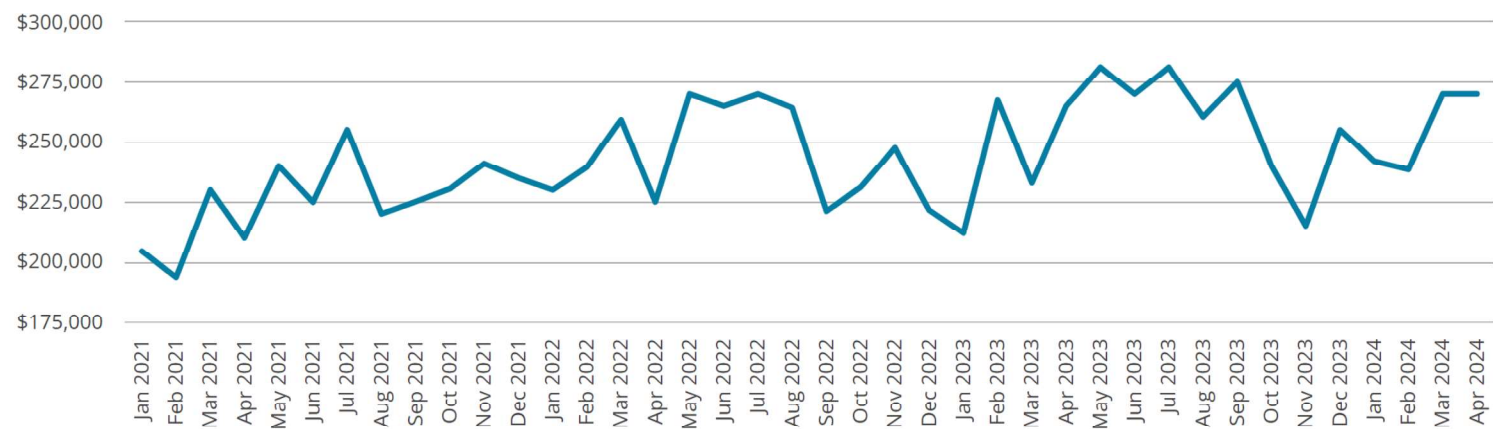


# Bartholomew County

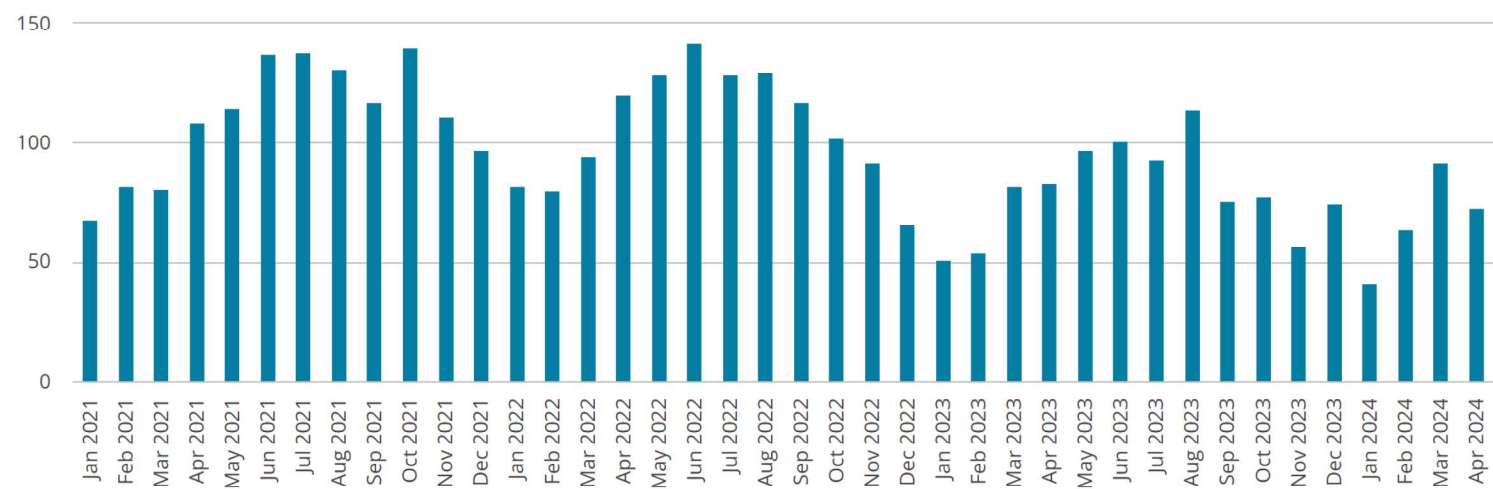
Data for Single Family Residence in Bartholomew County.

	Apr 2024	Mar 2024	MoM	Apr 2023	YoY	2024	2023	YTD
Median Sales Price	\$270,000	\$270,000	↗ 0.0%	\$265,000	↗ 1.9%	\$250,750	\$247,450	↗ 1.3%
Closed Sales	73	92	↘ -20.7%	83	↘ -12.0%	269	270	↘ -0.4%
New Listings	101	79	↗ 27.8%	95	↗ 6.3%	346	336	↗ 3.0%
Pending Sales	89	86	↗ 3.5%	89	↗ 0.0%	324	317	↗ 2.2%
Median Days on Market	8	11	↘ -27.3%	6	↗ 33.3%	10	11	↘ -9.1%
Average Days on Market	44	33	↗ 32.8%	25	↗ 75.3%	39	42	↘ -6.1%
Price per Square Foot	\$149	\$140	↗ 6.4%	\$145	↗ 2.8%	\$149	\$144	↗ 3.8%
% of List Price Received	98.4%	98.8%	↘ -0.4%	98.6%	↘ -0.3%	97.9%	97.3%	↗ 0.6%
Active Inventory	88	95	↘ -7.4%	81	↗ 8.6%	—	—	—
Months Supply of Inventory	1.2	1.0	↗ 16.7%	1.0	↗ 23.5%	—	—	—

Median Sales Price



Number of Closed Sales

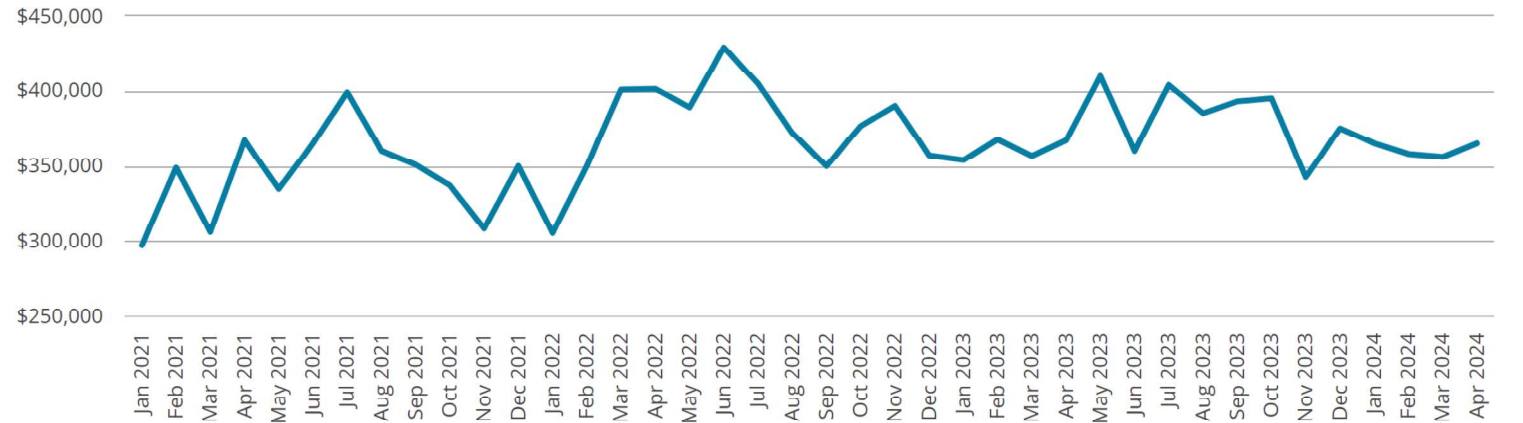


# Boone County

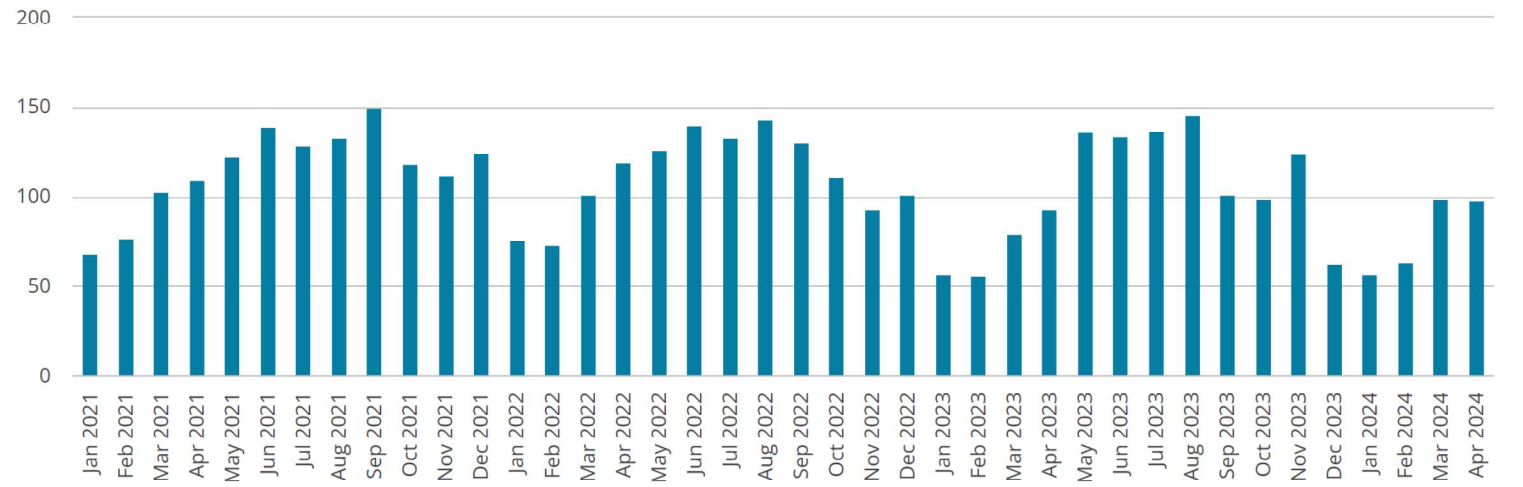
Data for Single Family Residence in Boone County.

