

# MARKET INSIGHTS REPORT

JUNE 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 June 2024 data, this is what our experts are saying:

In June 2024, the median sales price for a single-family home in Central Indiana increased 6.7% over last year to \$320,000, a 0.9% increase from last month. In the MIBOR BLC® Listing Service area, 12 of 16 counties saw a year-over-year increase in median sales price, including Boone, Johnson, and Marion.

“The median sales price in Central Indiana reached another all-time high in June,” says MIBOR CEO Shelley Specchio. “Despite the continued growth in active inventory, we have yet to see relief in affordability. Additionally, rising prices coupled with stubbornly high interest rates has increased buyers’ expectations which may make getting to the closing table more challenging – particularly at entry and mid-range price points.”

Closed sales were down 12.2% year-over-year while pending sales increased 2.8%, and up 7.1% from last month. Pending sales saw a year-over-year increase in 9 of the 16 counties in the service area including Hancock, Hendricks, Johnson, and Marion. The typical listing received 98.8% of the asking price, down from 99.5% last June.

New listings decreased 10.4%, year-over-year, down 9.1% from May. The median days on market was just 9 days, up slightly from 7 days last year. Active inventory increased 21.2% over last year with 4,282 single family homes for sale, an increase of 6.3 from the previous month, reflecting a 1.6-month supply.

“Softer inflation reports and recent downward revisions to April and May job numbers suggest the effects of restrictive monetary policy are starting to show up in the data,” says MIBOR Director of Housing Insights Brad Coffing. “Accordingly, expectations for interest rates are rapidly changing. At the beginning of June, the probability of a September rate cut was essentially a coin-toss; however, as of the first week of July, the probability reached 75%.”

According to the most recent data available from the National Association of REALTORS®, May existing homes sales nationally slipped 2.8% from last year to a seasonally adjusted annual rate of 4.11 million. The median existing home sales price was \$419,300, a year-over-year increase of 5.8%, and the highest price ever recorded. Total housing inventory was up 18.5% from last May, and unsold inventory represented 3.1 months of supply.

Year of year data for June:

- An increase in Median Sales Price of 6.7% to \$320,000
- Average days on market increased 3.9% at 35
- Current active listings increased 21.2% to 4,282

## Contents

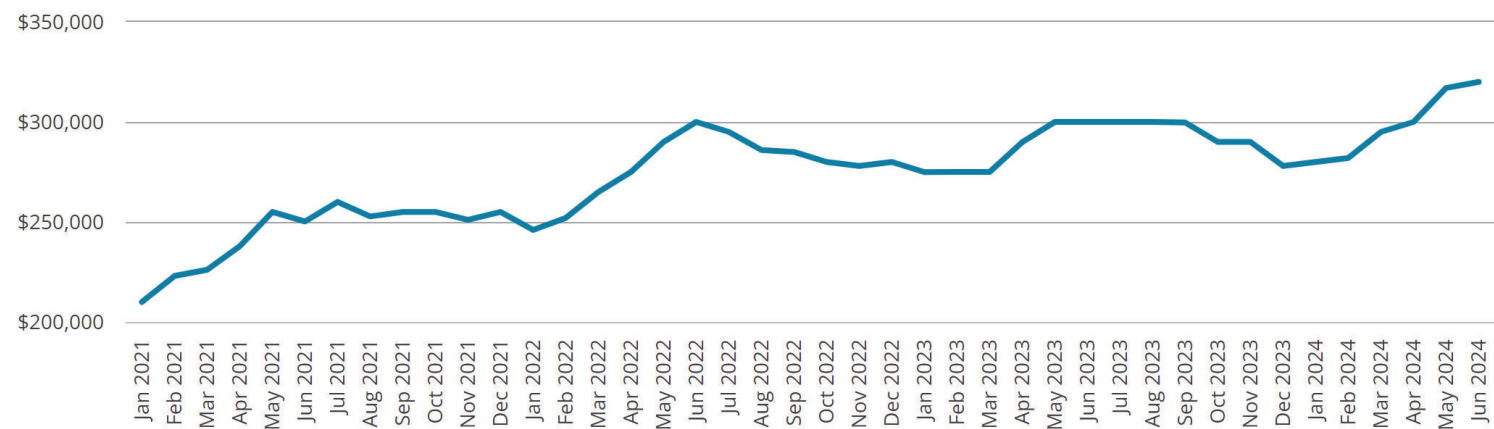
<b>MIBOR SERVICE AREA</b>	<b>(1-11)</b>
<b>BARTHOLOMEW COUNTY</b>	<b>(12)</b>
<b>BOONE COUNTY</b>	<b>(13)</b>
<b>BROWN COUNTY</b>	<b>(14)</b>
<b>DECATUR COUNTY</b>	<b>(15)</b>
<b>HAMILTON COUNTY</b>	<b>(16)</b>
<b>HANCOCK COUNTY</b>	<b>(17)</b>
<b>HENDRICKS COUNTY</b>	<b>(18)</b>
<b>JACKSON COUNTY</b>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

# MIBOR Market Summary

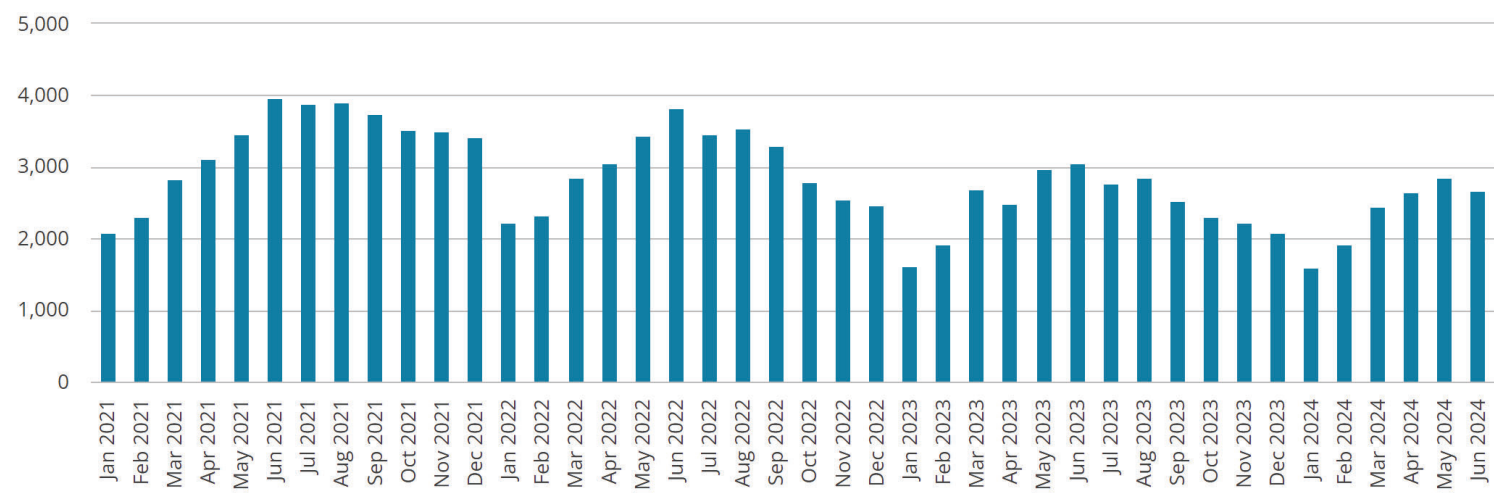
Data for Single Family Residence in Bartholomew, Boone, Brown, Decatur, Hamilton, Hancock, Hendricks, Jackson, Jennings, Johnson, Madison, Marion, Montgomery, Morgan, Putnam, Shelby.

	Jun 2024	May 2024	MoM	Jun 2023	YoY	2024	2023	YTD
Median Sales Price	\$320,000	\$317,000	▲ 0.9%	\$300,000	▲ 6.7%	\$300,000	\$287,500	▲ 4.3%
Closed Sales	2,677	2,861	▼ -6.4%	3,049	▼ -12.2%	14,168	14,747	▼ -3.9%
New Listings	3,302	3,631	▼ -9.1%	3,685	▼ -10.4%	17,823	17,486	▲ 1.9%
Pending Sales	2,972	2,775	▲ 7.1%	2,891	▲ 2.8%	15,721	15,966	▼ -1.5%
Median Days on Market	9	9	▶ 0.0%	7	▲ 28.6%	11	10	▲ 10.0%
Average Days on Market	32	31	▲ 3.2%	31	▲ 3.9%	40	42	▼ -6.1%
Price per Square Foot	\$162	\$159	▲ 1.9%	\$155	▲ 4.5%	\$156	\$151	▲ 3.3%
% of List Price Received	98.8%	98.7%	▲ 0.1%	99.5%	▼ -0.8%	98.3%	98.6%	▼ -0.3%
Active Inventory	4,282	4,028	▲ 6.3%	3,532	▲ 21.2%	—	—	—
Months Supply of Inventory	1.6	1.4	▲ 13.6%	1.2	▲ 38.1%	—	—	—

Median Sales Price



Number of Closed Sales

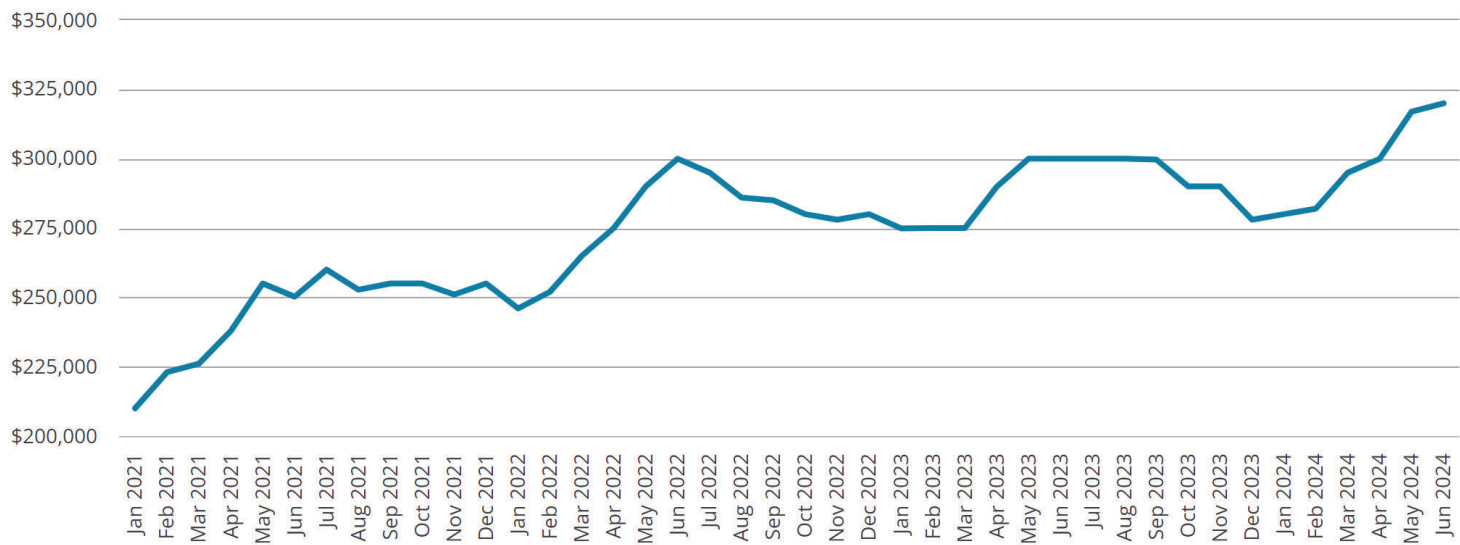


# Median Sales Price

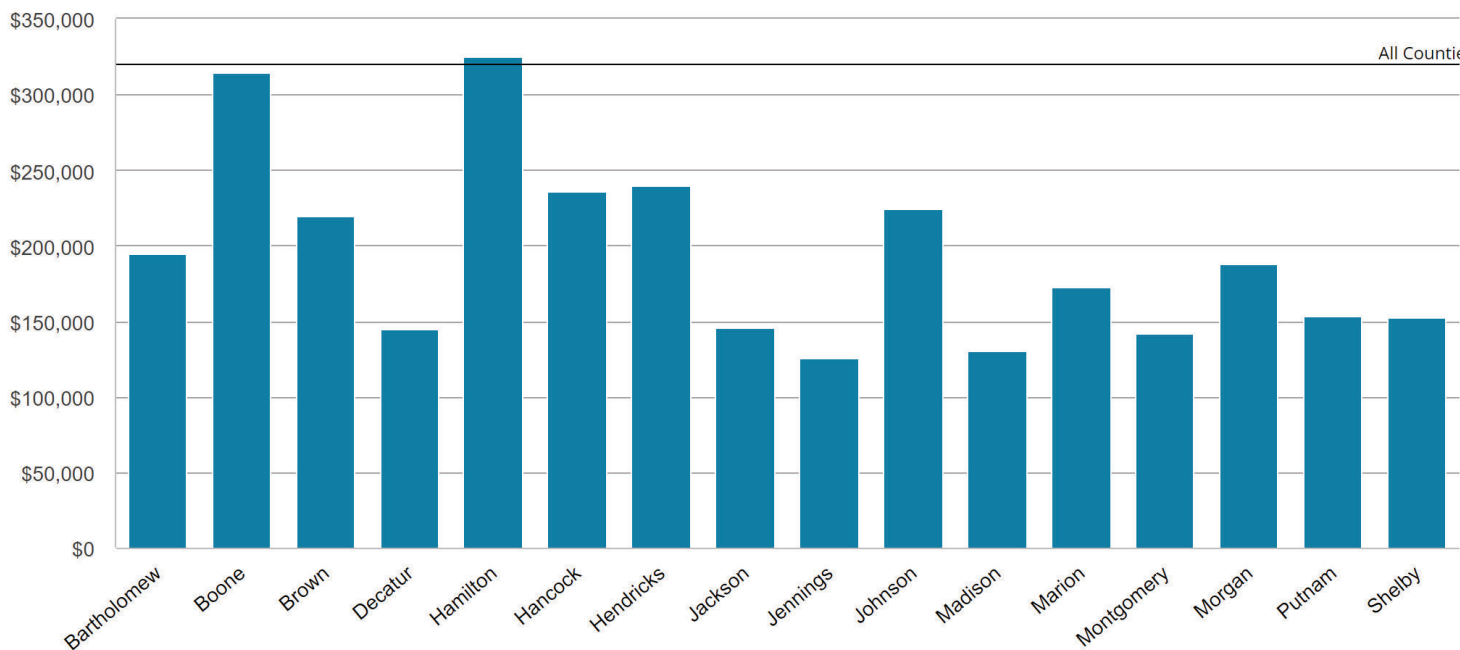
Sales Price is the mid-point (median) value where the price for half of the closed sales is higher and half is lower. Median is preferred to average as it accounts for outliers at the high or low end of the price range.

June 2024	Month over Month Change		Year over Year Change		Year to Date Change	
\$320,000	⬆	0.9%	⬆	6.7%	⬆	4.3%

## Historical Activity



## County Comparison

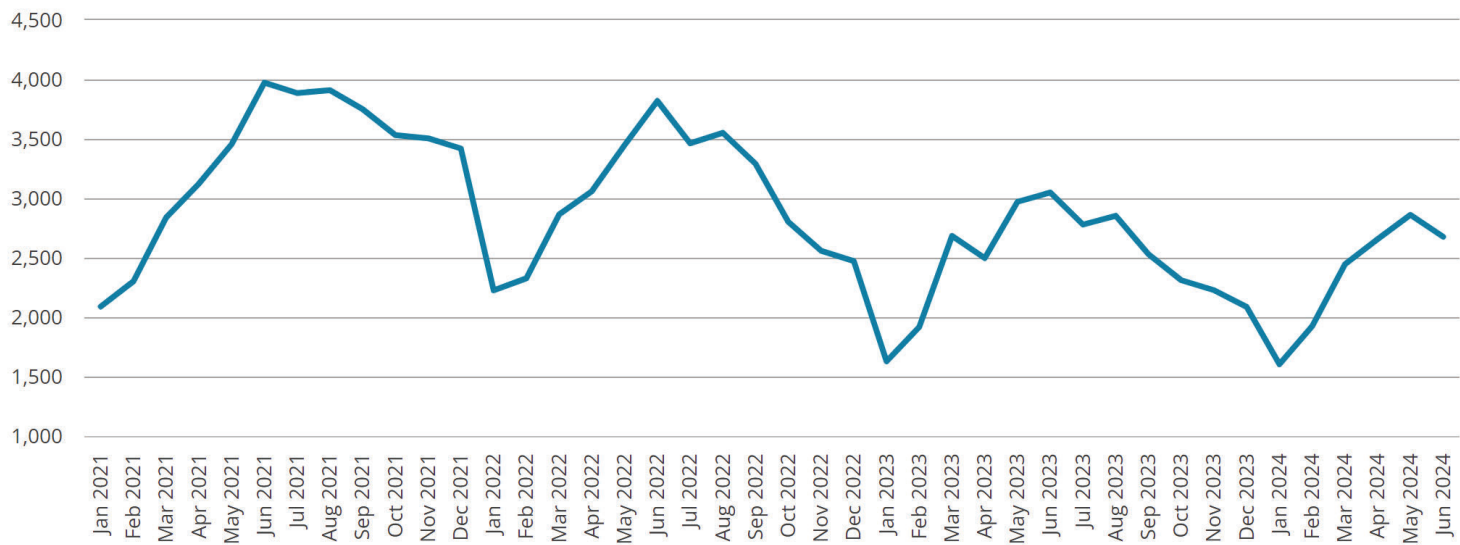


# Closed Sales

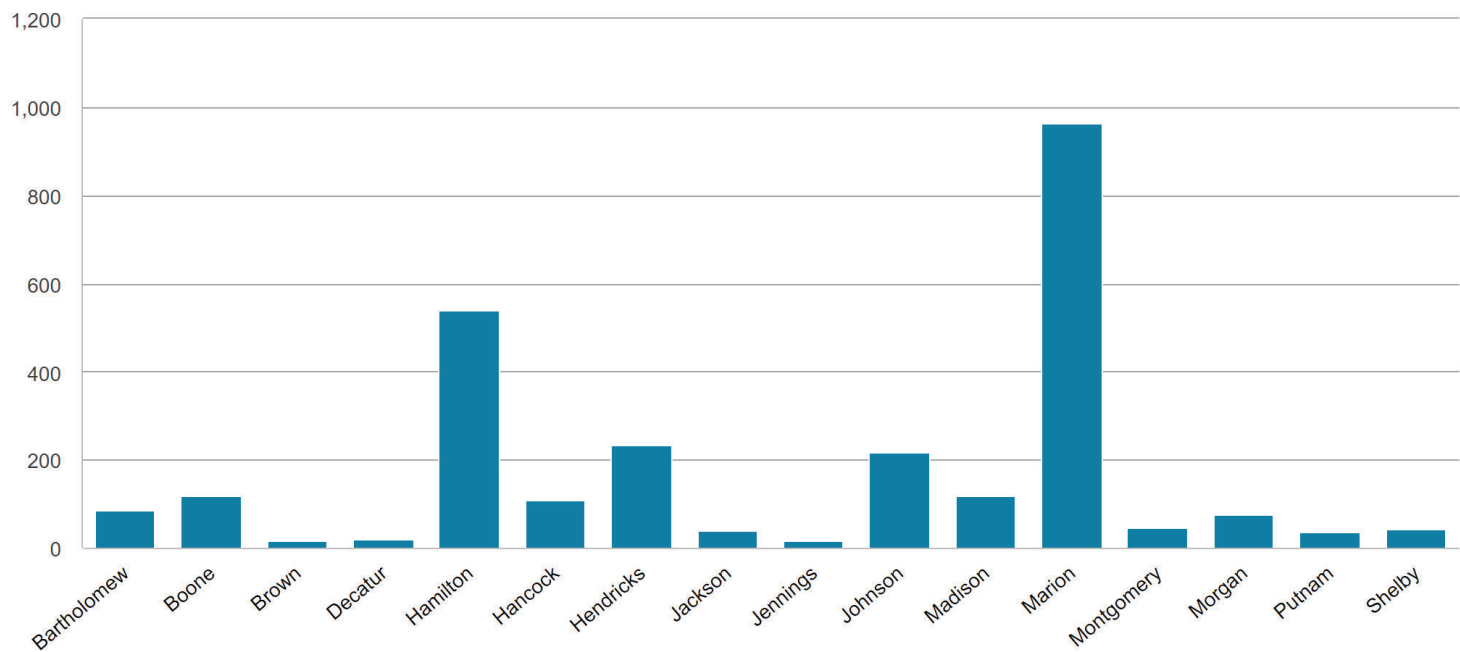
The number of properties that actually sold.

