

# MARKET INSIGHTS REPORT

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

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

In September, the median sales price for a single-family home in central Indiana was \$299,045, up 4.9 percent over last year, and down ever so slightly from the all-time high for the past four consecutive months of \$300,000. Closed sales of 2,482 were down 23.9 percent over last year and down 12.6 percent from last month – still hampered by stubbornly high interest rates. “Despite the pressure from high mortgage rates, home prices in central Indiana continue to show year-over-year appreciation”, says MIBOR CEO Shelley Specchio. “Furthermore, we continue to see a resilient undercurrent of people who want to buy as demonstrated by strong sales price to list price ratios.”

The median days on market rose to 14, an increase from 10 last month and September of 2022. And, on average, listings received 98.5 percent of asking price, down slightly from last month and last year, -0.3 percent and -0.2 percent, respectively.

Inventory continues to be constrained as well. There were 3,071 new listings in September, down 9.3 percent from last month and down 10.3 percent from last year. Active inventory was down 9.0 percent from last year, with 4,454 and 4,894 listings respectively. Even as inventory remains tight, the slowing pace of demand is showing up in months of supply, as the metric slowly climbs from 1.5 months in 2022 to 1.8 months in 2023; however, there is still a long way to go to reach a balanced market of 5 months.

“High mortgage rates coupled with high home prices continue to challenge affordability and it doesn’t appear we will get any relief in the short term,” said MIBOR Research Analyst, Brad Coffing. “The bond market appears to be pricing in the ‘higher for longer’ view shared by the Federal Reserve, and the hotter than expected job openings report and recent payroll employment report will likely put further upward pressure on rates.”

Nationally, existing-home sales in August fell 15.3 percent, year-over-year while the median sales price climbed to \$407,100 – a 3.9 percent increase of last year. At the end of August, there was an inventory of 1.1 million unsold homes – down 0.9 percent from the previous month, representing 3.3 months of supply

Year of year data for September:

- An increase in Median Sales Price of 4.9 percent to \$299,045
- Average days on market increased 37 percent at 38
- Current active listings decreased 9.0 percent to 4,454

## Contents

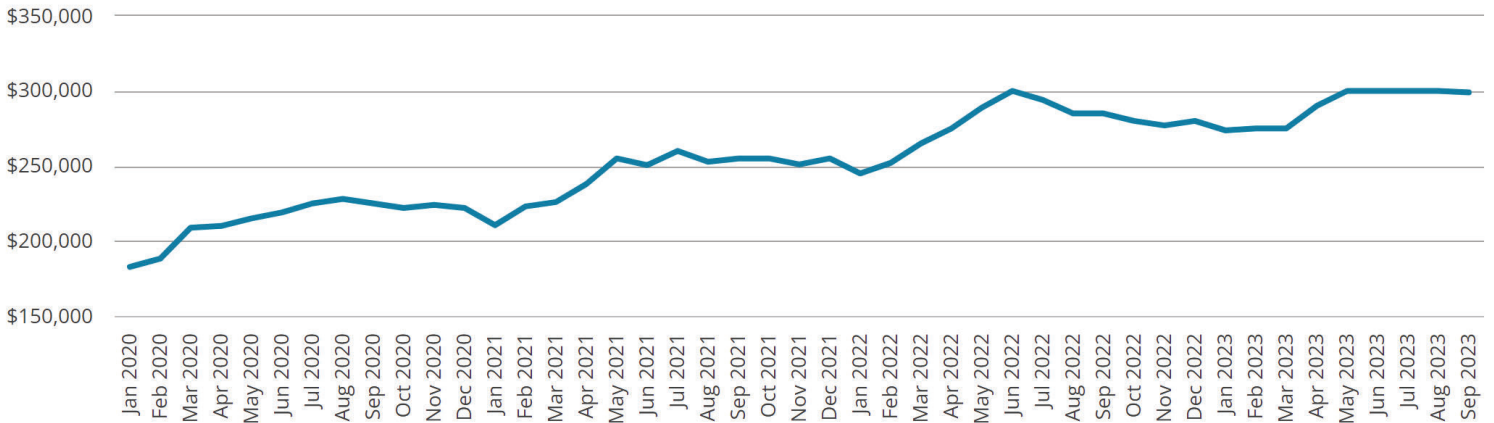
<b>MIBOR SERVICE AREA</b>	<b>(1-11)</b>
<b>BARTHOLOMEW COUNTY</b>	<b>(12)</b>
<b>BOONE COUNTY</b>	<b>(13)</b>
<b>BROWN COUNTY</b>	<b>(14)</b>
<b>DECATUR COUNTY</b>	<b>(15)</b>
<b>HAMILTON COUNTY</b>	<b>(16)</b>
<b>HANCOCK COUNTY</b>	<b>(17)</b>
<b>HENDRICKS COUNTY</b>	<b>(18)</b>
<b>JACKSON COUNTY</b>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

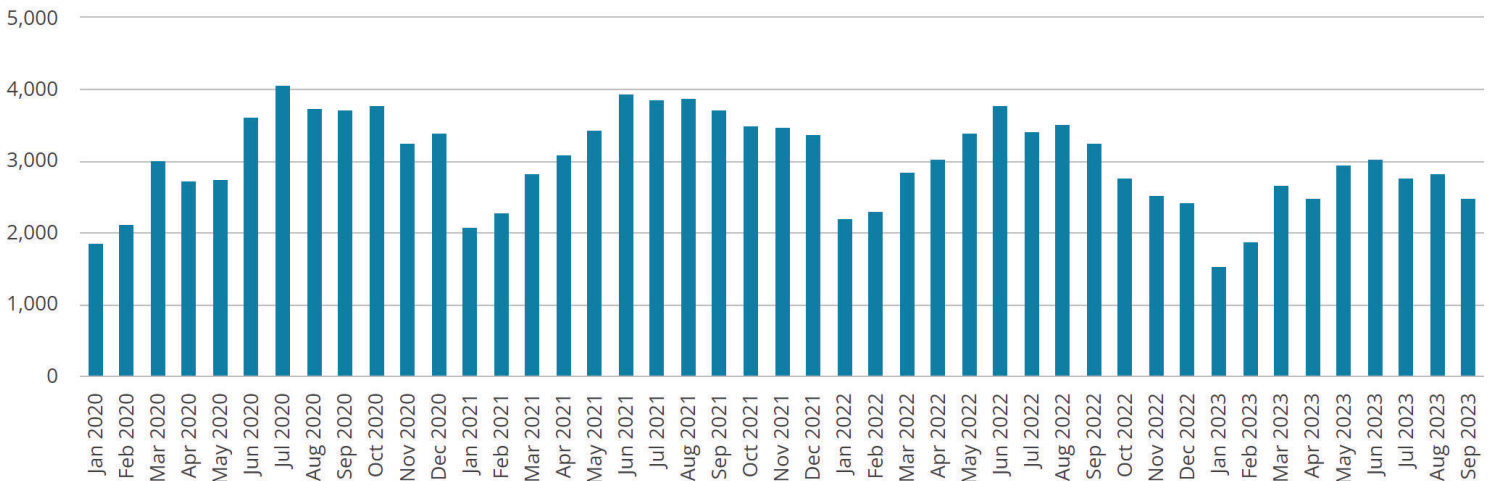
Data for Single Family Residence in Bartholomew, Boone, Brown, Decatur, Hamilton, Hancock, Hendricks, Jackson, Jennings, Johnson, Madison, Marion, Montgomery, Morgan, Putnam, Shelby.

	Sep 2023	Aug 2023	MoM	Sep 2022	YoY	2023	2022	YTD
Median Sales Price	\$299,045	\$300,000	↘-0.3%	\$285,000	↗4.9%	\$292,500	\$280,000	↗4.5%
Closed Sales	2,482	2,841	↘-12.6%	3,263	↘-23.9%	22,681	27,792	↘-18.4%
New Listings	3,071	3,387	↘-9.3%	3,425	↘-10.3%	26,958	33,361	↘-19.2%
Pending Sales	2,427	2,576	↘-5.8%	2,627	↘-7.6%	23,443	28,231	↘-17.0%
Median Days on Market	14	10	↗40.0%	10	↗40.0%	10	5	↗100.0%
Average Days on Market	38	30	↗23.6%	27	↗37.0%	39	19	↗105.5%
Price per Square Foot	\$154	\$155	↘-0.6%	\$156	↘-1.3%	\$152	\$157	↘-3.2%
% of List Price Received	98.5%	98.8%	↘-0.3%	98.7%	↘-0.2%	98.7%	100.7%	↘-2.0%
Active Inventory	4,454	4,467	↘-0.3%	4,894	↘-9.0%	—	—	—
Months Supply of Inventory	1.8	1.6	↗14.1%	1.5	↗19.6%	—	—	—

## Median Sales Price



## Number of Closed Sales

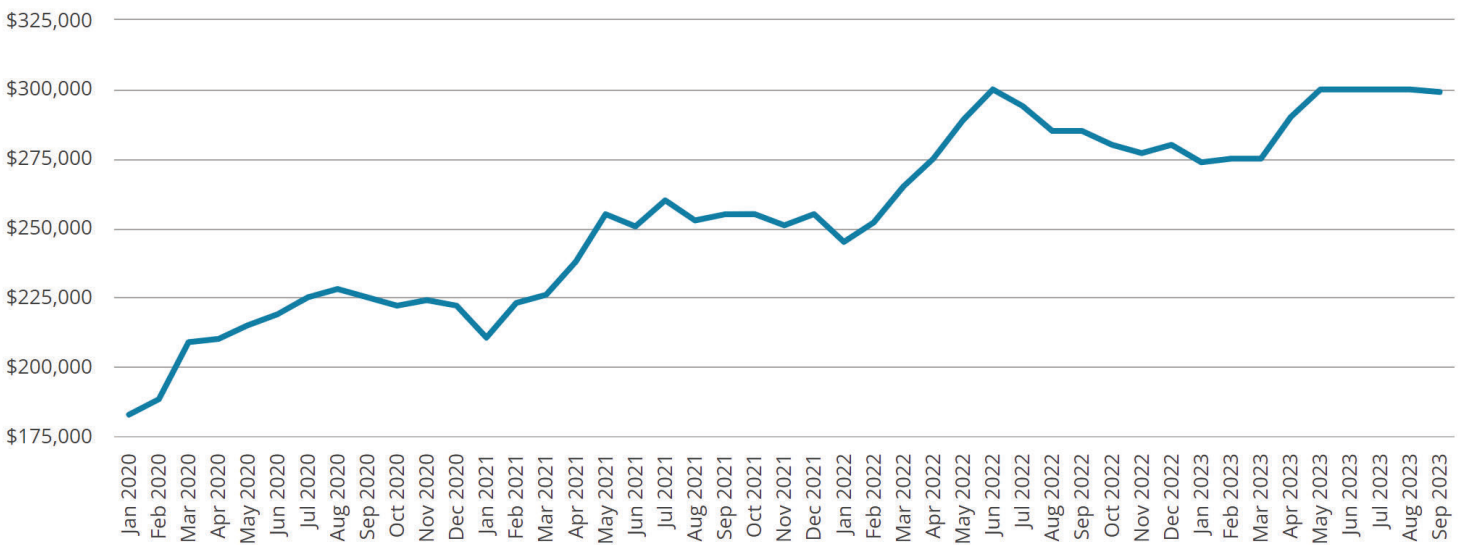


# Median Sales Price

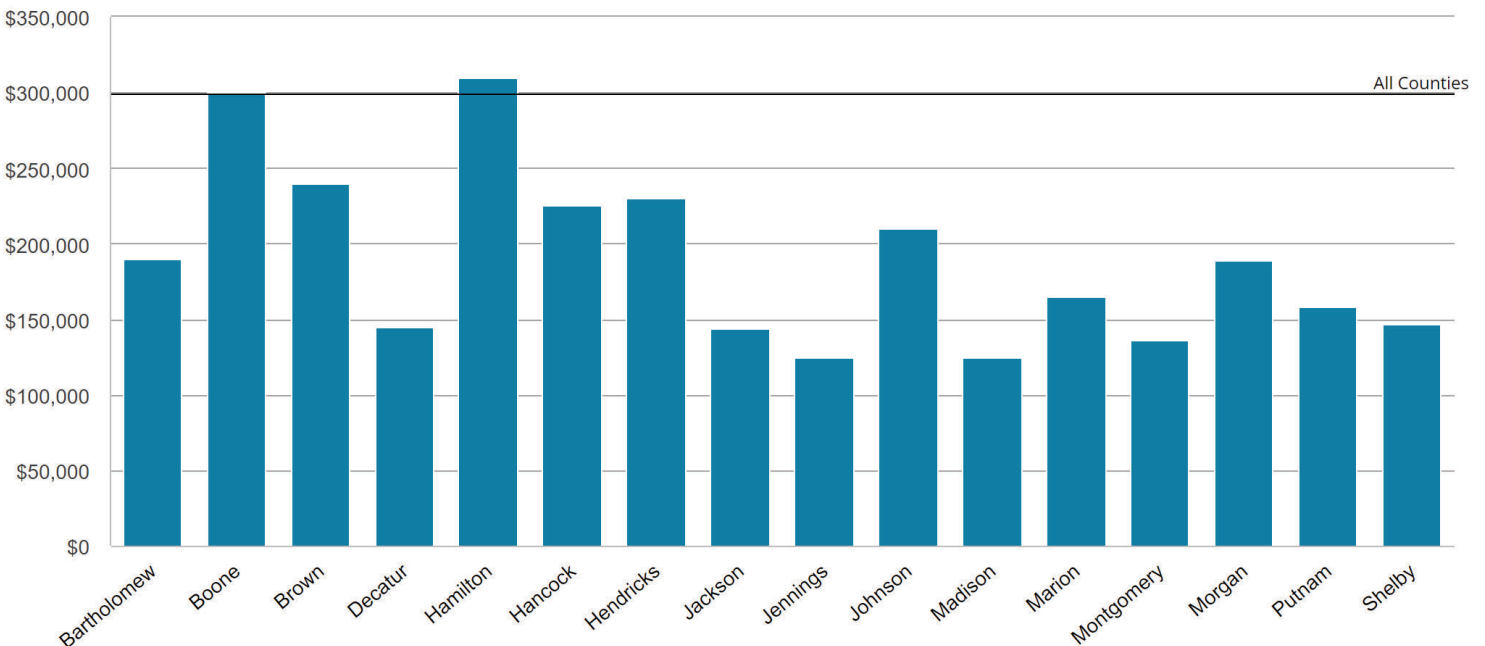
Sales Price is the mid-point (median) value where the price for half of the closed sales is higher and half is lower. Median is preferred to average as it accounts for outliers at the high or low end of the price range.

September 2023	Month over Month Change	Year over Year Change	Year to Date Change
<b>\$299,045</b>	↘ <b>-0.3%</b>	↗ <b>4.9%</b>	↗ <b>4.5%</b>

## Historical Activity



## County Comparison

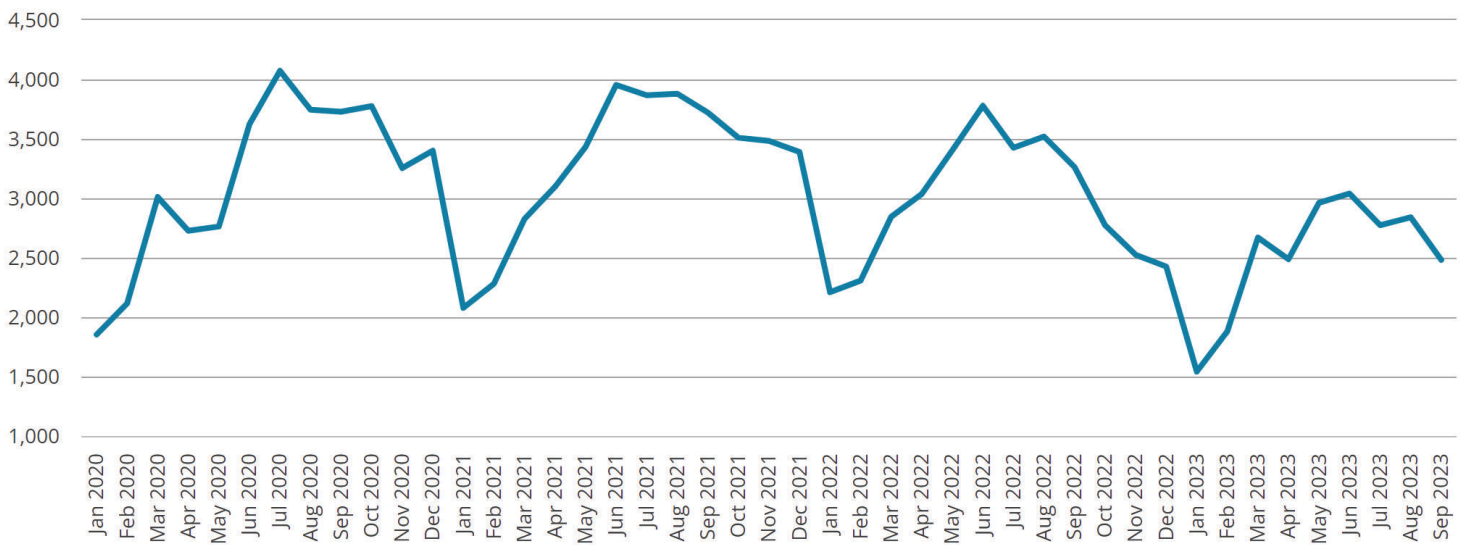


# Closed Sales

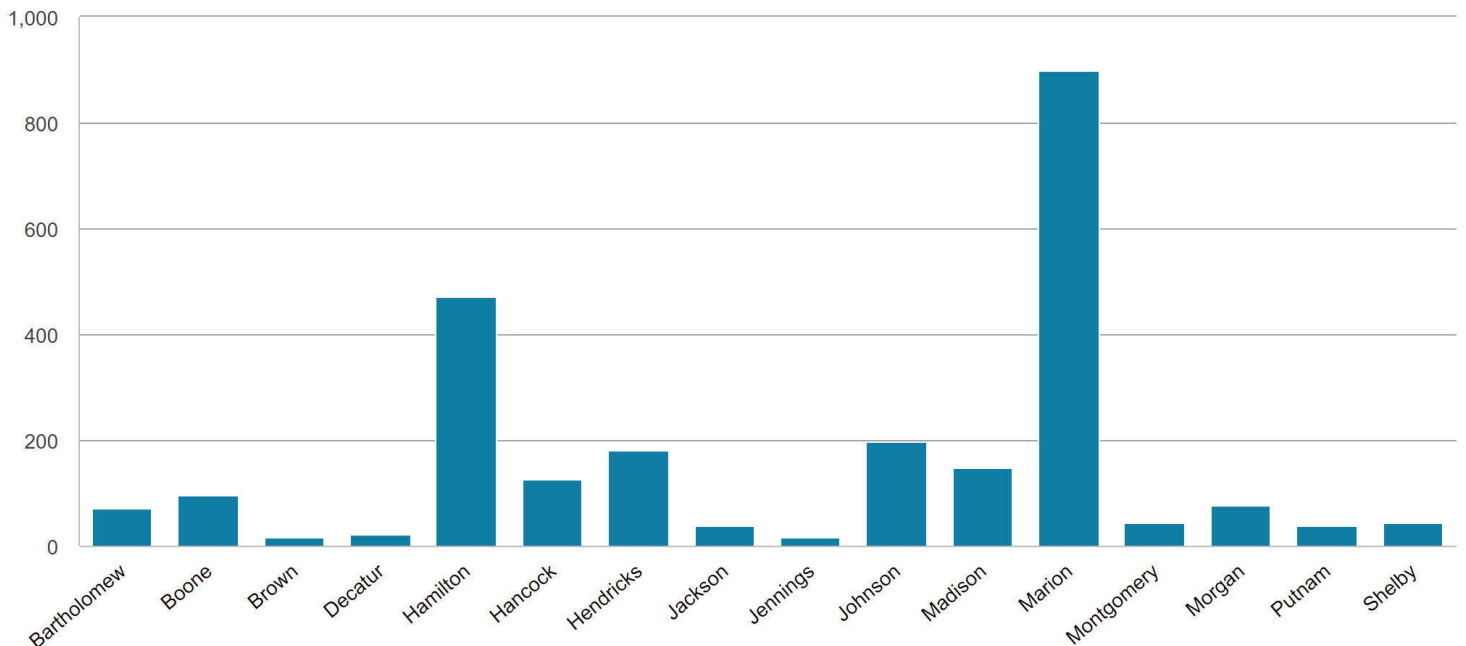
The number of properties that actually sold.

