

# MARKET INSIGHTS REPORT

SEPTEMBER 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 September 2024 data, this is what our experts are saying:

In September 2024, the median sales price for a single-family home in Central Indiana was \$300,000. This is relatively unchanged from September 2023 and down 3.2% from August. In the MIBOR BLC® Listing Service area, 13 of 16 counties saw a year-over-year increase in median sales price, including Hamilton, Marion, Montgomery and Shelby.

“Consumer demand has responded favorably to more inventory coupled with mortgage rates declining a whole percentage point since May,” says MIBOR CEO Shelley Specchio. “While this is a positive and welcomed change, we anticipate the remainder of 2024 will bring many starts and stops on the journey to more favorable buying conditions. For instance, the September jobs report and upward revisions to the August and July numbers suggest the economy is stronger than initially believed. This pushed up mortgage rates. Still, rates remain lower than this summer, and the probability of a 25-basis point cut in November is quite high.”

Closed sales grew 3.0% year-over-year and but fell 3.7% from last month; however, pending sales increased 16.7% over last year. Pending sales saw a year-over-year increase in 13 of the 16 counties in the service area including Boone, Hendricks, Johnson, and Marion. The typical listing received 98.3% of the asking price, unchanged from August.

New listings decreased -4.8%, year-over-year, and down -13.3% from August. The median days on market rose to 18 days, up from 14 days last year. Active inventory increased 11.2% over last year with 5,027 single-family homes for sale, reflecting a 1.9-month supply.

According to the most recent national data available from the National Association of REALTORS®, existing-home sales in August declined 2.5% from July and were down 4.2% year-over-year, at a seasonally adjusted annualized rate of 3.86 million. Total housing inventory was up 22.7% from last year and unsold inventory represented 4.2-months supply, up from 3.3 last August. “The rise in inventory – and, more technically, the accompanying months’ supply – implies home buyers are in a much-improved position to find the right home and at more favorable prices,” said NAR Chief Economist Lawrence Yun. “However, in areas where supply remains limited, like many markets in the Northeast, sellers still appear to hold the upper hand.”

Year of year data for September:

- No change in Median Sales Price at \$300,000
- Average days on market increased 0.7% at 38
- Current active listings increased 11.2% to 5,027

## Contents

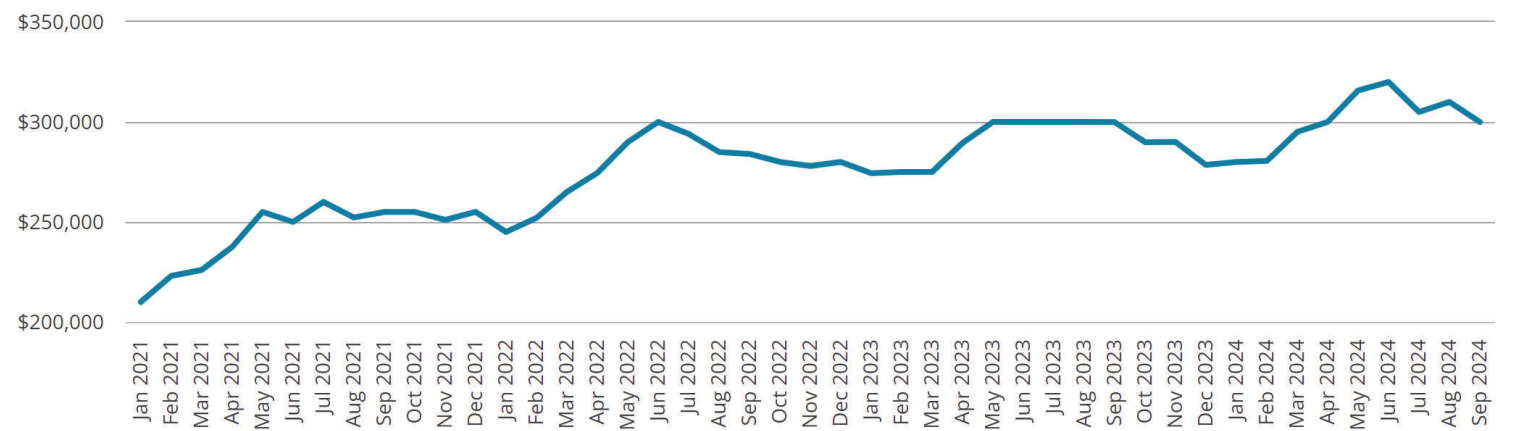
<b>MIBOR SERVICE AREA</b>	<b>(1-11)</b>
<b>BARTHOLOMEW COUNTY</b>	<b>(12)</b>
<b>BOONE COUNTY</b>	<b>(13)</b>
<b>BROWN COUNTY</b>	<b>(14)</b>
<b>DECATUR COUNTY</b>	<b>(15)</b>
<b>HAMILTON COUNTY</b>	<b>(16)</b>
<b>HANCOCK COUNTY</b>	<b>(17)</b>
<b>HENDRICKS COUNTY</b>	<b>(18)</b>
<b>JACKSON COUNTY</b>	<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

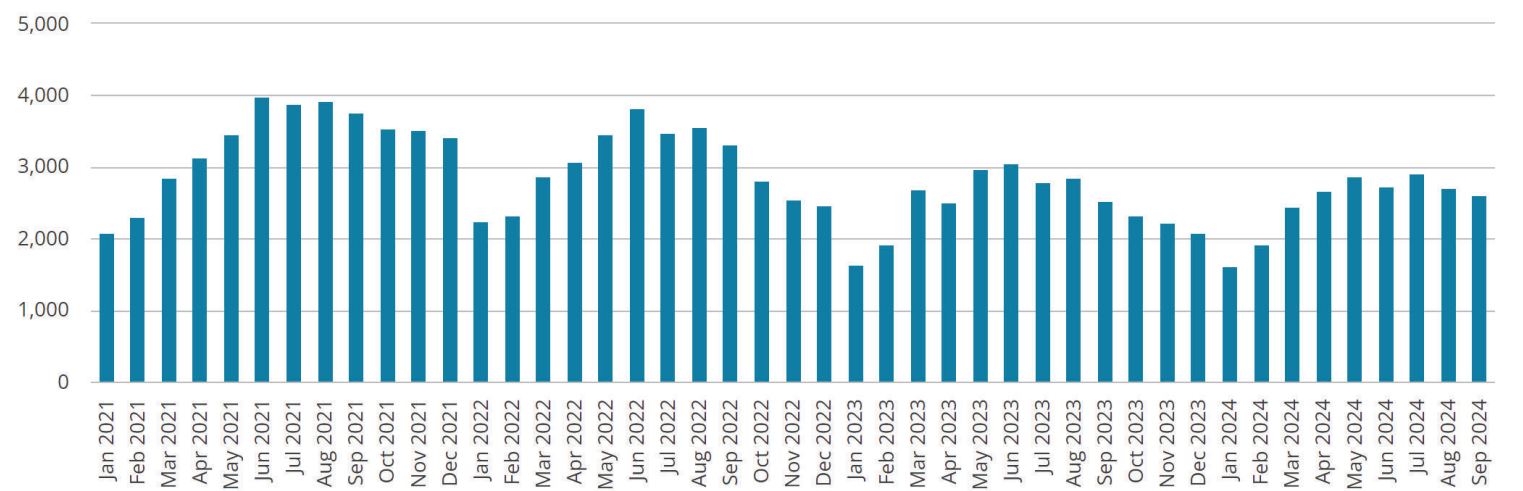
Data for Single Family Residence in Bartholomew, Boone, Brown, Decatur, Hamilton, Hancock, Hendricks, Jackson, Jennings, Johnson, Madison, Marion, Montgomery, Morgan, Putnam, Shelby.

	Sep 2024	Aug 2024	MoM	Sep 2023	YoY	2024	2023	YTD
Median Sales Price	\$300,000	\$310,000	▼-3.2%	\$299,900	▲0.0%	\$302,000	\$291,000	▲3.8%
Closed Sales	2,608	2,707	▼-3.7%	2,531	▲3.0%	22,519	22,972	▼-2.0%
New Listings	2,974	3,431	▼-13.3%	3,125	▼-4.8%	27,777	27,333	▲1.6%
Pending Sales	2,619	2,752	▼-4.8%	2,245	▲16.7%	23,527	23,524	▲0.0%
Median Days on Market	18	14	▲28.6%	14	▲28.6%	12	10	▲20.0%
Average Days on Market	38	33	▲17.7%	38	▲0.7%	38	39	▼-3.2%
Price per Square Foot	\$160	\$160	▶0.0%	\$154	▲3.9%	\$158	\$152	▲3.9%
% of List Price Received	98.3%	98.3%	▲0.0%	98.5%	▼-0.2%	98.4%	98.7%	▼-0.3%
Active Inventory	5,027	4,950	▲1.6%	4,522	▲11.2%	—	—	—
Months Supply of Inventory	1.9	1.8	▲5.4%	1.8	▲7.9%	—	—	—

Median Sales Price



Number of Closed Sales

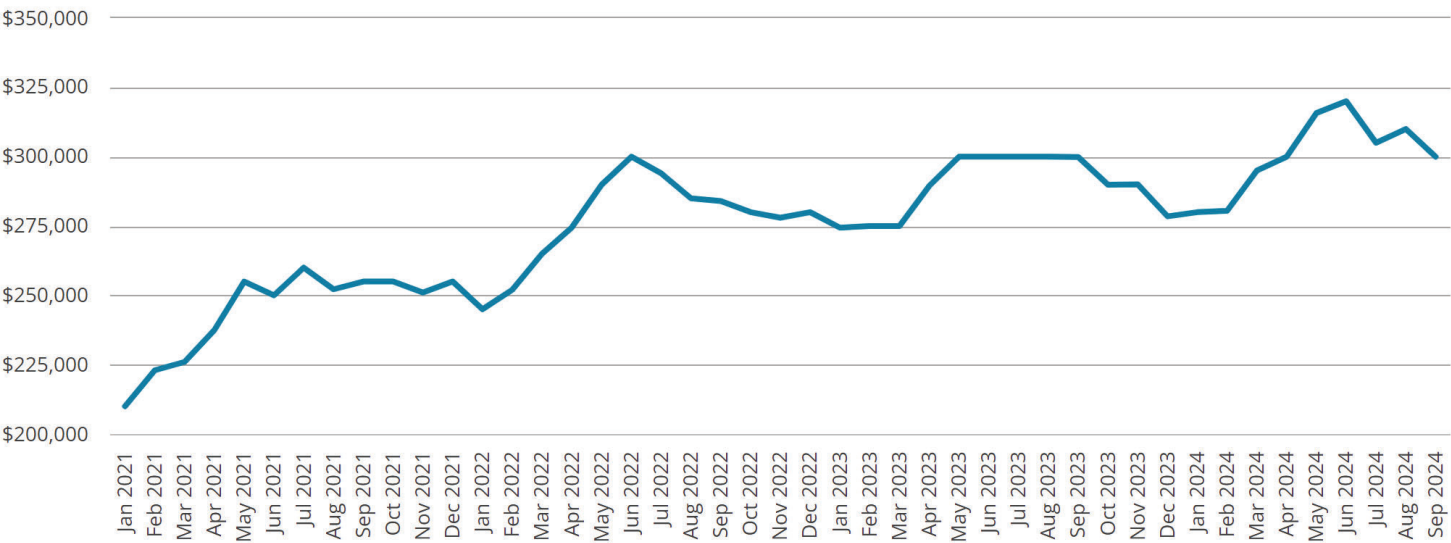


# Median Sales Price

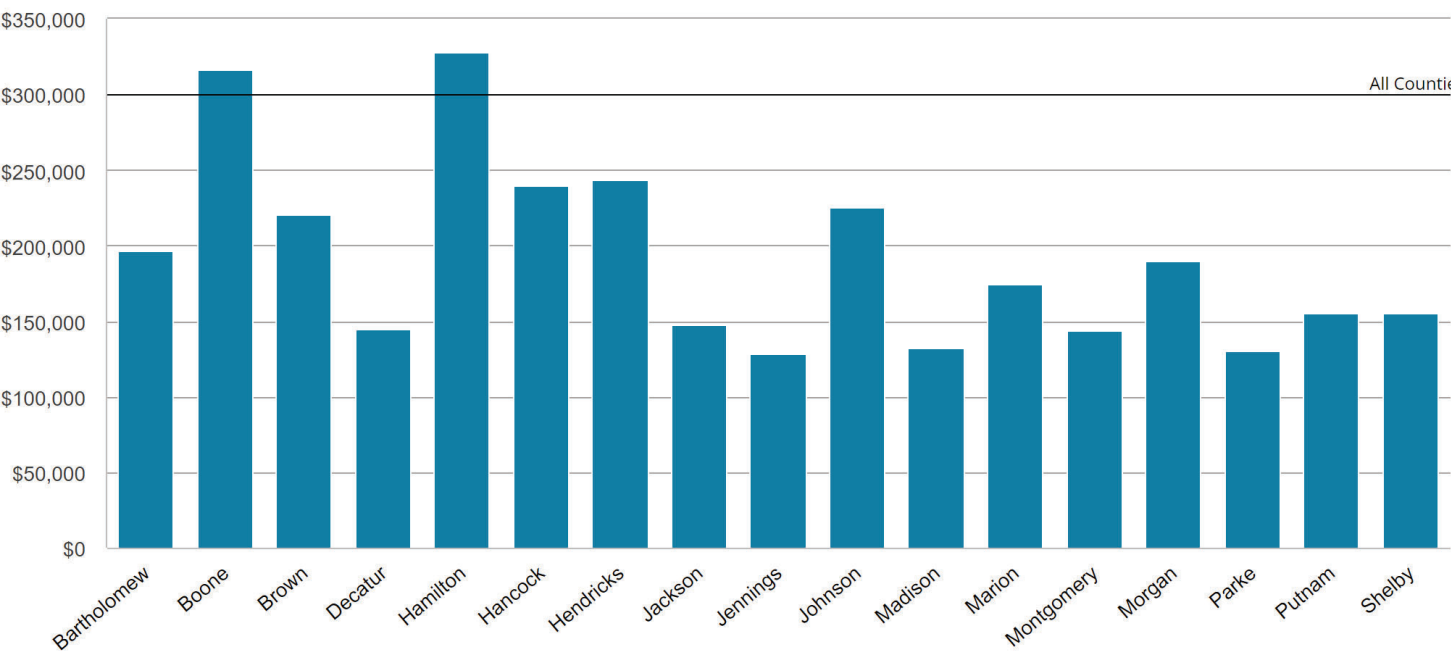
Sales Price is the mid-point (median) value where the price for half of the closed sales is higher and half is lower. Median is preferred to average as it accounts for outliers at the high or low end of the price range.

September 2024	Month over Month Change		Year over Year Change		Year to Date Change	
\$300,000	⬇️	-3.2%	⬆️	0.0%	⬆️	3.8%

## Historical Activity



## County Comparison

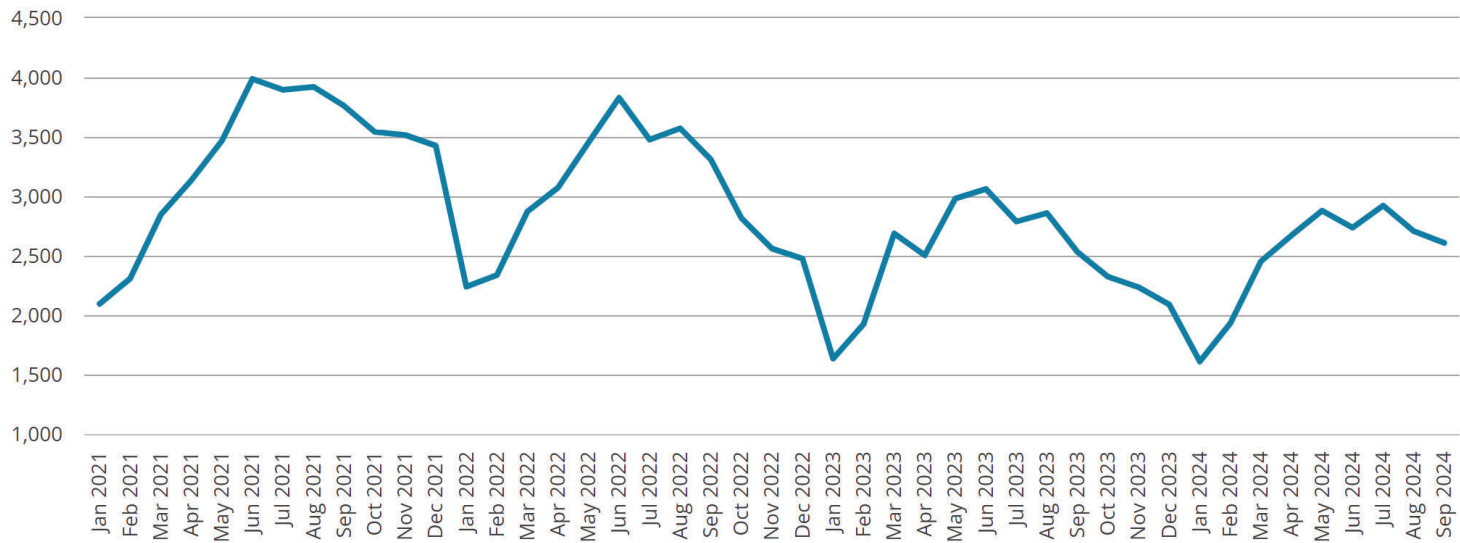


# Closed Sales

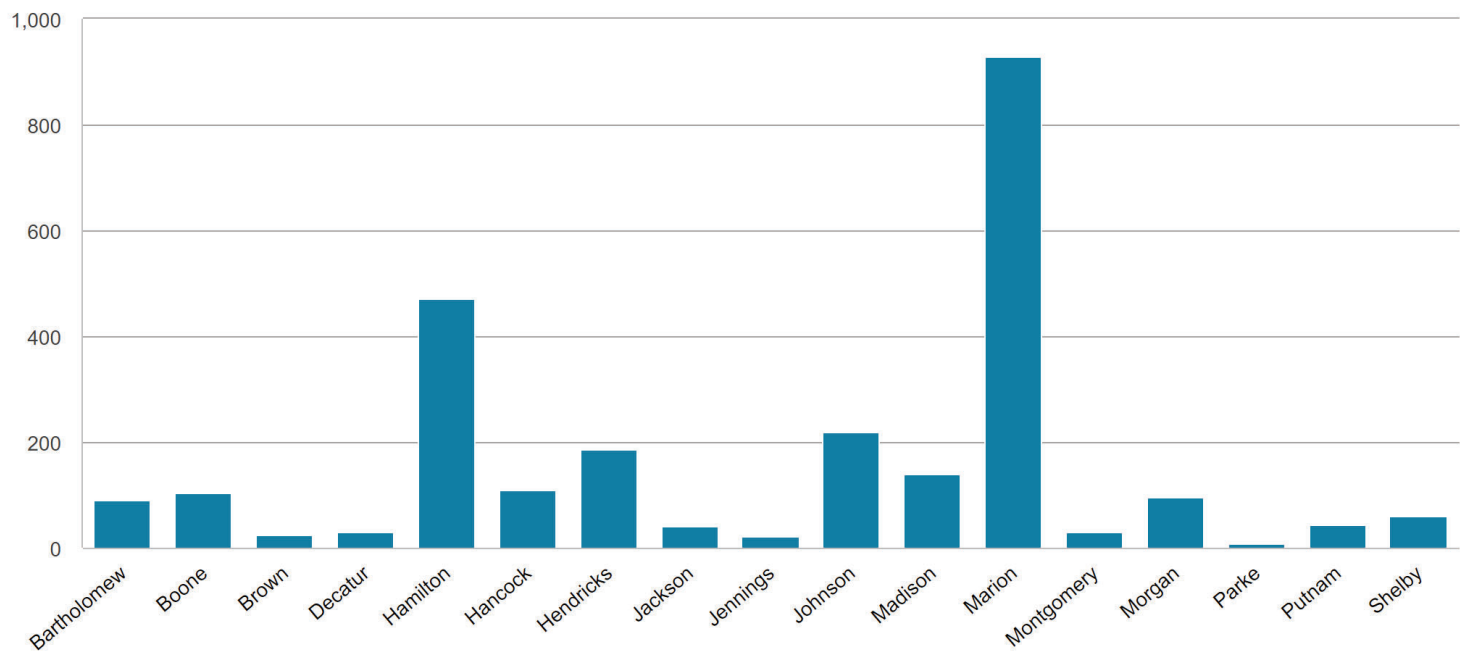
The number of properties that actually sold.