	Apr 2024	Mar 2024	MoM	Apr 2023	YoY	2024	2023	YTD
Median Sales Price	\$365,000	\$355,995	▲ 2.5%	\$367,000	▼ -0.5%	\$359,990	\$360,000	▼ 0.0%
Closed Sales	98	99	▼ -1.0%	93	▲ 5.4%	317	285	▲ 11.2%
New Listings	149	98	▲ 52.0%	108	▲ 38.0%	420	408	▲ 2.9%
Pending Sales	128	107	▲ 19.6%	116	▲ 10.3%	411	400	▲ 2.8%
Median Days on Market	7	16	▼ -56.3%	9.5	▼ -26.3%	15	12	▲ 20.8%
Average Days on Market	28	47	▼ -40.2%	58	▼ -51.0%	46	59	▼ -21.4%
Price per Square Foot	\$166	\$157	▲ 5.7%	\$174	▼ -4.3%	\$159	\$165	▼ -3.6%
% of List Price Received	98.5%	98.4%	▲ 0.1%	99.0%	▼ -0.5%	98.1%	98.5%	▼ -0.4%
Active Inventory	100	102	▼ -2.0%	150	▼ -33.3%	—	—	—
Months Supply of Inventory	1.0	1.0	▼ -1.0%	1.6	▼ -36.7%	—	—	—

Median Sales Price



Number of Closed Sales

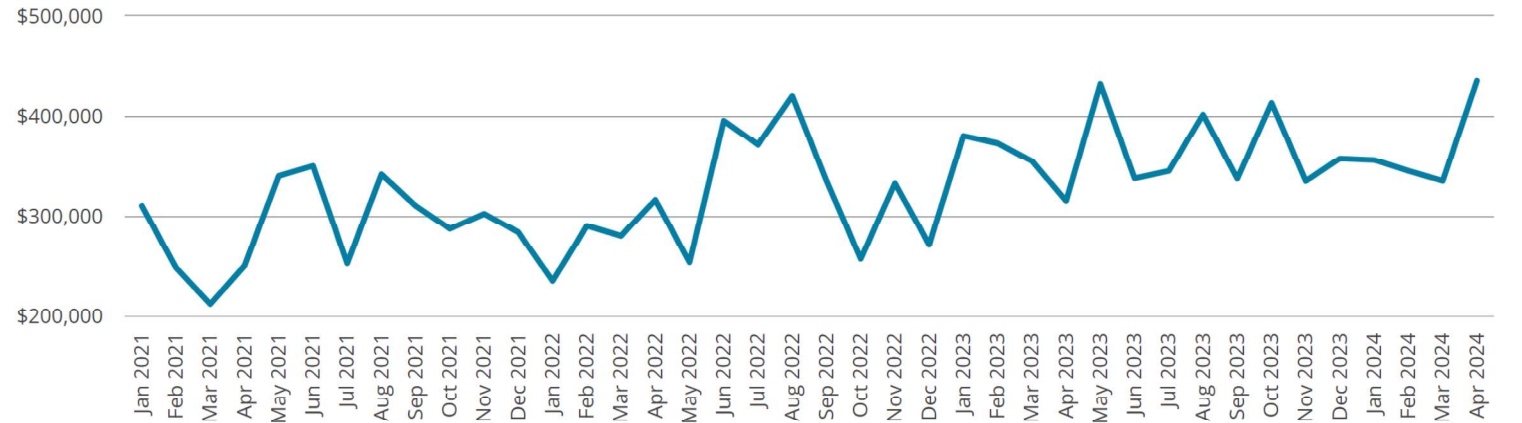


# Brown County

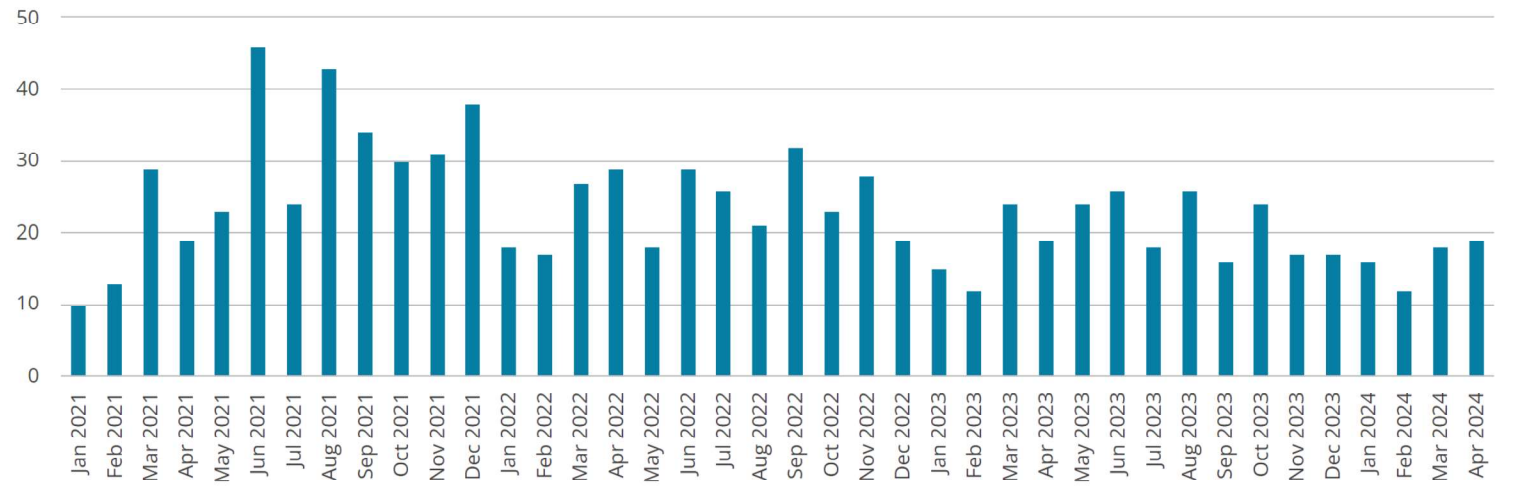
Data for Single Family Residence in Brown County.

	Apr 2024	Mar 2024	MoM	Apr 2023	YoY	2024	2023	YTD
Median Sales Price	\$435,000	\$335,000	⬆ 29.9%	\$315,000	⬆ 38.1%	\$352,000	\$354,500	⬆ -0.7%
Closed Sales	19	18	⬆ 5.6%	19	⬆ 0.0%	65	70	⬆ -7.1%
New Listings	27	24	⬆ 12.5%	31	⬆ -12.9%	93	94	⬆ -1.1%
Pending Sales	20	21	⬆ -4.8%	24	⬆ -16.7%	72	85	⬆ -15.3%
Median Days on Market	6.5	16	⬆ -59.4%	7.5	⬆ -13.3%	28	21	⬆ 31.0%
Average Days on Market	74	52	⬆ 43.0%	16	⬆ 351.7%	69	66	⬆ 3.1%
Price per Square Foot	\$188	\$219	⬆ -14.4%	\$187	⬆ 0.3%	\$195	\$189	⬆ 3.4%
% of List Price Received	96.1%	97.0%	⬆ -0.9%	96.8%	⬆ -0.7%	96.3%	95.1%	⬆ 1.3%
Active Inventory	45	50	⬆ -10.0%	43	⬆ 4.7%	—	—	—
Months Supply of Inventory	2.4	2.8	⬆ -14.7%	2.3	⬆ 4.7%	—	—	—

Median Sales Price



Number of Closed Sales

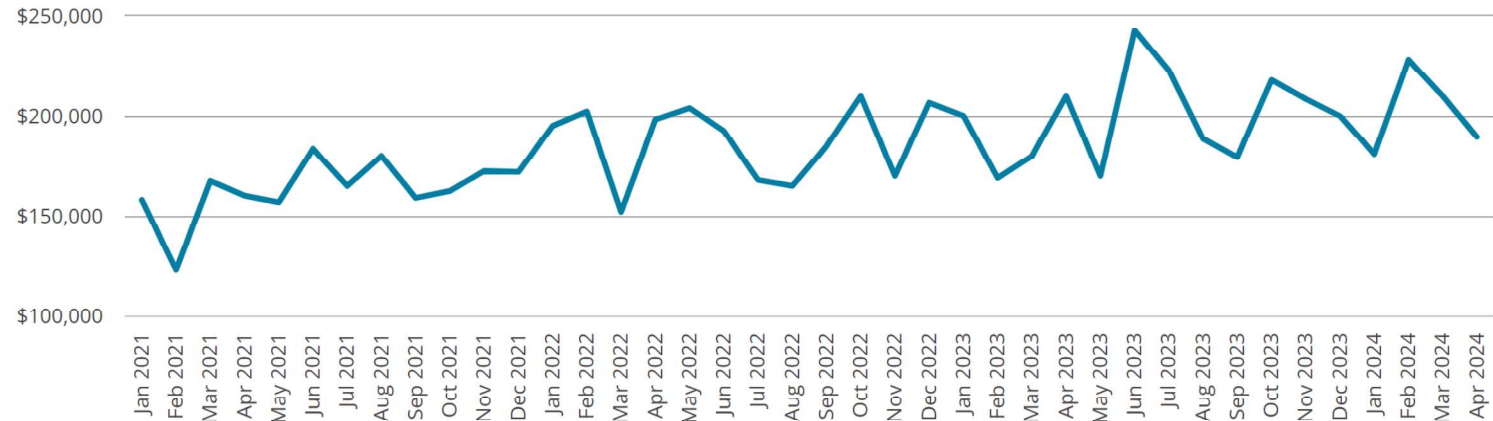


# Decatur County

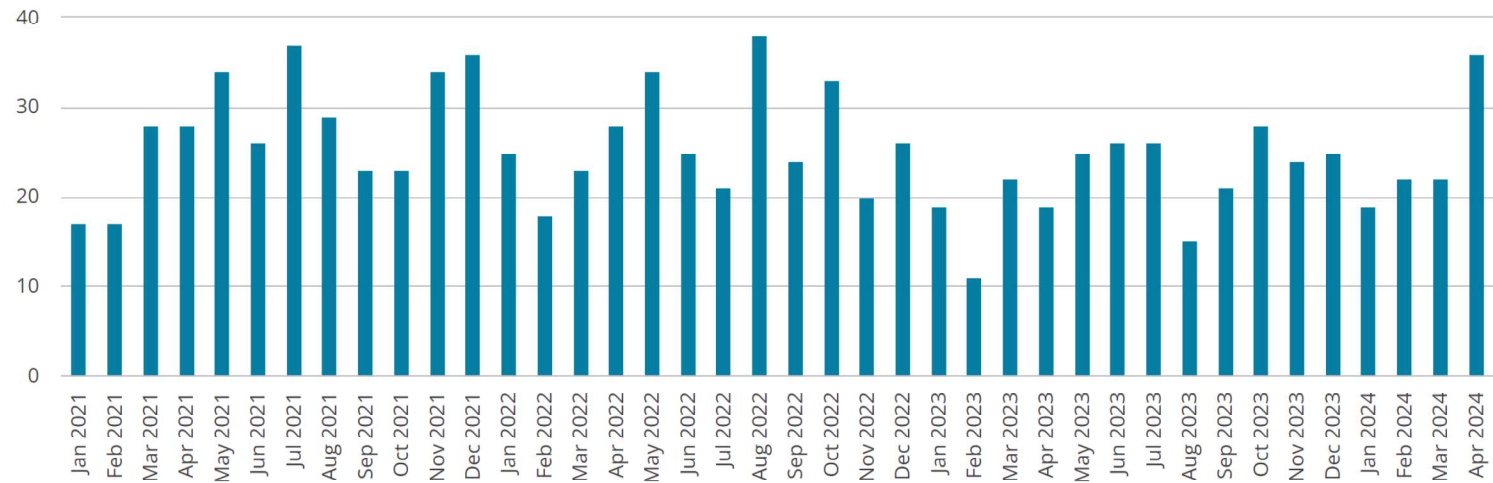
Data for Single Family Residence in Decatur County.

