

# MARKET INSIGHTS REPORT

MARCH 2024



## 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 March 2024 data, this is what our experts are saying:

In March 2024, the median sales price for a single-family home in central Indiana jumped 6.5 percent over last year to \$293,000, a 4.5 percent increase from last month. In the MIBOR BLC® Listing Service area, twelve of sixteen counties saw a year-over-year increase in median sales price, including Hendricks, Johnson, and Marion.

“The spring selling season is beginning to warm up as we see both sellers and buyers make their way back to the market,” says MIBOR CEO Shelley Specchio. “Inventory remains tight, but new listings grew meaningfully from last month, and pending sales were nearly 7 percent higher than last year.”

Closed sales were down 10.0 percent year-over-year while pending sales increased 6.9 percent, and up 29.7 percent from last month. Similar to median price, pending sales saw a year-over-year increase in nine Of the 16 counties in the service area, including Hendricks, Hancock, and Marion. The typical listing received 98.2 percent of the asking price, relatively unchanged from 98.1 percent last March.

New listings declined 1.8 percent, year-over-year, but grew 20.2 percent from February. The median days on market was just 10 days relatively unchanged from last year, and down from 15 the previous month. Active inventory at the end of the month was 3,215, an increase of 12.5 percent from last year but relatively flat from the previous month, reflecting a 1.3-month supply.

Nationally, February existing home sales declined 3.3 percent year-over-year, but climbed 9.5 percent from January according to the National Association of REALTORS®. The median sales price was \$384,500, up 5.7 percent over last year, and unsold inventory represented 2.9 months of supply. Pending sales grew 1.6 percent from January.

“Consumer prices reaccelerated to 3.5 percent. This is higher than the 2 percent target inflation, which raises eyebrows regarding the Federal Reserve’s delay in cutting interest rates. The bond market immediately responded with high yields to compensate for the loss in purchasing power,” says NAR Chief Economist, Lawrence Yun. “One strange data point is rent, which the official data shows at 5.8 percent. The unofficial data from the apartment industry indicates falling rent due to over-construction. If rent data calms, then overall inflation will automatically be lower. It is, therefore, possible to get to the 2 percent inflation target by year’s end, even with bumps and delays.”

Year of year data for March:

- An increase in Median Sales Price of 6.5 percent to \$293,000
- Average days on market decreased 1.8 percent at 43
- Current active listings increased 12.5 percent to 3,215

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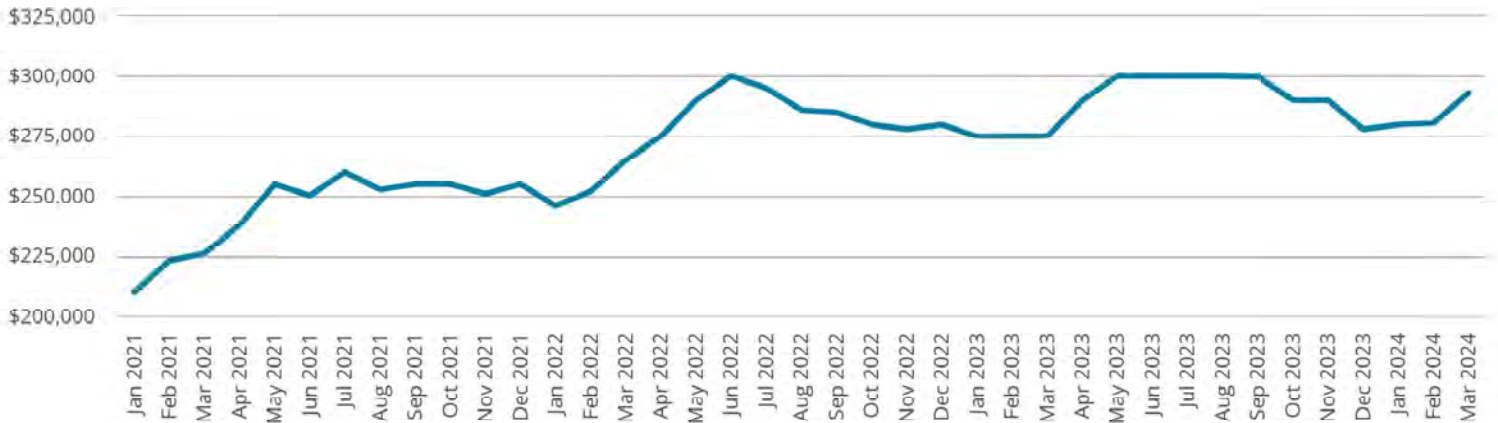
<b>MIBOR SERVICE AREA</b>	<b>(1-11)</b>
<b>BARTHOLOMEW COUNTY</b>	<b>(12)</b>
<b>BOONE COUNTY</b>	<b>(13)</b>
<b>BROWN COUNTY</b>	<b>(14)</b>
<b>DECATUR COUNTY</b>	<b>(15)</b>
<b>HAMILTON COUNTY</b>	<b>(16)</b>
<b>HANCOCK COUNTY</b>	<b>(17)</b>
<b>HENDRICKS COUNTY</b>	<b>(18)</b>
<b>JACKSON COUNTY</b>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

	Mar 2024	Feb 2024	MoM	Mar 2023	YoY	2024	2023	YTD
Median Sales Price	\$293,000	\$280,500	⬆️ 4.5%	\$275,000	⬆️ 6.5%	\$285,000	\$275,000	⬆️ 3.6%
Closed Sales	2,415	1,922	⬆️ 25.7%	2,684	⬆️ -10.0%	5,939	6,231	⬆️ -4.7%
New Listings	2,978	2,477	⬆️ 20.2%	3,034	⬆️ -1.8%	7,529	7,397	⬆️ 1.8%
Pending Sales	3,010	2,320	⬆️ 29.7%	2,816	⬆️ 6.9%	7,506	7,415	⬆️ 1.2%
Median Days on Market	10	15	⬆️ -33.3%	9	⬆️ 11.1%	16	18	⬆️ -11.1%
Average Days on Market	43	48	⬆️ -10.8%	44	⬆️ -1.8%	49	52	⬆️ -5.7%
Price per Square Foot	\$153	\$151	⬆️ 1.3%	\$149	⬆️ 2.7%	\$151	\$148	⬆️ 2.0%
% of List Price Received	98.2%	97.5%	⬆️ 0.7%	98.1%	⬆️ 0.0%	97.7%	97.7%	⬆️ 0.1%
Active Inventory	3,215	3,213	⬆️ 0.1%	2,859	⬆️ 12.5%	—	—	—
Months Supply of Inventory	1.3	1.7	⬆️ -20.4%	1.1	⬆️ 25.0%	—	—	—

## Median Sales Price



## Number of Closed Sales

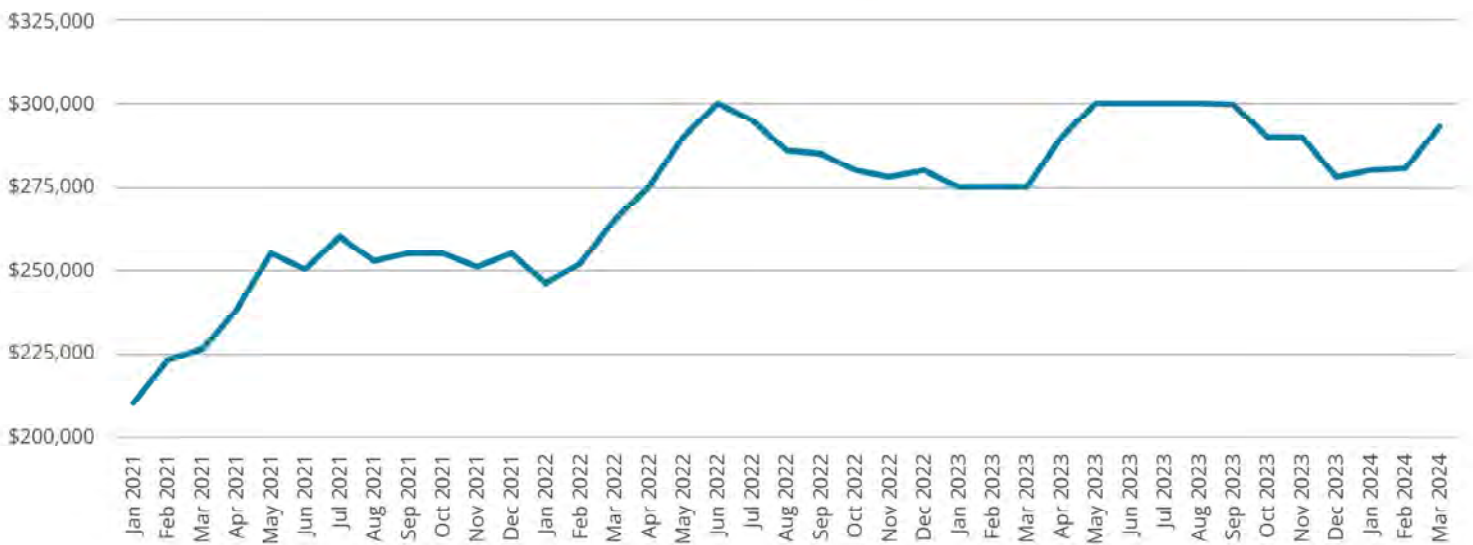


# Median Sales Price

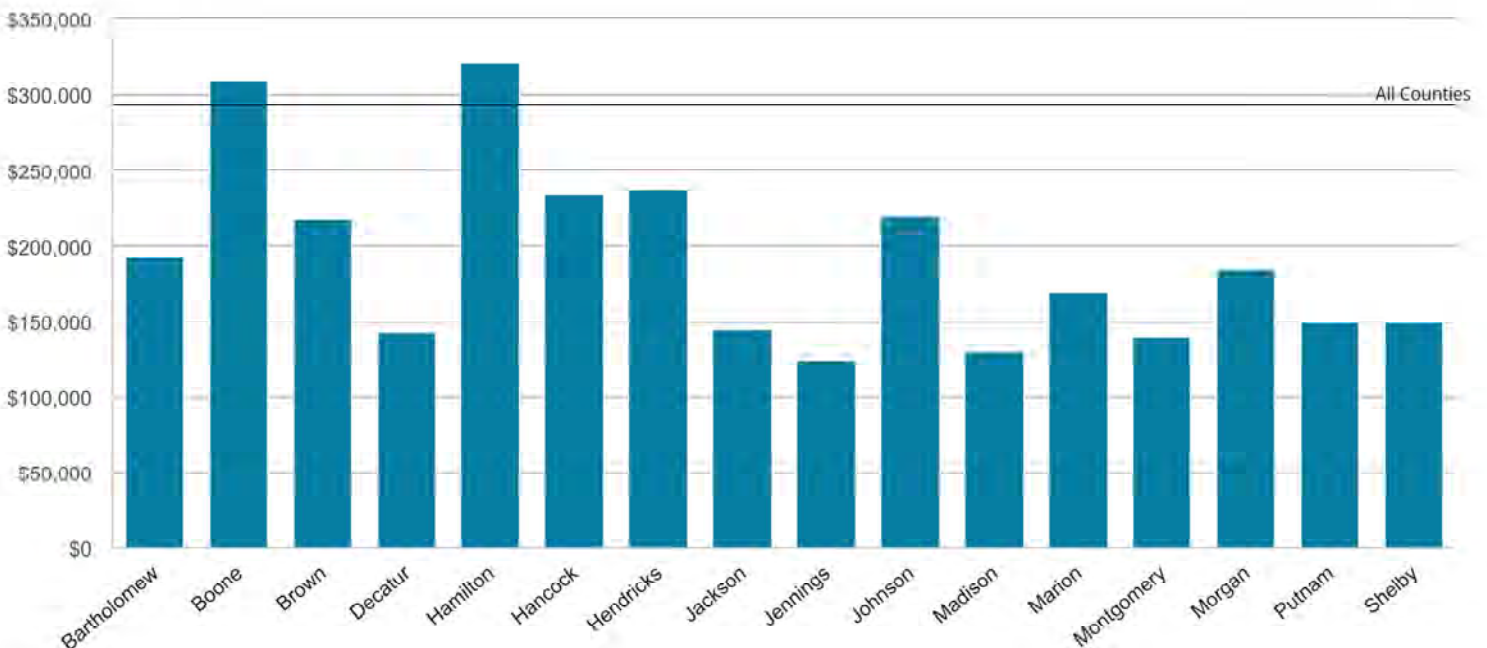
Sales Price is the mid-point (median) value where the price for half of the closed sales is higher and half is lower. Median is preferred to average as it accounts for outliers at the high or low end of the price range.

