

MARKET INSIGHTS REPORT

OCTOBER 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.

After analysis of October 2024 data, this is what our experts are saying:

In October 2024, the median sales price for a single-family home in Central Indiana rose 3.5% over last year to \$300,000 but was unchanged from September. In the MIBOR BLC® Listing Service area, 10 of 17 counties saw a year-over-year increase in median sales price, including Bartholomew, Hancock, Hendricks, and Marion counties.

“The housing market in central Indiana continues to respond well to lower interest rates,” says MIBOR CEO Shelley Specchio. “In addition to stronger closed sales, another sign of this strength can be seen in pending sales, as they continued to increase from September to October. Normally, we would see a seasonal decline during this period. Inventory levels continue to provide consumers with more options and although interest rates are sitting higher than September levels, they are roughly one percentage point lower than the same period last year.”

Closed sales grew 9.1% year-over-year but fell 3.9% from the previous month. Meanwhile, pending sales increased 16.0% over last year. Pending sales saw a year-over-year increase in 11 of the 17 counties in the service area including Hamilton, Johnson, Montgomery, and Morgan. The typical listing received 98.0% of the asking price, down from 98.3% in September.

New listings increased 9.1%, year-over-year, and up 5.8% from September. The median days on market rose to 20 days, up from 14.5 days last year. Active inventory increased 10.3% over last year with 5,172 single-family homes for sale, reflecting a 2.0-month supply.

According to the most recent data available from the National Association of REALTORS®, September’s existing-home sales fell by 1.0% from August to a seasonally adjusted annual rate of 3.84 million in September. Year-over-year, sales dipped 3.5% (down from 3.98 million in September 2023). Total housing inventory registered at the end of September was 1.39 million units, up 1.5% from August and 23.0% from one year ago (1.13 million). Unsold inventory sits at a 4.3-month supply at the current sales pace, up from 4.2 months in August. The median existing-home price for all housing types in September was \$404,500, up 3.0% from one year ago (\$392,700). All four U.S. regions registered price increases. “Moderating home price increases are welcome news for home buyers,” said NAR Chief Economist Lawrence Yun. “With wage growth now outpacing home price appreciation, housing affordability will improve.”

Year-over-year data for October:

- No change in Median Sales Price at \$300,000
- Average days on market increased 0.7% at 38
- Current active listings increased 11.2% to 5,027

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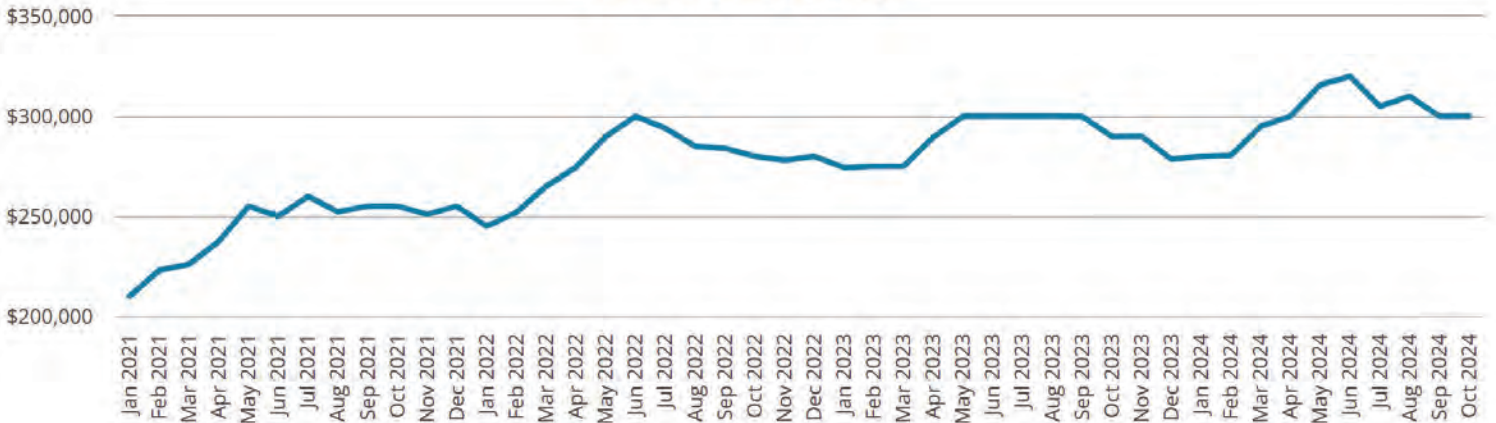
MIBOR SERVICE AREA	(1-11)
BARTHOLOMEW COUNTY	(12)
BOONE COUNTY	(13)
BROWN COUNTY	(14)
DECATUR COUNTY	(15)
HAMILTON COUNTY	(16)
HANCOCK COUNTY	(17)
HENDRICKS COUNTY	(18)
JACKSON COUNTY	(19)
JENNINGS COUNTY	(20)
JOHNSON COUNTY	(21)
MADISON COUNTY	(22)
MARION COUNTY	(23)
MONTGOMERY COUNTY	(24)
MORGAN COUNTY	(25)
PUTNAM COUNTY	(26)
SHELBY COUNTY	(27)
CONDOS	(28)

MIBOR Market Summary

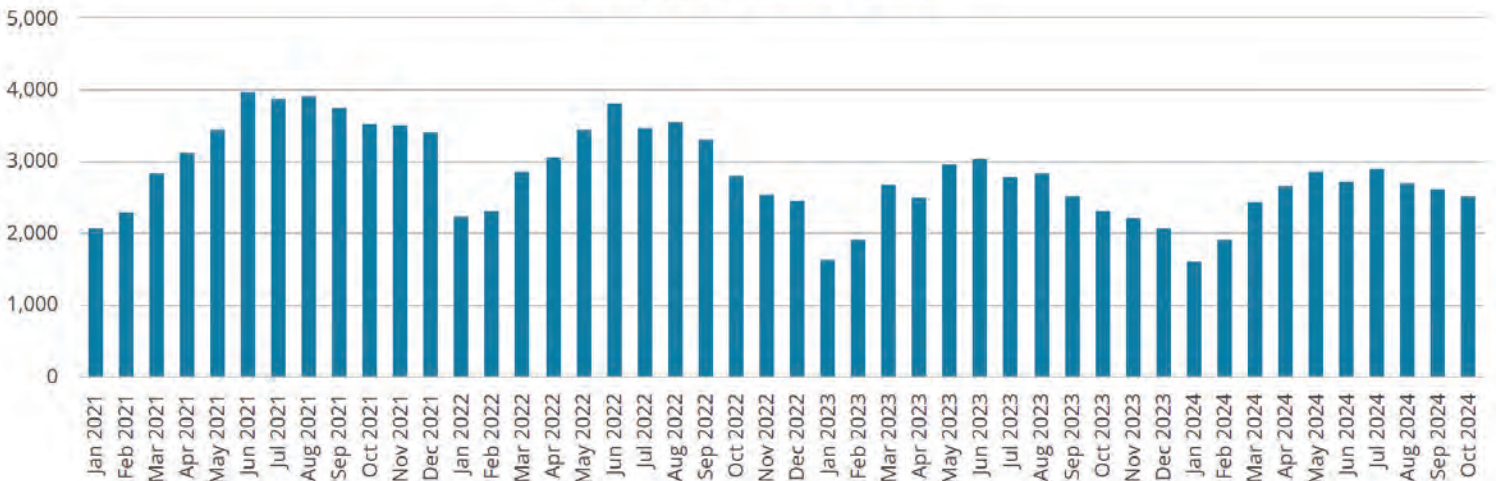
Data for Single Family Residence in Bartholomew, Boone, Brown, Decatur, Hamilton, Hancock, Hendricks, Jackson, Jennings, Johnson, Madison, Marion, Montgomery, Morgan, Putnam, Shelby.

	Oct 2024	Sep 2024	MoM	Oct 2023	YoY	2024	2023	YTD
Median Sales Price	\$300,000	\$300,000	↗ 0.0%	\$289,900	↗ 3.5%	\$301,500	\$290,000	↗ 4.0%
Closed Sales	2,535	2,638	↘ -3.9%	2,323	↗ 9.1%	25,088	25,295	↘ -0.8%
New Listings	3,171	2,998	↗ 5.8%	2,907	↗ 9.1%	31,012	30,242	↗ 2.5%
Pending Sales	2,587	2,466	↗ 4.9%	2,231	↗ 16.0%	25,961	25,755	↗ 0.8%
Median Days on Market	20	17	↗ 17.6%	14.5	↗ 37.9%	13	10	↗ 30.0%
Average Days on Market	41	39	↗ 7.4%	36	↗ 16.5%	38	39	↘ -1.8%
Price per Square Foot	\$159	\$160	↘ -0.6%	\$151	↗ 5.3%	\$158	\$152	↗ 3.9%
% of List Price Received	98.0%	98.3%	↘ -0.3%	98.2%	↘ -0.2%	98.3%	98.7%	↘ -0.3%
Active Inventory	5,172	5,047	↗ 2.5%	4,691	↗ 10.3%	—	—	—
Months Supply of Inventory	2.0	1.9	↗ 6.6%	2.0	↗ 1.0%	—	—	—

Median Sales Price



Number of Closed Sales

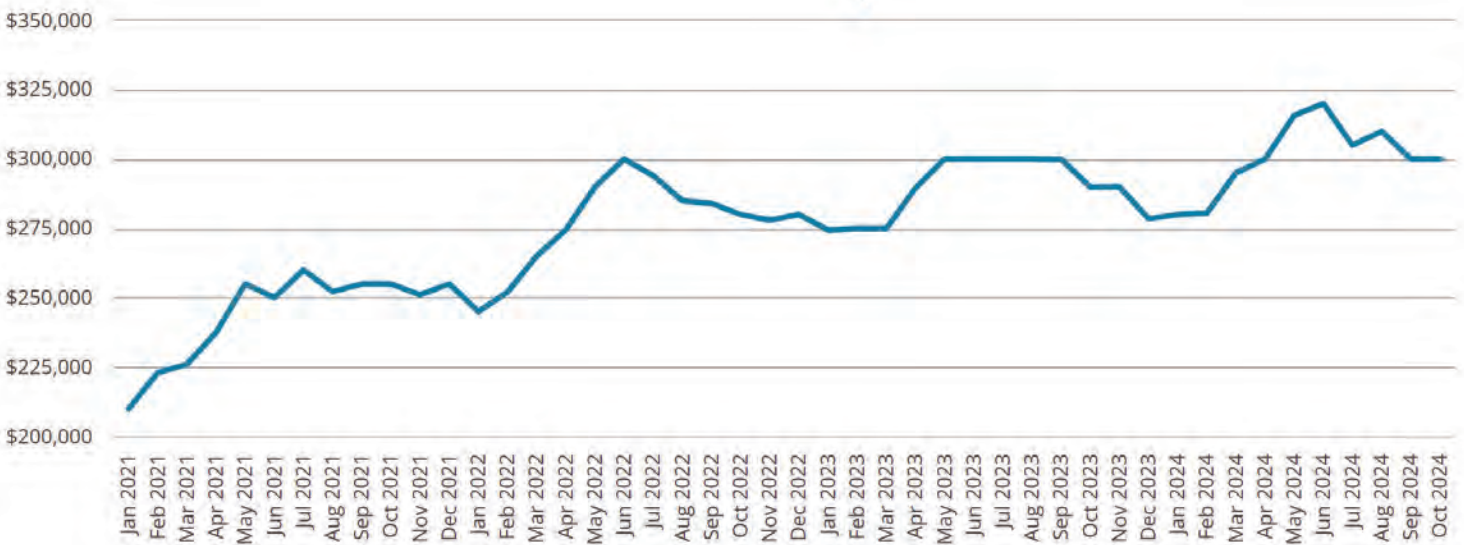


Median Sales Price

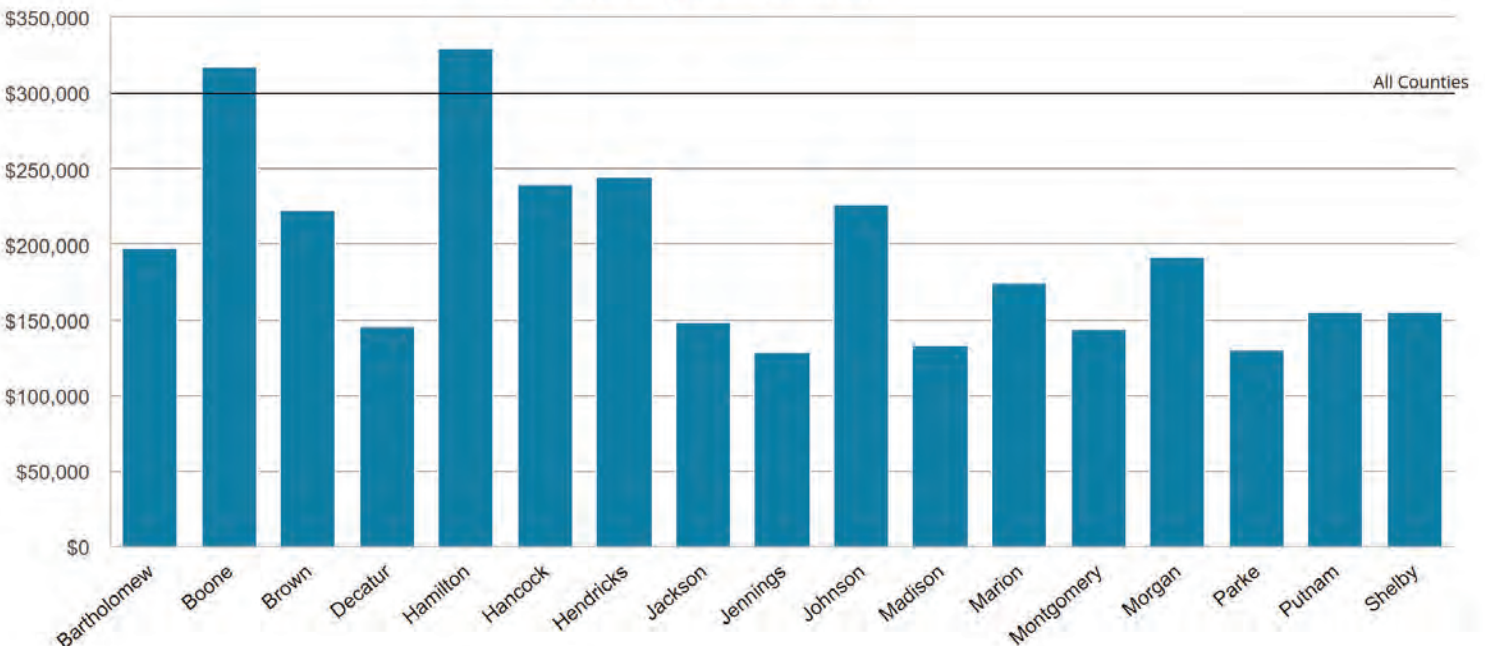
Sales Price is the mid-point (median) value where the price for half of the closed sales is higher and half is lower. Median is preferred to average as it accounts for outliers at the high or low end of the price range.

October 2024	Month over Month Change	Year over Year Change	Year to Date Change
\$300,000	>> 0.0%	⬆️ 3.5%	⬆️ 4.0%

Historical Activity



County Comparison



Closed Sales

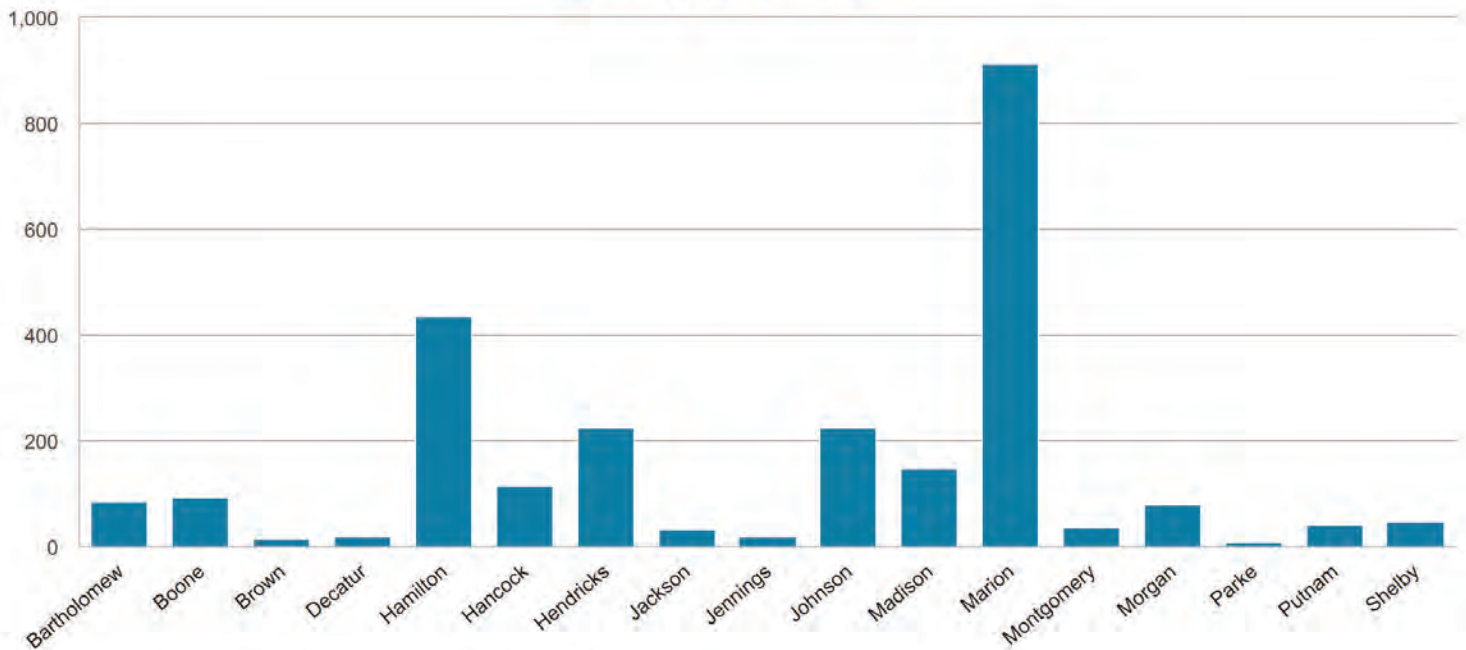
The number of properties that actually sold.