	Apr 2024	Mar 2024	MoM	Apr 2023	YoY	2024	2023	YTD
Median Sales Price	\$189,450	\$210,000	▼ -9.8%	\$210,000	▼ -9.8%	\$198,000	\$184,900	▲ 7.1%
Closed Sales	36	22	▲ 63.6%	19	▲ 89.5%	99	71	▲ 39.4%
New Listings	35	40	▼ -12.5%	29	▲ 20.7%	126	80	▲ 57.5%
Pending Sales	28	38	▼ -26.3%	28	▶ 0.0%	112	79	▲ 41.8%
Median Days on Market	11.5	11	▲ 4.5%	9	▲ 27.8%	12	21	▼ -41.5%
Average Days on Market	32	27	▲ 20.2%	64	▼ -49.3%	37	53	▼ -30.3%
Price per Square Foot	\$143	\$125	▲ 14.4%	\$105	▲ 36.2%	\$135	\$129	▲ 4.7%
% of List Price Received	97.6%	96.9%	▲ 0.8%	98.5%	▼ -0.9%	96.9%	96.6%	▲ 0.3%
Active Inventory	32	34	▼ -5.9%	25	▲ 28.0%	—	—	—
Months Supply of Inventory	0.9	1.5	▼ -42.5%	1.3	▼ -32.4%	—	—	—

Median Sales Price



Number of Closed Sales



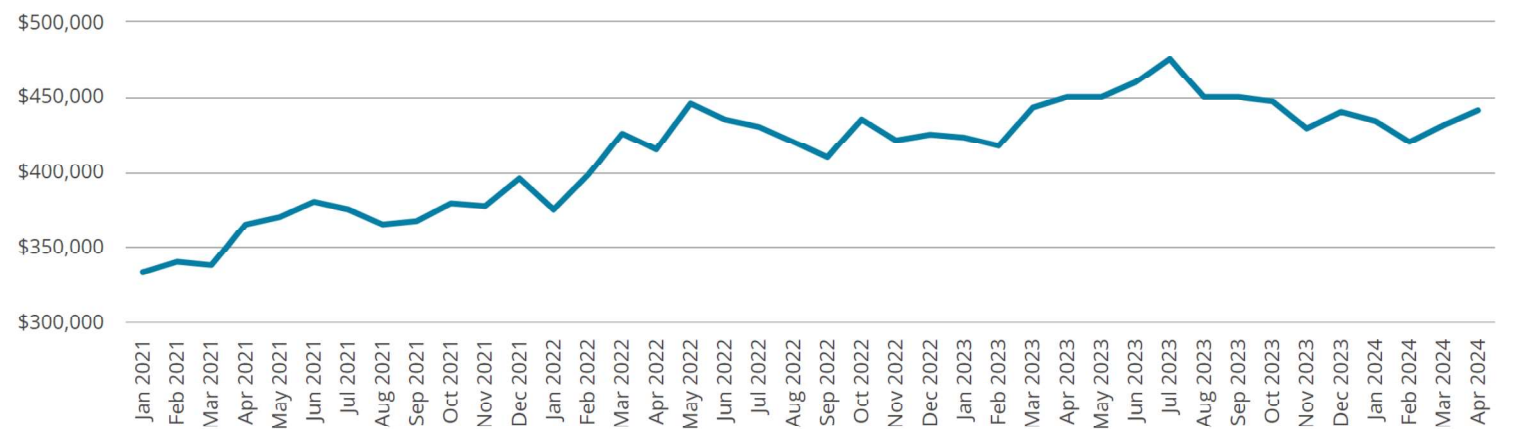


# Hamilton County

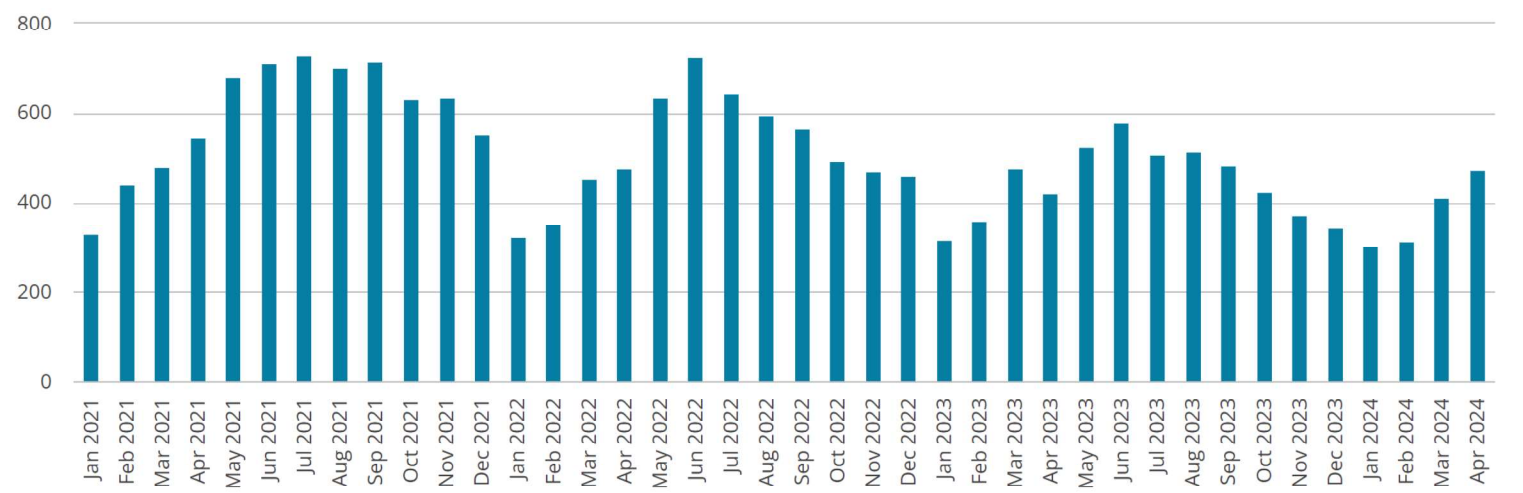
Data for Single Family Residence in Hamilton County.

	Apr 2024	Mar 2024	MoM	Apr 2023	YoY	2024	2023	YTD
Median Sales Price	\$441,067	\$431,245	⬆️ 2.3%	\$450,000	⬇️ -2.0%	\$433,343	\$435,000	⬇️ -0.4%
Closed Sales	474	412	⬆️ 15.0%	420	⬆️ 12.9%	1,507	1,574	⬇️ -4.3%
New Listings	597	525	⬆️ 13.7%	514	⬆️ 16.1%	1,856	1,778	⬆️ 4.4%
Pending Sales	528	494	⬆️ 6.9%	486	⬆️ 8.6%	1,756	1,797	⬇️ -2.3%
Median Days on Market	6	6	➡️ 0.0%	5	⬆️ 20.0%	8	7	⬆️ 14.3%
Average Days on Market	30	38	⬇️ -20.6%	29	⬆️ 1.9%	38	39	⬇️ -1.1%
Price per Square Foot	\$181	\$177	⬆️ 2.3%	\$173	⬆️ 4.6%	\$177	\$173	⬆️ 2.3%
% of List Price Received	99.9%	99.2%	⬆️ 0.7%	100.3%	⬇️ -0.4%	99.0%	99.2%	⬇️ -0.2%
Active Inventory	464	459	⬆️ 1.1%	415	⬆️ 11.8%	—	—	—
Months Supply of Inventory	1.0	1.1	⬇️ -12.1%	1.0	⬇️ -0.9%	—	—	—

Median Sales Price



Number of Closed Sales

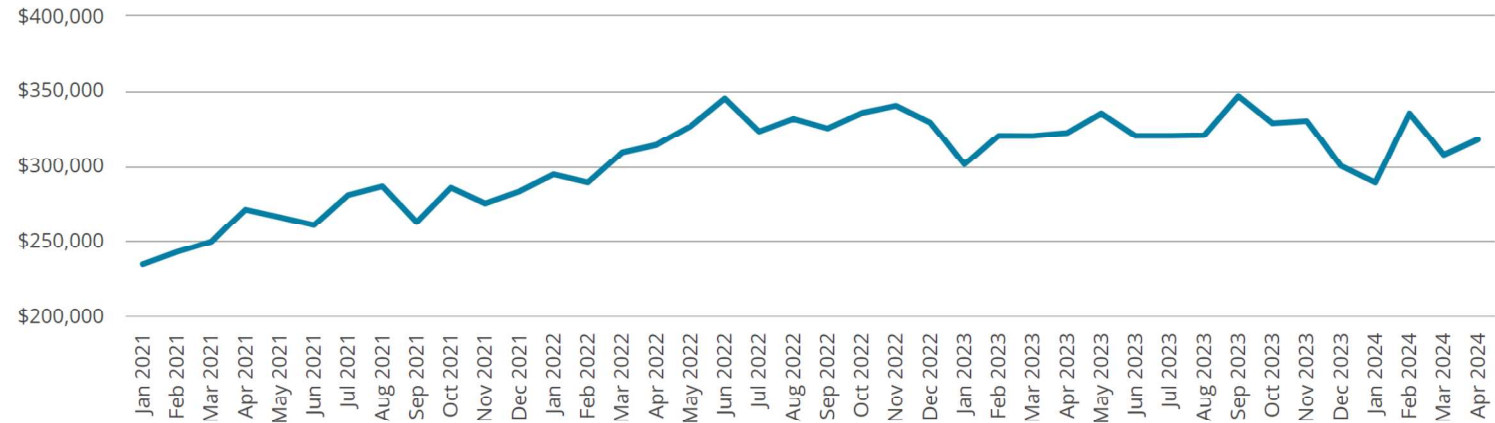


# Hancock County

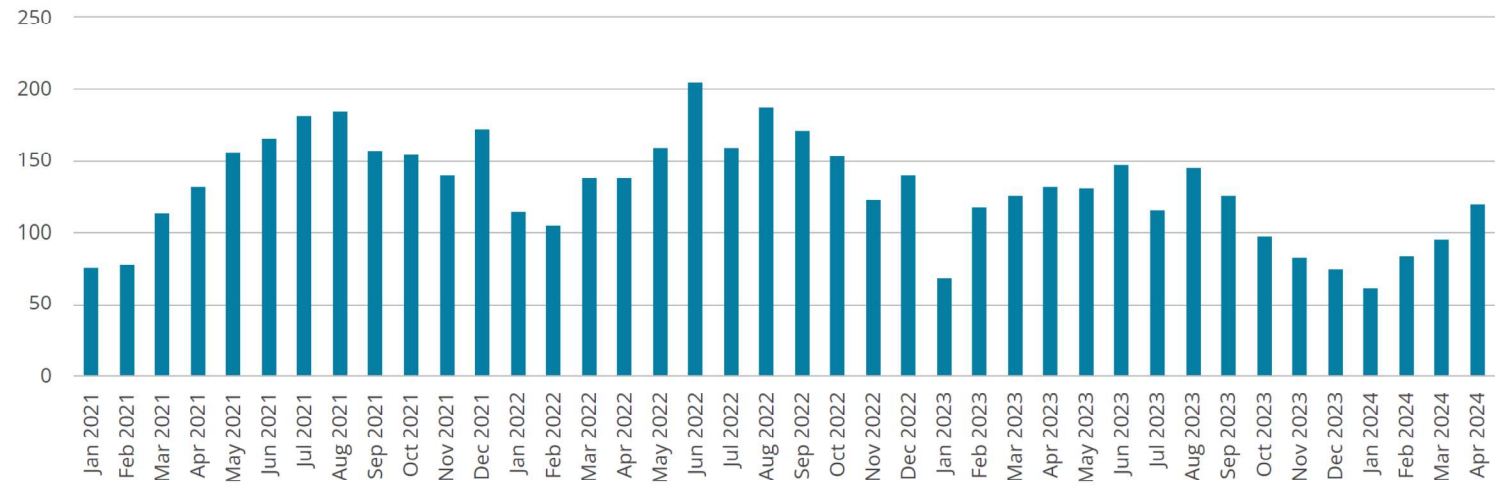
Data for Single Family Residence in Hancock County.

