

MARKET INSIGHTS REPORT

December 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 17 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 mibor.com/marketinsights.

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

The central Indiana housing market ended 2024 with the median sales price of single-family homes up 8.1% over last December to \$300,540. In the MIBOR BLC® Listing Service area 15 out of 17 counties listed positive price changes from a year ago. Annually, the median sales price rose to \$301,475, representing a 4.0% increase over 2023.

“December closed out the year strong with the fourth consecutive month of positive year-over-year sales,” says MIBOR CEO Shelley Specchio. “We are encouraged to see closed sales and pending sales continue to show resilience, even in the face of higher interest rates and expect to see continued improvements in 2025. As consumers continue to acclimate to a higher rate environment, buyers and sellers are beginning to adapt to this reality and are finding more commonality to get to the closing table.”

Closed sales jumped 8.1% from last December and were relatively flat from November, down 0.2%. While closed sales struggled to take off in the first half of 2024, gains in the back half were able to bring the annual sales even with 2023, up slightly 0.1%. Pending sales continued the 5-month streak of year-over-year increase, up 4.3% and were up in 11 of the 17 counties in the service area including Hancock, Johnson, Marion, and Shelby. The typical listing received 97.8% of the asking price, relatively flat from 98.0% in November

New listings were flat, relatively unchanged from last year, but down 30.8% from November. The median days on market rose to 32 days, up from 31 days last year. Active inventory increased 10.7% over last year with 4,319 single-family homes for sale, reflecting a 1.9-month supply.

According to the most recent data available from the National Association of Realtors®, total existing-home sales in November grew 4.8% from October to a seasonally adjusted annual rate of 4.15 million in November. Year-over-year, sales jumped 6.1%, up from 3.91 million in November 2023. Total housing inventory grew 17.7% from last November, and unsold inventory represented a 3.8-month supply. The median existing-home price for all housing types in November was \$406,100, up 4.7% from one year ago. “Existing homeowners are capitalizing on the collective \$15 trillion rise in housing equity over the past four years to look for homes better suited to their changing life circumstances,” said NAR Chief Economist Lawrence Yun.

Year-over-year data for December:

- An increase in Median Sales Price of 8.1% to \$300,540
- Average days on market decreased 8.9% at 54
- Current active listings increased 10.7% to 4,319

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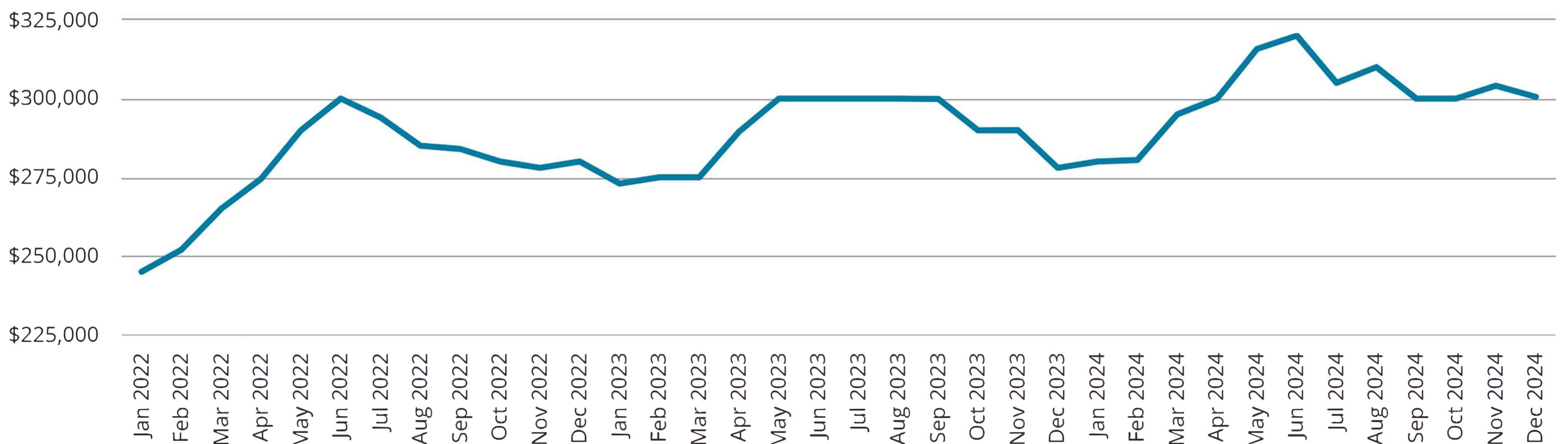
MIBOR SERVICE AREA	(1-11)
BARTHOLOMEW COUNTY	(12)
BOONE COUNTY	(13)
BROWN COUNTY	(14)
DECATUR COUNTY	(15)
HAMILTON COUNTY	(16)
HANCOCK COUNTY	(17)
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JACKSON COUNTY	(19)
JENNINGS COUNTY	(20)
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MIBOR Market Summary

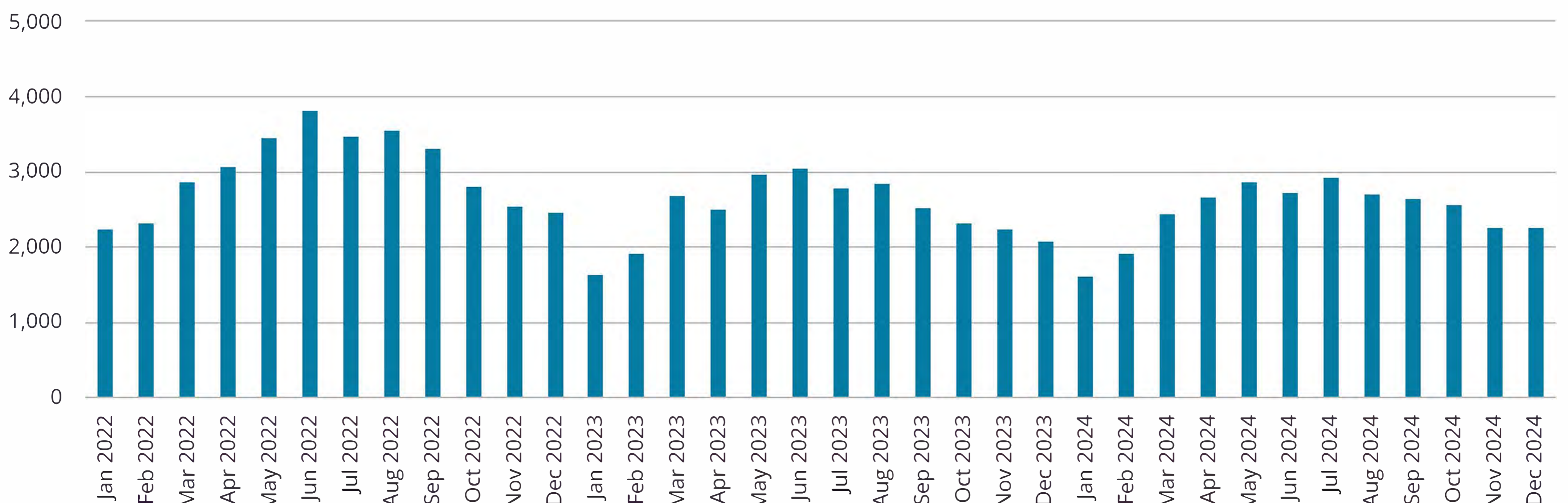
Data for Single Family Residence in Bartholomew, Boone, Brown, Decatur, Hamilton, Hancock, Hendricks, Jackson, Jennings, Johnson, Madison, Marion, Montgomery, Morgan, Parke, Putnam, Shelby.

	Dec 2024	Nov 2024	MoM	Dec 2023	YoY	2024	2023	YTD
Median Sales Price	\$300,540	\$304,100	▼ -1.2%	\$278,000	▲ 8.1%	\$301,475	\$290,000	▲ 4.0%
Closed Sales	2,261	2,266	▼ -0.2%	2,091	▲ 8.1%	29,658	29,624	▲ 0.1%
New Listings	1,590	2,298	▼ -30.8%	1,589	▲ 0.1%	35,030	34,075	▲ 2.8%
Pending Sales	1,758	2,105	▼ -16.5%	1,686	▲ 4.3%	29,633	29,304	▲ 1.1%
Median Days on Market	32	22	▲ 45.5%	31	▲ 3.2%	14	12	▲ 16.7%
Average Days on Market	54	46	▲ 17.6%	59	▼ -8.9%	39	40	▼ -1.4%
Price per Square Foot	\$158	\$158	▶ 0.0%	\$148	▲ 6.8%	\$158	\$152	▲ 3.9%
% of List Price Received	97.8%	98.0%	▼ -0.2%	97.5%	▲ 0.3%	98.3%	98.5%	▼ -0.2%
Active Inventory	4,319	4,988	▼ -13.4%	3,900	▲ 10.7%	—	—	—
Months Supply of Inventory	1.9	2.2	▼ -13.2%	1.9	▲ 2.4%	—	—	—