October 2024	Month over Month Change	Year over Year Change	Year to Date Change
2,535	⬇️ -3.9%	⬆️ 9.1%	⬇️ -0.8%

Historical Activity



County Comparison

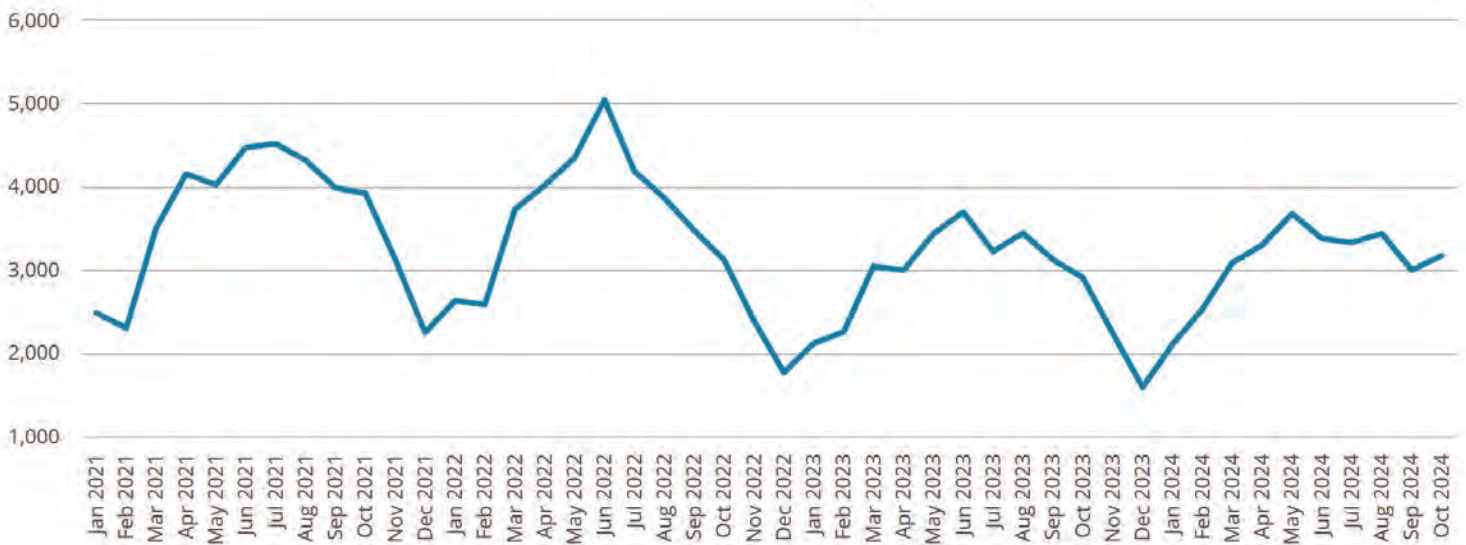


New Listings

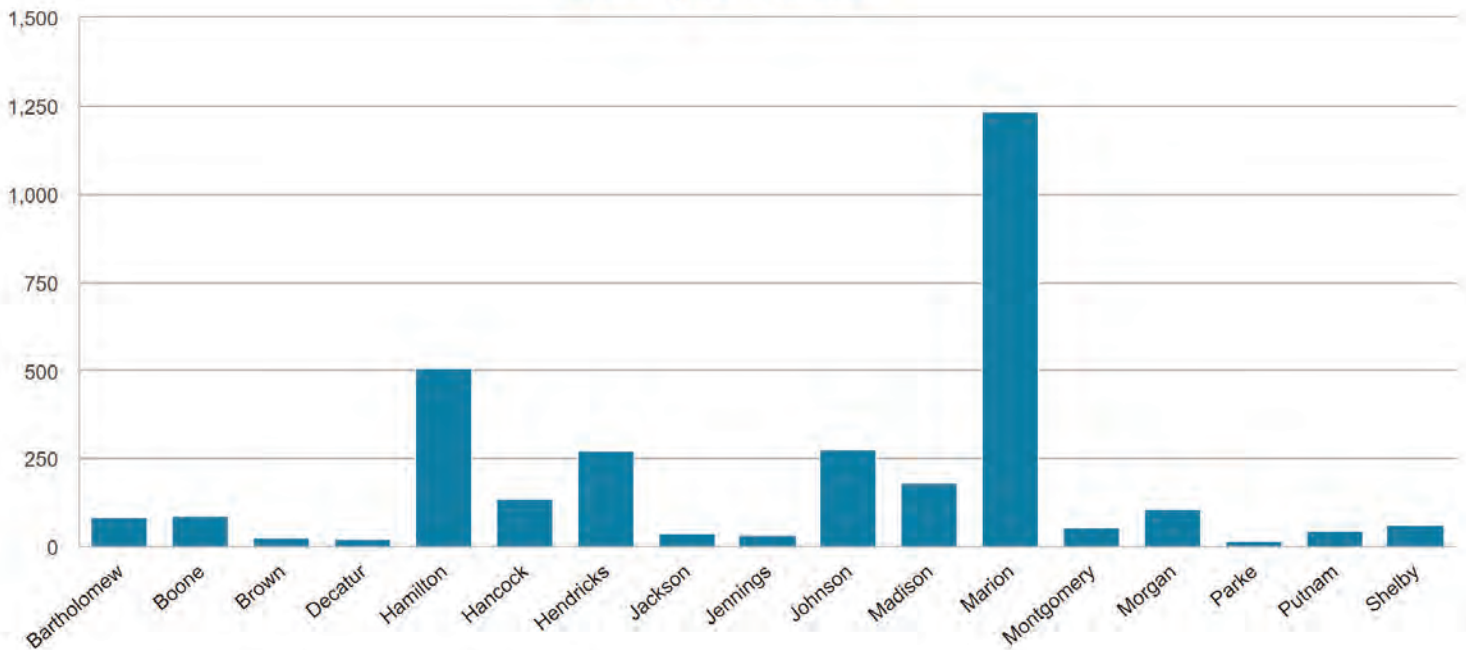
The number of properties listed regardless of current status.

October 2024	Month over Month Change	Year over Year Change	Year to Date Change
3,171	⬆️ 5.8%	⬆️ 9.1%	⬆️ 2.5%

Historical Activity



County Comparison



Pending Sales

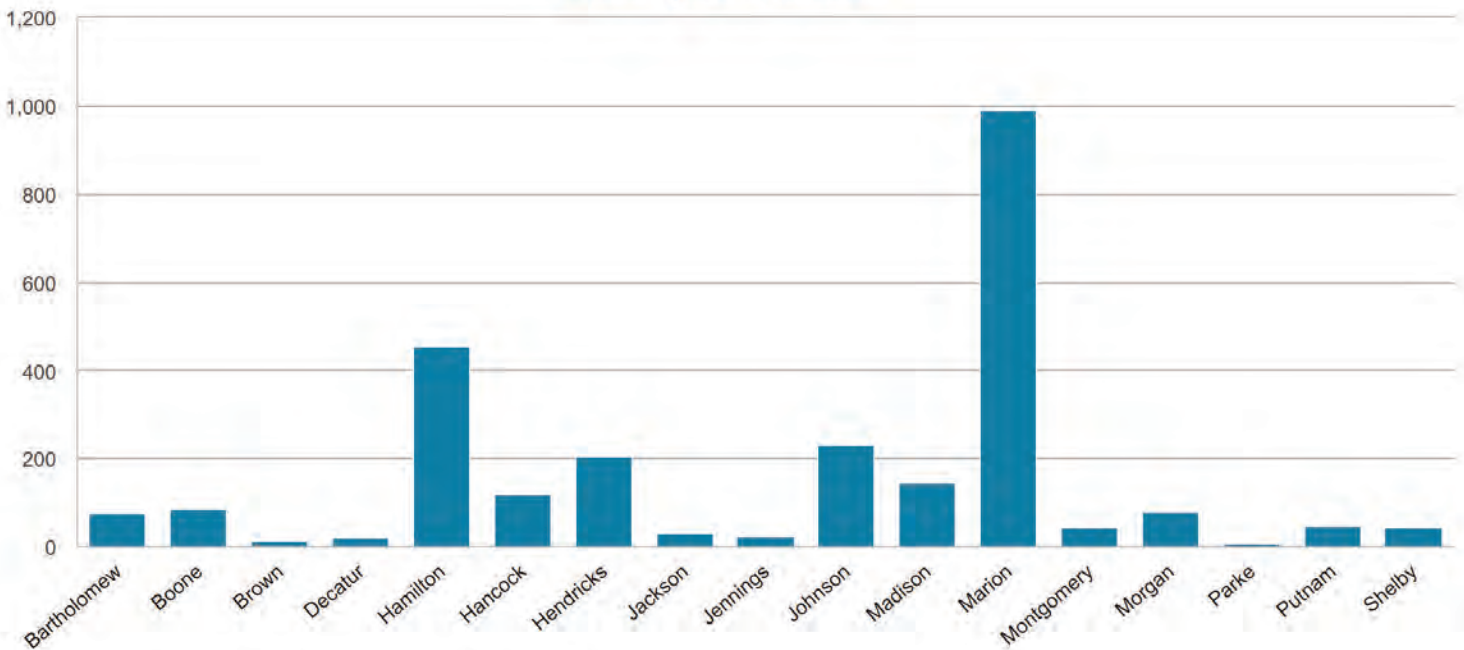
The number of properties newly under contract which are still pending or resulted in a closed sale, based on purchase contract date.

October 2024	Month over Month Change	Year over Year Change	Year to Date Change
2,602	⬆️ 4.5%	⬆️ 14.9%	⬆️ 0.4%

Historical Activity



County Comparison

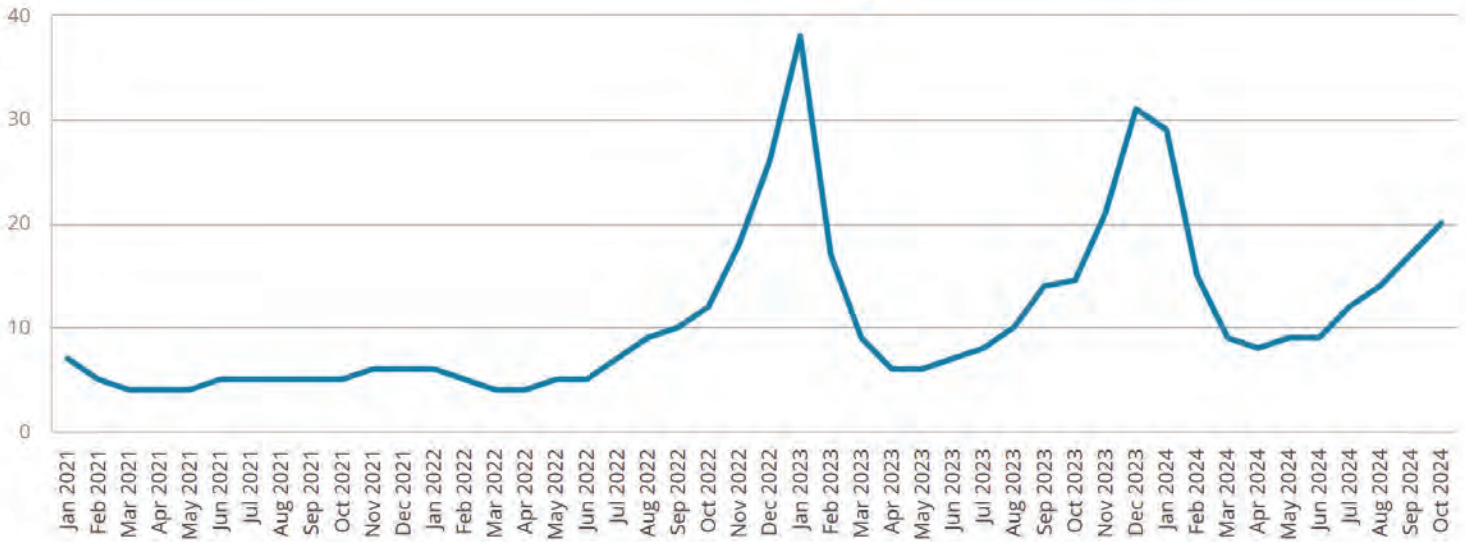


Cumulative Days on Market

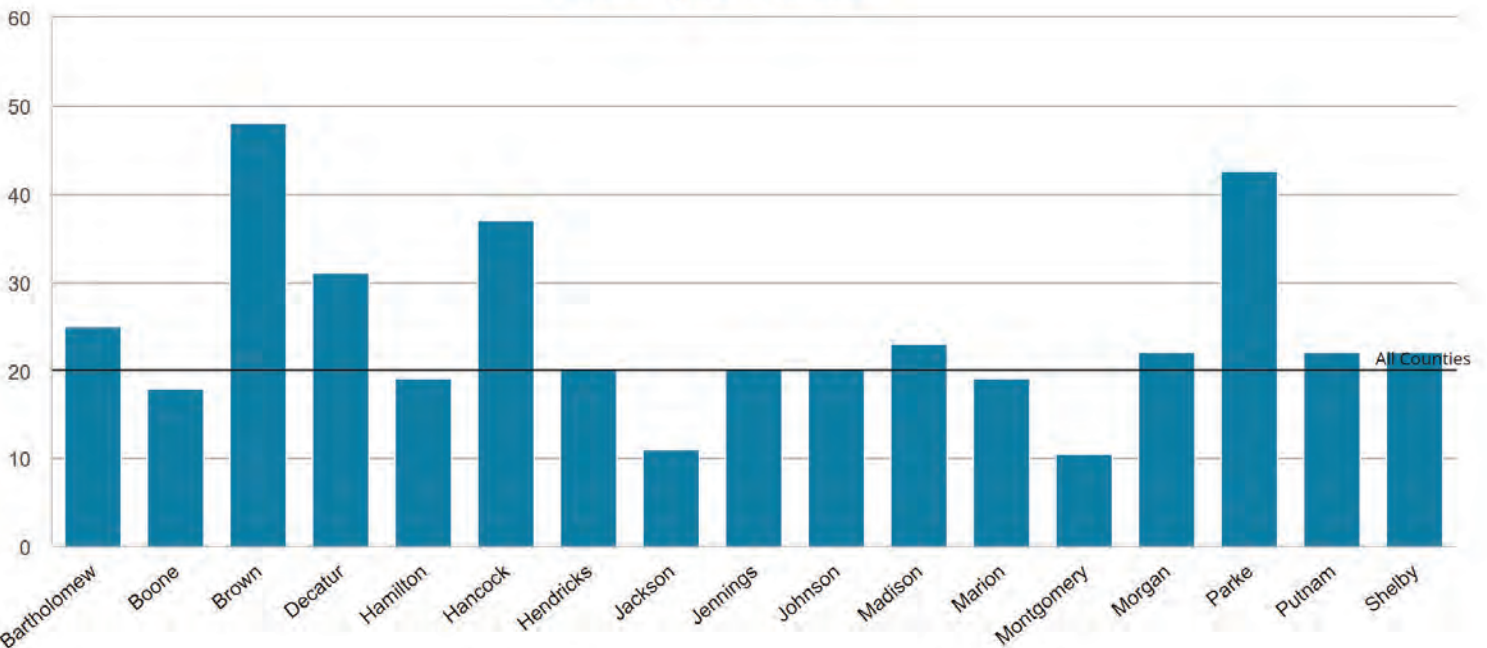
The median number of days between when a property is listed and the purchase contract date.

October 2024	Month over Month Change	Year over Year Change	Year to Date Change
20	⬆️ 17.6%	⬆️ 37.9%	⬆️ 30.0%

Historical Activity



County Comparison

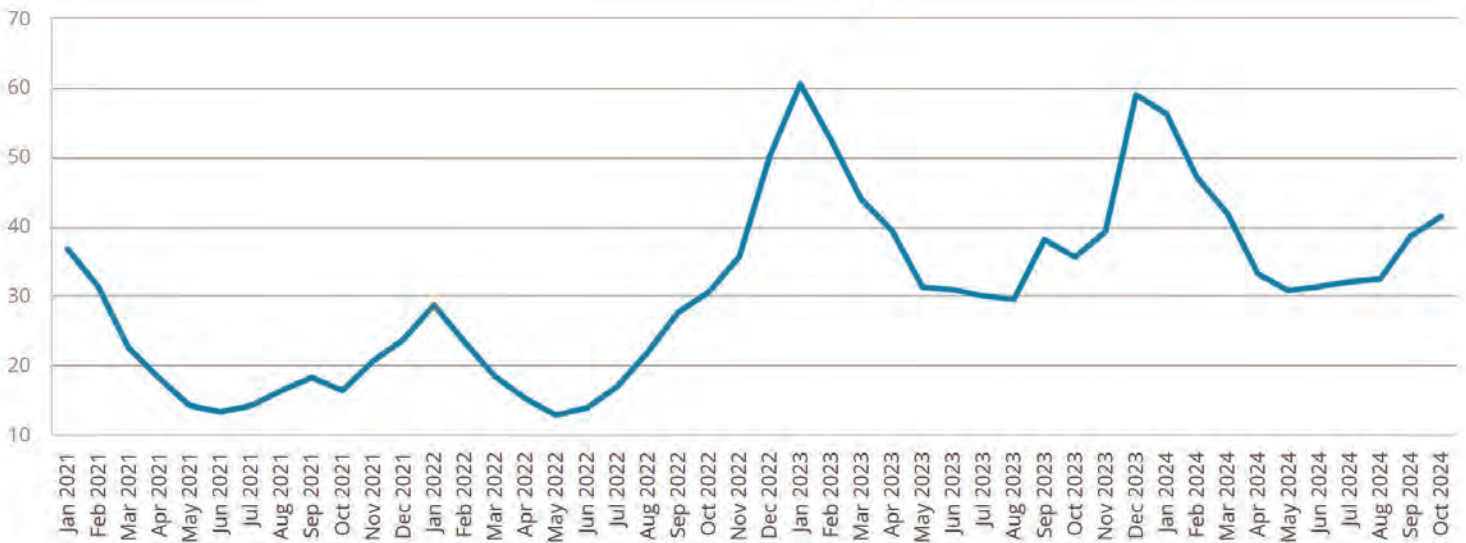


Average Days on Market

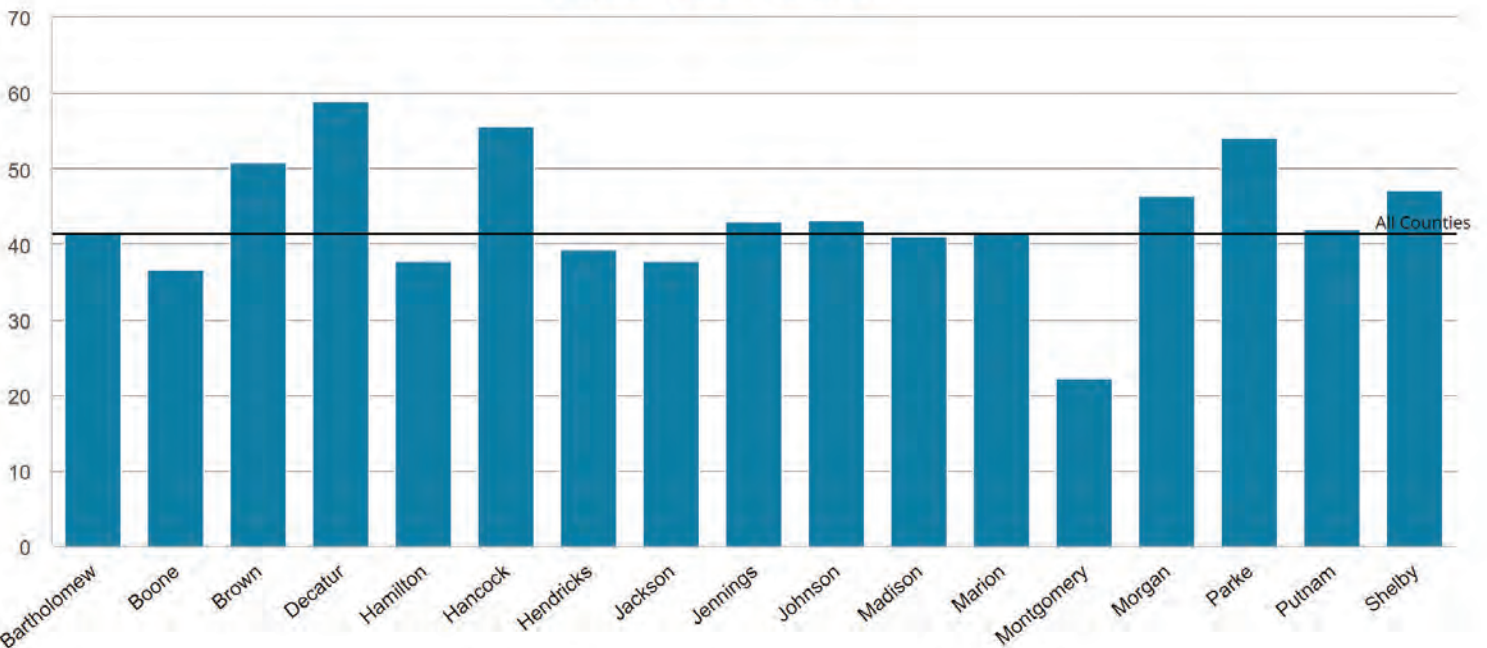
The average number of days between when a property is listed and the purchase contract date.

