

# MARKET INSIGHTS REPORT

OCTOBER 2023



## Market Analysis

In October 2023, the median sales price for a single-family home in central Indiana was \$290,000, up 3.6 percent over last year, but down 3.3 percent from September. While the streak of price appreciation continues, October's data was a slight reprieve from the all-time highs near \$300,000 experienced the previous five months. "Higher interest rates have kept inventory low and prices stable," says MIBOR CEO Shelley Specchio, "but we are now likely seeing the effects of seasonality in the marketplace as we enter the fall selling season."

Closed sales were down 18.7 percent and pending sales were down 4.5 percent, year-over-year. The typical listing received 98.2 percent of the asking price, compared to 98.5 percent last month.

Active inventory was down 12.4 percent from last year and down 5.0 percent from the previous month. New listings were down 8.4 percent, year-over-year, and the median Days On Market was 15, unchanged from the previous month and up from 12.5 the previous year. Despite high interest rates constraining demand, active inventory represents only 2 months of supply, compared to 3.4 nationally.

"With interest rates in mid to high 7 percent, we might expect inventory to experience more growth than we have. But we have yet to see a meaningful increase in new listings and the median Days On Market remains low," says MIBOR Research Analyst Brad Coffing. "October's jobs report was softer than anticipated which should give the Fed more cushion to hold the course, rather than institute another rate hike. This should provide more stability in interest rates moving forward."

## Contents

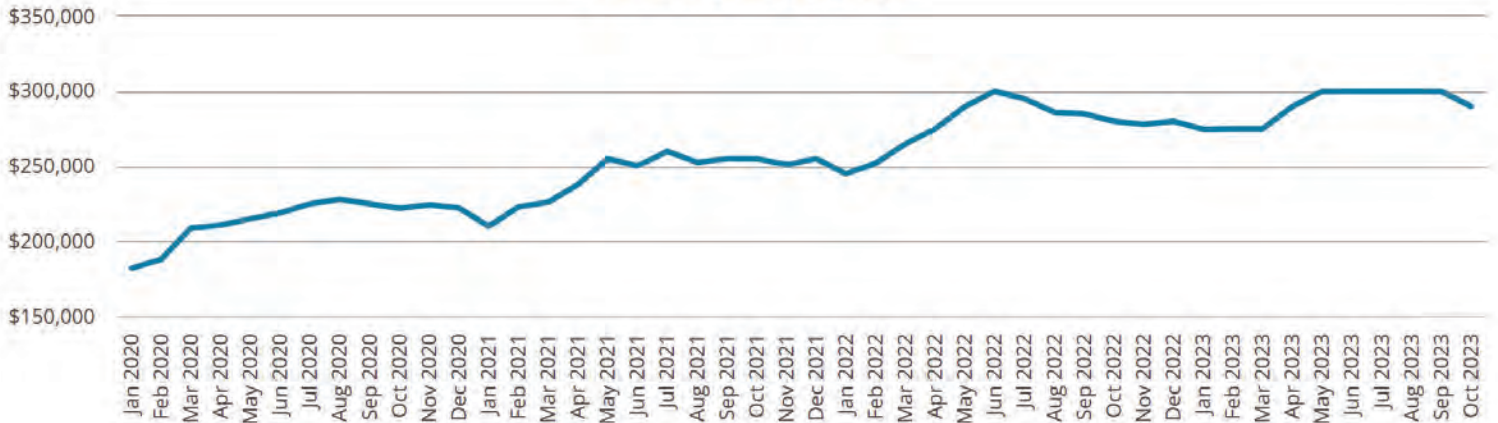
<b>MIBOR SERVICE AREA</b>	<b>(1-11)</b>
<b>BARTHOLOMEW COUNTY</b>	<b>(12)</b>
<b>BOONE COUNTY</b>	<b>(13)</b>
<b>BROWN COUNTY</b>	<b>(14)</b>
<b>DECATUR COUNTY</b>	<b>(15)</b>
<b>HAMILTON COUNTY</b>	<b>(16)</b>
<b>HANCOCK COUNTY</b>	<b>(17)</b>
<b>HENDRICKS COUNTY</b>	<b>(18)</b>
<b>JACKSON COUNTY</b>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

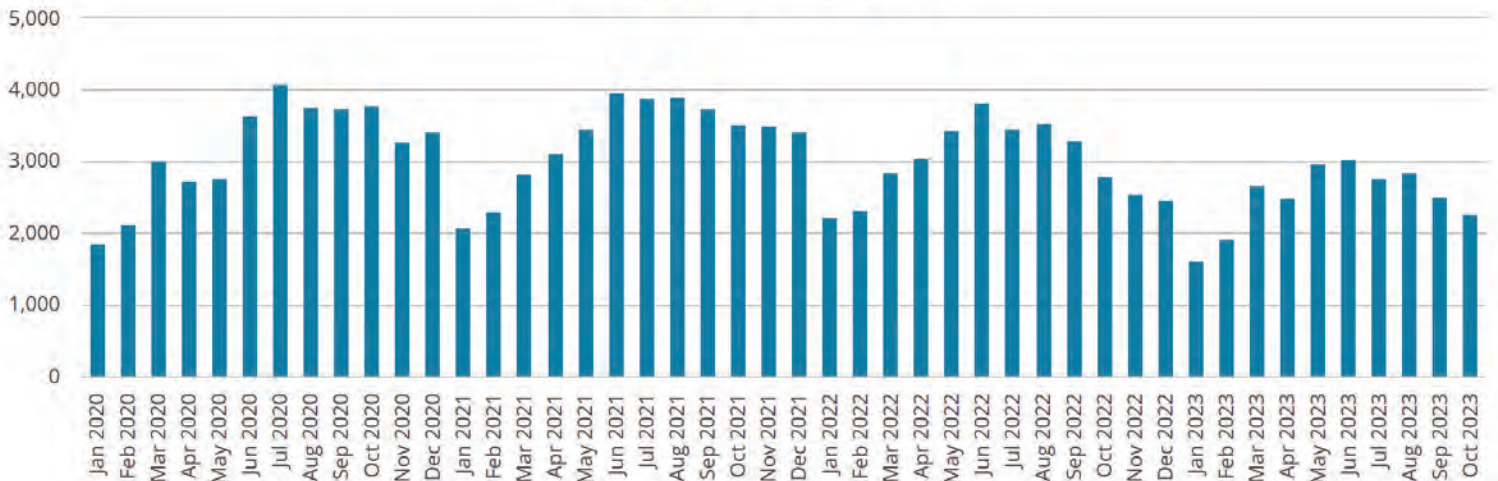
Data for Single Family Residence in Bartholomew, Boone, Brown, Decatur, Hamilton, Hancock, Hendricks, Jackson, Jennings, Johnson, Madison, Marion, Montgomery, Morgan, Putnam, Shelby.

	Oct 2023	Sep 2023	MoM	Oct 2022	YoY	2023	2022	YTD
Median Sales Price	\$290,000	\$299,900	↘ -3.3%	\$280,000	↗ 3.6%	\$291,000	\$280,000	↗ 3.9%
Closed Sales	2,276	2,520	↘ -9.7%	2,801	↘ -18.7%	25,155	30,846	↘ -18.4%
New Listings	2,851	3,083	↘ -7.5%	3,111	↘ -8.4%	29,909	36,827	↘ -18.8%
Pending Sales	2,401	2,247	↗ 6.9%	2,514	↘ -4.5%	25,734	31,020	↘ -17.0%
Median Days on Market	15	15	↔ 0.0%	12.5	↗ 20.0%	11	6	↗ 83.3%
Average Days on Market	36	38	↘ -5.4%	30	↗ 20.1%	39	20	↗ 94.9%
Price per Square Foot	\$151	\$154	↘ -1.9%	\$158	↘ -4.4%	\$152	\$158	↘ -3.8%
% of List Price Received	98.2%	98.5%	↘ -0.3%	98.3%	↘ -0.2%	98.7%	100.5%	↘ -1.8%
Active Inventory	4,635	4,881	↘ -5.0%	5,294	↘ -12.4%	—	—	—
Months Supply of Inventory	2.0	1.9	↗ 5.1%	1.9	↗ 7.7%	—	—	—

## Median Sales Price



## Number of Closed Sales



# Median Sales Price

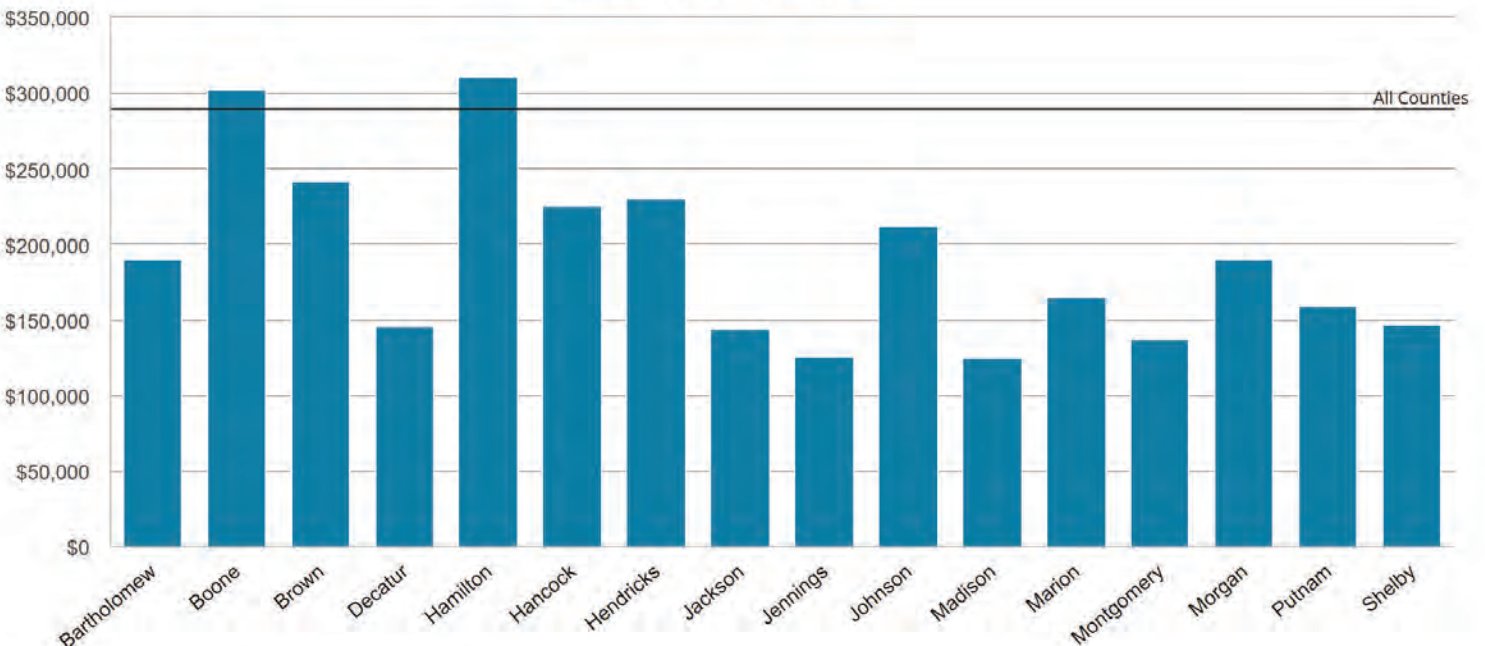
Sales Price is the mid-point (median) value where the price for half of the closed sales is higher and half is lower. Median is preferred to average as it accounts for outliers at the high or low end of the price range.

October 2023	Month over Month Change	Year over Year Change	Year to Date Change
<b>\$290,000</b>	⬇️ <b>-3.3%</b>	⬆️ <b>3.6%</b>	⬆️ <b>3.9%</b>

## Historical Activity



## County Comparison

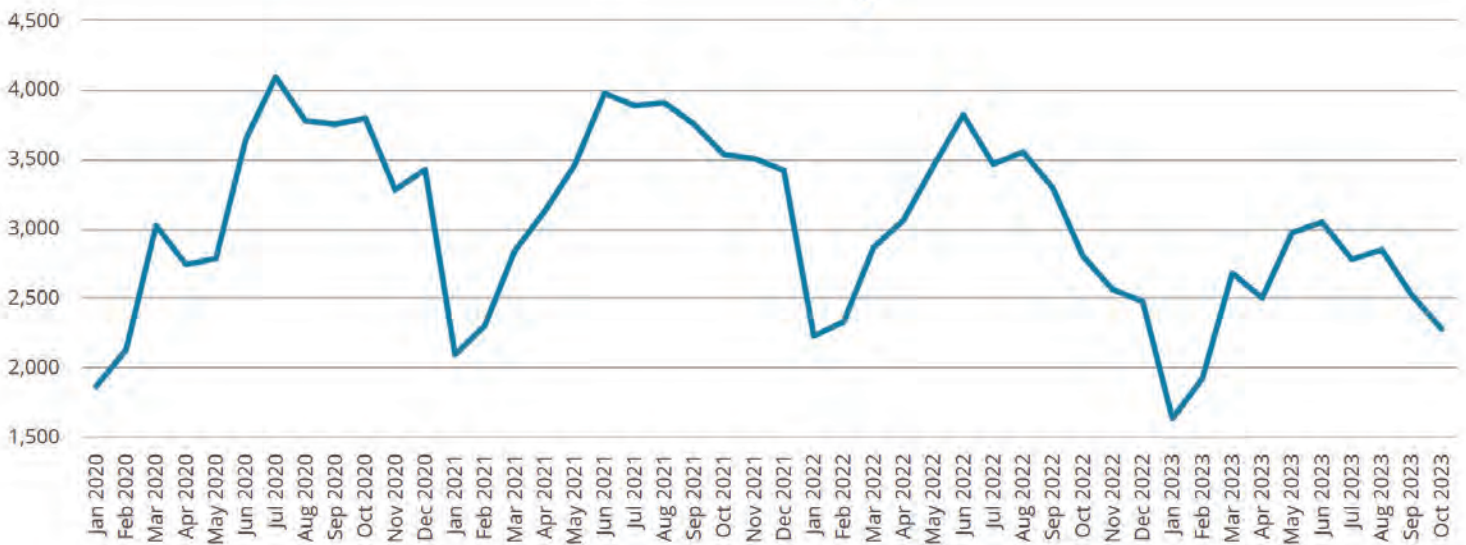


# Closed Sales

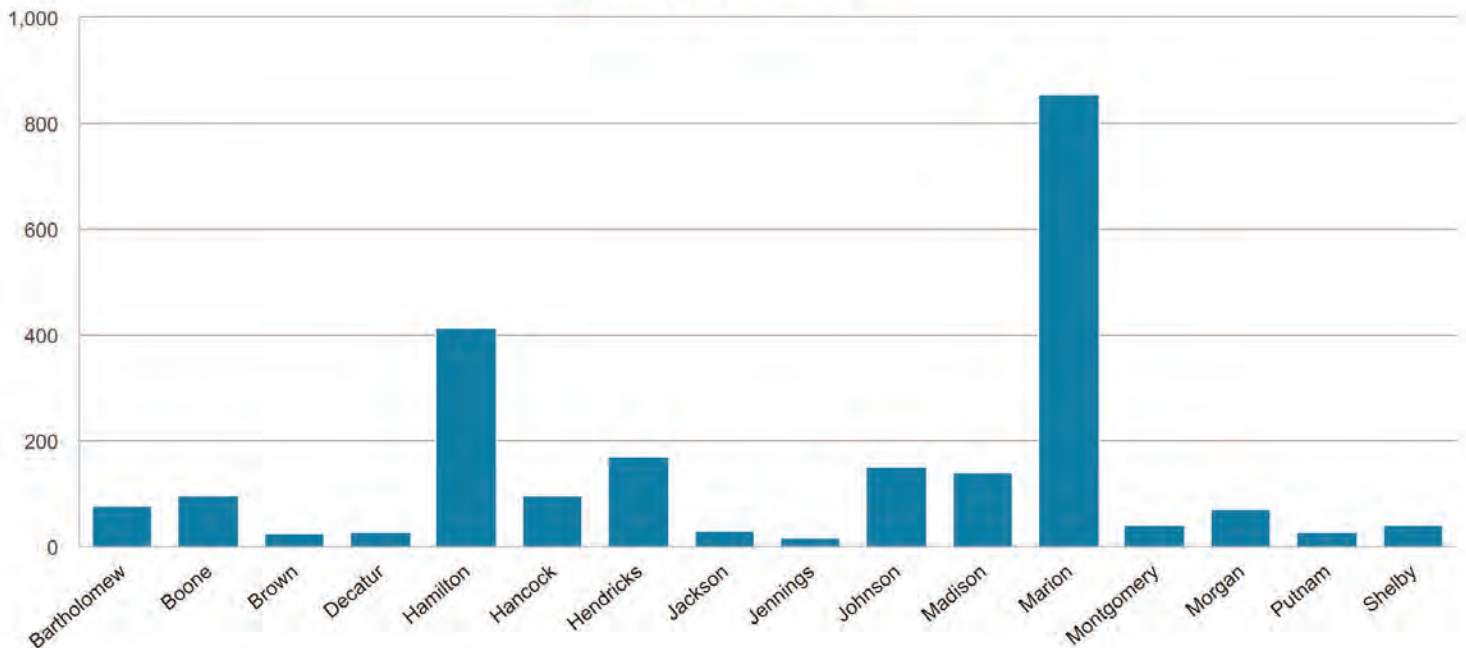
The number of properties that actually sold.

October 2023	Month over Month Change	Year over Year Change	Year to Date Change
<b>2,276</b>	⚡ <b>-9.7%</b>	⚡ <b>-18.7%</b>	⚡ <b>-18.4%</b>

## Historical Activity



## County Comparison

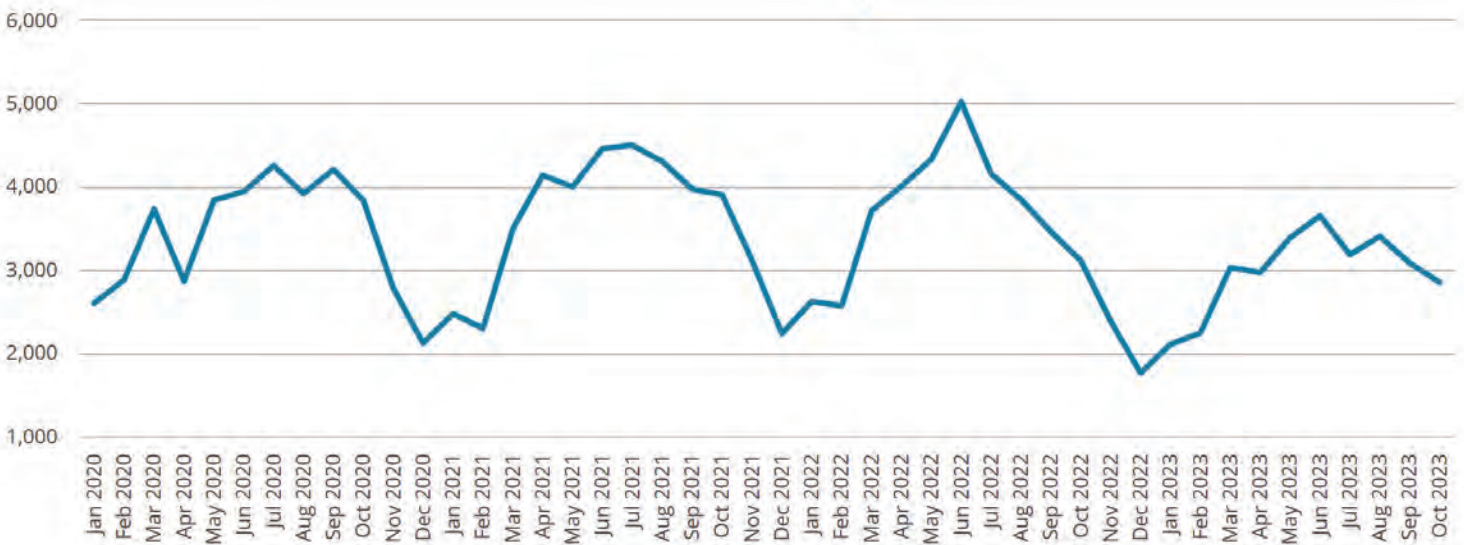


# New Listings

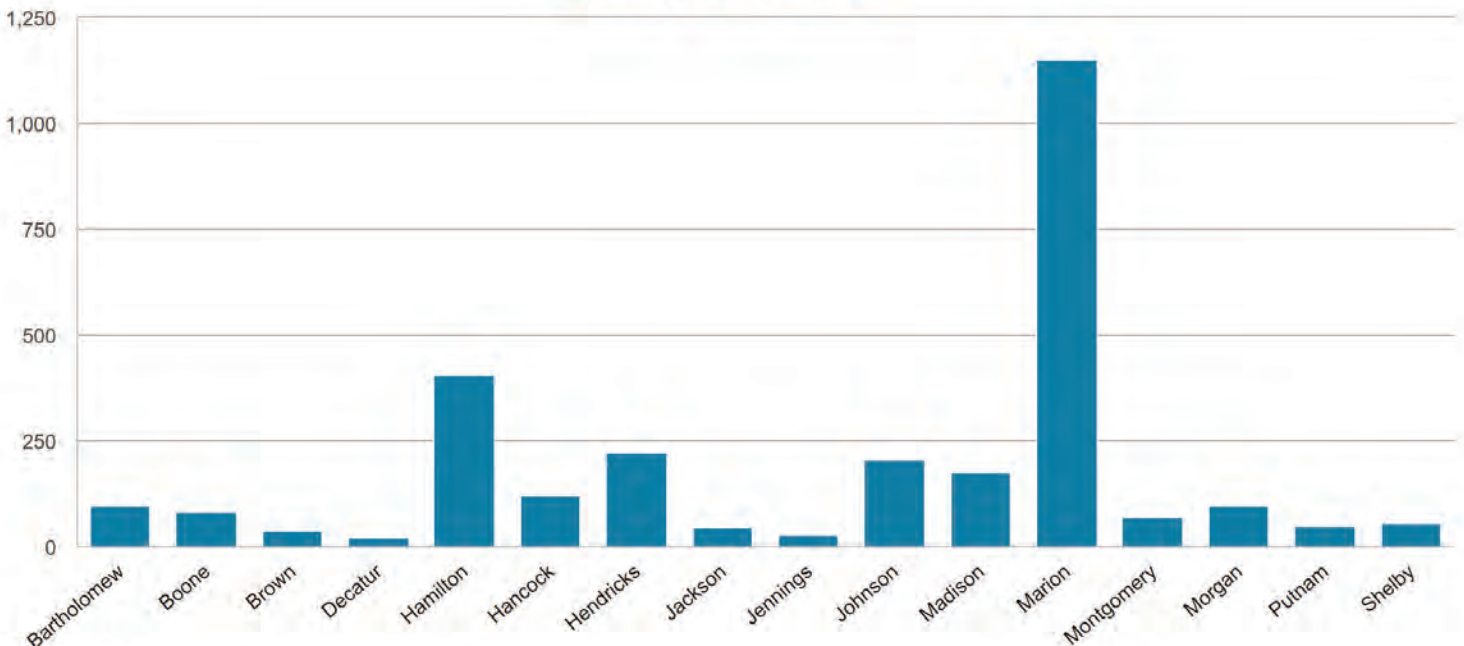
The number of properties listed regardless of current status.

