

MARKET INSIGHTS REPORT

JULY 2023



Market Analysis

The housing market is one of the largest and most important sectors of the U.S. economy. To understand the trends within the market one must analyze activity both month over month and year-over-year. In this Market Insights Report, MIBOR REALTOR® Association (MIBOR) provides a market analysis of the 16 central Indiana counties within the MIBOR service area by creating a single, timely, reliable source of data.

In this report, MIBOR has separated townhouse/condo inventory and properties for lease from the aggregated totals. This decision was made to add clarity to the data as the single-family residential segment is typically the focus. However, as our research shows, walkable neighborhoods with mixed use property types are becoming a consumer preference and a good investment for municipalities. Given this information, we have added a section to the report to address condos and “condo lifestyle” as it is defined within our data.

To create a comprehensive view of the market, MIBOR has scheduled the data pull to happen on the 5th day of the month for the prior month. After review, the completed reports are posted by the second Friday of the month at www.mibor.com/marketinsights.

After analysis of July 2023 data, this is what our experts are saying:

“The central Indiana housing market remains very desirable, as demonstrated by the continued low level of available inventory, continued low days on market, and strong percentage of list price received,” says MIBOR CEO, Shelley Specchio. “With mortgage interest rates higher than previous years, market activity continues to pace below what we have seen. Closed sales were down 20.3% year-over-year and pending sales were 13.7% below last year. Meanwhile, new listings were down 23.2% compared to last year.”

“Still, single-family homes in central Indiana sold at the record median high price of \$300,000 for the third month in a row, which was a 2% increase over last July. Median days on market rose slightly, with July at 9 days, compared to 7 days in both June of 2023 and July of 2022. The percentage of list price received at sale of 99.2% dipped slightly from last month and was below the 100.7% of last July. There were 3,652 active listings on the market at the end of July, down about 300 from last month and about 11% less than last year. This represents a 1.3 months’ supply of inventory, still significantly lower than the national average of 3.1 months,” said Specchio.

Dr. Elliott Eisenberg, an internationally acclaimed economist and public speaker says, “The lack of available inventory is still profoundly limiting market activity. New listings will be the signal of the next iteration of the housing market, so watch them closely. In the national housing market, while mortgage interest rates are around 7%, the highest level since 2002, homebuilder sentiment has risen for seven straight months and is at its highest level since June 2022. Existing for-sale inventory in May was 1.08 million, the lowest May number on record. Builders are filling the void, and as a result, the percentage of homes for sale that are new is around 30%, double the historic average.”

Year of year data for July:

- An increase in Median Sales Price of 2.0 percent to \$300,000
- Average days on market increased 86.4 percent at 32
- Current active listings decreased 10.8 percent to 3,652

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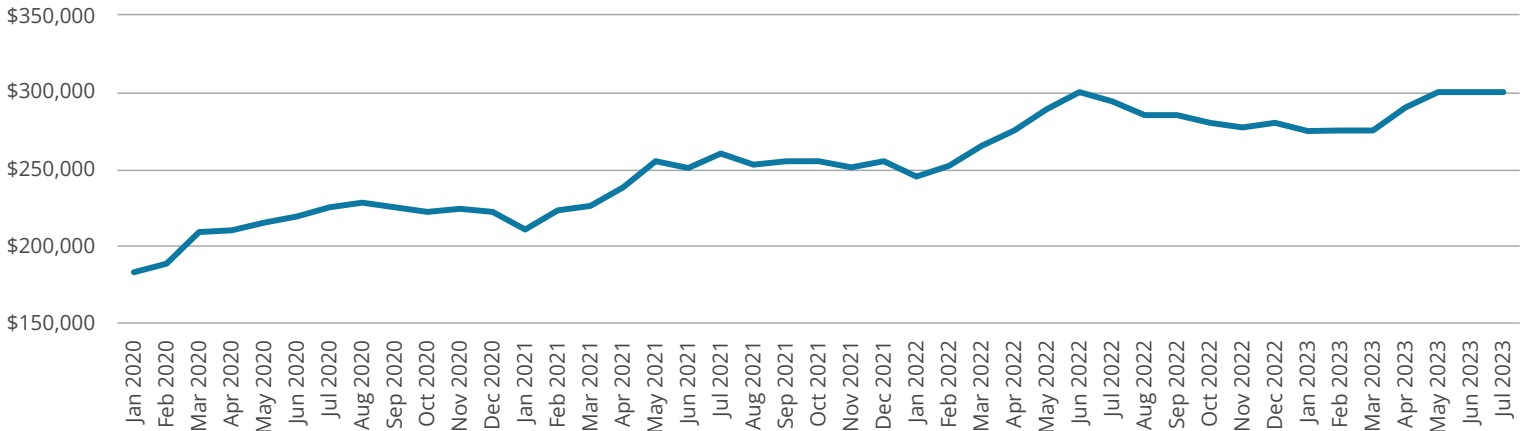
MIBOR SERVICE AREA	(1-11)
BARTHOLOMEW COUNTY	(12)
BOONE COUNTY	(13)
BROWN COUNTY	(14)
DECATUR COUNTY	(15)
HAMILTON COUNTY	(16)
HANCOCK COUNTY	(17)
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JACKSON COUNTY	(19)
JENNINGS COUNTY	(20)
JOHNSON COUNTY	(21)
MADISON COUNTY	(22)
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MONTGOMERY COUNTY	(24)
MORGAN COUNTY	(25)
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MIBOR Market Summary

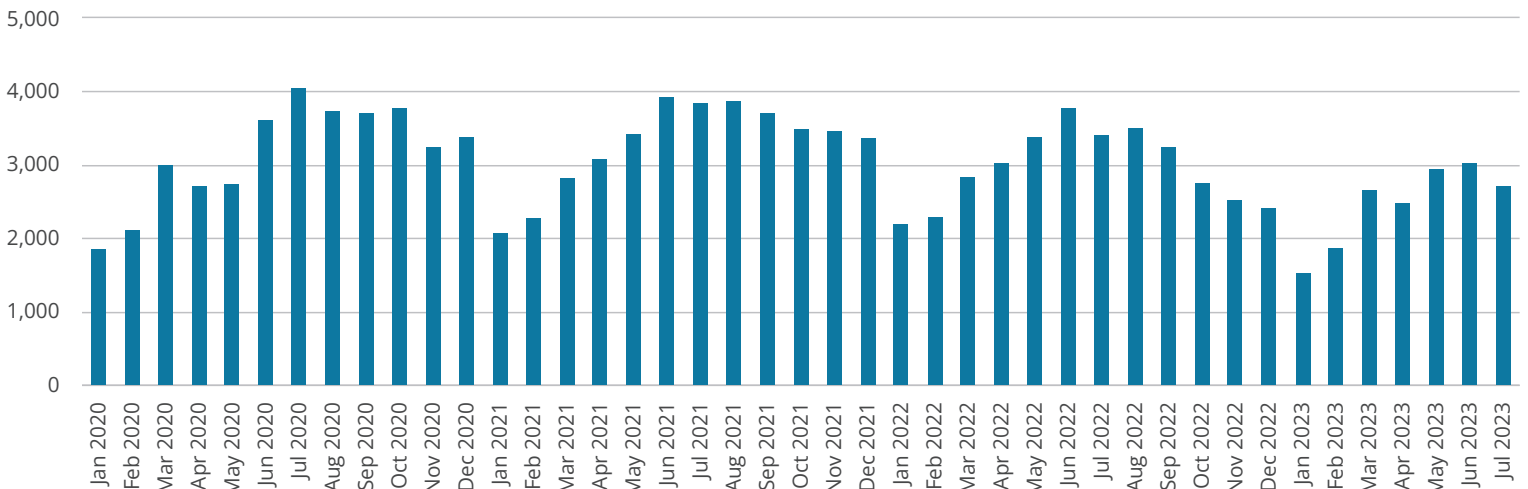
Data for Single Family Residence in Bartholomew, Boone, Brown, Decatur, Hamilton, Hancock, Hendricks, Jackson, Jennings, Johnson, Madison, Marion, Montgomery, Morgan, Putnam, Shelby.

	Jul 2023	Jun 2023	MoM	Jul 2022	YoY	2023	2022	YTD
Median Sales Price	\$300,000	\$300,000	↗ 0.0%	\$294,000	↗ 2.0%	\$290,000	\$277,000	↗ 4.7%
Closed Sales	2,731	3,031	↘ -9.9%	3,426	↘ -20.3%	17,291	21,010	↘ -17.7%
New Listings	3,153	3,635	↘ -13.3%	4,104	↘ -23.2%	20,397	26,132	↘ -21.9%
Pending Sales	2,857	2,888	↘ -1.1%	3,311	↘ -13.7%	18,635	22,451	↘ -17.0%
Median Days on Market	9	7	↗ 28.6%	7	↗ 28.6%	10	5	↗ 100.0%
Average Days on Market	32	31	↗ 0.4%	17	↗ 86.4%	41	18	↗ 130.4%
Price per Square Foot	\$155	\$155	↗ 0.0%	\$162	↘ -4.3%	\$152	\$157	↘ -3.2%
% of List Price Received	99.2%	99.5%	↘ -0.3%	100.7%	↘ -1.5%	98.7%	101.3%	↘ -2.5%
Active Inventory	3,652	3,951	↘ -7.6%	4,095	↘ -10.8%	—	—	—
Months Supply of Inventory	1.3	1.3	↗ 2.6%	1.2	↗ 11.9%	—	—	—

Median Sales Price



Number of Closed Sales

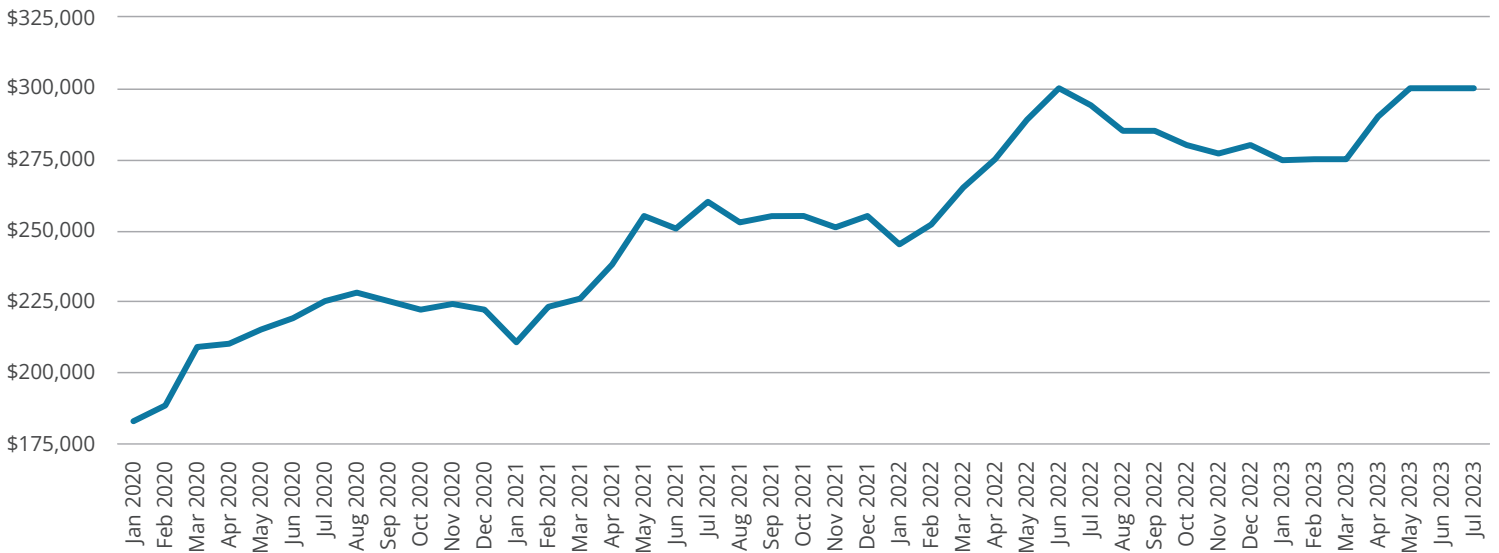


Median Sales Price

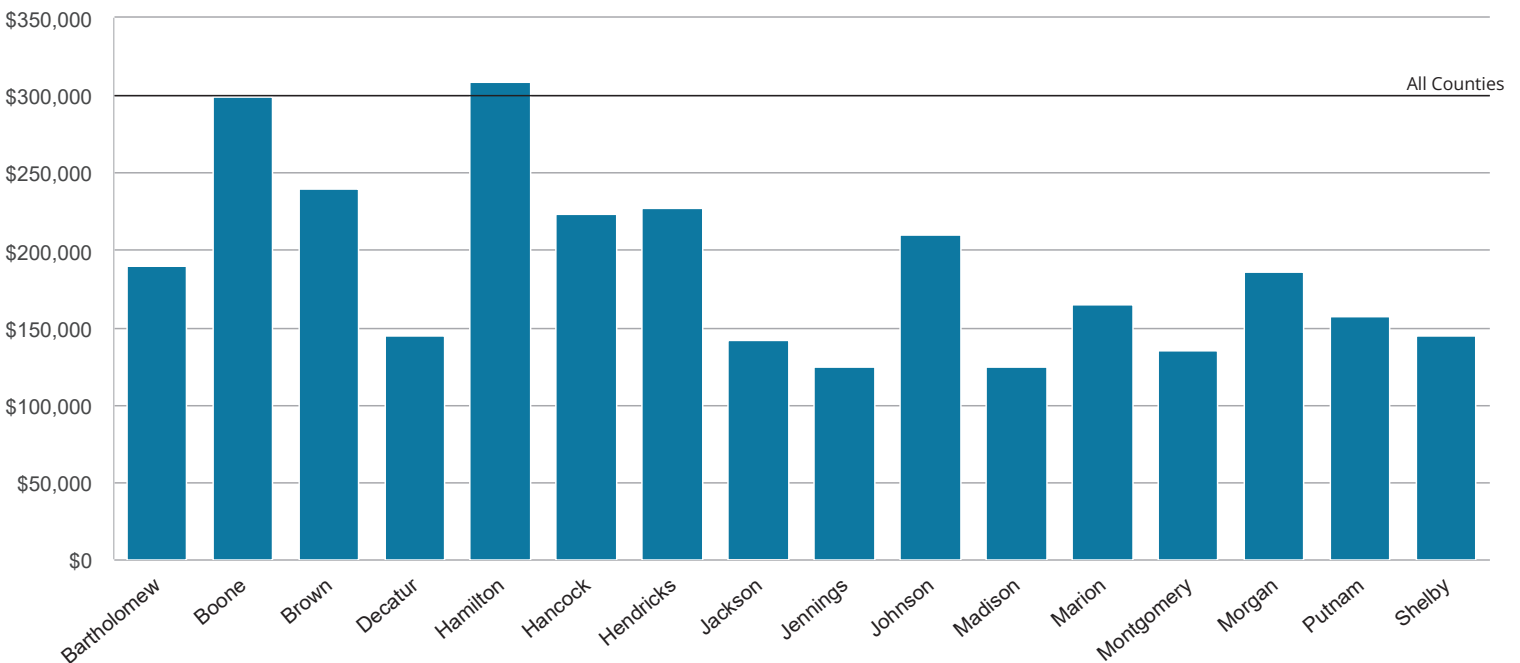
Sales Price is the mid-point (median) value where the price for half of the closed sales is higher and half is lower. Median is preferred to average as it accounts for outliers at the high or low end of the price range.

July 2023	Month over Month Change	Year over Year Change	Year to Date Change
\$300,000	>> 0.0%	⬆️ 2.0%	⬆️ 4.7%

Historical Activity



County Comparison



Closed Sales

The number of properties that actually sold.

July 2023

Month over Month Change

Year over Year Change

Year to Date Change

2,731



-9.9%

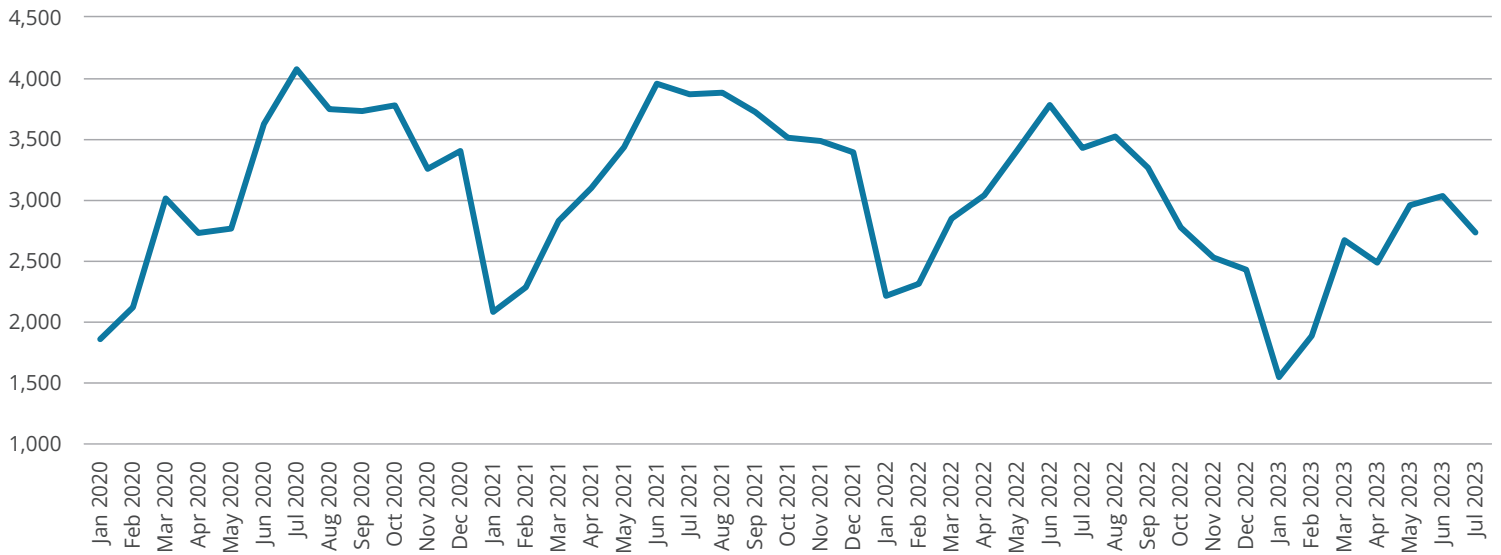


-20.3%

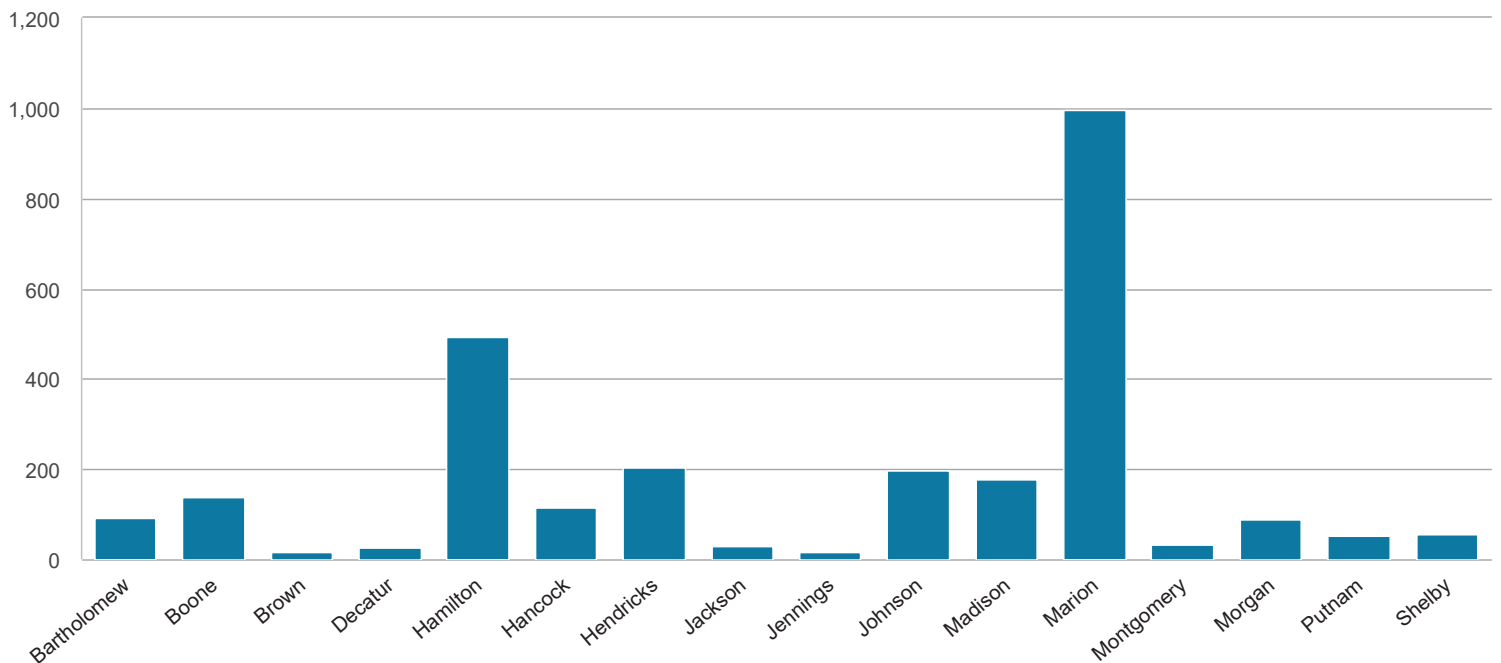


-17.7%

Historical Activity



County Comparison



New Listings

The number of properties listed regardless of current status.