October 2024	Month over Month Change	Year over Year Change	Year to Date Change
41	⬆️ 7.4%	⬆️ 16.5%	⬇️ -1.8%

Historical Activity



County Comparison



Price per Square Foot

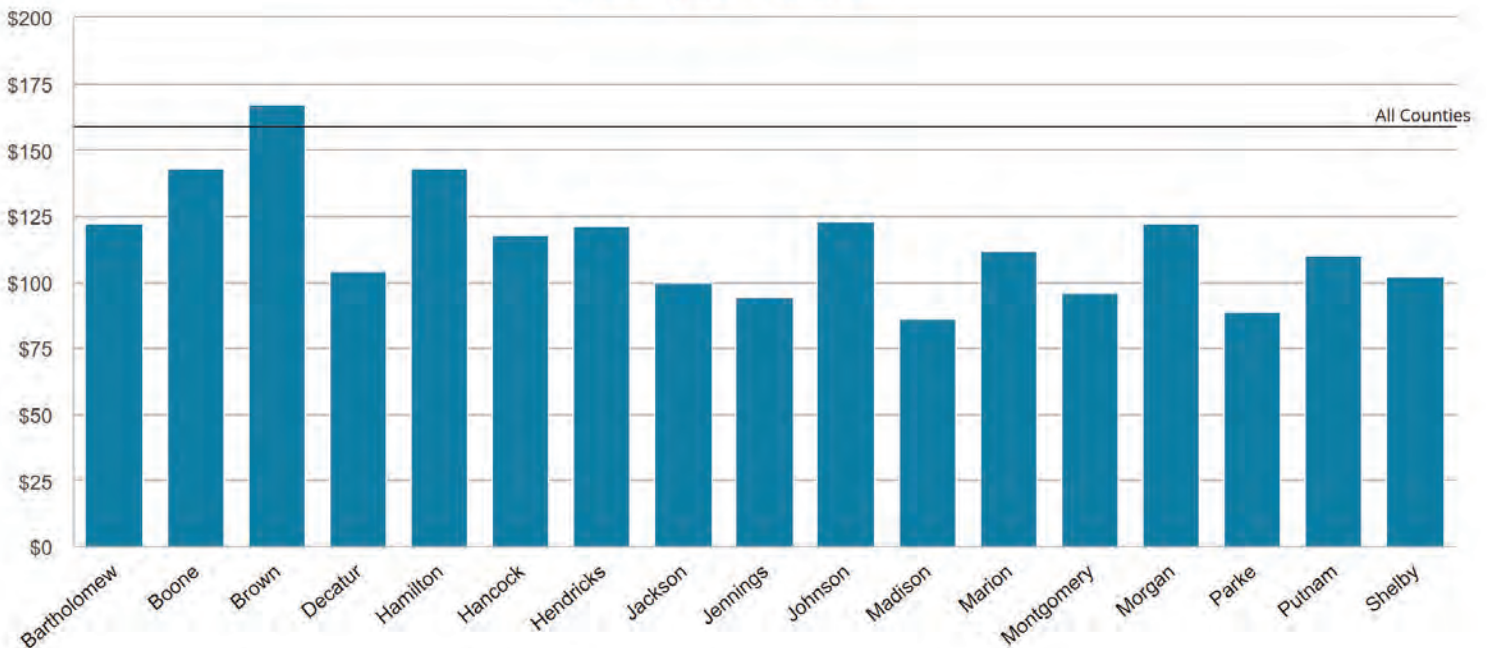
The mid-point (median) of the price per square foot of all closed listings. PPSF is calculated by dividing the sales price by the square footage of a property.

October 2024	Month over Month Change	Year over Year Change	Year to Date Change
\$159	⚡ -0.6%	⬆️ 5.3%	⬆️ 3.9%

Historical Activity



County Comparison

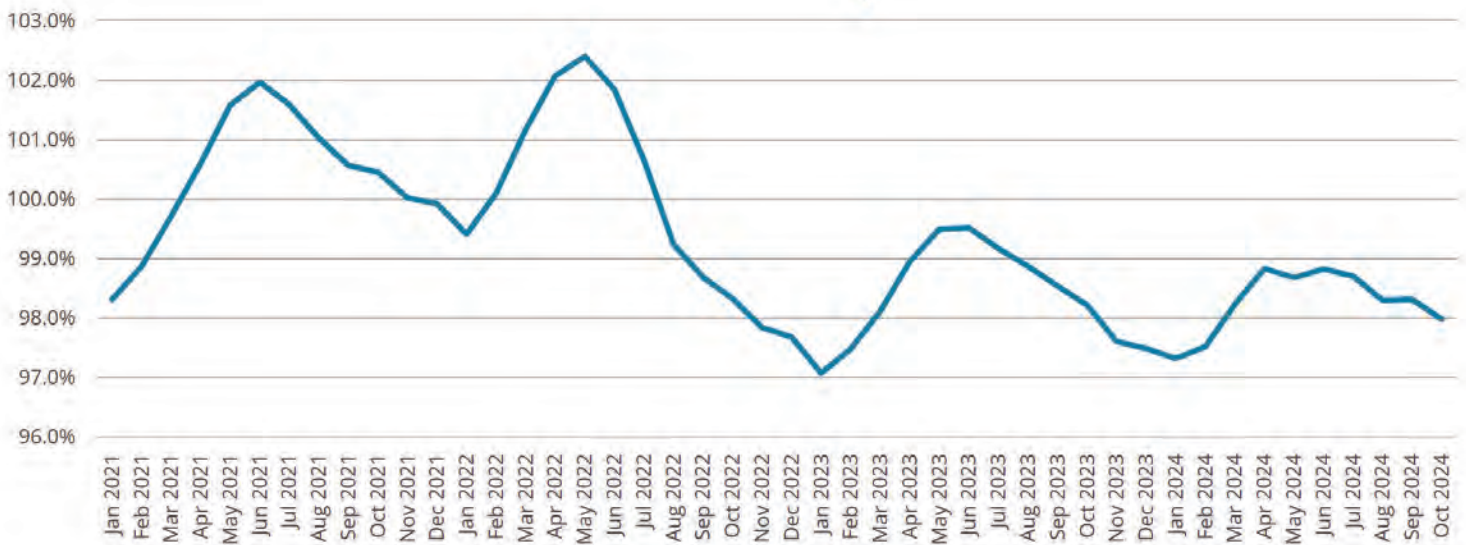


Percent of List Received

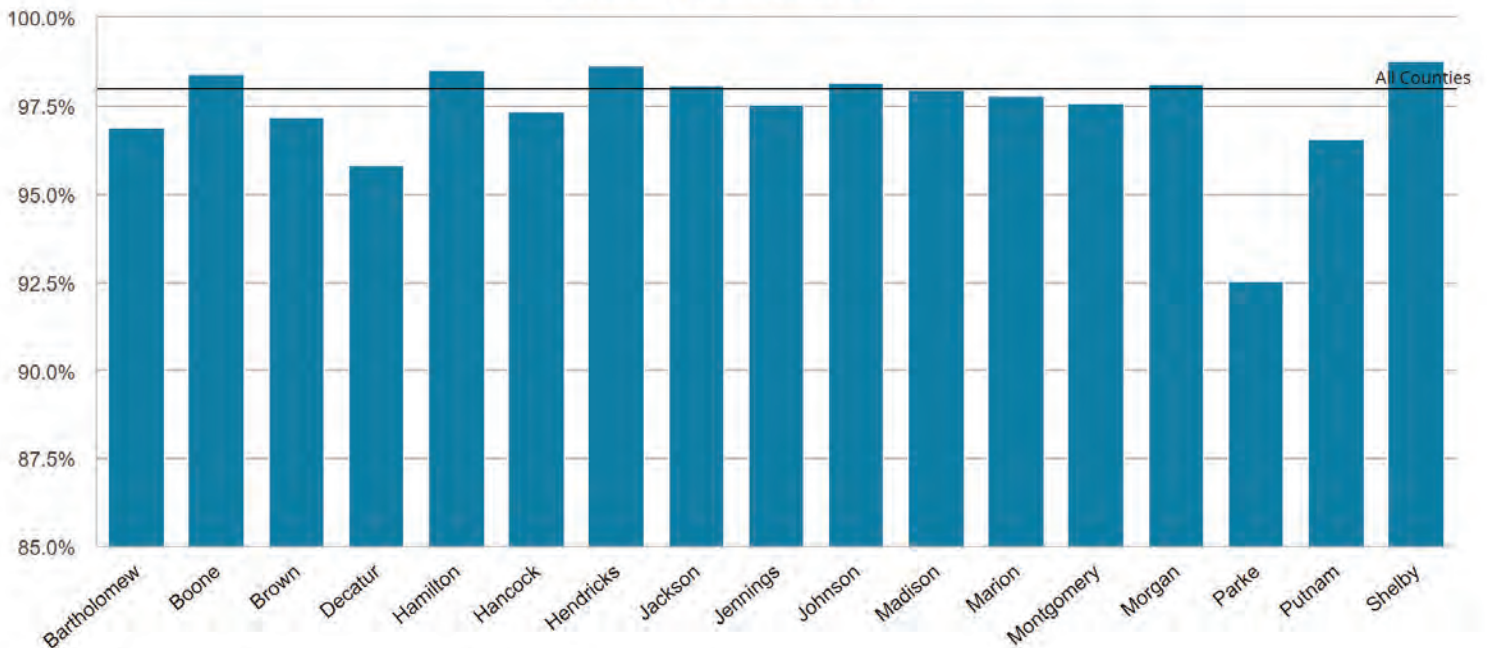
The average of the sales price divided by the final list price expressed as a percentage.

October 2024	Month over Month Change	Year over Year Change	Year to Date Change
98.0%	⚡ -0.3%	⚡ -0.2%	⚡ -0.3%

Historical Activity



County Comparison

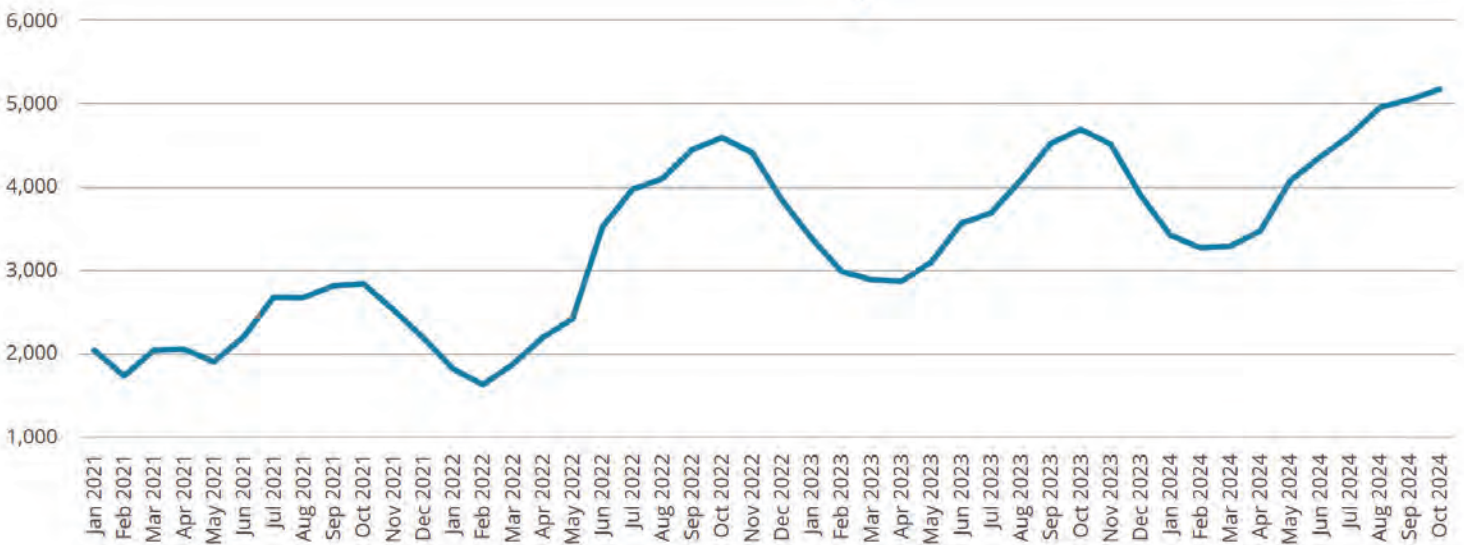


Active Inventory

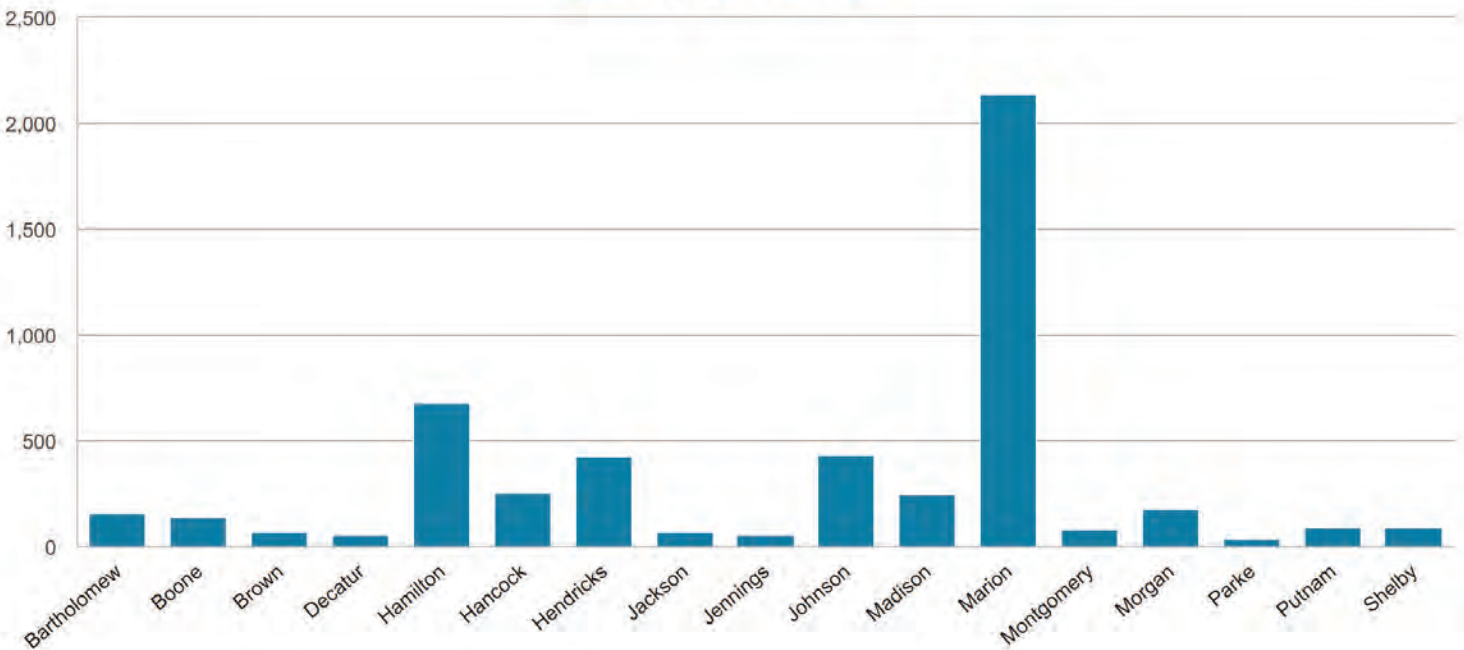
The number of properties available for sale at the end of the month, based on the list date, contract date and close date.

October 2024	Month over Month Change	Year over Year Change	Year to Date Change
5,172	⬆️ 2.5%	⬆️ 10.3%	—

Historical Activity



County Comparison



Months Supply of Inventory

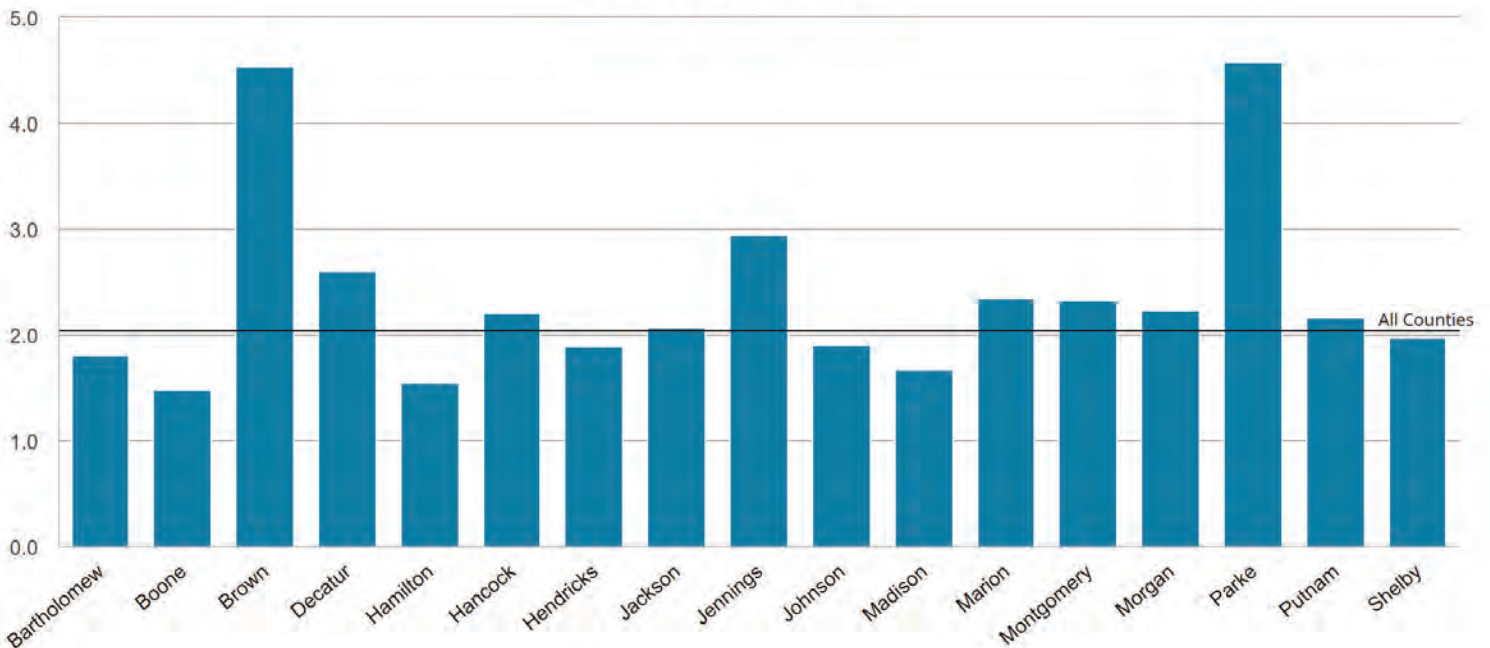
The number of months it would take to sell through the available inventory at the current monthly sales rate. NAR defines a balanced market as between 5 & 7 months of inventory.