September 2024	Month over Month Change		Year over Year Change		Year to Date Change	
2,608	⬇️	-3.7%	⬆️	3.0%	⬇️	-2.0%

## Historical Activity



## County Comparison



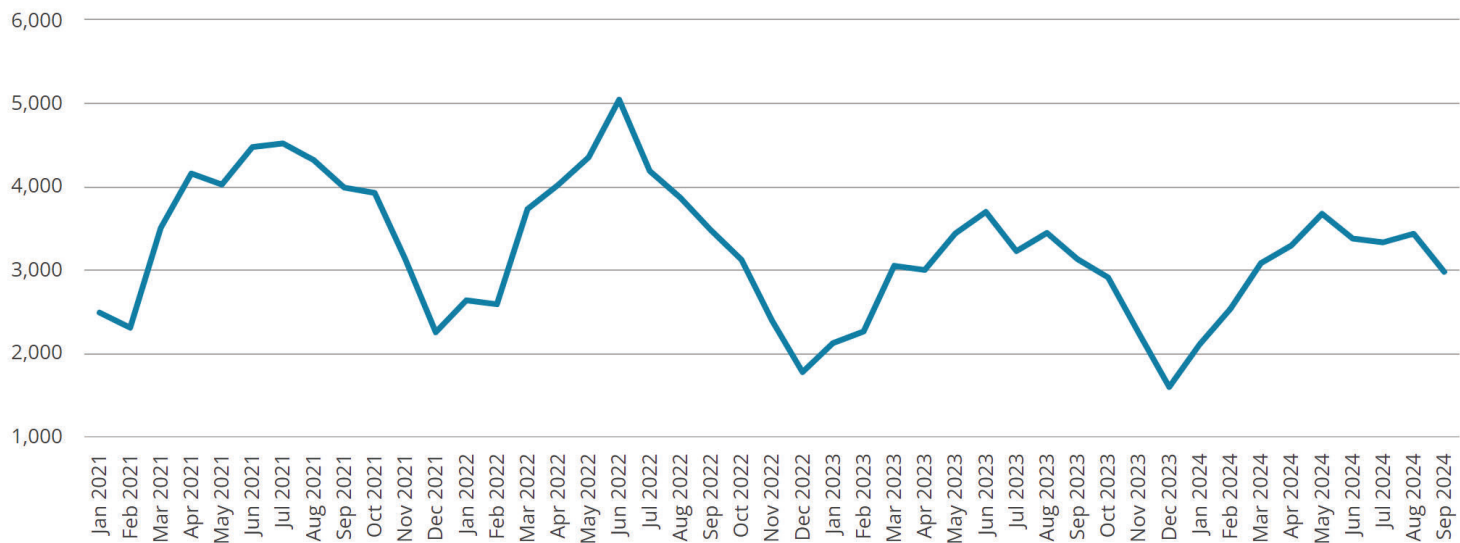


# New Listings

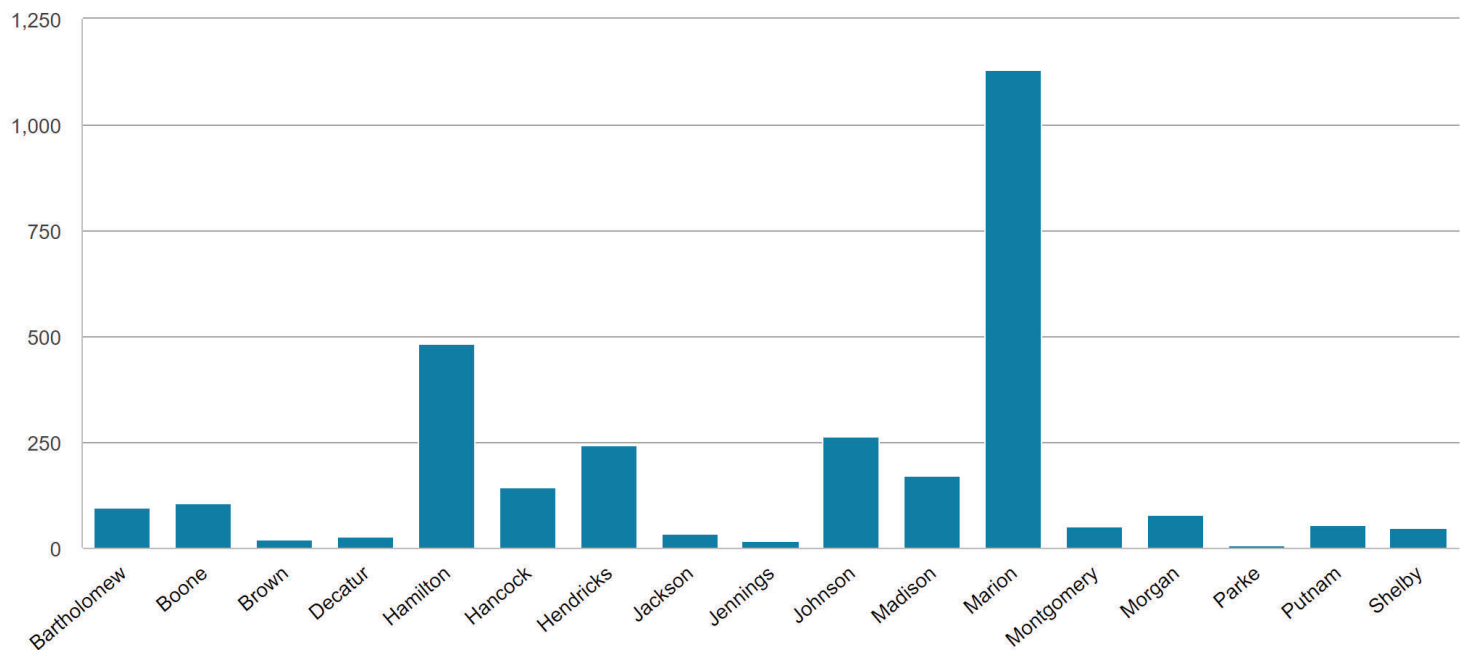
The number of properties listed regardless of current status.

September 2024	Month over Month Change	Year over Year Change	Year to Date Change
2,974	<div> <span>⬇️</span> <span>-13.3%</span> </div>	<div> <span>⬇️</span> <span>-4.8%</span> </div>	<div> <span>⬆️</span> <span>1.6%</span> </div>

## Historical Activity



## County Comparison

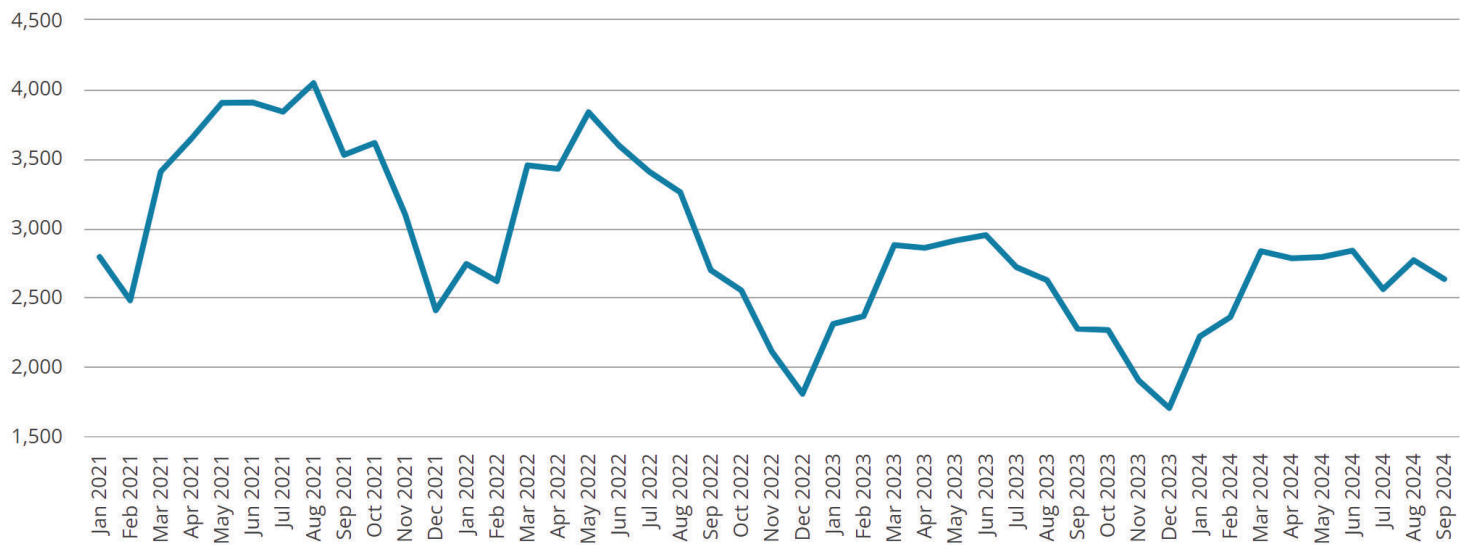


# Pending Sales

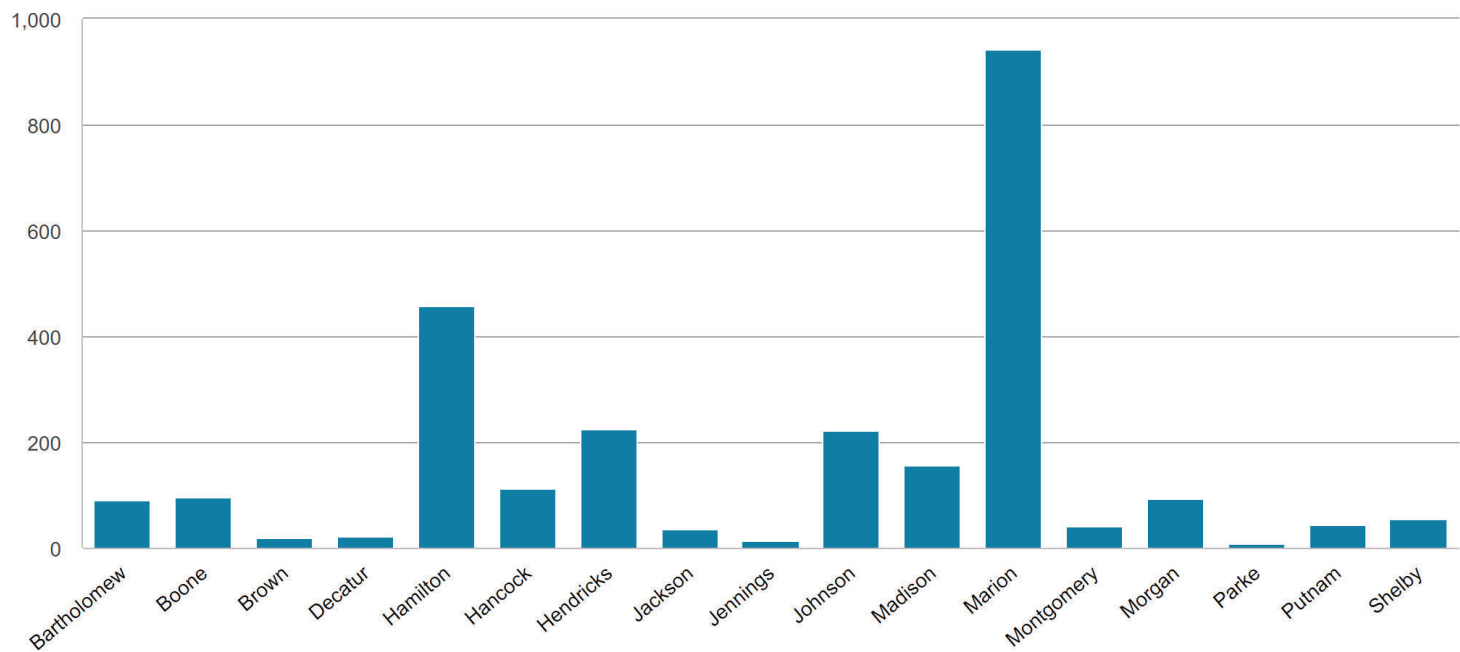
The number of properties newly under contract which are still pending or resulted in a closed sale, based on purchase contract date.

September 2024	Month over Month Change	Year over Year Change	Year to Date Change
2,632	<div> <span>⬇️</span> <span>-4.9%</span> </div>	<div> <span>⬆️</span> <span>15.8%</span> </div>	<div> <span>⬇️</span> <span>-0.4%</span> </div>

## Historical Activity



## County Comparison

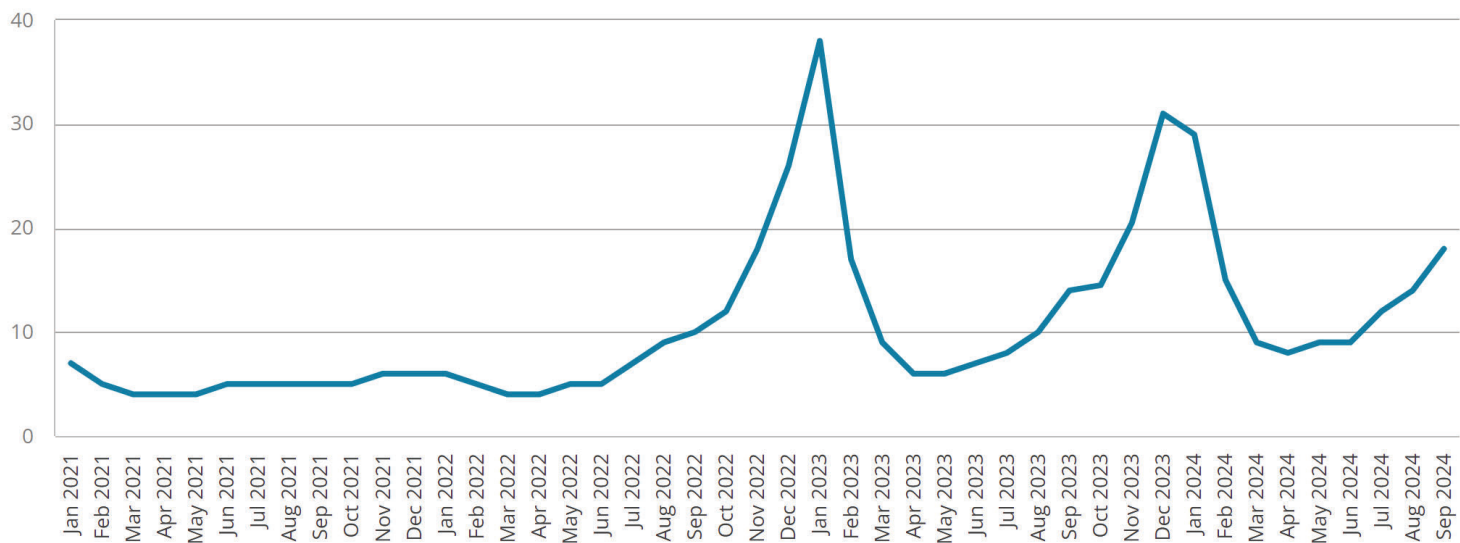


# Cumulative Days on Market

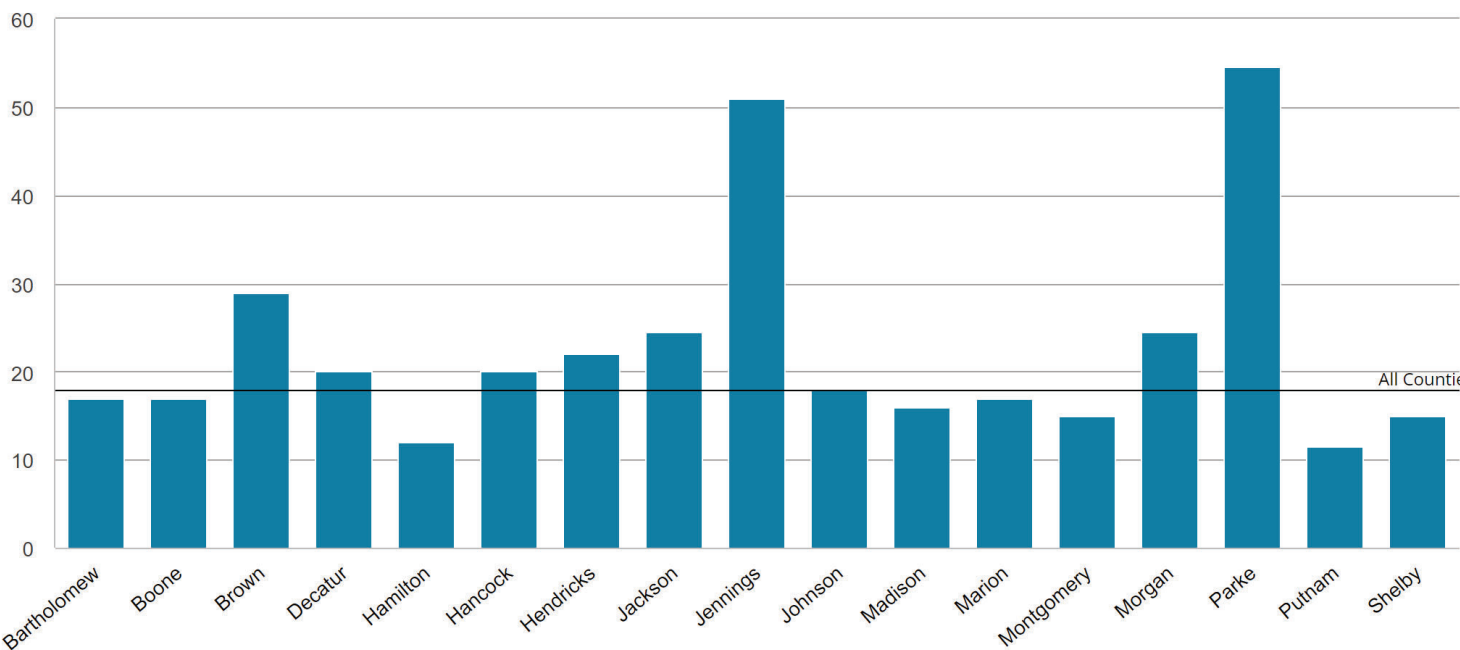
The median number of days between when a property is listed and the purchase contract date.

September 2024	Month over Month Change		Year over Year Change		Year to Date Change	
18	⬆	28.6%	⬆	28.6%	⬆	20.0%

Historical Activity



County Comparison

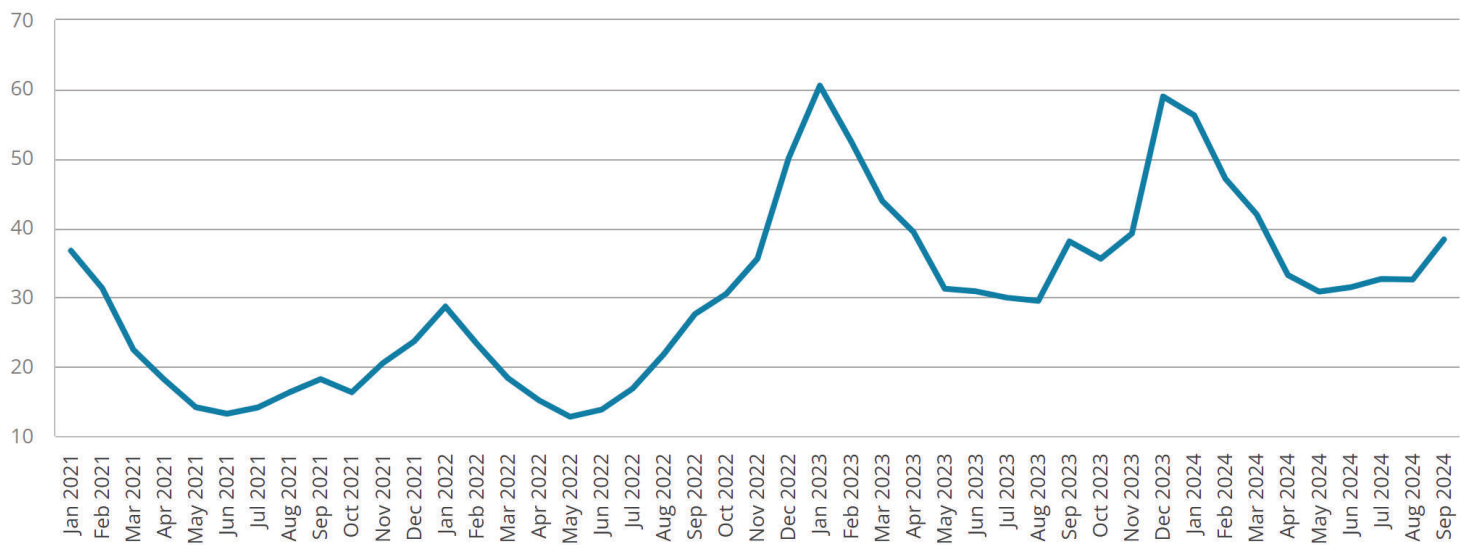


# Average Days on Market

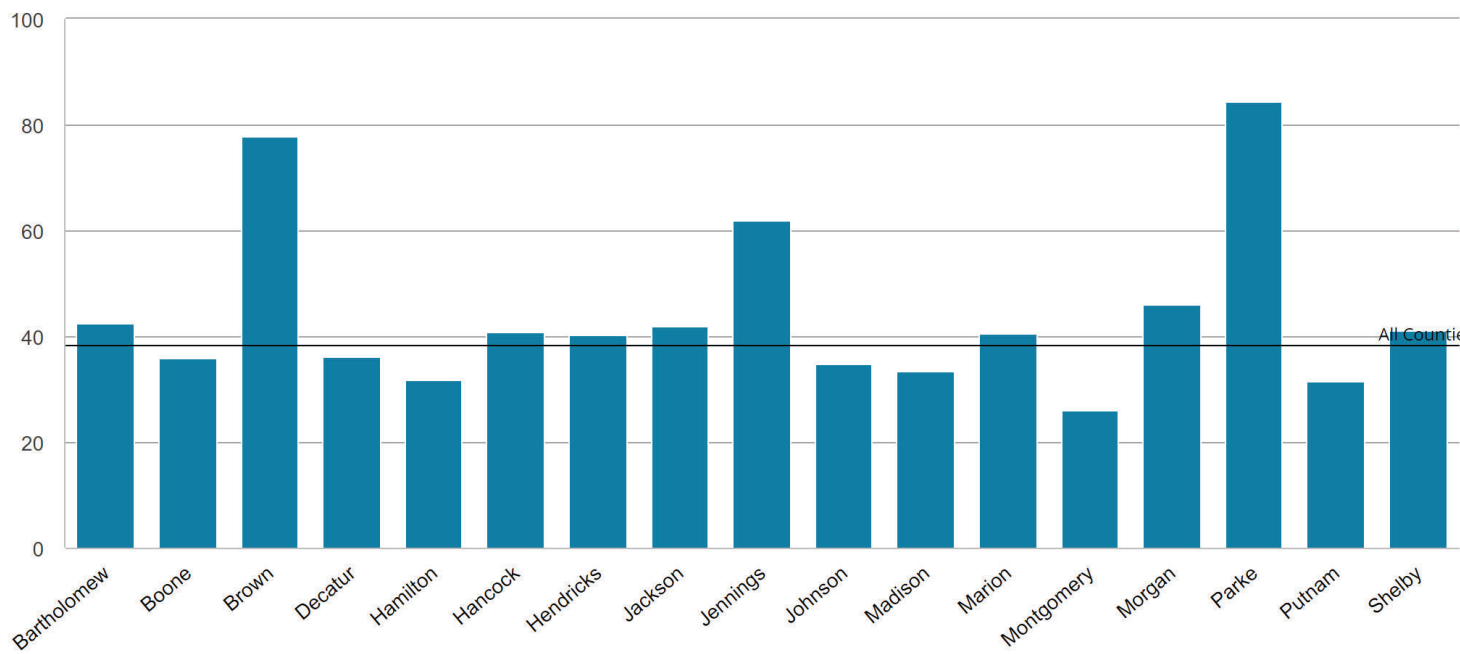
The average number of days between when a property is listed and the purchase contract date.