July 2023

Month over Month Change

Year over Year Change

Year to Date Change

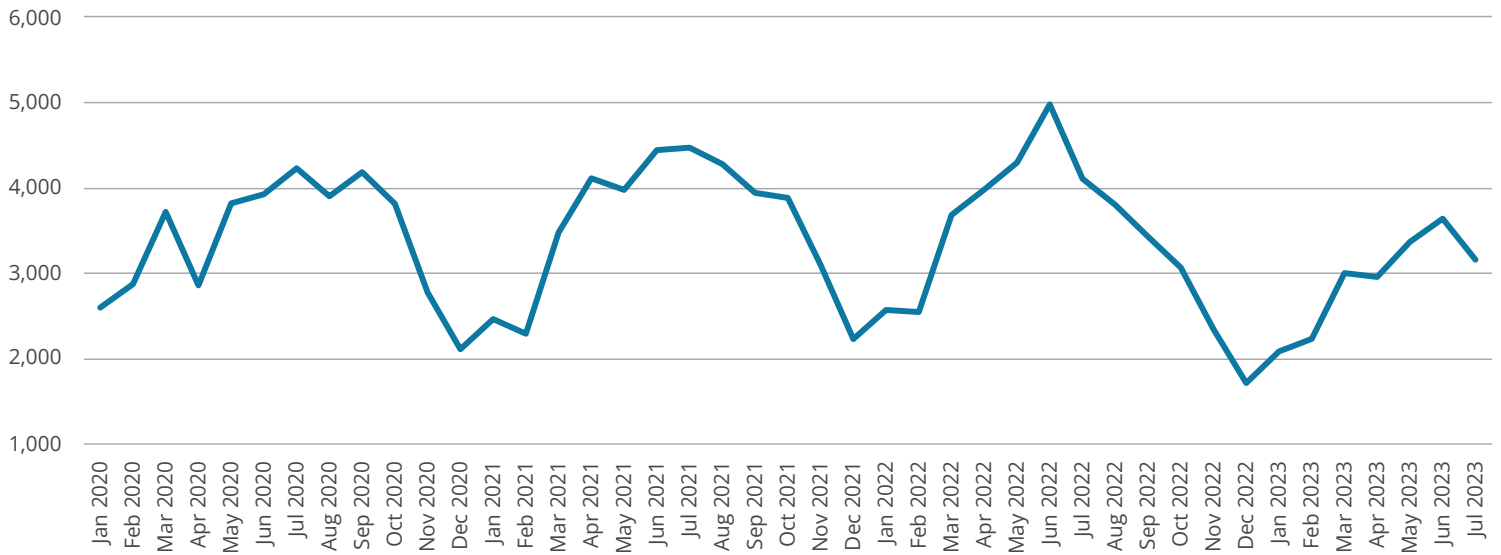
3,153

⚡ **-13.3%**

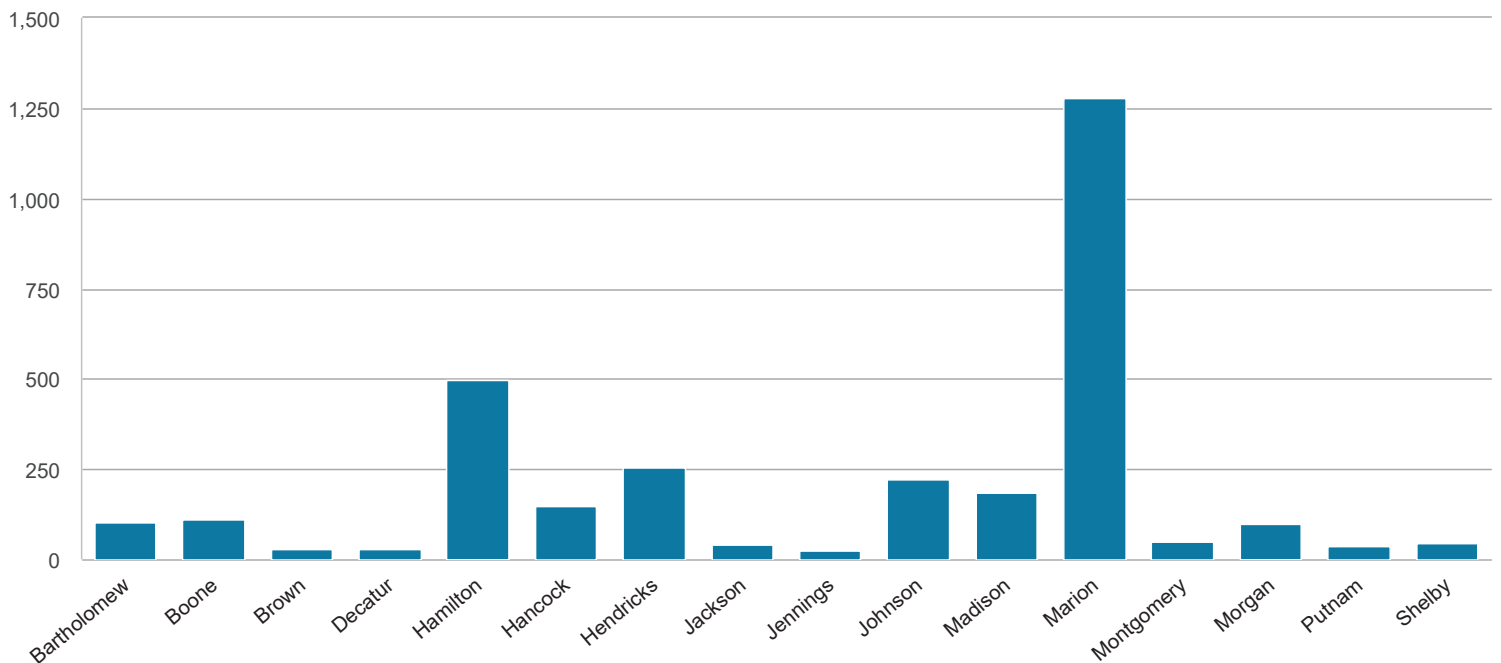
⚡ **-23.2%**

⚡ **-21.9%**

Historical Activity



County Comparison

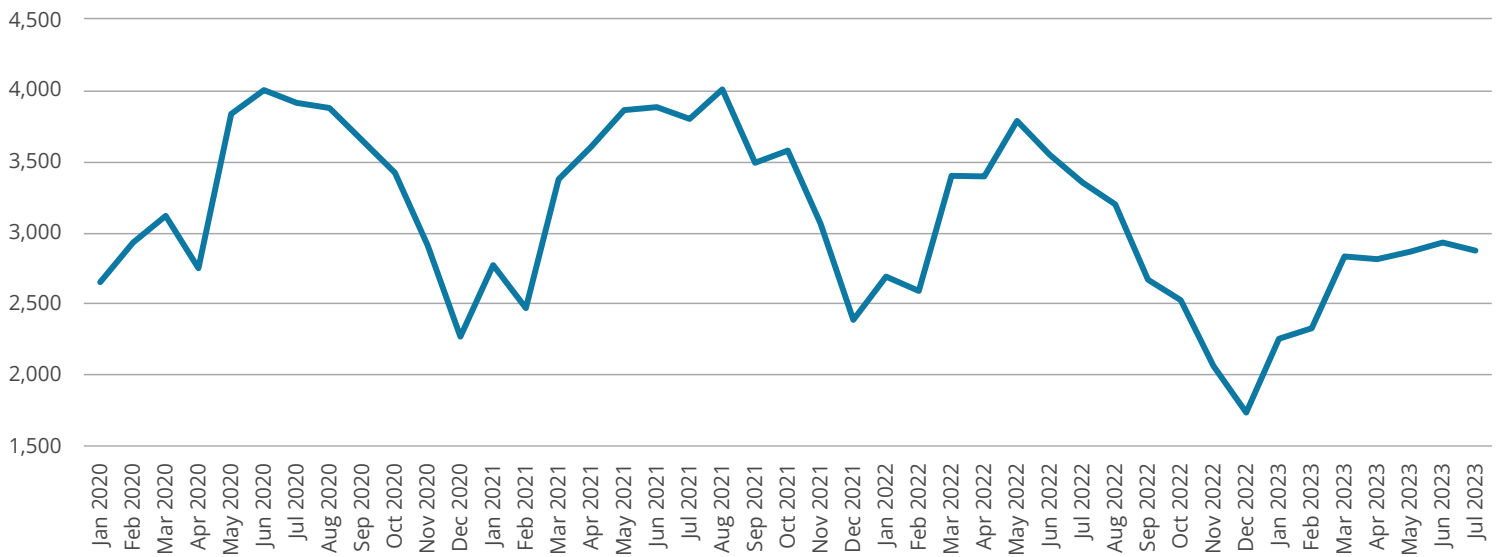


Pending Sales

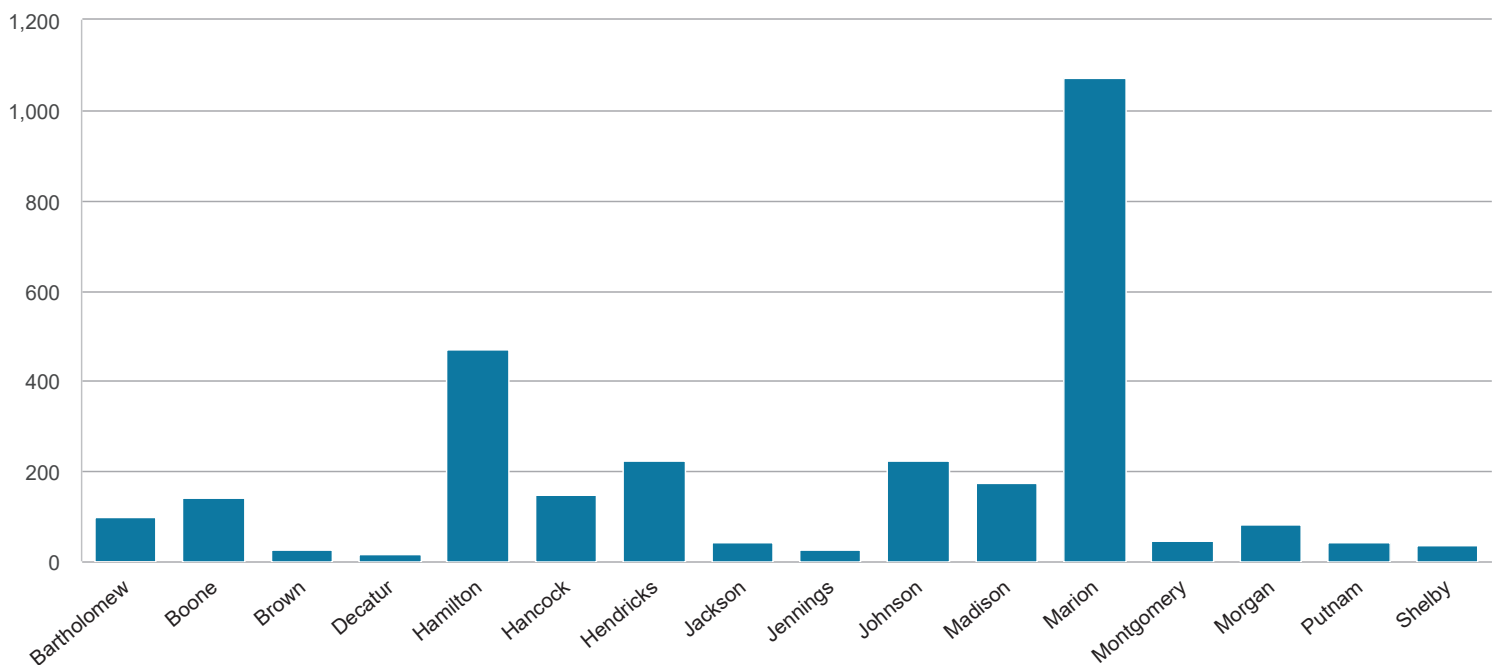
The number of properties newly under contract which are still pending or resulted in a closed sale, based on purchase contract date.

July 2023	Month over Month Change	Year over Year Change	Year to Date Change
2,870	⚡ -1.9%	⚡ -14.3%	⚡ -17.0%

