

# MARKET INSIGHTS REPORT

JULY 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 July 2024 data, this is what our experts are saying:

In July 2024, the median sales price for a single-family home in Central Indiana increased 1.7% over last year to \$305,000 but decreased 4.7% from last month. In the MIBOR BLC® Listing Service area, 9 of 16 counties saw a year-over-year increase in median sales price, including Hancock, Hendricks, Madison, and Marion.

“While home prices continue to appreciate on a year-over-year basis, they came down slightly from the all-time high in June,” says MIBOR CEO Shelley Specchio. “Active inventory continues to slowly improve; however, resilient demand has kept absorption rates low. While Central Indiana hasn’t shown a definitive shift yet, we are watching other markets throughout the country as national data shows market dynamics slowly moving in the buyer’s favor.”

Closed sales rose 3.4% year-over-year and 5.6% from last month, while pending sales increased 2.0% over last year. Pending sales saw a year-over-year increase in 9 of the 16 counties in the service area including Johnson, Marion, Morgan, and Shelby. The typical listing received 98.7% of the asking price, down from 99.2% last July.

New listings increased 1.5%, year-over-year, but decreased 2.6% from June. The median days on market rose to 13 days, a noticeable increase from 8 days last year. Active inventory increased 24.0% over last year with 4,551 single family homes for sale, an increase of 5.2% from the previous month, reflecting a 1.6-month supply.

According to the most recent data available from the National Association of REALTORS®, June existing homes sales nationally dropped 5.4% from last year to a seasonally adjusted annual rate of 3.89 million. The median existing home sales price rose 4.1% to \$426,900. Total housing inventory was 1.32 million units, up 23.4% from last June, and unsold inventory represented 4.1 months of supply. “We’re seeing a slow shift from a seller’s market to a buyer’s market,” said NAR Chief Economist Lawrence Yun. “Homes are sitting on the market a bit longer, and sellers are receiving fewer offers. More buyers are insisting on home inspections and appraisals, and inventory is definitively rising on a national basis.”

Year of year data for July:

- An increase in Median Sales Price of 1.7% to \$305,000
- Average days on market increased 9.3% at 33
- Current active listings increased 24% to 4,551

## Contents

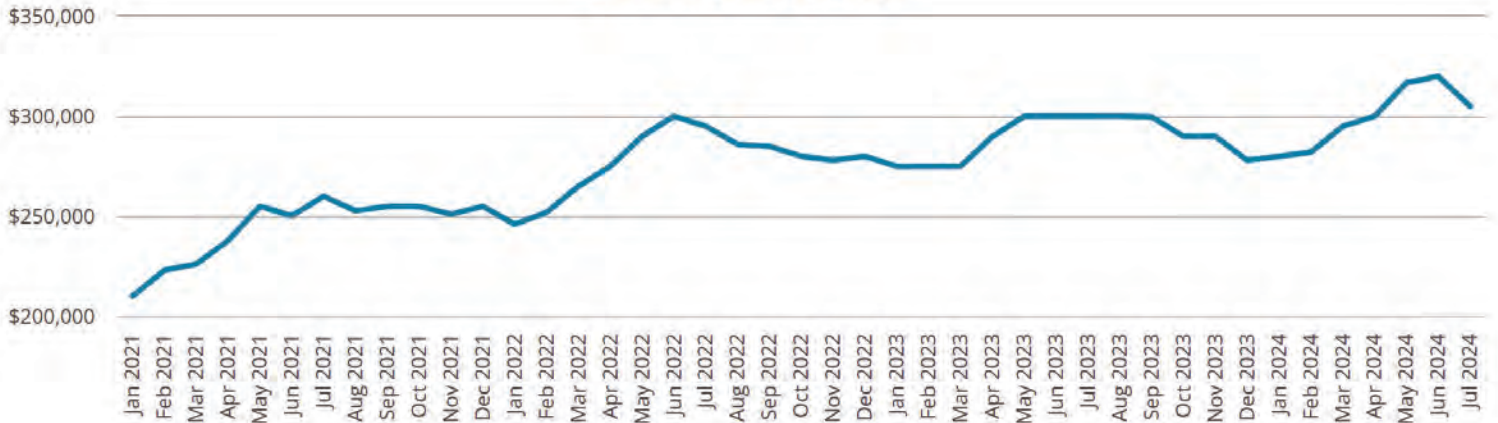
<b>MIBOR SERVICE AREA</b>	<b>(1-11)</b>
<b>BARTHOLOMEW COUNTY</b>	<b>(12)</b>
<b>BOONE COUNTY</b>	<b>(13)</b>
<b>BROWN COUNTY</b>	<b>(14)</b>
<b>DECATUR COUNTY</b>	<b>(15)</b>
<b>HAMILTON COUNTY</b>	<b>(16)</b>
<b>HANCOCK COUNTY</b>	<b>(17)</b>
<b>HENDRICKS COUNTY</b>	<b>(18)</b>
<b>JACKSON COUNTY</b>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

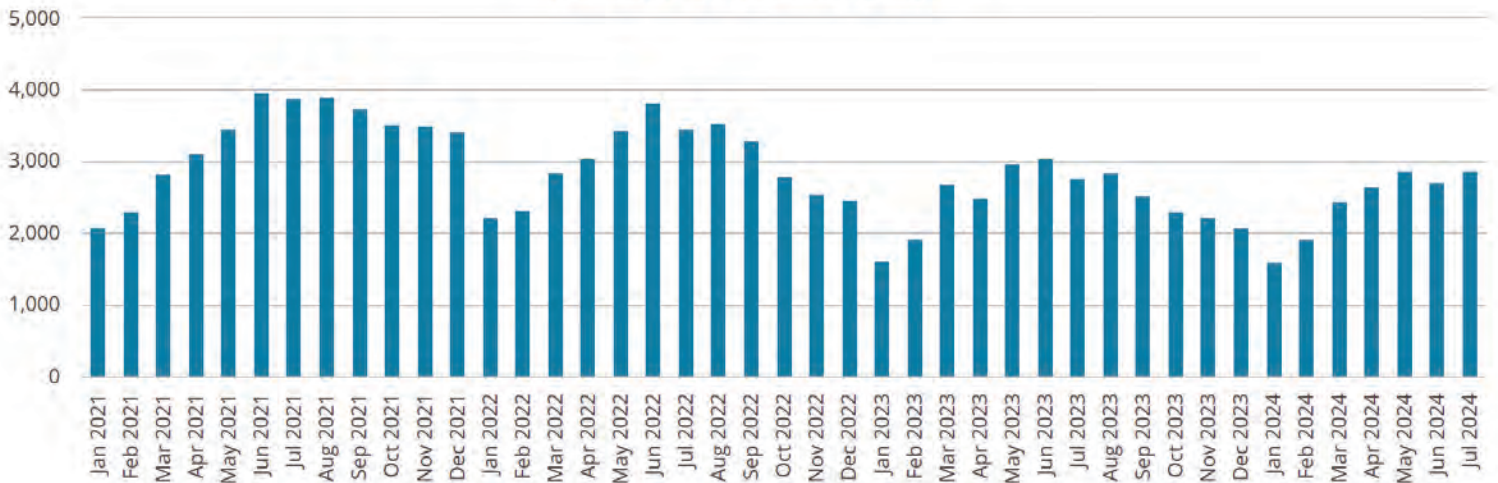
Data for Single Family Residence in Bartholomew, Boone, Brown, Decatur, Hamilton, Hancock, Hendricks, Jackson, Jennings, Johnson, Madison, Marion, Montgomery, Morgan, Putnam, Shelby.

	Jul 2024	Jun 2024	MoM	Jul 2023	YoY	2024	2023	YTD
Median Sales Price	\$305,000	\$320,000	▼ -4.7%	\$300,000	▲ 1.7%	\$300,000	\$290,000	▲ 3.4%
Closed Sales	2,874	2,721	▲ 5.6%	2,779	▲ 3.4%	17,096	17,527	▼ -2.5%
New Listings	3,260	3,348	▼ -2.6%	3,213	▲ 1.5%	21,159	20,702	▲ 2.2%
Pending Sales	2,731	2,825	▼ -3.3%	2,678	▲ 2.0%	18,280	18,644	▼ -2.0%
Median Days on Market	13	9	▲ 44.4%	8	▲ 62.5%	11	9	▲ 22.2%
Average Days on Market	33	32	▲ 2.7%	30	▲ 9.3%	38	40	▼ -4.7%
Price per Square Foot	\$161	\$162	▼ -0.6%	\$155	▲ 3.9%	\$157	\$152	▲ 3.3%
% of List Price Received	98.7%	98.8%	▼ -0.1%	99.2%	▼ -0.5%	98.4%	98.7%	▼ -0.3%
Active Inventory	4,551	4,325	▲ 5.2%	3,669	▲ 24.0%	—	—	—
Months Supply of Inventory	1.6	1.6	▼ -0.4%	1.3	▲ 19.9%	—	—	—

## Median Sales Price



## Number of Closed Sales



# Median Sales Price

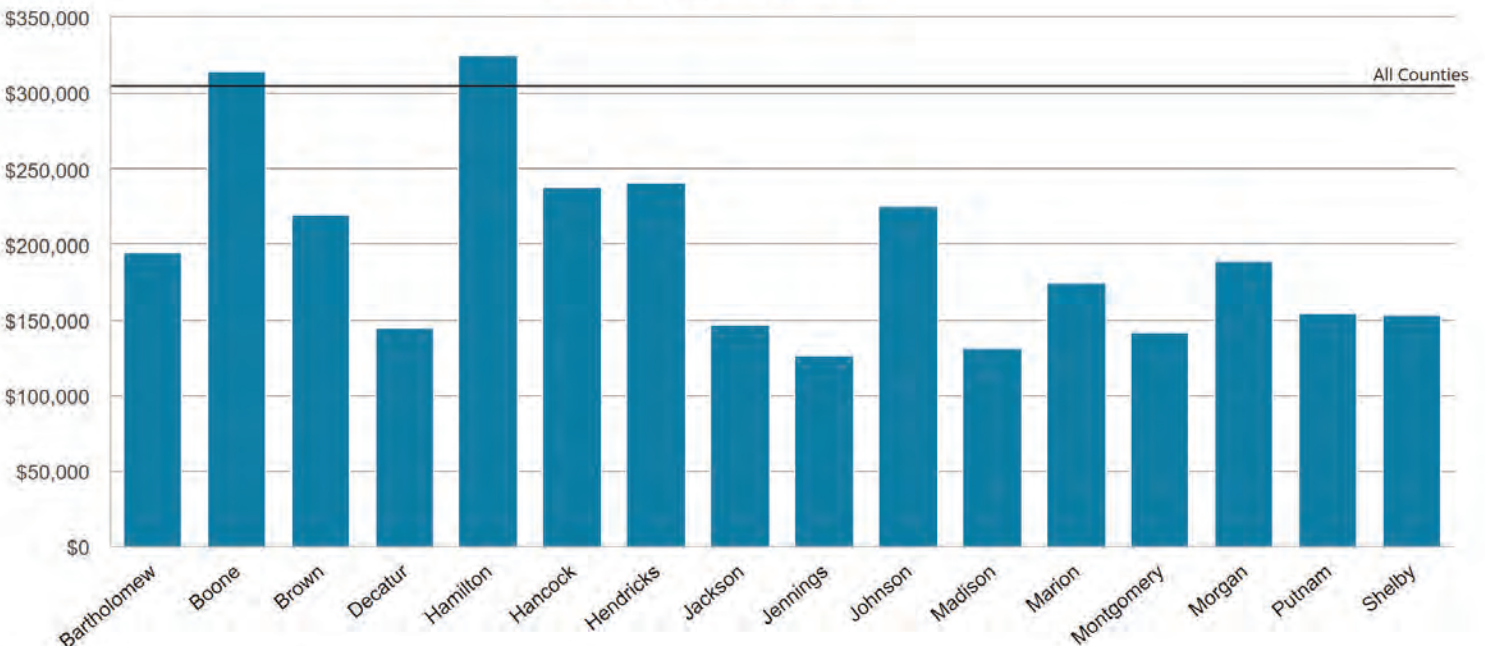
Sales Price is the mid-point (median) value where the price for half of the closed sales is higher and half is lower. Median is preferred to average as it accounts for outliers at the high or low end of the price range.

July 2024	Month over Month Change	Year over Year Change	Year to Date Change
<b>\$305,000</b>	⚡ <b>-4.7%</b>	⬆️ <b>1.7%</b>	⬆️ <b>3.4%</b>

## Historical Activity



## County Comparison



# Closed Sales

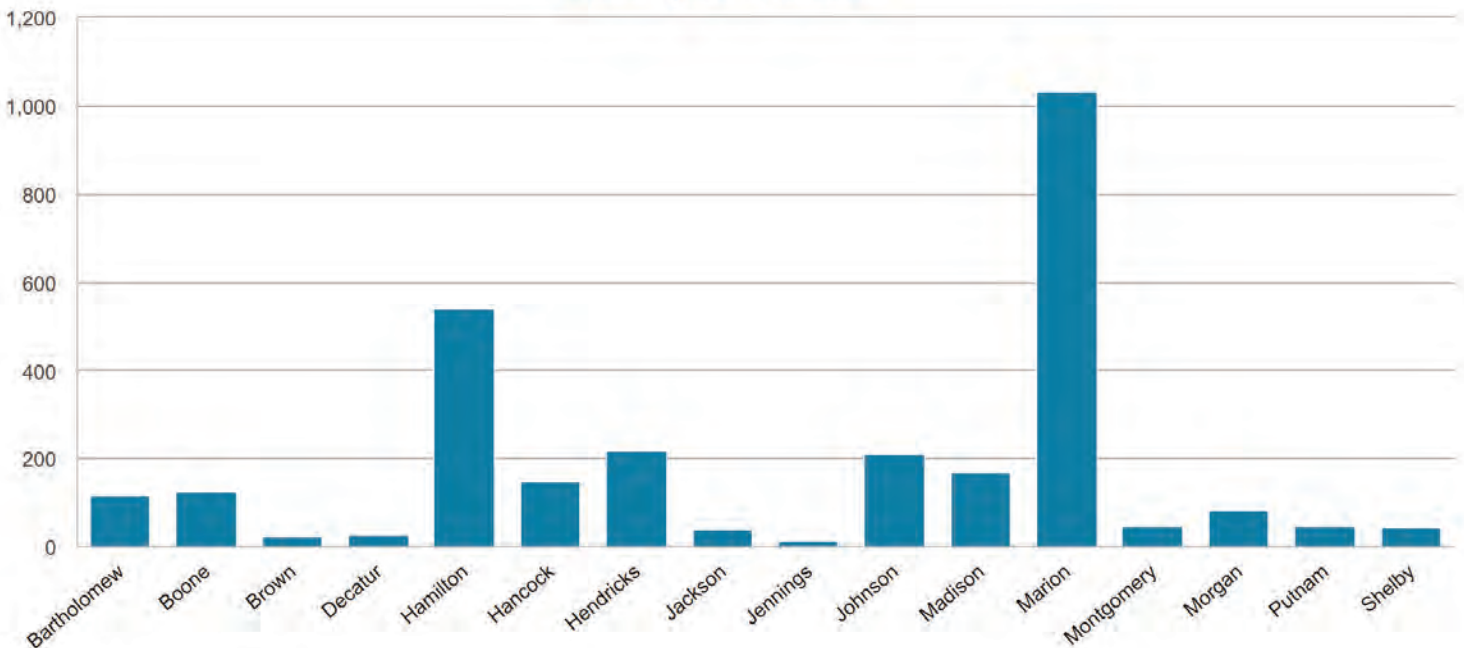
The number of properties that actually sold.

July 2024	Month over Month Change	Year over Year Change	Year to Date Change
<b>2,874</b>	<b>⬆️ 5.6%</b>	<b>⬆️ 3.4%</b>	<b>⬇️ -2.5%</b>

## Historical Activity



## County Comparison

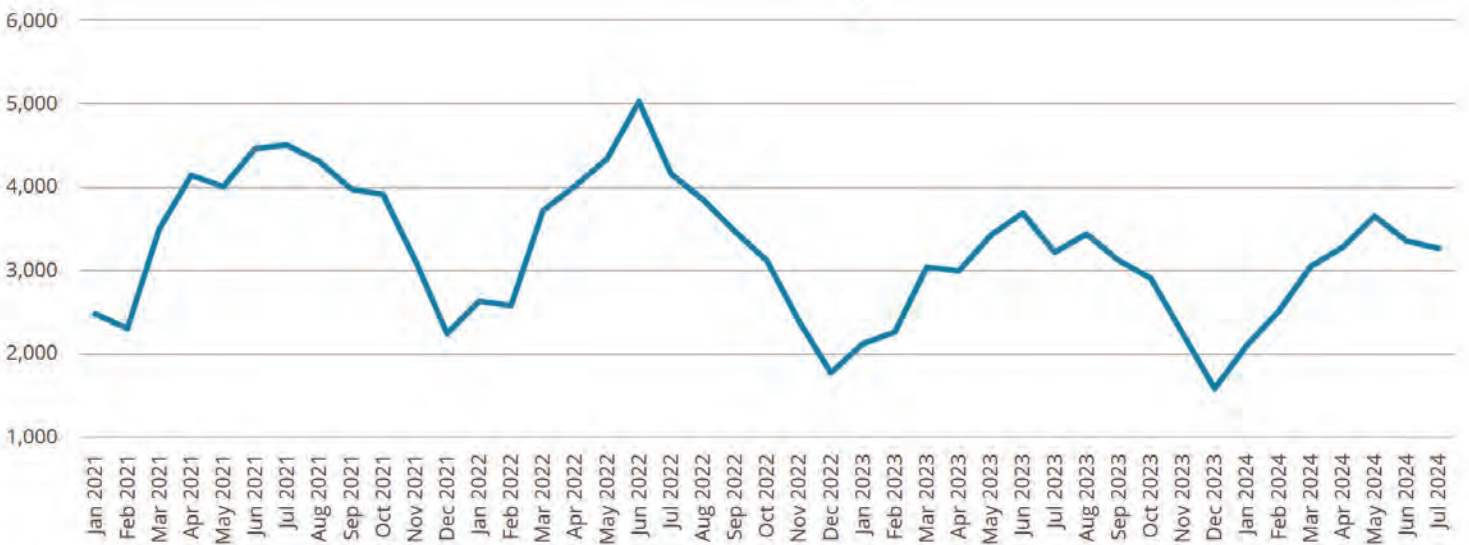


# New Listings

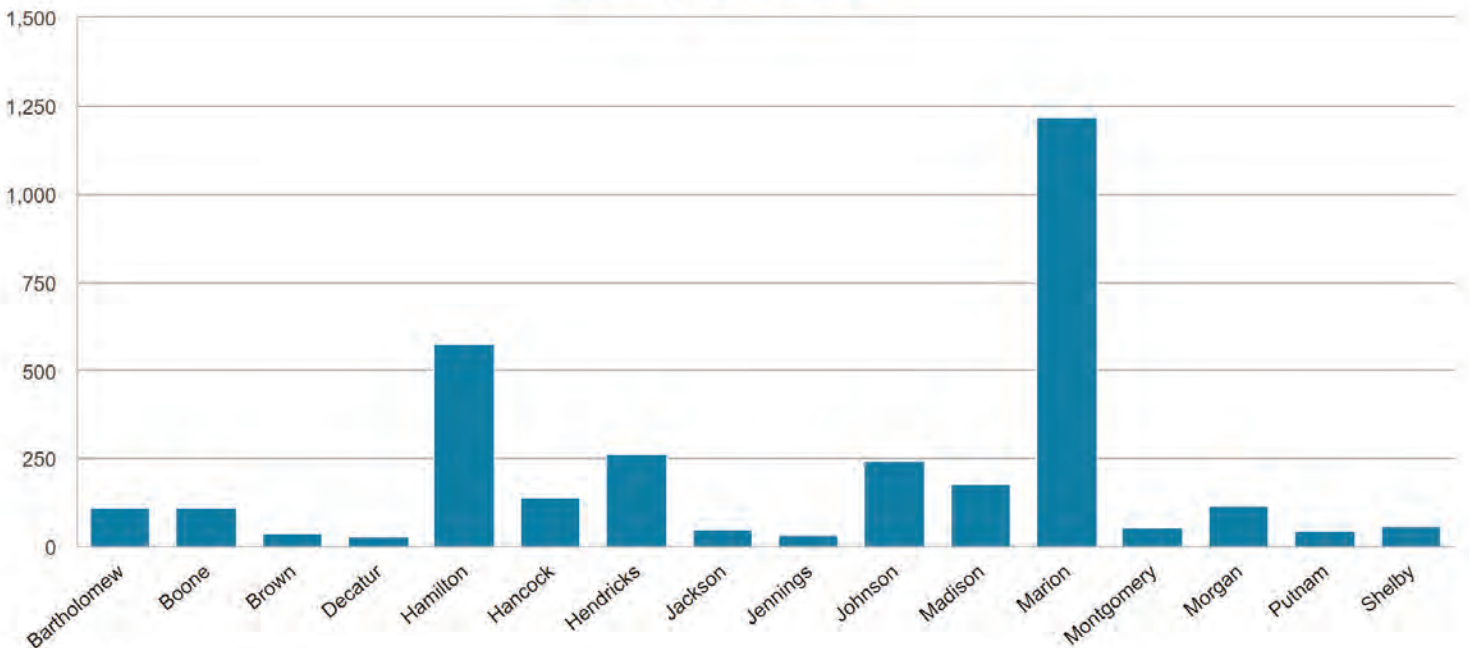
The number of properties listed regardless of current status.

