

MARKET INSIGHTS REPORT

AUGUST 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 August 2023 data, this is what our experts are saying:

“The housing market continues to be harnessed by higher interest rates, limited supply and restrained demand through August of 2023. New listings, while up 5.7 percent from July, remained down 11.6 percent from last August. Buyers and sellers continue to navigate through higher mortgage rates,” said MIBOR CEO Shelley Specchio. “But, if interest rates peaked in August, we could see mortgage rates begin to normalize through the rest of the year which should re-invigorate buyers and improve market activity.” Active inventory took a slight dip from July and was down 9 percent from last year. Inventory levels for the second half of 2023 will be up against higher levels in 2022 when interest rates started to climb. Still, the active inventory of 3,976 represents merely 1.4 months of supply.

Closed sales were down 20.7 percent over last August, but relatively unchanged from July while pending sales were down 11.4 percent year-over-year. On average, sellers received 98.8 percent of the list price, and the typical home was on the market for a median of 10 days. The median sale price for single-family homes remained at the all-time high of \$300,000 for the fourth consecutive month.

Dr. Elliott Eisenberg, an internationally acclaimed economist and public speaker says, “Though tempered by higher interest rates, the metrics are solid and show a market that’s still performing well. Central Indiana’s remarkably tight inventory represented at 1.4 months’ supply of inventory is roughly half of other markets nationwide and is historically very low, another consequence of mortgage rate lock-in.”

Year of year data for August::

- An increase in Median Sales Price of 5.3 percent to \$300,000
- Average days on market increased 36.5 percent at 30
- Current active listings decreased 9.0 percent to 3,976

Contents

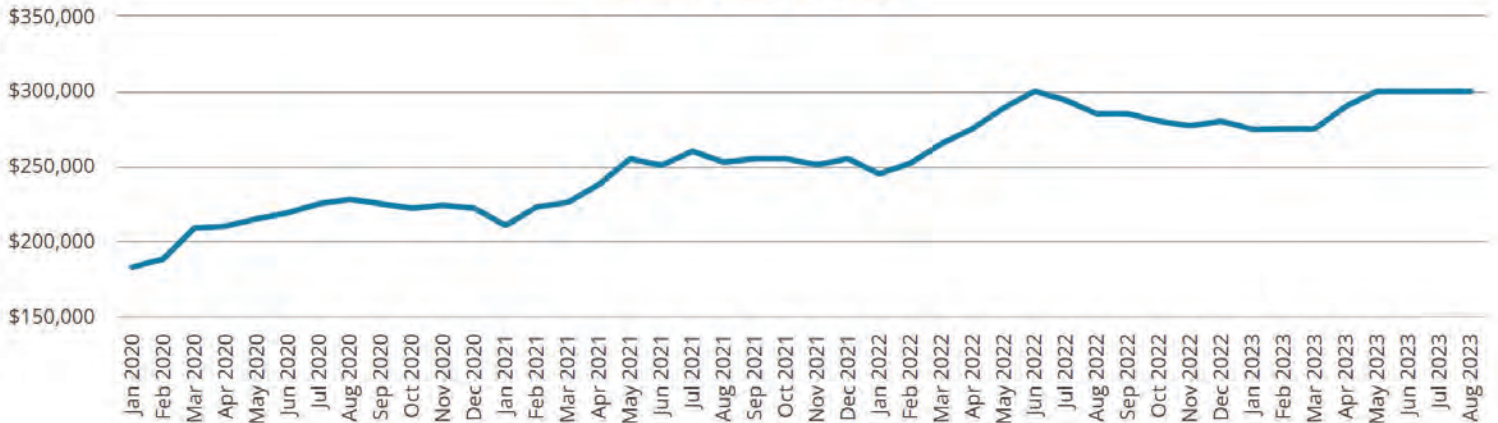
MIBOR SERVICE AREA	(1-11)
BARTHOLOMEW COUNTY	(12)
BOONE COUNTY	(13)
BROWN COUNTY	(14)
DECATUR COUNTY	(15)
HAMILTON COUNTY	(16)
HANCOCK COUNTY	(17)
HENDRICKS COUNTY	(18)
JACKSON COUNTY	(19)
JENNINGS COUNTY	(20)
JOHNSON COUNTY	(21)
MADISON COUNTY	(22)
MARION COUNTY	(23)
MONTGOMERY COUNTY	(24)
MORGAN COUNTY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

MIBOR Market Summary

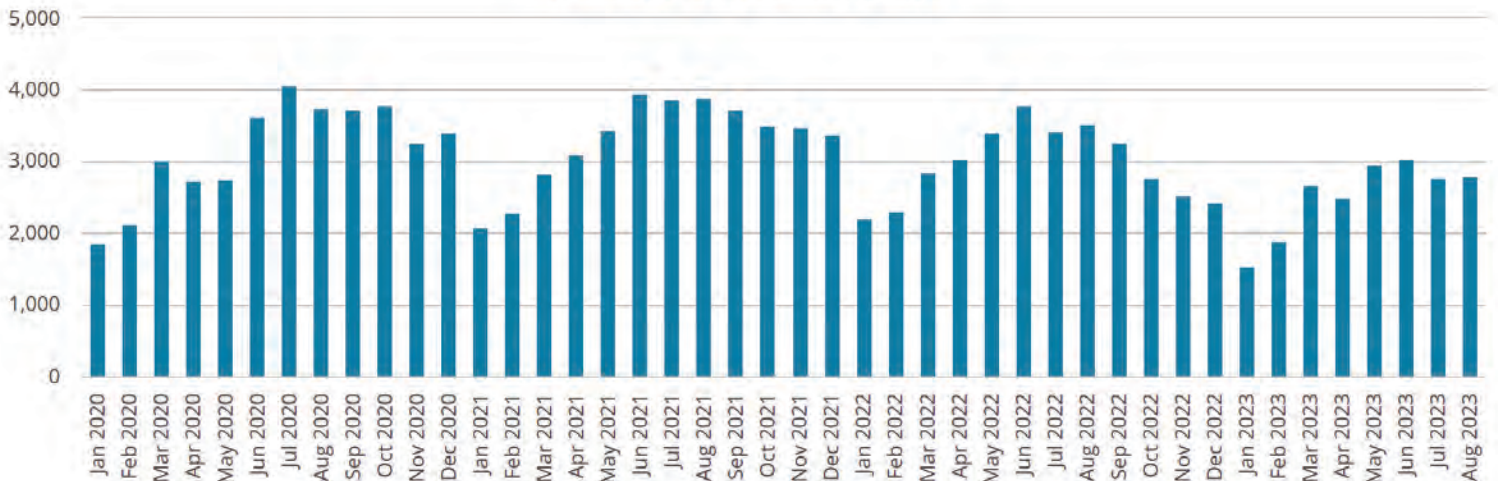
Data for Single Family Residence in Bartholomew, Boone, Brown, Decatur, Hamilton, Hancock, Hendricks, Jackson, Jennings, Johnson, Madison, Marion, Montgomery, Morgan, Putnam, Shelby.

	Aug 2023	Jul 2023	MoM	Aug 2022	YoY	2023	2022	YTD
Median Sales Price	\$300,000	\$300,000	↗ 0.0%	\$285,000	↗ 5.3%	\$290,500	\$279,690	↗ 3.9%
Closed Sales	2,790	2,768	↗ 0.8%	3,520	↘ -20.7%	20,136	24,530	↘ -17.9%
New Listings	3,354	3,172	↗ 5.7%	3,796	↘ -11.6%	23,812	29,933	↘ -20.4%
Pending Sales	2,789	2,690	↗ 3.7%	3,149	↘ -11.4%	21,245	25,605	↘ -17.0%
Median Days on Market	10	9	↗ 11.1%	9	↗ 11.1%	10	5	↗ 100.0%
Average Days on Market	30	31	↘ -4.8%	22	↗ 36.5%	39	18	↗ 115.4%
Price per Square Foot	\$155	\$155	↗ 0.0%	\$159	↘ -2.5%	\$152	\$157	↘ -3.2%
% of List Price Received	98.8%	99.2%	↘ -0.3%	99.2%	↘ -0.4%	98.7%	101.0%	↘ -2.2%
Active Inventory	3,976	4,063	↘ -2.1%	4,369	↘ -9.0%	—	—	—
Months Supply of Inventory	1.4	1.5	↘ -2.9%	1.2	↗ 14.8%	—	—	—

Median Sales Price



Number of Closed Sales



Median Sales Price

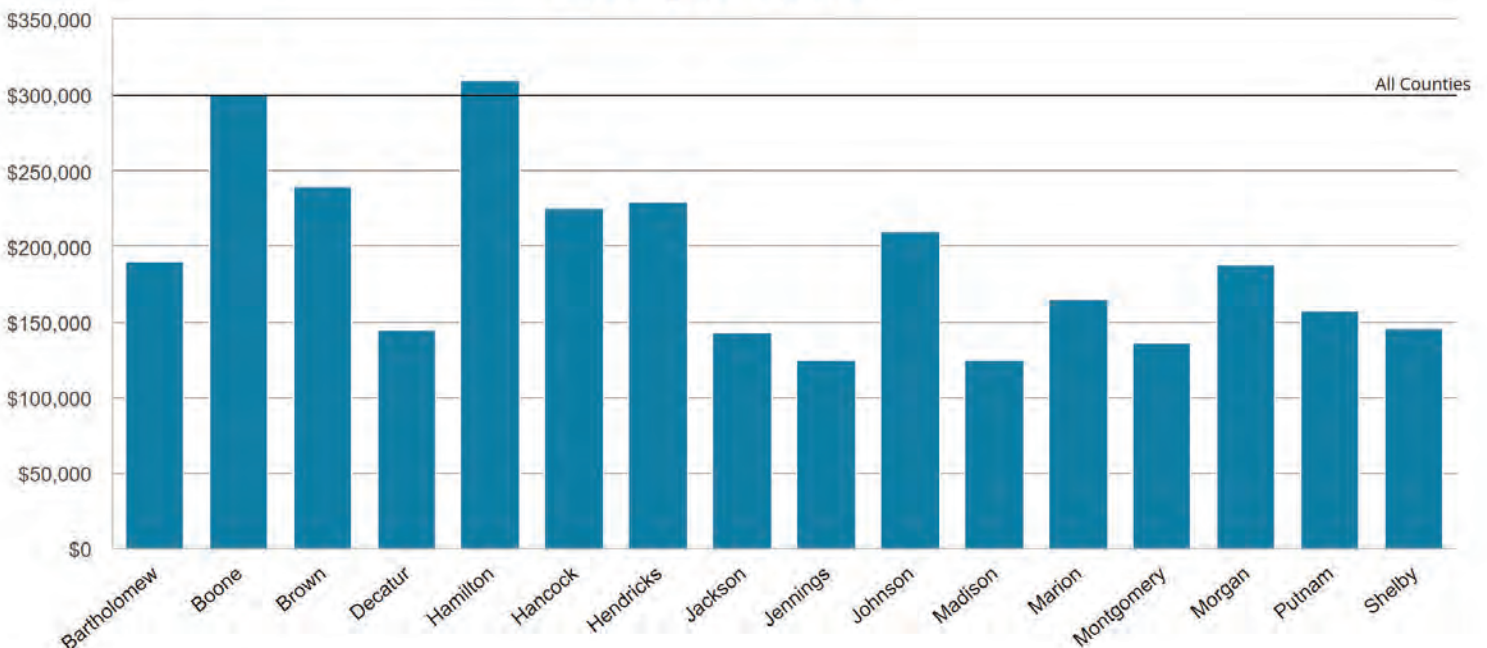
Sales Price is the mid-point (median) value where the price for half of the closed sales is higher and half is lower. Median is preferred to average as it accounts for outliers at the high or low end of the price range.

August 2023	Month over Month Change	Year over Year Change	Year to Date Change
\$300,000	>> 0.0%	⬆️ 5.3%	⬆️ 3.9%

Historical Activity



County Comparison

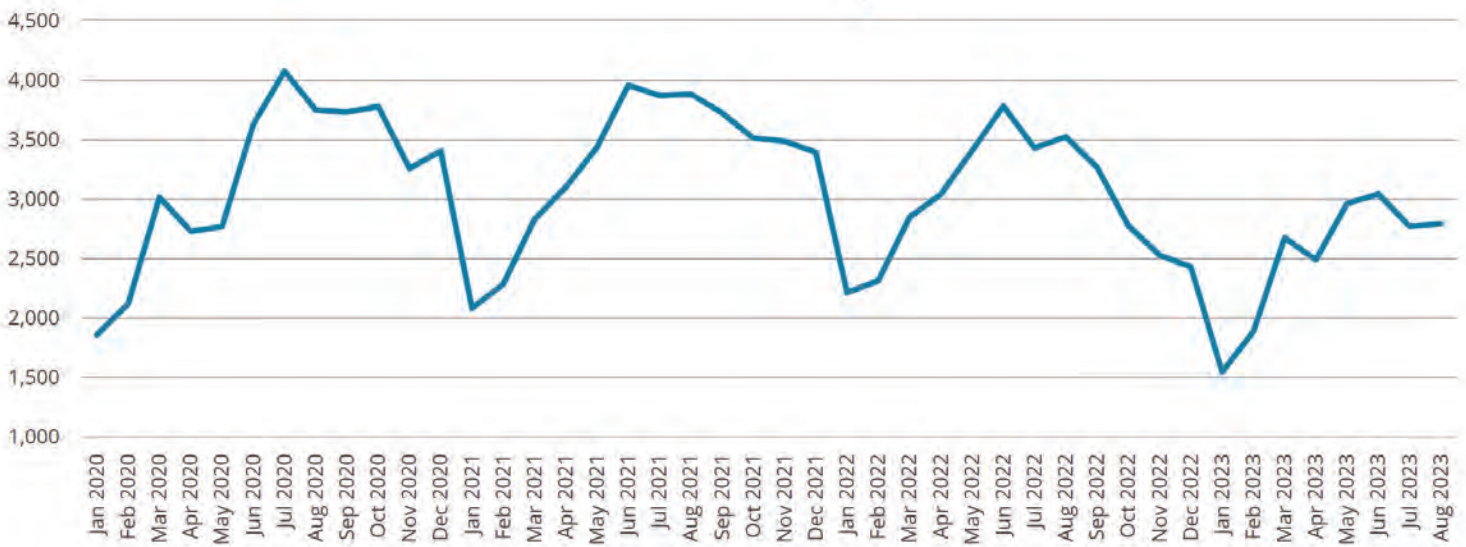


Closed Sales

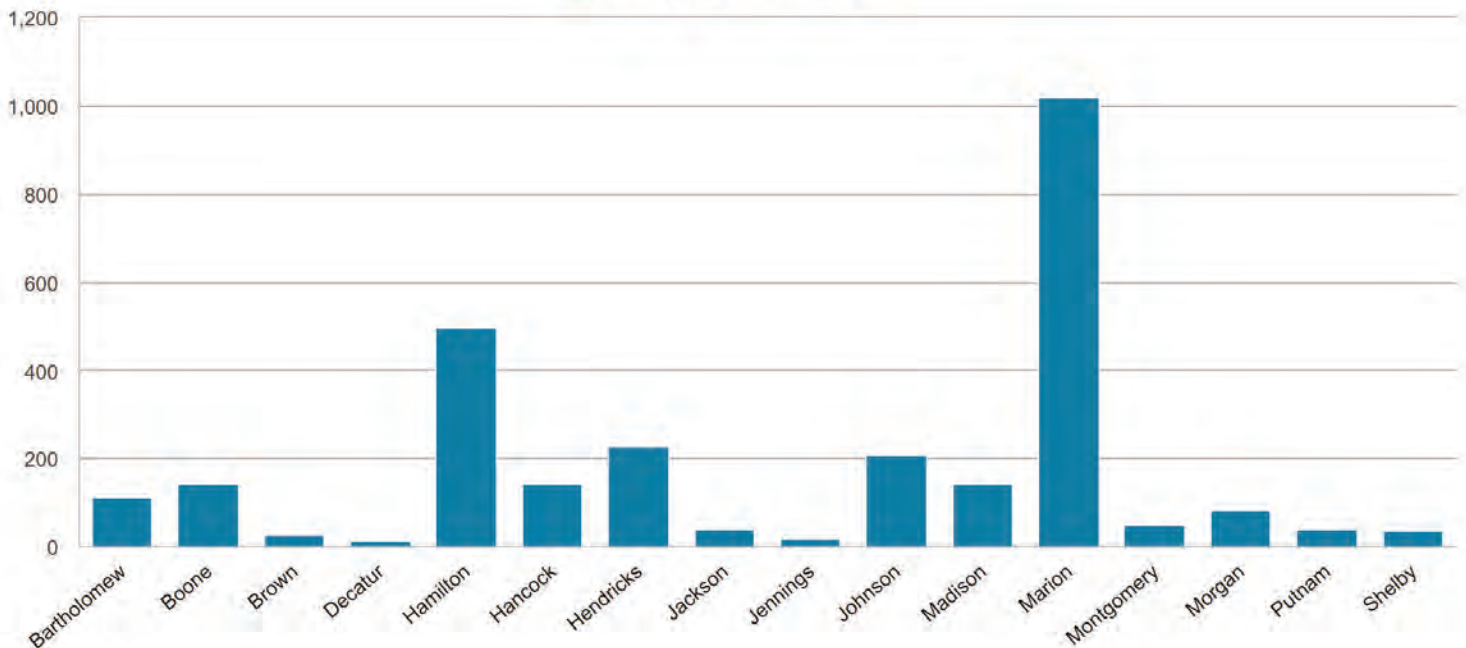
The number of properties that actually sold.