March 2024	Month over Month Change	Year over Year Change	Year to Date Change
<b>\$293,000</b>	⬆️ <b>4.5%</b>	⬆️ <b>6.5%</b>	⬆️ <b>3.6%</b>

## Historical Activity



## County Comparison





# Closed Sales

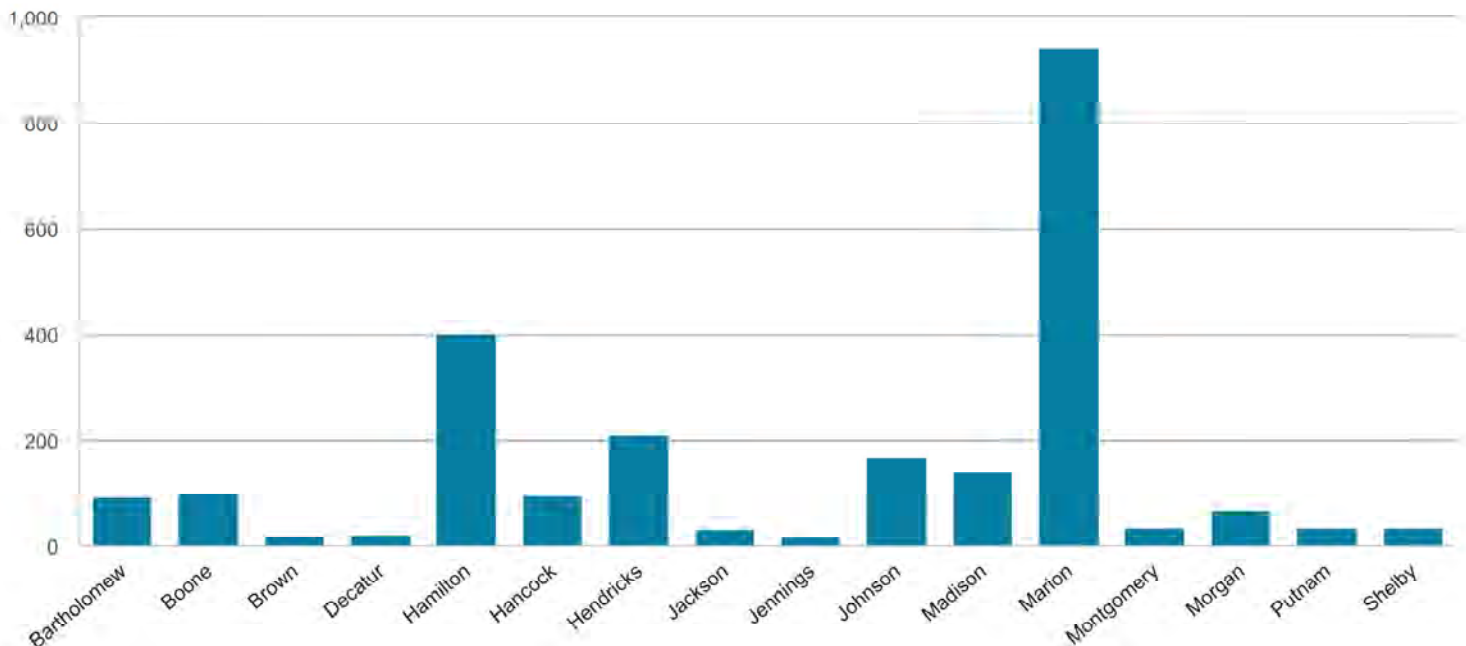
The number of properties that actually sold.

March 2024	Month over Month Change	Year over Year Change	Year to Date Change
<b>2,415</b>	<span style="color: green;">▲</span> <b>25.7%</b>	<span style="color: red;">▼</span> <b>-10.0%</b>	<span style="color: red;">▼</span> <b>-4.7%</b>

## Historical Activity



## County Comparison



# New Listings

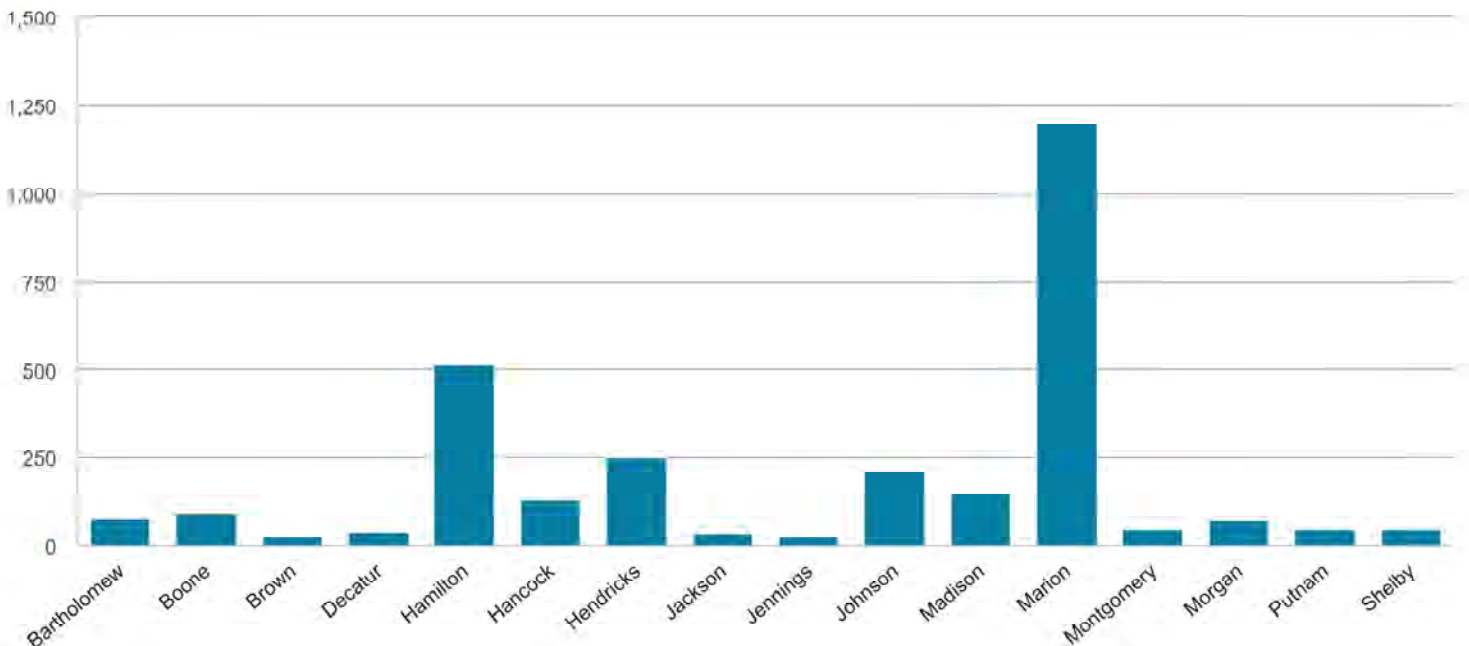
The number of properties listed regardless of current status.

March 2024	Month over Month Change	Year over Year Change	Year to Date Change
<b>2,978</b>	<span style="color: green;">⬆</span> <b>20.2%</b>	<span style="color: red;">⬇</span> <b>-1.8%</b>	<span style="color: green;">⬆</span> <b>1.8%</b>

## Historical Activity



## County Comparison



# Pending Sales

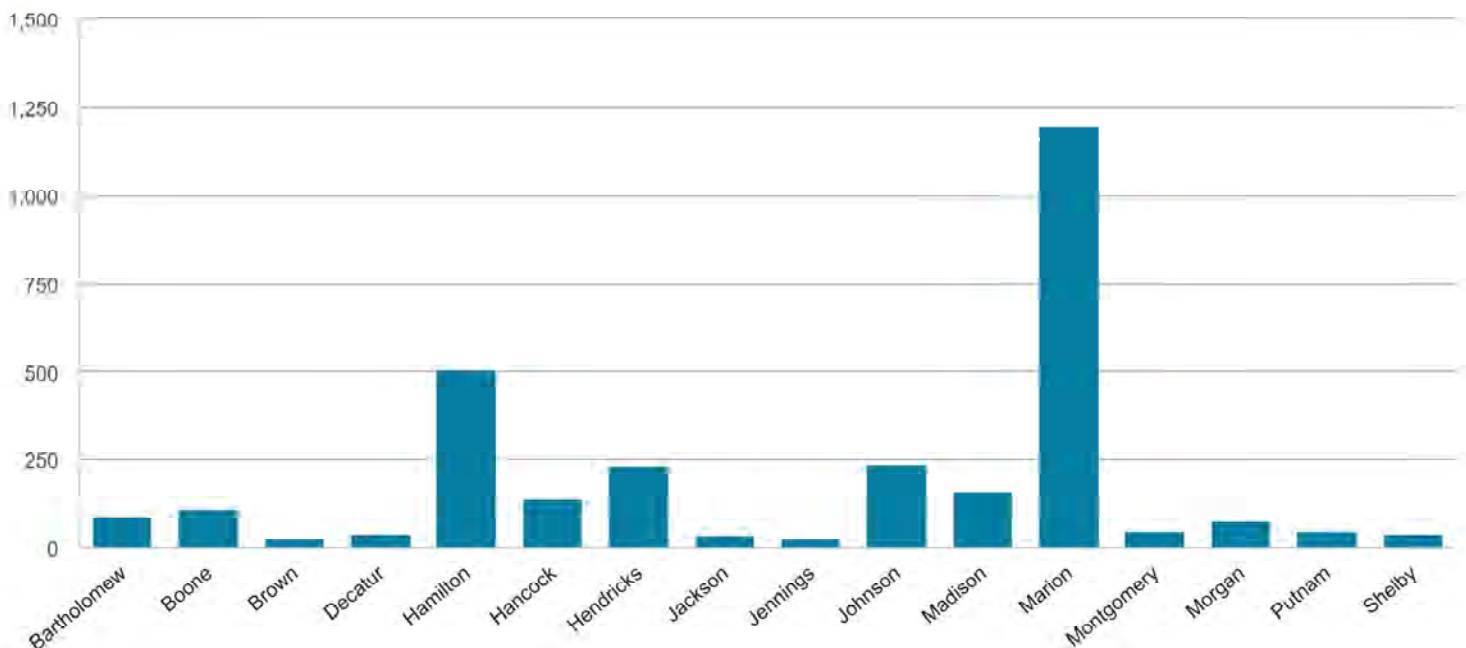
The number of properties newly under contract which are still pending or resulted in a closed sale, based on purchase contract date.

March 2024	Month over Month Change	Year over Year Change	Year to Date Change
<b>3,024</b>	<b>⬆️ 28.8%</b>	<b>⬆️ 5.4%</b>	<b>⬆️ 0.6%</b>

## Historical Activity



## County Comparison

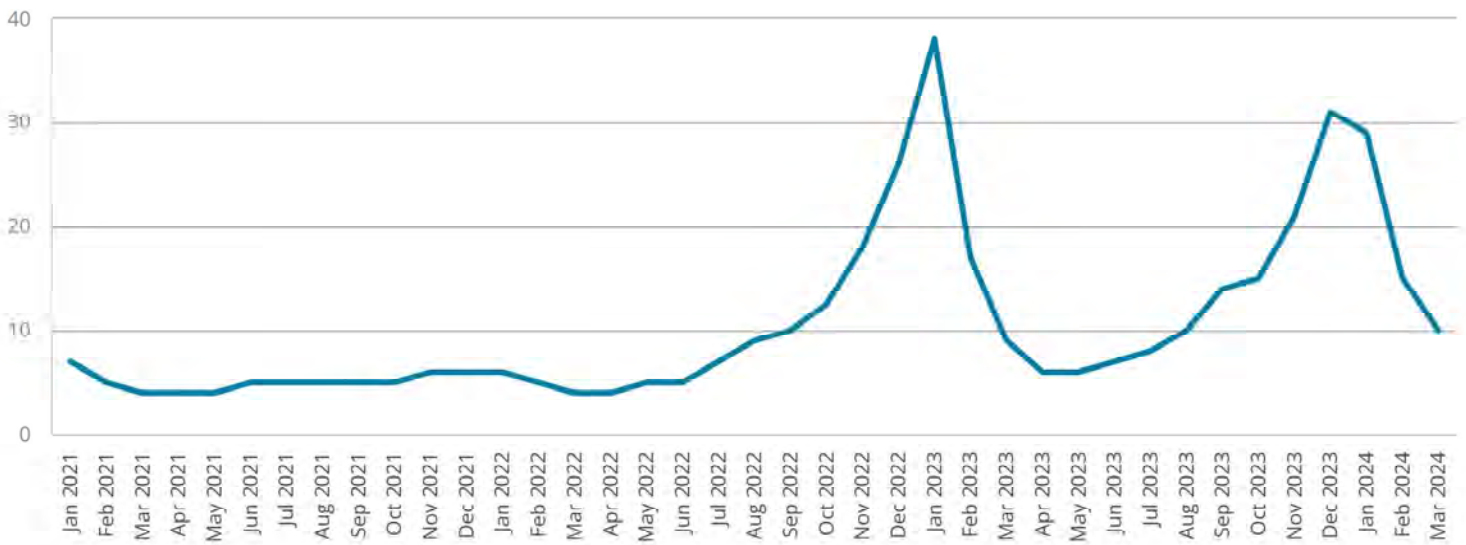


# Cumulative Days on Market

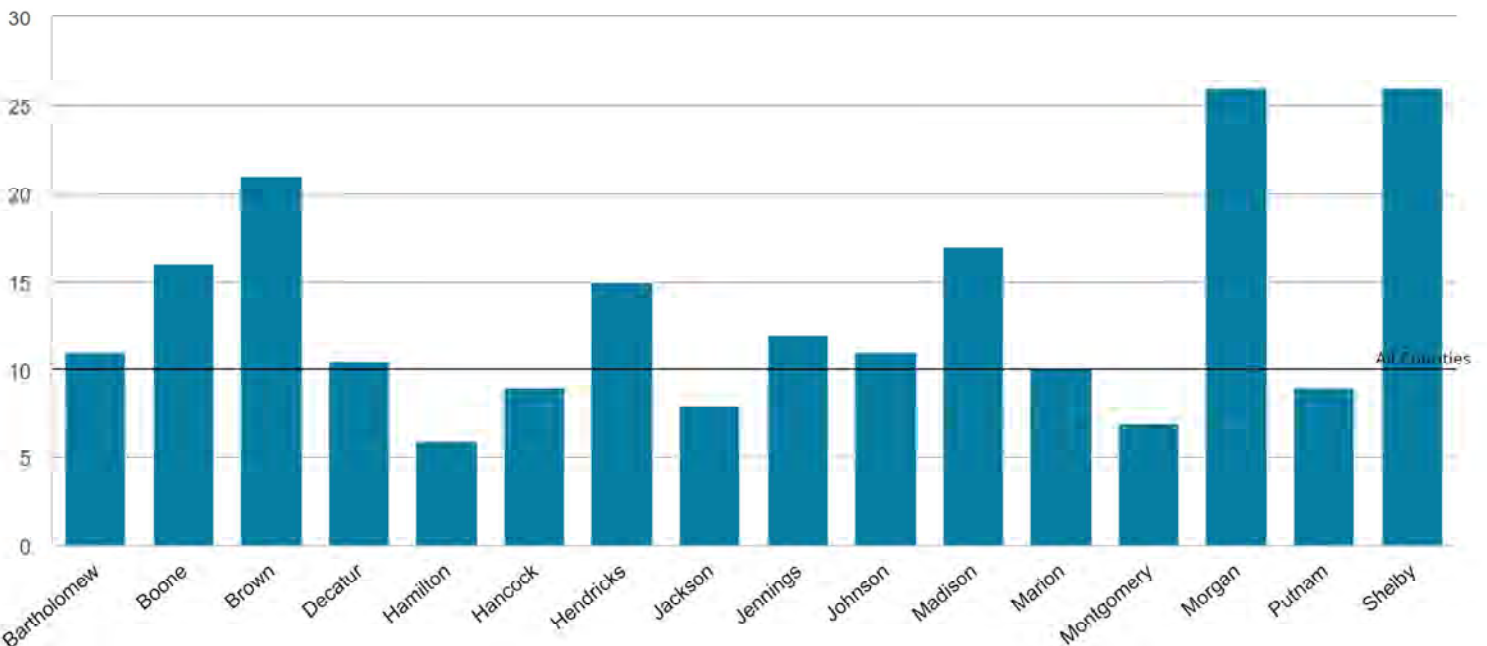
The median number of days between when a property is listed and the purchase contract date.