September 2023	Month over Month Change	Year over Year Change	Year to Date Change
<b>2,482</b>	<b>⚡ -12.6%</b>	<b>⚡ -23.9%</b>	<b>⚡ -18.4%</b>

## Historical Activity



## County Comparison



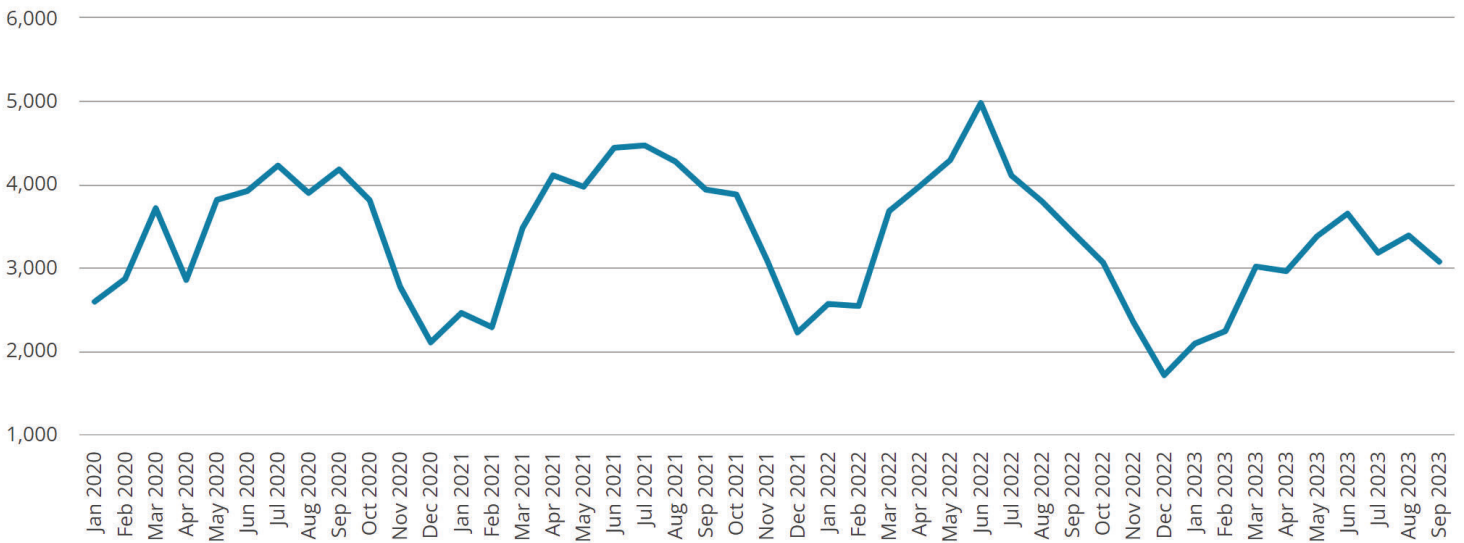


# New Listings

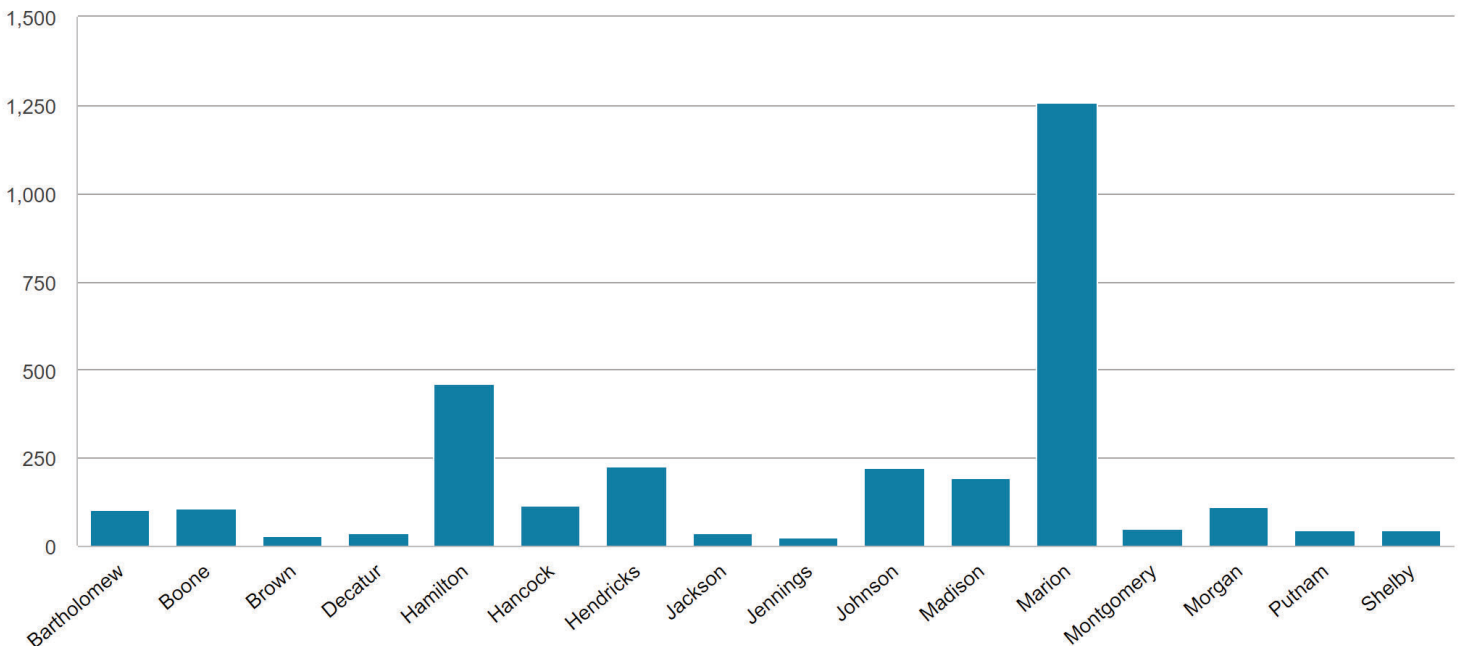
The number of properties listed regardless of current status.

September 2023	Month over Month Change	Year over Year Change	Year to Date Change
<b>3,071</b>	⚡ <b>-9.3%</b>	⚡ <b>-10.3%</b>	⚡ <b>-19.2%</b>

## Historical Activity



## County Comparison

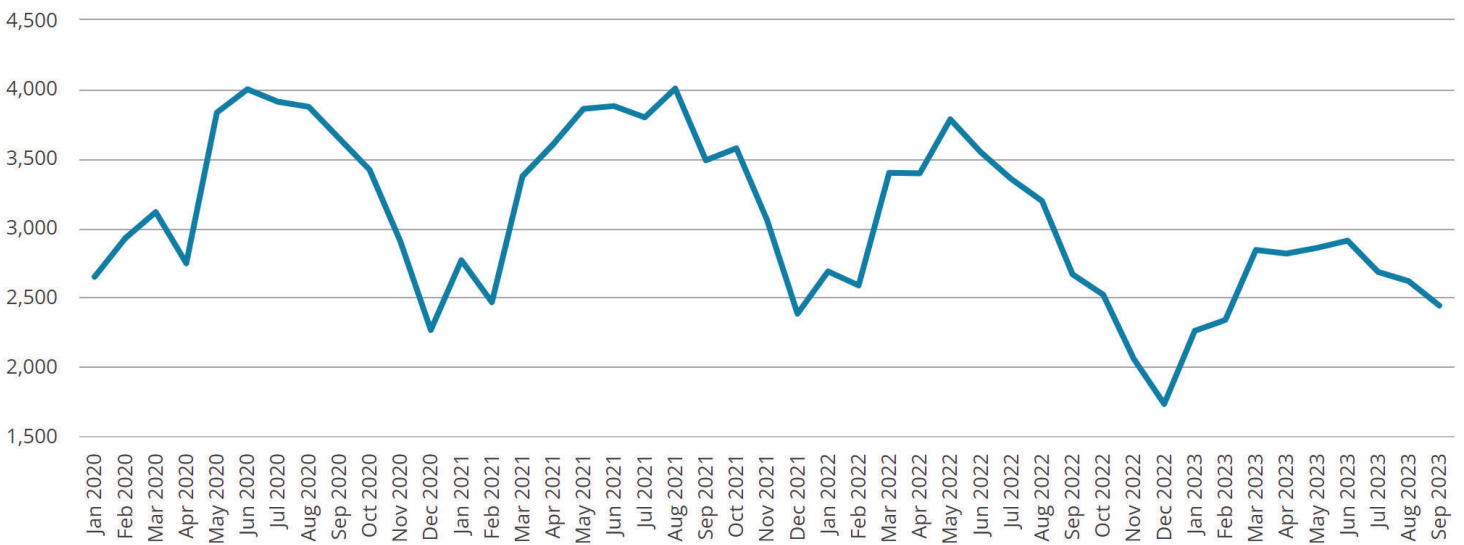


# Pending Sales

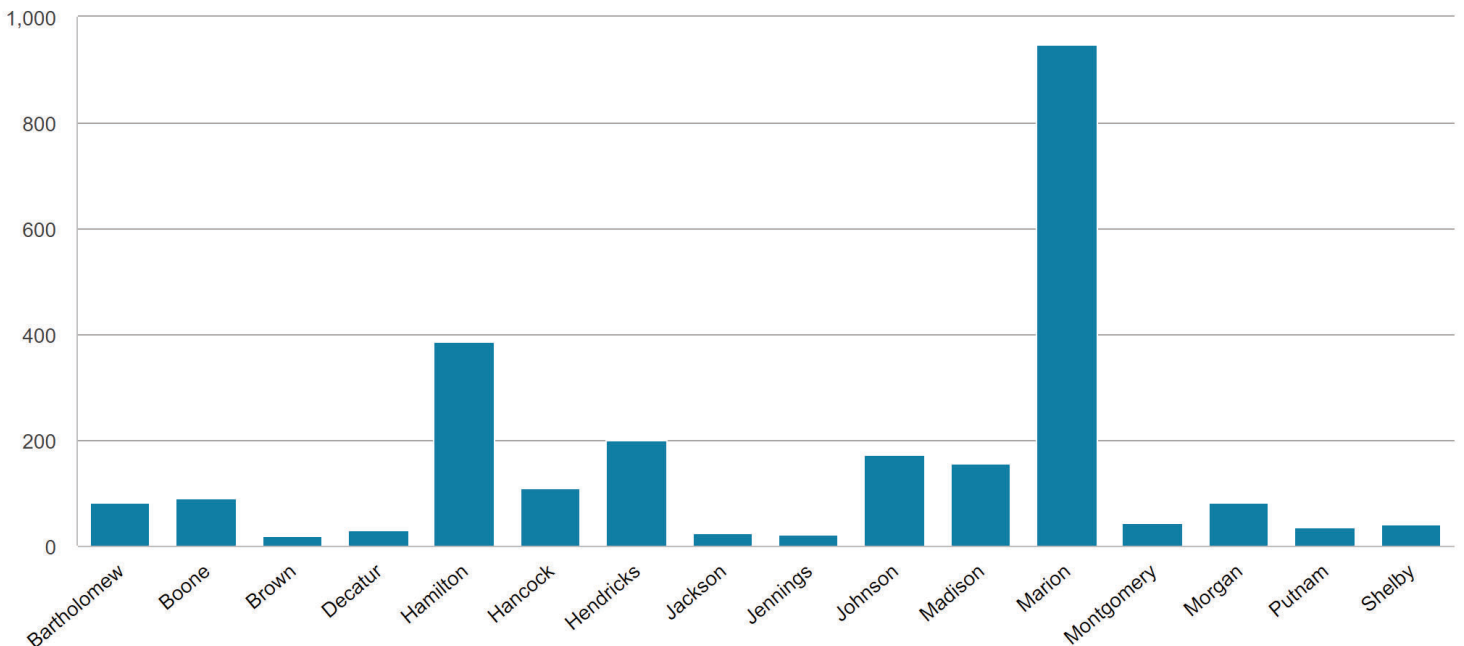
The number of properties newly under contract which are still pending or resulted in a closed sale, based on purchase contract date.

September 2023	Month over Month Change	Year over Year Change	Year to Date Change
<b>2,441</b>	⚡ <b>-6.7%</b>	⚡ <b>-8.4%</b>	⚡ <b>-16.9%</b>

## Historical Activity



## County Comparison

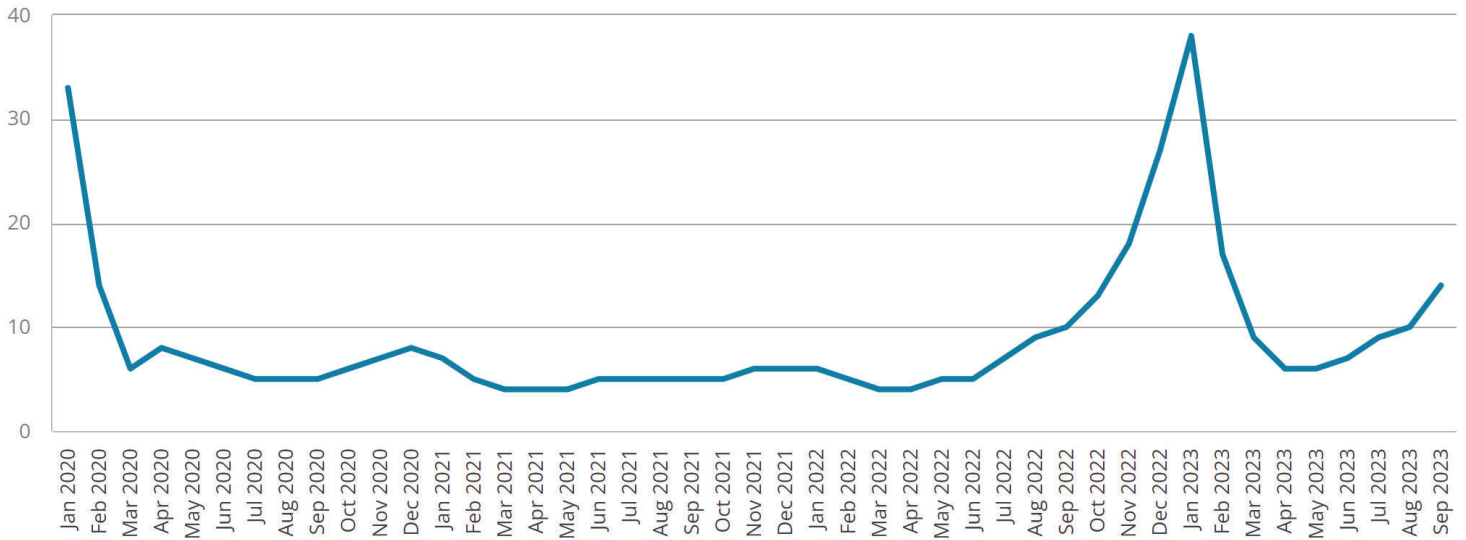


# Cumulative Days on Market

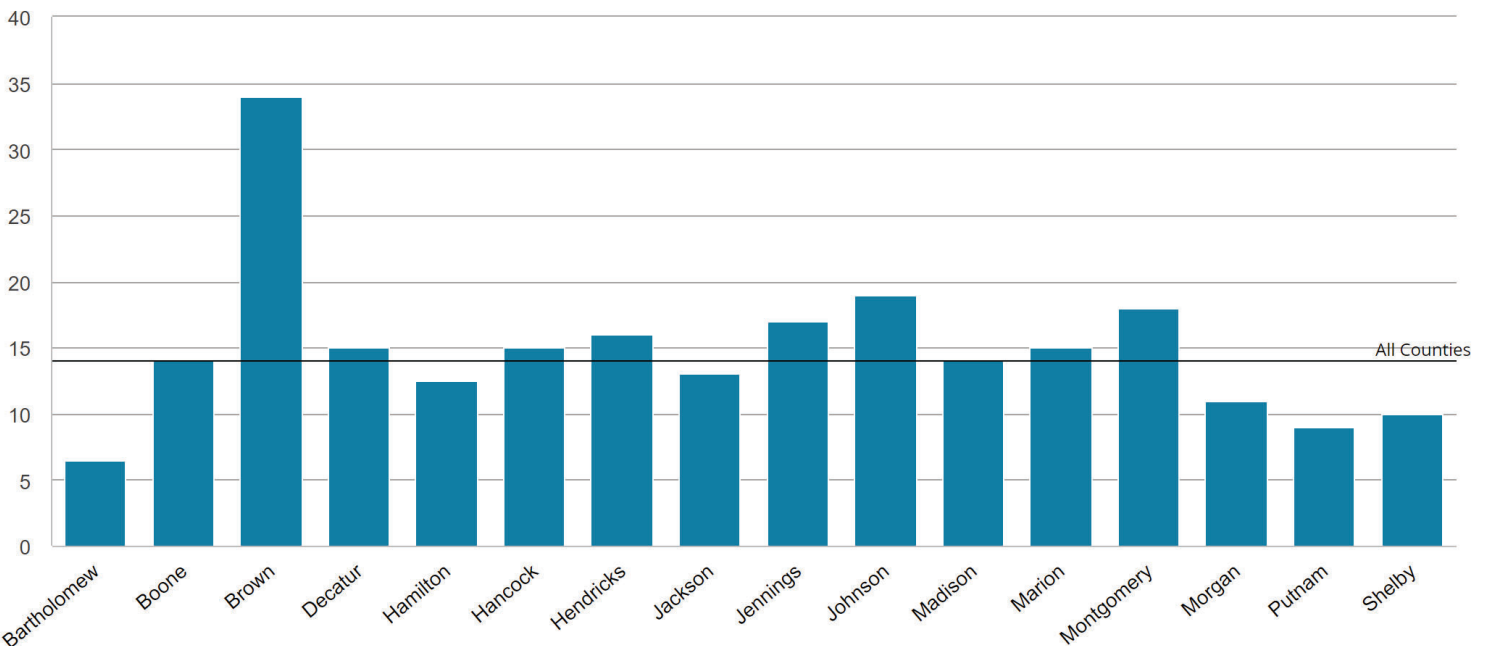
The median number of days between when a property is listed and the purchase contract date.

September 2023	Month over Month Change	Year over Year Change	Year to Date Change
<b>14</b>	<b>⬆️ 40.0%</b>	<b>⬆️ 40.0%</b>	<b>⬆️ 100.0%</b>

## Historical Activity



## County Comparison

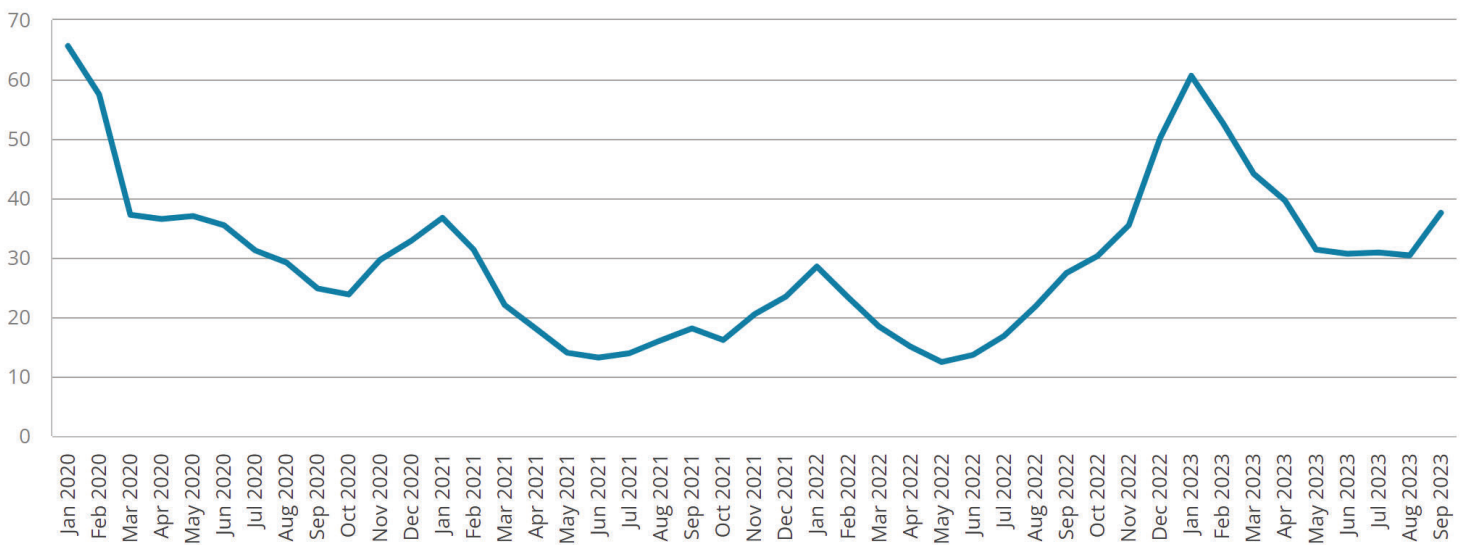


# Average Days on Market

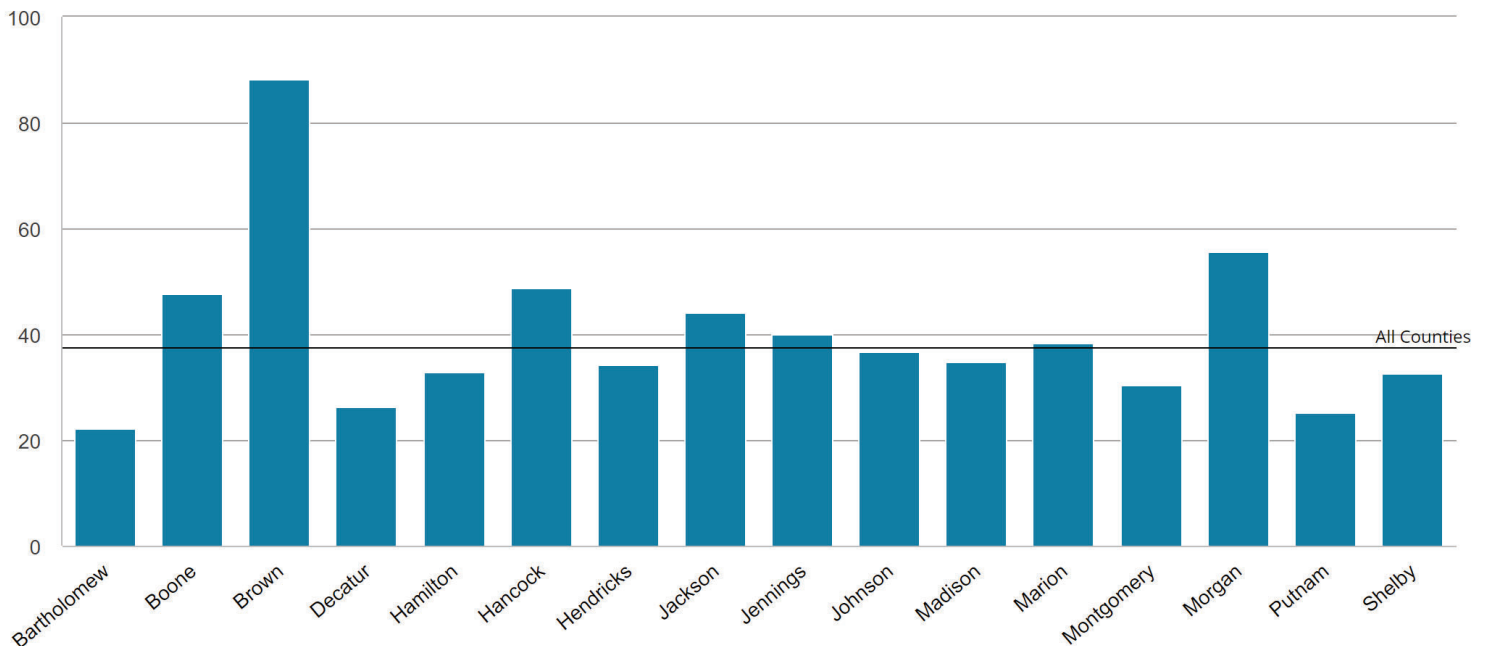
The average number of days between when a property is listed and the purchase contract date.