Median Sales Price



Number of Closed Sales

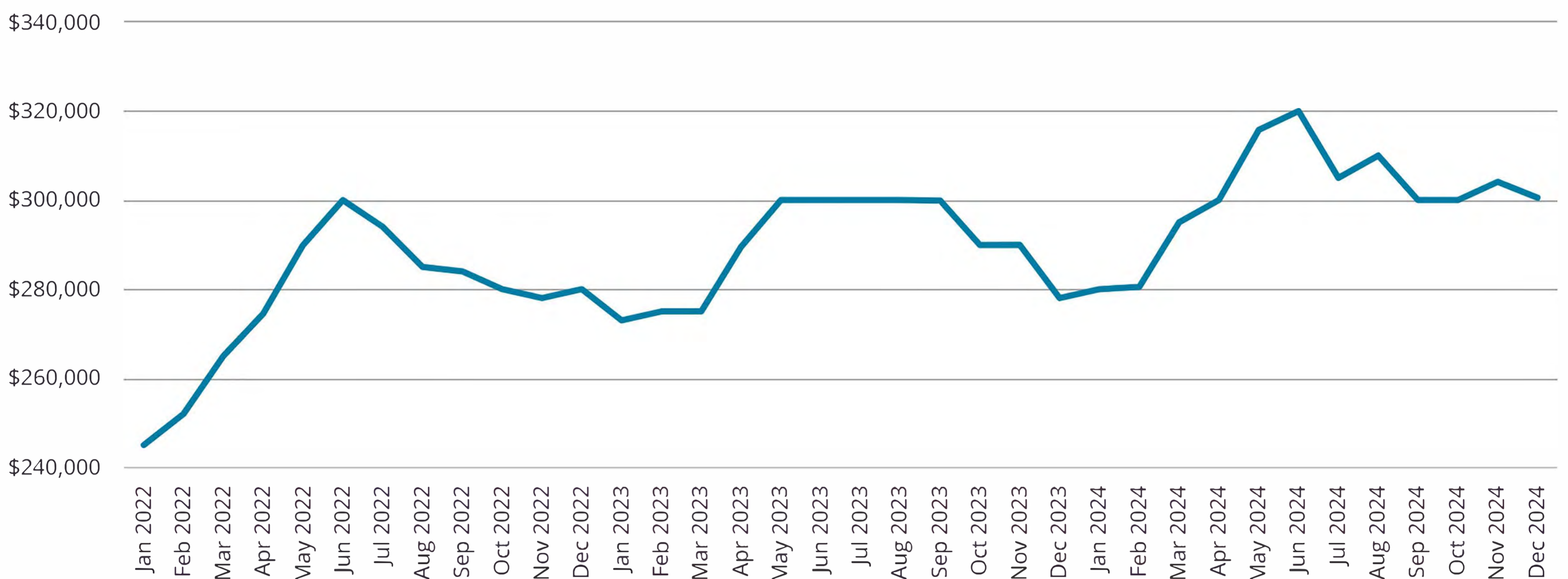


Median Sales Price

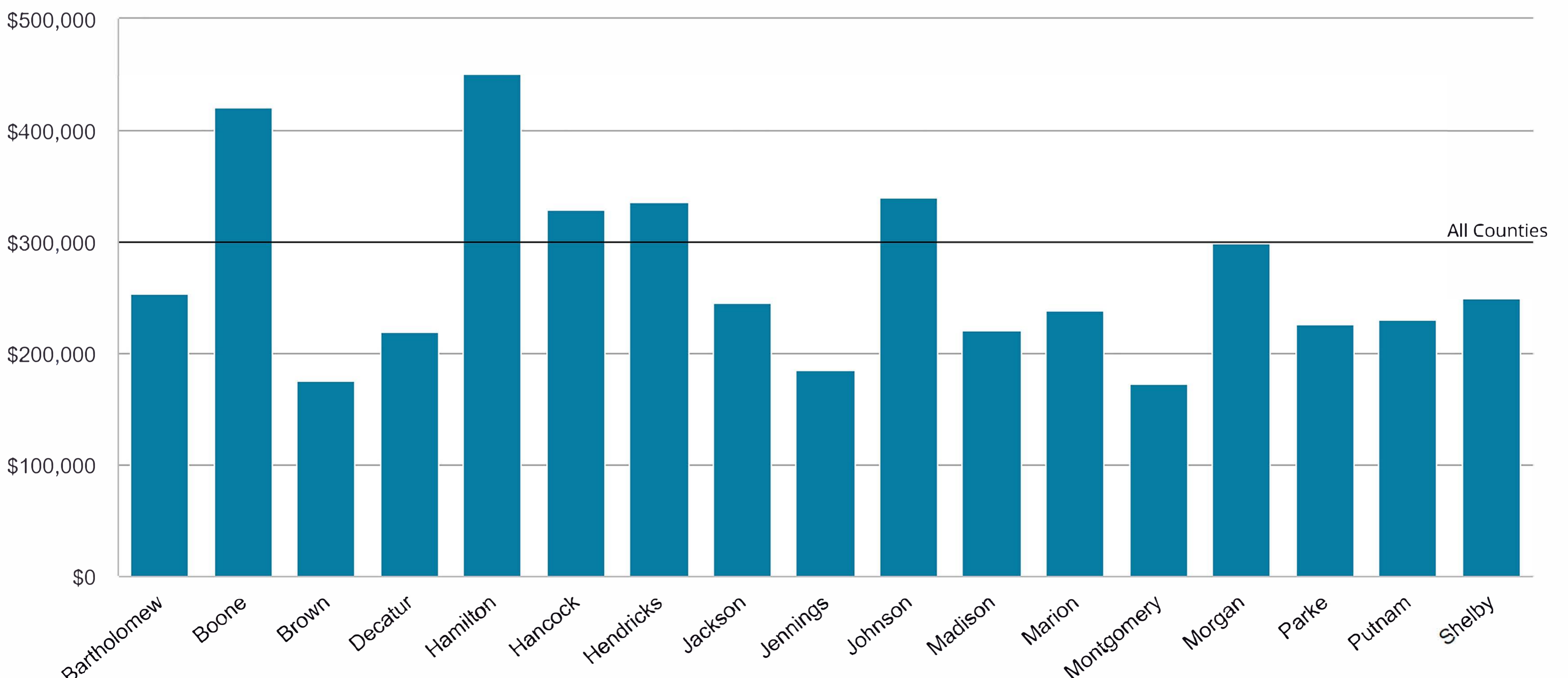
Sales Price is the mid-point (median) value where the price for half of the closed sales is higher and half is lower. Median is preferred to average as it accounts for outliers at the high or low end of the price range.

December 2024	Month over Month Change	Year over Year Change	Year to Date Change
\$300,540	⚡ -1.2%	⬆️ 8.1%	⬆️ 4.0%