March 2024	Month over Month Change	Year over Year Change	Year to Date Change
<b>10</b>	⬇️ <b>-33.3%</b>	⬆️ <b>11.1%</b>	⬇️ <b>-11.1%</b>

## Historical Activity



## County Comparison



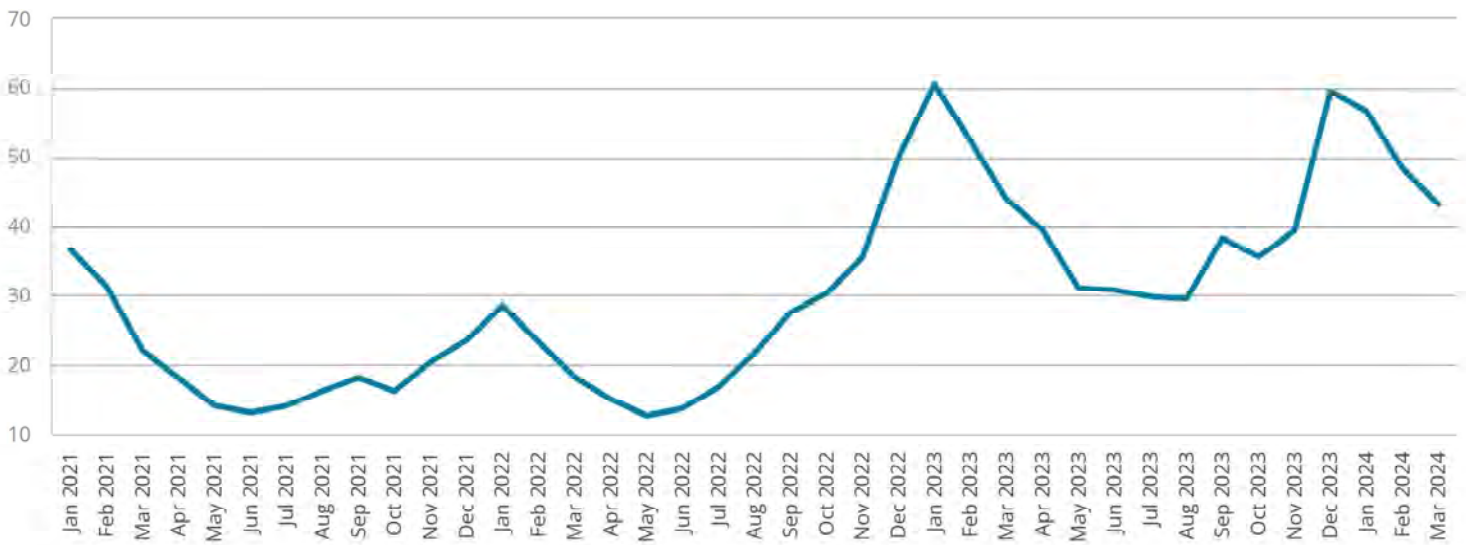


# Average Days on Market

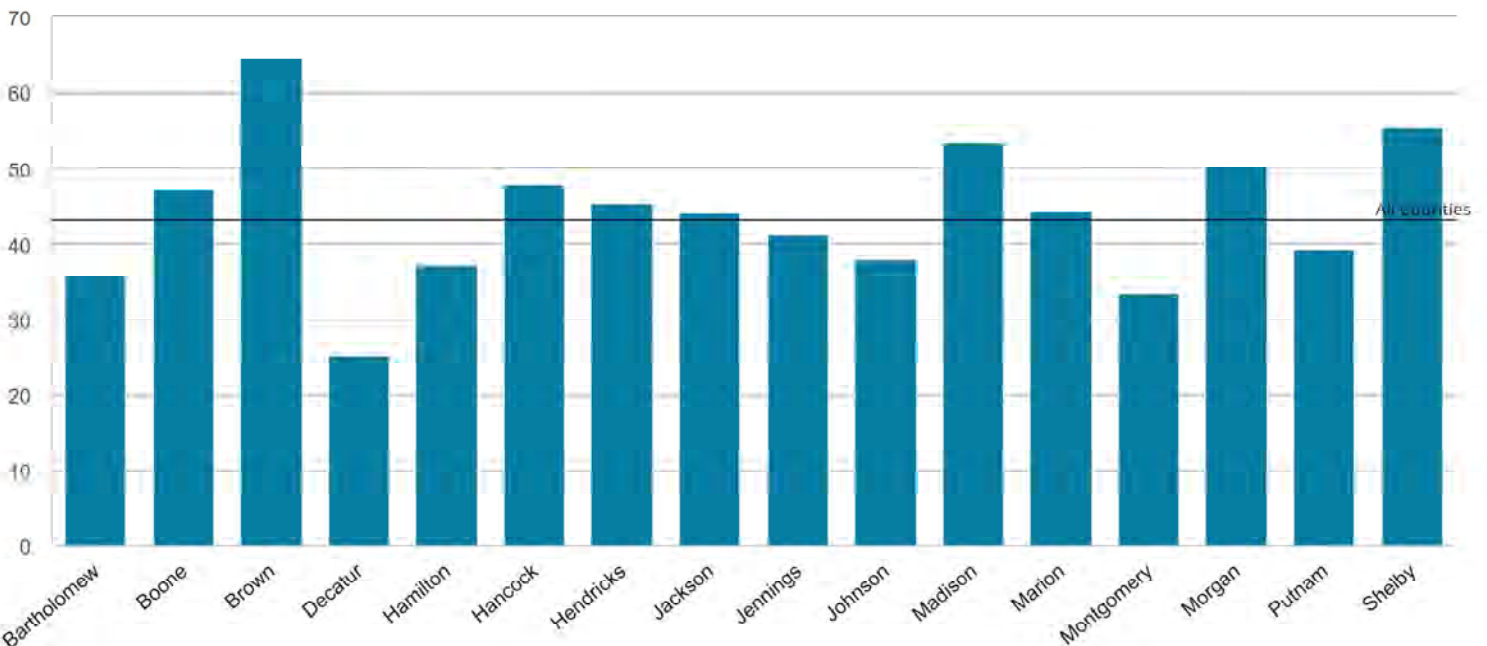
The average number of days between when a property is listed and the purchase contract date.

March 2024	Month over Month Change	Year over Year Change	Year to Date Change
<b>43</b>	⚡ <b>-10.8%</b>	⚡ <b>-1.8%</b>	⚡ <b>-5.7%</b>

## Historical Activity



## County Comparison





# Price per Square Foot

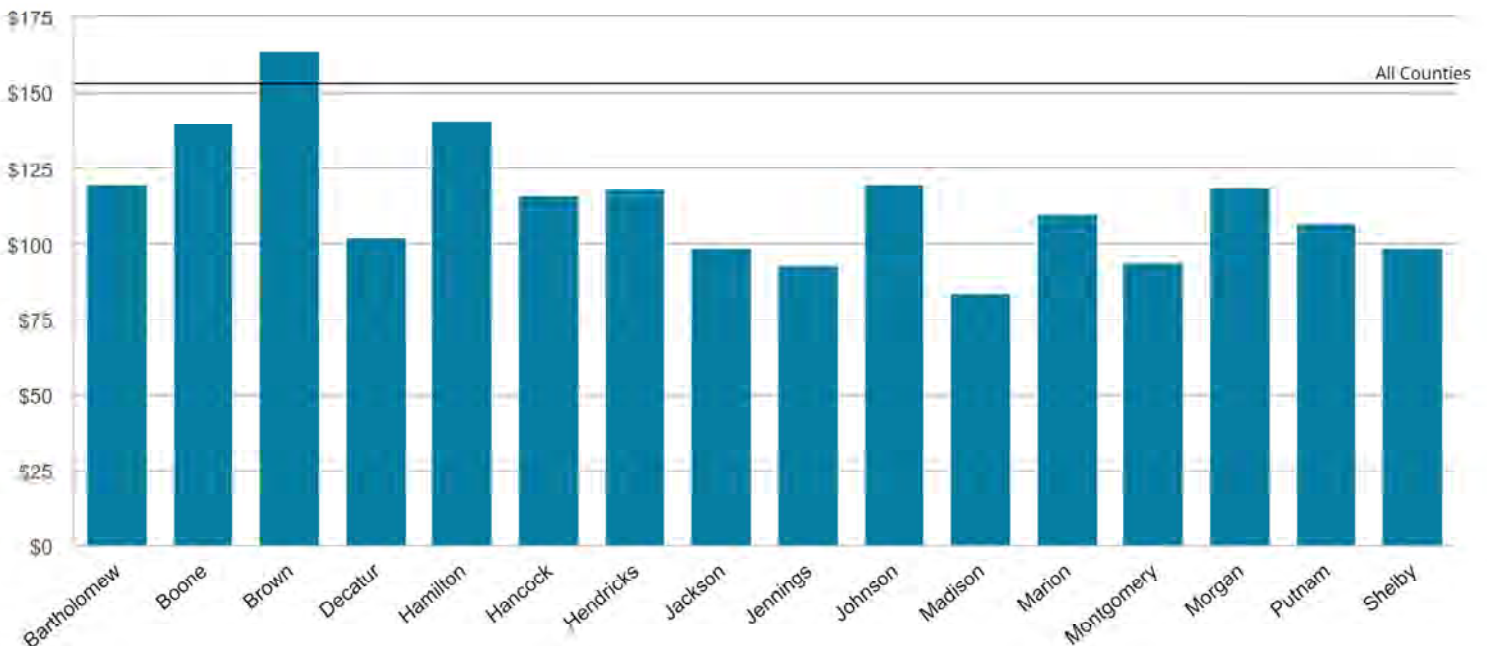
The mid-point (median) of the price per square foot of all closed listings. PPSF is calculated by dividing the sales price by the square footage of a property.

March 2024	Month over Month Change	Year over Year Change	Year to Date Change
<b>\$153</b>	⬆️ <b>1.3%</b>	⬆️ <b>2.7%</b>	⬆️ <b>2.0%</b>