July 2024	Month over Month Change	Year over Year Change	Year to Date Change
<b>3,260</b>	⬇️ <b>-2.6%</b>	⬆️ <b>1.5%</b>	⬆️ <b>2.2%</b>

## Historical Activity



## County Comparison



# Pending Sales

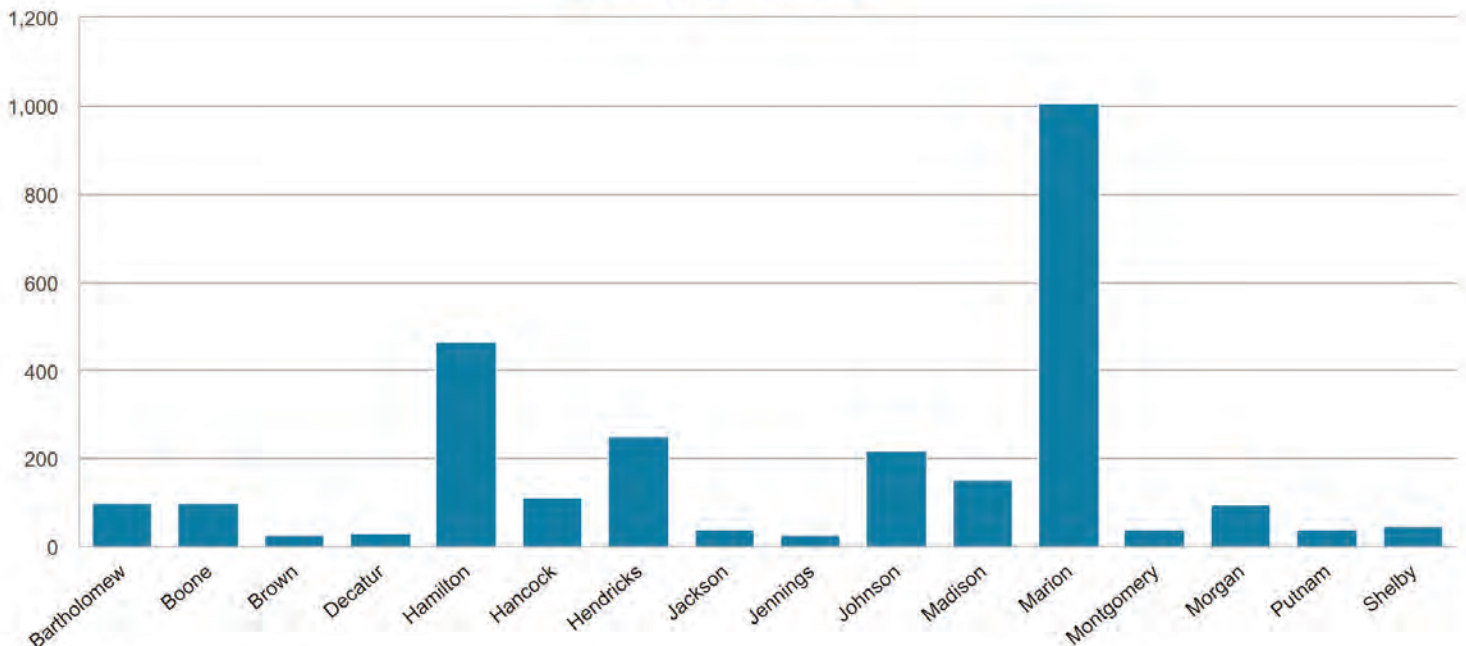
The number of properties newly under contract which are still pending or resulted in a closed sale, based on purchase contract date.

July 2024	Month over Month Change	Year over Year Change	Year to Date Change
<b>2,741</b>	⬇️ <b>-3.8%</b>	⬆️ <b>1.2%</b>	⬇️ <b>-2.3%</b>

## Historical Activity



## County Comparison

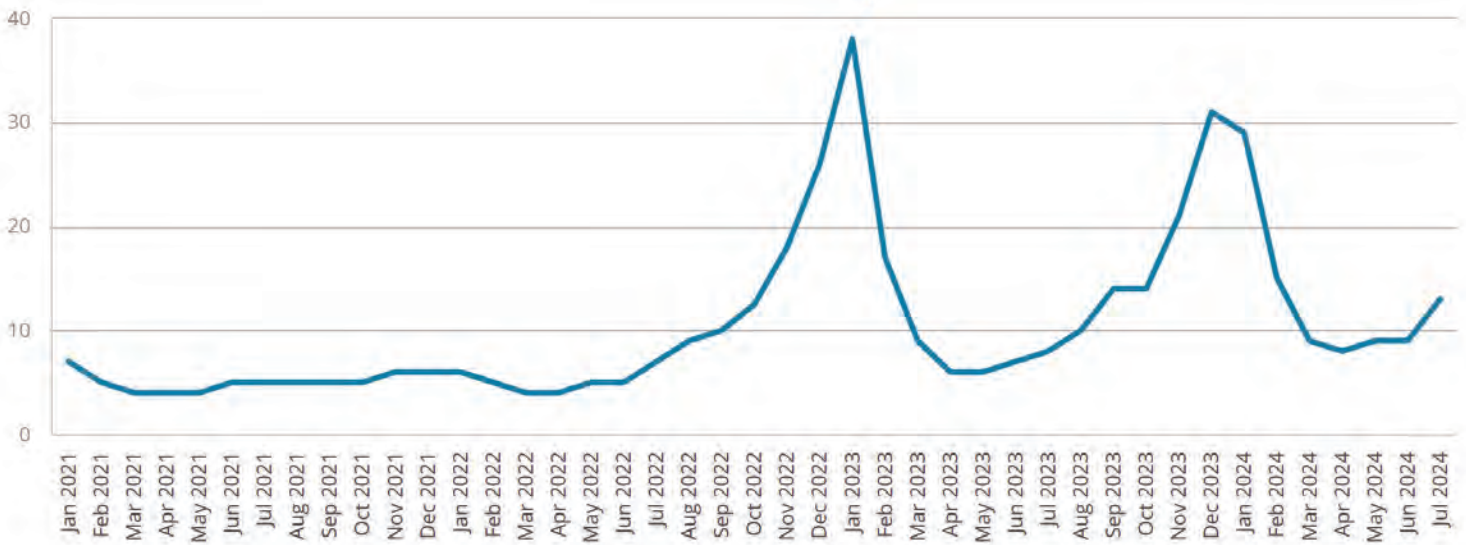


# Cumulative Days on Market

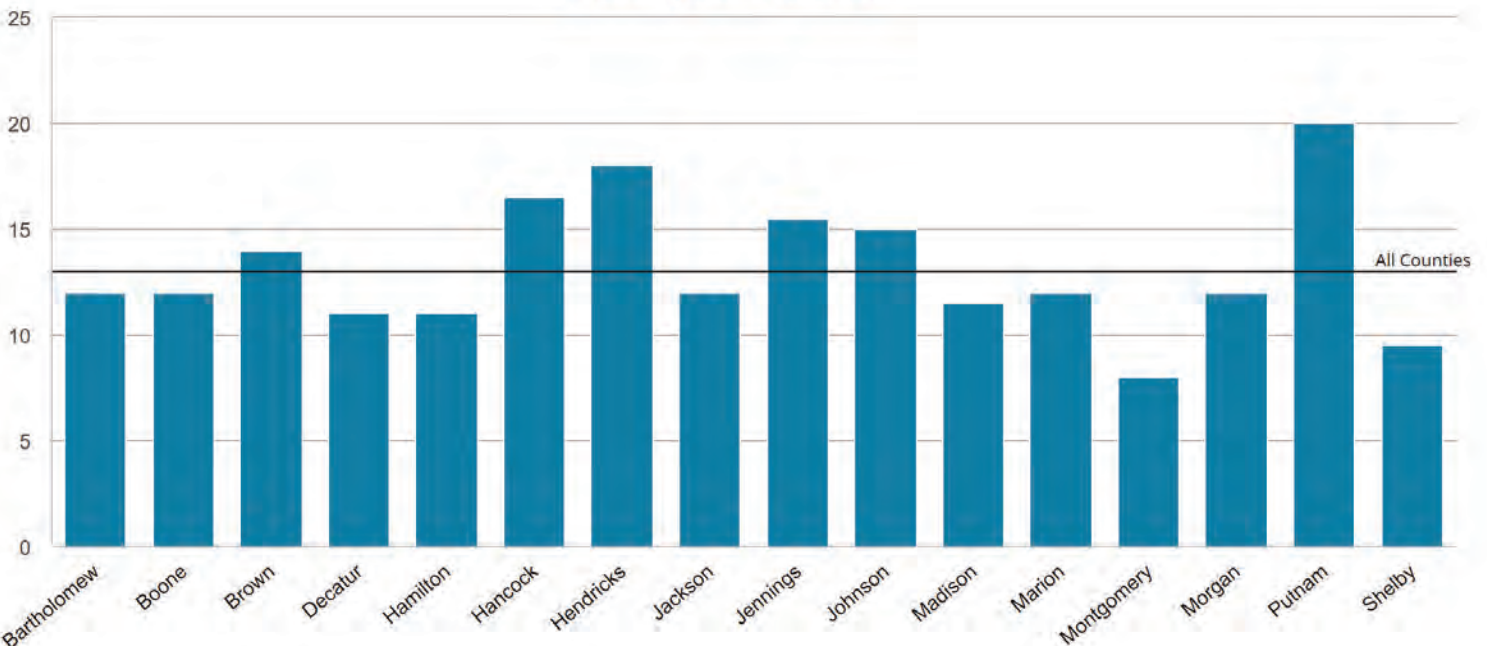
The median number of days between when a property is listed and the purchase contract date.

July 2024	Month over Month Change	Year over Year Change	Year to Date Change
<b>13</b>	<b>⬆️ 44.4%</b>	<b>⬆️ 62.5%</b>	<b>⬆️ 22.2%</b>

## Historical Activity



## County Comparison

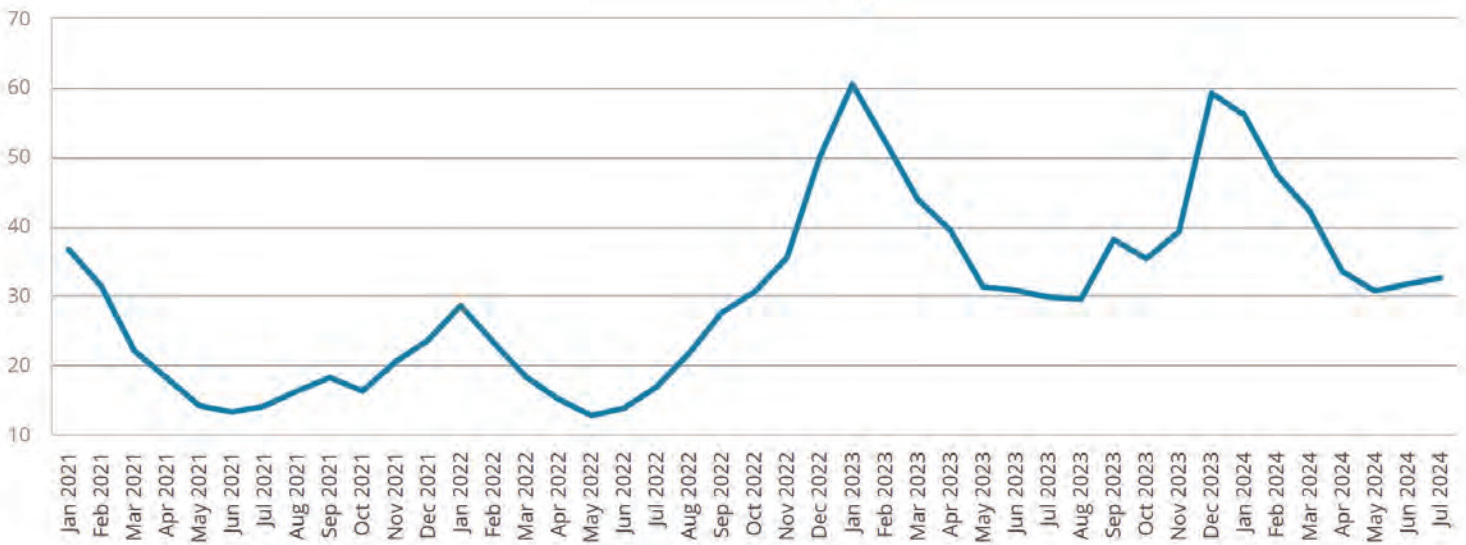


# Average Days on Market

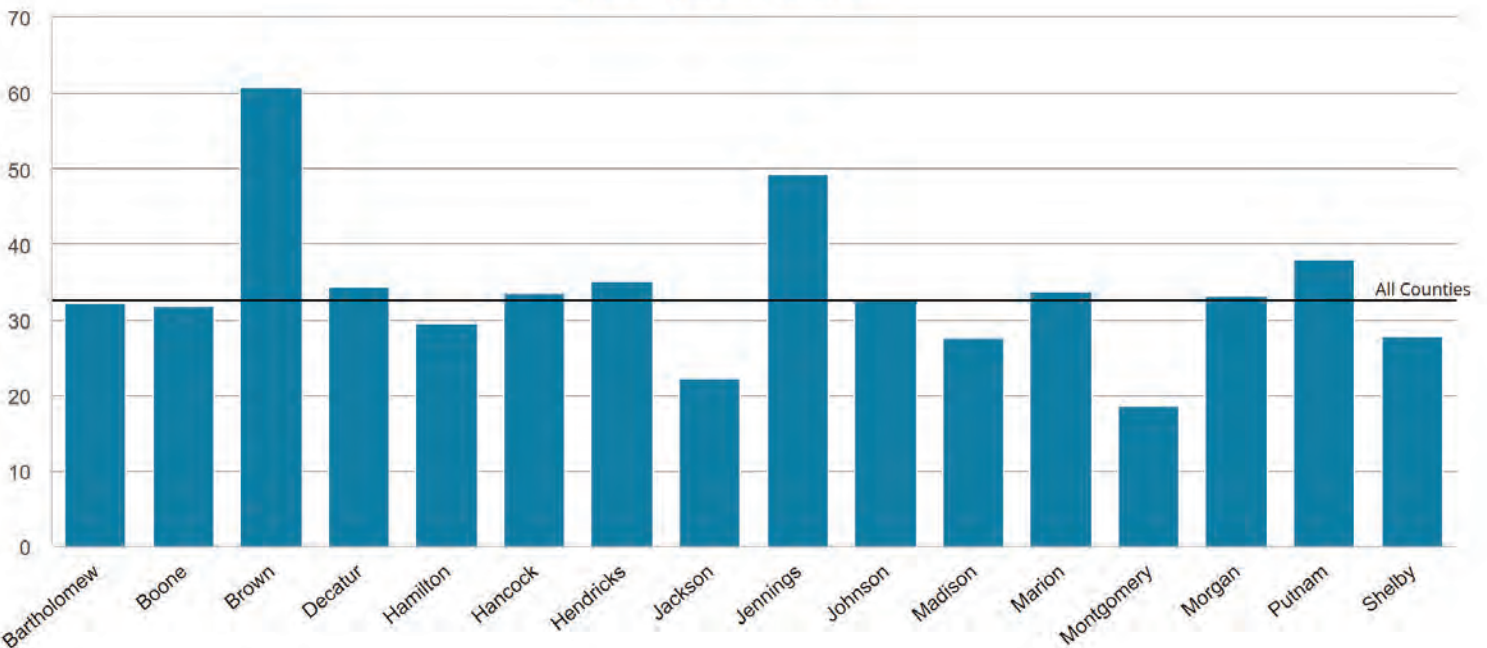
The average number of days between when a property is listed and the purchase contract date.