	Apr 2024	Mar 2024	MoM	Apr 2023	YoY	2024	2023	YTD
Median Sales Price	\$317,498	\$307,500	▲ 3.3%	\$322,000	▼ -1.4%	\$313,500	\$319,995	▼ -2.0%
Closed Sales	120	96	▲ 25.0%	133	▼ -9.8%	362	447	▼ -19.0%
New Listings	133	130	▲ 2.3%	125	▲ 6.4%	474	456	▲ 3.9%
Pending Sales	132	130	▲ 1.5%	118	▲ 11.9%	469	503	▼ -6.8%
Median Days on Market	11	7	▲ 57.1%	16	▼ -31.3%	15	28	▼ -46.4%
Average Days on Market	42	47	▼ -9.8%	74	▼ -42.4%	54	75	▼ -27.5%
Price per Square Foot	\$155	\$154	▲ 0.6%	\$152	▲ 2.0%	\$155	\$153	▲ 1.3%
% of List Price Received	98.6%	98.3%	▲ 0.3%	98.3%	▲ 0.4%	98.5%	98.2%	▲ 0.3%
Active Inventory	142	151	▼ -6.0%	161	▼ -11.8%	—	—	—
Months Supply of Inventory	1.2	1.6	▼ -24.8%	1.2	▼ -2.2%	—	—	—

Median Sales Price



Number of Closed Sales

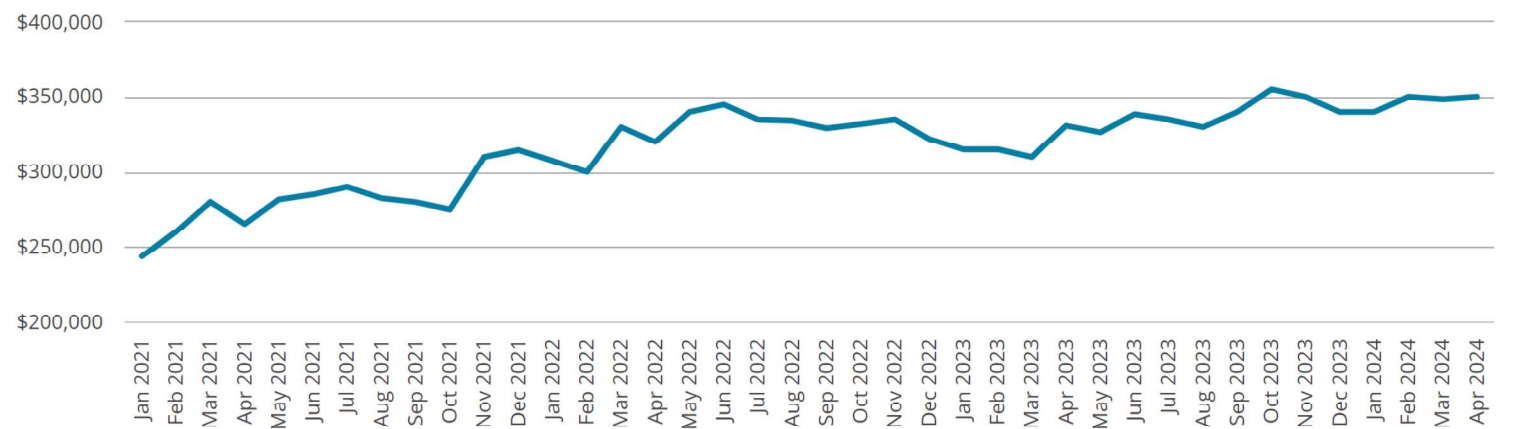


# Hendricks County

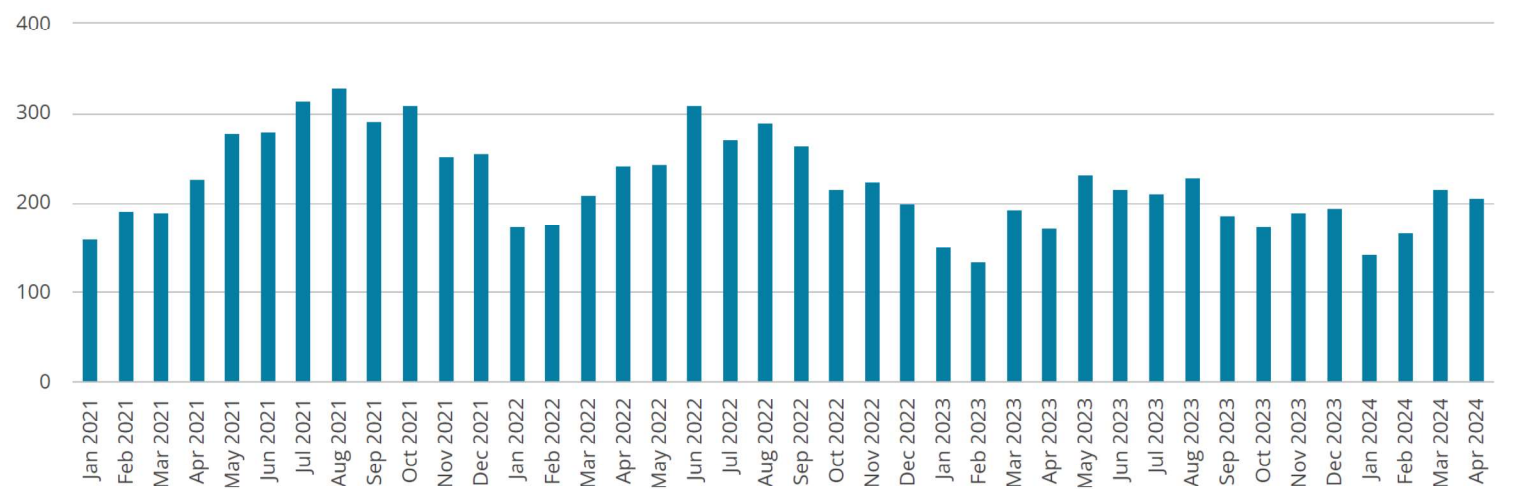
Data for Single Family Residence in Hendricks County.

	Apr 2024	Mar 2024	MoM	Apr 2023	YoY	2024	2023	YTD
Median Sales Price	\$350,000	\$348,450	▲ 0.4%	\$331,000	▲ 5.7%	\$346,500	\$320,000	▲ 8.3%
Closed Sales	205	216	▼ -5.1%	172	▲ 19.2%	730	651	▲ 12.1%
New Listings	250	251	▼ -0.4%	215	▲ 16.3%	881	709	▲ 24.3%
Pending Sales	230	220	▲ 4.5%	206	▲ 11.7%	840	724	▲ 16.0%
Median Days on Market	12	14	▼ -14.3%	6	▲ 100.0%	17	10	▲ 70.0%
Average Days on Market	40	44	▼ -8.8%	48	▼ -16.6%	46	46	▼ -0.8%
Price per Square Foot	\$158	\$154	▲ 2.6%	\$157	▲ 0.6%	\$156	\$157	▼ -0.6%
% of List Price Received	99.1%	98.5%	▲ 0.6%	98.4%	▲ 0.7%	98.5%	98.4%	▲ 0.0%
Active Inventory	262	274	▼ -4.4%	174	▲ 50.6%	—	—	—
Months Supply of Inventory	1.3	1.3	▲ 0.8%	1.0	▲ 26.3%	—	—	—

Median Sales Price



Number of Closed Sales



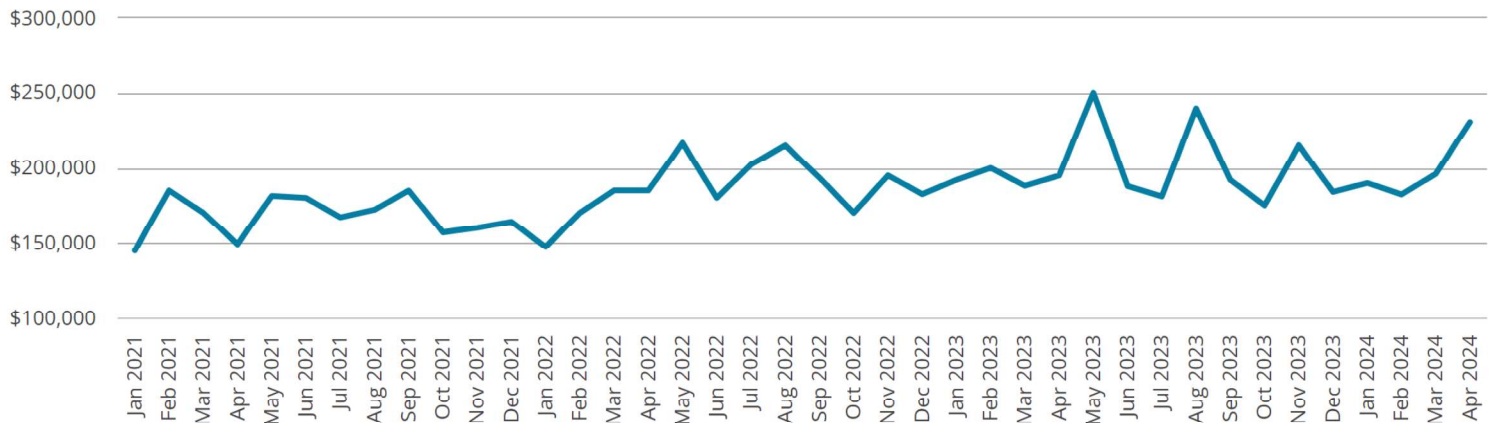
# Jackson County



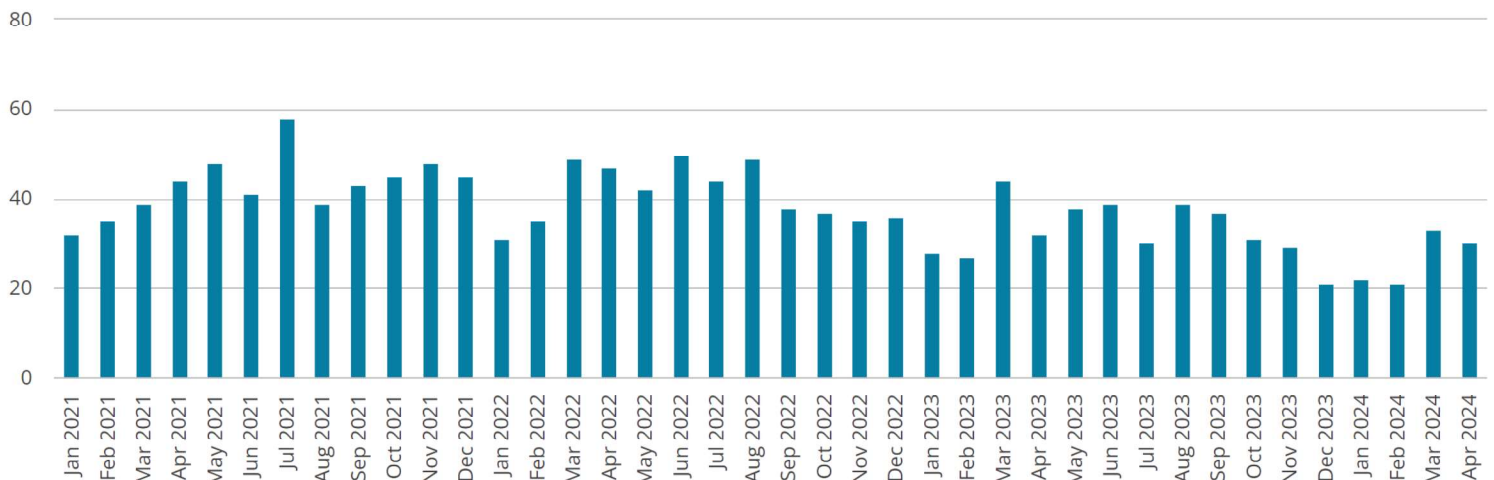
Data for Single Family Residence in Jackson County.

	Apr 2024	Mar 2024	MoM	Apr 2023	YoY	2024	2023	YTD
Median Sales Price	\$230,500	\$196,000	▲ 17.6%	\$194,950	▲ 18.2%	\$191,000	\$195,000	▼ -2.1%
Closed Sales	30	33	▼ -9.1%	32	▼ -6.3%	106	131	▼ -19.1%
New Listings	39	38	▲ 2.6%	28	▲ 39.3%	143	124	▲ 15.3%
Pending Sales	36	33	▲ 9.1%	37	▼ -2.7%	125	144	▼ -13.2%
Median Days on Market	8	8	▶ 0.0%	7	▲ 14.3%	10	15	▼ -31.0%
Average Days on Market	34	48	▼ -28.8%	26	▲ 33.2%	46	44	▲ 5.2%
Price per Square Foot	\$143	\$147	▼ -2.7%	\$125	▲ 14.4%	\$138	\$135	▲ 2.2%
% of List Price Received	98.6%	97.7%	▲ 1.0%	98.6%	▲ 0.0%	98.1%	97.9%	▲ 0.2%
Active Inventory	41	48	▼ -14.6%	24	▲ 70.8%	—	—	—
Months Supply of Inventory	1.4	1.5	▼ -6.0%	0.7	▲ 82.2%	—	—	—

