

# MARKET INSIGHTS REPORT

JUNE 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 June 2023 data, this is what our experts are saying:

“Home prices in central Indiana held steady at the all-time high of \$300,000 in June, unchanged from last month and the same as last June. Year-over-year closed sales of 2,988 were down 20.9%, the largest year-over-year drop since January, although sales rose slightly compared to last month. Pending sales are about 13% below last year, while new listings were down 27.7%. Similar to what we are seeing on a national level, the lack of inventory in central Indiana continues to keep home prices high and despite higher interest rates, the market remains solid,” said Shelley Specchio, CEO of MIBOR REALTOR® Association. “Median days on market have remained relatively steady, with June at 8 days, compared to 7 days in May 2023 and 5 days in June of 2022. While the market has slowed from the rapid pace of 2020 – 2022, the market continues to show resiliency.”

Dr. Elliott Eisenberg, an internationally acclaimed economist and public speaker says, “The chronic lack of new listings due to mortgage lock-in continues to suppress inventory levels, and as a result, the market remains tight and in a ‘wait-and-see’ mode. Because of high rates, buyers are much more interest rate-sensitive than they were a year ago. A half-point move in interest rates in the current environment will result in larger swings in market activity than in the past. Until we have a downward movement in interest rates, it’s unlikely that we will see inventory rising. At the national level, year-over-year home prices continue to be relatively stable, showing that this remains a very strong market. In this cycle, despite rapid and steep interest rate increases, prices have barely budged because of the lack of inventory. And while many experts predicted that prices would decline more than they have, instead, seasonally adjusted year-over-year prices are starting to rise, and it’s likely that the worst may be behind us.”

Year of year data for June:

- No change in Median Sales Price of \$300,000
- Average days on market increased 935.9 percent at 141
- Current active listings decreased 3.5 percent to 3,491

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# MARKET SUMMARY

June 2023



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

	Jun 2023	May 2023	MoM	Jun 2022	YoY	2023	2022	YTD
<b>Median Sales Price</b>	\$300,000	\$300,000	↔ 0.0%	\$300,000	↔ 0.0%	\$288,000	\$275,000	↗ 4.7%
<b>Closed Sales</b>	2,988	2,952	↗ 1.2%	3,779	↘ -20.9%	14,509	17,584	↘ -17.5%
<b>New Listings</b>	3,599	3,352	↗ 7.4%	4,976	↘ -27.7%	17,176	22,026	↘ -22.0%
<b>Pending Sales</b>	3,059	2,855	↗ 7.1%	3,507	↘ -12.8%	15,976	19,140	↘ -16.5%
<b>Median Days on Market</b>	8	7	↗ 14.3%	5	↗ 60.0%	10	5	↗ 100.0%
<b>Average Days on Market</b>	141	77	↗ 83.1%	14	↗ 935.9%	74	18	↗ 312.2%
<b>Price per Square Foot</b>	\$155	\$153	↗ 1.3%	\$164	↘ -5.5%	\$151	\$156	↘ -3.2%
<b>% of List Price Received</b>	99.5%	99.5%	↗ 0.1%	101.9%	↘ -2.3%	98.6%	101.4%	↘ -2.7%
<b>Active Inventory</b>	3,491	3,456	↗ 1.0%	3,619	↘ -3.5%	—	—	—
<b>Months Supply of Inventory</b>	1.2	1.2	↘ -0.2%	1.0	↗ 22.0%	—	—	—

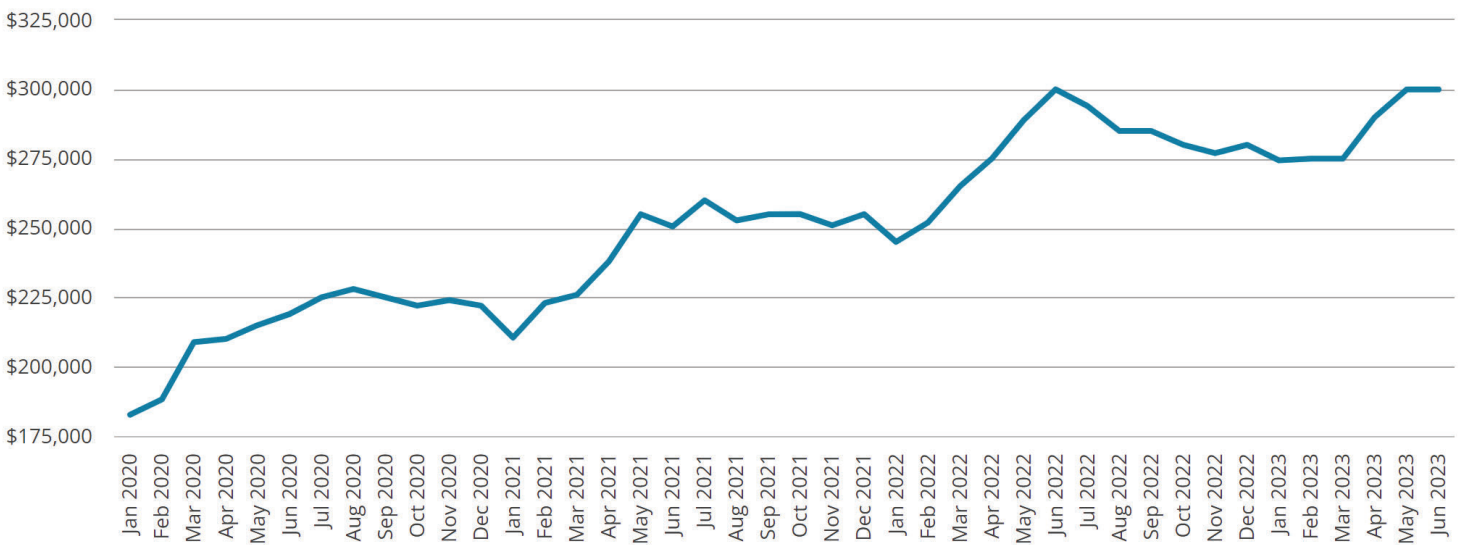
Market Analysis

# Median Sales Price

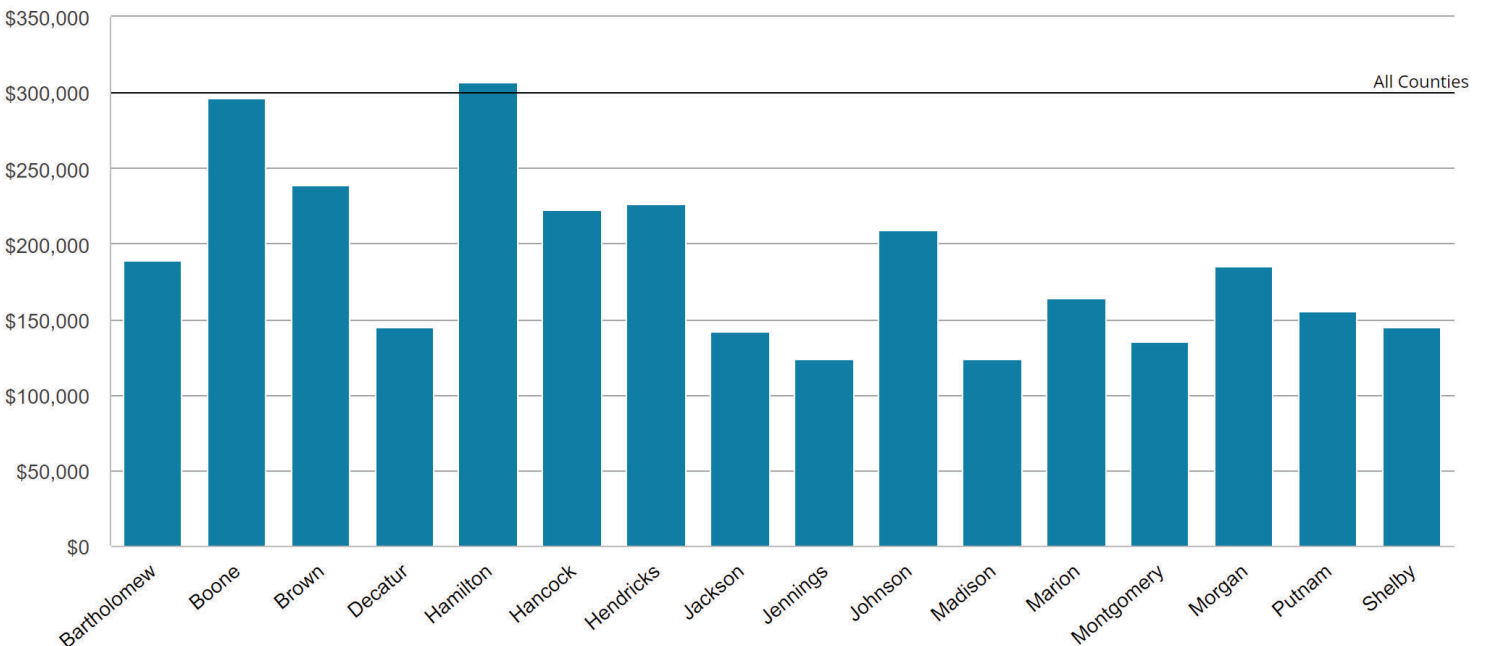
Sales Price is the mid-point (median) value where the price for half of the closed sales is higher and half is lower. Median is preferred to average as it accounts for outliers at the high or low end of the price range.

June 2023	Month over Month Change	Year over Year Change	Year to Date Change
<b>\$300,000</b>	» <b>0.0%</b>	» <b>0.0%</b>	⤴ <b>4.7%</b>

## Historical Activity



## County Comparison

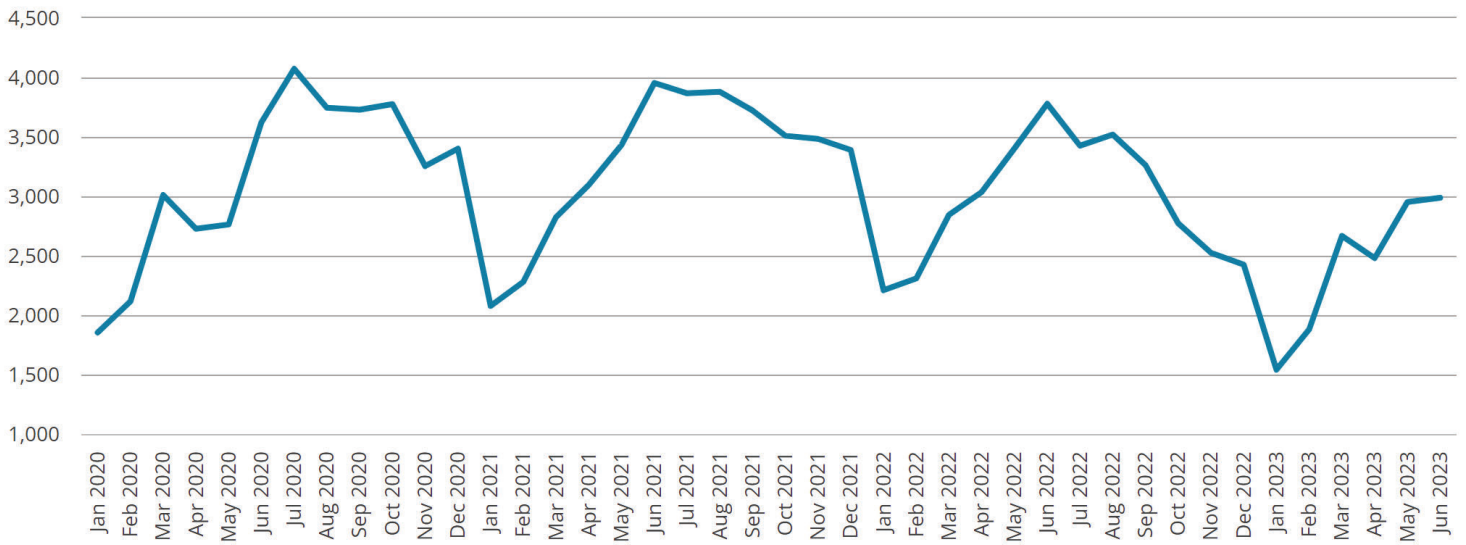


# Closed Sales

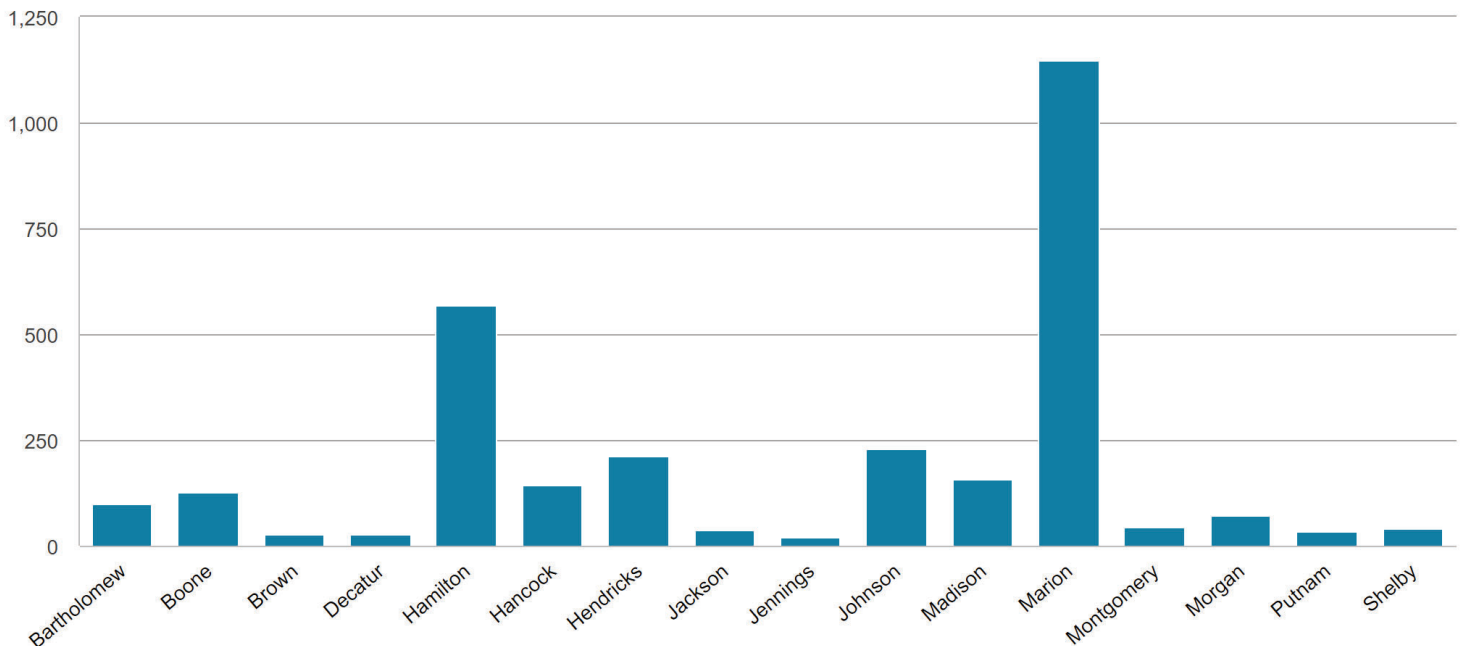
The number of properties that actually sold.

June 2023	Month over Month Change	Year over Year Change	Year to Date Change
<b>2,988</b>	<span style="color: green;">⬆</span> <b>1.2%</b>	<span style="color: red;">⬇</span> <b>-20.9%</b>	<span style="color: red;">⬇</span> <b>-17.5%</b>

## Historical Activity



## County Comparison



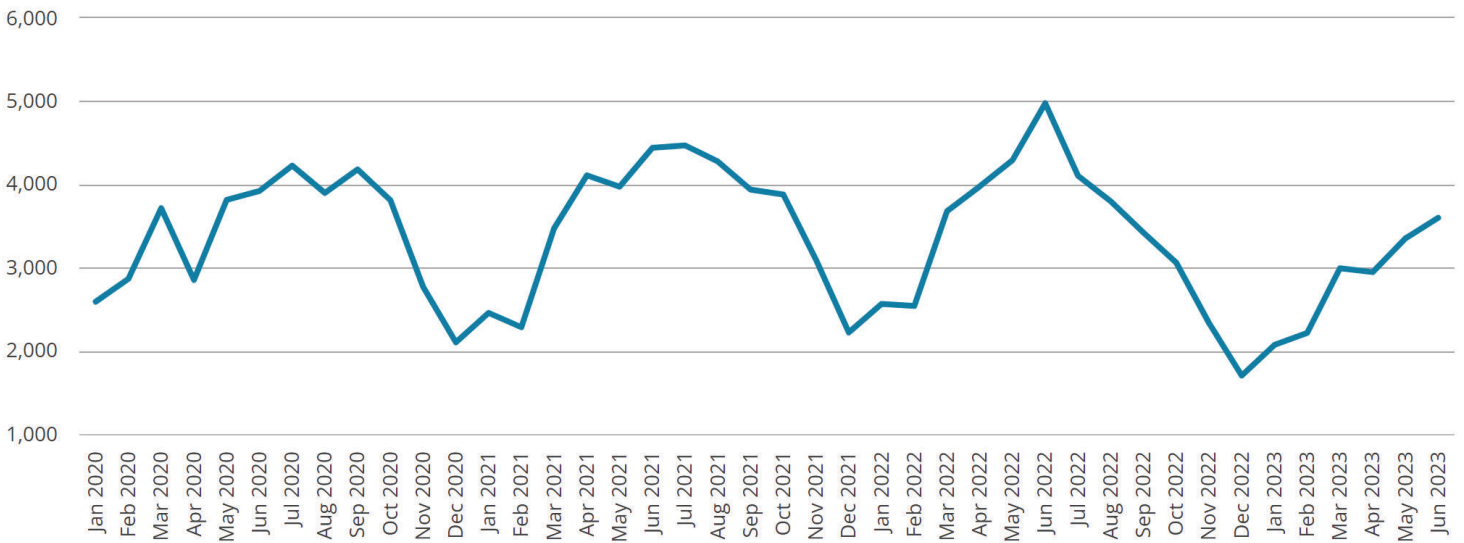


# New Listings

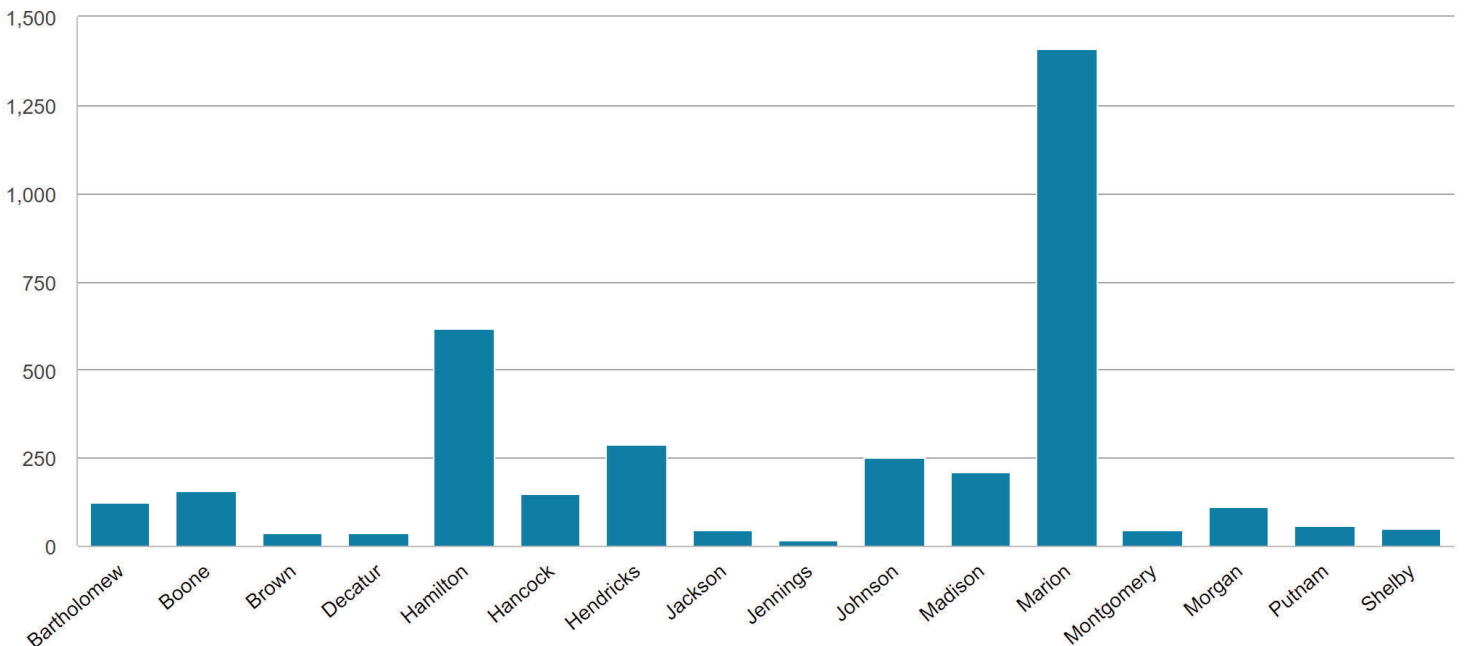
The number of properties listed regardless of current status.