August 2023	Month over Month Change	Year over Year Change	Year to Date Change
2,790	↗ 0.8%	↘ -20.7%	↘ -17.9%

Historical Activity



County Comparison

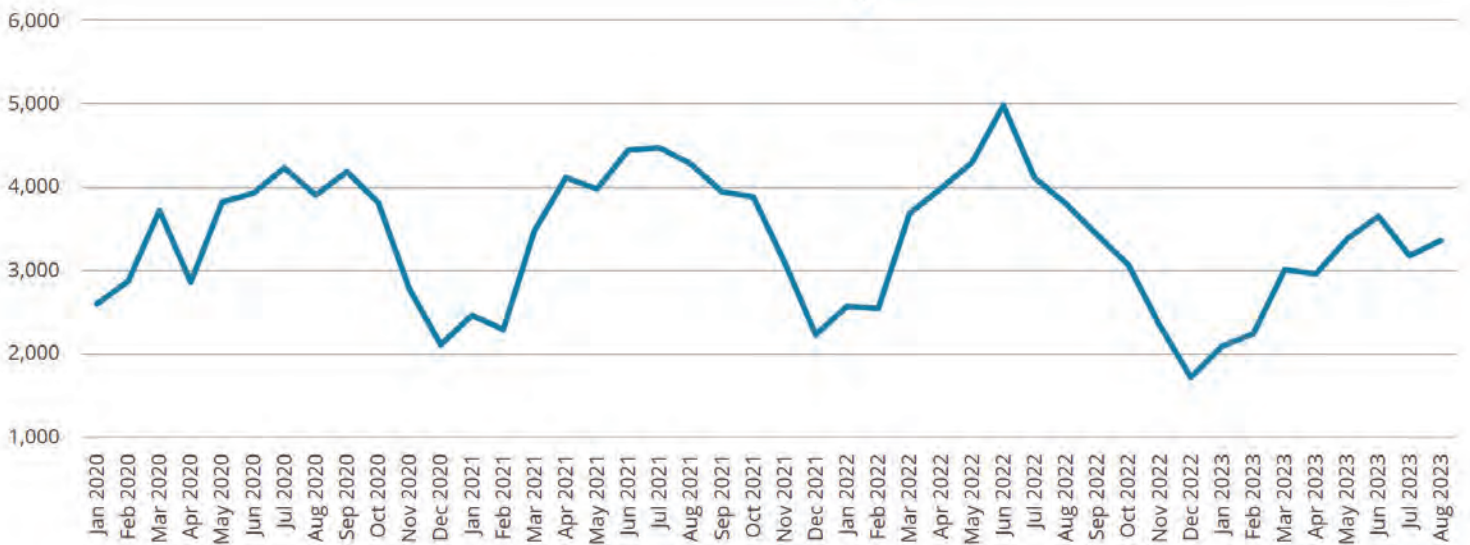


New Listings

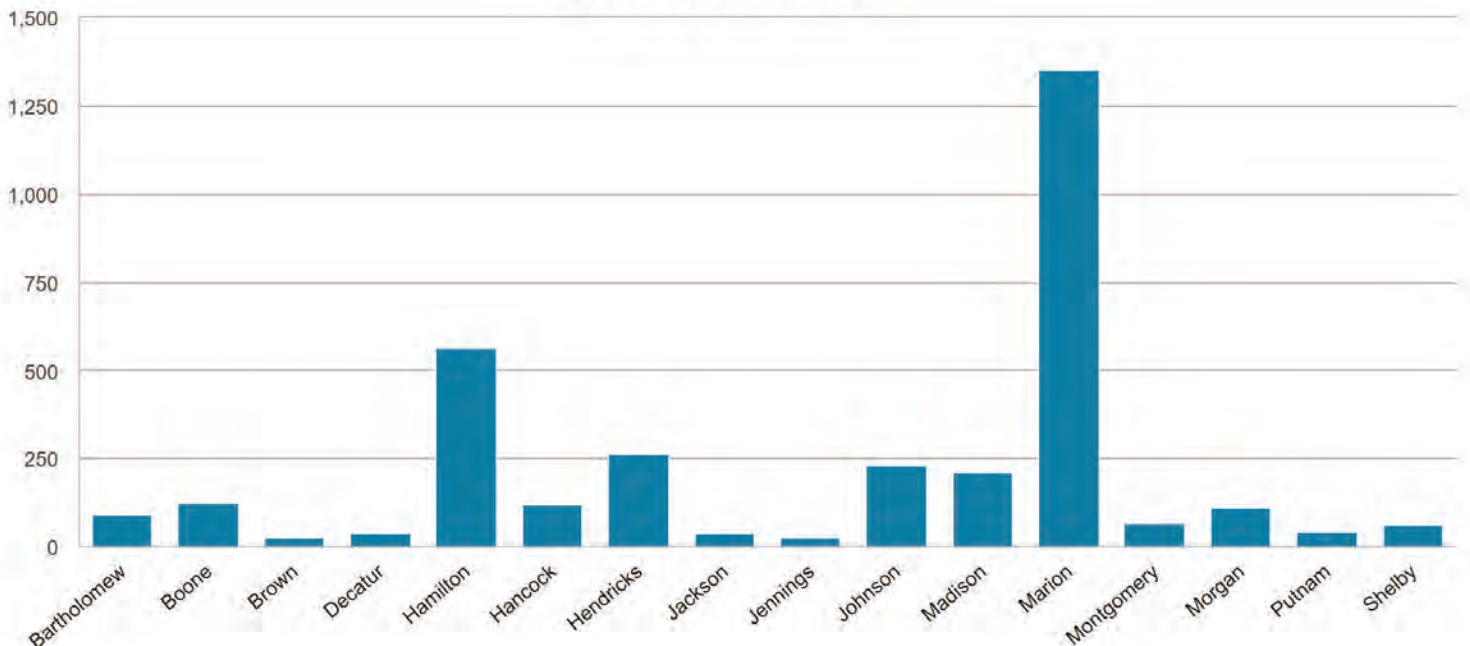
The number of properties listed regardless of current status.

August 2023	Month over Month Change	Year over Year Change	Year to Date Change
3,354	▲ 5.7%	▼ -11.6%	▼ -20.4%

Historical Activity



County Comparison



Pending Sales

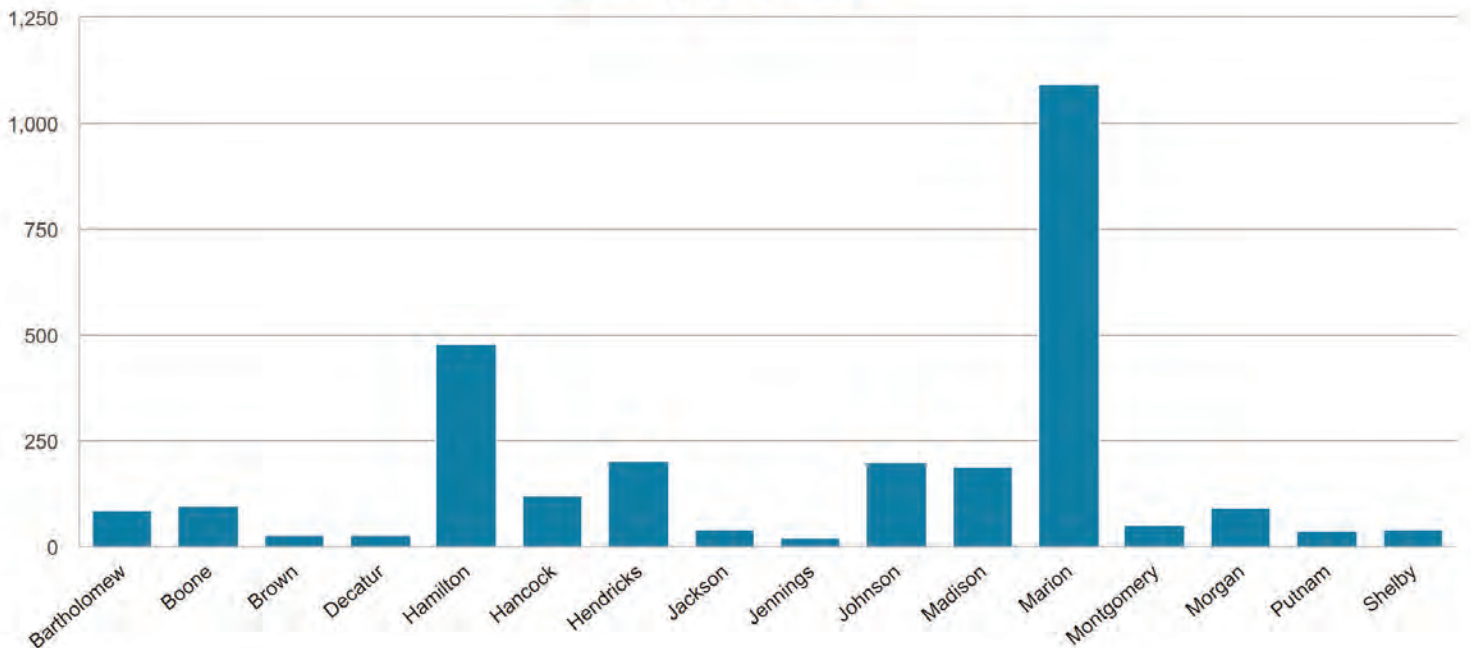
The number of properties newly under contract which are still pending or resulted in a closed sale, based on purchase contract date.

August 2023	Month over Month Change	Year over Year Change	Year to Date Change
2,804	▲ 3.1%	▼ -12.3%	▼ -17.0%

Historical Activity



County Comparison

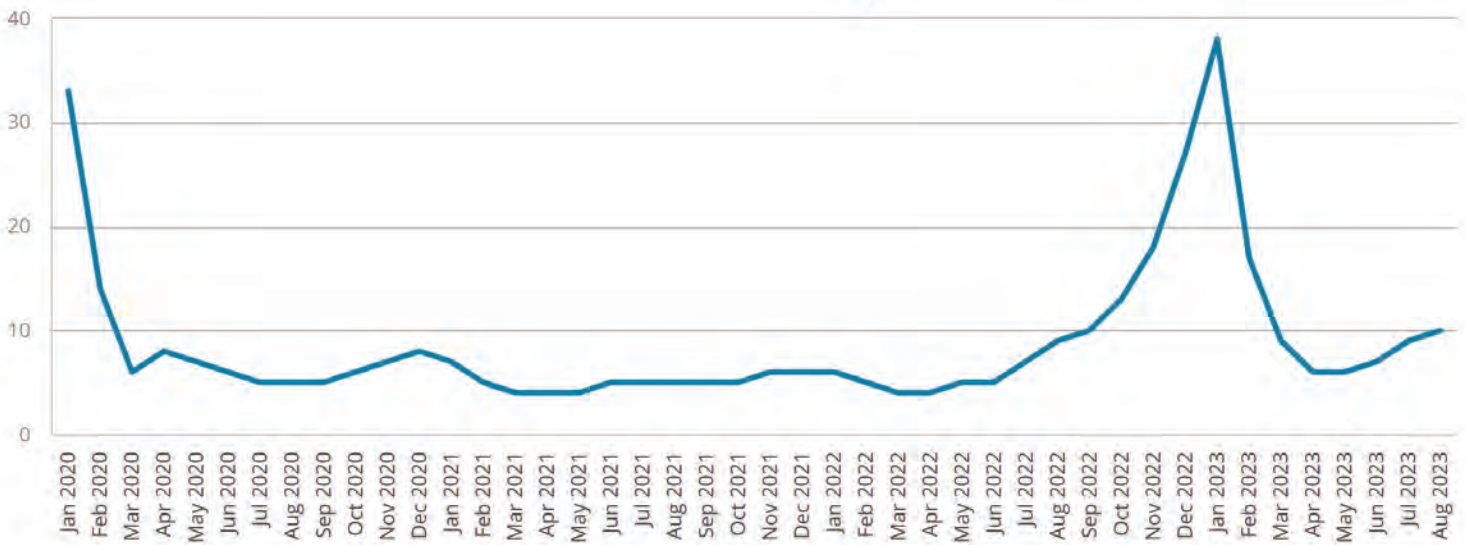


Cumulative Days on Market

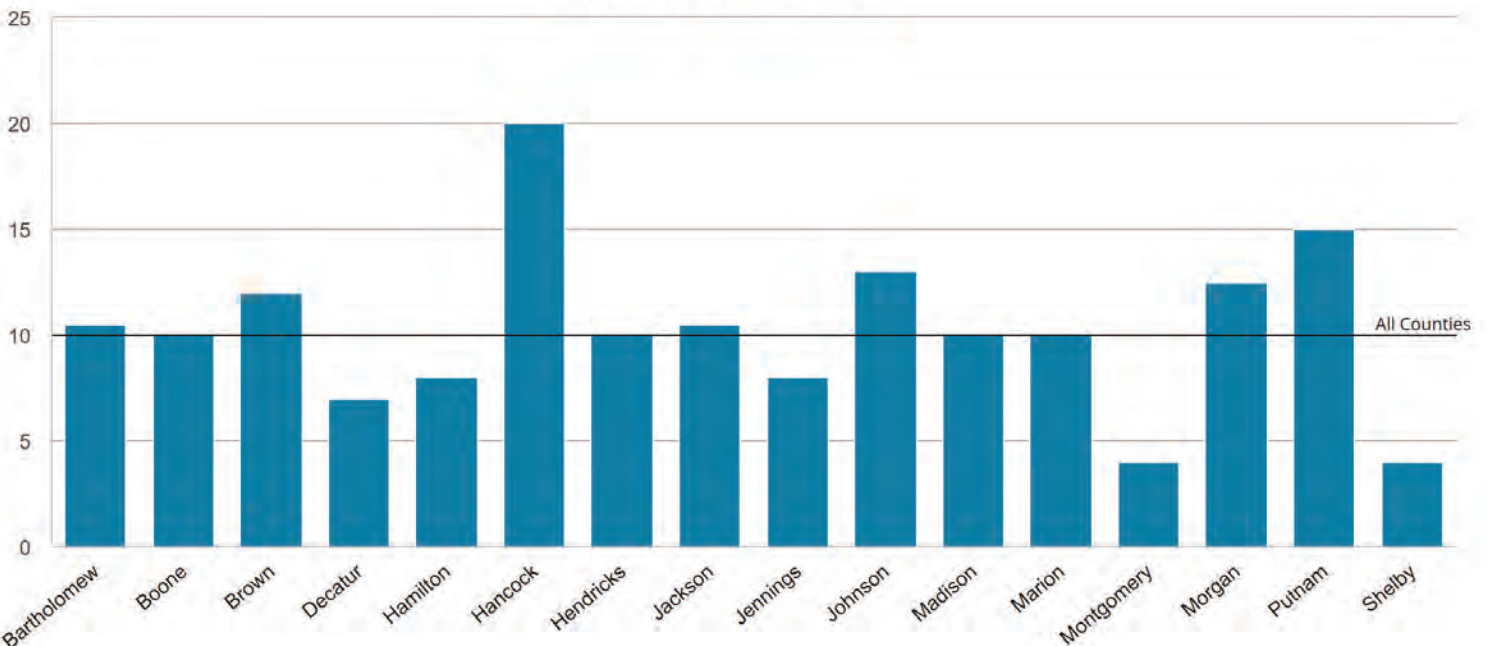
The median number of days between when a property is listed and the purchase contract date.

August 2023	Month over Month Change	Year over Year Change	Year to Date Change
10	⬆️ 11.1%	⬆️ 11.1%	⬆️ 100.0%

Historical Activity



County Comparison

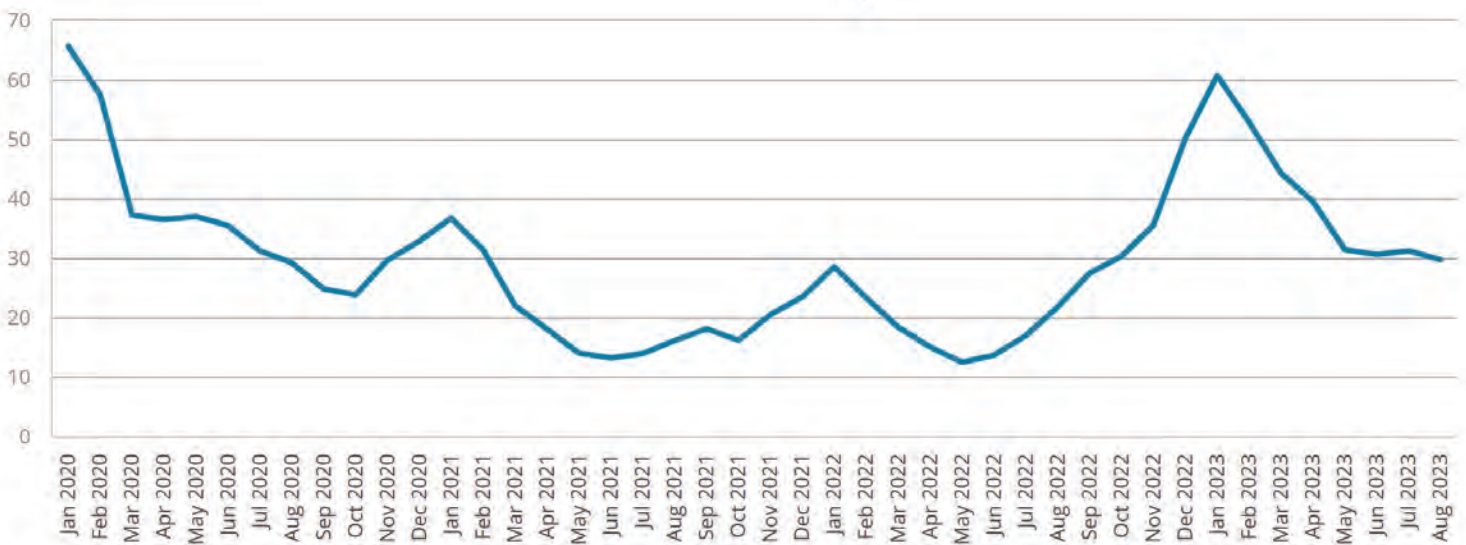


Average Days on Market

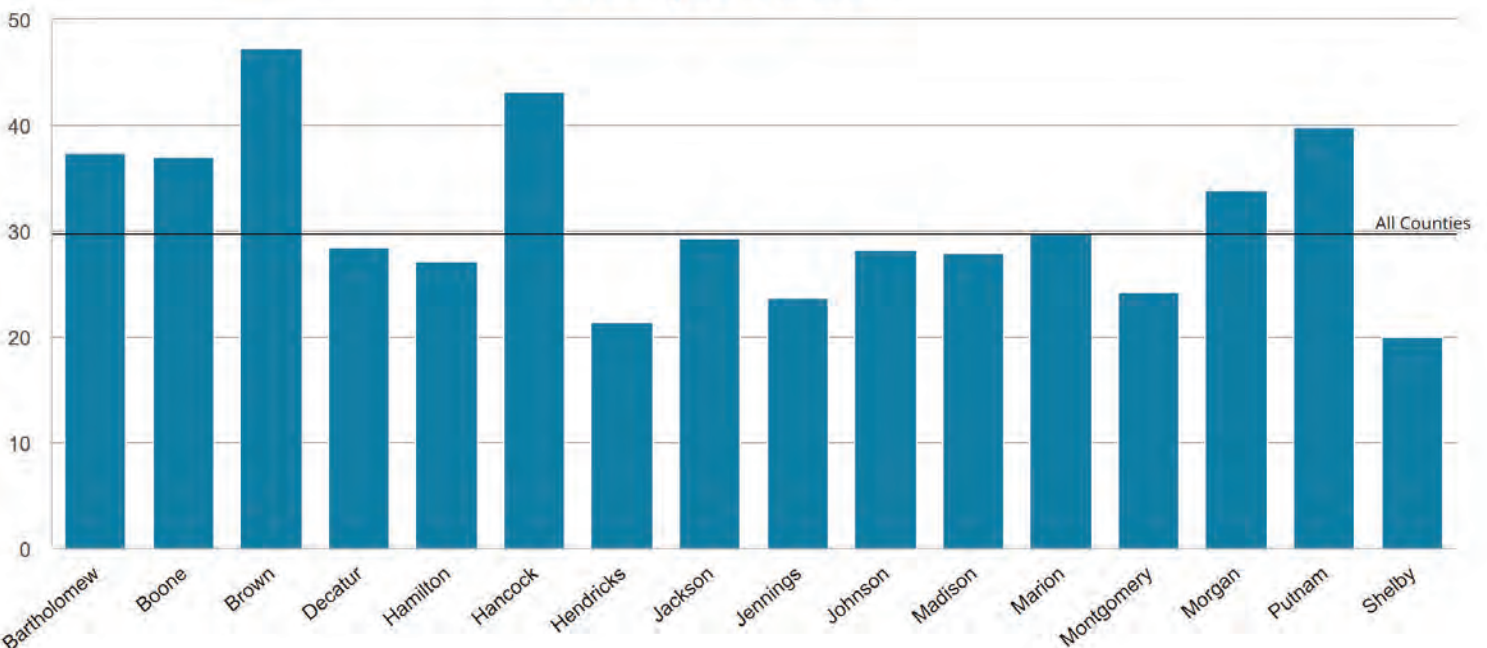
The average number of days between when a property is listed and the purchase contract date.