October 2023	Month over Month Change	Year over Year Change	Year to Date Change
<b>2,851</b>	⚡ <b>-7.5%</b>	⚡ <b>-8.4%</b>	⚡ <b>-18.8%</b>

## Historical Activity



## County Comparison

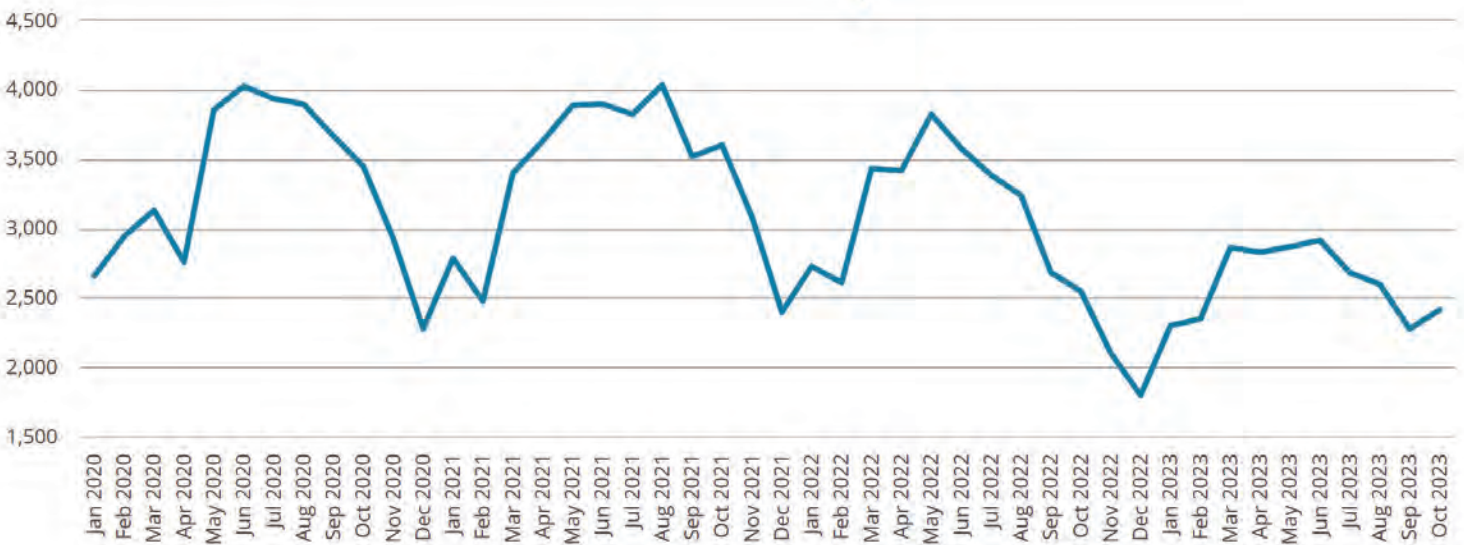


# Pending Sales

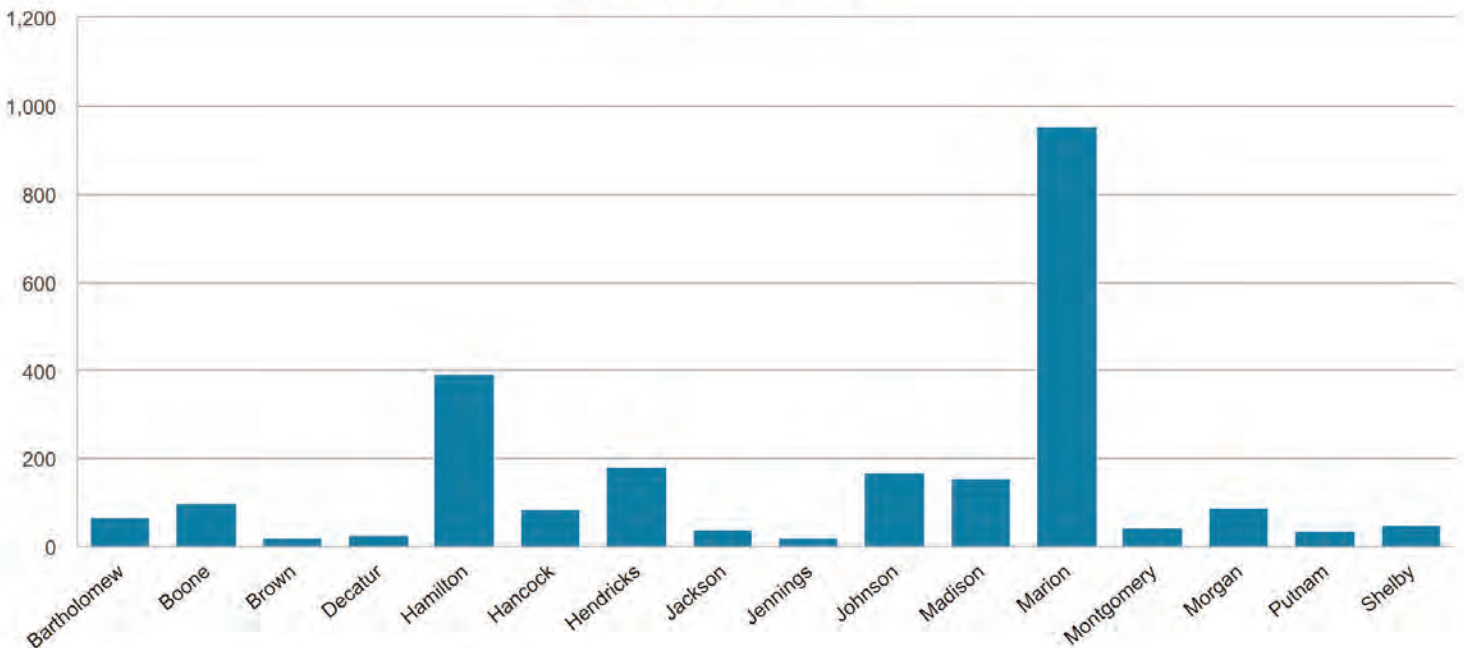
The number of properties newly under contract which are still pending or resulted in a closed sale, based on purchase contract date.

October 2023	Month over Month Change	Year over Year Change	Year to Date Change
<b>2,413</b>	<span style="color: green;">▲</span> <b>6.1%</b>	<span style="color: red;">▼</span> <b>-5.2%</b>	<span style="color: red;">▼</span> <b>-17.0%</b>

## Historical Activity



## County Comparison

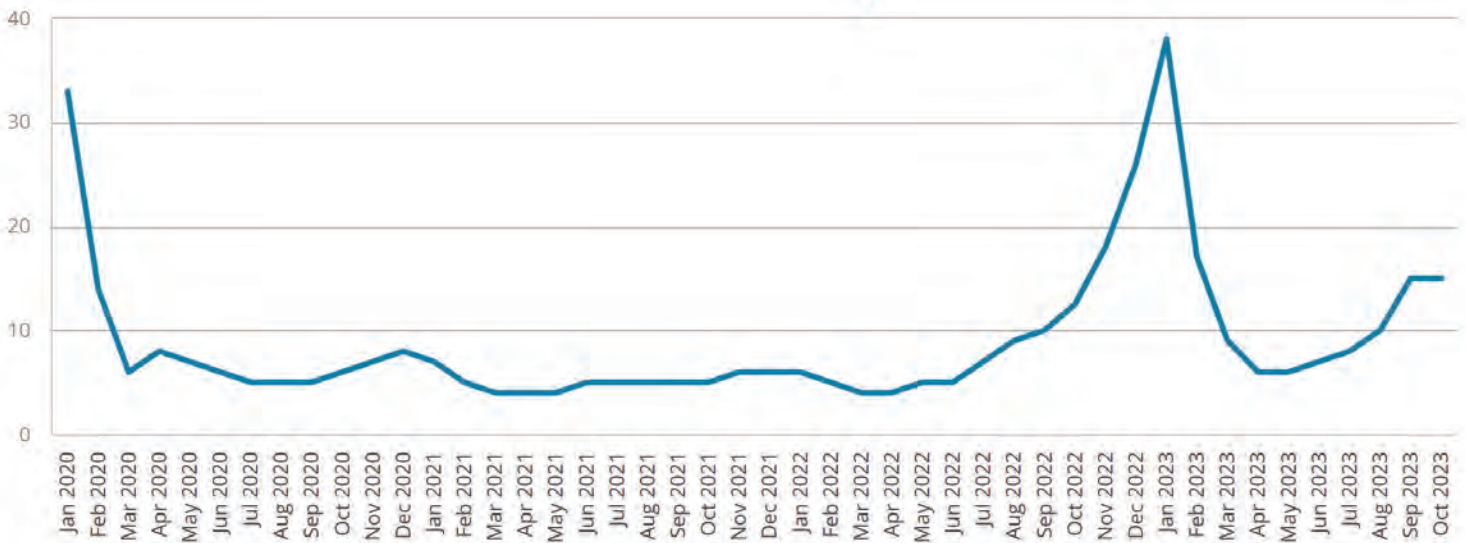


# Cumulative Days on Market

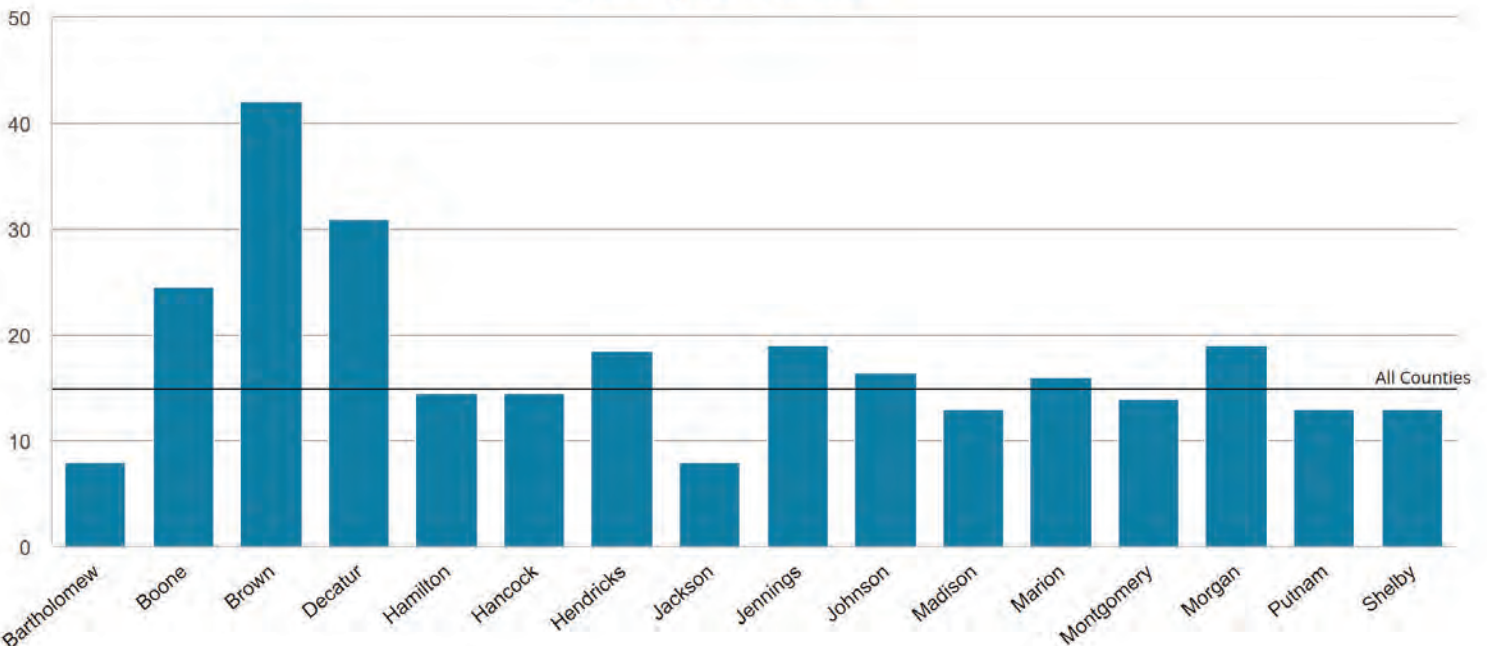
The median number of days between when a property is listed and the purchase contract date.

October 2023	Month over Month Change	Year over Year Change	Year to Date Change
<b>15</b>	<b>&gt;&gt; 0.0%</b>	<b>⬆️ 20.0%</b>	<b>⬆️ 83.3%</b>

## Historical Activity



## County Comparison

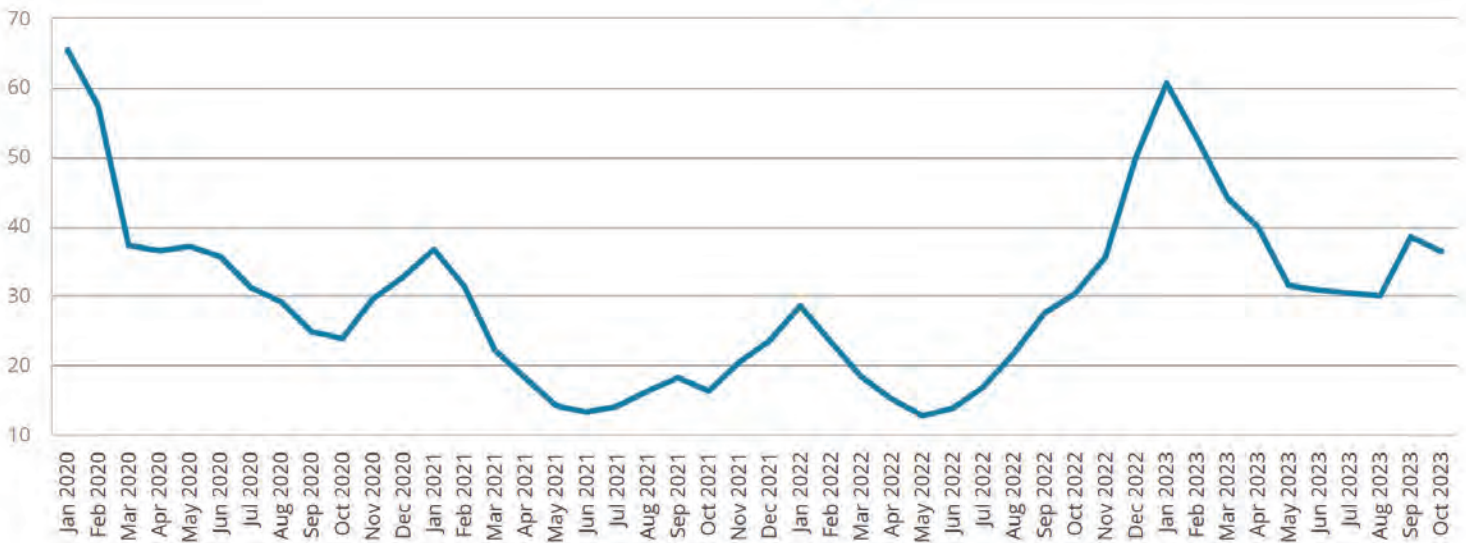


# Average Days on Market

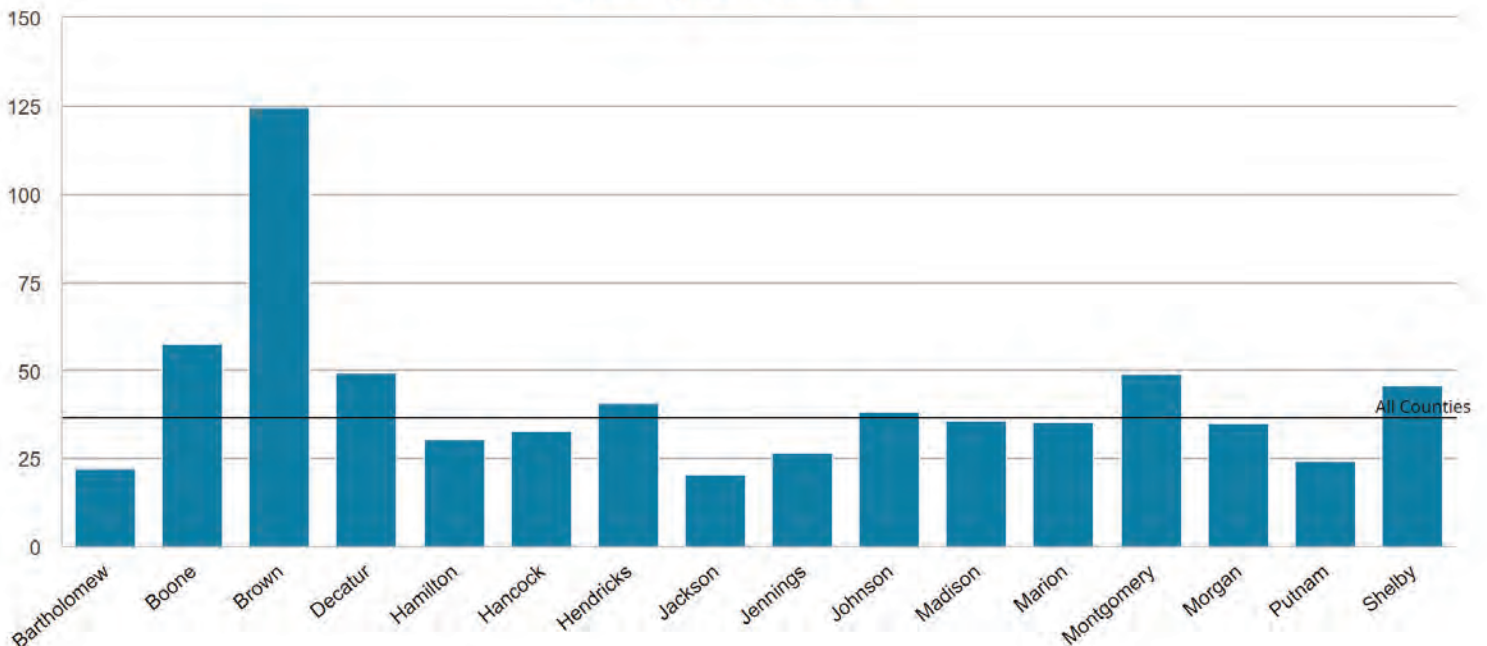
The average number of days between when a property is listed and the purchase contract date.