Historical Activity



County Comparison



Cumulative Days on Market

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

July 2023

Month over Month Change

Year over Year Change

Year to Date Change

9



28.6%

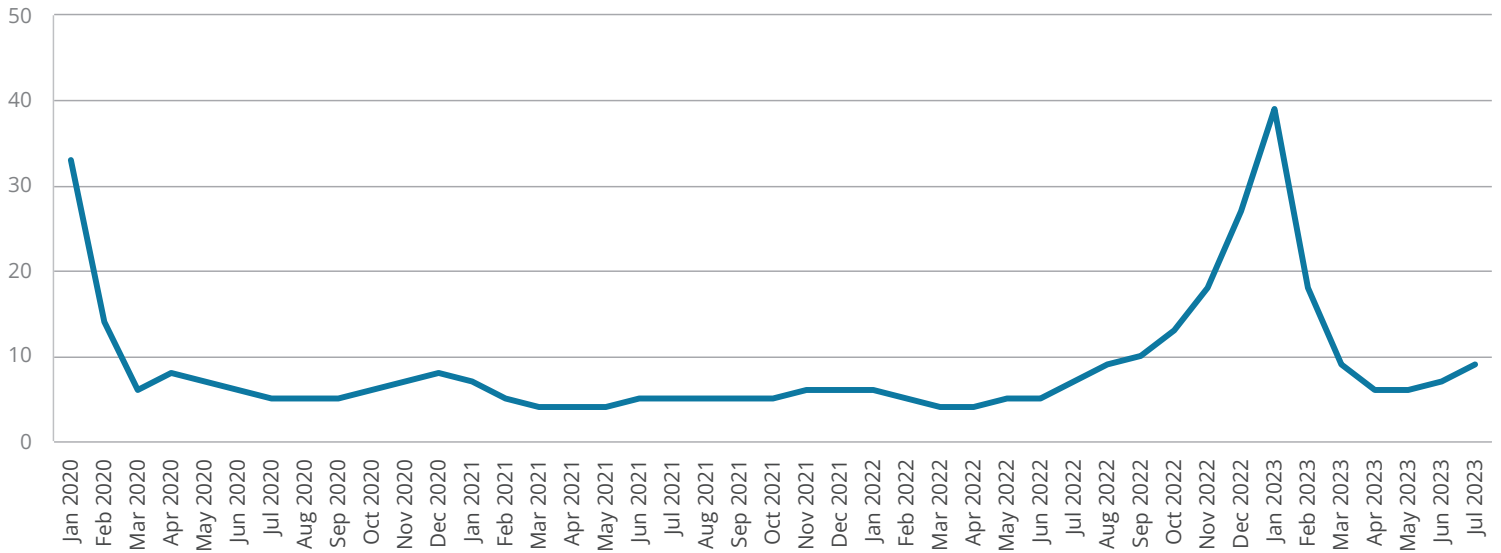


28.6%

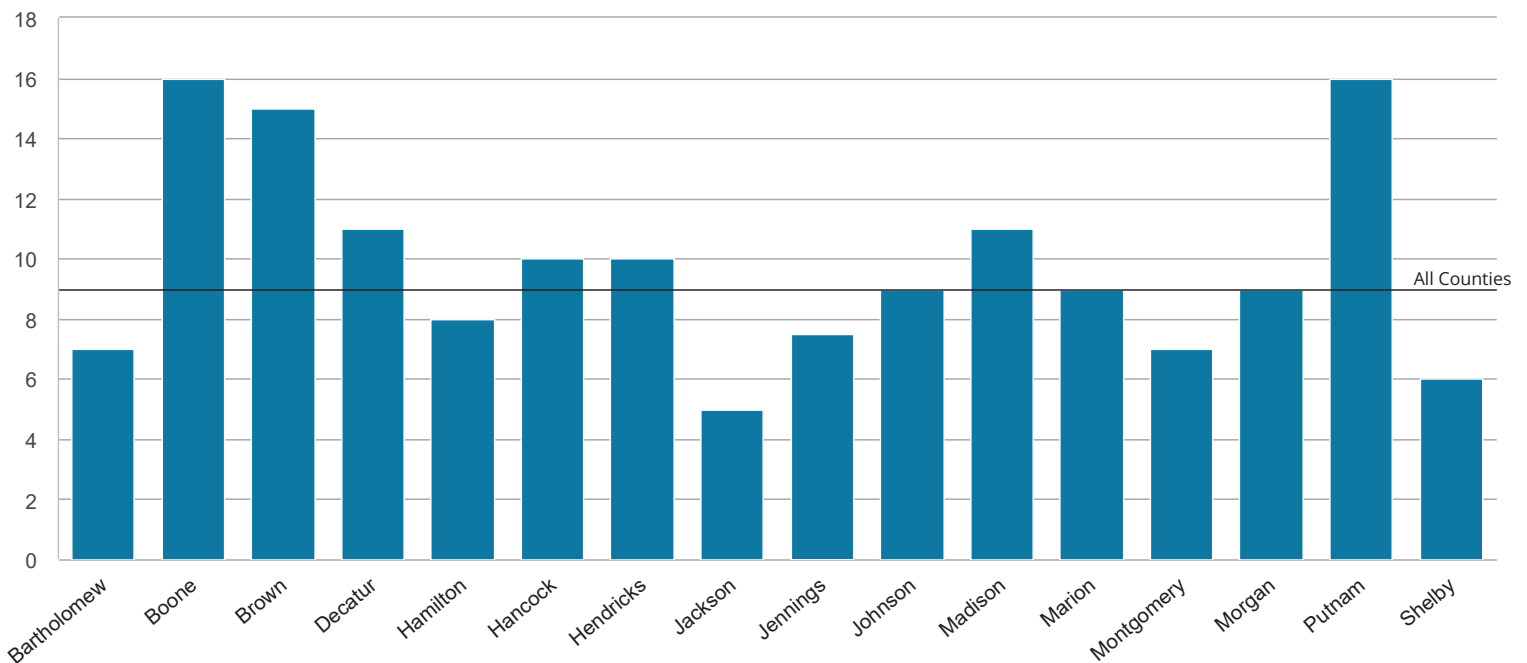


100.0%

Historical Activity



County Comparison



Average Days on Market

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

July 2023

Month over Month Change

Year over Year Change

Year to Date Change

32



0.4%

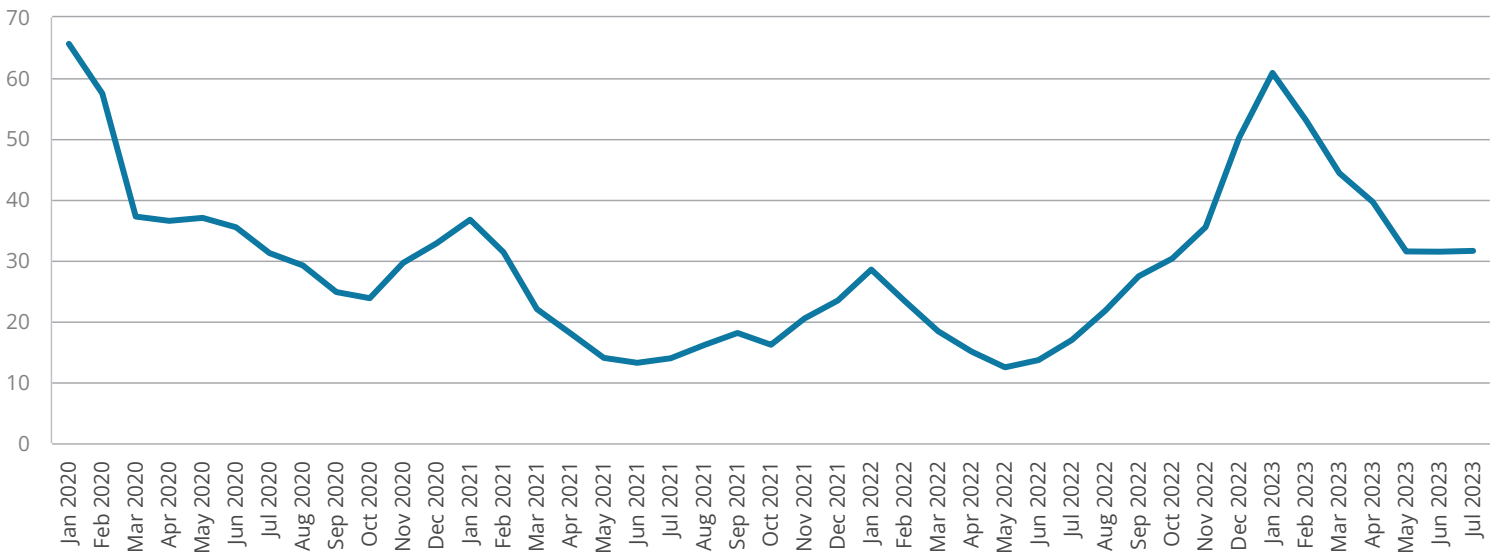


86.4%

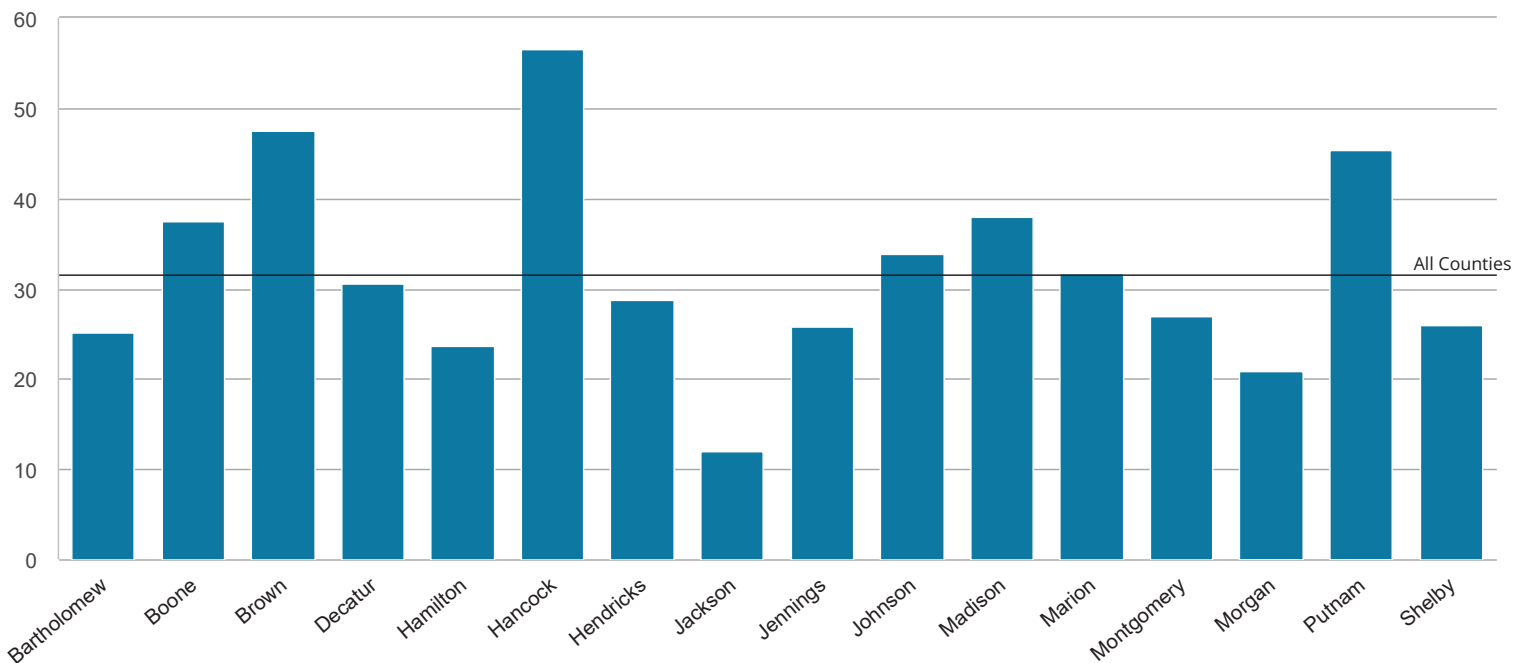


130.4%

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.

July 2023

Month over Month Change

Year over Year Change

Year to Date Change

\$155



0.0%

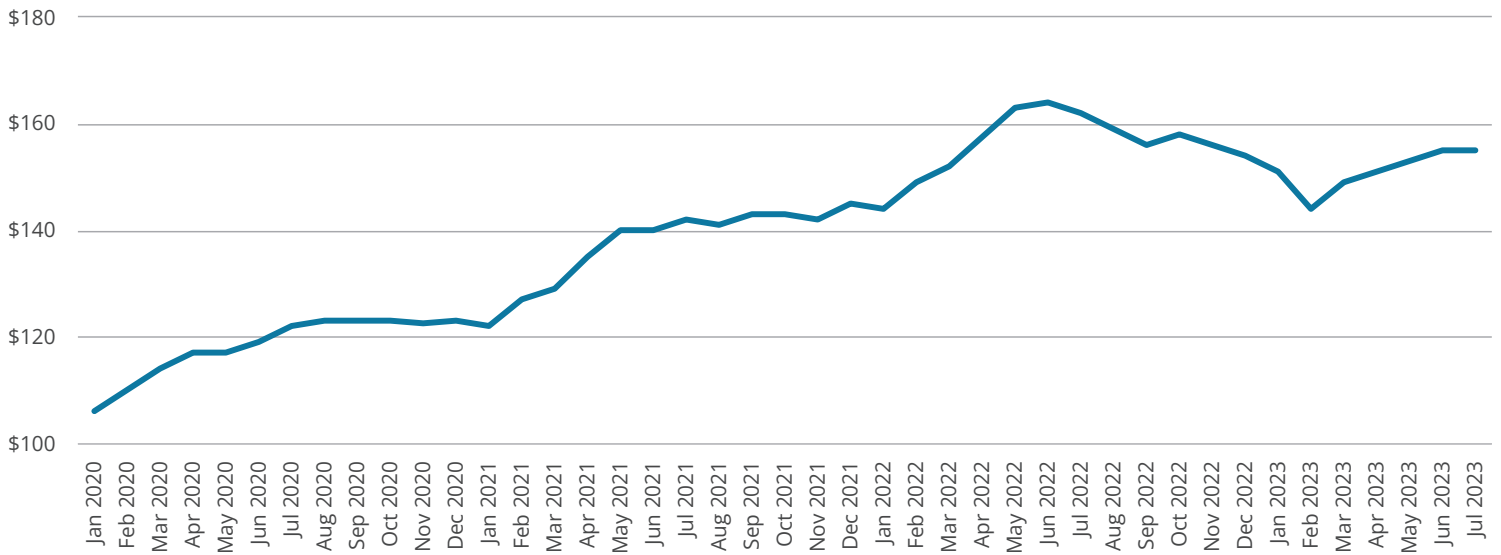


-4.3%

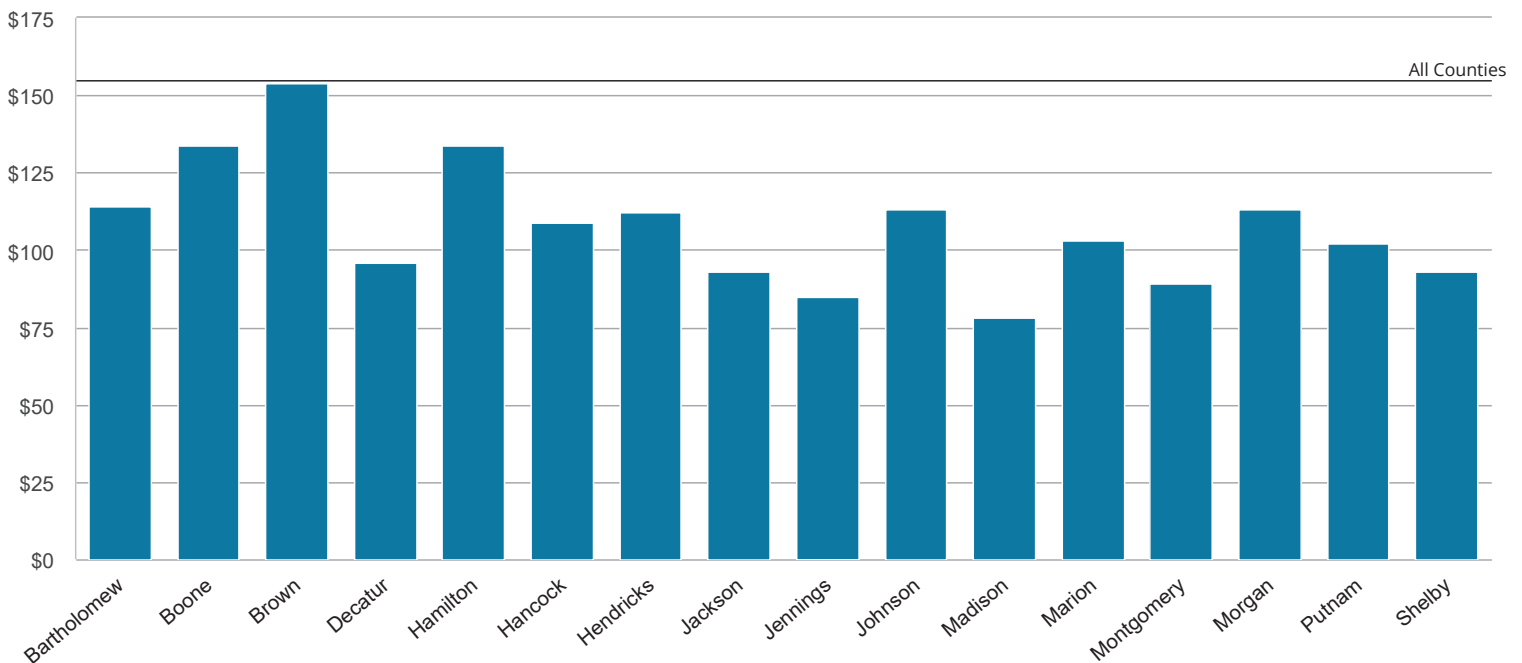


-3.2%

Historical Activity



County Comparison



Percent of List Received

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

July 2023

Month over Month Change

Year over Year Change

Year to Date Change

99.2%



-0.3%

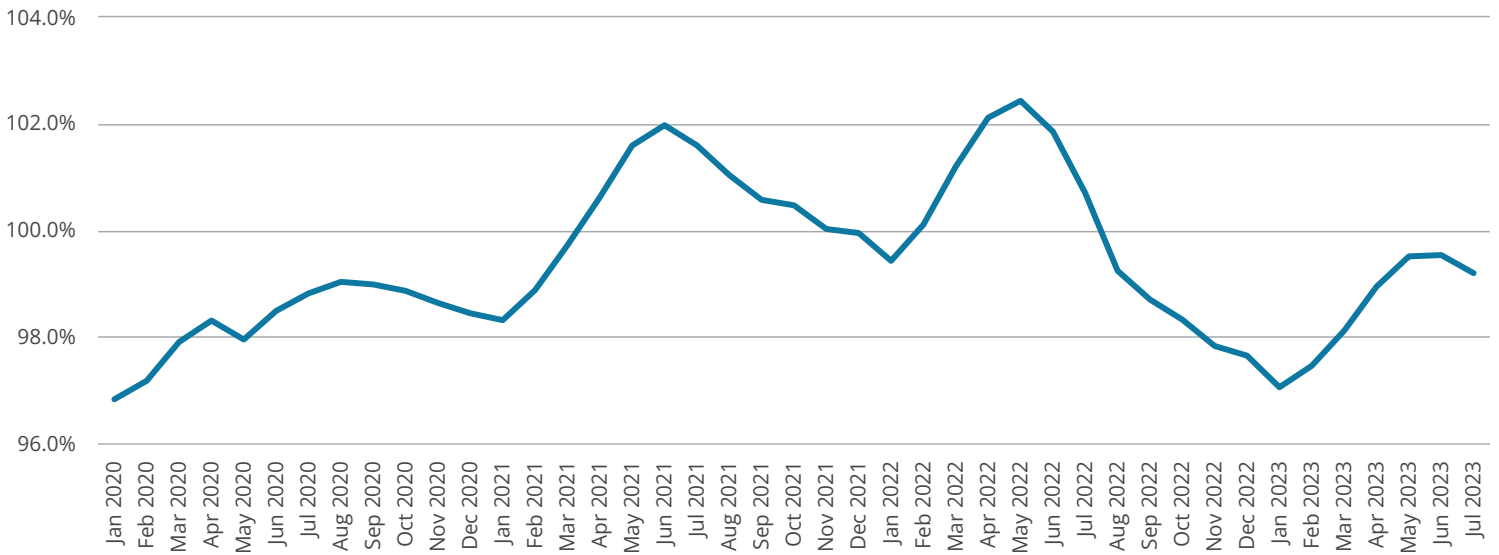


-1.5%

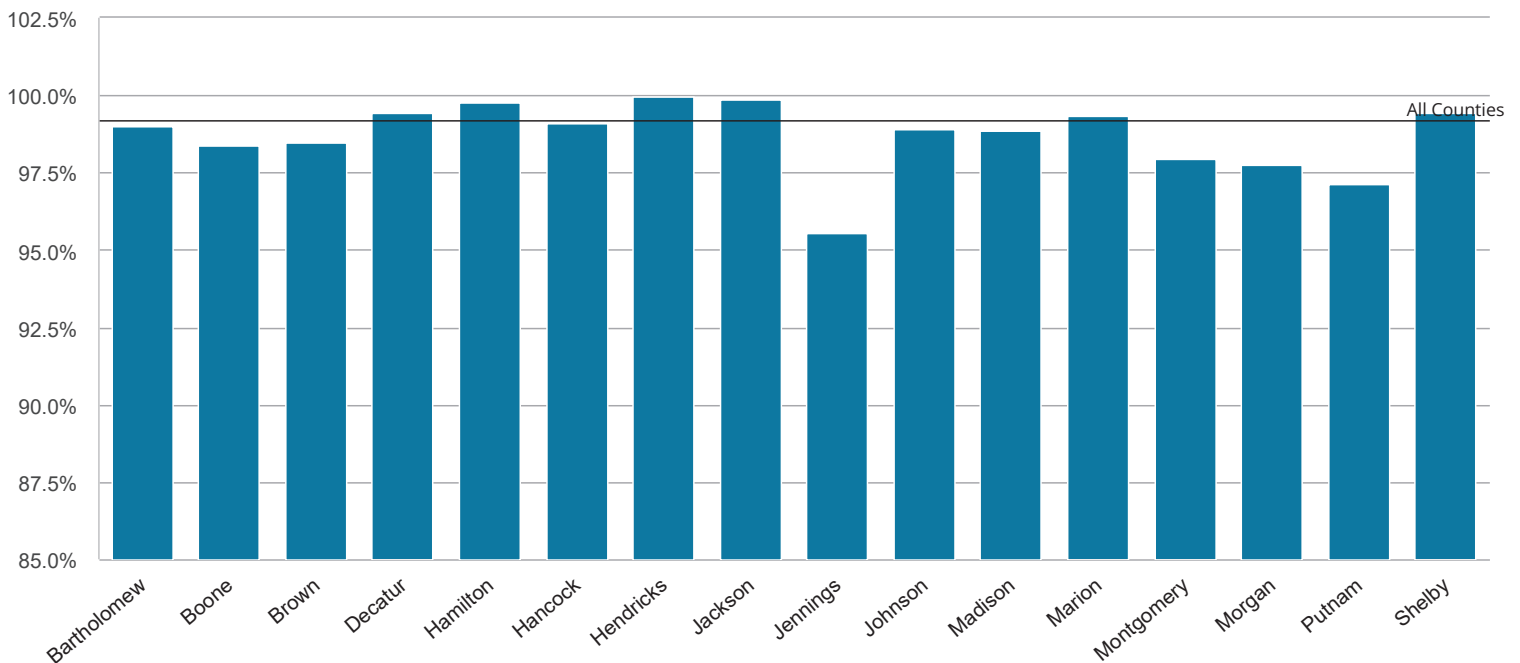


-2.5%

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.

July 2023

Month over Month Change

Year over Year Change

Year to Date Change

3,652



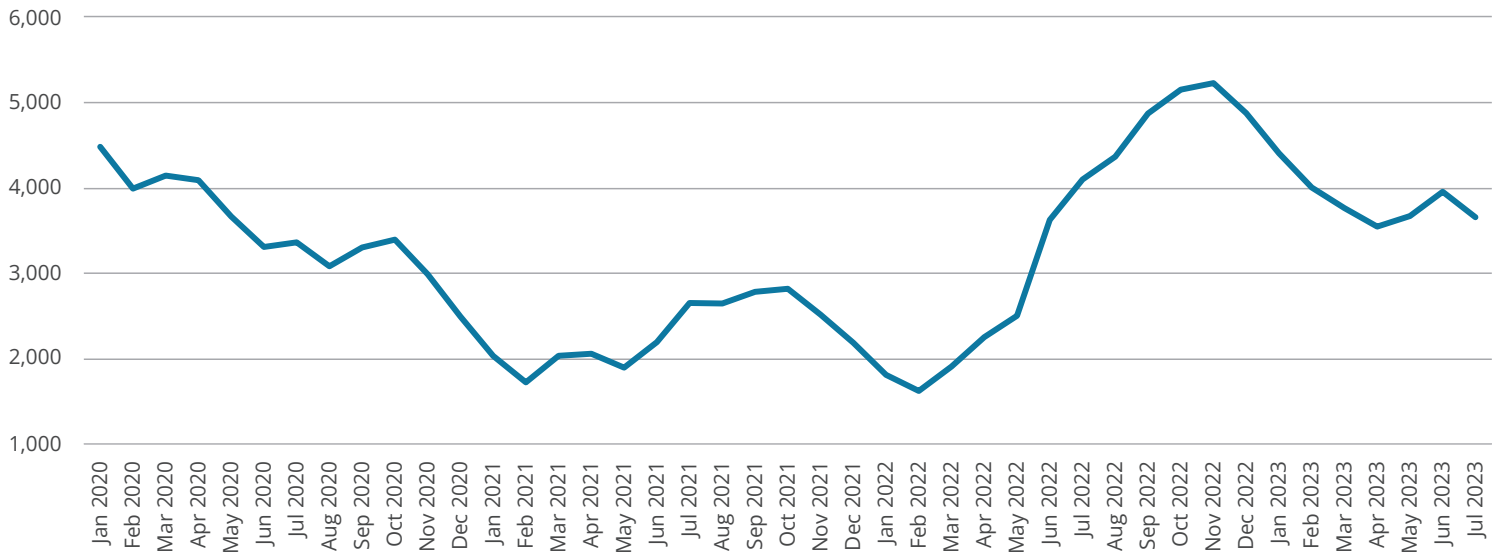
-7.6%



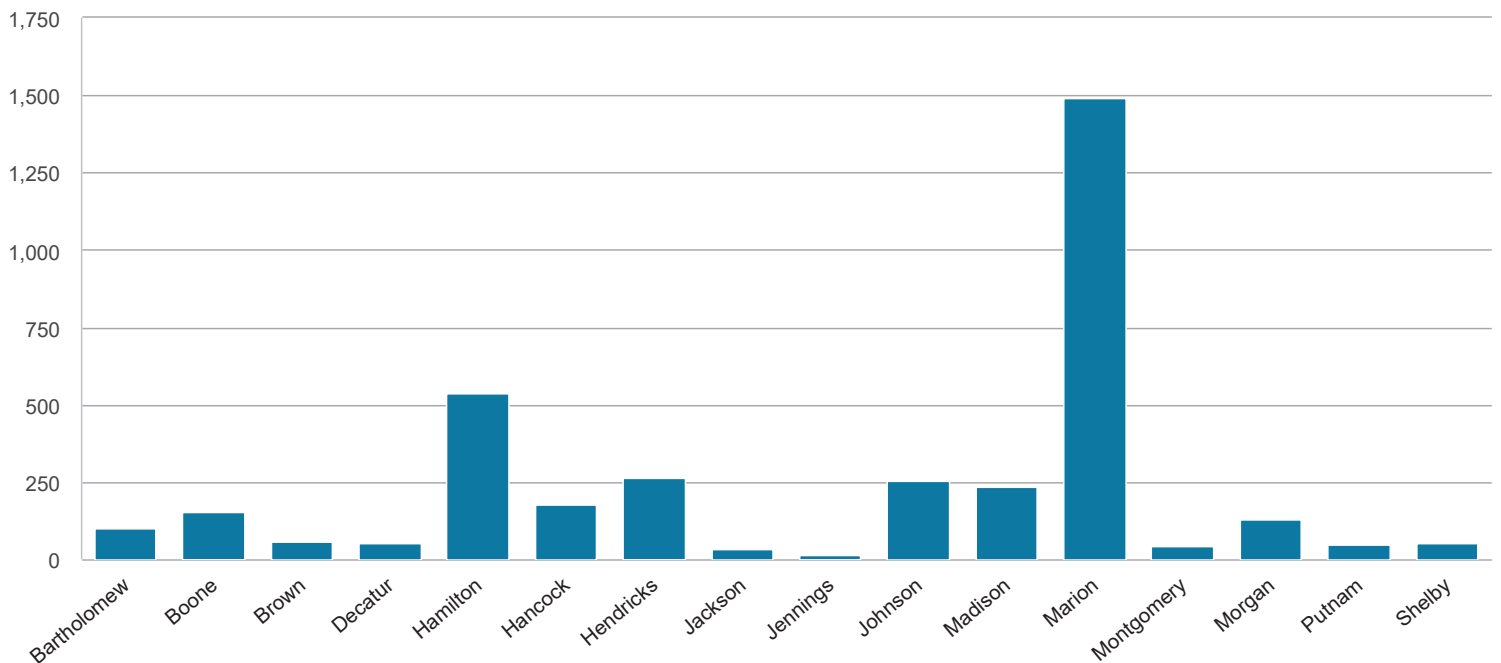
-10.8%

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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.