August 2023	Month over Month Change	Year over Year Change	Year to Date Change
30	▼ -4.8%	▲ 36.5%	▲ 115.4%

Historical Activity



County Comparison

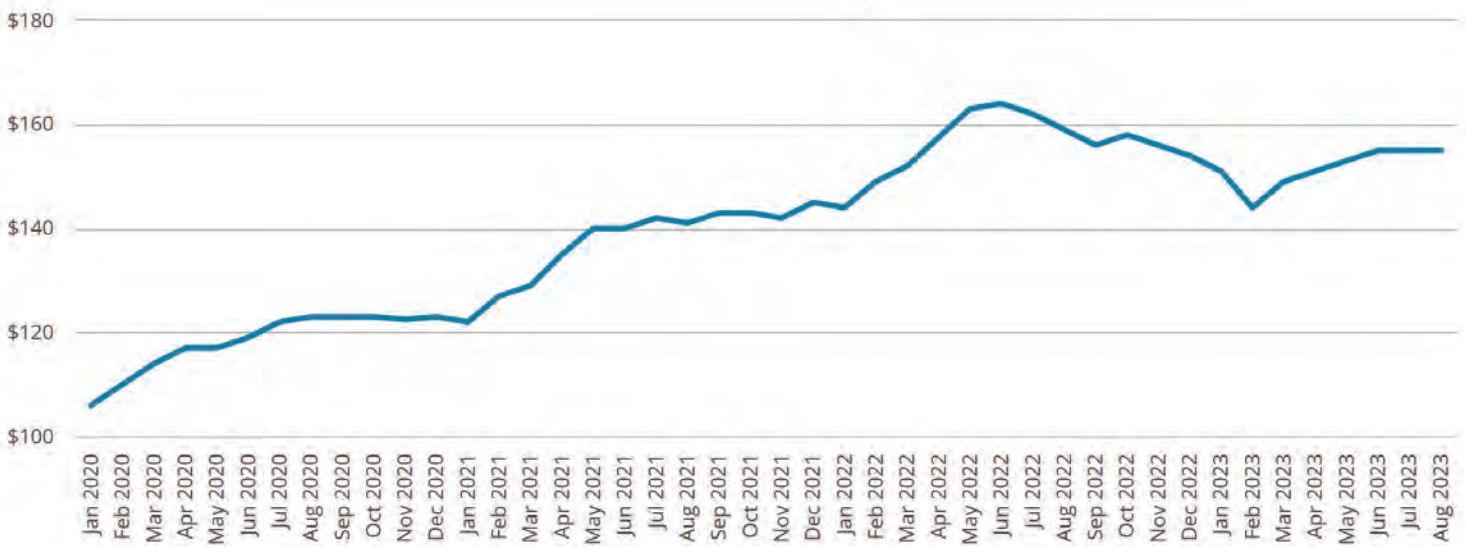


Price per Square Foot

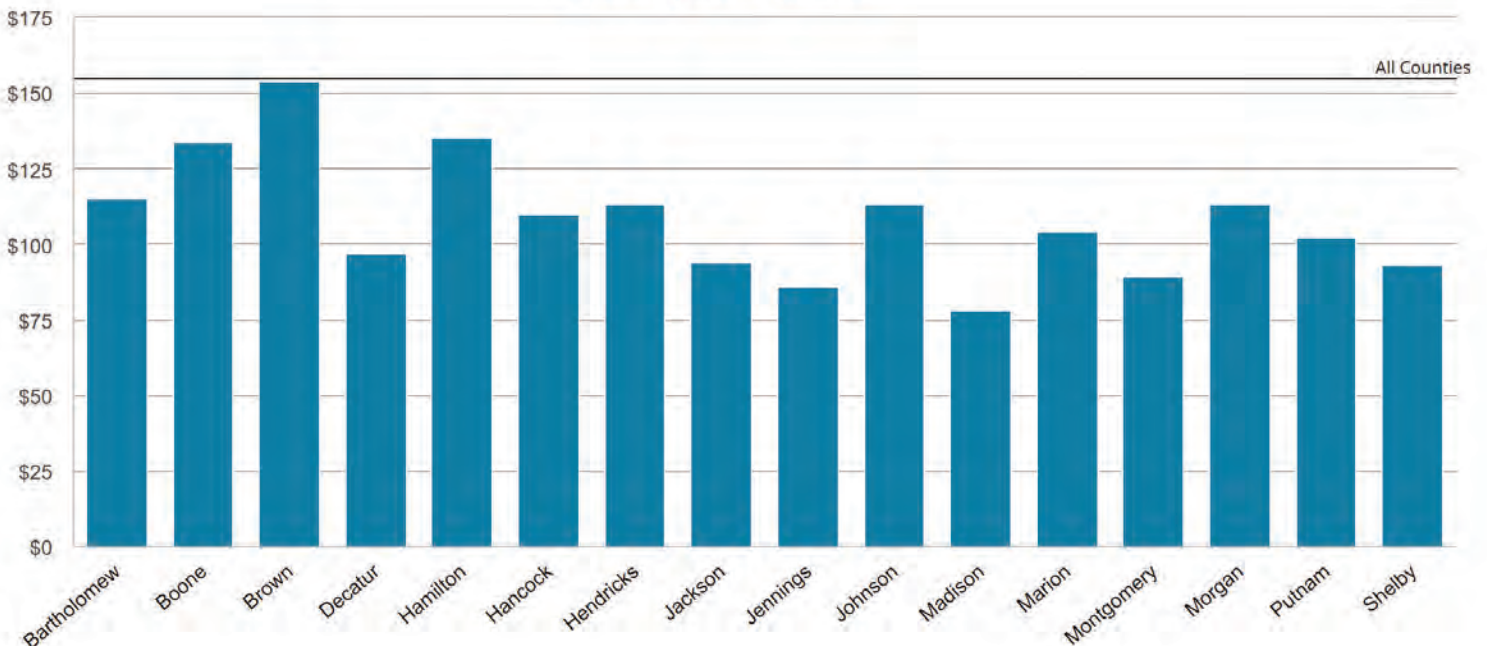
The mid-point (median) of the price per square foot of all closed listings. PPSF is calculated by dividing the sales price by the square footage of a property.

August 2023	Month over Month Change	Year over Year Change	Year to Date Change
\$155	>> 0.0%	>> -2.5%	>> -3.2%

Historical Activity



County Comparison

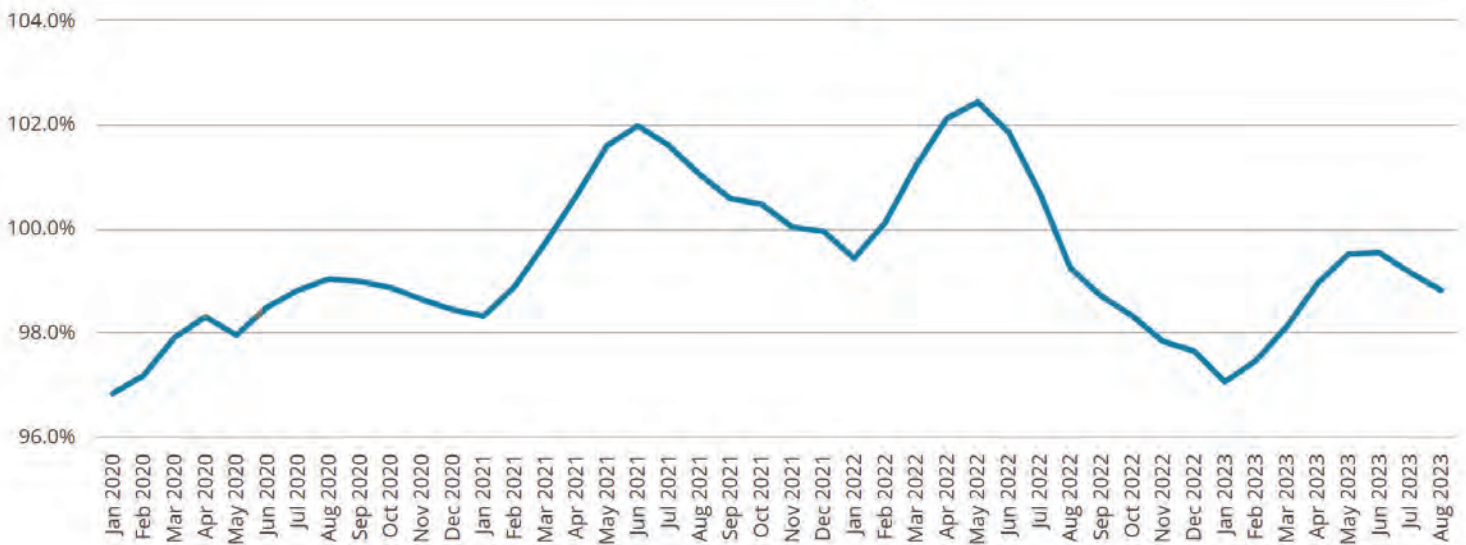


Percent of List Received

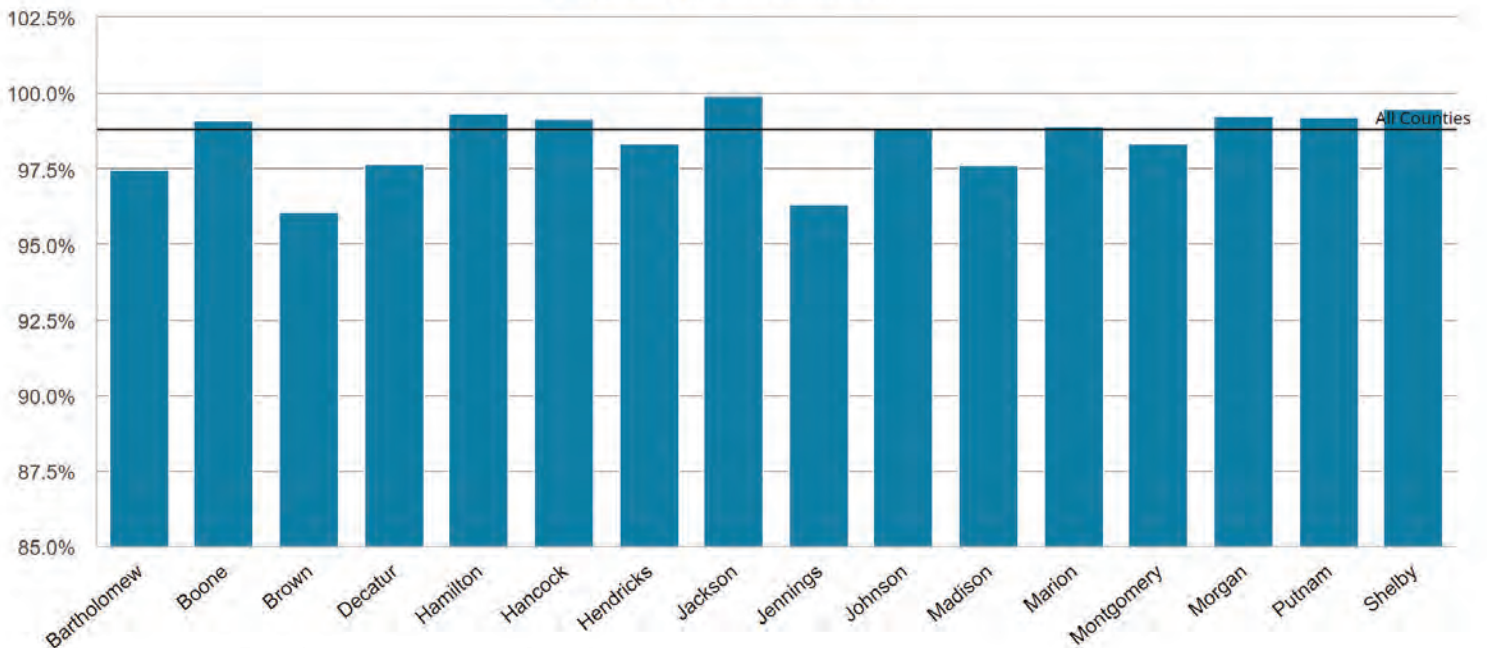
The average of the sales price divided by the final list price expressed as a percentage.

August 2023	Month over Month Change	Year over Year Change	Year to Date Change
98.8%	⚡ -0.3%	⚡ -0.4%	⚡ -2.2%

Historical Activity



County Comparison

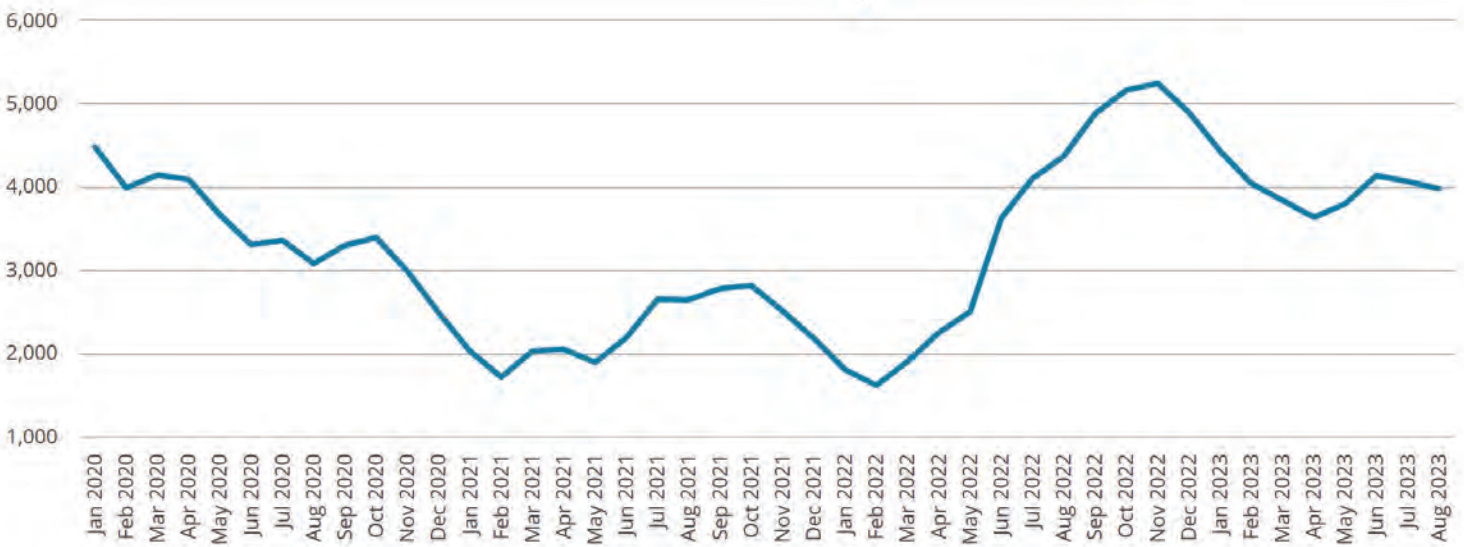


Active Inventory

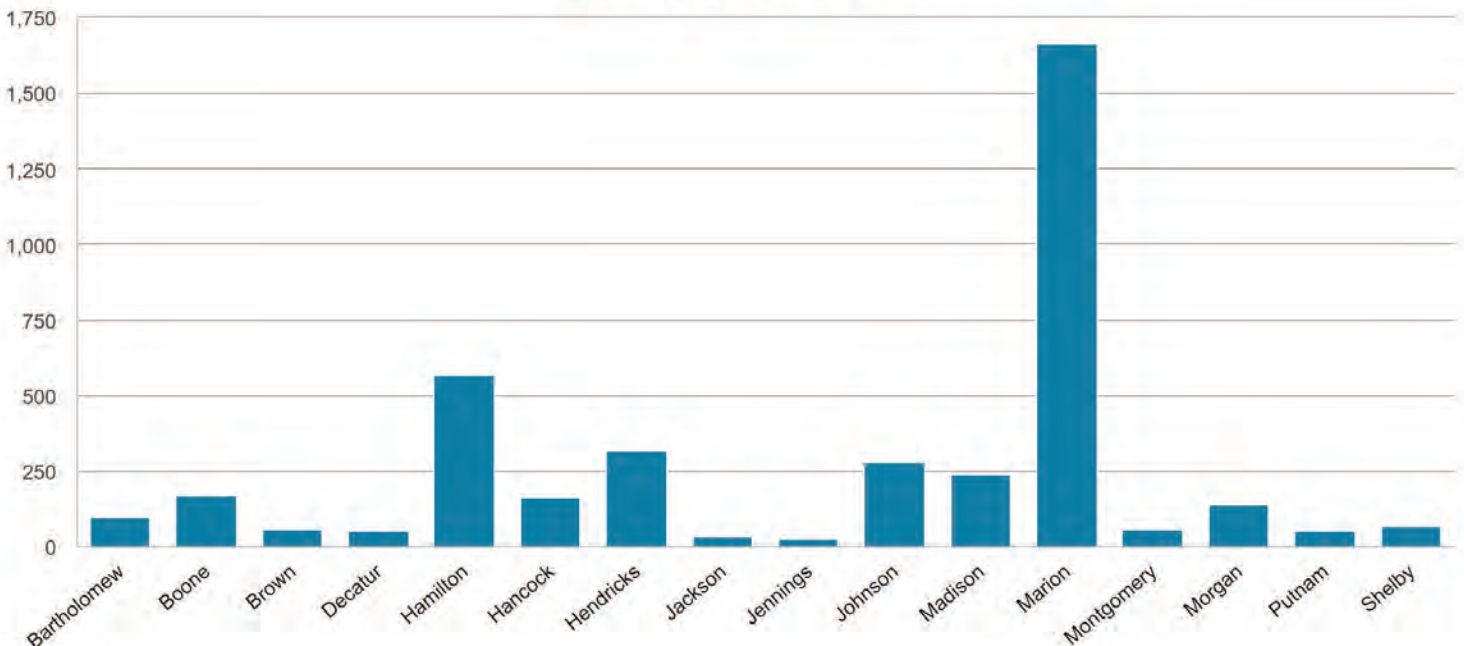
The number of properties available for sale at the end of the month, based on the list date, contract date and close date.