October 2023	Month over Month Change	Year over Year Change	Year to Date Change
<b>36</b>	<b>⬇️ -5.4%</b>	<b>⬆️ 20.1%</b>	<b>⬆️ 94.9%</b>

## Historical Activity



## County Comparison



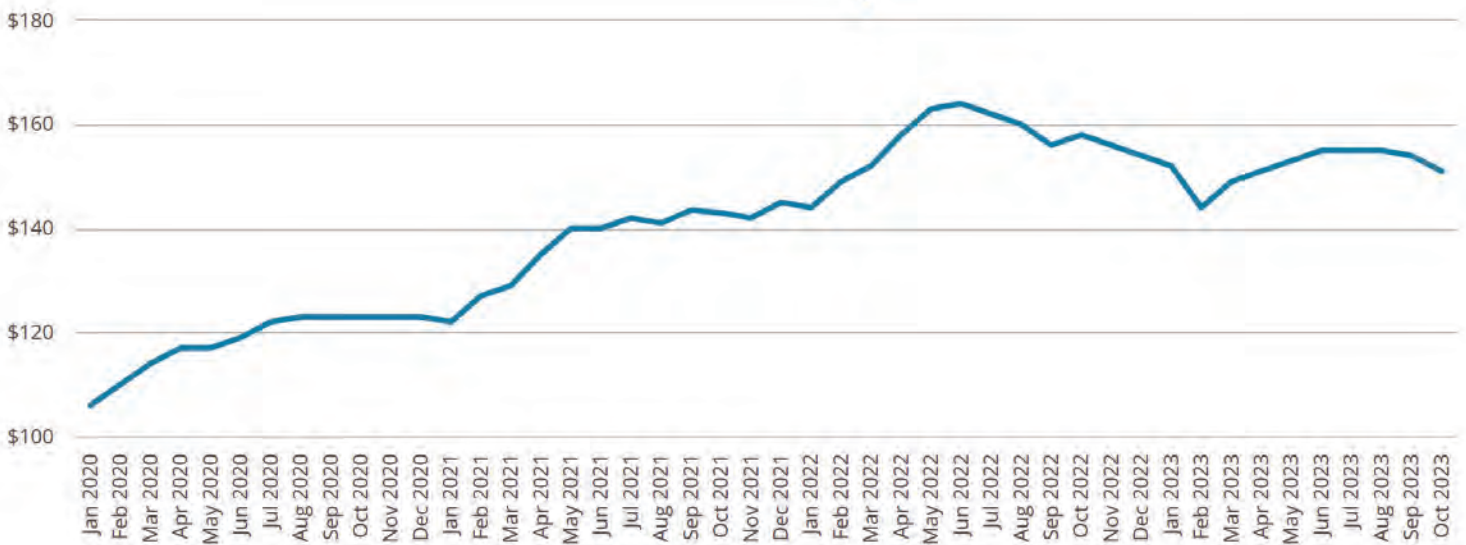


# Price per Square Foot

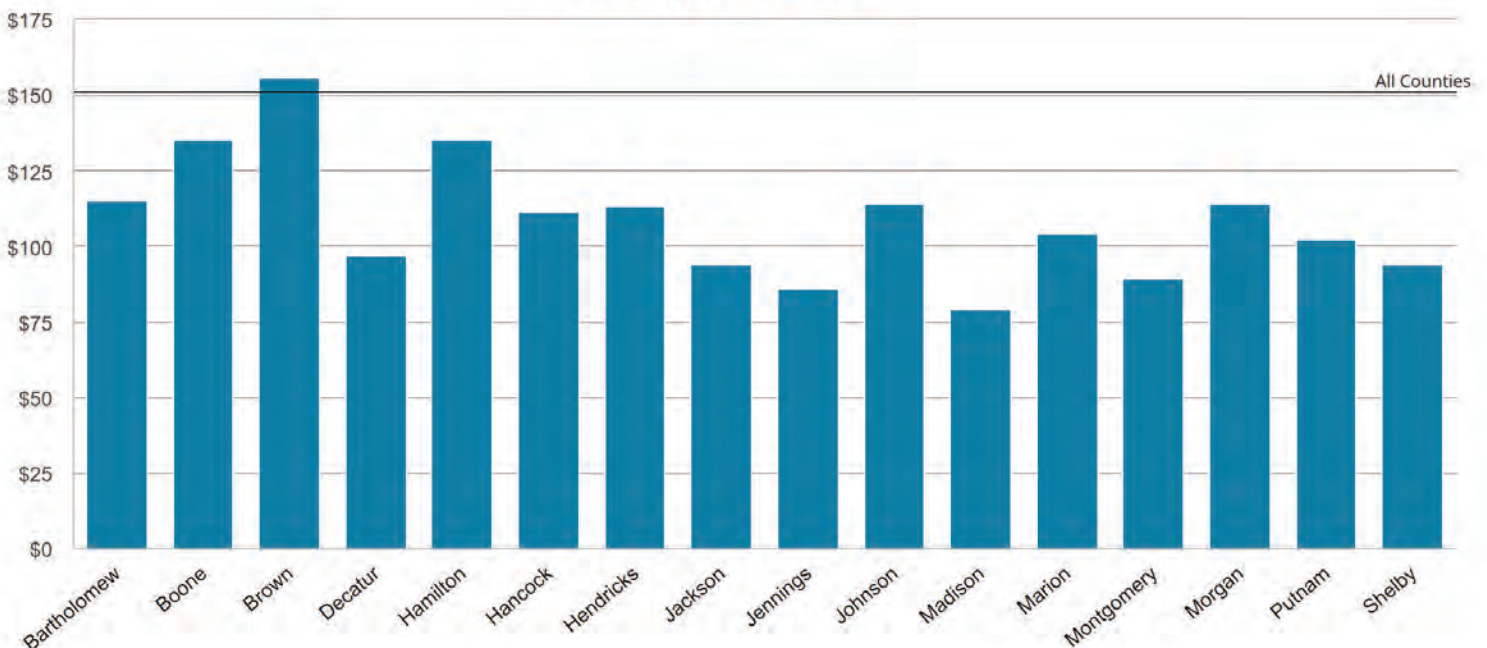
The mid-point (median) of the price per square foot of all closed listings. PPSF is calculated by dividing the sales price by the square footage of a property.

October 2023	Month over Month Change	Year over Year Change	Year to Date Change
<b>\$151</b>	⚡ <b>-1.9%</b>	⚡ <b>-4.4%</b>	⚡ <b>-3.8%</b>

## Historical Activity



## County Comparison

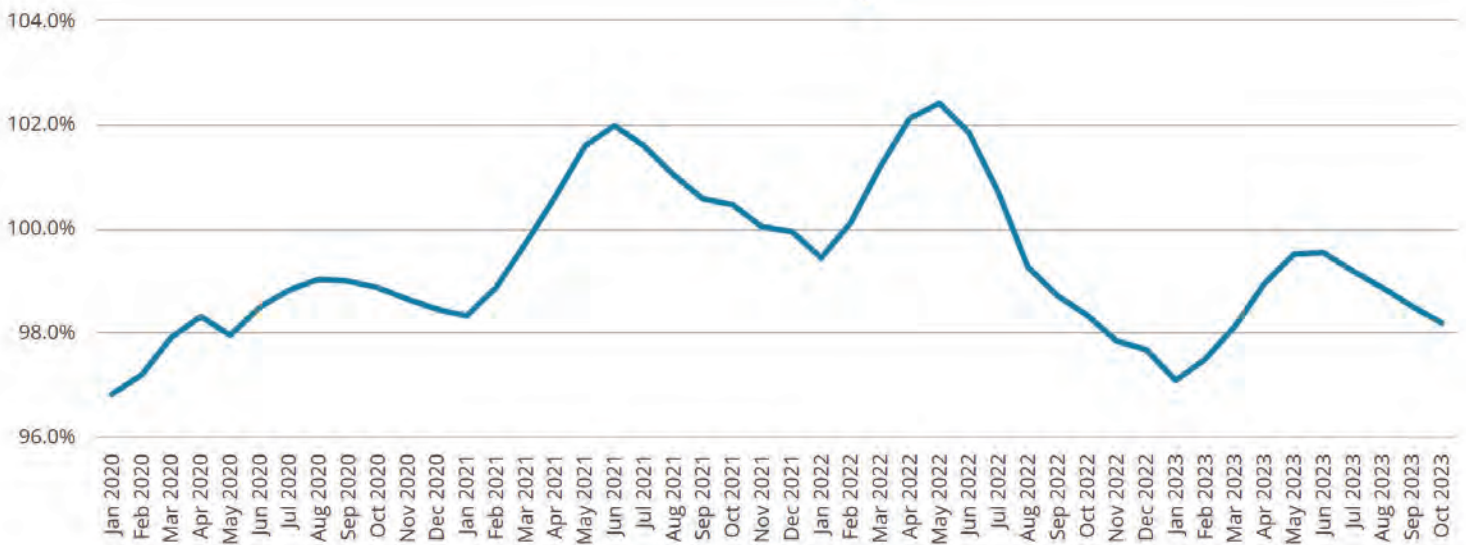


# Percent of List Received

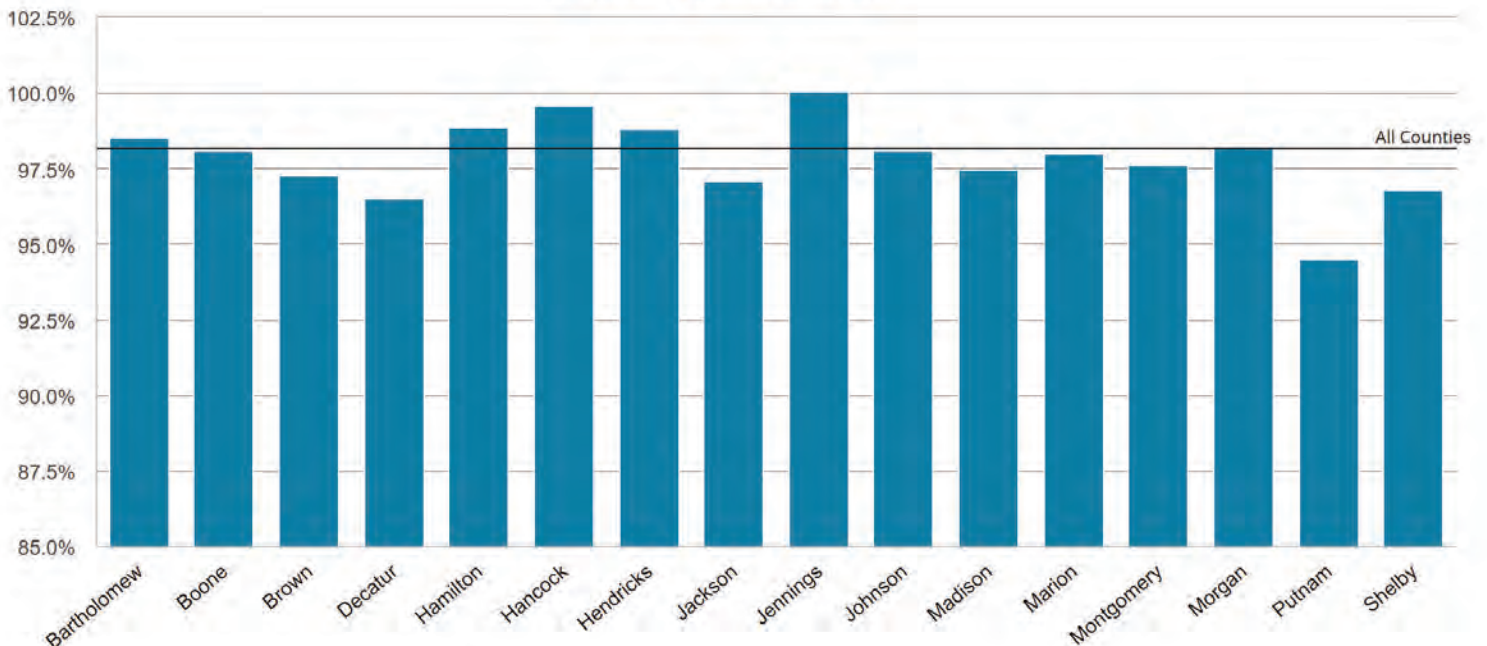
The average of the sales price divided by the final list price expressed as a percentage.

October 2023	Month over Month Change	Year over Year Change	Year to Date Change
<b>98.2%</b>	⚡ <b>-0.3%</b>	⚡ <b>-0.2%</b>	⚡ <b>-1.8%</b>

## Historical Activity



## County Comparison

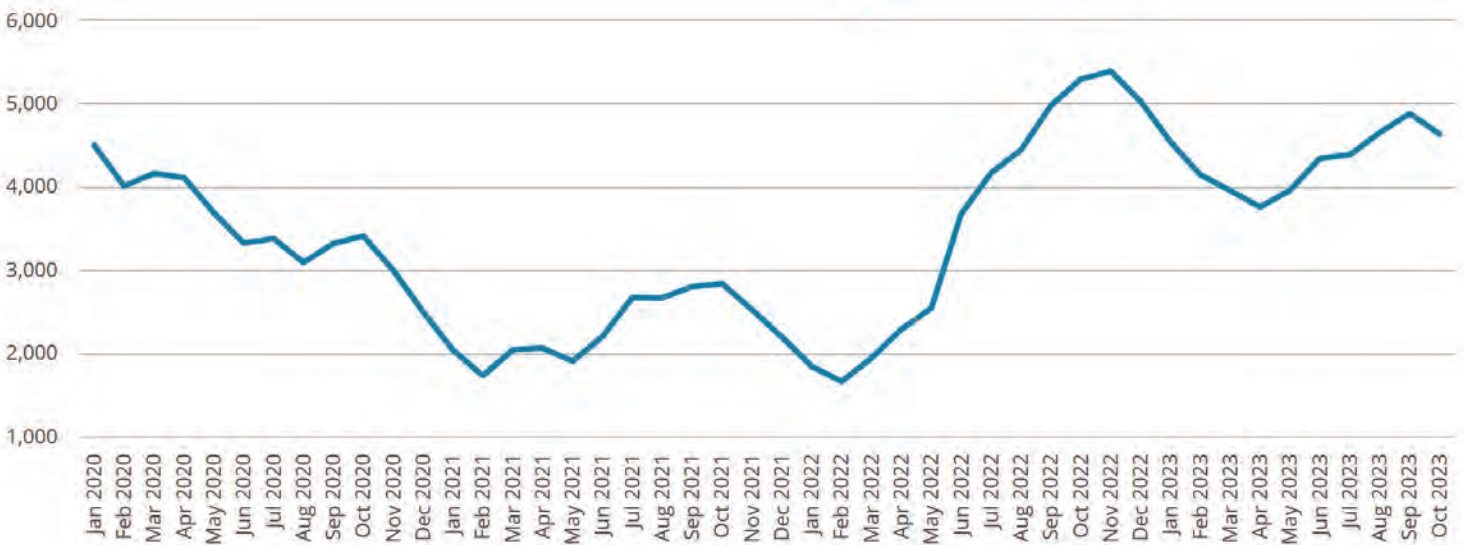


# Active Inventory

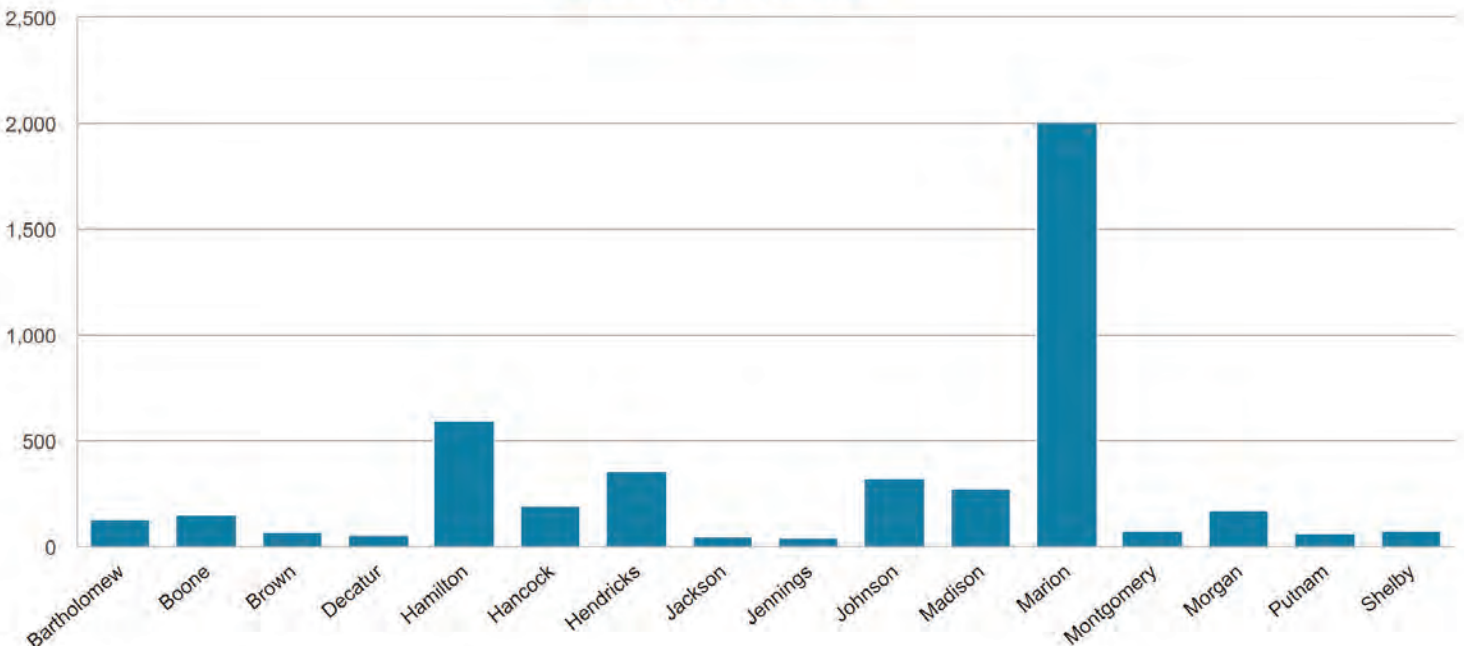
The number of properties available for sale at the end of the month, based on the list date, contract date and close date.