September 2023	Month over Month Change	Year over Year Change	Year to Date Change
<b>38</b>	<b>⬆️ 23.6%</b>	<b>⬆️ 37.0%</b>	<b>⬆️ 105.5%</b>

## Historical Activity



## County Comparison



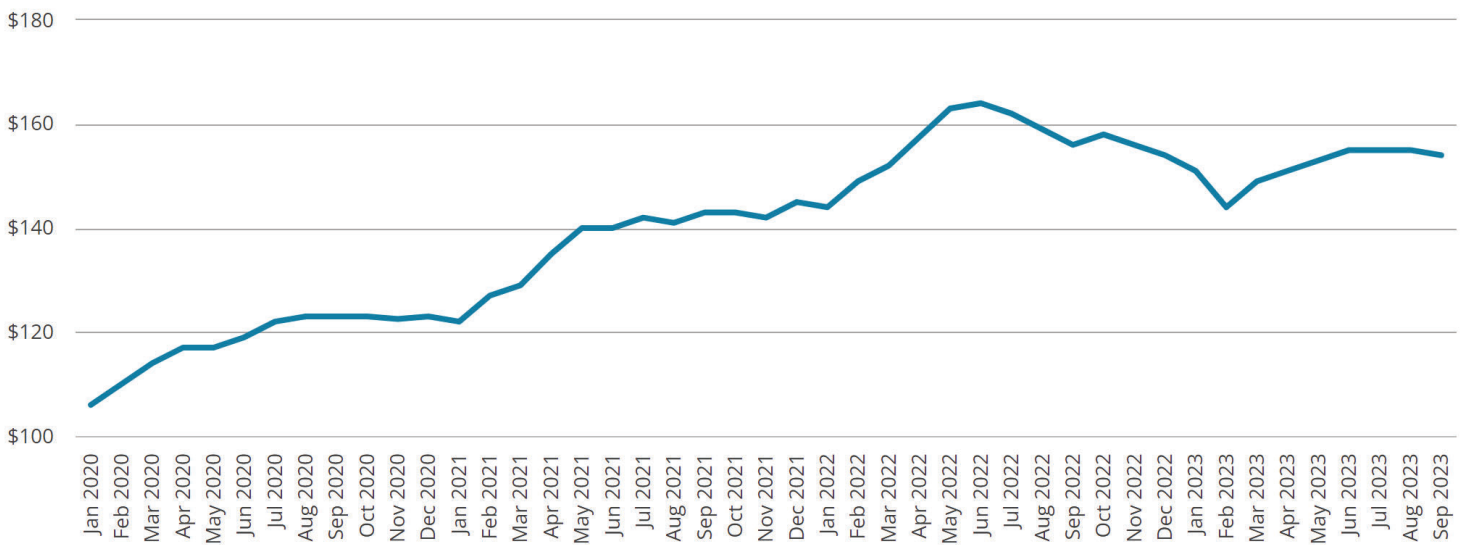


# Price per Square Foot

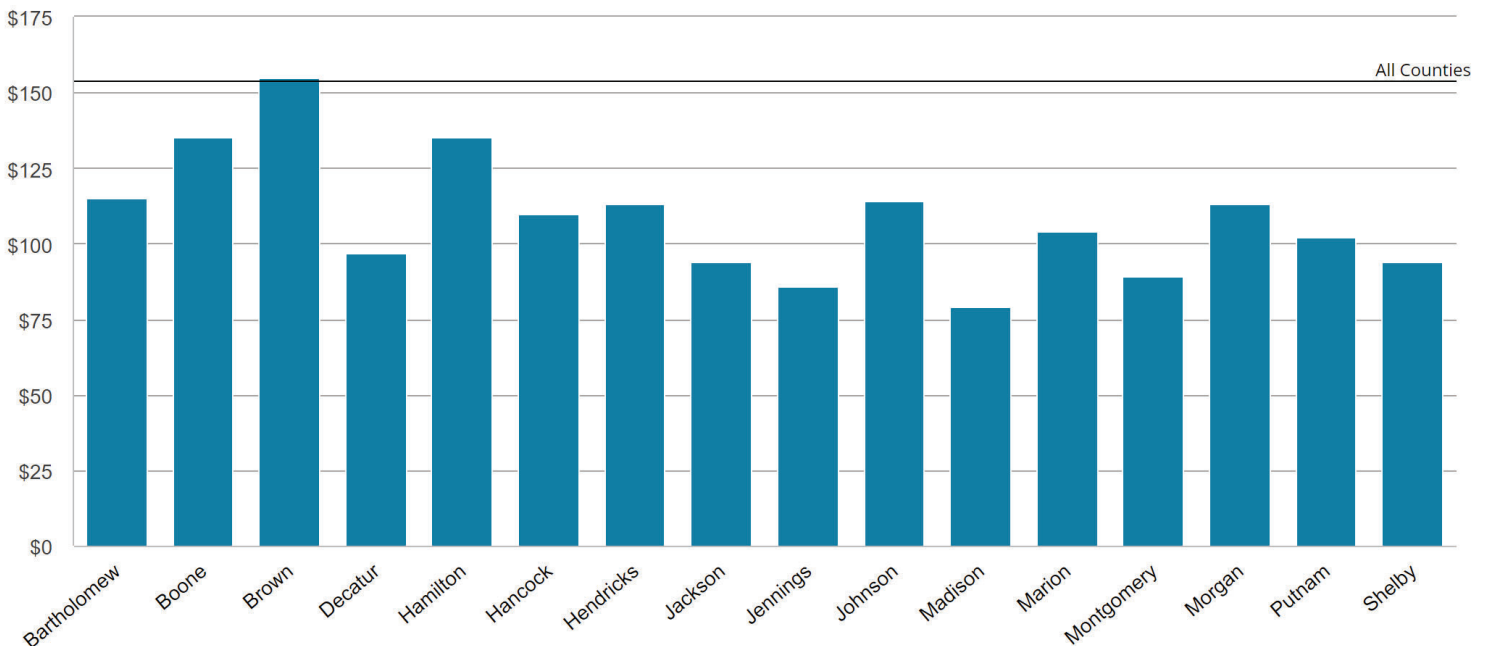
The mid-point (median) of the price per square foot of all closed listings. PPSF is calculated by dividing the sales price by the square footage of a property.

September 2023	Month over Month Change	Year over Year Change	Year to Date Change
<b>\$154</b>	⚡ <b>-0.6%</b>	⚡ <b>-1.3%</b>	⚡ <b>-3.2%</b>

## Historical Activity



## County Comparison

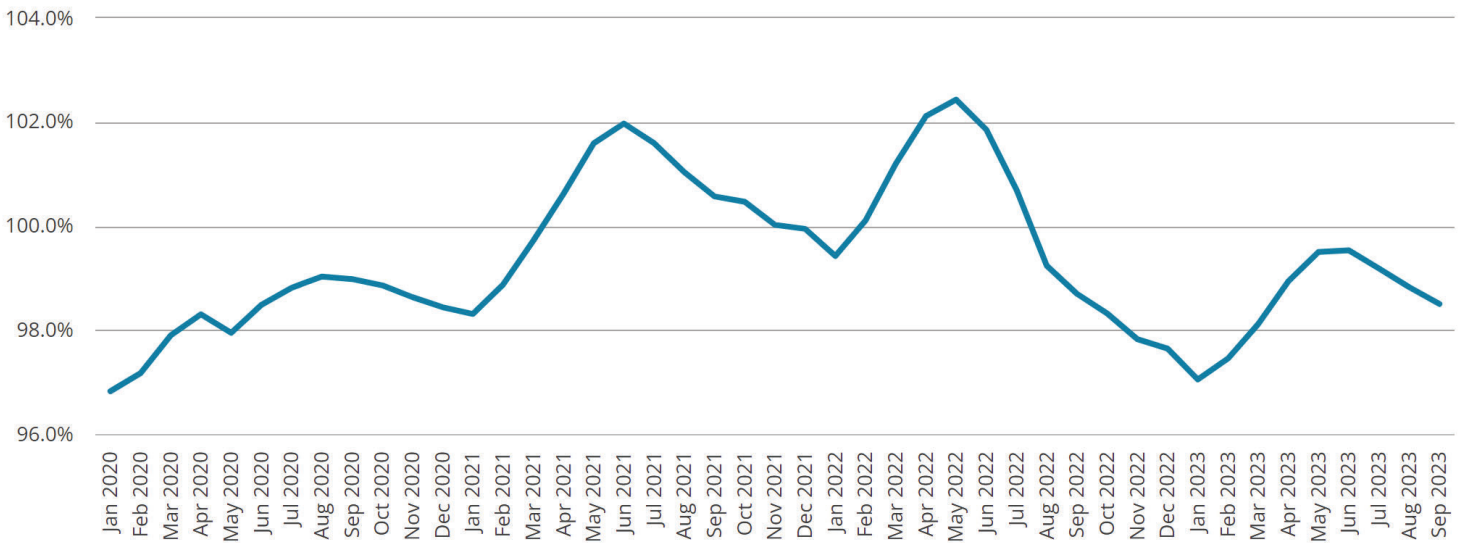


# Percent of List Received

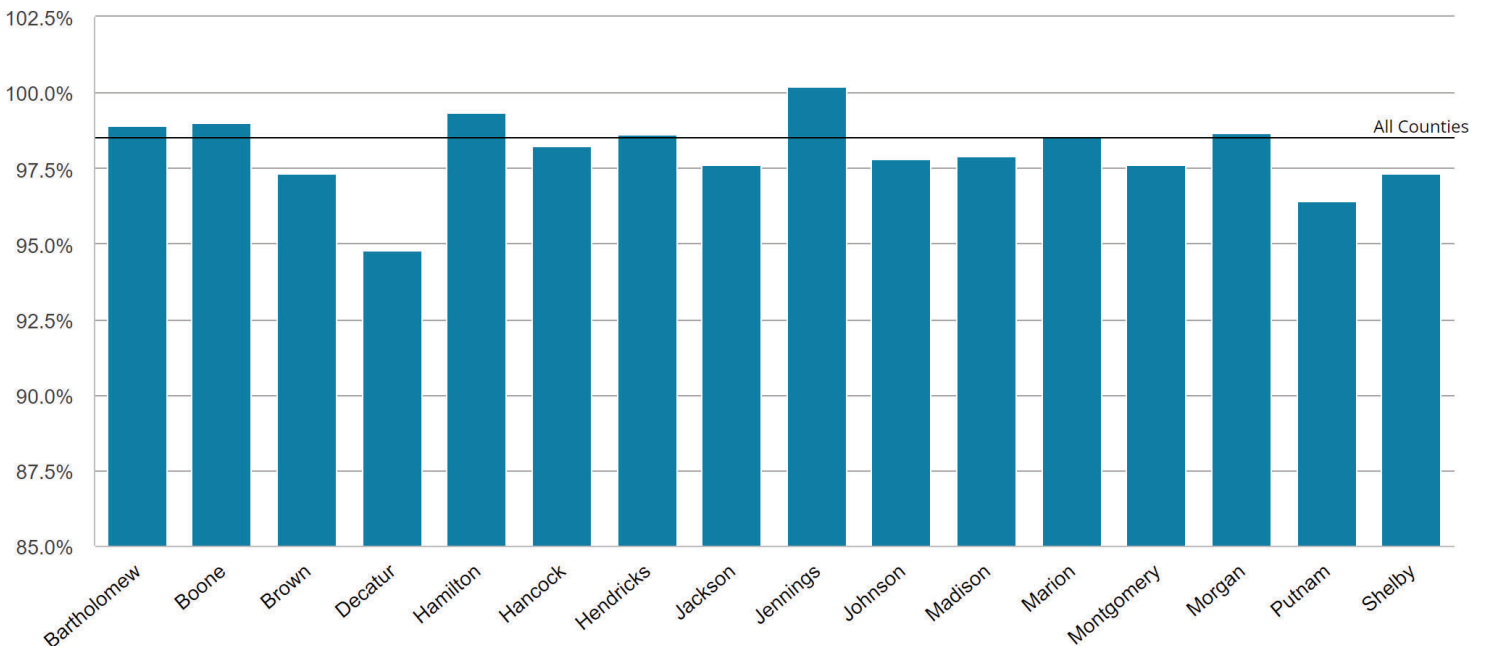
The average of the sales price divided by the final list price expressed as a percentage.

September 2023	Month over Month Change	Year over Year Change	Year to Date Change
<b>98.5%</b>	⚡ <b>-0.3%</b>	⚡ <b>-0.2%</b>	⚡ <b>-2.0%</b>

## Historical Activity



## County Comparison

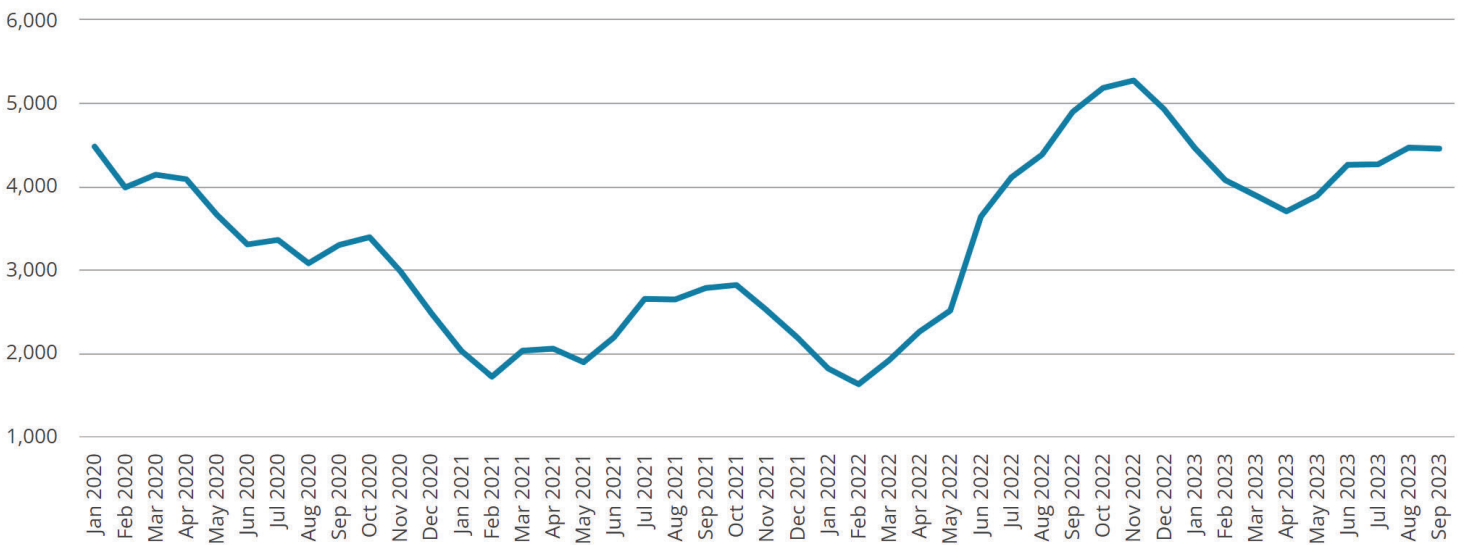


# Active Inventory

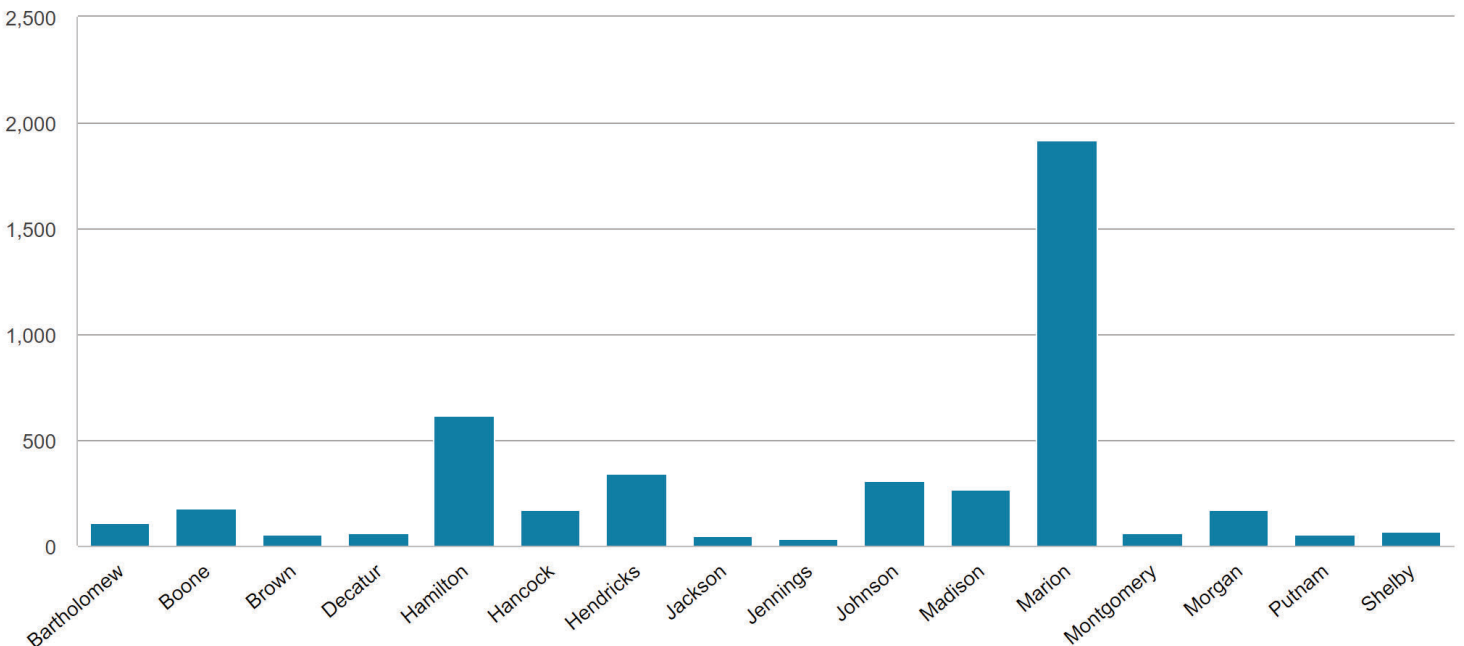
The number of properties available for sale at the end of the month, based on the list date, contract date and close date.