September 2024	Month over Month Change		Year over Year Change		Year to Date Change
38	⬆️	17.7%	⬆️	0.7%	⬇️ -3.2%

## Historical Activity



## County Comparison



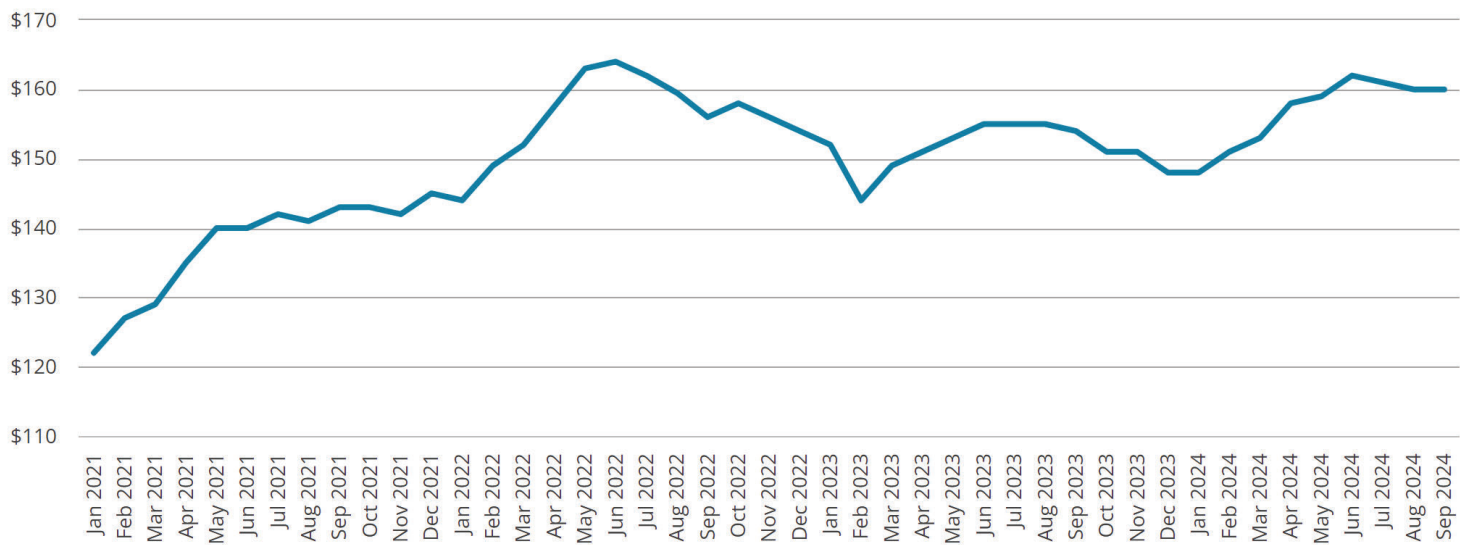


# Price per Square Foot

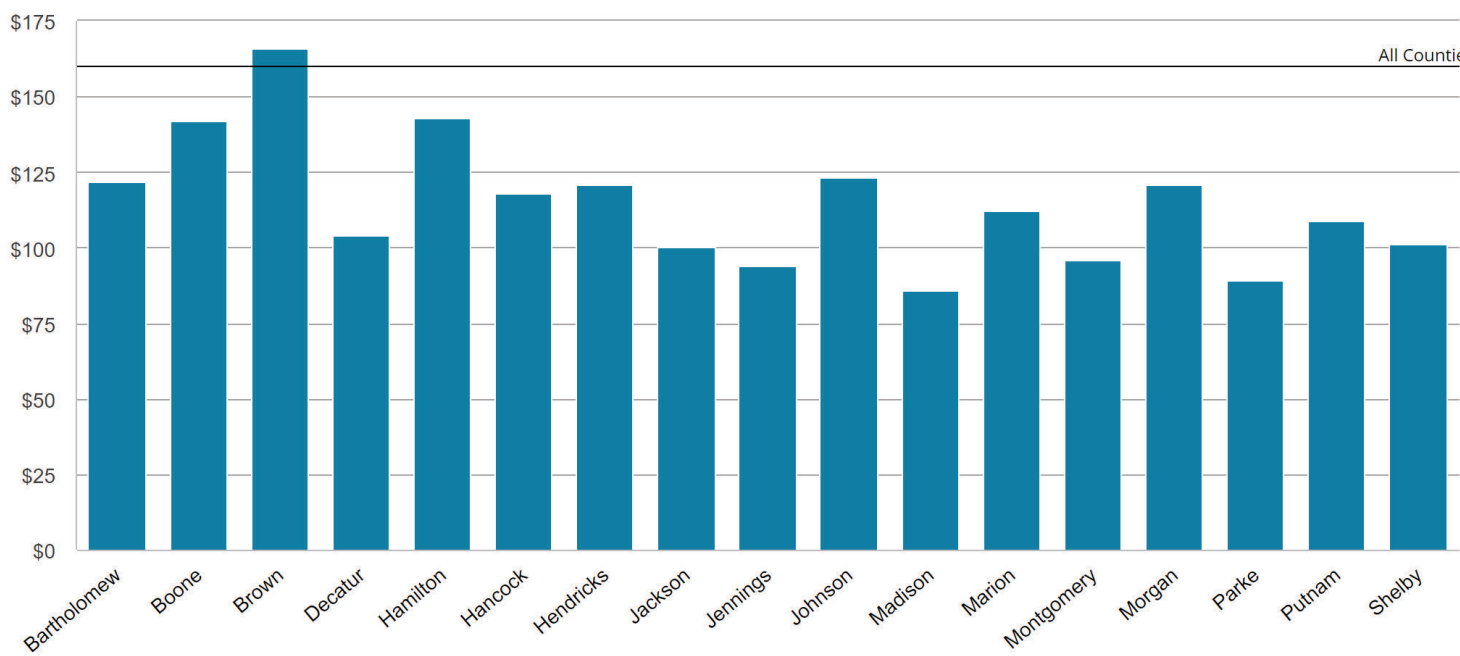
The mid-point (median) of the price per square foot of all closed listings. PPSF is calculated by dividing the sales price by the square footage of a property.

September 2024	Month over Month Change	Year over Year Change	Year to Date Change
\$160	>> 0.0%	>> 3.9%	>> 3.9%

## Historical Activity



## County Comparison

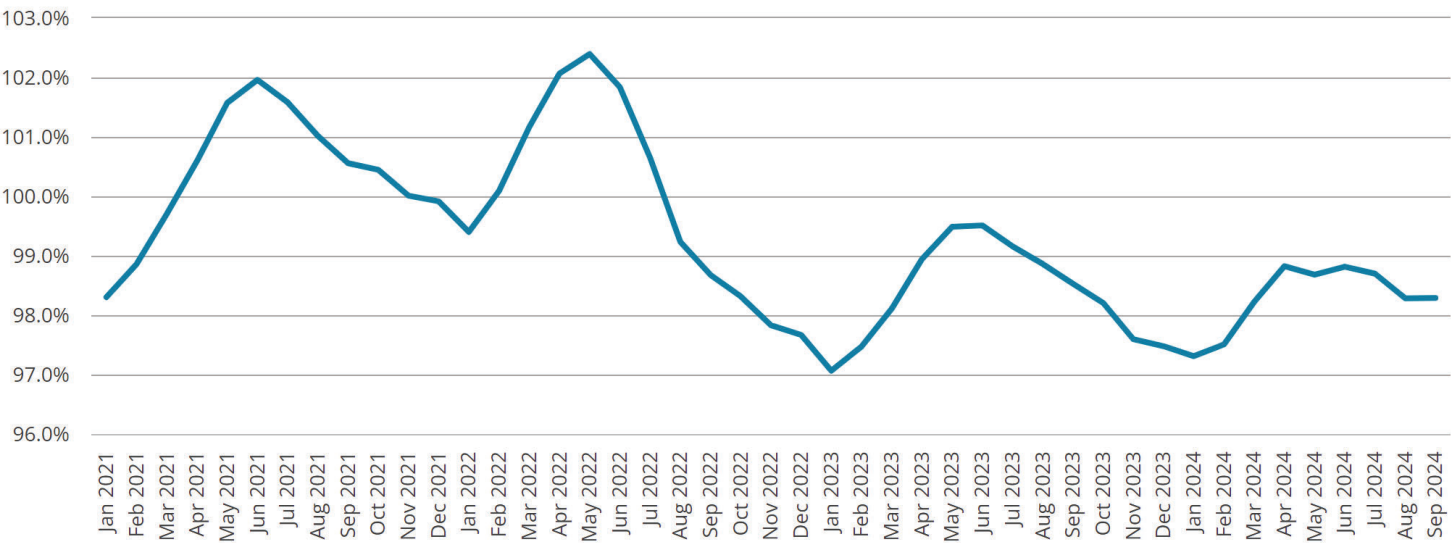


# Percent of List Received

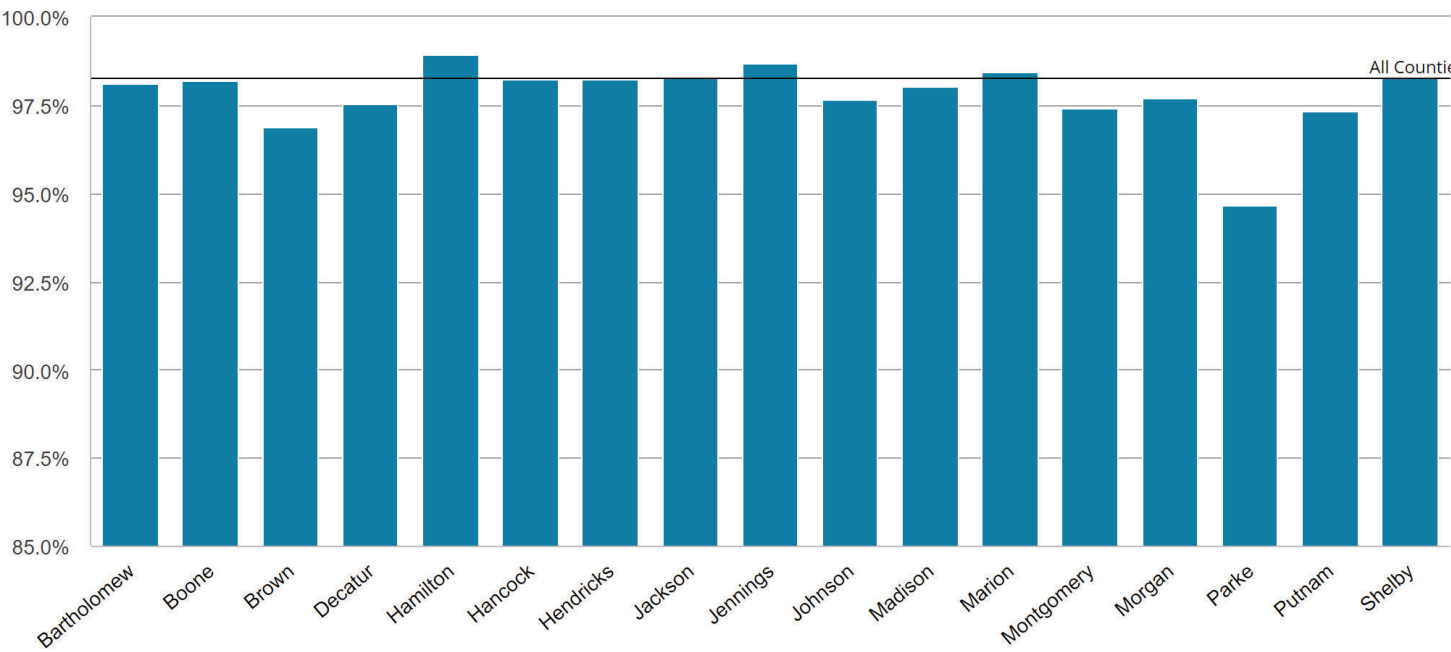
The average of the sales price divided by the final list price expressed as a percentage.

September 2024	Month over Month Change	Year over Year Change	Year to Date Change
98.3%	⬆️ 0.0%	⬇️ -0.2%	⬇️ -0.3%

## Historical Activity



## County Comparison

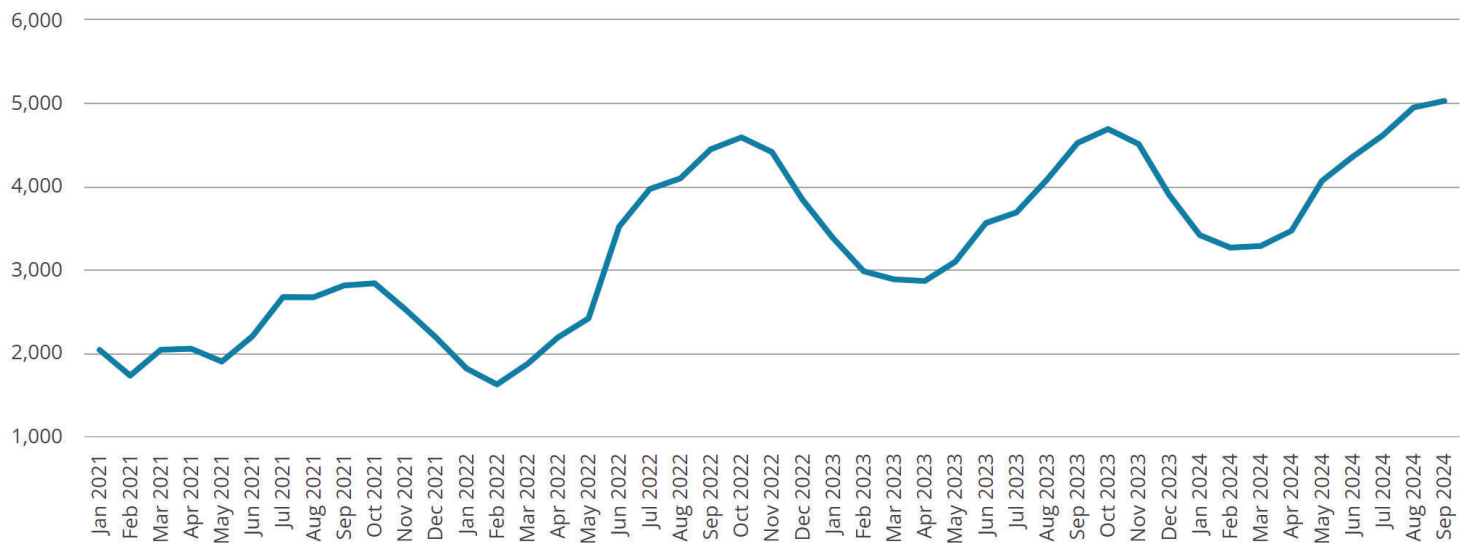


# Active Inventory

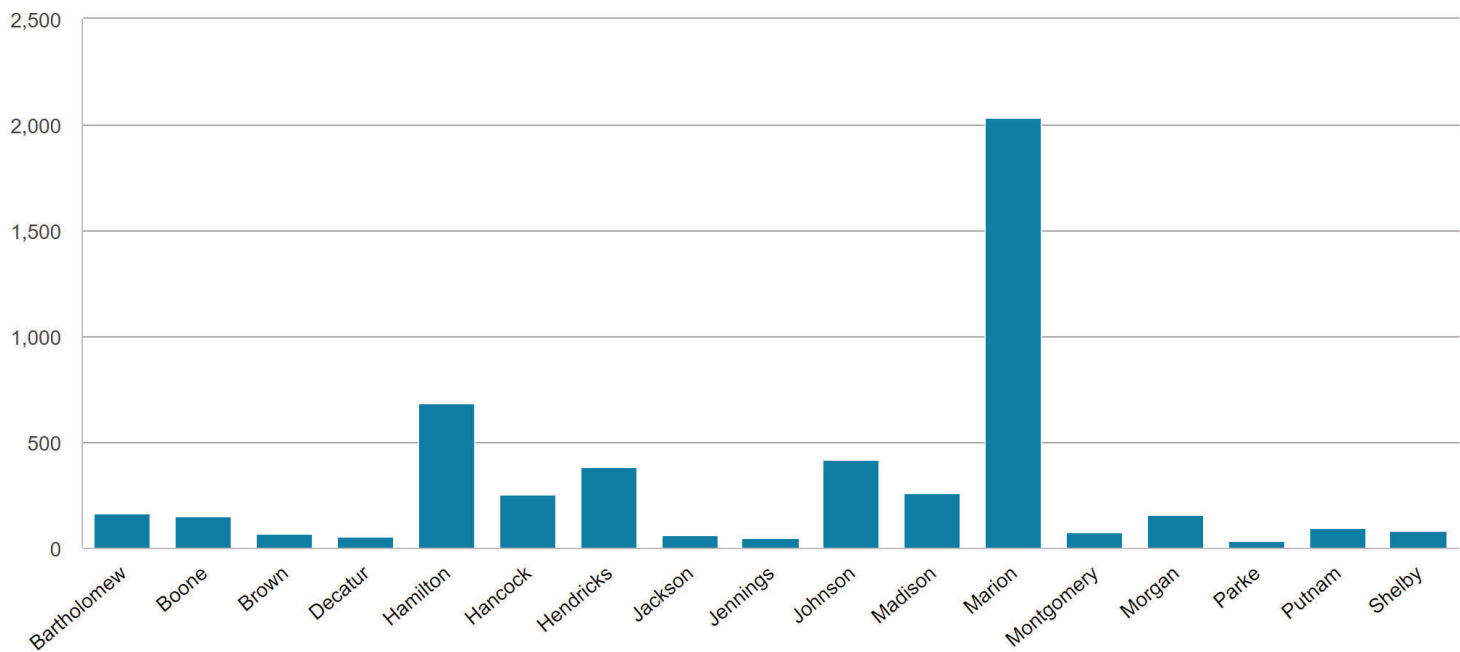
The number of properties available for sale at the end of the month, based on the list date, contract date and close date.