## Median Sales Price



## Number of Closed Sales



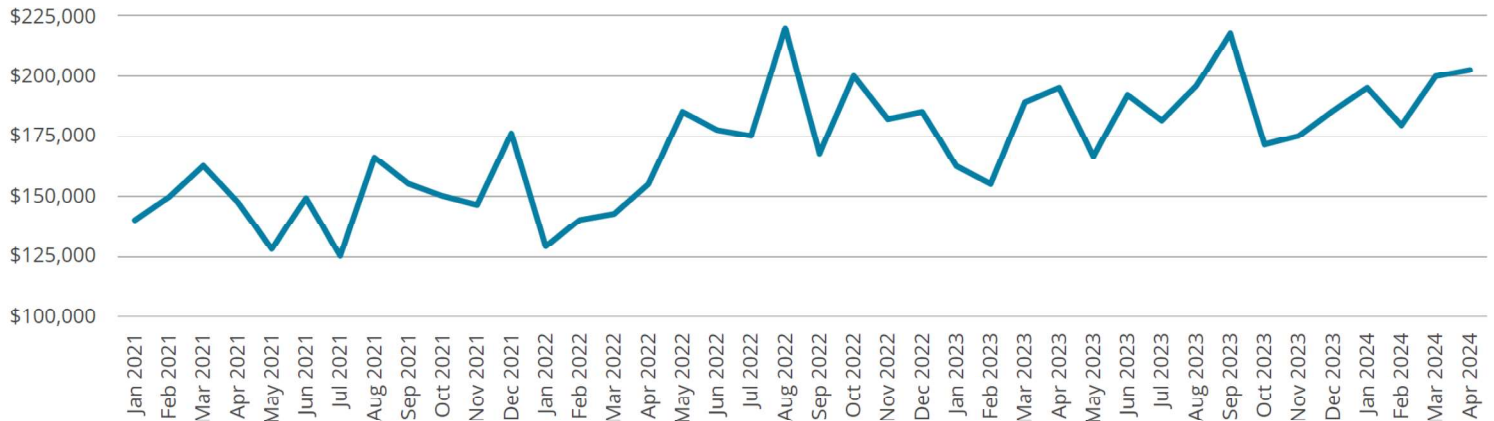


# Jennings County

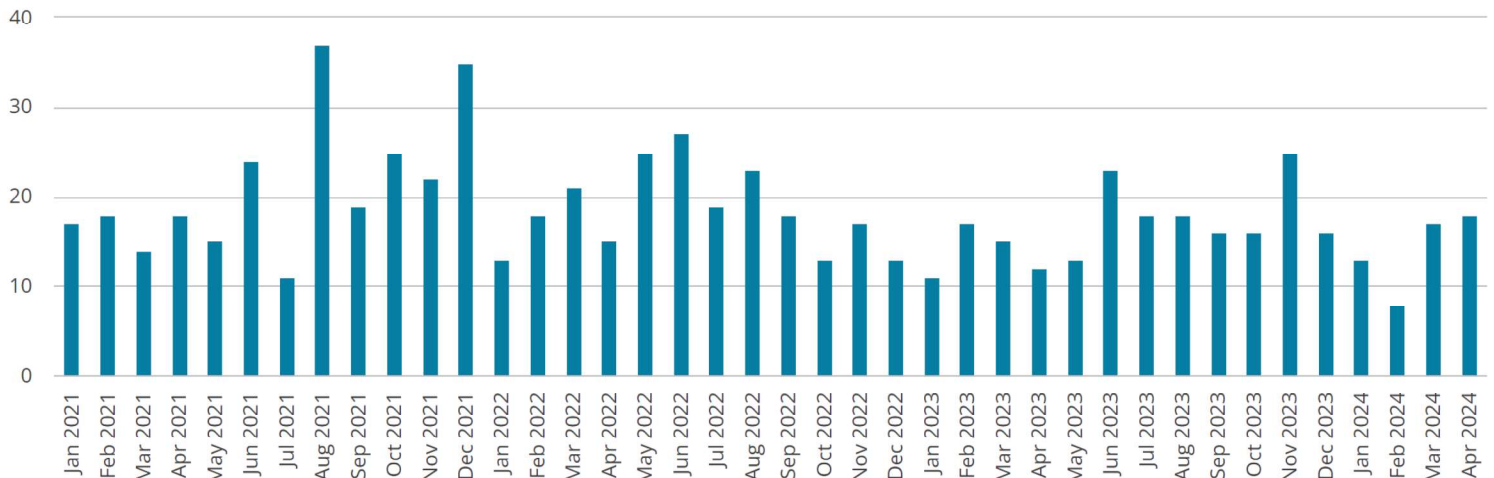
Data for Single Family Residence in Jennings County.

	Apr 2024	Mar 2024	MoM	Apr 2023	YoY	2024	2023	YTD
Median Sales Price	\$202,500	\$199,900	▲ 1.3%	\$195,000	▲ 3.8%	\$199,450	\$185,000	▲ 7.8%
Closed Sales	18	17	▲ 5.9%	12	▲ 50.0%	56	55	▲ 1.8%
New Listings	24	25	▼ -4.0%	15	▲ 60.0%	82	63	▲ 30.2%
Pending Sales	19	20	▼ -5.0%	9	▲ 111.1%	68	57	▲ 19.3%
Median Days on Market	8	12	▼ -33.3%	2	▲ 300.0%	12	9	▲ 33.3%
Average Days on Market	49	37	▲ 33.9%	16	▲ 210.2%	50	41	▲ 22.2%
Price per Square Foot	\$144	\$143	▲ 0.7%	\$118	▲ 22.6%	\$137	\$117	▲ 17.1%
% of List Price Received	100.3%	98.1%	▲ 2.3%	95.3%	▲ 5.2%	97.9%	95.7%	▲ 2.3%
Active Inventory	22	31	▼ -29.0%	17	▲ 29.4%	—	—	—
Months Supply of Inventory	1.2	1.8	▼ -33.0%	1.4	▼ -13.7%	—	—	—

## Median Sales Price



## Number of Closed Sales



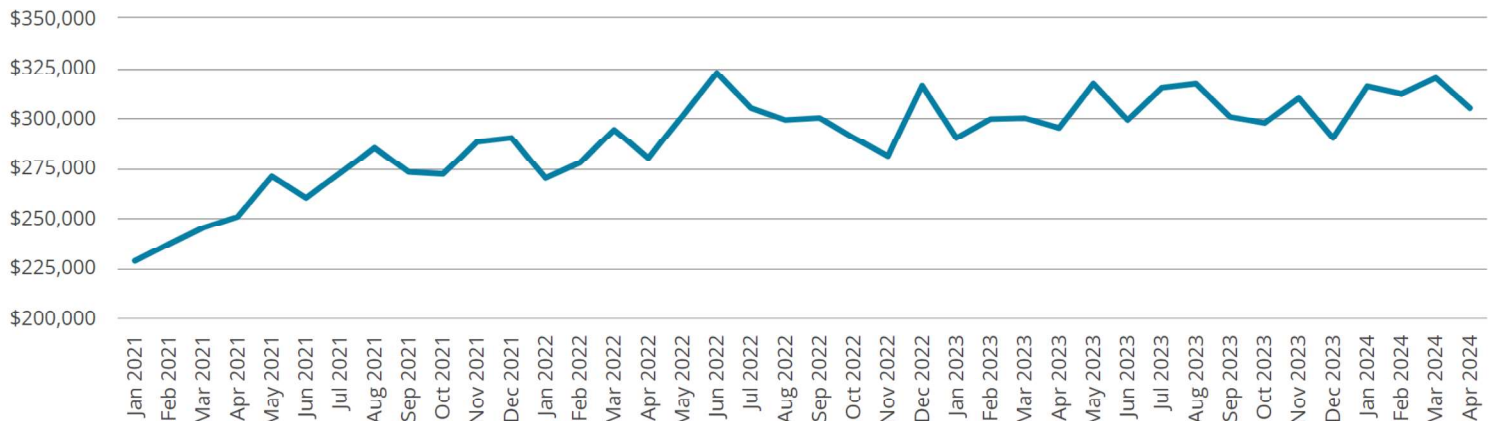
# Johnson County

Data for Single Family Residence in Johnson County.

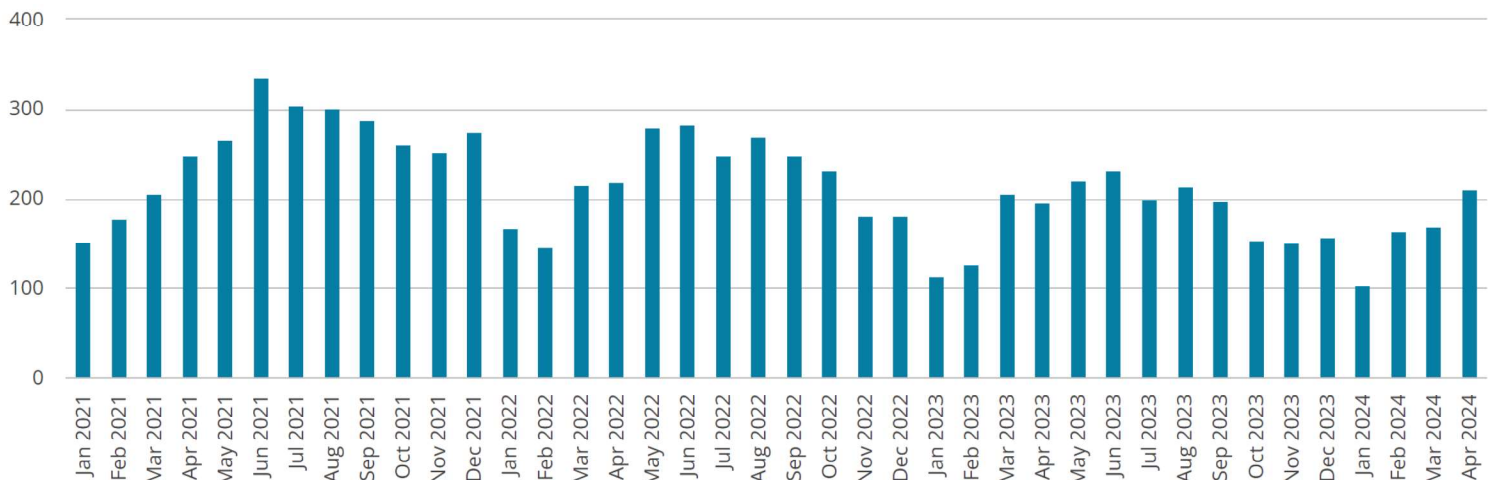


	Apr 2024	Mar 2024	MoM	Apr 2023	YoY	2024	2023	YTD
Median Sales Price	\$305,000	\$320,000	▼ -4.7%	\$295,000	▲ 3.4%	\$312,000	\$295,000	▲ 5.8%
Closed Sales	210	169	▲ 24.3%	196	▲ 7.1%	647	640	▲ 1.1%
New Listings	264	219	▲ 20.5%	222	▲ 18.9%	825	804	▲ 2.6%
Pending Sales	225	219	▲ 2.7%	213	▲ 5.6%	789	786	▲ 0.4%
Median Days on Market	8	10.5	▼ -23.8%	8	▶ 0.0%	15	17	▼ -14.7%
Average Days on Market	33	38	▼ -12.1%	45	▼ -25.9%	42	50	▼ -15.1%
Price per Square Foot	\$159	\$156	▲ 1.9%	\$155	▲ 2.6%	\$157	\$149	▲ 5.4%
% of List Price Received	98.3%	98.2%	▲ 0.1%	99.2%	▼ -0.9%	98.0%	98.3%	▼ -0.4%
Active Inventory	249	218	▲ 14.2%	210	▲ 18.6%	—	—	—
Months Supply of Inventory	1.2	1.3	▼ -8.1%	1.1	▲ 10.7%	—	—	—