June 2023	Month over Month Change	Year over Year Change	Year to Date Change
<b>3,599</b>	<span style="color: green;">▲</span> <b>7.4%</b>	<span style="color: red;">▼</span> <b>-27.7%</b>	<span style="color: red;">▼</span> <b>-22.0%</b>

## Historical Activity



## County Comparison

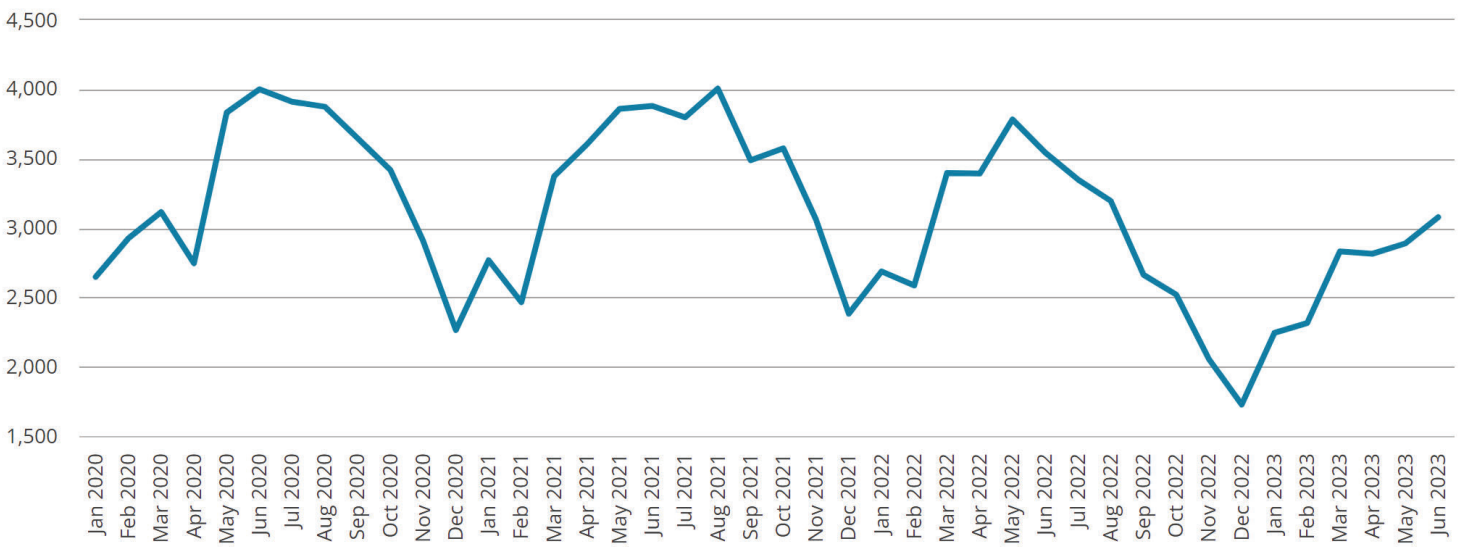


# Pending Sales

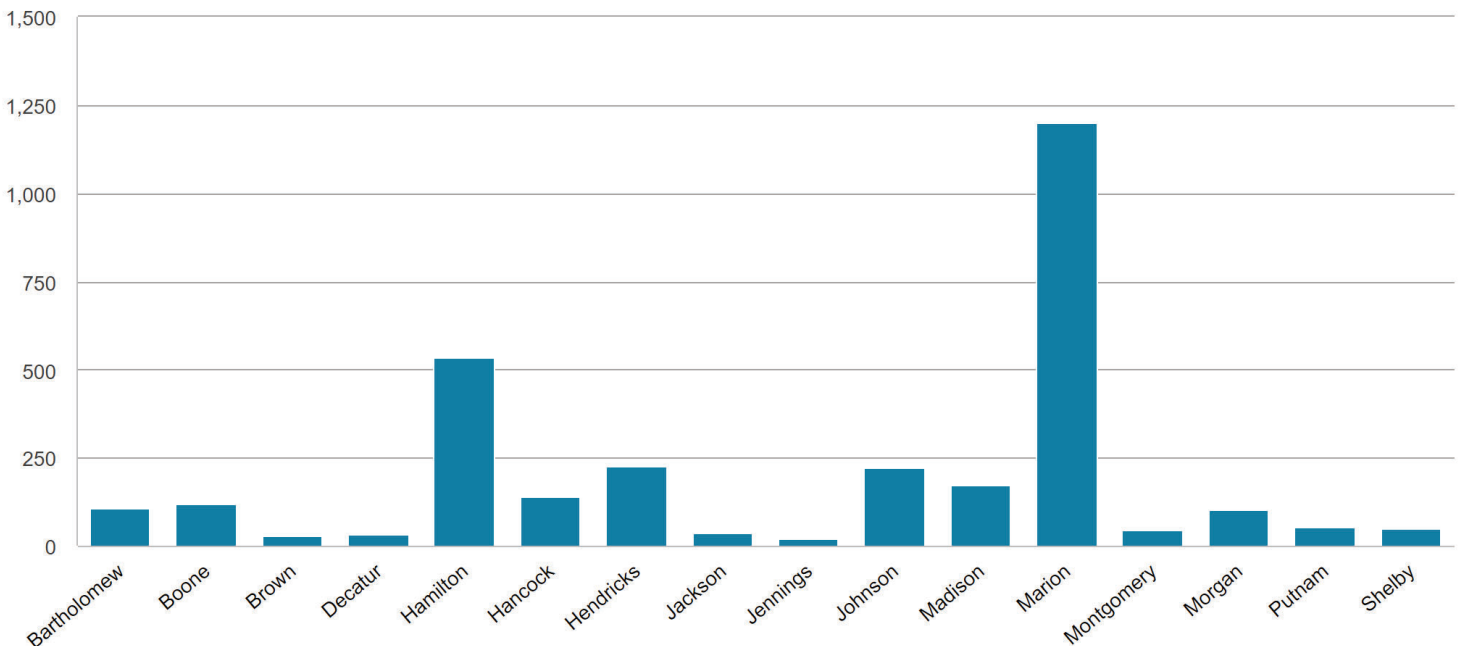
The number of properties newly under contract which are still pending or resulted in a closed sale, based on purchase contract date.

June 2023	Month over Month Change	Year over Year Change	Year to Date Change
<b>3,078</b>	<span style="color: green;">⬆</span> <b>6.5%</b>	<span style="color: red;">⬇</span> <b>-13.1%</b>	<span style="color: red;">⬇</span> <b>-16.6%</b>

## Historical Activity



## County Comparison

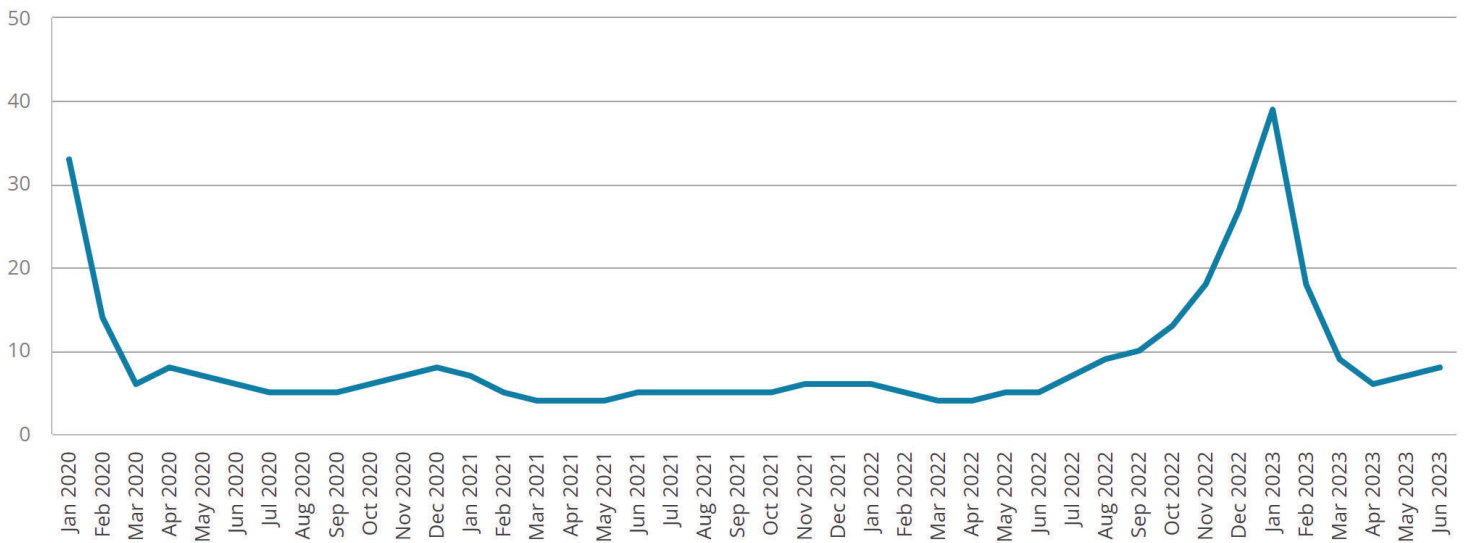


# Cumulative Days on Market

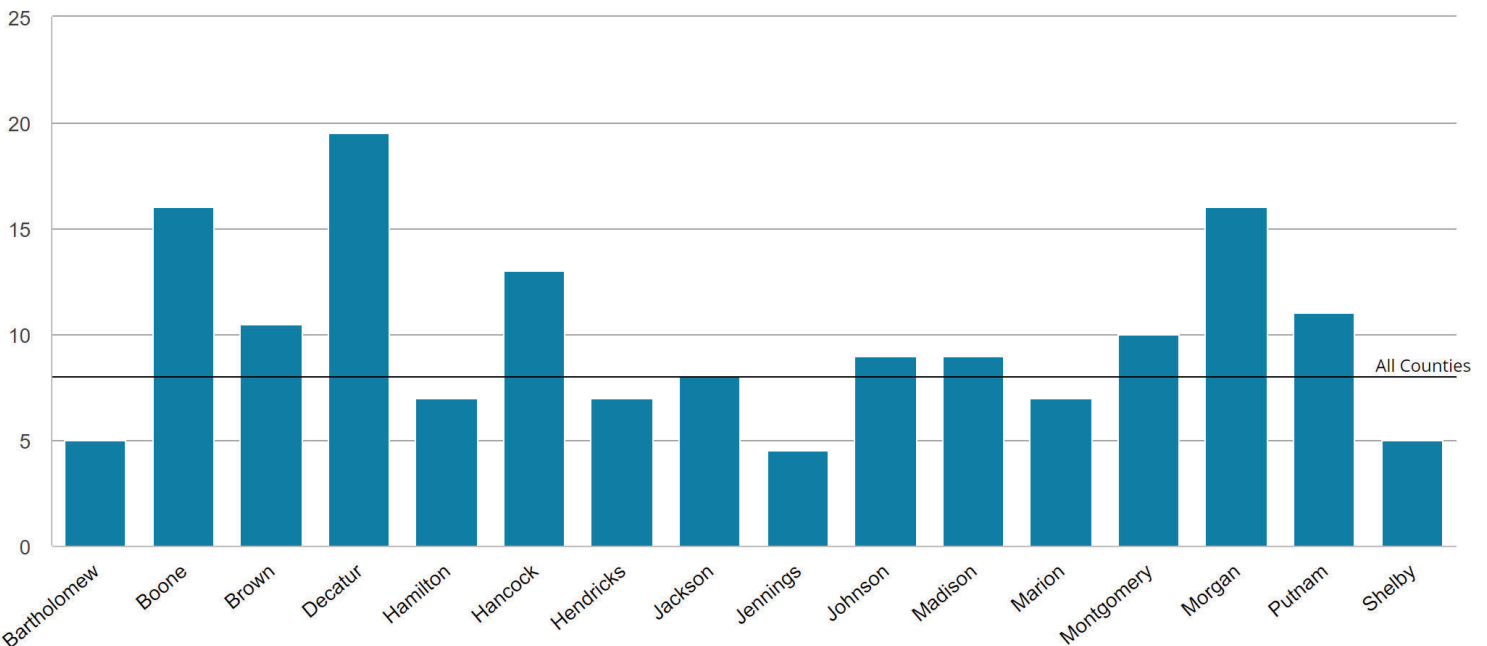
The median number of days between when a property is listed and the purchase contract date.

June 2023	Month over Month Change	Year over Year Change	Year to Date Change
<b>8</b>	<b>⬆️ 14.3%</b>	<b>⬆️ 60.0%</b>	<b>⬆️ 100.0%</b>

## Historical Activity



## County Comparison

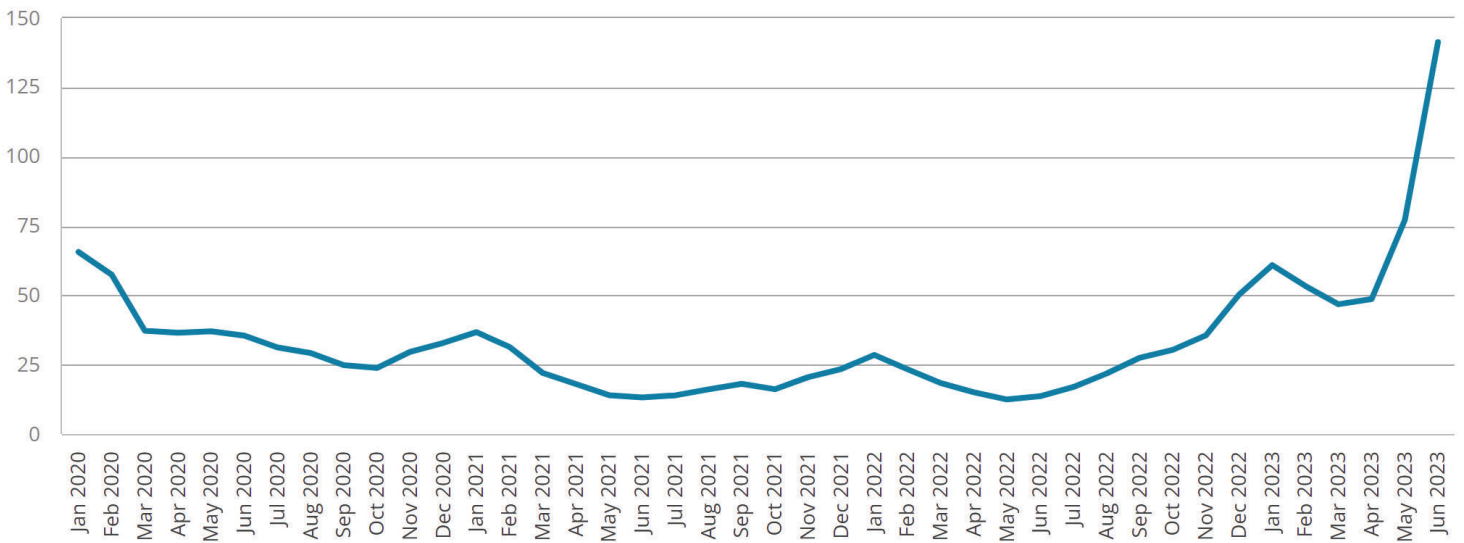


# Average Days on Market

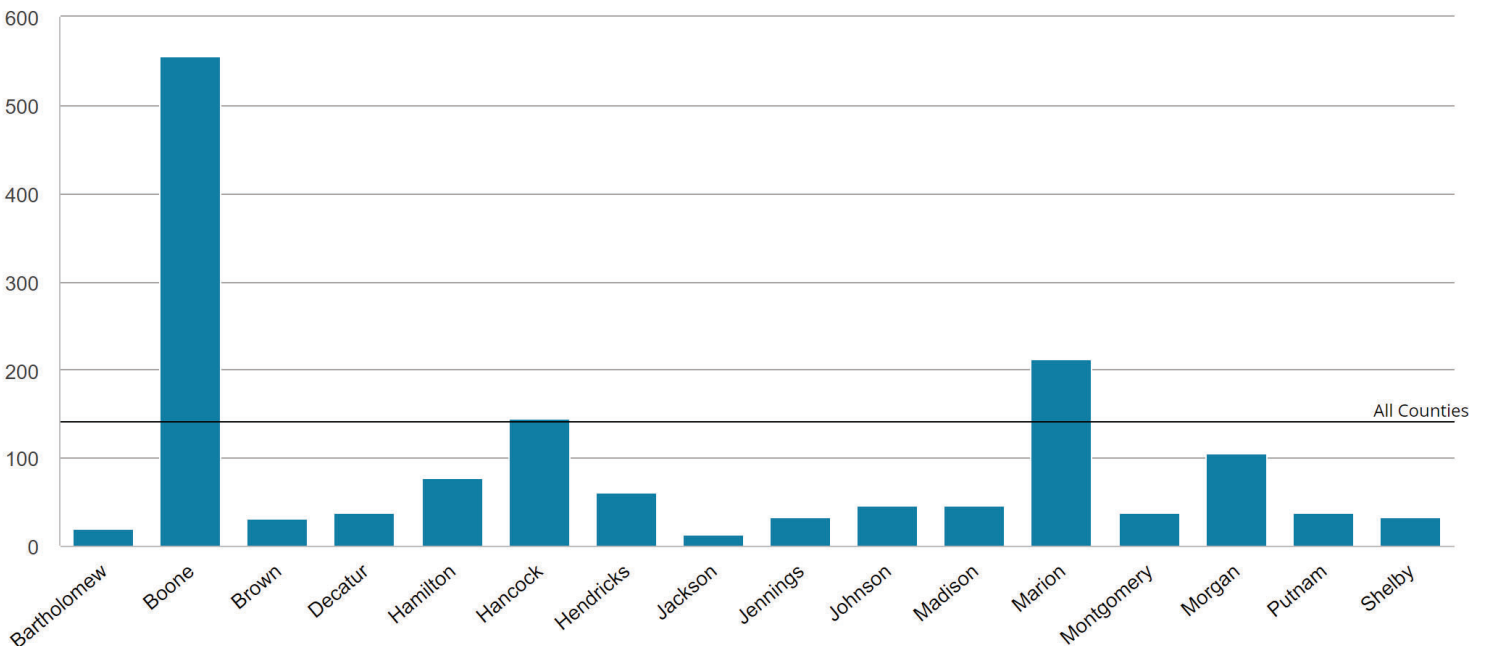
The average number of days between when a property is listed and the purchase contract date.