August 2023	Month over Month Change	Year over Year Change	Year to Date Change
3,976	⬇️ -2.1%	⬇️ -9.0%	—

Historical Activity



County Comparison

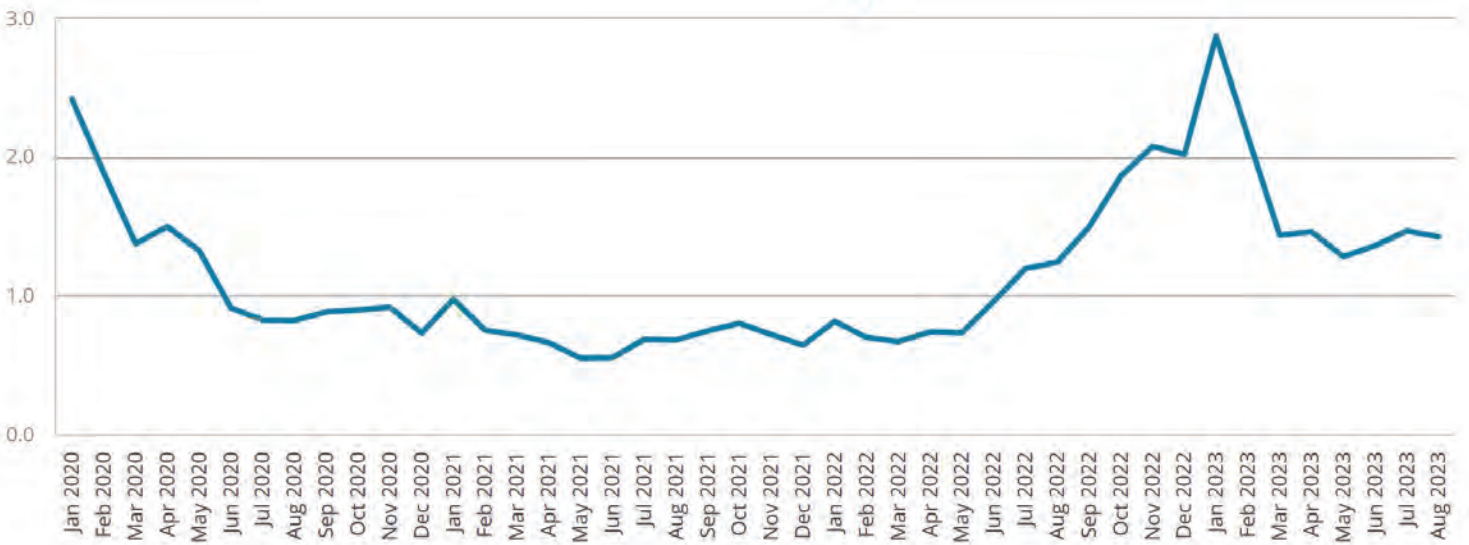


Months Supply of Inventory

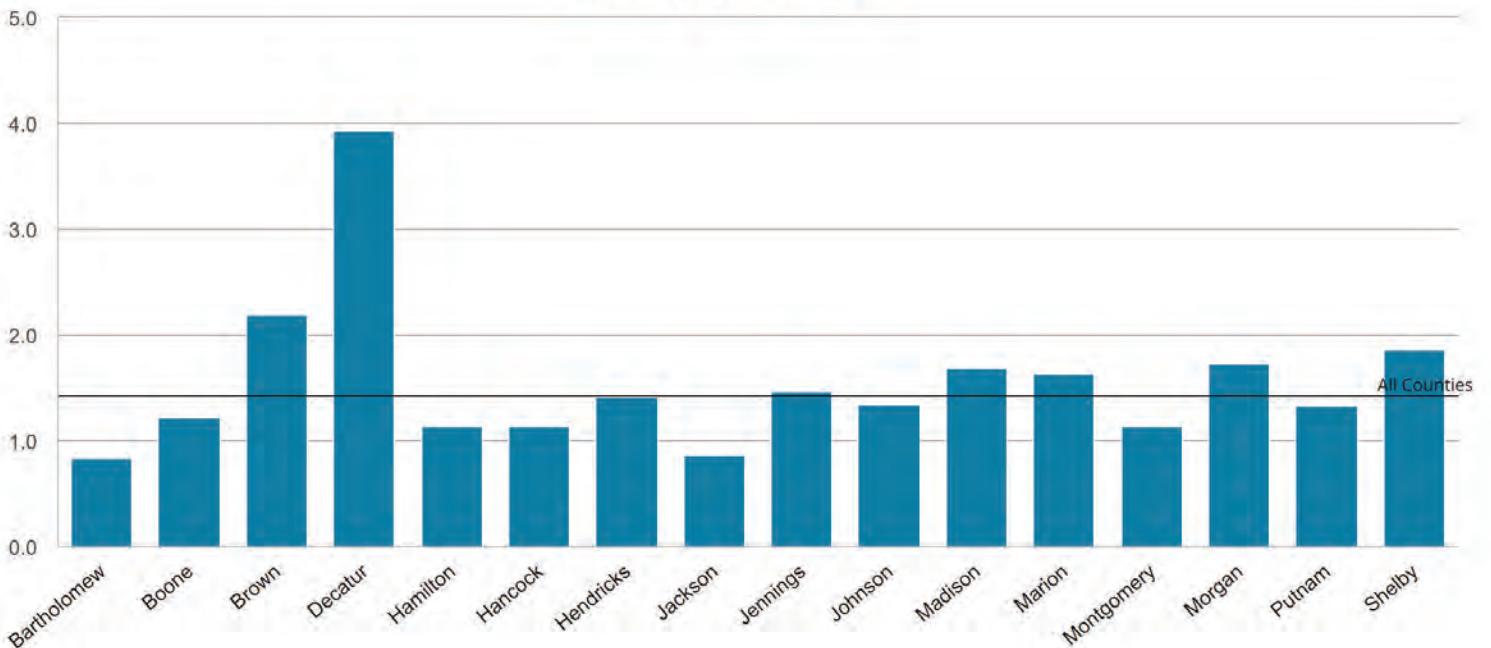
The number of months it would take to sell through the available inventory at the current monthly sales rate. NAR defines a balanced market as between 5 & 7 months of inventory.

August 2023	Month over Month Change	Year over Year Change	Year to Date Change
1.4	▼ -2.9%	▲ 14.8%	—

Historical Activity



County Comparison

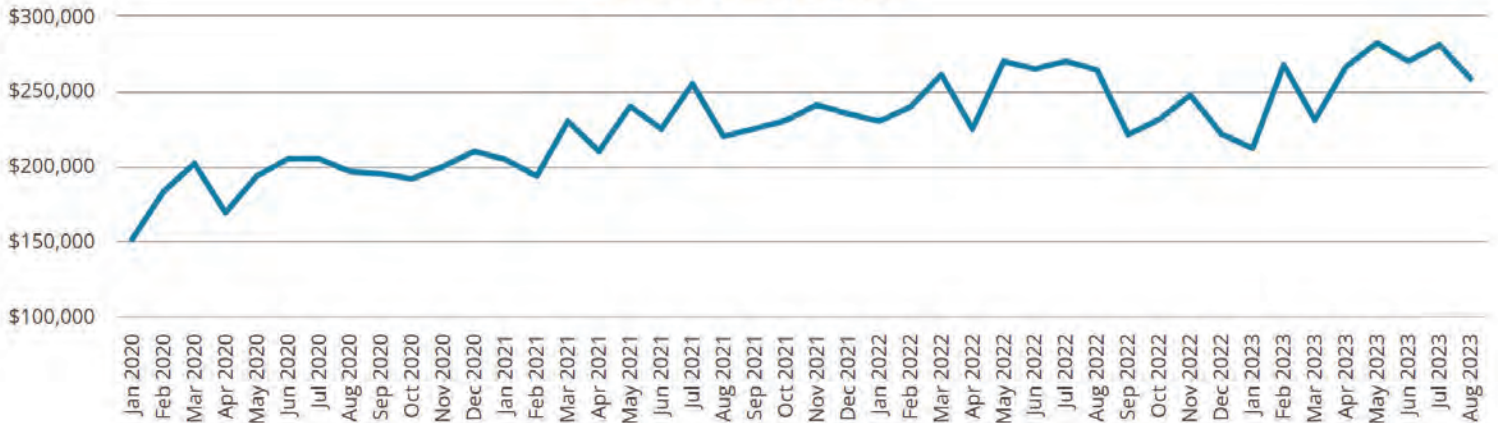


Bartholomew County

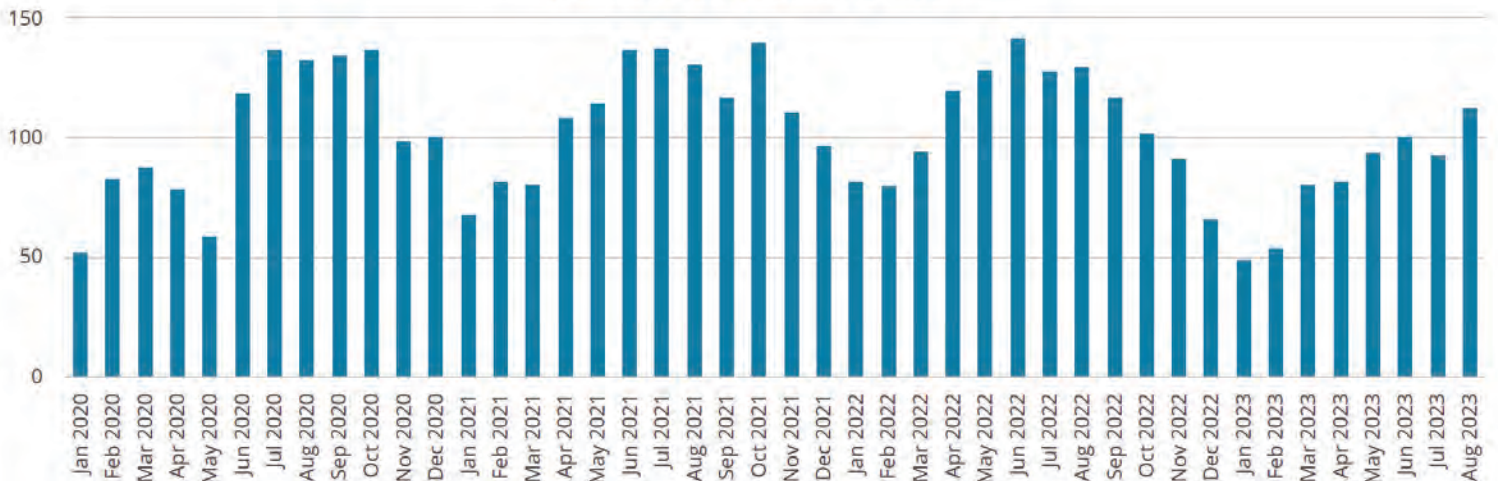
Data for Single Family Residence in Bartholomew County.

	Aug 2023	Jul 2023	MoM	Aug 2022	YoY	2023	2022	YTD
Median Sales Price	\$258,500	\$281,000	▼ -8.0%	\$264,250	▼ -2.2%	\$260,000	\$257,750	▲ 0.9%
Closed Sales	113	93	▲ 21.5%	130	▼ -13.1%	667	906	▼ -26.4%
New Listings	91	103	▼ -11.7%	125	▼ -27.2%	768	1,071	▼ -28.3%
Pending Sales	86	96	▼ -10.4%	128	▼ -32.8%	693	944	▼ -26.6%
Median Days on Market	10.5	7	▲ 50.0%	10	▲ 5.0%	8	5	▲ 60.0%
Average Days on Market	37	25	▲ 51.2%	18	▲ 109.4%	34	15	▲ 119.8%
Price per Square Foot	\$152	\$145	▲ 4.5%	\$156	▼ -2.9%	\$145	\$149	▼ -2.7%
% of List Price Received	97.5%	99.0%	▼ -1.6%	98.1%	▼ -0.7%	97.9%	99.8%	▼ -1.9%
Active Inventory	95	112	▼ -15.2%	115	▼ -17.4%	—	—	—
Months Supply of Inventory	0.8	1.2	▼ -30.2%	0.9	▼ -5.0%	—	—	—

Median Sales Price



Number of Closed Sales

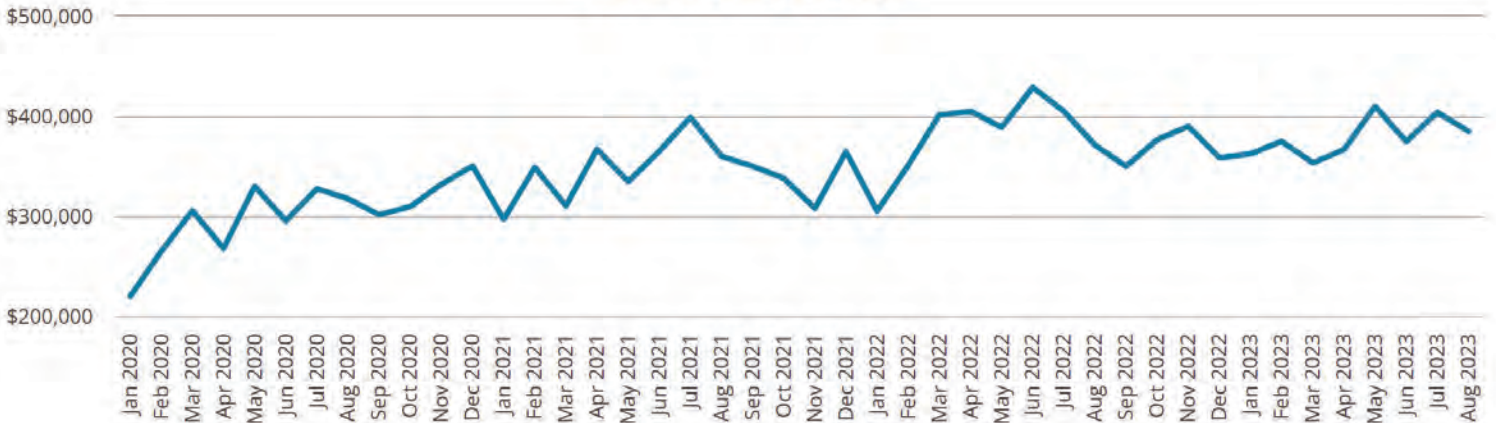


Boone County

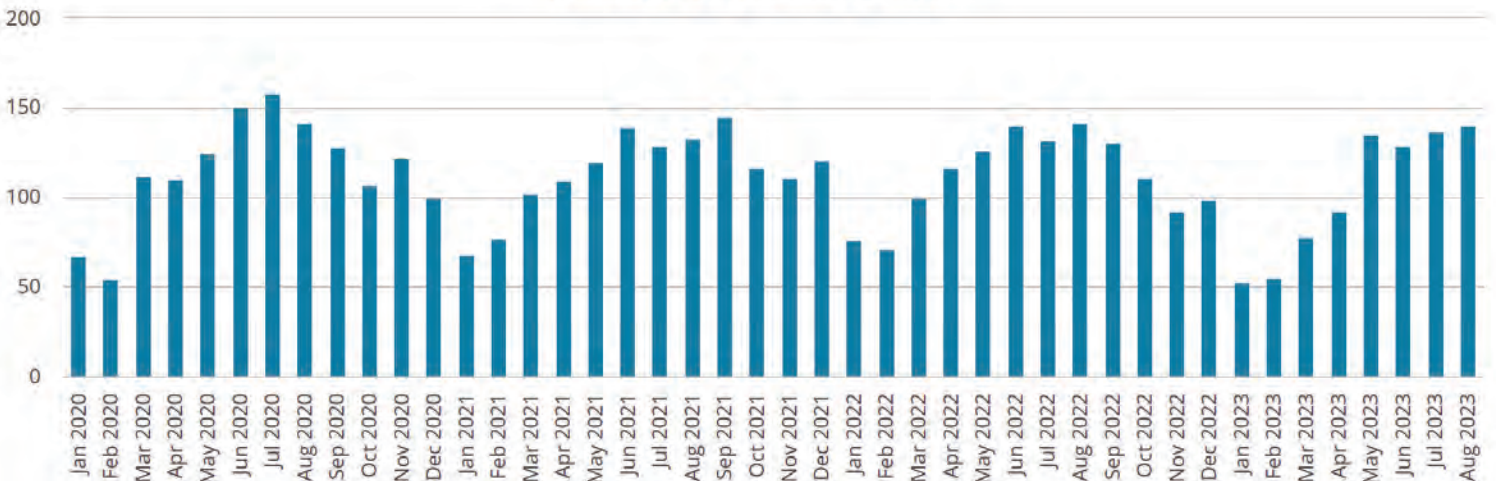
Data for Single Family Residence in Boone County.

	Aug 2023	Jul 2023	MoM	Aug 2022	YoY	2023	2022	YTD
Median Sales Price	\$385,000	\$404,010	▼ -4.7%	\$371,213	▲ 3.7%	\$380,000	\$385,550	▼ -1.4%
Closed Sales	140	137	▲ 2.2%	142	▼ -1.4%	819	904	▼ -9.4%
New Listings	125	113	▲ 10.6%	112	▲ 11.6%	947	1,167	▼ -18.9%
Pending Sales	97	130	▼ -25.4%	104	▼ -6.7%	869	984	▼ -11.7%
Median Days on Market	10	15	▼ -33.3%	8	▲ 25.0%	12	5	▲ 140.0%
Average Days on Market	37	34	▲ 10.2%	27	▲ 38.8%	48	21	▲ 132.9%
Price per Square Foot	\$165	\$168	▼ -1.8%	\$182	▼ -9.3%	\$166	\$181	▼ -8.3%
% of List Price Received	99.1%	98.4%	▲ 0.7%	99.1%	▲ 0.0%	99.1%	101.2%	▼ -2.1%
Active Inventory	170	169	▲ 0.6%	189	▼ -10.1%	—	—	—
Months Supply of Inventory	1.2	1.2	▼ -1.6%	1.3	▼ -8.8%	—	—	—

Median Sales Price



Number of Closed Sales

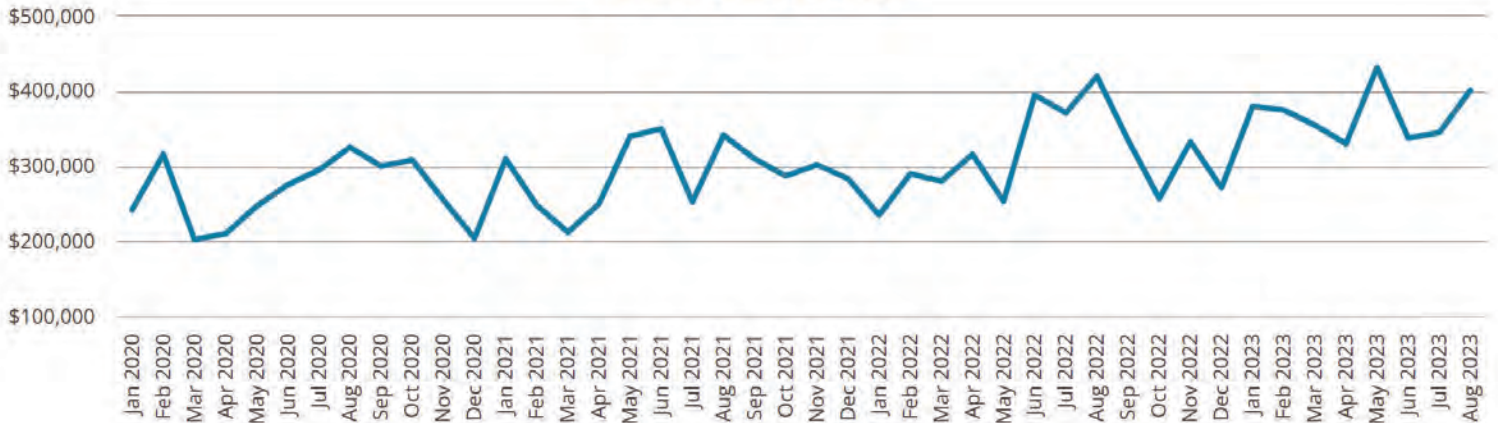


Brown County

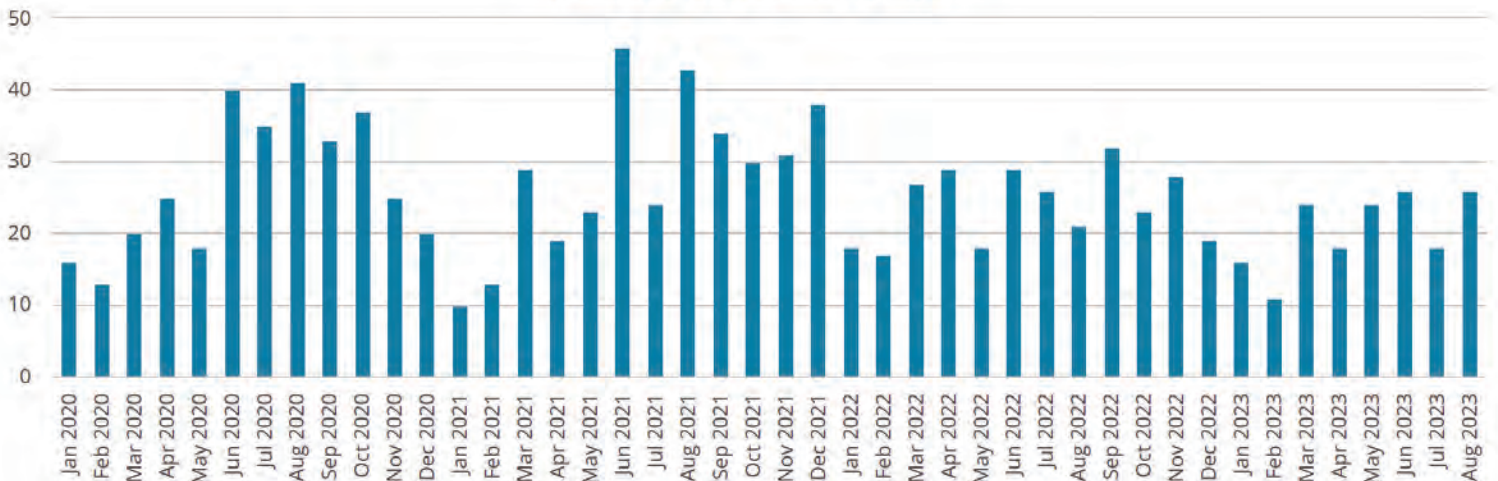
Data for Single Family Residence in Brown County.