Historical Activity



County Comparison

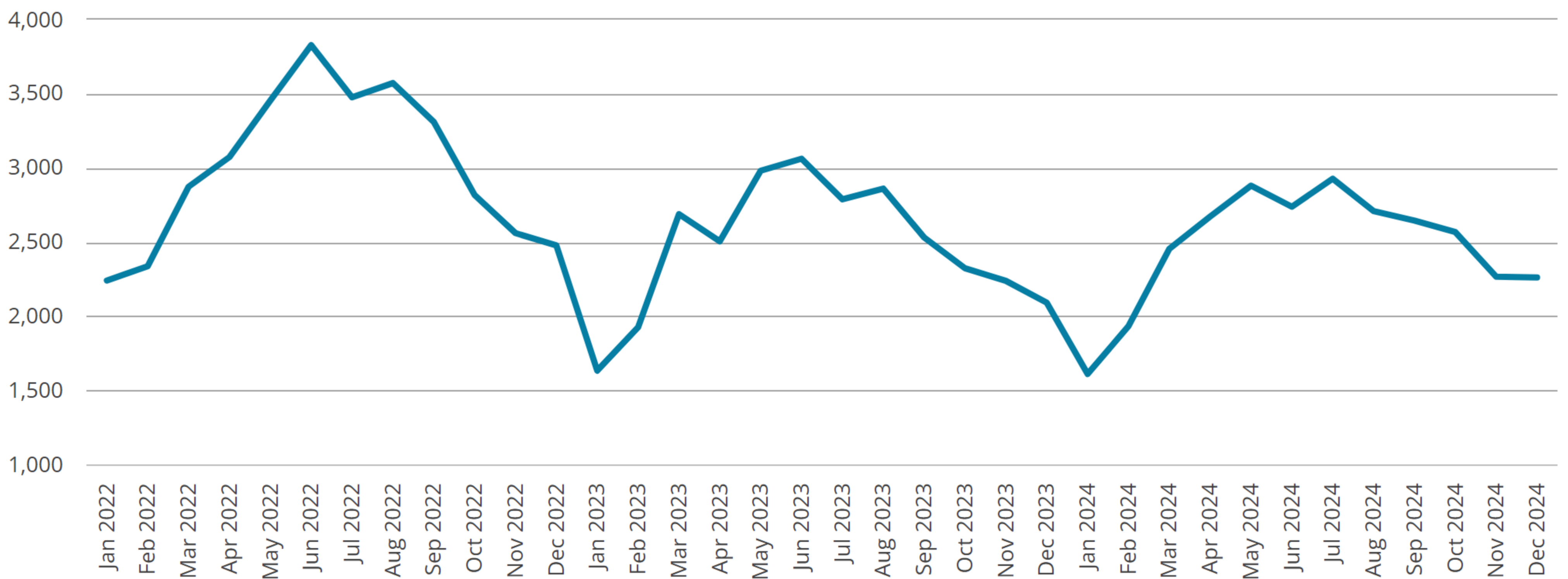


Closed Sales

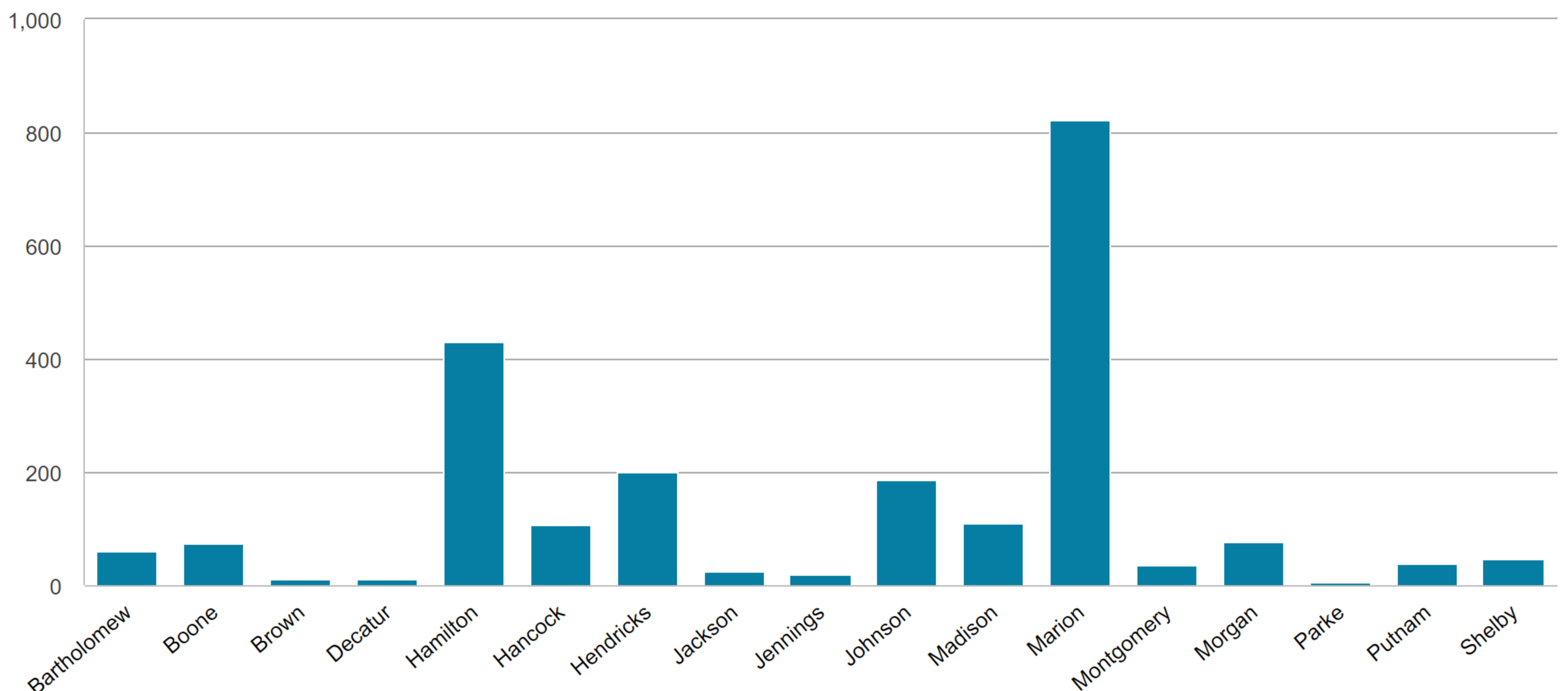
The number of properties that actually sold.

December 2024	Month over Month Change	Year over Year Change	Year to Date Change
2,261	⚡ -0.2%	⬆️ 8.1%	⬆️ 0.1%

Historical Activity



County Comparison

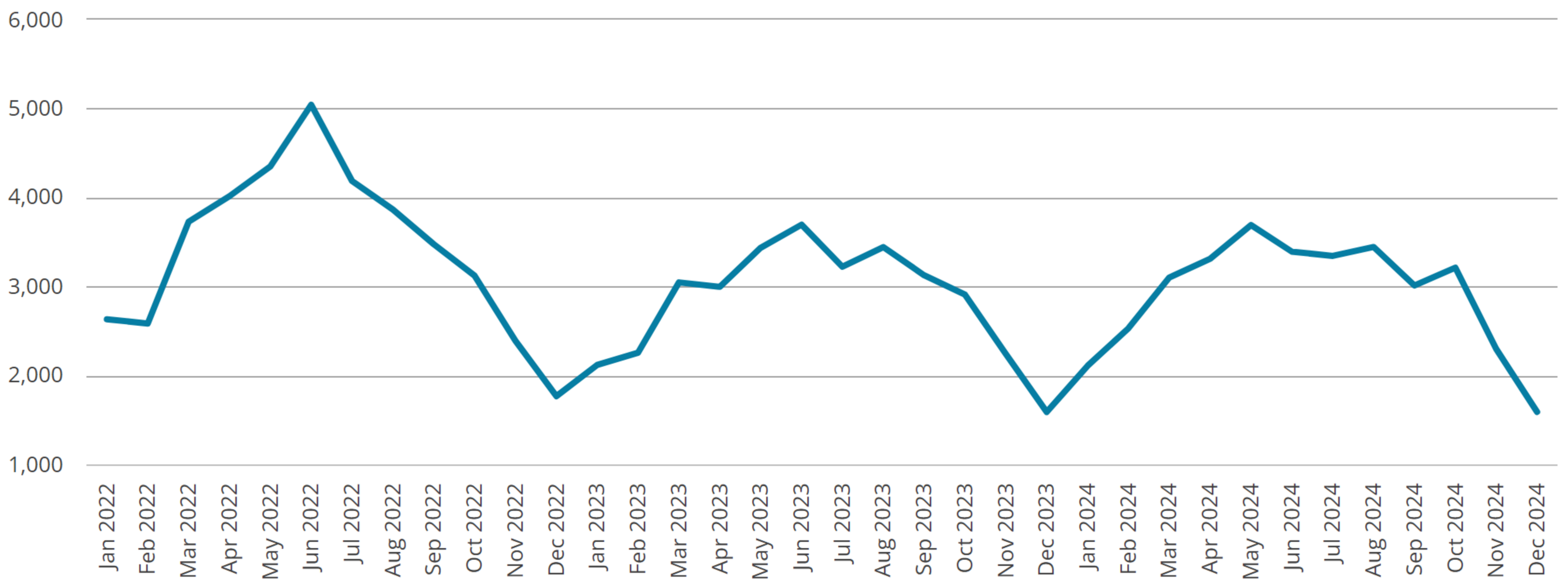


New Listings

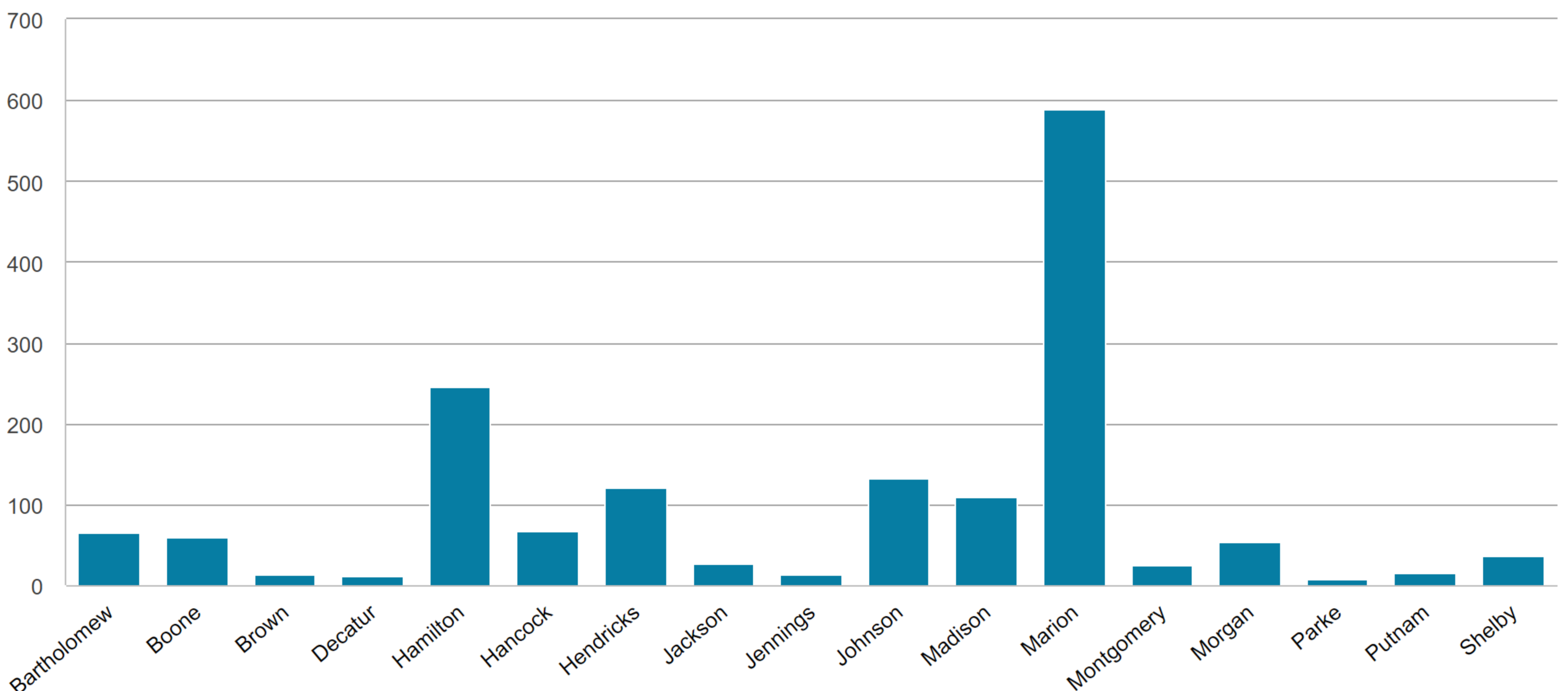
The number of properties listed regardless of current status.