## Historical Activity



## County Comparison

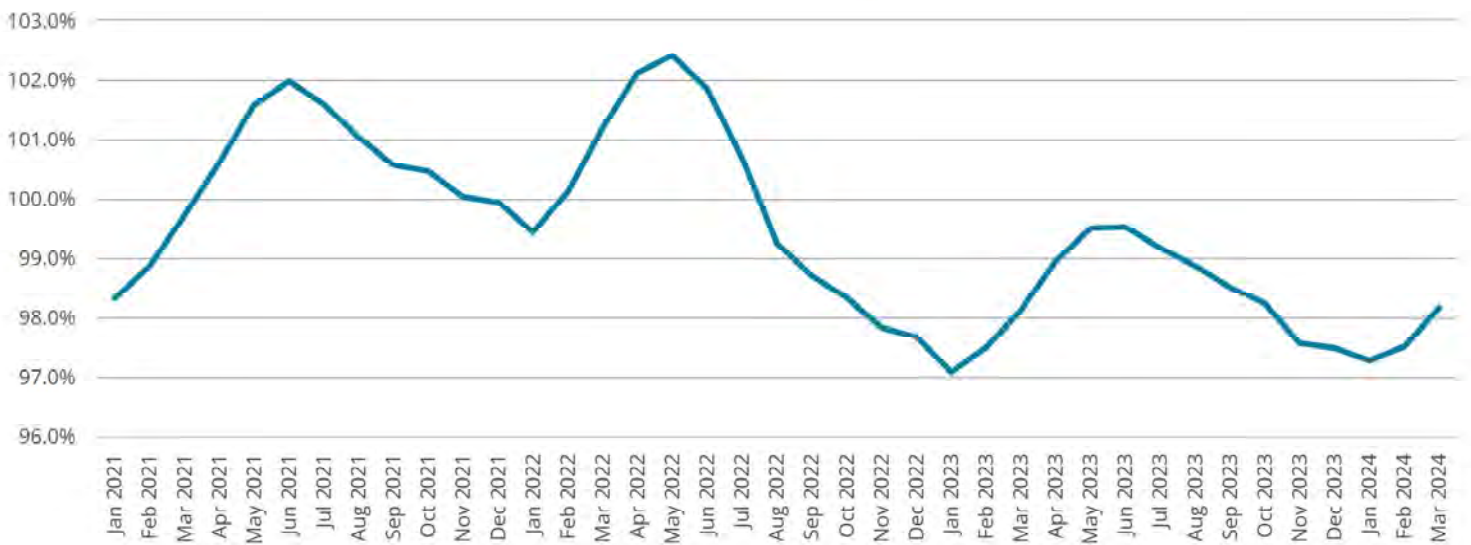


# Percent of List Received

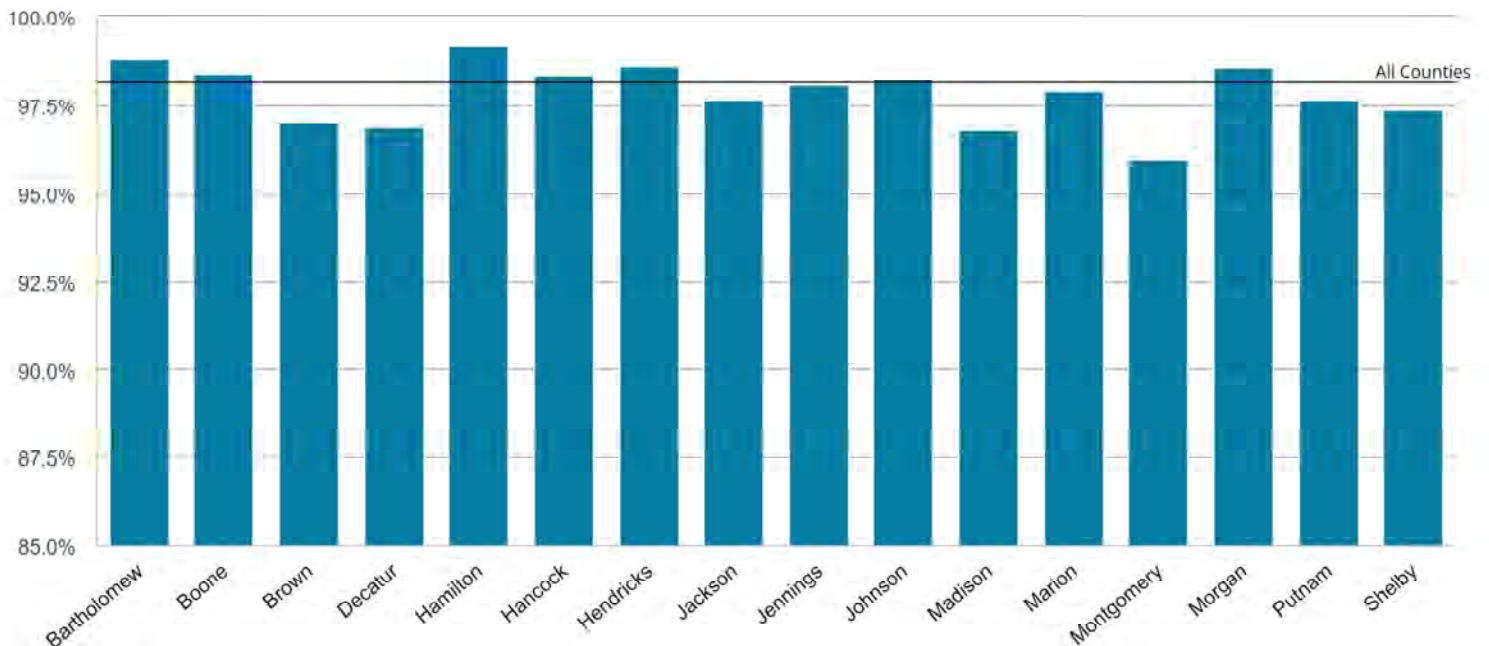
The average of the sales price divided by the final list price expressed as a percentage.

March 2024	Month over Month Change	Year over Year Change	Year to Date Change
<b>98.2%</b>	⬆️ <b>0.7%</b>	⬆️ <b>0.0%</b>	⬆️ <b>0.1%</b>

## Historical Activity



## County Comparison

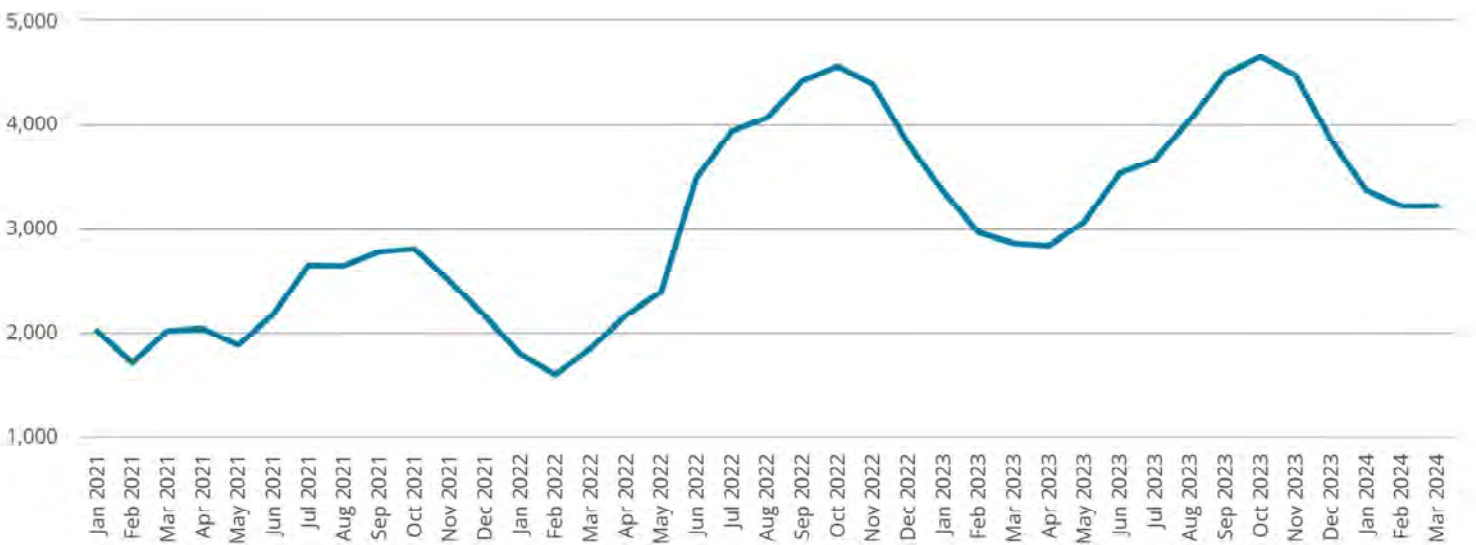


# Active Inventory

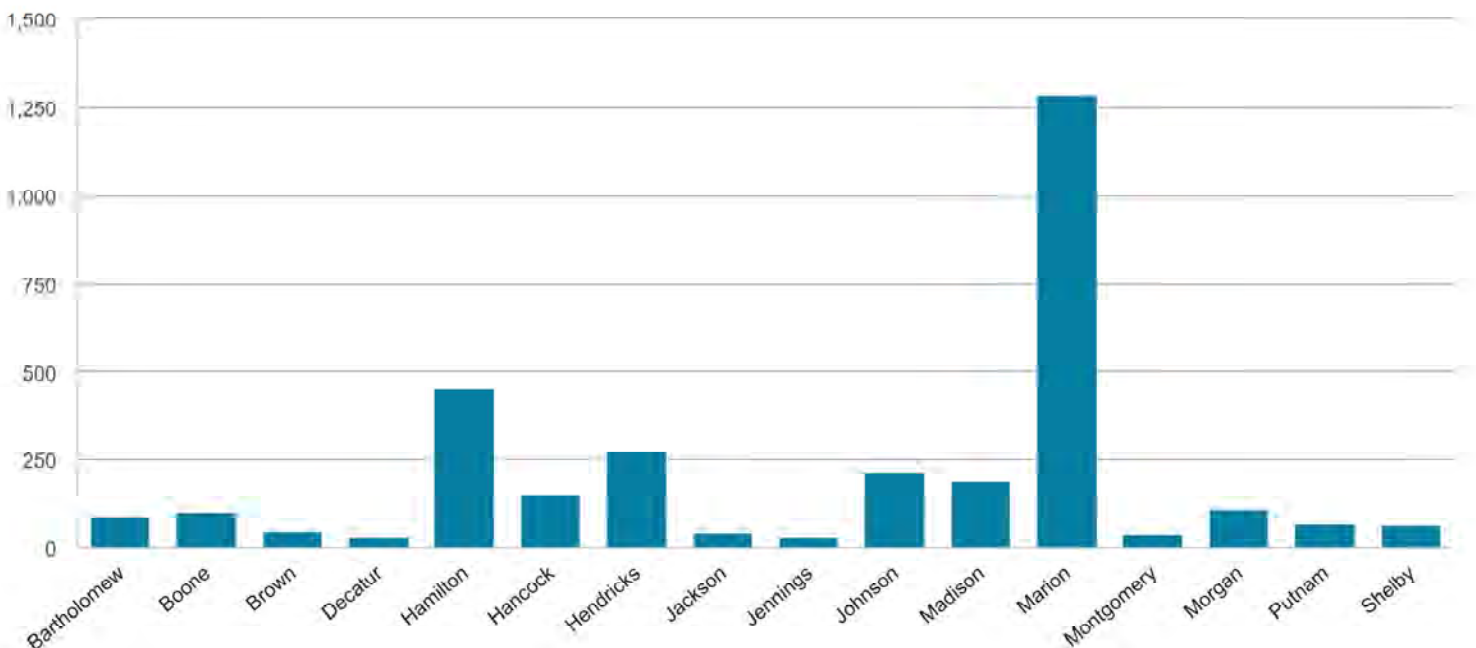
The number of properties available for sale at the end of the month, based on the list date, contract date and close date.

March 2024	Month over Month Change	Year over Year Change	Year to Date Change
<b>3,215</b>	<span style="color: green;">▲</span> <b>0.1%</b>	<span style="color: green;">▲</span> <b>12.5%</b>	—

## Historical Activity



## County Comparison

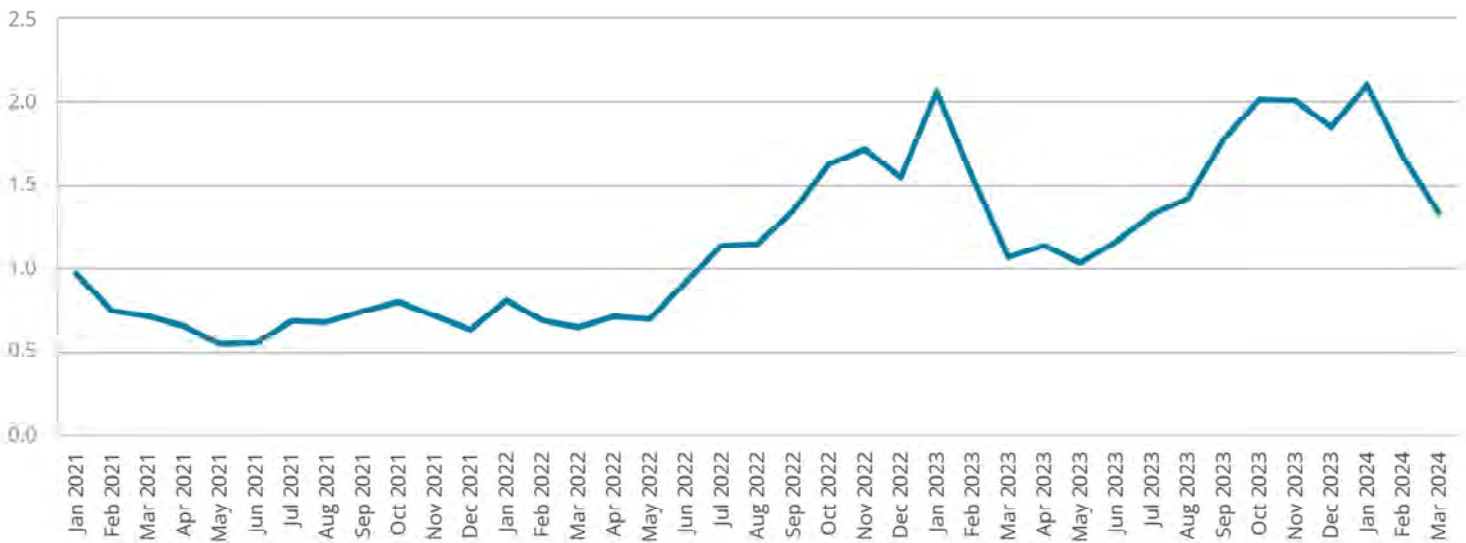


# Months Supply of Inventory

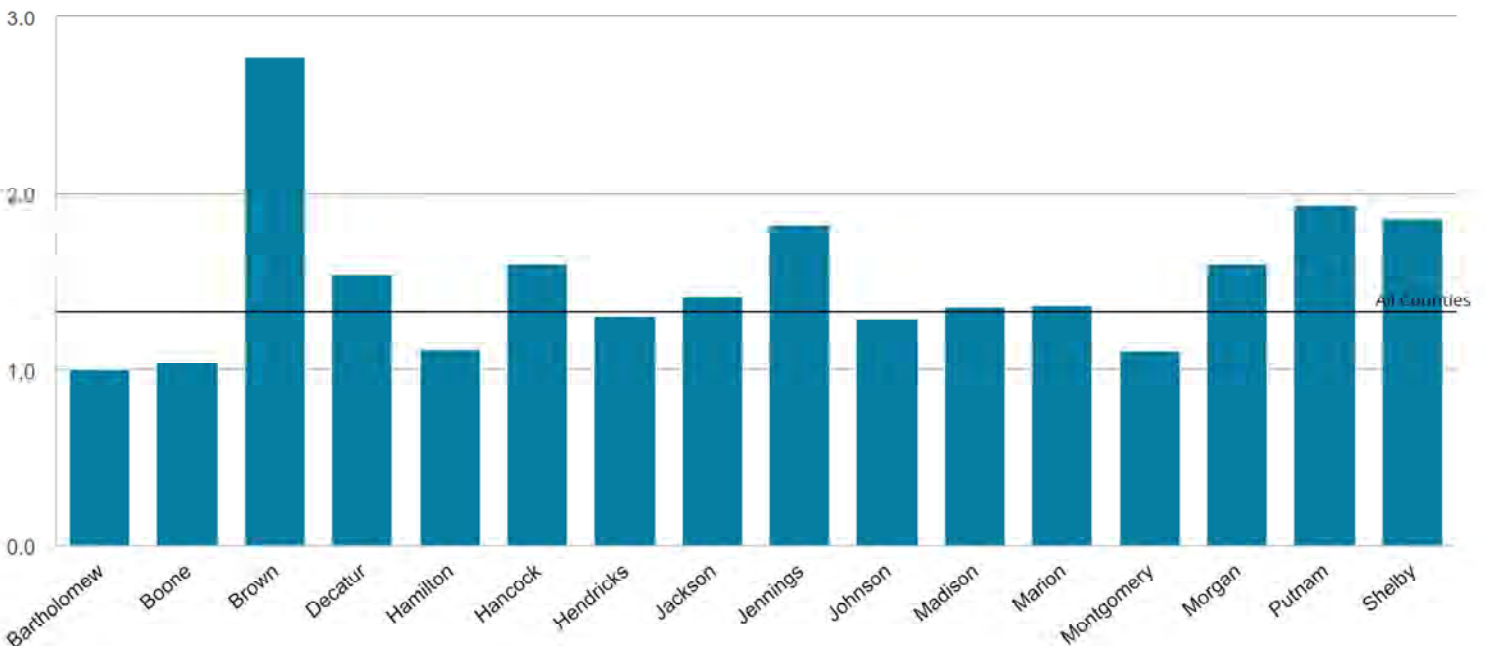
The number of months it would take to sell through the available inventory at the current monthly sales rate. NAR defines a balanced market as between 5 & 7 months of inventory.