October 2024	Month over Month Change	Year over Year Change	Year to Date Change
2.0	6.6%	1.0%	—

Historical Activity



County Comparison

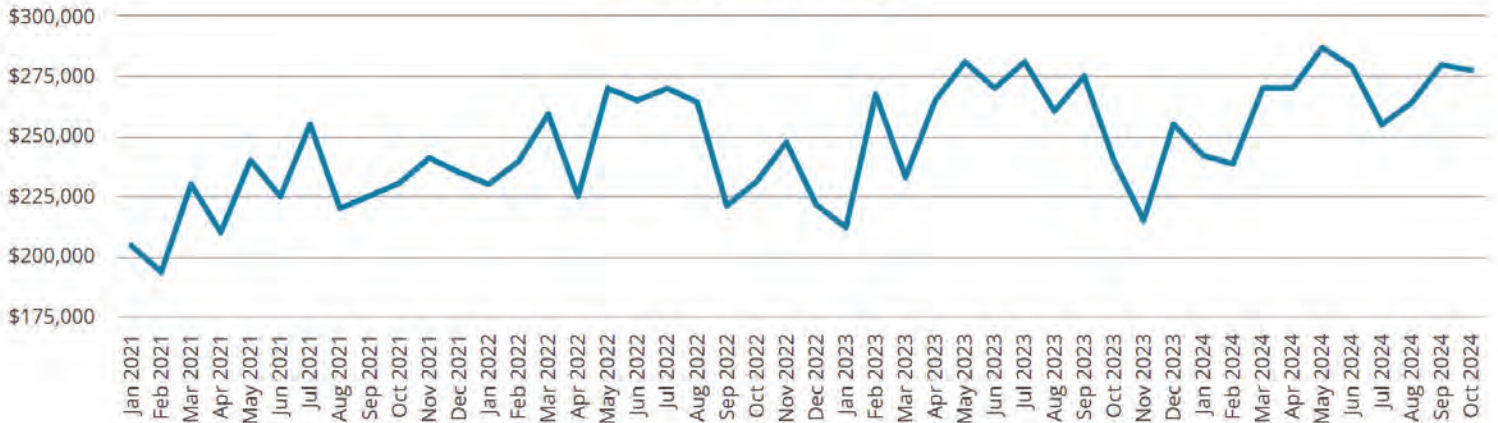


Bartholomew County

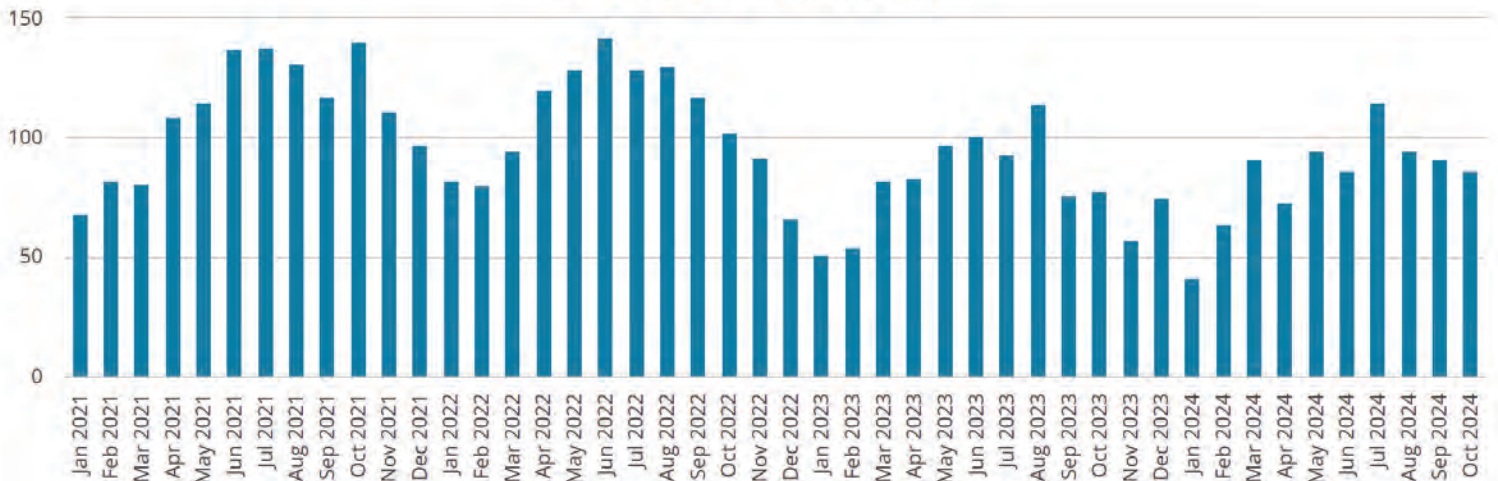
Data for Single Family Residence in Bartholomew County.

	Oct 2024	Sep 2024	MoM	Oct 2023	YoY	2024	2023	YTD
Median Sales Price	\$277,500	\$279,736	↘ -0.8%	\$240,000	↗ 15.6%	\$265,000	\$259,900	↗ 2.0%
Closed Sales	86	91	↘ -5.5%	78	↗ 10.3%	837	829	↗ 1.0%
New Listings	83	96	↘ -13.5%	99	↘ -16.2%	1,022	986	↗ 3.7%
Pending Sales	75	90	↘ -16.7%	64	↗ 17.2%	864	834	↗ 3.6%
Median Days on Market	25	17	↗ 47.1%	7	↗ 257.1%	12	8	↗ 50.0%
Average Days on Market	42	43	↘ -3.2%	21	↗ 94.8%	36	32	↗ 14.5%
Price per Square Foot	\$148	\$151	↘ -1.7%	\$155	↘ -4.5%	\$151	\$146	↗ 3.1%
% of List Price Received	96.9%	98.1%	↘ -1.2%	98.5%	↘ -1.7%	97.8%	98.0%	↘ -0.2%
Active Inventory	155	167	↘ -7.2%	134	↗ 15.7%	—	—	—
Months Supply of Inventory	1.8	1.8	↘ -1.8%	1.7	↗ 4.9%	—	—	—

Median Sales Price



Number of Closed Sales

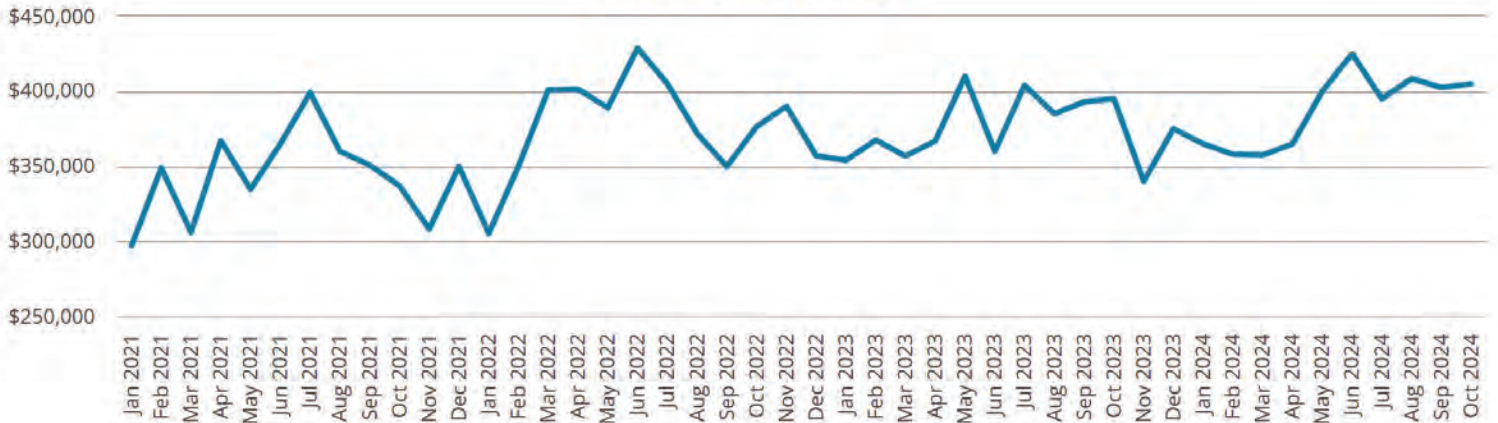


Boone County

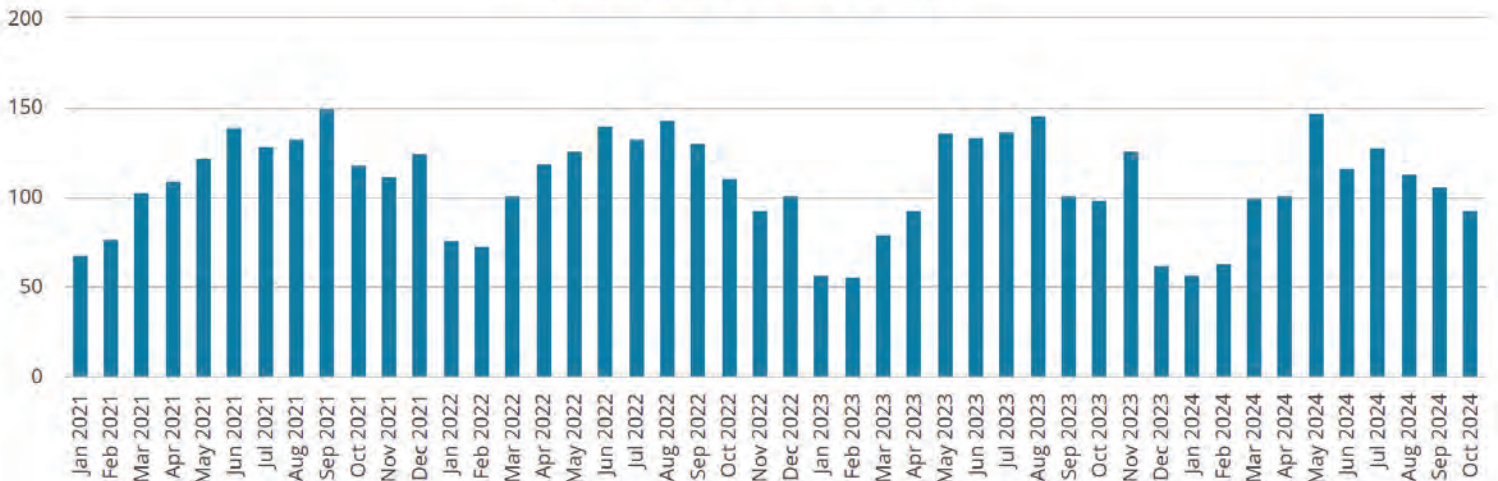
Data for Single Family Residence in Boone County.

	Oct 2024	Sep 2024	MoM	Oct 2023	YoY	2024	2023	YTD
Median Sales Price	\$405,000	\$402,500	▲ 0.6%	\$395,000	▲ 2.5%	\$390,000	\$380,000	▲ 2.6%
Closed Sales	93	106	▼ -12.3%	99	▼ -6.1%	1,025	1,038	▼ -1.3%
New Listings	88	105	▼ -16.2%	84	▲ 4.8%	1,139	1,176	▼ -3.1%
Pending Sales	85	96	▼ -11.5%	97	▼ -12.4%	1,032	1,083	▼ -4.7%
Median Days on Market	18	17	▲ 5.9%	24	▼ -25.0%	13	12	▲ 8.3%
Average Days on Market	37	36	▲ 0.8%	57	▼ -35.3%	36	50	▼ -27.4%
Price per Square Foot	\$172	\$178	▼ -3.4%	\$162	▲ 6.2%	\$166	\$166	▶ 0.0%
% of List Price Received	98.4%	98.2%	▲ 0.2%	98.2%	▲ 0.3%	98.3%	99.0%	▼ -0.7%
Active Inventory	138	151	▼ -8.6%	157	▼ -12.1%	—	—	—
Months Supply of Inventory	1.5	1.4	▲ 4.2%	1.6	▼ -6.4%	—	—	—

Median Sales Price



Number of Closed Sales

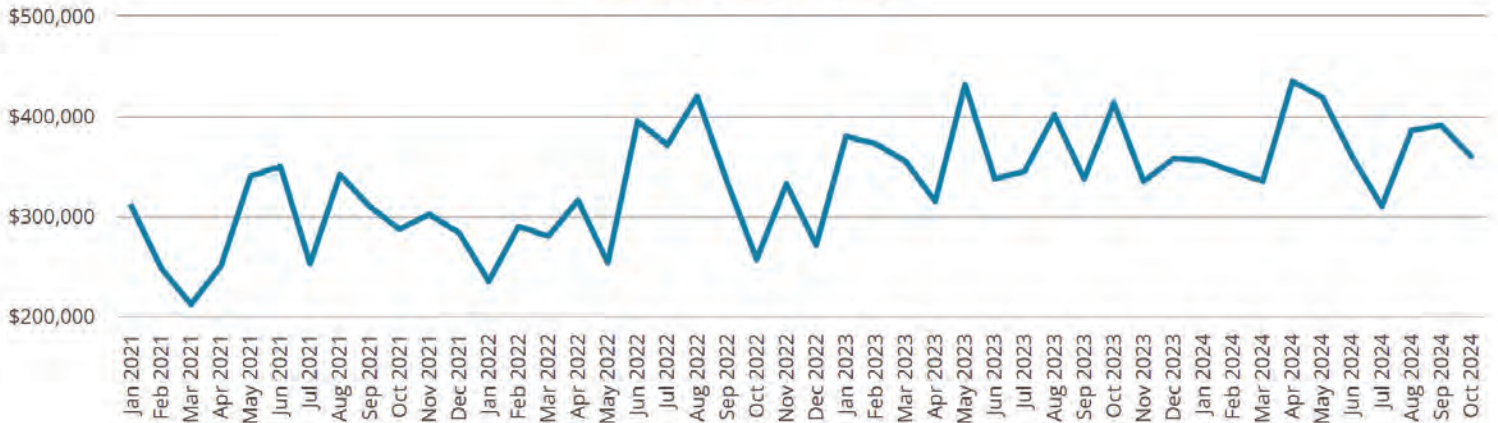


Brown County

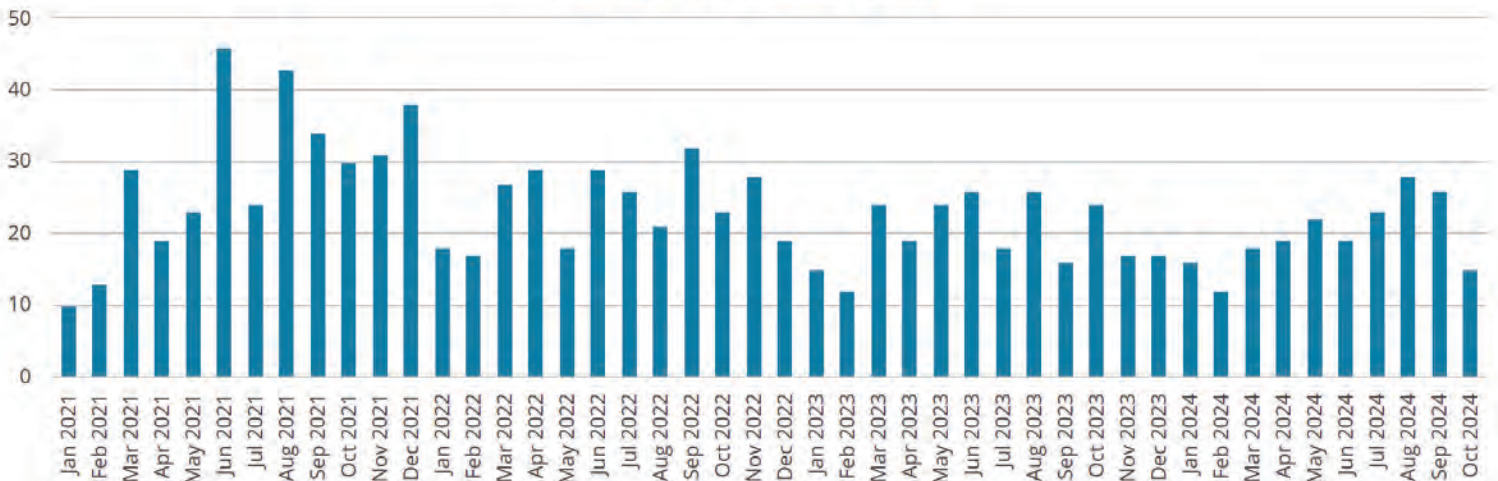
Data for Single Family Residence in Brown County.

	Oct 2024	Sep 2024	MoM	Oct 2023	YoY	2024	2023	YTD
Median Sales Price	\$360,000	\$390,825	▼-7.9%	\$413,000	▼-12.8%	\$369,500	\$377,000	▼-2.0%
Closed Sales	15	26	▼-42.3%	24	▼-37.5%	198	204	▼-2.9%
New Listings	24	20	▲20.0%	37	▼-35.1%	262	283	▼-7.4%
Pending Sales	11	18	▼-38.9%	18	▼-38.9%	190	208	▼-8.7%
Median Days on Market	48	28.5	▲68.4%	22	▲118.2%	31	16	▲93.8%
Average Days on Market	51	81	▼-36.9%	119	▼-57.4%	69	61	▲12.5%
Price per Square Foot	\$218	\$201	▲8.5%	\$215	▲1.4%	\$200	\$208	▼-3.8%
% of List Price Received	97.2%	96.9%	▲0.3%	97.3%	▼-0.1%	96.1%	96.2%	▼0.0%
Active Inventory	68	66	▲3.0%	69	▼-1.4%	—	—	—
Months Supply of Inventory	4.5	2.5	▲78.5%	2.9	▲57.6%	—	—	—

Median Sales Price



Number of Closed Sales

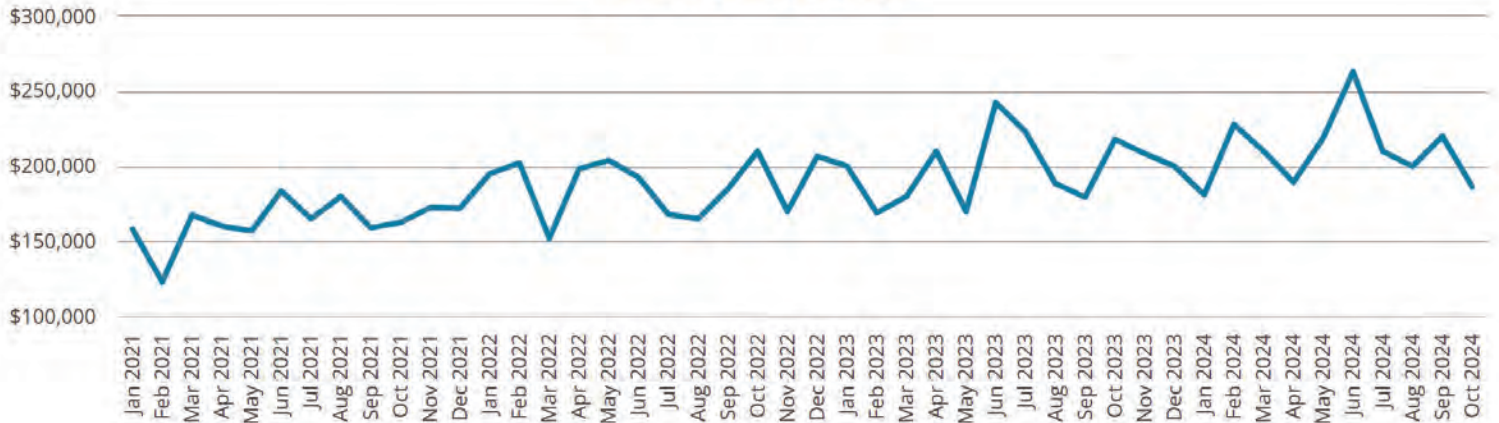


Decatur County

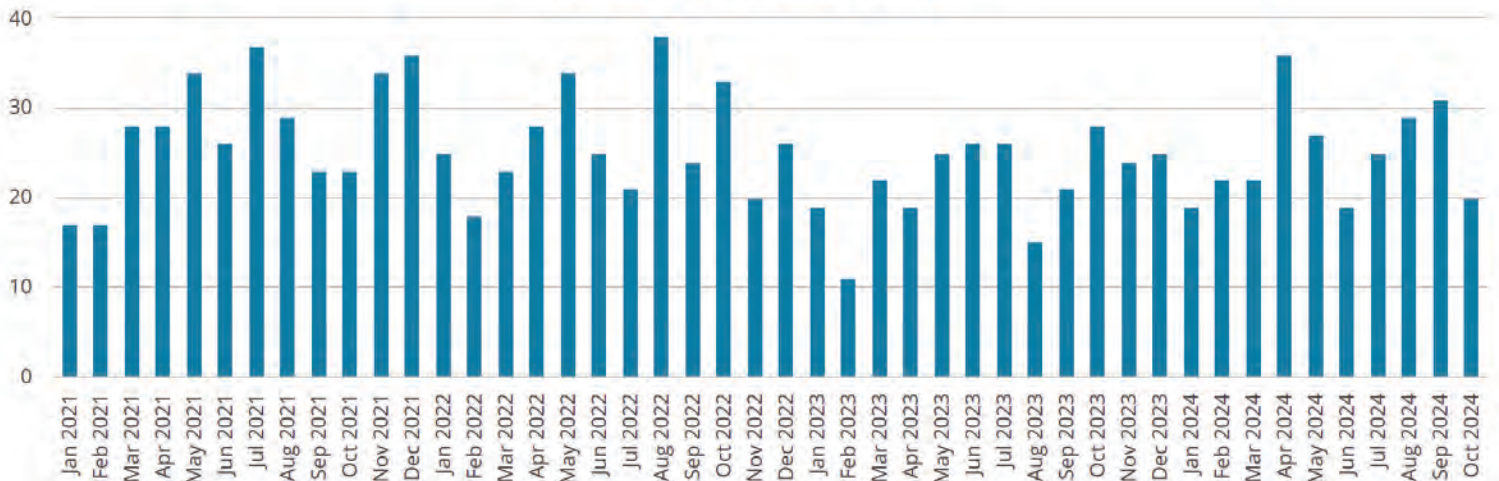
Data for Single Family Residence in Decatur County.