June 2024	Month over Month Change		Year over Year Change		Year to Date Change	
2,677	⬇	-6.4%	⬇	-12.2%	⬇	-3.9%

## Historical Activity



## County Comparison



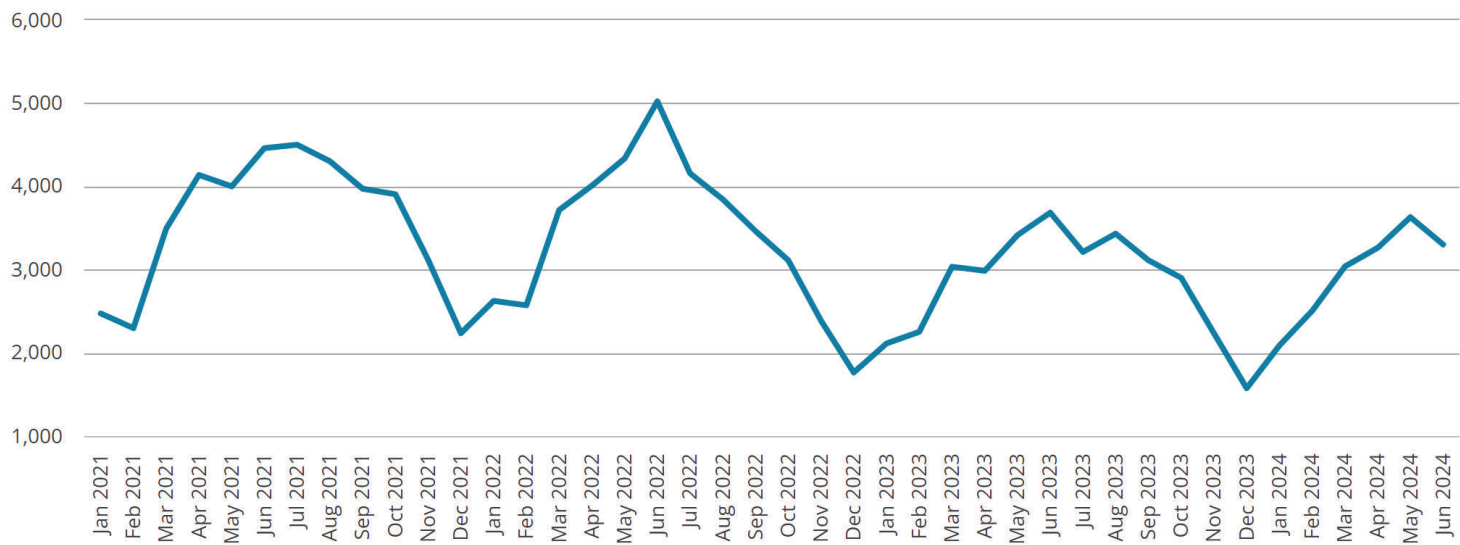


# New Listings

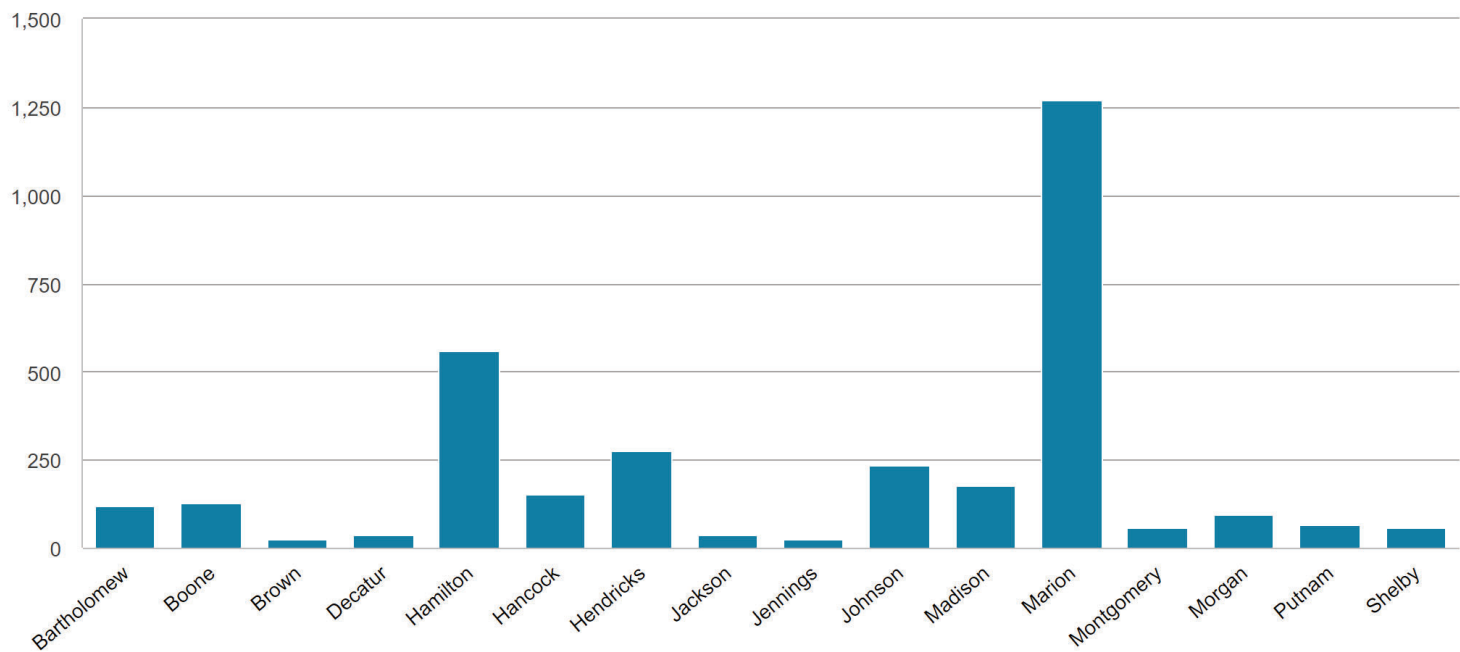
The number of properties listed regardless of current status.

June 2024	Month over Month Change	Year over Year Change	Year to Date Change
3,302	<div> <span>⬇</span> <span>-9.1%</span> </div>	<div> <span>⬇</span> <span>-10.4%</span> </div>	<div> <span>⬆</span> <span>1.9%</span> </div>

## Historical Activity



## County Comparison

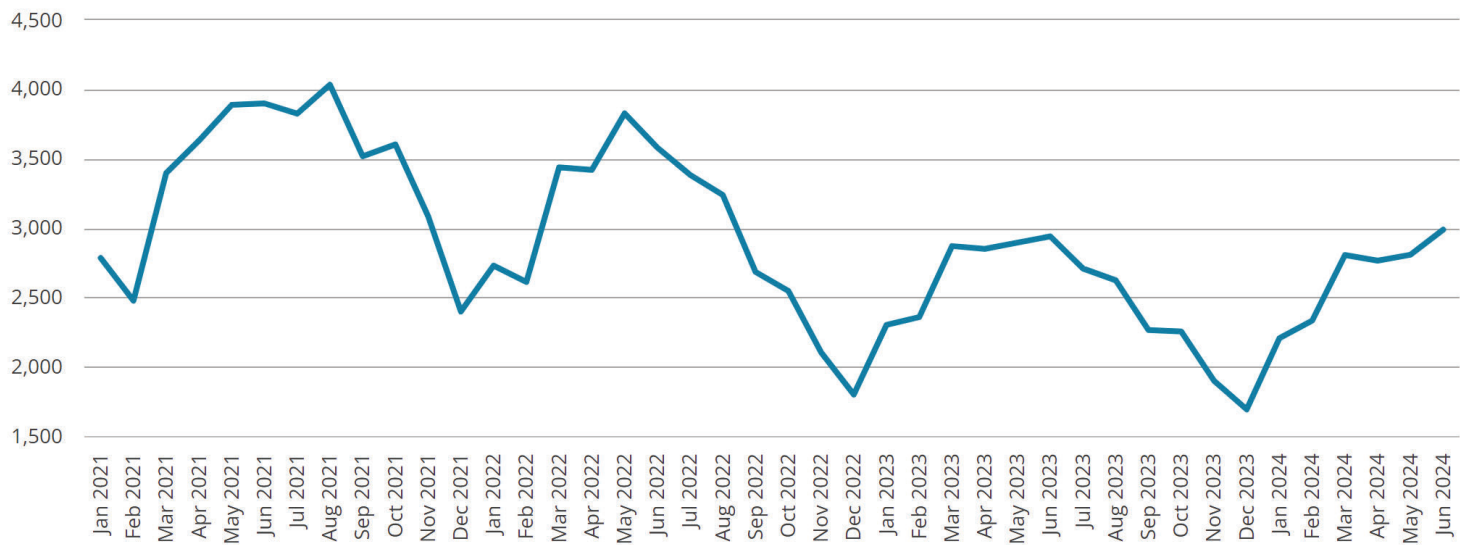


# Pending Sales

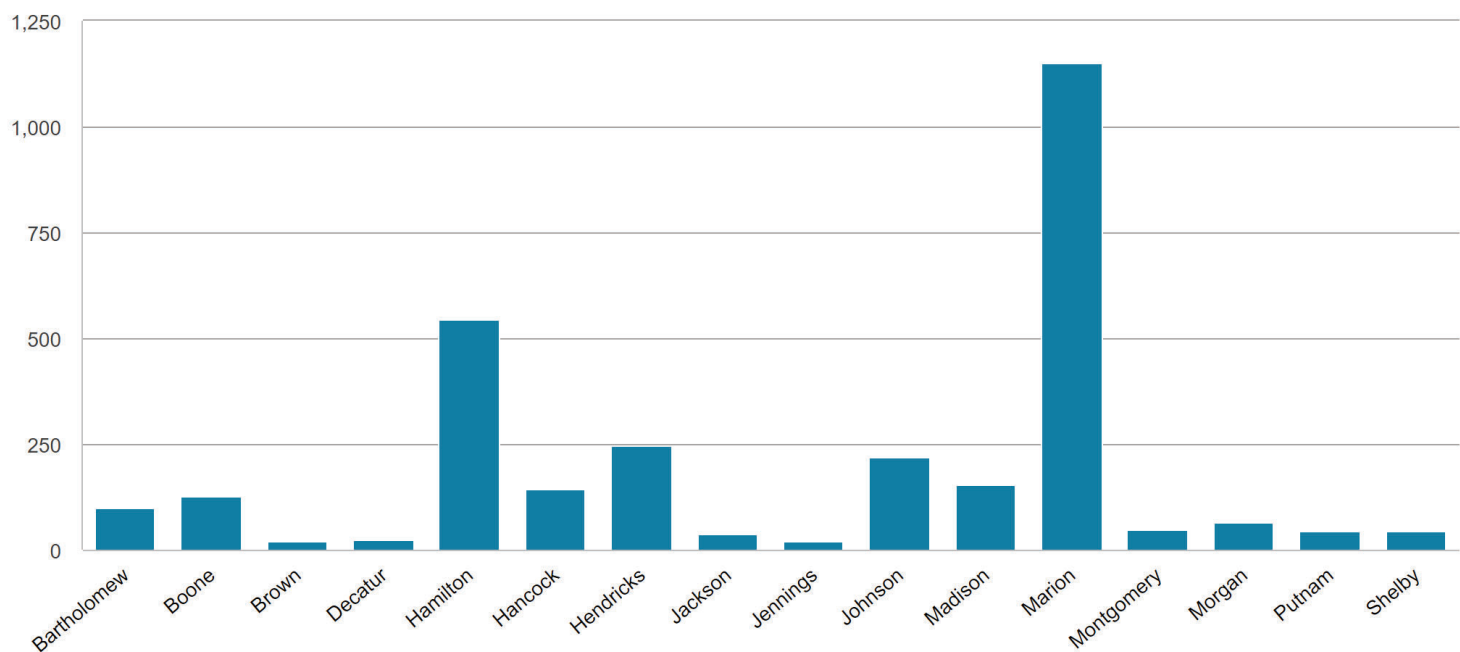
The number of properties newly under contract which are still pending or resulted in a closed sale, based on purchase contract date.

June 2024	Month over Month Change		Year over Year Change		Year to Date Change	
2,988	⬆️	6.4%	⬆️	1.6%	⬇️	-1.9%

## Historical Activity



## County Comparison

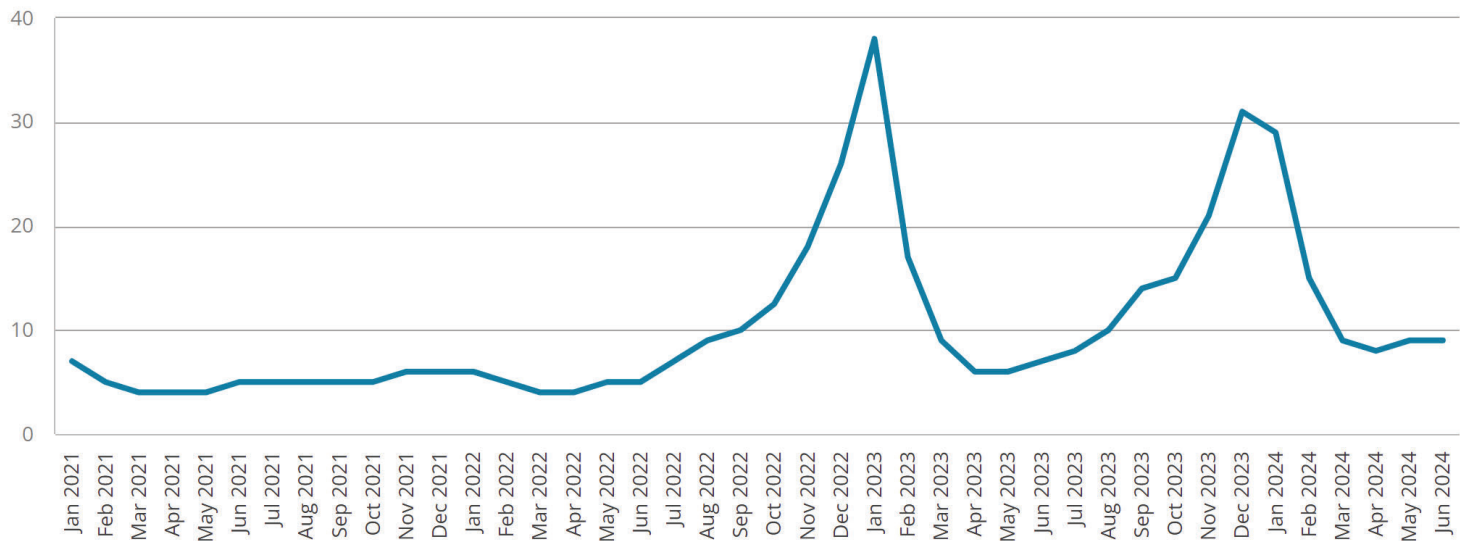


# Cumulative Days on Market

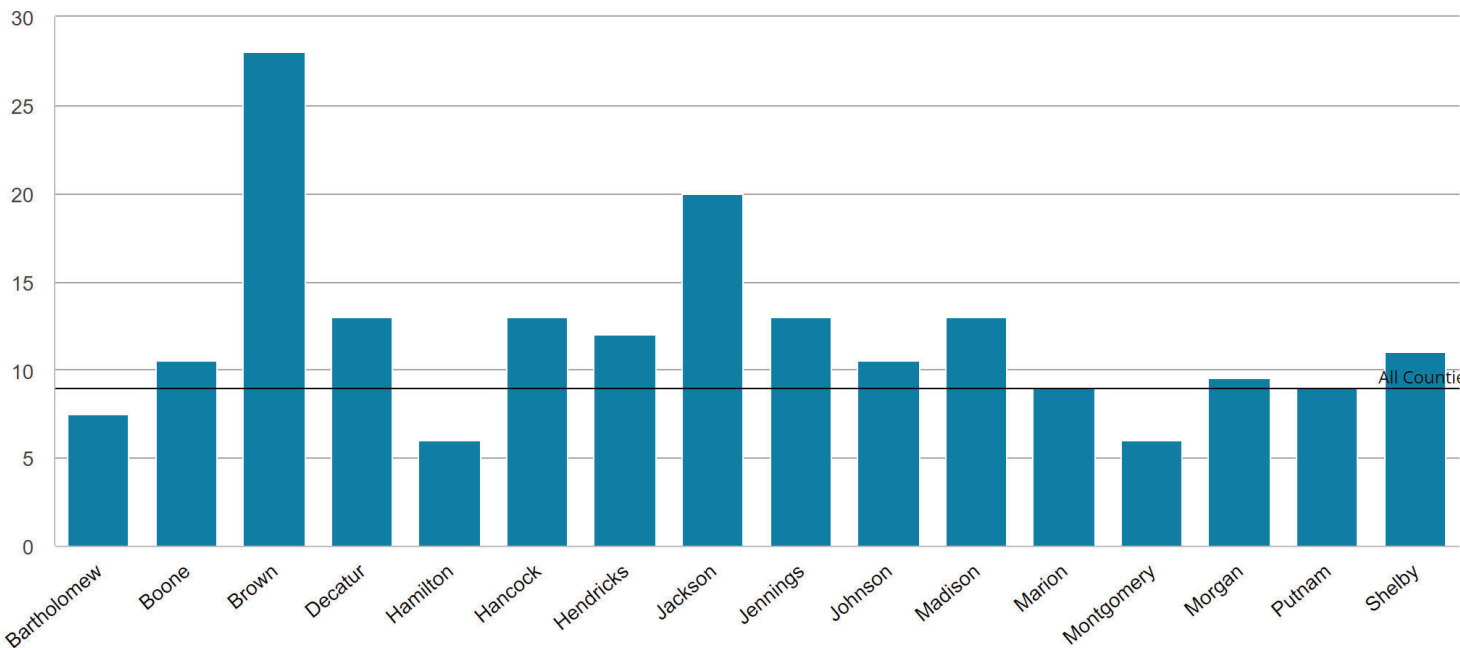
The median number of days between when a property is listed and the purchase contract date.

June 2024	Month over Month Change	Year over Year Change	Year to Date Change
9	>> 0.0%	>> 28.6%	>> 10.0%

## Historical Activity



## County Comparison

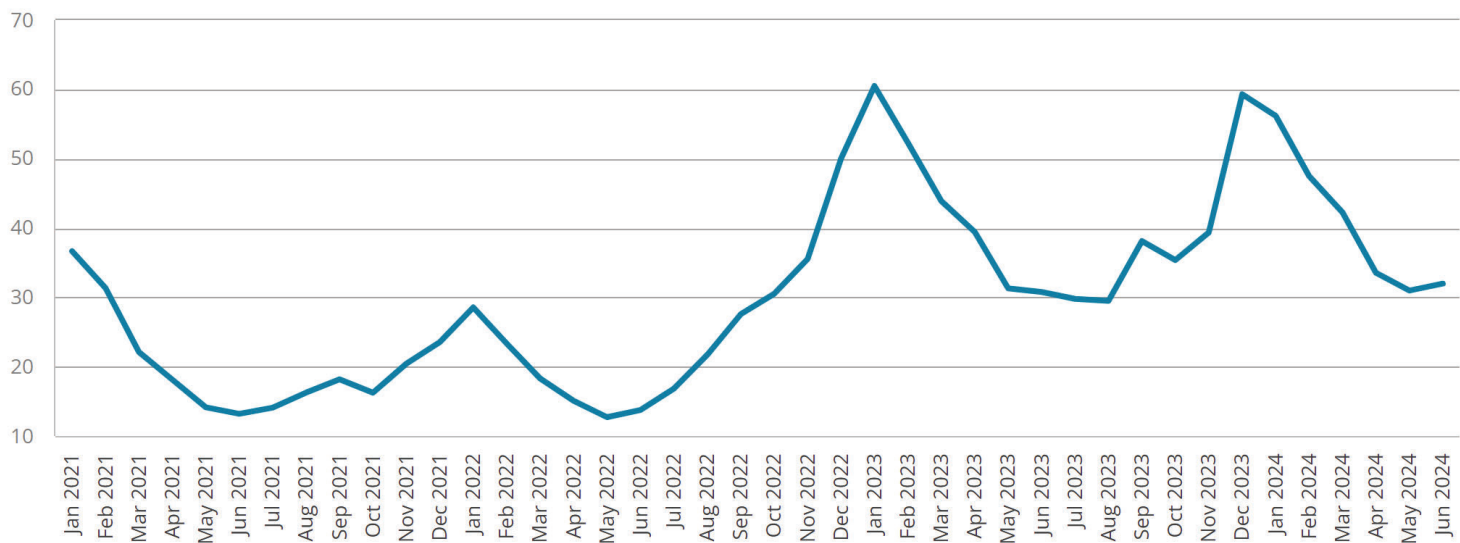


# Average Days on Market

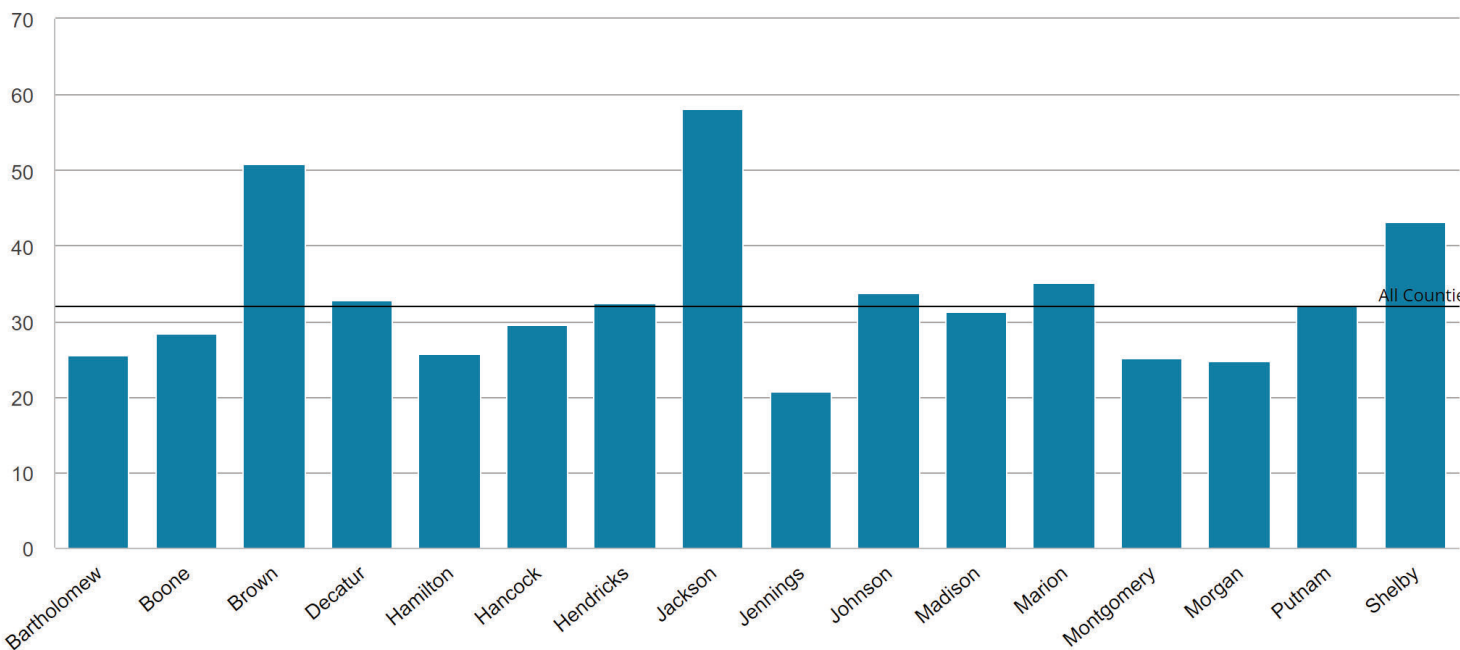
The average number of days between when a property is listed and the purchase contract date.