October 2023	Month over Month Change	Year over Year Change	Year to Date Change
<b>4,635</b>	⚡ <b>-5.0%</b>	⚡ <b>-12.4%</b>	—

## Historical Activity



## County Comparison

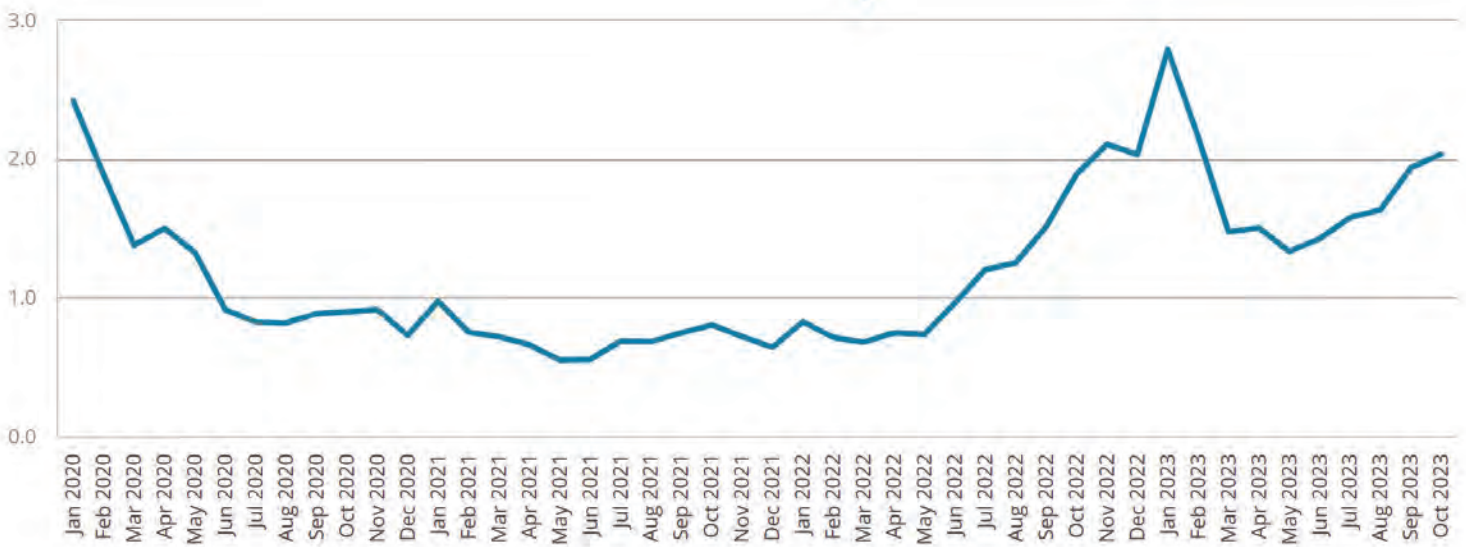


# Months Supply of Inventory

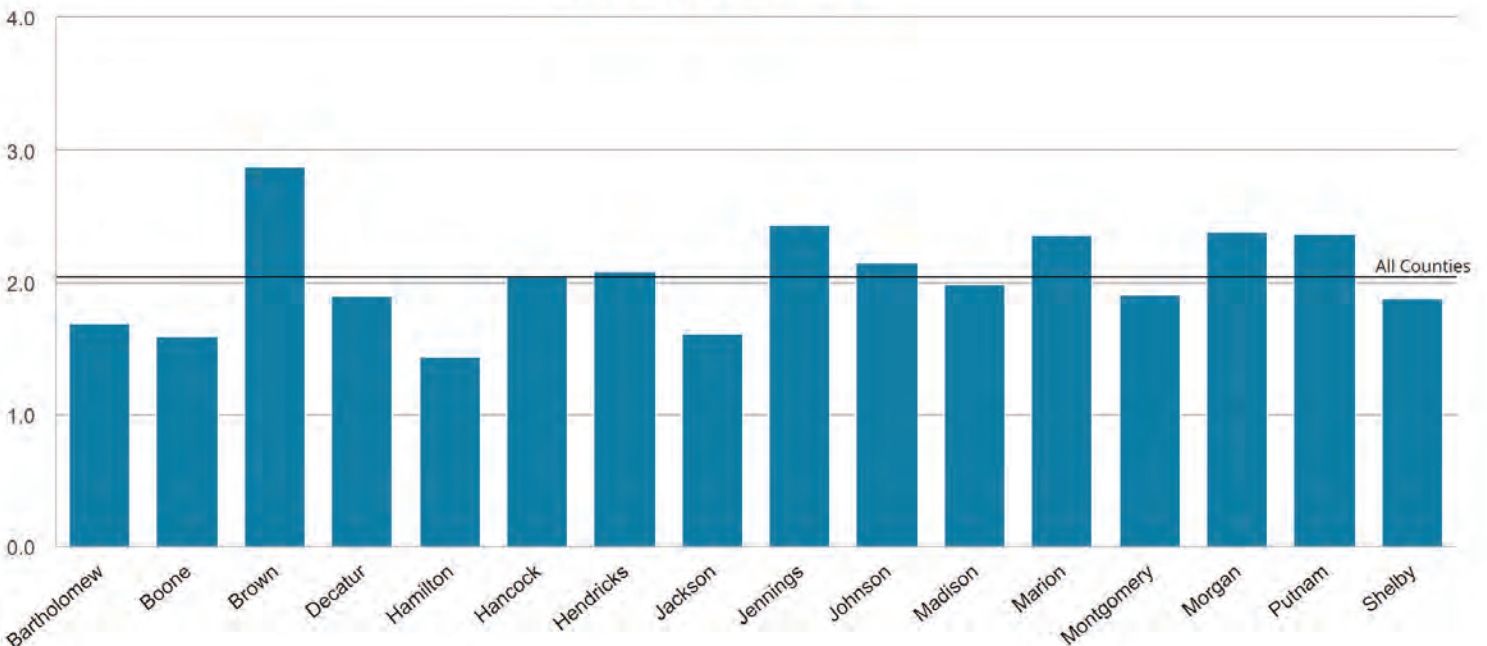
The number of months it would take to sell through the available inventory at the current monthly sales rate. NAR defines a balanced market as between 5 & 7 months of inventory.

October 2023	Month over Month Change	Year over Year Change	Year to Date Change
<b>2.0</b>	<b>⬆️ 5.1%</b>	<b>⬆️ 7.7%</b>	—

## Historical Activity



## County Comparison

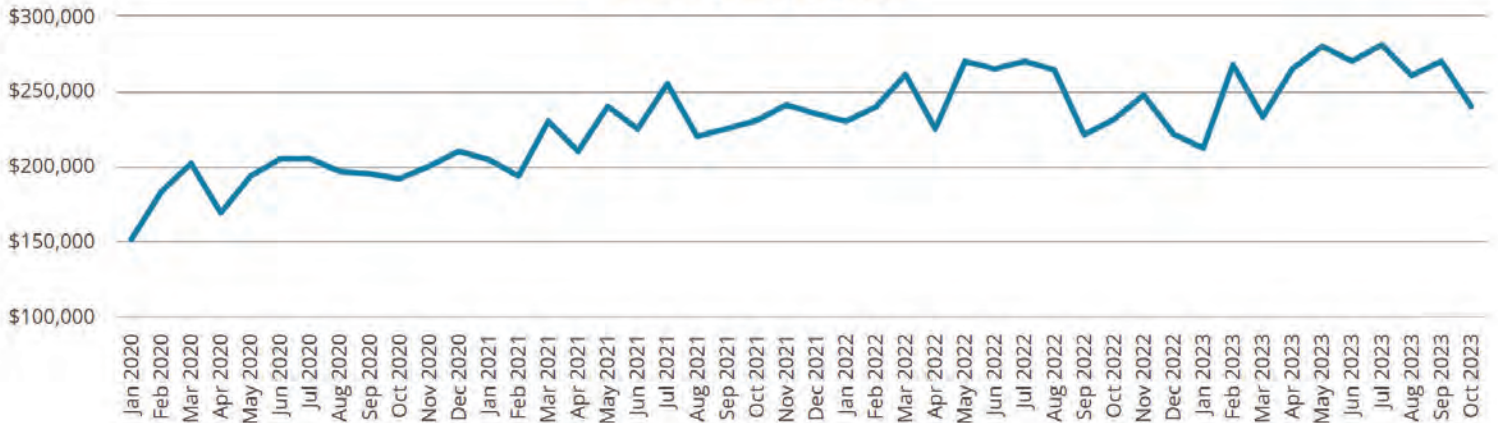


# Bartholomew County

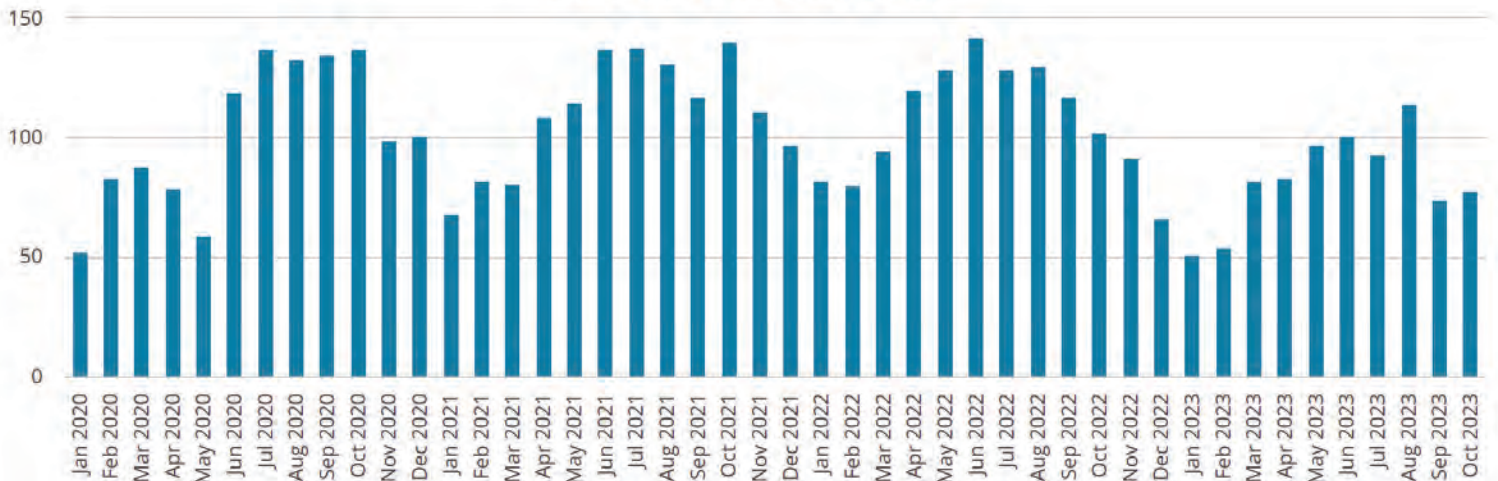
Data for Single Family Residence in Bartholomew County.

	Oct 2023	Sep 2023	MoM	Oct 2022	YoY	2023	2022	YTD
Median Sales Price	\$240,000	\$270,000	▼-11.1%	\$231,200	▲3.8%	\$259,000	\$250,000	▲3.6%
Closed Sales	78	74	▲5.4%	102	▼-23.5%	827	1,126	▼-26.6%
New Listings	97	104	▼-6.7%	104	▼-6.7%	978	1,302	▼-24.9%
Pending Sales	65	74	▼-12.2%	95	▼-31.6%	832	1,138	▼-26.9%
Median Days on Market	8	7.5	▲6.7%	11	▼-27.3%	8	6	▲33.3%
Average Days on Market	22	23	▼-4.7%	28	▼-21.2%	32	17	▲86.4%
Price per Square Foot	\$155	\$146	▲6.2%	\$148	▲4.7%	\$146	\$149	▼-2.0%
% of List Price Received	98.5%	98.9%	▼-0.4%	98.1%	▲0.4%	98.1%	99.5%	▼-1.5%
Active Inventory	132	123	▲7.3%	137	▼-3.6%	—	—	—
Months Supply of Inventory	1.7	1.7	▲1.8%	1.3	▲26.0%	—	—	—

## Median Sales Price



## Number of Closed Sales

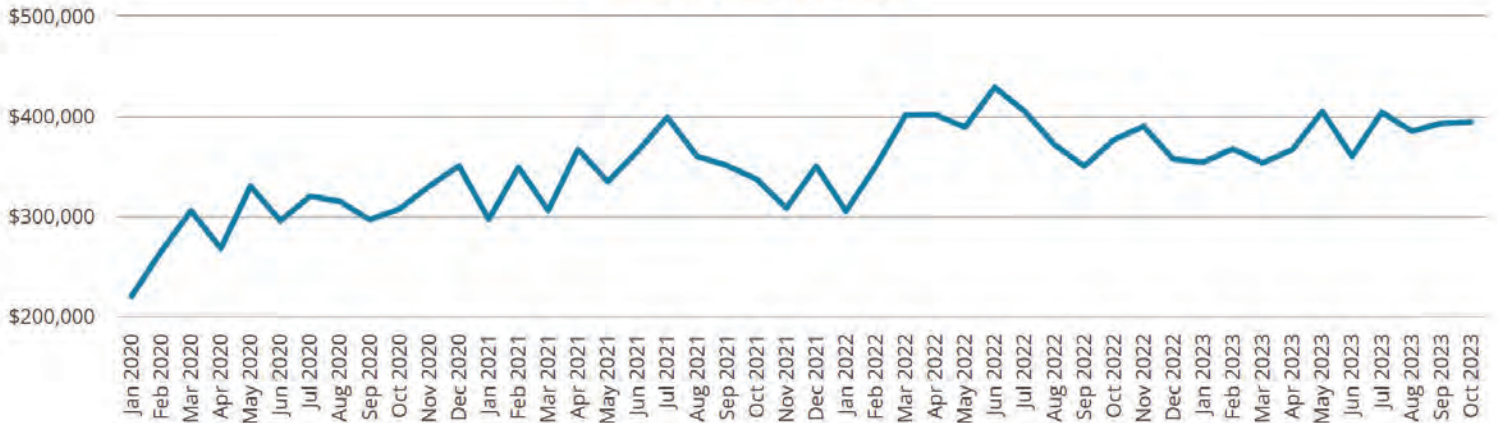


# Boone County

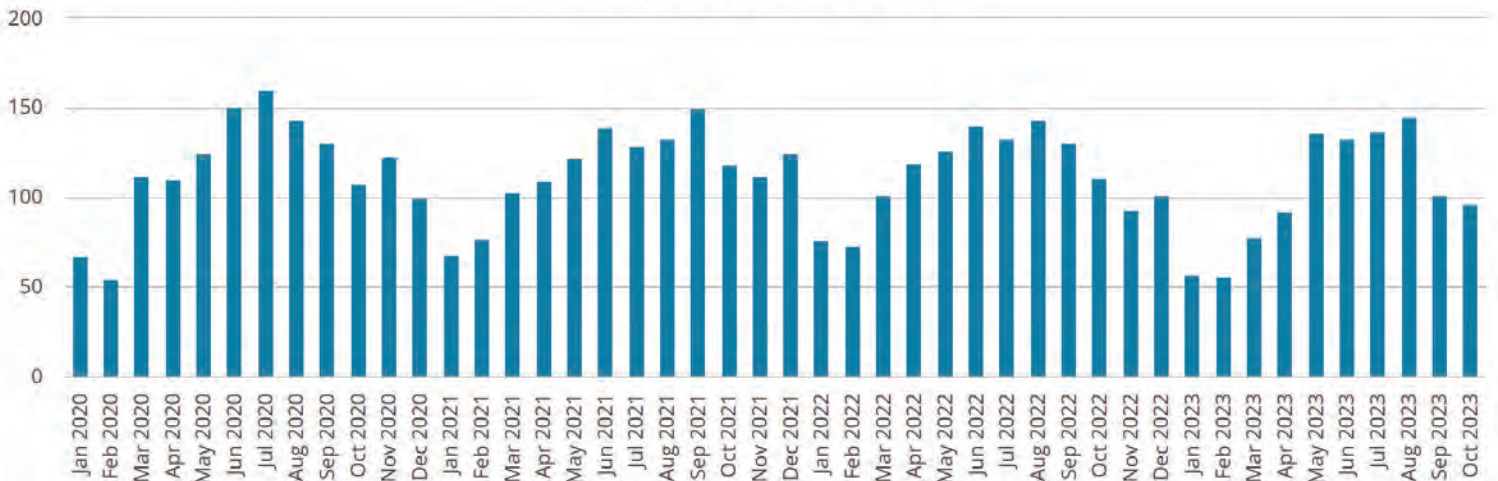
Data for Single Family Residence in Boone County.

	Oct 2023	Sep 2023	MoM	Oct 2022	YoY	2023	2022	YTD
Median Sales Price	\$394,450.5	\$392,990	▲ 0.4%	\$376,595	▲ 4.7%	\$380,000	\$377,172.5	▲ 0.7%
Closed Sales	96	101	▼ -5.0%	111	▼ -13.5%	1,031	1,152	▼ -10.5%
New Listings	82	110	▼ -25.5%	107	▼ -23.4%	1,153	1,396	▼ -17.4%
Pending Sales	99	91	▲ 8.8%	98	▲ 1.0%	1,067	1,172	▼ -9.0%
Median Days on Market	24.5	15	▲ 63.3%	12	▲ 104.2%	13	5	▲ 160.0%
Average Days on Market	58	55	▲ 4.6%	43	▲ 32.7%	51	23	▲ 124.3%
Price per Square Foot	\$162	\$164	▼ -1.2%	\$175	▼ -7.4%	\$166	\$178	▼ -6.7%
% of List Price Received	98.1%	99.0%	▼ -1.0%	99.3%	▼ -1.2%	99.0%	100.9%	▼ -1.9%
Active Inventory	153	186	▼ -17.7%	213	▼ -28.2%	—	—	—
Months Supply of Inventory	1.6	1.8	▼ -13.5%	1.9	▼ -16.9%	—	—	—

## Median Sales Price



## Number of Closed Sales

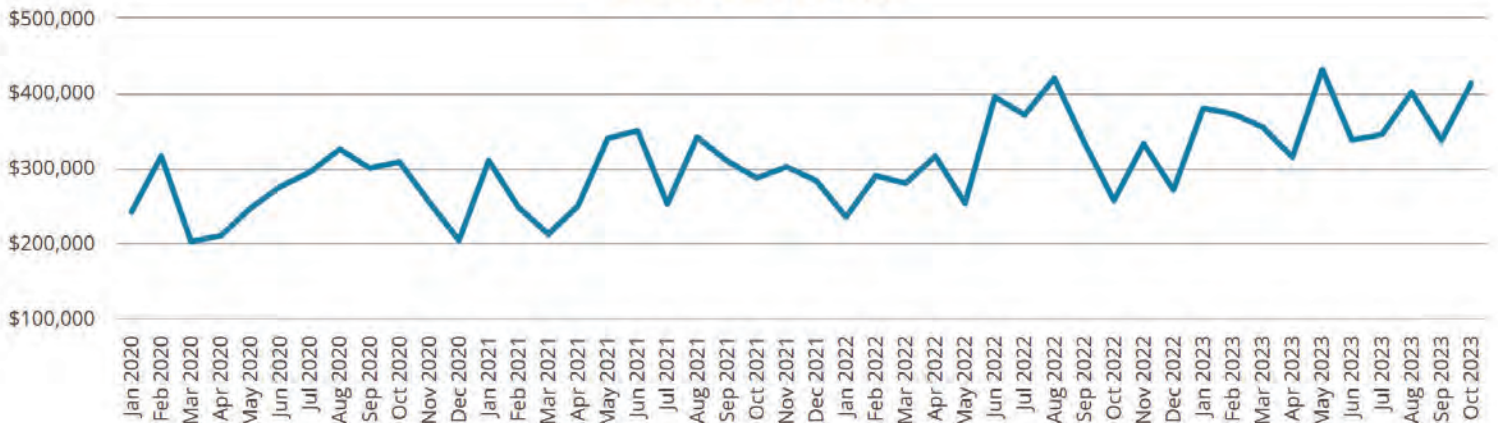


# Brown County

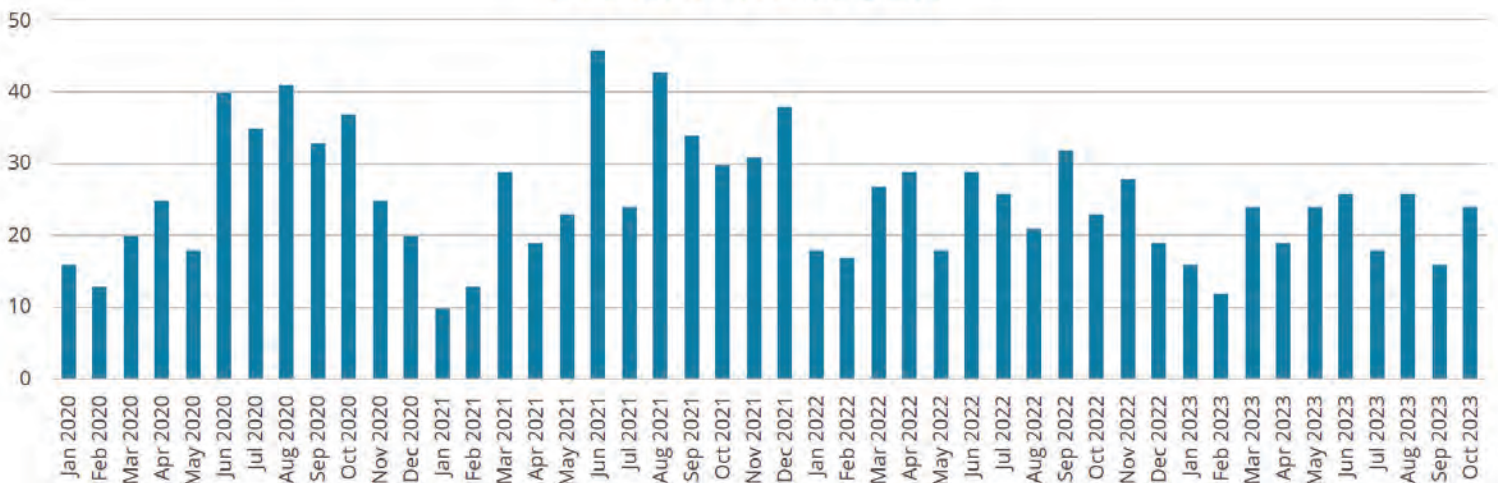
Data for Single Family Residence in Brown County.