July 2023

Month over Month Change

Year over Year Change

Year to Date Change

1.3



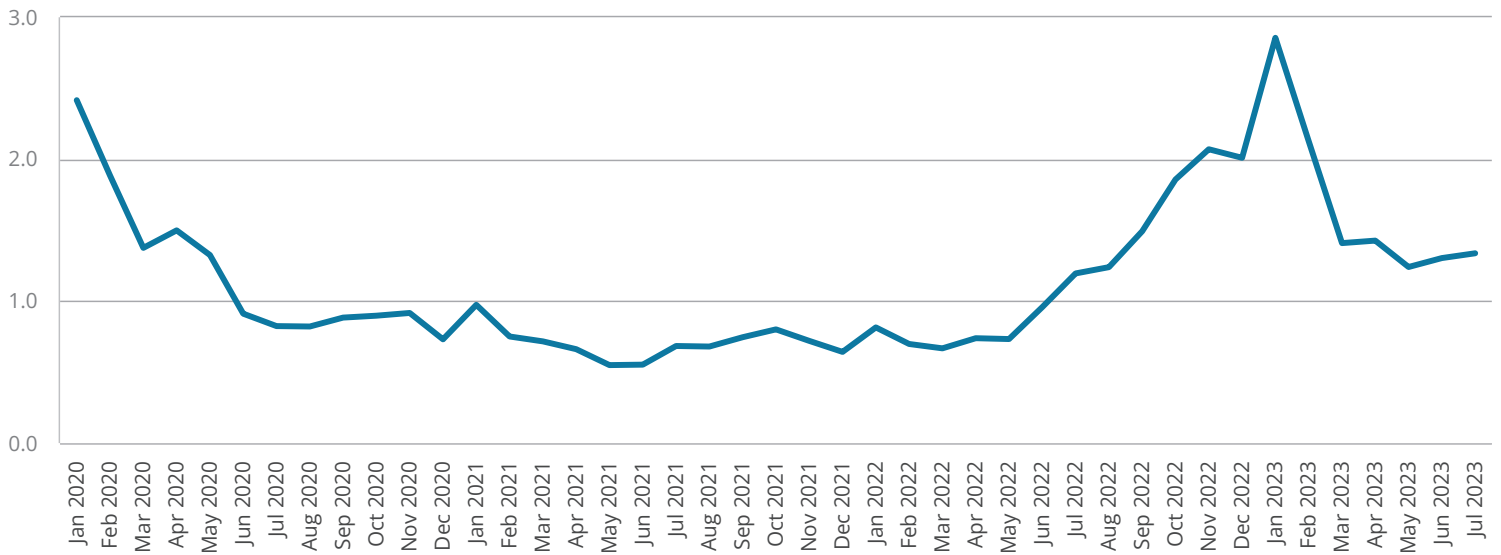
2.6%



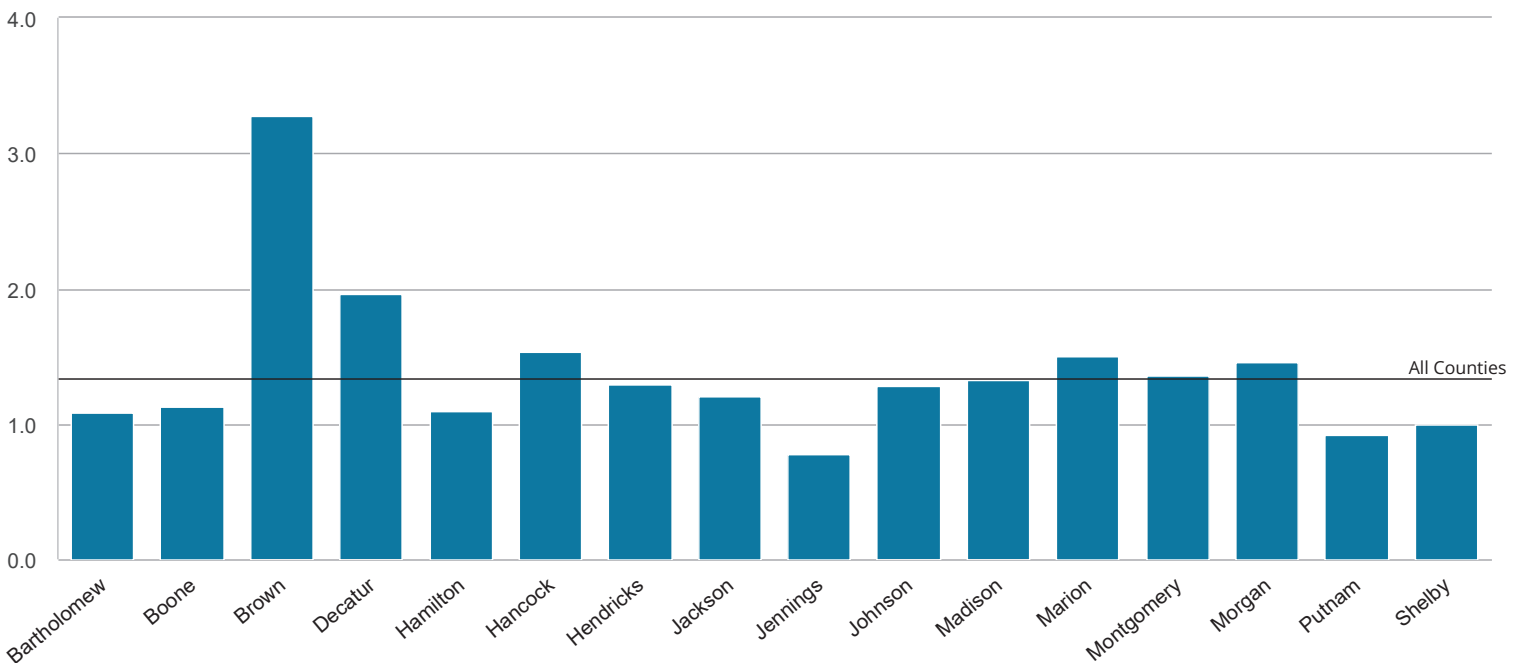
11.9%

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Historical Activity



County Comparison

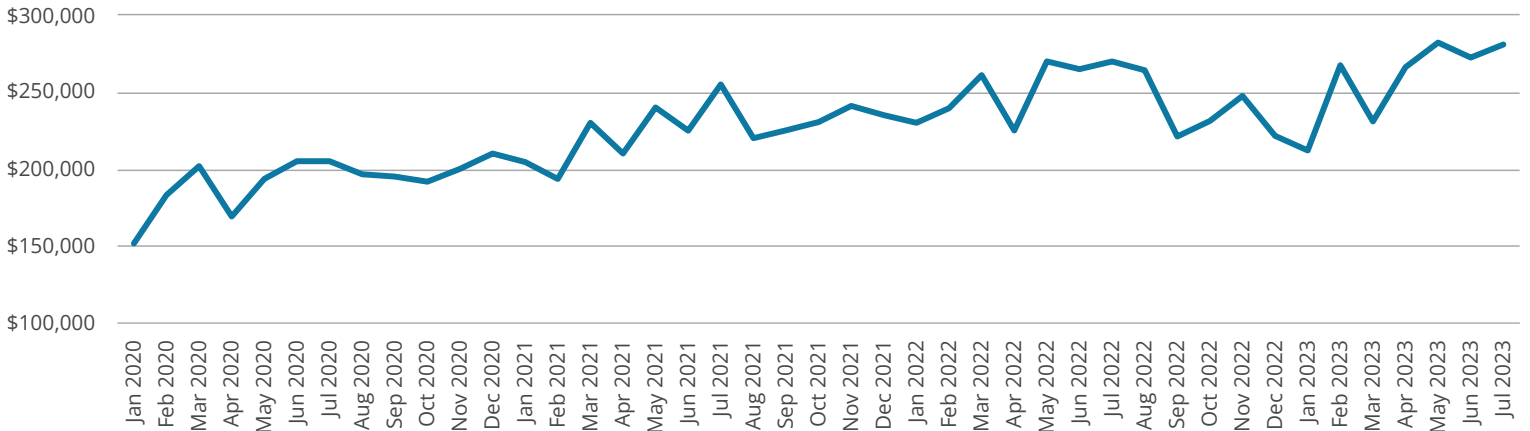


Bartholomew County

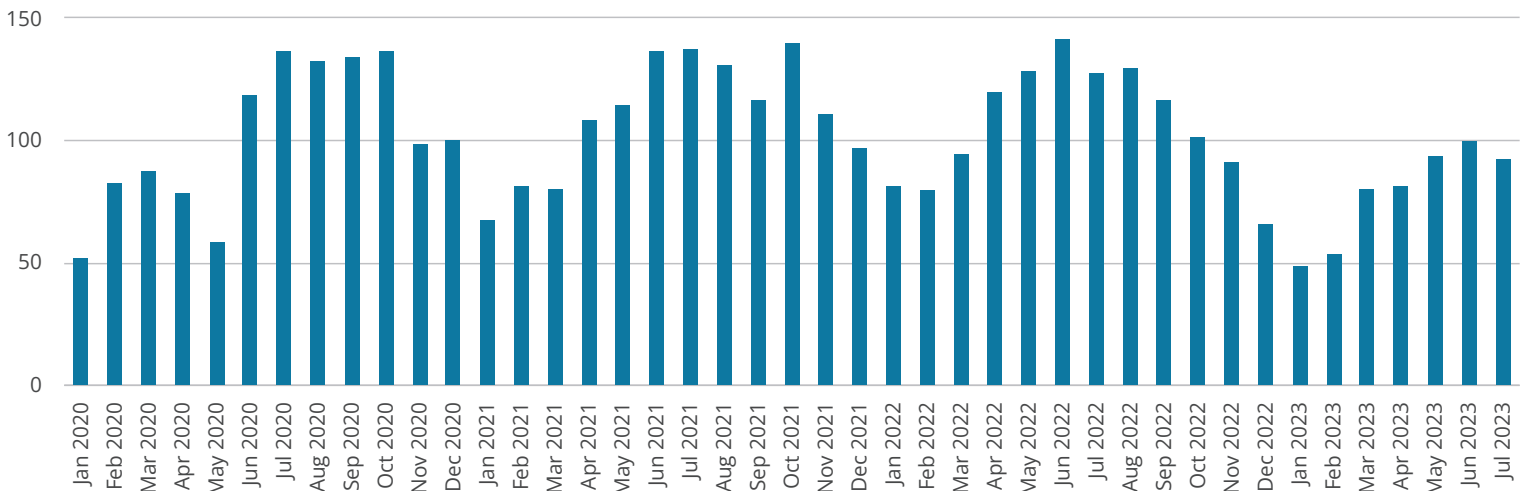
Data for Single Family Residence in Bartholomew County.

	Jul 2023	Jun 2023	MoM	Jul 2022	YoY	2023	2022	YTD
Median Sales Price	\$281,000	\$272,500	⬆️ 3.1%	\$269,950	⬆️ 4.1%	\$260,000	\$255,000	⬆️ 2.0%
Closed Sales	93	100	⬆️ -7.0%	128	⬆️ -27.3%	553	776	⬆️ -28.7%
New Listings	101	130	⬆️ -22.3%	154	⬆️ -34.4%	675	946	⬆️ -28.6%
Pending Sales	98	103	⬆️ -4.9%	129	⬆️ -24.0%	610	816	⬆️ -25.2%
Median Days on Market	7	5	⬆️ 40.0%	8	⬆️ -12.5%	8	5	⬆️ 60.0%
Average Days on Market	25	21	⬆️ 19.0%	16	⬆️ 57.4%	33	15	⬆️ 122.2%
Price per Square Foot	\$145	\$147	⬆️ -1.4%	\$160	⬆️ -9.4%	\$144	\$149	⬆️ -3.4%
% of List Price Received	99.0%	98.2%	⬆️ 0.8%	99.4%	⬆️ -0.4%	98.0%	100.1%	⬆️ -2.1%
Active Inventory	101	119	⬆️ -15.1%	122	⬆️ -17.2%	—	—	—
Months Supply of Inventory	1.1	1.2	⬆️ -8.7%	1.0	⬆️ 13.9%	—	—	—

Median Sales Price



Number of Closed Sales



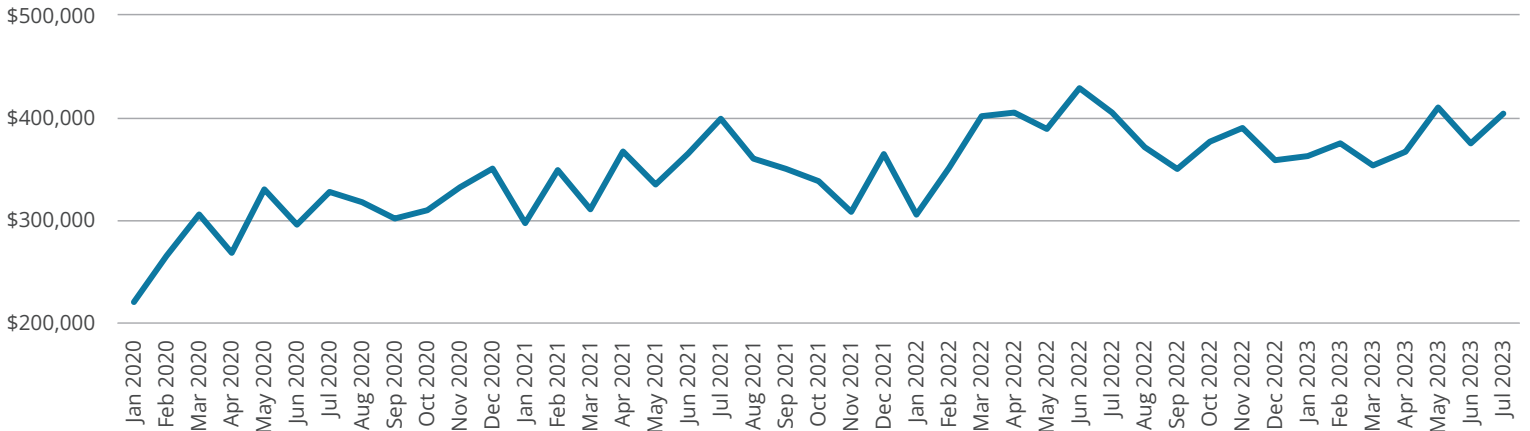
Boone County



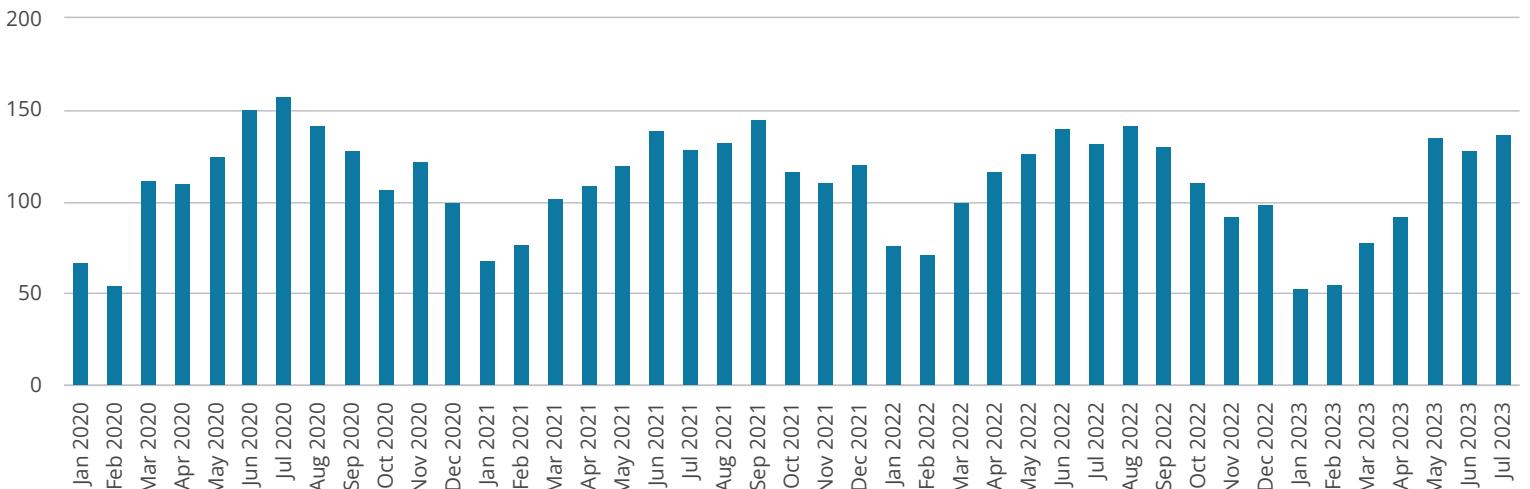
Data for Single Family Residence in Boone County.

	Jul 2023	Jun 2023	MoM	Jul 2022	YoY	2023	2022	YTD
Median Sales Price	\$404,010	\$374,900	⬆️ 7.8%	\$405,000	⬇️ -0.2%	\$380,000	\$389,540	⬇️ -2.4%
Closed Sales	137	128	⬆️ 7.0%	132	⬆️ 3.8%	678	762	⬇️ -11.0%
New Listings	112	157	⬆️ -28.7%	145	⬇️ -22.8%	819	1,055	⬇️ -22.4%
Pending Sales	140	117	⬆️ 19.7%	141	⬇️ -0.7%	780	880	⬇️ -11.4%
Median Days on Market	16	14	⬆️ 14.3%	7	⬆️ 128.6%	13	5	⬆️ 160.0%
Average Days on Market	37	43	⬆️ -13.0%	22	⬆️ 69.9%	50	20	⬆️ 151.0%
Price per Square Foot	\$168	\$168	↔️ 0.0%	\$186	⬇️ -9.4%	\$167	\$181	⬇️ -7.7%
% of List Price Received	98.4%	100.1%	⬆️ -1.7%	101.8%	⬇️ -3.4%	99.1%	101.6%	⬇️ -2.5%
Active Inventory	155	195	⬆️ -20.5%	193	⬇️ -19.7%	—	—	—
Months Supply of Inventory	1.1	1.5	⬆️ -25.7%	1.5	⬇️ -22.6%	—	—	—

Median Sales Price



Number of Closed Sales

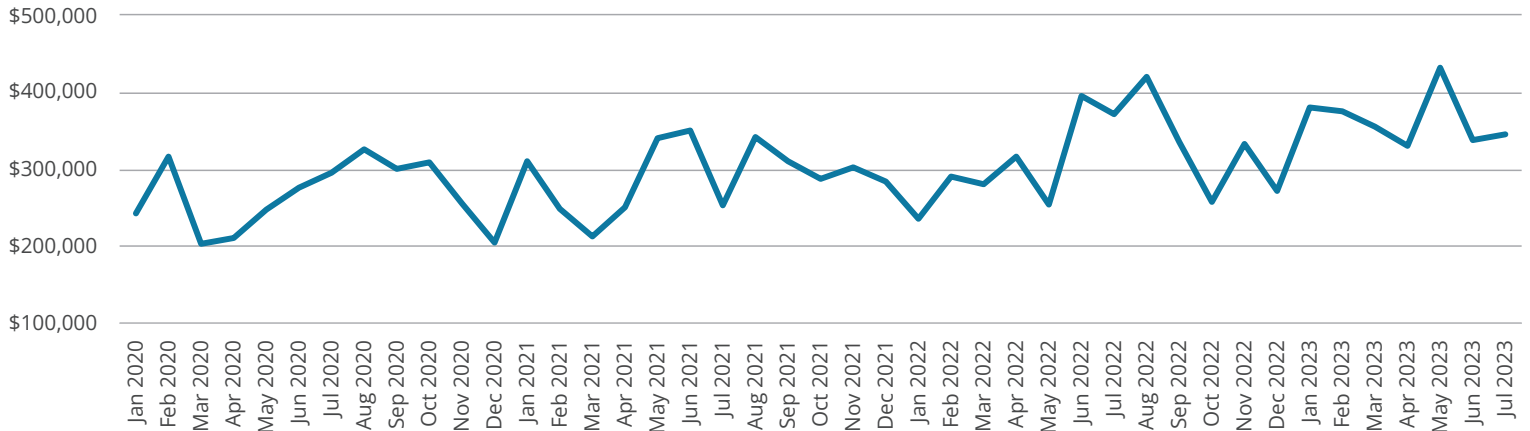


Brown County

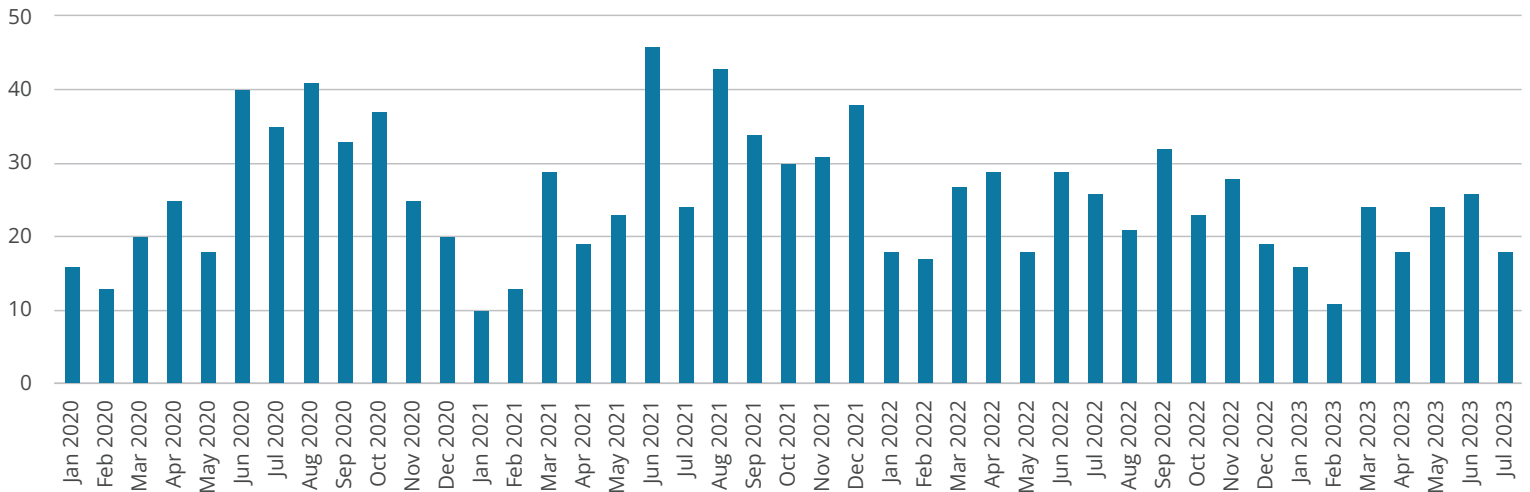
Data for Single Family Residence in Brown County.