December 2024	Month over Month Change	Year over Year Change	Year to Date Change
1,590	⚡ -30.8%	⬆️ 0.1%	⬆️ 2.8%

Historical Activity



County Comparison

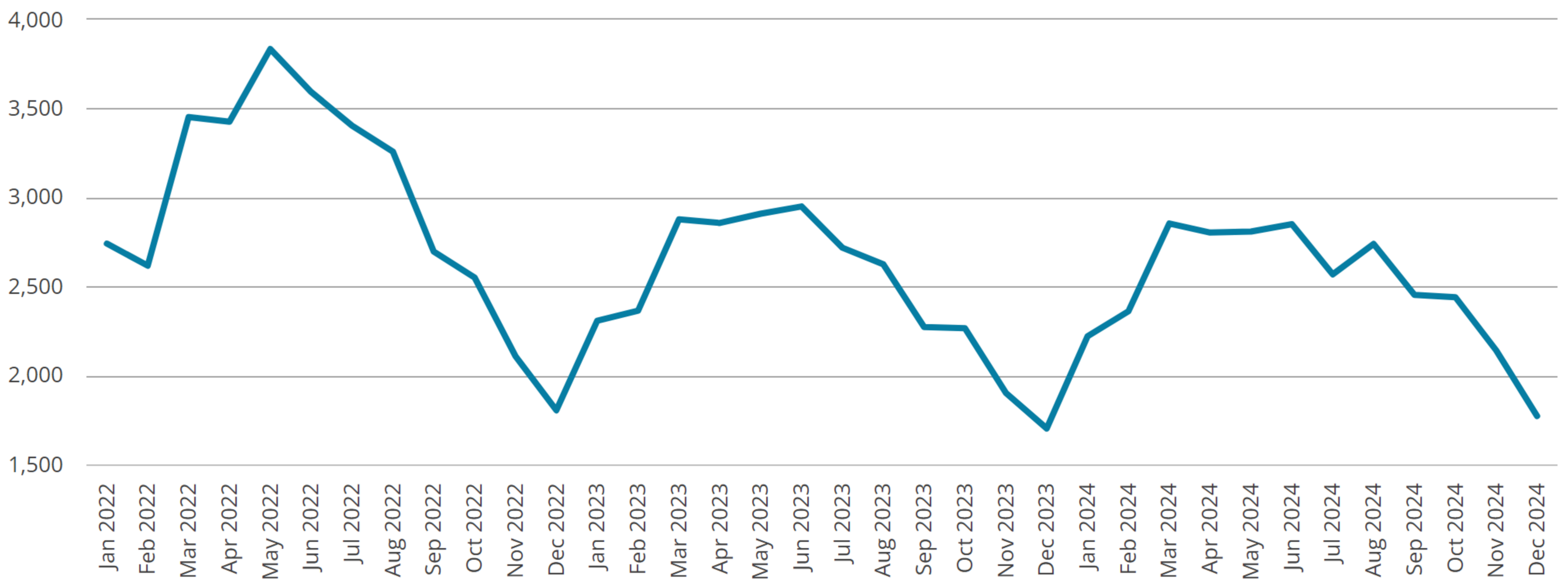


Pending Sales

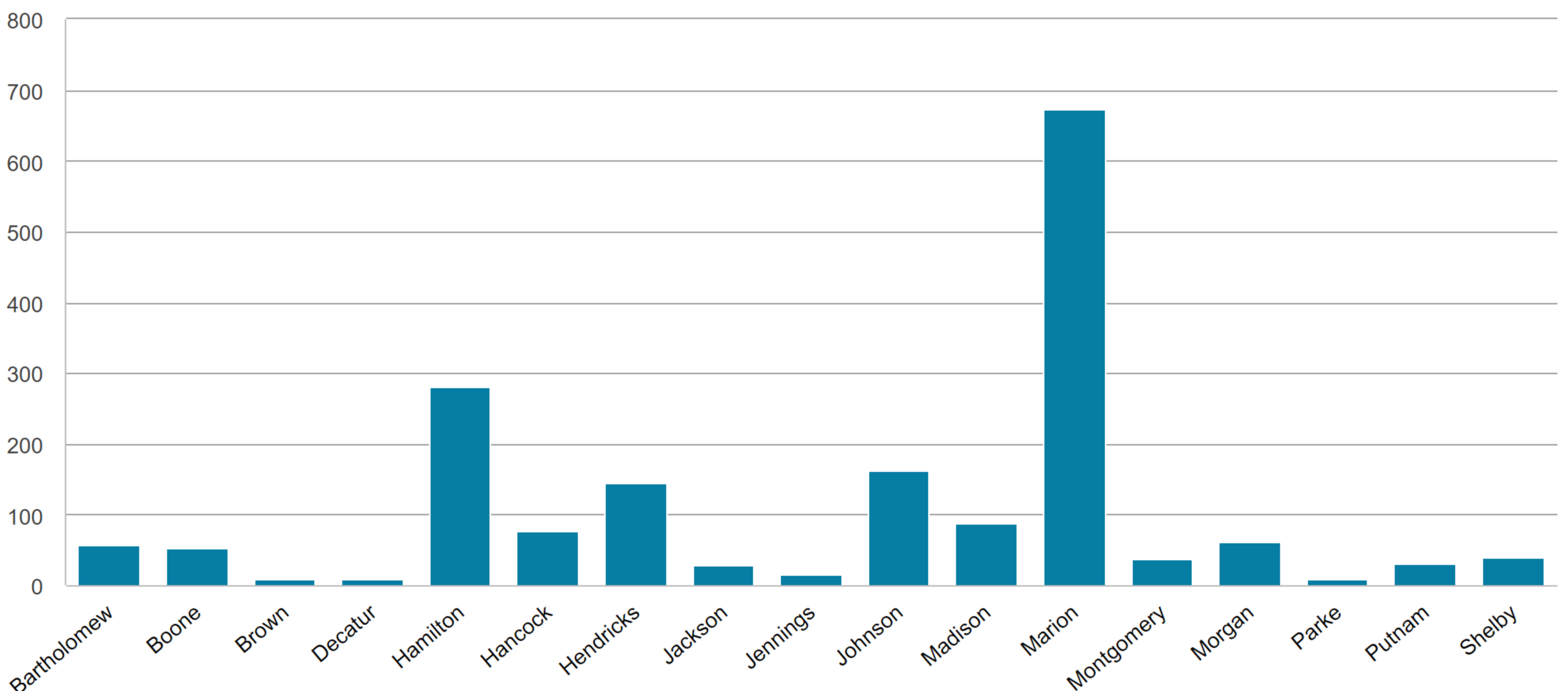
The number of properties newly under contract which are still pending or resulted in a closed sale, based on purchase contract date.

December 2024	Month over Month Change	Year over Year Change	Year to Date Change
1,772	⚡ -17.2%	⬆️ 4.1%	⬆️ 0.9%