September 2024	Month over Month Change	Year over Year Change	Year to Date Change
5,027	⬆ 1.6%	⬆ 11.2%	—

## Historical Activity



## County Comparison

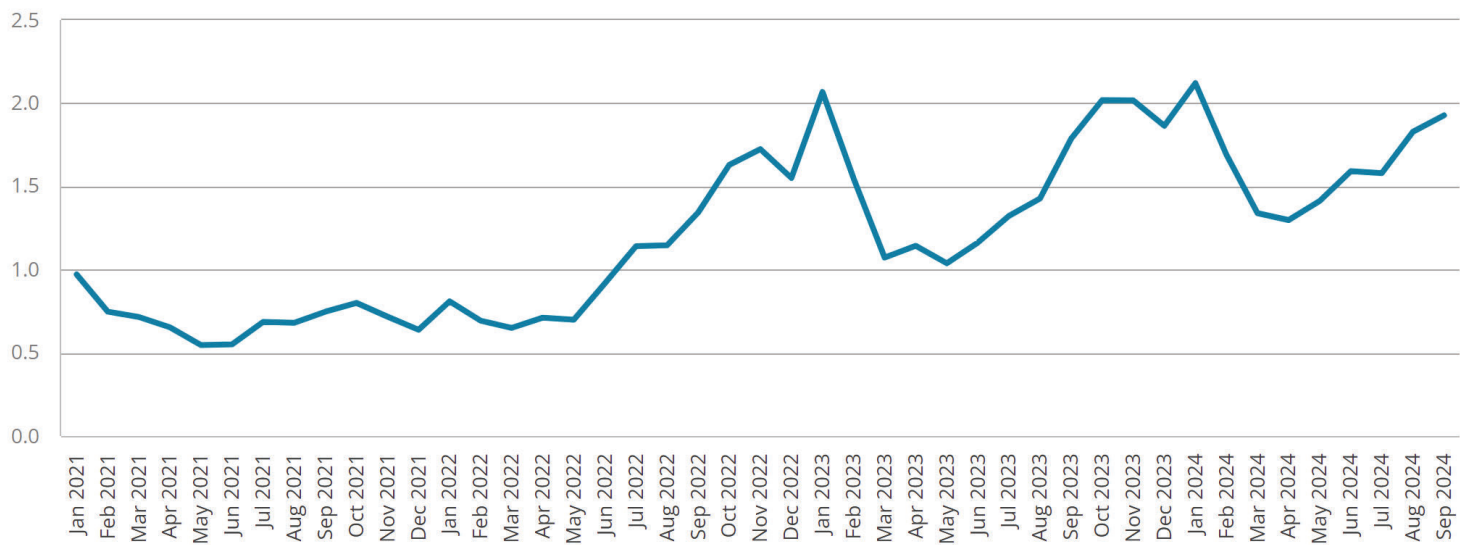


# Months Supply of Inventory

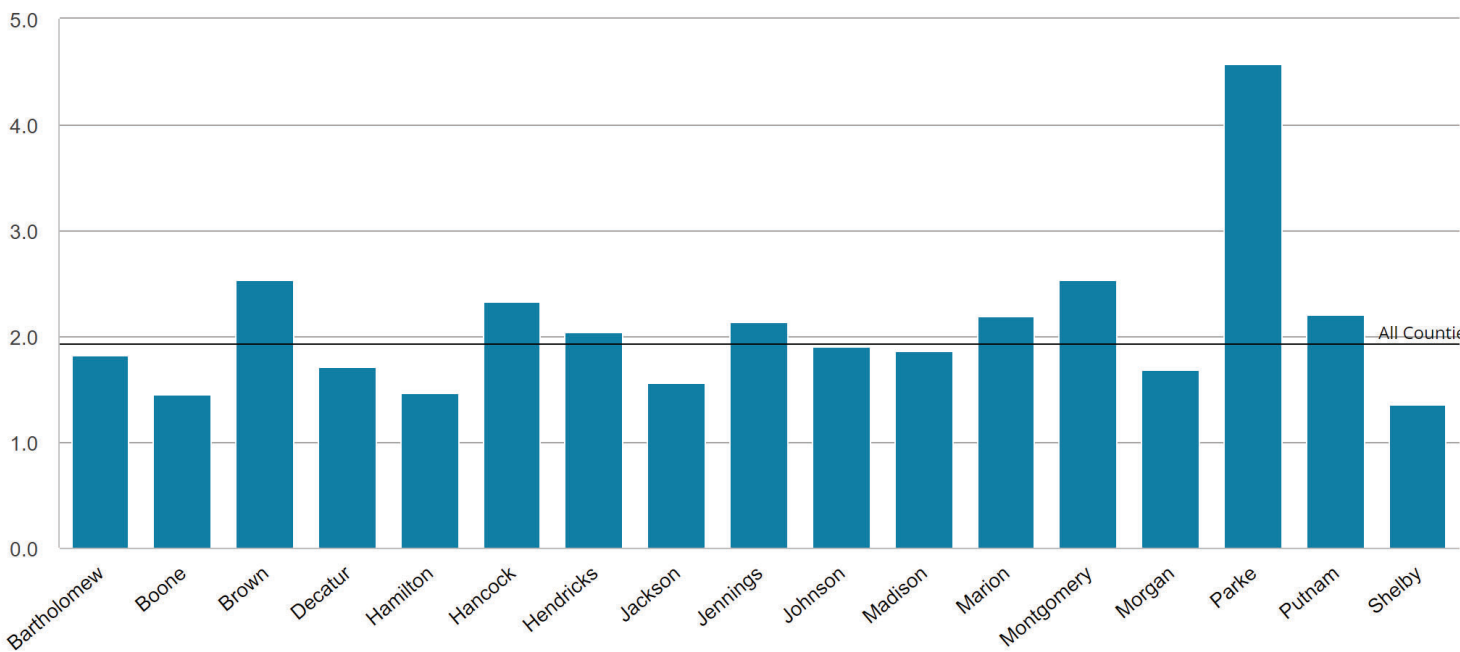
The number of months it would take to sell through the available inventory at the current monthly sales rate. NAR defines a balanced market as between 5 & 7 months of inventory.

September 2024	Month over Month Change		Year over Year Change		Year to Date Change
1.9	⬆	5.4%	⬆	7.9%	—

## Historical Activity



## County Comparison



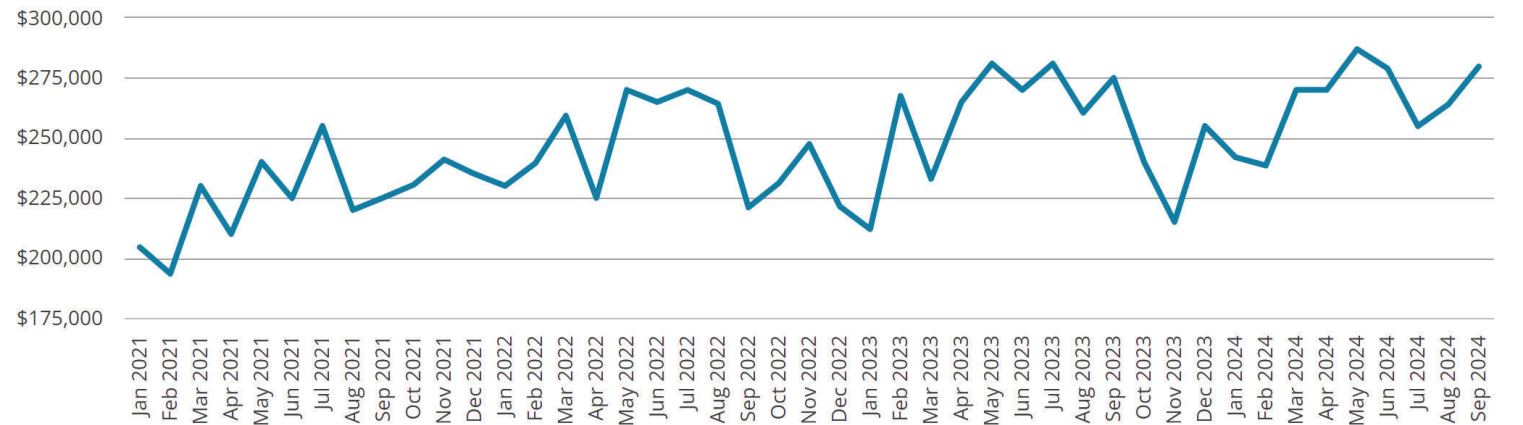


# Bartholomew County

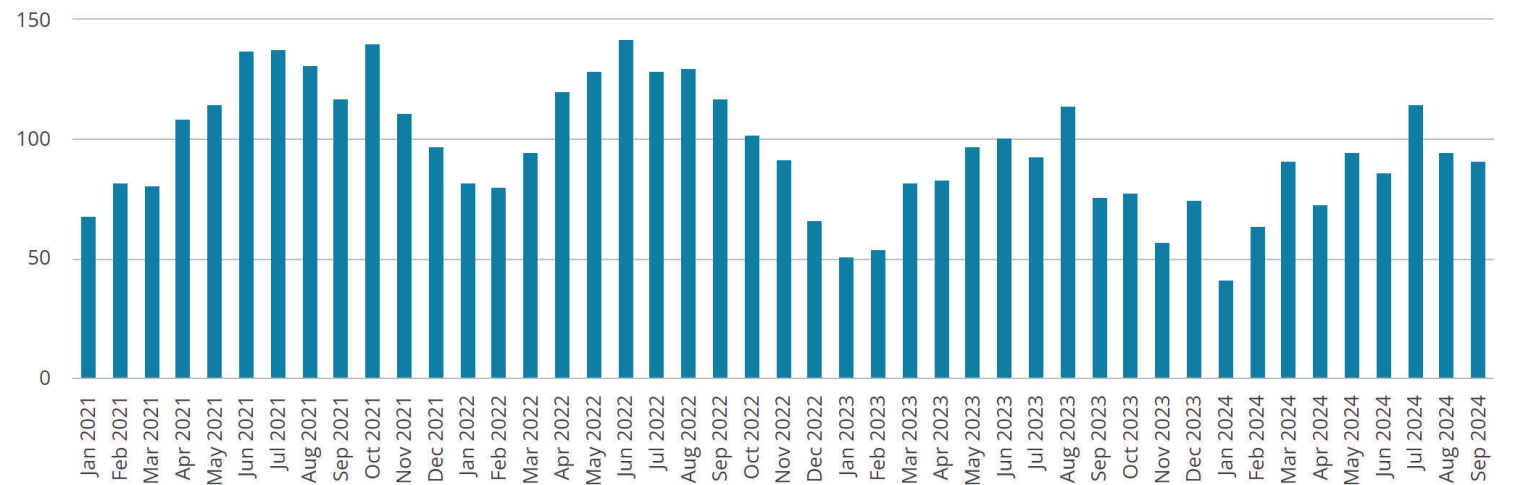
Data for Single Family Residence in Bartholomew County.

	Sep 2024	Aug 2024	MoM	Sep 2023	YoY	2024	2023	YTD
Median Sales Price	\$279,736	\$264,000	⬆️ 6.0%	\$275,000	⬆️ 1.7%	\$264,000	\$260,000	⬆️ 1.5%
Closed Sales	91	95	⬇️ -4.2%	76	⬆️ 19.7%	751	751	⬆️ 0.0%
New Listings	95	117	⬇️ -18.8%	104	⬇️ -8.7%	938	887	⬆️ 5.7%
Pending Sales	90	100	⬇️ -10.0%	73	⬆️ 23.3%	789	770	⬆️ 2.5%
Median Days on Market	17	11	⬆️ 54.5%	9	⬆️ 88.9%	11	8	⬆️ 37.5%
Average Days on Market	42	37	⬆️ 13.4%	24	⬆️ 76.7%	36	33	⬆️ 9.8%
Price per Square Foot	\$151	\$163	⬇️ -7.1%	\$146	⬆️ 3.4%	\$151	\$145	⬆️ 4.1%
% of List Price Received	98.1%	97.9%	⬆️ 0.2%	98.9%	⬇️ -0.8%	97.9%	98.0%	⬇️ -0.1%
Active Inventory	166	157	⬆️ 5.7%	116	⬆️ 43.1%	—	—	—
Months Supply of Inventory	1.8	1.7	⬆️ 10.4%	1.5	⬆️ 19.5%	—	—	—

Median Sales Price



Number of Closed Sales

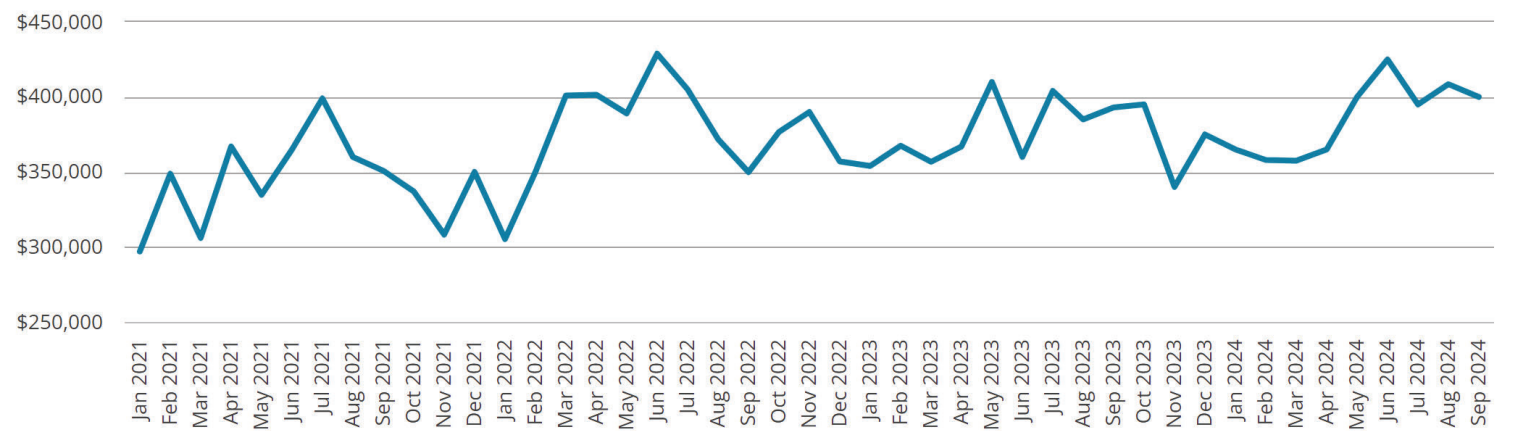


# Boone County

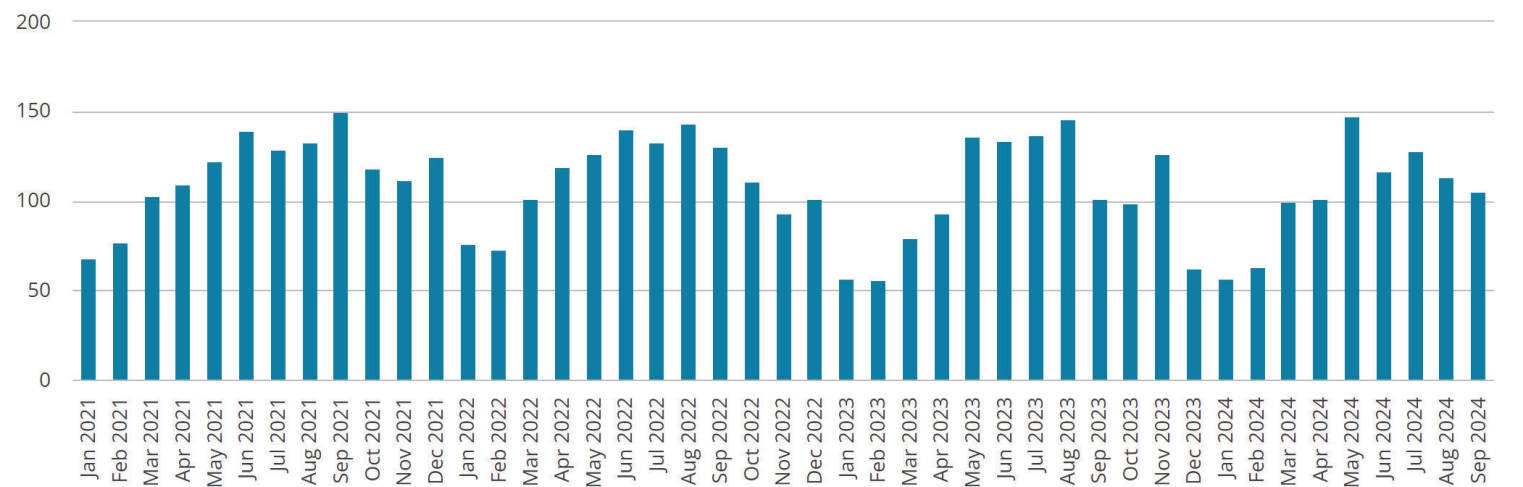
Data for Single Family Residence in Boone County.

	Sep 2024	Aug 2024	MoM	Sep 2023	YoY	2024	2023	YTD
Median Sales Price	\$400,000	\$408,500	▼-2.1%	\$392,990	▲1.8%	\$389,995	\$380,000	▲2.6%
Closed Sales	105	113	▼-7.1%	101	▲4.0%	931	939	▼-0.9%
New Listings	105	111	▼-5.4%	113	▼-7.1%	1,050	1,092	▼-3.8%
Pending Sales	97	103	▼-5.8%	94	▲3.2%	945	986	▼-4.2%
Median Days on Market	17	11	▲54.5%	15	▲13.3%	12	11	▲9.1%
Average Days on Market	36	28	▲28.0%	54	▼-33.4%	36	49	▼-26.3%
Price per Square Foot	\$178	\$167	▲6.6%	\$164	▲8.5%	\$166	\$166	▶0.0%
% of List Price Received	98.2%	97.7%	▲0.5%	99.0%	▼-0.8%	98.3%	99.1%	▼-0.8%
Active Inventory	152	159	▼-4.4%	190	▼-20.0%	—	—	—
Months Supply of Inventory	1.4	1.4	▲2.9%	1.9	▼-23.0%	—	—	—

Median Sales Price



Number of Closed Sales

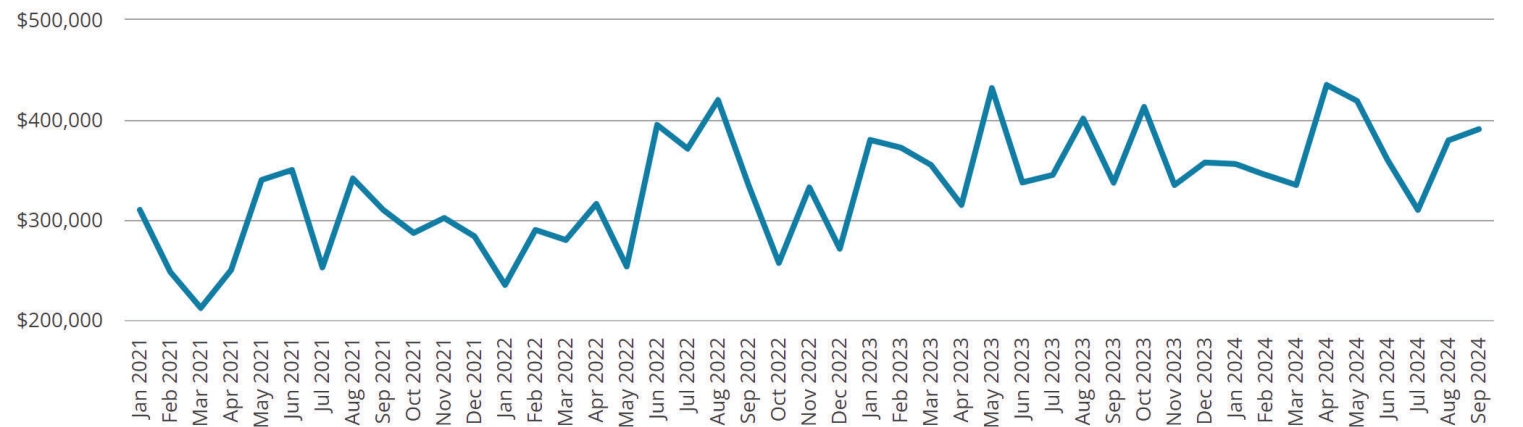


# Brown County

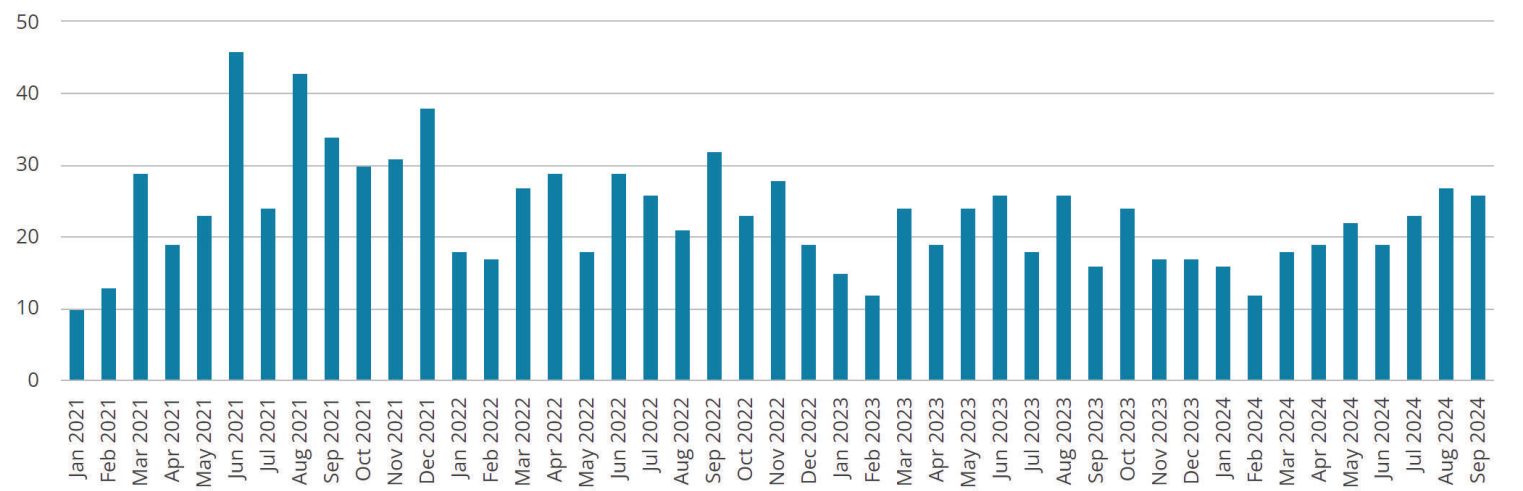
Data for Single Family Residence in Brown County.