June 2023	Month over Month Change	Year over Year Change	Year to Date Change
<b>141</b>	<b>⬆️ 83.1%</b>	<b>⬆️ 935.9%</b>	<b>⬆️ 312.2%</b>

## Historical Activity



## County Comparison

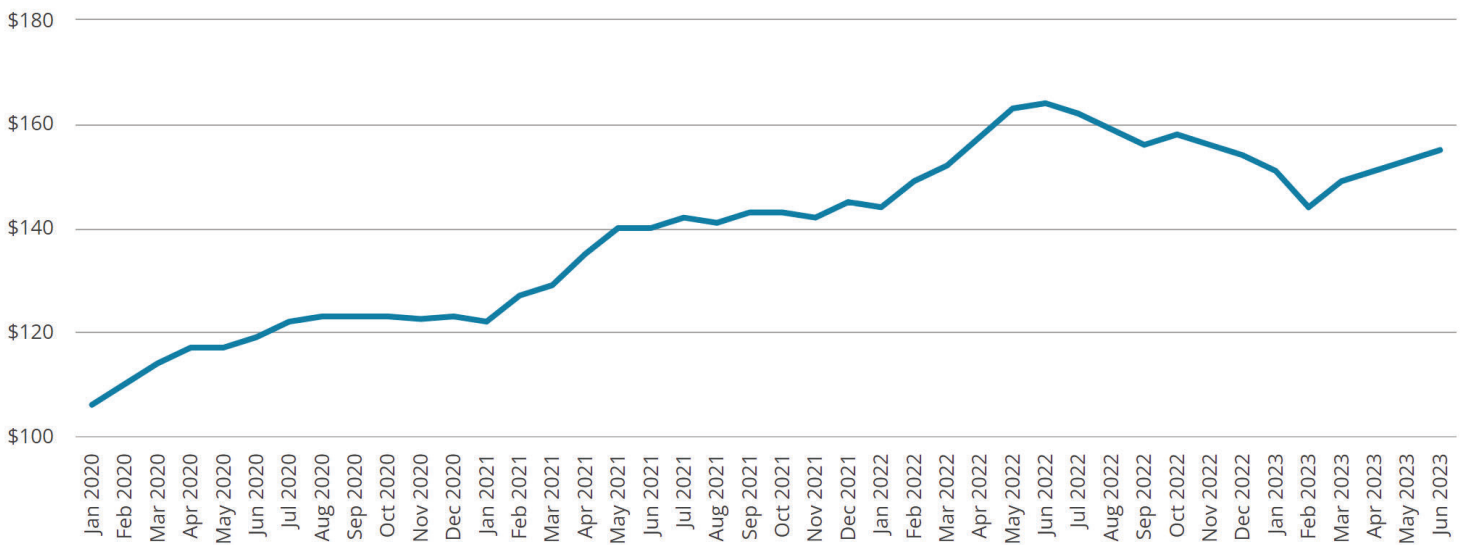


# Price per Square Foot

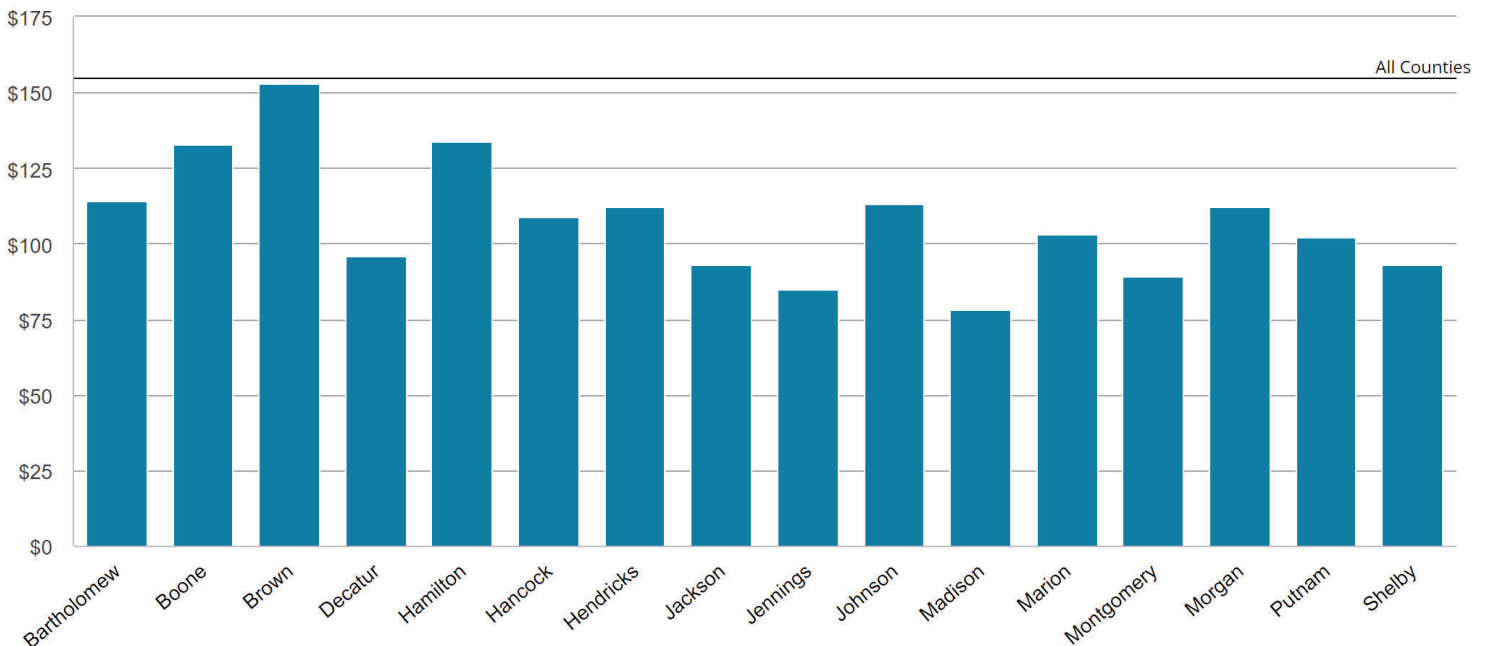
The mid-point (median) of the price per square foot of all closed listings. PPSF is calculated by dividing the sales price by the square footage of a property.

June 2023	Month over Month Change	Year over Year Change	Year to Date Change
<b>\$155</b>	<span style="color: green;">▲</span> <b>1.3%</b>	<span style="color: red;">▼</span> <b>-5.5%</b>	<span style="color: red;">▼</span> <b>-3.2%</b>

## Historical Activity



## County Comparison

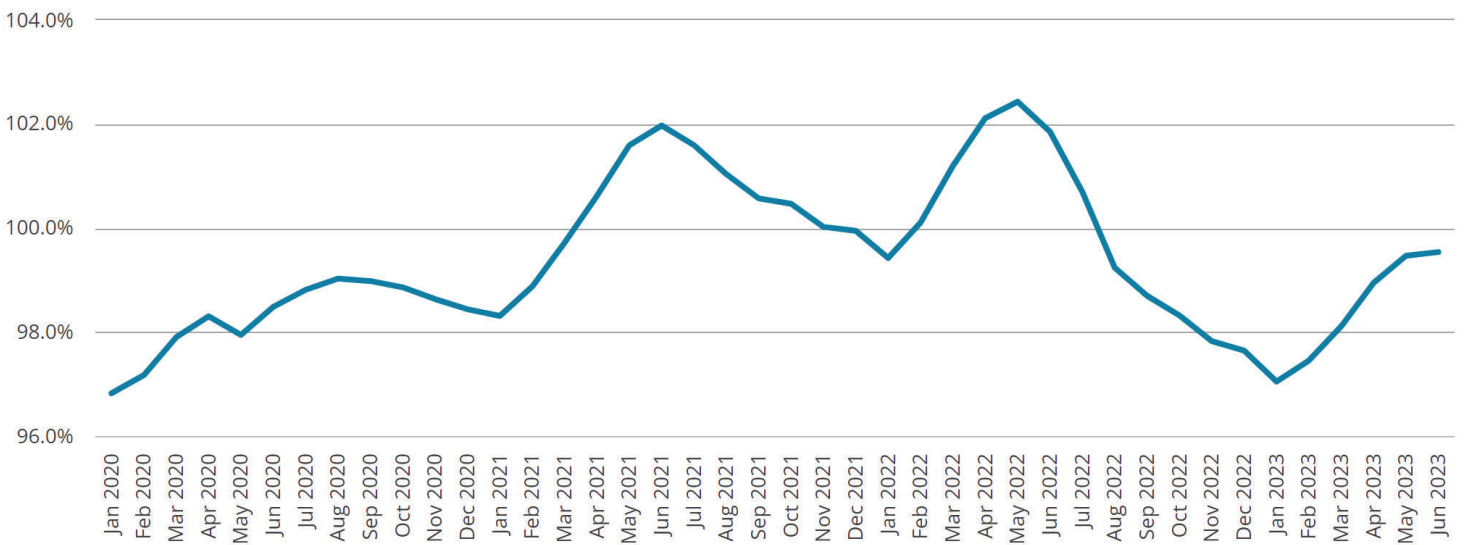


# Percent of List Received

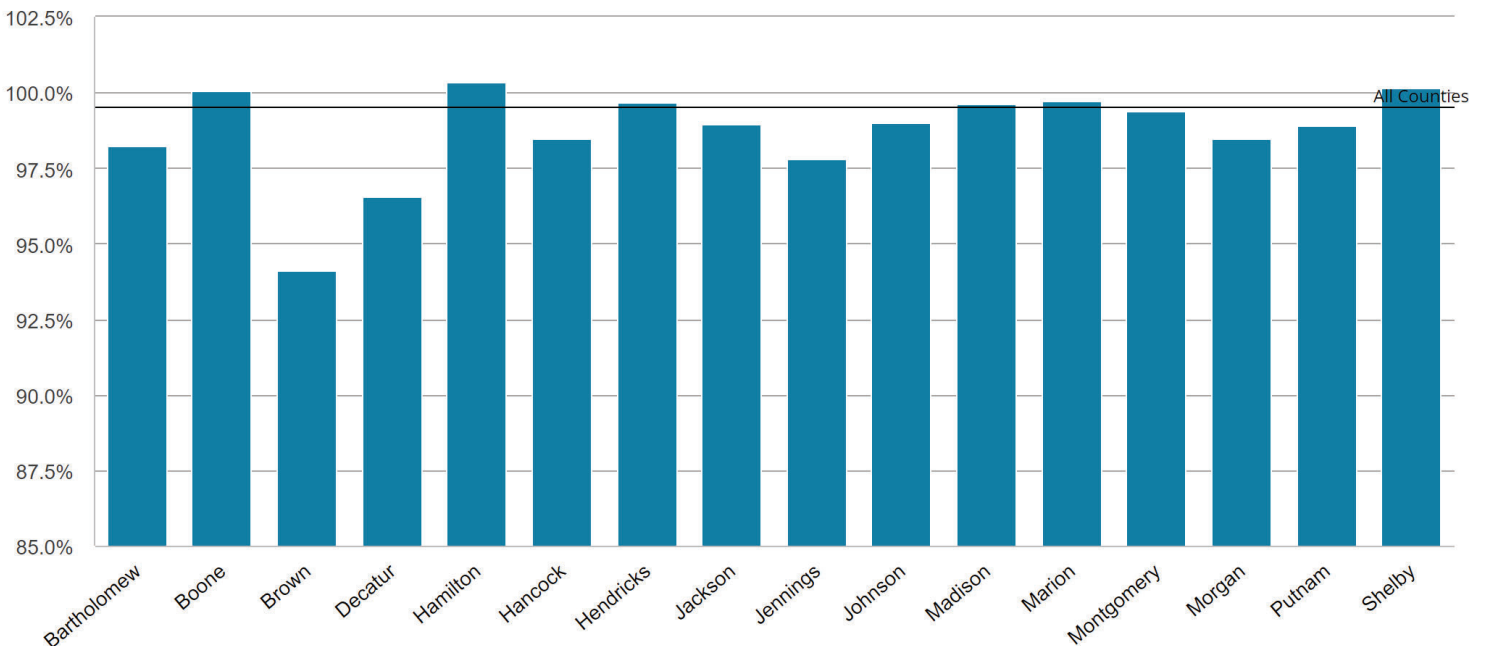
The average of the sales price divided by the final list price expressed as a percentage.

June 2023	Month over Month Change	Year over Year Change	Year to Date Change
<b>99.5%</b>	<b>⬆️ 0.1%</b>	<b>⬇️ -2.3%</b>	<b>⬇️ -2.7%</b>

## Historical Activity



## County Comparison



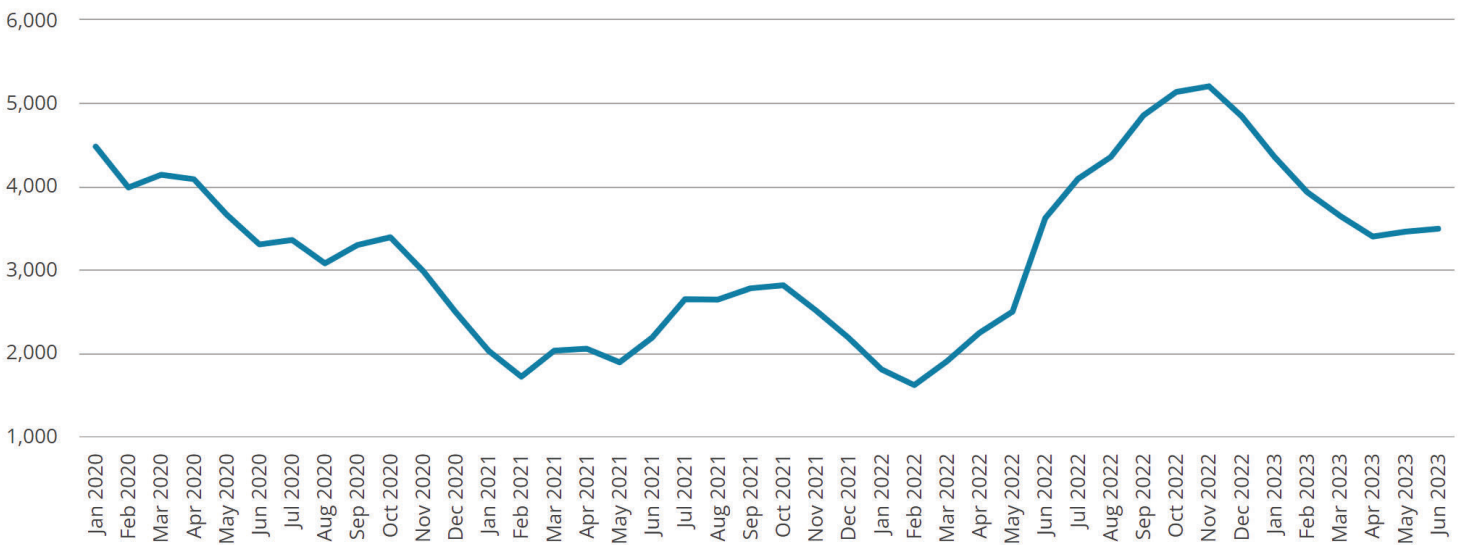


# Active Inventory

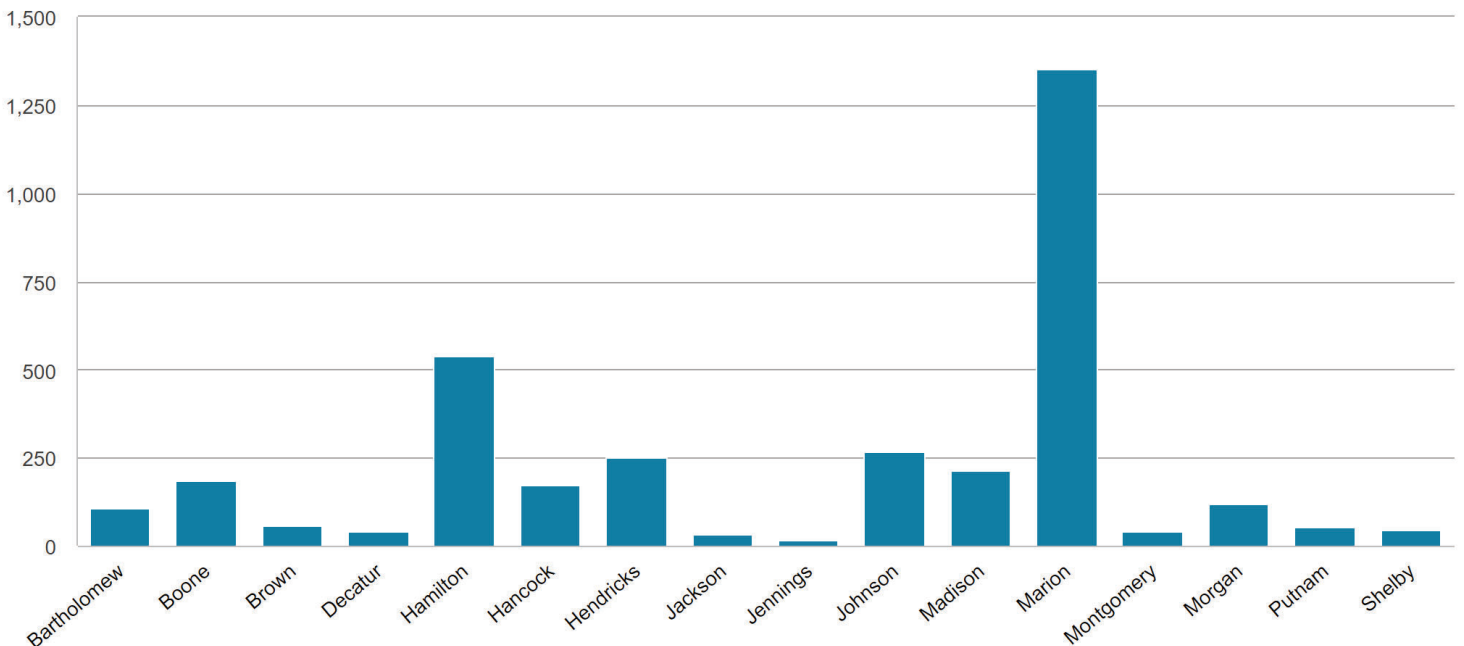
The number of properties available for sale at the end of the month, based on the list date, contract date and close date.

June 2023	Month over Month Change	Year over Year Change	Year to Date Change
<b>3,491</b>	<span style="color: green;">▲</span> <b>1.0%</b>	<span style="color: red;">▼</span> <b>-3.5%</b>	—

## Historical Activity



## County Comparison

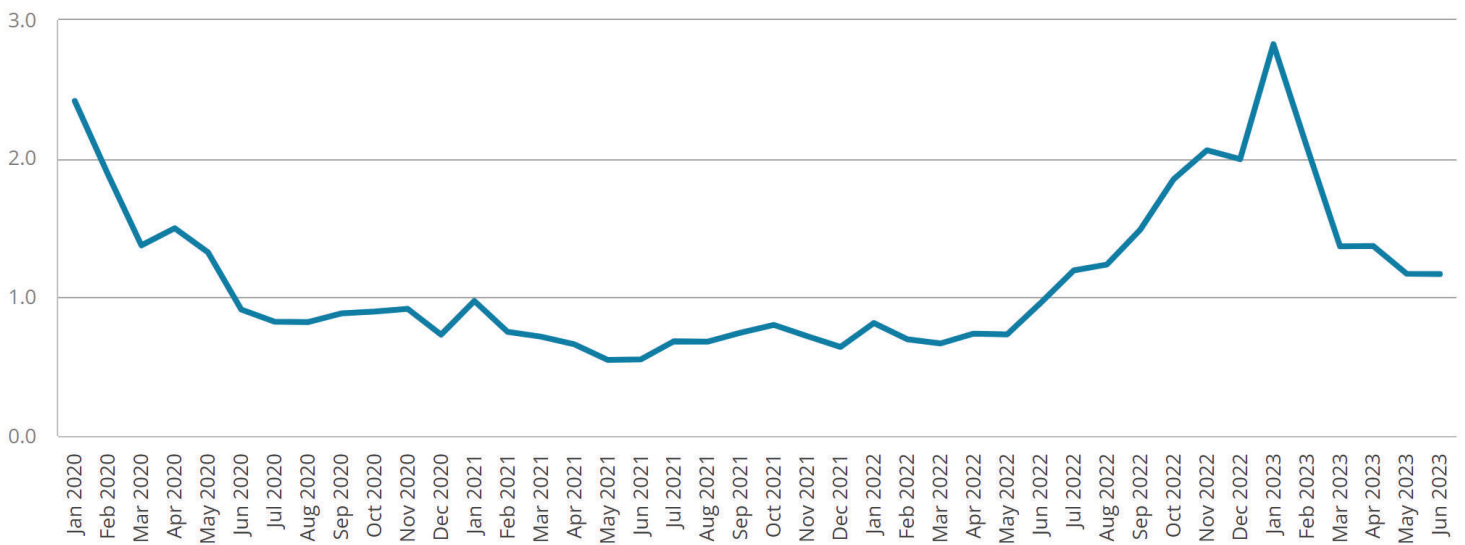


# Months Supply of Inventory

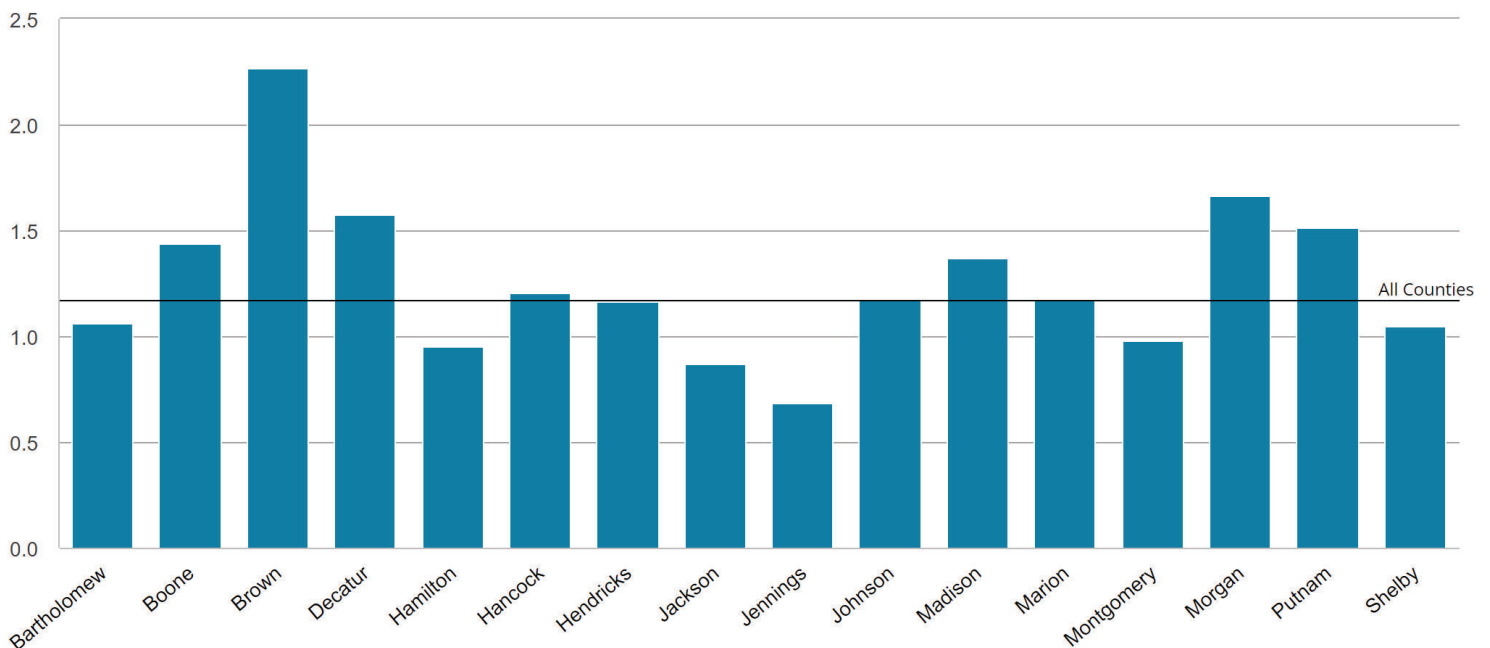
The number of months it would take to sell through the available inventory at the current monthly sales rate. NAR defines a balanced market as between 5 & 7 months of inventory.