Historical Activity



County Comparison



Cumulative Days on Market

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

December 2024

Month over Month Change

Year over Year Change

Year to Date Change

32



45.5%

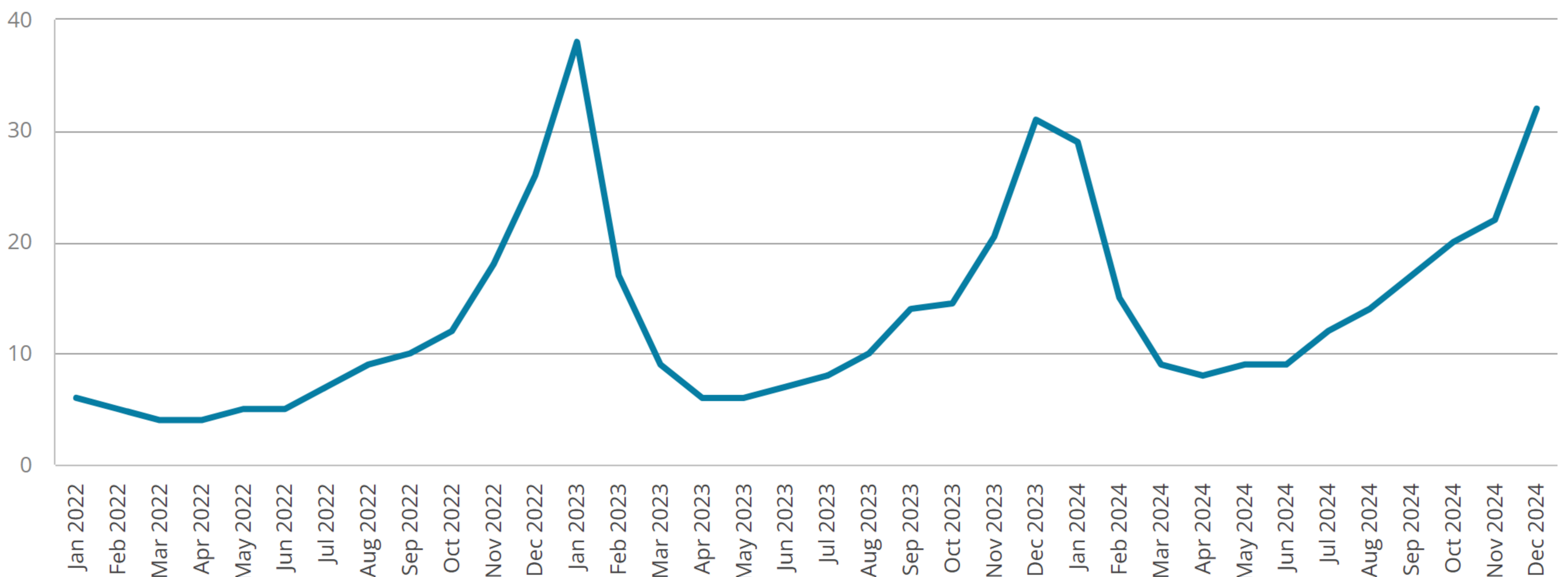


3.2%

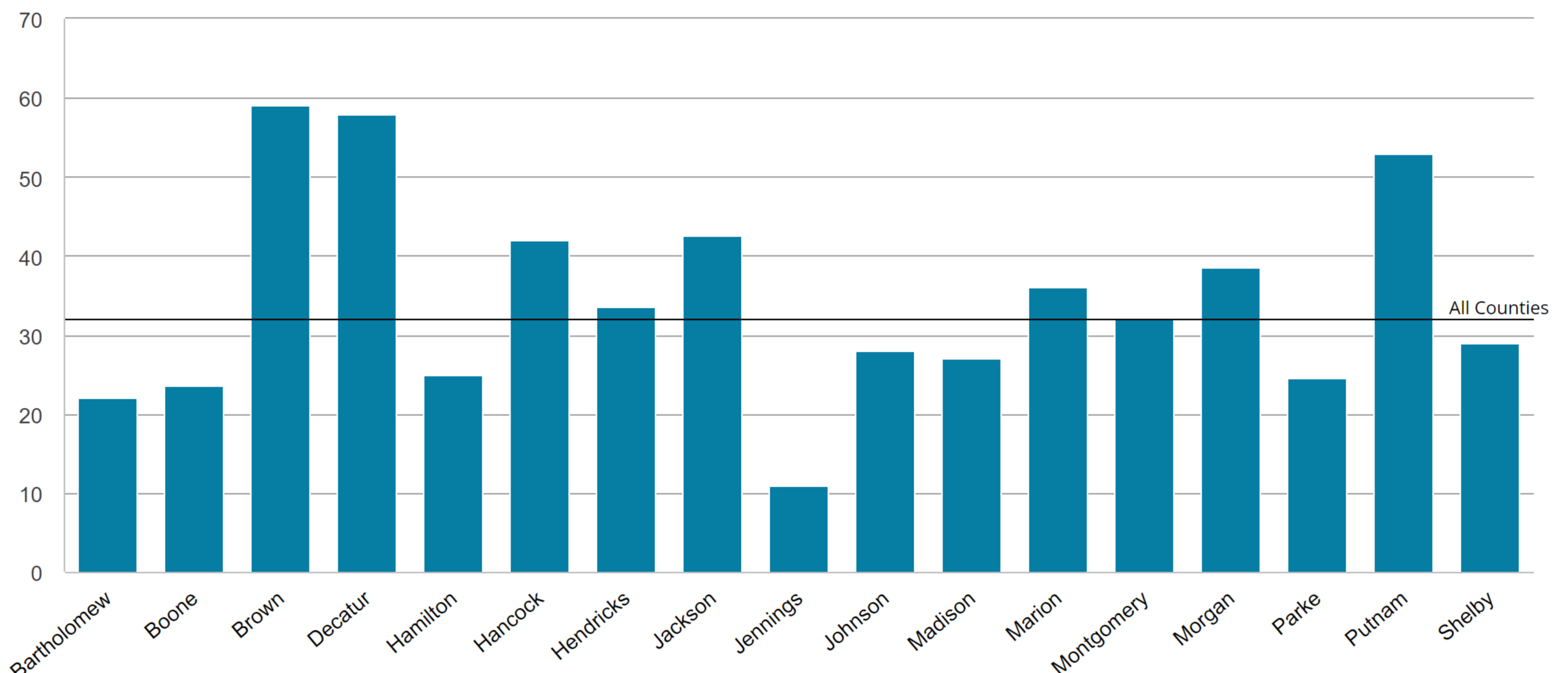


16.7%

Historical Activity



County Comparison

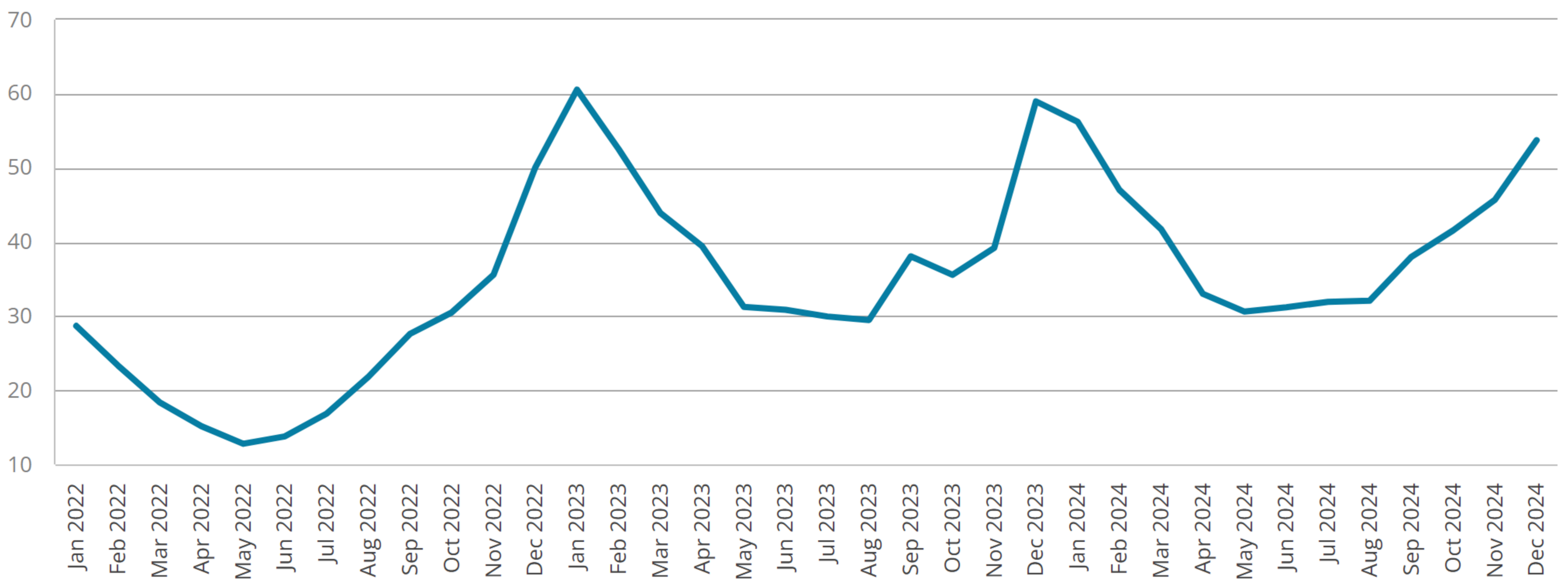


Average Days on Market

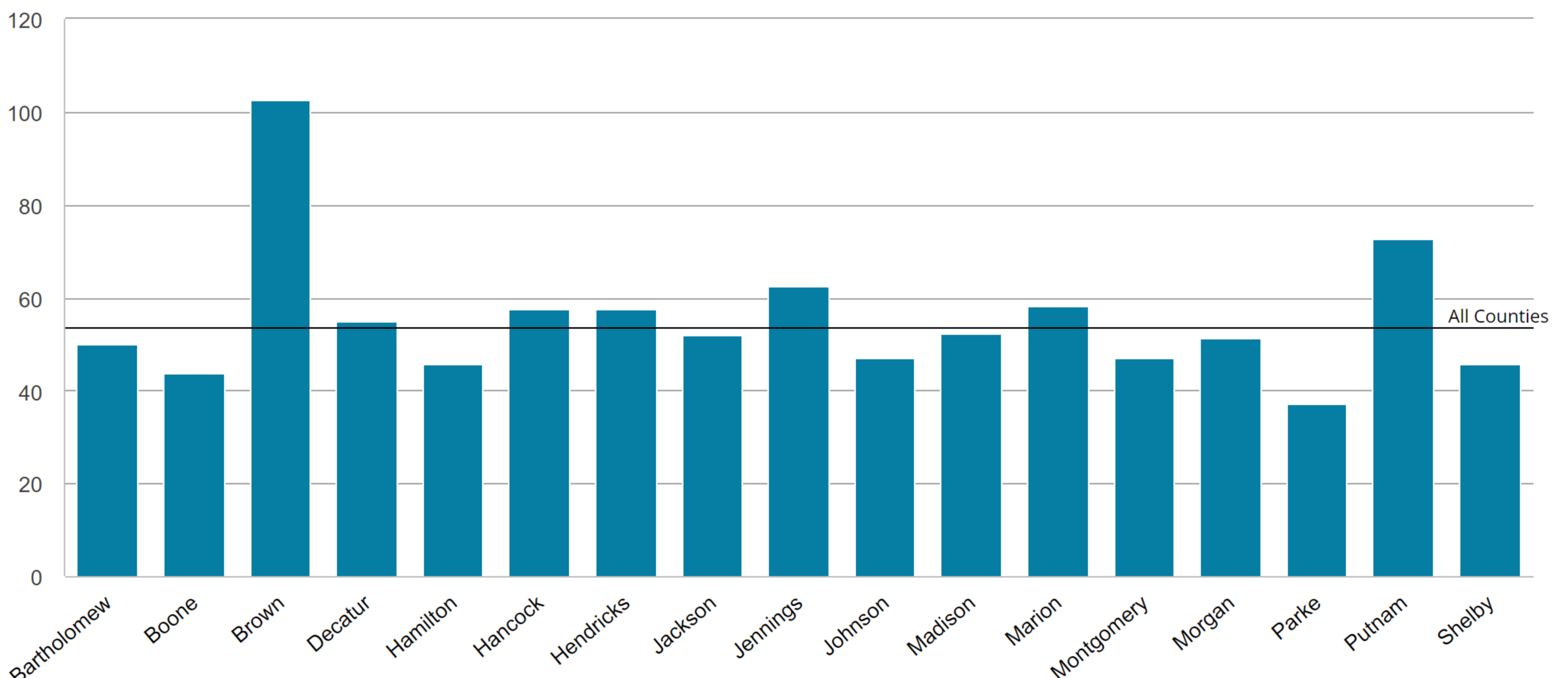
The average number of days between when a property is listed and the purchase contract date.