	Aug 2023	Jul 2023	MoM	Aug 2022	YoY	2023	2022	YTD
Median Sales Price	\$401,250	\$345,000	▲ 16.3%	\$419,900	▼ -4.4%	\$377,000	\$320,000	▲ 17.8%
Closed Sales	26	18	▲ 44.4%	21	▲ 23.8%	163	185	▼ -11.9%
New Listings	23	29	▼ -20.7%	31	▼ -25.8%	216	257	▼ -16.0%
Pending Sales	27	25	▲ 8.0%	31	▼ -12.9%	178	195	▼ -8.7%
Median Days on Market	12	12	▶ 0.0%	18	▼ -33.3%	12	11	▲ 9.1%
Average Days on Market	47	35	▲ 34.8%	55	▼ -13.3%	52	36	▲ 41.9%
Price per Square Foot	\$236	\$197	▲ 20.1%	\$287	▼ -17.8%	\$212	\$218	▼ -2.8%
% of List Price Received	96.1%	98.5%	▼ -2.4%	95.2%	▲ 0.9%	95.8%	97.8%	▼ -2.0%
Active Inventory	57	65	▼ -12.3%	73	▼ -21.9%	—	—	—
Months Supply of Inventory	2.2	3.6	▼ -39.3%	3.5	▼ -36.9%	—	—	—

Median Sales Price



Number of Closed Sales

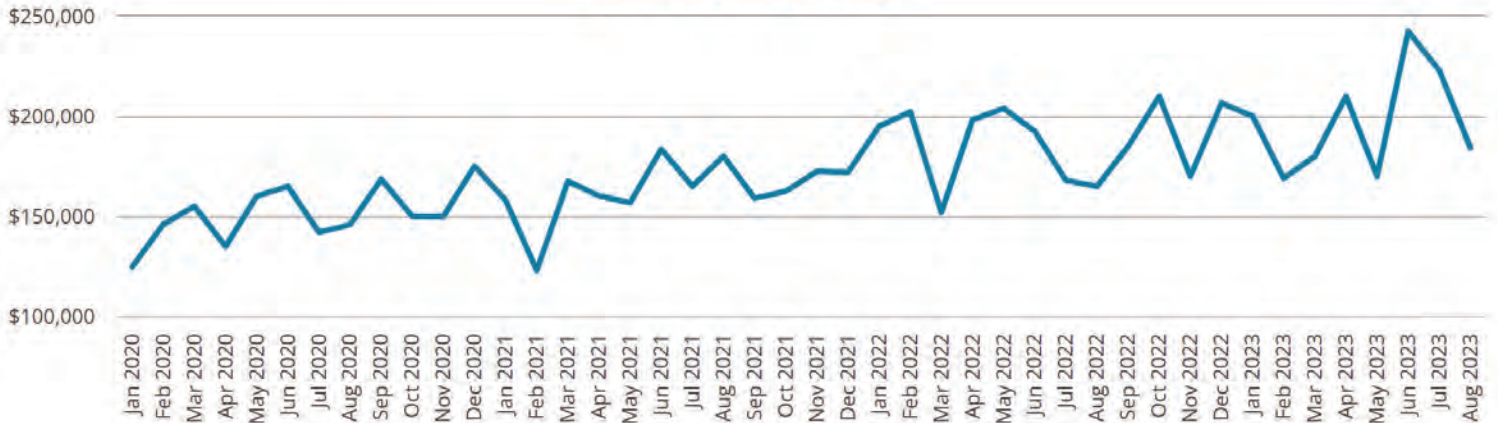


Decatur County

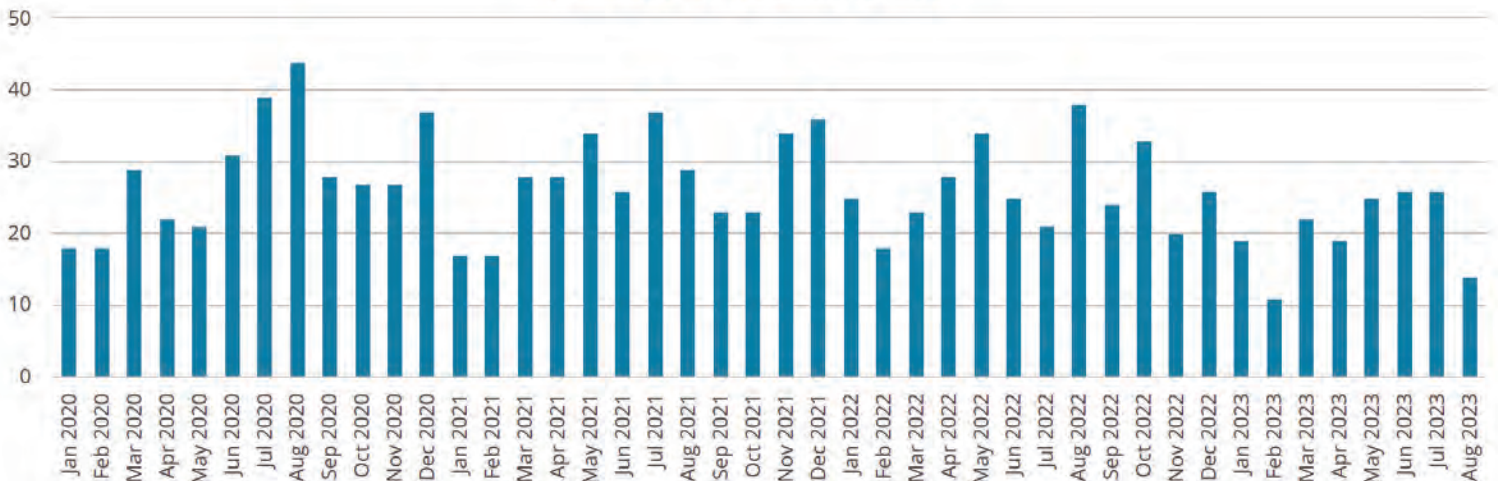
Data for Single Family Residence in Decatur County.

	Aug 2023	Jul 2023	MoM	Aug 2022	YoY	2023	2022	YTD
Median Sales Price	\$184,250	\$222,875	▼ -17.3%	\$165,000	▲ 11.7%	\$194,950	\$189,385	▲ 2.9%
Closed Sales	14	26	▼ -46.2%	38	▼ -63.2%	162	212	▼ -23.6%
New Listings	37	28	▲ 32.1%	34	▲ 8.8%	216	252	▼ -14.3%
Pending Sales	27	16	▲ 68.8%	33	▼ -18.2%	170	217	▼ -21.7%
Median Days on Market	7	10.5	▼ -33.3%	7	▶ 0.0%	14	11	▲ 22.7%
Average Days on Market	29	15	▲ 90.9%	28	▲ 3.3%	39	36	▲ 7.8%
Price per Square Foot	\$154	\$146	▲ 5.1%	\$118	▲ 30.6%	\$136	\$131	▲ 3.8%
% of List Price Received	97.7%	99.4%	▼ -1.8%	96.2%	▲ 1.5%	97.2%	97.1%	▲ 0.0%
Active Inventory	55	53	▲ 3.8%	54	▲ 1.9%	—	—	—
Months Supply of Inventory	3.9	2.0	▲ 92.7%	1.4	▲ 176.3%	—	—	—

Median Sales Price



Number of Closed Sales

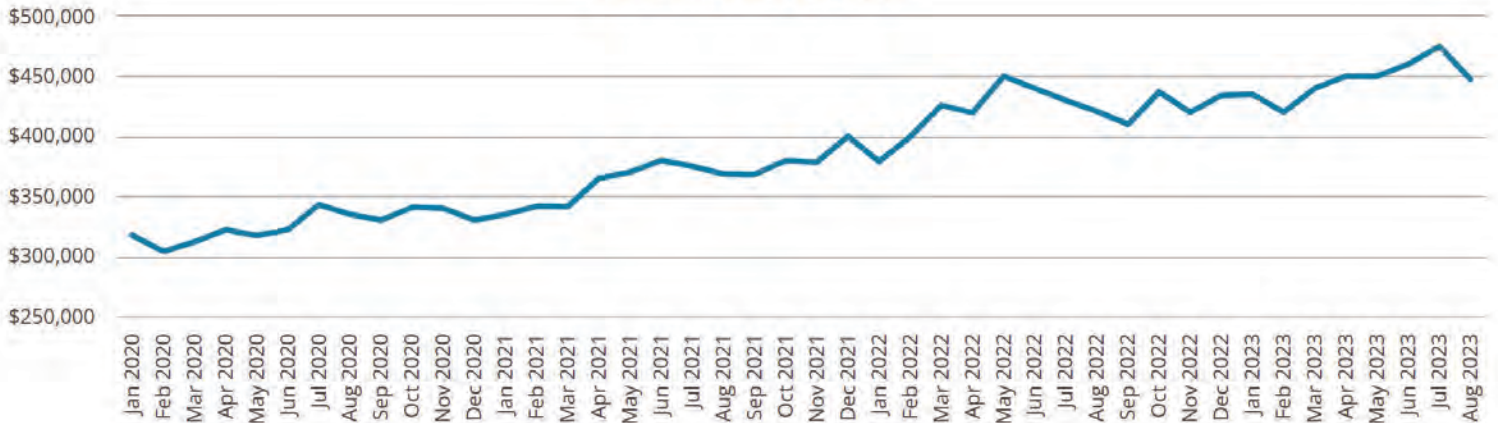


Hamilton County

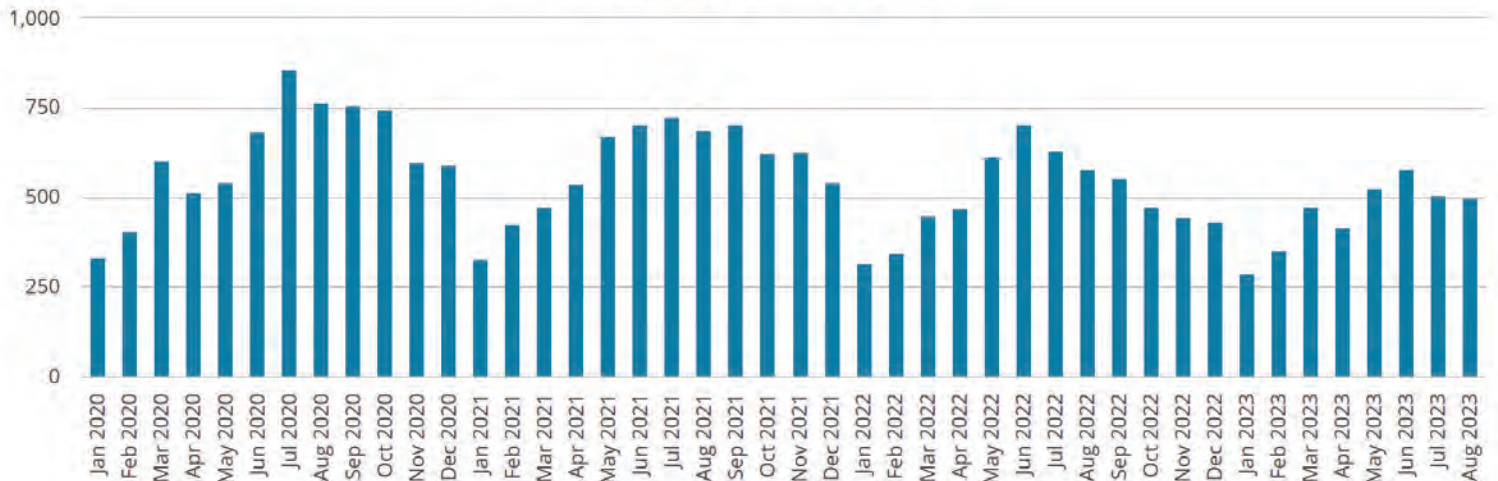
Data for Single Family Residence in Hamilton County.

	Aug 2023	Jul 2023	MoM	Aug 2022	YoY	2023	2022	YTD
Median Sales Price	\$447,637	\$475,000	▼-5.8%	\$420,750	▲6.4%	\$450,000	\$425,000	▲5.9%
Closed Sales	498	505	▼-1.4%	578	▼-13.8%	3,638	4,109	▼-11.5%
New Listings	561	503	▲11.5%	593	▼-5.4%	4,082	5,016	▼-18.6%
Pending Sales	479	455	▲5.3%	539	▼-11.1%	3,742	4,377	▼-14.5%
Median Days on Market	8	8	▶0.0%	8	▶0.0%	7	4	▲75.0%
Average Days on Market	27	23	▲16.1%	18	▲52.1%	31	14	▲127.2%
Price per Square Foot	\$170	\$174	▼-2.3%	\$189	▼-10.1%	\$173	\$187	▼-7.5%
% of List Price Received	99.3%	99.8%	▼-0.5%	100.5%	▼-1.1%	99.7%	102.8%	▼-3.1%
Active Inventory	565	580	▼-2.6%	597	▼-5.4%	—	—	—
Months Supply of Inventory	1.1	1.1	▼-1.2%	1.0	▲9.8%	—	—	—

Median Sales Price



Number of Closed Sales



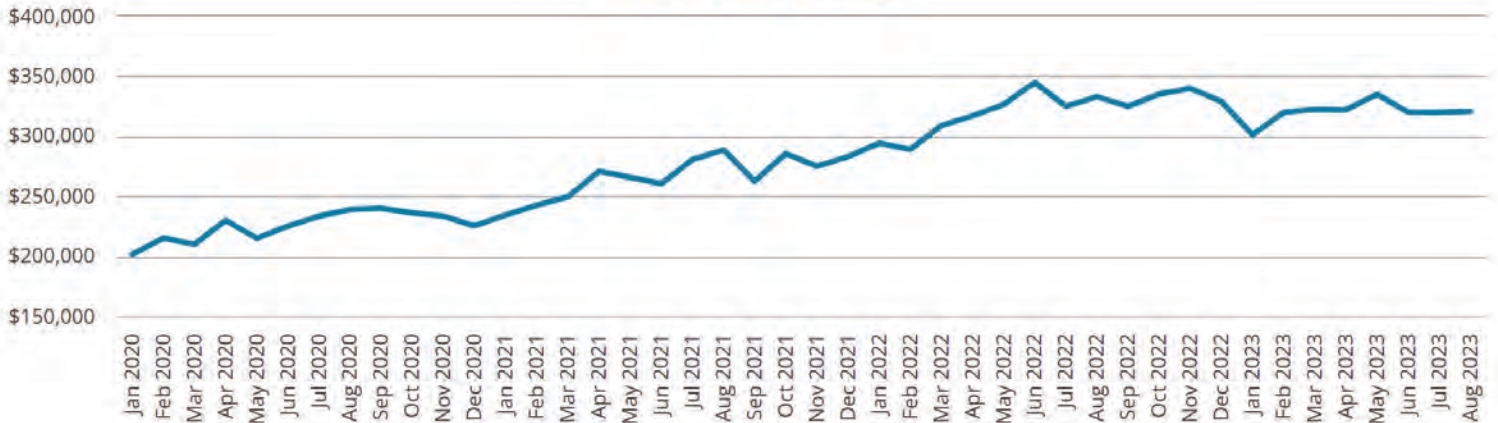
Hancock County



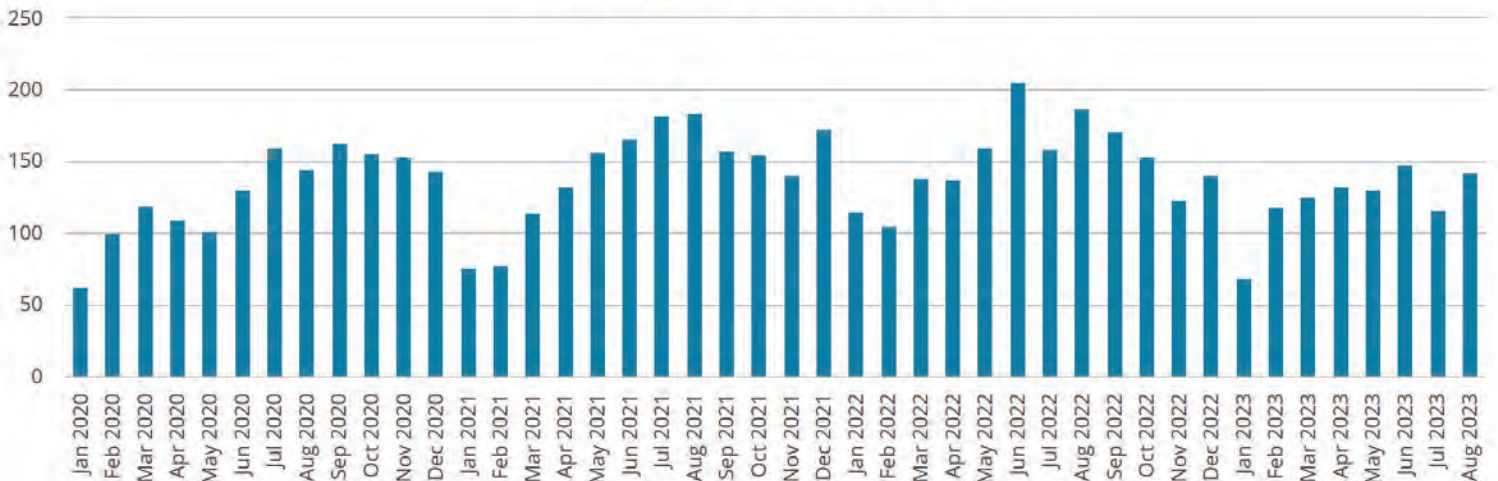
Data for Single Family Residence in Hancock County.