June 2023	Month over Month Change	Year over Year Change	Year to Date Change
<b>1.2</b>	<span style="color: red;">↘</span> <b>-0.2%</b>	<span style="color: green;">↗</span> <b>22.0%</b>	—

## Historical Activity



## County Comparison

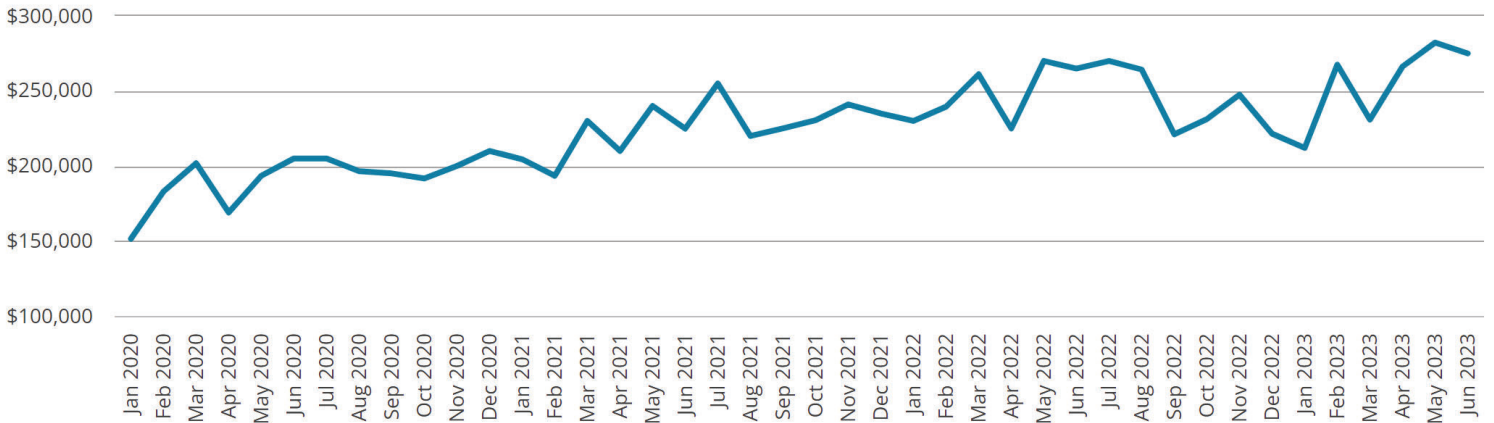


# Bartholomew County

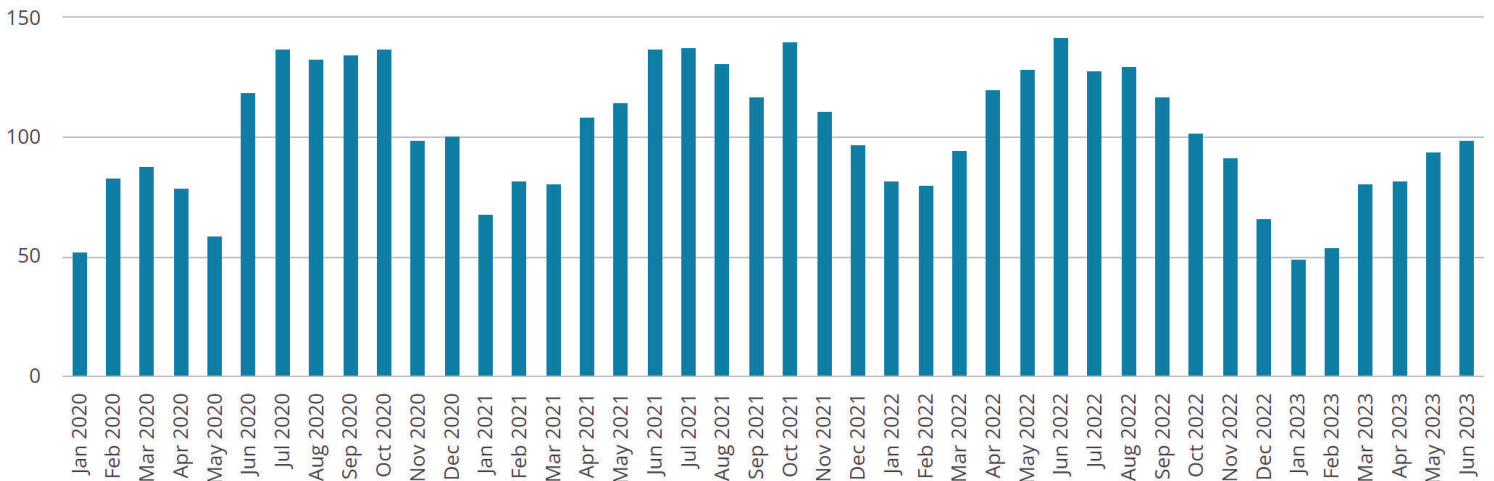
Data for Single Family Residence in Bartholomew County.

	Jun 2023	May 2023	MoM	Jun 2022	YoY	2023	2022	YTD
Median Sales Price	\$275,000	\$282,250	⬇️ -2.6%	\$264,950	⬆️ 3.8%	\$259,900	\$250,000	⬆️ 4.0%
Closed Sales	99	94	⬆️ 5.3%	142	⬇️ -30.3%	459	648	⬇️ -29.2%
New Listings	125	112	⬆️ 11.6%	145	⬇️ -13.8%	568	792	⬇️ -28.3%
Pending Sales	105	95	⬆️ 10.5%	109	⬇️ -3.7%	513	687	⬇️ -25.3%
Median Days on Market	5	6	⬆️ -16.7%	5	⬆️ 0.0%	8	5	⬆️ 60.0%
Average Days on Market	20	27	⬆️ -23.8%	17	⬆️ 20.2%	35	15	⬆️ 138.6%
Price per Square Foot	\$147	\$141	⬆️ 4.3%	\$154	⬇️ -4.2%	\$144	\$148	⬇️ -2.7%
% of List Price Received	98.2%	98.5%	⬆️ -0.3%	100.8%	⬇️ -2.6%	97.8%	100.2%	⬇️ -2.4%
Active Inventory	105	94	⬆️ 11.7%	118	⬇️ -11.0%	—	—	—
Months Supply of Inventory	1.1	1.0	⬆️ 6.1%	0.8	⬆️ 27.6%	—	—	—

## Median Sales Price



## Number of Closed Sales



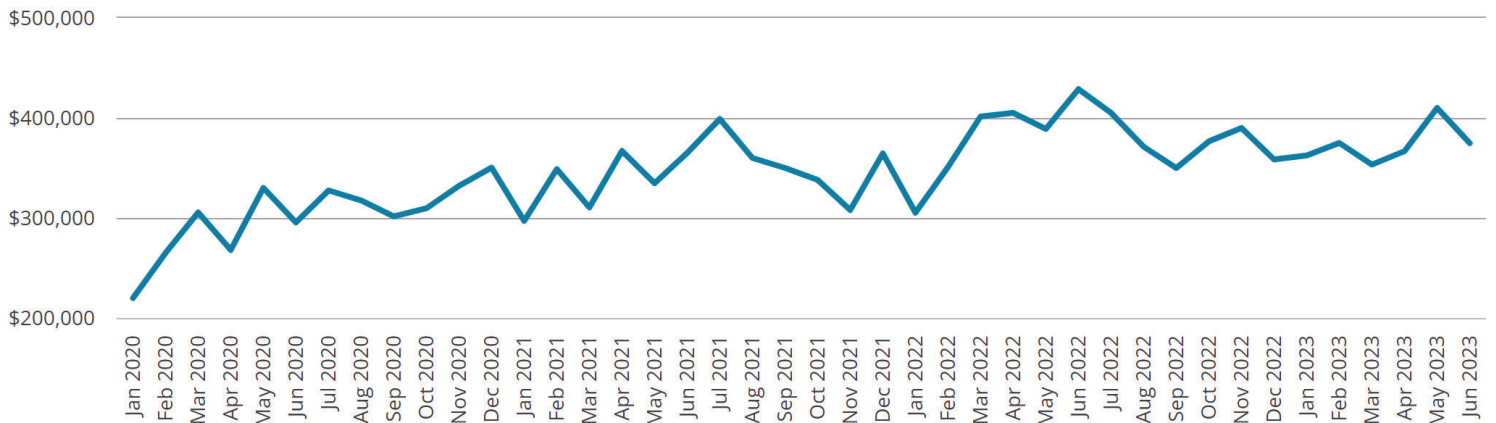
# Boone County



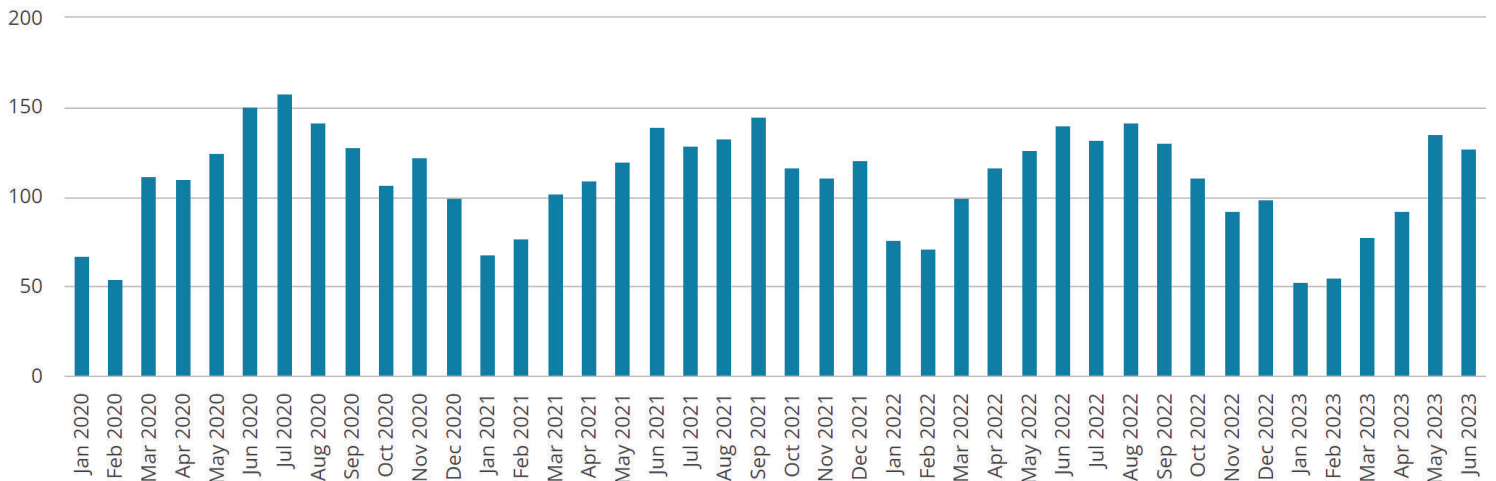
Data for Single Family Residence in Boone County.

	Jun 2023	May 2023	MoM	Jun 2022	YoY	2023	2022	YTD
Median Sales Price	\$374,800	\$410,000	⬇️ -8.6%	\$428,865	⬇️ -12.6%	\$375,000	\$385,550	⬇️ -2.7%
Closed Sales	127	135	⬇️ -5.9%	140	⬇️ -9.3%	540	630	⬇️ -14.3%
New Listings	155	149	⬆️ 4.0%	208	⬇️ -25.5%	699	910	⬇️ -23.2%
Pending Sales	118	134	⬇️ -11.9%	152	⬇️ -22.4%	637	739	⬇️ -13.8%
Median Days on Market	16	6	⬆️ 166.7%	5	⬆️ 220.0%	13	5	⬆️ 160.0%
Average Days on Market	556	296	⬆️ 88.0%	18	⬆️ 3,045.4%	225	19	⬆️ 1,056.9%
Price per Square Foot	\$168	\$169	⬇️ -0.6%	\$190	⬇️ -11.3%	\$166	\$180	⬇️ -7.8%
% of List Price Received	100.1%	100.2%	⬇️ -0.1%	102.1%	⬇️ -2.0%	99.3%	101.6%	⬇️ -2.3%
Active Inventory	183	161	⬆️ 13.7%	183	🟡 0.0%	—	—	—
Months Supply of Inventory	1.4	1.2	⬆️ 20.8%	1.3	⬆️ 10.2%	—	—	—

## Median Sales Price



## Number of Closed Sales





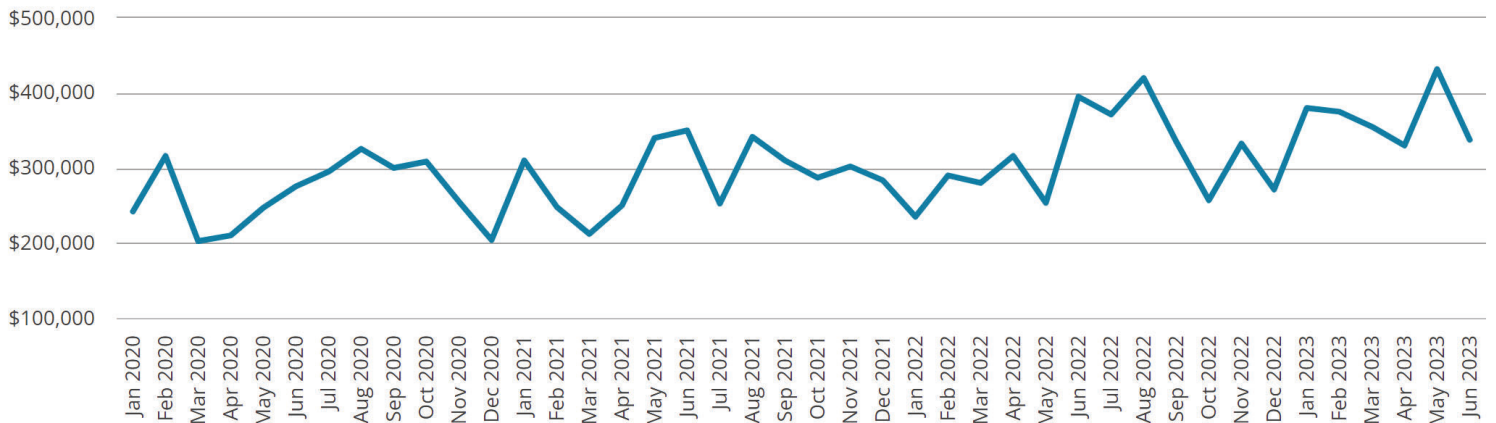
# Brown County



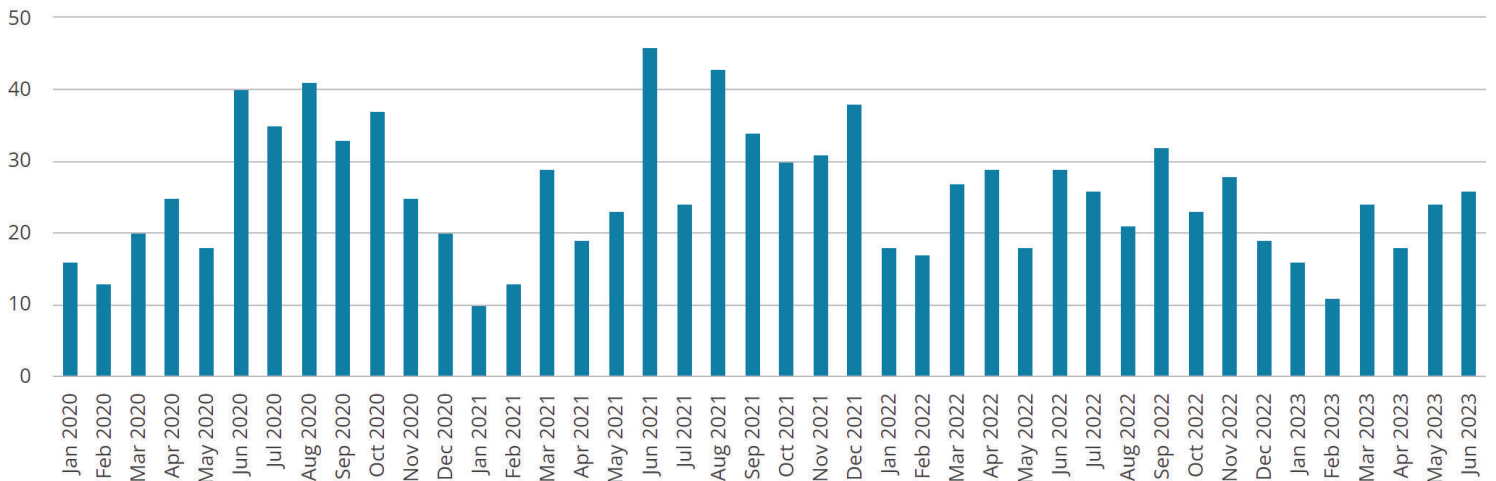
Data for Single Family Residence in Brown County.