June 2024	Month over Month Change		Year over Year Change		Year to Date Change	
32	⬆️	3.2%	⬆️	3.9%	⬇️	-6.1%

## Historical Activity



## County Comparison

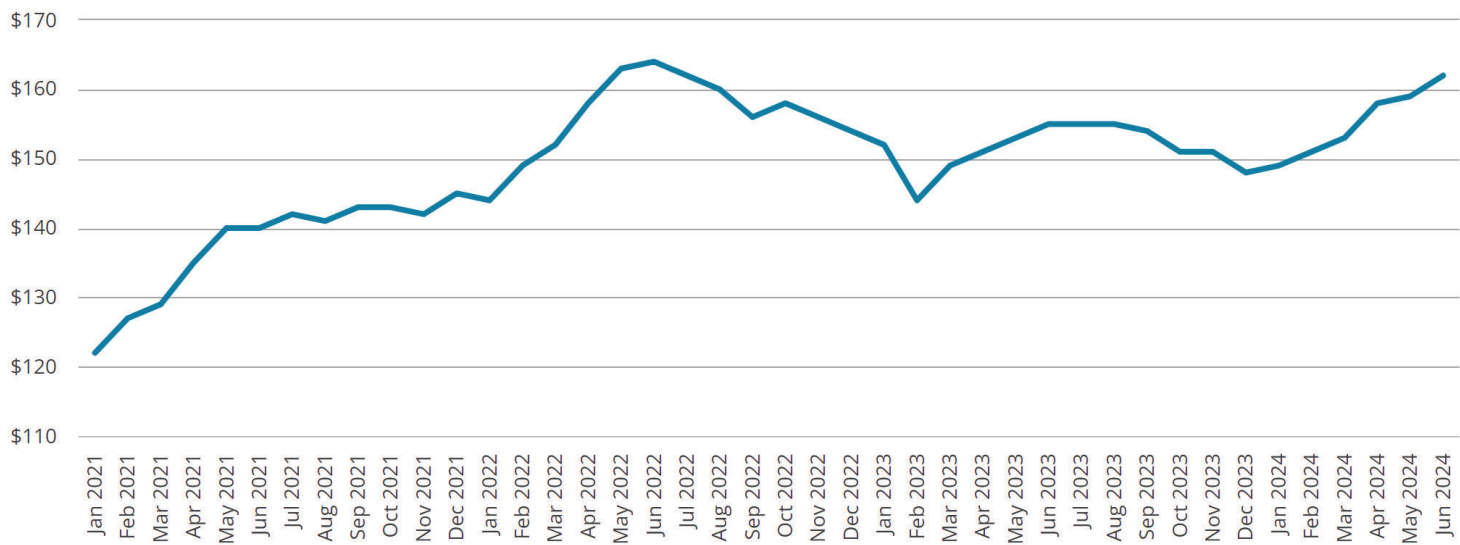


# Price per Square Foot

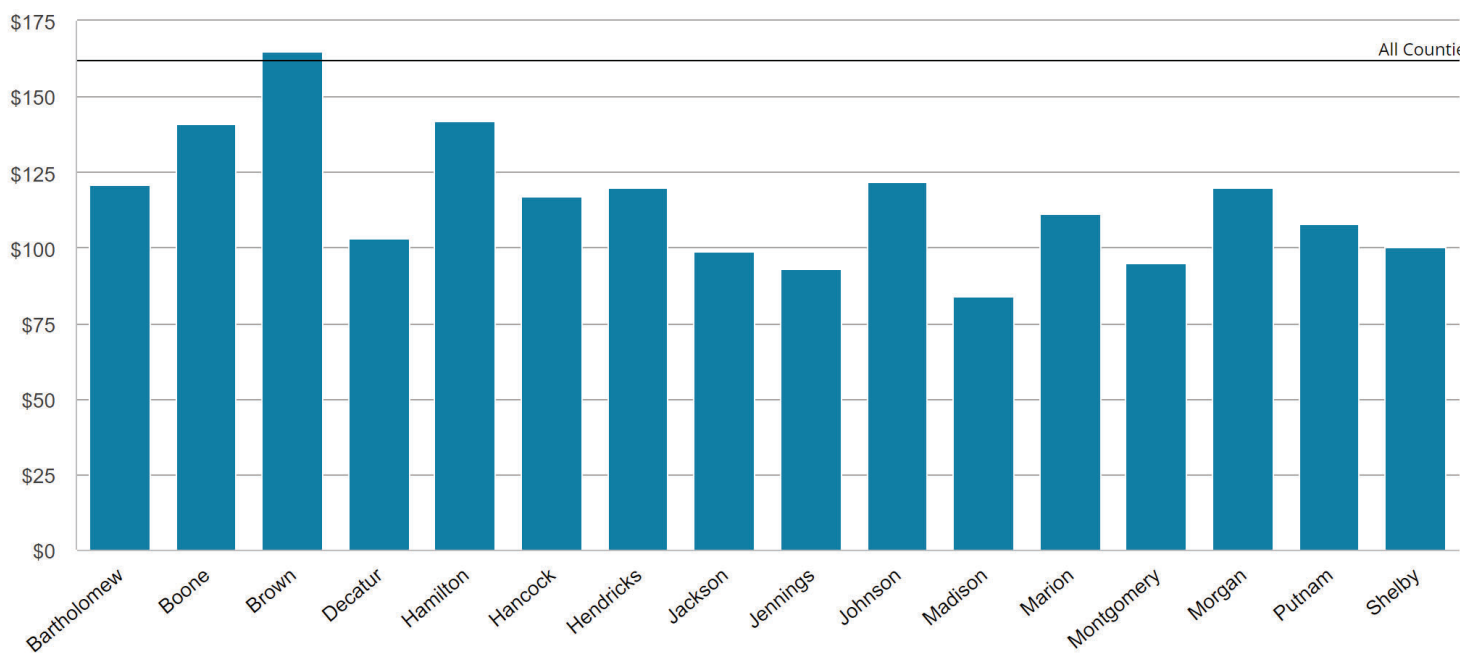
The mid-point (median) of the price per square foot of all closed listings. PPSF is calculated by dividing the sales price by the square footage of a property.

June 2024	Month over Month Change		Year over Year Change		Year to Date Change	
\$162	⬆	1.9%	⬆	4.5%	⬆	3.3%

## Historical Activity



## County Comparison



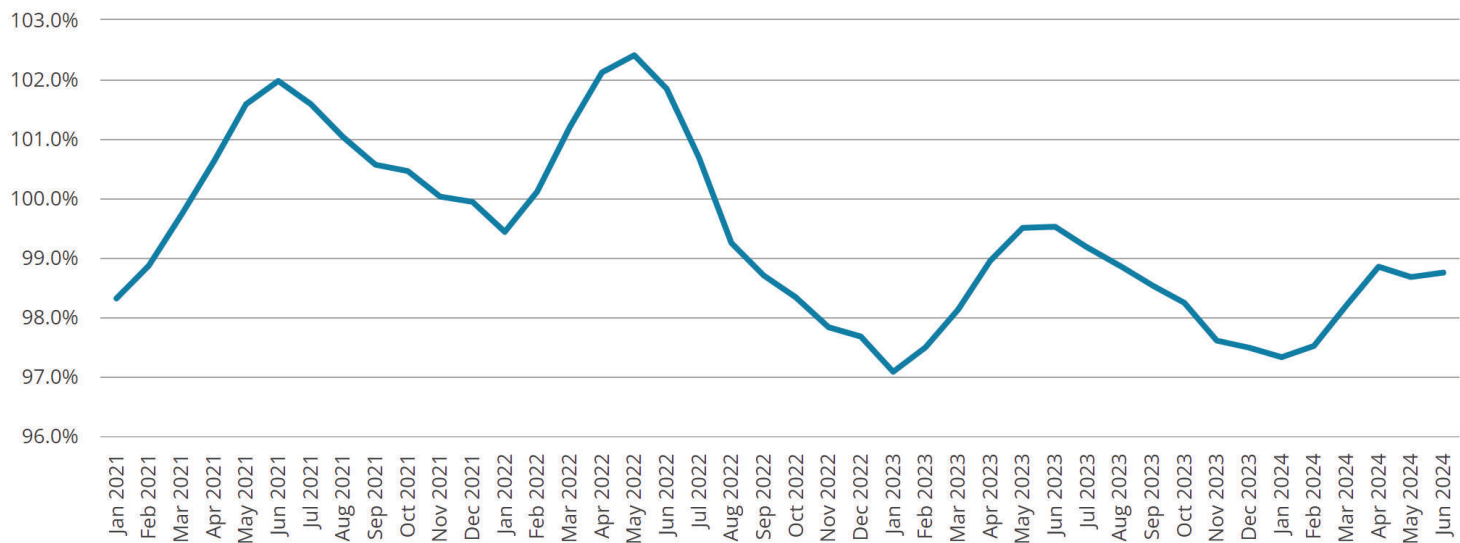


# Percent of List Received

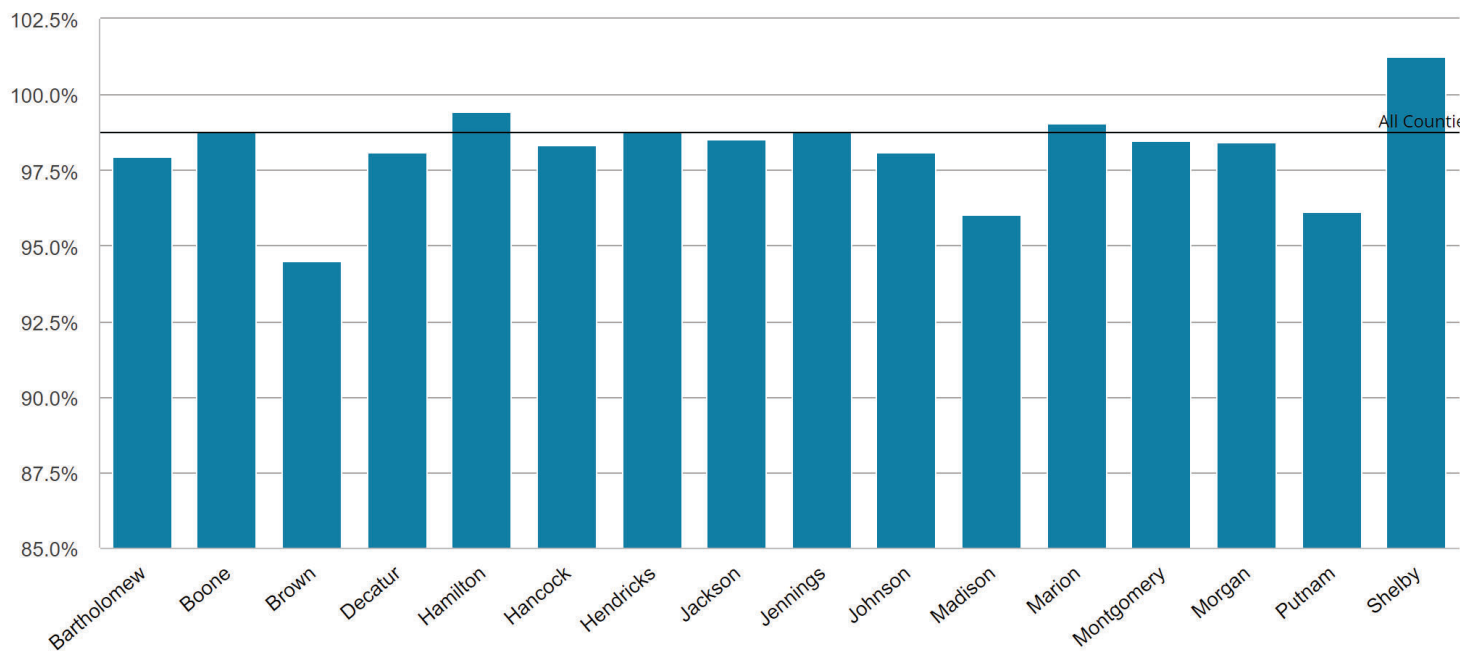
The average of the sales price divided by the final list price expressed as a percentage.

June 2024	Month over Month Change		Year over Year Change		Year to Date Change	
98.8%	⬆	0.1%	⬇	-0.8%	⬇	-0.3%

## Historical Activity



## County Comparison

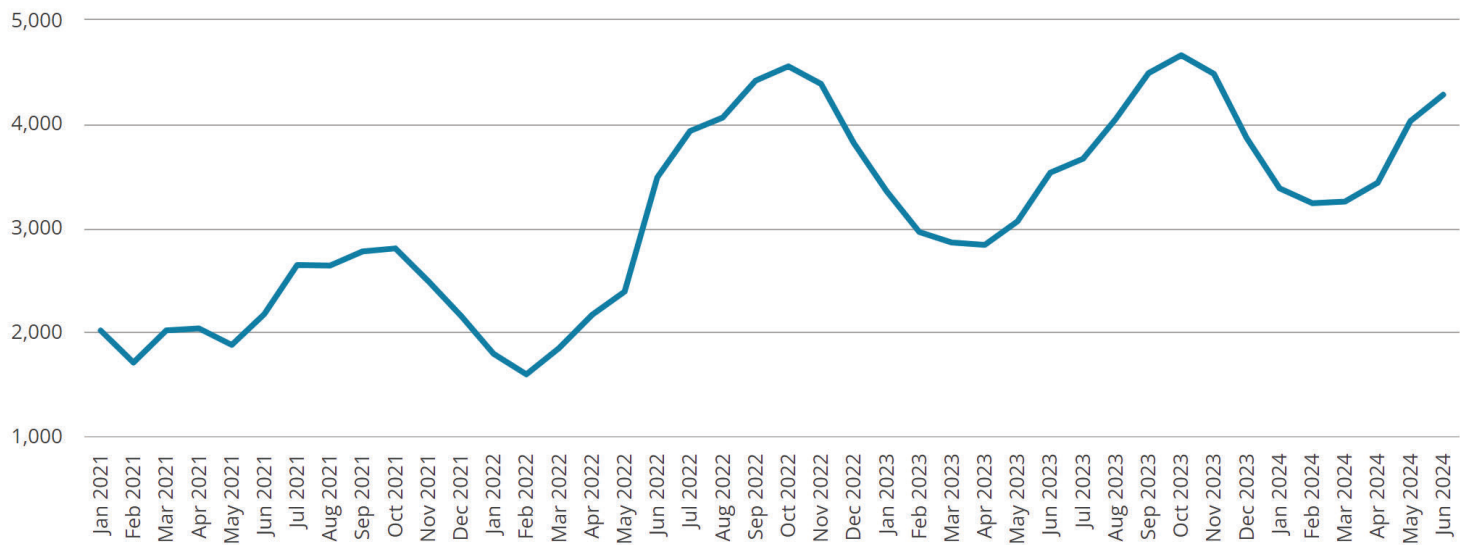


# Active Inventory

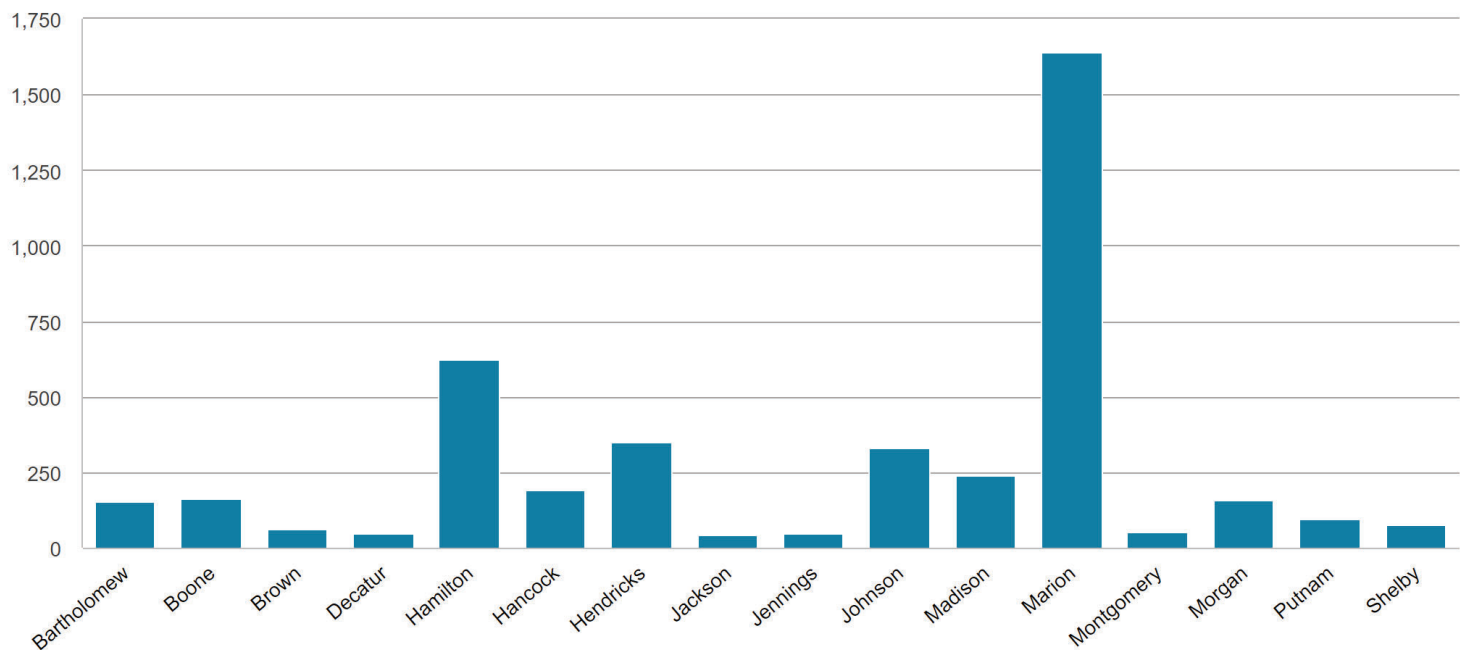
The number of properties available for sale at the end of the month, based on the list date, contract date and close date.