	Aug 2023	Jul 2023	MoM	Aug 2022	YoY	2023	2022	YTD
Median Sales Price	\$320,725	\$320,000	▲ 0.2%	\$333,000	▼ -3.7%	\$324,200	\$317,500	▲ 2.1%
Closed Sales	143	116	▲ 23.3%	187	▼ -23.5%	984	1,208	▼ -18.5%
New Listings	121	151	▼ -19.9%	174	▼ -30.5%	1,013	1,541	▼ -34.3%
Pending Sales	120	144	▼ -16.7%	162	▼ -25.9%	1,020	1,310	▼ -22.1%
Median Days on Market	20	10	▲ 100.0%	11.5	▲ 73.9%	18	5	▲ 260.0%
Average Days on Market	43	54	▼ -20.7%	25	▲ 73.3%	60	19	▲ 217.0%
Price per Square Foot	\$151	\$158	▼ -4.4%	\$149	▲ 1.3%	\$151	\$148	▲ 2.0%
% of List Price Received	99.2%	99.1%	▲ 0.1%	98.8%	▲ 0.3%	98.6%	100.8%	▼ -2.2%
Active Inventory	162	186	▼ -12.9%	286	▼ -43.4%	—	—	—
Months Supply of Inventory	1.1	1.6	▼ -29.3%	1.5	▼ -25.9%	—	—	—

Median Sales Price



Number of Closed Sales

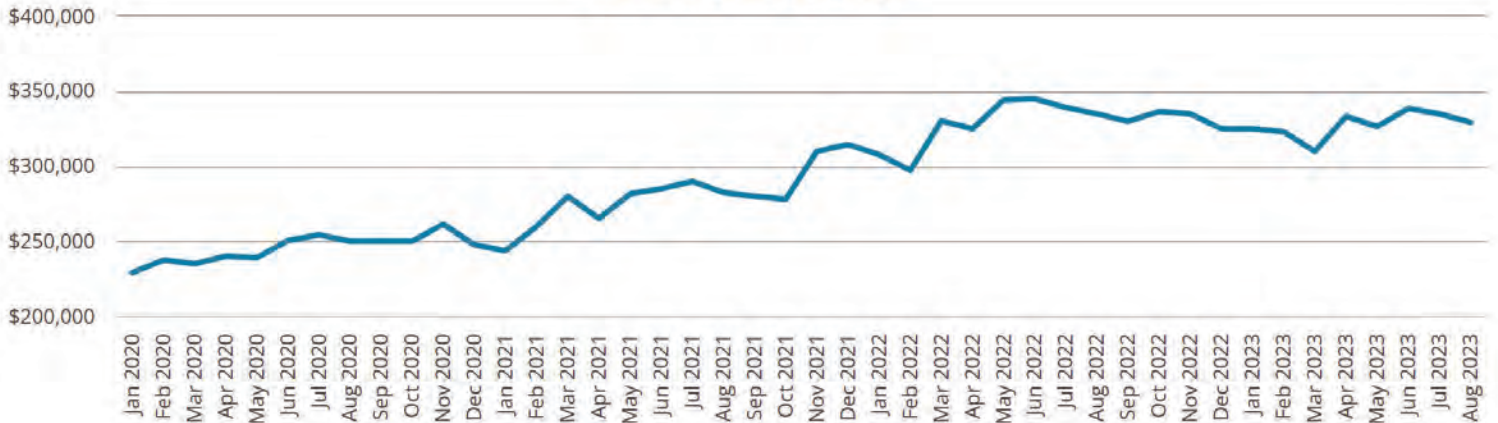


Hendricks County

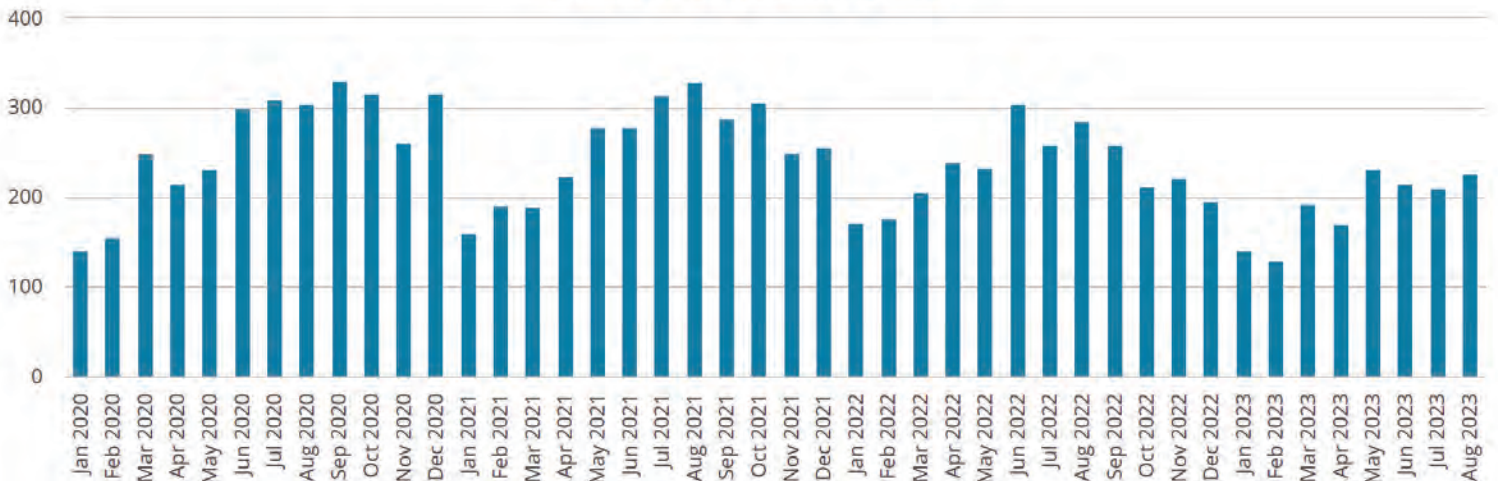
Data for Single Family Residence in Hendricks County.

	Aug 2023	Jul 2023	MoM	Aug 2022	YoY	2023	2022	YTD
Median Sales Price	\$329,250	\$335,000	▼-1.7%	\$335,000	▼-1.7%	\$327,552.5	\$330,000	▼-0.7%
Closed Sales	226	210	▲7.6%	285	▼-20.7%	1,518	1,874	▼-19.0%
New Listings	265	254	▲4.3%	289	▼-8.3%	1,769	2,220	▼-20.3%
Pending Sales	201	213	▼-5.6%	242	▼-16.9%	1,565	1,938	▼-19.2%
Median Days on Market	10	10	▶0.0%	8	▲25.0%	9	5	▲80.0%
Average Days on Market	21	30	▼-29.1%	24	▼-11.2%	36	17	▲115.4%
Price per Square Foot	\$160	\$158	▲1.3%	\$171	▼-6.4%	\$159	\$161	▼-1.2%
% of List Price Received	98.3%	99.9%	▼-1.6%	100.6%	▼-2.3%	99.1%	101.8%	▼-2.6%
Active Inventory	318	287	▲10.8%	301	▲5.6%	—	—	—
Months Supply of Inventory	1.4	1.4	▲3.0%	1.1	▲33.2%	—	—	—

Median Sales Price



Number of Closed Sales



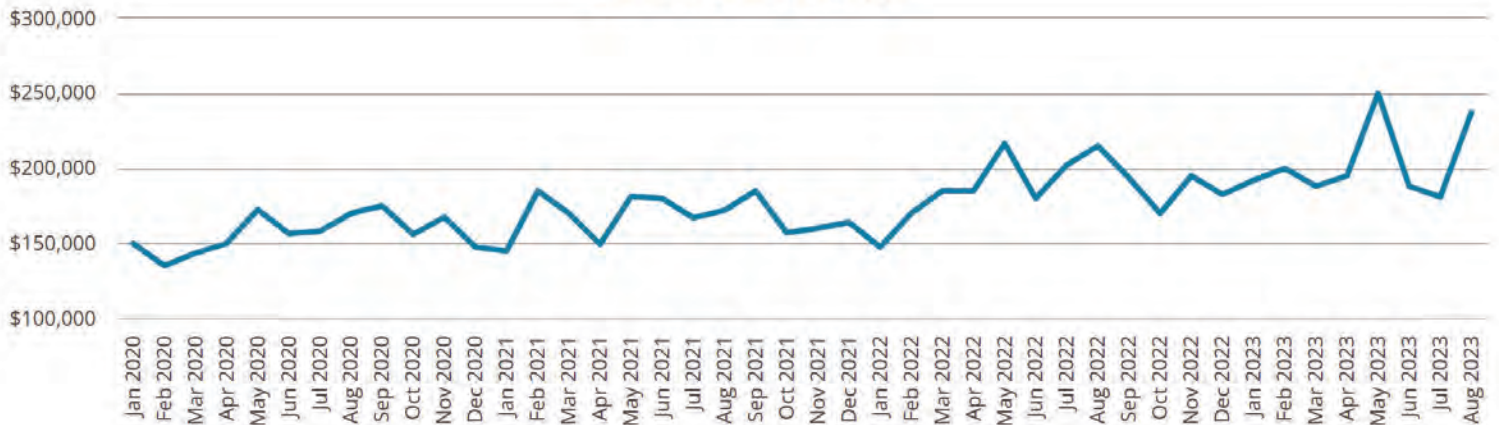
Jackson County



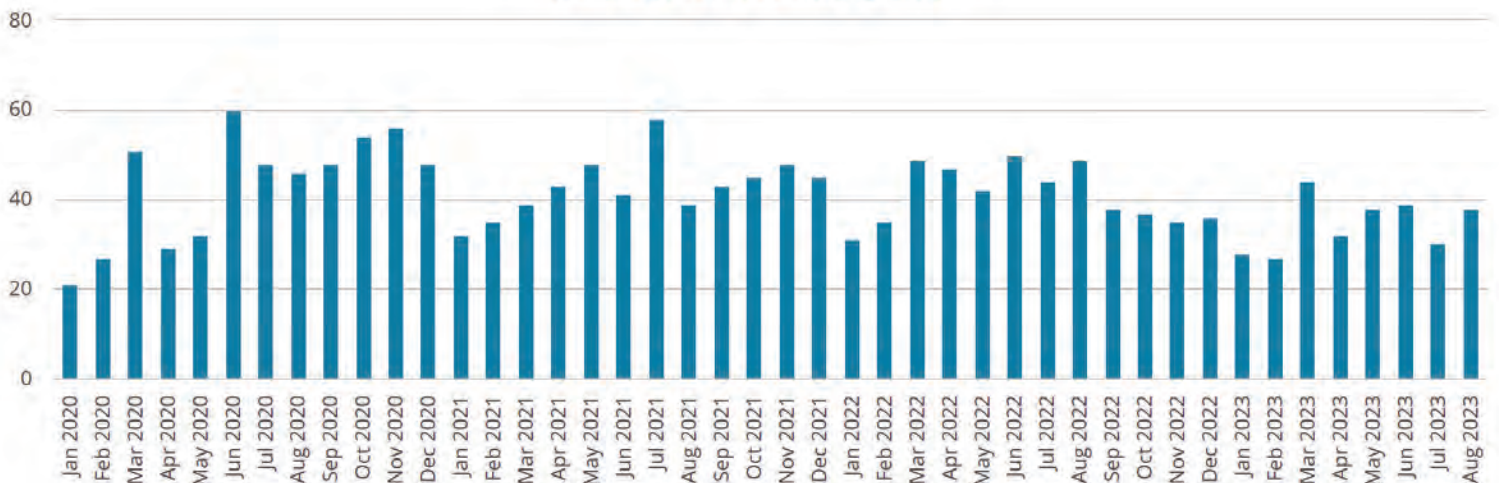
Data for Single Family Residence in Jackson County.

	Aug 2023	Jul 2023	MoM	Aug 2022	YoY	2023	2022	YTD
Median Sales Price	\$237,300.5	\$181,000	⬆️ 31.1%	\$214,900	⬆️ 10.4%	\$200,000	\$185,000	⬆️ 8.1%
Closed Sales	38	30	⬆️ 26.7%	49	⬆️ -22.4%	276	347	⬆️ -20.5%
New Listings	39	44	⬆️ -11.4%	51	⬆️ -23.5%	293	396	⬆️ -26.0%
Pending Sales	42	42	↔️ 0.0%	43	⬆️ -2.3%	299	349	⬆️ -14.3%
Median Days on Market	10.5	5	⬆️ 110.0%	10	⬆️ 5.0%	9	7	⬆️ 28.6%
Average Days on Market	29	12	⬆️ 154.8%	22	⬆️ 33.6%	31	23	⬆️ 34.1%
Price per Square Foot	\$135	\$135	↔️ 0.0%	\$147	⬆️ -8.5%	\$136	\$135	⬆️ 0.7%
% of List Price Received	99.9%	99.8%	⬆️ 0.2%	98.7%	⬆️ 1.2%	98.6%	98.4%	⬆️ 0.3%
Active Inventory	33	38	⬆️ -13.2%	56	⬆️ -41.1%	—	—	—
Months Supply of Inventory	0.9	1.3	⬆️ -31.4%	1.1	⬆️ -24.0%	—	—	—

Median Sales Price



Number of Closed Sales

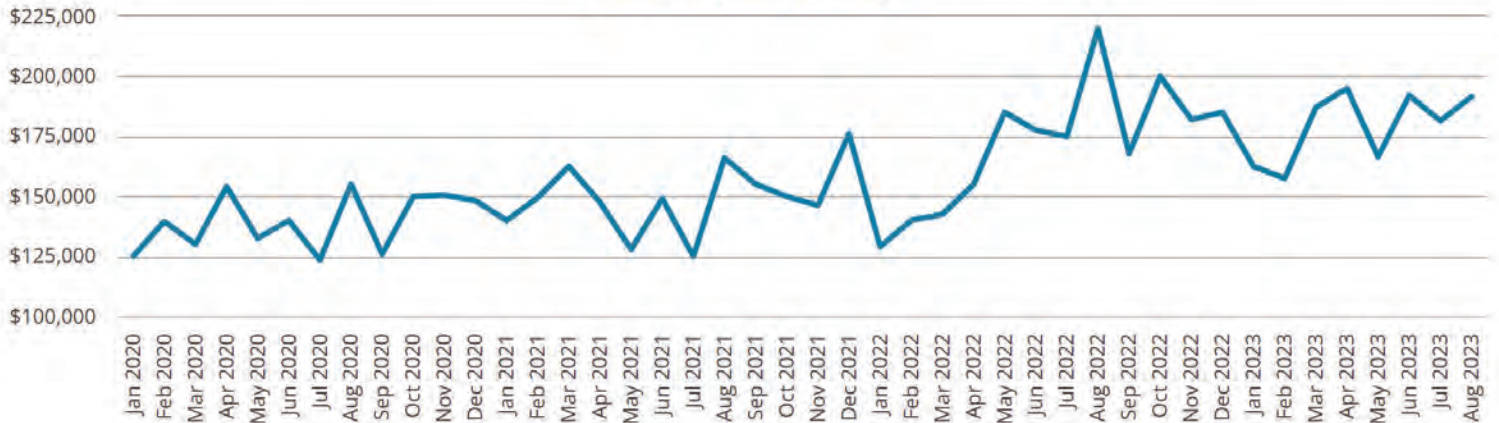


Jennings County

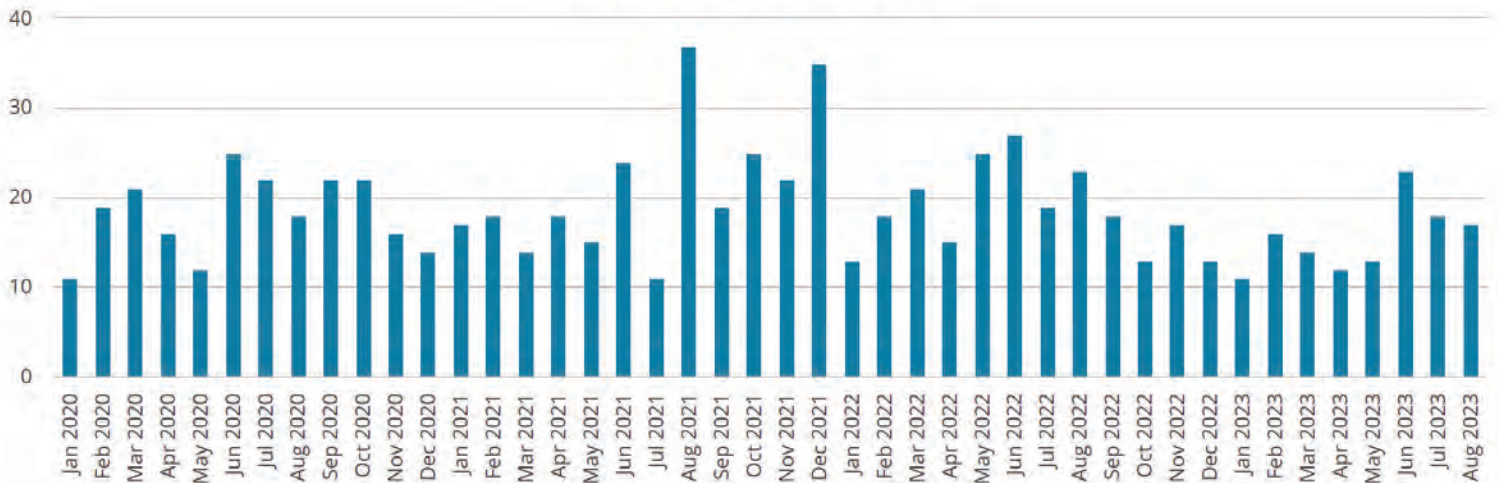
Data for Single Family Residence in Jennings County.

	Aug 2023	Jul 2023	MoM	Aug 2022	YoY	2023	2022	YTD
Median Sales Price	\$191,500	\$181,450	⬆️ 5.5%	\$219,900	⬇️ -12.9%	\$184,950	\$175,000	⬆️ 5.7%
Closed Sales	17	18	⬇️ -5.6%	23	⬇️ -26.1%	124	161	⬇️ -23.0%
New Listings	26	27	⬇️ -3.7%	29	⬇️ -10.3%	152	197	⬇️ -22.8%
Pending Sales	19	24	⬇️ -20.8%	21	⬇️ -9.5%	134	171	⬇️ -21.6%
Median Days on Market	8	5	⬆️ 60.0%	8	⬆️ 0.0%	7	8	⬇️ -12.5%
Average Days on Market	24	22	⬆️ 7.7%	33	⬇️ -28.6%	33	29	⬆️ 16.5%
Price per Square Foot	\$129	\$114	⬆️ 13.7%	\$148	⬇️ -12.8%	\$123	\$125	⬇️ -2.0%
% of List Price Received	96.3%	95.6%	⬆️ 0.8%	98.1%	⬇️ -1.8%	96.0%	96.7%	⬇️ -0.7%
Active Inventory	25	20	⬆️ 25.0%	30	⬇️ -16.7%	—	—	—
Months Supply of Inventory	1.5	1.1	⬆️ 32.3%	1.3	⬆️ 12.7%	—	—	—

Median Sales Price



Number of Closed Sales



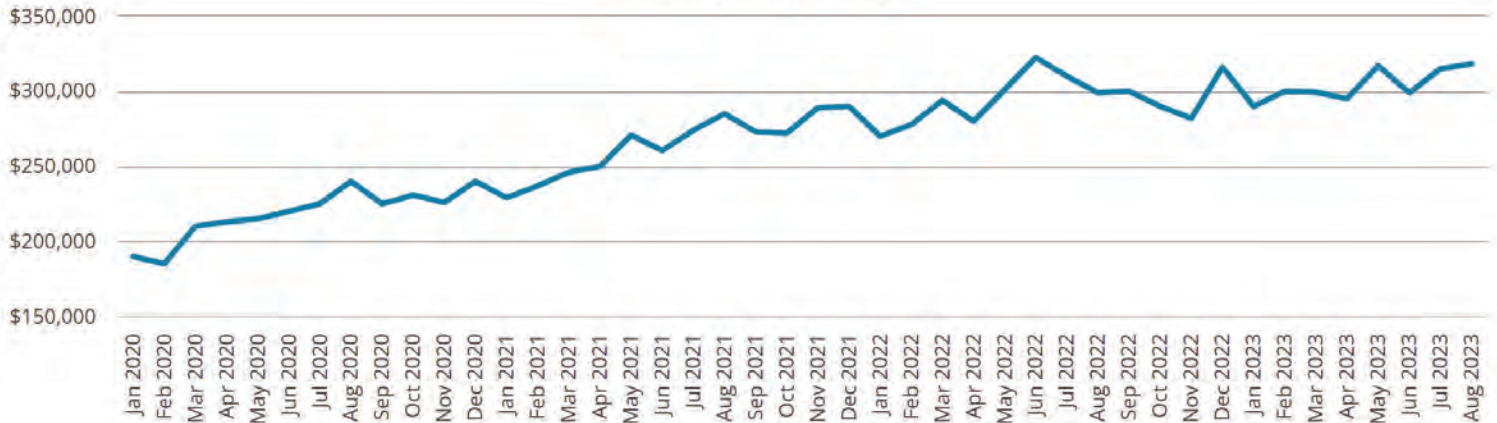
Johnson County



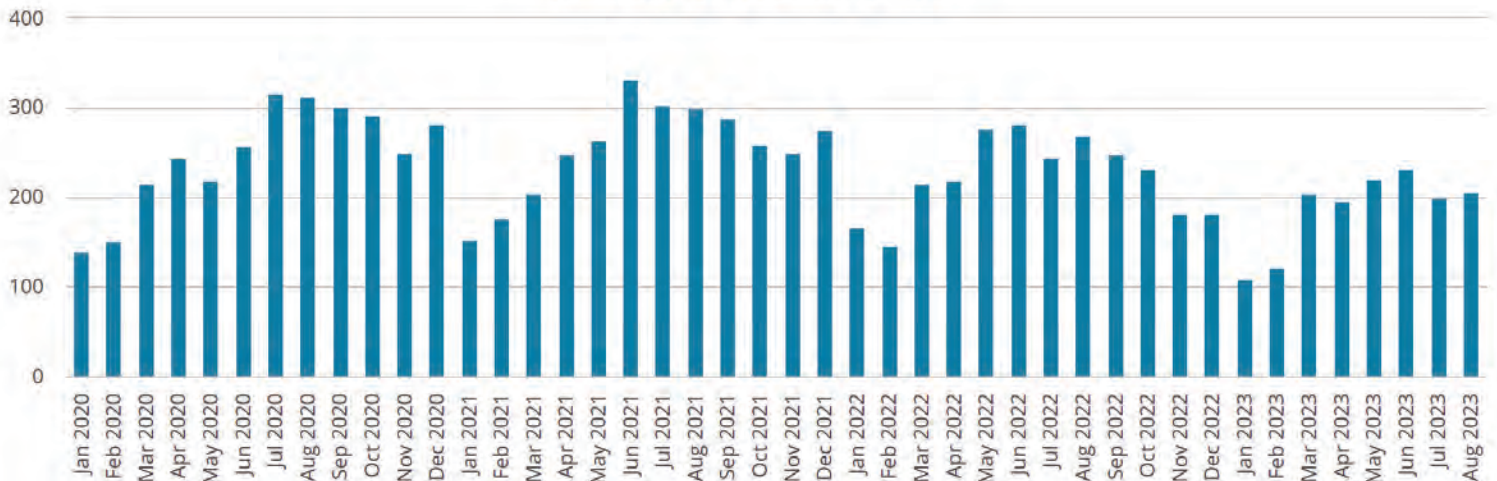
Data for Single Family Residence in Johnson County.