	Jun 2023	May 2023	MoM	Jun 2022	YoY	2023	2022	YTD
Median Sales Price	\$337,500	\$431,825	⬇️ -21.8%	\$395,000	⬇️ -14.6%	\$375,000	\$295,000	⬆️ 27.1%
Closed Sales	26	24	⬆️ 8.3%	29	⬇️ -10.3%	119	138	⬇️ -13.8%
New Listings	37	33	⬆️ 12.1%	48	⬇️ -22.9%	162	190	⬇️ -14.7%
Pending Sales	28	18	⬆️ 55.6%	27	⬆️ 3.7%	129	143	⬇️ -9.8%
Median Days on Market	10.5	6	⬆️ 75.0%	16	⬇️ -34.4%	12	9	⬆️ 33.3%
Average Days on Market	32	36	⬆️ -10.8%	22	⬆️ 45.4%	55	33	⬆️ 66.7%
Price per Square Foot	\$246	\$239	⬆️ 2.9%	\$233	⬆️ 5.4%	\$212	\$209	⬆️ 1.4%
% of List Price Received	94.1%	98.1%	⬆️ -4.0%	99.2%	⬇️ -5.2%	95.4%	98.3%	⬇️ -3.0%
Active Inventory	59	59	↔️ 0.0%	66	⬇️ -10.6%	—	—	—
Months Supply of Inventory	2.3	2.5	⬆️ -7.7%	2.3	⬇️ -0.3%	—	—	—

## Median Sales Price



## Number of Closed Sales

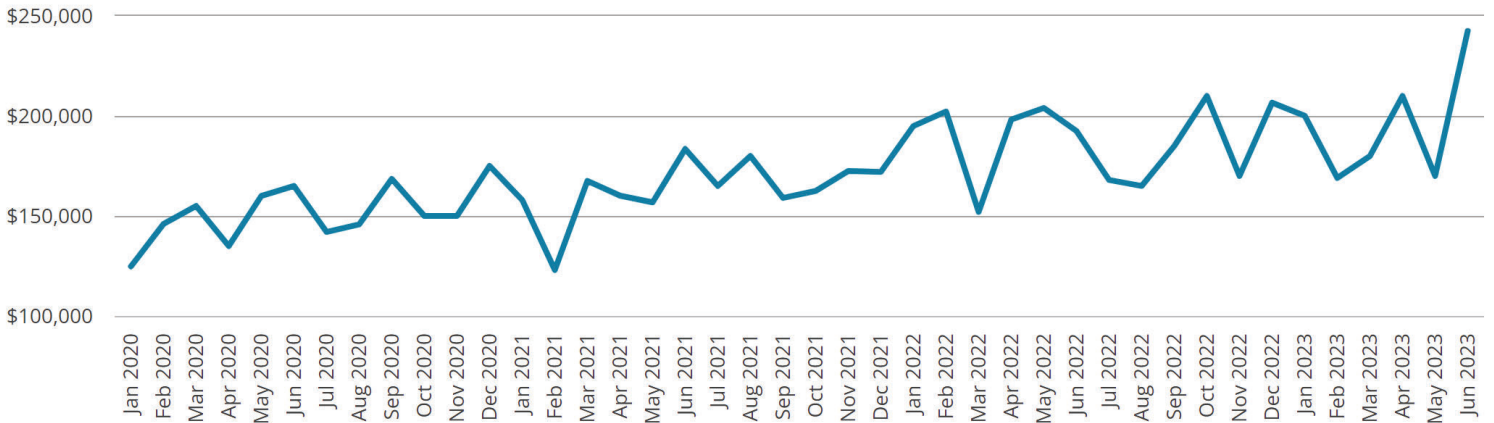


# Decatur County

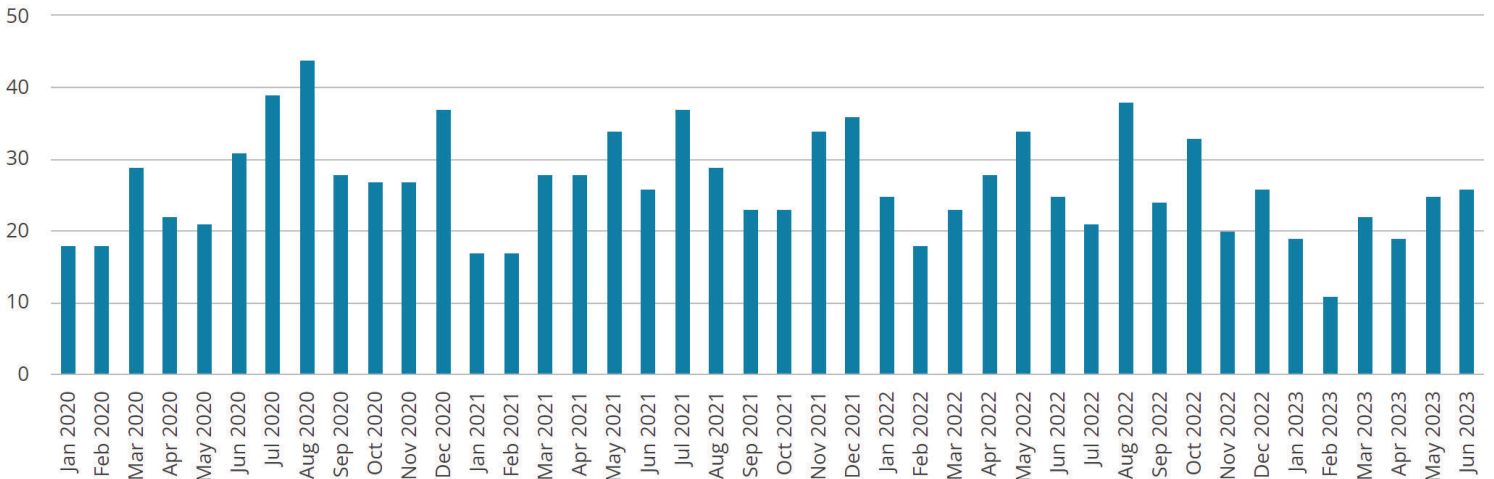
Data for Single Family Residence in Decatur County.

	Jun 2023	May 2023	MoM	Jun 2022	YoY	2023	2022	YTD
<b>Median Sales Price</b>	\$242,500	\$170,000	⬆️ 42.6%	\$192,500	⬆️ 26.0%	\$193,500	\$195,000	⬆️ -0.8%
<b>Closed Sales</b>	26	25	⬆️ 4.0%	25	⬆️ 4.0%	122	153	⬆️ -20.3%
<b>New Listings</b>	36	35	⬆️ 2.9%	37	⬆️ -2.7%	151	180	⬆️ -16.1%
<b>Pending Sales</b>	31	22	⬆️ 40.9%	21	⬆️ 47.6%	132	148	⬆️ -10.8%
<b>Median Days on Market</b>	19.5	12	⬆️ 62.5%	25	⬆️ -22.0%	17	11	⬆️ 61.9%
<b>Average Days on Market</b>	37	18	⬆️ 111.2%	47	⬆️ -20.7%	43	38	⬆️ 14.9%
<b>Price per Square Foot</b>	\$148	\$124	⬆️ 19.0%	\$156	⬆️ -5.4%	\$134	\$136	⬆️ -1.5%
<b>% of List Price Received</b>	96.5%	96.9%	⬆️ -0.3%	96.7%	⬆️ -0.1%	96.6%	97.7%	⬆️ -1.1%
<b>Active Inventory</b>	41	41	↔️ 0.0%	51	⬆️ -19.6%	—	—	—
<b>Months Supply of Inventory</b>	1.6	1.6	⬆️ -3.8%	2.0	⬆️ -22.7%	—	—	—

## Median Sales Price



## Number of Closed Sales



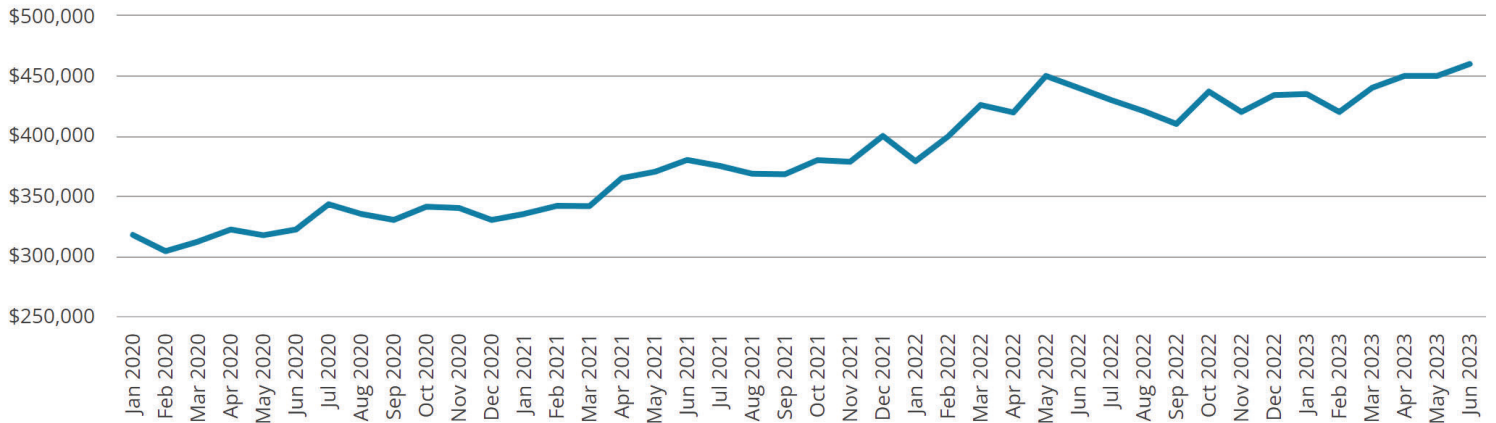


# Hamilton County

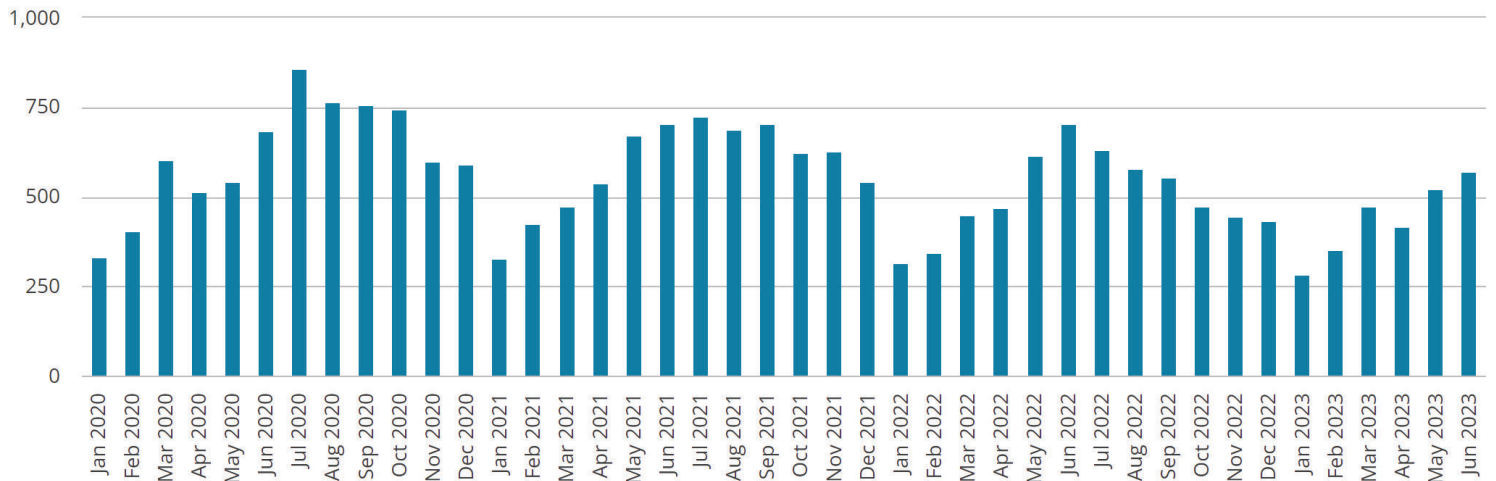
Data for Single Family Residence in Hamilton County.

	Jun 2023	May 2023	MoM	Jun 2022	YoY	2023	2022	YTD
Median Sales Price	\$459,990	\$450,000	⬆️ 2.2%	\$440,000	⬆️ 4.5%	\$447,000	\$424,665	⬆️ 5.3%
Closed Sales	569	523	⬆️ 8.8%	704	⬆️ -19.2%	2,619	2,899	⬆️ -9.7%
New Listings	617	654	⬆️ -5.7%	910	⬆️ -32.2%	2,979	3,749	⬆️ -20.5%
Pending Sales	531	539	⬆️ -1.5%	636	⬆️ -16.5%	2,794	3,259	⬆️ -14.3%
Median Days on Market	7	5	⬆️ 40.0%	4	⬆️ 75.0%	7	4	⬆️ 75.0%
Average Days on Market	77	51	⬆️ 51.3%	11	⬆️ 606.3%	51	13	⬆️ 290.8%
Price per Square Foot	\$174	\$173	⬆️ 0.6%	\$192	⬆️ -9.4%	\$173	\$187	⬆️ -7.5%
% of List Price Received	100.4%	100.6%	⬆️ -0.2%	103.6%	⬆️ -3.2%	99.7%	103.5%	⬆️ -3.6%
Active Inventory	540	510	⬆️ 5.9%	540	⬆️ 0.0%	—	—	—
Months Supply of Inventory	0.9	1.0	⬆️ -2.7%	0.8	⬆️ 23.7%	—	—	—

## Median Sales Price



## Number of Closed Sales



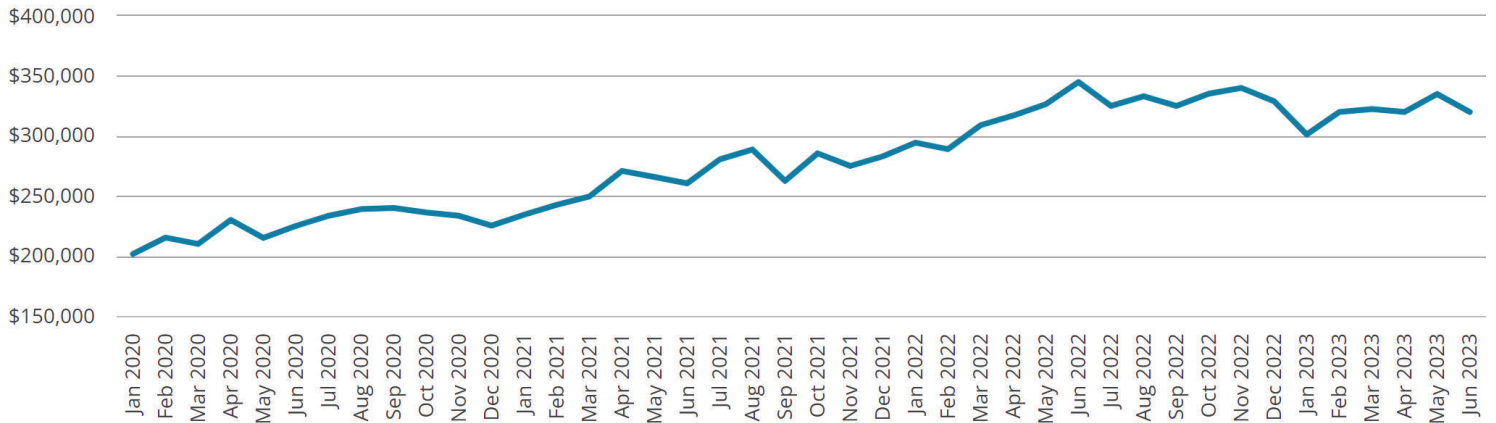
# Hancock County



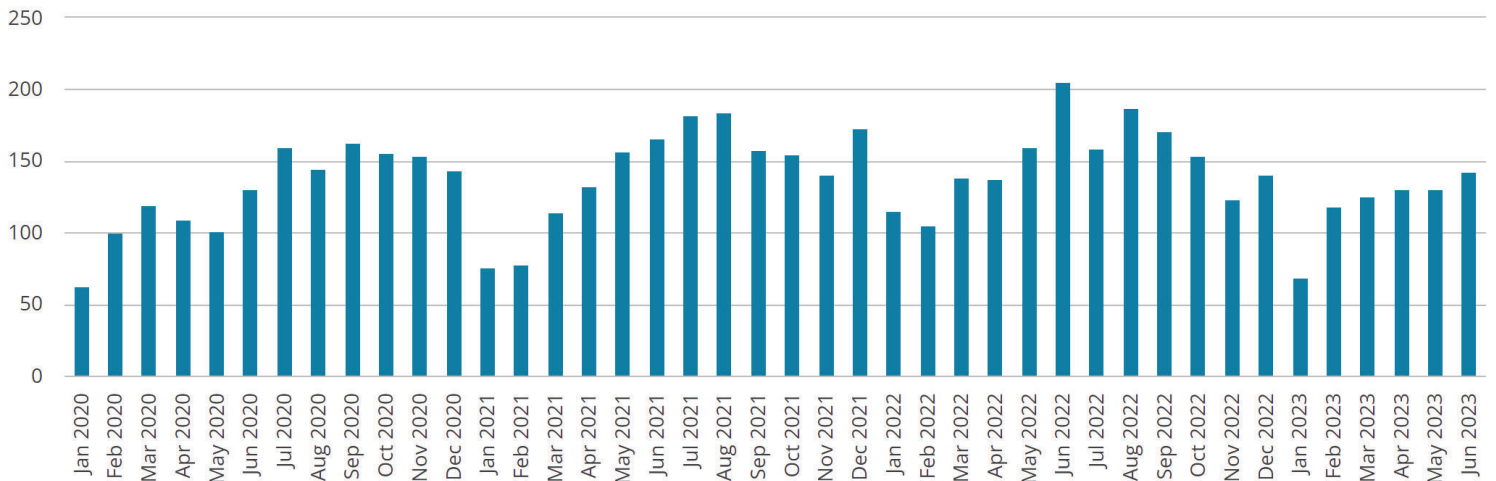
Data for Single Family Residence in Hancock County.

	Jun 2023	May 2023	MoM	Jun 2022	YoY	2023	2022	YTD
Median Sales Price	\$320,000	\$335,000	⬇️ -4.5%	\$344,900	⬇️ -7.2%	\$324,947.5	\$314,950	⬆️ 3.2%
Closed Sales	143	131	⬆️ 9.2%	205	⬇️ -30.2%	718	862	⬇️ -16.7%
New Listings	149	136	⬆️ 9.6%	278	⬇️ -46.4%	732	1,127	⬇️ -35.0%
Pending Sales	135	131	⬆️ 3.1%	176	⬇️ -23.3%	763	971	⬇️ -21.4%
Median Days on Market	13	20.5	⬆️ -36.6%	5	⬆️ 160.0%	24	5	⬆️ 380.0%
Average Days on Market	145	144	⬆️ 0.8%	14	⬆️ 935.2%	101	19	⬆️ 436.5%
Price per Square Foot	\$143	\$145	⬆️ -1.4%	\$149	⬇️ -4.0%	\$149	\$147	⬆️ 1.4%
% of List Price Received	98.5%	98.8%	⬆️ -0.4%	101.3%	⬇️ -2.8%	98.3%	101.2%	⬆️ -2.9%
Active Inventory	172	175	⬆️ -1.7%	229	⬇️ -24.9%	—	—	—
Months Supply of Inventory	1.2	1.3	⬆️ -10.0%	1.1	⬆️ 7.7%	—	—	—

## Median Sales Price



## Number of Closed Sales

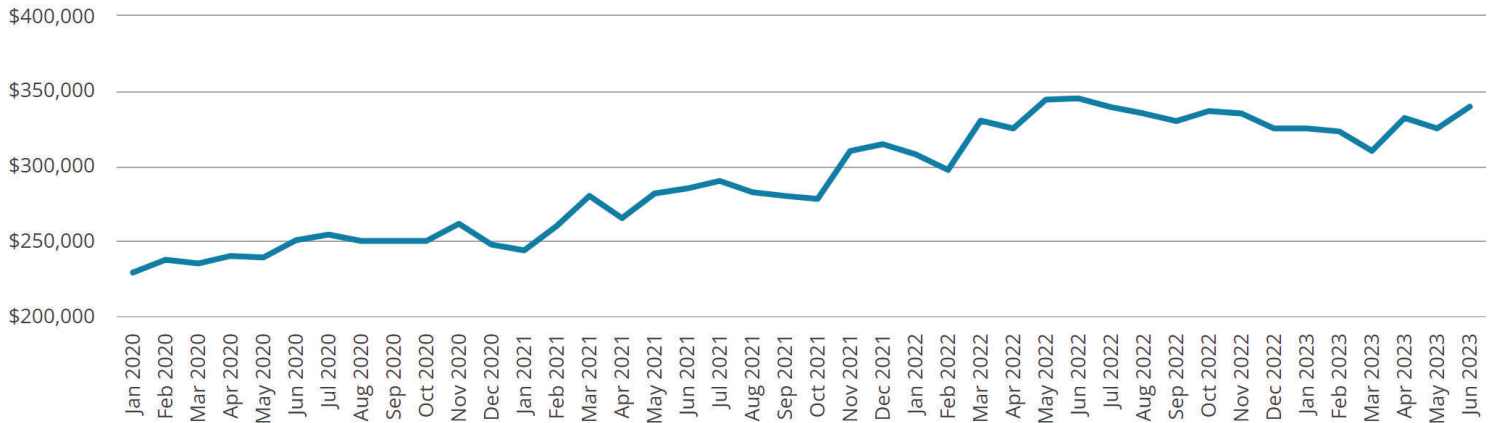


# Hendricks County

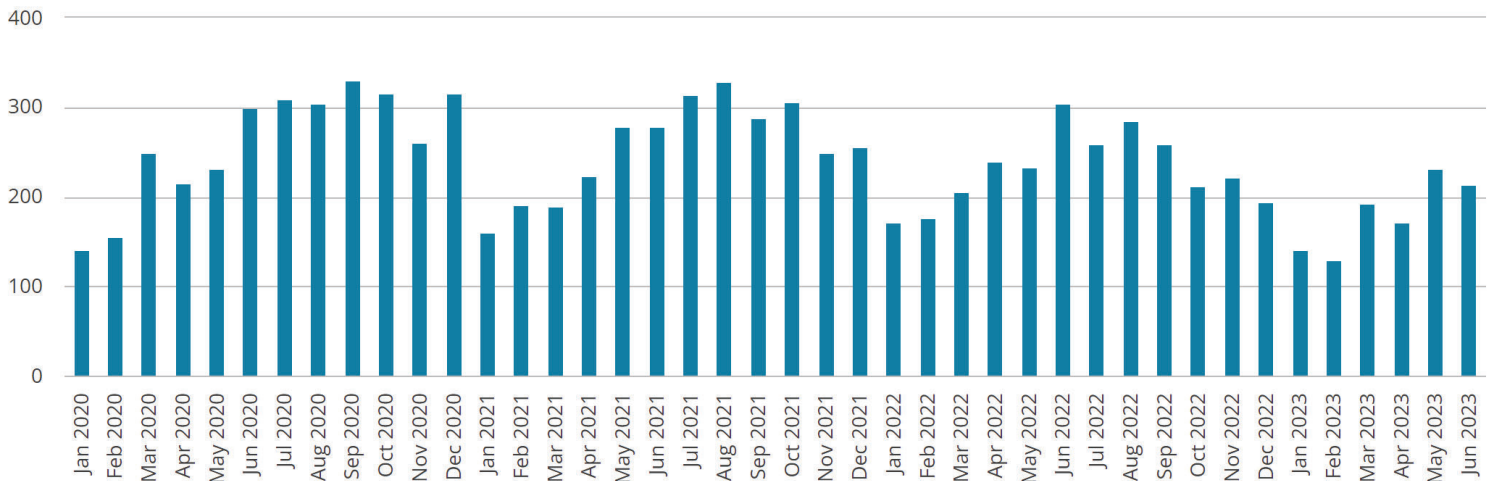
Data for Single Family Residence in Hendricks County.