June 2024	Month over Month Change		Year over Year Change		Year to Date Change
4,282	⬆	6.3%	⬆	21.2%	—

## Historical Activity



## County Comparison

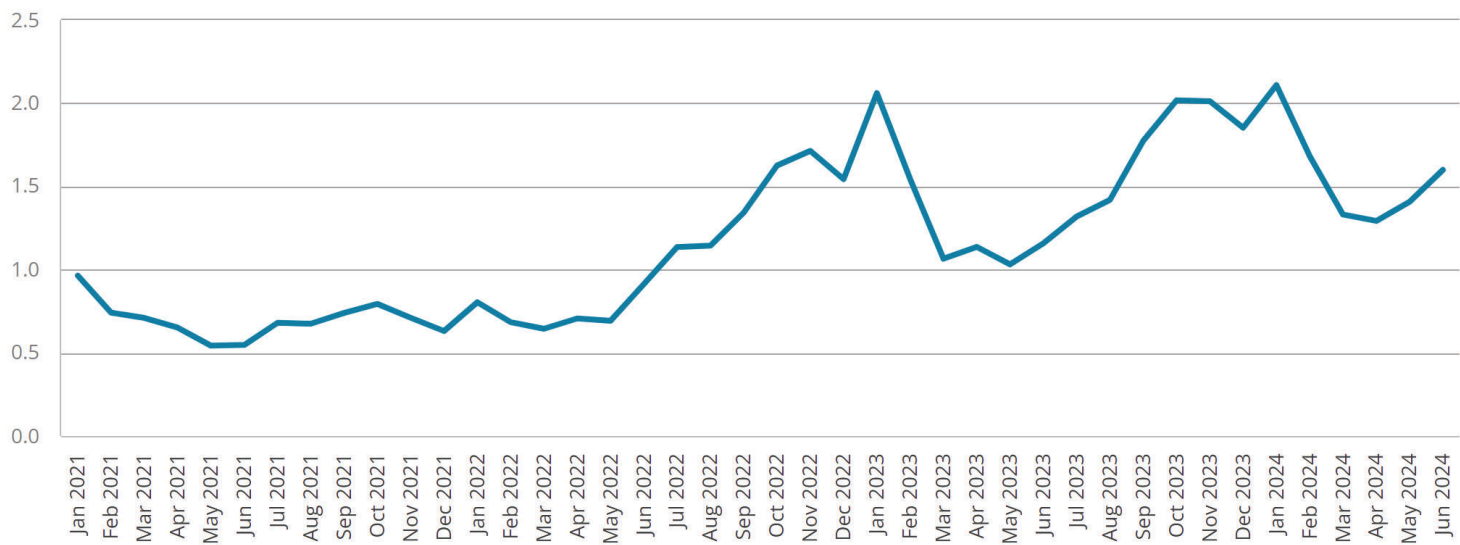


# Months Supply of Inventory

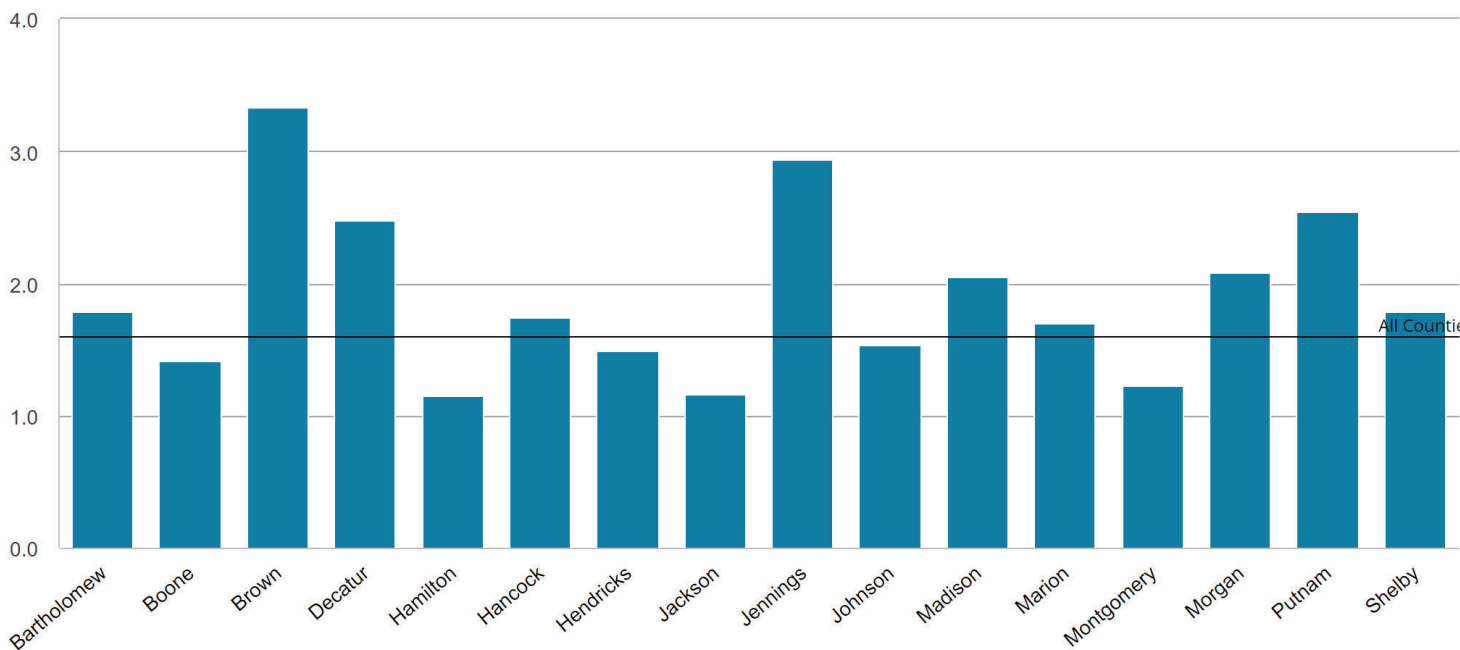
The number of months it would take to sell through the available inventory at the current monthly sales rate. NAR defines a balanced market as between 5 & 7 months of inventory.

June 2024	Month over Month Change		Year over Year Change		Year to Date Change
1.6	⬆️	13.6%	⬆️	38.1%	—

## Historical Activity



## County Comparison

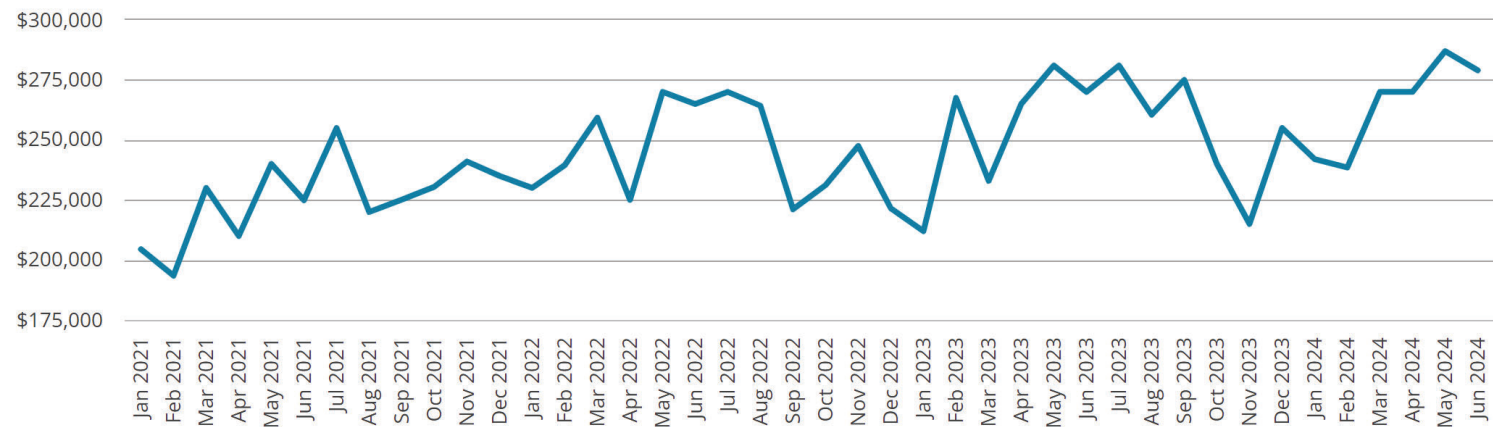


# Bartholomew County

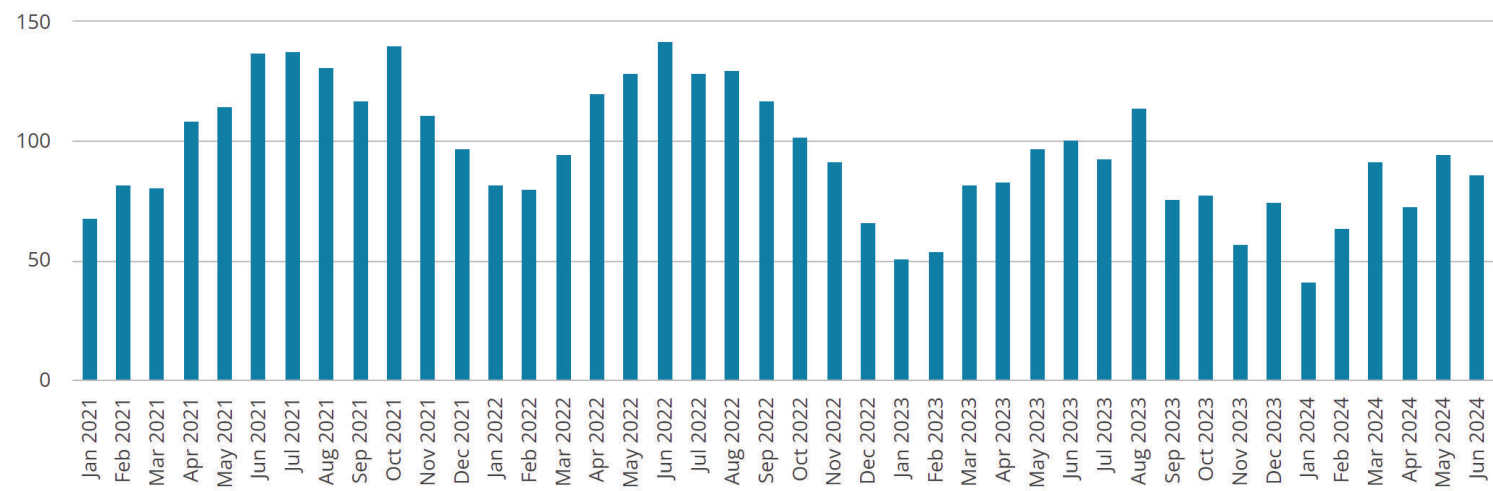
Data for Single Family Residence in Bartholomew County.

	Jun 2024	May 2024	MoM	Jun 2023	YoY	2024	2023	YTD
Median Sales Price	\$279,000	\$287,000	▼ -2.8%	\$270,000	▲ 3.3%	\$269,900	\$258,000	▲ 4.6%
Closed Sales	86	95	▼ -9.5%	101	▼ -14.9%	450	468	▼ -3.8%
New Listings	120	138	▼ -13.0%	131	▼ -8.4%	604	581	▲ 4.0%
Pending Sales	98	98	▶ 0.0%	105	▼ -6.7%	512	517	▼ -1.0%
Median Days on Market	7.5	10	▼ -25.0%	5	▲ 50.0%	10	8	▲ 25.0%
Average Days on Market	26	27	▼ -6.0%	21	▲ 23.2%	34	35	▼ -0.7%
Price per Square Foot	\$149	\$153	▼ -2.6%	\$147	▲ 1.4%	\$149	\$143	▲ 4.2%
% of List Price Received	97.9%	96.6%	▲ 1.4%	98.3%	▼ -0.3%	97.6%	97.8%	▼ -0.1%
Active Inventory	154	127	▲ 21.3%	111	▲ 38.7%	—	—	—
Months Supply of Inventory	1.8	1.3	▲ 33.9%	1.1	▲ 62.9%	—	—	—

Median Sales Price



Number of Closed Sales

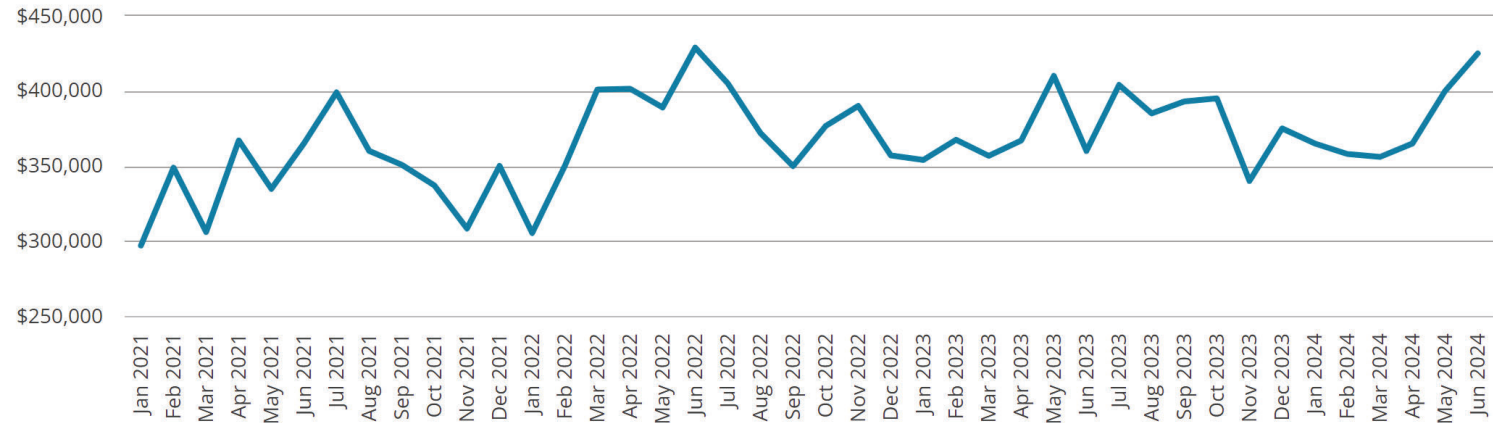


# Boone County

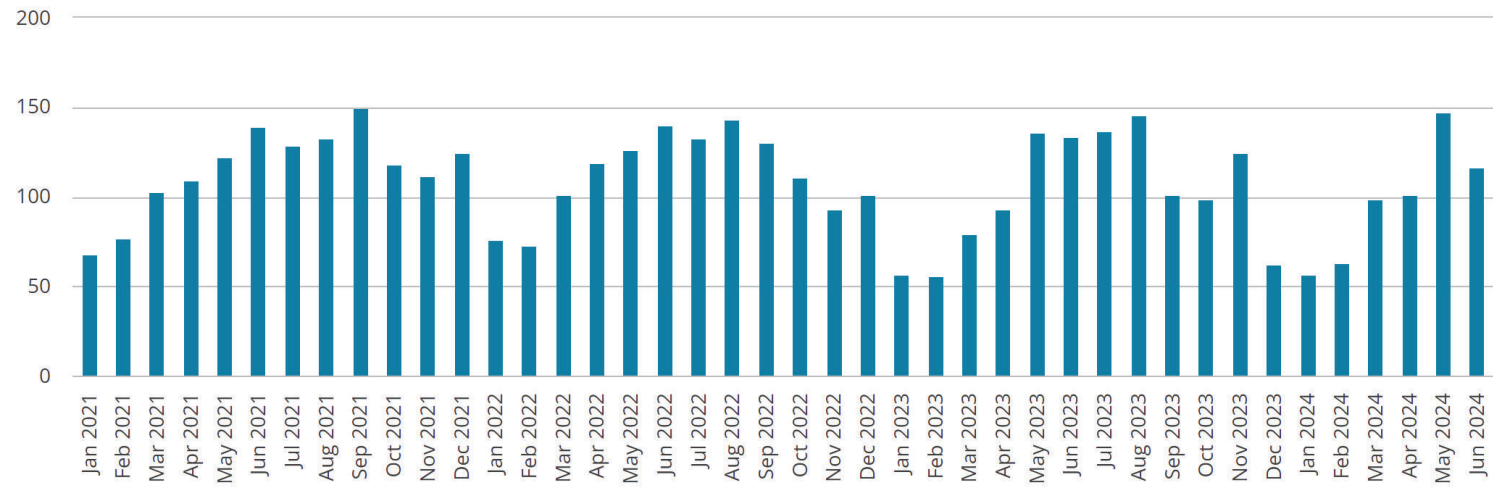
Data for Single Family Residence in Boone County.

	Jun 2024	May 2024	MoM	Jun 2023	YoY	2024	2023	YTD
Median Sales Price	\$425,000	\$399,995	▲ 6.3%	\$360,000	▲ 18.1%	\$375,000	\$374,895	▲ 0.0%
Closed Sales	117	147	▼ -20.4%	134	▼ -12.7%	584	555	▲ 5.2%
New Listings	126	152	▼ -17.1%	161	▼ -21.7%	707	727	▼ -2.8%
Pending Sales	126	108	▲ 16.7%	122	▲ 3.3%	642	664	▼ -3.3%
Median Days on Market	10.5	8	▲ 31.3%	14	▼ -25.0%	11	10	▲ 10.0%
Average Days on Market	28	22	▲ 27.1%	44	▼ -35.2%	38	53	▼ -28.4%
Price per Square Foot	\$176	\$163	▲ 8.0%	\$166	▲ 6.0%	\$163	\$166	▼ -1.8%
% of List Price Received	98.8%	99.2%	▼ -0.4%	100.0%	▼ -1.2%	98.5%	99.2%	▼ -0.7%
Active Inventory	165	151	▲ 9.3%	191	▼ -13.6%	—	—	—
Months Supply of Inventory	1.4	1.0	▲ 37.3%	1.4	▼ -1.1%	—	—	—

Median Sales Price



Number of Closed Sales



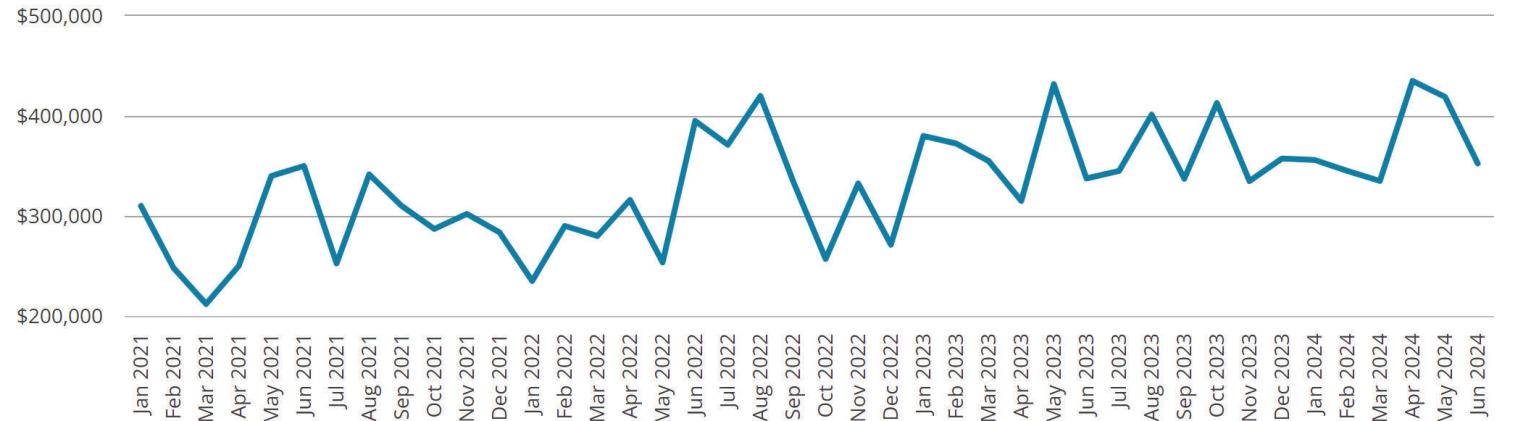


# Brown County

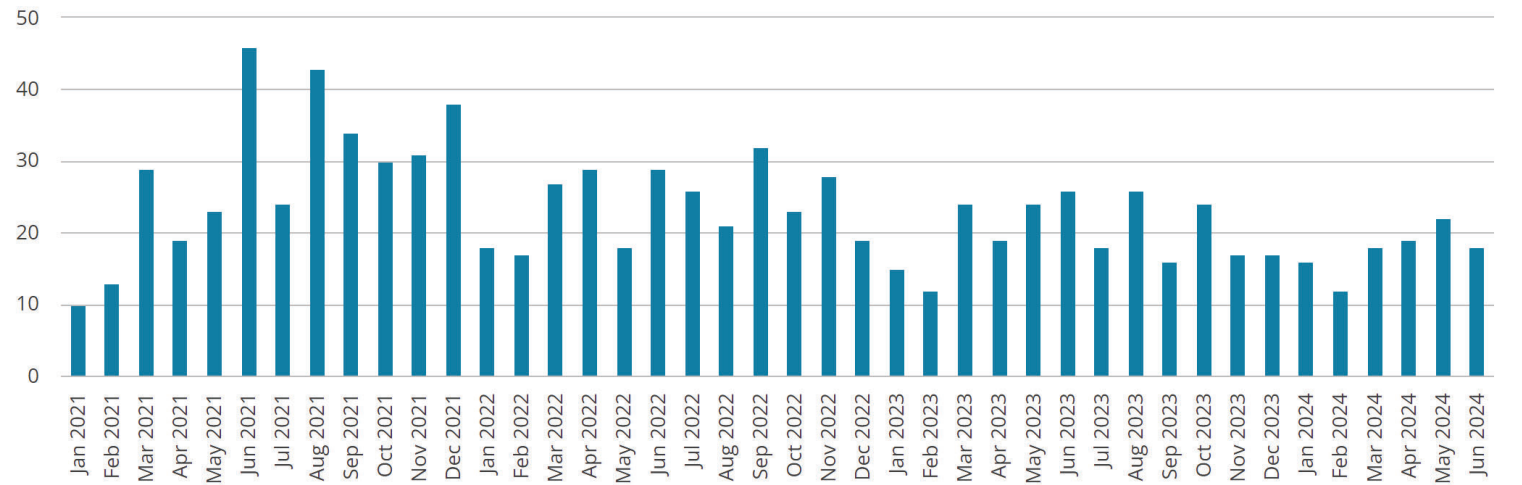
Data for Single Family Residence in Brown County.