	Sep 2024	Aug 2024	MoM	Sep 2023	YoY	2024	2023	YTD
Median Sales Price	\$390,825	\$379,500	▲ 3.0%	\$337,250	▲ 15.9%	\$369,500	\$372,450	▼ -0.8%
Closed Sales	26	27	▼ -3.7%	16	▲ 62.5%	182	180	▲ 1.1%
New Listings	20	38	▼ -47.4%	30	▼ -33.3%	237	246	▼ -3.7%
Pending Sales	19	27	▼ -29.6%	18	▲ 5.6%	179	190	▼ -5.8%
Median Days on Market	29	31	▼ -6.5%	27.5	▲ 5.5%	31	15	▲ 106.7%
Average Days on Market	78	72	▲ 7.9%	71	▲ 9.3%	70	55	▲ 25.9%
Price per Square Foot	\$201	\$189	▲ 6.3%	\$170	▲ 18.6%	\$198	\$207	▼ -4.1%
% of List Price Received	96.9%	94.0%	▲ 3.0%	97.1%	▼ -0.3%	96.0%	96.0%	▼ 0.0%
Active Inventory	66	72	▼ -8.3%	57	▲ 15.8%	—	—	—
Months Supply of Inventory	2.5	2.7	▼ -4.8%	3.6	▼ -28.7%	—	—	—

Median Sales Price



Number of Closed Sales

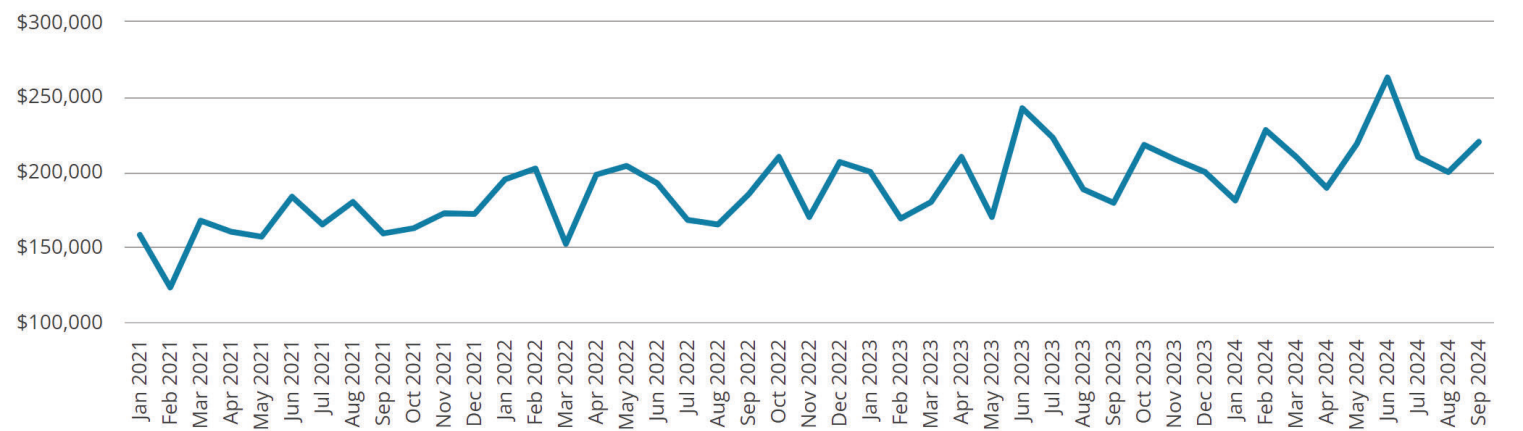


# Decatur County

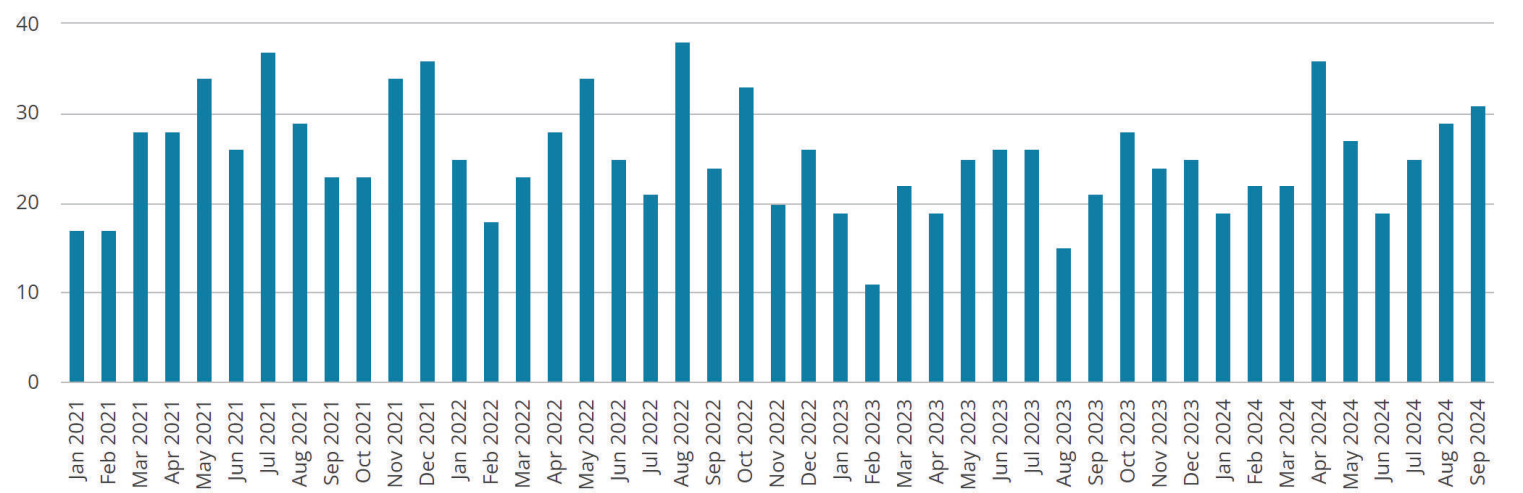
Data for Single Family Residence in Decatur County.

	Sep 2024	Aug 2024	MoM	Sep 2023	YoY	2024	2023	YTD
Median Sales Price	\$220,000	\$199,900	▲ 10.1%	\$179,450	▲ 22.6%	\$204,950	\$194,900	▲ 5.2%
Closed Sales	31	29	▲ 6.9%	21	▲ 47.6%	230	184	▲ 25.0%
New Listings	28	35	▼ -20.0%	37	▼ -24.3%	280	253	▲ 10.7%
Pending Sales	21	26	▼ -19.2%	27	▼ -22.2%	232	195	▲ 19.0%
Median Days on Market	20	7	▲ 185.7%	15	▲ 33.3%	12	13	▼ -7.7%
Average Days on Market	36	22	▲ 63.4%	25	▲ 43.7%	36	36	▼ -1.6%
Price per Square Foot	\$134	\$138	▼ -2.9%	\$137	▼ -2.2%	\$137	\$137	▶ 0.0%
% of List Price Received	97.5%	97.9%	▼ -0.3%	94.8%	▲ 2.9%	97.2%	96.8%	▲ 0.4%
Active Inventory	53	50	▲ 6.0%	60	▼ -11.7%	—	—	—
Months Supply of Inventory	1.7	1.7	▼ -0.8%	2.9	▼ -40.2%	—	—	—

Median Sales Price



Number of Closed Sales



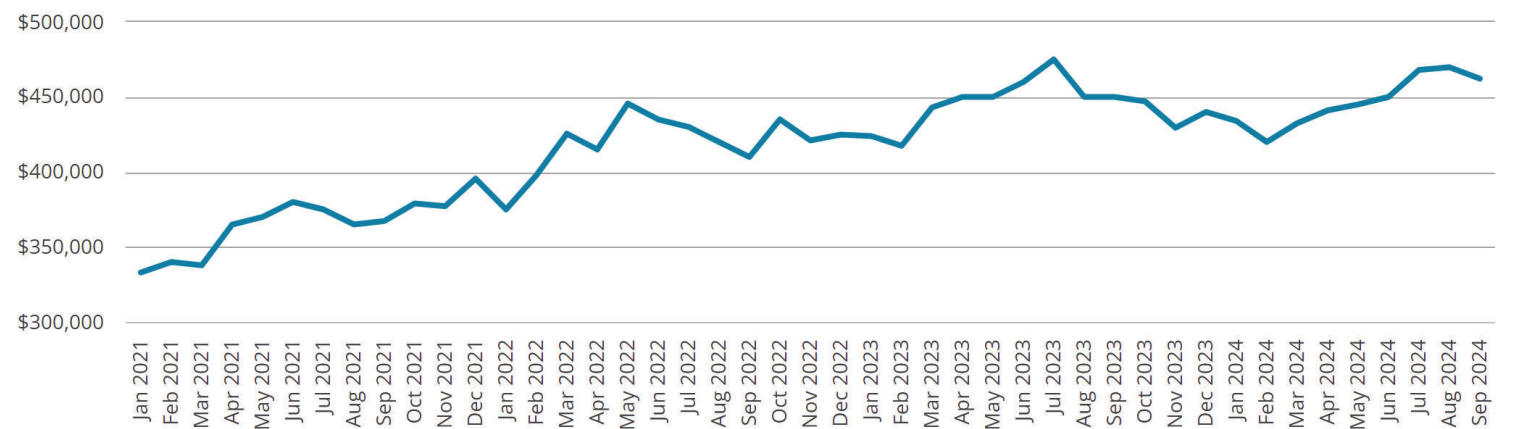


# Hamilton County

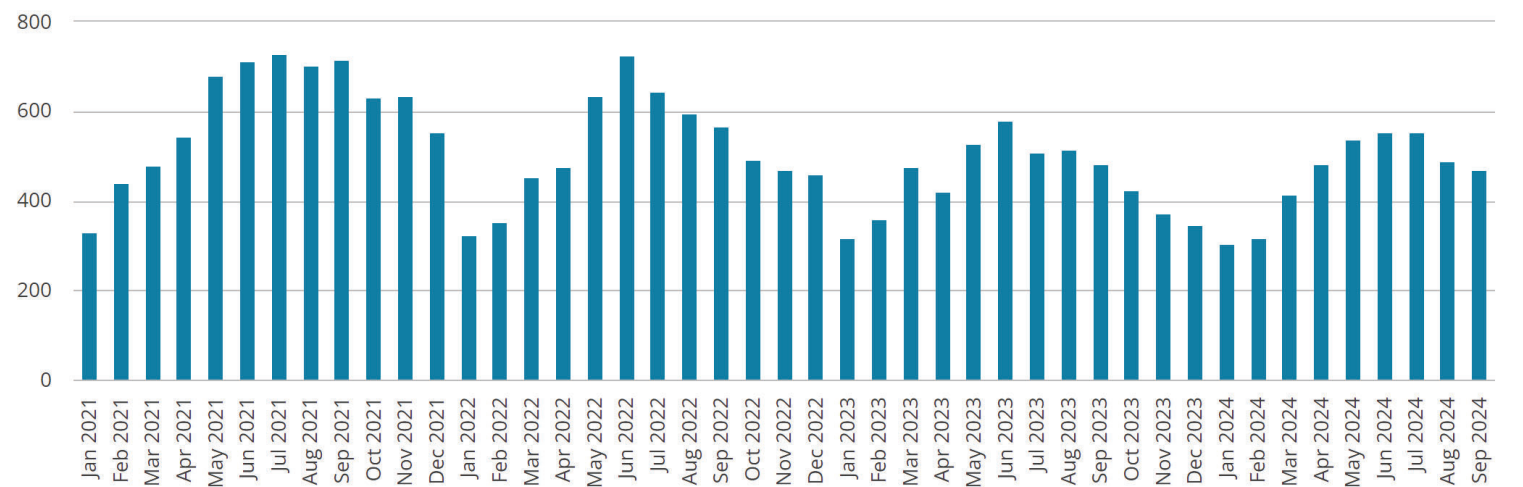
Data for Single Family Residence in Hamilton County.

	Sep 2024	Aug 2024	MoM	Sep 2023	YoY	2024	2023	YTD
Median Sales Price	\$462,175	\$469,800	▼ -1.6%	\$450,000	▲ 2.7%	\$449,900	\$450,000	▼ 0.0%
Closed Sales	470	489	▼ -3.9%	483	▼ -2.7%	4,125	4,187	▼ -1.5%
New Listings	484	517	▼ -6.4%	483	▲ 0.2%	4,764	4,691	▲ 1.6%
Pending Sales	456	461	▼ -1.1%	375	▲ 21.6%	4,203	4,223	▼ -0.5%
Median Days on Market	12	14.5	▼ -17.2%	12	▶ 0.0%	9	7	▲ 21.4%
Average Days on Market	32	30	▲ 7.6%	32	▲ 0.6%	32	31	▲ 3.2%
Price per Square Foot	\$179	\$182	▼ -1.9%	\$176	▲ 1.4%	\$178	\$173	▲ 2.9%
% of List Price Received	98.9%	98.9%	▲ 0.0%	99.3%	▼ -0.4%	99.2%	99.6%	▼ -0.4%
Active Inventory	686	696	▼ -1.4%	620	▲ 10.6%	—	—	—
Months Supply of Inventory	1.5	1.4	▲ 2.5%	1.3	▲ 13.7%	—	—	—

Median Sales Price



Number of Closed Sales

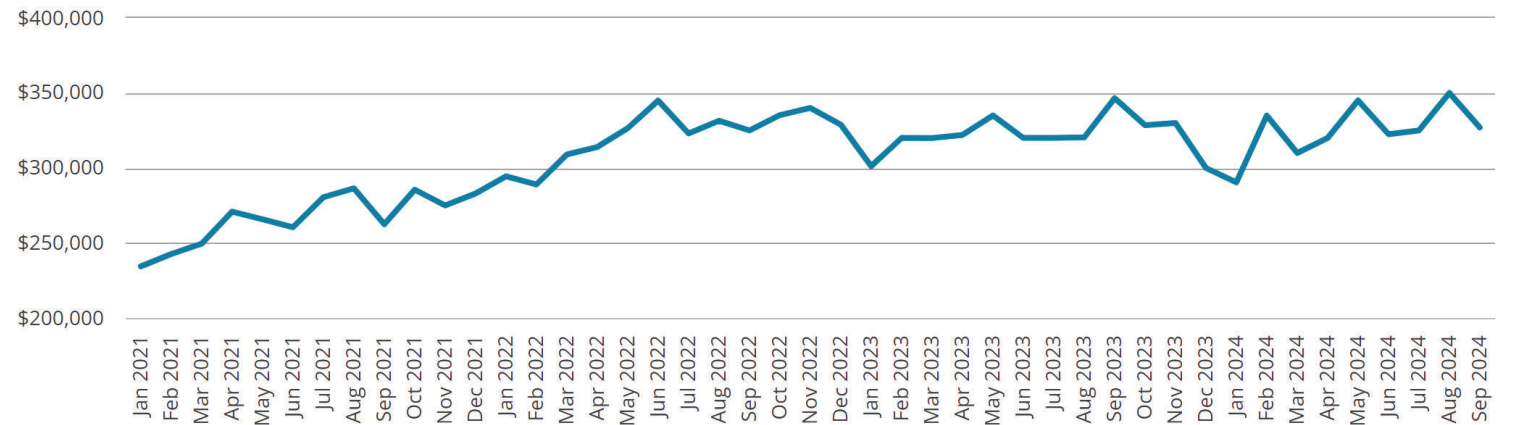


# Hancock County

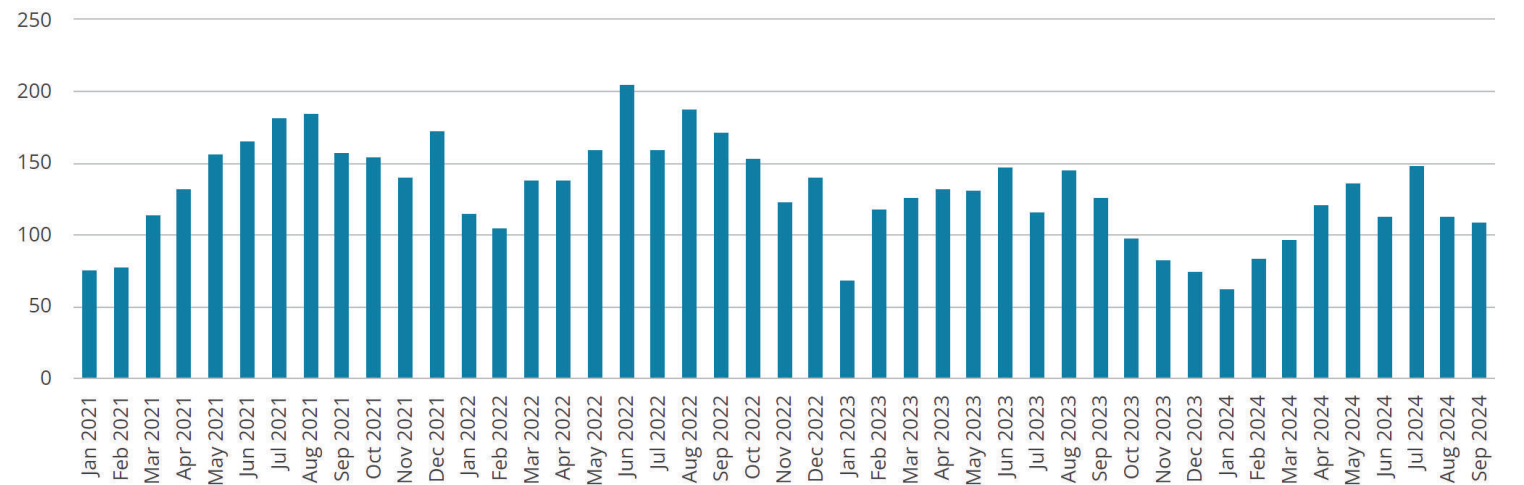
Data for Single Family Residence in Hancock County.

	Sep 2024	Aug 2024	MoM	Sep 2023	YoY	2024	2023	YTD
Median Sales Price	\$327,000	\$350,000	▼ -6.6%	\$346,479	▼ -5.6%	\$327,250	\$325,000	▲ 0.7%
Closed Sales	109	113	▼ -3.5%	127	▼ -14.2%	986	1,116	▼ -11.6%
New Listings	144	142	▲ 1.4%	118	▲ 22.0%	1,232	1,151	▲ 7.0%
Pending Sales	113	113	▶ 0.0%	102	▲ 10.8%	1,039	1,116	▼ -6.9%
Median Days on Market	20	19	▲ 5.3%	14	▲ 42.9%	15	17	▼ -11.8%
Average Days on Market	41	37	▲ 9.8%	47	▼ -13.9%	42	59	▼ -27.7%
Price per Square Foot	\$160	\$163	▼ -1.5%	\$154	▲ 3.9%	\$157	\$152	▲ 3.3%
% of List Price Received	98.2%	98.7%	▼ -0.5%	98.2%	▲ 0.1%	98.5%	98.5%	▼ 0.0%
Active Inventory	254	226	▲ 12.4%	178	▲ 42.7%	—	—	—
Months Supply of Inventory	2.3	2.0	▲ 16.5%	1.4	▲ 66.3%	—	—	—

Median Sales Price



Number of Closed Sales

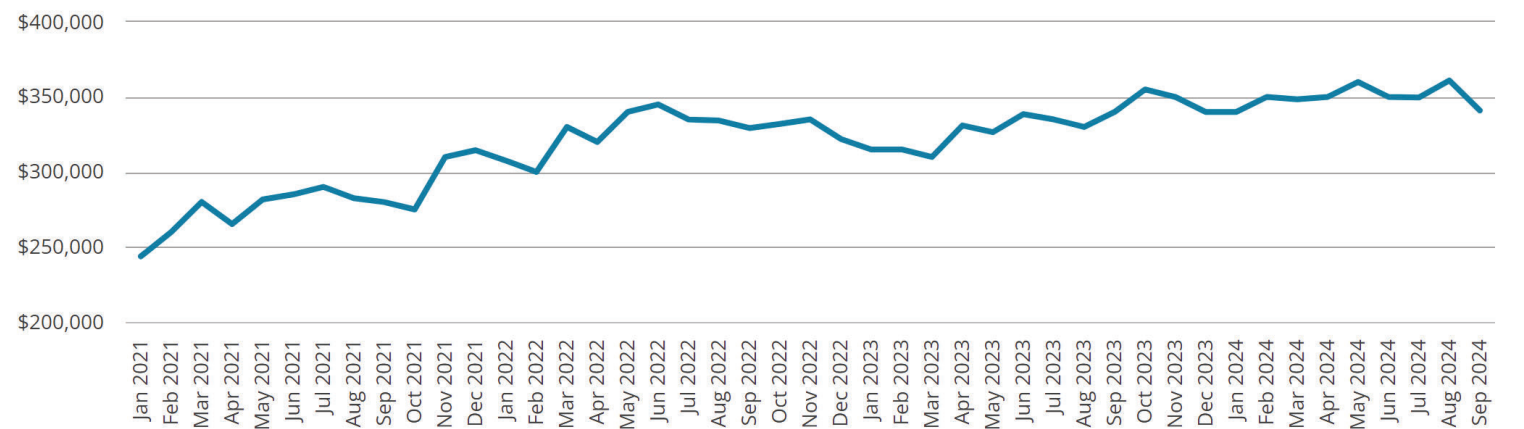


# Hendricks County

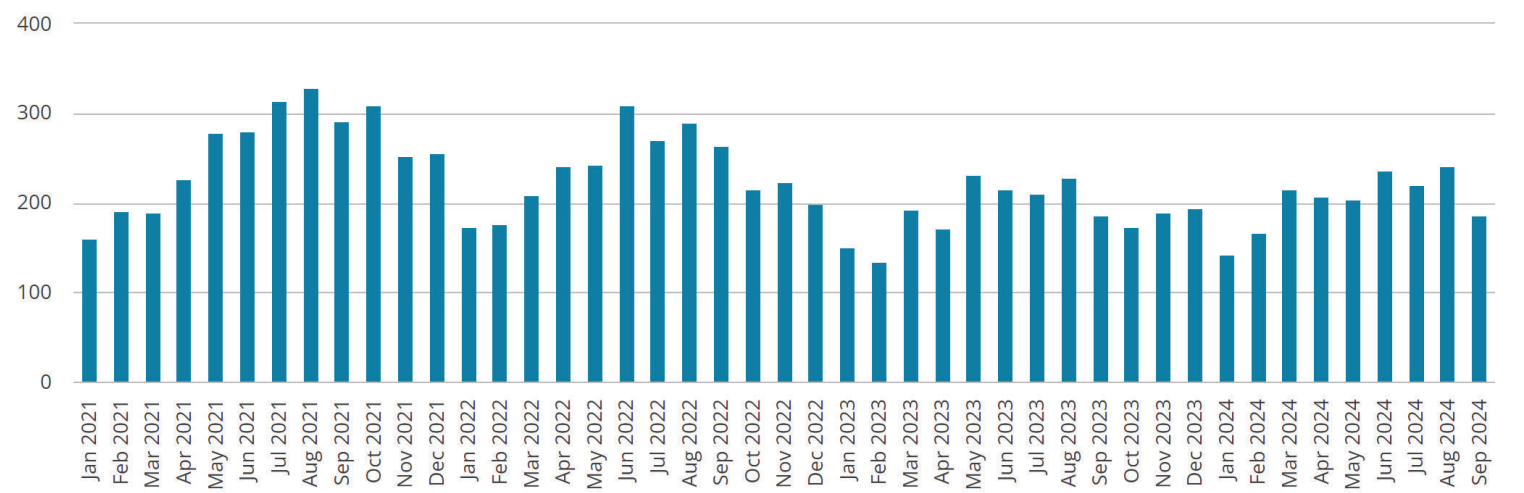
Data for Single Family Residence in Hendricks County.