	Oct 2023	Sep 2023	MoM	Oct 2022	YoY	2023	2022	YTD
Median Sales Price	\$413,000	\$337,250	▲ 22.5%	\$257,000	▲ 60.7%	\$377,000	\$319,500	▲ 18.0%
Closed Sales	24	16	▲ 50.0%	23	▲ 4.3%	205	240	▼ -14.6%
New Listings	37	29	▲ 27.6%	30	▲ 23.3%	282	322	▼ -12.4%
Pending Sales	18	18	▶ 0.0%	24	▼ -25.0%	209	246	▼ -15.0%
Median Days on Market	42	27.5	▲ 52.7%	11	▲ 281.8%	16	11	▲ 45.5%
Average Days on Market	125	71	▲ 75.0%	48	▲ 160.5%	62	37	▲ 69.1%
Price per Square Foot	\$215	\$170	▲ 26.8%	\$221	▼ -2.7%	\$208	\$219	▼ -5.0%
% of List Price Received	97.3%	97.1%	▲ 0.1%	94.8%	▲ 2.6%	96.2%	97.3%	▼ -1.2%
Active Inventory	69	66	▲ 4.5%	77	▼ -10.4%	—	—	—
Months Supply of Inventory	2.9	4.1	▼ -30.3%	3.3	▼ -14.1%	—	—	—

## Median Sales Price



## Number of Closed Sales

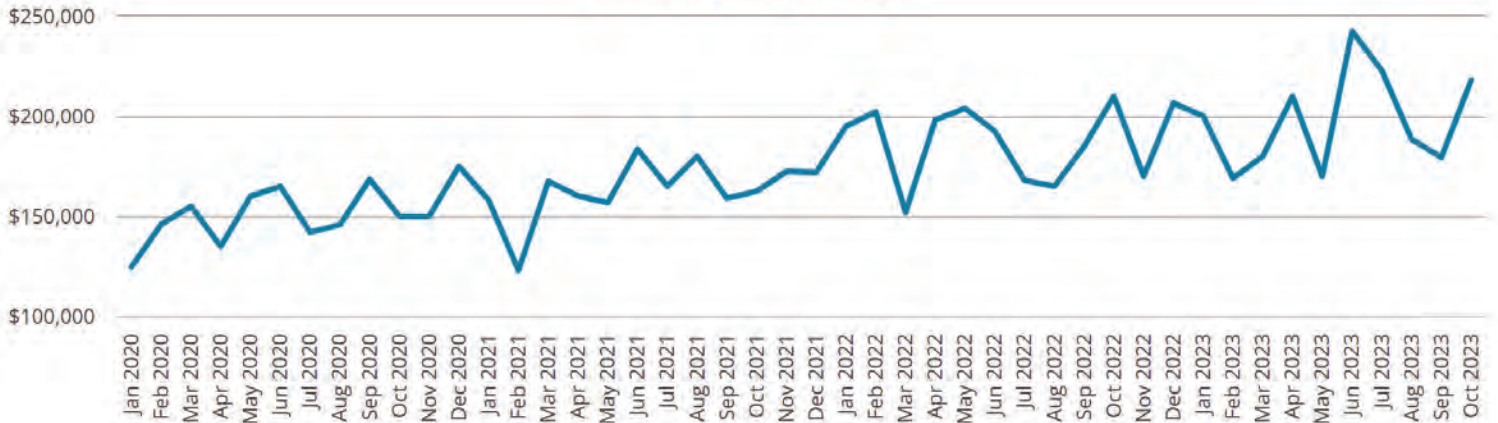


# Decatur County

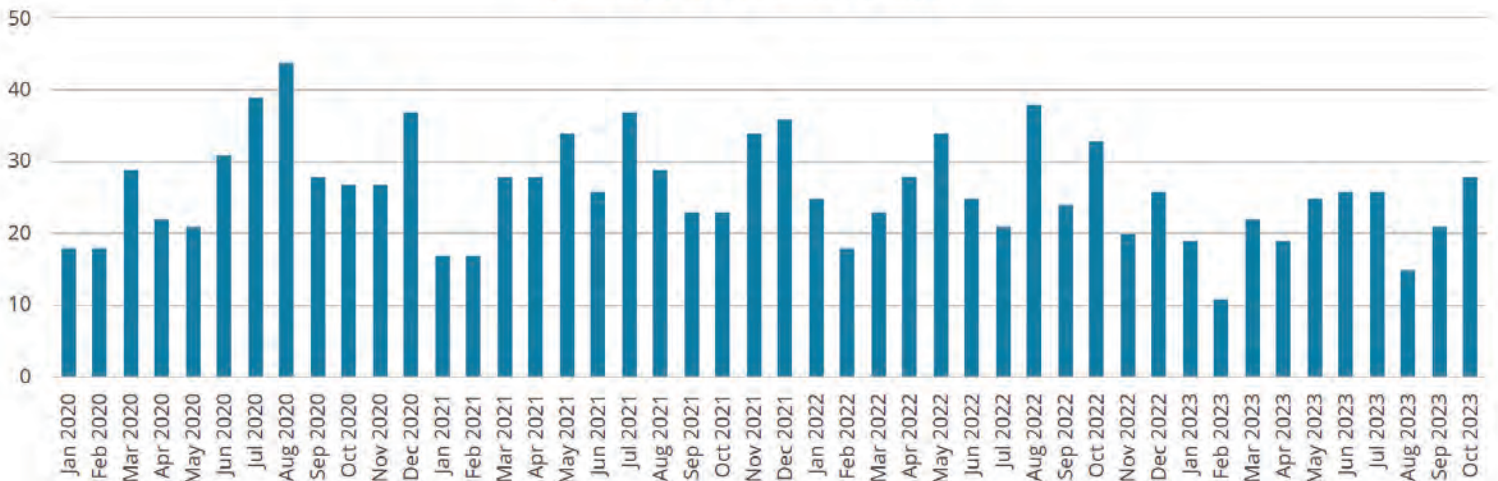
Data for Single Family Residence in Decatur County.

	Oct 2023	Sep 2023	MoM	Oct 2022	YoY	2023	2022	YTD
Median Sales Price	\$218,000	\$179,450	⬆️ 21.5%	\$210,000	⬆️ 3.8%	\$196,500	\$190,000	⬆️ 3.4%
Closed Sales	28	21	⬆️ 33.3%	33	⬆️ -15.2%	212	269	⬆️ -21.2%
New Listings	22	38	⬆️ -42.1%	23	⬆️ -4.3%	276	305	⬆️ -9.5%
Pending Sales	25	27	⬆️ -7.4%	21	⬆️ 19.0%	221	262	⬆️ -15.6%
Median Days on Market	31	15	⬆️ 106.7%	38	⬆️ -18.4%	15	12	⬆️ 25.0%
Average Days on Market	49	25	⬆️ 95.4%	59	⬆️ -16.3%	38	39	⬆️ -1.9%
Price per Square Foot	\$147	\$137	⬆️ 6.9%	\$139	⬆️ 5.4%	\$139	\$133	⬆️ 4.1%
% of List Price Received	96.5%	94.8%	⬆️ 1.8%	96.2%	⬆️ 0.3%	96.8%	97.1%	⬆️ -0.3%
Active Inventory	53	65	⬆️ -18.5%	53	⬆️ 0.0%	—	—	—
Months Supply of Inventory	1.9	3.1	⬆️ -38.8%	1.6	⬆️ 17.9%	—	—	—

## Median Sales Price



## Number of Closed Sales



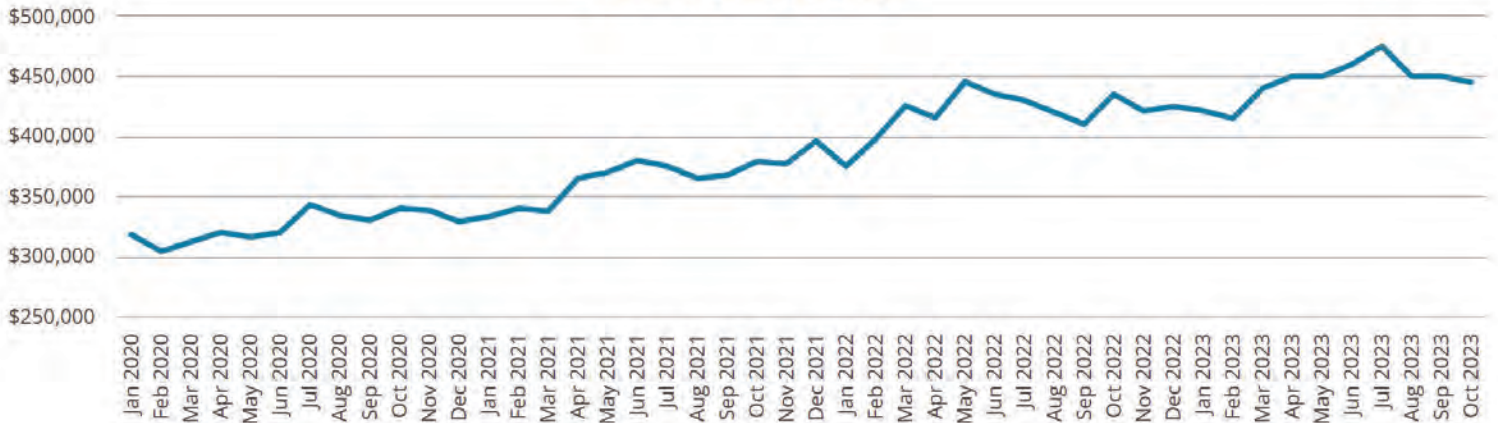


# Hamilton County

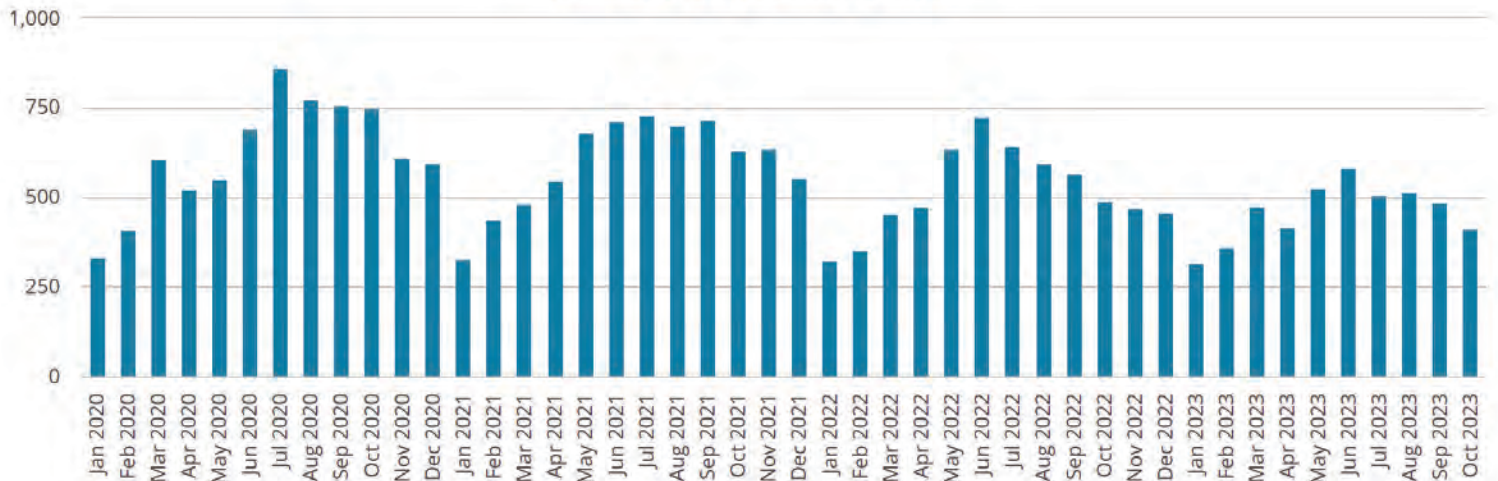
Data for Single Family Residence in Hamilton County.

	Oct 2023	Sep 2023	MoM	Oct 2022	YoY	2023	2022	YTD
Median Sales Price	\$444,997.5	\$450,000	↘ -1.1%	\$435,000	↗ 2.3%	\$449,995	\$420,545	↗ 7.0%
Closed Sales	414	484	↘ -14.5%	491	↘ -15.7%	4,594	5,263	↘ -12.7%
New Listings	403	466	↘ -13.5%	489	↘ -17.6%	5,005	6,235	↘ -19.7%
Pending Sales	386	364	↗ 6.0%	437	↘ -11.7%	4,519	5,391	↘ -16.2%
Median Days on Market	14.5	13	↗ 11.5%	9	↗ 61.1%	8	5	↗ 60.0%
Average Days on Market	30	32	↘ -5.0%	26	↗ 18.4%	31	16	↗ 96.8%
Price per Square Foot	\$173	\$176	↘ -1.7%	\$190	↘ -8.9%	\$173	\$187	↘ -7.5%
% of List Price Received	98.9%	99.3%	↘ -0.5%	99.6%	↘ -0.7%	99.6%	102.2%	↘ -2.5%
Active Inventory	593	662	↘ -10.4%	740	↘ -19.9%	—	—	—
Months Supply of Inventory	1.4	1.4	↗ 4.7%	1.5	↘ -5.0%	—	—	—

## Median Sales Price



## Number of Closed Sales

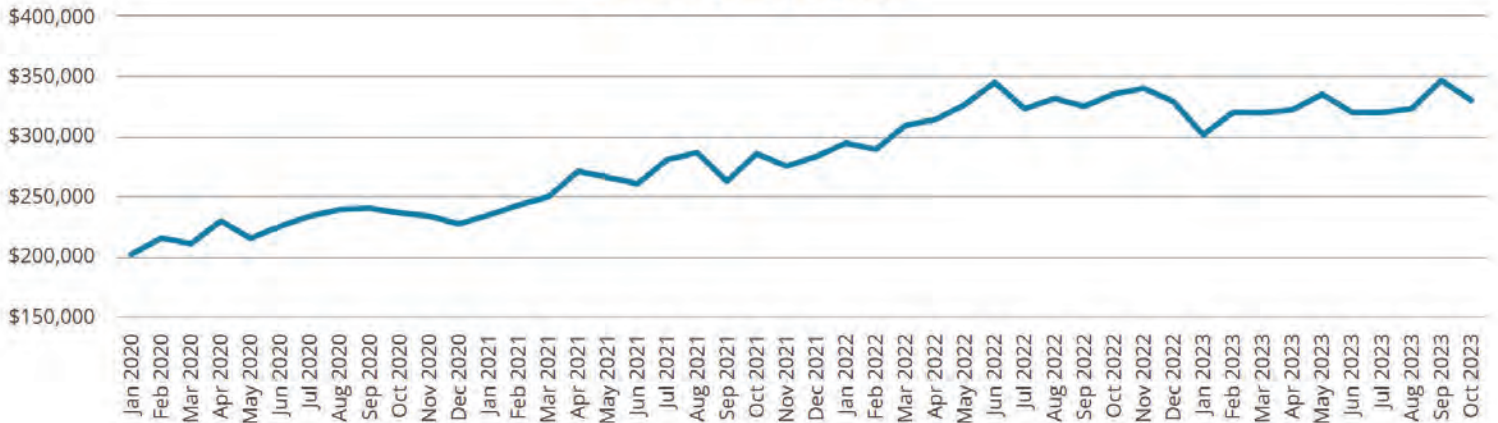


# Hancock County

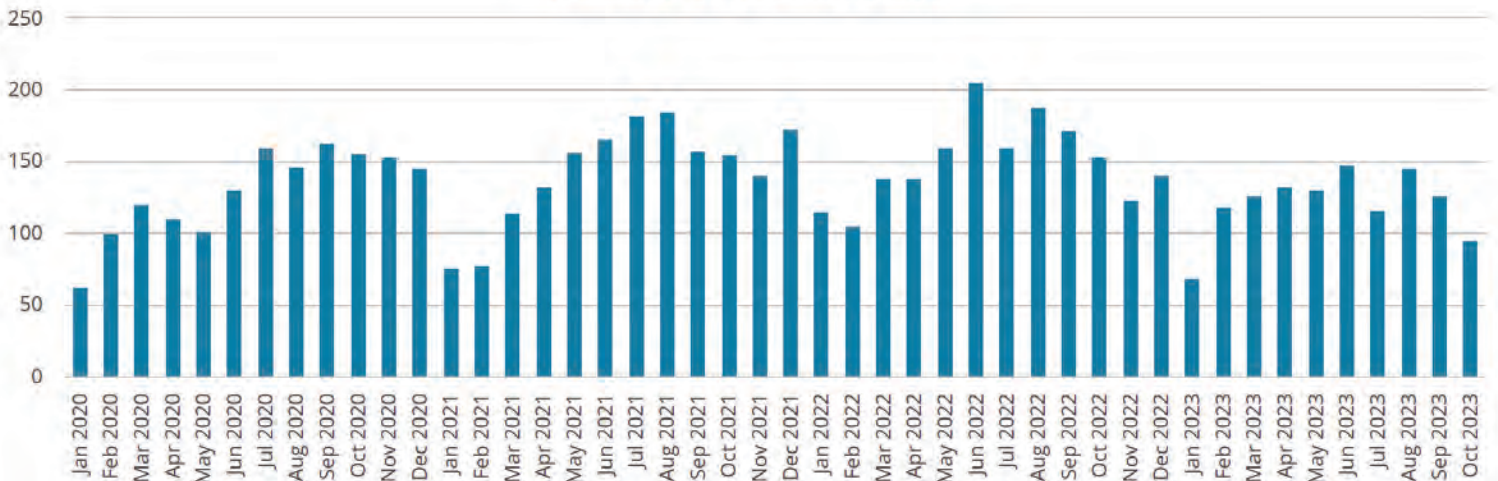
Data for Single Family Residence in Hancock County.