	Jun 2024	May 2024	MoM	Jun 2023	YoY	2024	2023	YTD
Median Sales Price	\$352,500	\$419,000	▼ -15.9%	\$337,500	▲ 4.4%	\$360,000	\$372,450	▼ -3.3%
Closed Sales	18	22	▼ -18.2%	26	▼ -30.8%	105	120	▼ -12.5%
New Listings	24	24	▶ 0.0%	37	▼ -35.1%	141	165	▼ -14.5%
Pending Sales	22	19	▲ 15.8%	25	▼ -12.0%	111	128	▼ -13.3%
Median Days on Market	28	38	▼ -26.3%	11	▲ 154.5%	31	14	▲ 129.6%
Average Days on Market	51	95	▼ -46.4%	35	▲ 43.6%	70	56	▲ 25.1%
Price per Square Foot	\$221	\$213	▲ 3.5%	\$246	▼ -10.2%	\$198	\$216	▼ -8.1%
% of List Price Received	94.5%	98.6%	▼ -4.1%	94.1%	▲ 0.4%	96.5%	95.5%	▲ 1.1%
Active Inventory	60	59	▲ 1.7%	62	▼ -3.2%	—	—	—
Months Supply of Inventory	3.3	2.7	▲ 24.3%	2.4	▲ 39.8%	—	—	—

Median Sales Price



Number of Closed Sales

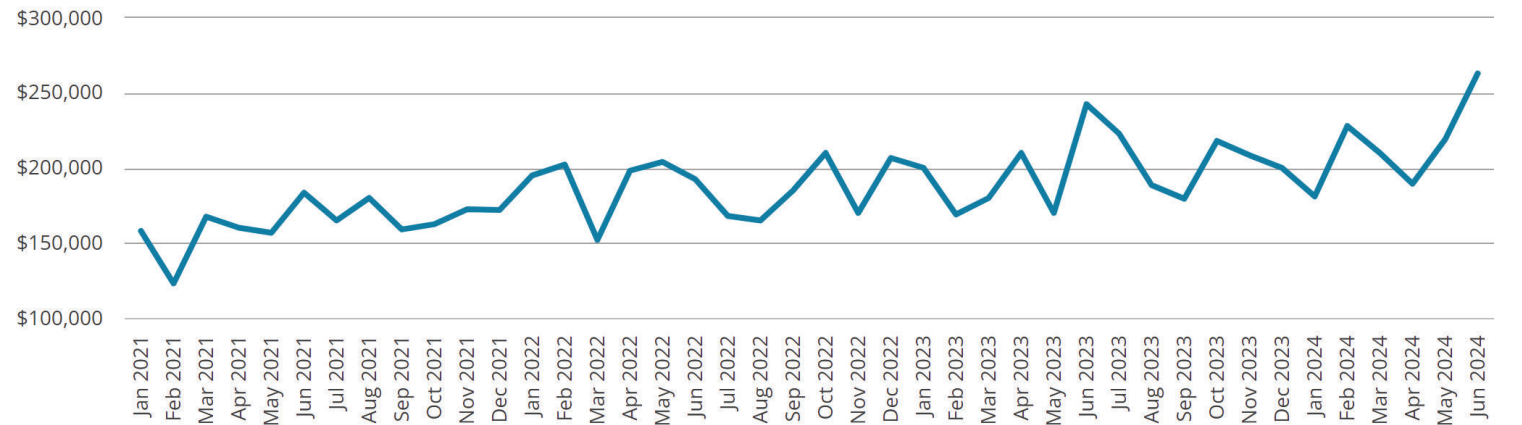


# Decatur County

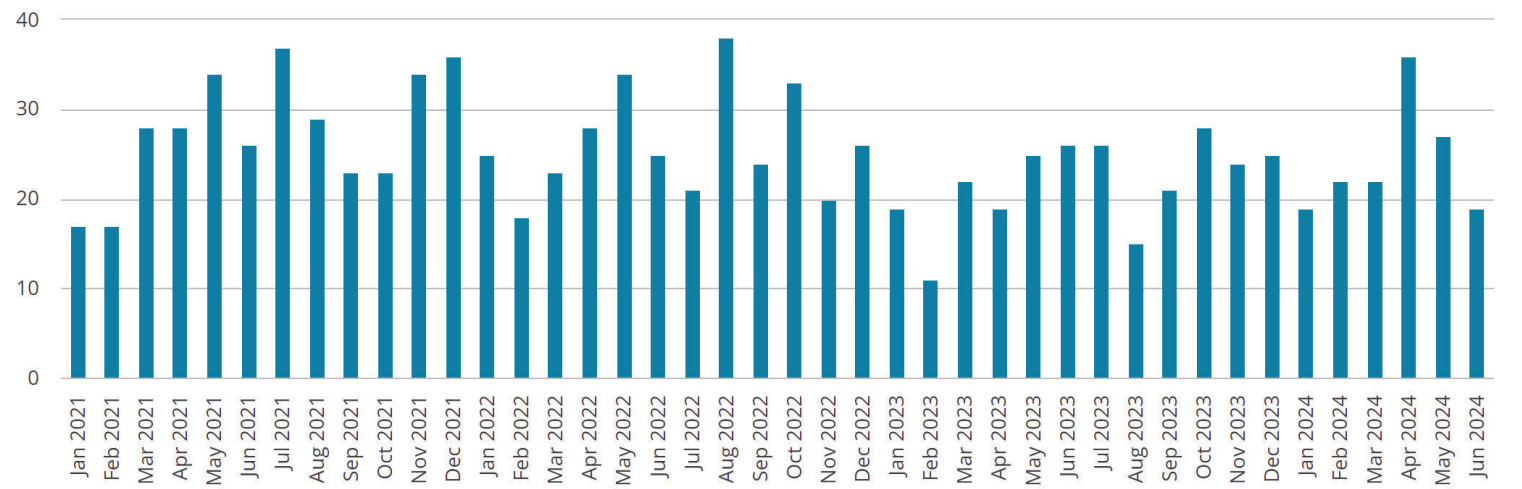
Data for Single Family Residence in Decatur County.

	Jun 2024	May 2024	MoM	Jun 2023	YoY	2024	2023	YTD
Median Sales Price	\$263,000	\$219,000	⬆️ 20.1%	\$242,500	⬆️ 8.5%	\$204,000	\$193,500	⬆️ 5.4%
Closed Sales	19	27	⬆️ -29.6%	26	⬆️ -26.9%	145	122	⬆️ 18.9%
New Listings	36	21	⬆️ 71.4%	36	⬆️ 0.0%	183	151	⬆️ 21.2%
Pending Sales	25	22	⬆️ 13.6%	27	⬆️ -7.4%	156	127	⬆️ 22.8%
Median Days on Market	13	15	⬆️ -13.3%	11.5	⬆️ 13.0%	13	17	⬆️ -23.5%
Average Days on Market	33	50	⬆️ -34.8%	37	⬆️ -11.4%	38	44	⬆️ -12.1%
Price per Square Foot	\$155	\$144	⬆️ 8.0%	\$148	⬆️ 5.1%	\$139	\$134	⬆️ 3.4%
% of List Price Received	98.1%	96.4%	⬆️ 1.7%	96.5%	⬆️ 1.6%	97.0%	96.6%	⬆️ 0.4%
Active Inventory	47	36	⬆️ 30.6%	45	⬆️ 4.4%	—	—	—
Months Supply of Inventory	2.5	1.3	⬆️ 85.5%	1.7	⬆️ 42.9%	—	—	—

## Median Sales Price



## Number of Closed Sales

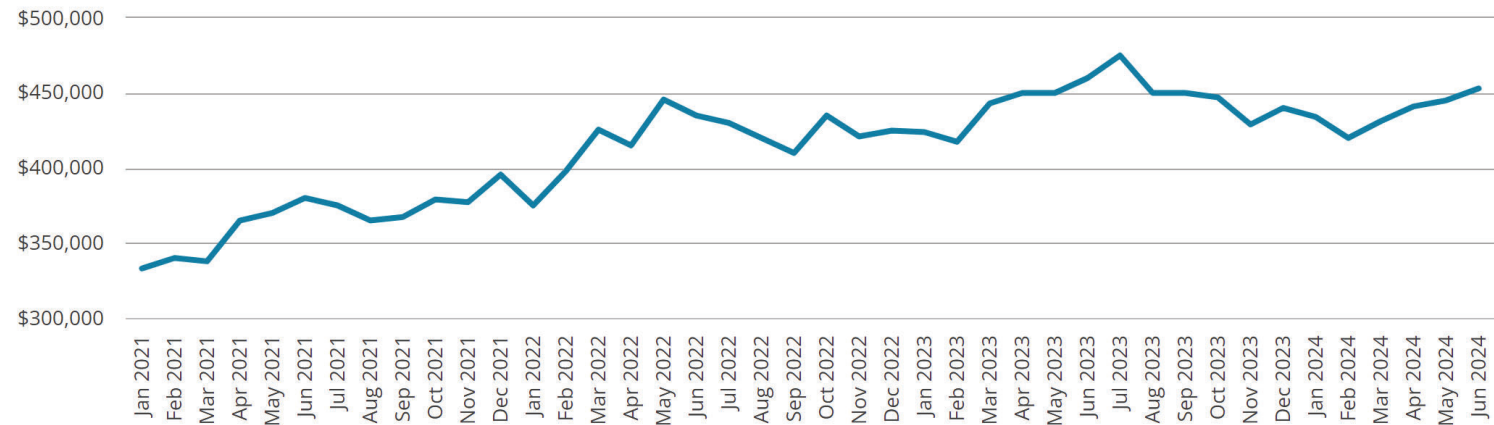


# Hamilton County

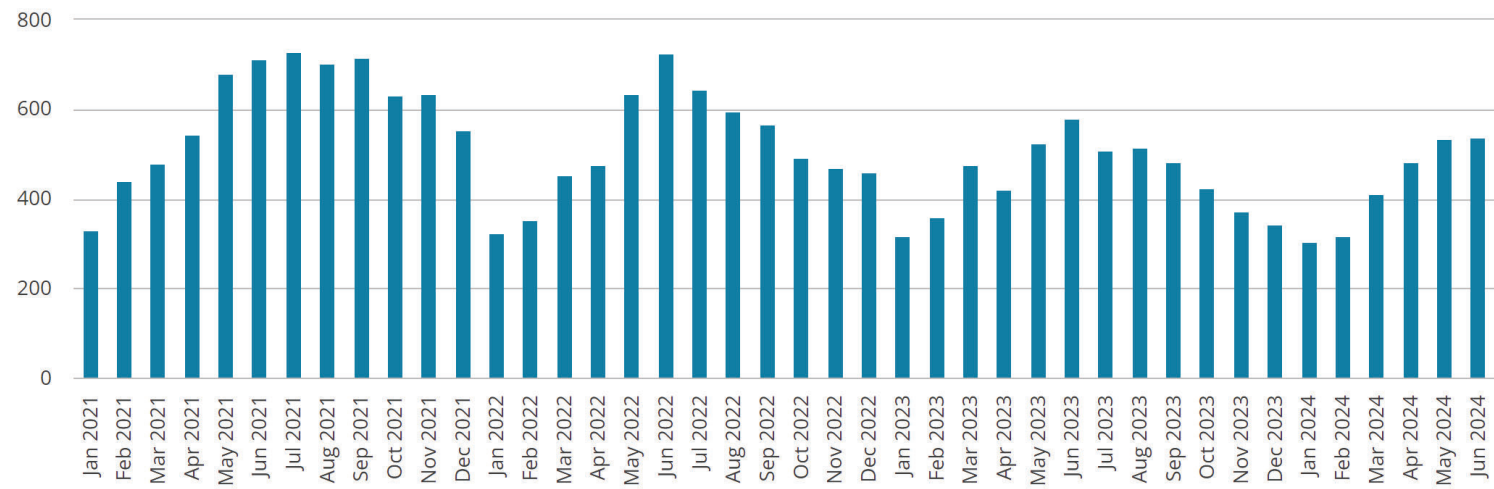
Data for Single Family Residence in Hamilton County.

	Jun 2024	May 2024	MoM	Jun 2023	YoY	2024	2023	YTD
Median Sales Price	\$452,990	\$445,000	▲ 1.8%	\$459,900	▼ -1.5%	\$440,000	\$445,000	▼ -1.1%
Closed Sales	539	535	▲ 0.7%	580	▼ -7.1%	2,589	2,679	▼ -3.4%
New Listings	560	662	▼ -15.4%	645	▼ -13.2%	3,110	3,099	▲ 0.4%
Pending Sales	540	525	▲ 2.9%	536	▲ 0.7%	2,818	2,893	▼ -2.6%
Median Days on Market	6	7	▼ -14.3%	7	▼ -14.3%	7	6	▲ 16.7%
Average Days on Market	26	25	▲ 2.3%	26	▲ 0.5%	33	33	▲ 0.9%
Price per Square Foot	\$176	\$176	▶ 0.0%	\$174	▲ 1.1%	\$177	\$173	▲ 2.3%
% of List Price Received	99.4%	99.8%	▼ -0.3%	100.3%	▼ -0.9%	99.3%	99.7%	▼ -0.4%
Active Inventory	623	608	▲ 2.5%	537	▲ 16.0%	—	—	—
Months Supply of Inventory	1.2	1.1	▲ 1.7%	0.9	▲ 24.8%	—	—	—

Median Sales Price



Number of Closed Sales

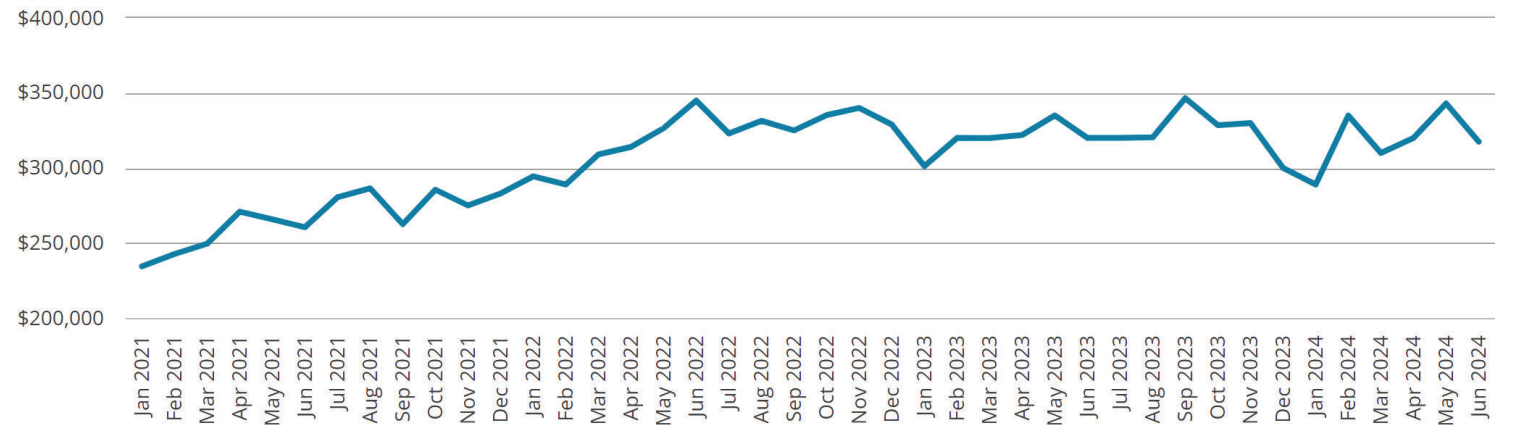


# Hancock County

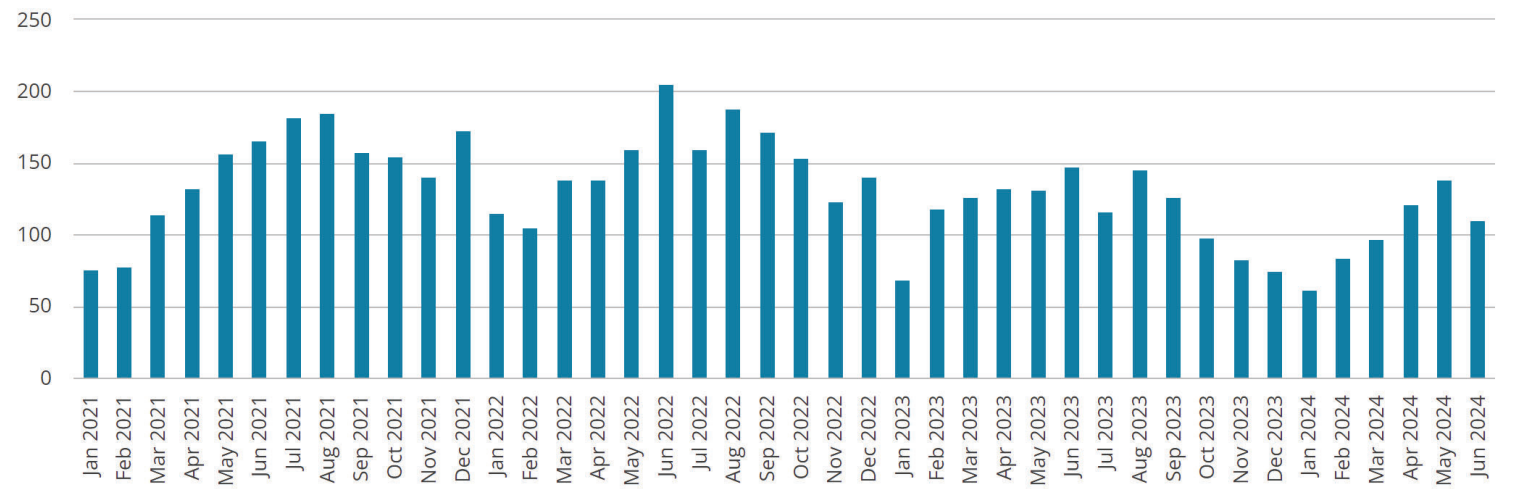
Data for Single Family Residence in Hancock County.