	Jun 2023	May 2023	MoM	Jun 2022	YoY	2023	2022	YTD
Median Sales Price	\$339,500	\$325,000	⬆️ 4.5%	\$345,000	⬇️ -1.6%	\$325,000	\$325,000	⬆️ 0.0%
Closed Sales	214	231	⬇️ -7.4%	304	⬇️ -29.6%	1,080	1,330	⬇️ -18.8%
New Listings	287	256	⬆️ 12.1%	366	⬇️ -21.6%	1,244	1,611	⬇️ -22.8%
Pending Sales	225	217	⬆️ 3.7%	258	⬇️ -12.8%	1,157	1,421	⬇️ -18.6%
Median Days on Market	7	6	⬆️ 16.7%	5	⬆️ 40.0%	8	4	⬆️ 100.0%
Average Days on Market	62	40	⬆️ 53.7%	13	⬆️ 377.1%	51	15	⬆️ 229.4%
Price per Square Foot	\$163	\$160	⬆️ 1.6%	\$166	⬇️ -1.8%	\$158	\$159	⬇️ -0.6%
% of List Price Received	99.7%	100.3%	⬇️ -0.6%	102.6%	⬇️ -2.9%	99.1%	102.0%	⬇️ -2.9%
Active Inventory	249	218	⬆️ 14.2%	252	⬇️ -1.2%	—	—	—
Months Supply of Inventory	1.2	0.9	⬆️ 23.3%	0.8	⬆️ 40.4%	—	—	—

## Median Sales Price



## Number of Closed Sales



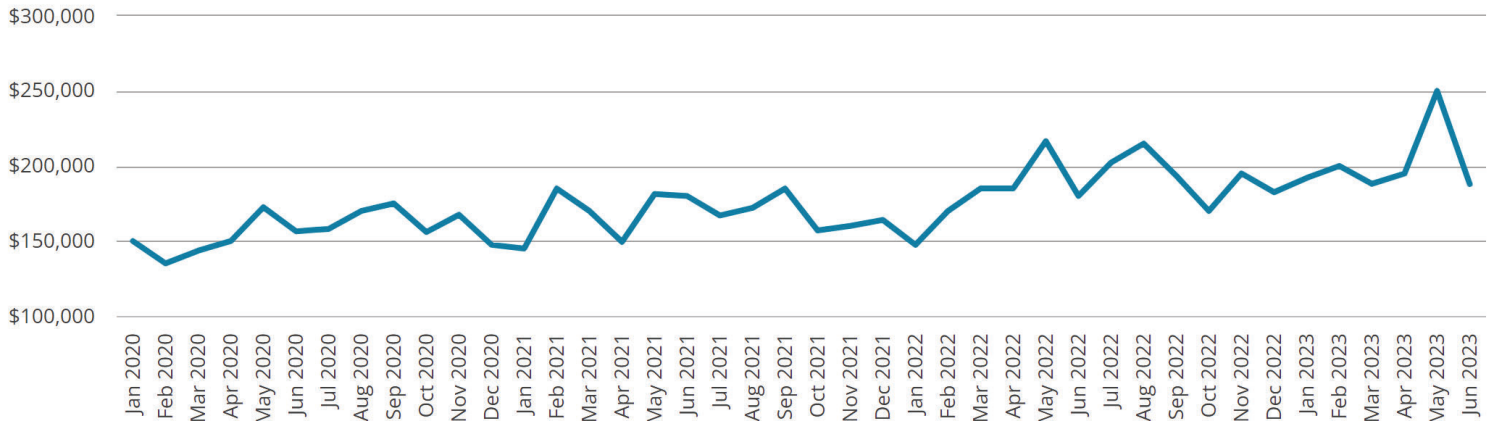
# Jackson County



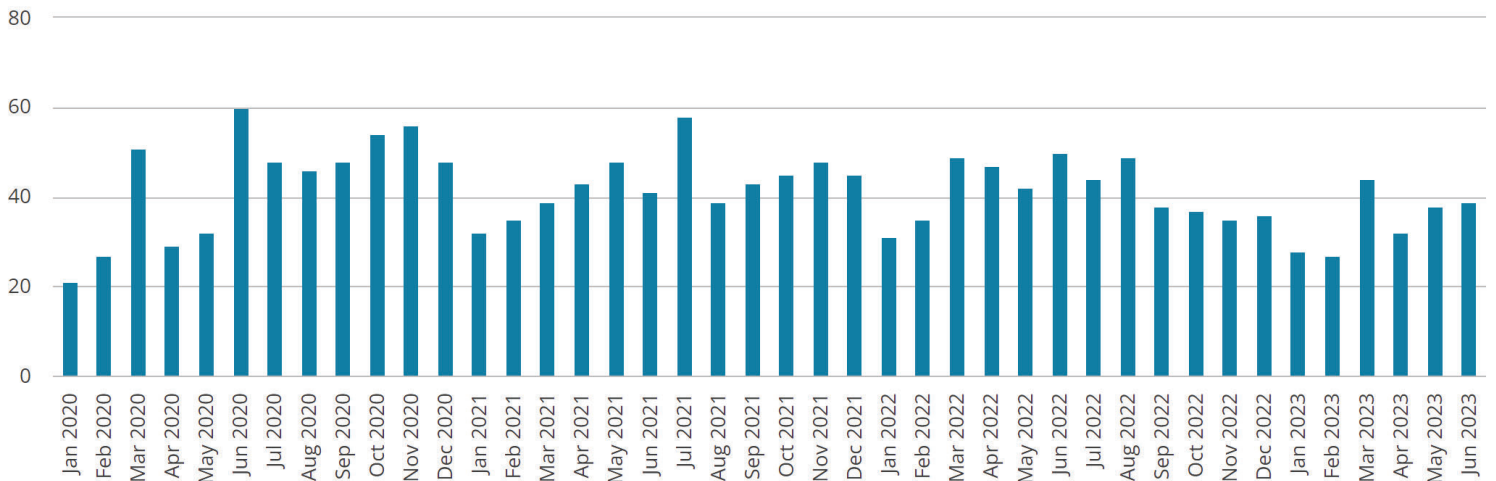
Data for Single Family Residence in Jackson County.

	Jun 2023	May 2023	MoM	Jun 2022	YoY	2023	2022	YTD
Median Sales Price	\$187,900	\$250,000	⬇️ -24.8%	\$180,000	⬆️ 4.4%	\$200,000	\$180,000	⬆️ 11.1%
Closed Sales	39	38	⬆️ 2.6%	50	⬇️ -22.0%	208	254	⬇️ -18.1%
New Listings	45	41	⬆️ 9.8%	61	⬇️ -26.2%	210	293	⬇️ -28.3%
Pending Sales	36	37	⬆️ -2.7%	44	⬇️ -18.2%	217	264	⬇️ -17.8%
Median Days on Market	8	6	⬆️ 33.3%	7	⬆️ 14.3%	10	7	⬆️ 42.9%
Average Days on Market	13	21	⬆️ -38.7%	15	⬇️ -16.7%	35	22	⬆️ 55.9%
Price per Square Foot	\$149	\$146	⬆️ 2.1%	\$135	⬆️ 10.8%	\$136	\$131	⬆️ 3.8%
% of List Price Received	98.9%	98.6%	⬆️ 0.4%	98.8%	⬆️ 0.1%	98.2%	98.2%	⬆️ 0.0%
Active Inventory	34	27	⬆️ 25.9%	56	⬇️ -39.3%	—	—	—
Months Supply of Inventory	0.9	0.7	⬆️ 22.7%	1.1	⬇️ -22.2%	—	—	—

## Median Sales Price



## Number of Closed Sales



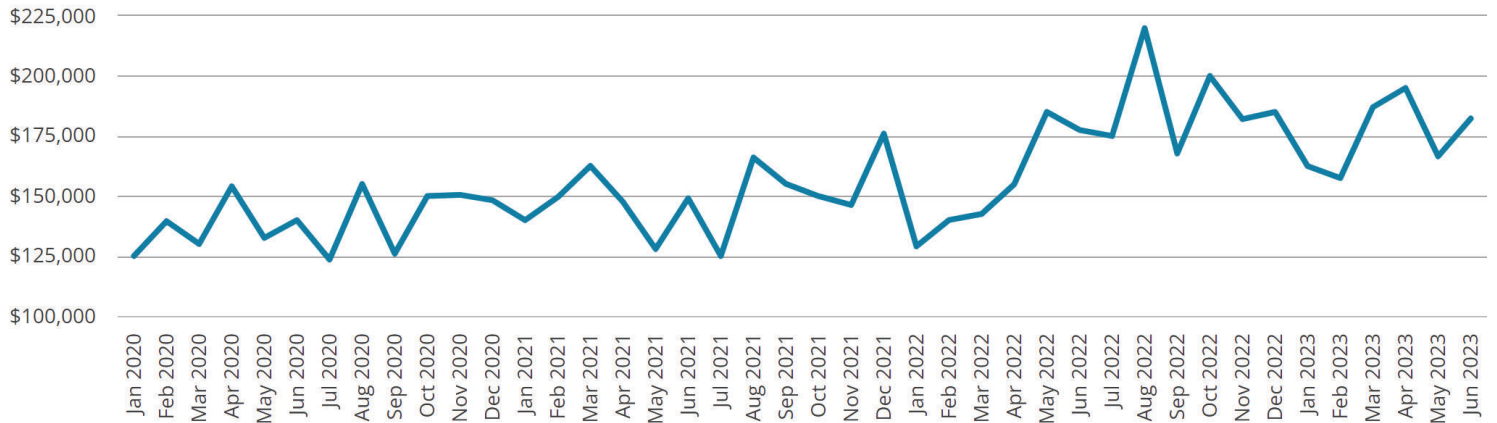


# Jennings County

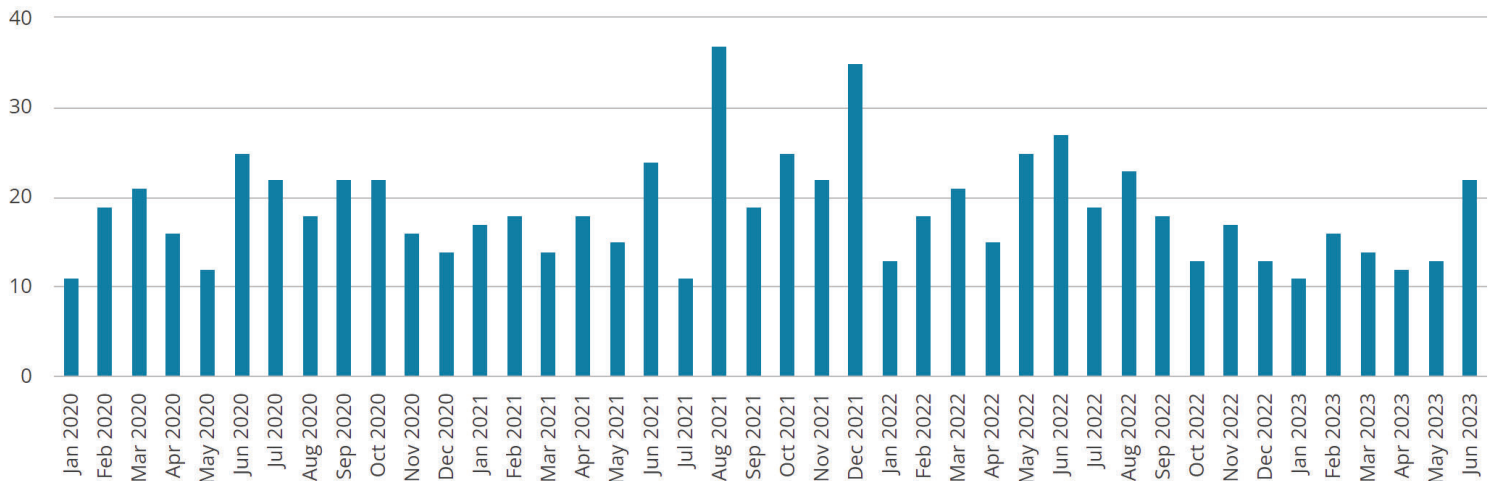
Data for Single Family Residence in Jennings County.

	Jun 2023	May 2023	MoM	Jun 2022	YoY	2023	2022	YTD
Median Sales Price	\$182,250	\$166,500	⬆️ 9.5%	\$177,500	⬆️ 2.7%	\$179,450	\$160,000	⬆️ 12.2%
Closed Sales	22	13	⬆️ 69.2%	27	⬆️ -18.5%	88	119	⬆️ -26.1%
New Listings	15	23	⬆️ -34.8%	37	⬆️ -59.5%	99	141	⬆️ -29.8%
Pending Sales	20	20	➡️ 0.0%	25	⬆️ -20.0%	95	123	⬆️ -22.8%
Median Days on Market	4.5	4.5	➡️ 0.0%	6	⬆️ -25.0%	7	8	⬆️ -12.5%
Average Days on Market	33	31	⬆️ 7.6%	15	⬆️ 125.8%	38	31	⬆️ 21.2%
Price per Square Foot	\$149	\$135	⬆️ 10.0%	\$115	⬆️ 29.1%	\$121	\$119	⬆️ 1.7%
% of List Price Received	97.8%	96.1%	⬆️ 1.7%	97.5%	⬆️ 0.3%	96.0%	96.2%	⬆️ -0.1%
Active Inventory	15	20	⬆️ -25.0%	32	⬆️ -53.1%	—	—	—
Months Supply of Inventory	0.7	1.5	⬆️ -55.7%	1.2	⬆️ -42.5%	—	—	—

## Median Sales Price



## Number of Closed Sales



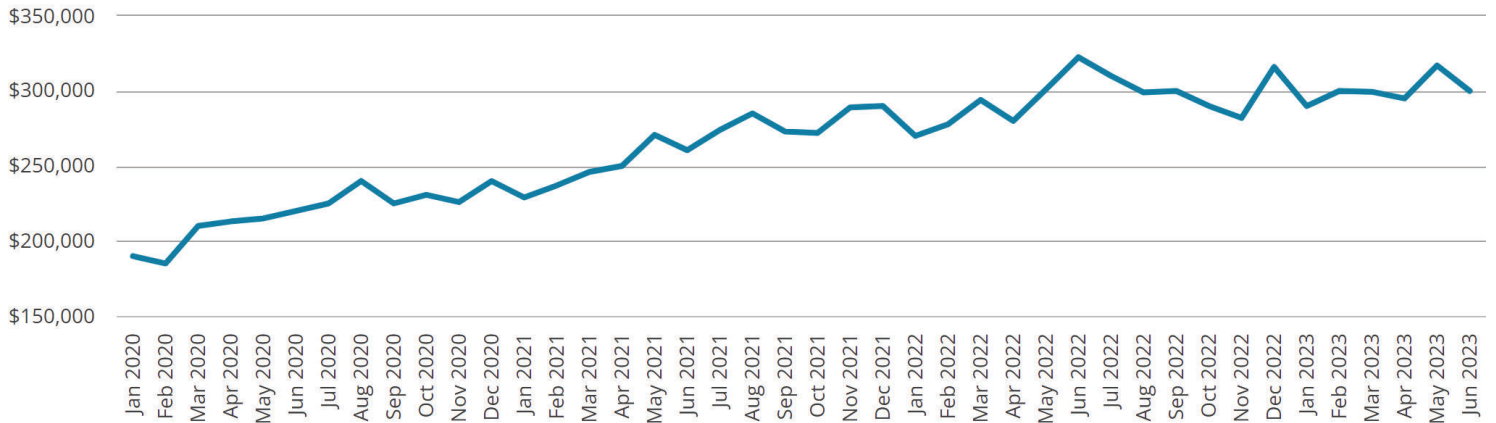
# Johnson County



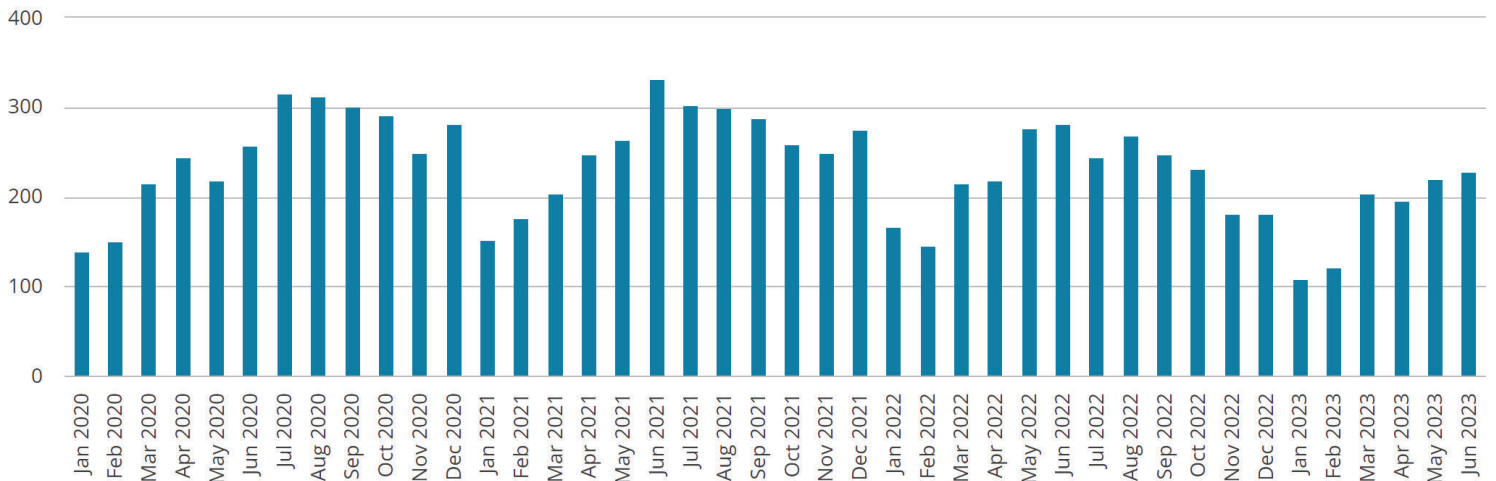
Data for Single Family Residence in Johnson County.