September 2023	Month over Month Change	Year over Year Change	Year to Date Change
<b>4,454</b>	⚡ <b>-0.3%</b>	⚡ <b>-9.0%</b>	—

## Historical Activity



## County Comparison

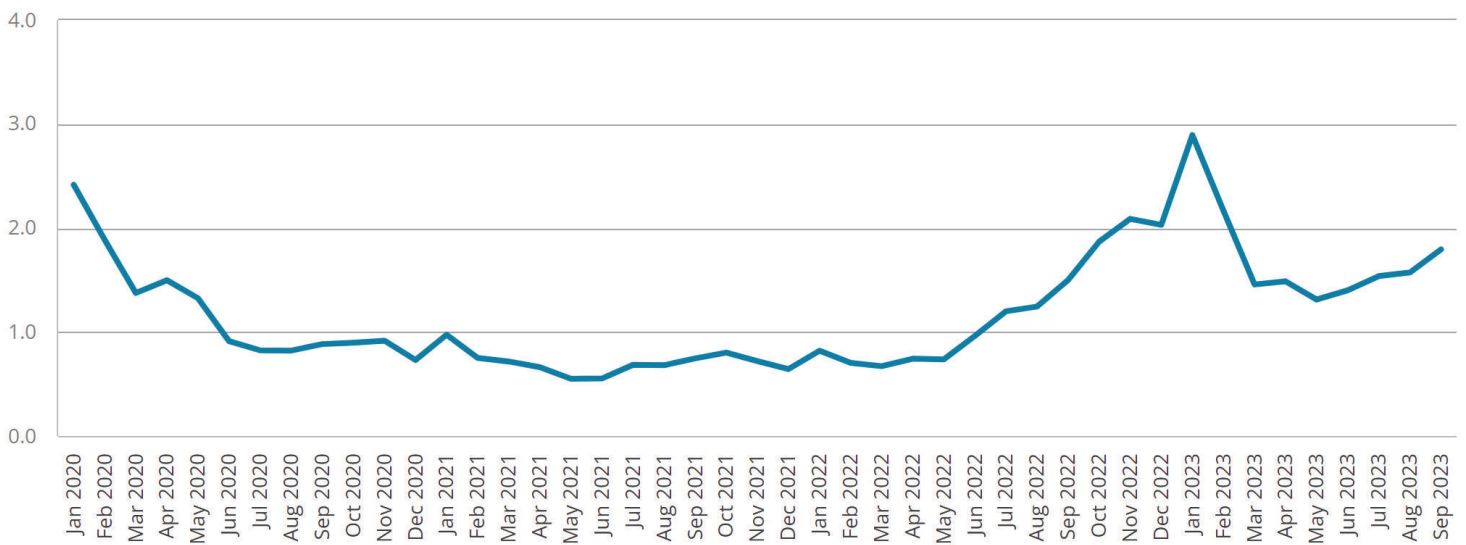


# Months Supply of Inventory

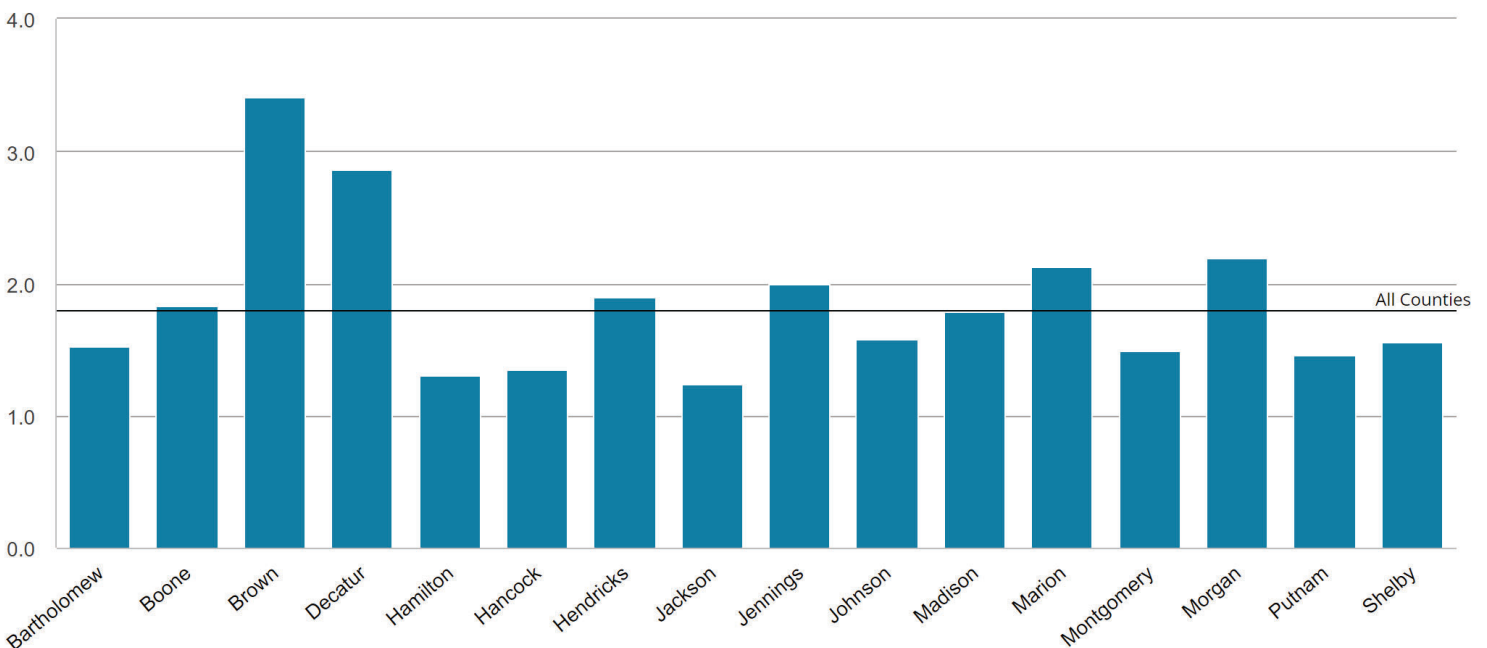
The number of months it would take to sell through the available inventory at the current monthly sales rate. NAR defines a balanced market as between 5 & 7 months of inventory.

September 2023	Month over Month Change	Year over Year Change	Year to Date Change
<b>1.8</b>	<b>⬆️ 14.1%</b>	<b>⬆️ 19.6%</b>	—

## Historical Activity



## County Comparison



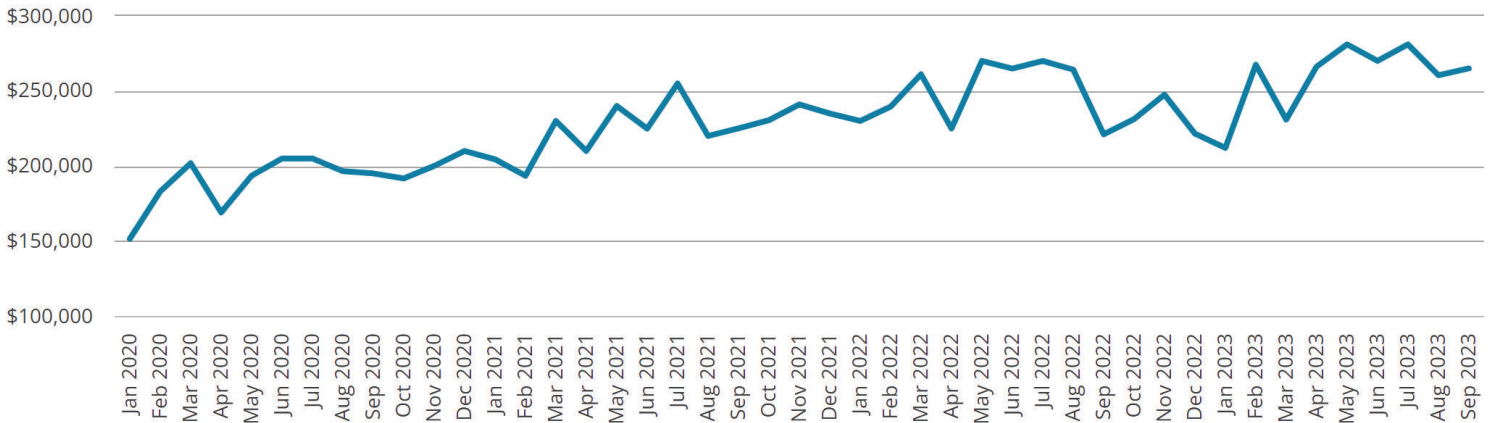


# Bartholomew County

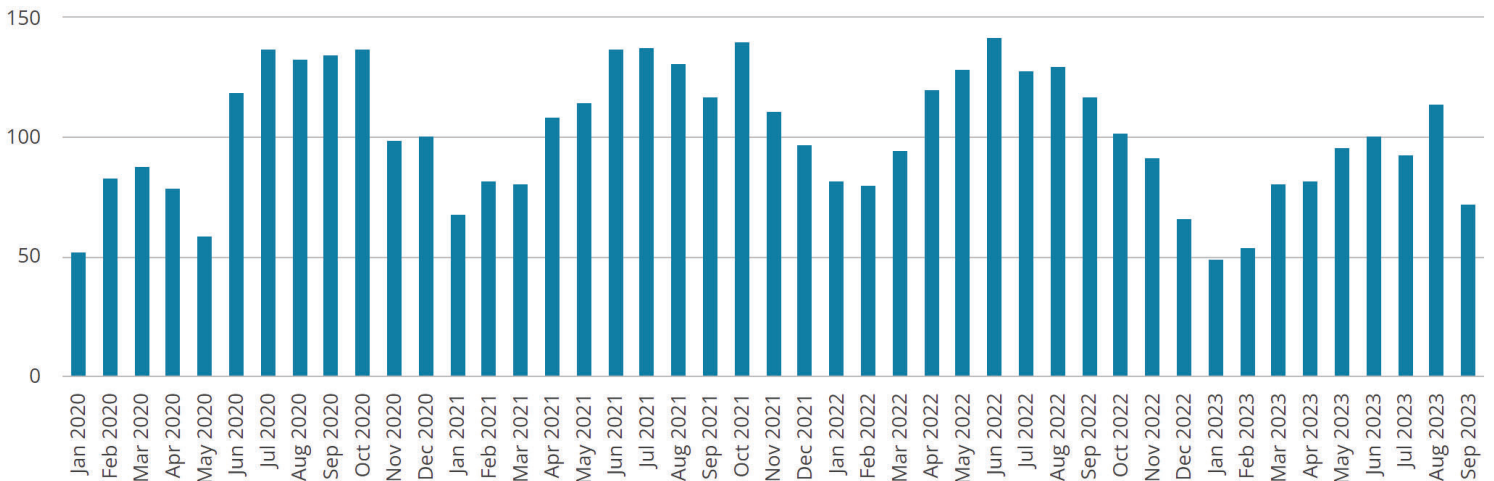
Data for Single Family Residence in Bartholomew County.

	Sep 2023	Aug 2023	MoM	Sep 2022	YoY	2023	2022	YTD
<b>Median Sales Price</b>	\$265,000	\$260,492.5	▲ 1.7%	\$221,100	▲ 19.9%	\$260,000	\$250,000	▲ 4.0%
<b>Closed Sales</b>	72	114	▼ -36.8%	117	▼ -38.5%	742	1,023	▼ -27.5%
<b>New Listings</b>	103	95	▲ 8.4%	126	▼ -18.3%	877	1,197	▼ -26.7%
<b>Pending Sales</b>	82	85	▼ -3.5%	98	▼ -16.3%	775	1,042	▼ -25.6%
<b>Median Days on Market</b>	6.5	10	▼ -35.0%	8	▼ -18.8%	8	5	▲ 60.0%
<b>Average Days on Market</b>	22	37	▼ -40.3%	23	▼ -4.8%	32	16	▲ 101.7%
<b>Price per Square Foot</b>	\$146	\$151	▼ -3.6%	\$150	▼ -3.0%	\$145	\$150	▼ -3.0%
<b>% of List Price Received</b>	98.9%	97.5%	▲ 1.4%	98.5%	▲ 0.3%	98.0%	99.6%	▼ -1.6%
<b>Active Inventory</b>	110	105	▲ 4.8%	140	▼ -21.4%	—	—	—
<b>Months Supply of Inventory</b>	1.5	0.9	▲ 65.9%	1.2	▲ 27.7%	—	—	—

## Median Sales Price



## Number of Closed Sales

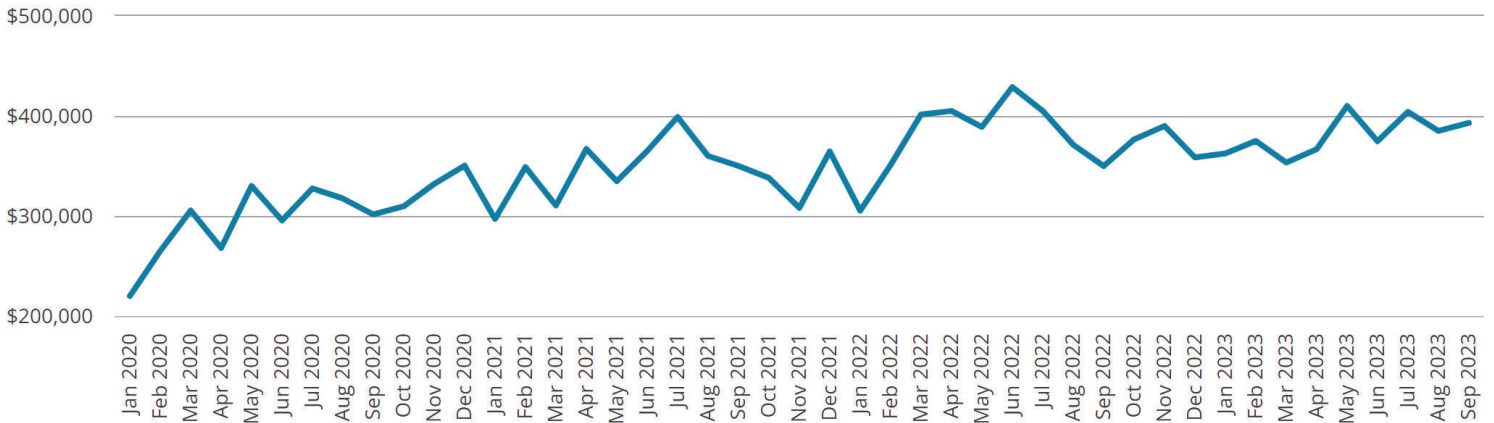


# Boone County

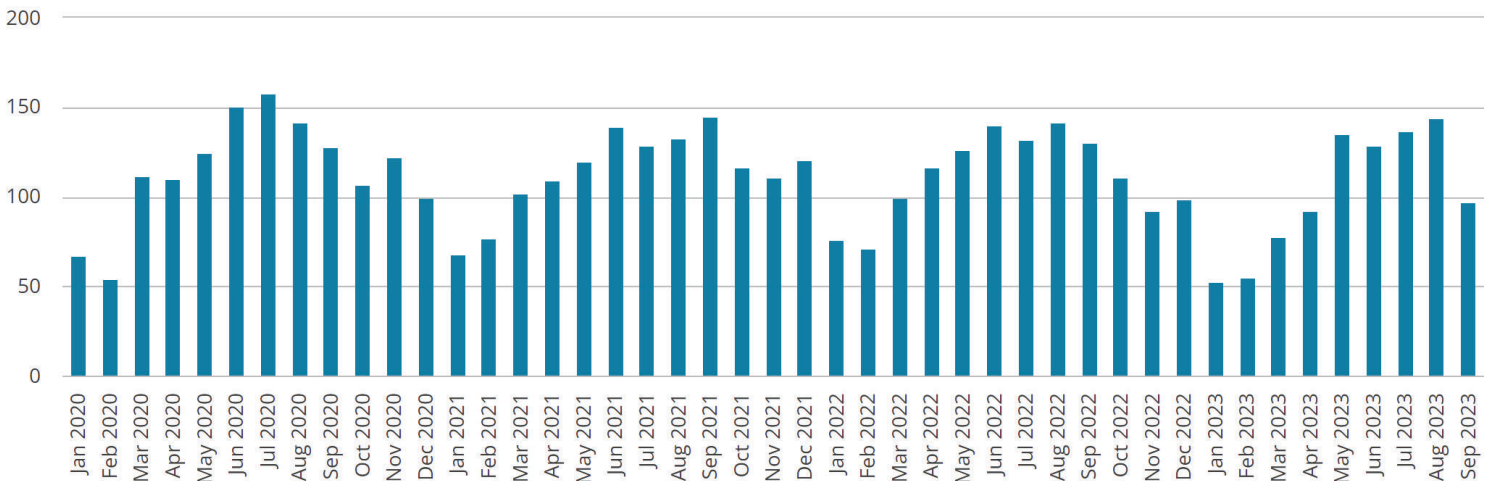
Data for Single Family Residence in Boone County.

	Sep 2023	Aug 2023	MoM	Sep 2022	YoY	2023	2022	YTD
Median Sales Price	\$392,990	\$385,000	▲ 2.1%	\$349,900	▲ 12.3%	\$380,175	\$380,000	▲ 0.0%
Closed Sales	97	144	▼ -32.6%	130	▼ -25.4%	920	1,034	▼ -11.0%
New Listings	108	128	▼ -15.6%	101	▲ 6.9%	1,064	1,269	▼ -16.2%
Pending Sales	90	92	▼ -2.2%	82	▲ 9.8%	958	1,066	▼ -10.1%
Median Days on Market	14	11	▲ 27.3%	8.5	▲ 64.7%	12	5	▲ 140.0%
Average Days on Market	48	39	▲ 23.0%	26	▲ 84.6%	48	21	▲ 131.4%
Price per Square Foot	\$164	\$165	▼ -0.6%	\$170	▼ -3.2%	\$166	\$178	▼ -6.7%
% of List Price Received	99.0%	99.1%	▼ -0.1%	99.6%	▼ -0.6%	99.1%	101.0%	▼ -1.9%
Active Inventory	177	187	▼ -5.3%	195	▼ -9.2%	—	—	—
Months Supply of Inventory	1.8	1.3	▲ 40.5%	1.5	▲ 21.6%	—	—	—

## Median Sales Price



## Number of Closed Sales

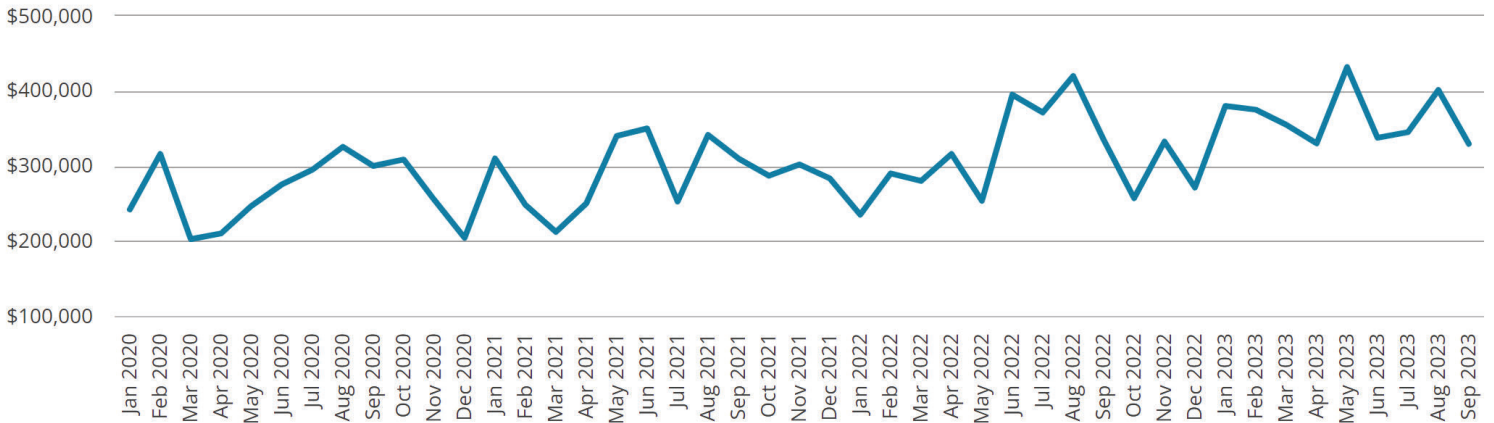


# Brown County

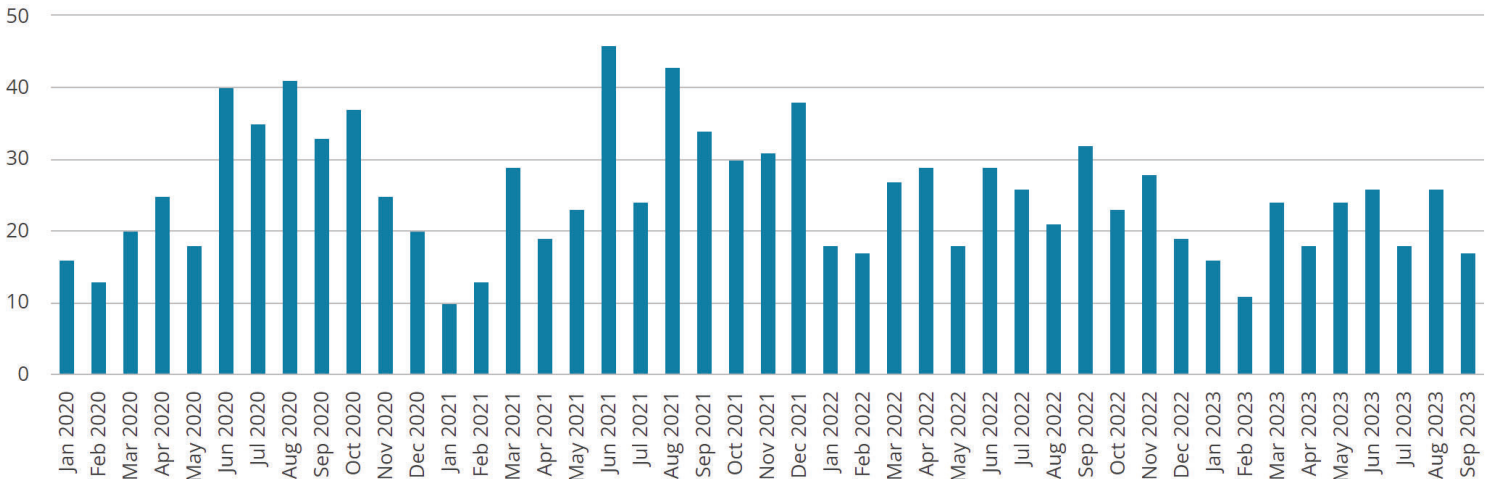
Data for Single Family Residence in Brown County.