	Oct 2024	Sep 2024	MoM	Oct 2023	YoY	2024	2023	YTD
Median Sales Price	\$186,500	\$220,000	⬇️-15.2%	\$218,000	⬇️-14.4%	\$203,000	\$196,500	⬆️ 3.3%
Closed Sales	20	31	⬇️-35.5%	28	⬇️-28.6%	250	212	⬆️ 17.9%
New Listings	19	28	⬇️-32.1%	23	⬇️-17.4%	299	276	⬆️ 8.3%
Pending Sales	19	20	⬇️-5.0%	25	⬇️-24.0%	249	220	⬆️ 13.2%
Median Days on Market	31	20	⬆️ 55.0%	31	⬆️ 0.0%	14	15	⬆️ -10.0%
Average Days on Market	59	36	⬆️ 64.7%	49	⬆️ 19.8%	38	38	⬆️ -0.5%
Price per Square Foot	\$130	\$129	⬆️ 0.8%	\$147	⬇️-11.3%	\$136	\$139	⬇️-1.8%
% of List Price Received	95.8%	97.5%	⬇️-1.8%	96.5%	⬇️-0.7%	97.1%	96.8%	⬆️ 0.3%
Active Inventory	52	53	⬇️-1.9%	53	⬇️-1.9%	—	—	—
Months Supply of Inventory	2.6	1.7	⬆️ 52.0%	1.9	⬆️ 37.3%	—	—	—

Median Sales Price



Number of Closed Sales

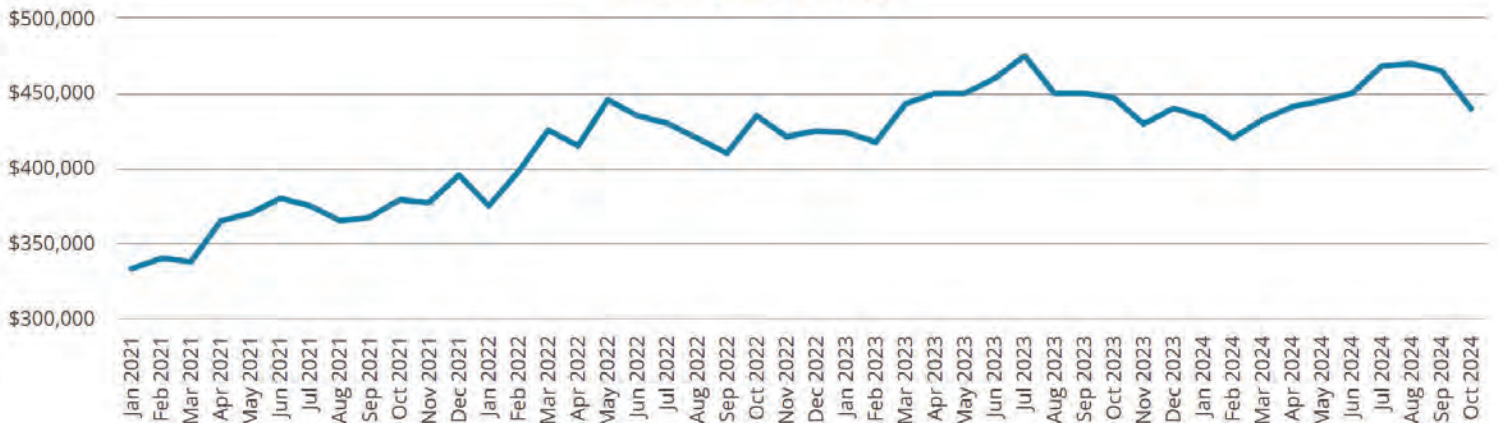


Hamilton County

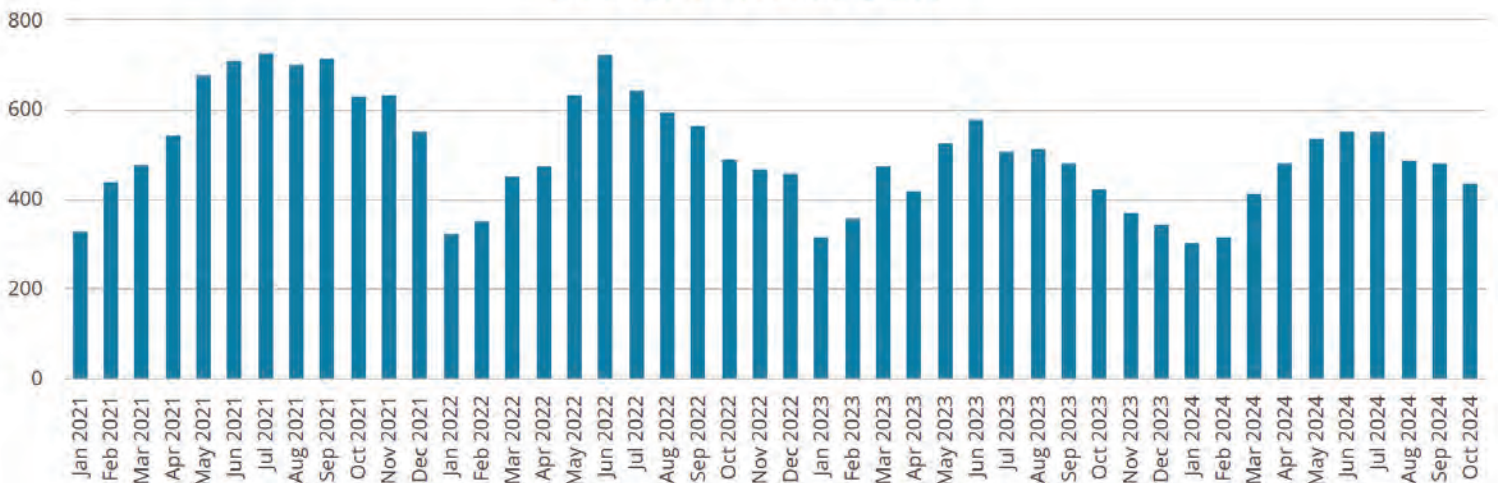
Data for Single Family Residence in Hamilton County.

	Oct 2024	Sep 2024	MoM	Oct 2023	YoY	2024	2023	YTD
Median Sales Price	\$439,825	\$465,000	▼-5.4%	\$447,038	▼-1.6%	\$449,000	\$450,000	▼-0.2%
Closed Sales	436	481	▼-9.4%	424	▲2.8%	4,572	4,611	▼-0.8%
New Listings	507	490	▲3.5%	427	▲18.7%	5,300	5,119	▲3.5%
Pending Sales	455	437	▲4.1%	390	▲16.7%	4,659	4,614	▲1.0%
Median Days on Market	19	12	▲58.3%	12	▲58.3%	9	7	▲28.6%
Average Days on Market	38	33	▲14.1%	29	▲31.8%	32	31	▲5.6%
Price per Square Foot	\$182	\$179	▲1.4%	\$173	▲4.9%	\$179	\$173	▲3.5%
% of List Price Received	98.5%	98.9%	▼-0.4%	98.9%	▼-0.3%	99.1%	99.6%	▼-0.4%
Active Inventory	676	689	▼-1.9%	604	▲11.9%	—	—	—
Months Supply of Inventory	1.6	1.4	▲8.2%	1.4	▲8.8%	—	—	—

Median Sales Price



Number of Closed Sales

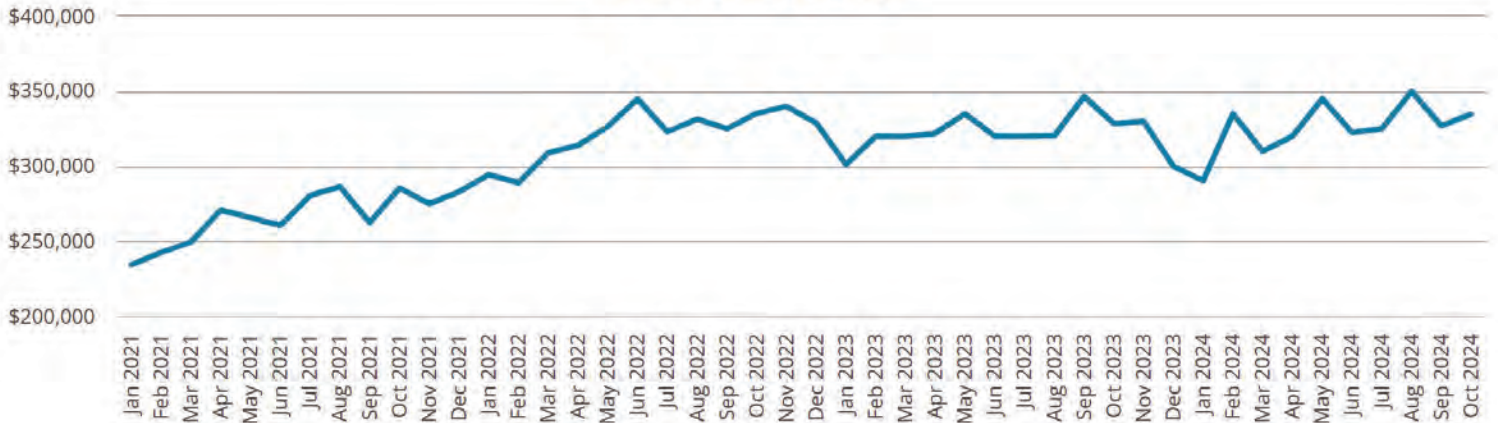


Hancock County

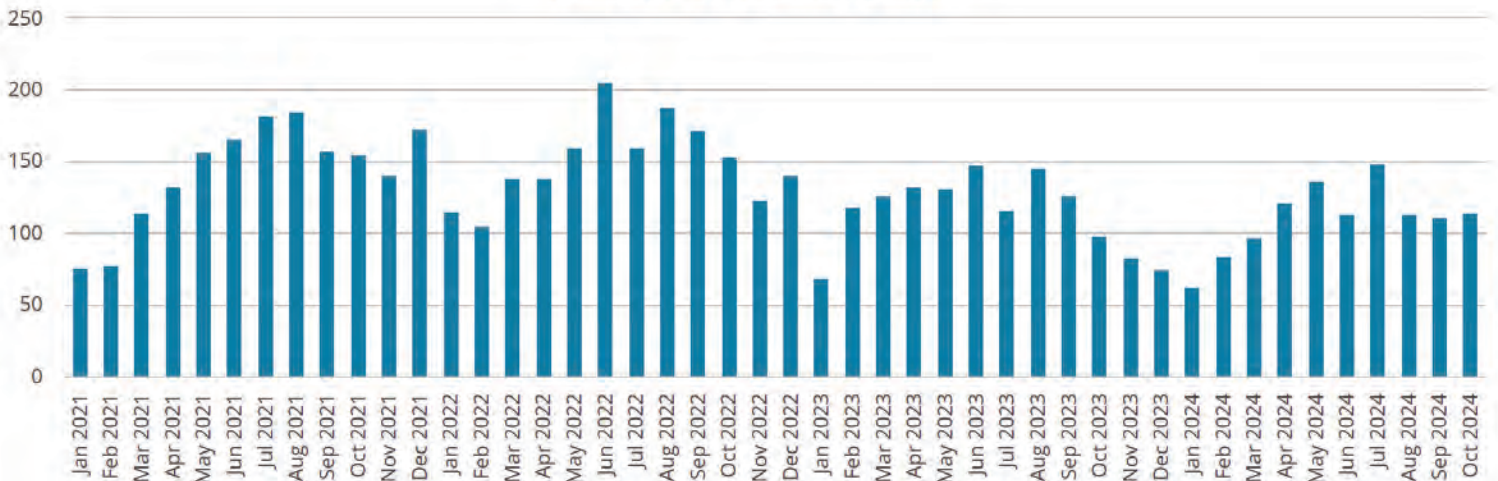
Data for Single Family Residence in Hancock County.

	Oct 2024	Sep 2024	MoM	Oct 2023	YoY	2024	2023	YTD
Median Sales Price	\$334,770	\$327,000	▲ 2.4%	\$328,500	▲ 1.9%	\$328,250	\$325,000	▲ 1.0%
Closed Sales	114	111	▲ 2.7%	98	▲ 16.3%	1,102	1,214	▼ -9.2%
New Listings	137	144	▼ -4.9%	124	▲ 10.5%	1,372	1,275	▲ 7.6%
Pending Sales	118	104	▲ 13.5%	75	▲ 57.3%	1,150	1,191	▼ -3.4%
Median Days on Market	37	23	▲ 60.9%	14	▲ 164.3%	17	17	▶ 0.0%
Average Days on Market	56	44	▲ 27.6%	32	▲ 74.0%	44	57	▼ -22.9%
Price per Square Foot	\$160	\$160	▼ -0.3%	\$154	▲ 3.9%	\$158	\$152	▲ 3.9%
% of List Price Received	97.3%	98.3%	▼ -0.9%	99.7%	▼ -2.4%	98.4%	98.6%	▼ -0.2%
Active Inventory	251	254	▼ -1.2%	196	▲ 28.1%	—	—	—
Months Supply of Inventory	2.2	2.3	▼ -3.8%	2.0	▲ 10.1%	—	—	—

Median Sales Price



Number of Closed Sales

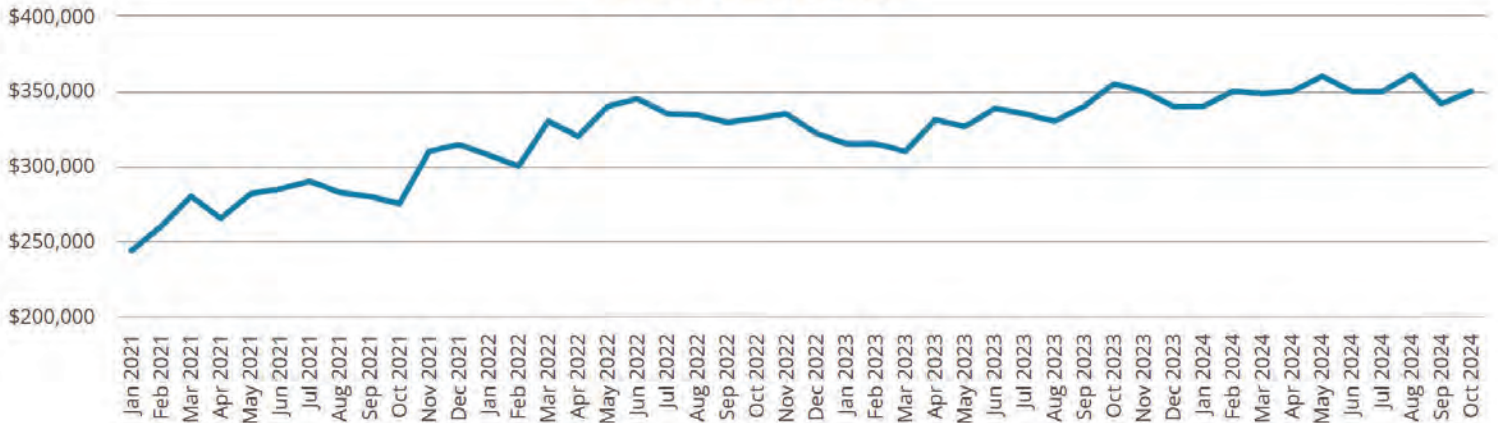


Hendricks County

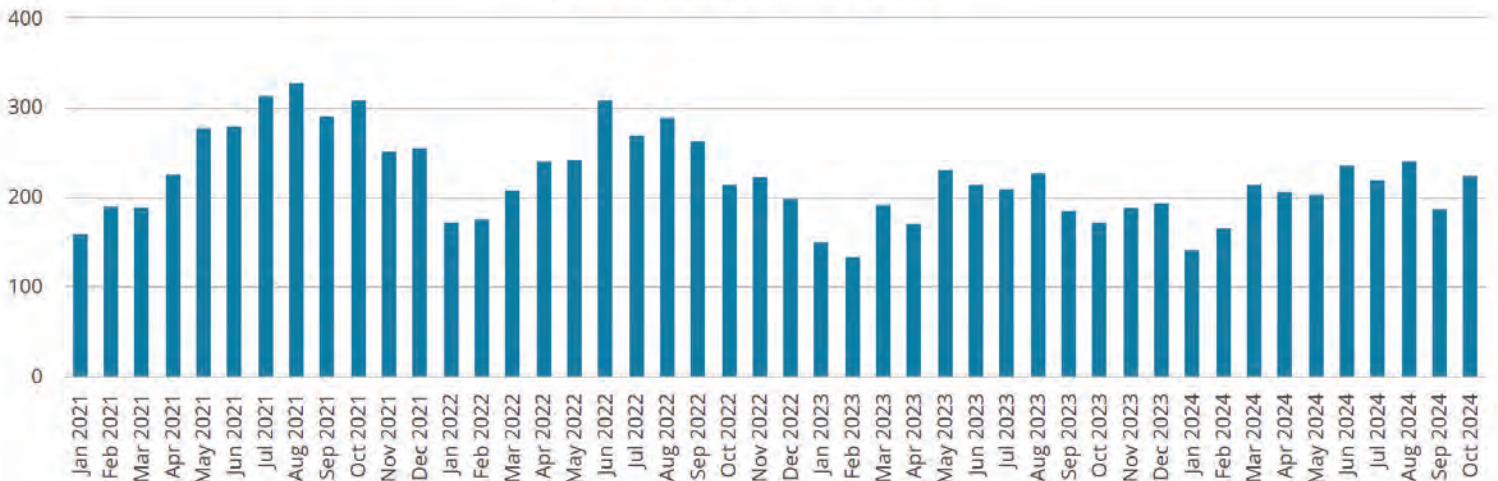
Data for Single Family Residence in Hendricks County.