	Oct 2023	Sep 2023	MoM	Oct 2022	YoY	2023	2022	YTD
Median Sales Price	\$330,000	\$346,479	▼-4.8%	\$335,250	▼-1.6%	\$325,000	\$320,000	▲1.6%
Closed Sales	95	127	▼-25.2%	154	▼-38.3%	1,210	1,537	▼-21.3%
New Listings	119	116	▲2.6%	121	▼-1.7%	1,258	1,801	▼-30.1%
Pending Sales	84	100	▼-16.0%	104	▼-19.2%	1,194	1,538	▼-22.4%
Median Days on Market	14.5	15	▼-3.3%	14	▲3.6%	17	6	▲183.3%
Average Days on Market	33	48	▼-30.9%	40	▼-18.2%	56	22	▲159.5%
Price per Square Foot	\$152	\$154	▼-1.3%	\$152	▶0.0%	\$152	\$149	▲2.0%
% of List Price Received	99.6%	98.2%	▲1.4%	98.6%	▲1.0%	98.6%	100.3%	▼-1.7%
Active Inventory	194	185	▲4.9%	303	▼-36.0%	—	—	—
Months Supply of Inventory	2.0	1.5	▲40.2%	2.0	▲3.8%	—	—	—

## Median Sales Price



## Number of Closed Sales

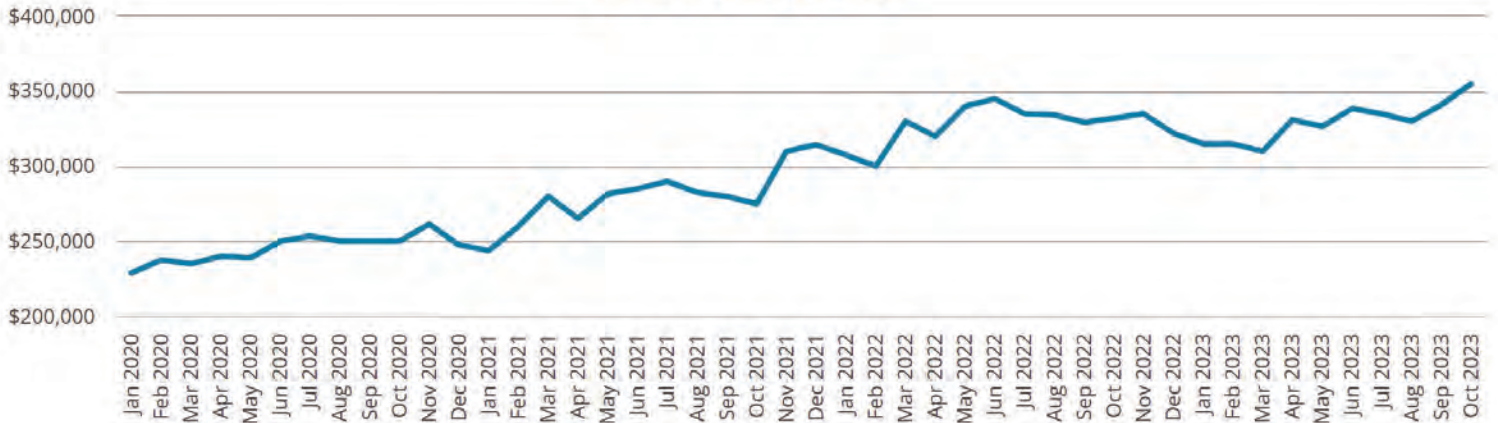


# Hendricks County

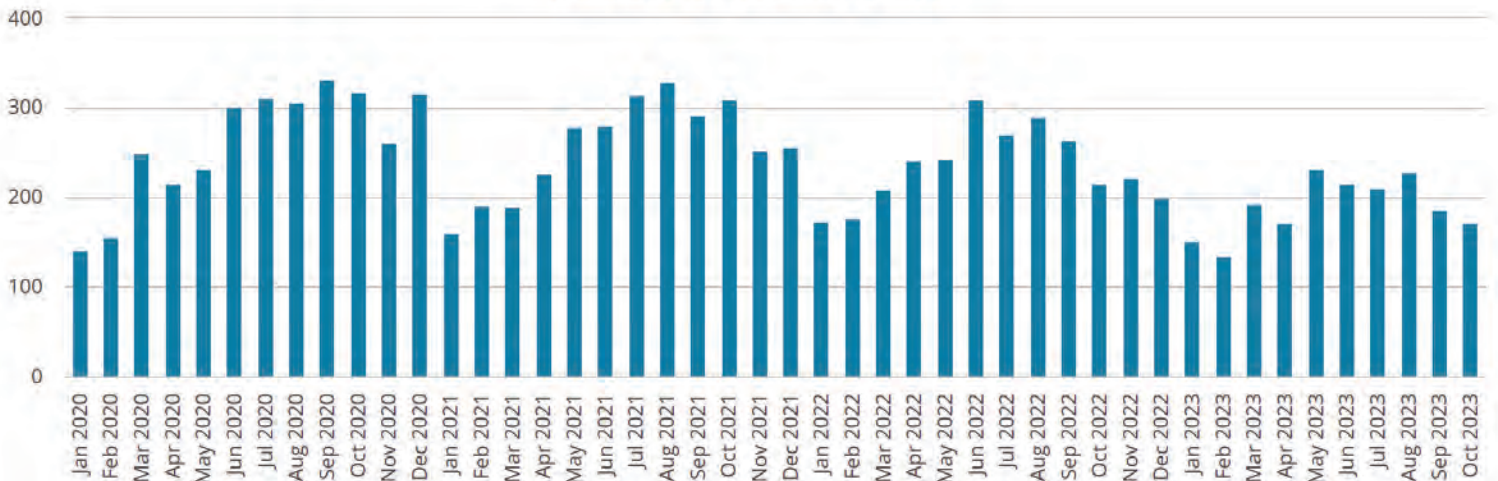
Data for Single Family Residence in Hendricks County.

	Oct 2023	Sep 2023	MoM	Oct 2022	YoY	2023	2022	YTD
Median Sales Price	\$355,000	\$341,000	▲ 4.1%	\$332,000	▲ 6.9%	\$330,000	\$329,000	▲ 0.3%
Closed Sales	171	186	▼ -8.1%	215	▼ -20.5%	1,895	2,390	▼ -20.7%
New Listings	221	227	▼ -2.6%	212	▲ 4.2%	2,225	2,733	▼ -18.6%
Pending Sales	179	188	▼ -4.8%	210	▼ -14.8%	1,922	2,412	▼ -20.3%
Median Days on Market	18.5	16	▲ 15.6%	16.5	▲ 12.1%	10	5	▲ 100.0%
Average Days on Market	41	35	▲ 16.8%	35	▲ 17.1%	36	20	▲ 82.1%
Price per Square Foot	\$160	\$159	▲ 0.6%	\$165	▼ -3.3%	\$159	\$162	▼ -1.9%
% of List Price Received	98.8%	98.7%	▲ 0.2%	99.1%	▼ -0.3%	99.0%	101.2%	▼ -2.2%
Active Inventory	356	364	▼ -2.2%	334	▲ 6.6%	—	—	—
Months Supply of Inventory	2.1	2.0	▲ 6.4%	1.6	▲ 34.0%	—	—	—

## Median Sales Price



## Number of Closed Sales

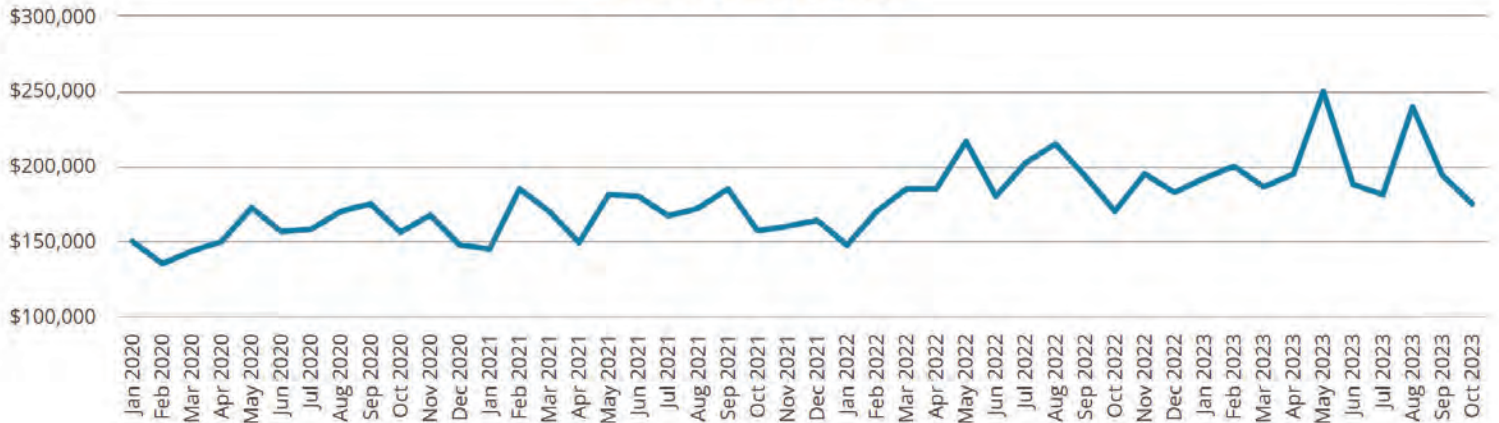


# Jackson County

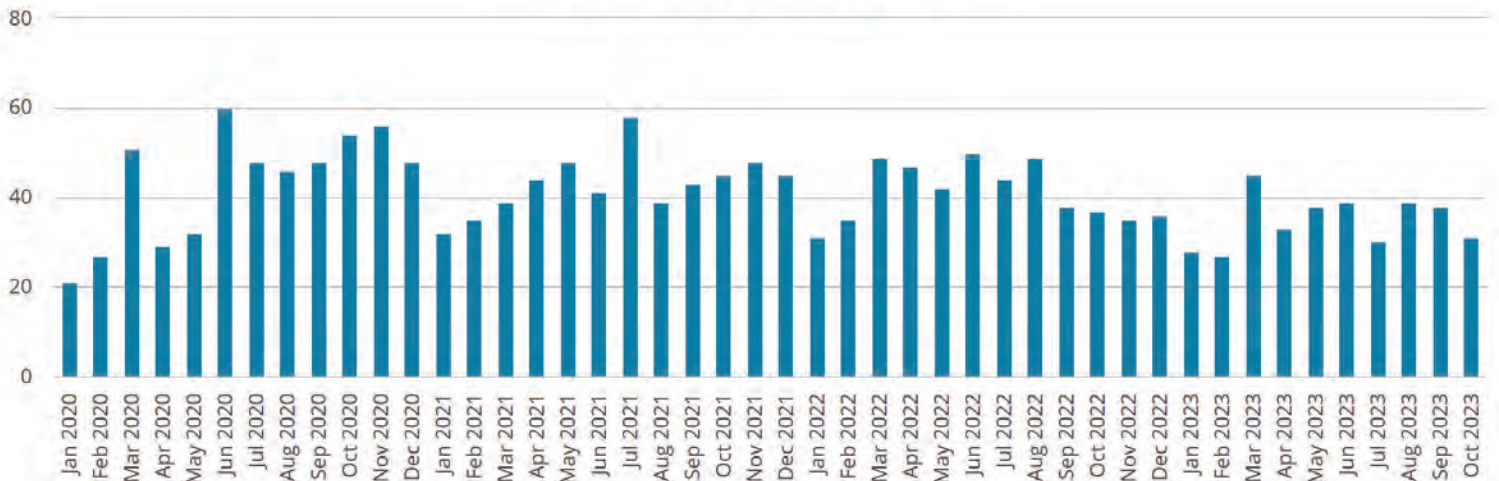
Data for Single Family Residence in Jackson County.

	Oct 2023	Sep 2023	MoM	Oct 2022	YoY	2023	2022	YTD
Median Sales Price	\$175,000	\$194,000	↘ -9.8%	\$170,000	↗ 2.9%	\$200,000	\$189,250	↗ 5.7%
Closed Sales	31	38	↘ -18.4%	37	↘ -16.2%	348	422	↘ -17.5%
New Listings	45	38	↗ 18.4%	46	↘ -2.2%	378	488	↘ -22.5%
Pending Sales	39	23	↗ 69.6%	30	↗ 30.0%	358	420	↘ -14.8%
Median Days on Market	8	13	↘ -38.5%	12	↘ -33.3%	9	7	↗ 28.6%
Average Days on Market	20	44	↘ -53.7%	31	↘ -33.5%	31	24	↗ 27.1%
Price per Square Foot	\$123	\$129	↘ -4.7%	\$123	↔ 0.0%	\$135	\$133	↗ 1.9%
% of List Price Received	97.1%	96.9%	↗ 0.1%	96.1%	↗ 1.0%	98.3%	98.2%	↗ 0.1%
Active Inventory	50	48	↗ 4.2%	74	↘ -32.4%	—	—	—
Months Supply of Inventory	1.6	1.3	↗ 27.7%	2.0	↘ -19.4%	—	—	—

## Median Sales Price



## Number of Closed Sales

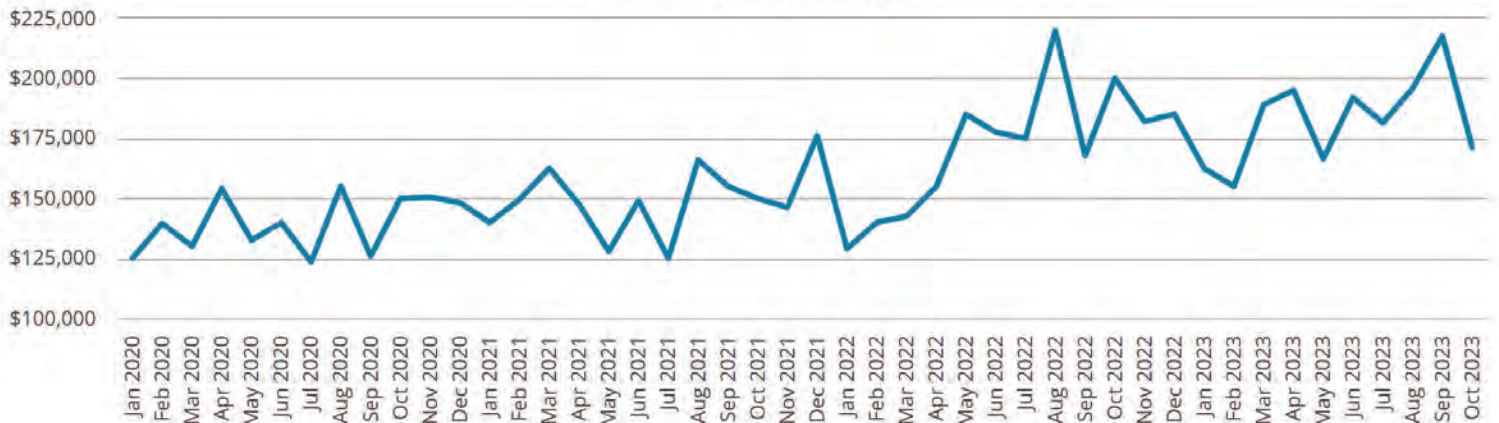


# Jennings County

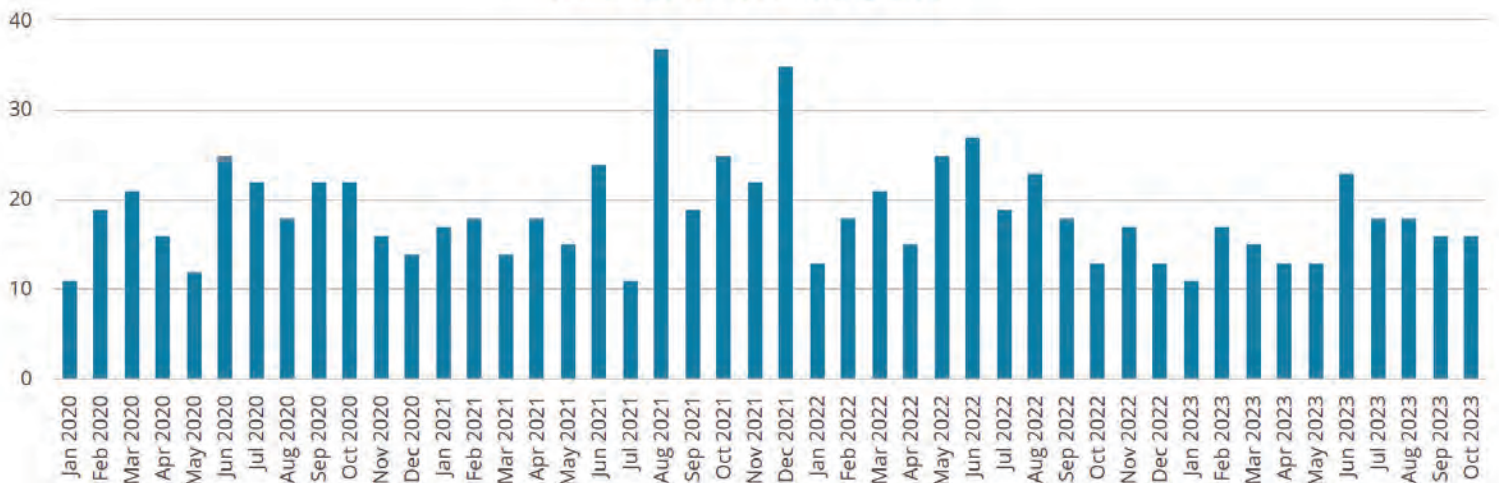
Data for Single Family Residence in Jennings County.

	Oct 2023	Sep 2023	MoM	Oct 2022	YoY	2023	2022	YTD
Median Sales Price	\$171,450	\$217,500	▼ -21.2%	\$200,000	▼ -14.3%	\$185,000	\$175,000	▲ 5.7%
Closed Sales	16	16	▶ 0.0%	13	▲ 23.1%	160	192	▼ -16.7%
New Listings	28	26	▲ 7.7%	22	▲ 27.3%	209	229	▼ -8.7%
Pending Sales	20	18	▲ 11.1%	18	▲ 11.1%	172	198	▼ -13.1%
Median Days on Market	19	12.5	▲ 52.0%	18.5	▲ 2.7%	8	9	▼ -5.9%
Average Days on Market	27	26	▲ 4.4%	46	▼ -42.1%	31	31	▲ 1.1%
Price per Square Foot	\$135	\$133	▲ 1.5%	\$144	▼ -6.3%	\$127	\$126	▲ 0.4%
% of List Price Received	100.0%	100.2%	▼ -0.1%	94.2%	▲ 6.2%	97.1%	96.6%	▲ 0.5%
Active Inventory	39	36	▲ 8.3%	31	▲ 25.8%	—	—	—
Months Supply of Inventory	2.4	2.2	▲ 8.3%	2.4	▲ 2.2%	—	—	—

## Median Sales Price



## Number of Closed Sales

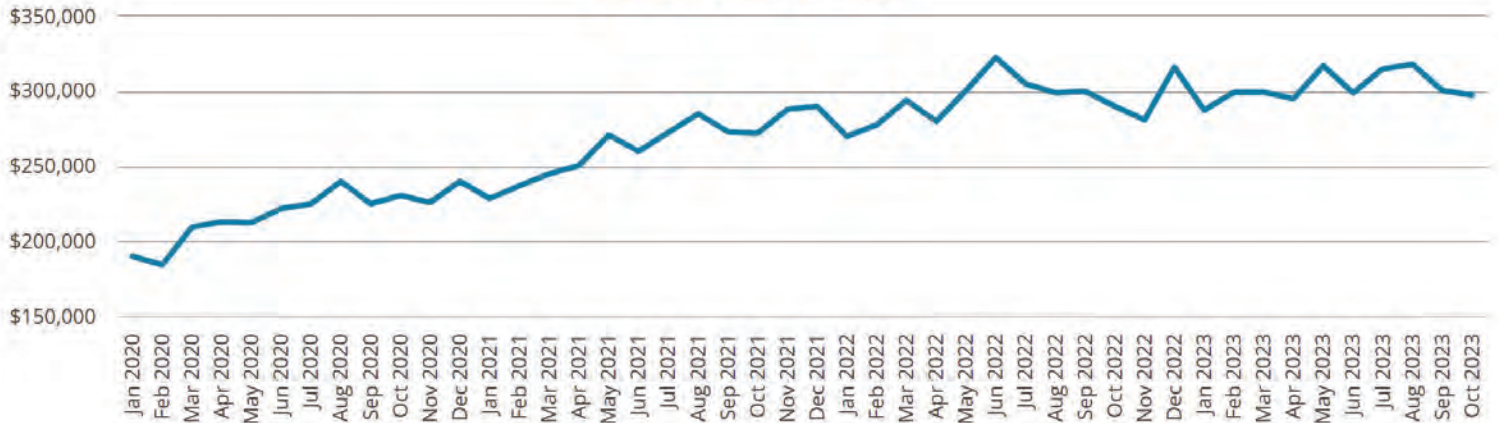


# Johnson County

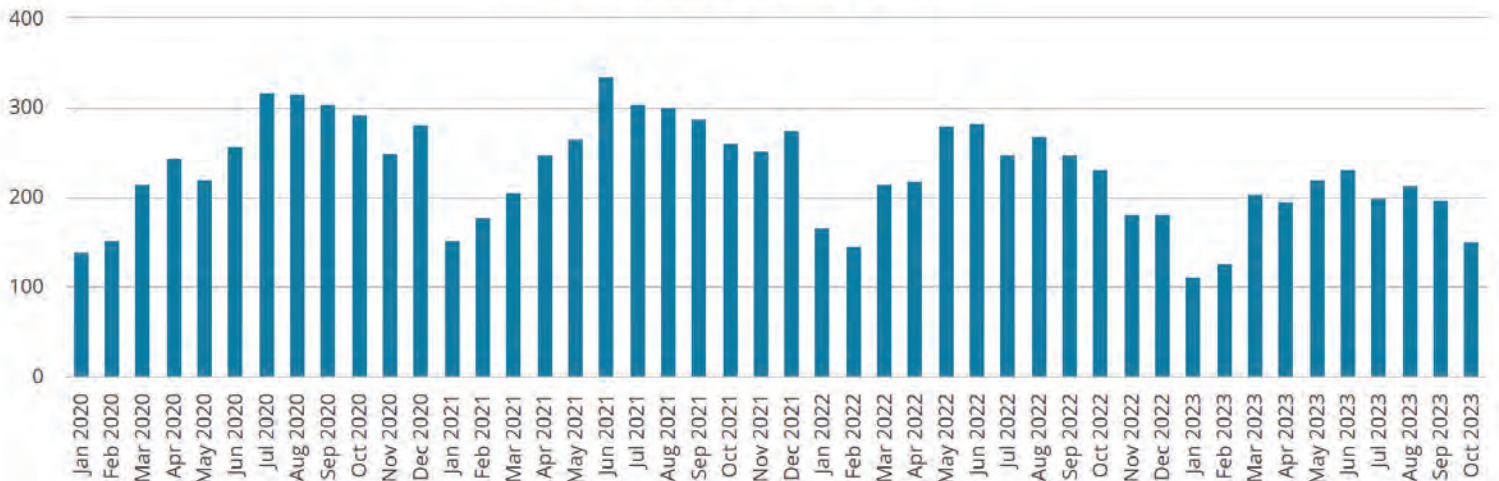
Data for Single Family Residence in Johnson County.