	Sep 2023	Aug 2023	MoM	Sep 2022	YoY	2023	2022	YTD
Median Sales Price	\$329,500	\$401,250	▼-17.9%	\$335,000	▼-1.6%	\$375,000	\$325,000	▲15.4%
Closed Sales	17	26	▼-34.6%	32	▼-46.9%	180	217	▼-17.1%
New Listings	28	23	▲21.7%	35	▼-20.0%	244	292	▼-16.4%
Pending Sales	20	22	▼-9.1%	27	▼-25.9%	193	222	▼-13.1%
Median Days on Market	34	37.5	▼-9.3%	13	▲161.5%	15	11	▲36.4%
Average Days on Market	88	58	▲51.7%	29	▲208.6%	57	35	▲60.4%
Price per Square Foot	\$166	\$236	▼-29.7%	\$233	▼-28.8%	\$204	\$219	▼-6.8%
% of List Price Received	97.3%	96.1%	▲1.3%	96.7%	▲0.6%	96.0%	97.6%	▼-1.7%
Active Inventory	58	62	▼-6.5%	78	▼-25.6%	—	—	—
Months Supply of Inventory	3.4	2.4	▲43.0%	2.4	▲39.9%	—	—	—

## Median Sales Price



## Number of Closed Sales

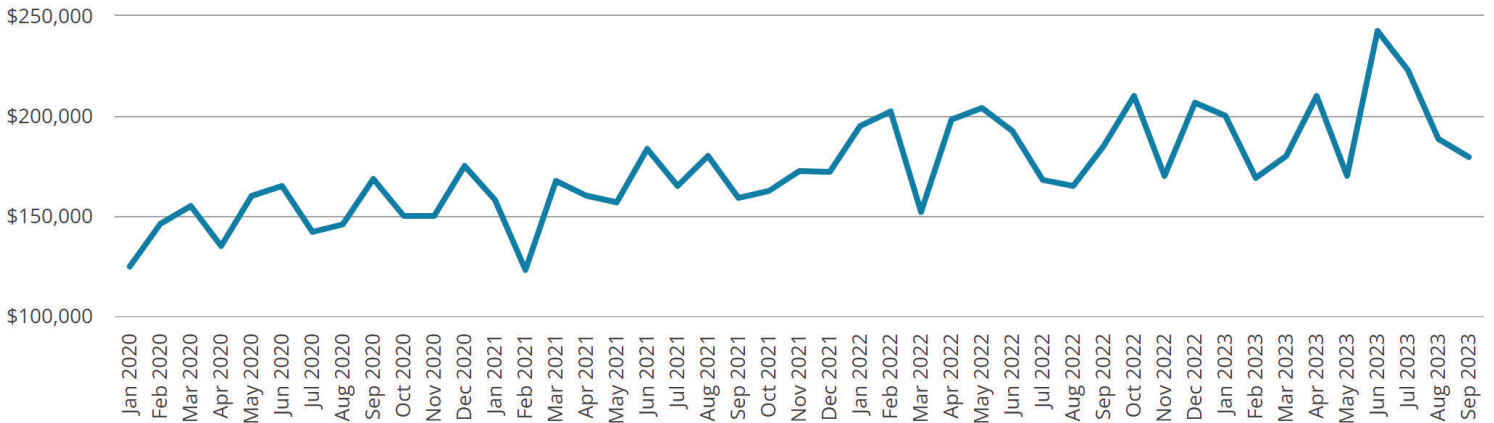


# Decatur County

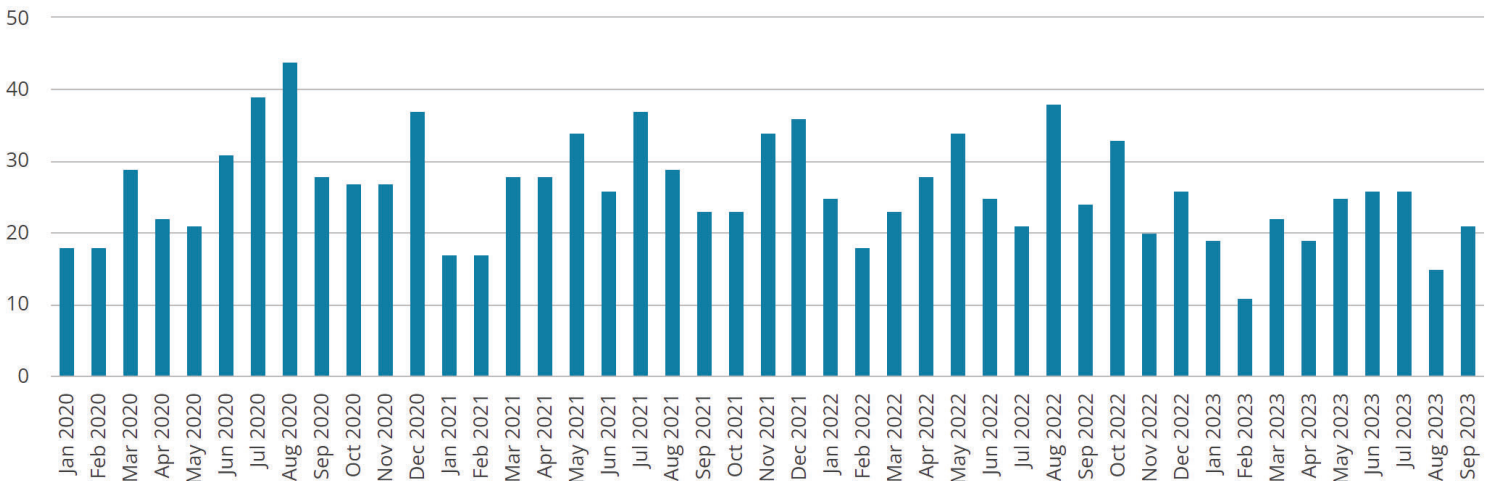
Data for Single Family Residence in Decatur County.

	Sep 2023	Aug 2023	MoM	Sep 2022	YoY	2023	2022	YTD
Median Sales Price	\$179,450	\$188,500	▼-4.8%	\$184,950	▼-3.0%	\$194,900	\$189,385	▲2.9%
Closed Sales	21	15	▲40.0%	24	▼-12.5%	184	236	▼-22.0%
New Listings	38	37	▲2.7%	30	▲26.7%	254	282	▼-9.9%
Pending Sales	29	26	▲11.5%	24	▲20.8%	198	241	▼-17.8%
Median Days on Market	15	6.5	▲130.8%	10	▲50.0%	14	11	▲22.7%
Average Days on Market	26	26	▲1.0%	47	▼-43.6%	37	37	▼-1.0%
Price per Square Foot	\$137	\$143	▼-4.2%	\$140	▼-2.1%	\$137	\$132	▲4.2%
% of List Price Received	94.8%	96.9%	▼-2.2%	97.6%	▼-2.8%	96.8%	97.2%	▼-0.4%
Active Inventory	60	61	▼-1.6%	55	▲9.1%	—	—	—
Months Supply of Inventory	2.9	4.1	▼-29.7%	2.3	▲24.7%	—	—	—

## Median Sales Price



## Number of Closed Sales



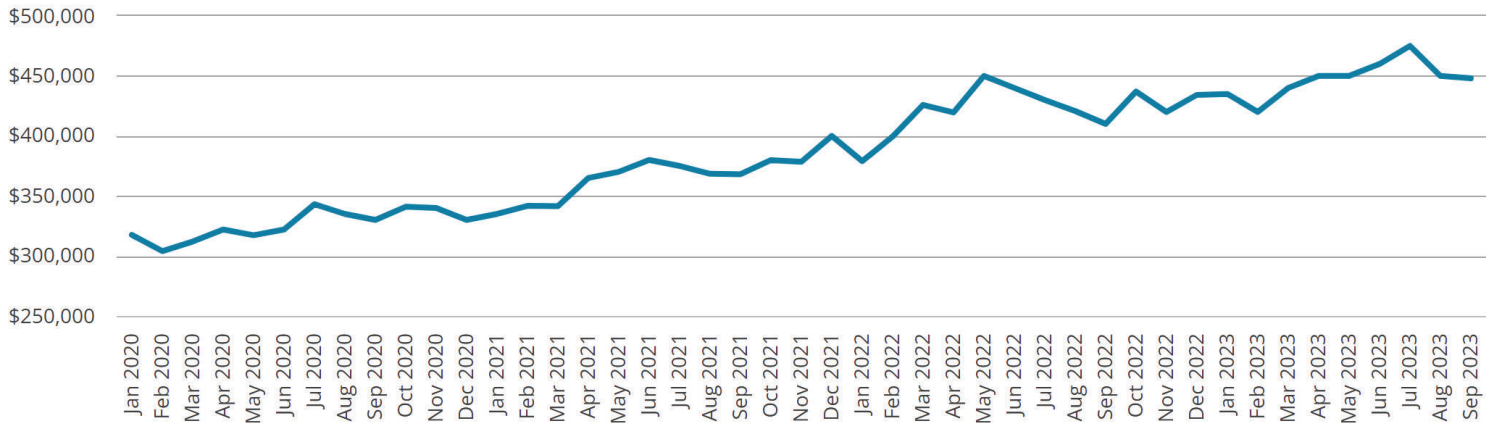


# Hamilton County

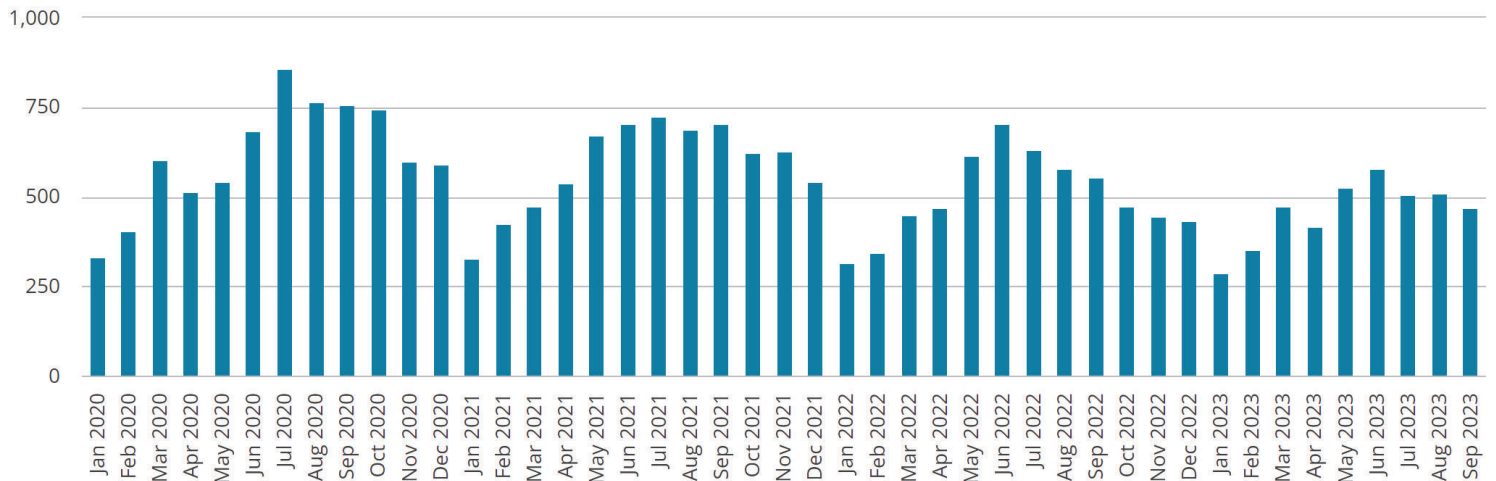
Data for Single Family Residence in Hamilton County.

	Sep 2023	Aug 2023	MoM	Sep 2022	YoY	2023	2022	YTD
<b>Median Sales Price</b>	\$448,000	\$450,005	↘-0.4%	\$410,000	↗9.3%	\$450,000	\$423,675	↗6.2%
<b>Closed Sales</b>	471	512	↘-8.0%	555	↘-15.1%	4,126	4,664	↘-11.5%
<b>New Listings</b>	462	567	↘-18.5%	589	↘-21.6%	4,573	5,606	↘-18.4%
<b>Pending Sales</b>	386	461	↘-16.3%	450	↘-14.2%	4,129	4,827	↘-14.5%
<b>Median Days on Market</b>	12.5	9	↗38.9%	7	↗78.6%	7	4	↗75.0%
<b>Average Days on Market</b>	33	28	↗19.1%	24	↗35.2%	32	15	↗113.3%
<b>Price per Square Foot</b>	\$176	\$172	↗2.6%	\$186	↘-5.4%	\$173	\$187	↘-7.5%
<b>% of List Price Received</b>	99.3%	99.3%	↘0.0%	99.8%	↘-0.5%	99.6%	102.5%	↘-2.8%
<b>Active Inventory</b>	614	618	↘-0.6%	696	↘-11.8%	—	—	—
<b>Months Supply of Inventory</b>	1.3	1.2	↗8.0%	1.3	↗4.0%	—	—	—

## Median Sales Price



## Number of Closed Sales

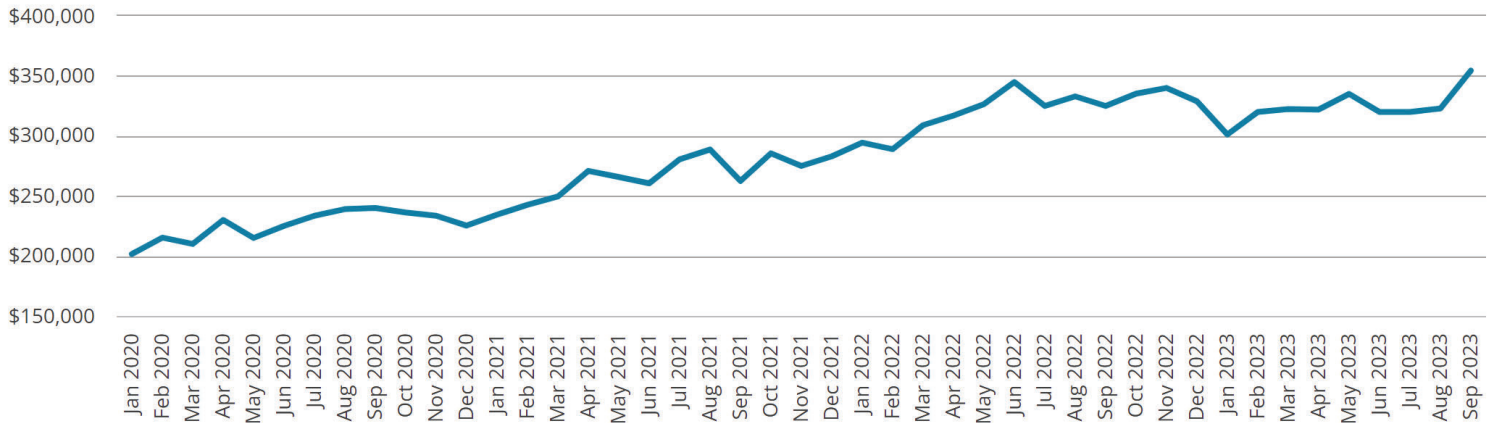


# Hancock County

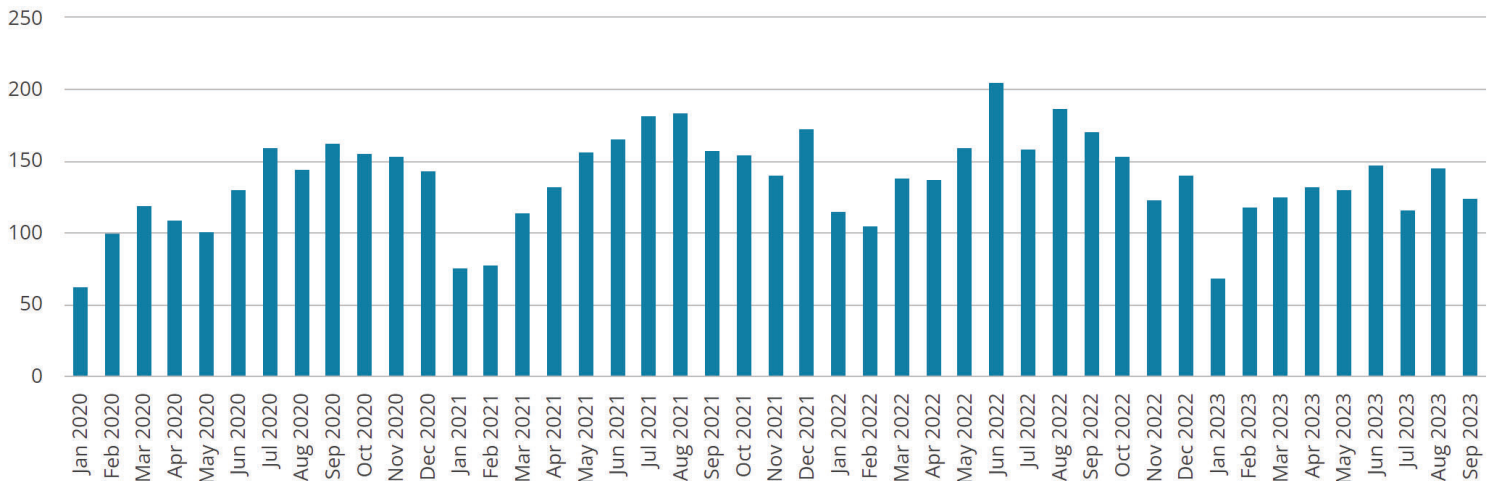
Data for Single Family Residence in Hancock County.