	Oct 2024	Sep 2024	MoM	Oct 2023	YoY	2024	2023	YTD
Median Sales Price	\$350,000	\$341,750	▲ 2.4%	\$355,000	▼ -1.4%	\$350,000	\$330,000	▲ 6.1%
Closed Sales	225	188	▲ 19.7%	173	▲ 30.1%	2,047	1,898	▲ 7.9%
New Listings	272	245	▲ 11.0%	225	▲ 20.9%	2,471	2,244	▲ 10.1%
Pending Sales	202	213	▼ -5.2%	167	▲ 21.0%	2,109	1,920	▲ 9.8%
Median Days on Market	20	22	▼ -9.1%	18	▲ 11.1%	16	10	▲ 60.0%
Average Days on Market	39	41	▼ -3.7%	39	▲ 1.5%	40	35	▲ 12.8%
Price per Square Foot	\$158	\$164	▼ -3.7%	\$160	▼ -0.9%	\$159	\$159	▲ 0.3%
% of List Price Received	98.7%	98.2%	▲ 0.4%	98.8%	▼ -0.2%	98.6%	99.0%	▼ -0.4%
Active Inventory	424	383	▲ 10.7%	364	▲ 16.5%	—	—	—
Months Supply of Inventory	1.9	2.0	▼ -7.5%	2.1	▼ -10.4%	—	—	—

Median Sales Price



Number of Closed Sales



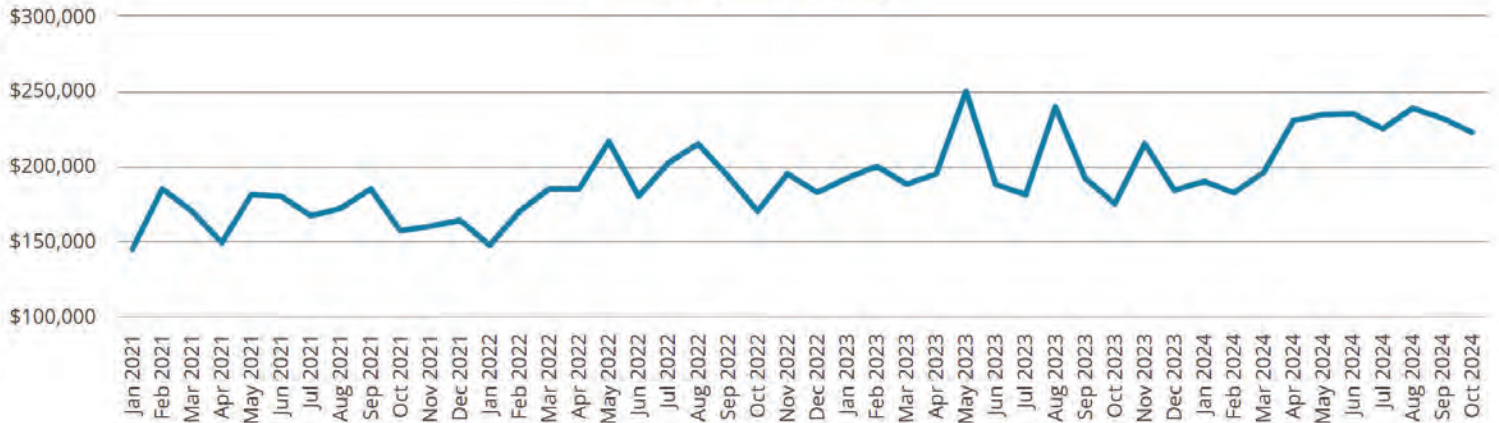
Jackson County



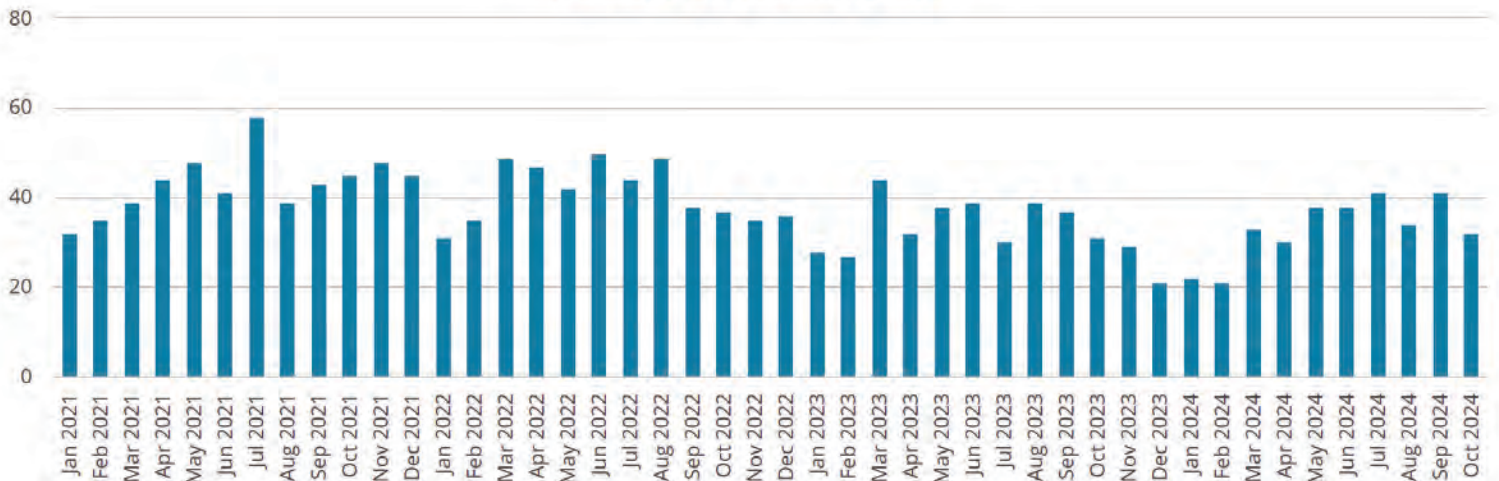
Data for Single Family Residence in Jackson County.

	Oct 2024	Sep 2024	MoM	Oct 2023	YoY	2024	2023	YTD
Median Sales Price	\$222,500	\$232,000	▼-4.1%	\$175,000	▲27.1%	\$221,000	\$200,000	▲10.5%
Closed Sales	32	41	▼-22.0%	31	▲3.2%	330	345	▼-4.3%
New Listings	38	33	▲15.2%	45	▼-15.6%	397	377	▲5.3%
Pending Sales	28	34	▼-17.6%	36	▼-22.2%	334	352	▼-5.1%
Median Days on Market	11	24.5	▼-55.1%	6.5	▲69.2%	12	9	▲33.3%
Average Days on Market	38	42	▼-10.1%	20	▲90.3%	42	30	▲39.8%
Price per Square Foot	\$135	\$154	▼-12.7%	\$123	▲9.3%	\$144	\$135	▲6.7%
% of List Price Received	98.1%	98.3%	▼-0.2%	97.1%	▲1.0%	98.1%	98.3%	▼-0.3%
Active Inventory	66	64	▲3.1%	53	▲24.5%	—	—	—
Months Supply of Inventory	2.1	1.6	▲32.1%	1.7	▲20.6%	—	—	—

Median Sales Price



Number of Closed Sales

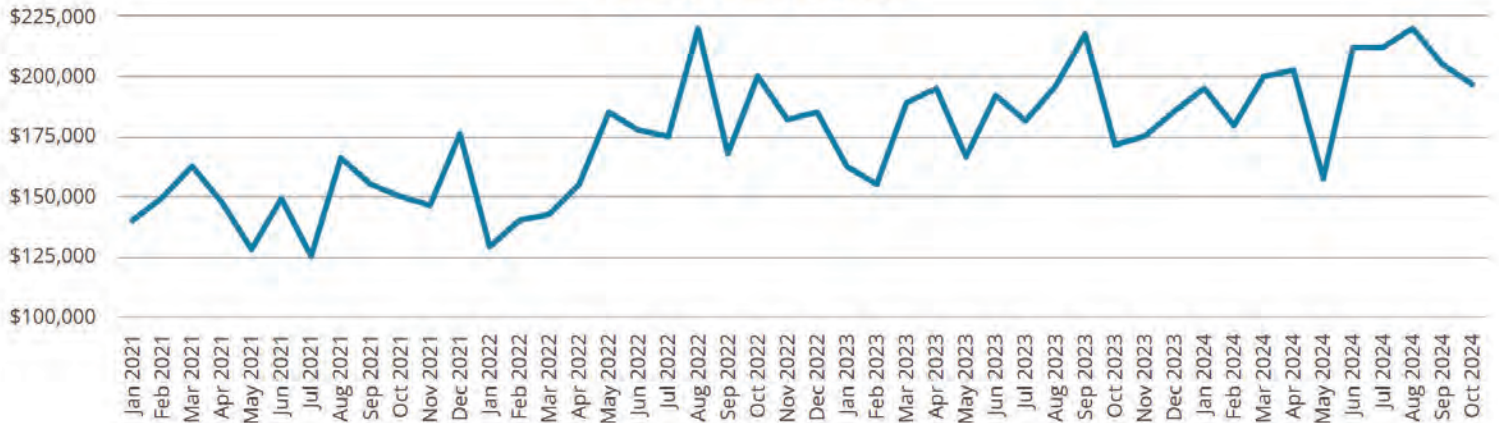


Jennings County

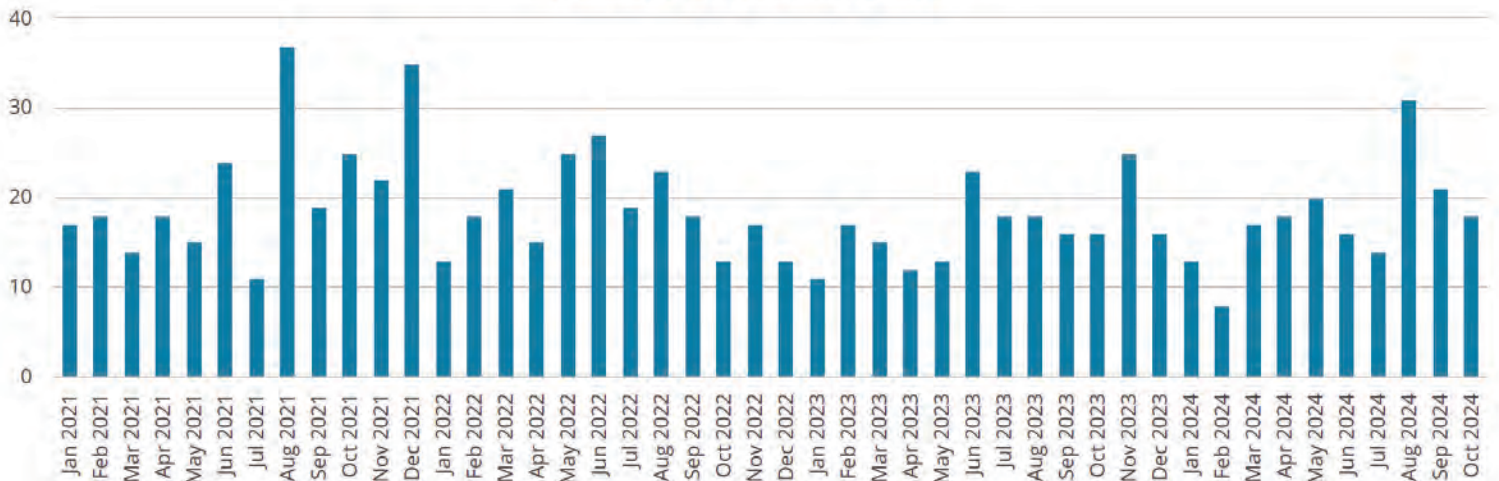
Data for Single Family Residence in Jennings County.

	Oct 2024	Sep 2024	MoM	Oct 2023	YoY	2024	2023	YTD
Median Sales Price	\$196,750	\$205,000	▼-4.0%	\$171,450	▲14.8%	\$199,900	\$185,000	▲8.1%
Closed Sales	18	21	▼-14.3%	16	▲12.5%	176	159	▲10.7%
New Listings	33	18	▲83.3%	28	▲17.9%	242	208	▲16.3%
Pending Sales	21	15	▲40.0%	18	▲16.7%	187	168	▲11.3%
Median Days on Market	20	51	▼-60.8%	16	▲25.0%	16	8	▲100.0%
Average Days on Market	43	65	▼-34.2%	32	▲34.8%	46	32	▲45.8%
Price per Square Foot	\$150	\$159	▼-5.7%	\$135	▲11.1%	\$138	\$127	▲8.7%
% of List Price Received	97.5%	98.7%	▼-1.2%	100.0%	▼-2.5%	97.6%	97.0%	▲0.6%
Active Inventory	53	45	▲17.8%	36	▲47.2%	—	—	—
Months Supply of Inventory	2.9	2.1	▲37.4%	2.2	▲30.9%	—	—	—

Median Sales Price



Number of Closed Sales

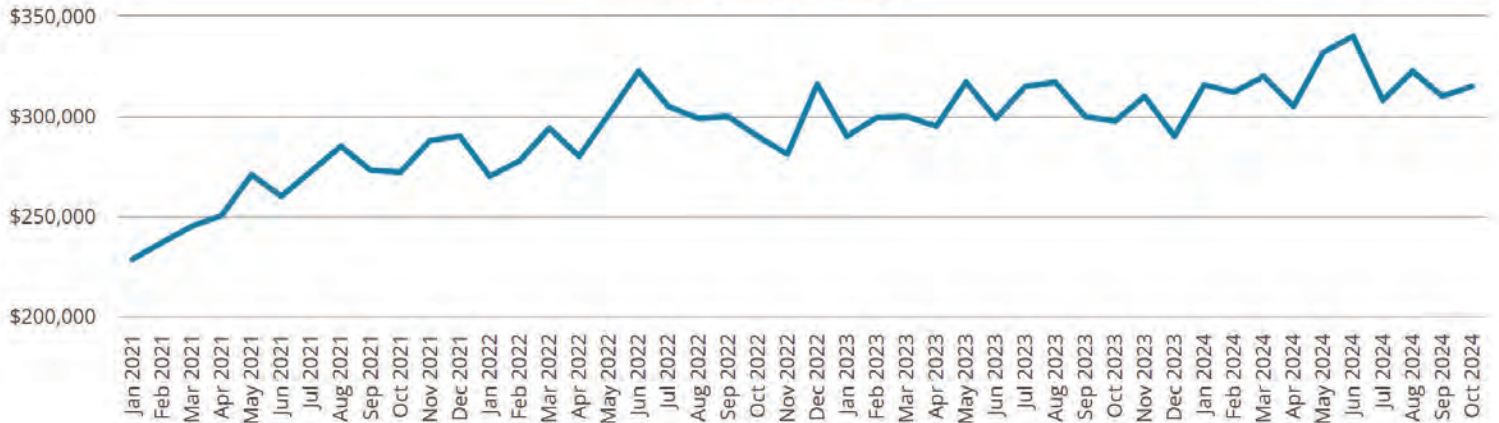


Johnson County

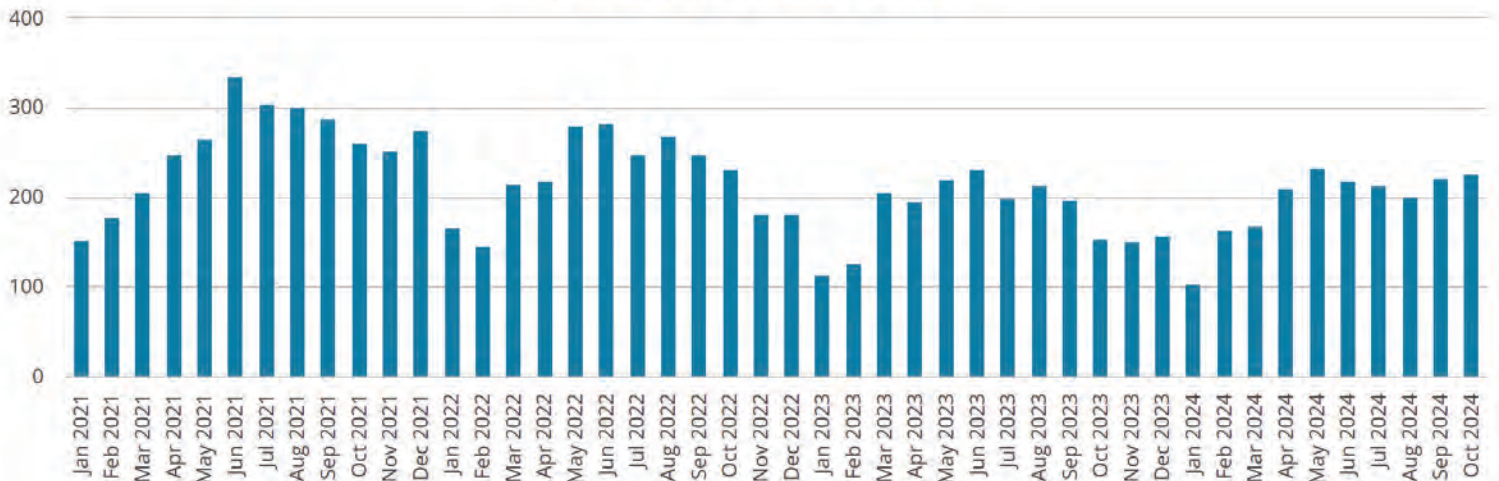
Data for Single Family Residence in Johnson County.

	Oct 2024	Sep 2024	MoM	Oct 2023	YoY	2024	2023	YTD
Median Sales Price	\$315,000	\$310,000	▲ 1.6%	\$297,500	▲ 5.9%	\$317,627	\$301,000	▲ 5.5%
Closed Sales	226	222	▲ 1.8%	154	▲ 46.8%	1,962	1,856	▲ 5.7%
New Listings	275	264	▲ 4.2%	207	▲ 32.9%	2,464	2,194	▲ 12.3%
Pending Sales	228	210	▲ 8.6%	151	▲ 51.0%	2,063	1,893	▲ 9.0%
Median Days on Market	20	18	▲ 11.1%	16	▲ 25.0%	14	13	▲ 7.7%
Average Days on Market	43	36	▲ 19.5%	36	▲ 19.8%	37	41	▼ -8.9%
Price per Square Foot	\$164	\$162	▲ 1.2%	\$157	▲ 4.8%	\$160	\$155	▲ 3.2%
% of List Price Received	98.1%	97.7%	▲ 0.4%	98.1%	▲ 0.1%	98.2%	98.6%	▼ -0.5%
Active Inventory	430	422	▲ 1.9%	328	▲ 31.1%	—	—	—
Months Supply of Inventory	1.9	1.9	▲ 0.1%	2.1	▼ -10.7%	—	—	—

Median Sales Price



Number of Closed Sales

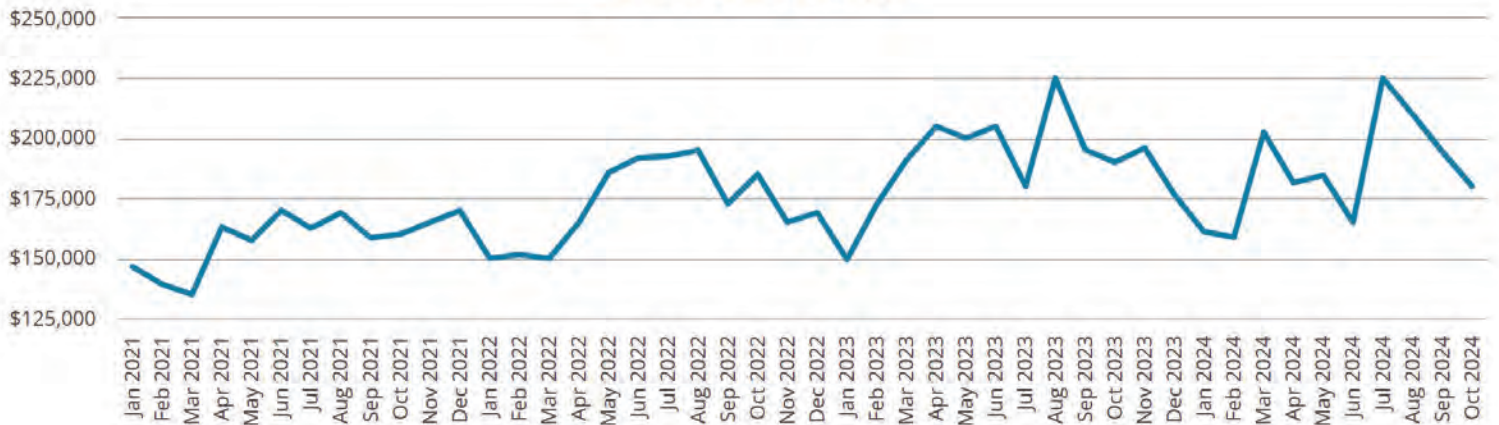


Madison County

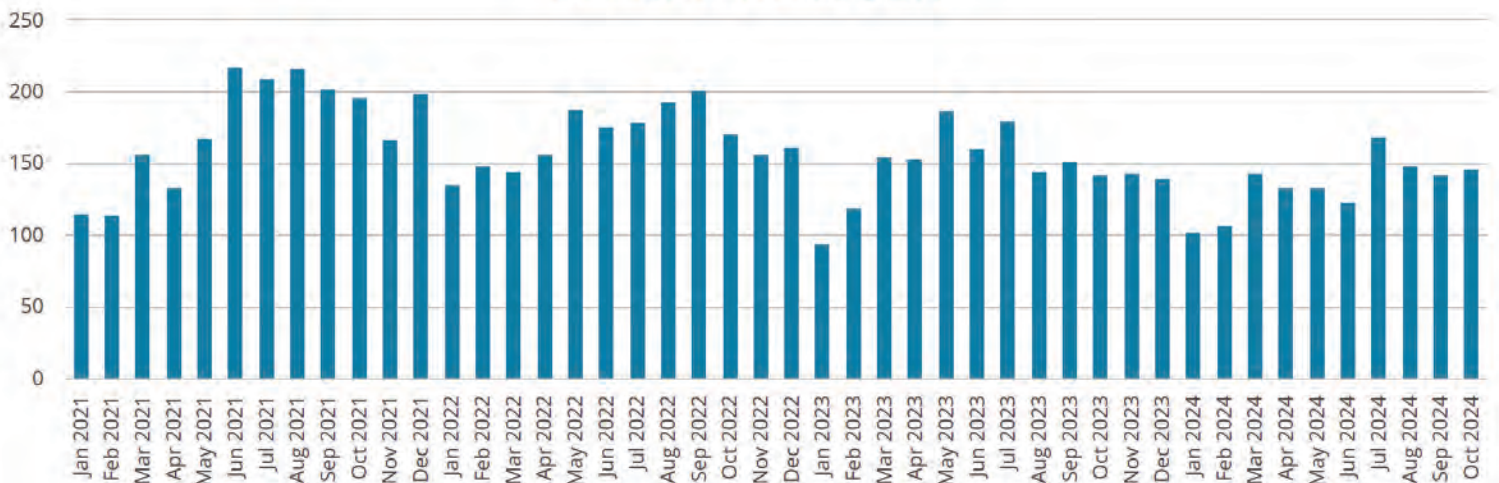
Data for Single Family Residence in Madison County.