July 2024	Month over Month Change	Year over Year Change	Year to Date Change
<b>33</b>	<b>⬆️ 2.7%</b>	<b>⬆️ 9.3%</b>	<b>⬆️ -4.7%</b>

## Historical Activity



## County Comparison





# Price per Square Foot

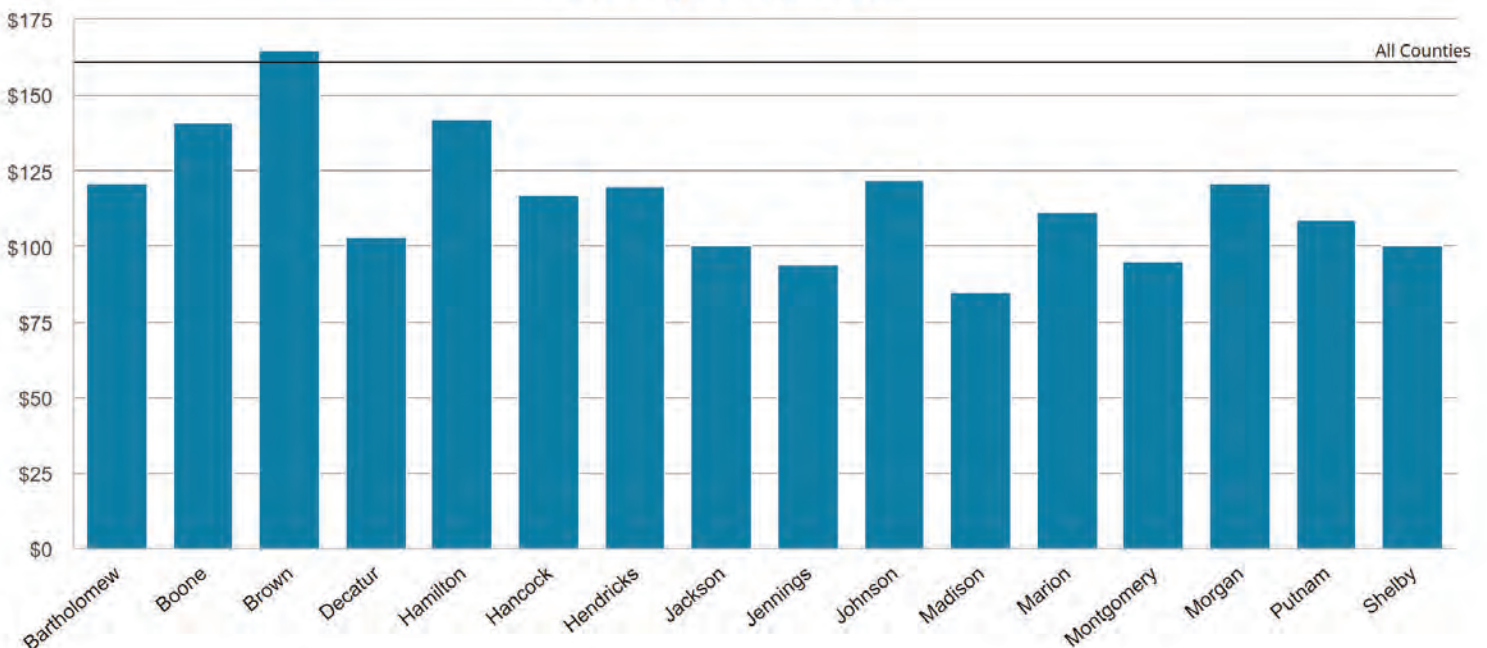
The mid-point (median) of the price per square foot of all closed listings. PPSF is calculated by dividing the sales price by the square footage of a property.

July 2024	Month over Month Change	Year over Year Change	Year to Date Change
<b>\$161</b>	⚡ <b>-0.6%</b>	⬆️ <b>3.9%</b>	⬆️ <b>3.3%</b>

## Historical Activity



## County Comparison

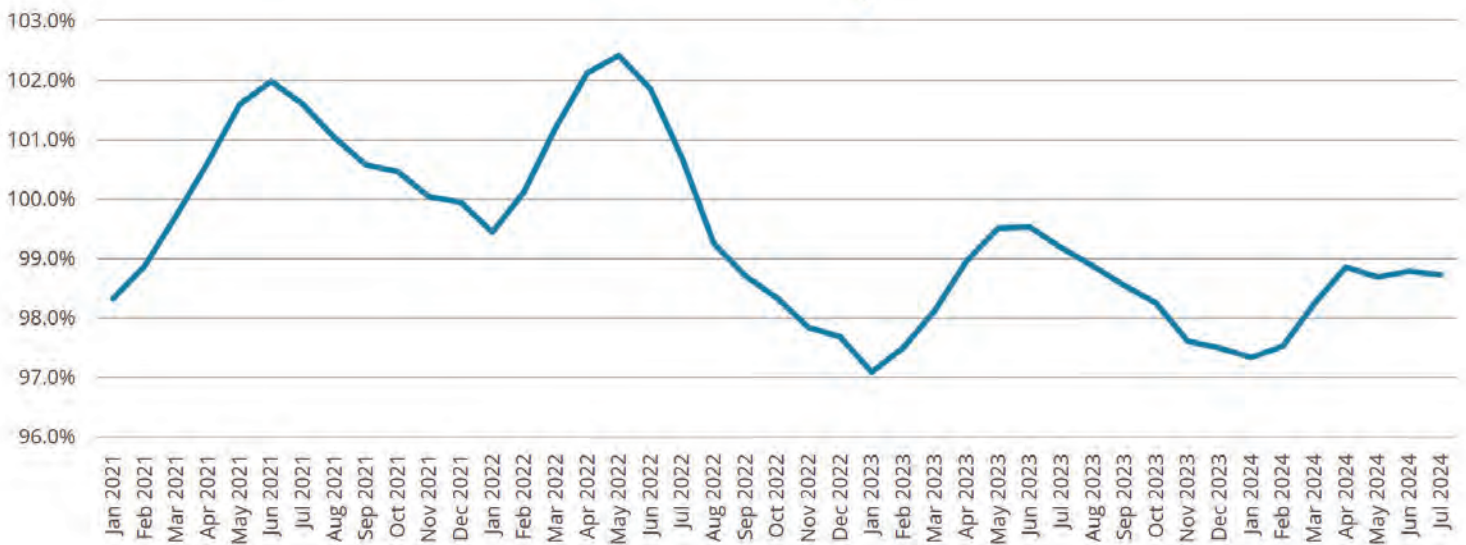


# Percent of List Received

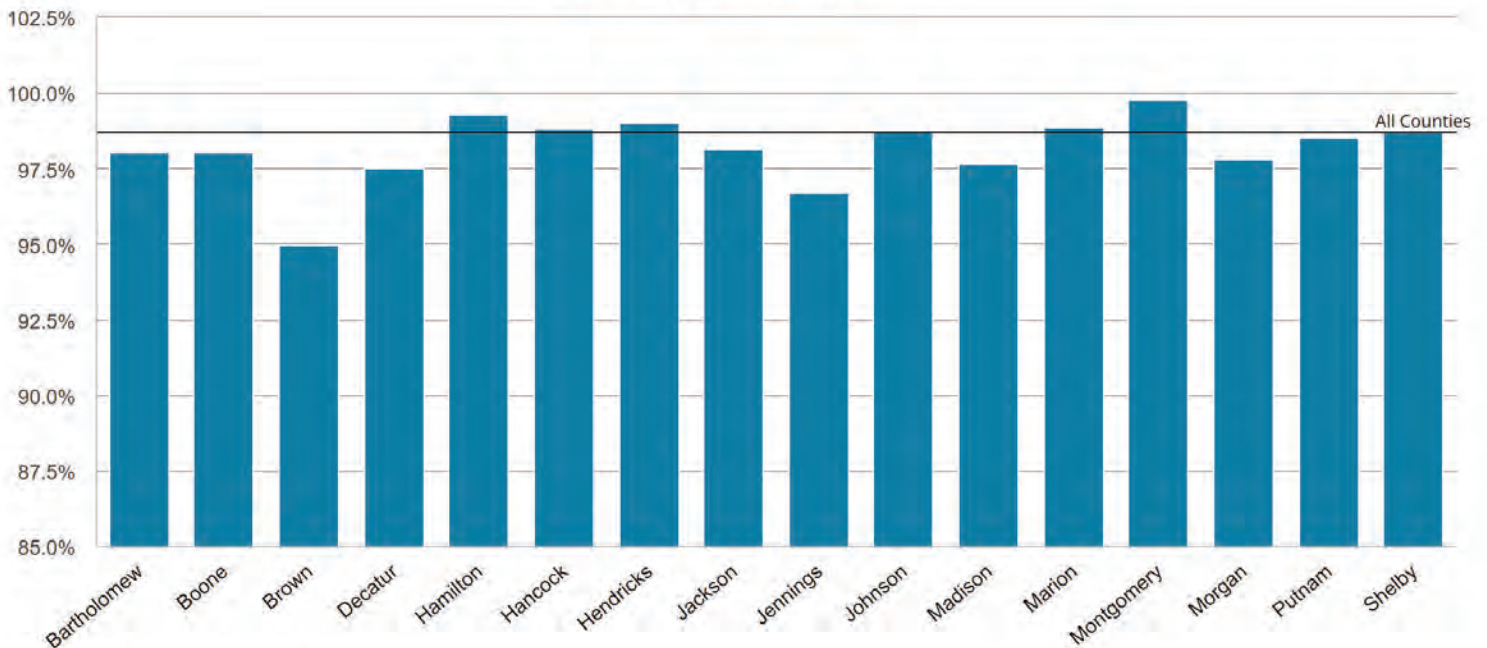
The average of the sales price divided by the final list price expressed as a percentage.

July 2024	Month over Month Change	Year over Year Change	Year to Date Change
<b>98.7%</b>	⚡ <b>-0.1%</b>	⚡ <b>-0.5%</b>	⚡ <b>-0.3%</b>

## Historical Activity



## County Comparison

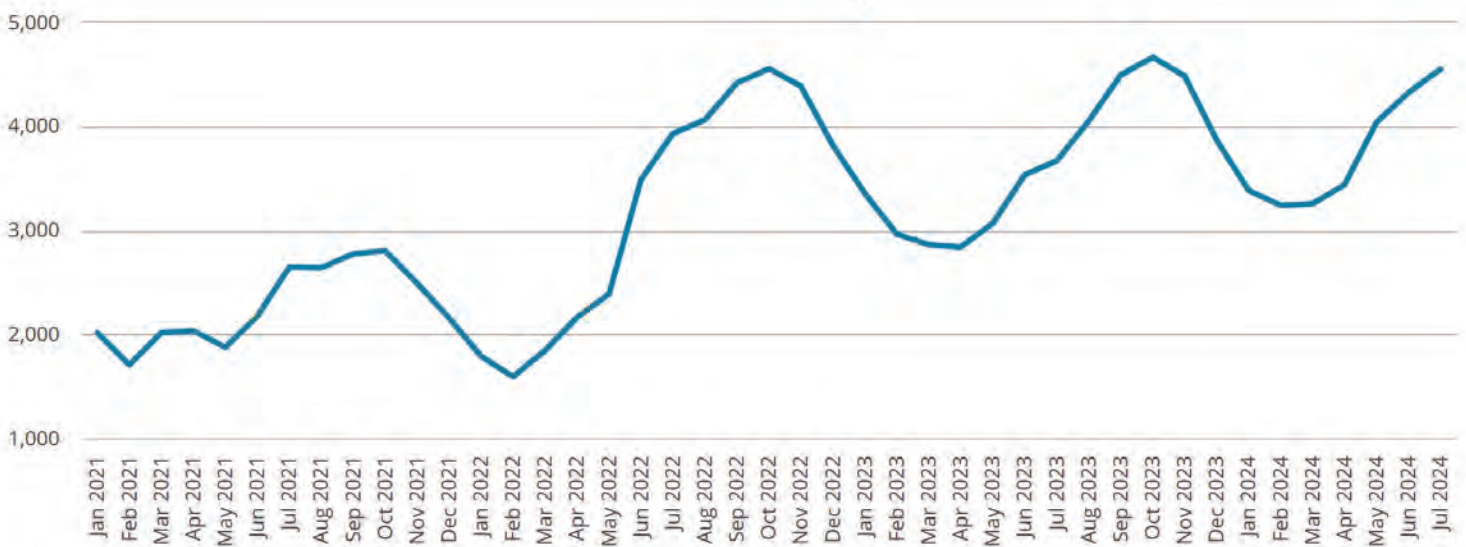


# Active Inventory

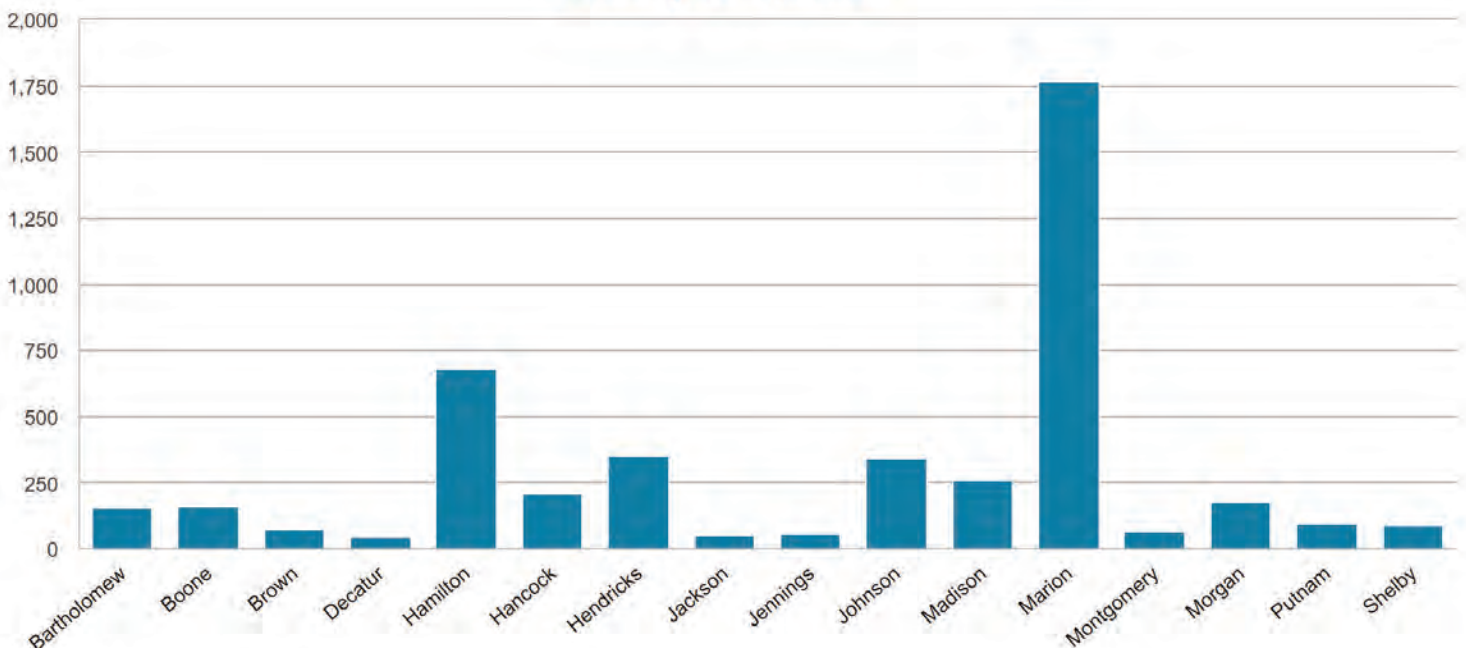
The number of properties available for sale at the end of the month, based on the list date, contract date and close date.

July 2024	Month over Month Change	Year over Year Change	Year to Date Change
<b>4,551</b>	<b>⬆️ 5.2%</b>	<b>⬆️ 24.0%</b>	<b>—</b>

## Historical Activity



## County Comparison



# Months Supply of Inventory

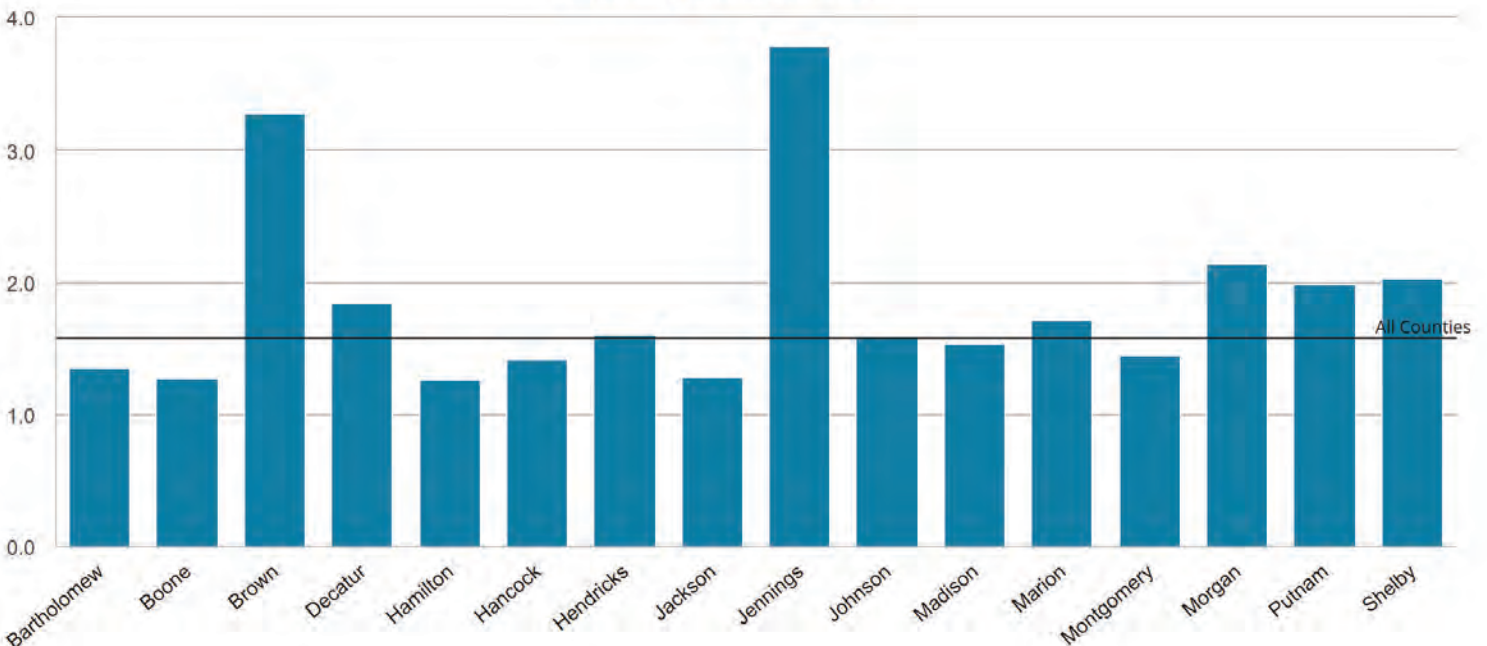
The number of months it would take to sell through the available inventory at the current monthly sales rate. NAR defines a balanced market as between 5 & 7 months of inventory.