	Jun 2024	May 2024	MoM	Jun 2023	YoY	2024	2023	YTD
Median Sales Price	\$317,500	\$343,000	▼ -7.4%	\$320,000	▼ -0.8%	\$325,000	\$324,900	▲ 0.0%
Closed Sales	110	139	▼ -20.9%	148	▼ -25.7%	613	727	▼ -15.7%
New Listings	151	171	▼ -11.7%	153	▼ -1.3%	799	750	▲ 6.5%
Pending Sales	143	115	▲ 24.3%	123	▲ 16.3%	719	760	▼ -5.4%
Median Days on Market	13	8	▲ 62.5%	10	▲ 30.0%	14	20	▼ -30.0%
Average Days on Market	30	30	▼ -2.4%	40	▼ -26.4%	45	64	▼ -30.4%
Price per Square Foot	\$156	\$157	▼ -0.6%	\$147	▲ 6.5%	\$156	\$149	▲ 4.7%
% of List Price Received	98.3%	98.3%	▲ 0.0%	98.5%	▼ -0.2%	98.4%	98.4%	▲ 0.0%
Active Inventory	192	193	▼ -0.5%	178	▲ 7.9%	—	—	—
Months Supply of Inventory	1.7	1.4	▲ 25.7%	1.2	▲ 45.1%	—	—	—

Median Sales Price



Number of Closed Sales



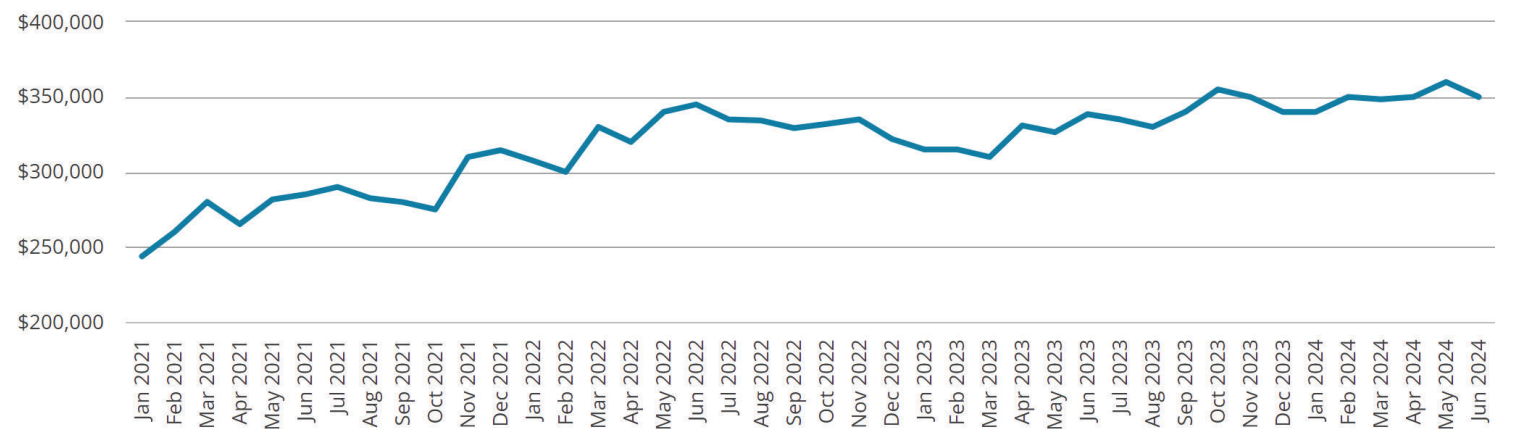


# Hendricks County

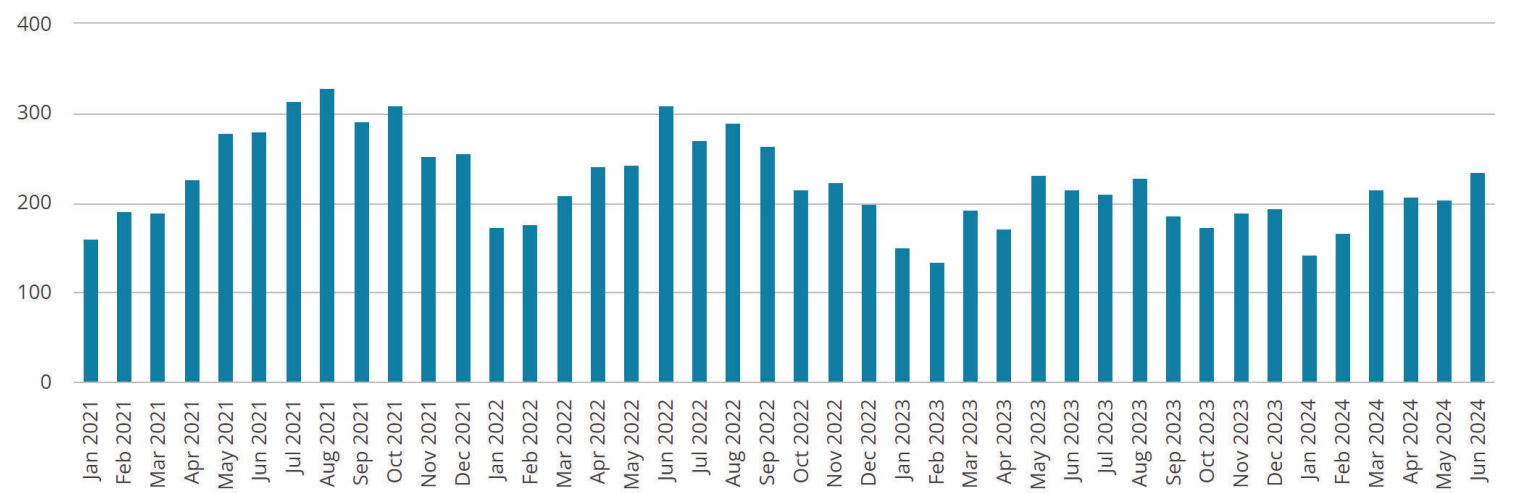
Data for Single Family Residence in Hendricks County.

	Jun 2024	May 2024	MoM	Jun 2023	YoY	2024	2023	YTD
Median Sales Price	\$350,000	\$360,000	▼ -2.8%	\$338,500	▲ 3.4%	\$350,000	\$322,750	▲ 8.4%
Closed Sales	235	204	▲ 15.2%	216	▲ 8.8%	1,171	1,099	▲ 6.6%
New Listings	274	272	▲ 0.7%	296	▼ -7.4%	1,432	1,265	▲ 13.2%
Pending Sales	246	209	▲ 17.7%	225	▲ 9.3%	1,273	1,165	▲ 9.3%
Median Days on Market	12	8	▲ 50.0%	6	▲ 100.0%	13	8	▲ 62.5%
Average Days on Market	32	31	▲ 2.9%	20	▲ 60.4%	41	39	▲ 5.3%
Price per Square Foot	\$164	\$162	▲ 1.2%	\$164	▲ 0.3%	\$158	\$158	▶ 0.0%
% of List Price Received	98.8%	98.8%	▲ 0.0%	99.7%	▼ -0.8%	98.6%	99.1%	▼ -0.5%
Active Inventory	350	314	▲ 11.5%	257	▲ 36.2%	—	—	—
Months Supply of Inventory	1.5	1.5	▼ -3.2%	1.2	▲ 25.2%	—	—	—

Median Sales Price



Number of Closed Sales



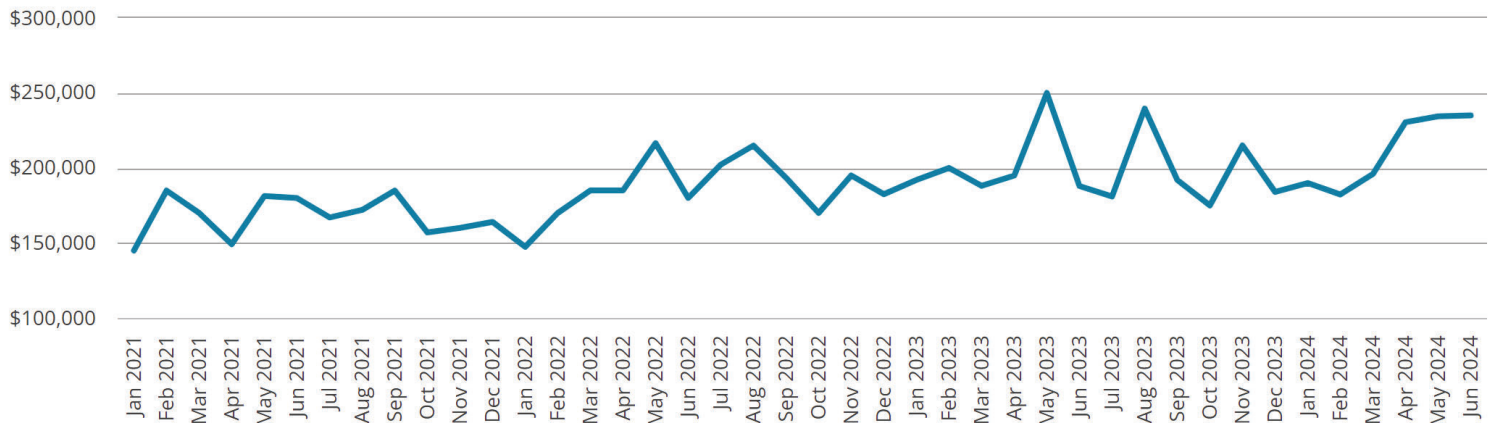


# Jackson County

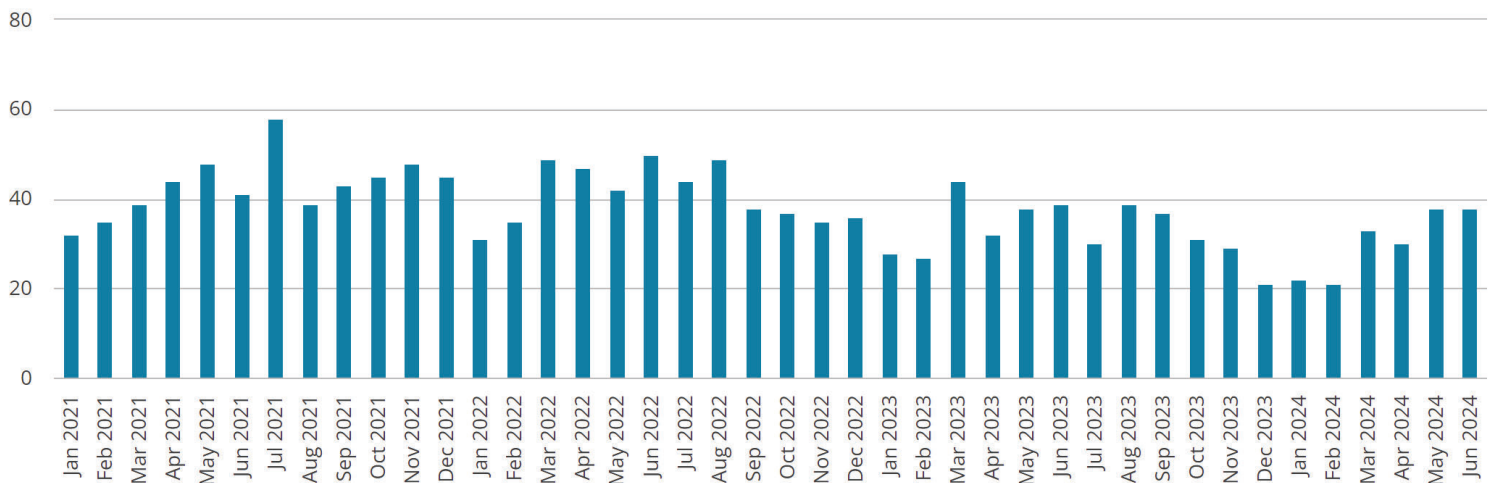
Data for Single Family Residence in Jackson County.

	Jun 2024	May 2024	MoM	Jun 2023	YoY	2024	2023	YTD
Median Sales Price	\$235,000	\$234,400	▲ 0.3%	\$187,900	▲ 25.1%	\$204,500	\$200,000	▲ 2.3%
Closed Sales	38	38	▶ 0.0%	39	▼ -2.6%	182	208	▼ -12.5%
New Listings	38	38	▶ 0.0%	45	▼ -15.6%	220	210	▲ 4.8%
Pending Sales	36	42	▼ -14.3%	34	▲ 5.9%	199	215	▼ -7.4%
Median Days on Market	20	9	▲ 122.2%	8	▲ 150.0%	11	10	▲ 10.0%
Average Days on Market	58	44	▲ 33.3%	12	▲ 401.0%	48	35	▲ 39.5%
Price per Square Foot	\$159	\$139	▲ 14.8%	\$149	▲ 6.7%	\$140	\$136	▲ 2.9%
% of List Price Received	98.5%	98.1%	▲ 0.4%	98.9%	▼ -0.5%	98.2%	98.2%	▼ -0.1%
Active Inventory	44	47	▼ -6.4%	37	▲ 18.9%	—	—	—
Months Supply of Inventory	1.2	1.2	▼ -6.4%	0.9	▲ 22.0%	—	—	—

## Median Sales Price



## Number of Closed Sales

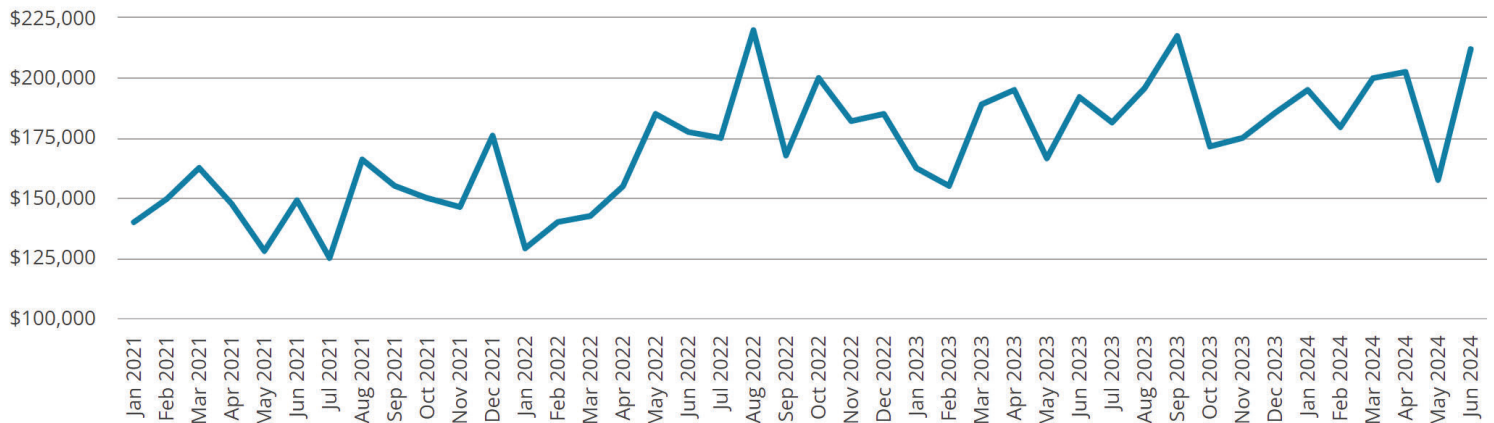


# Jennings County

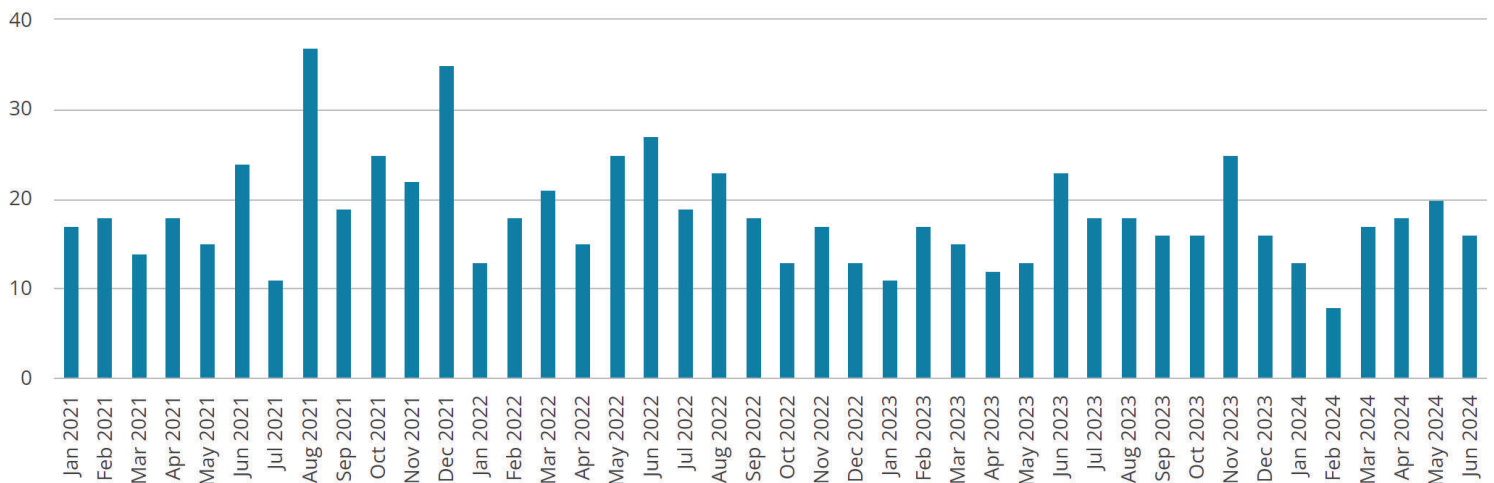
Data for Single Family Residence in Jennings County.

	Jun 2024	May 2024	MoM	Jun 2023	YoY	2024	2023	YTD
Median Sales Price	\$212,000	\$157,500	▲ 34.6%	\$192,000	▲ 10.4%	\$188,500	\$180,900	▲ 4.2%
Closed Sales	16	20	▼ -20.0%	23	▼ -30.4%	92	91	▲ 1.1%
New Listings	23	28	▼ -17.9%	15	▲ 53.3%	134	101	▲ 32.7%
Pending Sales	21	15	▲ 40.0%	16	▲ 31.3%	101	93	▲ 8.6%
Median Days on Market	13	11	▲ 18.2%	4.5	▲ 188.9%	12	7	▲ 71.4%
Average Days on Market	21	58	▼ -64.4%	36	▼ -43.3%	45	38	▲ 19.9%
Price per Square Foot	\$145	\$120	▲ 20.8%	\$152	▼ -4.6%	\$135	\$120	▲ 12.1%
% of List Price Received	98.8%	99.8%	▼ -0.9%	97.9%	▲ 0.9%	98.4%	96.3%	▲ 2.2%
Active Inventory	47	41	▲ 14.6%	15	▲ 213.3%	—	—	—
Months Supply of Inventory	2.9	2.0	▲ 43.3%	0.7	▲ 350.3%	—	—	—

## Median Sales Price



## Number of Closed Sales



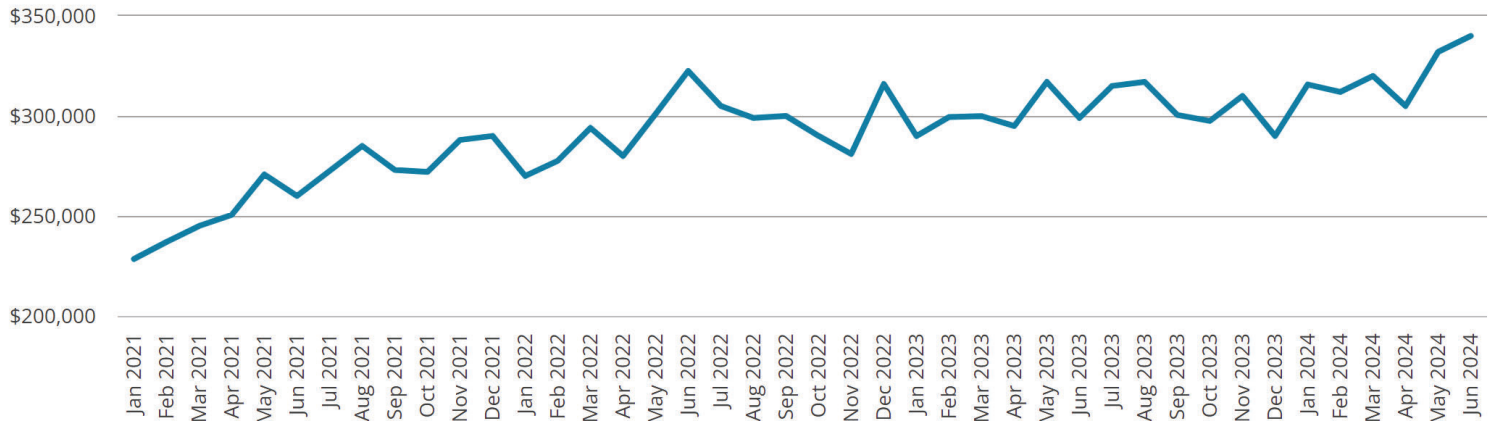
# Johnson County

Data for Single Family Residence in Johnson County.