	Sep 2023	Aug 2023	MoM	Sep 2022	YoY	2023	2022	YTD
<b>Median Sales Price</b>	\$354,480	\$322,812.5	▲ 9.8%	\$325,000	▲ 9.1%	\$325,000	\$320,000	▲ 1.6%
<b>Closed Sales</b>	125	146	▼ -14.4%	171	▼ -26.9%	1,112	1,379	▼ -19.4%
<b>New Listings</b>	115	124	▼ -7.3%	133	▼ -13.5%	1,136	1,675	▼ -32.2%
<b>Pending Sales</b>	106	113	▼ -6.2%	121	▼ -12.4%	1,117	1,431	▼ -21.9%
<b>Median Days on Market</b>	15	20	▼ -25.0%	17	▼ -11.8%	18	6	▲ 200.0%
<b>Average Days on Market</b>	49	43	▲ 12.1%	36	▲ 35.5%	59	20	▲ 189.1%
<b>Price per Square Foot</b>	\$154	\$153	▲ 1.0%	\$149	▲ 3.4%	\$152	\$148	▲ 2.7%
<b>% of List Price Received</b>	98.2%	99.2%	▼ -1.0%	98.6%	▼ -0.4%	98.5%	100.5%	▼ -2.0%
<b>Active Inventory</b>	169	182	▼ -7.1%	294	▼ -42.5%	—	—	—
<b>Months Supply of Inventory</b>	1.4	1.2	▲ 8.5%	1.7	▼ -21.4%	—	—	—

## Median Sales Price



## Number of Closed Sales

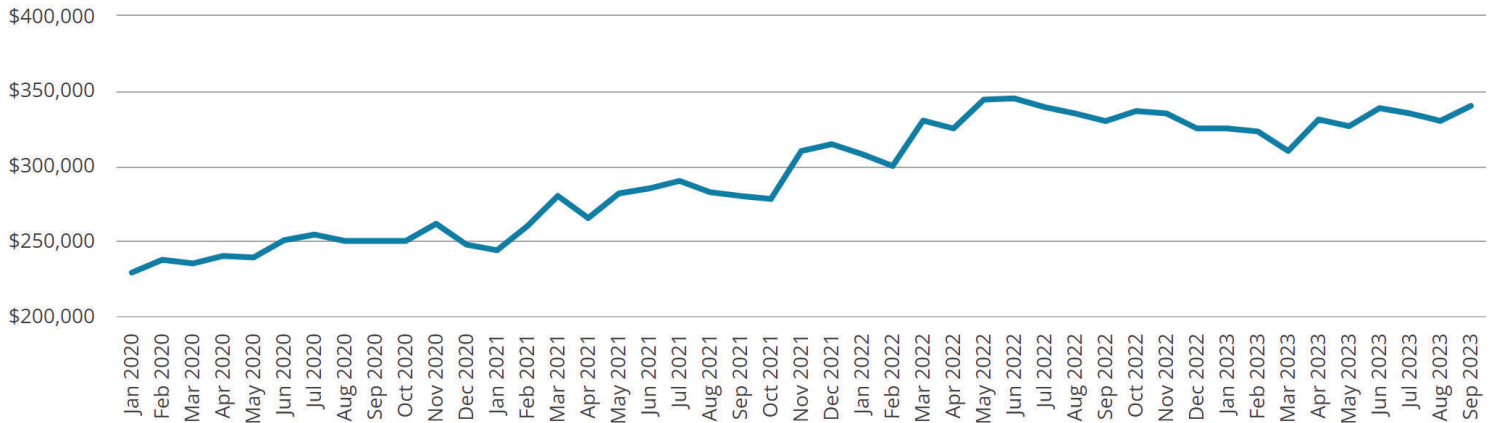


# Hendricks County

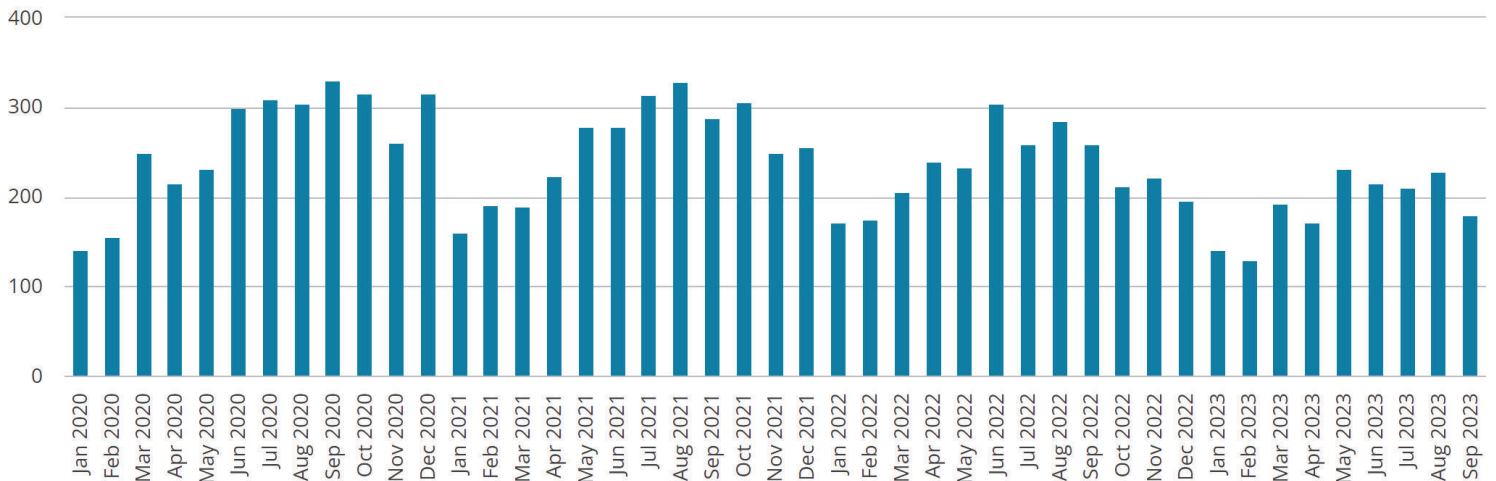
Data for Single Family Residence in Hendricks County.

	Sep 2023	Aug 2023	MoM	Sep 2022	YoY	2023	2022	YTD
Median Sales Price	\$340,000	\$330,000	▲ 3.0%	\$329,900	▲ 3.1%	\$329,995	\$330,000	▼ 0.0%
Closed Sales	180	228	▼ -21.1%	259	▼ -30.5%	1,703	2,132	▼ -20.1%
New Listings	225	265	▼ -15.1%	249	▼ -9.6%	1,997	2,468	▼ -19.1%
Pending Sales	197	188	▲ 4.8%	216	▼ -8.8%	1,748	2,153	▼ -18.8%
Median Days on Market	16	10	▲ 60.0%	10	▲ 60.0%	9	5	▲ 80.0%
Average Days on Market	34	21	▲ 66.9%	29	▲ 18.7%	35	18	▲ 98.4%
Price per Square Foot	\$159	\$160	▼ -0.6%	\$163	▼ -2.5%	\$159	\$161	▼ -1.2%
% of List Price Received	98.6%	98.3%	▲ 0.3%	99.4%	▼ -0.8%	99.0%	101.5%	▼ -2.4%
Active Inventory	341	342	▼ -0.3%	347	▼ -1.7%	—	—	—
Months Supply of Inventory	1.9	1.5	▲ 26.3%	1.3	▲ 41.4%	—	—	—

## Median Sales Price



## Number of Closed Sales

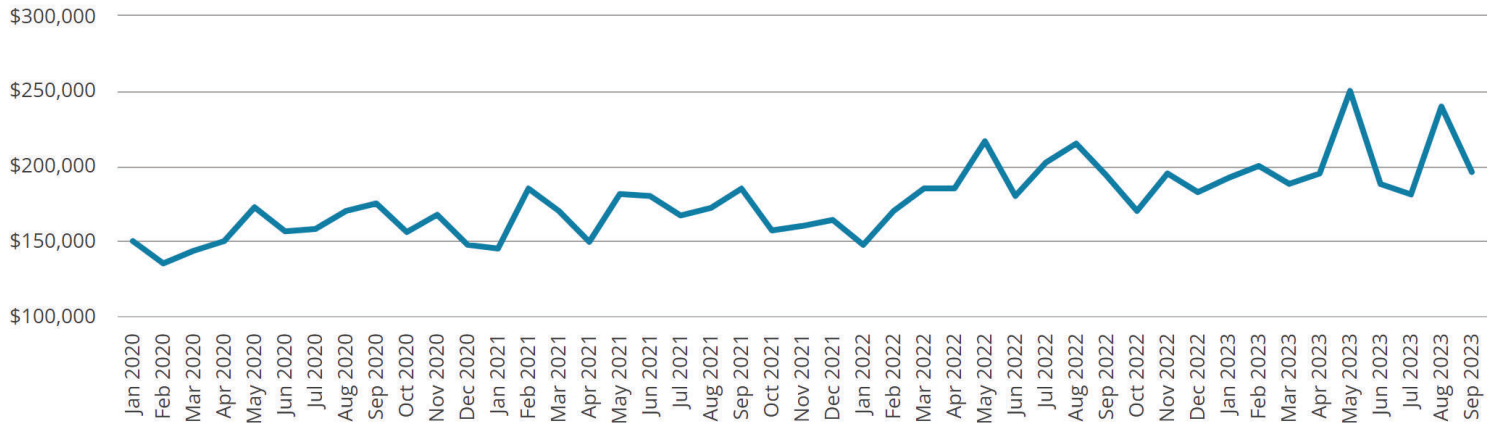


# Jackson County

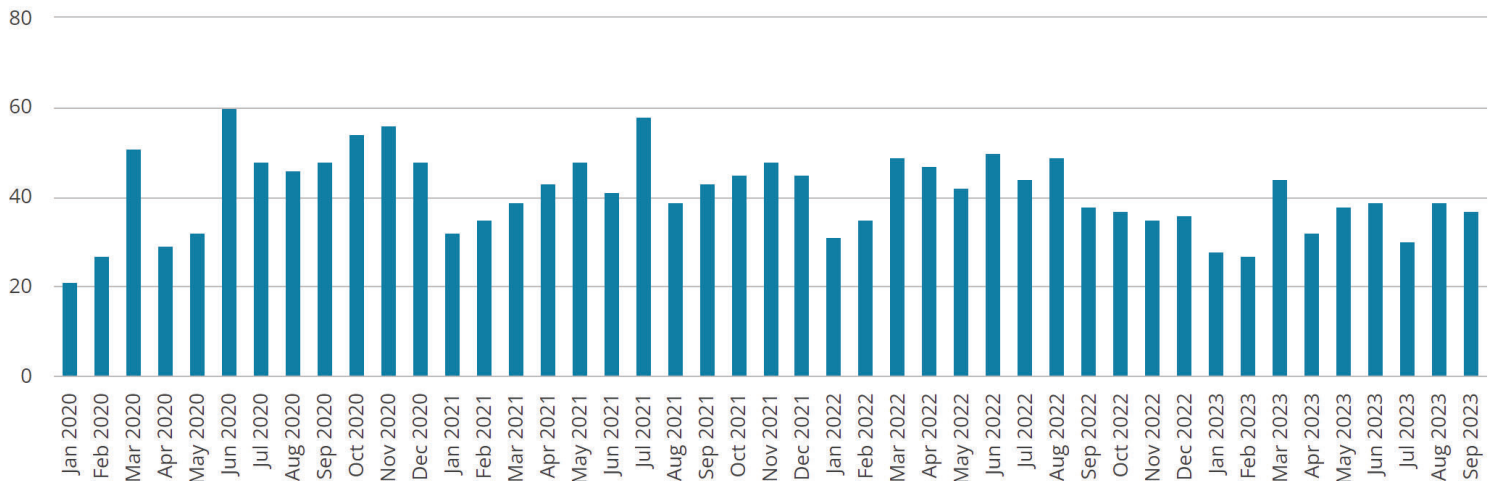
Data for Single Family Residence in Jackson County.

	Sep 2023	Aug 2023	MoM	Sep 2022	YoY	2023	2022	YTD
<b>Median Sales Price</b>	\$196,000	\$239,601	↘ -18.2%	\$193,450	↗ 1.3%	\$200,000	\$189,900	↗ 5.3%
<b>Closed Sales</b>	37	39	↘ -5.1%	38	↘ -2.6%	314	385	↘ -18.4%
<b>New Listings</b>	38	39	↘ -2.6%	46	↘ -17.4%	331	442	↘ -25.1%
<b>Pending Sales</b>	23	38	↘ -39.5%	42	↘ -45.2%	317	390	↘ -18.7%
<b>Median Days on Market</b>	13	10.5	↗ 23.8%	9	↗ 44.4%	9	7	↗ 28.6%
<b>Average Days on Market</b>	44	28	↗ 55.7%	30	↗ 45.3%	32	24	↗ 32.7%
<b>Price per Square Foot</b>	\$129	\$136	↘ -5.1%	\$129	↗ 0.4%	\$136	\$134	↗ 1.5%
<b>% of List Price Received</b>	97.6%	100.1%	↘ -2.5%	98.4%	↘ -0.8%	98.5%	98.4%	↗ 0.2%
<b>Active Inventory</b>	46	38	↗ 21.1%	63	↘ -27.0%	—	—	—
<b>Months Supply of Inventory</b>	1.2	1.0	↗ 27.6%	1.7	↘ -25.0%	—	—	—

## Median Sales Price



## Number of Closed Sales



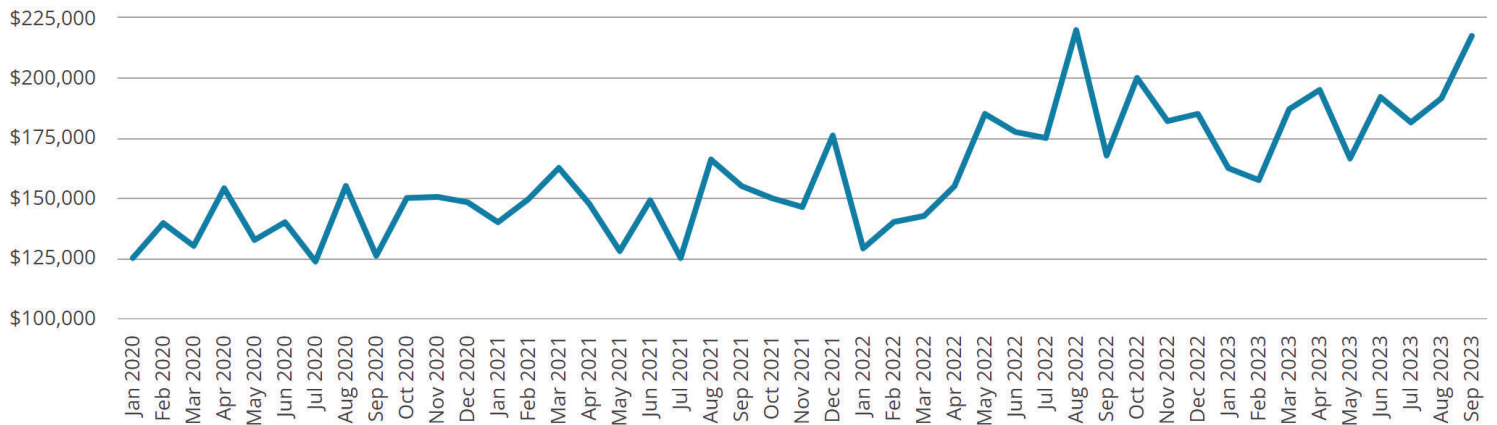


# Jennings County

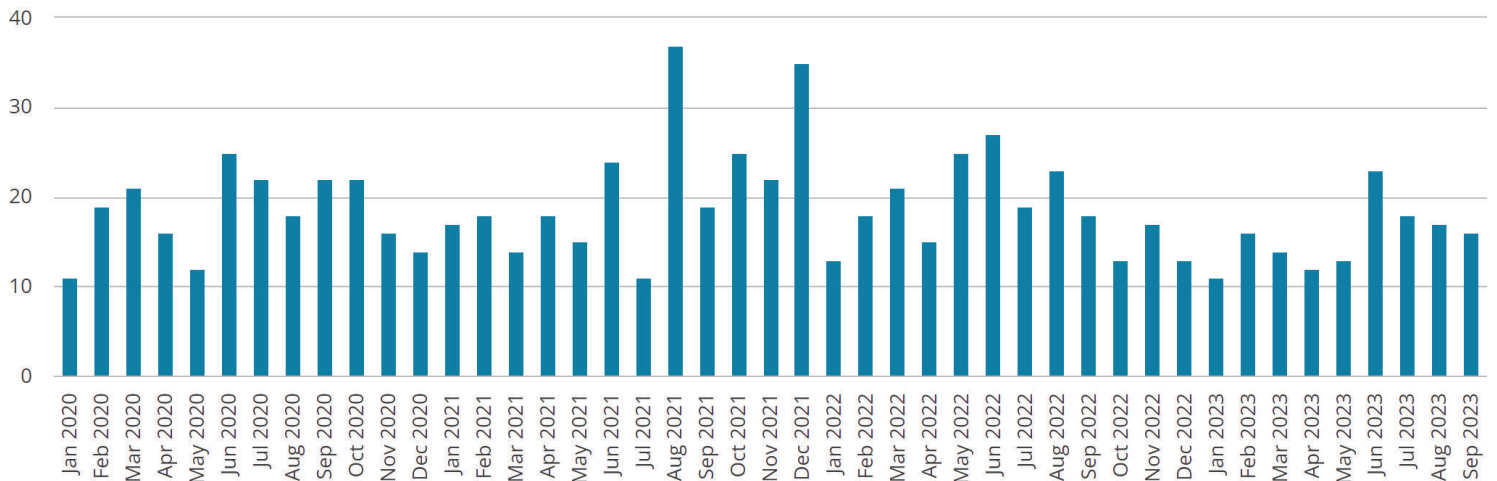
Data for Single Family Residence in Jennings County.

	Sep 2023	Aug 2023	MoM	Sep 2022	YoY	2023	2022	YTD
Median Sales Price	\$217,500	\$191,500	⬆️ 13.6%	\$167,700	⬆️ 29.7%	\$187,000	\$173,400	⬆️ 7.8%
Closed Sales	16	17	⬆️ -5.9%	18	⬆️ -11.1%	140	179	⬆️ -21.8%
New Listings	26	26	↔️ 0.0%	10	⬆️ 160.0%	178	207	⬆️ -14.0%
Pending Sales	21	17	⬆️ 23.5%	9	⬆️ 133.3%	152	180	⬆️ -15.6%
Median Days on Market	17	8	⬆️ 112.5%	26	⬆️ -34.6%	7	8	⬆️ -12.5%
Average Days on Market	40	20	⬆️ 103.2%	44	⬆️ -8.5%	34	29	⬆️ 15.9%
Price per Square Foot	\$133	\$129	⬆️ 3.1%	\$135	⬆️ -1.5%	\$124	\$125	⬆️ -0.8%
% of List Price Received	100.2%	96.3%	⬆️ 4.0%	96.8%	⬆️ 3.5%	96.5%	96.7%	⬆️ -0.2%
Active Inventory	32	28	⬆️ 14.3%	30	⬆️ 6.7%	—	—	—
Months Supply of Inventory	2.0	1.6	⬆️ 21.4%	1.7	⬆️ 20.0%	—	—	—

## Median Sales Price



## Number of Closed Sales

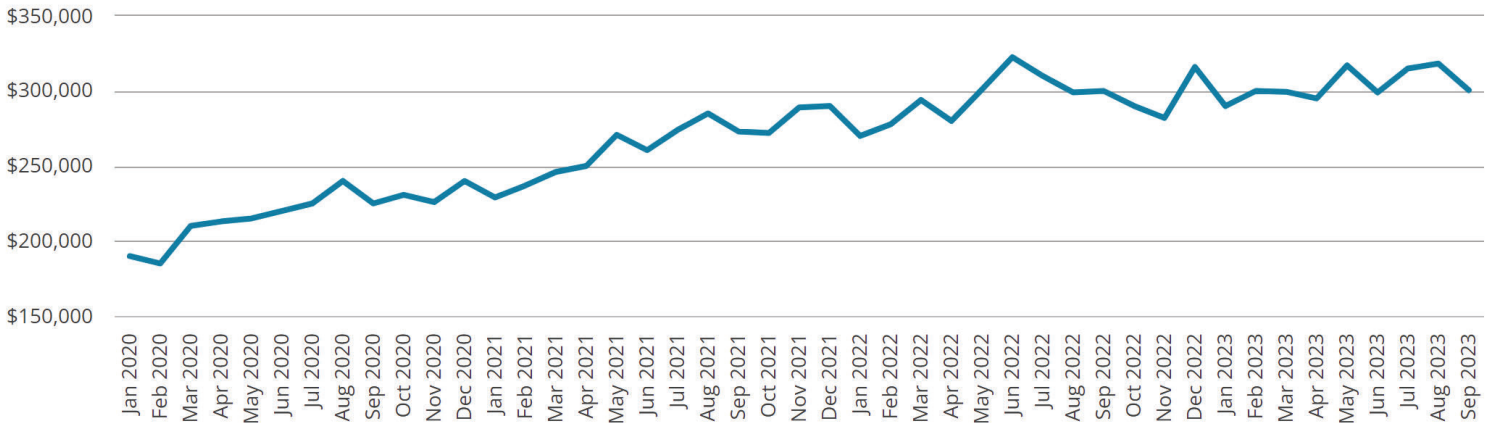


# Johnson County

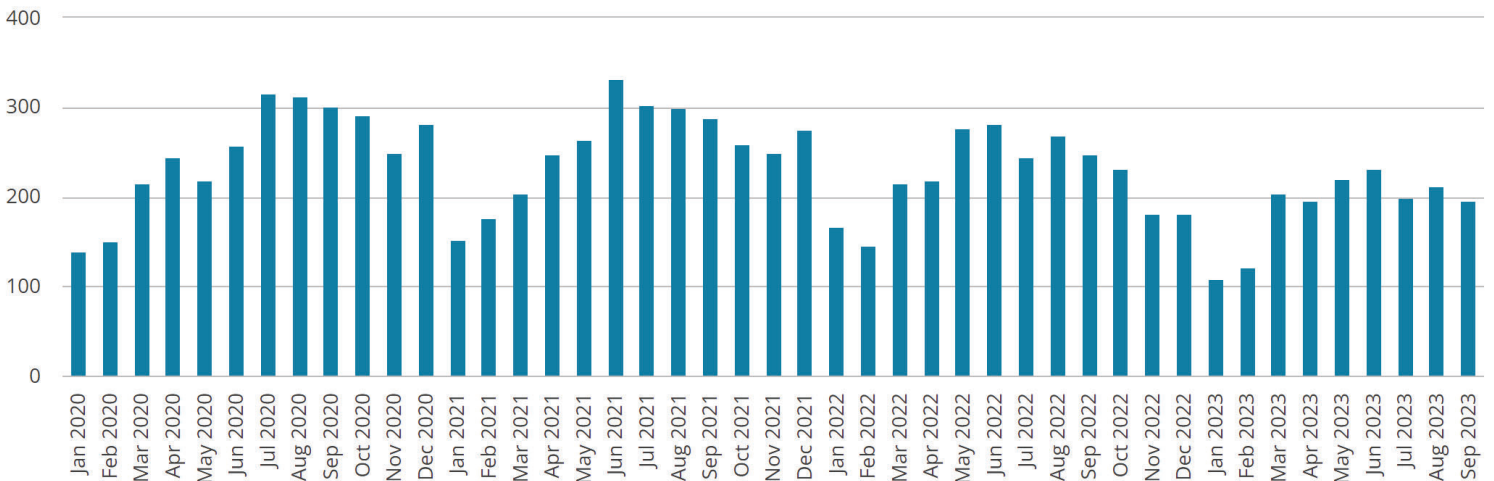
Data for Single Family Residence in Johnson County.