	Oct 2024	Sep 2024	MoM	Oct 2023	YoY	2024	2023	YTD
Median Sales Price	\$180,000	\$194,400	▼-7.4%	\$190,000	▼-5.3%	\$189,950	\$195,000	▼-2.6%
Closed Sales	147	143	▲2.8%	143	▲2.8%	1,352	1,490	▼-9.3%
New Listings	179	170	▲5.3%	174	▲2.9%	1,658	1,837	▼-9.7%
Pending Sales	145	145	▶0.0%	135	▲7.4%	1,379	1,536	▼-10.2%
Median Days on Market	23	16	▲43.8%	12	▲91.7%	14	12	▲16.7%
Average Days on Market	41	34	▲19.7%	36	▲14.8%	37	42	▼-10.5%
Price per Square Foot	\$120	\$128	▼-6.3%	\$116	▲3.4%	\$127	\$120	▲5.8%
% of List Price Received	97.9%	98.1%	▼-0.2%	97.5%	▲0.4%	97.2%	97.8%	▼-0.6%
Active Inventory	245	261	▼-6.1%	276	▼-11.2%	—	—	—
Months Supply of Inventory	1.7	1.8	▼-8.7%	1.9	▼-13.6%	—	—	—

Median Sales Price



Number of Closed Sales

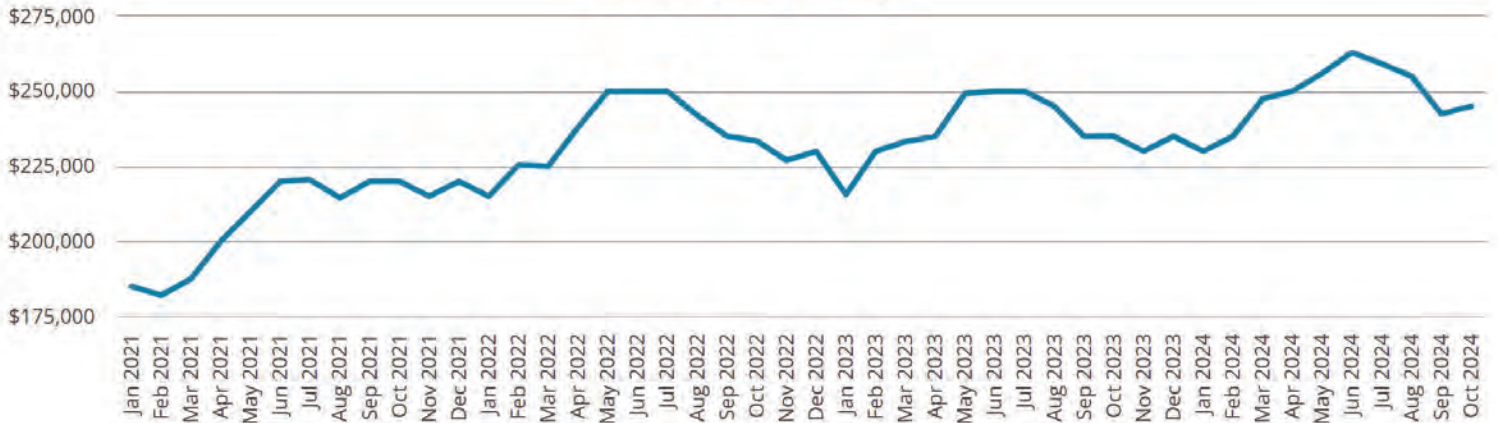


Marion County

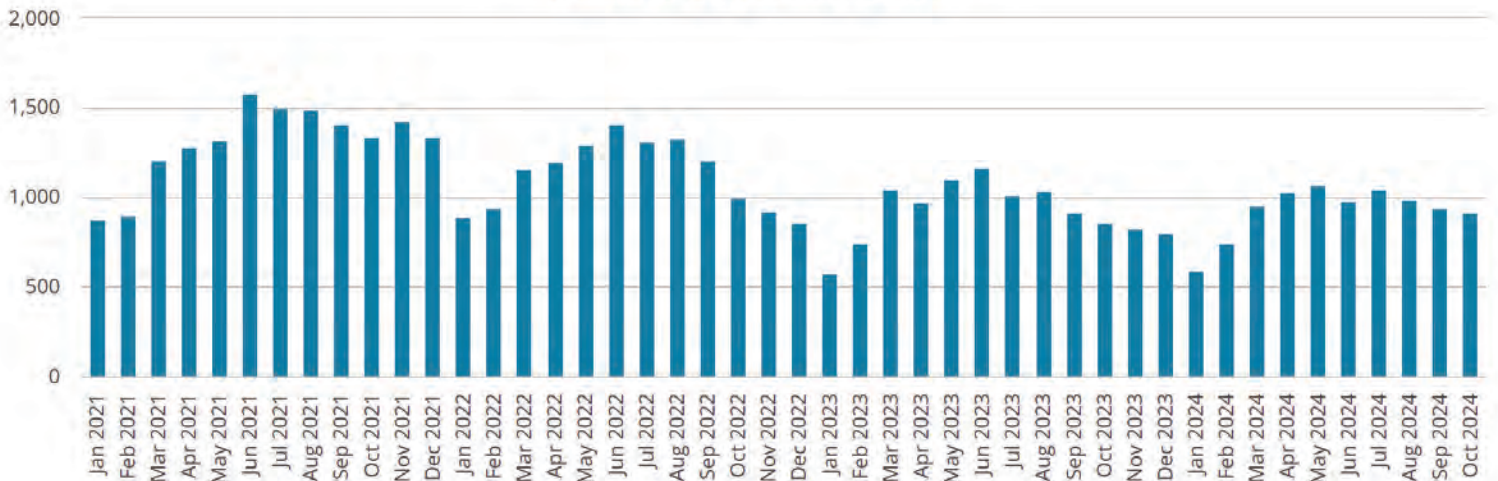
Data for Single Family Residence in Marion County.

	Oct 2024	Sep 2024	MoM	Oct 2023	YoY	2024	2023	YTD
Median Sales Price	\$245,000	\$242,500	⬆️ 1.0%	\$235,000	⬆️ 4.3%	\$250,000	\$240,000	⬆️ 4.2%
Closed Sales	913	938	⬆️ -2.7%	862	⬆️ 5.9%	9,253	9,434	⬆️ -1.9%
New Listings	1,233	1,141	⬆️ 8.1%	1,161	⬆️ 6.2%	11,894	11,845	⬆️ 0.4%
Pending Sales	986	859	⬆️ 14.8%	855	⬆️ 15.3%	9,648	9,673	⬆️ -0.3%
Median Days on Market	19	16	⬆️ 18.8%	16	⬆️ 18.8%	12	11	⬆️ 9.1%
Average Days on Market	42	40	⬆️ 5.4%	35	⬆️ 20.2%	38	38	⬆️ 0.3%
Price per Square Foot	\$149	\$153	⬆️ -2.6%	\$141	⬆️ 5.7%	\$151	\$144	⬆️ 4.9%
% of List Price Received	97.8%	98.4%	⬆️ -0.7%	98.1%	⬆️ -0.3%	98.4%	98.6%	⬆️ -0.2%
Active Inventory	2,140	2,045	⬆️ 4.6%	1,997	⬆️ 7.2%	—	—	—
Months Supply of Inventory	2.3	2.2	⬆️ 7.5%	2.3	⬆️ 1.2%	—	—	—

Median Sales Price



Number of Closed Sales

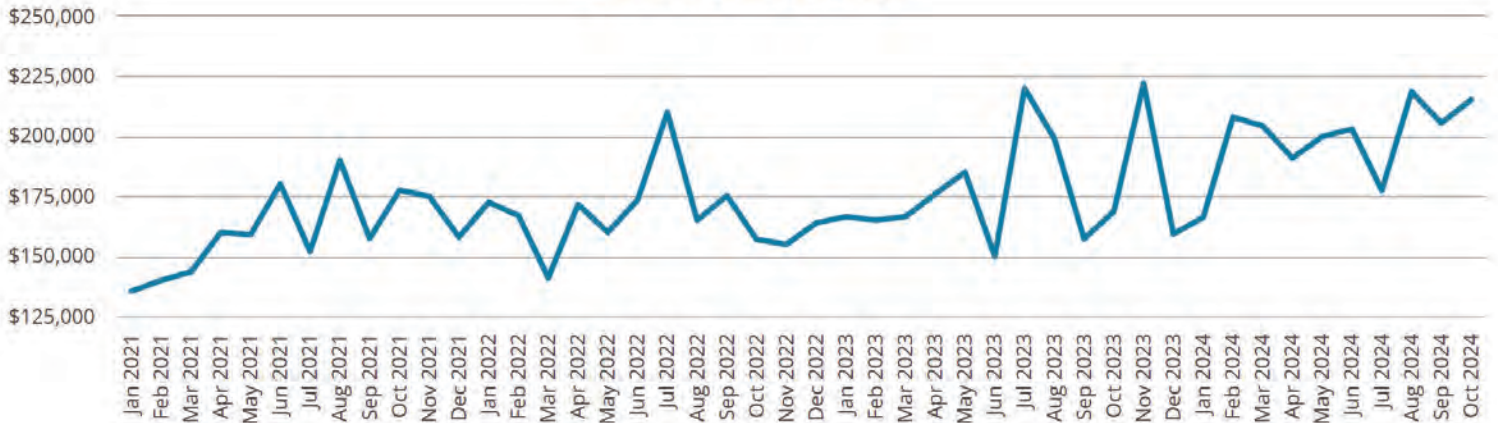


Montgomery County

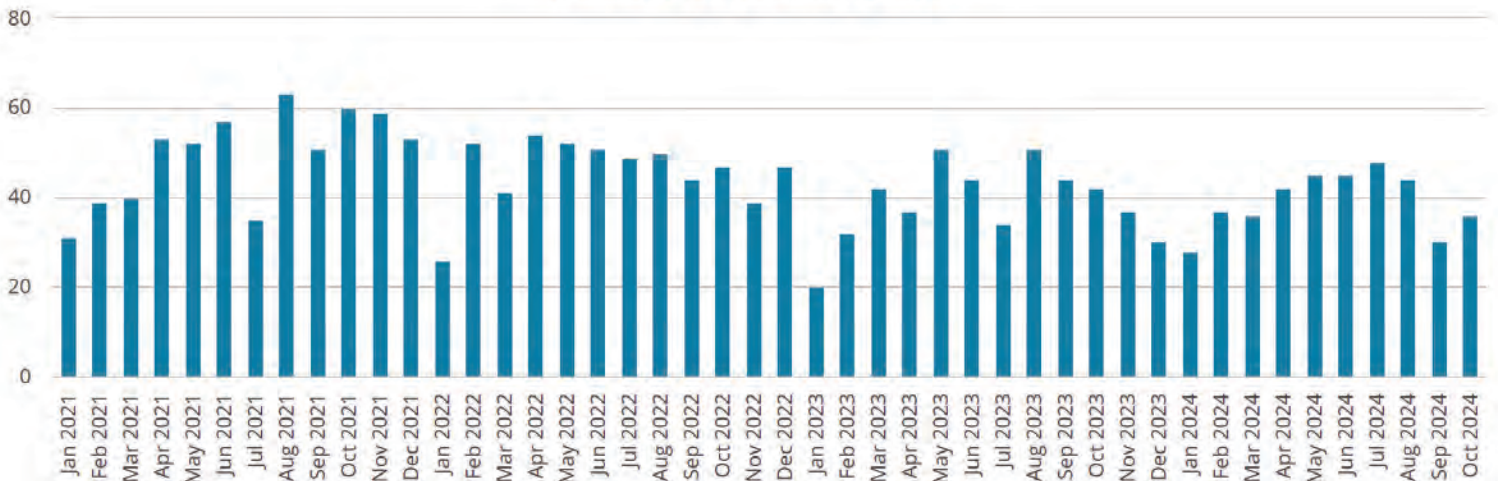
Data for Single Family Residence in Montgomery County.

	Oct 2024	Sep 2024	MoM	Oct 2023	YoY	2024	2023	YTD
Median Sales Price	\$215,250	\$205,500	▲ 4.7%	\$168,750	▲ 27.6%	\$202,800	\$171,000	▲ 18.6%
Closed Sales	36	30	▲ 20.0%	42	▼ -14.3%	391	397	▼ -1.5%
New Listings	53	51	▲ 3.9%	69	▼ -23.2%	471	482	▼ -2.3%
Pending Sales	42	36	▲ 16.7%	39	▲ 7.7%	412	418	▼ -1.4%
Median Days on Market	10.5	16.5	▼ -36.4%	10	▲ 5.0%	10	9	▲ 11.1%
Average Days on Market	22	27	▼ -16.7%	50	▼ -55.2%	36	35	▲ 2.8%
Price per Square Foot	\$151	\$155	▼ -2.6%	\$103	▲ 46.1%	\$134	\$116	▲ 15.5%
% of List Price Received	97.6%	97.4%	▲ 0.2%	97.6%	▼ -0.1%	97.8%	98.1%	▼ -0.3%
Active Inventory	84	76	▲ 10.5%	77	▲ 9.1%	—	—	—
Months Supply of Inventory	2.3	2.5	▼ -7.9%	1.8	▲ 27.3%	—	—	—

Median Sales Price



Number of Closed Sales

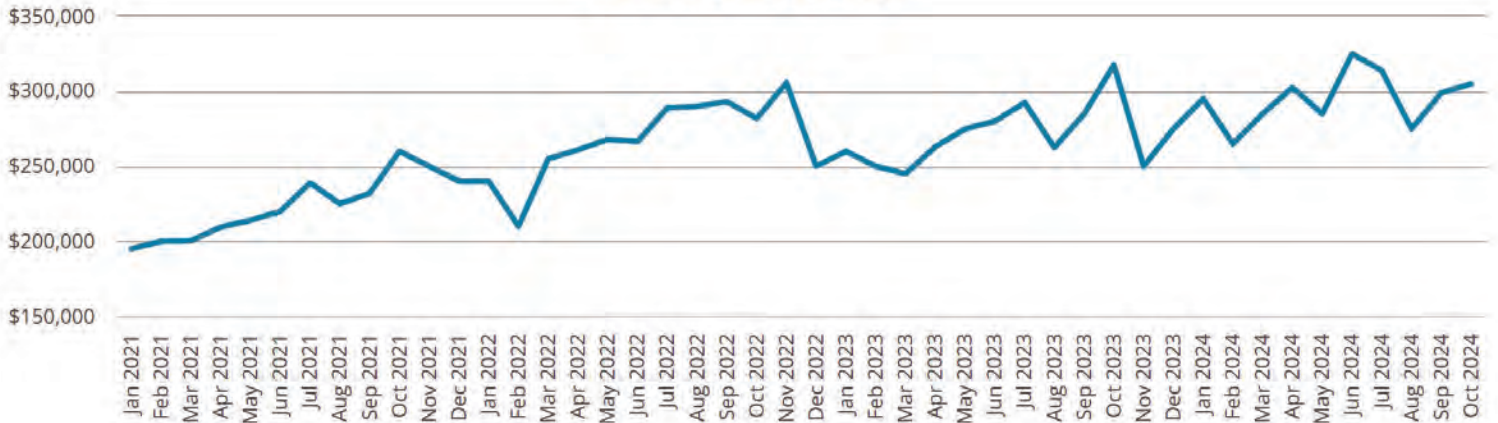


Morgan County

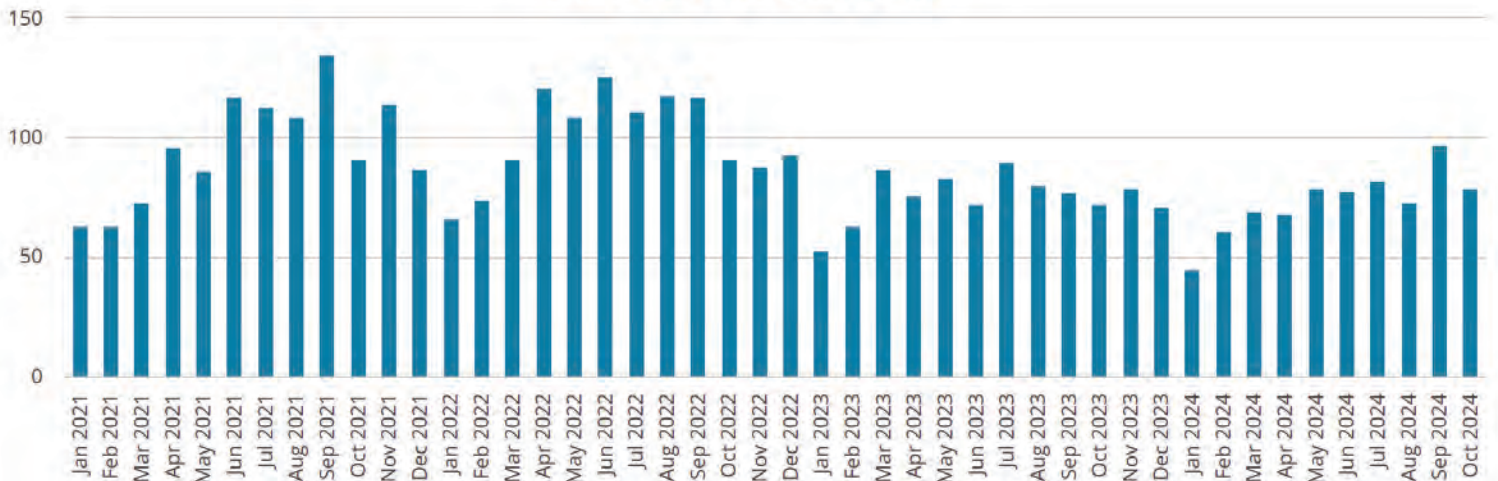
Data for Single Family Residence in Morgan County.