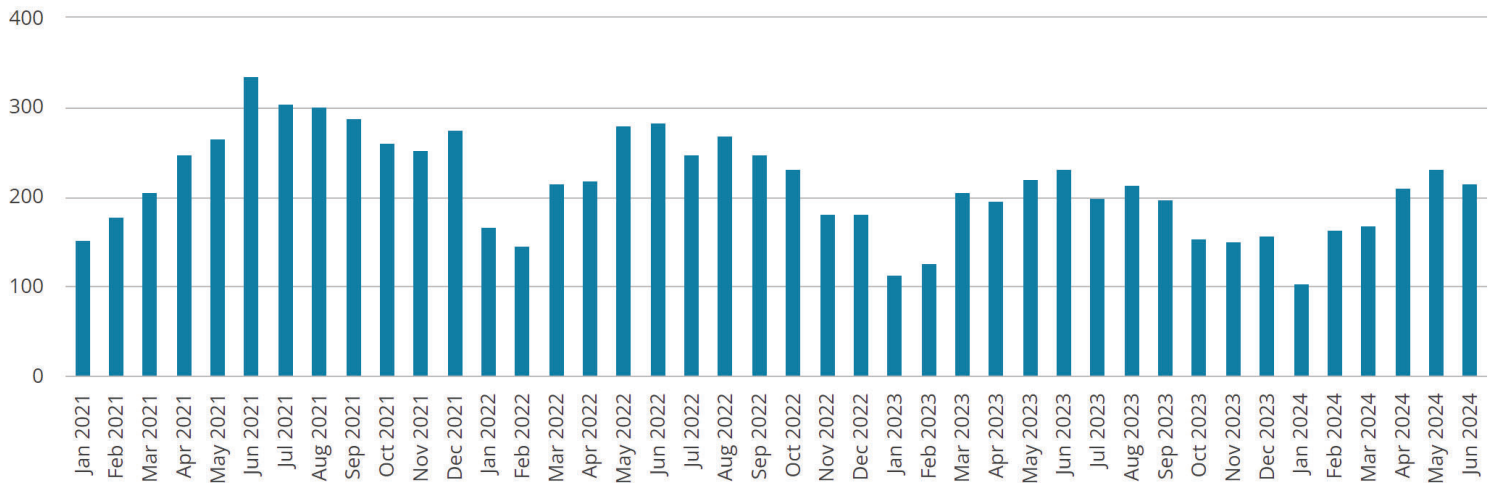


	Jun 2024	May 2024	MoM	Jun 2023	YoY	2024	2023	YTD
Median Sales Price	\$340,000	\$332,000	⬆️ 2.4%	\$299,000	⬆️ 13.7%	\$320,500	\$300,000	⬆️ 6.8%
Closed Sales	216	232	⬆️ -6.9%	231	⬆️ -6.5%	1,096	1,092	⬆️ 0.4%
New Listings	234	299	⬆️ -21.7%	257	⬆️ -8.9%	1,362	1,309	⬆️ 4.0%
Pending Sales	217	225	⬆️ -3.6%	213	⬆️ 1.9%	1,211	1,189	⬆️ 1.9%
Median Days on Market	10.5	9	⬆️ 16.7%	9	⬆️ 16.7%	12	13	⬆️ -7.7%
Average Days on Market	34	28	⬆️ 22.3%	34	⬆️ 0.3%	38	44	⬆️ -13.9%
Price per Square Foot	\$157	\$162	⬆️ -3.4%	\$160	⬆️ -2.2%	\$157	\$152	⬆️ 3.3%
% of List Price Received	98.1%	98.6%	⬆️ -0.6%	99.0%	⬆️ -0.9%	98.1%	98.6%	⬆️ -0.5%
Active Inventory	332	321	⬆️ 3.4%	275	⬆️ 20.7%	—	—	—
Months Supply of Inventory	1.5	1.4	⬆️ 11.1%	1.2	⬆️ 29.1%	—	—	—

Median Sales Price



Number of Closed Sales

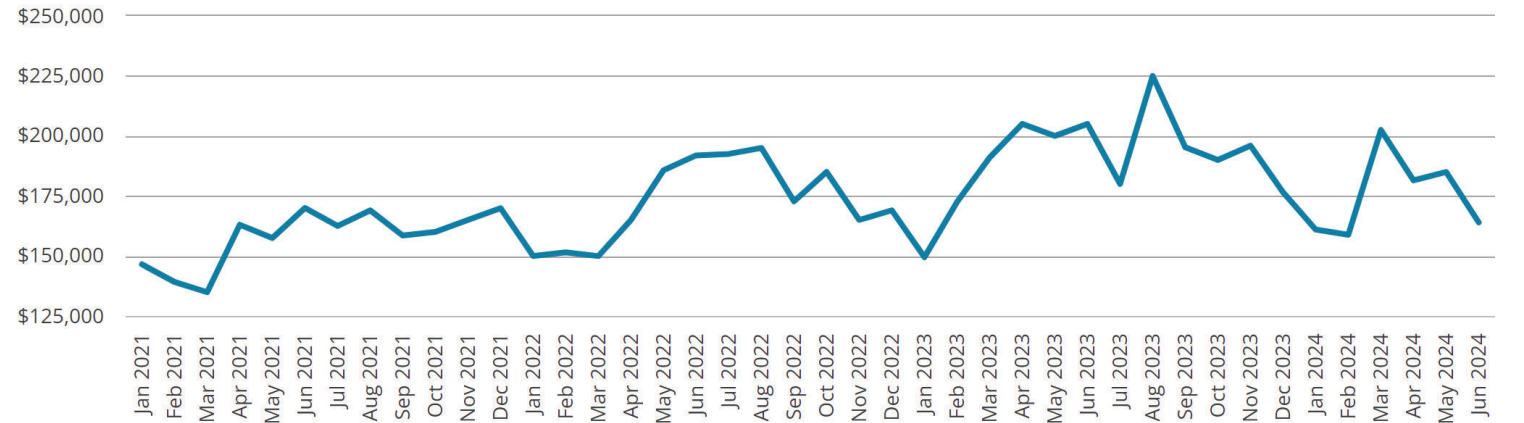


# Madison County

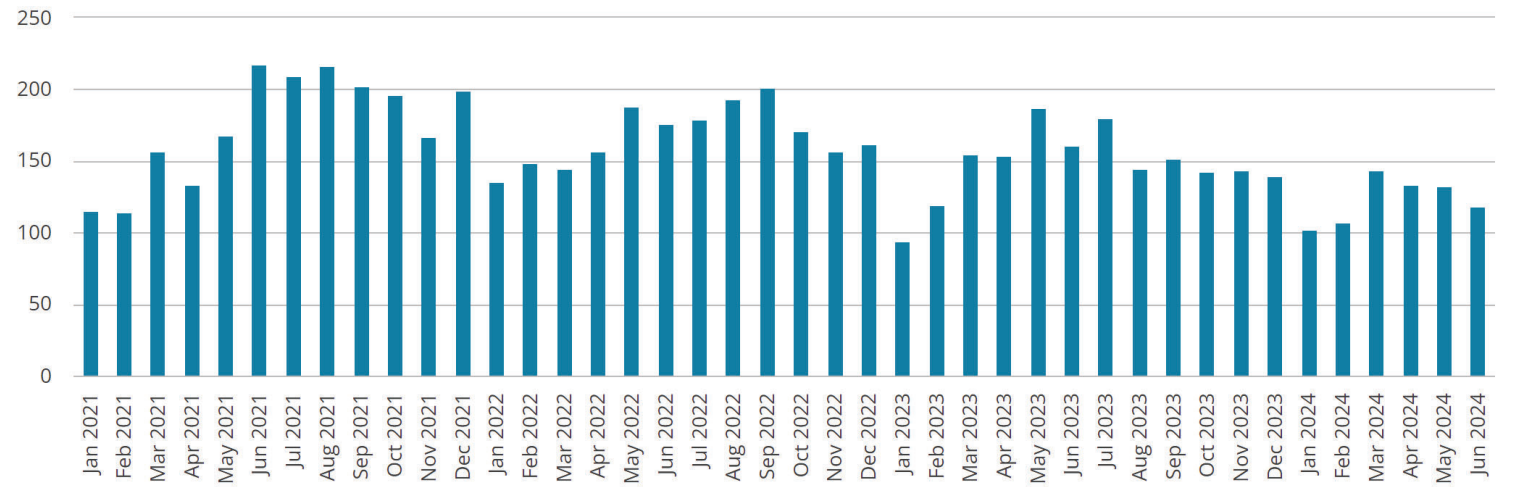
Data for Single Family Residence in Madison County.

	Jun 2024	May 2024	MoM	Jun 2023	YoY	2024	2023	YTD
Median Sales Price	\$164,000	\$185,000	▼ -11.4%	\$205,000	▼ -20.0%	\$175,000	\$192,000	▼ -8.9%
Closed Sales	118	133	▼ -11.3%	161	▼ -26.7%	738	870	▼ -15.2%
New Listings	176	195	▼ -9.7%	219	▼ -19.6%	932	1,065	▼ -12.5%
Pending Sales	154	146	▲ 5.5%	160	▼ -3.8%	809	951	▼ -14.9%
Median Days on Market	13	10	▲ 30.0%	7	▲ 85.7%	15	12	▲ 25.0%
Average Days on Market	31	37	▼ -15.3%	43	▼ -26.7%	42	47	▼ -10.4%
Price per Square Foot	\$120	\$127	▼ -5.5%	\$125	▼ -4.0%	\$122	\$118	▲ 3.4%
% of List Price Received	96.0%	97.1%	▼ -1.1%	99.5%	▼ -3.4%	96.4%	97.9%	▼ -1.5%
Active Inventory	242	227	▲ 6.6%	214	▲ 13.1%	—	—	—
Months Supply of Inventory	2.1	1.7	▲ 20.2%	1.3	▲ 54.3%	—	—	—

Median Sales Price



Number of Closed Sales



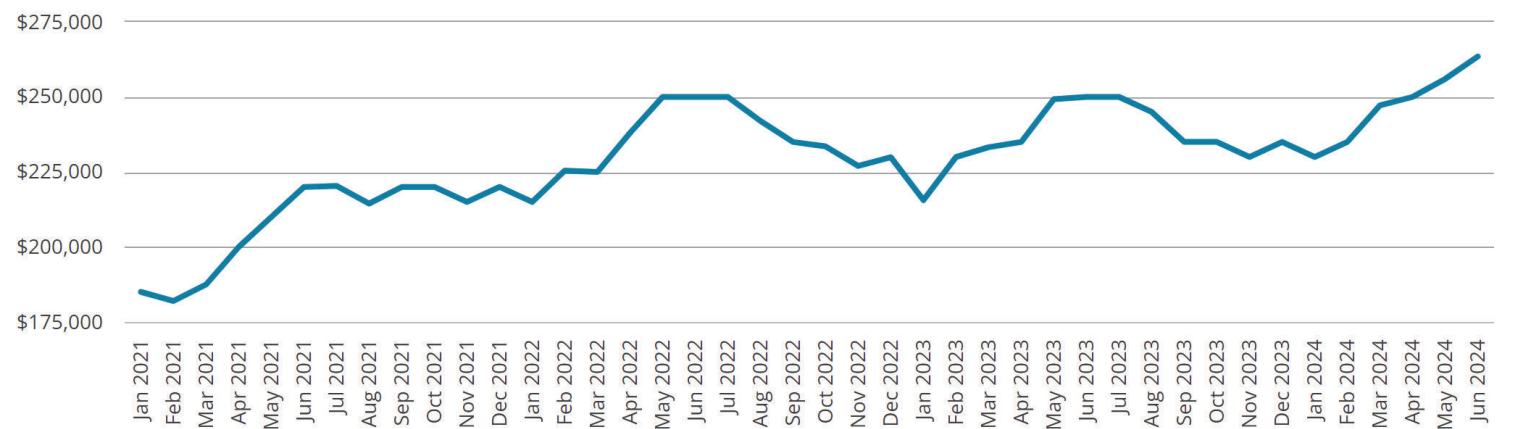


# Marion County

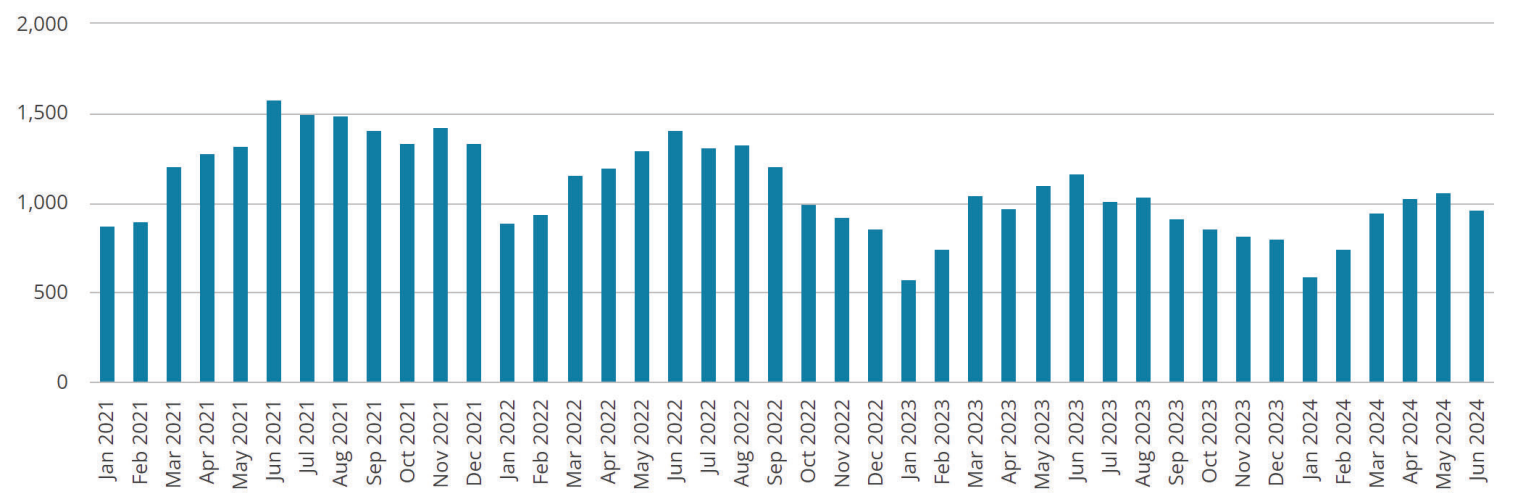
Data for Single Family Residence in Marion County.

	Jun 2024	May 2024	MoM	Jun 2023	YoY	2024	2023	YTD
Median Sales Price	\$263,450	\$256,000	⬆️ 2.9%	\$250,000	⬆️ 5.4%	\$250,000	\$238,000	⬆️ 5.0%
Closed Sales	964	1,064	⬆️ -9.4%	1,169	⬆️ -17.5%	5,345	5,611	⬆️ -4.7%
New Listings	1,268	1,361	⬆️ -6.8%	1,426	⬆️ -11.1%	6,864	6,763	⬆️ 1.5%
Pending Sales	1,144	1,025	⬆️ 11.6%	1,075	⬆️ 6.4%	6,002	6,047	⬆️ -0.7%
Median Days on Market	9	10	⬆️ -10.0%	7	⬆️ 28.6%	11	10	⬆️ 10.0%
Average Days on Market	35	32	⬆️ 10.0%	31	⬆️ 14.8%	41	41	⬆️ -2.2%
Price per Square Foot	\$158	\$154	⬆️ 2.6%	\$149	⬆️ 6.0%	\$149	\$143	⬆️ 4.2%
% of List Price Received	99.1%	98.7%	⬆️ 0.4%	99.7%	⬆️ -0.6%	98.3%	98.5%	⬆️ -0.1%
Active Inventory	1,642	1,585	⬆️ 3.6%	1,348	⬆️ 21.8%	—	—	—
Months Supply of Inventory	1.7	1.5	⬆️ 14.3%	1.2	⬆️ 47.7%	—	—	—

Median Sales Price



Number of Closed Sales



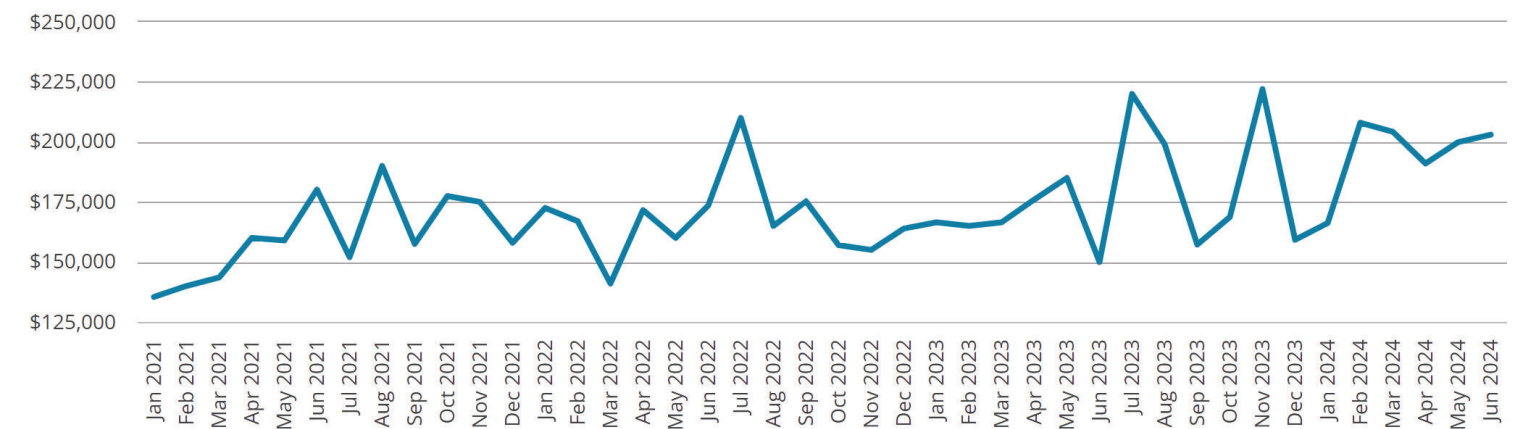


# Montgomery County

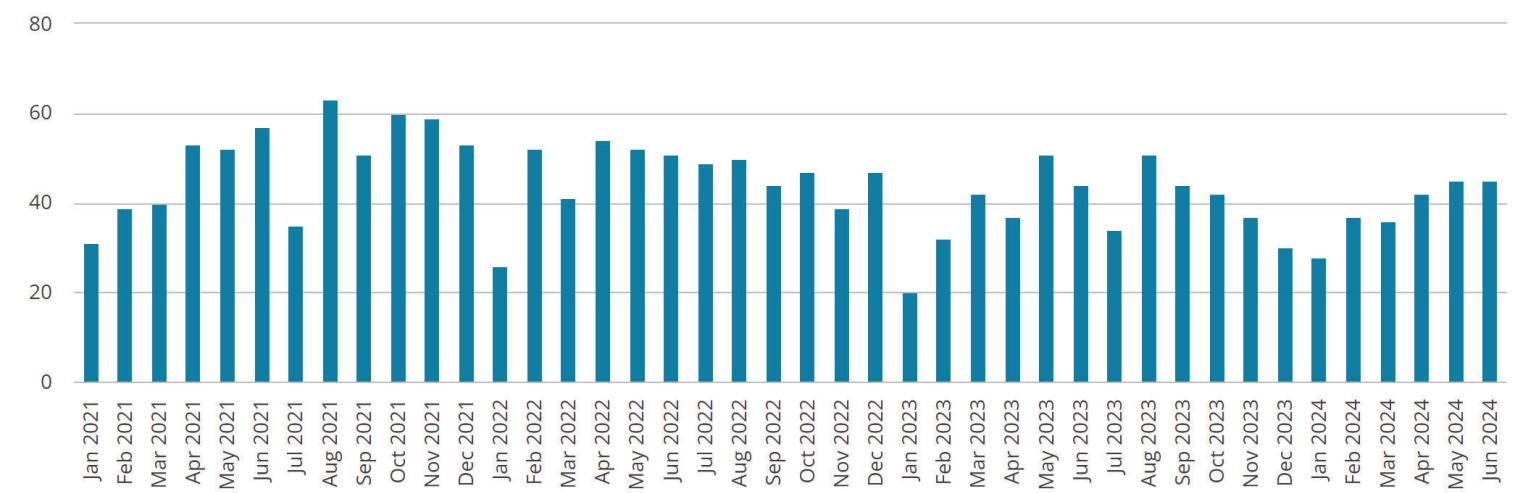
Data for Single Family Residence in Montgomery County.