## Median Sales Price



## Number of Closed Sales

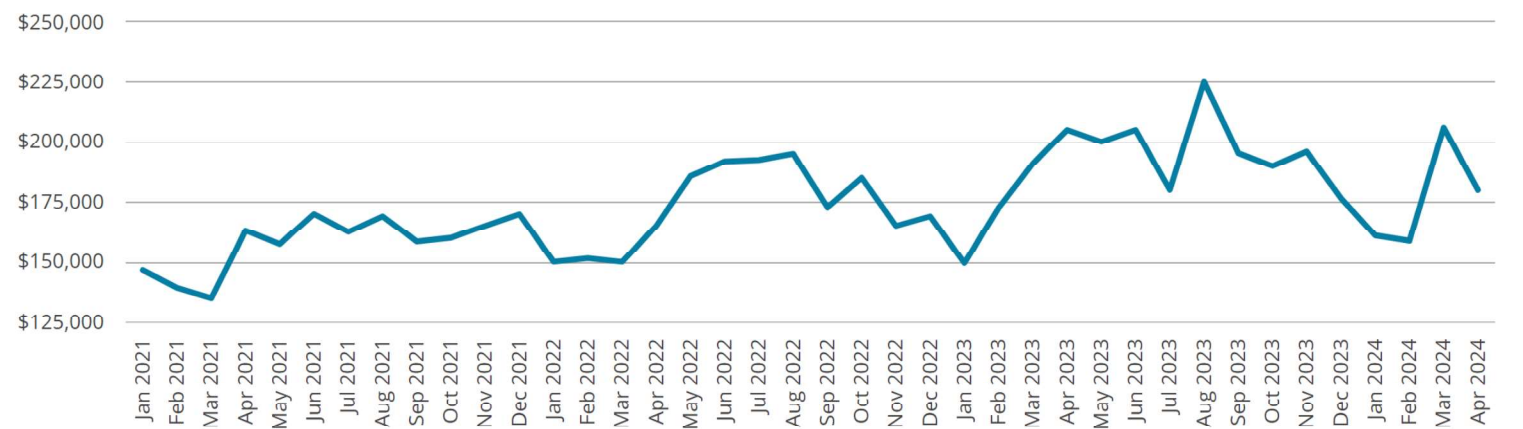


# Madison County

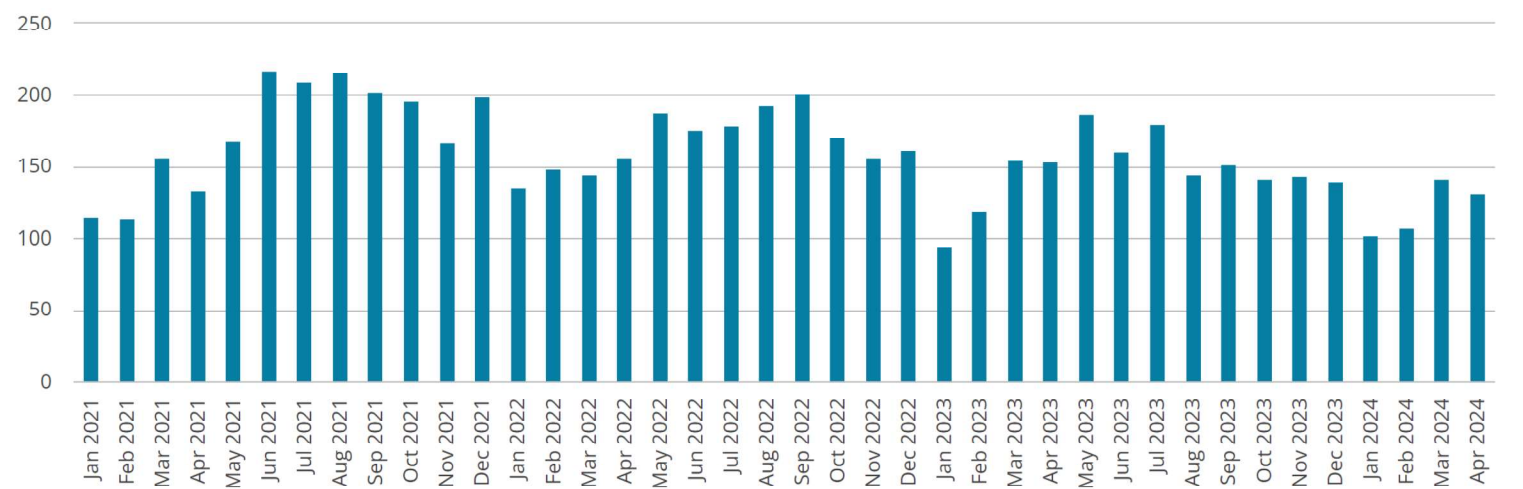
Data for Single Family Residence in Madison County.

	Apr 2024	Mar 2024	MoM	Apr 2023	YoY	2024	2023	YTD
Median Sales Price	\$179,950	\$206,000	▼ -12.6%	\$205,000	▼ -12.2%	\$175,000	\$182,000	▼ -3.8%
Closed Sales	132	142	▼ -7.0%	154	▼ -14.3%	483	522	▼ -7.5%
New Listings	153	150	▲ 2.0%	195	▼ -21.5%	558	657	▼ -15.1%
Pending Sales	154	150	▲ 2.7%	169	▼ -8.9%	537	613	▼ -12.4%
Median Days on Market	10.5	17	▼ -38.2%	8	▲ 31.3%	18	18	▶ 0.0%
Average Days on Market	44	52	▼ -15.7%	42	▲ 4.0%	48	51	▼ -6.5%
Price per Square Foot	\$116	\$129	▼ -9.7%	\$128	▼ -9.0%	\$122	\$114	▲ 7.0%
% of List Price Received	96.5%	96.6%	▼ 0.0%	98.8%	▼ -2.3%	96.4%	97.3%	▼ -1.0%
Active Inventory	140	192	▼ -27.1%	183	▼ -23.5%	—	—	—
Months Supply of Inventory	1.1	1.4	▼ -21.6%	1.2	▼ -10.7%	—	—	—

Median Sales Price



Number of Closed Sales

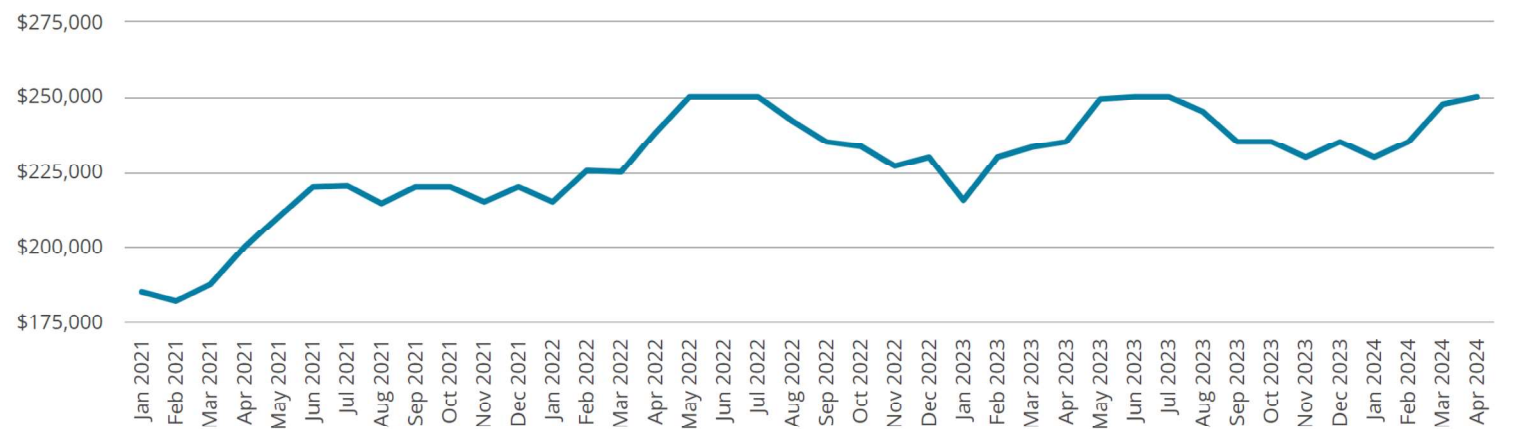


# Marion County

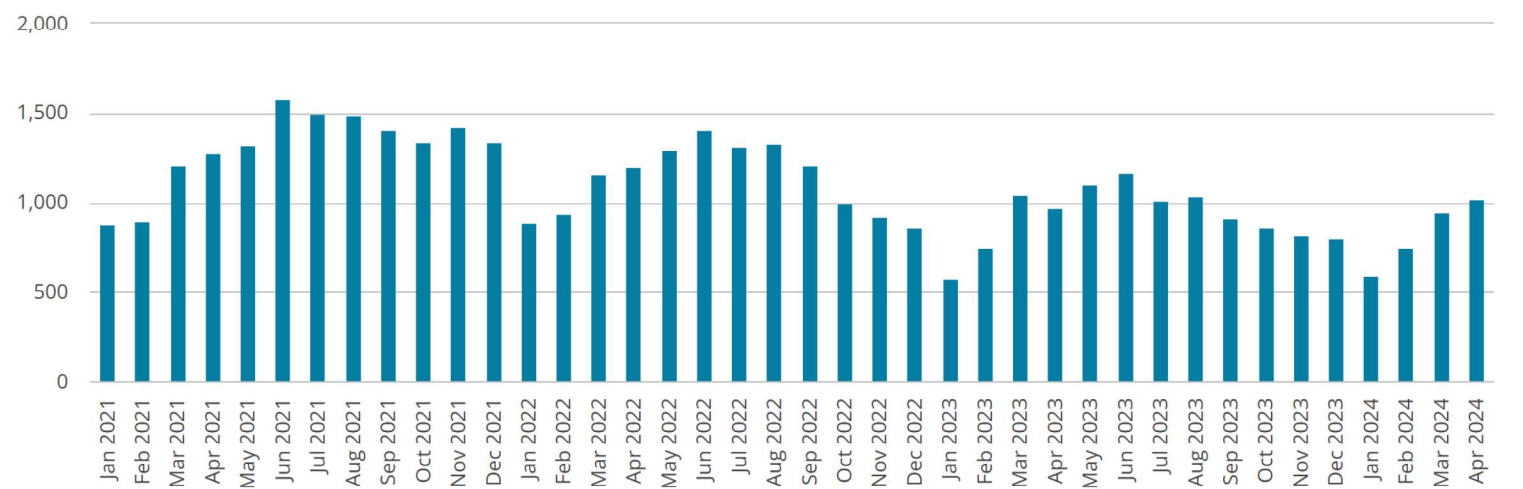
Data for Single Family Residence in Marion County.

	Apr 2024	Mar 2024	MoM	Apr 2023	YoY	2024	2023	YTD
Median Sales Price	\$250,000	\$247,500	▲ 1.0%	\$235,000	▲ 6.4%	\$243,000	\$230,000	▲ 5.7%
Closed Sales	1,022	947	▲ 7.9%	975	▲ 4.8%	3,304	3,341	▼ -1.1%
New Listings	1,221	1,212	▲ 0.7%	1,188	▲ 2.8%	4,200	4,085	▲ 2.8%
Pending Sales	1,151	1,094	▲ 5.2%	1,101	▲ 4.5%	3,968	3,922	▲ 1.2%
Median Days on Market	8	9	▼ -11.1%	6	▲ 33.3%	12	14	▼ -14.3%
Average Days on Market	33	43	▼ -24.3%	37	▼ -12.2%	45	47	▼ -4.6%
Price per Square Foot	\$154	\$146	▲ 5.5%	\$142	▲ 8.5%	\$146	\$140	▲ 4.3%
% of List Price Received	99.0%	97.9%	▲ 1.1%	98.8%	▲ 0.2%	98.0%	97.7%	▲ 0.3%
Active Inventory	1,177	1,302	▼ -9.6%	1,134	▲ 3.8%	—	—	—
Months Supply of Inventory	1.2	1.4	▼ -16.2%	1.2	▼ -1.0%	—	—	—