	Jul 2023	Jun 2023	MoM	Jul 2022	YoY	2023	2022	YTD
Median Sales Price	\$345,000	\$337,500	⬆️ 2.2%	\$371,250	⬇️ -7.1%	\$368,950	\$313,000	⬆️ 17.9%
Closed Sales	18	26	⬇️ -30.8%	26	⬇️ -30.8%	137	164	⬇️ -16.5%
New Listings	28	37	⬇️ -24.3%	36	⬇️ -22.2%	192	226	⬇️ -15.0%
Pending Sales	27	25	⬆️ 8.0%	21	⬆️ 28.6%	153	164	⬇️ -6.7%
Median Days on Market	15	11	⬆️ 36.4%	16	⬇️ -6.3%	14	9	⬆️ 50.0%
Average Days on Market	48	35	⬆️ 34.2%	34	⬆️ 39.4%	54	33	⬆️ 65.1%
Price per Square Foot	\$197	\$246	⬇️ -20.0%	\$238	⬇️ -17.3%	\$204	\$212	⬇️ -4.0%
% of List Price Received	98.5%	94.1%	⬆️ 4.7%	97.0%	⬆️ 1.6%	95.8%	98.1%	⬇️ -2.3%
Active Inventory	59	66	⬇️ -10.6%	77	⬇️ -23.4%	—	—	—
Months Supply of Inventory	3.3	2.5	⬆️ 29.1%	3.0	⬆️ 10.7%	—	—	—

Median Sales Price



Number of Closed Sales

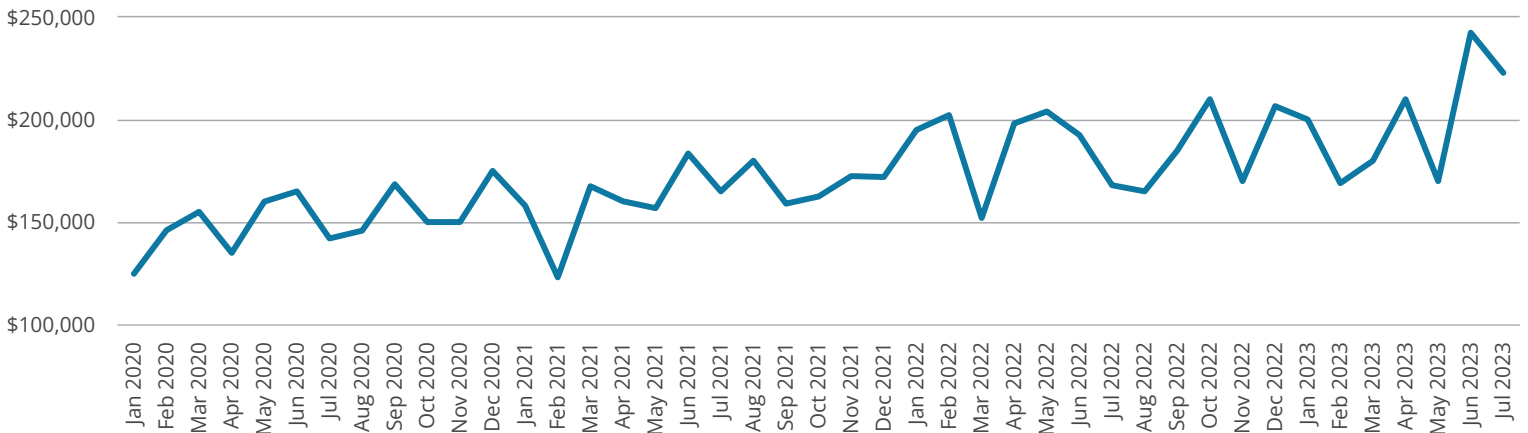


Decatur County

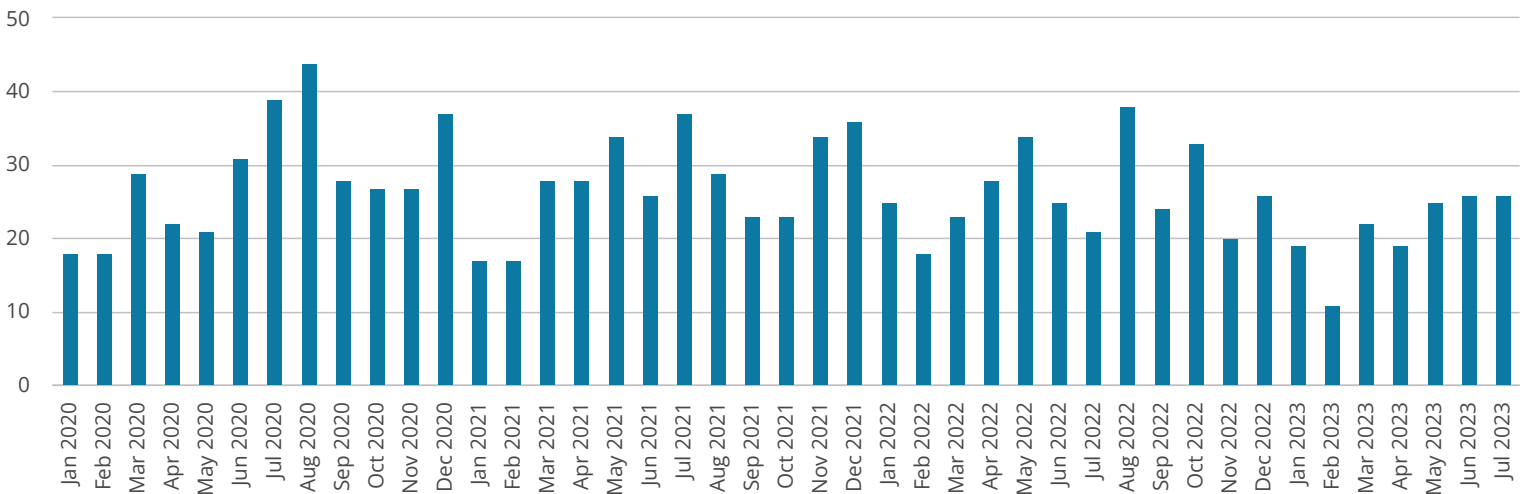
Data for Single Family Residence in Decatur County.

	Jul 2023	Jun 2023	MoM	Jul 2022	YoY	2023	2022	YTD
Median Sales Price	\$222,875	\$242,500	▼ -8.1%	\$168,000	▲ 32.7%	\$196,500	\$191,750	▲ 2.5%
Closed Sales	26	26	▶ 0.0%	21	▲ 23.8%	148	174	▼ -14.9%
New Listings	28	36	▼ -22.2%	38	▼ -26.3%	179	218	▼ -17.9%
Pending Sales	17	27	▼ -37.0%	36	▼ -52.8%	145	184	▼ -21.2%
Median Days on Market	11	11.5	▼ -4.3%	20.5	▼ -46.3%	15	12	▲ 30.4%
Average Days on Market	31	37	▼ -17.2%	35	▼ -12.7%	42	37	▲ 12.7%
Price per Square Foot	\$146	\$148	▼ -1.0%	\$115	▲ 27.0%	\$135	\$135	▲ 0.4%
% of List Price Received	99.4%	96.5%	▲ 3.0%	95.0%	▲ 4.6%	97.1%	97.3%	▼ -0.2%
Active Inventory	51	46	▲ 10.9%	52	▼ -1.9%	—	—	—
Months Supply of Inventory	2.0	1.8	▲ 10.9%	2.5	▼ -20.8%	—	—	—

Median Sales Price



Number of Closed Sales

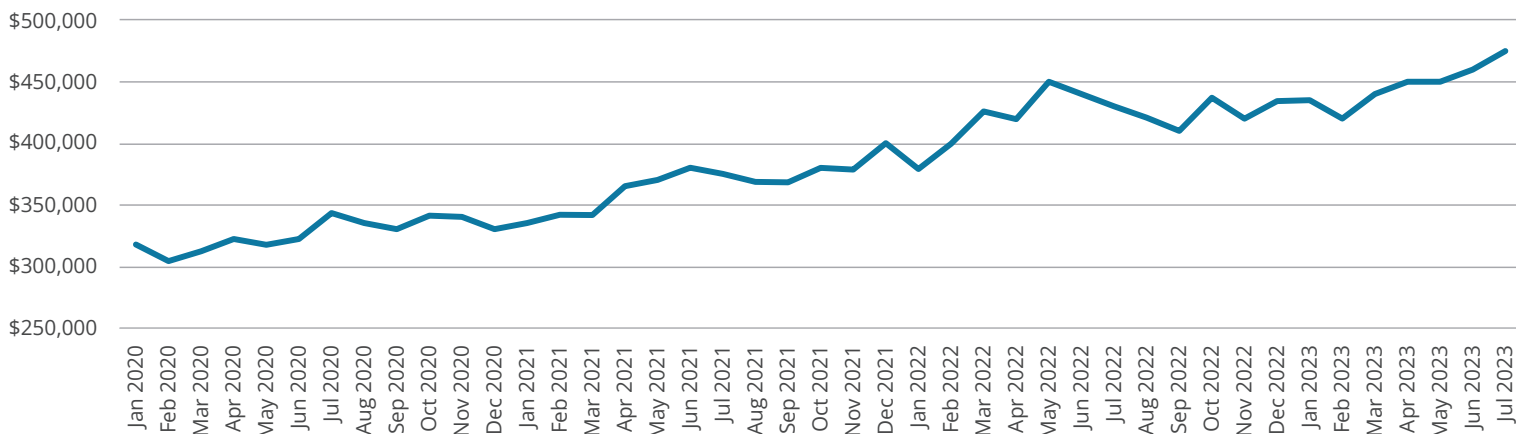


Hamilton County

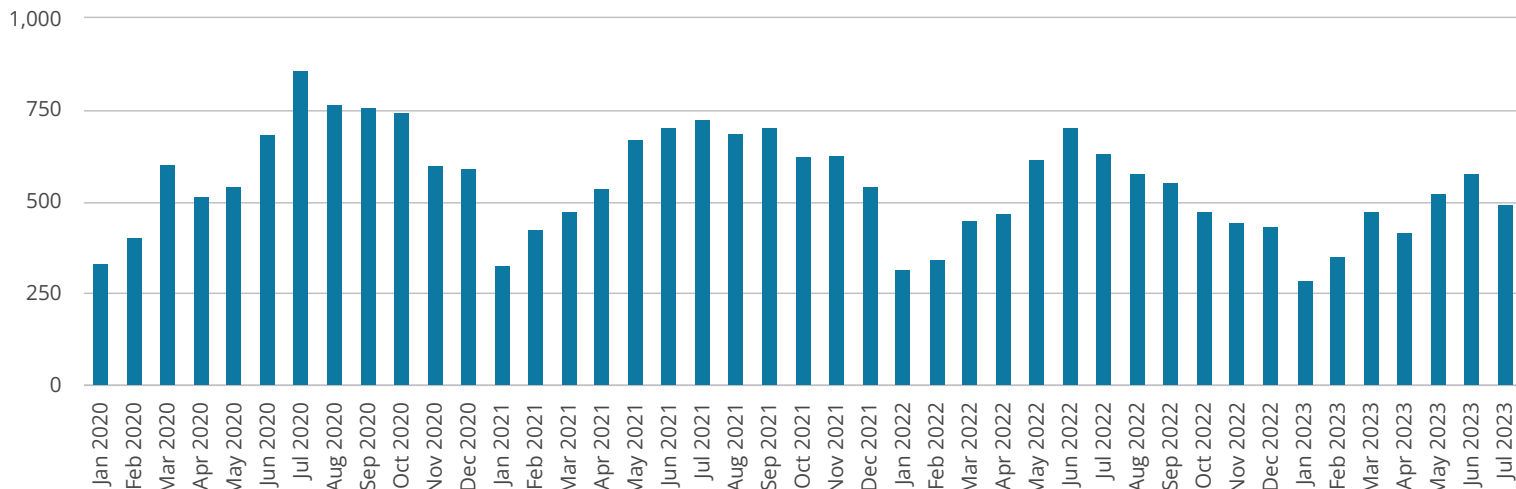
Data for Single Family Residence in Hamilton County.

	Jul 2023	Jun 2023	MoM	Jul 2022	YoY	2023	2022	YTD
Median Sales Price	\$474,990	\$459,900	⬆️ 3.3%	\$430,000	⬆️ 10.5%	\$450,000	\$425,000	⬆️ 5.9%
Closed Sales	493	579	⬆️ -14.9%	632	⬆️ -22.0%	3,125	3,531	⬆️ -11.5%
New Listings	497	624	⬆️ -20.4%	671	⬆️ -25.9%	3,495	4,422	⬆️ -21.0%
Pending Sales	467	520	⬆️ -10.2%	576	⬆️ -18.9%	3,259	3,837	⬆️ -15.1%
Median Days on Market	8	7	⬆️ 14.3%	7	⬆️ 14.3%	7	4	⬆️ 75.0%
Average Days on Market	24	24	⬆️ -1.4%	14	⬆️ 63.8%	32	13	⬆️ 143.0%
Price per Square Foot	\$174	\$174	↔️ 0.0%	\$187	⬆️ -7.0%	\$173	\$187	⬆️ -7.5%
% of List Price Received	99.8%	100.3%	⬆️ -0.5%	101.9%	⬆️ -2.0%	99.7%	103.2%	⬆️ -3.4%
Active Inventory	538	582	⬆️ -7.6%	600	⬆️ -10.3%	—	—	—
Months Supply of Inventory	1.1	1.0	⬆️ 8.6%	0.9	⬆️ 14.9%	—	—	—

Median Sales Price



Number of Closed Sales

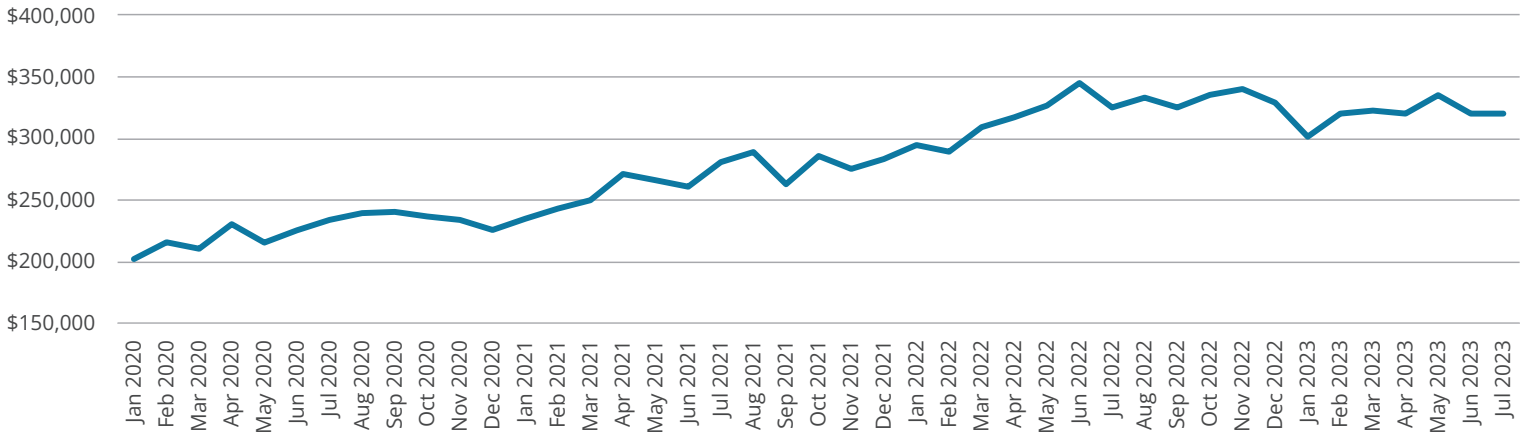


Hancock County

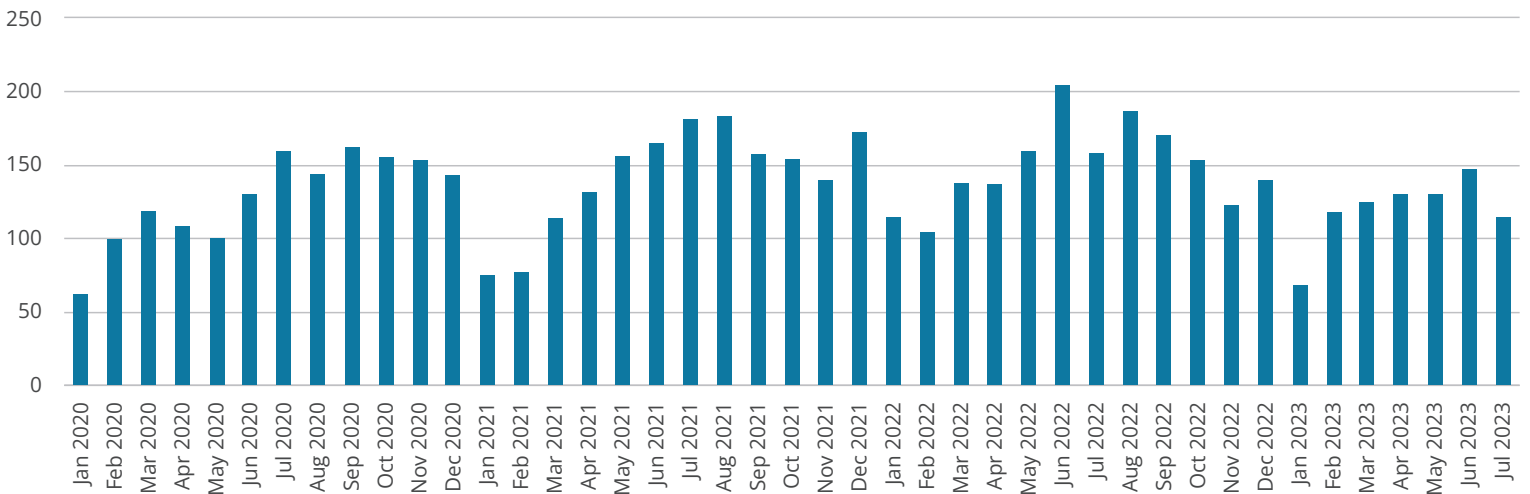
Data for Single Family Residence in Hancock County.