March 2024	Month over Month Change	Year over Year Change	Year to Date Change
<b>1.3</b>	⬇️ <b>-20.4%</b>	⬆️ <b>25.0%</b>	—

## Historical Activity



## County Comparison





# Bartholomew County

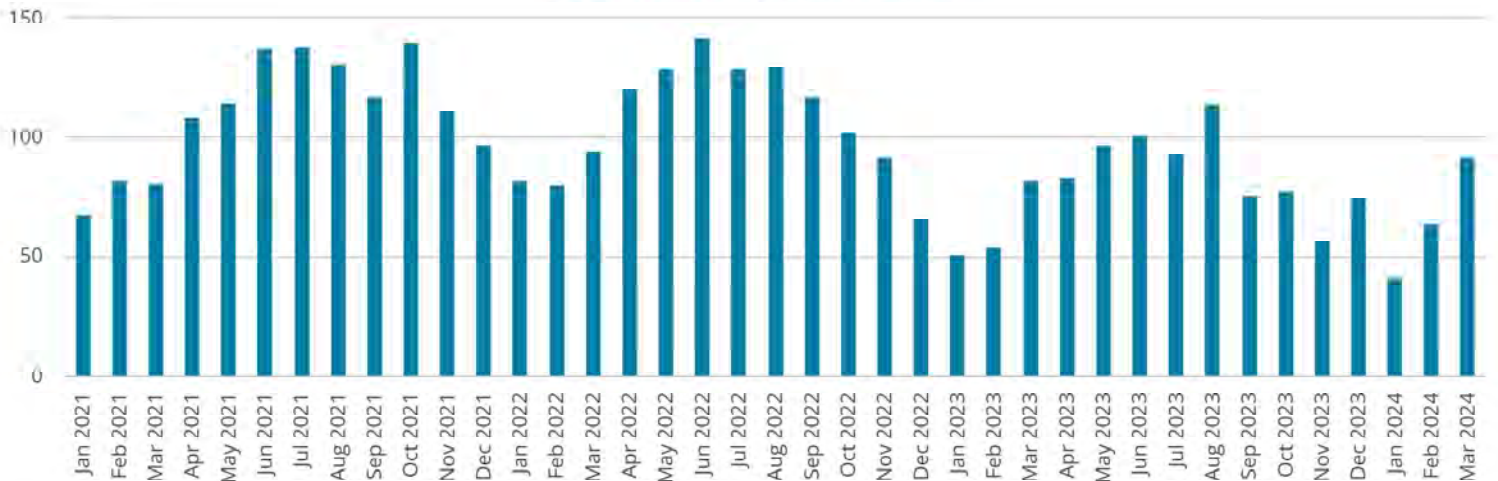
Data for Single Family Residence in Bartholomew County.

	Mar 2024	Feb 2024	MoM	Mar 2023	YoY	2024	2023	YTD
Median Sales Price	\$270,000	\$238,500	⬆️ 13.2%	\$232,950	⬆️ 15.9%	\$245,000	\$234,000	⬆️ 4.7%
Closed Sales	92	64	⬆️ 43.8%	82	⬆️ 12.2%	196	187	⬆️ 4.8%
New Listings	78	90	⬇️ -13.3%	98	⬇️ -20.4%	243	241	⬆️ 0.8%
Pending Sales	90	77	⬆️ 16.9%	95	⬇️ -5.3%	239	228	⬆️ 4.8%
Median Days on Market	11	6	⬆️ 83.3%	10	⬆️ 10.0%	11	14	⬇️ -25.0%
Average Days on Market	36	22	⬆️ 59.2%	46	⬇️ -22.0%	38	48	⬇️ -20.4%
Price per Square Foot	\$140	\$158	⬇️ -11.4%	\$144	⬇️ -2.8%	\$150	\$142	⬆️ 5.3%
% of List Price Received	98.8%	97.5%	⬆️ 1.3%	97.3%	⬆️ 1.5%	97.8%	96.7%	⬆️ 1.1%
Active Inventory	92	93	⬇️ -1.1%	79	⬆️ 16.5%	—	—	—
Months Supply of Inventory	1.0	1.5	⬇️ -31.2%	1.0	⬆️ 3.8%	—	—	—

## Median Sales Price



## Number of Closed Sales



# Boone County

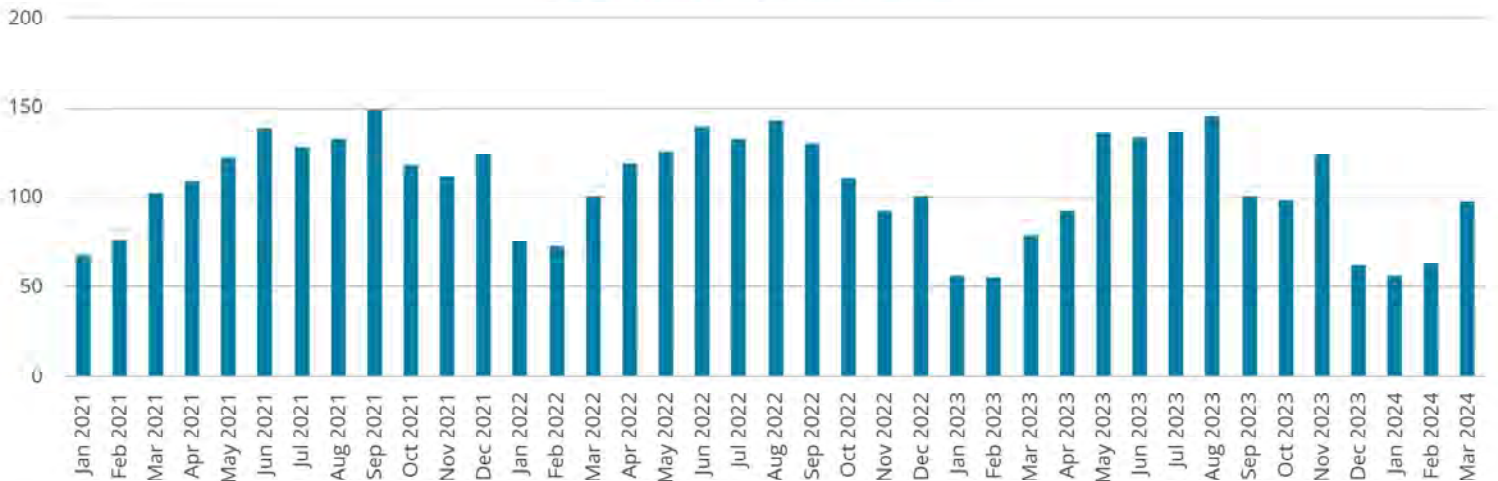
Data for Single Family Residence in Boone County.

	Mar 2024	Feb 2024	MoM	Mar 2023	YoY	2024	2023	YTD
Median Sales Price	\$355,498	\$358,000	▼ -0.7%	\$356,750	▼ -0.4%	\$358,940	\$359,945	▼ -0.3%
Closed Sales	98	63	↗ 55.6%	79	↗ 24.1%	218	192	↗ 13.5%
New Listings	95	83	↗ 14.5%	125	▼ -24.0%	268	300	▼ -10.7%
Pending Sales	109	92	↗ 18.5%	122	▼ -10.7%	284	284	↔ 0.0%
Median Days on Market	16	41	▼ -61.0%	7	↗ 128.6%	20	14	↗ 48.1%
Average Days on Market	47	65	▼ -27.8%	63	▼ -25.7%	54	59	▼ -8.1%
Price per Square Foot	\$157	\$156	↗ 1.0%	\$160	▼ -1.9%	\$158	\$162	▼ -2.2%
% of List Price Received	98.4%	97.4%	↗ 1.0%	98.3%	↗ 0.1%	97.9%	98.2%	▼ -0.3%
Active Inventory	102	114	▼ -10.5%	157	▼ -35.0%	—	—	—
Months Supply of Inventory	1.0	1.8	▼ -42.5%	2.0	▼ -47.6%	—	—	—

## Median Sales Price



## Number of Closed Sales



# Brown County

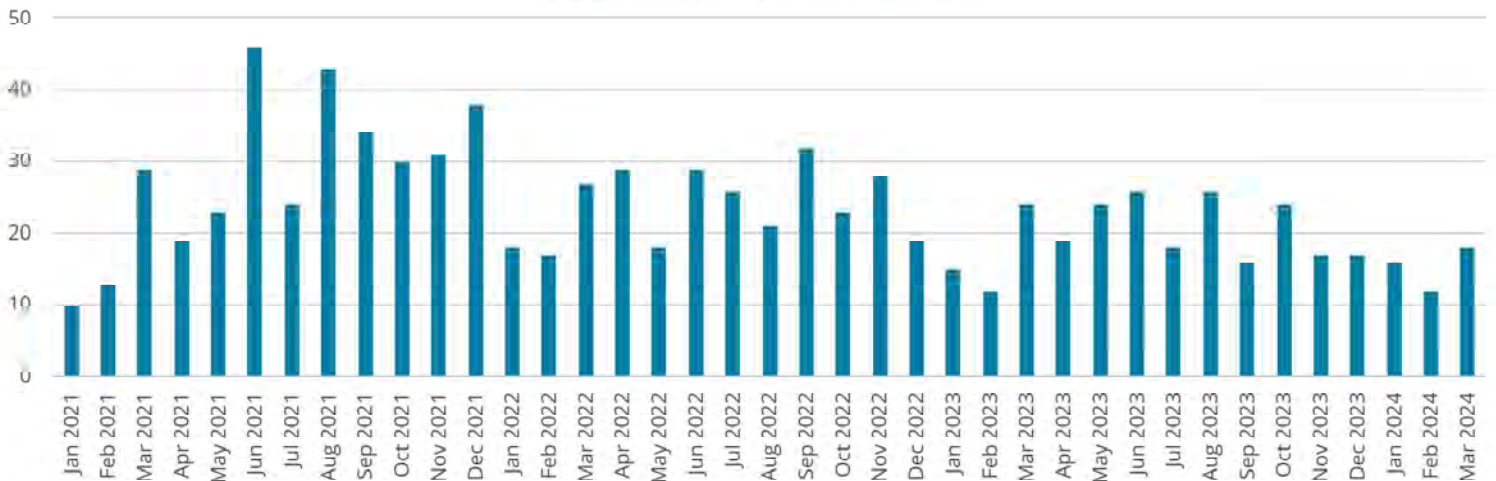
Data for Single Family Residence in Brown County.

	Mar 2024	Feb 2024	MoM	Mar 2023	YoY	2024	2023	YTD
Median Sales Price	\$335,000	\$345,000	▼ -2.9%	\$355,000	▼ -5.6%	\$338,500	\$375,000	▼ -9.7%
Closed Sales	18	12	⬆️ 50.0%	24	▼ -25.0%	46	51	▼ -9.8%
New Listings	23	26	▼ -11.5%	27	▼ -14.8%	65	63	⬆️ 3.2%
Pending Sales	24	19	⬆️ 26.3%	20	⬆️ 20.0%	56	61	▼ -8.2%
Median Days on Market	21	82	▼ -74.4%	43.5	▼ -51.7%	47	61	▼ -23.0%
Average Days on Market	65	87	▼ -25.5%	80	▼ -19.3%	71	86	▼ -18.0%
Price per Square Foot	\$219	\$192	⬆️ 14.1%	\$187	⬆️ 17.1%	\$196	\$190	⬆️ 3.2%
% of List Price Received	97.0%	95.3%	⬆️ 1.8%	92.3%	⬆️ 5.1%	96.4%	94.5%	⬆️ 2.1%
Active Inventory	50	50	↔️ 0.0%	42	⬆️ 19.0%	—	—	—
Months Supply of Inventory	2.8	4.2	▼ -33.3%	1.7	⬆️ 58.7%	—	—	—

## Median Sales Price



## Number of Closed Sales





# Decatur County

Data for Single Family Residence in Decatur County.

	Mar 2024	Feb 2024	MoM	Mar 2023	YoY	2024	2023	YTD
Median Sales Price	\$210,000	\$227,950	↘ -7.9%	\$179,950	↗ 16.7%	\$210,000	\$175,000	↗ 20.0%
Closed Sales	22	22	↔ 0.0%	22	↔ 0.0%	63	52	↗ 21.2%
New Listings	40	23	↗ 73.9%	26	↗ 53.8%	91	51	↗ 78.4%
Pending Sales	40	25	↗ 60.0%	17	↗ 135.3%	86	51	↗ 68.6%
Median Days on Market	10.5	21	↘ -50.0%	7	↗ 50.0%	12	28	↘ -57.1%
Average Days on Market	25	48	↘ -47.2%	29	↘ -13.5%	37	47	↘ -20.9%
Price per Square Foot	\$125	\$132	↘ -5.3%	\$129	↘ -2.7%	\$128	\$135	↘ -5.6%
% of List Price Received	96.9%	97.0%	↘ -0.1%	95.5%	↗ 1.4%	96.5%	95.9%	↗ 0.7%
Active Inventory	34	30	↗ 13.3%	28	↗ 21.4%	—	—	—
Months Supply of Inventory	1.5	1.4	↗ 13.3%	1.3	↗ 21.4%	—	—	—

## Median Sales Price



## Number of Closed Sales





# Hamilton County

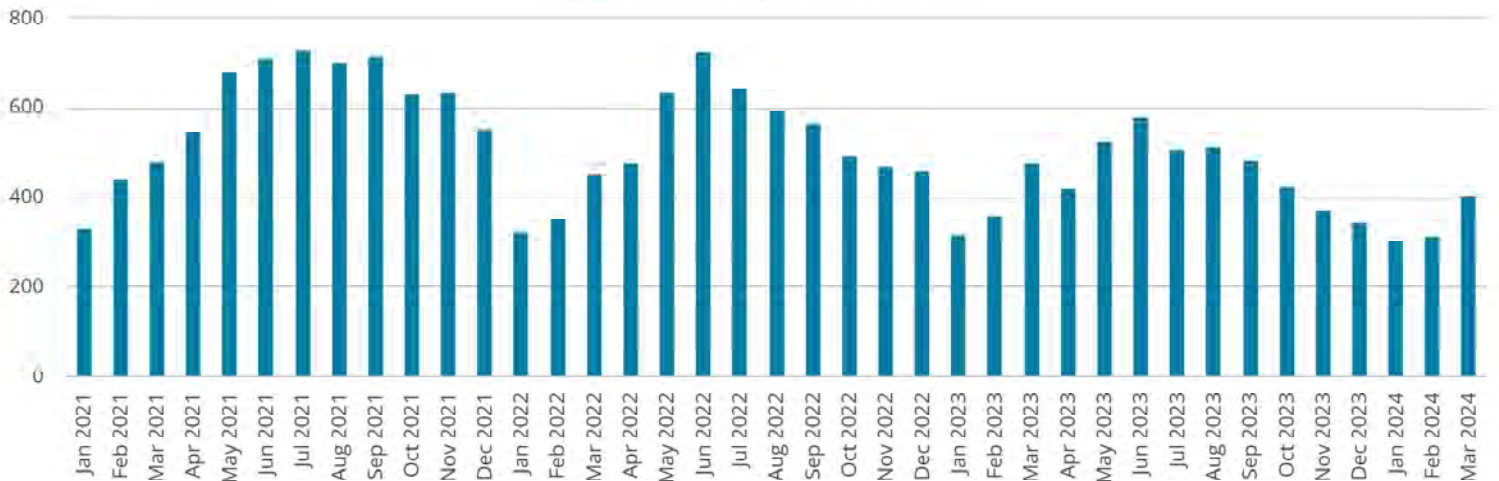
Data for Single Family Residence in Hamilton County.