	Oct 2024	Sep 2024	MoM	Oct 2023	YoY	2024	2023	YTD
Median Sales Price	\$305,000	\$299,000	▲ 2.0%	\$317,450	▼ -3.9%	\$295,000	\$275,000	▲ 7.3%
Closed Sales	79	97	▼ -18.6%	72	▲ 9.7%	731	753	▼ -2.9%
New Listings	108	81	▲ 33.3%	96	▲ 12.5%	926	939	▼ -1.4%
Pending Sales	80	86	▼ -7.0%	76	▲ 5.3%	773	777	▼ -0.5%
Median Days on Market	22	25	▼ -12.0%	19	▲ 15.8%	16	15	▲ 6.7%
Average Days on Market	46	45	▲ 2.9%	33	▲ 40.1%	42	49	▼ -13.8%
Price per Square Foot	\$168	\$158	▲ 6.3%	\$156	▲ 7.7%	\$163	\$152	▲ 7.2%
% of List Price Received	98.1%	97.7%	▲ 0.4%	98.3%	▼ -0.1%	98.0%	98.4%	▼ -0.3%
Active Inventory	176	161	▲ 9.3%	181	▼ -2.8%	—	—	—
Months Supply of Inventory	2.2	1.7	▲ 34.2%	2.5	▼ -11.4%	—	—	—

Median Sales Price



Number of Closed Sales

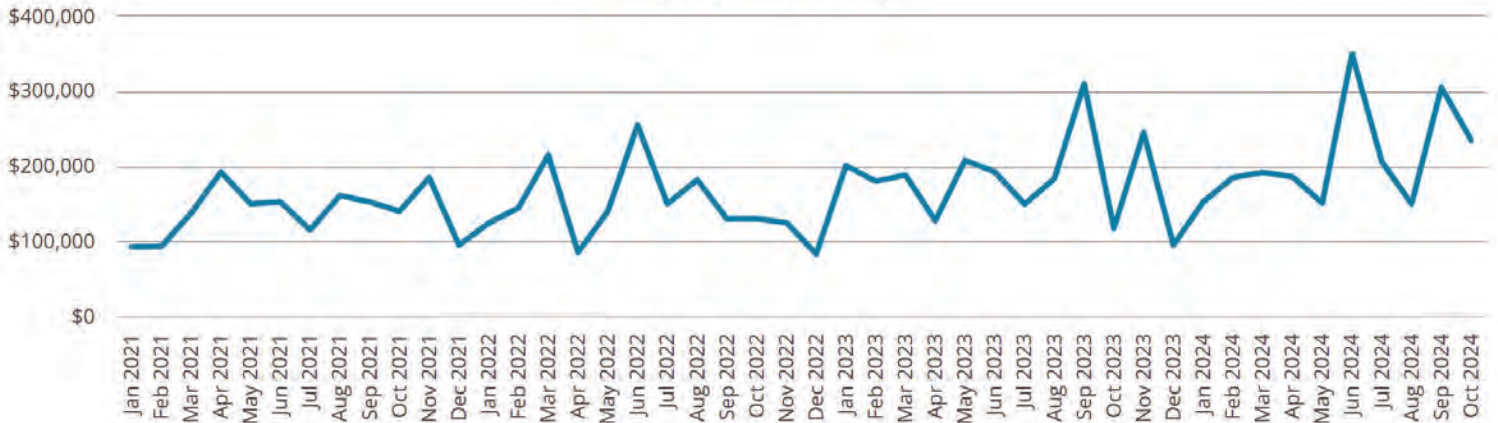


Parke County

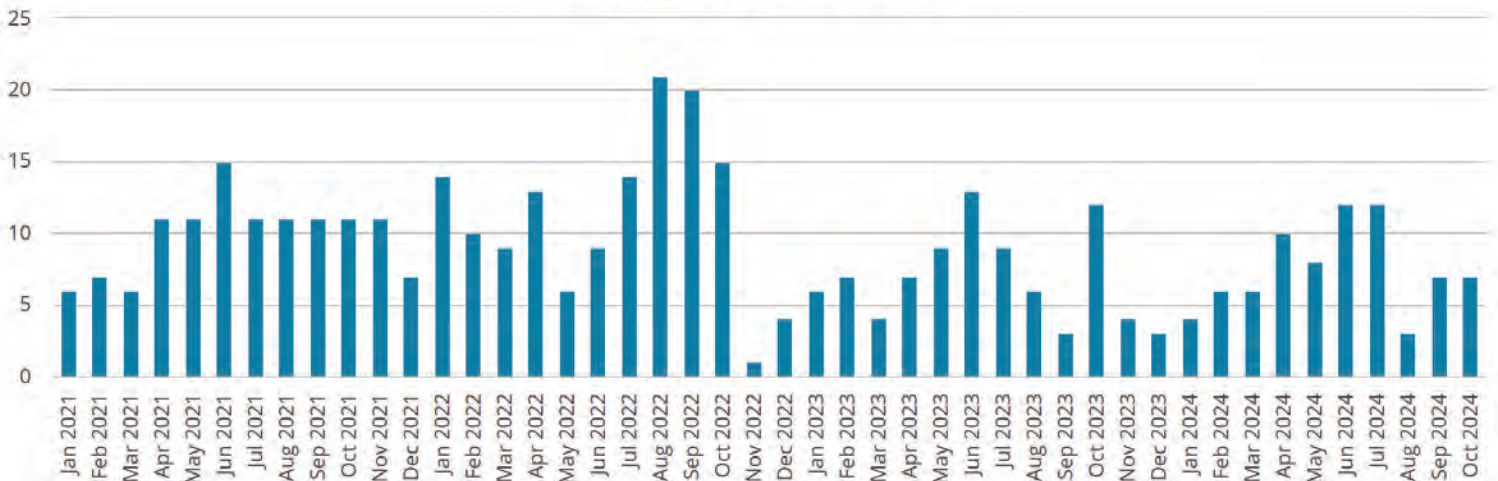
Data for Single Family Residence in Parke County.

	Oct 2024	Sep 2024	MoM	Oct 2023	YoY	2024	2023	YTD
Median Sales Price	\$235,000	\$305,000	▼-23.0%	\$117,500	▲100.0%	\$192,000	\$165,000	▲16.4%
Closed Sales	7	7	▶0.0%	12	▼-41.7%	75	76	▼-1.3%
New Listings	16	7	▲128.6%	5	▲220.0%	100	86	▲16.3%
Pending Sales	6	8	▼-25.0%	9	▼-33.3%	79	72	▲9.7%
Median Days on Market	42.5	54.5	▼-22.0%	25	▲70.0%	36	27	▲33.3%
Average Days on Market	54	84	▼-35.8%	96	▼-43.5%	76	66	▲16.2%
Price per Square Foot	\$102	\$174	▼-41.4%	\$98	▲4.1%	\$110	\$106	▲4.3%
% of List Price Received	92.5%	94.7%	▼-2.3%	92.0%	▲0.6%	92.3%	94.2%	▼-1.9%
Active Inventory	32	32	▶0.0%	25	▲28.0%	—	—	—
Months Supply of Inventory	4.6	4.6	▶0.0%	2.1	▲119.3%	—	—	—

Median Sales Price



Number of Closed Sales

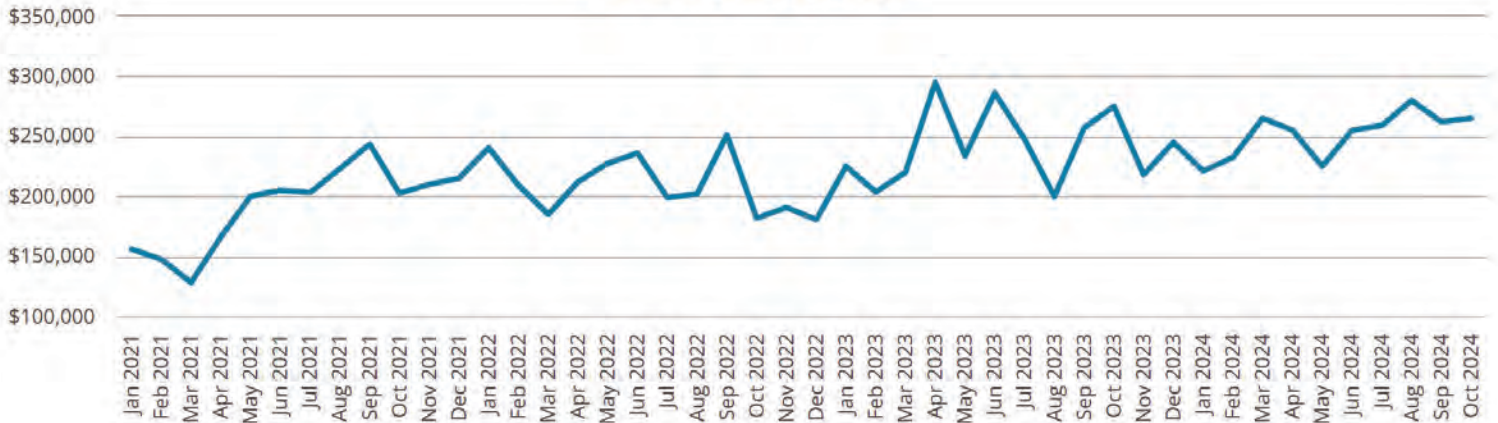


Putnam County

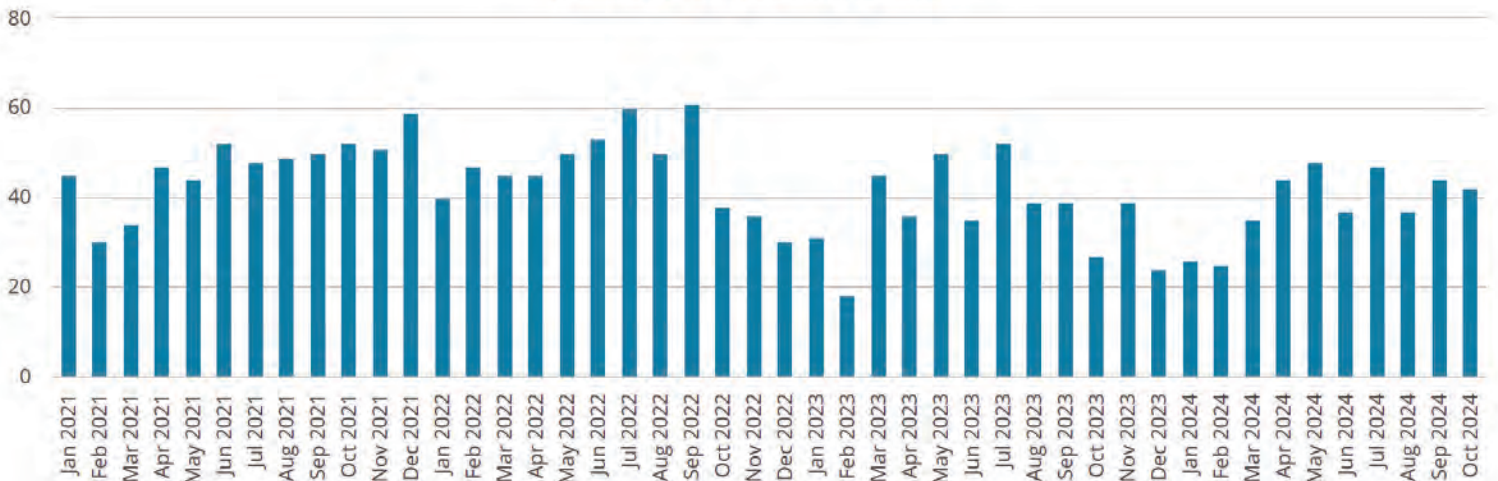
Data for Single Family Residence in Putnam County.

	Oct 2024	Sep 2024	MoM	Oct 2023	YoY	2024	2023	YTD
Median Sales Price	\$264,950	\$262,000	▲ 1.1%	\$275,000	▼ -3.7%	\$255,000	\$240,000	▲ 6.3%
Closed Sales	42	44	▼ -4.5%	27	▲ 55.6%	385	372	▲ 3.5%
New Listings	44	57	▼ -22.8%	47	▼ -6.4%	513	426	▲ 20.4%
Pending Sales	44	41	▲ 7.3%	32	▲ 37.5%	412	378	▲ 9.0%
Median Days on Market	22	13	▲ 69.2%	13	▲ 69.2%	16	12	▲ 33.3%
Average Days on Market	42	32	▲ 30.1%	26	▲ 62.4%	36	40	▼ -9.5%
Price per Square Foot	\$166	\$181	▼ -8.0%	\$143	▲ 16.1%	\$165	\$142	▲ 16.2%
% of List Price Received	96.6%	97.4%	▼ -0.8%	94.5%	▲ 2.2%	97.5%	97.7%	▼ -0.2%
Active Inventory	91	95	▼ -4.2%	66	▲ 37.9%	—	—	—
Months Supply of Inventory	2.2	2.2	▲ 0.3%	2.4	▼ -11.4%	—	—	—

Median Sales Price



Number of Closed Sales

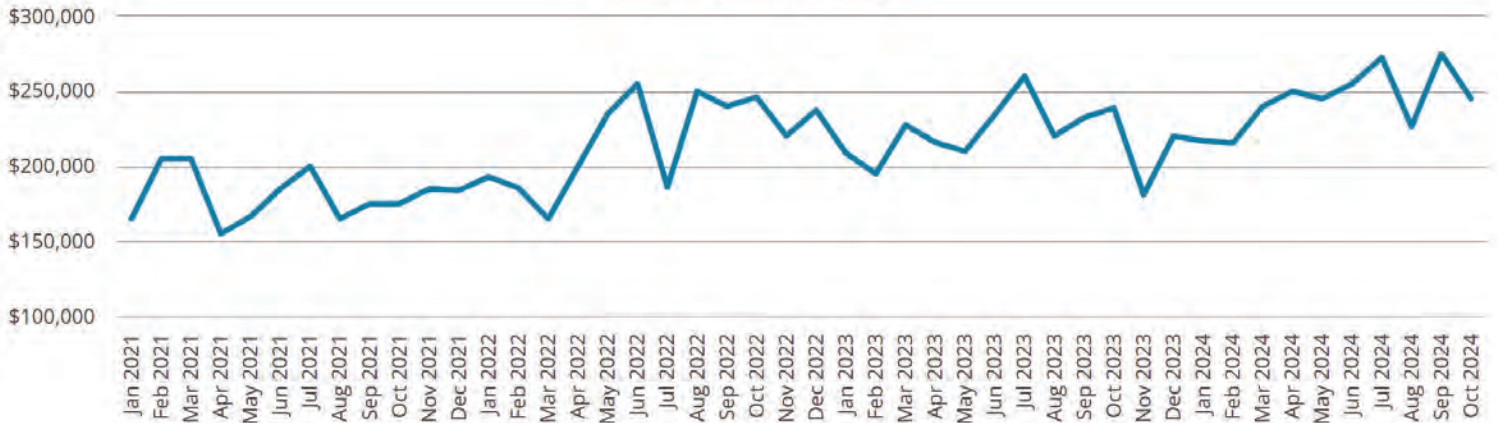


Shelby County

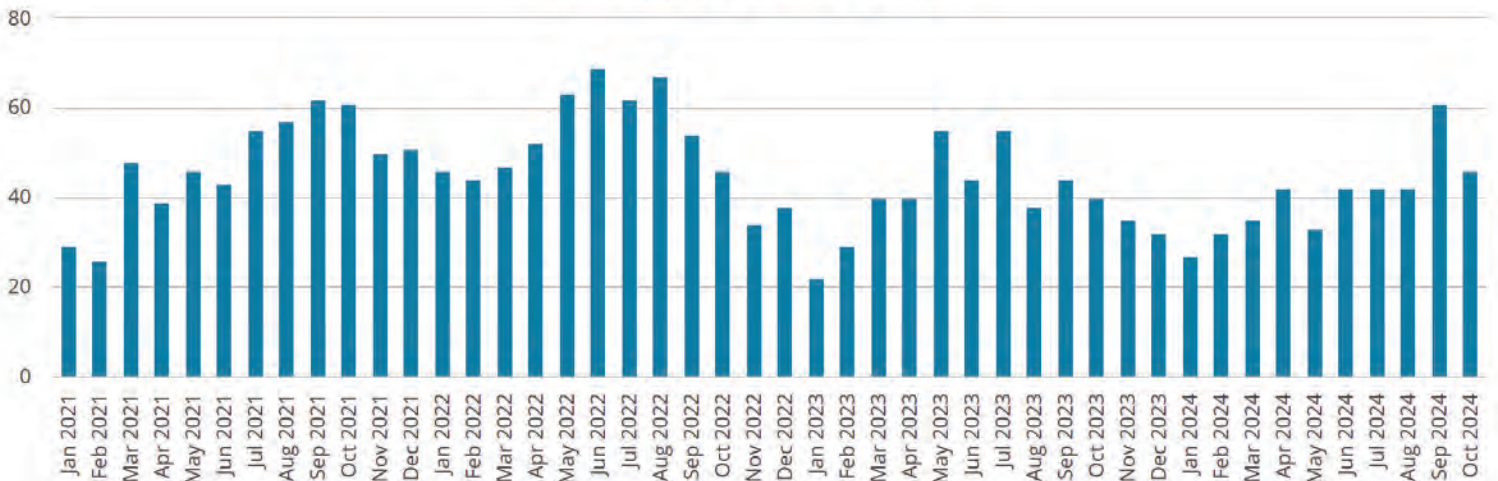
Data for Single Family Residence in Shelby County.

	Oct 2024	Sep 2024	MoM	Oct 2023	YoY	2024	2023	YTD
Median Sales Price	\$245,000	\$275,000	▼ -10.9%	\$238,950	▲ 2.5%	\$250,000	\$225,000	▲ 11.1%
Closed Sales	46	61	▼ -24.6%	40	▲ 15.0%	402	407	▼ -1.2%
New Listings	62	48	▲ 29.2%	56	▲ 10.7%	482	489	▼ -1.4%
Pending Sales	42	54	▼ -22.2%	44	▼ -4.5%	421	418	▲ 0.7%
Median Days on Market	22	15	▲ 46.7%	11.5	▲ 91.3%	16	8	▲ 100.0%
Average Days on Market	47	40	▲ 17.4%	41	▲ 16.3%	45	39	▲ 15.2%
Price per Square Foot	\$144	\$151	▼ -5.0%	\$149	▼ -3.7%	\$146	\$136	▲ 7.4%
% of List Price Received	98.8%	98.3%	▲ 0.5%	96.8%	▲ 2.0%	98.1%	98.1%	▲ 0.1%
Active Inventory	91	83	▲ 9.6%	75	▲ 21.3%	—	—	—
Months Supply of Inventory	2.0	1.4	▲ 45.4%	1.9	▲ 5.5%	—	—	—

Median Sales Price



Number of Closed Sales



Condominiums

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

	Oct 2024	Sep 2024	MoM	Oct 2023	YoY	2024	2023	YTD
Median Sales Price	\$230,000	\$233,000	▼-1.3%	\$218,000	▲5.5%	\$228,000	\$225,000	▲1.3%
Closed Sales	165	162	▲1.9%	154	▲7.1%	1,543	1,645	▼-6.2%
New Listings	215	194	▲10.8%	181	▲18.8%	2,017	1,999	▲0.9%
Pending Sales	157	165	▼-4.8%	129	▲21.7%	1,625	1,694	▼-4.1%
Median Days on Market	26	18	▲44.4%	13	▲100.0%	19	9	▲111.1%
Average Days on Market	42	38	▲11.1%	31	▲33.0%	45	37	▲20.5%
Price per Square Foot	\$157	\$161	▼-2.5%	\$153	▲2.6%	\$155	\$152	▲2.0%
% of List Price Received	97.5%	97.9%	▼-0.4%	97.5%	▼0.0%	97.9%	98.6%	▼-0.7%
Active Inventory	427	419	▲1.9%	292	▲46.2%	—	—	—
Months Supply of Inventory	2.6	2.6	▲0.1%	1.9	▲36.5%	—	—	—

Median Sales Price



Number of Closed Sales