	Jun 2023	May 2023	MoM	Jun 2022	YoY	2023	2022	YTD
<b>Median Sales Price</b>	\$300,000	\$317,000	⬇️ -5.4%	\$322,500	⬇️ -7.0%	\$300,000	\$294,900	⬆️ 1.7%
<b>Closed Sales</b>	228	220	⬆️ 3.6%	282	⬇️ -19.1%	1,078	1,303	⬇️ -17.3%
<b>New Listings</b>	251	243	⬆️ 3.3%	335	⬇️ -25.1%	1,285	1,599	⬇️ -19.6%
<b>Pending Sales</b>	219	187	⬆️ 17.1%	262	⬇️ -16.4%	1,181	1,425	⬇️ -17.1%
<b>Median Days on Market</b>	9	8	⬆️ 12.5%	5	⬆️ 80.0%	13	5	⬆️ 160.0%
<b>Average Days on Market</b>	46	33	⬆️ 39.4%	12	⬆️ 289.6%	47	13	⬆️ 269.3%
<b>Price per Square Foot</b>	\$160	\$154	⬆️ 4.2%	\$172	⬇️ -7.0%	\$152	\$163	⬇️ -6.7%
<b>% of List Price Received</b>	99.0%	98.9%	⬆️ 0.1%	102.4%	⬇️ -3.4%	98.6%	101.9%	⬇️ -3.2%
<b>Active Inventory</b>	267	273	⬆️ -2.2%	214	⬆️ 24.8%	—	—	—
<b>Months Supply of Inventory</b>	1.2	1.2	⬆️ -5.6%	0.8	⬆️ 54.3%	—	—	—

## Median Sales Price



## Number of Closed Sales



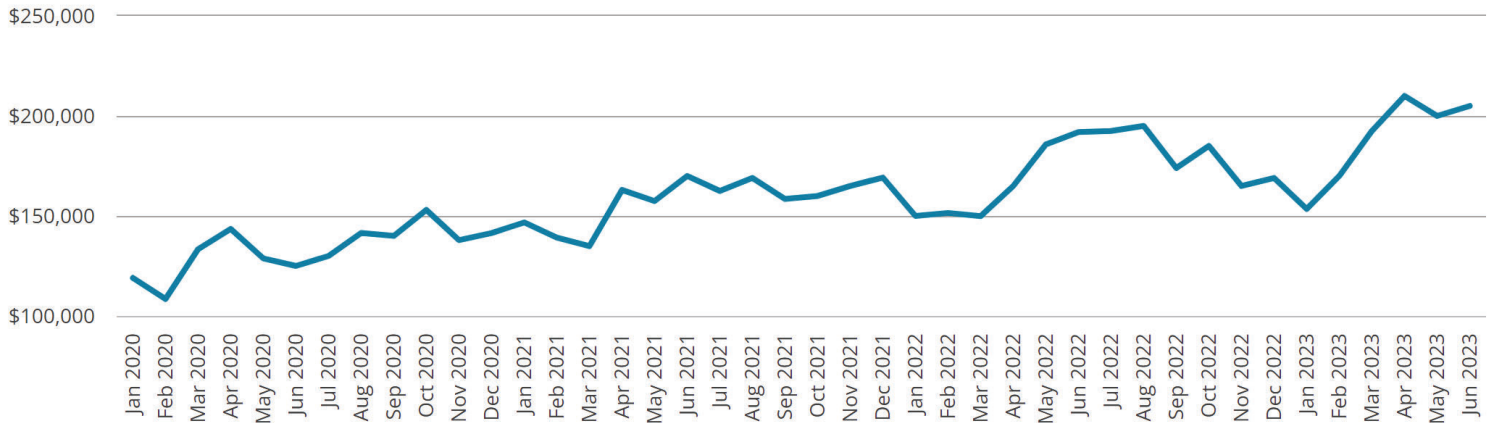


# Madison County

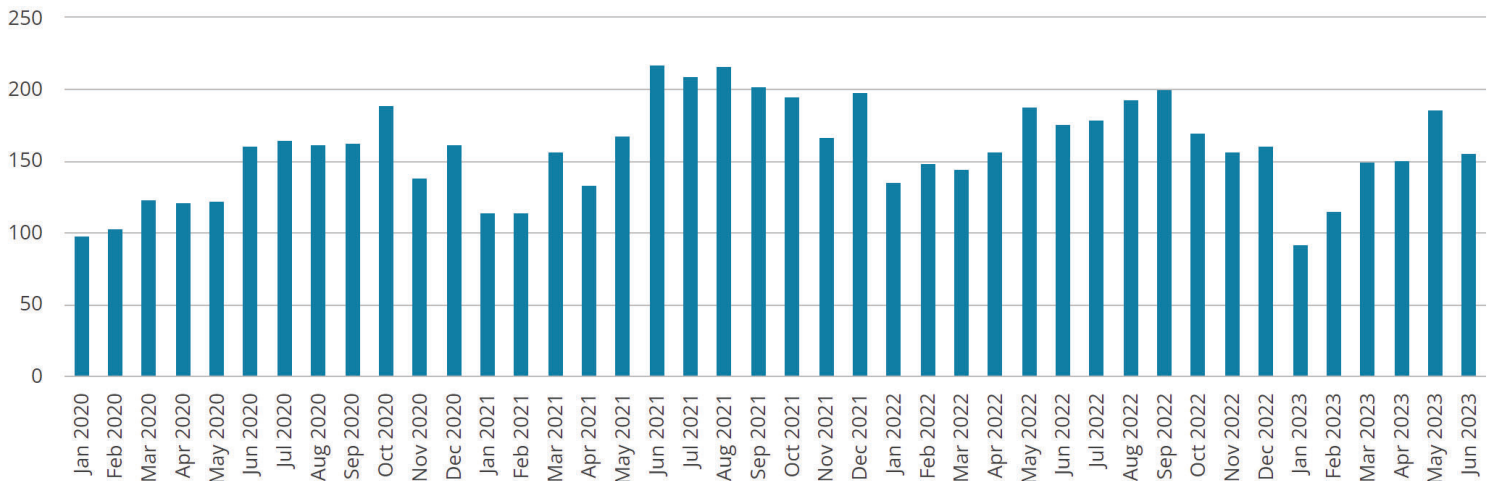
Data for Single Family Residence in Madison County.

	Jun 2023	May 2023	MoM	Jun 2022	YoY	2023	2022	YTD
<b>Median Sales Price</b>	\$205,000	\$200,000	⬆️ 2.5%	\$191,899.5	⬆️ 6.8%	\$194,000	\$167,000	⬆️ 16.2%
<b>Closed Sales</b>	156	186	⬆️ -16.1%	176	⬆️ -11.4%	850	951	⬆️ -10.6%
<b>New Listings</b>	210	182	⬆️ 15.4%	269	⬆️ -21.9%	1,042	1,157	⬆️ -9.9%
<b>Pending Sales</b>	170	177	⬆️ -4.0%	181	⬆️ -6.1%	949	1,005	⬆️ -5.6%
<b>Median Days on Market</b>	9	8	⬆️ 12.5%	6	⬆️ 50.0%	14	6	⬆️ 133.3%
<b>Average Days on Market</b>	46	37	⬆️ 25.0%	13	⬆️ 241.3%	48	21	⬆️ 129.9%
<b>Price per Square Foot</b>	\$125	\$123	⬆️ 1.2%	\$123	⬆️ 1.2%	\$118	\$109	⬆️ 8.3%
<b>% of List Price Received</b>	99.6%	97.6%	⬆️ 2.1%	99.2%	⬆️ 0.4%	97.8%	98.6%	⬆️ -0.8%
<b>Active Inventory</b>	214	207	⬆️ 3.4%	238	⬆️ -10.1%	—	—	—
<b>Months Supply of Inventory</b>	1.4	1.1	⬆️ 23.3%	1.4	⬆️ 1.4%	—	—	—

## Median Sales Price



## Number of Closed Sales



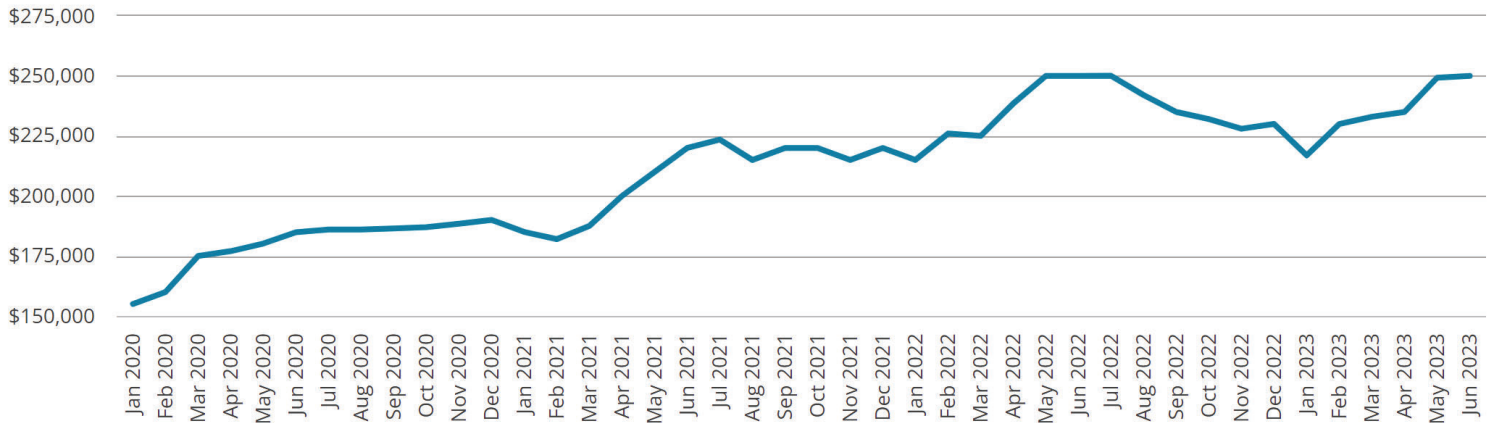
# Marion County

Data for Single Family Residence in Marion County.

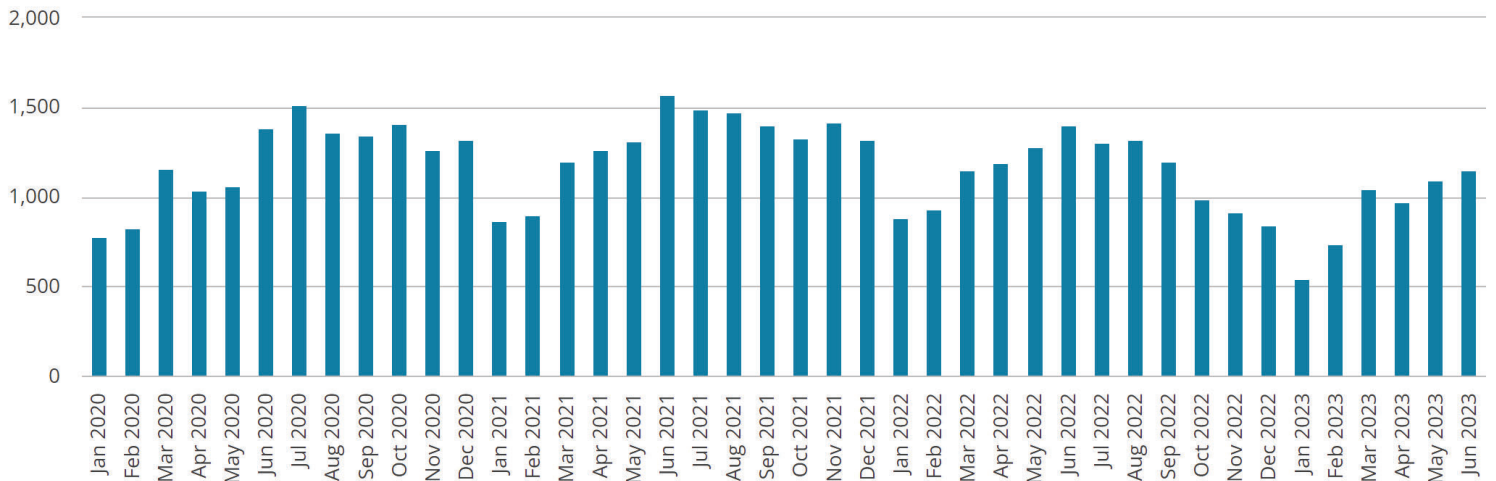


	Jun 2023	May 2023	MoM	Jun 2022	YoY	2023	2022	YTD
Median Sales Price	\$250,000	\$249,250	↗ 0.3%	\$250,000	↘ 0.0%	\$238,000	\$235,000	↗ 1.3%
Closed Sales	1,147	1,094	↗ 4.8%	1,398	↘ -18.0%	5,536	6,840	↘ -19.1%
New Listings	1,409	1,244	↗ 13.3%	1,888	↘ -25.4%	6,717	8,485	↘ -20.8%
Pending Sales	1,191	1,077	↗ 10.6%	1,332	↘ -10.6%	6,179	7,361	↘ -16.1%
Median Days on Market	7	7	↘ 0.0%	5	↗ 40.0%	11	5	↗ 120.0%
Average Days on Market	212	94	↗ 126.2%	13	↗ 1,568.0%	88	19	↗ 371.2%
Price per Square Foot	\$149	\$146	↗ 2.1%	\$158	↘ -5.7%	\$143	\$150	↘ -4.7%
% of List Price Received	99.7%	99.5%	↗ 0.2%	102.0%	↘ -2.2%	98.4%	101.5%	↘ -3.0%
Active Inventory	1,354	1,388	↘ -2.4%	1,311	↗ 3.3%	—	—	—
Months Supply of Inventory	1.2	1.3	↘ -7.0%	0.9	↗ 25.9%	—	—	—

## Median Sales Price



## Number of Closed Sales

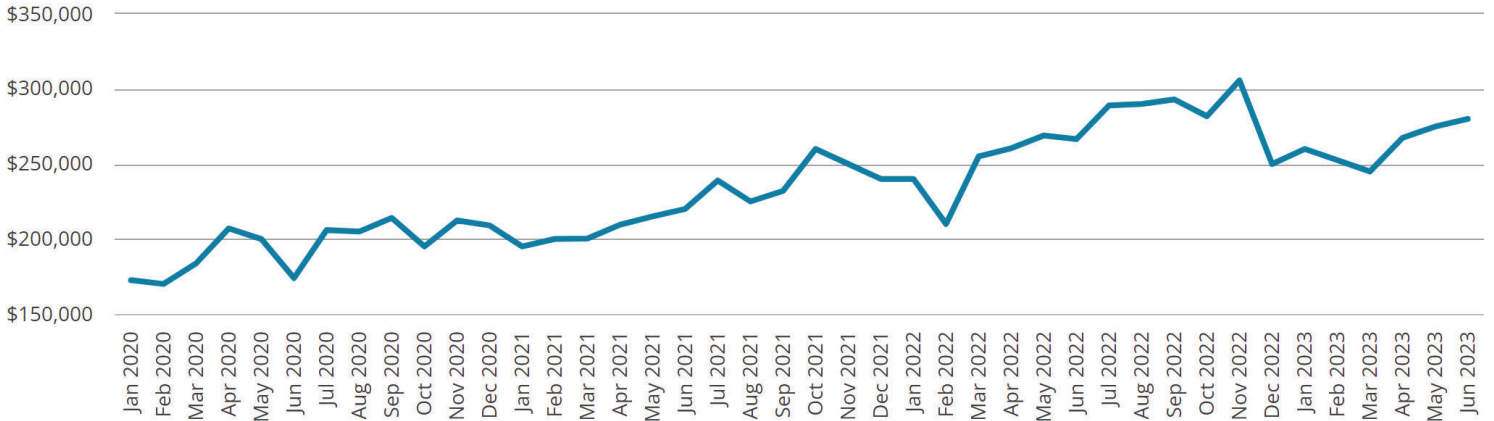


# Morgan County

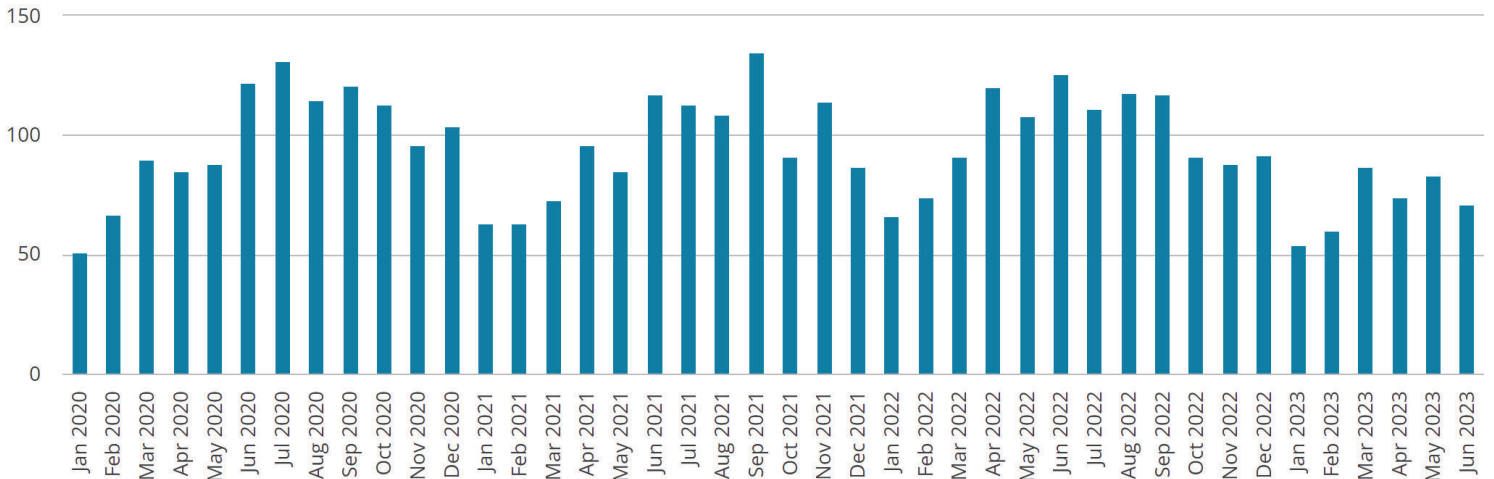
Data for Single Family Residence in Morgan County.