July 2024	Month over Month Change	Year over Year Change	Year to Date Change
<b>1.6</b>	⚡ <b>-0.4%</b>	⬆️ <b>19.9%</b>	—

## Historical Activity



## County Comparison

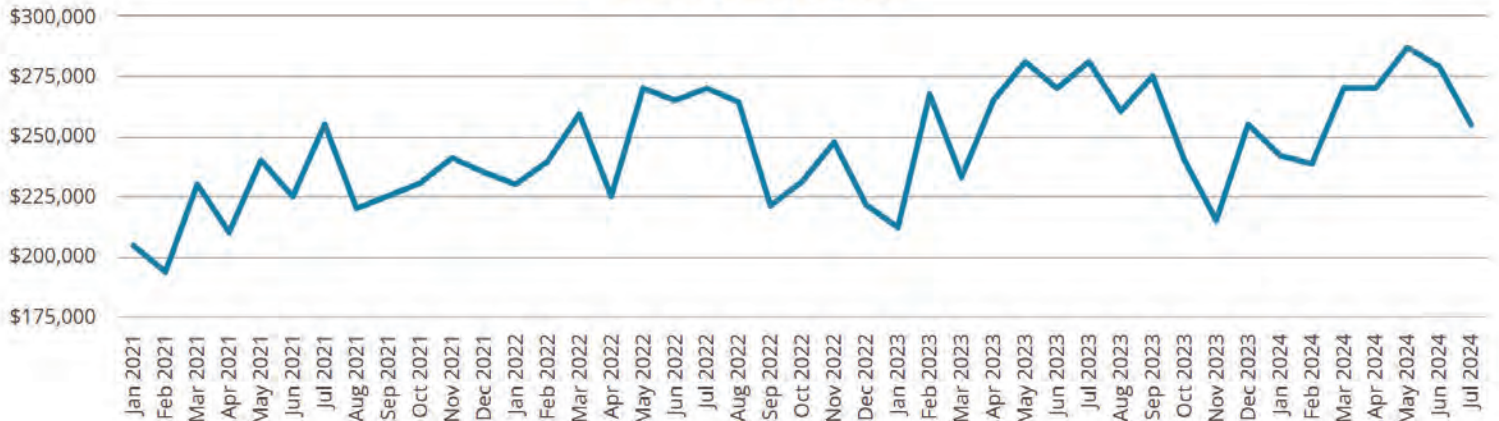


# Bartholomew County

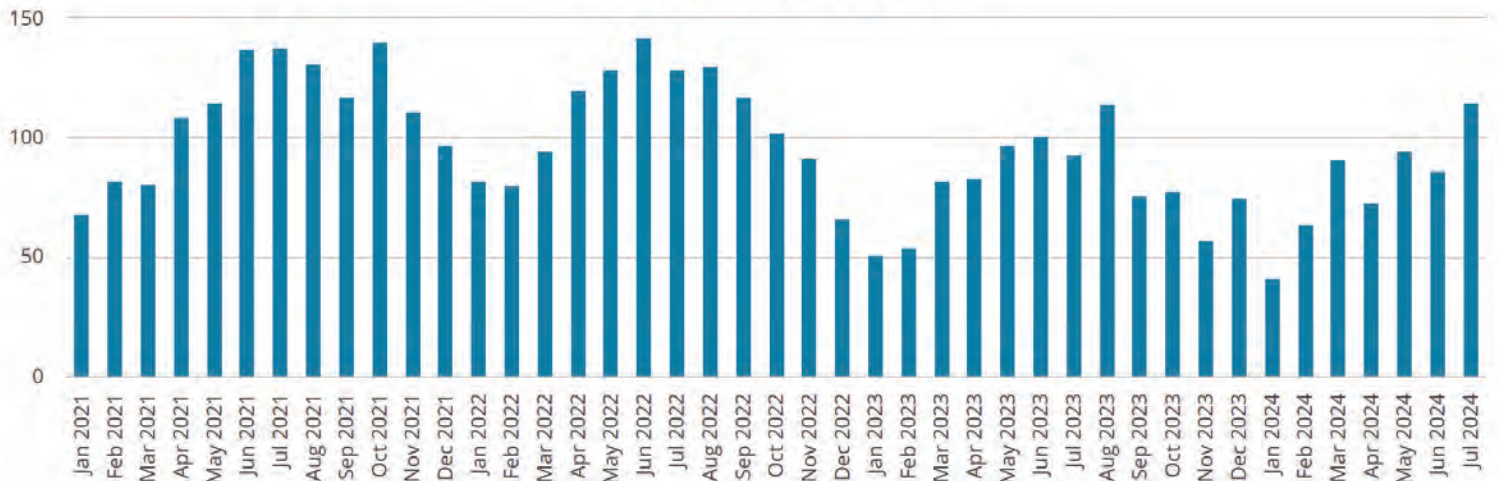
Data for Single Family Residence in Bartholomew County.

	Jul 2024	Jun 2024	MoM	Jul 2023	YoY	2024	2023	YTD
Median Sales Price	\$254,900	\$279,000	▼ -8.6%	\$281,000	▼ -9.3%	\$263,000	\$260,000	▲ 1.2%
Closed Sales	115	86	▲ 33.7%	93	▲ 23.7%	565	561	▲ 0.7%
New Listings	112	124	▼ -9.7%	104	▲ 7.7%	722	685	▲ 5.4%
Pending Sales	97	98	▼ -1.0%	96	▲ 1.0%	609	613	▼ -0.7%
Median Days on Market	12	7.5	▲ 60.0%	7	▲ 71.4%	10	8	▲ 25.0%
Average Days on Market	32	26	▲ 23.6%	25	▲ 29.7%	34	33	▲ 3.0%
Price per Square Foot	\$151	\$149	▲ 1.3%	\$145	▲ 4.1%	\$150	\$144	▲ 4.2%
% of List Price Received	98.1%	97.9%	▲ 0.1%	99.0%	▼ -1.0%	97.7%	98.0%	▼ -0.3%
Active Inventory	155	157	▼ -1.3%	102	▲ 52.0%	—	—	—
Months Supply of Inventory	1.3	1.8	▼ -26.2%	1.1	▲ 22.9%	—	—	—

## Median Sales Price



## Number of Closed Sales

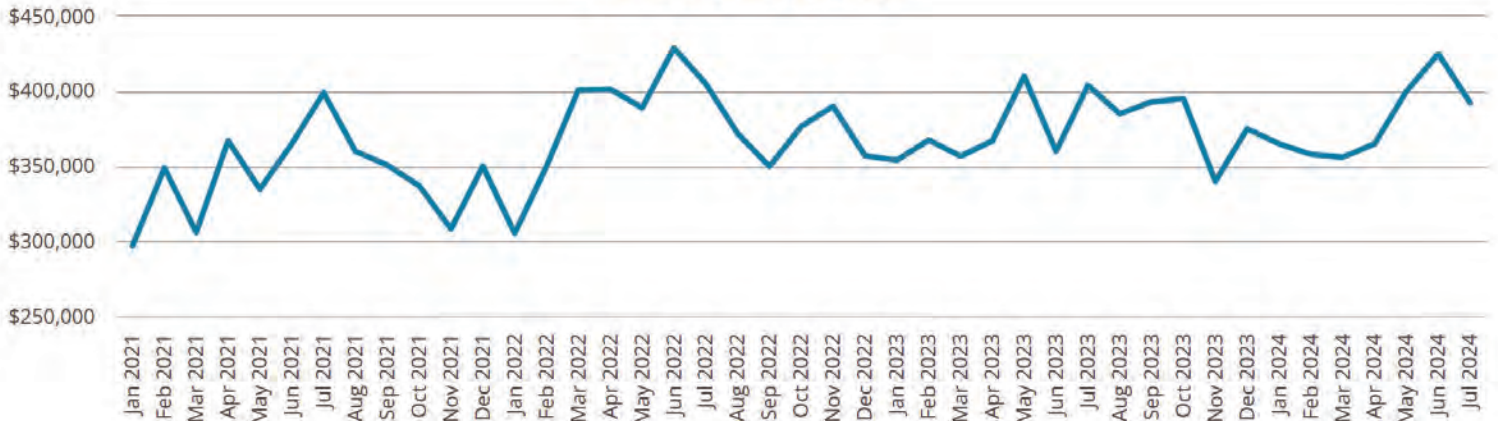


# Boone County

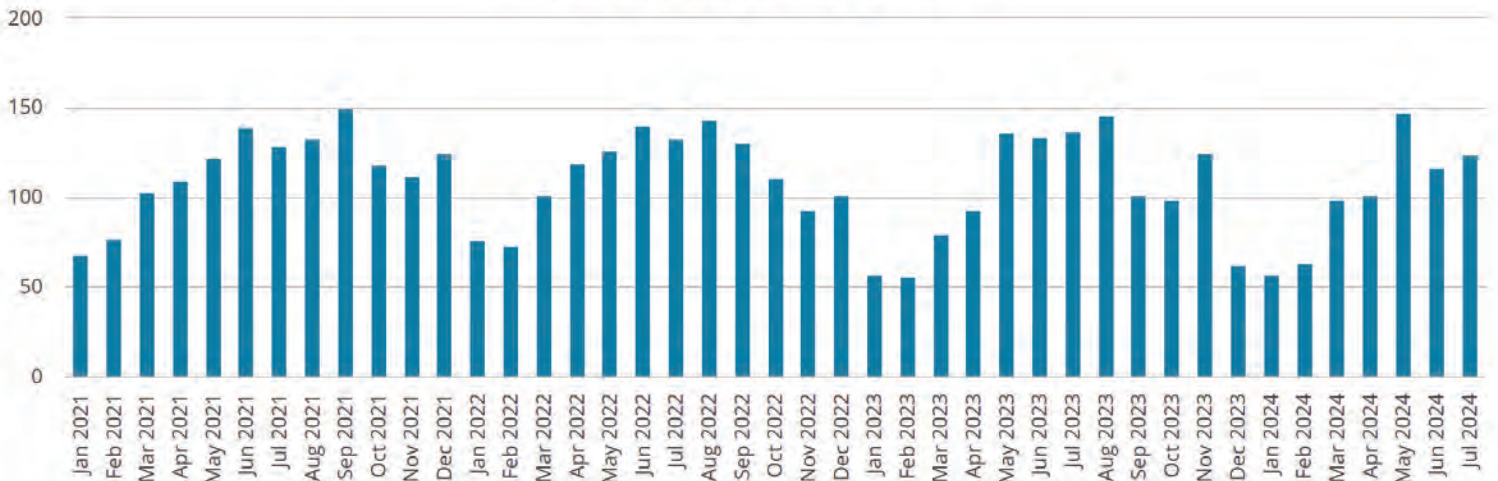
Data for Single Family Residence in Boone County.

	Jul 2024	Jun 2024	MoM	Jul 2023	YoY	2024	2023	YTD
Median Sales Price	\$392,402	\$425,000	↘ -7.7%	\$404,010	↘ -2.9%	\$379,250	\$379,225	↗ 0.0%
Closed Sales	124	117	↗ 6.0%	137	↘ -9.5%	708	692	↗ 2.3%
New Listings	111	126	↘ -11.9%	117	↘ -5.1%	819	845	↘ -3.1%
Pending Sales	97	125	↘ -22.4%	132	↘ -26.5%	738	796	↘ -7.3%
Median Days on Market	12	11	↗ 9.1%	13	↘ -7.7%	12	11	↗ 9.1%
Average Days on Market	32	28	↗ 11.9%	32	↘ -0.9%	37	50	↘ -24.9%
Price per Square Foot	\$166	\$176	↘ -5.7%	\$168	↘ -1.2%	\$164	\$166	↘ -1.2%
% of List Price Received	98.1%	98.8%	↘ -0.8%	98.4%	↘ -0.3%	98.4%	99.1%	↘ -0.7%
Active Inventory	157	166	↘ -5.4%	170	↘ -7.6%	—	—	—
Months Supply of Inventory	1.3	1.4	↘ -10.8%	1.2	↗ 2.0%	—	—	—

## Median Sales Price



## Number of Closed Sales

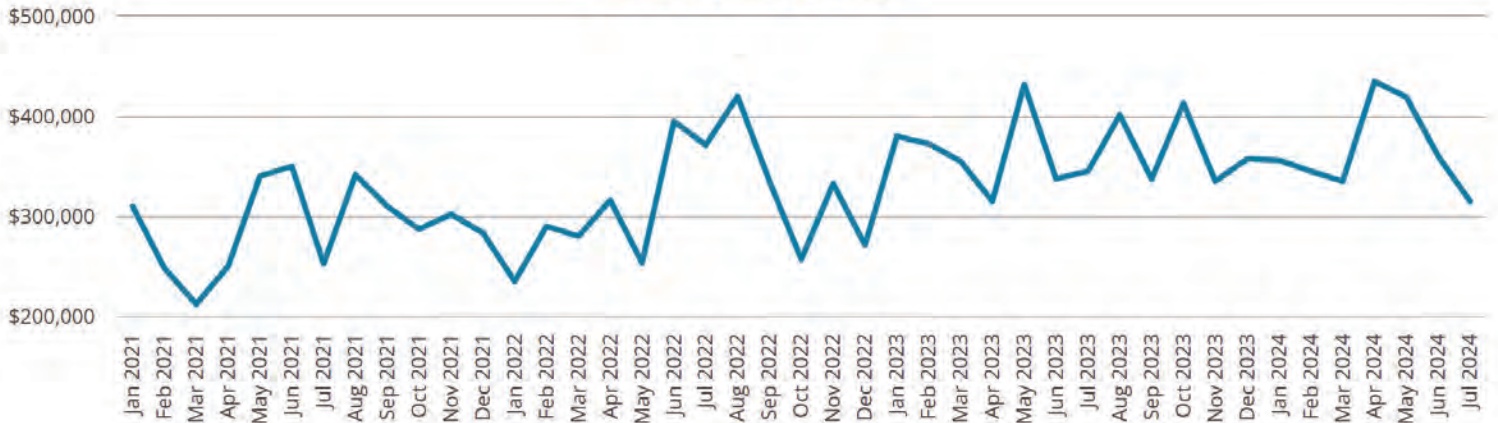


# Brown County

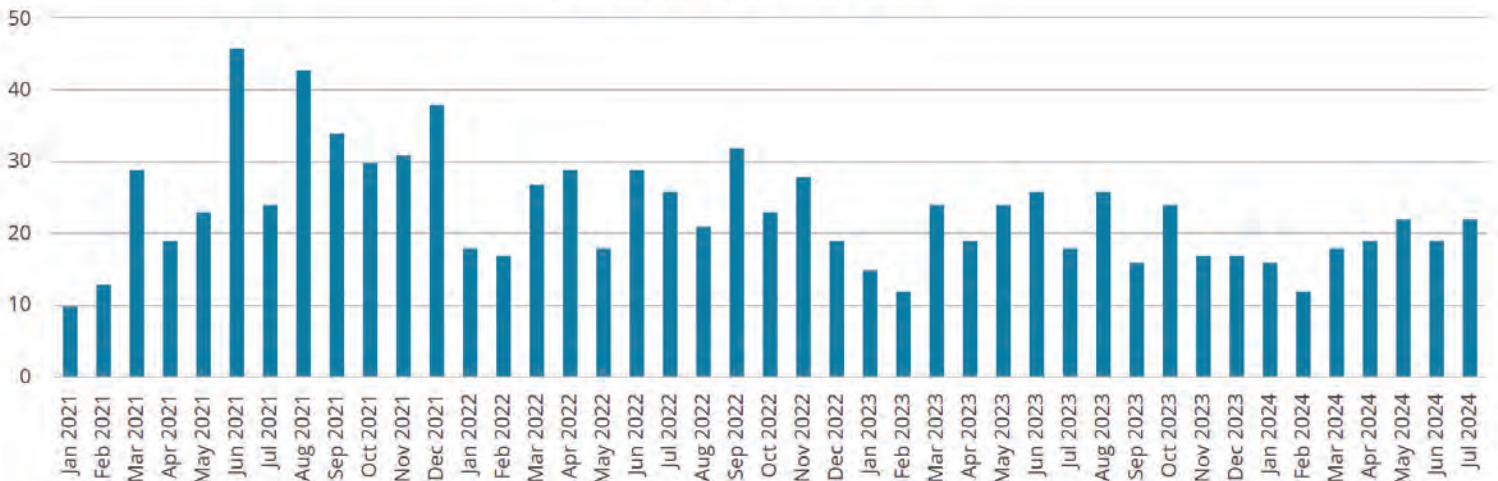
Data for Single Family Residence in Brown County.

	Jul 2024	Jun 2024	MoM	Jul 2023	YoY	2024	2023	YTD
Median Sales Price	\$315,000	\$360,000	▼ -12.5%	\$345,000	▼ -8.7%	\$356,000	\$366,500	▼ -2.9%
Closed Sales	22	19	▲ 15.8%	18	▲ 22.2%	128	138	▼ -7.2%
New Listings	36	25	▲ 44.0%	29	▲ 24.1%	179	194	▼ -7.7%
Pending Sales	25	19	▲ 31.6%	25	▶ 0.0%	133	153	▼ -13.1%
Median Days on Market	14	25	▼ -44.0%	12	▲ 16.7%	25	13	▲ 92.3%
Average Days on Market	61	49	▲ 25.2%	35	▲ 73.2%	68	53	▲ 28.6%
Price per Square Foot	\$194	\$225	▼ -13.8%	\$197	▼ -1.3%	\$198	\$205	▼ -3.2%
% of List Price Received	95.0%	94.2%	▲ 0.8%	98.5%	▼ -3.6%	96.2%	95.9%	▲ 0.3%
Active Inventory	72	62	▲ 16.1%	58	▲ 24.1%	—	—	—
Months Supply of Inventory	3.3	3.3	▲ 0.3%	3.2	▲ 1.6%	—	—	—

## Median Sales Price



## Number of Closed Sales

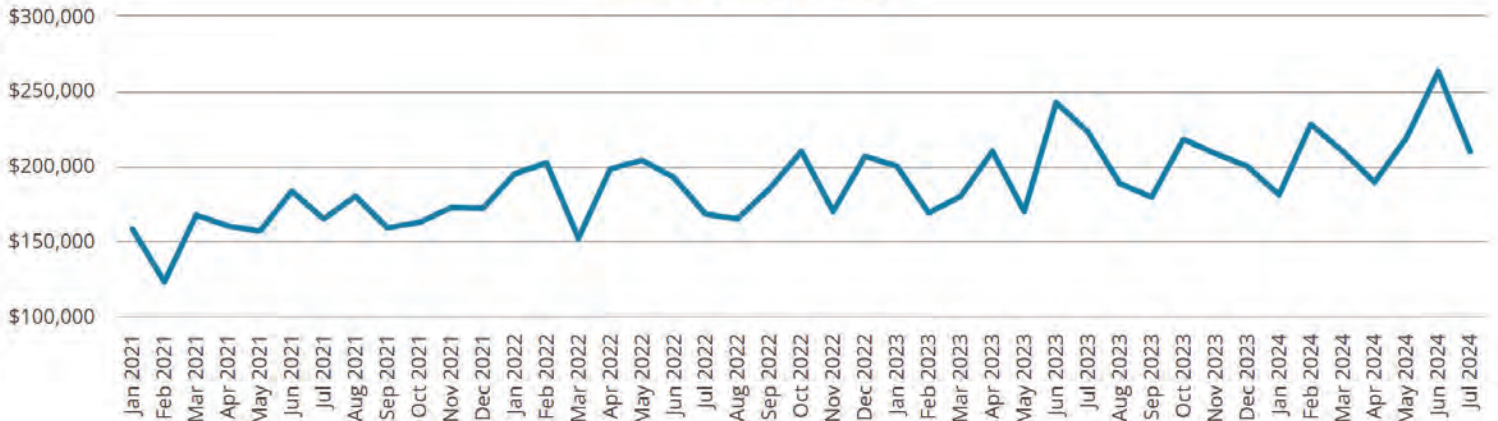


# Decatur County

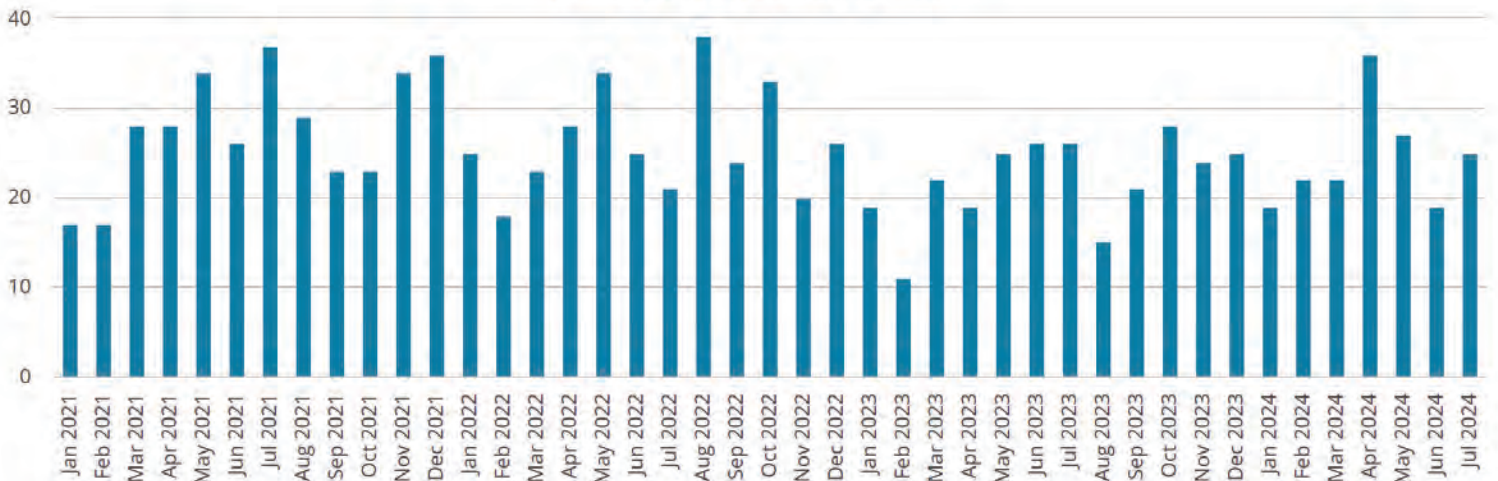
Data for Single Family Residence in Decatur County.