	Mar 2024	Feb 2024	MoM	Mar 2023	YoY	2024	2023	YTD
Median Sales Price	\$425,750	\$420,000	⬆️ 1.4%	\$442,965	⬇️ -3.9%	\$425,000	\$430,000	⬇️ -1.2%
Closed Sales	404	315	⬆️ 28.3%	477	⬇️ -15.3%	1,025	1,154	⬇️ -11.2%
New Listings	515	374	⬆️ 37.7%	559	⬇️ -7.9%	1,241	1,264	⬇️ -1.8%
Pending Sales	506	373	⬆️ 35.7%	504	⬆️ 0.4%	1,240	1,311	⬇️ -5.4%
Median Days on Market	6	12	⬆️ -50.0%	5	⬆️ 20.0%	11	9	⬆️ 22.2%
Average Days on Market	37	41	⬆️ -10.1%	34	⬆️ 8.1%	42	42	⬆️ -0.4%
Price per Square Foot	\$176	\$175	⬆️ 0.6%	\$172	⬆️ 2.3%	\$175	\$173	⬆️ 1.2%
% of List Price Received	99.2%	98.5%	⬆️ 0.7%	99.4%	⬇️ -0.2%	98.6%	98.8%	⬇️ -0.2%
Active Inventory	453	438	⬆️ 3.4%	390	⬆️ 16.2%	—	—	—
Months Supply of Inventory	1.1	1.4	⬆️ -19.4%	0.8	⬆️ 37.1%	—	—	—

## Median Sales Price



## Number of Closed Sales



# Hancock County



Data for Single Family Residence in Hancock County.

	Mar 2024	Feb 2024	MoM	Mar 2023	YoY	2024	2023	YTD
Median Sales Price	\$305,000	\$334,948	▼ -8.9%	\$319,900	▼ -4.7%	\$310,000	\$319,900	▼ -3.1%
Closed Sales	95	84	▲ 13.1%	127	▼ -25.2%	241	314	▼ -23.2%
New Listings	130	121	▲ 7.4%	124	▲ 4.8%	342	331	▲ 3.3%
Pending Sales	139	119	▲ 16.8%	131	▲ 6.1%	348	385	▼ -9.6%
Median Days on Market	9	29	▼ -69.0%	21	▼ -57.1%	20	34	▼ -41.2%
Average Days on Market	48	66	▼ -27.1%	64	▼ -25.3%	59	75	▼ -20.6%
Price per Square Foot	\$154	\$160	▼ -4.1%	\$150	▲ 2.3%	\$155	\$155	▲ 0.3%
% of List Price Received	98.4%	98.5%	▼ -0.1%	98.2%	▲ 0.1%	98.4%	98.2%	▲ 0.2%
Active Inventory	152	159	▼ -4.4%	154	▼ -1.3%	—	—	—
Months Supply of Inventory	1.6	1.9	▼ -15.5%	1.2	▲ 31.9%	—	—	—

## Median Sales Price



## Number of Closed Sales



# Hendricks County

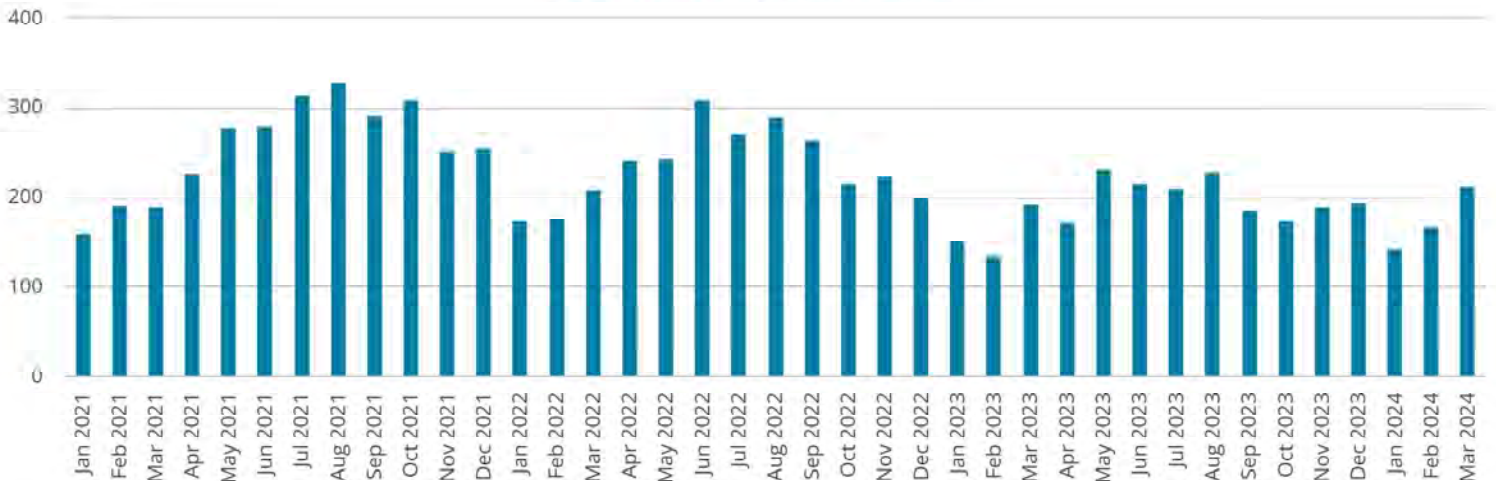
Data for Single Family Residence in Hendricks County.

	Mar 2024	Feb 2024	MoM	Mar 2023	YoY	2024	2023	YTD
Median Sales Price	\$340,000	\$350,000	↘ -2.9%	\$310,000	↗ 9.7%	\$345,000	\$313,250	↗ 10.1%
Closed Sales	212	166	↗ 27.7%	193	↗ 9.8%	521	479	↗ 8.8%
New Listings	250	211	↗ 18.5%	206	↗ 21.4%	630	494	↗ 27.5%
Pending Sales	235	216	↗ 8.8%	195	↗ 20.5%	625	518	↗ 20.7%
Median Days on Market	15	19	↘ -21.1%	5	↗ 200.0%	19	14	↗ 35.7%
Average Days on Market	45	48	↘ -4.5%	36	↗ 25.4%	49	46	↗ 6.6%
Price per Square Foot	\$154	\$154	↗ 0.3%	\$154	↗ 0.3%	\$154	\$157	↘ -1.9%
% of List Price Received	98.6%	98.3%	↗ 0.3%	98.9%	↘ -0.3%	98.3%	98.4%	↘ -0.2%
Active Inventory	277	257	↗ 7.8%	178	↗ 55.6%	—	—	—
Months Supply of Inventory	1.3	1.5	↘ -15.6%	0.9	↗ 41.7%	—	—	—

## Median Sales Price



## Number of Closed Sales





# Jackson County



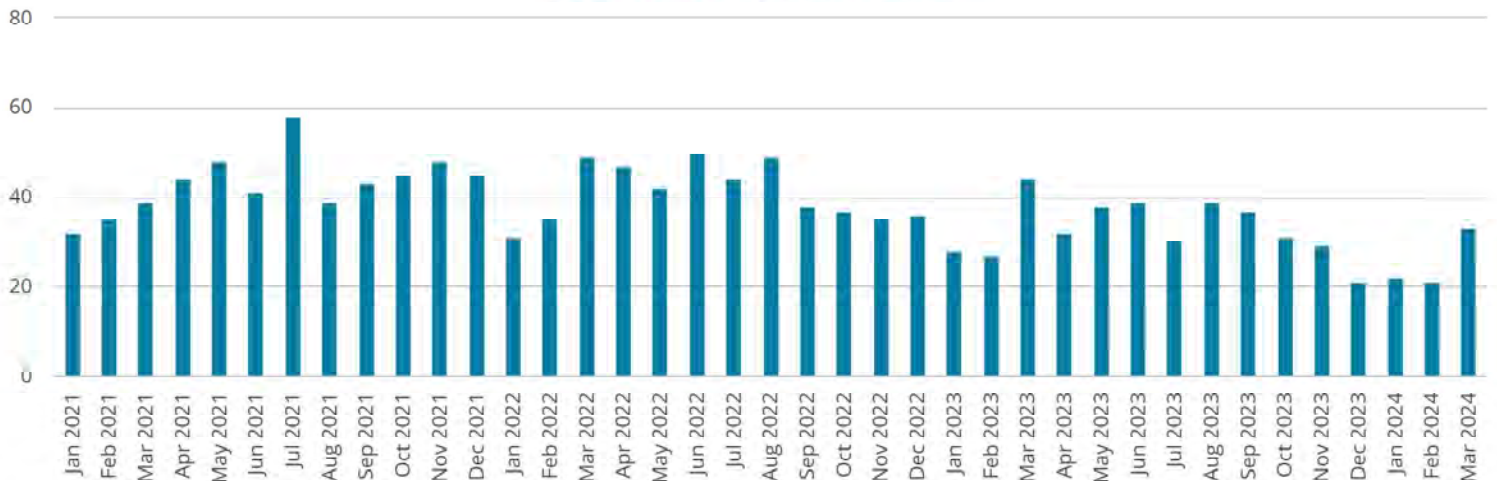
Data for Single Family Residence in Jackson County.

	Mar 2024	Feb 2024	MoM	Mar 2023	YoY	2024	2023	YTD
Median Sales Price	\$196,000	\$182,300	⬆️ 7.5%	\$188,075	⬆️ 4.2%	\$189,950	\$195,000	⬇️ -2.6%
Closed Sales	33	21	⬆️ 57.1%	44	⬇️ -25.0%	76	99	⬇️ -23.2%
New Listings	38	33	⬆️ 15.2%	29	⬆️ 31.0%	104	96	⬆️ 8.3%
Pending Sales	37	30	⬆️ 23.3%	33	⬆️ 12.1%	94	107	⬇️ -12.1%
Median Days on Market	8	9.5	⬆️ -15.8%	18	⬇️ -55.6%	11	18	⬇️ -41.7%
Average Days on Market	44	42	⬆️ 4.1%	46	⬇️ -3.2%	49	50	⬇️ -1.9%
Price per Square Foot	\$147	\$122	⬆️ 20.5%	\$135	⬆️ 8.9%	\$135	\$135	⬆️ 0.0%
% of List Price Received	97.7%	96.8%	⬆️ 0.9%	98.0%	⬇️ -0.4%	97.9%	97.7%	⬆️ 0.2%
Active Inventory	47	48	⬆️ -2.1%	32	⬆️ 46.9%	—	—	—
Months Supply of Inventory	1.4	2.3	⬆️ -37.7%	0.7	⬆️ 95.8%	—	—	—

## Median Sales Price



## Number of Closed Sales





# Jennings County

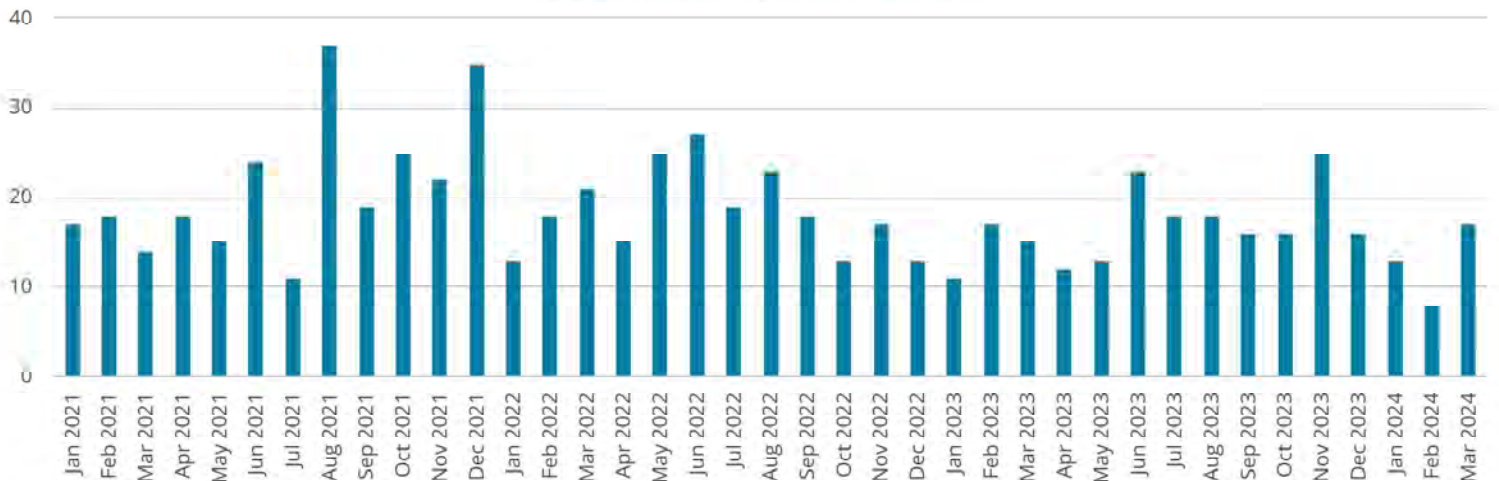
Data for Single Family Residence in Jennings County.