	Jun 2024	May 2024	MoM	Jun 2023	YoY	2024	2023	YTD
Median Sales Price	\$203,000	\$199,900	▲ 1.6%	\$149,950	▲ 35.4%	\$200,000	\$169,000	▲ 18.3%
Closed Sales	45	45	▶ 0.0%	44	▲ 2.3%	233	226	▲ 3.1%
New Listings	56	58	▼ -3.4%	44	▲ 27.3%	266	245	▲ 8.6%
Pending Sales	46	47	▼ -2.1%	39	▲ 17.9%	259	244	▲ 6.1%
Median Days on Market	6	8	▼ -25.0%	10	▼ -40.0%	9	11	▼ -18.2%
Average Days on Market	25	36	▼ -29.9%	39	▼ -35.6%	40	39	▲ 1.4%
Price per Square Foot	\$137	\$129	▲ 5.8%	\$107	▲ 27.6%	\$131	\$115	▲ 13.9%
% of List Price Received	98.5%	98.0%	▲ 0.5%	99.4%	▼ -0.9%	97.3%	98.3%	▼ -1.0%
Active Inventory	55	52	▲ 5.8%	41	▲ 34.1%	—	—	—
Months Supply of Inventory	1.2	1.2	▲ 5.8%	0.9	▲ 31.2%	—	—	—

Median Sales Price



Number of Closed Sales

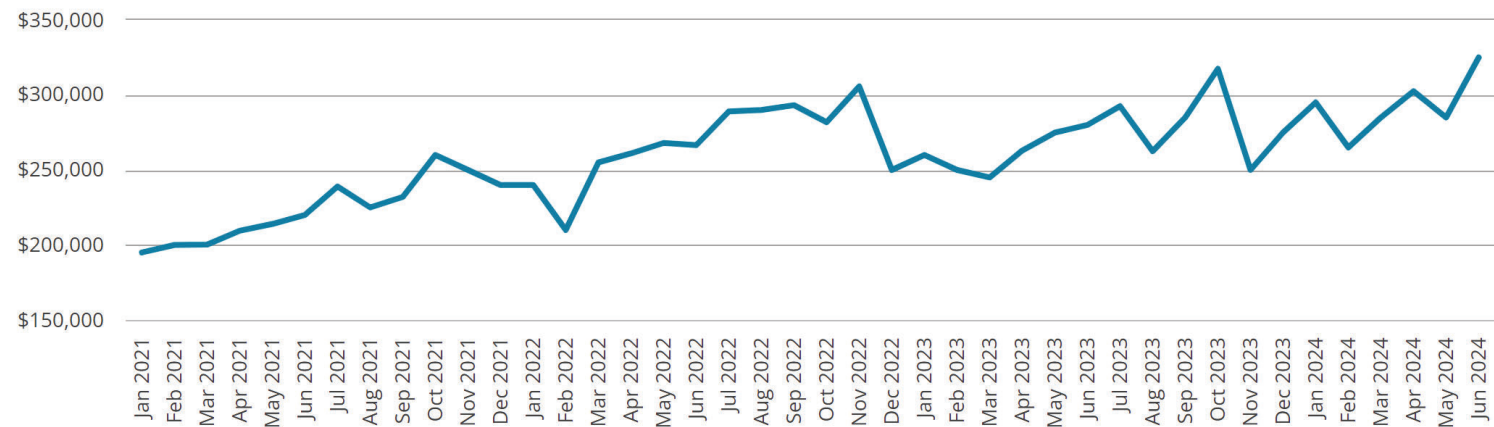


# Morgan County

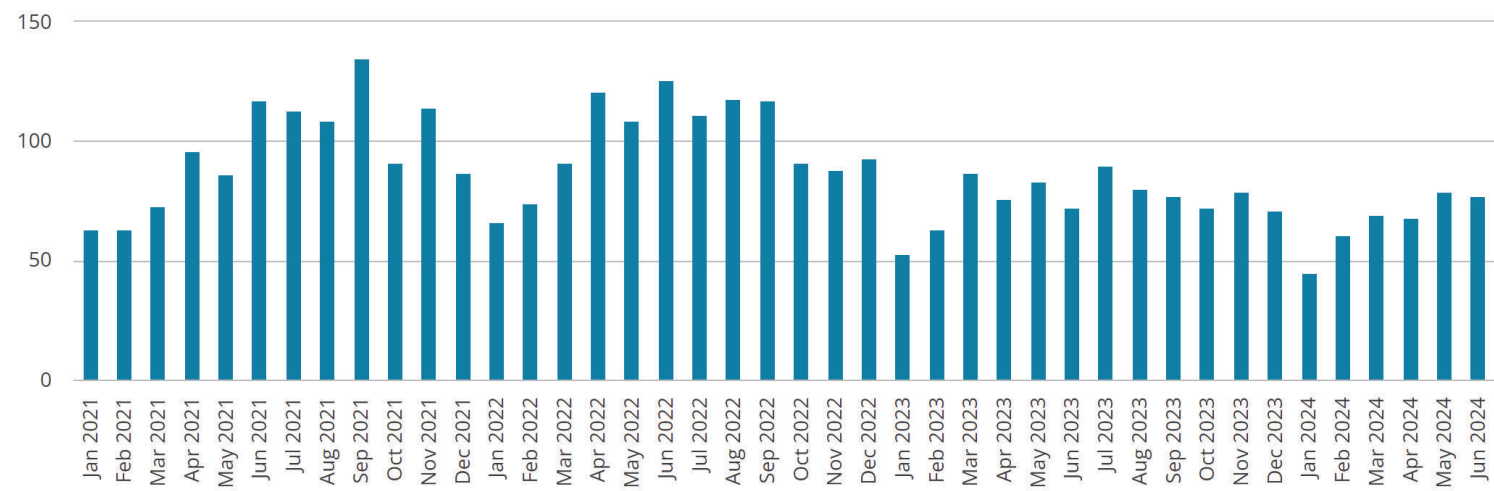
Data for Single Family Residence in Morgan County.

	Jun 2024	May 2024	MoM	Jun 2023	YoY	2024	2023	YTD
Median Sales Price	\$325,000	\$285,000	▲ 14.0%	\$280,000	▲ 16.1%	\$295,000	\$260,000	▲ 13.5%
Closed Sales	77	79	▼ -2.5%	72	▲ 6.9%	399	434	▼ -8.1%
New Listings	93	117	▼ -20.5%	112	▼ -17.0%	514	522	▼ -1.5%
Pending Sales	66	91	▼ -27.5%	92	▼ -28.3%	433	474	▼ -8.6%
Median Days on Market	9.5	9	▲ 5.6%	15.5	▼ -38.7%	15	16	▼ -6.3%
Average Days on Market	25	30	▼ -16.7%	42	▼ -40.6%	42	56	▼ -24.0%
Price per Square Foot	\$176	\$168	▲ 4.8%	\$141	▲ 25.3%	\$161	\$150	▲ 7.7%
% of List Price Received	98.4%	98.3%	▲ 0.1%	98.5%	▼ -0.1%	98.1%	98.3%	▼ -0.1%
Active Inventory	160	137	▲ 16.8%	120	▲ 33.3%	—	—	—
Months Supply of Inventory	2.1	1.7	▲ 19.8%	1.7	▲ 24.7%	—	—	—

Median Sales Price



Number of Closed Sales

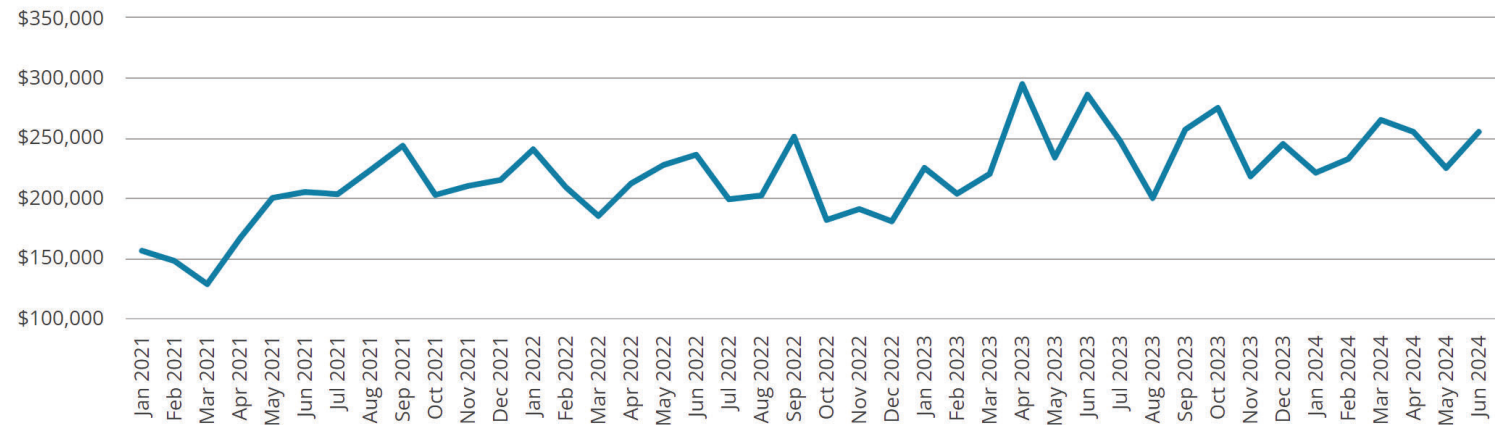


# Putnam County

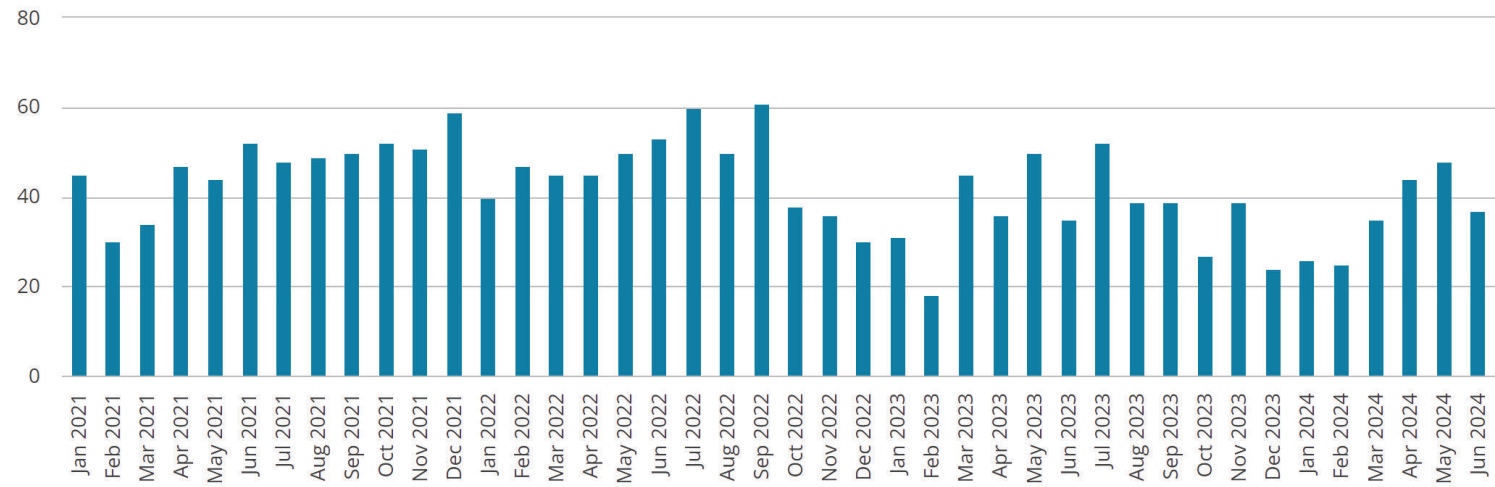
Data for Single Family Residence in Putnam County.

	Jun 2024	May 2024	MoM	Jun 2023	YoY	2024	2023	YTD
Median Sales Price	\$255,000	\$225,000	⬆️ 13.3%	\$286,000	⬇️ -10.8%	\$246,000	\$238,000	⬆️ 3.4%
Closed Sales	37	48	⬇️ -22.9%	35	⬆️ 5.7%	215	215	➡️ 0.0%
New Listings	66	52	⬆️ 26.9%	58	⬆️ 13.8%	302	256	⬆️ 18.0%
Pending Sales	43	41	⬆️ 4.9%	50	⬇️ -14.0%	246	236	⬆️ 4.2%
Median Days on Market	9	15	⬇️ -40.0%	10.5	⬇️ -14.3%	14	12	⬆️ 16.7%
Average Days on Market	32	31	⬆️ 5.3%	32	⬆️ 1.6%	38	43	⬇️ -12.4%
Price per Square Foot	\$162	\$178	⬇️ -9.0%	\$145	⬆️ 11.7%	\$167	\$140	⬆️ 18.9%
% of List Price Received	96.1%	97.9%	⬇️ -1.8%	98.9%	⬇️ -2.8%	97.3%	98.2%	⬇️ -0.9%
Active Inventory	94	67	⬆️ 40.3%	54	⬆️ 74.1%	—	—	—
Months Supply of Inventory	2.5	1.4	⬆️ 82.0%	1.5	⬆️ 64.7%	—	—	—

Median Sales Price



Number of Closed Sales



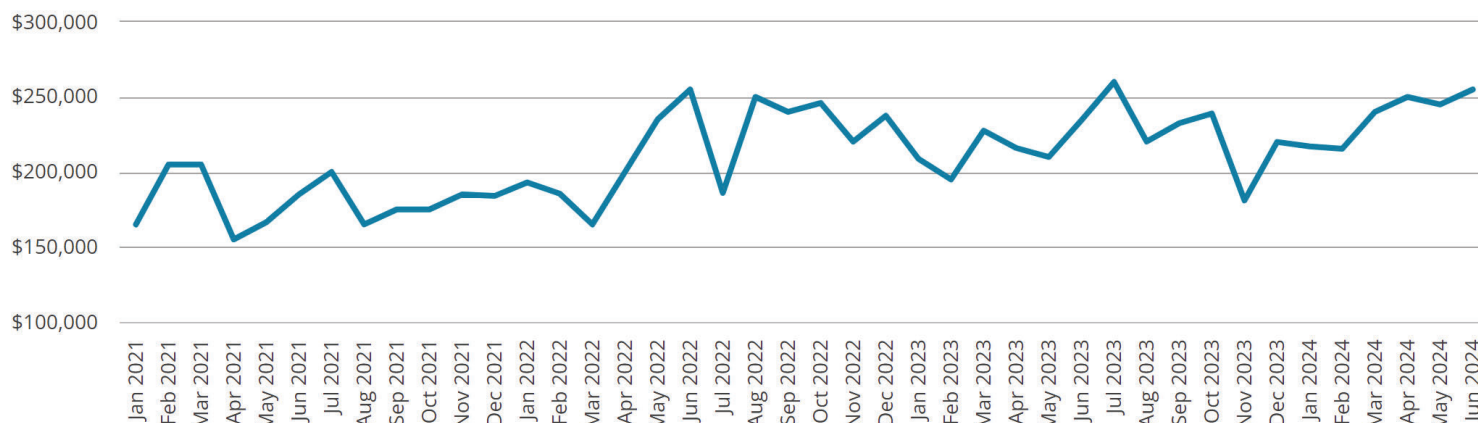
# Shelby County

Data for Single Family Residence in Shelby County.

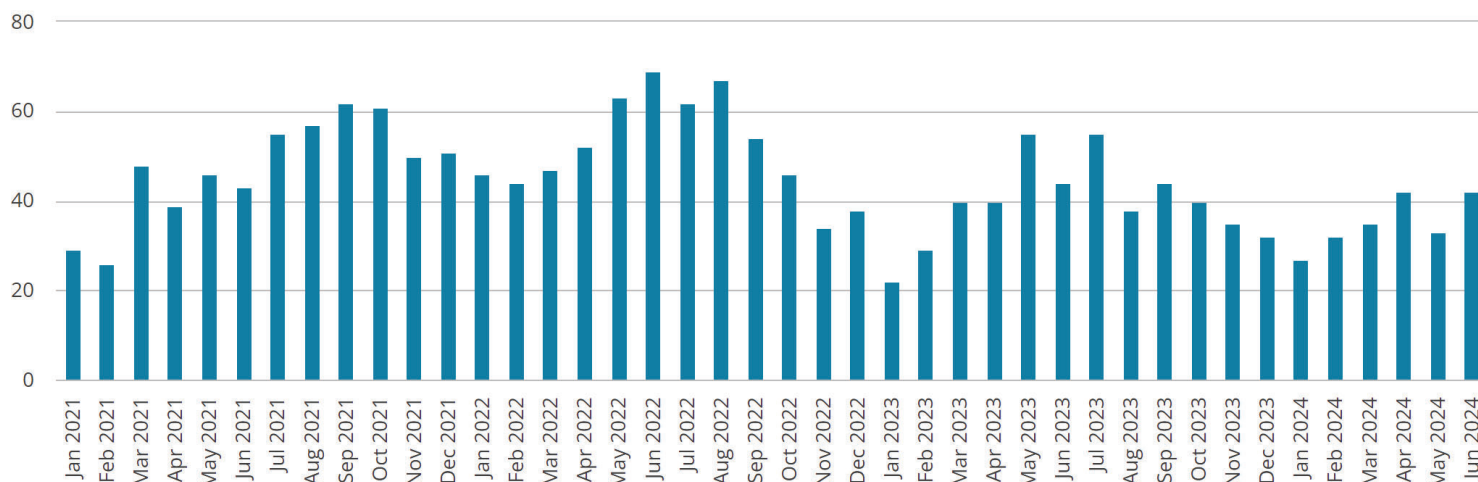


	Jun 2024	May 2024	MoM	Jun 2023	YoY	2024	2023	YTD
Median Sales Price	\$254,950	\$245,000	▲ 4.1%	\$234,500	▲ 8.7%	\$242,000	\$214,900	▲ 12.6%
Closed Sales	42	33	▲ 27.3%	44	▼ -4.5%	211	230	▼ -8.3%
New Listings	57	43	▲ 32.6%	50	▲ 14.0%	253	277	▼ -8.7%
Pending Sales	45	47	▼ -4.3%	49	▼ -8.2%	230	263	▼ -12.5%
Median Days on Market	11	10	▲ 10.0%	5	▲ 120.0%	16	10	▲ 60.0%
Average Days on Market	43	44	▼ -1.5%	32	▲ 35.7%	51	43	▲ 19.8%
Price per Square Foot	\$138	\$148	▼ -6.8%	\$142	▼ -2.8%	\$142	\$133	▲ 7.2%
% of List Price Received	101.2%	96.3%	▲ 5.2%	100.0%	▲ 1.2%	98.1%	97.8%	▲ 0.3%
Active Inventory	75	63	▲ 19.0%	47	▲ 59.6%	—	—	—
Months Supply of Inventory	1.8	1.9	▼ -6.5%	1.1	▲ 67.2%	—	—	—

## Median Sales Price



## Number of Closed Sales



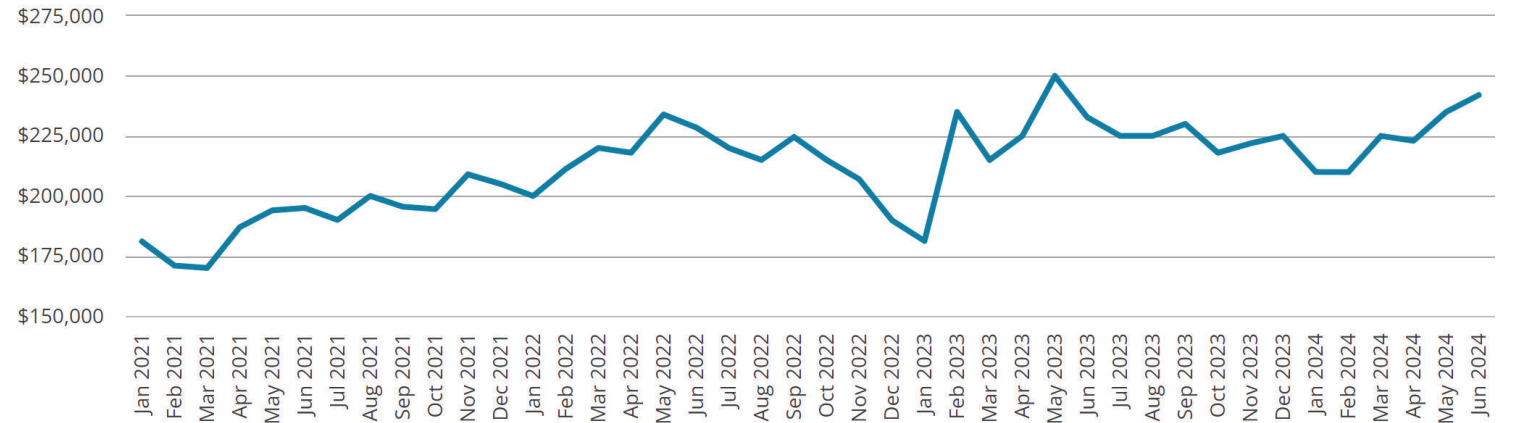


# Condominiums

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

	Jun 2024	May 2024	MoM	Jun 2023	YoY	2024	2023	YTD
Median Sales Price	\$242,000	\$235,000	▲ 3.0%	\$232,700	▲ 4.0%	\$225,000	\$225,000	▶ 0.0%
Closed Sales	169	175	▼ -3.4%	225	▼ -24.9%	852	970	▼ -12.2%
New Listings	205	225	▼ -8.9%	225	▼ -8.9%	1,123	1,194	▼ -5.9%
Pending Sales	180	188	▼ -4.3%	189	▼ -4.8%	979	1,094	▼ -10.5%
Median Days on Market	17	18	▼ -5.6%	6	▲ 183.3%	19	8	▲ 137.5%
Average Days on Market	41	51	▼ -18.7%	25	▲ 66.3%	48	42	▲ 15.6%
Price per Square Foot	\$155	\$159	▼ -2.5%	\$154	▲ 0.6%	\$153	\$149	▲ 2.7%
% of List Price Received	98.2%	98.2%	▼ 0.0%	99.7%	▼ -1.5%	97.9%	98.7%	▼ -0.8%
Active Inventory	324	319	▲ 1.6%	236	▲ 37.3%	—	—	—
Months Supply of Inventory	1.9	1.8	▲ 5.2%	1.0	▲ 82.8%	—	—	—

Median Sales Price



Number of Closed Sales