	Sep 2023	Aug 2023	MoM	Sep 2022	YoY	2023	2022	YTD
Median Sales Price	\$300,500	\$318,200	▼-5.6%	\$300,000	▲0.2%	\$305,000	\$297,092.5	▲2.7%
Closed Sales	196	212	▼-7.5%	248	▼-21.0%	1,689	2,064	▼-18.2%
New Listings	221	230	▼-3.9%	261	▼-15.3%	1,969	2,474	▼-20.4%
Pending Sales	171	183	▼-6.6%	196	▼-12.8%	1,737	2,105	▼-17.5%
Median Days on Market	19	12.5	▲52.0%	10	▲90.0%	13	5	▲160.0%
Average Days on Market	37	36	▲1.1%	20	▲80.4%	42	14	▲199.0%
Price per Square Foot	\$157	\$160	▼-1.6%	\$160	▼-1.6%	\$155	\$163	▼-4.9%
% of List Price Received	97.8%	98.9%	▼-1.1%	98.8%	▼-1.0%	98.7%	101.2%	▼-2.5%
Active Inventory	309	306	▲1.0%	352	▼-12.2%	—	—	—
Months Supply of Inventory	1.6	1.4	▲9.2%	1.4	▲11.1%	—	—	—

## Median Sales Price



## Number of Closed Sales

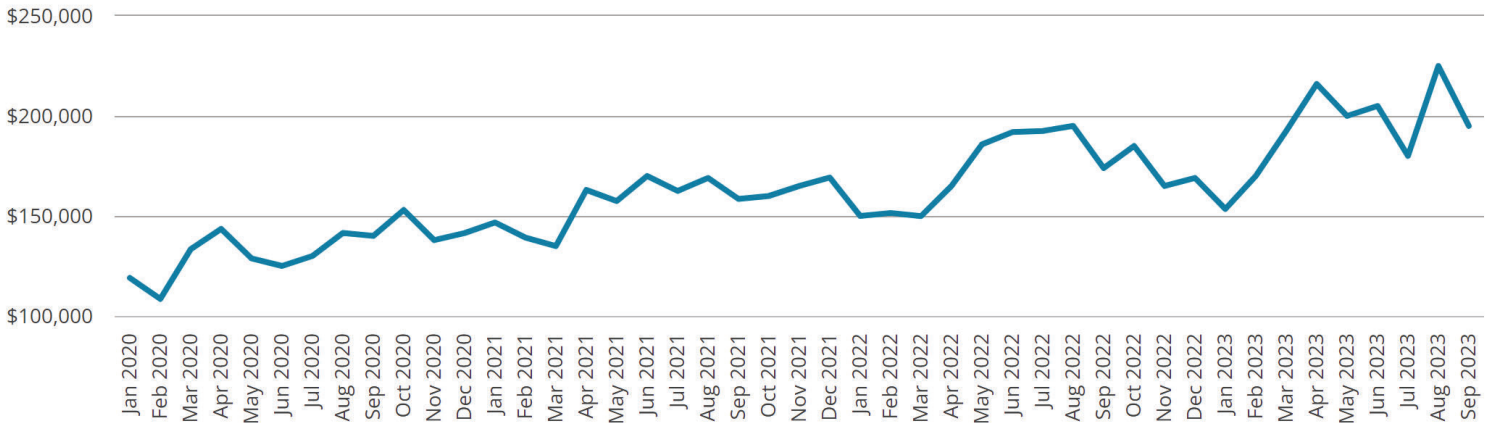


# Madison County

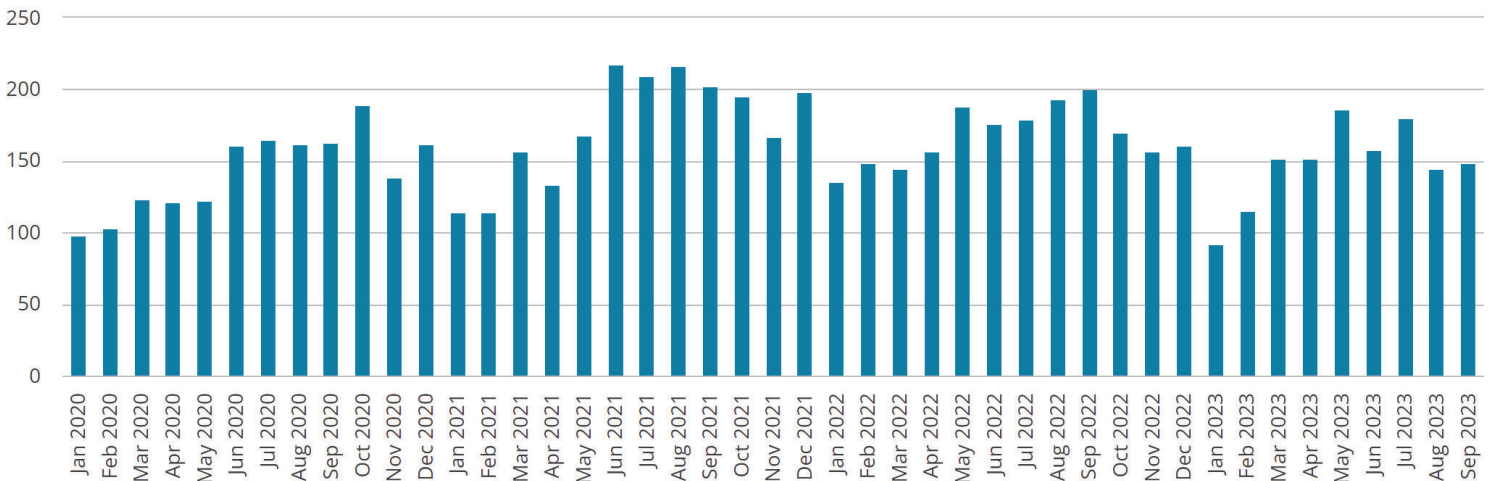
Data for Single Family Residence in Madison County.

	Sep 2023	Aug 2023	MoM	Sep 2022	YoY	2023	2022	YTD
<b>Median Sales Price</b>	\$195,000	\$225,000	▼ -13.3%	\$173,950	▲ 12.1%	\$195,000	\$175,000	▲ 11.4%
<b>Closed Sales</b>	149	145	▲ 2.8%	200	▼ -25.5%	1,329	1,523	▼ -12.7%
<b>New Listings</b>	194	212	▼ -8.5%	238	▼ -18.5%	1,639	1,868	▼ -12.3%
<b>Pending Sales</b>	154	165	▼ -6.7%	174	▼ -11.5%	1,400	1,531	▼ -8.6%
<b>Median Days on Market</b>	14	10	▲ 40.0%	13	▲ 7.7%	12	7	▲ 71.4%
<b>Average Days on Market</b>	35	29	▲ 19.7%	35	▼ -1.6%	43	22	▲ 92.7%
<b>Price per Square Foot</b>	\$119	\$123	▼ -2.9%	\$111	▲ 7.2%	\$120	\$113	▲ 6.2%
<b>% of List Price Received</b>	97.9%	97.6%	▲ 0.3%	97.0%	▲ 0.9%	97.9%	98.4%	▼ -0.5%
<b>Active Inventory</b>	266	275	▼ -3.3%	343	▼ -22.4%	—	—	—
<b>Months Supply of Inventory</b>	1.8	1.9	▼ -5.9%	1.7	▲ 4.1%	—	—	—

## Median Sales Price



## Number of Closed Sales



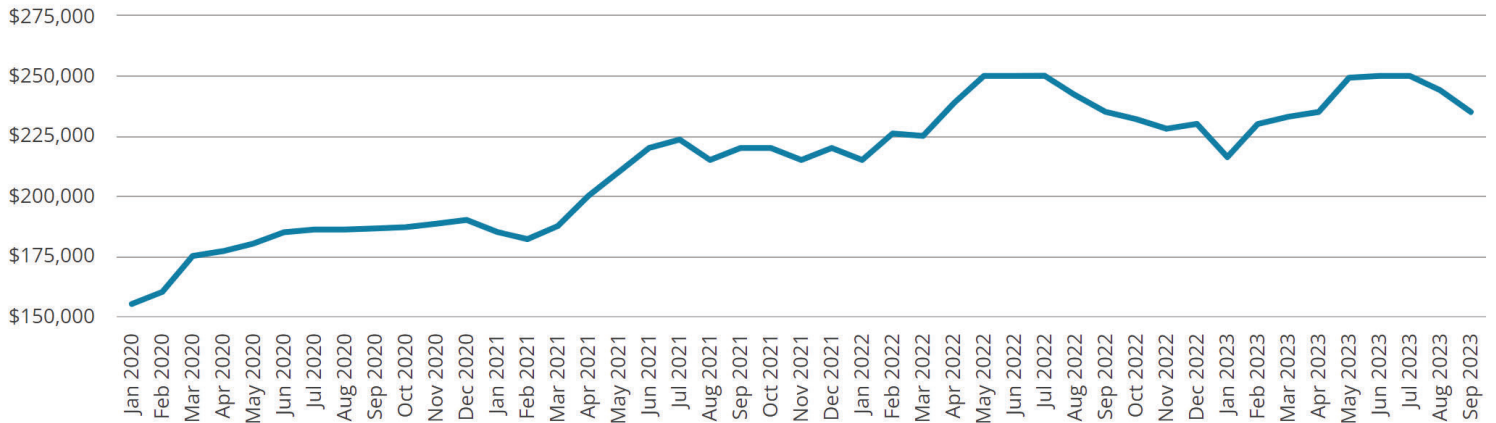
# Marion County



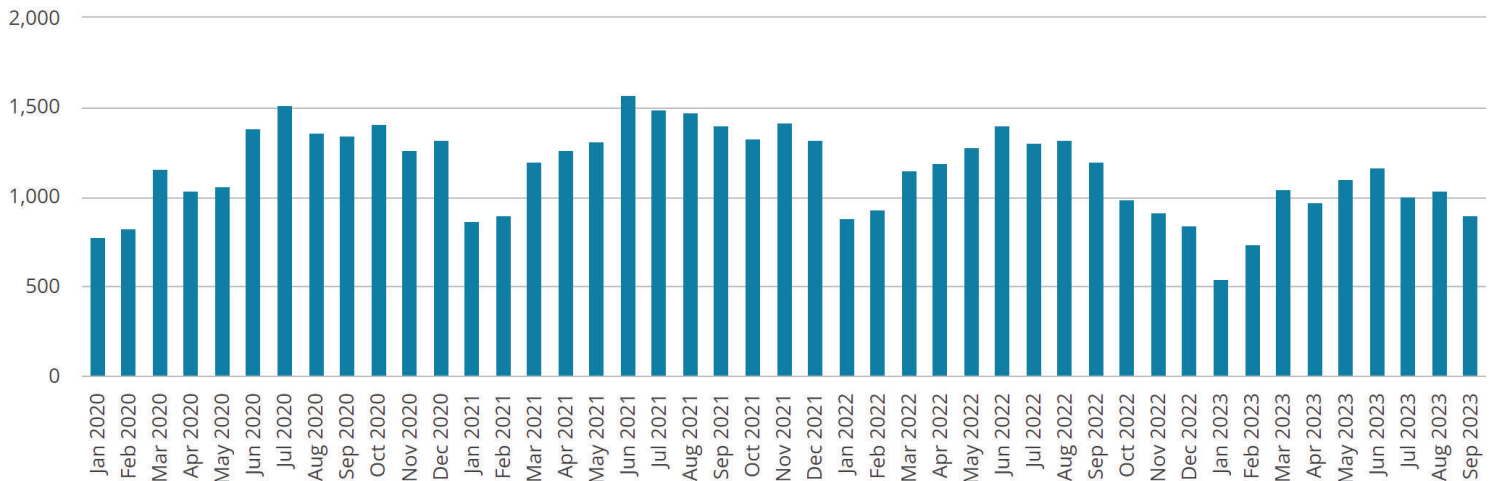
Data for Single Family Residence in Marion County.

	Sep 2023	Aug 2023	MoM	Sep 2022	YoY	2023	2022	YTD
<b>Median Sales Price</b>	\$235,000	\$244,000	↘-3.7%	\$235,000	↘0.0%	\$240,000	\$240,000	↘0.0%
<b>Closed Sales</b>	899	1,036	↘-13.2%	1,195	↘-24.8%	8,507	10,657	↘-20.2%
<b>New Listings</b>	1,258	1,364	↘-7.8%	1,355	↘-7.2%	10,641	12,948	↘-17.8%
<b>Pending Sales</b>	946	980	↘-3.5%	989	↘-4.3%	8,912	10,728	↘-16.9%
<b>Median Days on Market</b>	15	10	↗50.0%	11	↗36.4%	10	5	↗100.0%
<b>Average Days on Market</b>	38	30	↗28.6%	27	↗41.2%	39	20	↗97.3%
<b>Price per Square Foot</b>	\$144	\$149	↘-3.4%	\$149	↘-3.4%	\$144	\$151	↘-4.6%
<b>% of List Price Received</b>	98.5%	98.9%	↘-0.4%	98.5%	↗0.0%	98.6%	100.8%	↘-2.2%
<b>Active Inventory</b>	1,915	1,913	↗0.1%	1,914	↗0.1%	—	—	—
<b>Months Supply of Inventory</b>	2.1	1.8	↗15.4%	1.6	↗33.0%	—	—	—

## Median Sales Price



## Number of Closed Sales



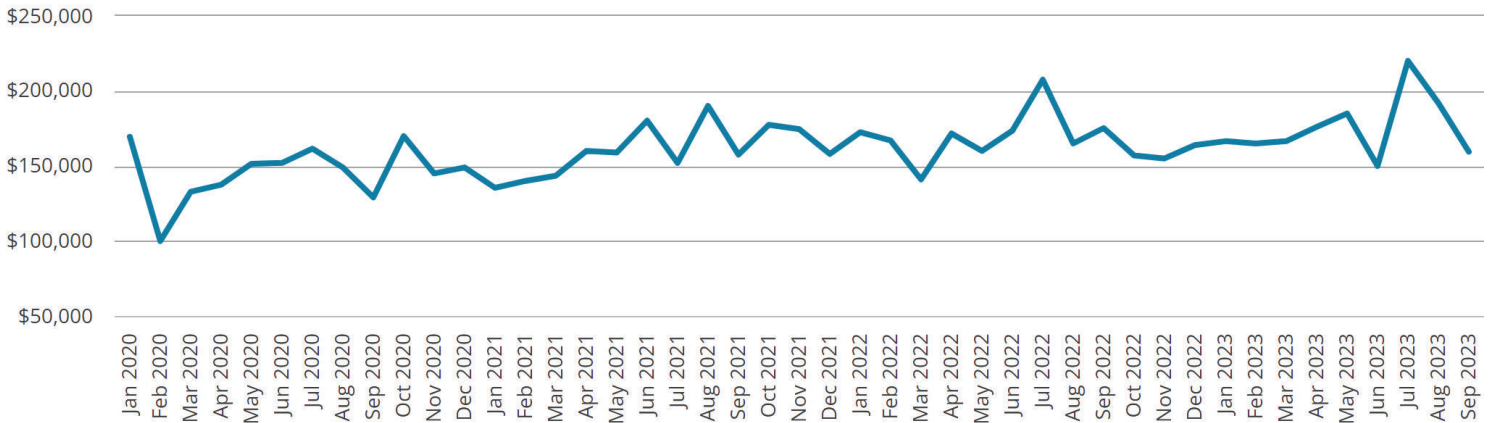


# Montgomery County

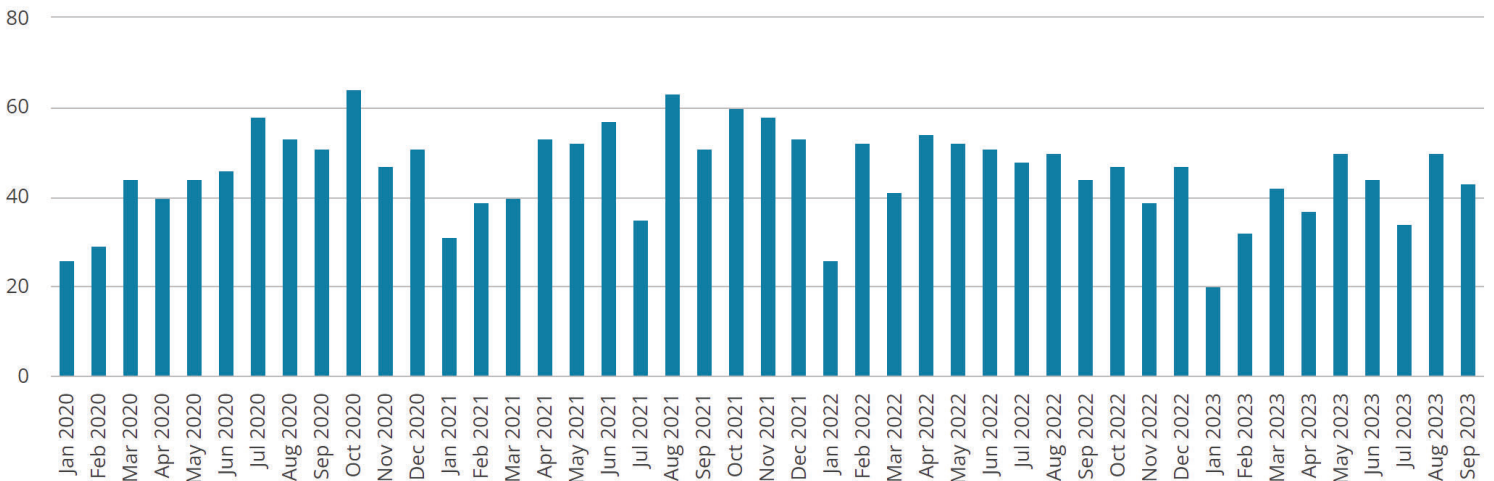
Data for Single Family Residence in Montgomery County.