	Jul 2023	Jun 2023	MoM	Jul 2022	YoY	2023	2022	YTD
Median Sales Price	\$320,000	\$320,000	↗ 0.0%	\$325,000	↘ -1.5%	\$324,200	\$315,000	↗ 2.9%
Closed Sales	115	148	↘ -22.3%	159	↘ -27.7%	838	1,021	↘ -17.9%
New Listings	150	149	↗ 0.7%	238	↘ -37.0%	884	1,365	↘ -35.2%
Pending Sales	149	122	↗ 22.1%	175	↘ -14.9%	899	1,146	↘ -21.6%
Median Days on Market	10	10	↗ 0.0%	7	↗ 42.9%	18	5	↗ 260.0%
Average Days on Market	57	40	↗ 42.7%	13	↗ 320.8%	62	18	↗ 247.6%
Price per Square Foot	\$159	\$147	↗ 8.5%	\$152	↗ 4.6%	\$151	\$148	↗ 2.0%
% of List Price Received	99.1%	98.5%	↗ 0.6%	100.7%	↘ -1.6%	98.5%	101.2%	↘ -2.7%
Active Inventory	176	194	↘ -9.3%	285	↘ -38.2%	—	—	—
Months Supply of Inventory	1.5	1.3	↗ 16.8%	1.8	↘ -14.6%	—	—	—

Median Sales Price



Number of Closed Sales

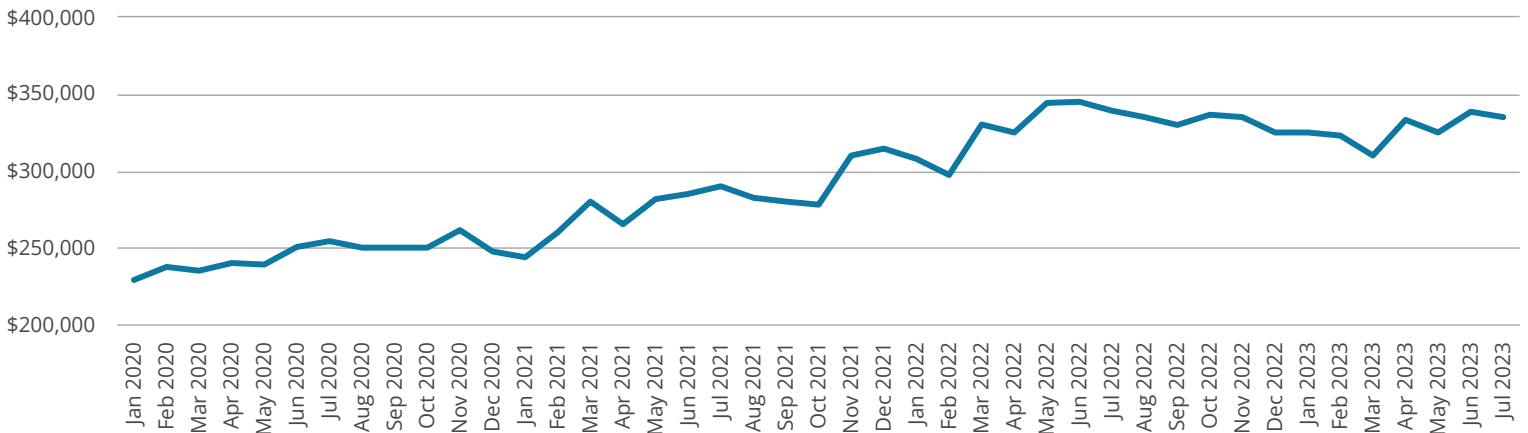


Hendricks County

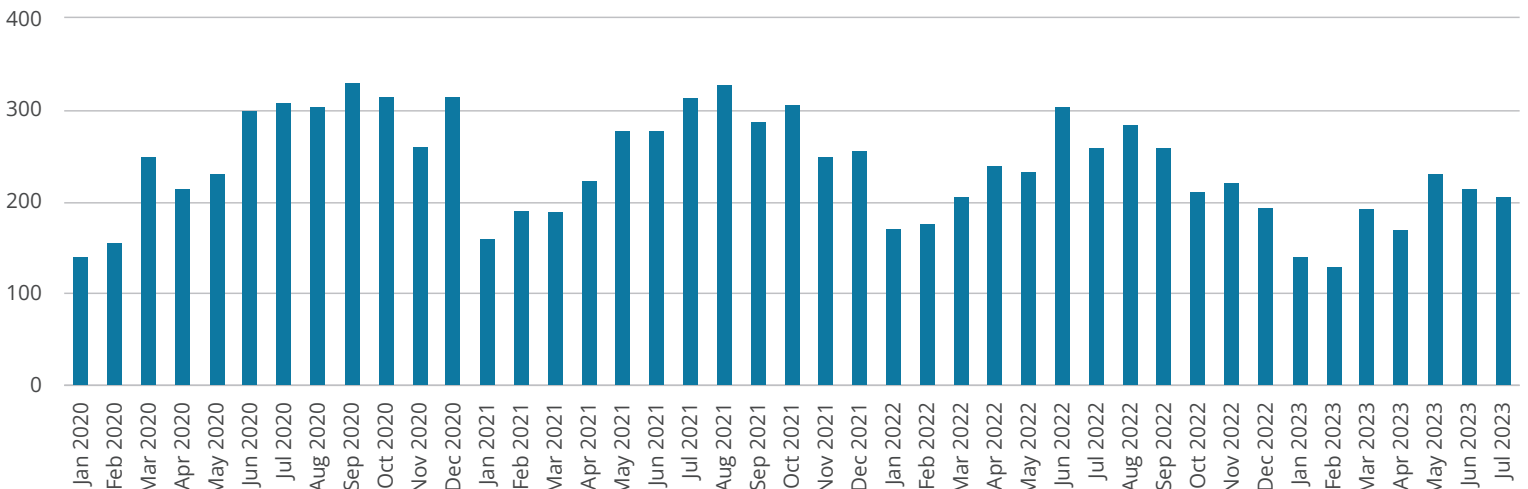
Data for Single Family Residence in Hendricks County.

	Jul 2023	Jun 2023	MoM	Jul 2022	YoY	2023	2022	YTD
Median Sales Price	\$335,000	\$338,500	▼ -1.0%	\$339,168	▼ -1.2%	\$326,000	\$329,080	▼ -0.9%
Closed Sales	205	216	▼ -5.1%	259	▼ -20.8%	1,286	1,589	▼ -19.1%
New Listings	253	290	▼ -12.8%	319	▼ -20.7%	1,501	1,930	▼ -22.2%
Pending Sales	223	226	▼ -1.3%	274	▼ -18.6%	1,376	1,695	▼ -18.8%
Median Days on Market	10	7	▲ 42.9%	6	▲ 66.7%	8	5	▲ 60.0%
Average Days on Market	29	21	▲ 39.0%	16	▲ 82.1%	38	16	▲ 142.2%
Price per Square Foot	\$159	\$164	▼ -2.8%	\$166	▼ -4.2%	\$159	\$159	▼ -0.3%
% of List Price Received	99.9%	99.7%	▲ 0.3%	101.8%	▼ -1.8%	99.2%	102.0%	▼ -2.7%
Active Inventory	265	268	▼ -1.1%	281	▼ -5.7%	—	—	—
Months Supply of Inventory	1.3	1.2	▲ 4.2%	1.1	▲ 19.1%	—	—	—

Median Sales Price



Number of Closed Sales



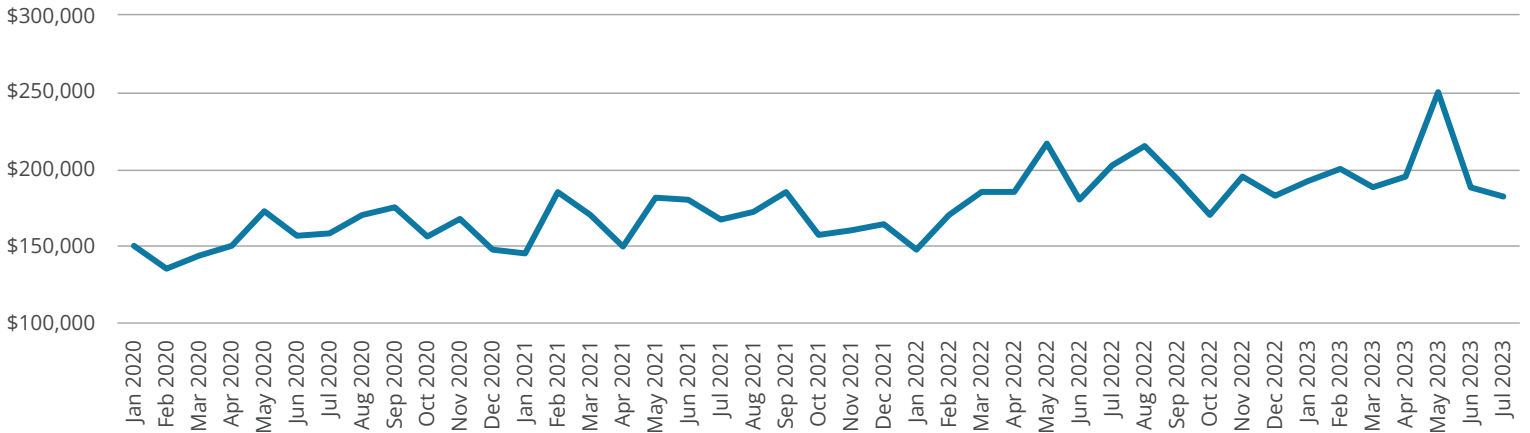
Jackson County



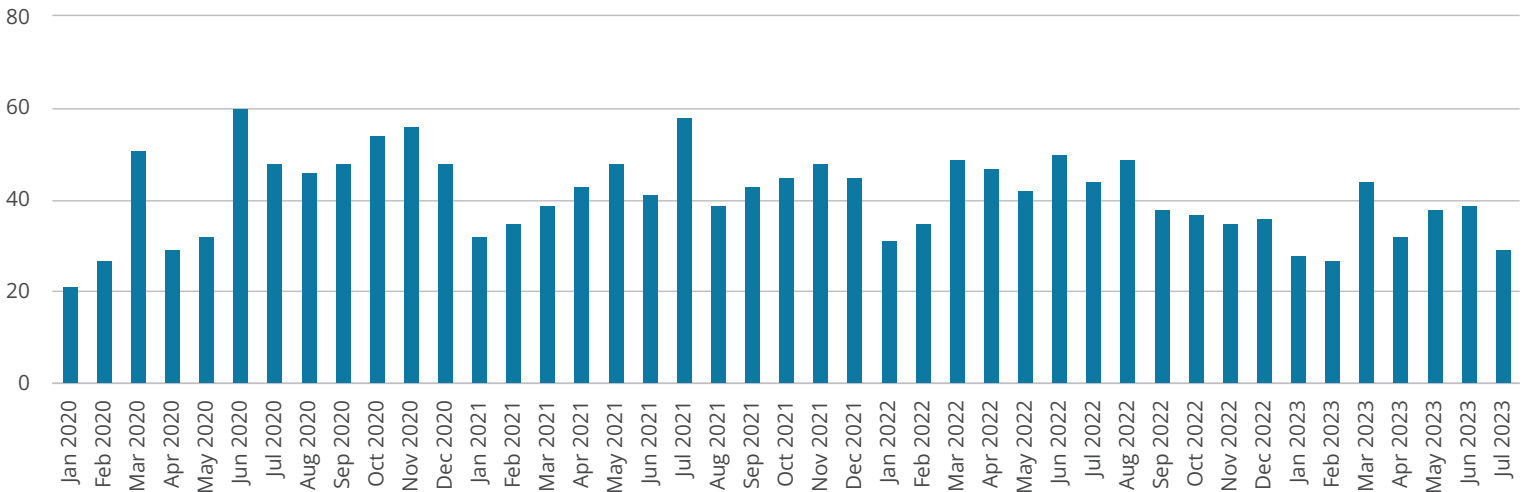
Data for Single Family Residence in Jackson County.

	Jul 2023	Jun 2023	MoM	Jul 2022	YoY	2023	2022	YTD
Median Sales Price	\$182,000	\$187,900	⬇️ -3.1%	\$202,250	⬇️ -10.0%	\$200,000	\$185,000	⬆️ 8.1%
Closed Sales	29	39	⬇️ -25.6%	44	⬇️ -34.1%	237	298	⬇️ -20.5%
New Listings	43	45	⬇️ -4.4%	52	⬇️ -17.3%	253	345	⬇️ -26.7%
Pending Sales	43	35	⬆️ 22.9%	42	⬆️ 2.4%	259	306	⬇️ -15.4%
Median Days on Market	5	8	⬇️ -37.5%	8.5	⬇️ -41.2%	9	7	⬆️ 28.6%
Average Days on Market	12	11	⬆️ 7.6%	28	⬇️ -56.6%	31	23	⬆️ 34.0%
Price per Square Foot	\$135	\$149	⬇️ -9.4%	\$141	⬇️ -4.3%	\$136	\$132	⬆️ 3.0%
% of List Price Received	99.9%	98.9%	⬆️ 0.9%	99.0%	⬆️ 0.9%	98.4%	98.3%	⬆️ 0.1%
Active Inventory	35	36	⬇️ -2.8%	56	⬇️ -37.5%	—	—	—
Months Supply of Inventory	1.2	0.9	⬆️ 30.7%	1.3	⬇️ -5.2%	—	—	—

Median Sales Price



Number of Closed Sales

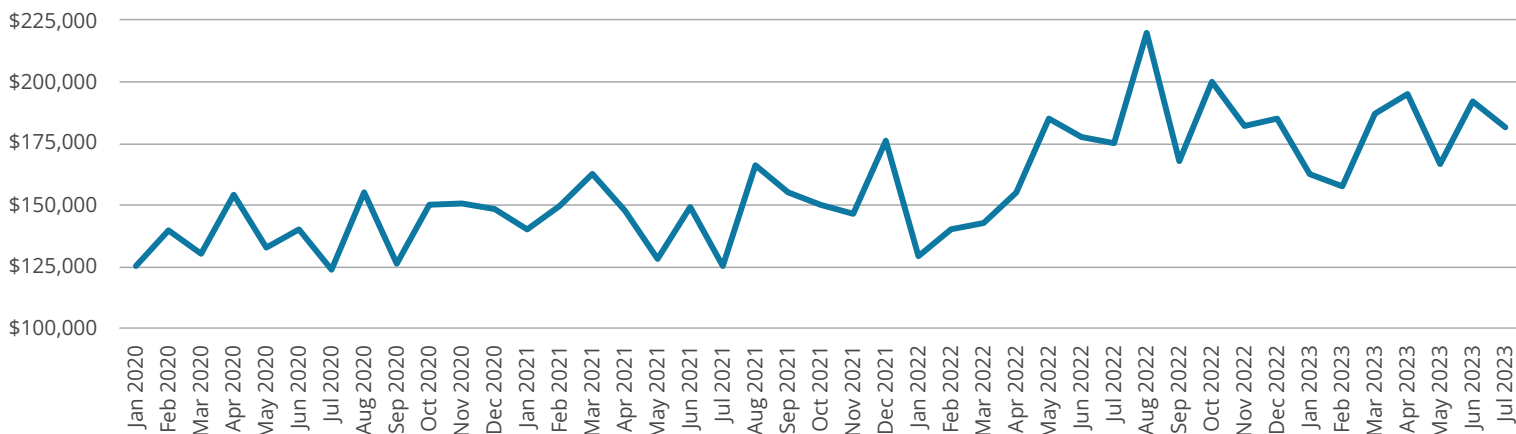


Jennings County

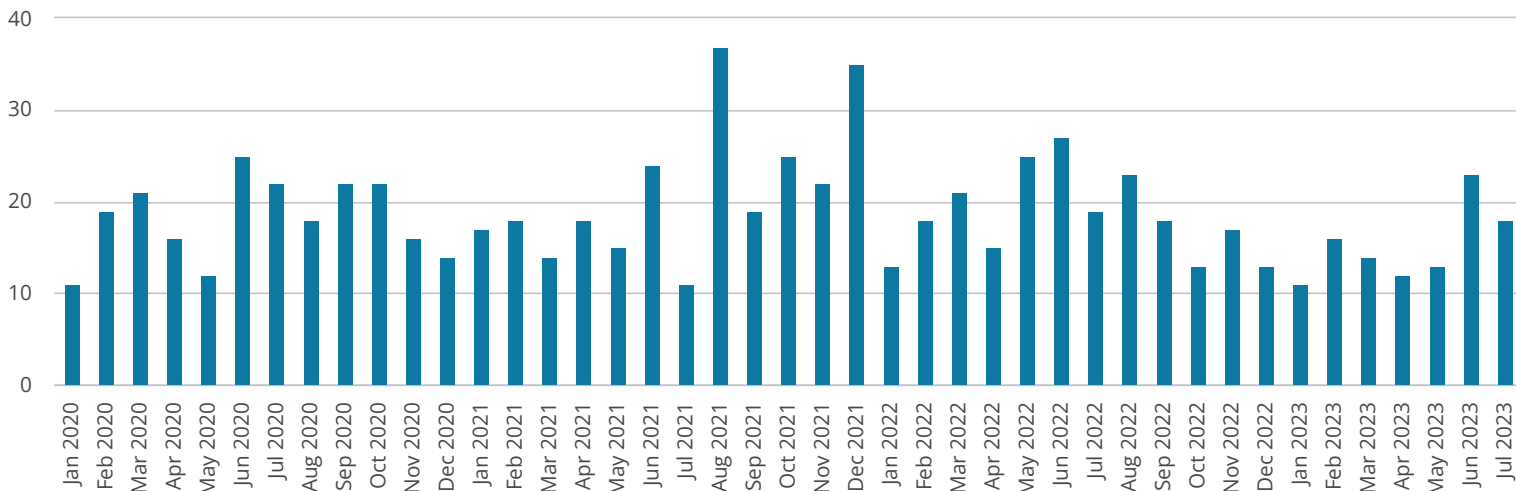
Data for Single Family Residence in Jennings County.

	Jul 2023	Jun 2023	MoM	Jul 2022	YoY	2023	2022	YTD
Median Sales Price	\$181,450	\$192,000	↘ -5.5%	\$175,000	↗ 3.7%	\$180,900	\$160,000	↗ 13.1%
Closed Sales	18	23	↘ -21.7%	19	↘ -5.3%	107	138	↘ -22.5%
New Listings	26	15	↗ 73.3%	27	↘ -3.7%	125	168	↘ -25.6%
Pending Sales	25	18	↗ 38.9%	28	↘ -10.7%	118	150	↘ -21.3%
Median Days on Market	7.5	4.5	↗ 66.7%	6	↗ 25.0%	7	8	↘ -12.5%
Average Days on Market	26	33	↘ -21.2%	13	↗ 91.9%	35	28	↗ 25.4%
Price per Square Foot	\$114	\$152	↘ -25.3%	\$126	↘ -9.9%	\$122	\$121	↗ 1.2%
% of List Price Received	95.6%	97.9%	↘ -2.4%	98.5%	↘ -3.0%	96.0%	96.5%	↘ -0.5%
Active Inventory	14	18	↘ -22.2%	29	↘ -51.7%	—	—	—
Months Supply of Inventory	0.8	0.8	↘ -0.6%	1.5	↘ -49.0%	—	—	—

Median Sales Price



Number of Closed Sales



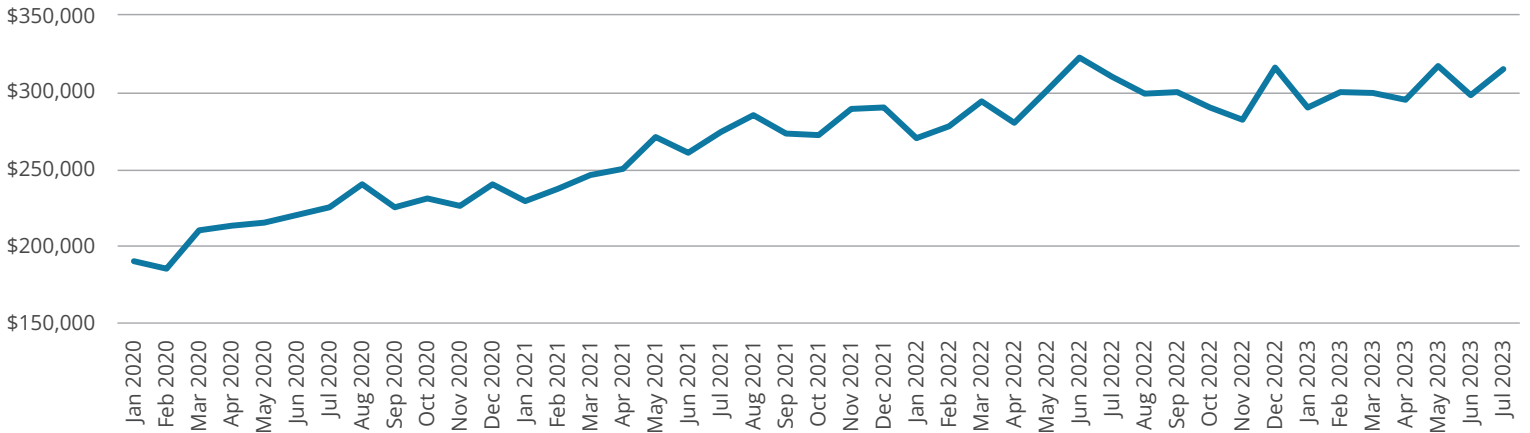
Johnson County



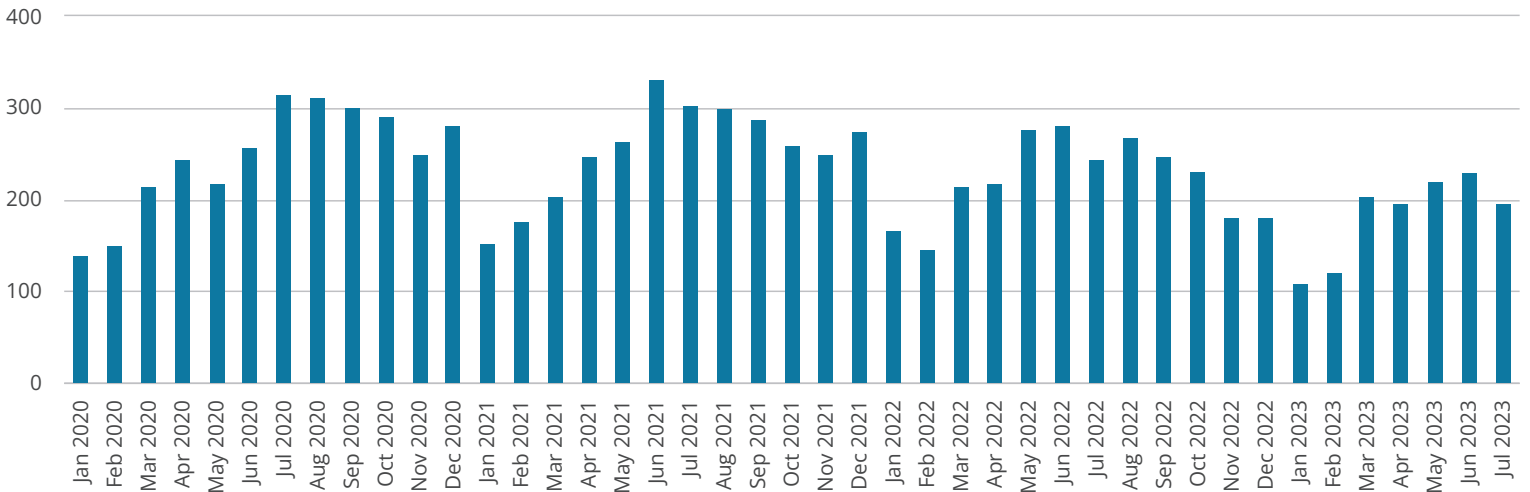
Data for Single Family Residence in Johnson County.