December 2024	Month over Month Change	Year over Year Change	Year to Date Change
54	⬆️ 17.6%	⬇️ -8.9%	⬇️ -1.4%

Historical Activity



County Comparison

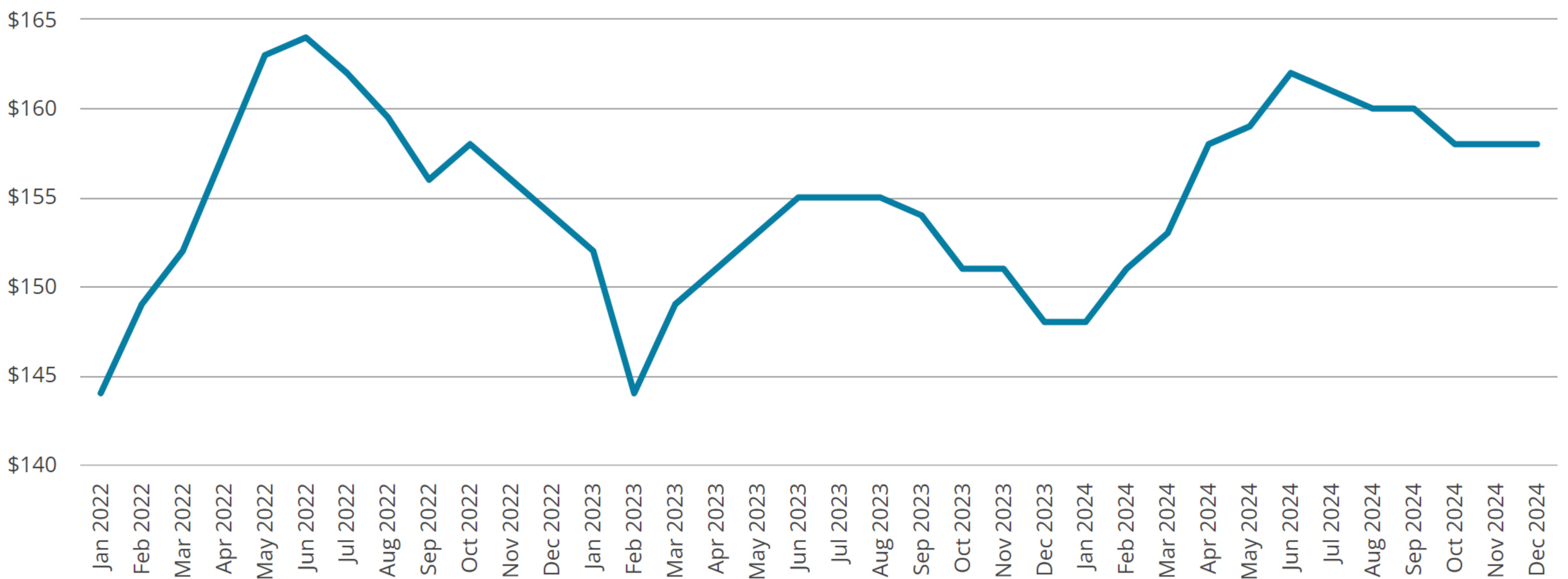


Price per Square Foot

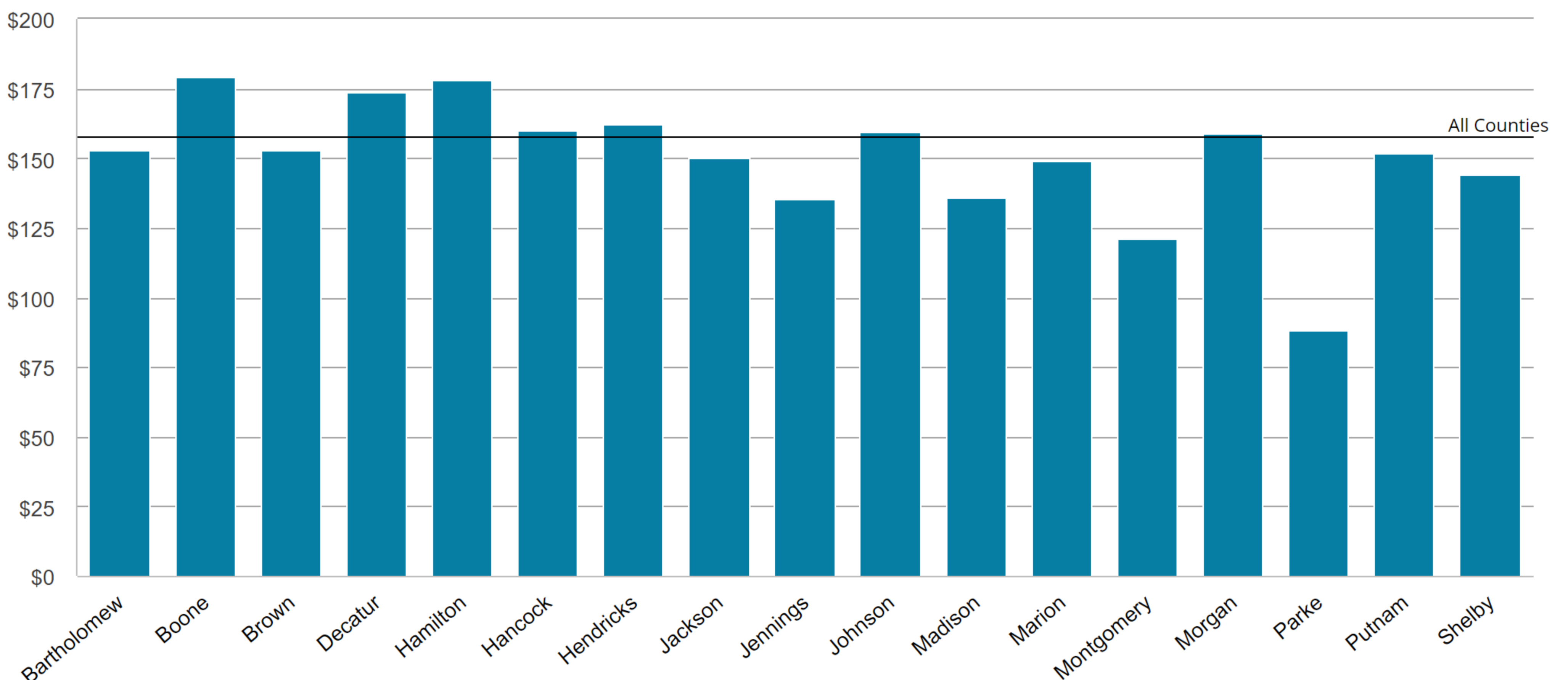
The mid-point (median) of the price per square foot of all closed listings. PPSF is calculated by dividing the sales price by the square footage of a property.

December 2024	Month over Month Change	Year over Year Change	Year to Date Change
\$158	>> 0.0%	⤴ 6.8%	⤴ 3.9%