Median Sales Price



Number of Closed Sales



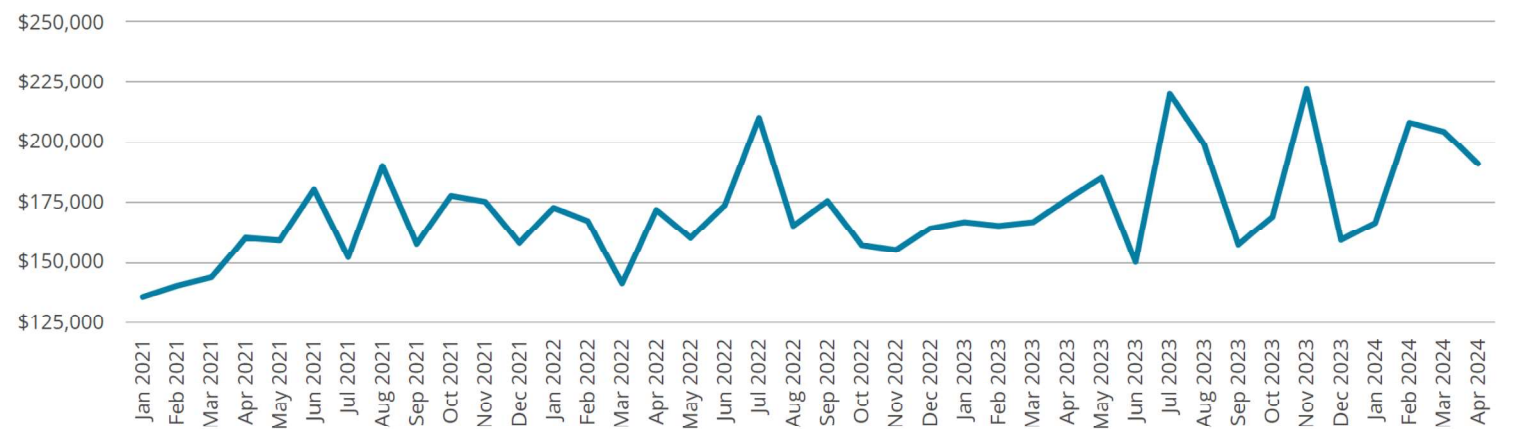


# Montgomery County

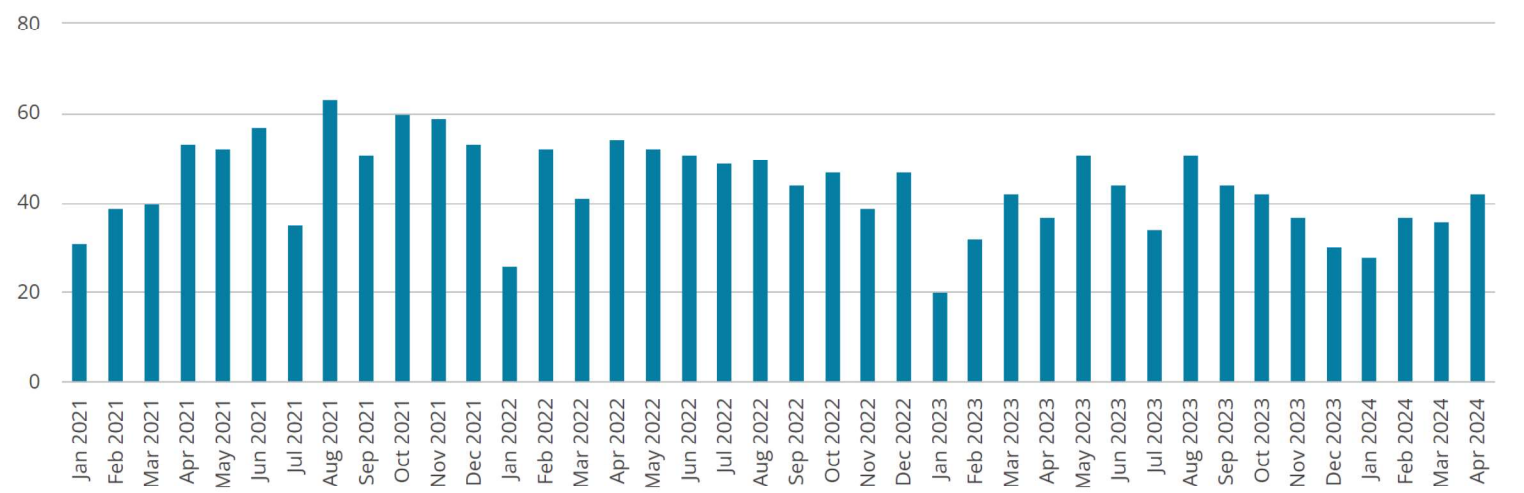
Data for Single Family Residence in Montgomery County.

	Apr 2024	Mar 2024	MoM	Apr 2023	YoY	2024	2023	YTD
Median Sales Price	\$191,000	\$204,250	▼ -6.5%	\$176,000	▲ 8.5%	\$195,000	\$168,000	▲ 16.1%
Closed Sales	42	36	▲ 16.7%	37	▲ 13.5%	143	131	▲ 9.2%
New Listings	39	50	▼ -22.0%	40	▼ -2.5%	151	146	▲ 3.4%
Pending Sales	35	45	▼ -22.2%	37	▼ -5.4%	161	161	▶ 0.0%
Median Days on Market	10	9	▲ 11.1%	8	▲ 25.0%	14	15	▼ -6.7%
Average Days on Market	31	36	▼ -13.7%	25	▲ 25.5%	46	46	▲ 0.1%
Price per Square Foot	\$123	\$130	▼ -5.8%	\$117	▲ 4.7%	\$128	\$116	▲ 10.8%
% of List Price Received	98.1%	96.0%	▲ 2.2%	98.1%	▲ 0.1%	96.8%	97.4%	▼ -0.7%
Active Inventory	36	40	▼ -10.0%	35	▲ 2.9%	—	—	—
Months Supply of Inventory	0.9	1.1	▼ -22.9%	0.9	▼ -9.4%	—	—	—

Median Sales Price



Number of Closed Sales



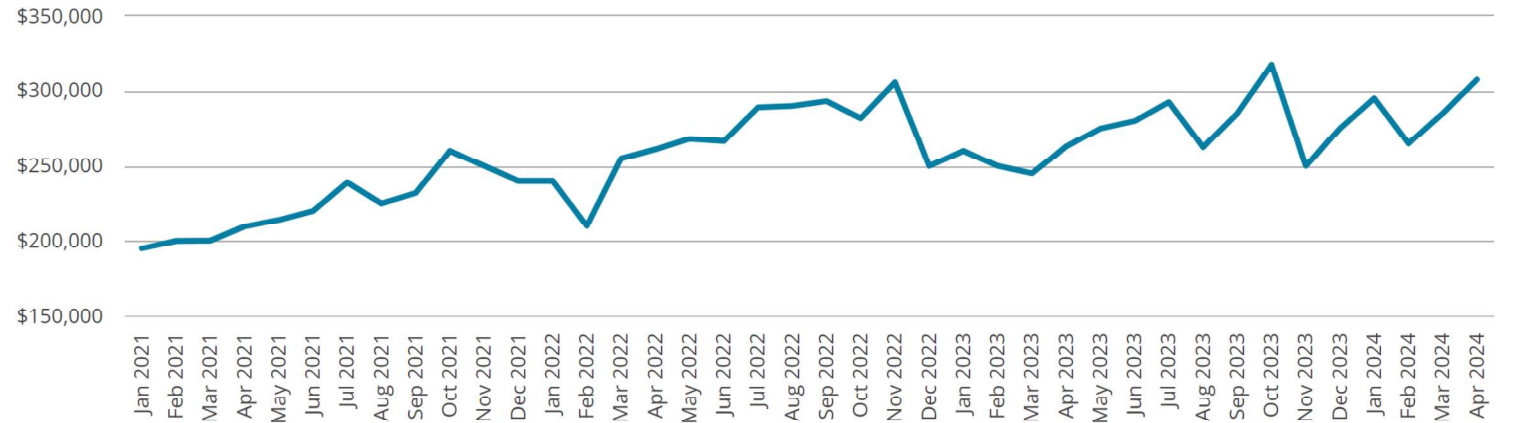


# Morgan County

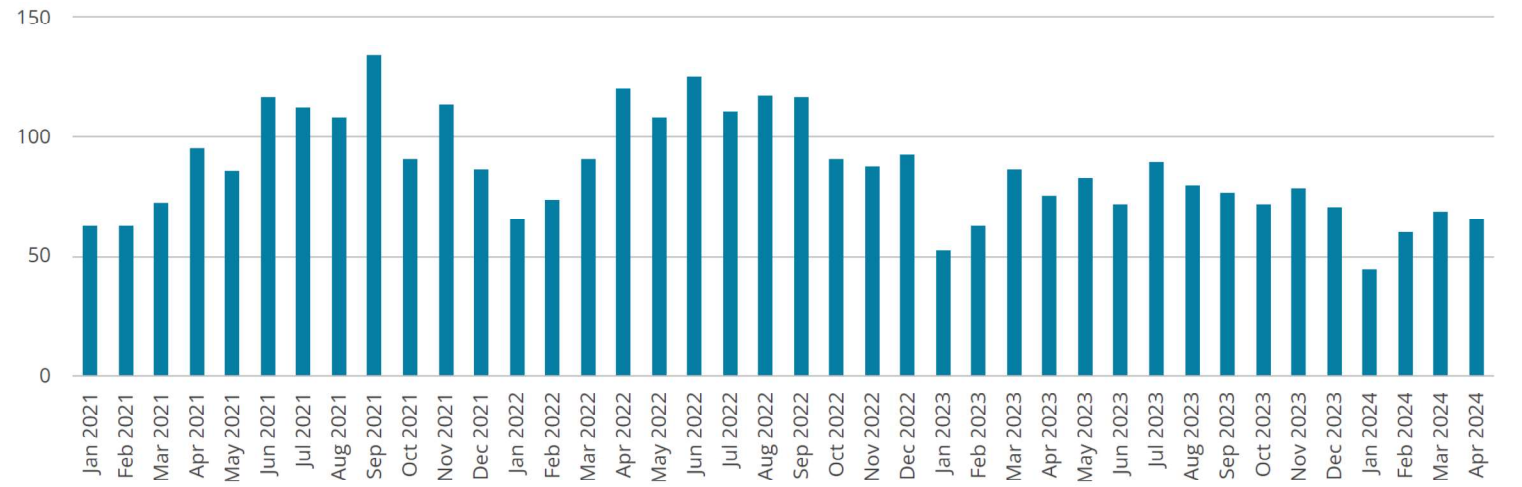
Data for Single Family Residence in Morgan County.

	Apr 2024	Mar 2024	MoM	Apr 2023	YoY	2024	2023	YTD
Median Sales Price	\$307,500	\$285,000	⬆️ 7.9%	\$262,950	⬆️ 16.9%	\$290,000	\$254,345	⬆️ 14.0%
Closed Sales	66	69	⬆️ -4.3%	76	⬆️ -13.2%	241	279	⬆️ -13.6%
New Listings	90	78	⬆️ 15.4%	80	⬆️ 12.5%	303	316	⬆️ -4.1%
Pending Sales	78	74	⬆️ 5.4%	73	⬆️ 6.8%	290	319	⬆️ -9.1%
Median Days on Market	10.5	27	⬆️ -61.1%	6.5	⬆️ 61.5%	22	23	⬆️ -2.2%
Average Days on Market	37	51	⬆️ -27.3%	45	⬆️ -18.4%	50	62	⬆️ -18.9%
Price per Square Foot	\$167	\$154	⬆️ 8.4%	\$143	⬆️ 16.8%	\$158	\$147	⬆️ 7.1%
% of List Price Received	99.4%	98.6%	⬆️ 0.8%	98.8%	⬆️ 0.6%	98.0%	98.0%	⬆️ 0.0%
Active Inventory	104	111	⬆️ -6.3%	82	⬆️ 26.8%	—	—	—
Months Supply of Inventory	1.6	1.6	⬆️ -2.0%	1.1	⬆️ 46.0%	—	—	—