	Jul 2024	Jun 2024	MoM	Jul 2023	YoY	2024	2023	YTD
Median Sales Price	\$210,000	\$263,000	▼ -20.2%	\$222,875	▼ -5.8%	\$204,450	\$196,500	▲ 4.0%
Closed Sales	25	19	▲ 31.6%	26	▼ -3.8%	170	148	▲ 14.9%
New Listings	30	38	▼ -21.1%	28	▲ 7.1%	215	179	▲ 20.1%
Pending Sales	29	25	▲ 16.0%	16	▲ 81.3%	185	143	▲ 29.4%
Median Days on Market	11	9	▲ 22.2%	10.5	▲ 4.8%	13	15	▼ -16.7%
Average Days on Market	34	32	▲ 6.1%	15	▲ 128.3%	38	40	▼ -6.8%
Price per Square Foot	\$136	\$155	▼ -12.3%	\$146	▼ -6.8%	\$138	\$135	▲ 2.2%
% of List Price Received	97.5%	98.1%	▼ -0.5%	99.4%	▼ -1.9%	97.0%	97.1%	▼ -0.1%
Active Inventory	46	48	▼ -4.2%	50	▼ -8.0%	—	—	—
Months Supply of Inventory	1.8	2.5	▼ -27.2%	1.9	▼ -4.3%	—	—	—

## Median Sales Price



## Number of Closed Sales



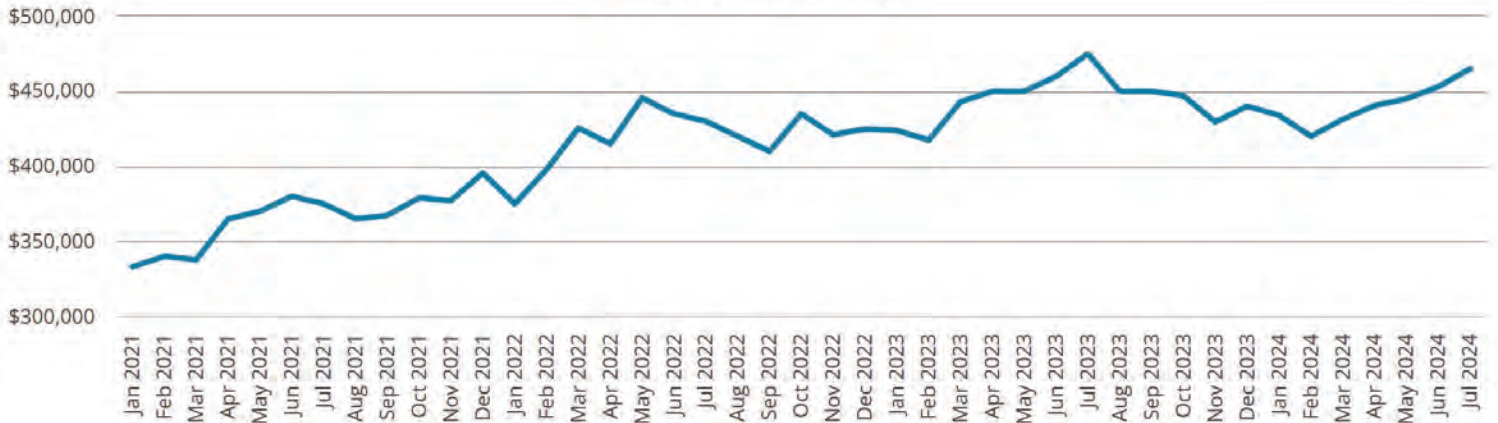


# Hamilton County

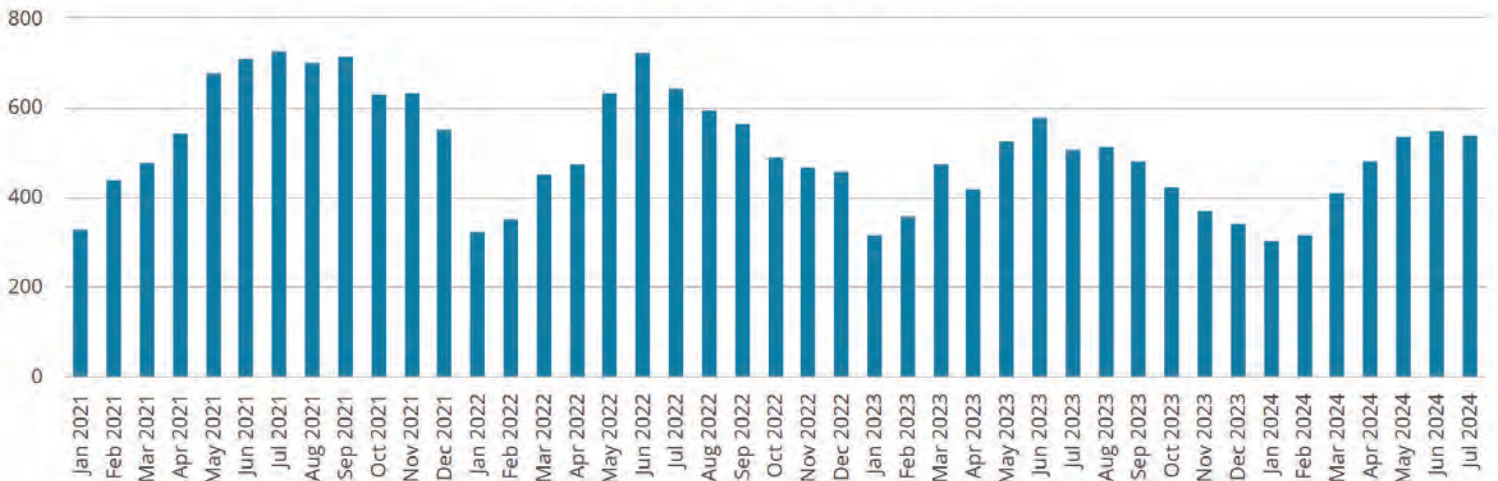
Data for Single Family Residence in Hamilton County.

	Jul 2024	Jun 2024	MoM	Jul 2023	YoY	2024	2023	YTD
Median Sales Price	\$464,950	\$452,990	⬆️ 2.6%	\$475,000	⬇️ -2.1%	\$444,000	\$450,000	⬇️ -1.3%
Closed Sales	540	551	⬇️ -2.0%	509	⬆️ 6.1%	3,143	3,189	⬇️ -1.4%
New Listings	577	572	⬆️ 0.9%	526	⬆️ 9.7%	3,707	3,627	⬆️ 2.2%
Pending Sales	461	527	⬇️ -12.5%	478	⬇️ -3.6%	3,270	3,371	⬇️ -3.0%
Median Days on Market	11	6	⬆️ 83.3%	7	⬆️ 57.1%	8	6	⬆️ 33.3%
Average Days on Market	30	25	⬆️ 16.3%	21	⬆️ 41.0%	33	31	⬆️ 4.4%
Price per Square Foot	\$181	\$177	⬆️ 2.5%	\$174	⬆️ 4.0%	\$178	\$173	⬆️ 2.9%
% of List Price Received	99.3%	99.6%	⬇️ -0.3%	99.8%	⬇️ -0.5%	99.3%	99.7%	⬇️ -0.4%
Active Inventory	681	631	⬆️ 7.9%	534	⬆️ 27.5%	—	—	—
Months Supply of Inventory	1.3	1.1	⬆️ 10.1%	1.0	⬆️ 20.2%	—	—	—

## Median Sales Price



## Number of Closed Sales

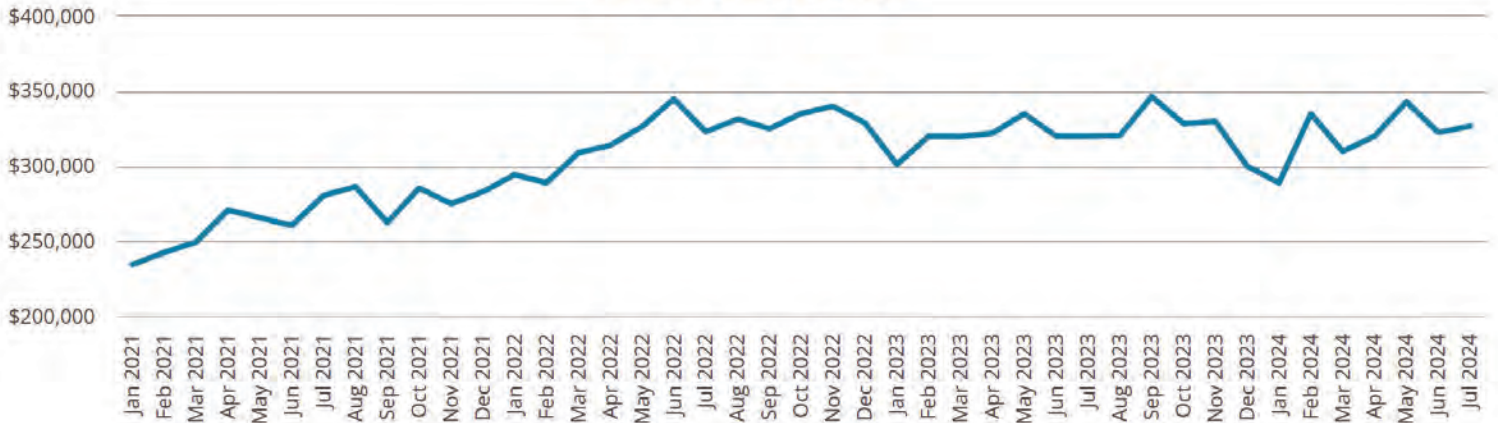


# Hancock County

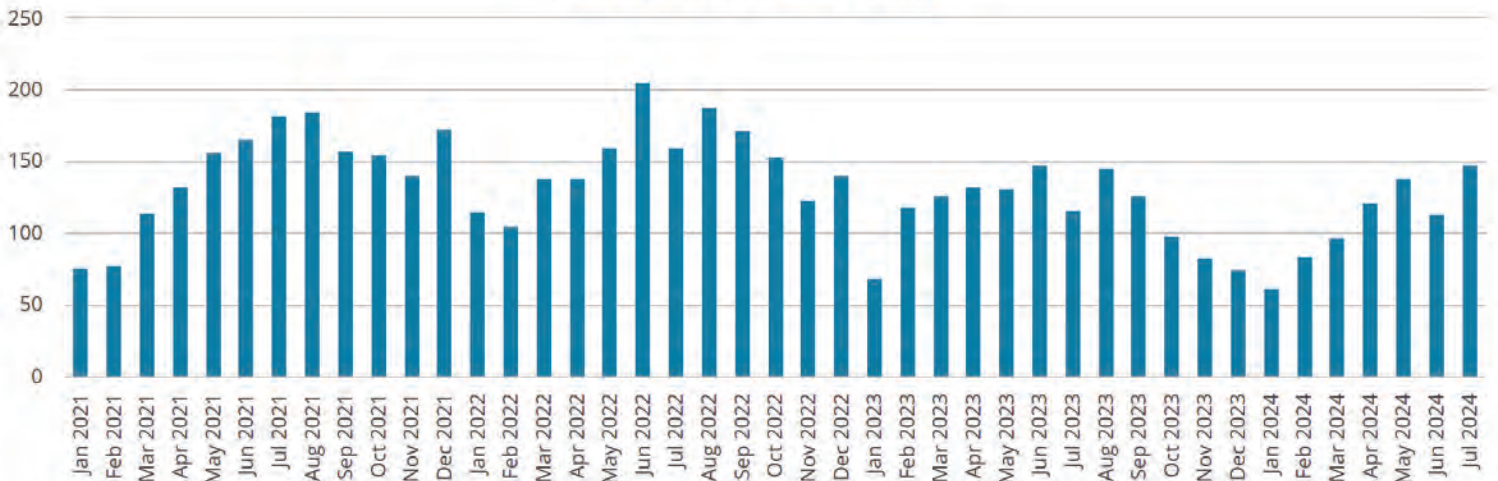
Data for Single Family Residence in Hancock County.

	Jul 2024	Jun 2024	MoM	Jul 2023	YoY	2024	2023	YTD
Median Sales Price	\$326,750	\$322,500	▲ 1.3%	\$320,000	▲ 2.1%	\$325,000	\$324,900	▲ 0.0%
Closed Sales	148	113	▲ 31.0%	116	▲ 27.6%	764	843	▼ -9.4%
New Listings	138	152	▼ -9.2%	154	▼ -10.4%	940	904	▲ 4.0%
Pending Sales	111	140	▼ -20.7%	139	▼ -20.1%	826	899	▼ -8.1%
Median Days on Market	16.5	13	▲ 26.9%	8	▲ 106.3%	14	17	▼ -17.6%
Average Days on Market	34	29	▲ 15.6%	49	▼ -30.8%	43	62	▼ -30.4%
Price per Square Foot	\$161	\$157	▲ 2.6%	\$158	▲ 1.6%	\$157	\$151	▲ 4.0%
% of List Price Received	98.8%	98.4%	▲ 0.5%	99.1%	▼ -0.3%	98.5%	98.5%	▲ 0.0%
Active Inventory	209	194	▲ 7.7%	183	▲ 14.2%	—	—	—
Months Supply of Inventory	1.4	1.7	▼ -17.7%	1.6	▼ -10.5%	—	—	—

## Median Sales Price



## Number of Closed Sales

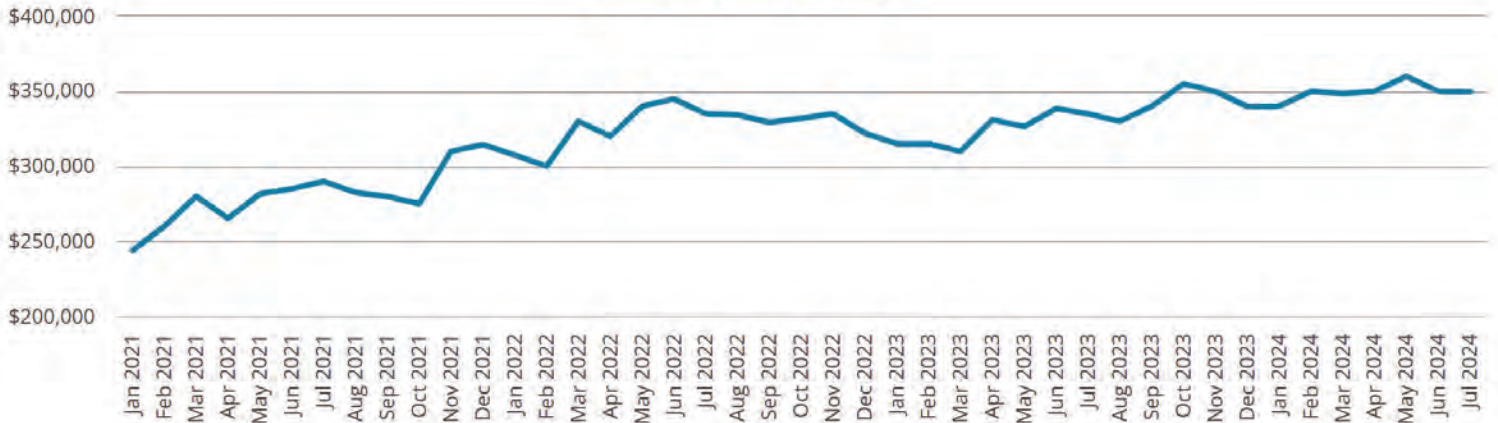


# Hendricks County

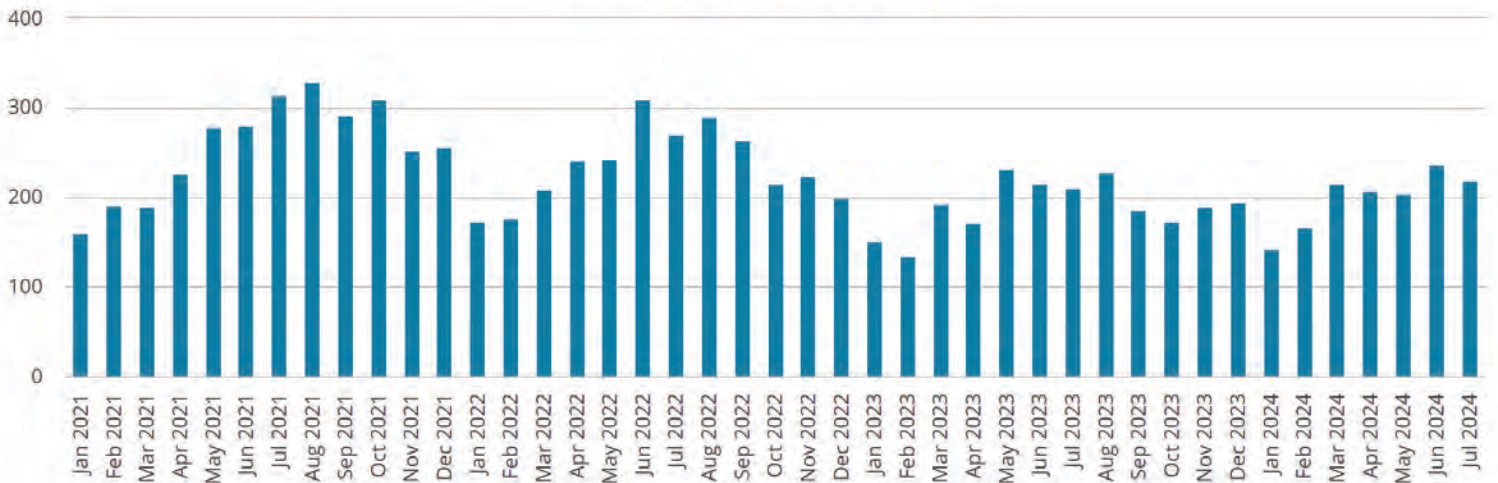
Data for Single Family Residence in Hendricks County.