Historical Activity



County Comparison

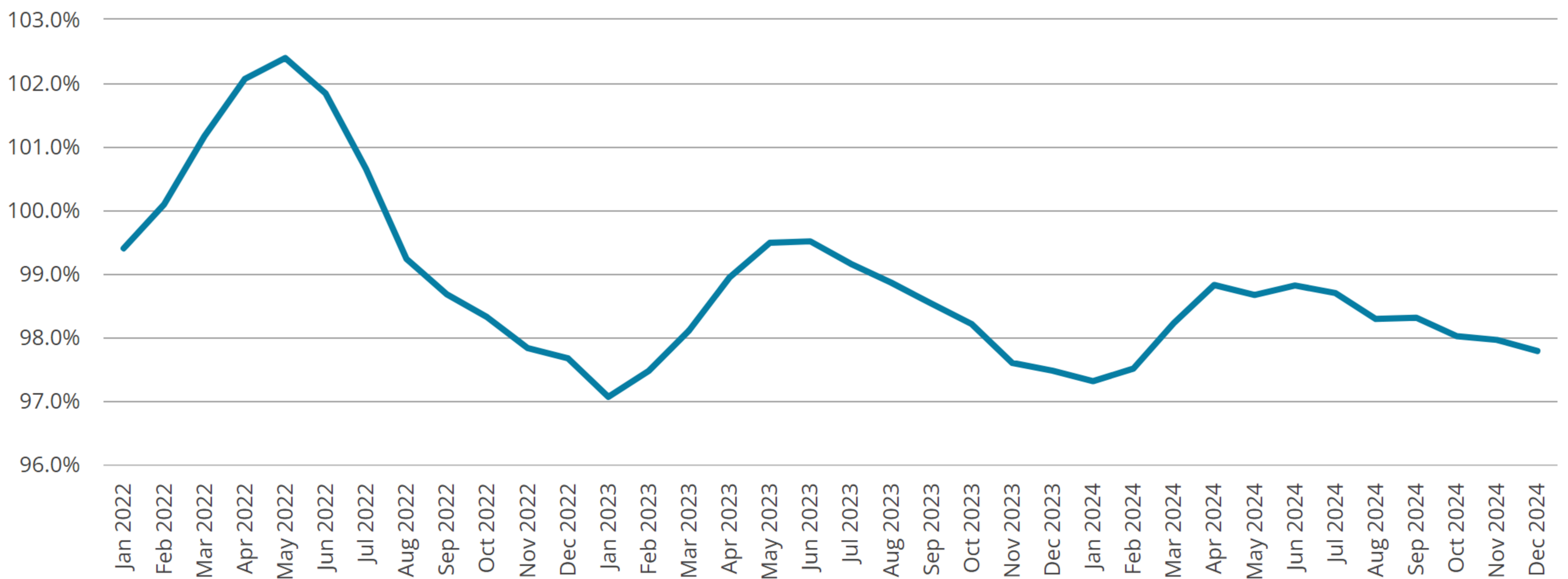


Percent of List Received

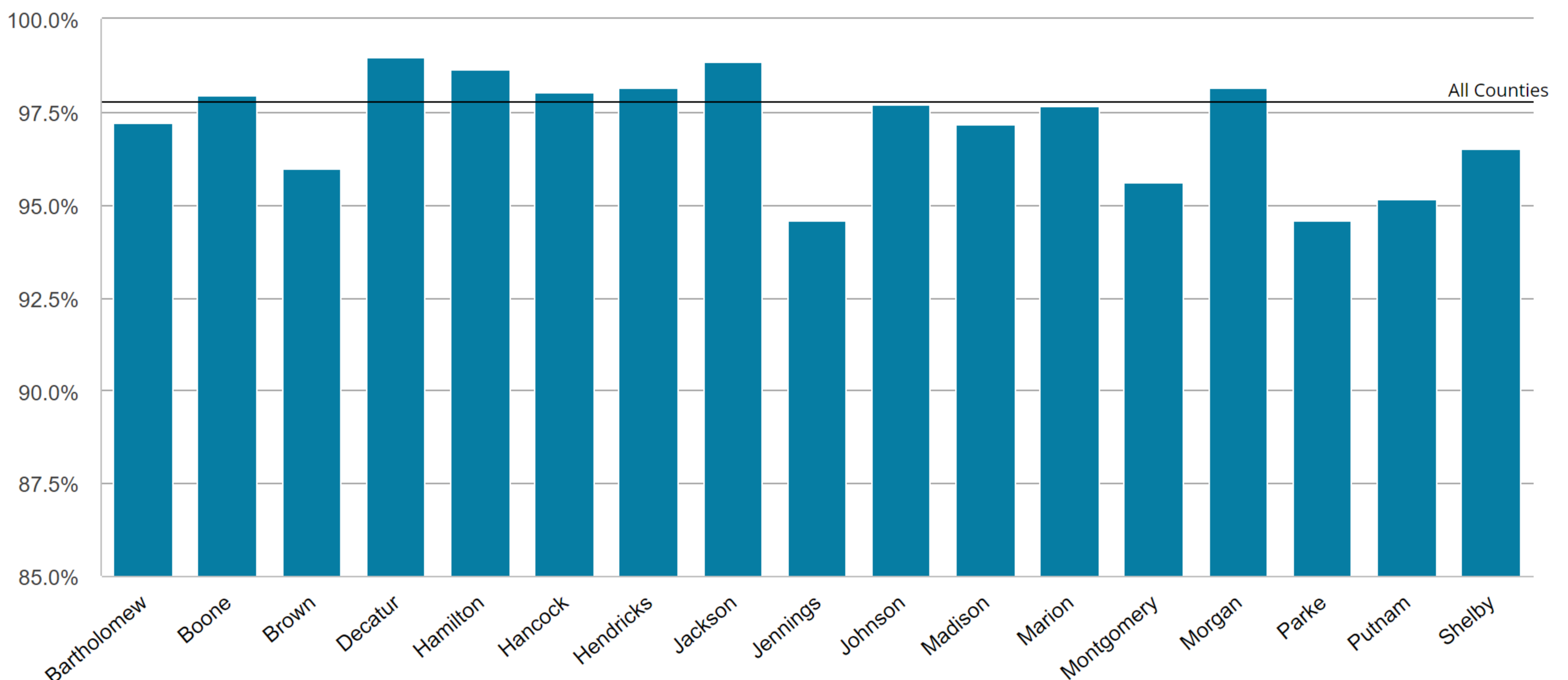
The average of the sales price divided by the final list price expressed as a percentage.

December 2024	Month over Month Change	Year over Year Change	Year to Date Change
97.8%	⚡ -0.2%	⬆️ 0.3%	⚡ -0.2%

Historical Activity



County Comparison

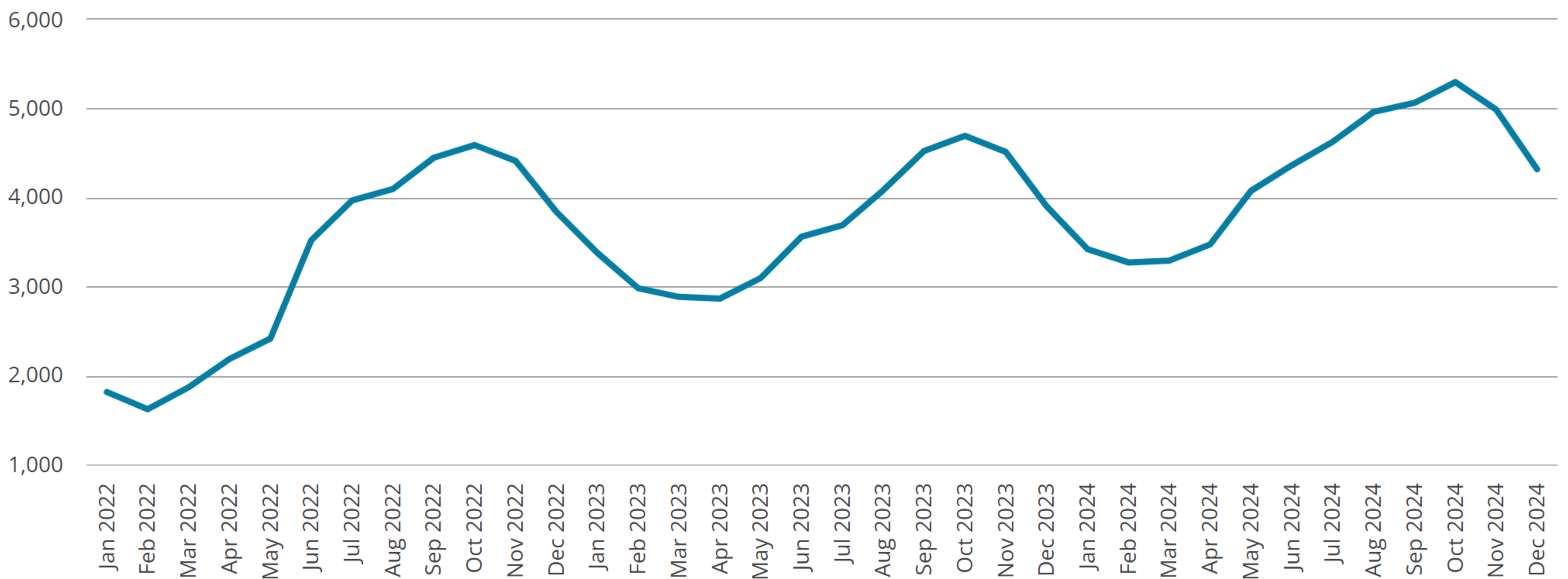


Active Inventory

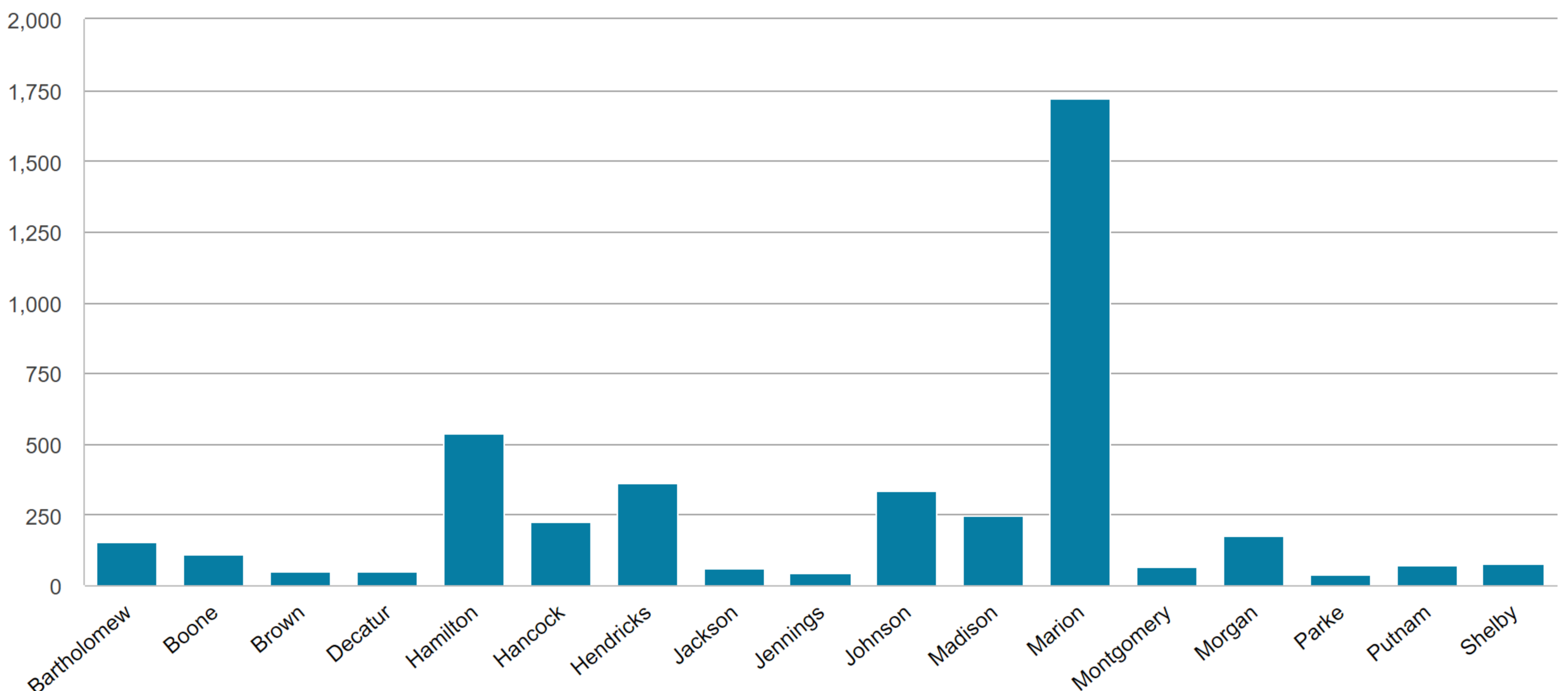
The number of properties available for sale at the end of the month, based on the list date, contract date and close date.