	Jul 2023	Jun 2023	MoM	Jul 2022	YoY	2023	2022	YTD
Median Sales Price	\$315,000	\$298,000	⬆️ 5.7%	\$310,000	⬆️ 1.6%	\$300,000	\$296,000	⬆️ 1.4%
Closed Sales	196	230	⬇️ -14.8%	244	⬇️ -19.7%	1,277	1,547	⬇️ -17.5%
New Listings	220	252	⬇️ -12.7%	319	⬇️ -31.0%	1,509	1,918	⬇️ -21.3%
Pending Sales	223	210	⬆️ 6.2%	238	⬇️ -6.3%	1,394	1,663	⬇️ -16.2%
Median Days on Market	9	9	↔️ 0.0%	5	⬆️ 80.0%	12	5	⬆️ 140.0%
Average Days on Market	34	33	⬆️ 1.5%	14	⬆️ 146.1%	43	13	⬆️ 234.6%
Price per Square Foot	\$164	\$160	⬆️ 2.5%	\$162	⬆️ 1.5%	\$153	\$163	⬇️ -6.1%
% of List Price Received	98.9%	99.0%	⬇️ -0.1%	100.6%	⬇️ -1.7%	98.7%	101.7%	⬇️ -3.0%
Active Inventory	252	298	⬇️ -15.4%	275	⬇️ -8.4%	—	—	—
Months Supply of Inventory	1.3	1.3	⬇️ -0.8%	1.1	⬆️ 14.1%	—	—	—

Median Sales Price



Number of Closed Sales

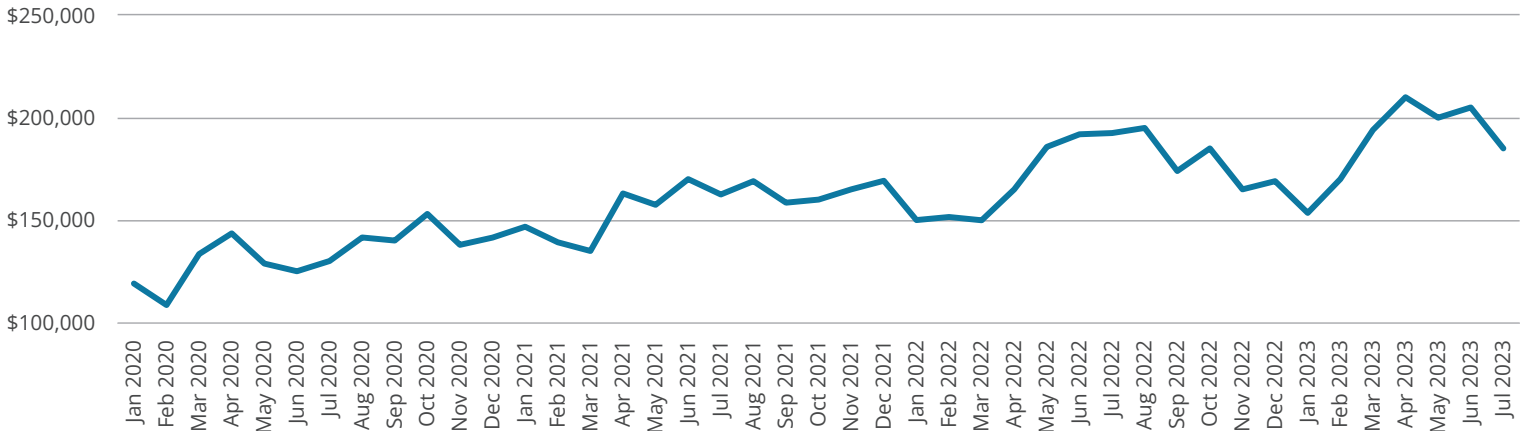


Madison County

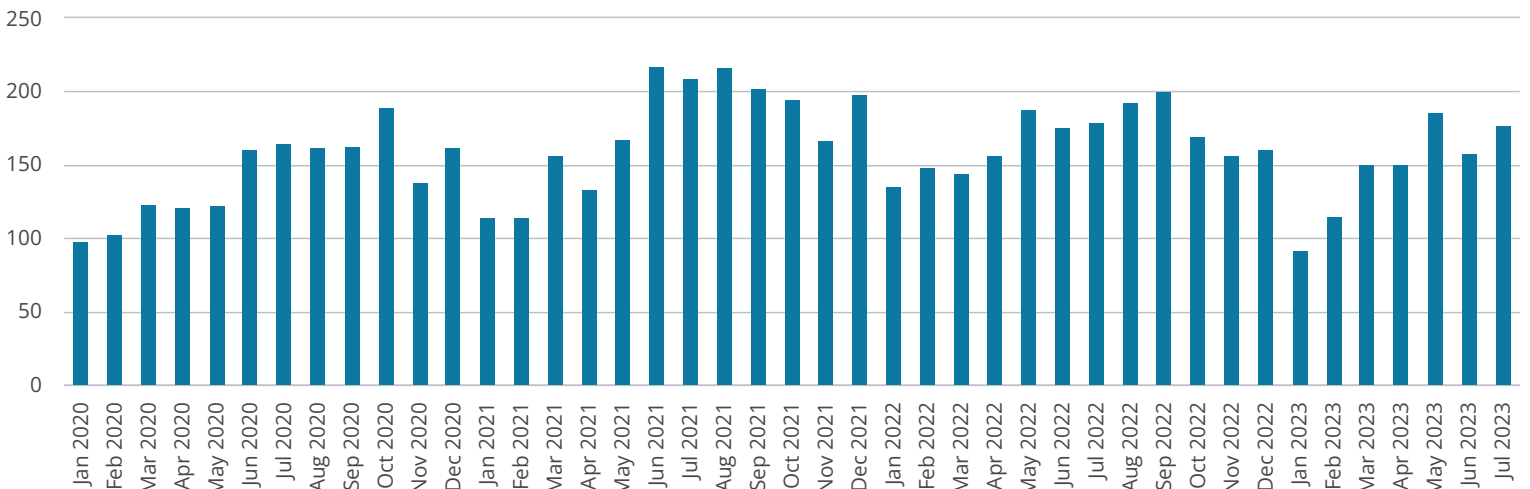
Data for Single Family Residence in Madison County.

	Jul 2023	Jun 2023	MoM	Jul 2022	YoY	2023	2022	YTD
Median Sales Price	\$185,000	\$205,000	▼ -9.8%	\$192,500	▼ -3.9%	\$193,500	\$170,450	▲ 13.5%
Closed Sales	177	158	▲ 12.0%	179	▼ -1.1%	1,030	1,130	▼ -8.8%
New Listings	185	215	▼ -14.0%	229	▼ -19.2%	1,234	1,386	▼ -11.0%
Pending Sales	172	157	▲ 9.6%	167	▲ 3.0%	1,102	1,172	▼ -6.0%
Median Days on Market	11	7	▲ 57.1%	8	▲ 37.5%	12	6	▲ 100.0%
Average Days on Market	38	43	▼ -11.2%	17	▲ 123.6%	46	20	▲ 124.9%
Price per Square Foot	\$127	\$125	▲ 1.6%	\$123	▲ 3.3%	\$120	\$111	▲ 8.1%
% of List Price Received	98.8%	99.6%	▼ -0.8%	99.5%	▼ -0.7%	98.1%	98.8%	▼ -0.7%
Active Inventory	235	253	▼ -7.1%	285	▼ -17.5%	—	—	—
Months Supply of Inventory	1.3	1.6	▼ -17.1%	1.6	▼ -16.6%	—	—	—

Median Sales Price



Number of Closed Sales

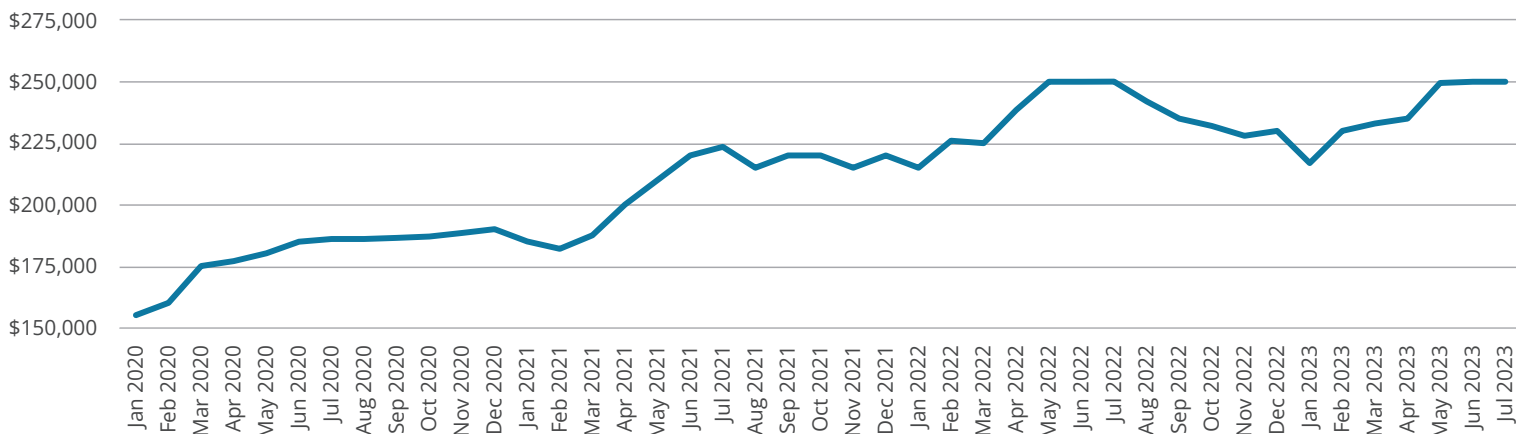


Marion County

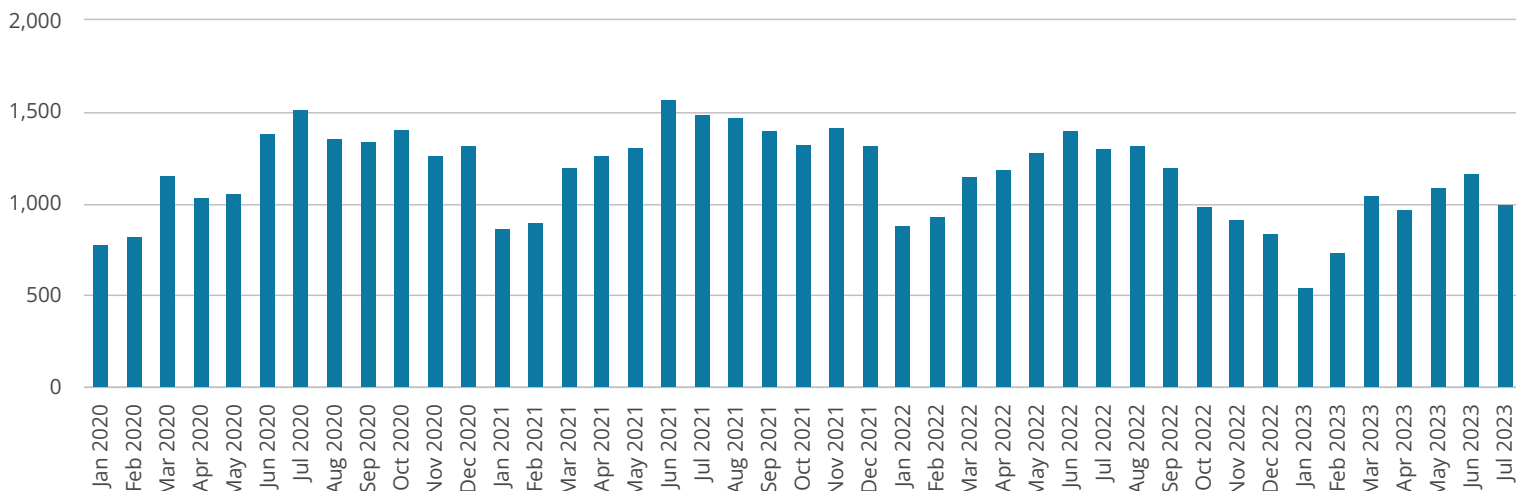
Data for Single Family Residence in Marion County.

	Jul 2023	Jun 2023	MoM	Jul 2022	YoY	2023	2022	YTD
Median Sales Price	\$250,000	\$250,000	↗ 0.0%	\$250,055.5	↘ 0.0%	\$240,000	\$239,698	↗ 0.1%
Closed Sales	995	1,163	↘ -14.4%	1,302	↘ -23.6%	6,550	8,142	↘ -19.6%
New Listings	1,277	1,422	↘ -10.2%	1,581	↘ -19.2%	8,010	10,066	↘ -20.4%
Pending Sales	1,066	1,093	↘ -2.5%	1,223	↘ -12.8%	7,124	8,583	↘ -17.0%
Median Days on Market	9	7	↗ 28.6%	7	↗ 28.6%	10	5	↗ 100.0%
Average Days on Market	32	31	↗ 2.1%	17	↗ 83.7%	40	19	↗ 116.9%
Price per Square Foot	\$148	\$149	↘ -0.7%	\$157	↘ -5.7%	\$143	\$151	↘ -5.3%
% of List Price Received	99.3%	99.7%	↘ -0.4%	100.8%	↘ -1.5%	98.6%	101.4%	↘ -2.8%
Active Inventory	1,493	1,588	↘ -6.0%	1,498	↘ -0.3%	—	—	—
Months Supply of Inventory	1.5	1.4	↗ 9.9%	1.2	↗ 30.4%	—	—	—

Median Sales Price



Number of Closed Sales

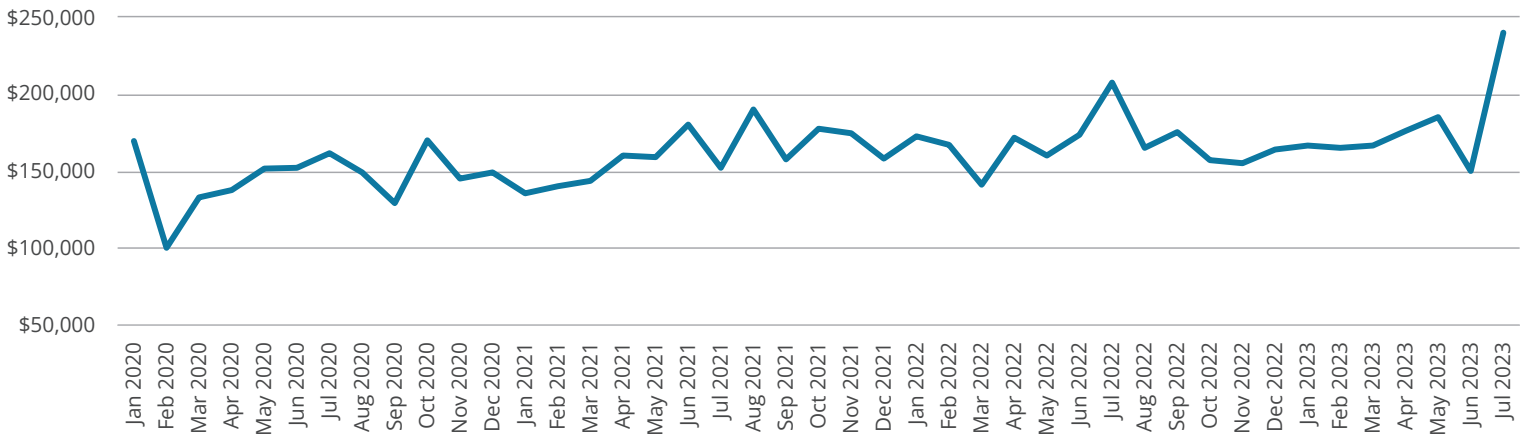


Montgomery County

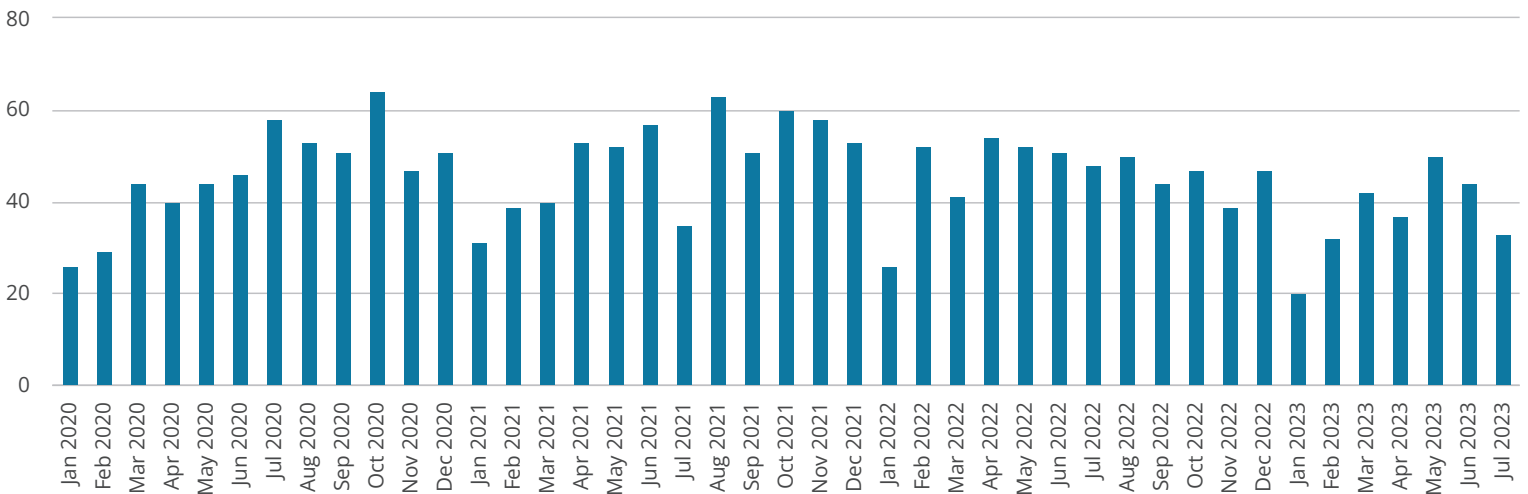
Data for Single Family Residence in Montgomery County.