	Jul 2024	Jun 2024	MoM	Jul 2023	YoY	2024	2023	YTD
Median Sales Price	\$349,620	\$350,000	▼ -0.1%	\$335,000	▲ 4.4%	\$350,000	\$325,000	▲ 7.7%
Closed Sales	218	237	▼ -8.0%	211	▲ 3.3%	1,391	1,310	▲ 6.2%
New Listings	261	279	▼ -6.5%	257	▲ 1.6%	1,698	1,521	▲ 11.6%
Pending Sales	248	234	▲ 6.0%	213	▲ 16.4%	1,505	1,378	▲ 9.2%
Median Days on Market	18	12	▲ 50.0%	10	▲ 80.0%	14	8	▲ 75.0%
Average Days on Market	35	33	▲ 7.0%	29	▲ 22.0%	40	37	▲ 8.0%
Price per Square Foot	\$164	\$165	▼ -0.6%	\$158	▲ 3.5%	\$159	\$158	▲ 0.6%
% of List Price Received	99.0%	98.8%	▲ 0.2%	99.8%	▼ -0.9%	98.6%	99.2%	▼ -0.5%
Active Inventory	348	356	▼ -2.2%	269	▲ 29.4%	—	—	—
Months Supply of Inventory	1.6	1.5	▲ 6.3%	1.3	▲ 25.2%	—	—	—

## Median Sales Price



## Number of Closed Sales



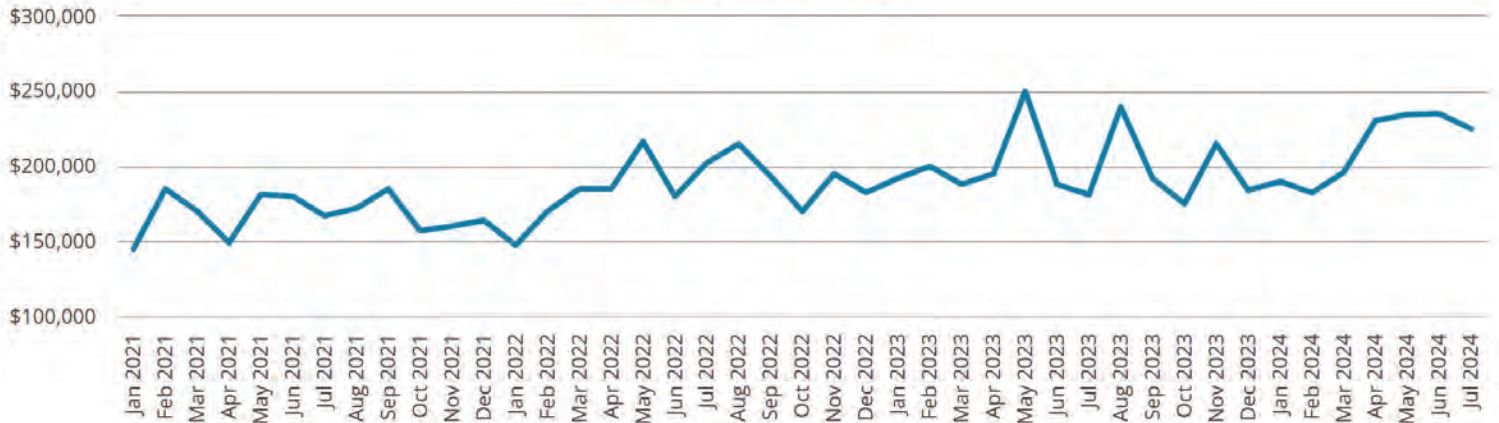
# Jackson County



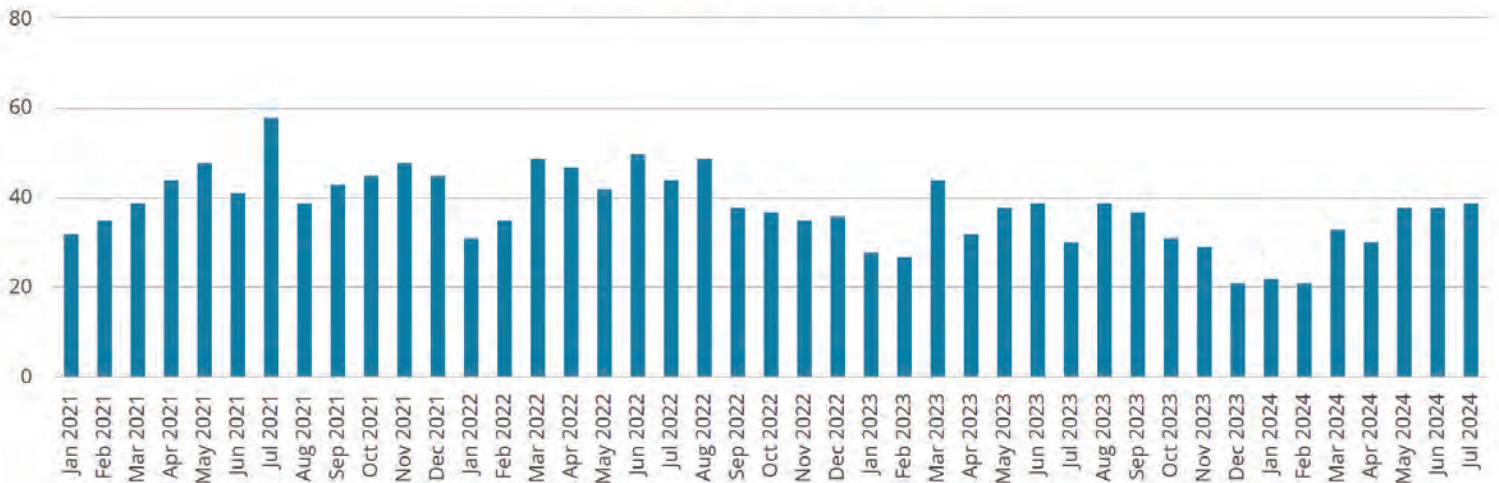
Data for Single Family Residence in Jackson County.

	Jul 2024	Jun 2024	MoM	Jul 2023	YoY	2024	2023	YTD
Median Sales Price	\$225,000	\$235,000	▼ -4.3%	\$181,000	▲ 24.3%	\$215,000	\$199,950	▲ 7.5%
Closed Sales	39	38	▲ 2.6%	30	▲ 30.0%	221	238	▼ -7.1%
New Listings	49	38	▲ 28.9%	43	▲ 14.0%	269	253	▲ 6.3%
Pending Sales	41	33	▲ 24.2%	40	▲ 2.5%	236	255	▼ -7.5%
Median Days on Market	12	22	▼ -45.5%	5	▲ 140.0%	12	9	▲ 33.3%
Average Days on Market	22	59	▼ -62.2%	11	▲ 108.3%	44	31	▲ 41.8%
Price per Square Foot	\$145	\$159	▼ -8.8%	\$135	▲ 7.8%	\$142	\$136	▲ 4.4%
% of List Price Received	98.2%	98.5%	▼ -0.3%	99.8%	▼ -1.6%	98.2%	98.4%	▼ -0.3%
Active Inventory	50	44	▲ 13.6%	35	▲ 42.9%	—	—	—
Months Supply of Inventory	1.3	1.2	▲ 10.7%	1.2	▲ 9.9%	—	—	—

## Median Sales Price



## Number of Closed Sales

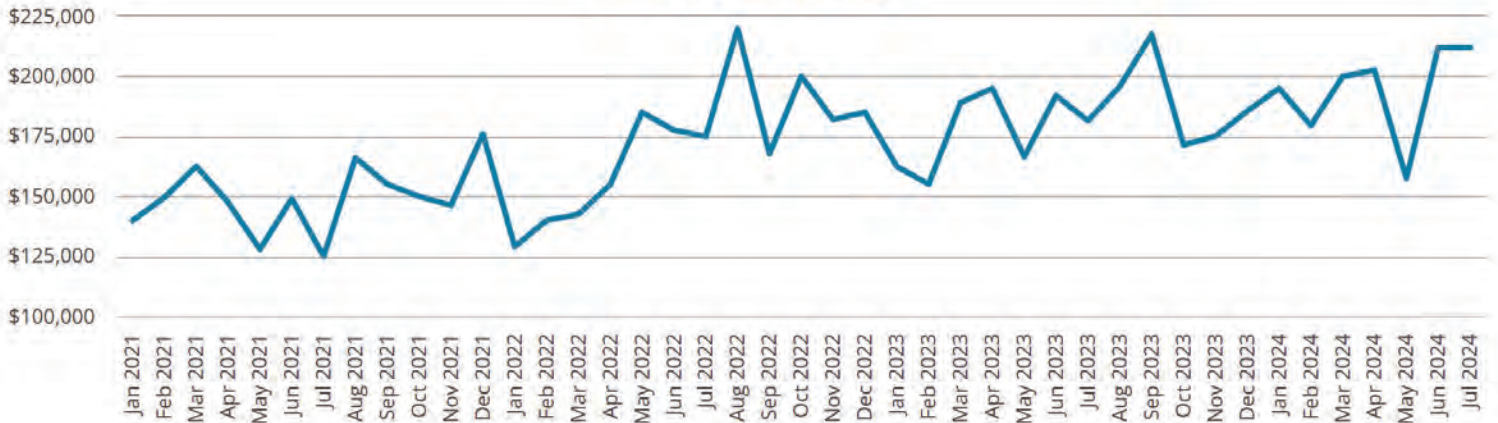


# Jennings County

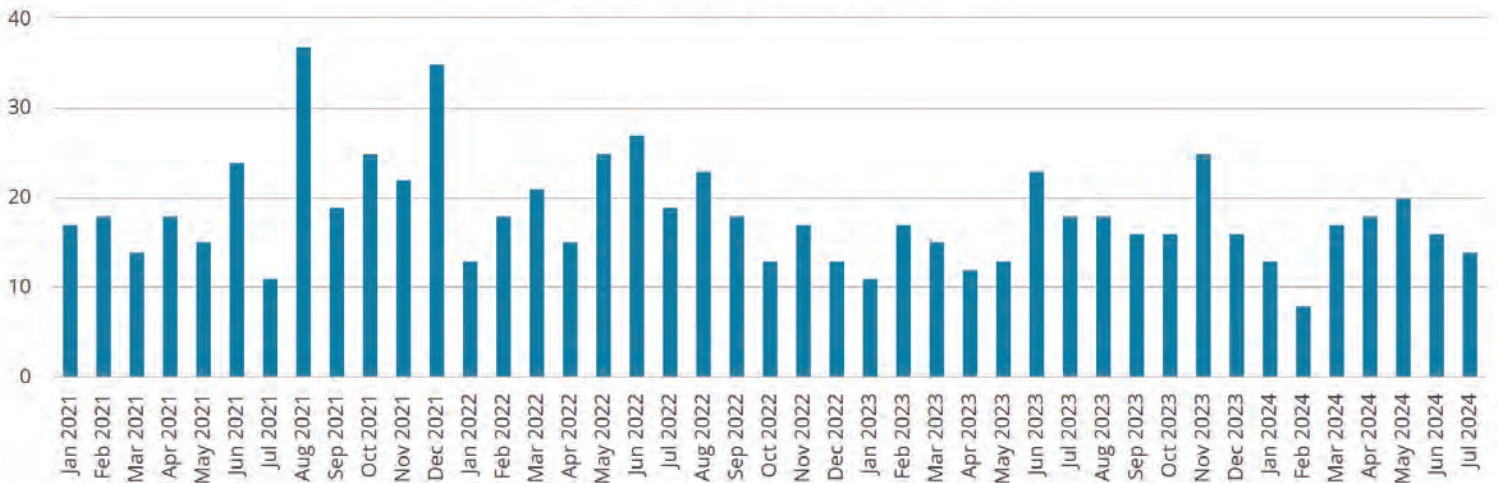
Data for Single Family Residence in Jennings County.

	Jul 2024	Jun 2024	MoM	Jul 2023	YoY	2024	2023	YTD
Median Sales Price	\$212,000	\$212,000	↗ 0.0%	\$181,450	↗ 16.8%	\$195,000	\$180,900	↗ 7.8%
Closed Sales	14	16	↘ -12.5%	18	↘ -22.2%	106	109	↘ -2.8%
New Listings	32	23	↗ 39.1%	27	↗ 18.5%	165	128	↗ 28.9%
Pending Sales	26	20	↗ 30.0%	23	↗ 13.0%	124	116	↗ 6.9%
Median Days on Market	15.5	13.5	↗ 14.8%	5	↗ 210.0%	13	7	↗ 78.6%
Average Days on Market	49	21	↗ 132.2%	22	↗ 122.9%	47	35	↗ 35.3%
Price per Square Foot	\$142	\$145	↘ -2.1%	\$114	↗ 25.1%	\$136	\$120	↗ 13.3%
% of List Price Received	96.7%	98.8%	↘ -2.2%	95.6%	↗ 1.2%	98.2%	96.2%	↗ 2.1%
Active Inventory	53	47	↗ 12.8%	17	↗ 211.8%	—	—	—
Months Supply of Inventory	3.8	2.9	↗ 28.9%	0.9	↗ 300.8%	—	—	—

## Median Sales Price



## Number of Closed Sales

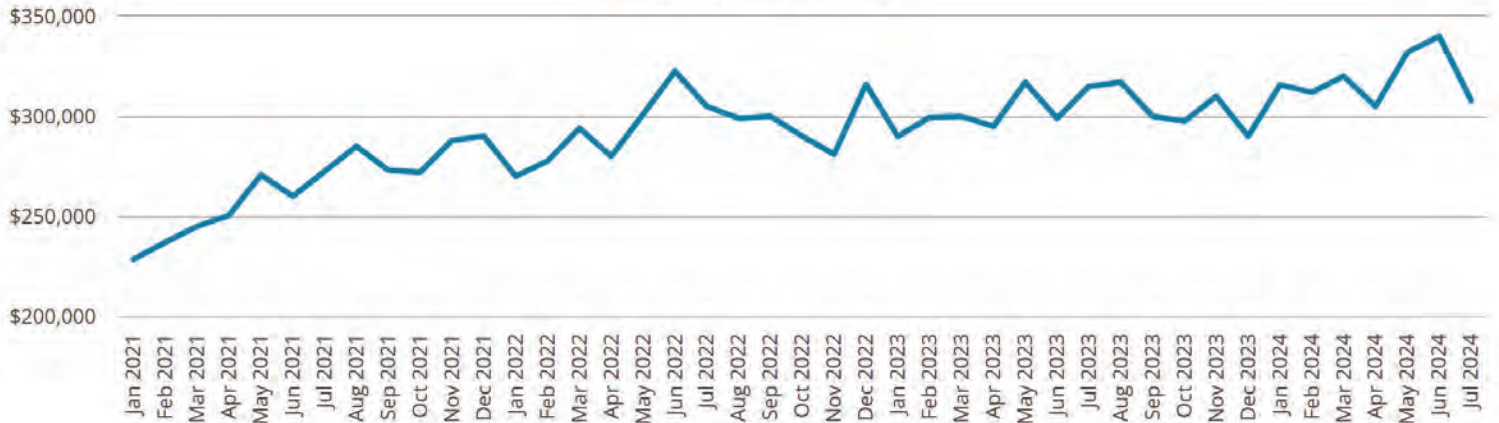


# Johnson County

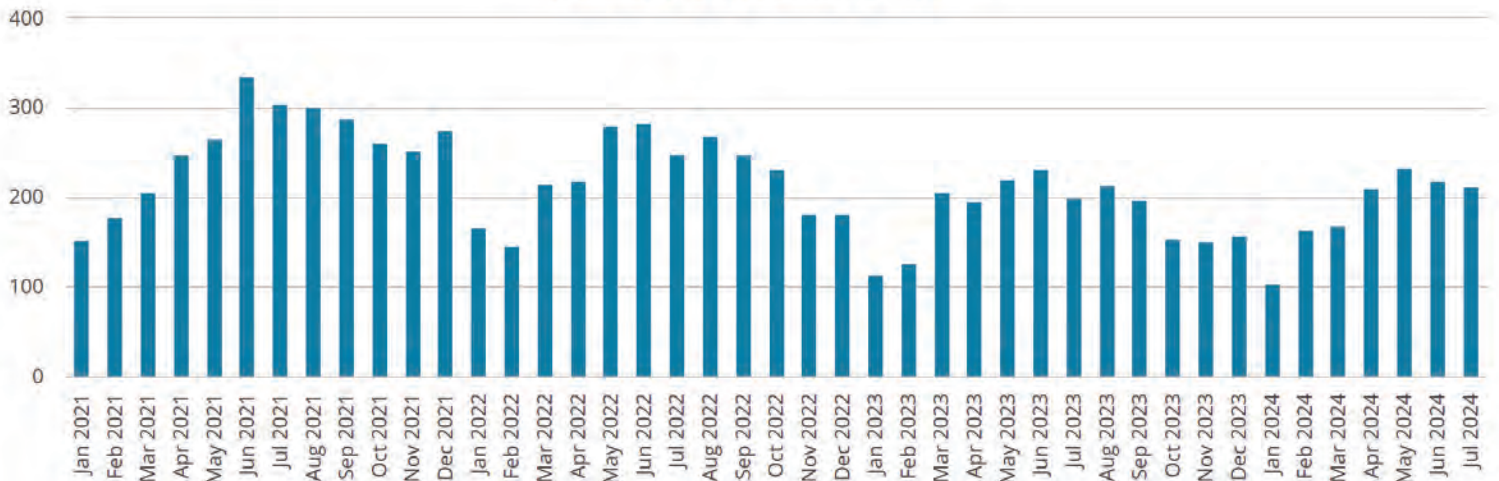
Data for Single Family Residence in Johnson County.