	Sep 2024	Aug 2024	MoM	Sep 2023	YoY	2024	2023	YTD
Median Sales Price	\$341,000	\$361,000	▼-5.5%	\$340,000	▲0.3%	\$350,000	\$328,924	▲6.4%
Closed Sales	187	241	▼-22.4%	187	▶0.0%	1,821	1,725	▲5.6%
New Listings	243	245	▼-0.8%	230	▲5.7%	2,196	2,019	▲8.8%
Pending Sales	225	219	▲2.7%	189	▲19.0%	1,921	1,753	▲9.6%
Median Days on Market	22	18	▲22.2%	16	▲37.5%	16	9	▲77.8%
Average Days on Market	40	36	▲11.0%	33	▲22.4%	40	35	▲13.6%
Price per Square Foot	\$164	\$153	▲7.5%	\$158	▲3.8%	\$159	\$158	▲0.6%
% of List Price Received	98.2%	98.6%	▼-0.3%	98.6%	▼-0.4%	98.6%	99.0%	▼-0.4%
Active Inventory	381	378	▲0.8%	350	▲8.9%	—	—	—
Months Supply of Inventory	2.0	1.6	▲29.9%	1.9	▲8.9%	—	—	—

Median Sales Price



Number of Closed Sales



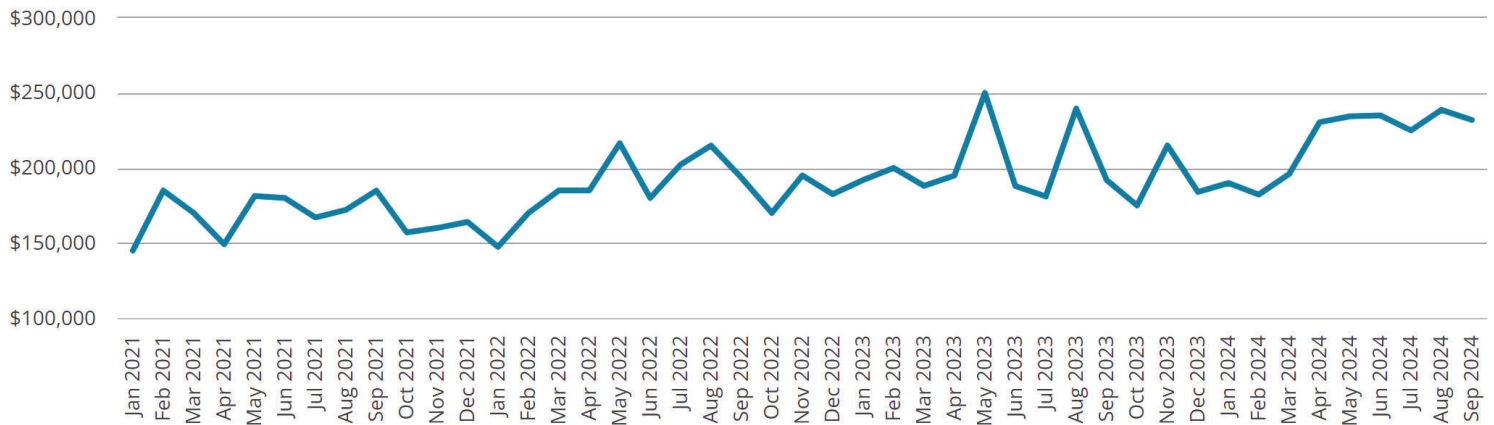
# Jackson County



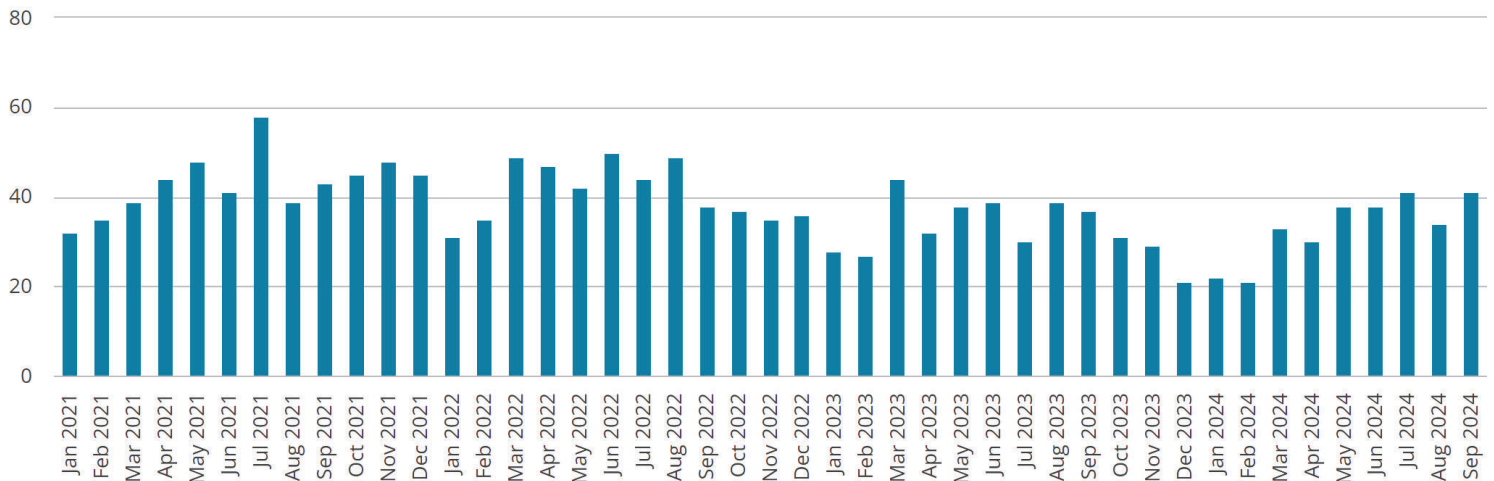
Data for Single Family Residence in Jackson County.

	Sep 2024	Aug 2024	MoM	Sep 2023	YoY	2024	2023	YTD
Median Sales Price	\$232,000	\$238,700	▼ -2.8%	\$192,000	▲ 20.8%	\$221,000	\$200,000	▲ 10.5%
Closed Sales	41	34	▲ 20.6%	37	▲ 10.8%	298	314	▼ -5.1%
New Listings	33	57	▼ -42.1%	38	▼ -13.2%	359	332	▲ 8.1%
Pending Sales	34	42	▼ -19.0%	23	▲ 47.8%	306	316	▼ -3.2%
Median Days on Market	24.5	11	▲ 122.7%	13	▲ 88.5%	12	9	▲ 33.3%
Average Days on Market	42	33	▲ 26.4%	44	▼ -5.0%	43	32	▲ 35.9%
Price per Square Foot	\$154	\$151	▲ 2.0%	\$129	▲ 19.4%	\$146	\$136	▲ 7.4%
% of List Price Received	98.3%	97.4%	▲ 0.9%	96.8%	▲ 1.5%	98.1%	98.4%	▼ -0.4%
Active Inventory	64	67	▼ -4.5%	49	▲ 30.6%	—	—	—
Months Supply of Inventory	1.6	2.0	▼ -20.8%	1.3	▲ 17.9%	—	—	—

Median Sales Price



Number of Closed Sales



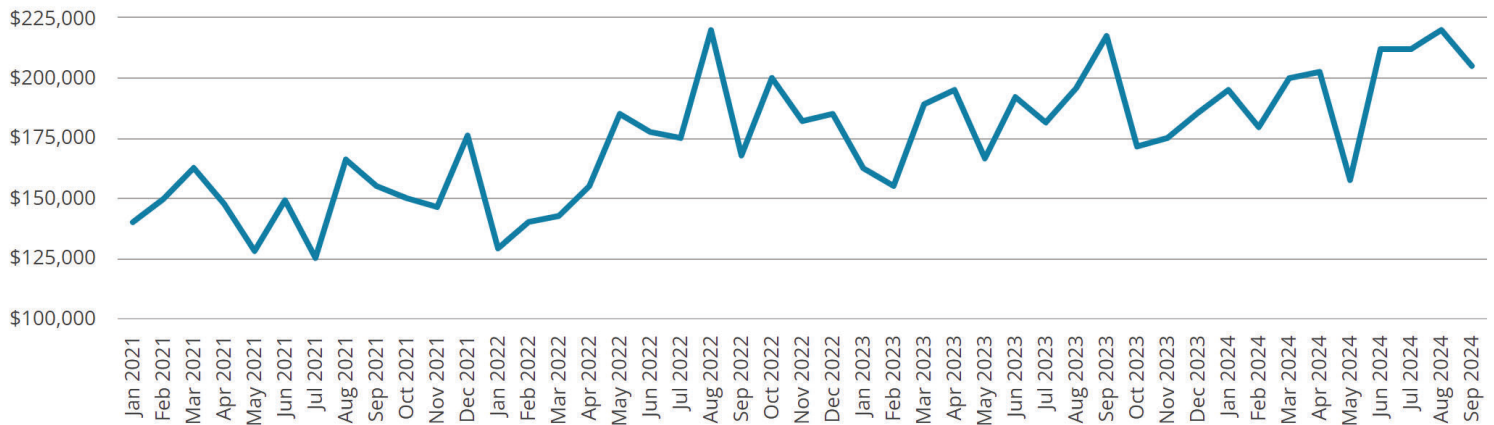


# Jennings County

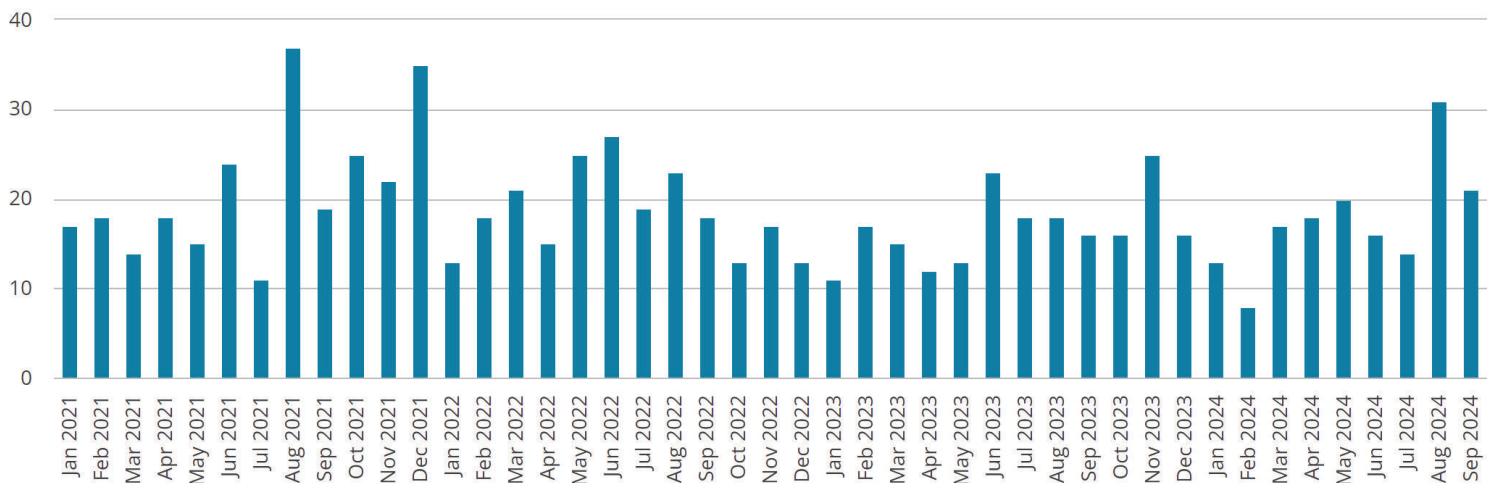
Data for Single Family Residence in Jennings County.

	Sep 2024	Aug 2024	MoM	Sep 2023	YoY	2024	2023	YTD
Median Sales Price	\$205,000	\$220,000	▼ -6.8%	\$217,500	▼ -5.7%	\$199,900	\$189,000	▲ 5.8%
Closed Sales	21	31	▼ -32.3%	16	▲ 31.3%	158	143	▲ 10.5%
New Listings	18	26	▼ -30.8%	26	▼ -30.8%	209	180	▲ 16.1%
Pending Sales	15	30	▼ -50.0%	17	▼ -11.8%	166	150	▲ 10.7%
Median Days on Market	51	17.5	▲ 191.4%	8	▲ 537.5%	15	7	▲ 114.3%
Average Days on Market	62	37	▲ 66.5%	22	▲ 175.6%	46	32	▲ 46.3%
Price per Square Foot	\$160	\$145	▲ 10.3%	\$133	▲ 20.3%	\$139	\$123	▲ 13.0%
% of List Price Received	98.7%	95.0%	▲ 3.8%	100.2%	▼ -1.5%	97.7%	96.7%	▲ 1.0%
Active Inventory	45	48	▼ -6.3%	32	▲ 40.6%	—	—	—
Months Supply of Inventory	2.1	1.5	▲ 38.4%	2.0	▲ 7.2%	—	—	—

## Median Sales Price



## Number of Closed Sales



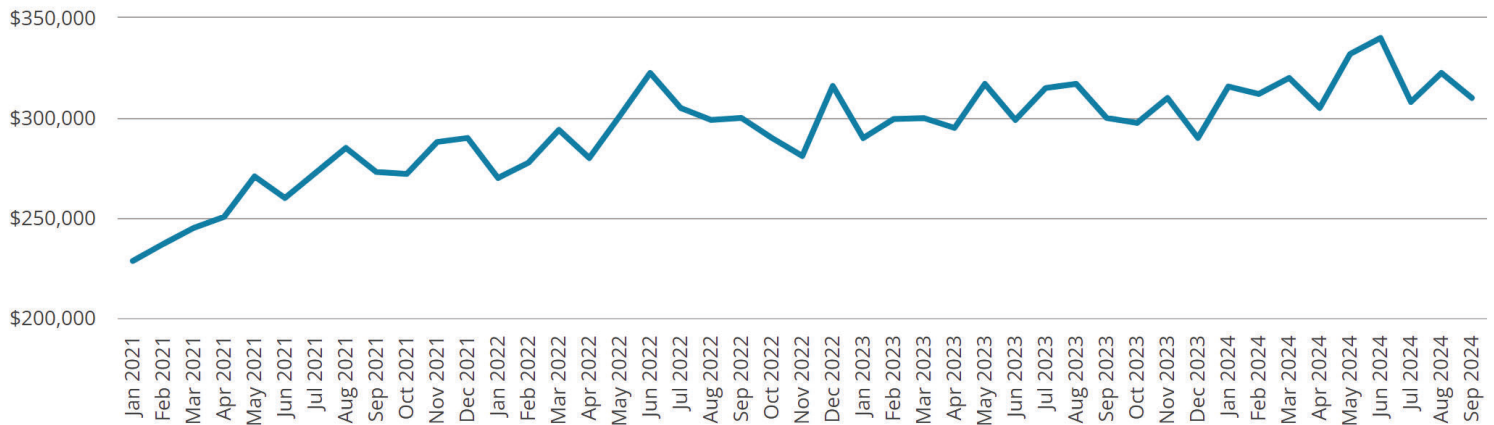


# Johnson County

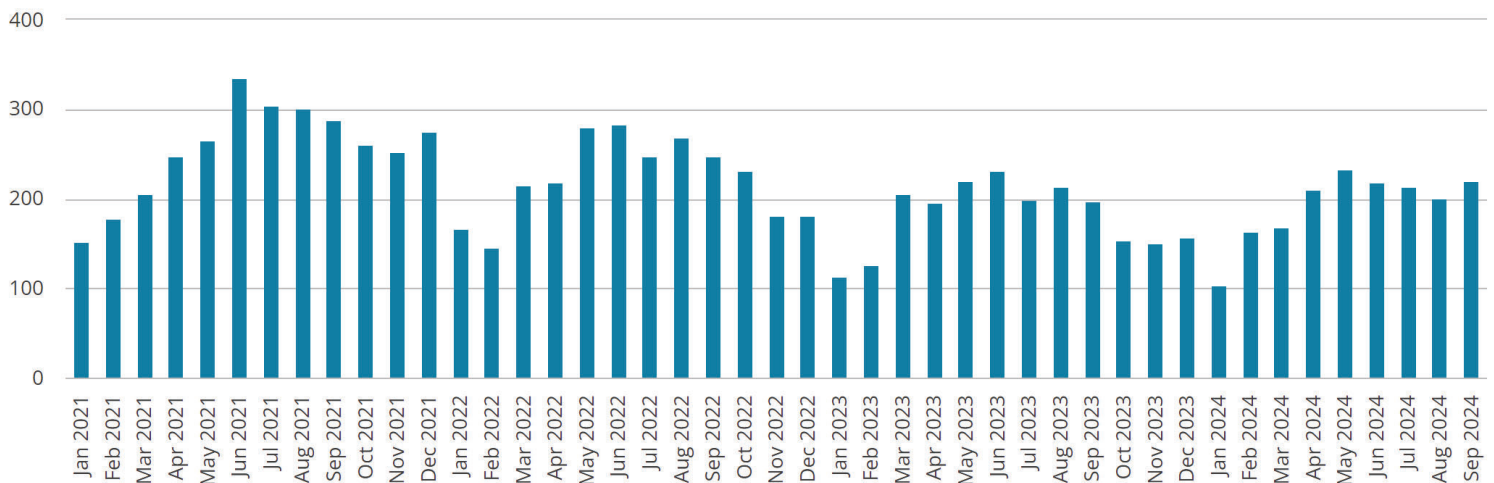
Data for Single Family Residence in Johnson County.

	Sep 2024	Aug 2024	MoM	Sep 2023	YoY	2024	2023	YTD
Median Sales Price	\$310,000	\$322,500	▼ -3.9%	\$300,000	▲ 3.3%	\$319,900	\$303,950	▲ 5.2%
Closed Sales	220	201	▲ 9.5%	197	▲ 11.7%	1,734	1,702	▲ 1.9%
New Listings	263	304	▼ -13.5%	220	▲ 19.5%	2,183	1,986	▲ 9.9%
Pending Sales	222	225	▼ -1.3%	156	▲ 42.3%	1,845	1,742	▲ 5.9%
Median Days on Market	18	14	▲ 28.6%	20	▼ -10.0%	13	13	▲ 4.0%
Average Days on Market	35	31	▲ 11.0%	39	▼ -10.9%	37	41	▼ -11.9%
Price per Square Foot	\$162	\$161	▲ 0.9%	\$157	▲ 3.2%	\$160	\$155	▲ 3.2%
% of List Price Received	97.7%	98.3%	▼ -0.6%	98.3%	▼ -0.6%	98.2%	98.7%	▼ -0.5%
Active Inventory	419	392	▲ 6.9%	305	▲ 37.4%	—	—	—
Months Supply of Inventory	1.9	2.0	▼ -2.3%	1.5	▲ 23.0%	—	—	—

## Median Sales Price



## Number of Closed Sales

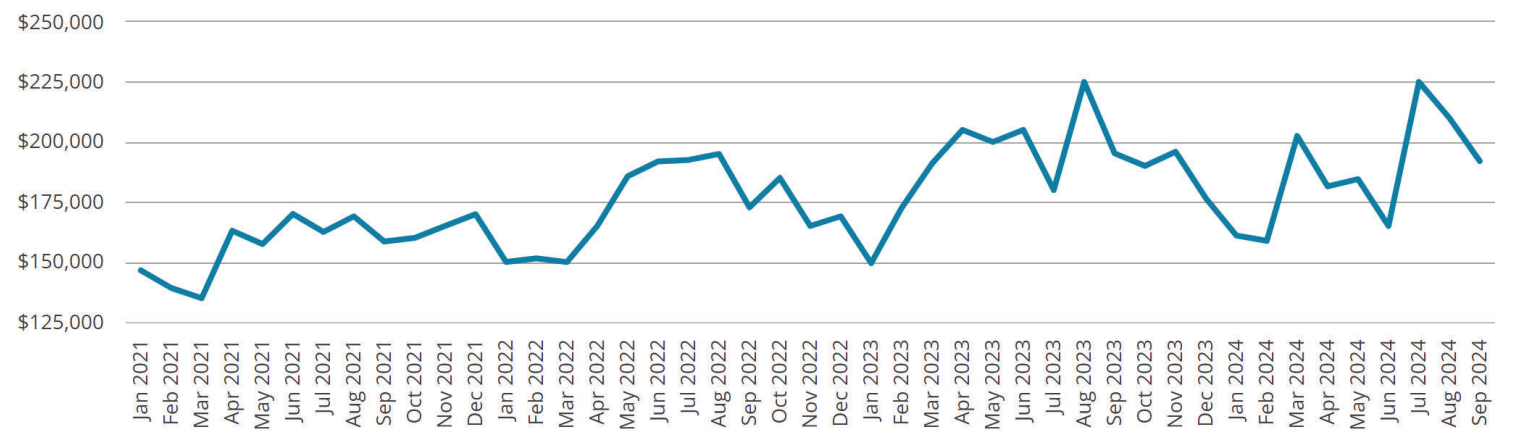


# Madison County

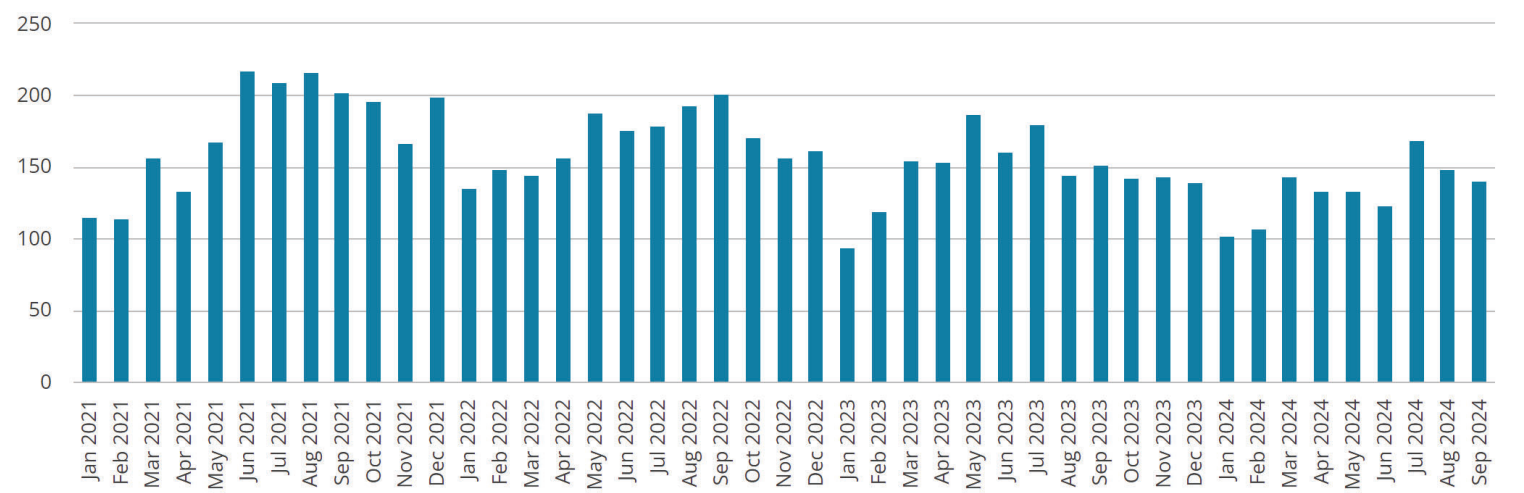
Data for Single Family Residence in Madison County.