	Sep 2023	Aug 2023	MoM	Sep 2022	YoY	2023	2022	YTD
Median Sales Price	\$159,500	\$192,000	▼-16.9%	\$175,250	▼-9.0%	\$171,250	\$170,350	▲0.5%
Closed Sales	43	50	▼-14.0%	44	▼-2.3%	352	418	▼-15.8%
New Listings	51	66	▼-22.7%	50	▲2.0%	412	486	▼-15.2%
Pending Sales	43	48	▼-10.4%	33	▲30.3%	376	418	▼-10.0%
Median Days on Market	18	4	▲350.0%	10	▲80.0%	9	7	▲28.6%
Average Days on Market	31	13	▲130.5%	29	▲6.7%	34	20	▲68.5%
Price per Square Foot	\$115	\$127	▼-9.1%	\$123	▼-6.5%	\$118	\$126	▼-6.3%
% of List Price Received	97.6%	98.3%	▼-0.7%	97.3%	▲0.4%	98.2%	98.4%	▼-0.2%
Active Inventory	64	63	▲1.6%	64	▶0.0%	—	—	—
Months Supply of Inventory	1.5	1.3	▲18.1%	1.5	▲2.3%	—	—	—

## Median Sales Price



## Number of Closed Sales



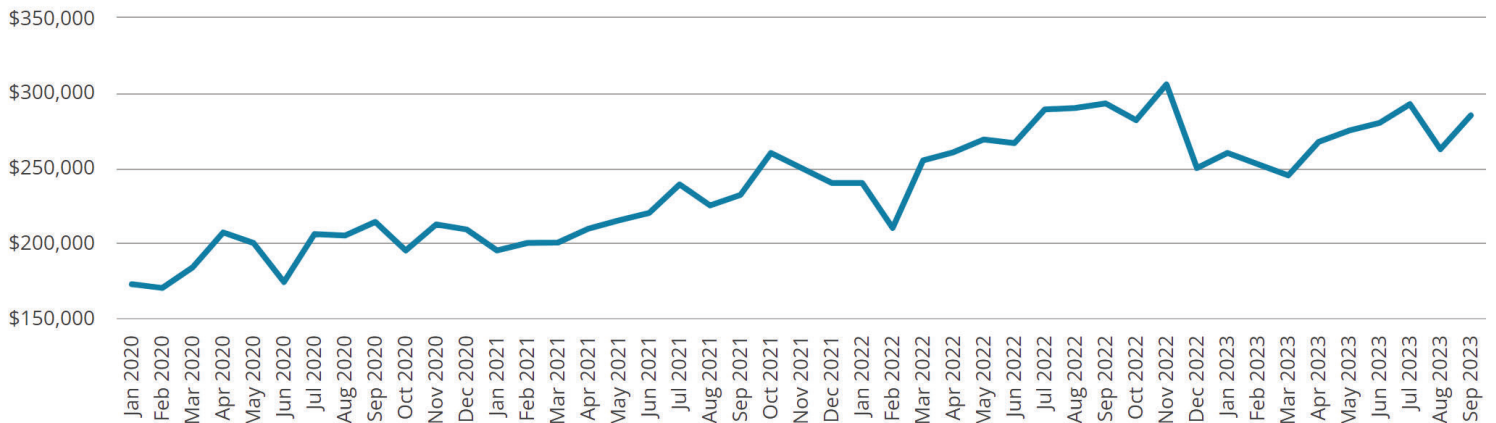


# Morgan County

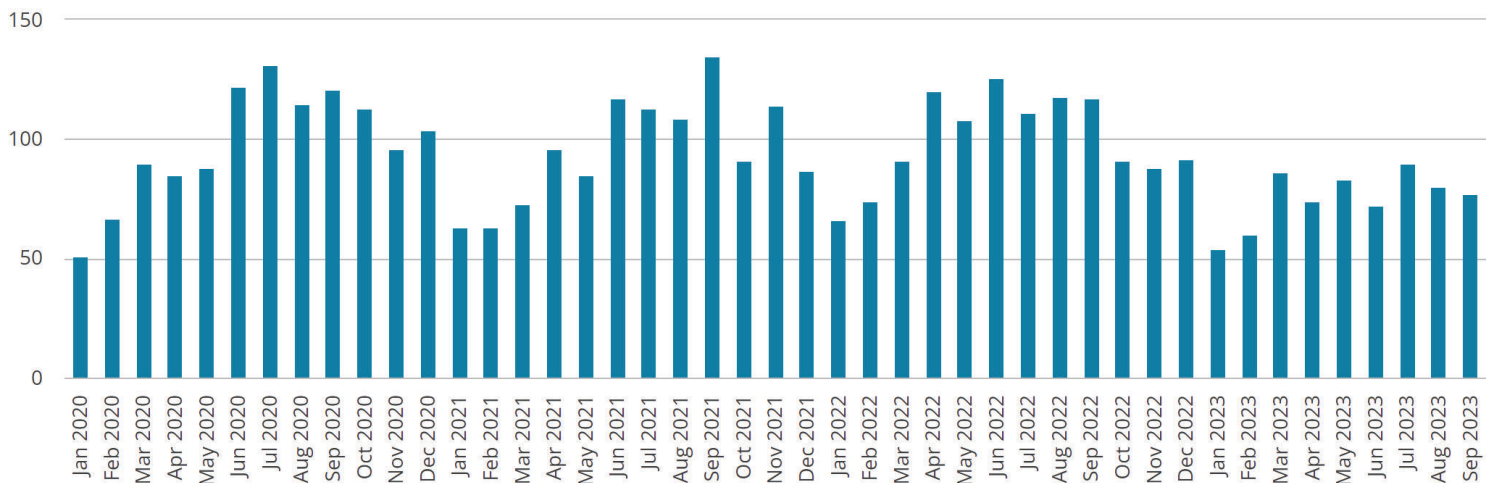
Data for Single Family Residence in Morgan County.

	Sep 2023	Aug 2023	MoM	Sep 2022	YoY	2023	2022	YTD
<b>Median Sales Price</b>	\$285,000	\$262,500	⬆️ 8.6%	\$293,000	⬇️ -2.7%	\$270,000	\$270,000	⬆️ 0.0%
<b>Closed Sales</b>	77	80	⬇️ -3.8%	117	⬇️ -34.2%	676	931	⬇️ -27.4%
<b>New Listings</b>	112	109	⬆️ 2.8%	100	⬆️ 12.0%	838	1,095	⬇️ -23.5%
<b>Pending Sales</b>	82	82	⬆️ 0.0%	80	⬆️ 2.5%	708	961	⬇️ -26.3%
<b>Median Days on Market</b>	11	15.5	⬆️ -29.0%	8.5	⬆️ 29.4%	14	7	⬆️ 100.0%
<b>Average Days on Market</b>	56	37	⬆️ 49.2%	26	⬆️ 117.7%	50	23	⬆️ 119.7%
<b>Price per Square Foot</b>	\$149	\$156	⬇️ -4.5%	\$161	⬇️ -7.2%	\$151	\$156	⬇️ -3.2%
<b>% of List Price Received</b>	98.7%	99.3%	⬇️ -0.6%	98.0%	⬆️ 0.7%	98.4%	99.7%	⬇️ -1.3%
<b>Active Inventory</b>	169	160	⬆️ 5.6%	180	⬇️ -6.1%	—	—	—
<b>Months Supply of Inventory</b>	2.2	2.0	⬆️ 9.7%	1.5	⬆️ 42.7%	—	—	—

## Median Sales Price



## Number of Closed Sales

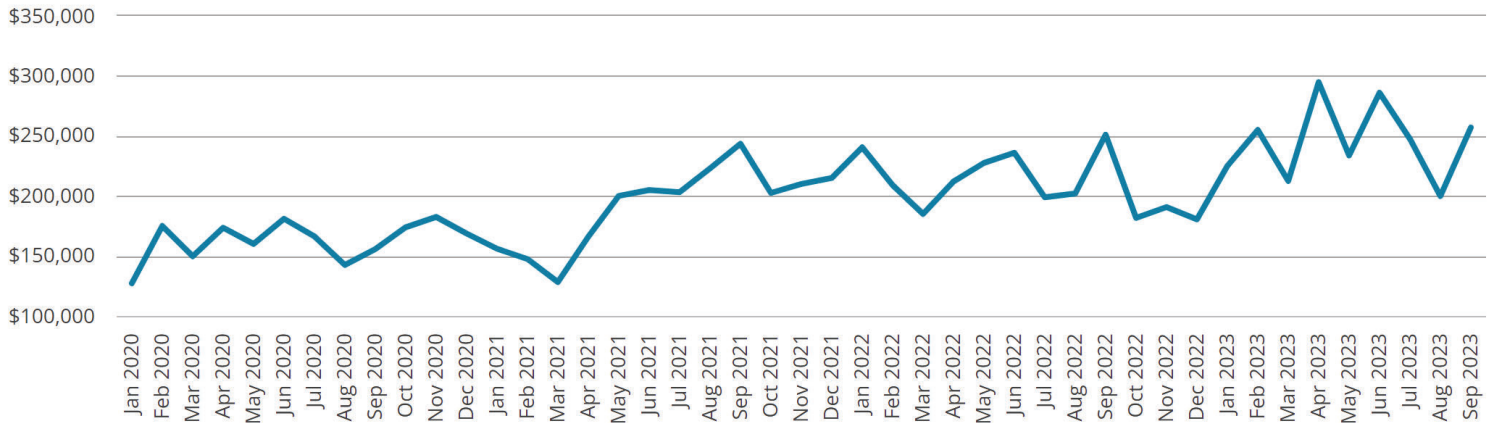


# Putnam County

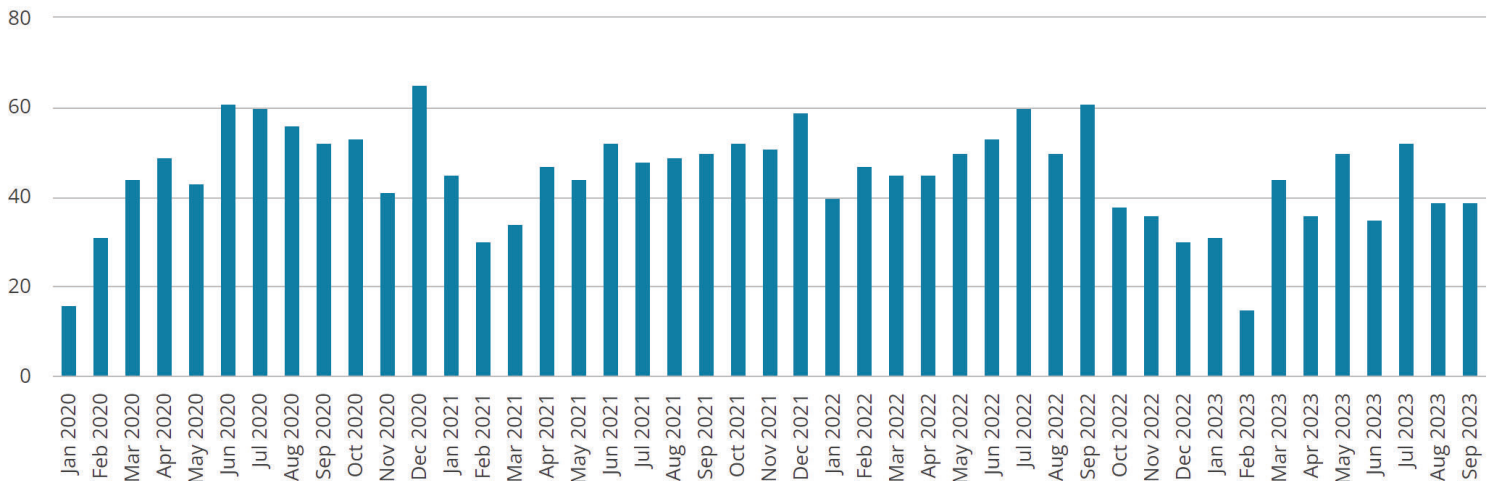
Data for Single Family Residence in Putnam County.

	Sep 2023	Aug 2023	MoM	Sep 2022	YoY	2023	2022	YTD
Median Sales Price	\$257,000	\$199,900	▲ 28.6%	\$251,050	▲ 2.4%	\$240,000	\$215,000	▲ 11.6%
Closed Sales	39	39	▶ 0.0%	61	▼ -36.1%	341	451	▼ -24.4%
New Listings	45	42	▲ 7.1%	45	▶ 0.0%	376	508	▼ -26.0%
Pending Sales	35	35	▶ 0.0%	40	▼ -12.5%	346	439	▼ -21.2%
Median Days on Market	9	11	▼ -18.2%	9	▶ 0.0%	12	7	▲ 71.4%
Average Days on Market	25	41	▼ -38.7%	26	▼ -3.3%	41	25	▲ 62.9%
Price per Square Foot	\$167	\$130	▲ 28.5%	\$138	▲ 21.0%	\$142	\$134	▲ 6.0%
% of List Price Received	96.4%	99.2%	▼ -2.8%	97.4%	▼ -1.0%	97.9%	97.7%	▲ 0.2%
Active Inventory	57	55	▲ 3.6%	71	▼ -19.7%	—	—	—
Months Supply of Inventory	1.5	1.4	▲ 3.6%	1.2	▲ 25.6%	—	—	—

## Median Sales Price



## Number of Closed Sales



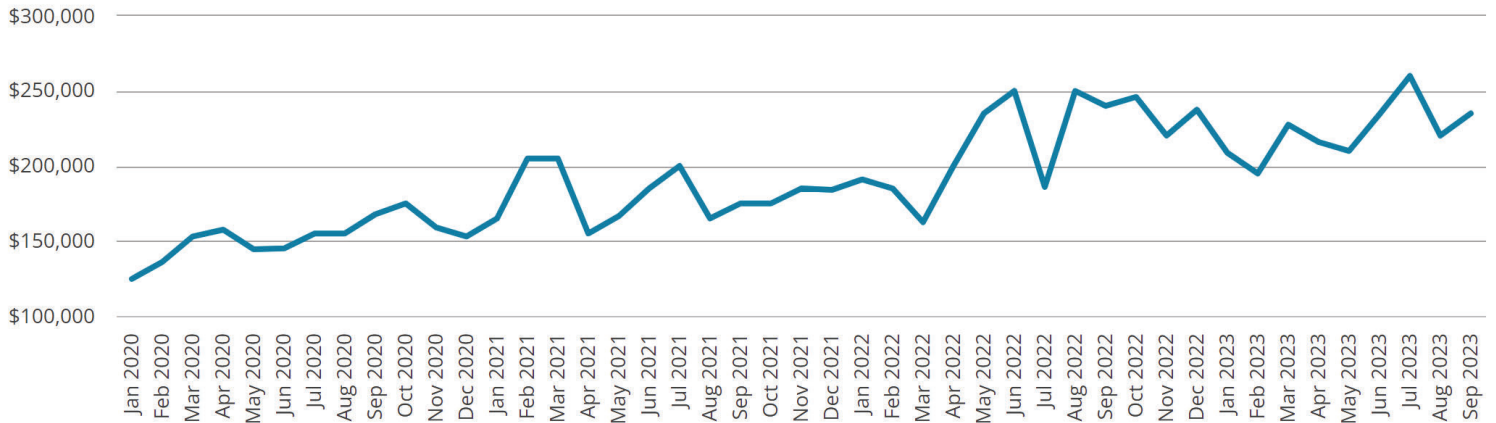
# Shelby County



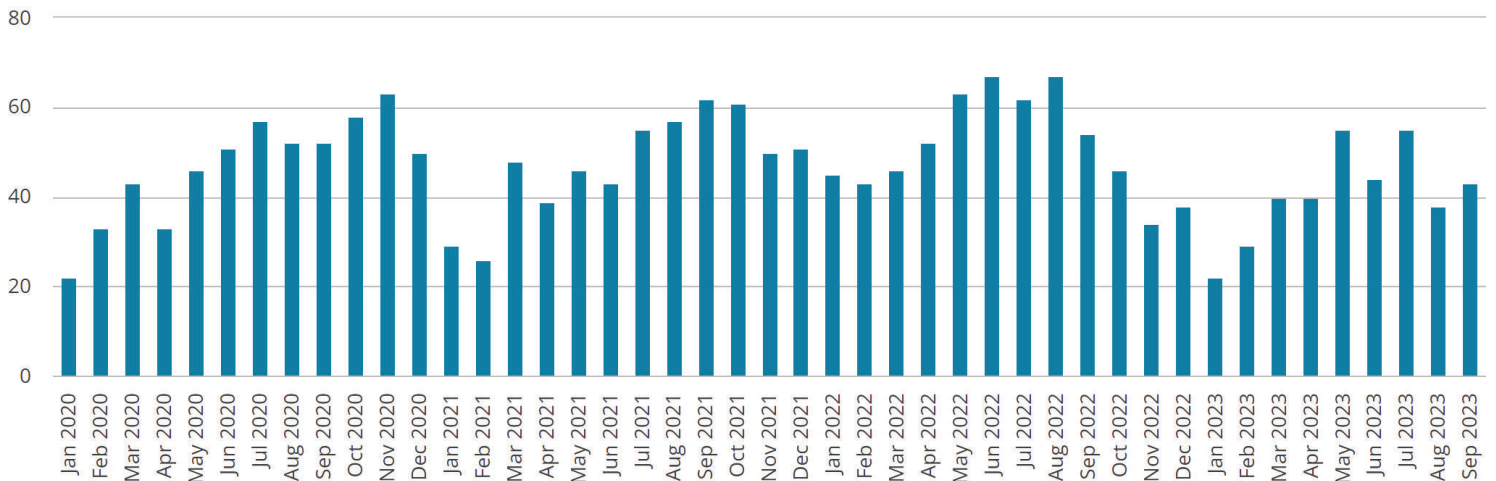
Data for Single Family Residence in Shelby County.

	Sep 2023	Aug 2023	MoM	Sep 2022	YoY	2023	2022	YTD
Median Sales Price	\$235,000	\$220,250	⬆️ 6.7%	\$240,000	⬇️ -2.1%	\$224,950	\$210,000	⬆️ 7.1%
Closed Sales	43	38	⬆️ 13.2%	54	⬇️ -20.4%	366	499	⬇️ -26.7%
New Listings	47	60	⬇️ -21.7%	57	⬇️ -17.5%	429	544	⬇️ -21.1%
Pending Sales	42	41	⬆️ 2.4%	46	⬇️ -8.7%	377	497	⬇️ -24.1%
Median Days on Market	10	5	⬆️ 100.0%	9.5	⬆️ 5.3%	9	8	⬆️ 12.5%
Average Days on Market	32	22	⬆️ 44.7%	33	⬇️ -0.3%	40	26	⬆️ 51.6%
Price per Square Foot	\$139	\$138	⬆️ 0.7%	\$135	⬆️ 3.3%	\$135	\$133	⬆️ 1.5%
% of List Price Received	97.3%	99.8%	⬇️ -2.5%	98.5%	⬇️ -1.2%	98.2%	98.7%	⬇️ -0.5%
Active Inventory	67	72	⬇️ -6.9%	72	⬇️ -6.9%	—	—	—
Months Supply of Inventory	1.6	1.9	⬇️ -17.8%	1.3	⬆️ 16.9%	—	—	—

## Median Sales Price



## Number of Closed Sales

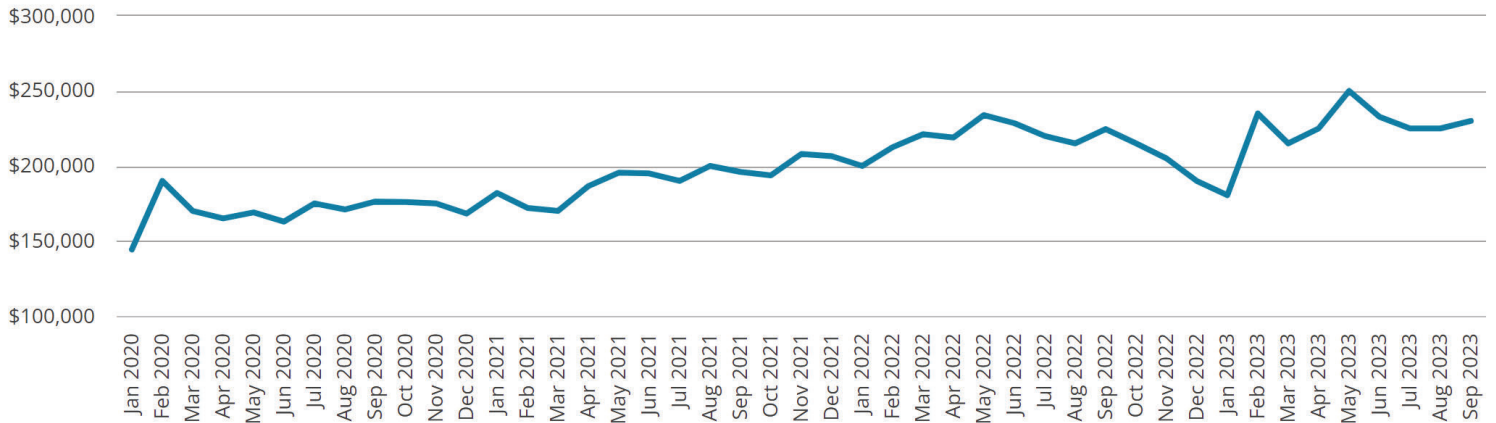


# Condominiums

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

	Sep 2023	Aug 2023	MoM	Sep 2022	YoY	2023	2022	YTD
Median Sales Price	\$230,000	\$225,000	⬆️ 2.2%	\$224,596.5	⬆️ 2.4%	\$225,000	\$220,000	⬆️ 2.3%
Closed Sales	147	189	⬇️ -22.2%	192	⬇️ -23.4%	1,469	1,907	⬇️ -23.0%
New Listings	177	255	⬇️ -30.6%	221	⬇️ -19.9%	1,806	2,112	⬇️ -14.5%
Pending Sales	159	164	⬇️ -3.0%	185	⬇️ -14.1%	1,570	1,914	⬇️ -18.0%
Median Days on Market	16	7	⬆️ 128.6%	7	⬆️ 128.6%	9	5	⬆️ 80.0%
Average Days on Market	33	27	⬆️ 23.8%	30	⬆️ 11.1%	38	26	⬆️ 45.7%
Price per Square Foot	\$156	\$154	⬆️ 1.3%	\$152	⬆️ 2.6%	\$152	\$152	↔️ 0.0%
% of List Price Received	98.2%	98.7%	⬇️ -0.5%	99.3%	⬇️ -1.1%	98.7%	101.0%	⬇️ -2.3%
Active Inventory	263	295	⬇️ -10.8%	270	⬇️ -2.6%	—	—	—
Months Supply of Inventory	1.8	1.6	⬆️ 14.6%	1.4	⬆️ 27.2%	—	—	—

## Median Sales Price



## Number of Closed Sales