	Jul 2024	Jun 2024	MoM	Jul 2023	YoY	2024	2023	YTD
Median Sales Price	\$307,998	\$340,000	▼ -9.4%	\$315,000	▼ -2.2%	\$319,900	\$300,000	▲ 6.6%
Closed Sales	212	219	▼ -3.2%	199	▲ 6.5%	1,312	1,291	▲ 1.6%
New Listings	242	236	▲ 2.5%	225	▲ 7.6%	1,608	1,534	▲ 4.8%
Pending Sales	217	207	▲ 4.8%	214	▲ 1.4%	1,417	1,403	▲ 1.0%
Median Days on Market	15	10	▲ 50.0%	9	▲ 66.7%	13	12	▲ 8.3%
Average Days on Market	33	34	▼ -5.2%	34	▼ -4.6%	37	43	▼ -12.4%
Price per Square Foot	\$169	\$157	▲ 7.3%	\$164	▲ 2.7%	\$159	\$153	▲ 3.9%
% of List Price Received	98.8%	98.1%	▲ 0.7%	99.5%	▼ -0.7%	98.2%	98.7%	▼ -0.5%
Active Inventory	337	332	▲ 1.5%	255	▲ 32.2%	—	—	—
Months Supply of Inventory	1.6	1.5	▲ 4.9%	1.3	▲ 24.1%	—	—	—

## Median Sales Price



## Number of Closed Sales

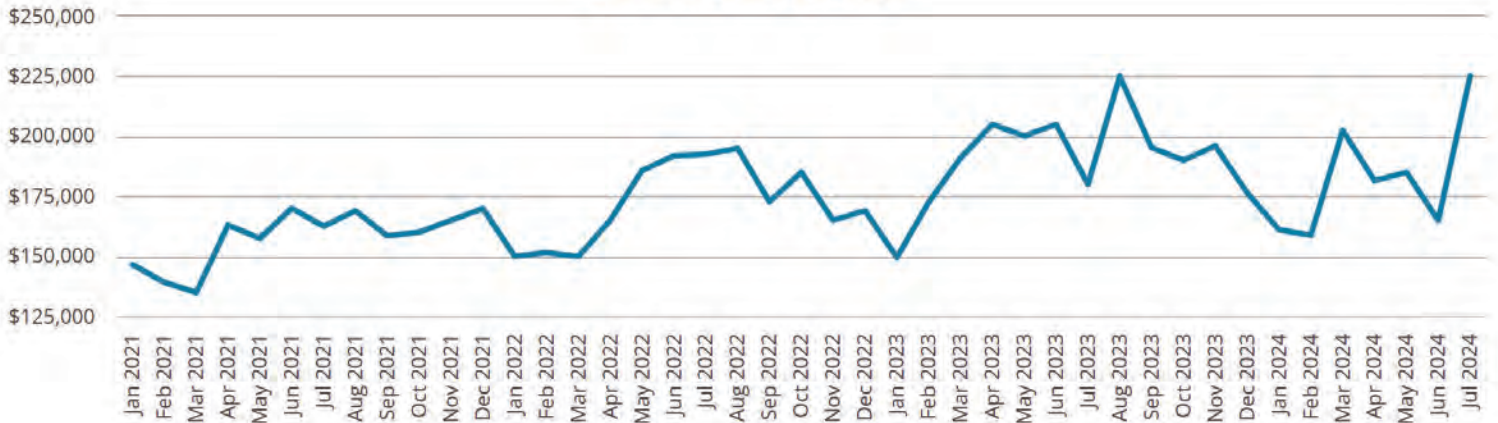


# Madison County

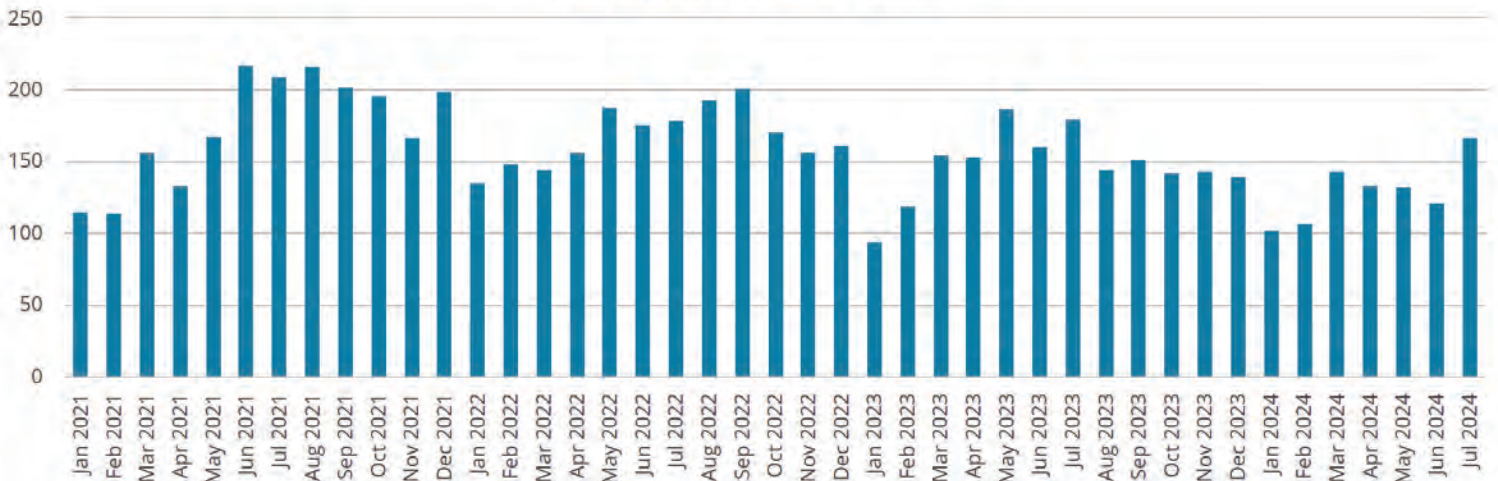
Data for Single Family Residence in Madison County.

	Jul 2024	Jun 2024	MoM	Jul 2023	YoY	2024	2023	YTD
Median Sales Price	\$225,000	\$165,000	⬆️ 36.4%	\$180,000	⬆️ 25.0%	\$186,500	\$190,000	⬆️ -1.8%
Closed Sales	167	121	⬆️ 38.0%	180	⬆️ -7.2%	908	1,050	⬆️ -13.5%
New Listings	178	178	↔️ 0.0%	188	⬆️ -5.3%	1,116	1,253	⬆️ -10.9%
Pending Sales	151	143	⬆️ 5.6%	149	⬆️ 1.3%	950	1,100	⬆️ -13.6%
Median Days on Market	11.5	11	⬆️ 4.5%	9.5	⬆️ 21.1%	14	12	⬆️ 16.7%
Average Days on Market	28	27	⬆️ 1.4%	36	⬆️ -22.9%	39	45	⬆️ -14.0%
Price per Square Foot	\$142	\$120	⬆️ 18.3%	\$127	⬆️ 12.3%	\$127	\$120	⬆️ 5.4%
% of List Price Received	97.6%	96.1%	⬆️ 1.6%	98.4%	⬆️ -0.8%	96.7%	98.0%	⬆️ -1.4%
Active Inventory	257	243	⬆️ 5.8%	228	⬆️ 12.7%	—	—	—
Months Supply of Inventory	1.5	2.0	⬆️ -23.4%	1.3	⬆️ 21.5%	—	—	—

## Median Sales Price



## Number of Closed Sales

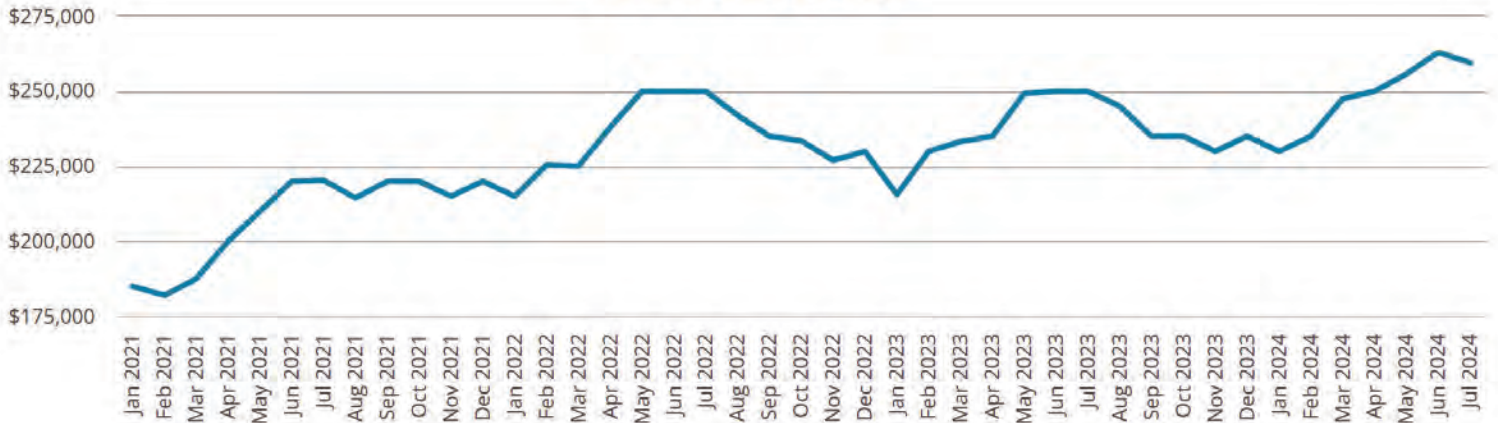


# Marion County

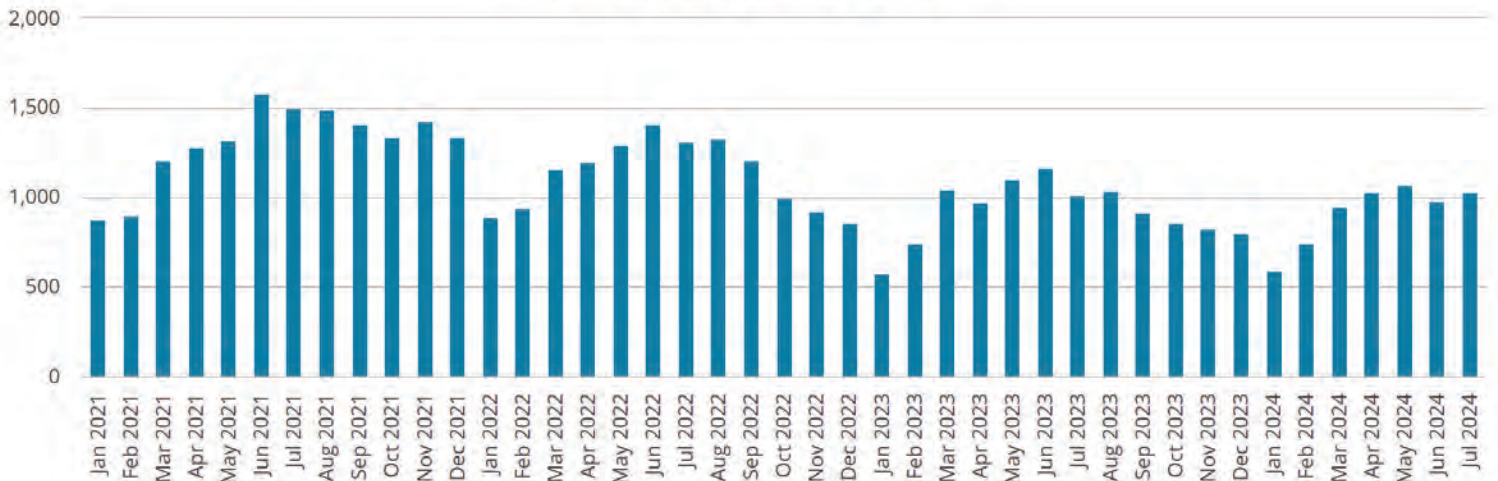
Data for Single Family Residence in Marion County.

	Jul 2024	Jun 2024	MoM	Jul 2023	YoY	2024	2023	YTD
Median Sales Price	\$259,529	\$263,000	▼ -1.3%	\$250,000	▲ 3.8%	\$250,000	\$240,000	▲ 4.2%
Closed Sales	1,032	983	▲ 5.0%	1,011	▲ 2.1%	6,403	6,622	▼ -3.3%
New Listings	1,217	1,285	▼ -5.3%	1,282	▼ -5.1%	8,110	8,046	▲ 0.8%
Pending Sales	1,004	1,065	▼ -5.7%	956	▲ 5.0%	6,912	7,003	▼ -1.3%
Median Days on Market	12	9	▲ 33.3%	8	▲ 50.0%	11	10	▲ 10.0%
Average Days on Market	34	35	▼ -3.4%	31	▲ 10.1%	39	40	▼ -1.4%
Price per Square Foot	\$155	\$158	▼ -1.9%	\$148	▲ 4.7%	\$150	\$143	▲ 4.9%
% of List Price Received	98.8%	99.1%	▼ -0.2%	99.2%	▼ -0.4%	98.4%	98.6%	▼ -0.1%
Active Inventory	1,765	1,660	▲ 6.3%	1,493	▲ 18.2%	—	—	—
Months Supply of Inventory	1.7	1.7	▲ 1.3%	1.5	▲ 15.8%	—	—	—

## Median Sales Price



## Number of Closed Sales



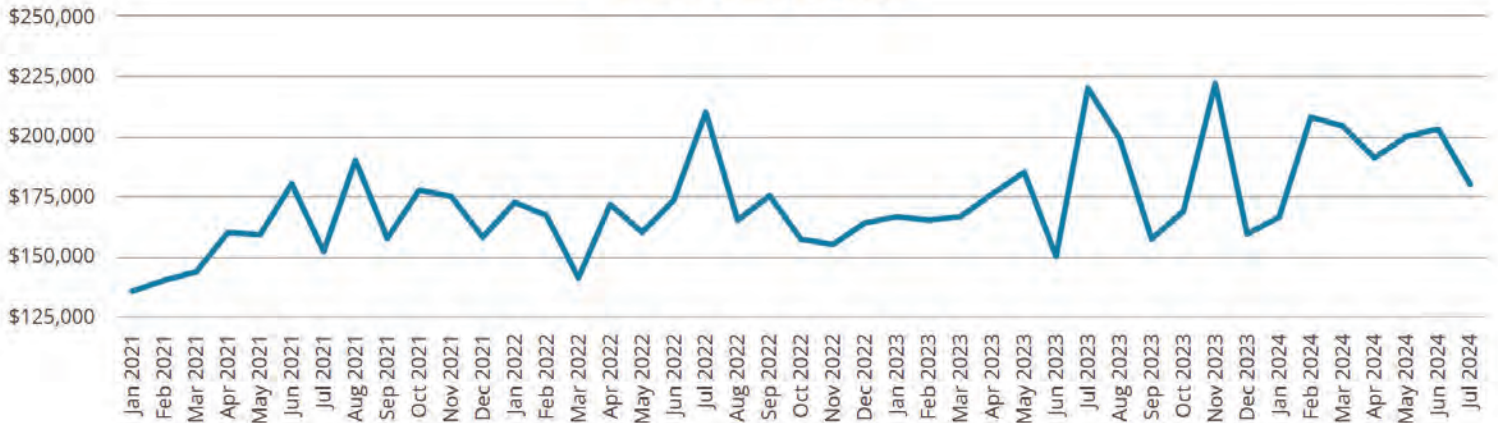


# Montgomery County

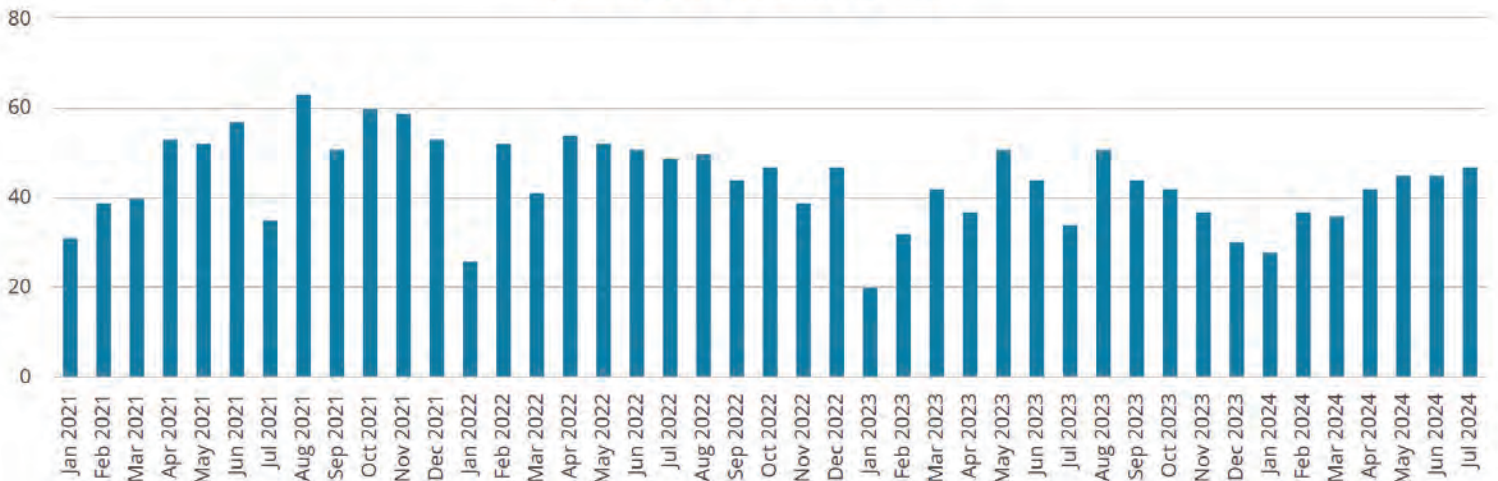
Data for Single Family Residence in Montgomery County.

	Jul 2024	Jun 2024	MoM	Jul 2023	YoY	2024	2023	YTD
Median Sales Price	\$180,000	\$203,000	▼ -11.3%	\$220,000	▼ -18.2%	\$199,950	\$170,000	▲ 17.6%
Closed Sales	47	45	▲ 4.4%	34	▲ 38.2%	280	260	▲ 7.7%
New Listings	55	56	▼ -1.8%	51	▲ 7.8%	321	296	▲ 8.4%
Pending Sales	41	45	▼ -8.9%	45	▼ -8.9%	299	289	▲ 3.5%
Median Days on Market	8	6	▲ 33.3%	7	▲ 14.3%	9	10	▼ -15.0%
Average Days on Market	19	25	▼ -24.2%	25	▼ -26.3%	37	37	▼ -0.6%
Price per Square Foot	\$131	\$137	▼ -4.0%	\$129	▲ 1.9%	\$131	\$117	▲ 12.0%
% of List Price Received	99.8%	98.5%	▲ 1.3%	98.0%	▲ 1.8%	97.7%	98.3%	▼ -0.6%
Active Inventory	68	56	▲ 21.4%	42	▲ 61.9%	—	—	—
Months Supply of Inventory	1.4	1.2	▲ 16.3%	1.2	▲ 17.1%	—	—	—

## Median Sales Price



## Number of Closed Sales

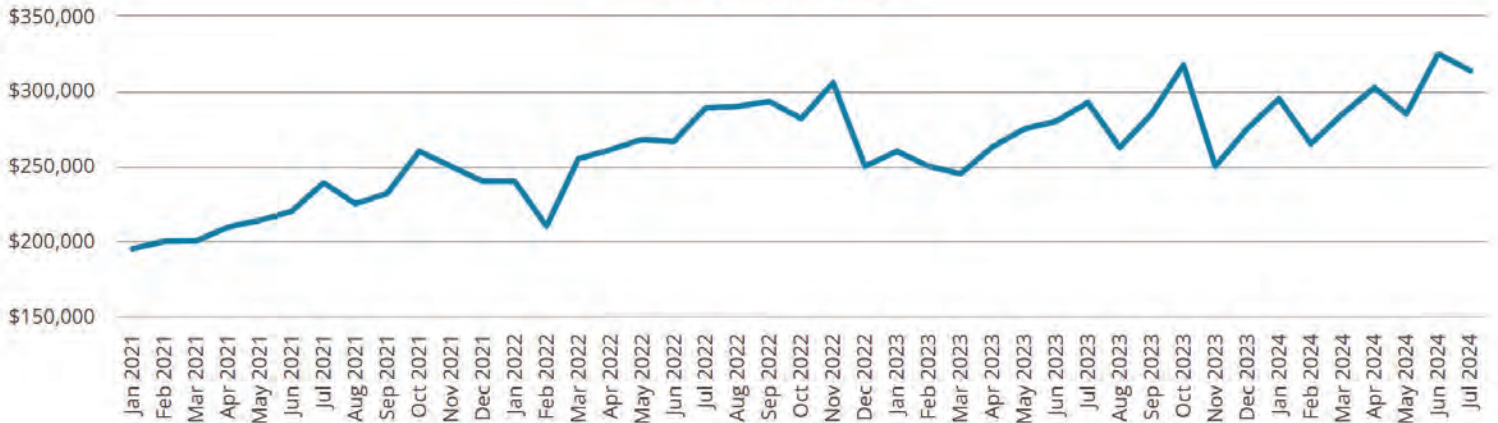


# Morgan County

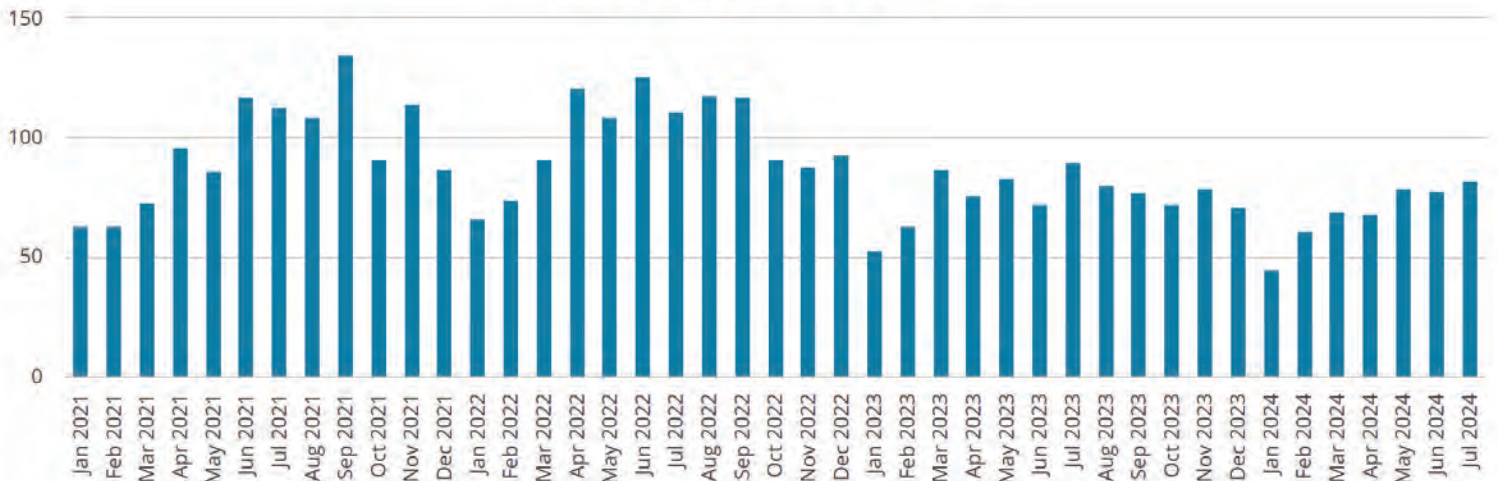
Data for Single Family Residence in Morgan County.