	Sep 2024	Aug 2024	MoM	Sep 2023	YoY	2024	2023	YTD
Median Sales Price	\$192,000	\$210,000	▼ -8.6%	\$195,250	▼ -1.7%	\$190,000	\$195,000	▼ -2.6%
Closed Sales	141	149	▼ -5.4%	152	▼ -7.2%	1,203	1,347	▼ -10.7%
New Listings	170	183	▼ -7.1%	196	▼ -13.3%	1,478	1,663	▼ -11.1%
Pending Sales	154	151	▲ 2.0%	137	▲ 12.4%	1,243	1,401	▼ -11.3%
Median Days on Market	16	14	▲ 14.3%	14	▲ 14.3%	14	12	▲ 16.7%
Average Days on Market	34	29	▲ 15.7%	34	▼ -1.2%	37	42	▼ -13.1%
Price per Square Foot	\$128	\$135	▼ -4.8%	\$119	▲ 7.6%	\$128	\$120	▲ 6.7%
% of List Price Received	98.0%	98.4%	▼ -0.3%	97.3%	▲ 0.7%	97.1%	97.9%	▼ -0.8%
Active Inventory	262	256	▲ 2.3%	266	▼ -1.5%	—	—	—
Months Supply of Inventory	1.9	1.7	▲ 8.2%	1.7	▲ 6.2%	—	—	—

Median Sales Price



Number of Closed Sales

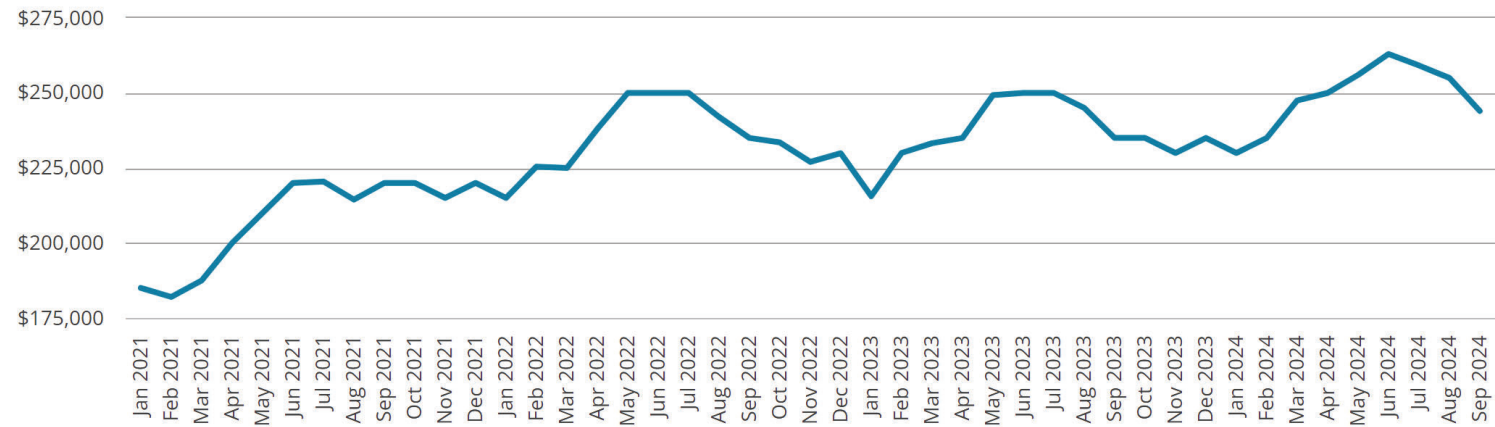


# Marion County

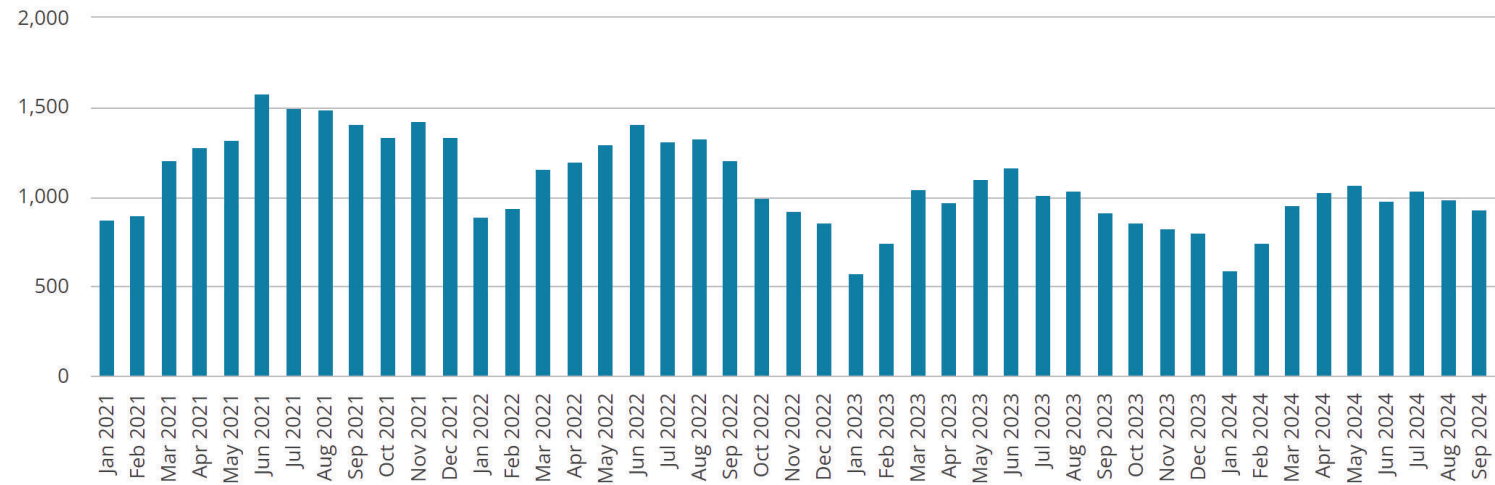
Data for Single Family Residence in Marion County.

	Sep 2024	Aug 2024	MoM	Sep 2023	YoY	2024	2023	YTD
Median Sales Price	\$244,000	\$255,000	▼ -4.3%	\$235,000	▲ 3.8%	\$250,000	\$240,000	▲ 4.2%
Closed Sales	930	986	▼ -5.7%	911	▲ 2.1%	8,329	8,572	▼ -2.8%
New Listings	1,130	1,369	▼ -17.5%	1,263	▼ -10.5%	10,645	10,684	▼ -0.4%
Pending Sales	938	1,005	▼ -6.7%	847	▲ 10.7%	8,765	8,819	▼ -0.6%
Median Days on Market	17	13	▲ 30.8%	16	▲ 6.3%	12	10	▲ 20.0%
Average Days on Market	41	31	▲ 31.3%	40	▲ 2.0%	39	39	▼ -0.5%
Price per Square Foot	\$153	\$154	▼ -0.6%	\$145	▲ 5.5%	\$151	\$144	▲ 4.9%
% of List Price Received	98.4%	98.3%	▲ 0.1%	98.7%	▼ -0.2%	98.4%	98.7%	▼ -0.2%
Active Inventory	2,033	1,990	▲ 2.2%	1,905	▲ 6.7%	—	—	—
Months Supply of Inventory	2.2	2.0	▲ 8.3%	2.1	▲ 4.5%	—	—	—

Median Sales Price



Number of Closed Sales

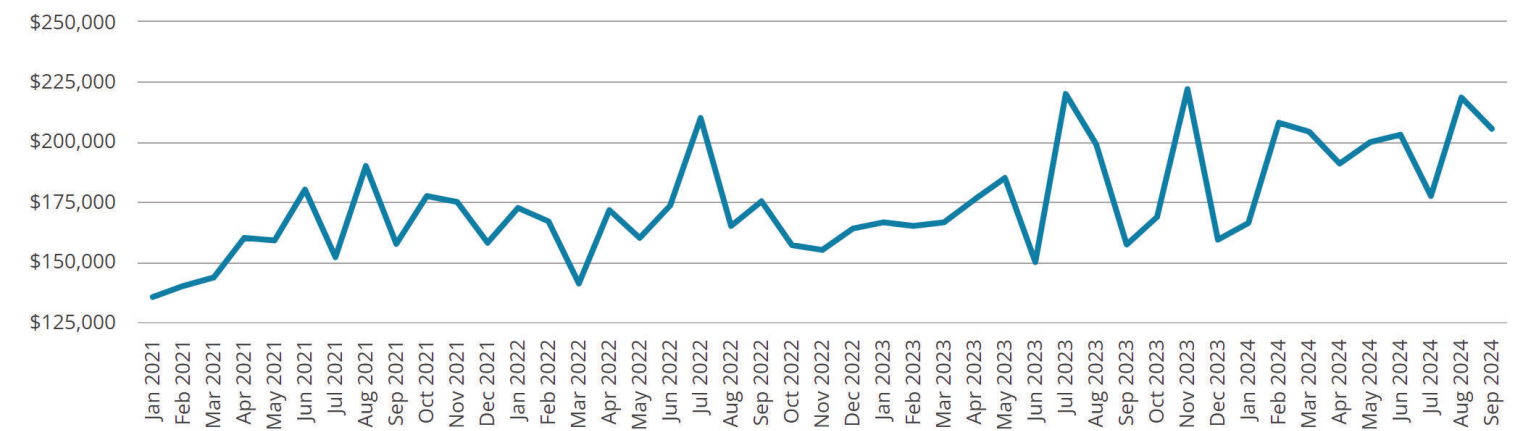


# Montgomery County

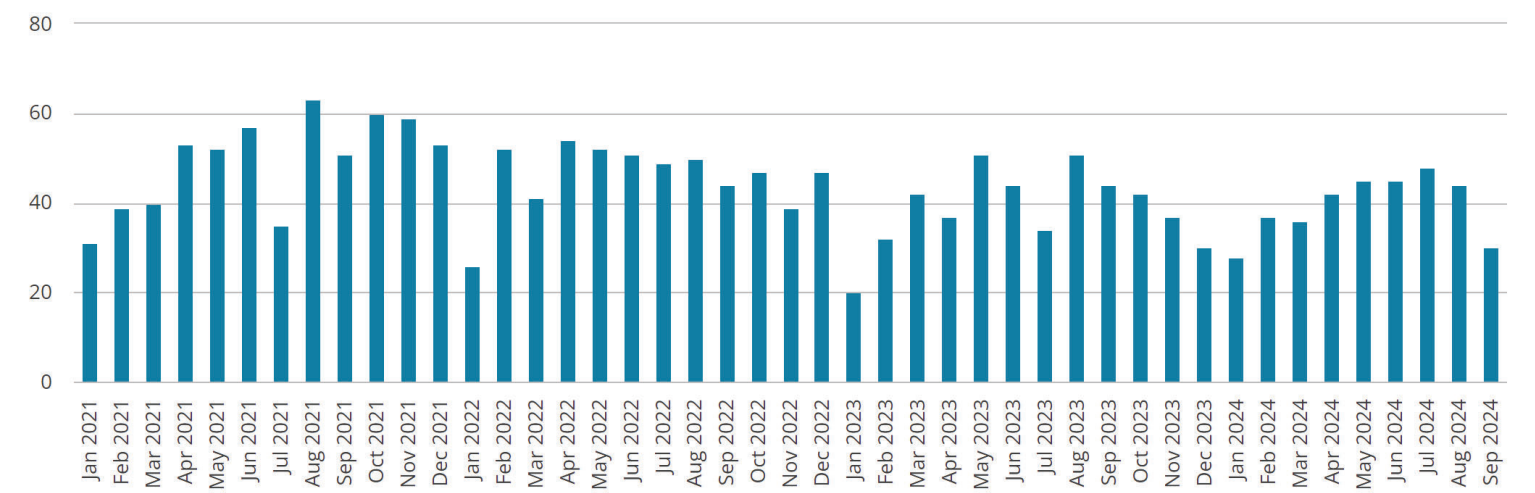
Data for Single Family Residence in Montgomery County.

	Sep 2024	Aug 2024	MoM	Sep 2023	YoY	2024	2023	YTD
Median Sales Price	\$205,500	\$218,500	▼-5.9%	\$157,250	▲30.7%	\$200,000	\$171,000	▲17.0%
Closed Sales	30	44	▼-31.8%	44	▼-31.8%	355	355	▶0.0%
New Listings	51	46	▲10.9%	51	▶0.0%	418	413	▲1.2%
Pending Sales	39	40	▼-2.5%	42	▼-7.1%	373	379	▼-1.6%
Median Days on Market	15	18	▼-16.7%	13.5	▲11.1%	10	9	▲5.6%
Average Days on Market	26	51	▼-48.4%	36	▼-26.9%	38	34	▲10.8%
Price per Square Foot	\$155	\$134	▲15.3%	\$115	▲34.9%	\$133	\$119	▲12.2%
% of List Price Received	97.4%	98.3%	▼-0.9%	97.3%	▲0.1%	97.8%	98.2%	▼-0.4%
Active Inventory	76	69	▲10.1%	63	▲20.6%	—	—	—
Months Supply of Inventory	2.5	1.6	▲61.5%	1.4	▲76.9%	—	—	—

Median Sales Price



Number of Closed Sales



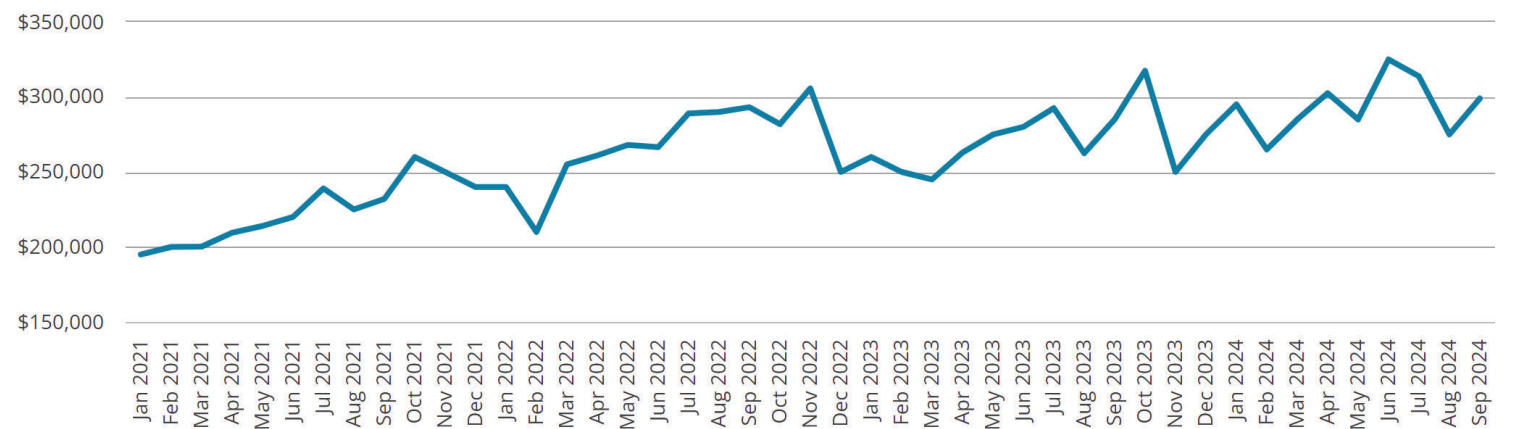


# Morgan County

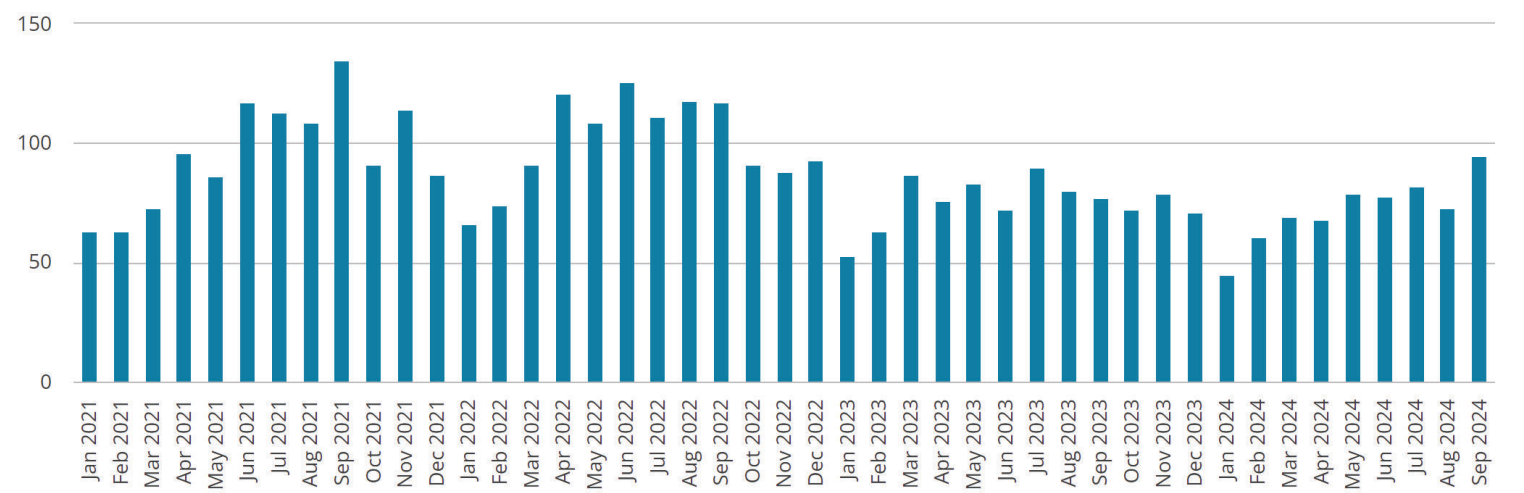
Data for Single Family Residence in Morgan County.