	Aug 2023	Jul 2023	MoM	Aug 2022	YoY	2023	2022	YTD
Median Sales Price	\$318,200	\$315,000	▲ 1.0%	\$299,000	▲ 6.4%	\$305,000	\$296,992.5	▲ 2.7%
Closed Sales	206	199	▲ 3.5%	269	▼ -23.4%	1,487	1,816	▼ -18.1%
New Listings	229	222	▲ 3.2%	294	▼ -22.1%	1,742	2,212	▼ -21.2%
Pending Sales	199	210	▼ -5.2%	245	▼ -18.8%	1,581	1,908	▼ -17.1%
Median Days on Market	13	9	▲ 44.4%	9	▲ 44.4%	12	5	▲ 140.0%
Average Days on Market	28	35	▼ -19.2%	17	▲ 69.2%	41	13	▲ 210.3%
Price per Square Foot	\$159	\$164	▼ -3.4%	\$165	▼ -3.9%	\$154	\$163	▼ -5.5%
% of List Price Received	98.9%	99.0%	▼ -0.1%	100.1%	▼ -1.2%	98.7%	101.5%	▼ -2.7%
Active Inventory	276	282	▼ -2.1%	299	▼ -7.7%	—	—	—
Months Supply of Inventory	1.3	1.4	▼ -5.5%	1.1	▲ 20.5%	—	—	—

Median Sales Price



Number of Closed Sales

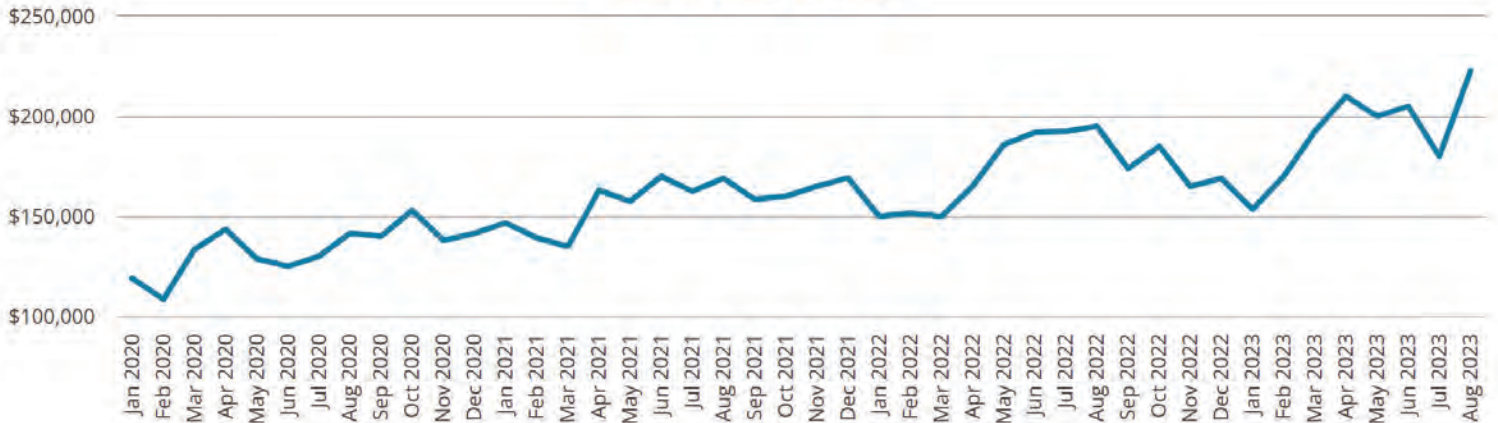


Madison County

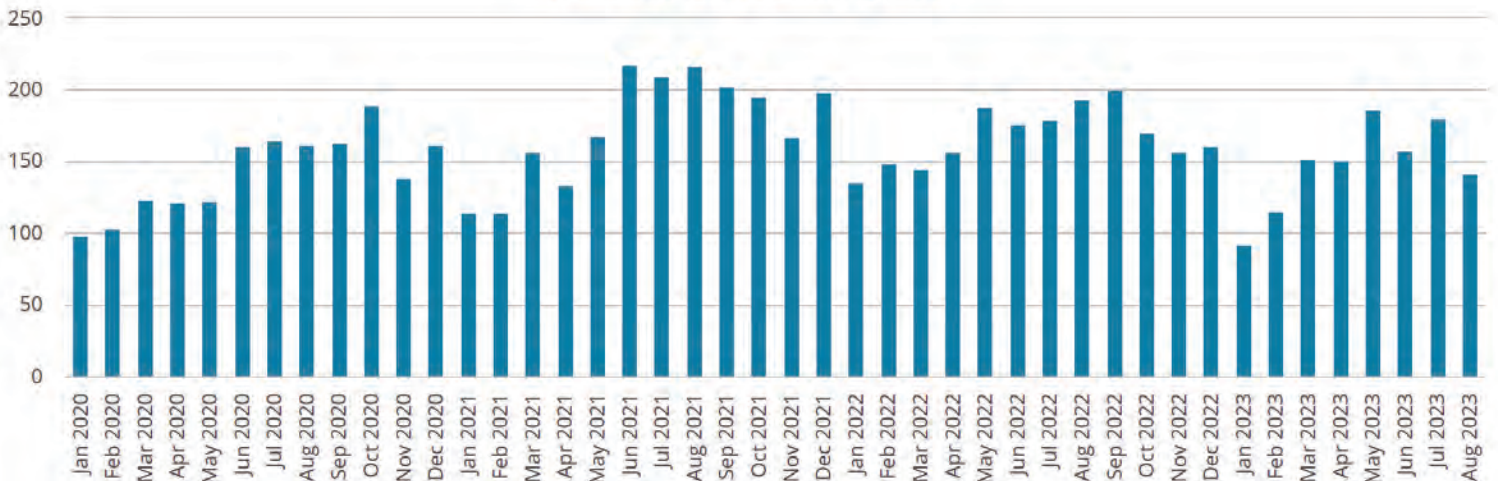
Data for Single Family Residence in Madison County.

	Aug 2023	Jul 2023	MoM	Aug 2022	YoY	2023	2022	YTD
Median Sales Price	\$222,500	\$180,000	⬆️ 23.6%	\$195,000	⬆️ 14.1%	\$195,000	\$175,000	⬆️ 11.4%
Closed Sales	142	180	⬆️ -21.1%	193	⬆️ -26.4%	1,176	1,323	⬆️ -11.1%
New Listings	208	185	⬆️ 12.4%	244	⬆️ -14.8%	1,442	1,630	⬆️ -11.5%
Pending Sales	187	154	⬆️ 21.4%	185	⬆️ 1.1%	1,271	1,357	⬆️ -6.3%
Median Days on Market	10	11	⬆️ -9.1%	9.5	⬆️ 5.3%	12	6	⬆️ 100.0%
Average Days on Market	28	39	⬆️ -28.7%	22	⬆️ 25.0%	43	21	⬆️ 110.4%
Price per Square Foot	\$123	\$127	⬆️ -2.8%	\$122	⬆️ 0.8%	\$120	\$113	⬆️ 6.2%
% of List Price Received	97.6%	98.4%	⬆️ -0.8%	98.1%	⬆️ -0.5%	98.0%	98.7%	⬆️ -0.7%
Active Inventory	239	260	⬆️ -8.1%	313	⬆️ -23.6%	—	—	—
Months Supply of Inventory	1.7	1.4	⬆️ 16.5%	1.6	⬆️ 3.8%	—	—	—

Median Sales Price



Number of Closed Sales

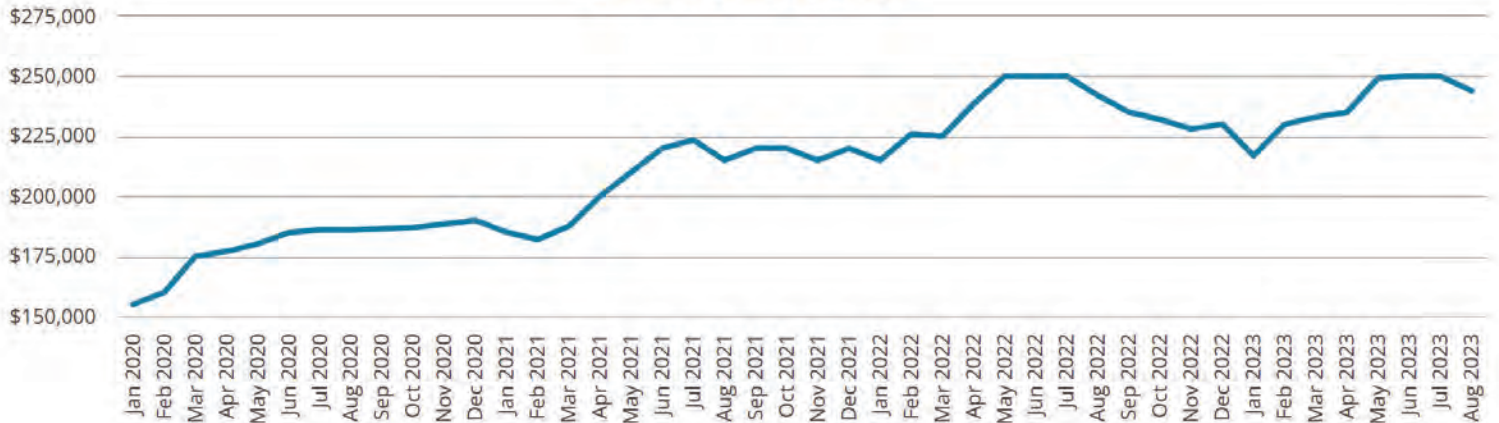


Marion County

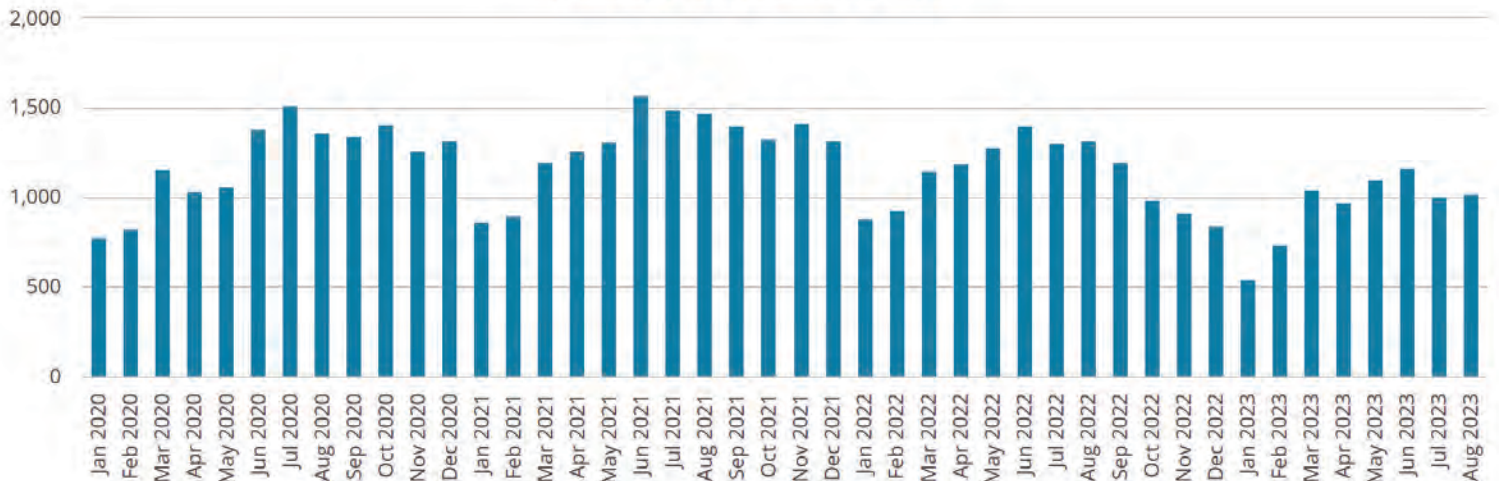
Data for Single Family Residence in Marion County.

	Aug 2023	Jul 2023	MoM	Aug 2022	YoY	2023	2022	YTD
Median Sales Price	\$244,000	\$250,000	▼ -2.4%	\$242,000	▲ 0.8%	\$240,000	\$240,000	▶ 0.0%
Closed Sales	1,020	1,006	▲ 1.4%	1,320	▼ -22.7%	7,589	9,462	▼ -19.8%
New Listings	1,352	1,280	▲ 5.6%	1,526	▼ -11.4%	9,371	11,593	▼ -19.2%
Pending Sales	1,084	983	▲ 10.3%	1,155	▼ -6.1%	8,098	9,739	▼ -16.8%
Median Days on Market	10	8	▲ 25.0%	10	▶ 0.0%	10	5	▲ 100.0%
Average Days on Market	30	31	▼ -4.9%	22	▲ 36.3%	39	19	▲ 105.2%
Price per Square Foot	\$149	\$148	▲ 0.7%	\$153	▼ -2.6%	\$144	\$152	▼ -5.3%
% of List Price Received	98.9%	99.3%	▼ -0.4%	99.2%	▼ -0.3%	98.6%	101.1%	▼ -2.4%
Active Inventory	1,663	1,705	▼ -2.5%	1,696	▼ -1.9%	—	—	—
Months Supply of Inventory	1.6	1.7	▼ -3.8%	1.3	▲ 26.9%	—	—	—

Median Sales Price



Number of Closed Sales

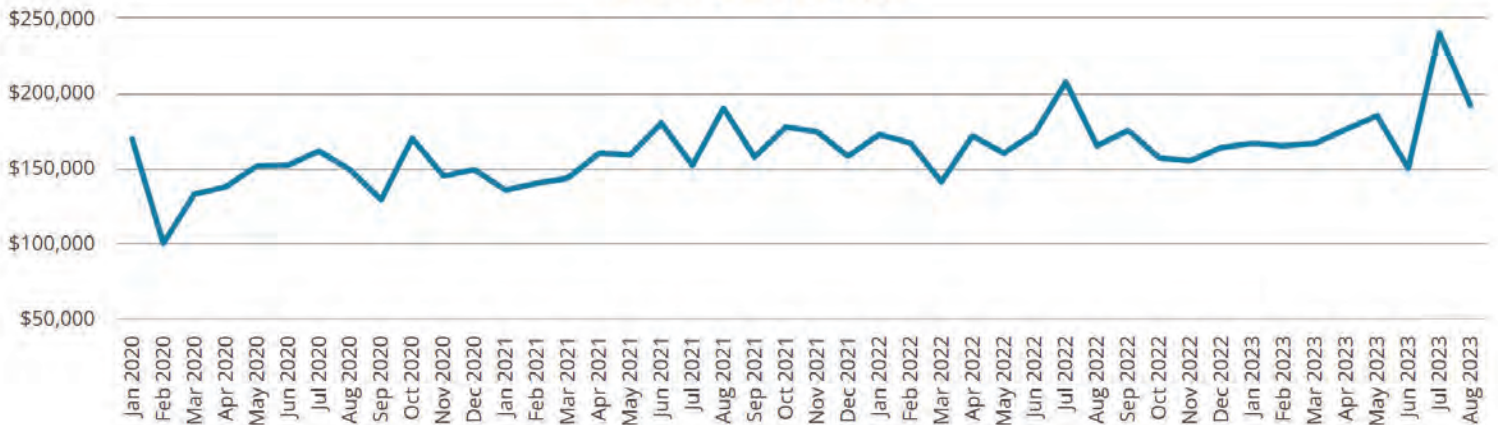


Montgomery County

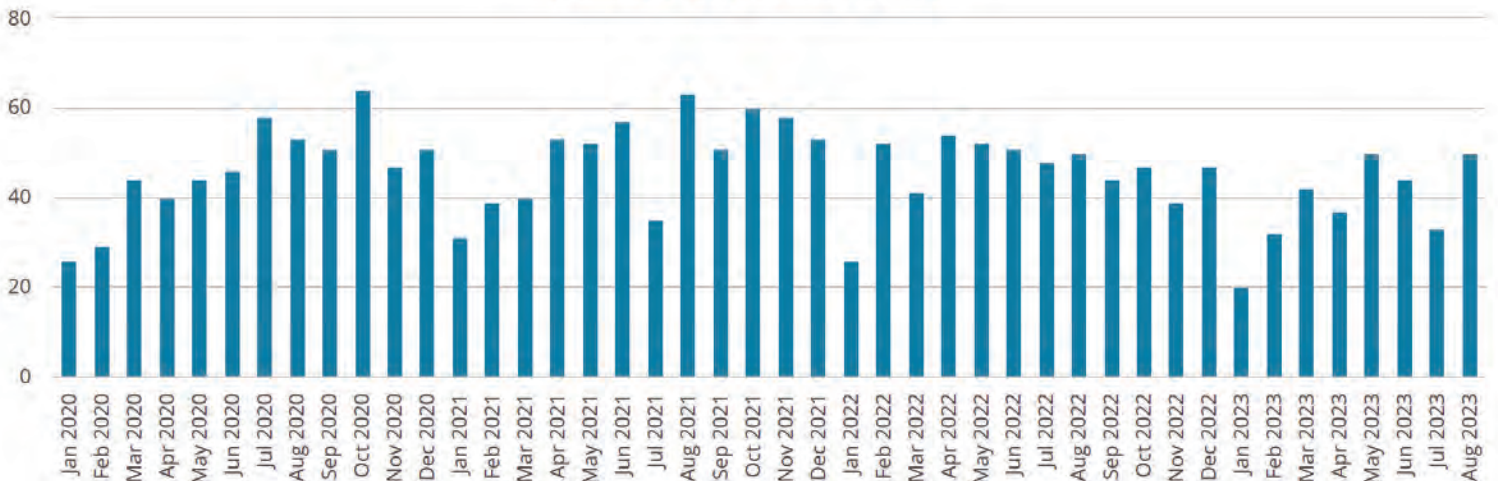
Data for Single Family Residence in Montgomery County.