	Jul 2024	Jun 2024	MoM	Jul 2023	YoY	2024	2023	YTD
Median Sales Price	\$313,750	\$325,000	▼ -3.5%	\$292,500	▲ 7.3%	\$298,354	\$265,000	▲ 12.6%
Closed Sales	82	78	▲ 5.1%	90	▼ -8.9%	482	524	▼ -8.0%
New Listings	117	93	▲ 25.8%	100	▲ 17.0%	631	622	▲ 1.4%
Pending Sales	96	63	▲ 52.4%	75	▲ 28.0%	522	549	▼ -4.9%
Median Days on Market	12	10	▲ 20.0%	9	▲ 33.3%	15	15	▶ 0.0%
Average Days on Market	33	30	▲ 9.0%	24	▲ 40.6%	42	51	▼ -18.9%
Price per Square Foot	\$158	\$177	▼ -10.7%	\$157	▲ 0.6%	\$159	\$150	▲ 6.0%
% of List Price Received	97.8%	98.4%	▼ -0.6%	97.7%	▲ 0.1%	98.1%	98.2%	▼ -0.1%
Active Inventory	175	160	▲ 9.4%	133	▲ 31.6%	—	—	—
Months Supply of Inventory	2.1	2.1	▲ 4.0%	1.5	▲ 44.4%	—	—	—

## Median Sales Price



## Number of Closed Sales

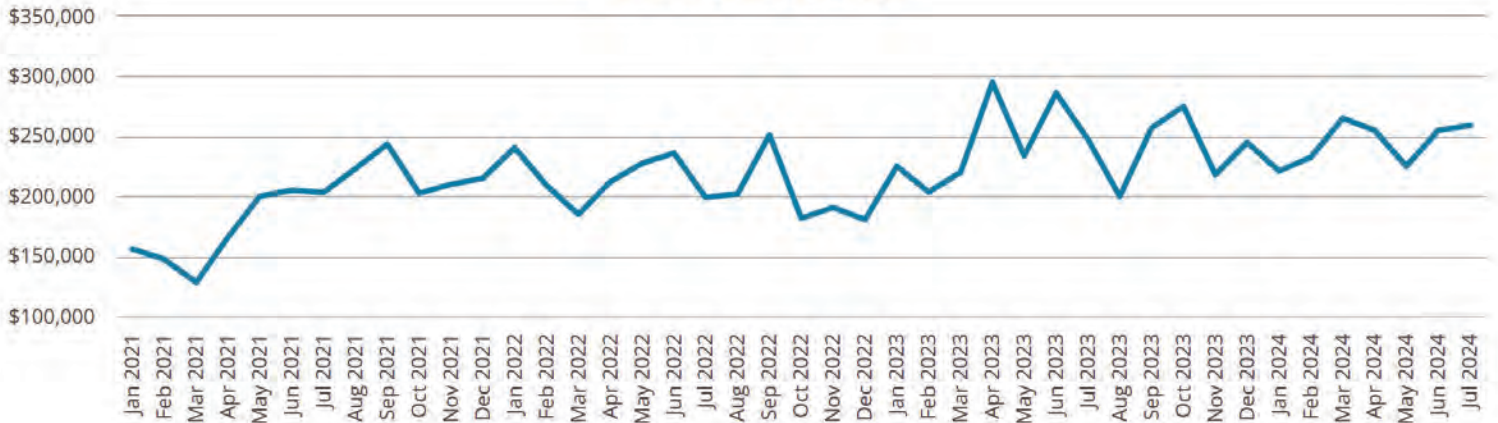


# Putnam County

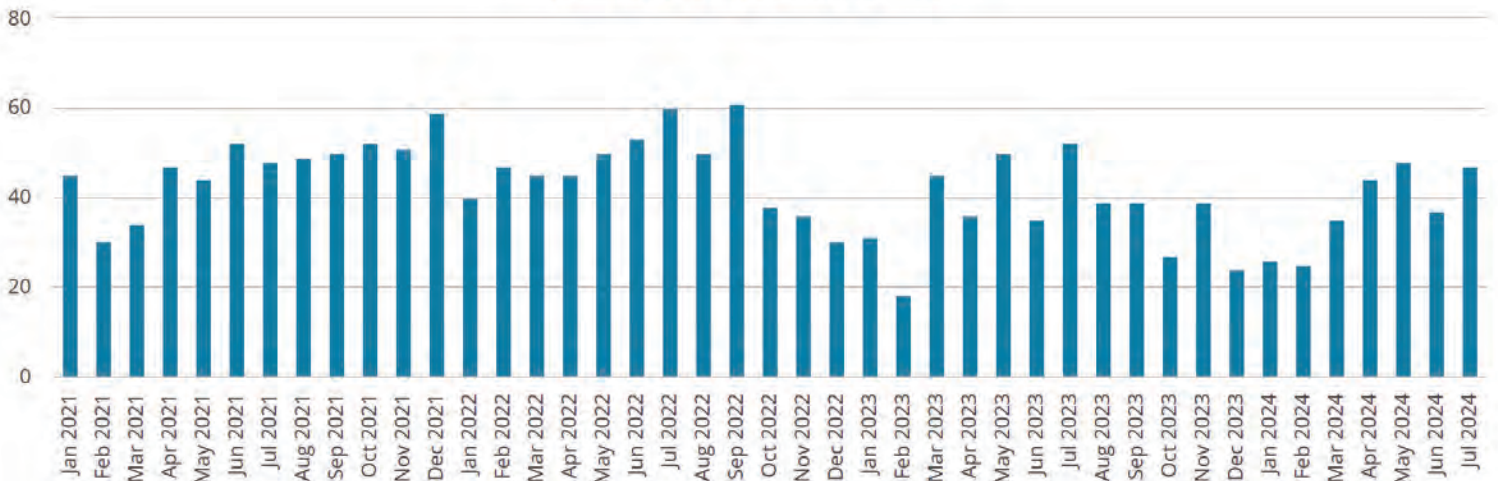
Data for Single Family Residence in Putnam County.

	Jul 2024	Jun 2024	MoM	Jul 2023	YoY	2024	2023	YTD
Median Sales Price	\$259,000	\$255,000	▲ 1.6%	\$247,500	▲ 4.6%	\$249,900	\$240,000	▲ 4.1%
Closed Sales	47	37	▲ 27.0%	52	▼ -9.6%	262	267	▼ -1.9%
New Listings	46	66	▼ -30.3%	35	▲ 31.4%	348	291	▲ 19.6%
Pending Sales	41	41	▶ 0.0%	43	▼ -4.7%	284	279	▲ 1.8%
Median Days on Market	20	9	▲ 122.2%	19	▲ 5.3%	16	13	▲ 28.0%
Average Days on Market	38	31	▲ 21.8%	46	▼ -17.8%	38	44	▼ -13.4%
Price per Square Foot	\$139	\$162	▼ -14.2%	\$155	▼ -10.3%	\$165	\$141	▲ 17.0%
% of List Price Received	98.5%	96.1%	▲ 2.5%	97.1%	▲ 1.5%	97.5%	98.0%	▼ -0.5%
Active Inventory	93	94	▼ -1.1%	47	▲ 97.9%	—	—	—
Months Supply of Inventory	2.0	2.5	▼ -22.1%	0.9	▲ 118.9%	—	—	—

## Median Sales Price



## Number of Closed Sales



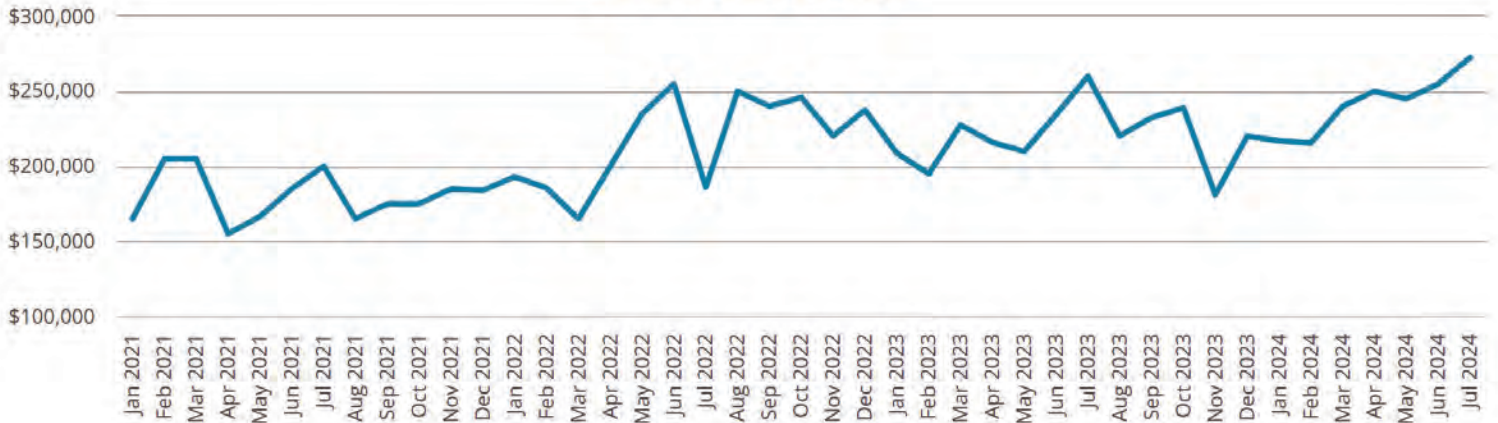
# Shelby County



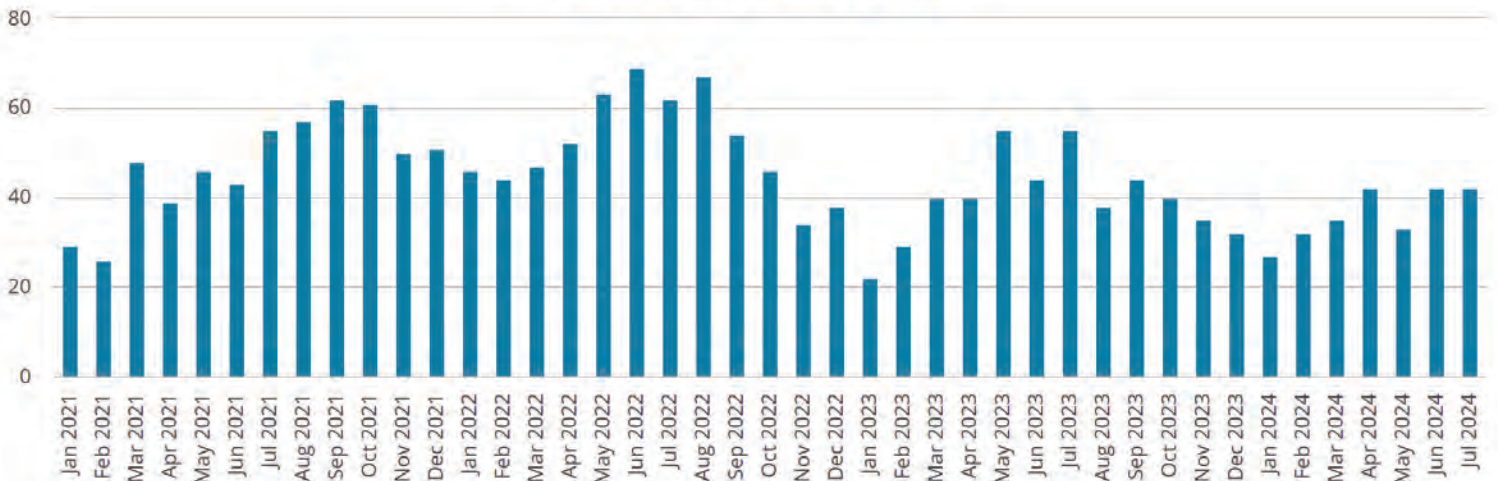
Data for Single Family Residence in Shelby County.

	Jul 2024	Jun 2024	MoM	Jul 2023	YoY	2024	2023	YTD
Median Sales Price	\$272,500	\$254,950	▲ 6.9%	\$259,999	▲ 4.8%	\$245,000	\$219,999	▲ 11.4%
Closed Sales	42	42	▶ 0.0%	55	▼ -23.6%	253	285	▼ -11.2%
New Listings	59	57	▲ 3.5%	47	▲ 25.5%	311	324	▼ -4.0%
Pending Sales	46	40	▲ 15.0%	34	▲ 35.3%	270	297	▼ -9.1%
Median Days on Market	9.5	9	▲ 5.6%	6.5	▲ 46.2%	15	10	▲ 57.9%
Average Days on Market	28	42	▼ -33.0%	40	▼ -29.5%	47	42	▲ 11.6%
Price per Square Foot	\$150	\$138	▲ 8.7%	\$146	▲ 2.7%	\$144	\$134	▲ 7.1%
% of List Price Received	98.7%	101.2%	▼ -2.5%	99.4%	▼ -0.7%	98.2%	98.1%	▲ 0.1%
Active Inventory	85	75	▲ 13.3%	53	▲ 60.4%	—	—	—
Months Supply of Inventory	2.0	1.8	▲ 13.3%	1.0	▲ 110.0%	—	—	—

## Median Sales Price



## Number of Closed Sales

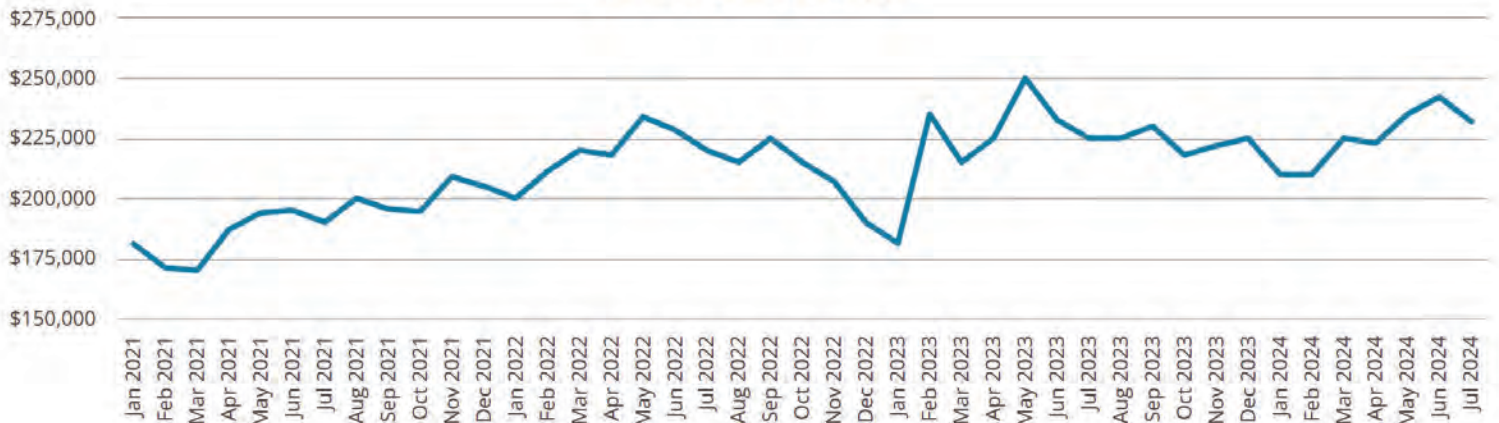


# Condominiums

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

	Jul 2024	Jun 2024	MoM	Jul 2023	YoY	2024	2023	YTD
Median Sales Price	\$232,000	\$242,250	▼ -4.2%	\$225,000	▲ 3.1%	\$225,000	\$225,000	▶ 0.0%
Closed Sales	183	172	▲ 6.4%	184	▼ -0.5%	1,038	1,154	▼ -10.1%
New Listings	217	207	▲ 4.8%	191	▲ 13.6%	1,343	1,385	▼ -3.0%
Pending Sales	175	168	▲ 4.2%	162	▲ 8.0%	1,142	1,256	▼ -9.1%
Median Days on Market	17	15.5	▲ 9.7%	10	▲ 70.0%	18	9	▲ 100.0%
Average Days on Market	47	40	▲ 15.7%	28	▲ 69.1%	48	40	▲ 19.8%
Price per Square Foot	\$156	\$154	▲ 1.0%	\$156	▼ -0.3%	\$153	\$151	▲ 1.3%
% of List Price Received	98.4%	98.3%	▲ 0.1%	98.9%	▼ -0.5%	98.0%	98.8%	▼ -0.7%
Active Inventory	356	326	▲ 9.2%	238	▲ 49.6%	—	—	—
Months Supply of Inventory	1.9	1.9	▲ 2.6%	1.3	▲ 50.4%	—	—	—

### Median Sales Price



### Number of Closed Sales