	Sep 2024	Aug 2024	MoM	Sep 2023	YoY	2024	2023	YTD
Median Sales Price	\$299,000	\$275,000	⬆ 8.7%	\$285,000	⬆ 4.9%	\$295,000	\$270,000	⬆ 9.3%
Closed Sales	95	73	⬆ 30.1%	77	⬆ 23.4%	650	681	⬆ -4.6%
New Listings	80	104	⬆ -23.1%	113	⬆ -29.2%	817	843	⬆ -3.1%
Pending Sales	92	94	⬆ -2.1%	72	⬆ 27.8%	698	701	⬆ -0.4%
Median Days on Market	24.5	14	⬆ 75.0%	11	⬆ 122.7%	16	14	⬆ 14.3%
Average Days on Market	46	31	⬆ 46.5%	60	⬆ -23.2%	41	51	⬆ -18.1%
Price per Square Foot	\$158	\$172	⬆ -8.1%	\$149	⬆ 6.0%	\$162	\$151	⬆ 7.0%
% of List Price Received	97.7%	98.1%	⬆ -0.5%	98.7%	⬆ -1.0%	98.0%	98.4%	⬆ -0.3%
Active Inventory	160	175	⬆ -8.6%	176	⬆ -9.1%	—	—	—
Months Supply of Inventory	1.7	2.4	⬆ -29.7%	2.3	⬆ -26.3%	—	—	—

Median Sales Price



Number of Closed Sales



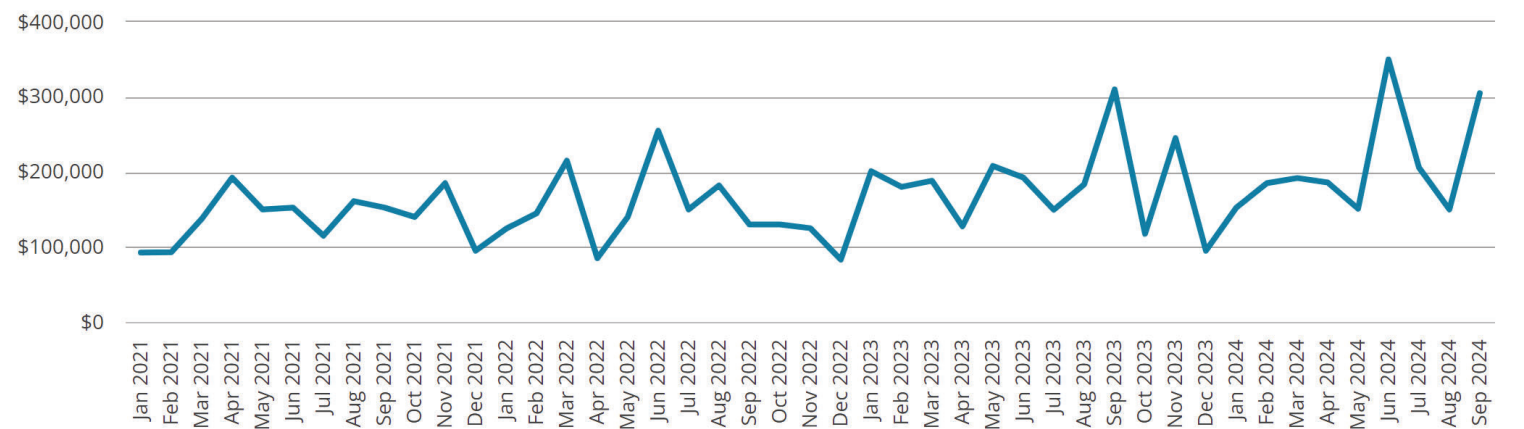


# Parke County

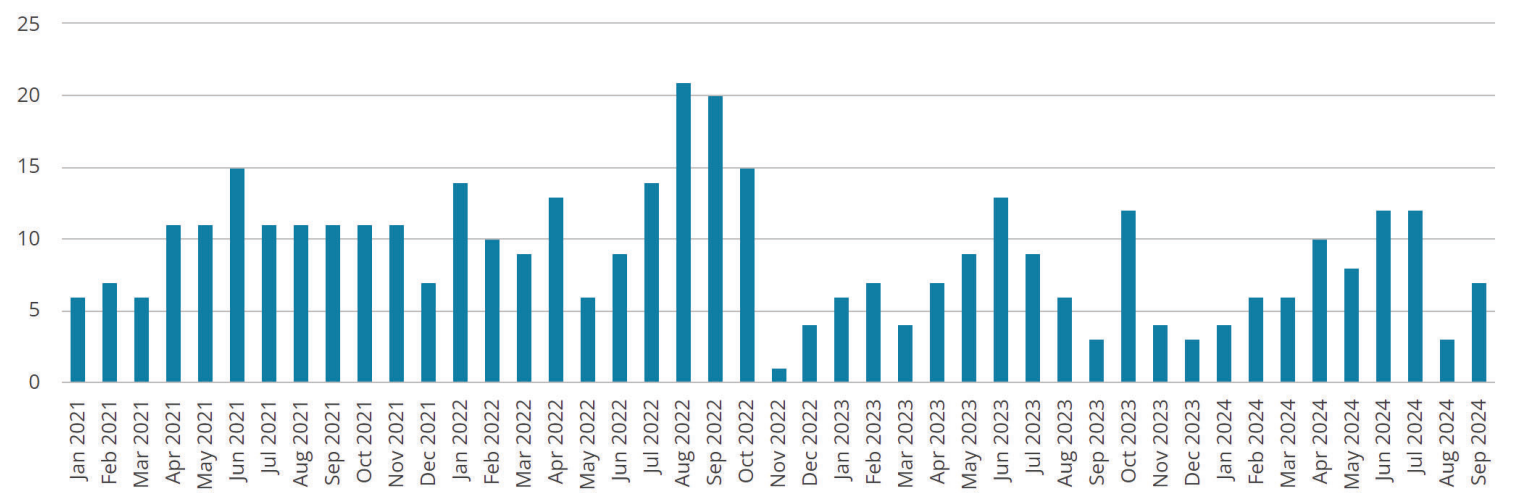
Data for Single Family Residence in Parke County.

	Sep 2024	Aug 2024	MoM	Sep 2023	YoY	2024	2023	YTD
Median Sales Price	\$305,000	\$150,000	▲ 103.3%	\$310,000	▼ -1.6%	\$187,750	\$177,500	▲ 5.8%
Closed Sales	7	3	▲ 133.3%	3	▲ 133.3%	68	64	▲ 6.3%
New Listings	7	12	▼ -41.7%	10	▼ -30.0%	84	81	▲ 3.7%
Pending Sales	8	7	▲ 14.3%	6	▲ 33.3%	73	63	▲ 15.9%
Median Days on Market	54.5	136	▼ -59.9%	30	▲ 81.7%	36	27	▲ 33.3%
Average Days on Market	84	142	▼ -40.8%	35	▲ 142.2%	78	61	▲ 27.4%
Price per Square Foot	\$174	\$103	▲ 68.9%	\$111	▲ 56.8%	\$111	\$108	▲ 3.3%
% of List Price Received	94.7%	84.6%	▲ 11.9%	93.4%	▲ 1.3%	92.3%	94.6%	▼ -2.4%
Active Inventory	32	34	▼ -5.9%	29	▲ 10.3%	—	—	—
Months Supply of Inventory	4.6	11.3	▼ -59.6%	9.6	▼ -52.6%	—	—	—

Median Sales Price



Number of Closed Sales

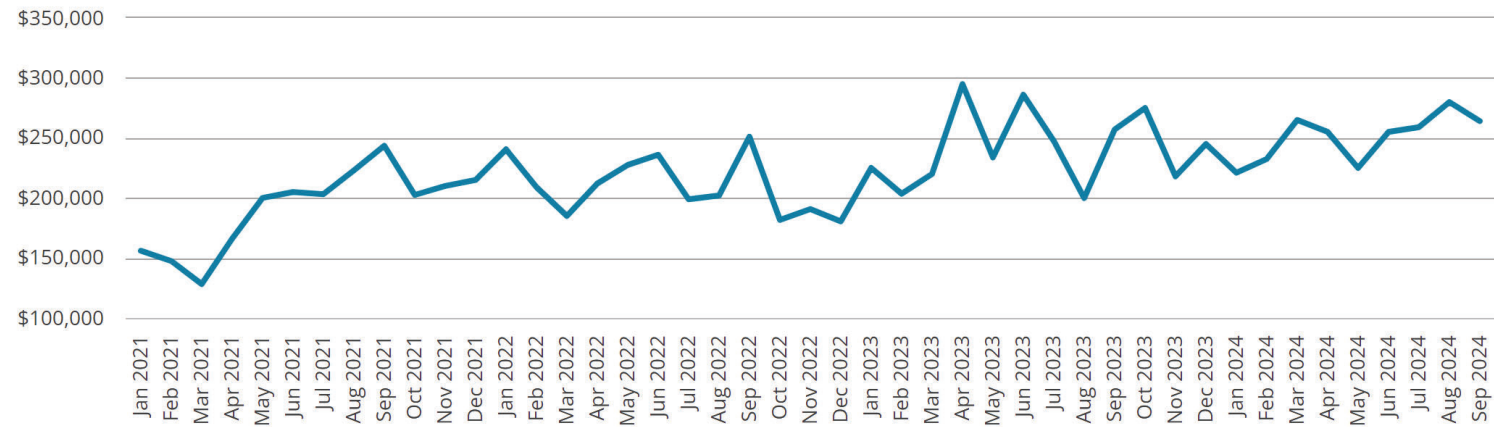


# Putnam County

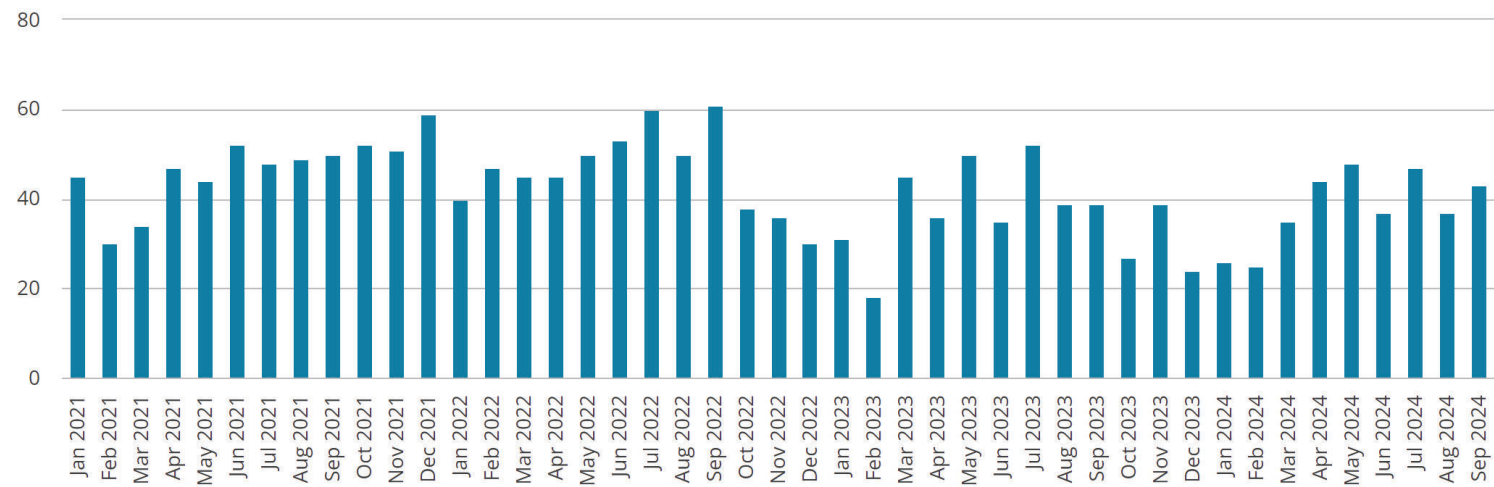
Data for Single Family Residence in Putnam County.

	Sep 2024	Aug 2024	MoM	Sep 2023	YoY	2024	2023	YTD
Median Sales Price	\$264,000	\$279,900	▼-5.7%	\$257,000	▲2.7%	\$255,000	\$240,000	▲6.3%
Closed Sales	43	37	▲16.2%	39	▲10.3%	342	345	▼-0.9%
New Listings	55	64	▼-14.1%	46	▲19.6%	467	379	▲23.2%
Pending Sales	42	51	▼-17.6%	32	▲31.3%	370	346	▲6.9%
Median Days on Market	11.5	20	▼-42.5%	9	▲27.8%	15	12	▲25.0%
Average Days on Market	31	27	▲15.8%	23	▲39.4%	35	41	▼-14.3%
Price per Square Foot	\$181	\$149	▲21.5%	\$167	▲8.4%	\$165	\$142	▲16.2%
% of List Price Received	97.3%	99.0%	▼-1.7%	96.4%	▲0.9%	97.6%	97.9%	▼-0.3%
Active Inventory	95	98	▼-3.1%	58	▲63.8%	—	—	—
Months Supply of Inventory	2.2	2.6	▼-16.6%	1.5	▲48.6%	—	—	—

Median Sales Price



Number of Closed Sales



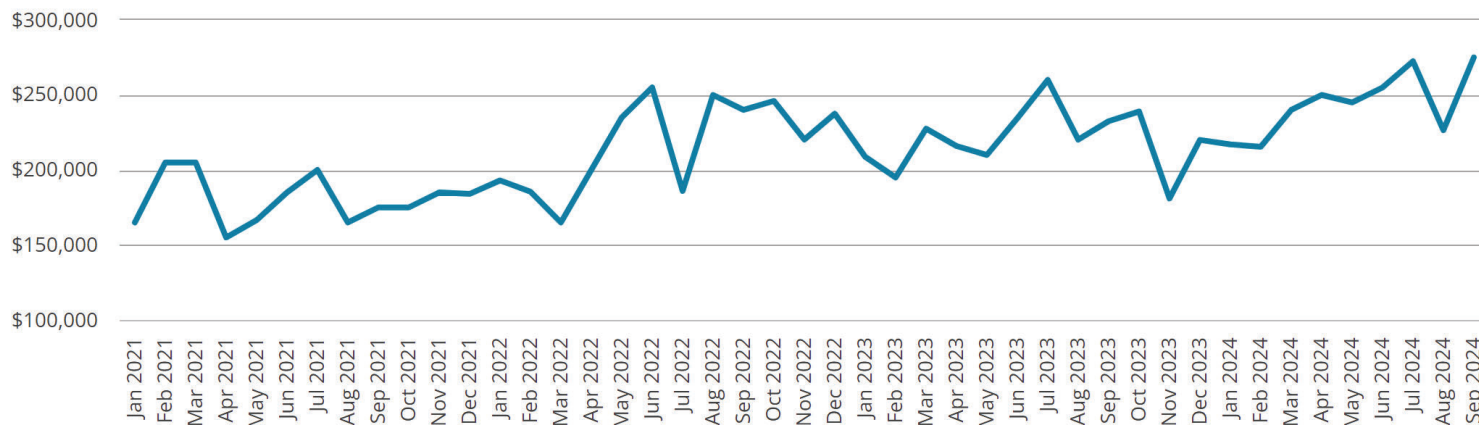
# Shelby County



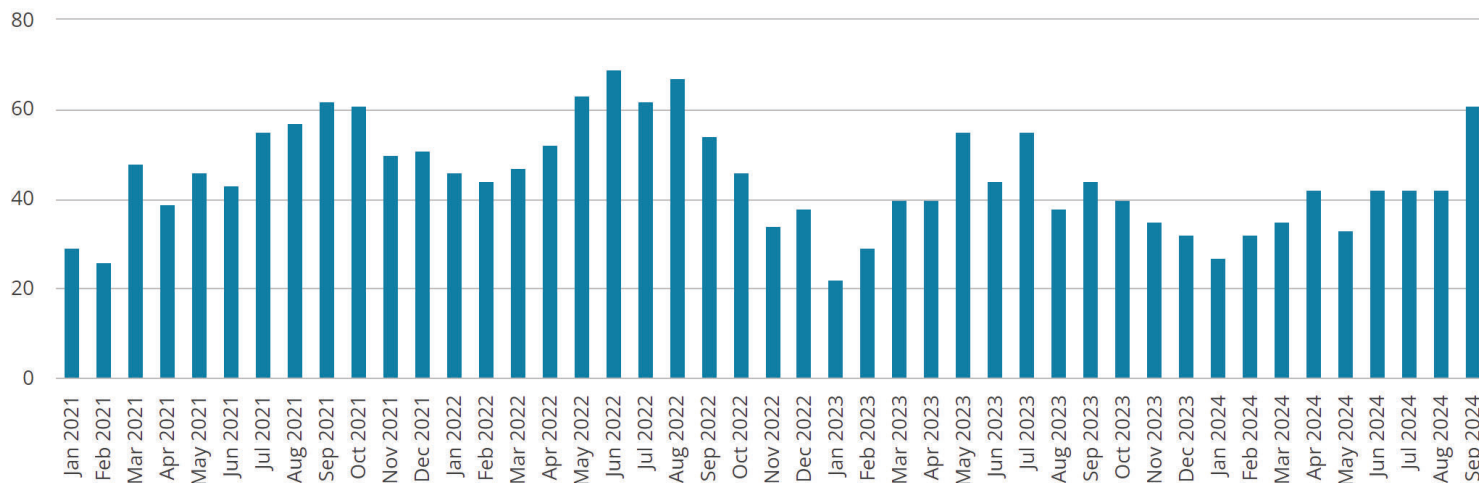
Data for Single Family Residence in Shelby County.

	Sep 2024	Aug 2024	MoM	Sep 2023	YoY	2024	2023	YTD
Median Sales Price	\$275,000	\$226,500	⬆ 21.4%	\$232,500	⬆ 18.3%	\$251,250	\$224,900	⬆ 11.7%
Closed Sales	61	42	⬆ 45.2%	44	⬆ 38.6%	356	367	⬆ -3.0%
New Listings	48	61	⬆ -21.3%	47	⬆ 2.1%	420	433	⬆ -3.0%
Pending Sales	54	58	⬆ -6.9%	35	⬆ 54.3%	380	374	⬆ 1.6%
Median Days on Market	15	20	⬆ -25.0%	10	⬆ 50.0%	15	8	⬆ 87.5%
Average Days on Market	41	41	⬆ -0.3%	35	⬆ 16.0%	45	39	⬆ 15.9%
Price per Square Foot	\$151	\$154	⬆ -1.9%	\$140	⬆ 8.2%	\$145	\$135	⬆ 7.4%
% of List Price Received	98.3%	96.6%	⬆ 1.7%	97.4%	⬆ 0.9%	98.0%	98.2%	⬆ -0.2%
Active Inventory	83	83	⬆ 0.0%	68	⬆ 22.1%	—	—	—
Months Supply of Inventory	1.4	2.0	⬆ -31.1%	1.5	⬆ -12.0%	—	—	—

## Median Sales Price



## Number of Closed Sales

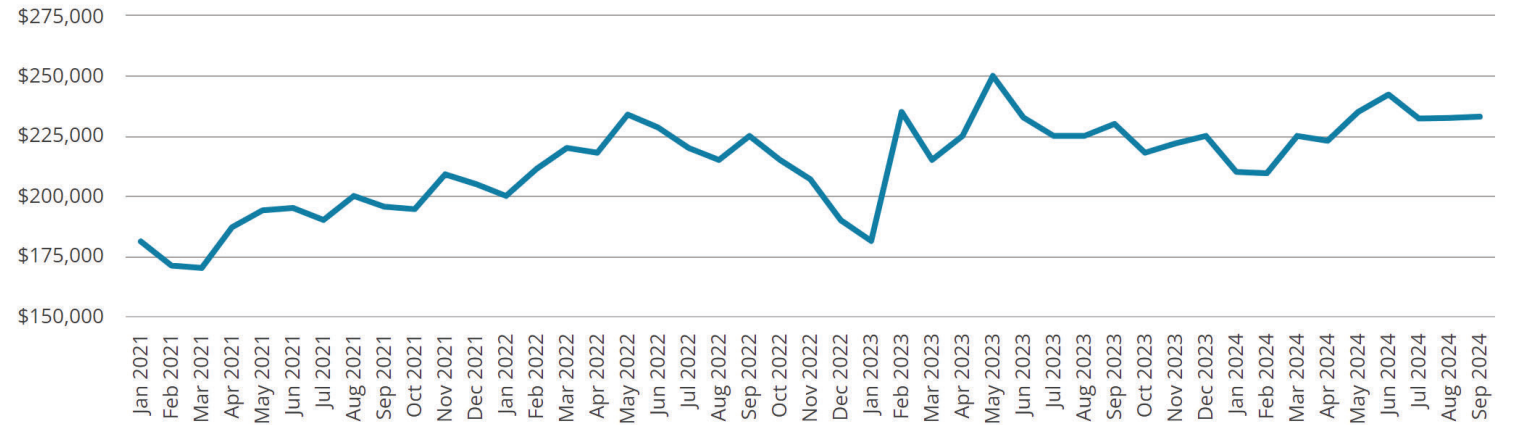


# Condominiums

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

	Sep 2024	Aug 2024	MoM	Sep 2023	YoY	2024	2023	YTD
Median Sales Price	\$233,000	\$232,500	▲ 0.2%	\$230,000	▲ 1.3%	\$227,000	\$225,000	▲ 0.9%
Closed Sales	162	174	▼ -6.9%	147	▲ 10.2%	1,378	1,491	▼ -7.6%
New Listings	189	259	▼ -27.0%	178	▲ 6.2%	1,795	1,818	▼ -1.3%
Pending Sales	174	178	▼ -2.2%	148	▲ 17.6%	1,481	1,565	▼ -5.4%
Median Days on Market	19	21	▼ -9.5%	16	▲ 18.8%	19	9	▲ 111.1%
Average Days on Market	40	42	▼ -3.7%	33	▲ 24.0%	45	38	▲ 20.4%
Price per Square Foot	\$162	\$159	▲ 1.9%	\$156	▲ 3.8%	\$155	\$152	▲ 2.0%
% of List Price Received	97.9%	97.9%	▲ 0.0%	98.2%	▼ -0.3%	98.0%	98.7%	▼ -0.7%
Active Inventory	412	409	▲ 0.7%	266	▲ 54.9%	—	—	—
Months Supply of Inventory	2.5	2.4	▲ 8.2%	1.8	▲ 40.5%	—	—	—

Median Sales Price



Number of Closed Sales