	Jun 2023	May 2023	MoM	Jun 2022	YoY	2023	2022	YTD
Median Sales Price	\$280,000	\$274,900	⬆️ 1.9%	\$266,500	⬆️ 5.1%	\$260,750	\$255,000	⬆️ 2.3%
Closed Sales	71	83	⬇️ -14.5%	126	⬇️ -43.7%	429	585	⬇️ -26.7%
New Listings	111	93	⬆️ 19.4%	166	⬇️ -33.1%	514	754	⬇️ -31.8%
Pending Sales	100	67	⬆️ 49.3%	119	⬇️ -16.0%	477	675	⬇️ -29.3%
Median Days on Market	16	7	⬆️ 128.6%	6	⬆️ 166.7%	17	6	⬆️ 183.3%
Average Days on Market	105	39	⬆️ 171.4%	17	⬆️ 527.4%	68	23	⬆️ 195.1%
Price per Square Foot	\$141	\$159	⬇️ -11.3%	\$154	⬇️ -8.1%	\$150	\$153	⬇️ -2.3%
% of List Price Received	98.5%	99.2%	⬇️ -0.7%	99.6%	⬇️ -1.1%	98.3%	100.3%	⬇️ -2.0%
Active Inventory	118	122	⬇️ -3.3%	148	⬇️ -20.3%	—	—	—
Months Supply of Inventory	1.7	1.5	⬆️ 13.1%	1.2	⬆️ 41.5%	—	—	—

## Median Sales Price



## Number of Closed Sales

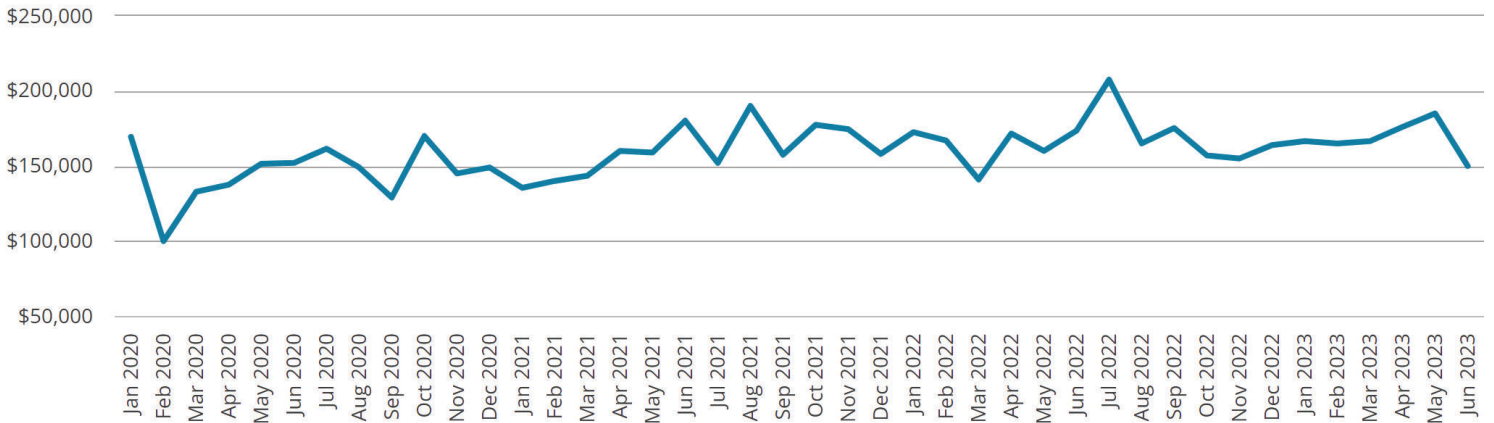


# Montgomery County

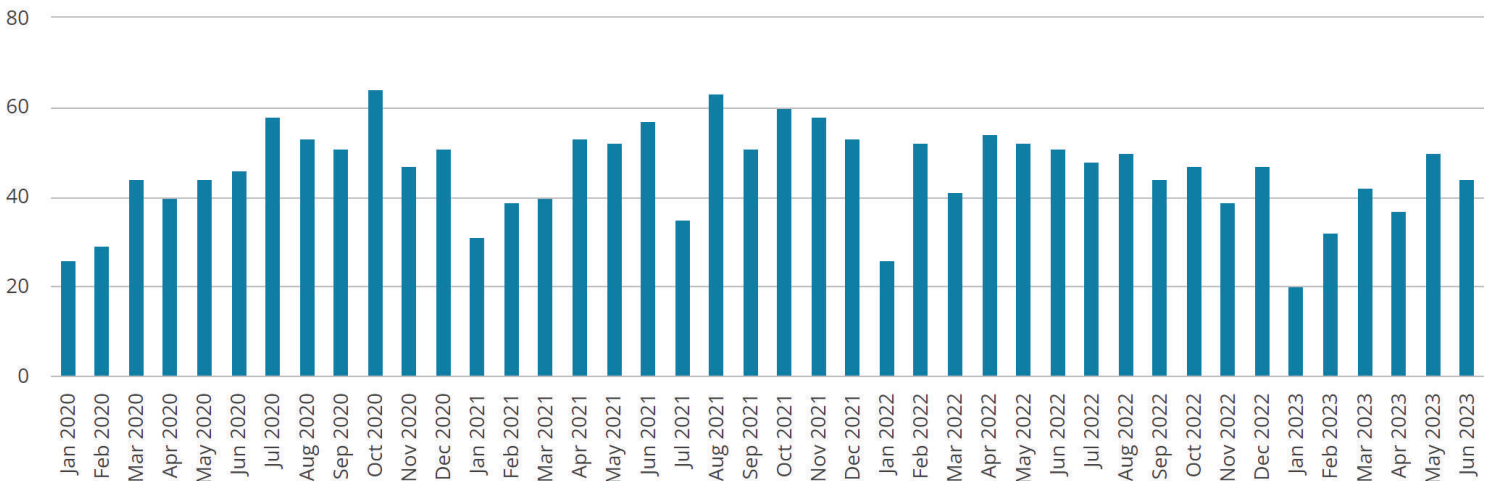
Data for Single Family Residence in Montgomery County.

	Jun 2023	May 2023	MoM	Jun 2022	YoY	2023	2022	YTD
Median Sales Price	\$149,950	\$185,000	⬇️ -18.9%	\$173,500	⬇️ -13.6%	\$170,000	\$166,000	⬆️ 2.4%
Closed Sales	44	50	⬇️ -12.0%	51	⬇️ -13.7%	225	276	⬇️ -18.5%
New Listings	45	55	⬇️ -18.2%	78	⬇️ -42.3%	245	330	⬇️ -25.8%
Pending Sales	45	43	⬆️ 4.7%	50	⬇️ -10.0%	248	285	⬇️ -13.0%
Median Days on Market	10	8	⬆️ 25.0%	7.5	⬆️ 33.3%	12	6	⬆️ 100.0%
Average Days on Market	38	20	⬆️ 90.9%	12	⬆️ 222.8%	40	18	⬆️ 126.3%
Price per Square Foot	\$107	\$116	⬇️ -7.4%	\$137	⬇️ -21.9%	\$115	\$127	⬇️ -9.8%
% of List Price Received	99.4%	99.7%	⬇️ -0.3%	99.8%	⬇️ -0.4%	98.3%	98.6%	⬇️ -0.3%
Active Inventory	43	50	⬇️ -14.0%	59	⬇️ -27.1%	—	—	—
Months Supply of Inventory	1.0	1.0	⬇️ -2.3%	1.2	⬇️ -15.5%	—	—	—

## Median Sales Price



## Number of Closed Sales





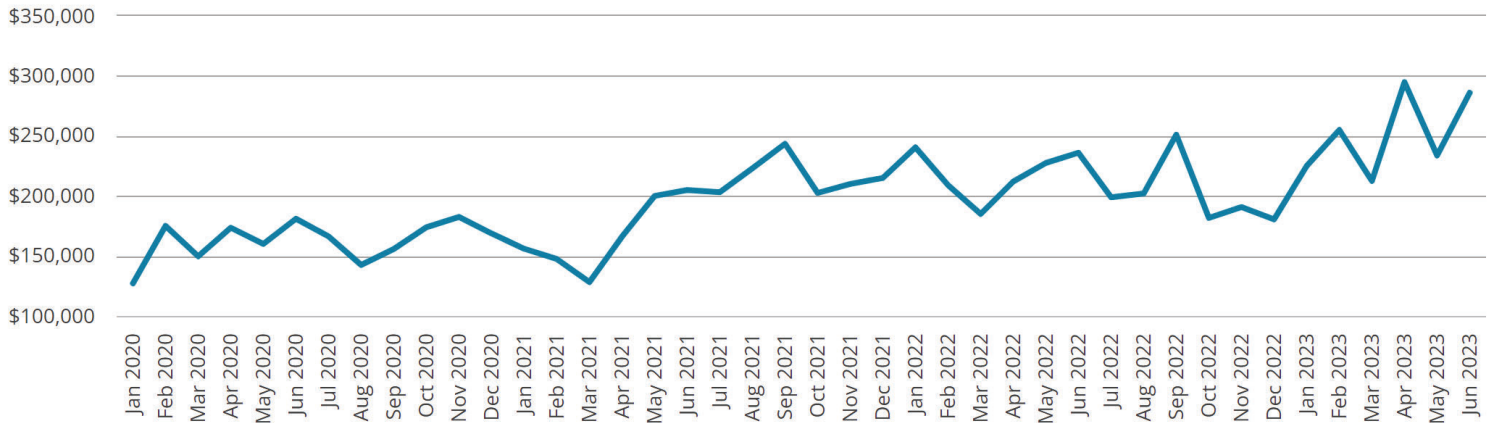
# Putnam County



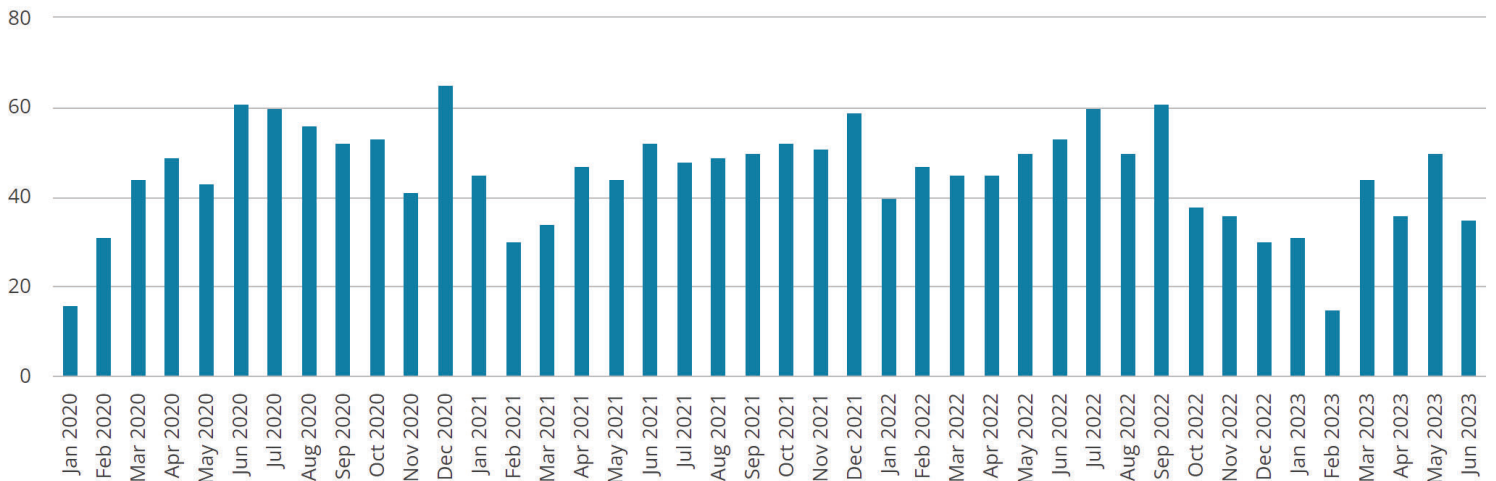
Data for Single Family Residence in Putnam County.

	Jun 2023	May 2023	MoM	Jun 2022	YoY	2023	2022	YTD
<b>Median Sales Price</b>	\$286,000	\$233,750	⬆️ 22.4%	\$236,000	⬆️ 21.2%	\$239,000	\$219,000	⬆️ 9.1%
<b>Closed Sales</b>	35	50	⬆️ -30.0%	53	⬆️ -34.0%	211	280	⬆️ -24.6%
<b>New Listings</b>	58	48	⬆️ 20.8%	68	⬆️ -14.7%	255	334	⬆️ -23.7%
<b>Pending Sales</b>	54	37	⬆️ 45.9%	60	⬆️ -10.0%	240	298	⬆️ -19.5%
<b>Median Days on Market</b>	11	14.5	⬆️ -24.1%	8	⬆️ 37.5%	12	7	⬆️ 71.4%
<b>Average Days on Market</b>	37	50	⬆️ -25.5%	29	⬆️ 25.9%	45	28	⬆️ 57.4%
<b>Price per Square Foot</b>	\$145	\$135	⬆️ 7.4%	\$139	⬆️ 4.3%	\$140	\$135	⬆️ 3.7%
<b>% of List Price Received</b>	98.9%	99.4%	⬆️ -0.5%	100.0%	⬆️ -1.1%	98.1%	98.3%	⬆️ -0.2%
<b>Active Inventory</b>	53	54	⬆️ -1.9%	51	⬆️ 3.9%	—	—	—
<b>Months Supply of Inventory</b>	1.5	1.1	⬆️ 40.2%	1.0	⬆️ 57.4%	—	—	—

## Median Sales Price



## Number of Closed Sales



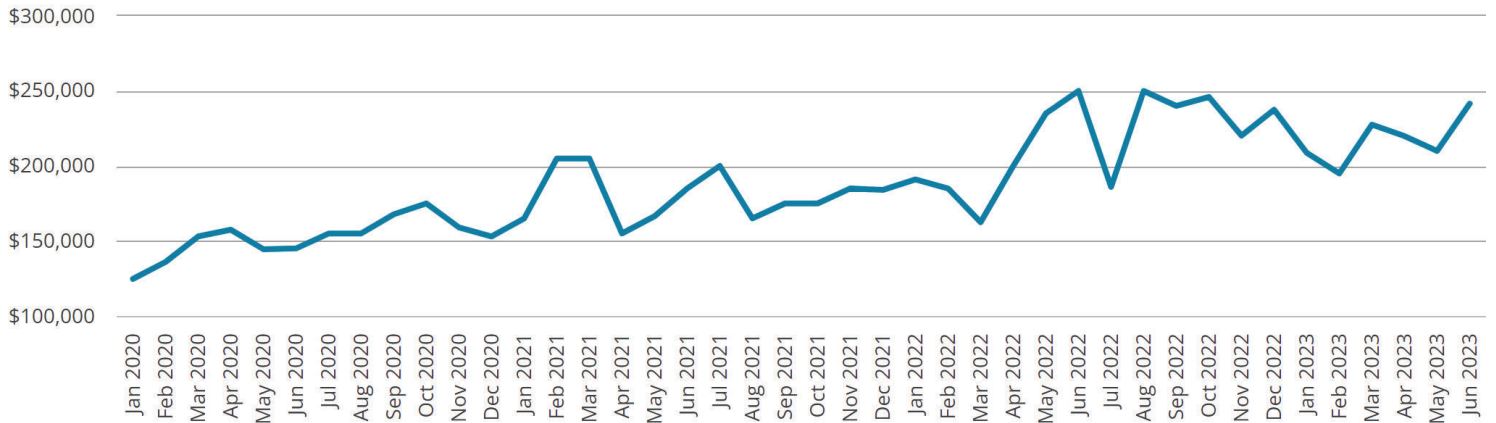
# Shelby County



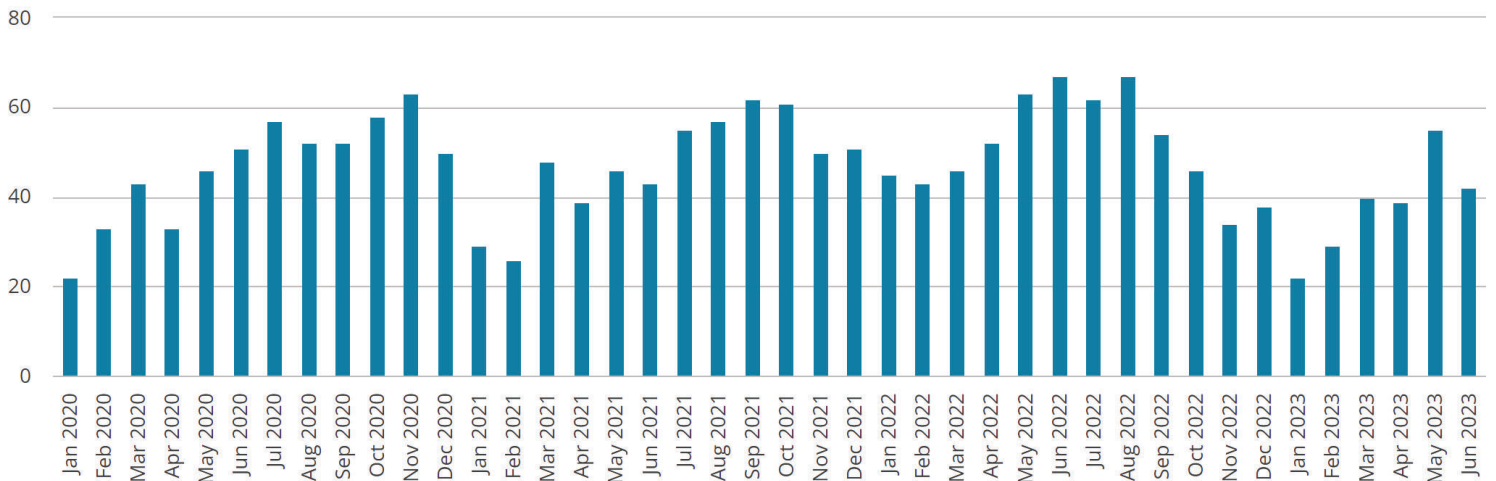
Data for Single Family Residence in Shelby County.

	Jun 2023	May 2023	MoM	Jun 2022	YoY	2023	2022	YTD
Median Sales Price	\$241,500	\$210,000	⬆️ 15.0%	\$250,000	⬇️ -3.4%	\$214,900	\$205,059.5	⬆️ 4.8%
Closed Sales	42	55	⬇️ -23.6%	67	⬇️ -37.3%	227	316	⬇️ -28.2%
New Listings	49	48	⬆️ 2.1%	82	⬇️ -40.2%	274	374	⬇️ -26.7%
Pending Sales	51	54	⬇️ -5.6%	55	⬇️ -7.3%	265	336	⬇️ -21.1%
Median Days on Market	5	9	⬇️ -44.4%	7	⬇️ -28.6%	11	6	⬆️ 83.3%
Average Days on Market	33	32	⬆️ 5.1%	21	⬆️ 54.8%	43	25	⬆️ 75.0%
Price per Square Foot	\$147	\$120	⬆️ 22.1%	\$150	⬇️ -2.3%	\$133	\$133	⬆️ 0.4%
% of List Price Received	100.1%	97.9%	⬆️ 2.3%	99.7%	⬆️ 0.5%	97.8%	99.3%	⬇️ -1.5%
Active Inventory	44	57	⬇️ -22.8%	71	⬇️ -38.0%	—	—	—
Months Supply of Inventory	1.0	1.0	⬆️ 1.1%	1.1	⬇️ -1.1%	—	—	—

## Median Sales Price



## Number of Closed Sales



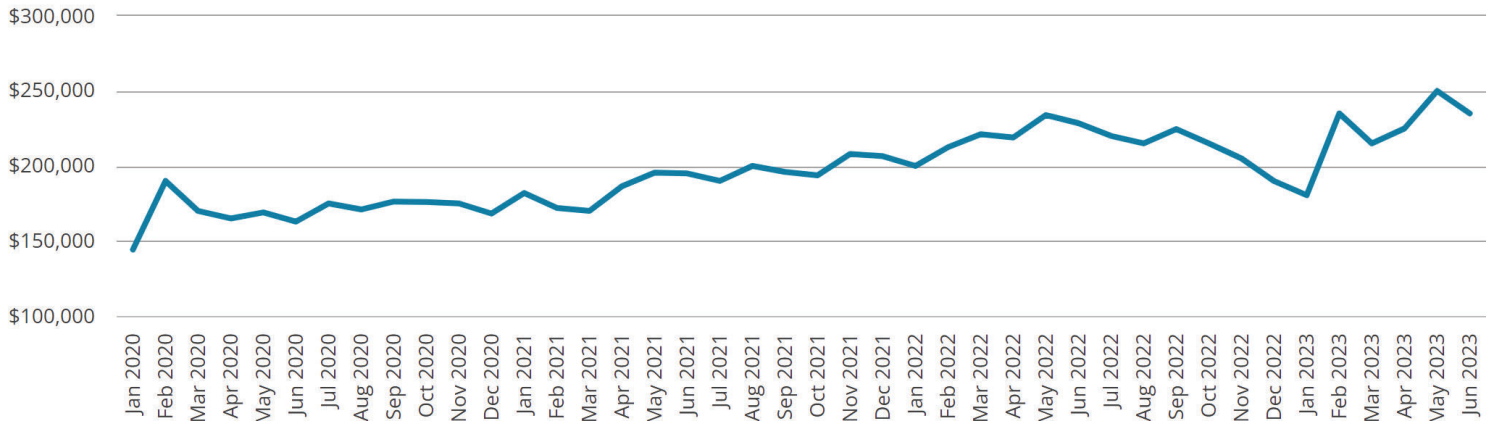


# Condominiums

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

	Jun 2023	May 2023	MoM	Jun 2022	YoY	2023	2022	YTD
Median Sales Price	\$235,000	\$250,000	⬇️ -6.0%	\$228,500	⬆️ 2.8%	\$225,000	\$220,000	⬆️ 2.3%
Closed Sales	220	203	⬆️ 8.4%	238	⬇️ -7.6%	943	1,266	⬇️ -25.5%
New Listings	219	224	⬇️ -2.2%	267	⬇️ -18.0%	1,175	1,401	⬇️ -16.1%
Pending Sales	202	210	⬇️ -3.8%	235	⬇️ -14.0%	1,095	1,314	⬇️ -16.7%
Median Days on Market	7	6	⬆️ 16.7%	5	⬆️ 40.0%	8	5	⬆️ 60.0%
Average Days on Market	35	49	⬇️ -28.3%	21	⬆️ 71.5%	48	28	⬆️ 71.2%
Price per Square Foot	\$155	\$153	⬆️ 1.0%	\$156	⬇️ -1.0%	\$150	\$151	⬇️ -0.7%
% of List Price Received	99.6%	98.8%	⬆️ 0.9%	102.3%	⬇️ -2.6%	98.7%	101.4%	⬇️ -2.7%
Active Inventory	216	231	⬇️ -6.5%	208	⬆️ 3.8%	—	—	—
Months Supply of Inventory	1.0	1.1	⬇️ -13.7%	0.9	⬆️ 12.3%	—	—	—

## Median Sales Price



## Number of Closed Sales