	Oct 2023	Sep 2023	MoM	Oct 2022	YoY	2023	2022	YTD
Median Sales Price	\$297,500	\$300,500	↘ -1.0%	\$290,000	↗ 2.6%	\$301,000	\$296,000	↗ 1.7%
Closed Sales	150	198	↘ -24.2%	231	↘ -35.1%	1,850	2,305	↘ -19.7%
New Listings	207	220	↘ -5.9%	206	↗ 0.5%	2,181	2,690	↘ -18.9%
Pending Sales	165	160	↗ 3.1%	186	↘ -11.3%	1,897	2,300	↘ -17.5%
Median Days on Market	16.5	20	↘ -17.5%	13.5	↗ 22.2%	13	5	↗ 160.0%
Average Days on Market	38	38	↗ 1.0%	27	↗ 40.7%	41	15	↗ 176.3%
Price per Square Foot	\$156	\$157	↘ -0.3%	\$162	↘ -3.7%	\$155	\$163	↘ -4.9%
% of List Price Received	98.1%	97.8%	↗ 0.3%	98.4%	↘ -0.3%	98.6%	100.9%	↘ -2.2%
Active Inventory	322	334	↘ -3.6%	362	↘ -11.0%	—	—	—
Months Supply of Inventory	2.1	1.7	↗ 27.3%	1.6	↗ 37.0%	—	—	—

## Median Sales Price



## Number of Closed Sales

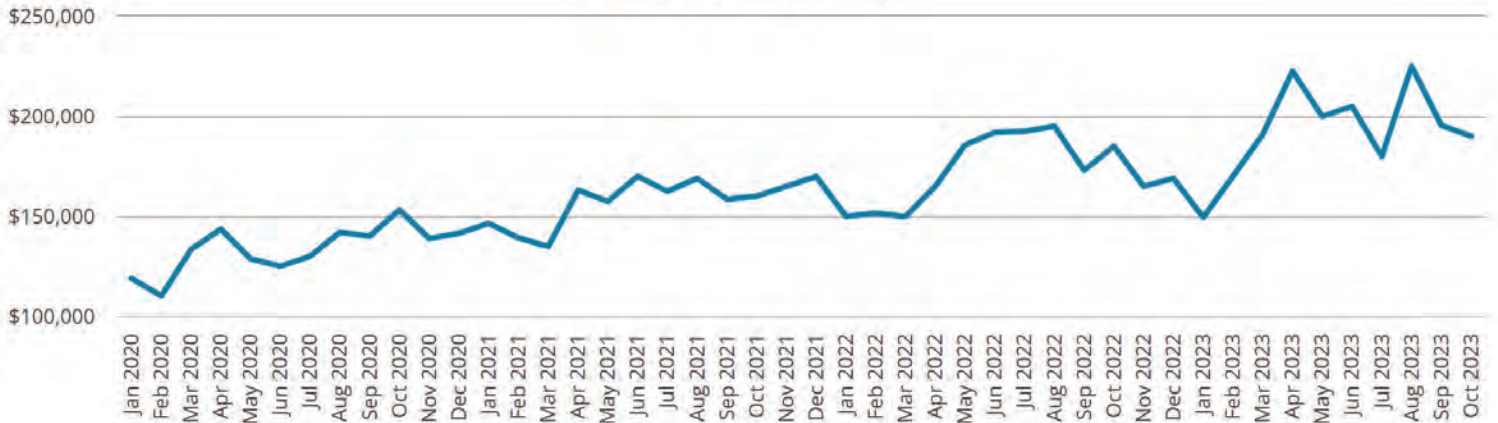


# Madison County

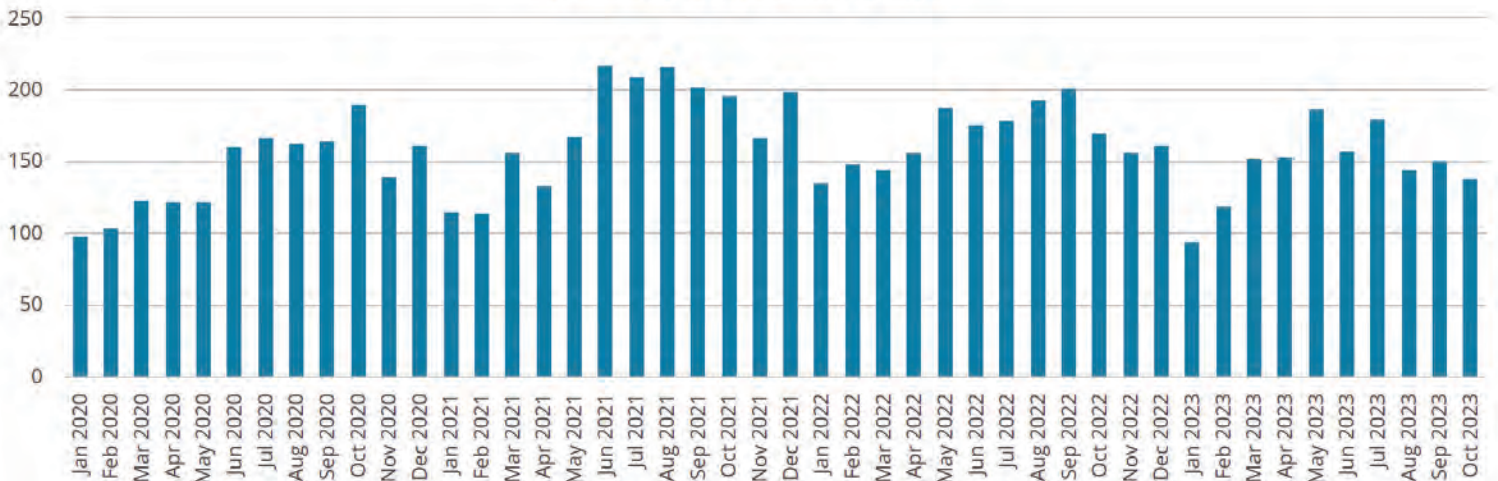
Data for Single Family Residence in Madison County.

	Oct 2023	Sep 2023	MoM	Oct 2022	YoY	2023	2022	YTD
Median Sales Price	\$190,000	\$195,500	↘-2.8%	\$185,000	↗2.7%	\$195,000	\$175,000	↗11.4%
Closed Sales	139	151	↘-7.9%	170	↘-18.2%	1,480	1,694	↘-12.6%
New Listings	173	196	↘-11.7%	204	↘-15.2%	1,822	2,076	↘-12.2%
Pending Sales	153	140	↗9.3%	156	↘-1.9%	1,549	1,689	↘-8.3%
Median Days on Market	13	14	↘-7.1%	18	↘-27.8%	12	7	↗71.4%
Average Days on Market	36	35	↗1.3%	35	↗2.0%	42	23	↗79.0%
Price per Square Foot	\$116	\$119	↘-2.5%	\$114	↗2.2%	\$120	\$113	↗6.2%
% of List Price Received	97.5%	97.9%	↘-0.4%	98.1%	↘-0.6%	97.9%	98.4%	↘-0.5%
Active Inventory	276	299	↘-7.7%	366	↘-24.6%	—	—	—
Months Supply of Inventory	2.0	2.0	↗0.3%	2.2	↘-7.8%	—	—	—

## Median Sales Price



## Number of Closed Sales

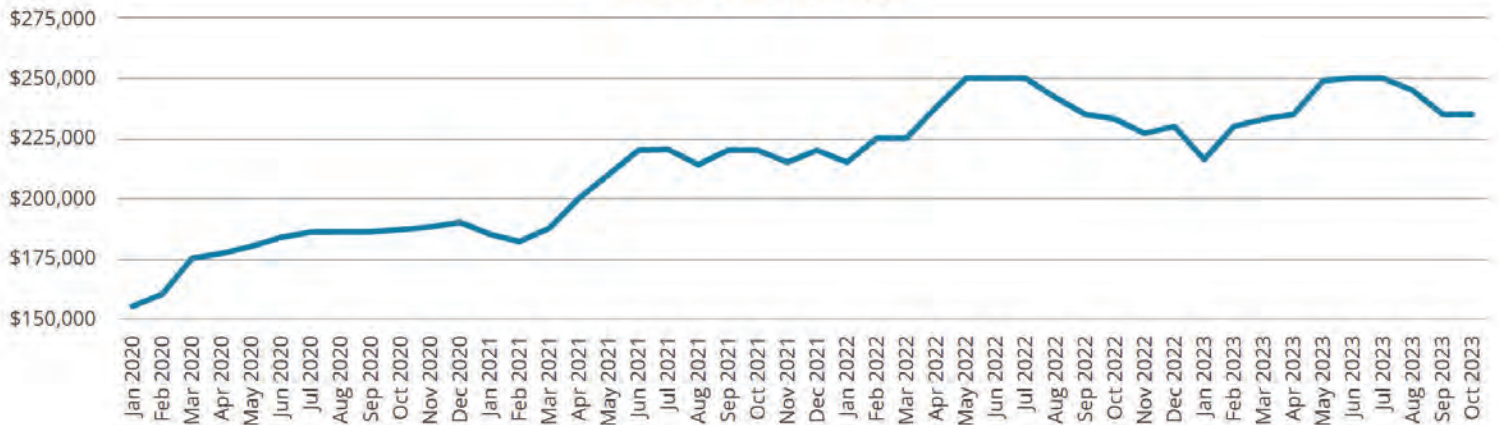


# Marion County

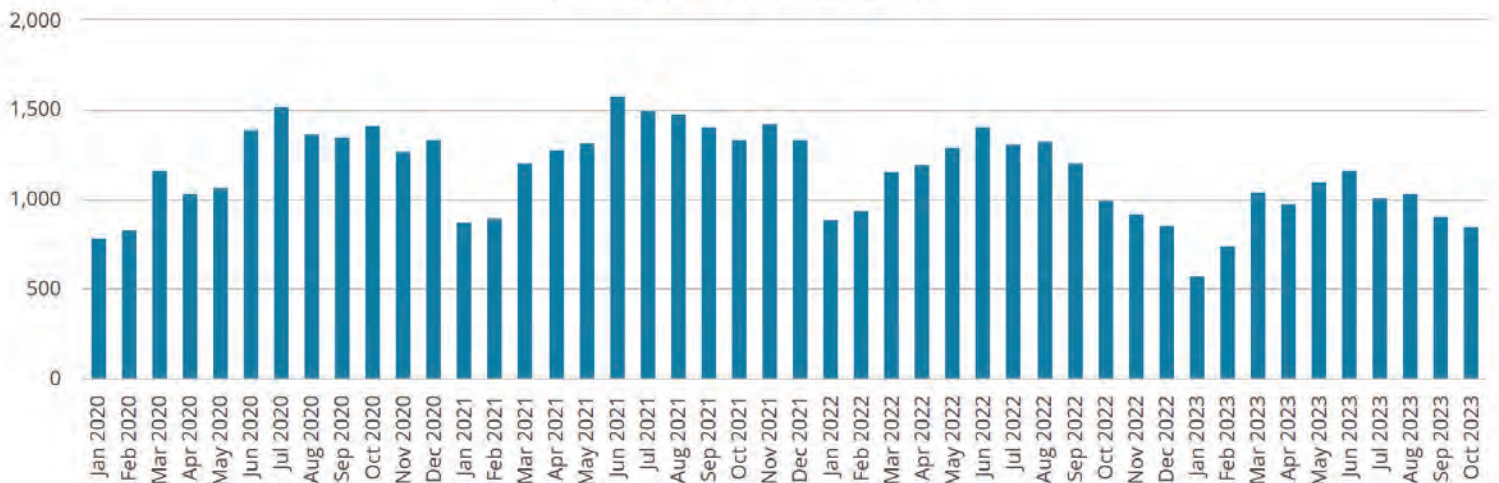
Data for Single Family Residence in Marion County.

	Oct 2023	Sep 2023	MoM	Oct 2022	YoY	2023	2022	YTD
Median Sales Price	\$235,000	\$235,000	↗ 0.0%	\$233,000	↗ 0.9%	\$240,000	\$238,500	↗ 0.6%
Closed Sales	854	905	↘ -5.6%	999	↘ -14.5%	9,416	11,727	↘ -19.7%
New Listings	1,151	1,258	↘ -8.5%	1,275	↘ -9.7%	11,814	14,334	↘ -17.6%
Pending Sales	952	863	↗ 10.3%	944	↗ 0.8%	9,786	11,741	↘ -16.7%
Median Days on Market	16	16	↗ 0.0%	13	↗ 23.1%	11	6	↗ 83.3%
Average Days on Market	35	40	↘ -11.6%	28	↗ 27.3%	39	20	↗ 90.2%
Price per Square Foot	\$141	\$144	↘ -2.1%	\$149	↘ -5.4%	\$144	\$151	↘ -4.6%
% of List Price Received	98.0%	98.6%	↘ -0.6%	97.9%	↗ 0.1%	98.6%	100.6%	↘ -2.0%
Active Inventory	2,010	2,116	↘ -5.0%	2,140	↘ -6.1%	—	—	—
Months Supply of Inventory	2.4	2.3	↗ 0.7%	2.1	↗ 9.9%	—	—	—

## Median Sales Price



## Number of Closed Sales



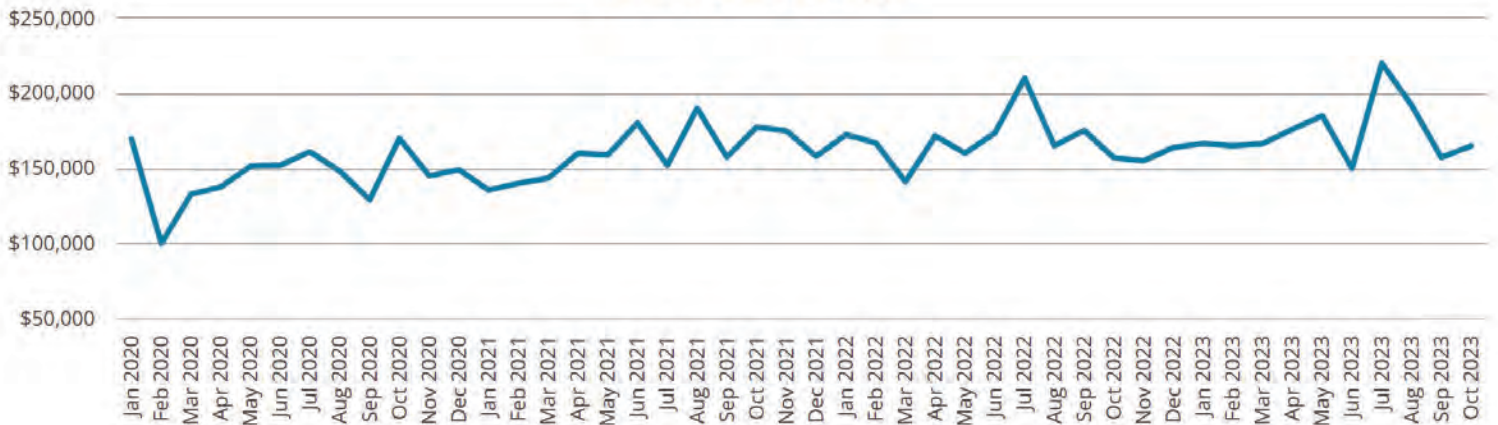


# Montgomery County

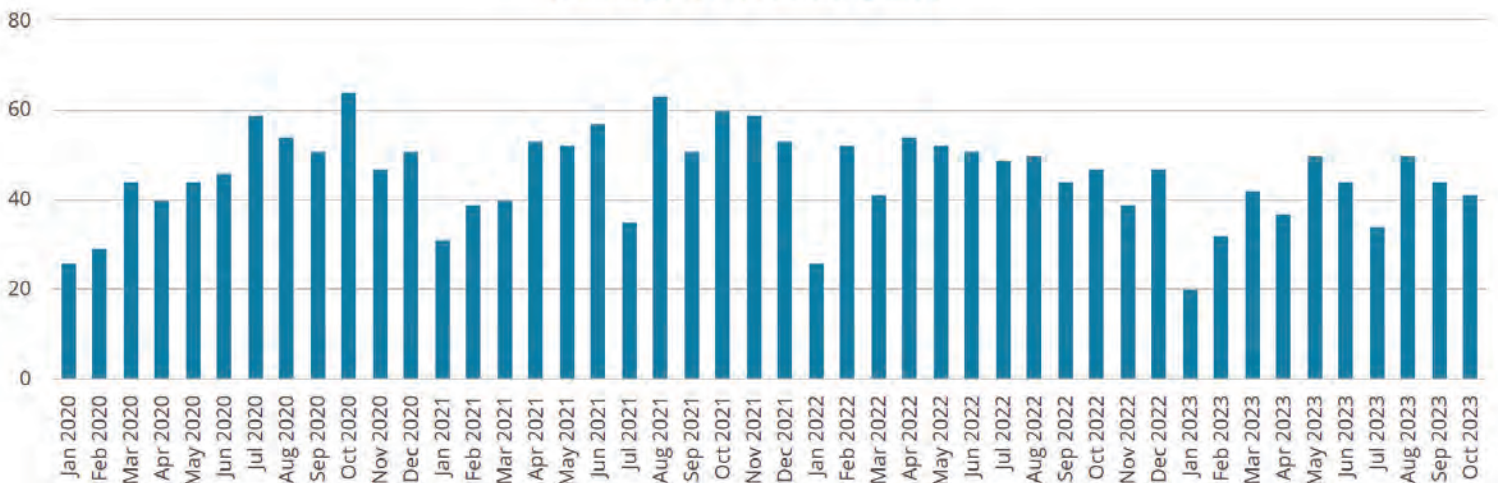
Data for Single Family Residence in Montgomery County.