	Aug 2023	Jul 2023	MoM	Aug 2022	YoY	2023	2022	YTD
Median Sales Price	\$192,000	\$240,000	▼ -20.0%	\$165,000	▲ 16.4%	\$175,000	\$170,000	▲ 2.9%
Closed Sales	50	33	▲ 51.5%	50	▶ 0.0%	308	374	▼ -17.6%
New Listings	66	51	▲ 29.4%	57	▲ 15.8%	361	436	▼ -17.2%
Pending Sales	51	45	▲ 13.3%	56	▼ -8.9%	337	385	▼ -12.5%
Median Days on Market	4	7	▼ -42.9%	9.5	▼ -57.9%	9	7	▲ 28.6%
Average Days on Market	24	25	▼ -3.7%	25	▼ -0.9%	36	19	▲ 85.0%
Price per Square Foot	\$127	\$128	▼ -1.2%	\$129	▼ -1.9%	\$119	\$127	▼ -6.3%
% of List Price Received	98.3%	97.9%	▲ 0.4%	97.8%	▲ 0.5%	98.3%	98.5%	▼ -0.2%
Active Inventory	57	50	▲ 14.0%	51	▲ 11.8%	—	—	—
Months Supply of Inventory	1.1	1.5	▼ -24.8%	1.0	▲ 11.8%	—	—	—

Median Sales Price



Number of Closed Sales

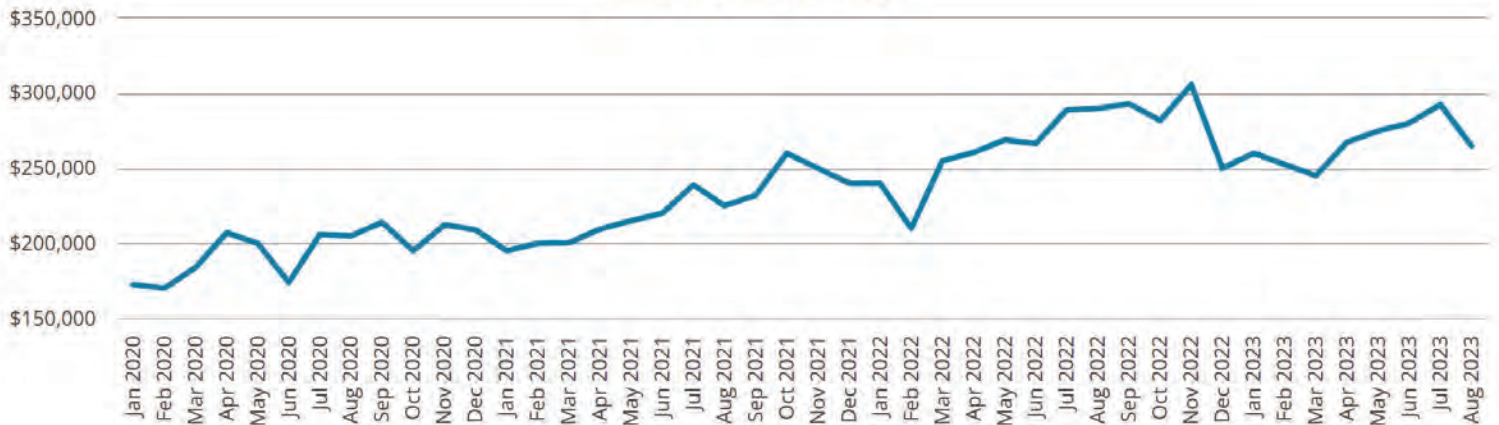


Morgan County

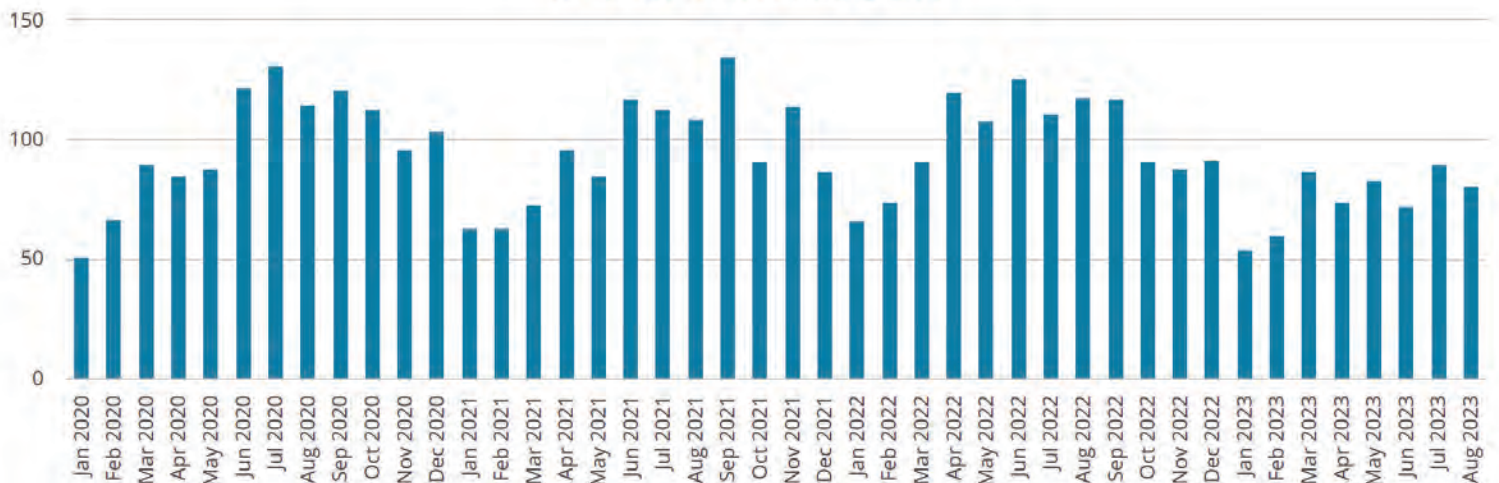
Data for Single Family Residence in Morgan County.

	Aug 2023	Jul 2023	MoM	Aug 2022	YoY	2023	2022	YTD
Median Sales Price	\$265,000	\$292,500	▼ -9.4%	\$289,950	▼ -8.6%	\$267,200	\$265,250	▲ 0.7%
Closed Sales	81	90	▼ -10.0%	118	▼ -31.4%	601	814	▼ -26.2%
New Listings	109	100	▲ 9.0%	124	▼ -12.1%	727	995	▼ -26.9%
Pending Sales	92	77	▲ 19.5%	99	▼ -7.1%	641	881	▼ -27.2%
Median Days on Market	12.5	9.5	▲ 31.6%	9	▲ 38.9%	15	7	▲ 107.1%
Average Days on Market	34	25	▲ 37.9%	24	▲ 43.6%	48	22	▲ 115.8%
Price per Square Foot	\$155	\$157	▼ -1.3%	\$154	▲ 0.6%	\$151	\$155	▼ -2.6%
% of List Price Received	99.2%	97.7%	▲ 1.5%	98.3%	▲ 0.9%	98.3%	99.9%	▼ -1.6%
Active Inventory	140	144	▼ -2.8%	179	▼ -21.8%	—	—	—
Months Supply of Inventory	1.7	1.6	▲ 8.0%	1.5	▲ 13.9%	—	—	—

Median Sales Price



Number of Closed Sales

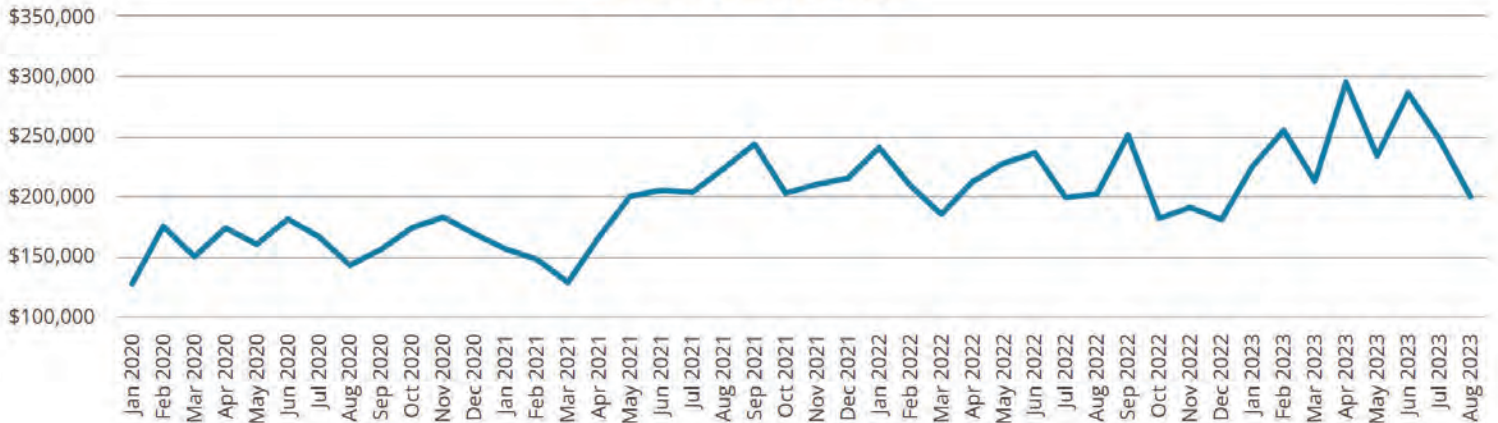


Putnam County

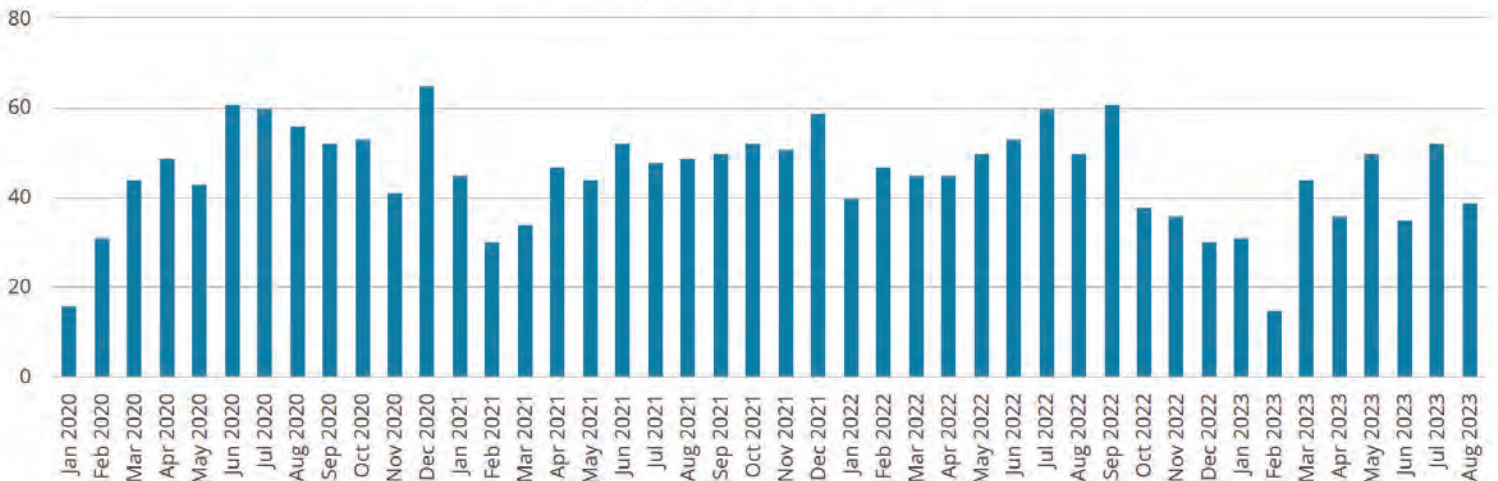
Data for Single Family Residence in Putnam County.

	Aug 2023	Jul 2023	MoM	Aug 2022	YoY	2023	2022	YTD
Median Sales Price	\$199,900	\$247,500	▼-19.2%	\$202,000	▼-1.0%	\$240,000	\$209,950	▲14.3%
Closed Sales	39	52	▼-25.0%	50	▼-22.0%	302	390	▼-22.6%
New Listings	42	35	▲20.0%	59	▼-28.8%	331	463	▼-28.5%
Pending Sales	37	43	▼-14.0%	54	▼-31.5%	313	399	▼-21.6%
Median Days on Market	15	19	▼-21.1%	9.5	▲57.9%	13	7	▲85.7%
Average Days on Market	40	46	▼-13.8%	19	▲108.7%	43	25	▲69.9%
Price per Square Foot	\$130	\$155	▼-16.1%	\$133	▼-2.3%	\$141	\$133	▲5.6%
% of List Price Received	99.2%	97.1%	▲2.1%	95.4%	▲4.0%	98.1%	97.7%	▲0.4%
Active Inventory	52	53	▼-1.9%	69	▼-24.6%	—	—	—
Months Supply of Inventory	1.3	1.0	▲30.8%	1.4	▼-3.4%	—	—	—

Median Sales Price



Number of Closed Sales



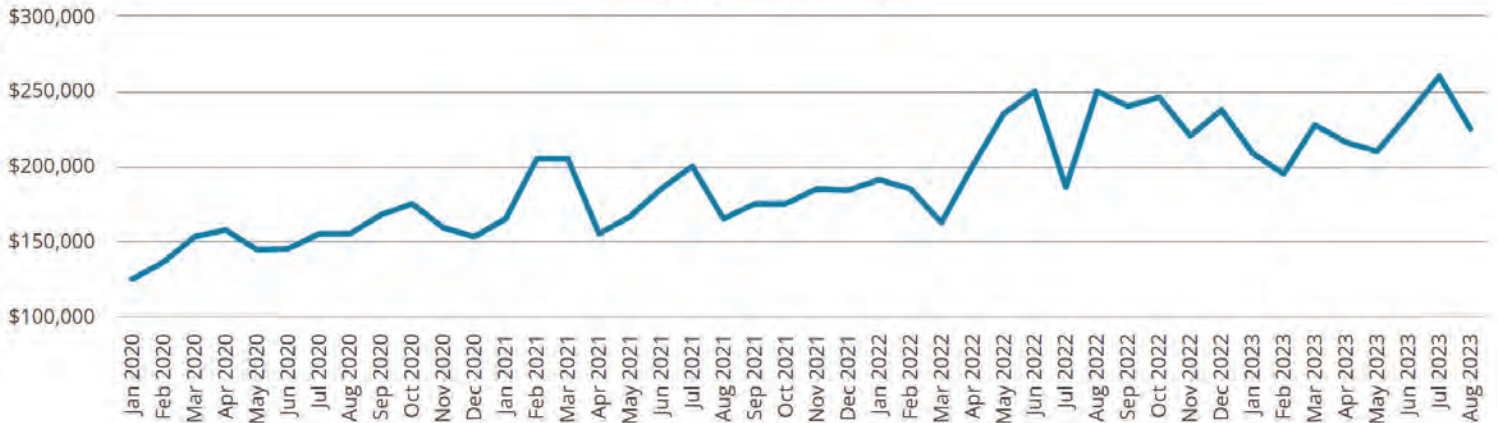
Shelby County



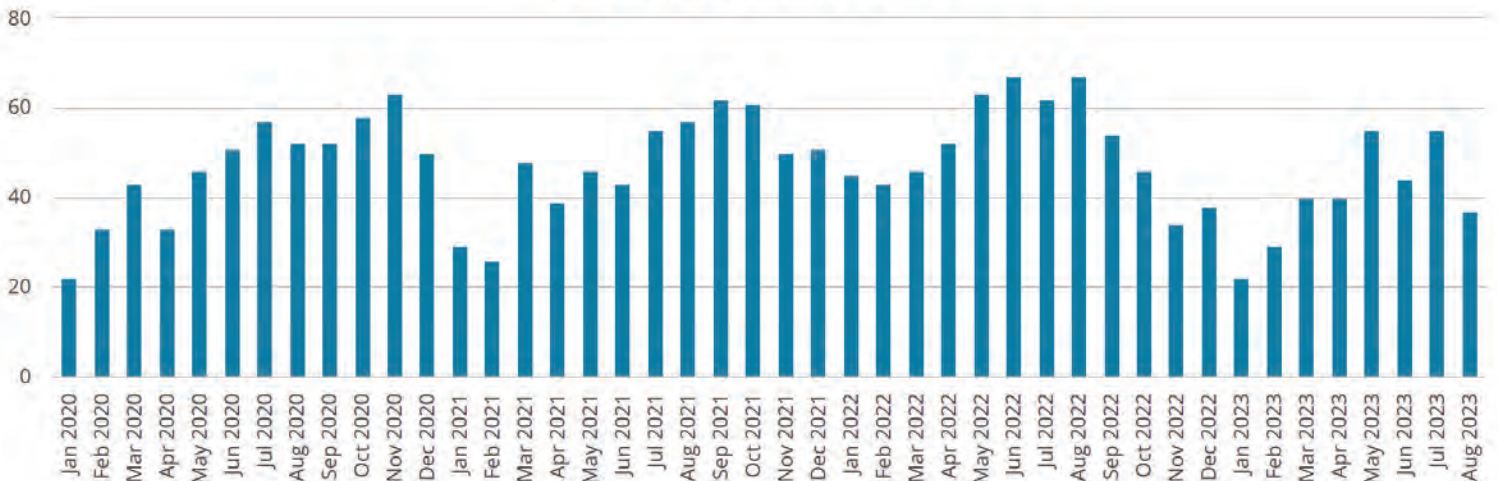
Data for Single Family Residence in Shelby County.

	Aug 2023	Jul 2023	MoM	Aug 2022	YoY	2023	2022	YTD
Median Sales Price	\$225,000	\$259,999	▼-13.5%	\$250,000	▼-10.0%	\$219,999.5	\$204,900	▲7.4%
Closed Sales	37	55	▼-32.7%	67	▼-44.8%	322	445	▼-27.6%
New Listings	60	47	▲27.7%	54	▲11.1%	382	487	▼-21.6%
Pending Sales	41	33	▲24.2%	52	▼-21.2%	334	451	▼-25.9%
Median Days on Market	4	6	▼-33.3%	17	▼-76.5%	8	8	▶0.0%
Average Days on Market	20	28	▼-28.2%	29	▼-30.4%	39	25	▲53.5%
Price per Square Foot	\$141	\$146	▼-3.4%	\$130	▲8.5%	\$135	\$133	▲1.1%
% of List Price Received	99.5%	99.4%	▲0.0%	96.5%	▲3.1%	98.3%	98.7%	▼-0.5%
Active Inventory	69	59	▲16.9%	61	▲13.1%	—	—	—
Months Supply of Inventory	1.9	1.1	▲73.8%	0.9	▲104.8%	—	—	—

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.

	Aug 2023	Jul 2023	MoM	Aug 2022	YoY	2023	2022	YTD
Median Sales Price	\$225,000	\$225,000	↗ 0.0%	\$215,000	↗ 4.7%	\$225,000	\$220,000	↗ 2.3%
Closed Sales	187	184	↗ 1.6%	238	↘ -21.4%	1,318	1,715	↘ -23.1%
New Listings	251	189	↗ 32.8%	248	↗ 1.2%	1,623	1,891	↘ -14.2%
Pending Sales	172	164	↗ 4.9%	222	↘ -22.5%	1,418	1,729	↘ -18.0%
Median Days on Market	7	10	↘ -30.0%	8	↘ -12.5%	8	5	↗ 60.0%
Average Days on Market	24	29	↘ -17.4%	17	↗ 43.2%	38	25	↗ 48.7%
Price per Square Foot	\$154	\$156	↘ -1.3%	\$151	↗ 2.0%	\$152	\$152	↔ 0.0%
% of List Price Received	98.7%	98.9%	↘ -0.2%	100.1%	↘ -1.4%	98.7%	101.2%	↘ -2.5%
Active Inventory	269	251	↗ 7.2%	251	↗ 7.2%	—	—	—
Months Supply of Inventory	1.4	1.4	↗ 5.5%	1.1	↗ 36.4%	—	—	—

Median Sales Price



Number of Closed Sales