	Mar 2024	Feb 2024	MoM	Mar 2023	YoY	2024	2023	YTD
Median Sales Price	\$199,900	\$179,500	⬆️ 11.4%	\$189,000	⬆️ 5.8%	\$197,000	\$162,400	⬆️ 21.3%
Closed Sales	17	8	⬆️ 112.5%	15	⬆️ 13.3%	38	43	⬆️ -11.6%
New Listings	25	20	⬆️ 25.0%	15	⬆️ 66.7%	58	48	⬆️ 20.8%
Pending Sales	23	17	⬆️ 35.3%	17	⬆️ 35.3%	52	48	⬆️ 8.3%
Median Days on Market	12	7	⬆️ 71.4%	13	⬆️ -7.7%	12	14	⬆️ -14.3%
Average Days on Market	41	44	⬆️ -6.6%	35	⬆️ 19.4%	52	46	⬆️ 13.3%
Price per Square Foot	\$143	\$145	⬆️ -1.0%	\$120	⬆️ 19.2%	\$131	\$117	⬆️ 12.0%
% of List Price Received	98.1%	99.7%	⬆️ -1.6%	96.8%	⬆️ 1.3%	96.7%	95.8%	⬆️ 1.0%
Active Inventory	31	27	⬆️ 14.8%	11	⬆️ 181.8%	—	—	—
Months Supply of Inventory	1.8	3.4	⬆️ -45.9%	0.7	⬆️ 148.7%	—	—	—

## Median Sales Price



## Number of Closed Sales



# Johnson County



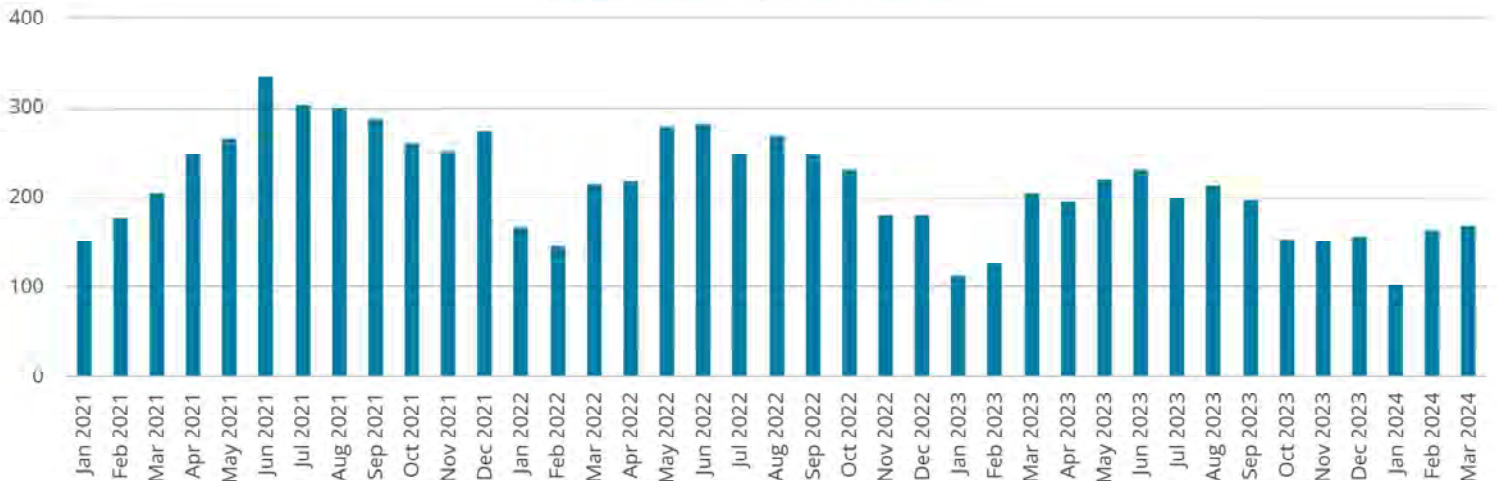
Data for Single Family Residence in Johnson County.

	Mar 2024	Feb 2024	MoM	Mar 2023	YoY	2024	2023	YTD
Median Sales Price	\$318,000	\$312,000	⬆️ 1.9%	\$299,900	⬆️ 6.0%	\$315,000	\$295,000	⬆️ 6.8%
Closed Sales	168	164	⬆️ 2.4%	205	⬆️ -18.0%	436	444	⬆️ -1.8%
New Listings	212	197	⬆️ 7.6%	235	⬆️ -9.8%	551	581	⬆️ -5.2%
Pending Sales	237	166	⬆️ 42.8%	238	⬆️ -0.4%	583	572	⬆️ 1.9%
Median Days on Market	11	17.5	⬆️ -37.1%	16	⬆️ -31.3%	17	20	⬆️ -15.0%
Average Days on Market	38	46	⬆️ -17.3%	46	⬆️ -17.7%	46	52	⬆️ -12.0%
Price per Square Foot	\$156	\$153	⬆️ 2.0%	\$149	⬆️ 4.7%	\$154	\$147	⬆️ 4.8%
% of List Price Received	98.2%	97.6%	⬆️ 0.7%	98.1%	⬆️ 0.1%	97.8%	97.9%	⬆️ -0.2%
Active Inventory	217	240	⬆️ -9.6%	218	⬆️ -0.5%	—	—	—
Months Supply of Inventory	1.3	1.5	⬆️ -11.7%	1.1	⬆️ 21.5%	—	—	—

## Median Sales Price



## Number of Closed Sales



# Madison County

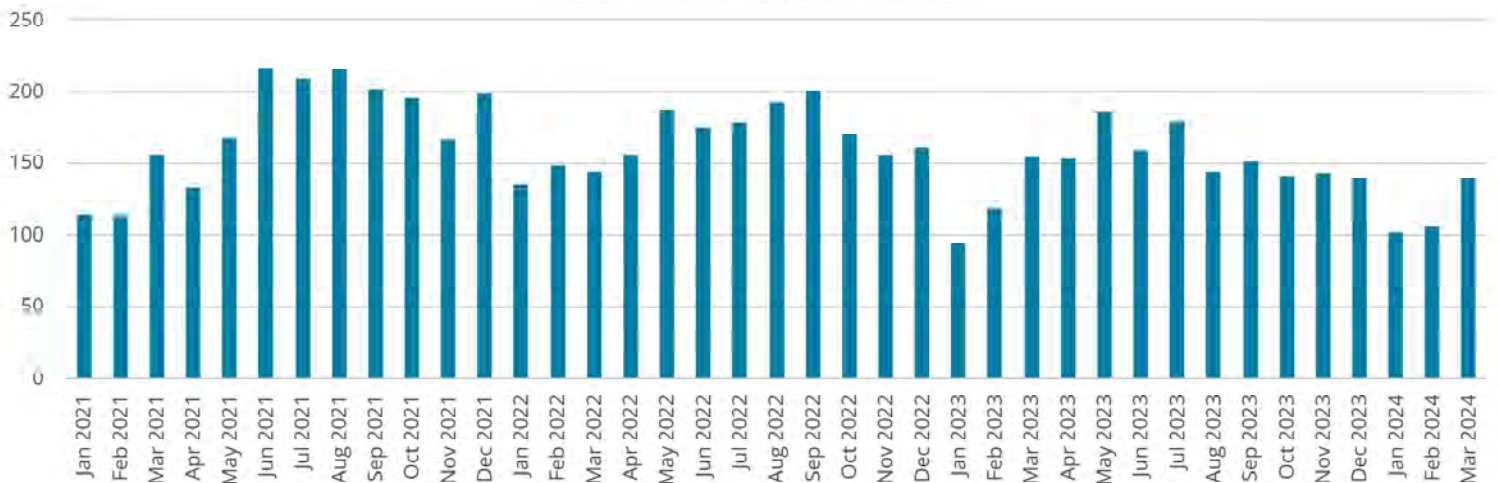
Data for Single Family Residence in Madison County.

	Mar 2024	Feb 2024	MoM	Mar 2023	YoY	2024	2023	YTD
Median Sales Price	\$206,000	\$158,400	⬆️ 30.1%	\$191,000	⬆️ 7.9%	\$173,750	\$175,000	⬆️ -0.7%
Closed Sales	140	106	⬆️ 32.1%	155	⬆️ -9.7%	348	368	⬆️ -5.4%
New Listings	148	131	⬆️ 13.0%	194	⬆️ -23.7%	402	462	⬆️ -13.0%
Pending Sales	161	114	⬆️ 41.2%	174	⬆️ -7.5%	394	444	⬆️ -11.3%
Median Days on Market	17	21	⬆️ -19.0%	10	⬆️ 70.0%	20	21	⬆️ -4.8%
Average Days on Market	53	47	⬆️ 14.5%	42	⬆️ 28.2%	50	55	⬆️ -8.0%
Price per Square Foot	\$129	\$117	⬆️ 9.8%	\$114	⬆️ 12.7%	\$123	\$106	⬆️ 16.0%
% of List Price Received	96.8%	96.9%	⬆️ -0.1%	98.1%	⬆️ -1.3%	96.4%	96.7%	⬆️ -0.3%
Active Inventory	190	200	⬆️ -5.0%	188	⬆️ 1.1%	—	—	—
Months Supply of Inventory	1.4	1.9	⬆️ -28.1%	1.2	⬆️ 11.9%	—	—	—

## Median Sales Price



## Number of Closed Sales





# Marion County

Data for Single Family Residence in Marion County.

	Mar 2024	Feb 2024	MoM	Mar 2023	YoY	2024	2023	YTD
Median Sales Price	\$247,500	\$235,000	⬆️ 5.3%	\$233,250	⬆️ 6.1%	\$238,000	\$229,900	⬆️ 3.5%
Closed Sales	942	742	⬆️ 27.0%	1,047	⬆️ -10.0%	2,276	2,366	⬆️ -3.8%
New Listings	1,199	998	⬆️ 20.1%	1,140	⬆️ 5.2%	2,963	2,897	⬆️ 2.3%
Pending Sales	1,190	908	⬆️ 31.1%	1,043	⬆️ 14.1%	2,929	2,821	⬆️ 3.8%
Median Days on Market	10	13.5	⬆️ -25.9%	11	⬆️ -9.1%	15	21	⬆️ -28.6%
Average Days on Market	44	48	⬆️ -8.5%	44	⬆️ 1.3%	50	51	⬆️ -1.5%
Price per Square Foot	\$145	\$142	⬆️ 2.1%	\$140	⬆️ 3.6%	\$143	\$139	⬆️ 2.9%
% of List Price Received	97.9%	97.1%	⬆️ 0.8%	97.8%	⬆️ 0.1%	97.5%	97.2%	⬆️ 0.3%
Active Inventory	1,288	1,287	⬆️ 0.1%	1,140	⬆️ 13.0%	—	—	—
Months Supply of Inventory	1.4	1.7	⬆️ -21.2%	1.1	⬆️ 25.6%	—	—	—

## Median Sales Price



## Number of Closed Sales





# Montgomery County

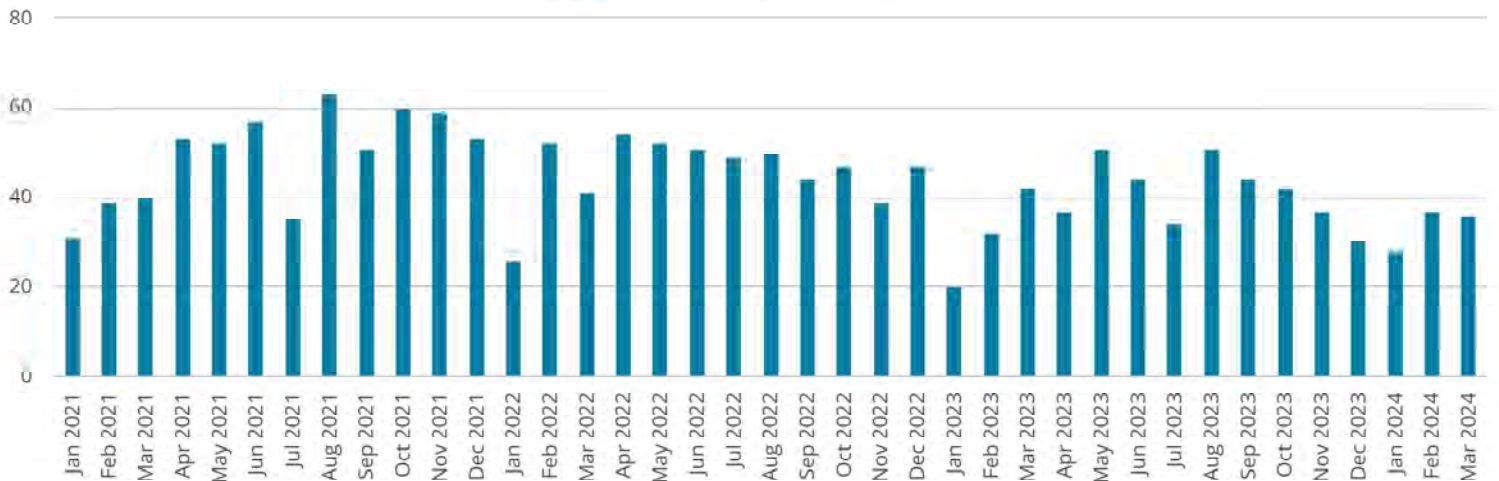
Data for Single Family Residence in Montgomery County.