	Oct 2023	Sep 2023	MoM	Oct 2022	YoY	2023	2022	YTD
Median Sales Price	\$165,000	\$157,250	⬆️ 4.9%	\$157,000	⬆️ 5.1%	\$170,500	\$170,000	⬆️ 0.3%
Closed Sales	41	44	⬆️ -6.8%	47	⬆️ -12.8%	394	466	⬆️ -15.5%
New Listings	68	51	⬆️ 33.3%	61	⬆️ 11.5%	480	549	⬆️ -12.6%
Pending Sales	43	42	⬆️ 2.4%	37	⬆️ 16.2%	418	456	⬆️ -8.3%
Median Days on Market	14	13.5	⬆️ 3.7%	9	⬆️ 55.6%	9	7	⬆️ 28.6%
Average Days on Market	49	36	⬆️ 36.9%	24	⬆️ 105.8%	36	20	⬆️ 76.5%
Price per Square Foot	\$103	\$115	⬆️ -10.0%	\$105	⬆️ -1.9%	\$115	\$125	⬆️ -8.0%
% of List Price Received	97.6%	97.3%	⬆️ 0.4%	97.3%	⬆️ 0.3%	98.1%	98.2%	⬆️ -0.1%
Active Inventory	78	69	⬆️ 13.0%	87	⬆️ -10.3%	—	—	—
Months Supply of Inventory	1.9	1.6	⬆️ 21.3%	1.9	⬆️ 2.8%	—	—	—

## Median Sales Price



## Number of Closed Sales

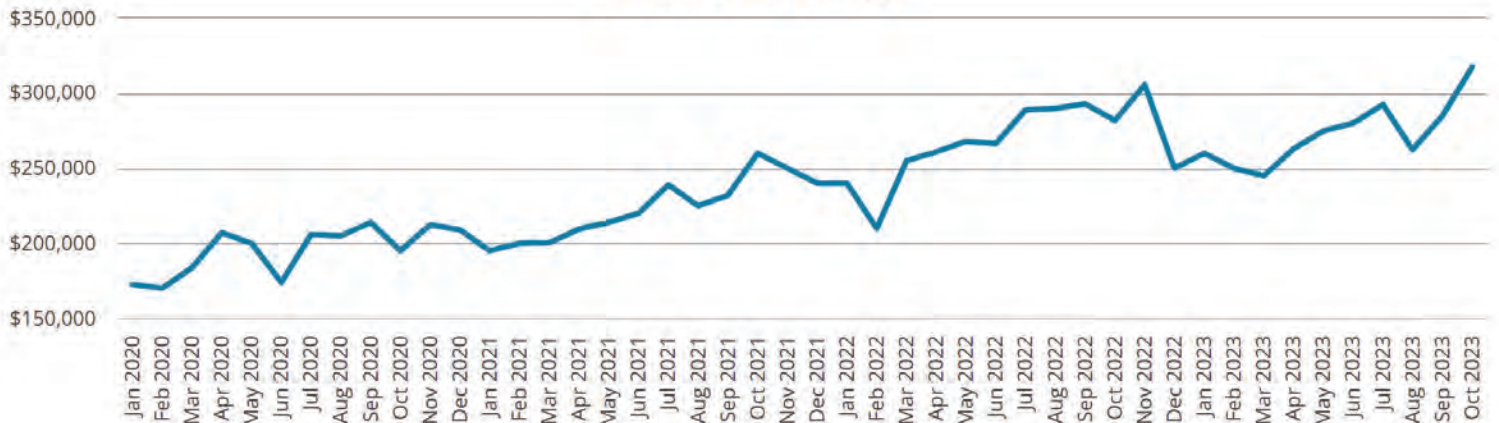


# Morgan County

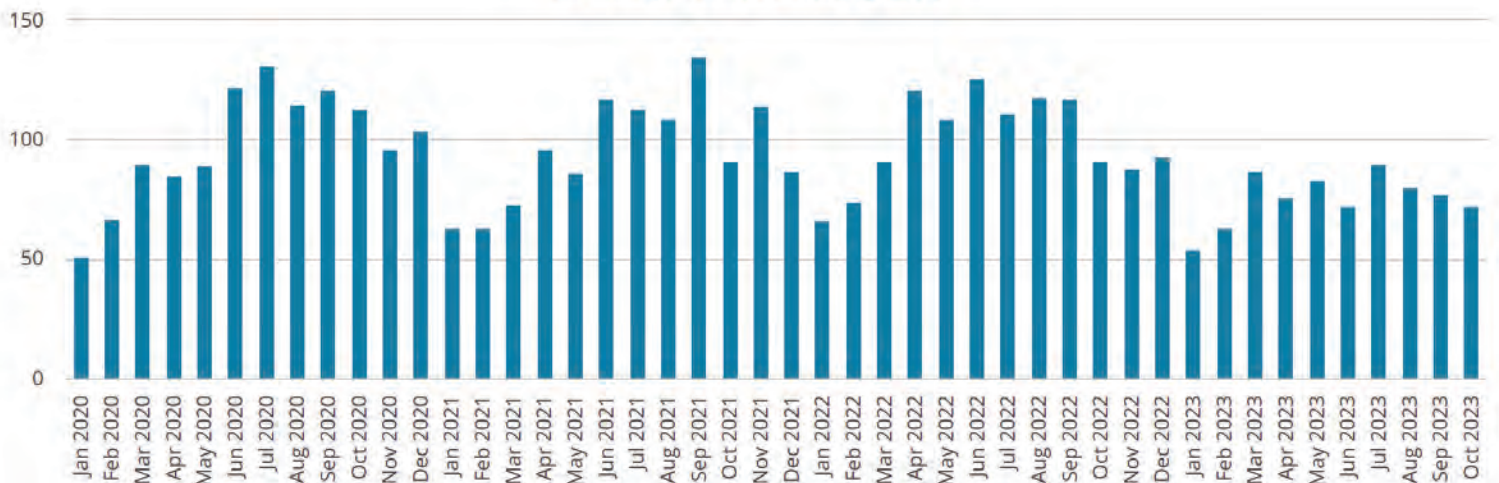
Data for Single Family Residence in Morgan County.

	Oct 2023	Sep 2023	MoM	Oct 2022	YoY	2023	2022	YTD
Median Sales Price	\$317,450	\$285,000	⬆️ 11.4%	\$281,845	⬆️ 12.6%	\$275,000	\$270,500	⬆️ 1.7%
Closed Sales	72	77	⬆️ -6.5%	91	⬆️ -20.9%	754	1,024	⬆️ -26.4%
New Listings	97	112	⬆️ -13.4%	113	⬆️ -14.2%	936	1,212	⬆️ -22.8%
Pending Sales	89	73	⬆️ 21.9%	81	⬆️ 9.9%	789	1,044	⬆️ -24.4%
Median Days on Market	19	11	⬆️ 72.7%	11	⬆️ 72.7%	15	7	⬆️ 114.3%
Average Days on Market	35	60	⬆️ -41.6%	36	⬆️ -2.1%	49	24	⬆️ 106.9%
Price per Square Foot	\$154	\$149	⬆️ 3.0%	\$162	⬆️ -5.0%	\$151	\$157	⬆️ -3.5%
% of List Price Received	98.3%	98.7%	⬆️ -0.4%	98.9%	⬆️ -0.7%	98.4%	99.6%	⬆️ -1.3%
Active Inventory	171	189	⬆️ -9.5%	216	⬆️ -20.8%	—	—	—
Months Supply of Inventory	2.4	2.5	⬆️ -3.2%	2.4	⬆️ 0.1%	—	—	—

## Median Sales Price



## Number of Closed Sales

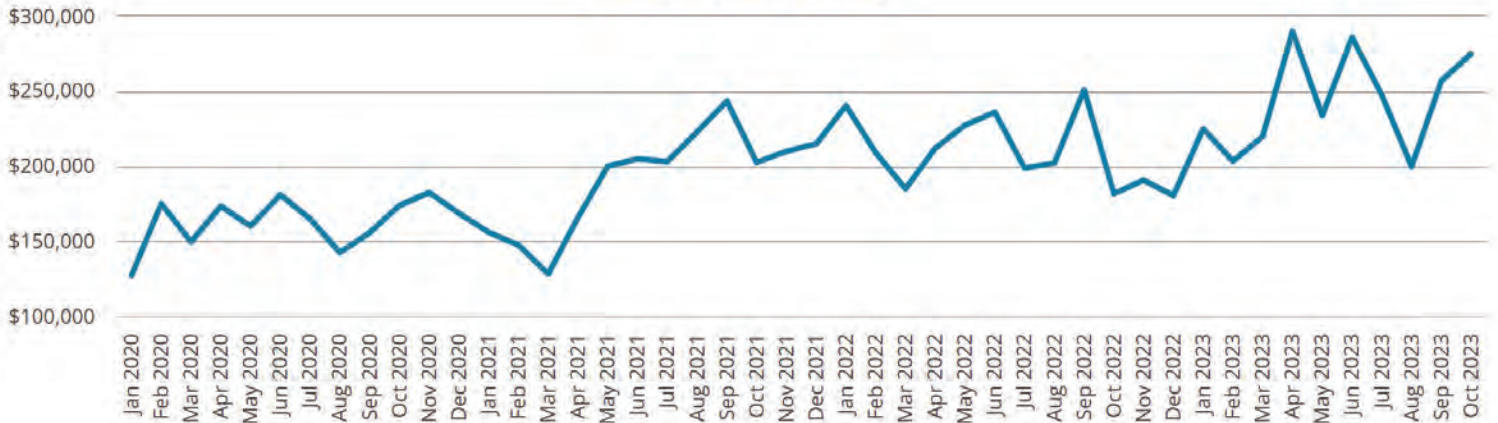


# Putnam County

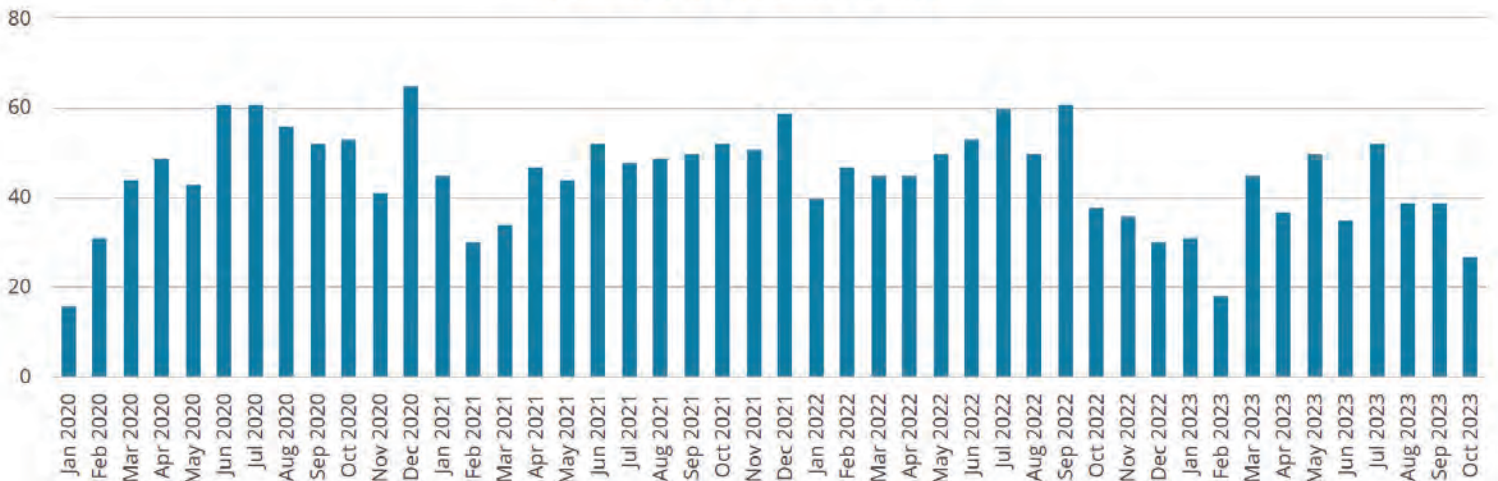
Data for Single Family Residence in Putnam County.

	Oct 2023	Sep 2023	MoM	Oct 2022	YoY	2023	2022	YTD
Median Sales Price	\$275,000	\$257,000	▲ 7.0%	\$181,700	▲ 51.3%	\$240,000	\$212,000	▲ 13.2%
Closed Sales	27	39	▼ -30.8%	38	▼ -28.9%	373	489	▼ -23.7%
New Listings	47	45	▲ 4.4%	57	▼ -17.5%	427	566	▼ -24.6%
Pending Sales	35	31	▲ 12.9%	39	▼ -10.3%	380	478	▼ -20.5%
Median Days on Market	13	9	▲ 44.4%	15	▼ -13.3%	12	8	▲ 50.0%
Average Days on Market	24	23	▲ 4.9%	23	▲ 4.1%	40	25	▲ 58.2%
Price per Square Foot	\$143	\$167	▼ -14.4%	\$140	▲ 2.5%	\$142	\$135	▲ 5.6%
% of List Price Received	94.5%	96.4%	▼ -2.0%	95.0%	▼ -0.5%	97.7%	97.5%	▲ 0.2%
Active Inventory	64	62	▲ 3.2%	88	▼ -27.3%	—	—	—
Months Supply of Inventory	2.4	1.6	▲ 49.1%	2.3	▲ 2.3%	—	—	—

## Median Sales Price



## Number of Closed Sales

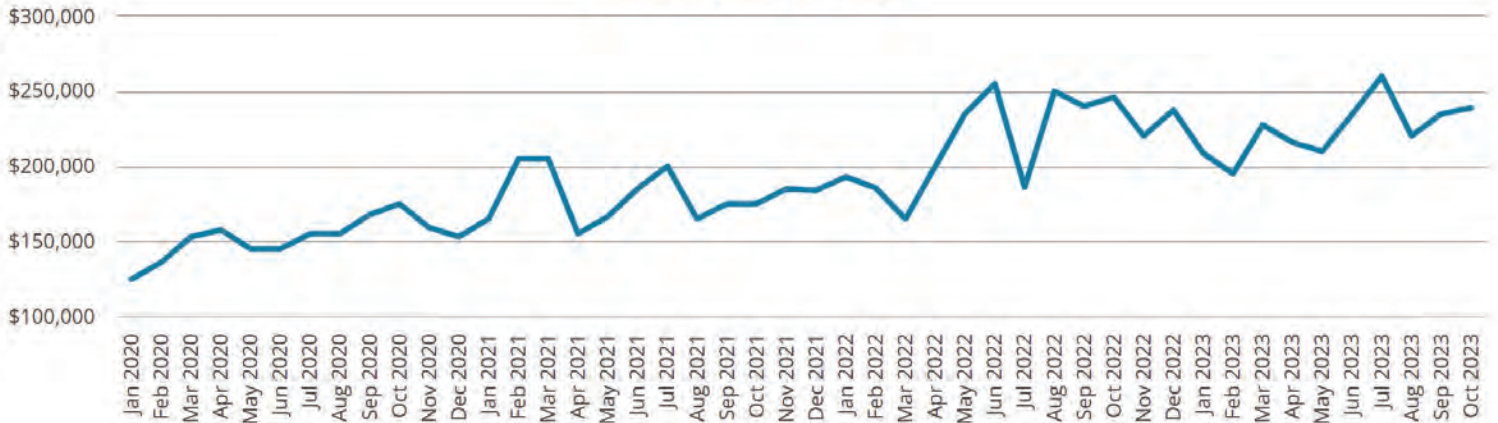


# Shelby County

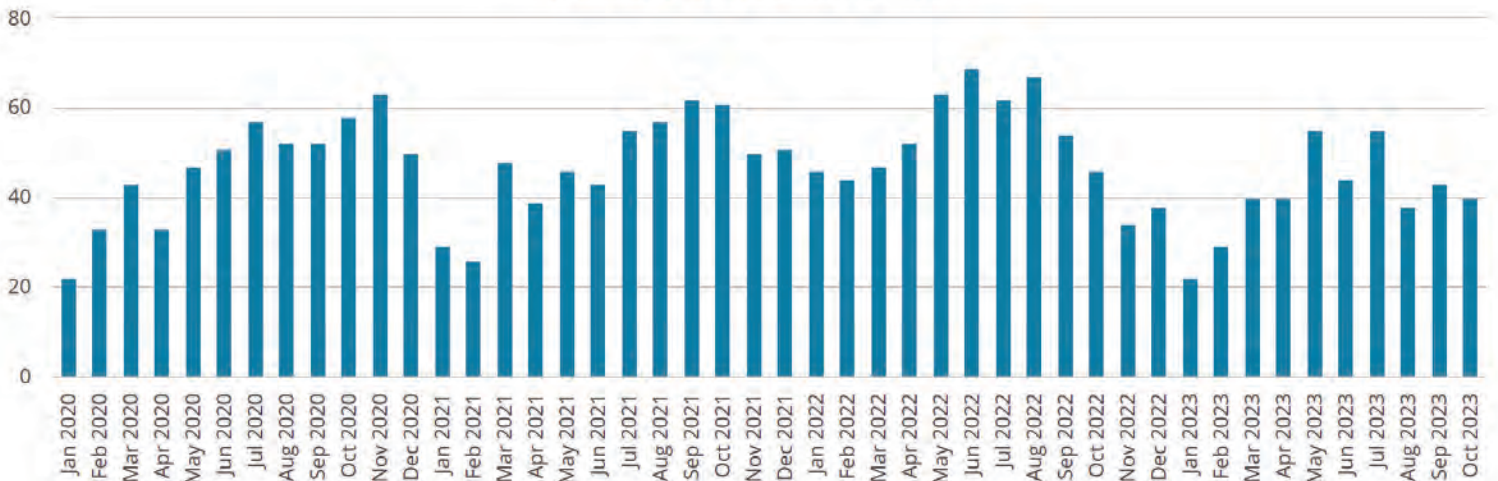
Data for Single Family Residence in Shelby County.

	Oct 2023	Sep 2023	MoM	Oct 2022	YoY	2023	2022	YTD
Median Sales Price	\$238,950	\$235,000	⬆️ 1.7%	\$246,000	⬇️ -2.9%	\$225,000	\$211,500	⬆️ 6.4%
Closed Sales	40	43	⬇️ -7.0%	46	⬇️ -13.0%	406	550	⬇️ -26.2%
New Listings	54	47	⬆️ 14.9%	41	⬆️ 31.7%	485	589	⬇️ -17.7%
Pending Sales	49	35	⬆️ 40.0%	34	⬆️ 44.1%	421	535	⬇️ -21.3%
Median Days on Market	13	10	⬆️ 30.0%	14	⬇️ -7.1%	9	8	⬆️ 12.5%
Average Days on Market	46	35	⬆️ 28.7%	31	⬆️ 48.2%	40	26	⬆️ 54.3%
Price per Square Foot	\$149	\$139	⬆️ 7.2%	\$134	⬆️ 11.6%	\$136	\$134	⬆️ 1.5%
% of List Price Received	96.8%	97.3%	⬇️ -0.5%	97.4%	⬇️ -0.6%	98.1%	98.6%	⬇️ -0.6%
Active Inventory	75	77	⬇️ -2.6%	73	⬆️ 2.7%	—	—	—
Months Supply of Inventory	1.9	1.8	⬆️ 4.7%	1.6	⬆️ 18.1%	—	—	—

## Median Sales Price



## Number of Closed Sales

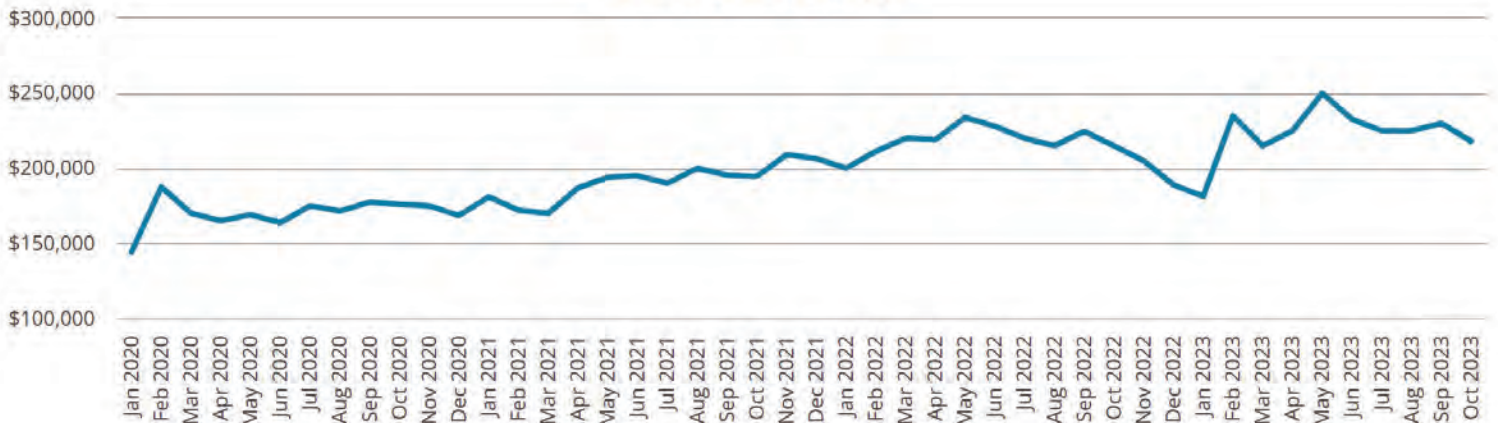


# Condominiums

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

	Oct 2023	Sep 2023	MoM	Oct 2022	YoY	2023	2022	YTD
Median Sales Price	\$218,000	\$230,000	↓-5.2%	\$215,000	↑1.4%	\$225,000	\$220,000	↑2.3%
Closed Sales	150	147	↑2.0%	202	↓-25.7%	1,638	2,127	↓-23.0%
New Listings	176	178	↓-1.1%	216	↓-18.5%	1,989	2,363	↓-15.8%
Pending Sales	140	150	↓-6.7%	183	↓-23.5%	1,704	2,121	↓-19.7%
Median Days on Market	13	15	↓-13.3%	9	↑44.4%	9	5	↑80.0%
Average Days on Market	30	32	↓-4.8%	28	↑9.8%	37	26	↑43.4%
Price per Square Foot	\$153	\$156	↓-1.9%	\$148	↑3.4%	\$152	\$151	↑0.7%
% of List Price Received	97.5%	98.2%	↓-0.8%	98.0%	↓-0.6%	98.6%	100.8%	↓-2.2%
Active Inventory	289	286	↑1.0%	289	↔0.0%	—	—	—
Months Supply of Inventory	1.9	1.9	↓-1.0%	1.4	↑34.7%	—	—	—

## Median Sales Price



## Number of Closed Sales