	Jul 2023	Jun 2023	MoM	Jul 2022	YoY	2023	2022	YTD
Median Sales Price	\$240,000	\$149,950	⬆️ 60.1%	\$207,500	⬆️ 15.7%	\$170,000	\$171,750	⬆️ -1.0%
Closed Sales	33	44	⬆️ -25.0%	48	⬆️ -31.3%	258	324	⬆️ -20.4%
New Listings	51	45	⬆️ 13.3%	49	⬆️ 4.1%	295	379	⬆️ -22.2%
Pending Sales	47	40	⬆️ 17.5%	44	⬆️ 6.8%	289	329	⬆️ -12.2%
Median Days on Market	7	11.5	⬆️ -39.1%	16.5	⬆️ -57.6%	11	6	⬆️ 83.3%
Average Days on Market	27	40	⬆️ -32.1%	24	⬆️ 12.3%	38	19	⬆️ 105.4%
Price per Square Foot	\$128	\$107	⬆️ 19.6%	\$120	⬆️ 6.7%	\$116	\$126	⬆️ -7.9%
% of List Price Received	97.9%	99.4%	⬆️ -1.5%	98.3%	⬆️ -0.4%	98.3%	98.6%	⬆️ -0.3%
Active Inventory	45	50	⬆️ -10.0%	58	⬆️ -22.4%	—	—	—
Months Supply of Inventory	1.4	1.1	⬆️ 20.0%	1.2	⬆️ 12.8%	—	—	—

Median Sales Price



Number of Closed Sales

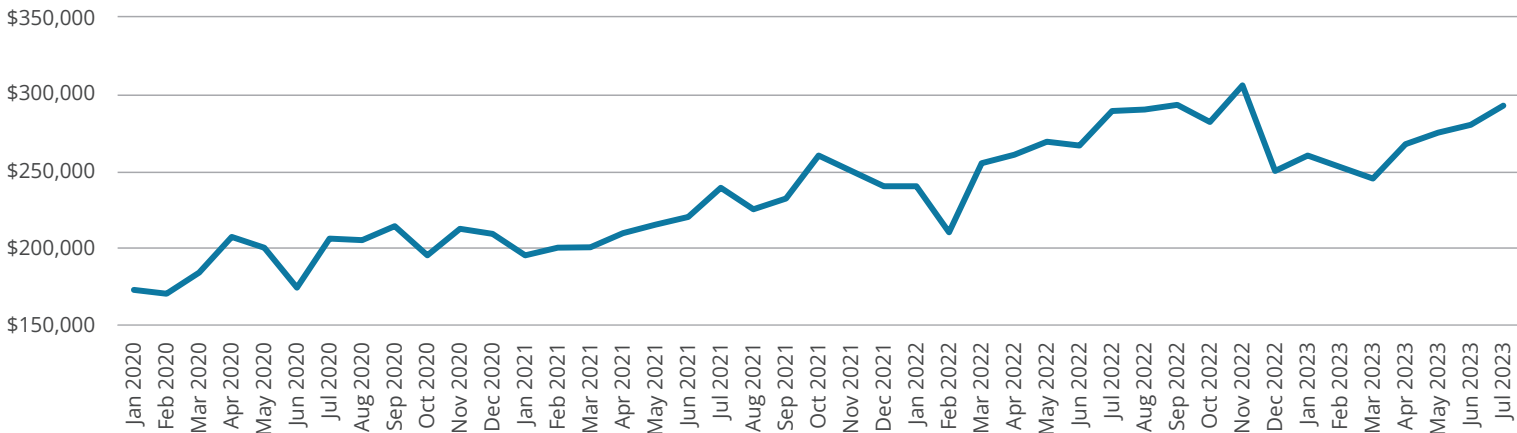


Morgan County

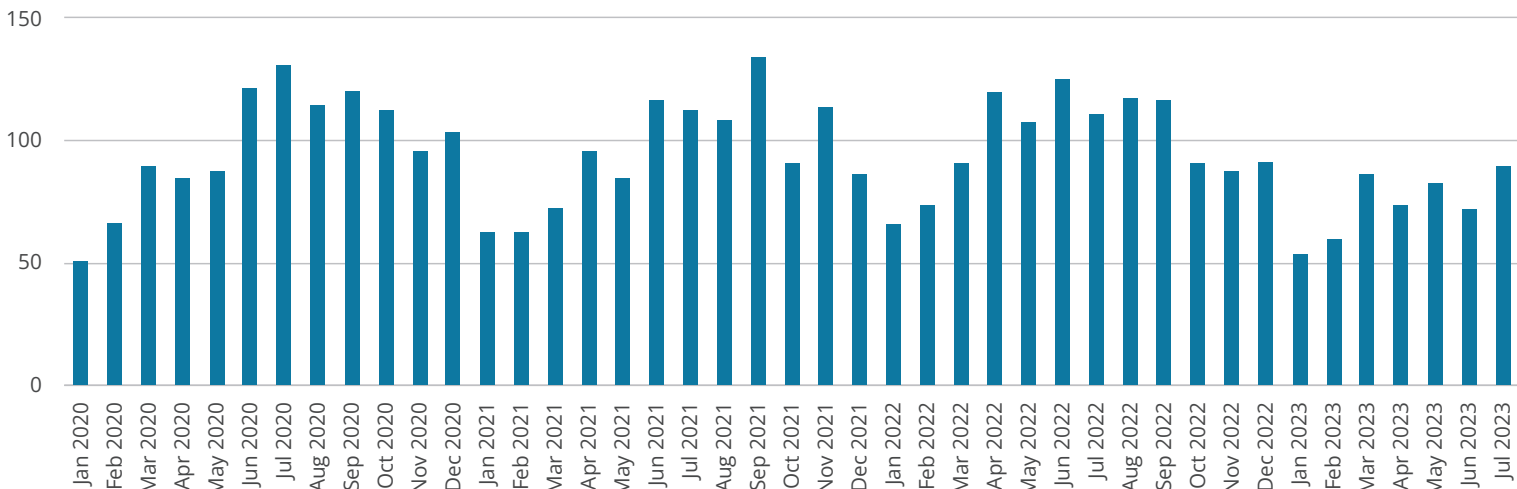
Data for Single Family Residence in Morgan County.

	Jul 2023	Jun 2023	MoM	Jul 2022	YoY	2023	2022	YTD
Median Sales Price	\$292,500	\$280,000	⬆️ 4.5%	\$289,000	⬆️ 1.2%	\$267,500	\$260,000	⬆️ 2.9%
Closed Sales	90	72	⬆️ 25.0%	111	⬆️ -18.9%	520	696	⬆️ -25.3%
New Listings	100	111	⬆️ -9.9%	117	⬆️ -14.5%	615	871	⬆️ -29.4%
Pending Sales	81	97	⬆️ -16.5%	107	⬆️ -24.3%	554	782	⬆️ -29.2%
Median Days on Market	9	16	⬆️ -43.8%	10	⬆️ -10.0%	15	7	⬆️ 114.3%
Average Days on Market	21	66	⬆️ -68.6%	18	⬆️ 18.2%	54	22	⬆️ 144.4%
Price per Square Foot	\$157	\$141	⬆️ 11.7%	\$164	⬆️ -4.3%	\$150	\$156	⬆️ -3.5%
% of List Price Received	97.7%	98.5%	⬆️ -0.8%	99.5%	⬆️ -1.8%	98.2%	100.2%	⬆️ -2.0%
Active Inventory	131	127	⬆️ 3.1%	151	⬆️ -13.2%	—	—	—
Months Supply of Inventory	1.5	1.8	⬆️ -17.5%	1.4	⬆️ 7.0%	—	—	—

Median Sales Price



Number of Closed Sales

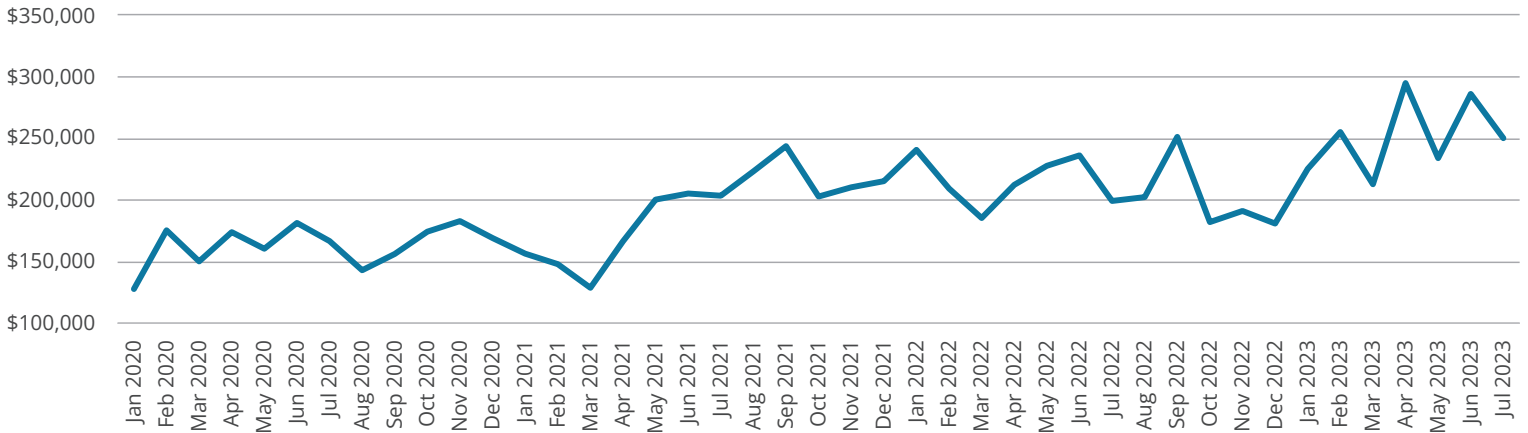


Putnam County

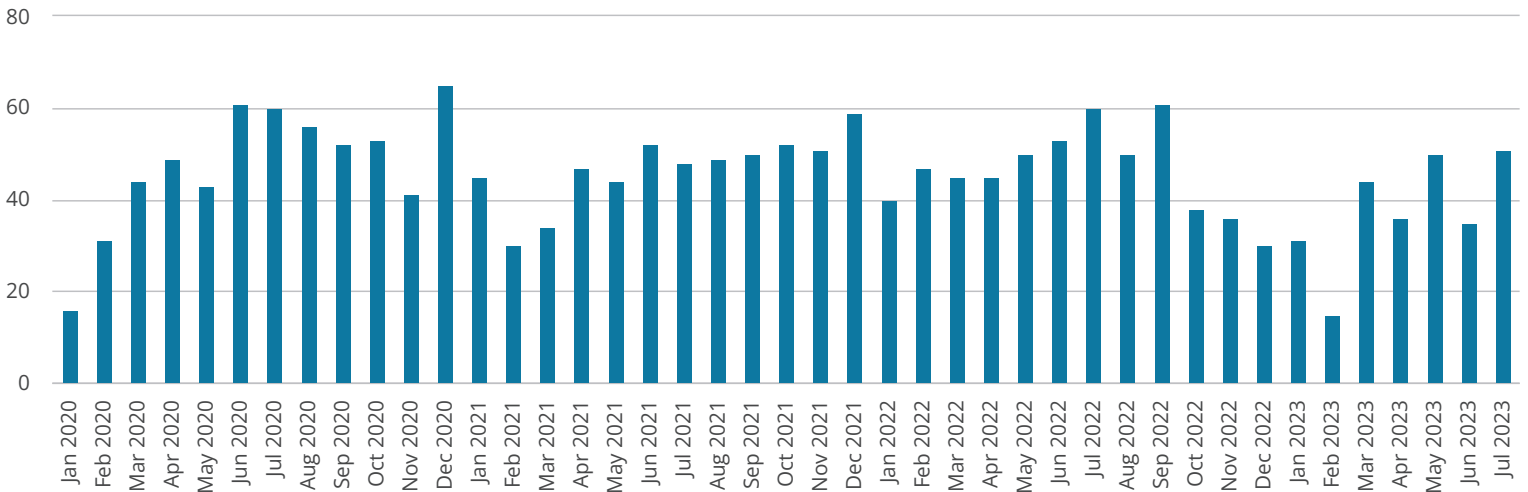
Data for Single Family Residence in Putnam County.

	Jul 2023	Jun 2023	MoM	Jul 2022	YoY	2023	2022	YTD
Median Sales Price	\$250,000	\$286,000	▼ -12.6%	\$198,900	▲ 25.7%	\$242,750	\$212,500	▲ 14.2%
Closed Sales	51	35	▲ 45.7%	60	▼ -15.0%	262	340	▼ -22.9%
New Listings	35	58	▼ -39.7%	70	▼ -50.0%	289	404	▼ -28.5%
Pending Sales	43	50	▼ -14.0%	47	▼ -8.5%	277	345	▼ -19.7%
Median Days on Market	16	10.5	▲ 52.4%	6	▲ 166.7%	12	7	▲ 71.4%
Average Days on Market	45	32	▲ 42.7%	14	▲ 229.3%	43	26	▲ 64.1%
Price per Square Foot	\$158	\$145	▲ 9.0%	\$128	▲ 23.9%	\$142	\$133	▲ 6.8%
% of List Price Received	97.1%	98.9%	▼ -1.8%	96.8%	▲ 0.3%	97.9%	98.1%	▼ -0.1%
Active Inventory	47	60	▼ -21.7%	66	▼ -28.8%	—	—	—
Months Supply of Inventory	0.9	1.7	▼ -46.2%	1.1	▼ -16.2%	—	—	—

Median Sales Price



Number of Closed Sales

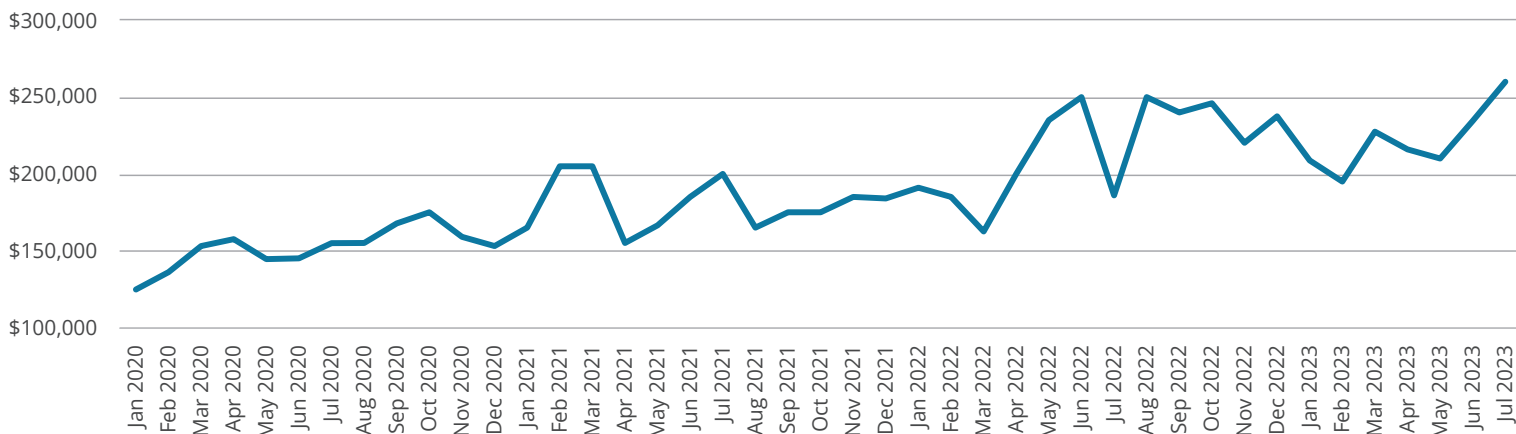


Shelby County

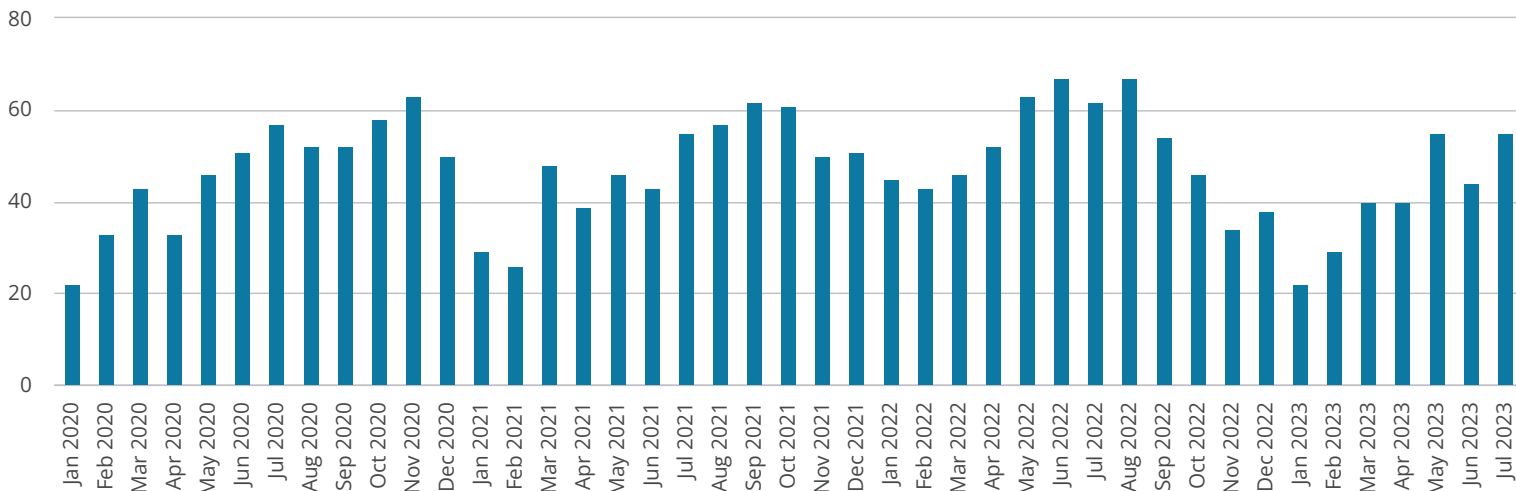
Data for Single Family Residence in Shelby County.

	Jul 2023	Jun 2023	MoM	Jul 2022	YoY	2023	2022	YTD
Median Sales Price	\$259,999	\$234,500	⬆️ 10.9%	\$186,000	⬆️ 39.8%	\$219,999	\$200,000	⬆️ 10.0%
Closed Sales	55	44	⬆️ 25.0%	62	⬆️ -11.3%	285	378	⬆️ -24.6%
New Listings	47	49	⬆️ -4.1%	59	⬆️ -20.3%	322	433	⬆️ -25.6%
Pending Sales	36	48	⬆️ -25.0%	63	⬆️ -42.9%	296	399	⬆️ -25.8%
Median Days on Market	6	5	⬆️ 20.0%	13	⬆️ -53.8%	10	7	⬆️ 42.9%
Average Days on Market	26	33	⬆️ -21.3%	26	⬆️ -0.9%	41	25	⬆️ 65.5%
Price per Square Foot	\$146	\$142	⬆️ 2.8%	\$141	⬆️ 3.9%	\$134	\$133	⬆️ 0.8%
% of List Price Received	99.4%	100.0%	⬆️ -0.6%	98.4%	⬆️ 1.1%	98.1%	99.1%	⬆️ -1.1%
Active Inventory	55	51	⬆️ 7.8%	67	⬆️ -17.9%	—	—	—
Months Supply of Inventory	1.0	1.2	⬆️ -13.7%	1.1	⬆️ -7.5%	—	—	—

Median Sales Price



Number of Closed Sales

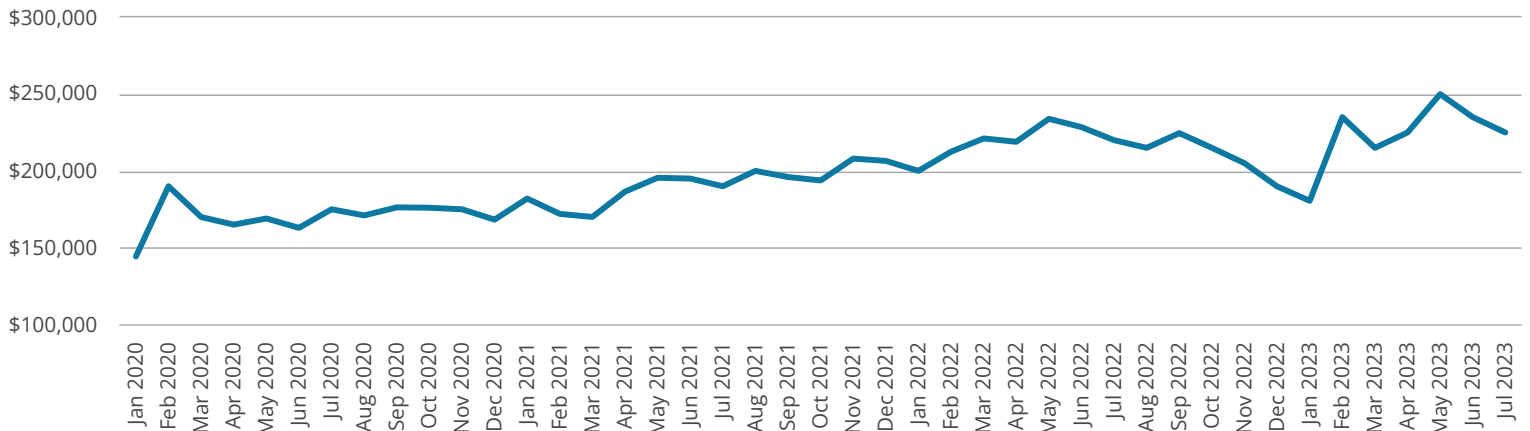


Condominiums

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

	Jul 2023	Jun 2023	MoM	Jul 2022	YoY	2023	2022	YTD
Median Sales Price	\$225,000	\$235,000	▼ -4.3%	\$220,000	▲ 2.3%	\$225,000	\$220,000	▲ 2.3%
Closed Sales	181	222	▼ -18.5%	211	▼ -14.2%	1,126	1,477	▼ -23.8%
New Listings	186	222	▼ -16.2%	243	▼ -23.5%	1,367	1,643	▼ -16.8%
Pending Sales	169	191	▼ -11.5%	193	▼ -12.4%	1,252	1,507	▼ -16.9%
Median Days on Market	10	6	▲ 66.7%	5	▲ 100.0%	8	5	▲ 60.0%
Average Days on Market	27	25	▲ 8.3%	17	▲ 55.6%	39	27	▲ 47.2%
Price per Square Foot	\$157	\$154	▲ 1.6%	\$160	▼ -2.2%	\$151	\$152	▼ -0.7%
% of List Price Received	98.9%	99.7%	▼ -0.8%	101.3%	▼ -2.4%	98.7%	101.4%	▼ -2.6%
Active Inventory	230	241	▼ -4.6%	238	▼ -3.4%	—	—	—
Months Supply of Inventory	1.3	1.1	▲ 17.1%	1.1	▲ 12.7%	—	—	—

Median Sales Price



Number of Closed Sales