Median Sales Price



Number of Closed Sales

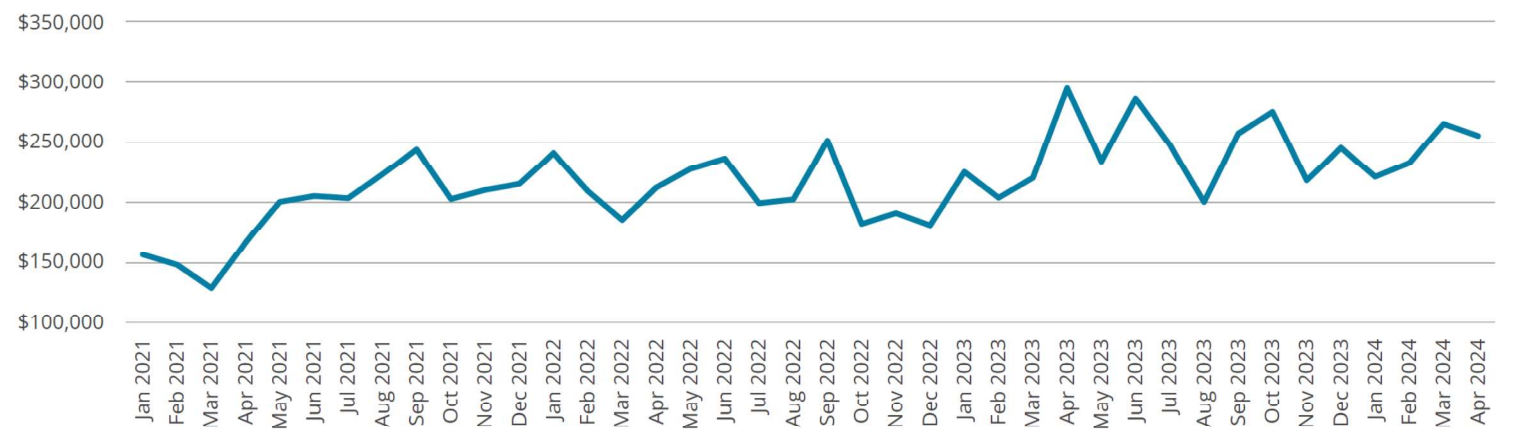


# Putnam County

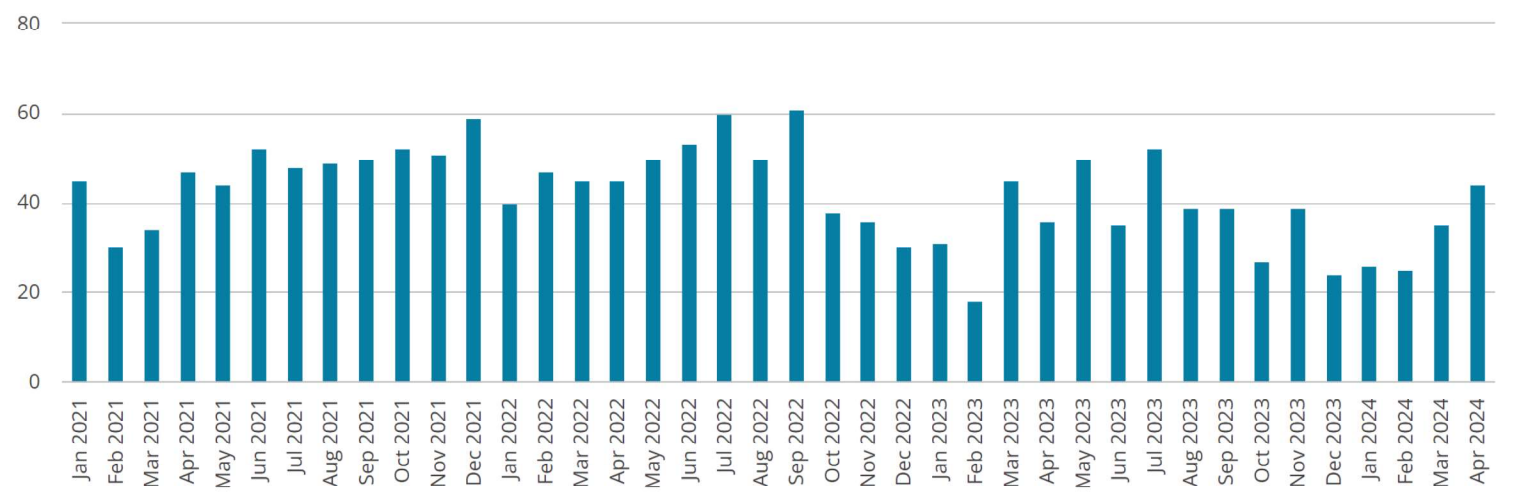
Data for Single Family Residence in Putnam County.

	Apr 2024	Mar 2024	MoM	Apr 2023	YoY	2024	2023	YTD
Median Sales Price	\$255,000	\$265,000	▼ -3.8%	\$294,850	▼ -13.5%	\$249,900	\$229,450	▲ 8.9%
Closed Sales	44	35	▲ 25.7%	36	▲ 22.2%	130	130	▶ 0.0%
New Listings	55	50	▲ 10.0%	45	▲ 22.2%	184	150	▲ 22.7%
Pending Sales	50	47	▲ 6.4%	47	▲ 6.4%	165	152	▲ 8.6%
Median Days on Market	15.5	9	▲ 72.2%	5	▲ 210.0%	18	15	▲ 20.0%
Average Days on Market	38	41	▼ -7.1%	29	▲ 31.8%	42	46	▼ -10.3%
Price per Square Foot	\$158	\$172	▼ -8.1%	\$148	▲ 6.8%	\$163	\$140	▲ 16.8%
% of List Price Received	97.0%	97.6%	▼ -0.7%	98.2%	▼ -1.2%	97.4%	97.5%	▼ -0.1%
Active Inventory	58	69	▼ -15.9%	46	▲ 26.1%	—	—	—
Months Supply of Inventory	1.3	2.0	▼ -33.1%	1.3	▲ 3.2%	—	—	—

Median Sales Price



Number of Closed Sales



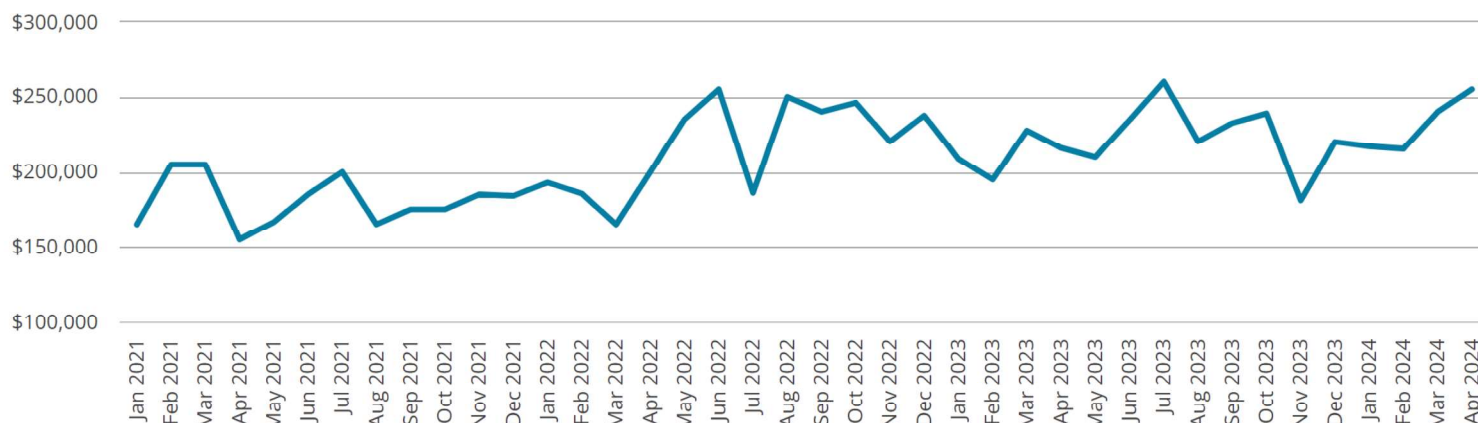
# Shelby County



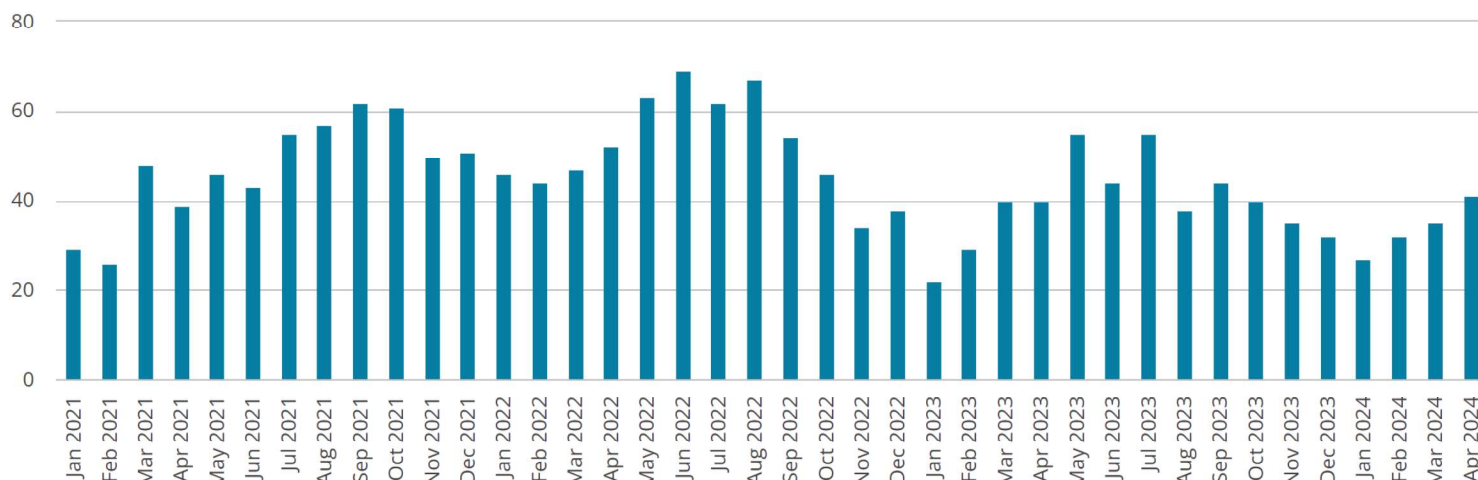
Data for Single Family Residence in Shelby County.

	Apr 2024	Mar 2024	MoM	Apr 2023	YoY	2024	2023	YTD
Median Sales Price	\$255,000	\$240,000	▲ 6.3%	\$215,950	▲ 18.1%	\$237,000	\$212,000	▲ 11.8%
Closed Sales	41	35	▲ 17.1%	40	▲ 2.5%	135	131	▲ 3.1%
New Listings	34	48	▼ -29.2%	56	▼ -39.3%	152	178	▼ -14.6%
Pending Sales	32	39	▼ -17.9%	51	▼ -37.3%	140	161	▼ -13.0%
Median Days on Market	14	22	▼ -36.4%	6	▲ 133.3%	19	13	▲ 46.2%
Average Days on Market	44	53	▼ -16.5%	45	▼ -0.7%	56	50	▲ 12.6%
Price per Square Foot	\$142	\$163	▼ -12.6%	\$146	▼ -2.4%	\$143	\$133	▲ 7.5%
% of List Price Received	98.4%	97.4%	▲ 1.0%	97.9%	▲ 0.4%	97.6%	97.0%	▲ 0.6%
Active Inventory	56	64	▼ -12.5%	57	▼ -1.8%	—	—	—
Months Supply of Inventory	1.4	1.8	▼ -25.3%	1.4	▼ -4.2%	—	—	—

## 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.

	Apr 2024	Mar 2024	MoM	Apr 2023	YoY	2024	2023	YTD
Median Sales Price	\$222,000	\$225,000	▼ -1.3%	\$225,000	▼ -1.3%	\$217,250	\$215,000	▲ 1.0%
Closed Sales	158	158	▶ 0.0%	170	▼ -7.1%	507	540	▼ -6.1%
New Listings	178	197	▼ -9.6%	218	▼ -18.3%	689	742	▼ -7.1%
Pending Sales	168	165	▲ 1.8%	198	▼ -15.2%	615	695	▼ -11.5%
Median Days on Market	21	13	▲ 61.5%	6	▲ 250.0%	21	10	▲ 110.0%
Average Days on Market	42	51	▼ -17.2%	40	▲ 4.0%	49	48	▲ 2.0%
Price per Square Foot	\$153	\$154	▼ -0.6%	\$150	▲ 2.0%	\$151	\$145	▲ 3.8%
% of List Price Received	97.8%	98.1%	▼ -0.3%	98.8%	▼ -1.1%	97.8%	98.3%	▼ -0.6%
Active Inventory	260	315	▼ -17.5%	210	▲ 23.8%	—	—	—
Months Supply of Inventory	1.6	2.0	▼ -17.5%	1.2	▲ 33.2%	—	—	—

## Median Sales Price



## Number of Closed Sales