	Mar 2024	Feb 2024	MoM	Mar 2023	YoY	2024	2023	YTD
Median Sales Price	\$204,250	\$208,000	↘ -1.8%	\$166,500	↗ 22.7%	\$195,000	\$165,000	↗ 18.2%
Closed Sales	36	37	↘ -2.7%	42	↘ -14.3%	101	94	↗ 7.4%
New Listings	51	35	↗ 45.7%	48	↗ 6.3%	113	106	↗ 6.6%
Pending Sales	50	42	↗ 19.0%	54	↘ -7.4%	131	124	↗ 5.6%
Median Days on Market	7	10.5	↘ -33.3%	7.5	↘ -6.7%	17	21	↘ -17.1%
Average Days on Market	34	52	↘ -35.4%	42	↘ -19.6%	48	52	↘ -8.2%
Price per Square Foot	\$130	\$133	↘ -2.3%	\$106	↗ 22.6%	\$129	\$114	↗ 13.2%
% of List Price Received	96.0%	96.6%	↘ -0.7%	96.1%	↘ -0.2%	96.2%	97.2%	↘ -1.0%
Active Inventory	40	39	↗ 2.6%	36	↗ 11.1%	—	—	—
Months Supply of Inventory	1.1	1.1	↗ 5.4%	0.9	↗ 29.6%	—	—	—

## Median Sales Price



## Number of Closed Sales



# Morgan County

Data for Single Family Residence in Morgan County.

	Mar 2024	Feb 2024	MoM	Mar 2023	YoY	2024	2023	YTD
Median Sales Price	\$286,000	\$265,000	⬆️ 7.9%	\$245,000	⬆️ 16.7%	\$279,610	\$250,000	⬆️ 11.8%
Closed Sales	68	61	⬆️ 11.5%	87	⬆️ -21.8%	174	203	⬆️ -14.3%
New Listings	76	67	⬆️ 13.4%	103	⬆️ -26.2%	211	236	⬆️ -10.6%
Pending Sales	80	59	⬆️ 35.6%	90	⬆️ -11.1%	218	246	⬆️ -11.4%
Median Days on Market	26	22	⬆️ 18.2%	12.5	⬆️ 108.0%	26	26	⬆️ 0.0%
Average Days on Market	50	56	⬆️ -10.1%	51	⬆️ -2.1%	54	67	⬆️ -19.1%
Price per Square Foot	\$154	\$157	⬆️ -1.6%	\$154	⬆️ 0.0%	\$153	\$150	⬆️ 2.0%
% of List Price Received	98.6%	96.8%	⬆️ 1.8%	98.5%	⬆️ 0.1%	97.4%	97.6%	⬆️ -0.2%
Active Inventory	109	110	⬆️ -0.9%	94	⬆️ 16.0%	—	—	—
Months Supply of Inventory	1.6	1.8	⬆️ -11.1%	1.1	⬆️ 48.4%	—	—	—

## Median Sales Price



## Number of Closed Sales

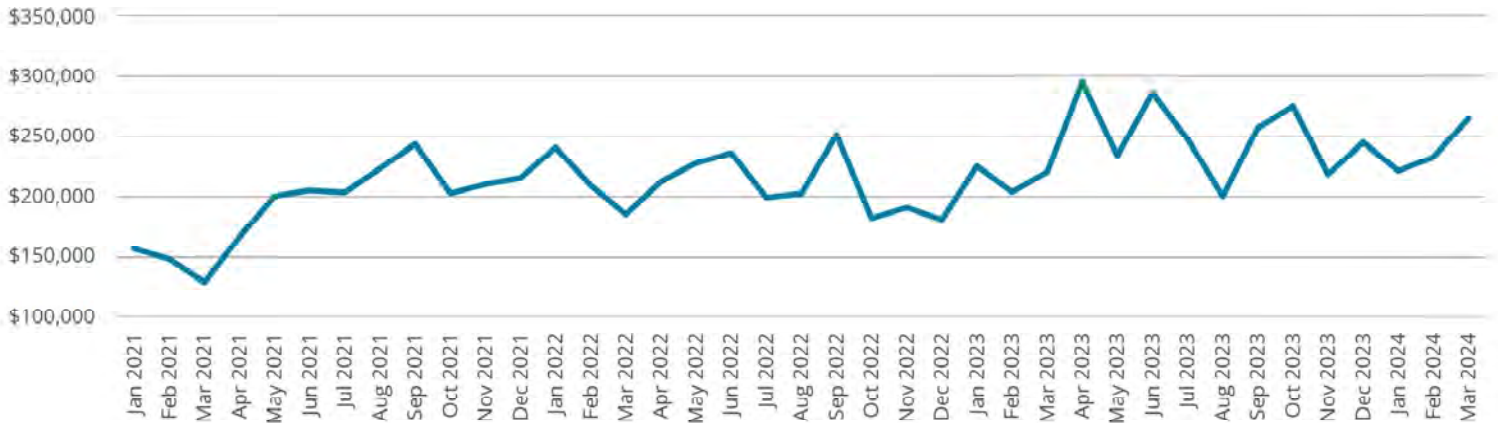


# Putnam County

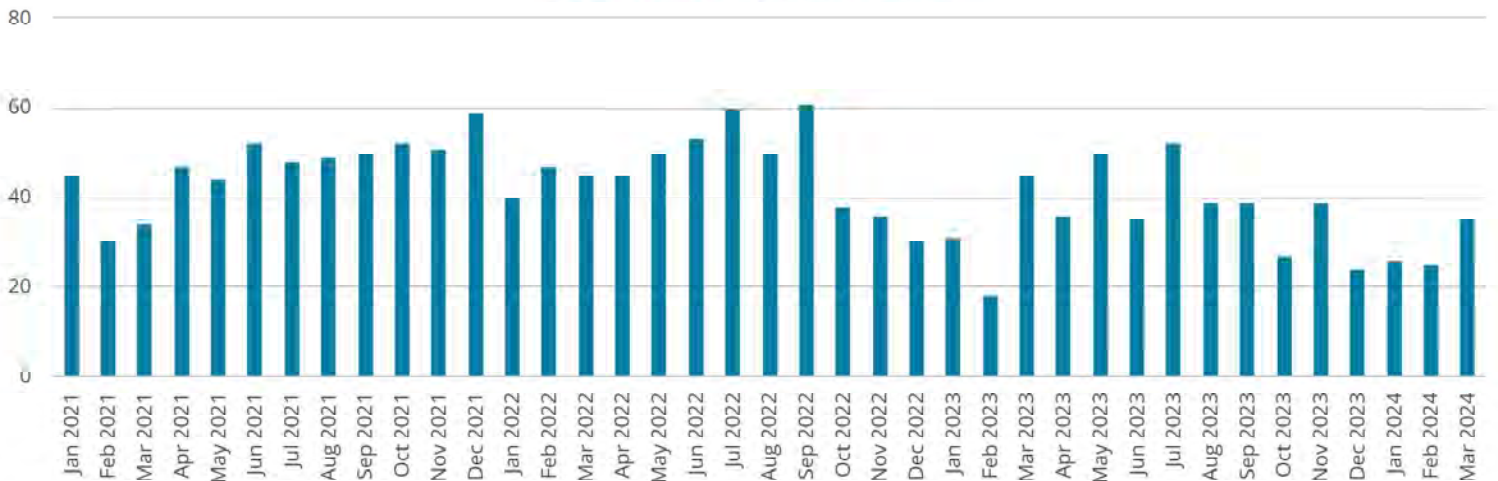
Data for Single Family Residence in Putnam County.

	Mar 2024	Feb 2024	MoM	Mar 2023	YoY	2024	2023	YTD
Median Sales Price	\$265,000	\$232,500	⬆️ 14.0%	\$220,000	⬆️ 20.5%	\$244,750	\$216,500	⬆️ 13.0%
Closed Sales	35	25	⬆️ 40.0%	45	⬆️ -22.2%	86	94	⬆️ -8.5%
New Listings	50	34	⬆️ 47.1%	47	⬆️ 6.4%	129	105	⬆️ 22.9%
Pending Sales	49	32	⬆️ 53.1%	41	⬆️ 19.5%	117	105	⬆️ 11.4%
Median Days on Market	9	32.5	⬆️ -72.3%	16	⬆️ -43.8%	18	24	⬆️ -25.0%
Average Days on Market	39	49	⬆️ -20.6%	50	⬆️ -20.9%	43	54	⬆️ -21.6%
Price per Square Foot	\$172	\$170	⬆️ 1.2%	\$140	⬆️ 22.9%	\$167	\$138	⬆️ 21.5%
% of List Price Received	97.6%	96.4%	⬆️ 1.3%	97.4%	⬆️ 0.2%	97.6%	97.2%	⬆️ 0.3%
Active Inventory	68	70	⬆️ -2.9%	54	⬆️ 25.9%	—	—	—
Months Supply of Inventory	1.9	2.8	⬆️ -30.6%	1.2	⬆️ 61.9%	—	—	—

## Median Sales Price



## Number of Closed Sales





# Shelby County

Data for Single Family Residence in Shelby County.

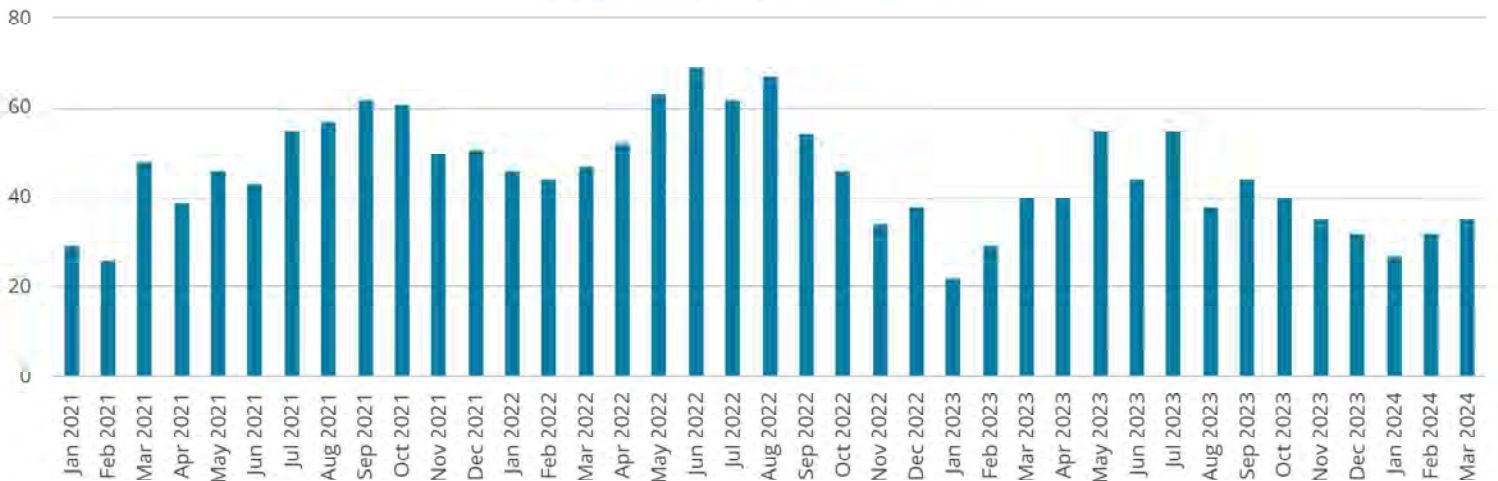


	Mar 2024	Feb 2024	MoM	Mar 2023	YoY	2024	2023	YTD
Median Sales Price	\$240,000	\$215,500	⬆️ 11.4%	\$227,500	⬆️ 5.5%	\$225,250	\$210,000	⬆️ 7.3%
Closed Sales	35	32	⬆️ 9.4%	40	⬇️ -12.5%	94	91	⬆️ 3.3%
New Listings	48	34	⬆️ 41.2%	58	⬇️ -17.2%	118	122	⬇️ -3.3%
Pending Sales	40	31	⬆️ 29.0%	42	⬇️ -4.8%	110	110	⬆️ 0.0%
Median Days on Market	26	26	⬆️ 0.0%	11	⬆️ 136.4%	22	15	⬆️ 46.7%
Average Days on Market	55	67	⬆️ -16.7%	42	⬆️ 33.4%	61	53	⬆️ 14.9%
Price per Square Foot	\$163	\$142	⬆️ 14.4%	\$134	⬆️ 21.7%	\$144	\$124	⬆️ 16.1%
% of List Price Received	97.4%	97.2%	⬆️ 0.1%	95.9%	⬆️ 1.5%	97.2%	96.6%	⬆️ 0.7%
Active Inventory	65	51	⬆️ 27.5%	58	⬆️ 12.1%	—	—	—
Months Supply of Inventory	1.9	1.6	⬆️ 16.5%	1.4	⬆️ 28.1%	—	—	—

## 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.

	Mar 2024	Feb 2024	MoM	Mar 2023	YoY	2024	2023	YTD
Median Sales Price	\$228,000	\$209,900	⬆️ 8.6%	\$215,000	⬆️ 6.0%	\$217,250	\$210,500	⬆️ 3.2%
Closed Sales	154	109	⬆️ 41.3%	188	⬆️ -18.1%	345	370	⬆️ -6.8%
New Listings	195	178	⬆️ 9.6%	215	⬆️ -9.3%	509	524	⬆️ -2.9%
Pending Sales	171	154	⬆️ 11.0%	214	⬆️ -20.1%	454	497	⬆️ -8.7%
Median Days on Market	13	22	⬆️ -40.9%	10	⬆️ 30.0%	22	12	⬆️ 83.3%
Average Days on Market	50	48	⬆️ 3.3%	53	⬆️ -6.0%	51	51	⬆️ 0.5%
Price per Square Foot	\$156	\$149	⬆️ 4.4%	\$146	⬆️ 6.5%	\$150	\$145	⬆️ 3.4%
% of List Price Received	98.0%	98.0%	⬆️ 0.1%	98.6%	⬆️ -0.6%	97.7%	98.1%	⬆️ -0.3%
Active Inventory	312	290	⬆️ 7.6%	212	⬆️ 47.2%	—	—	—
Months Supply of Inventory	2.0	2.7	⬆️ -23.8%	1.1	⬆️ 79.7%	—	—	—

## Median Sales Price



## Number of Closed Sales