December 2024	Month over Month Change	Year over Year Change	Year to Date Change
4,319	⚡ -13.4%	⬆️ 10.7%	—

Historical Activity



County Comparison

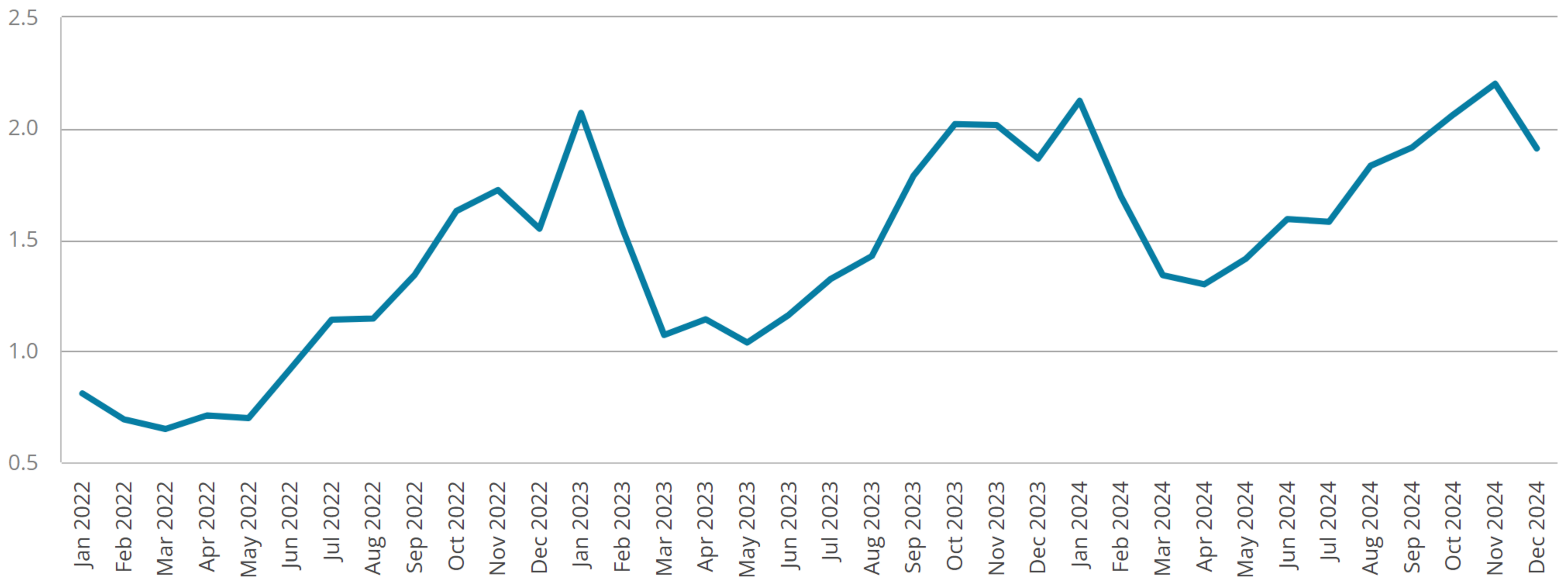


Months Supply of Inventory

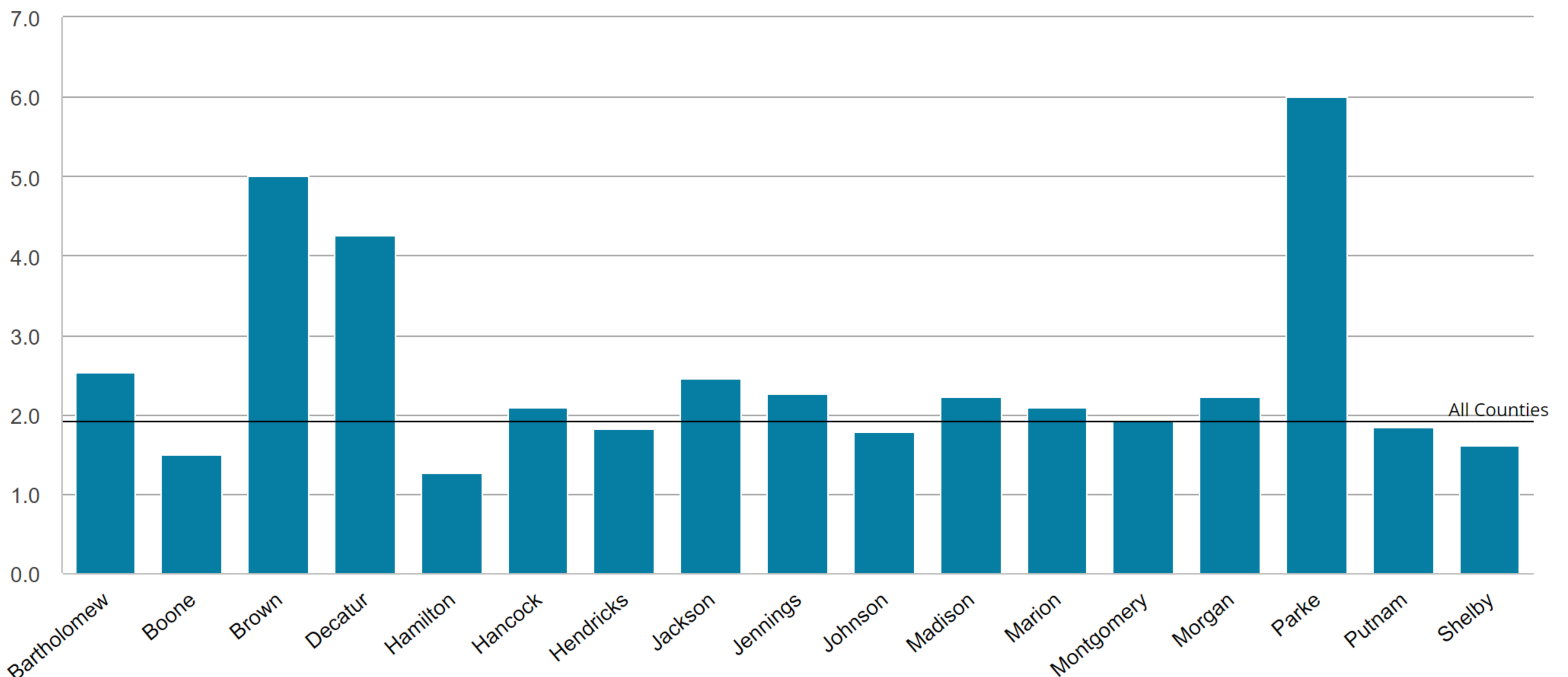
The number of months it would take to sell through the available inventory at the current monthly sales rate. NAR defines a balanced market as between 5 & 7 months of inventory.

December 2024	Month over Month Change	Year over Year Change	Year to Date Change
1.9	↘ -13.2%	↗ 2.5%	—

Historical Activity



County Comparison

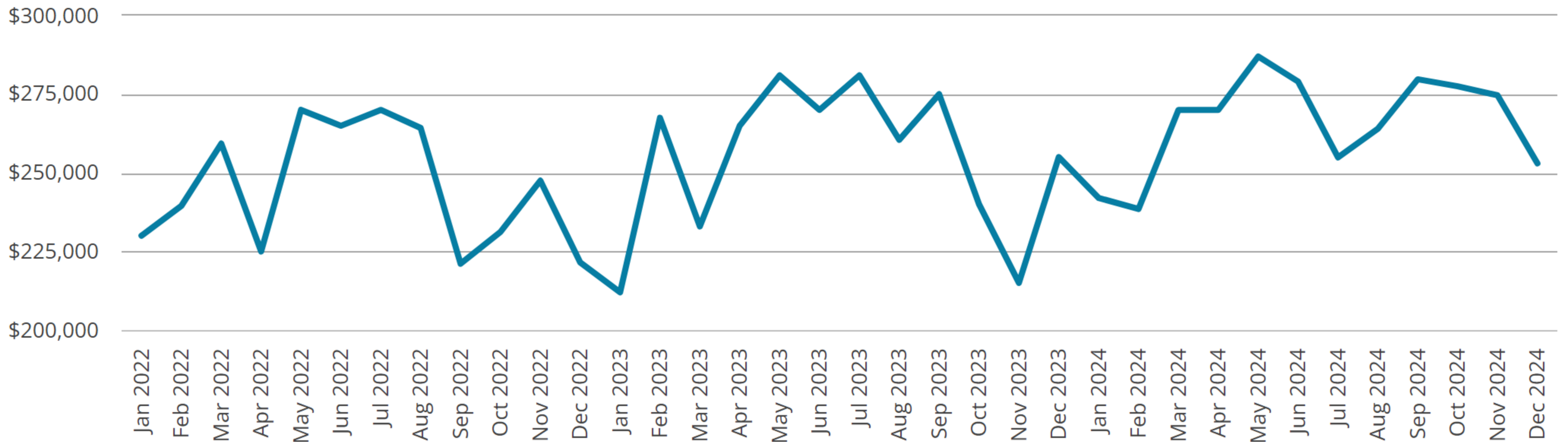


Bartholomew County

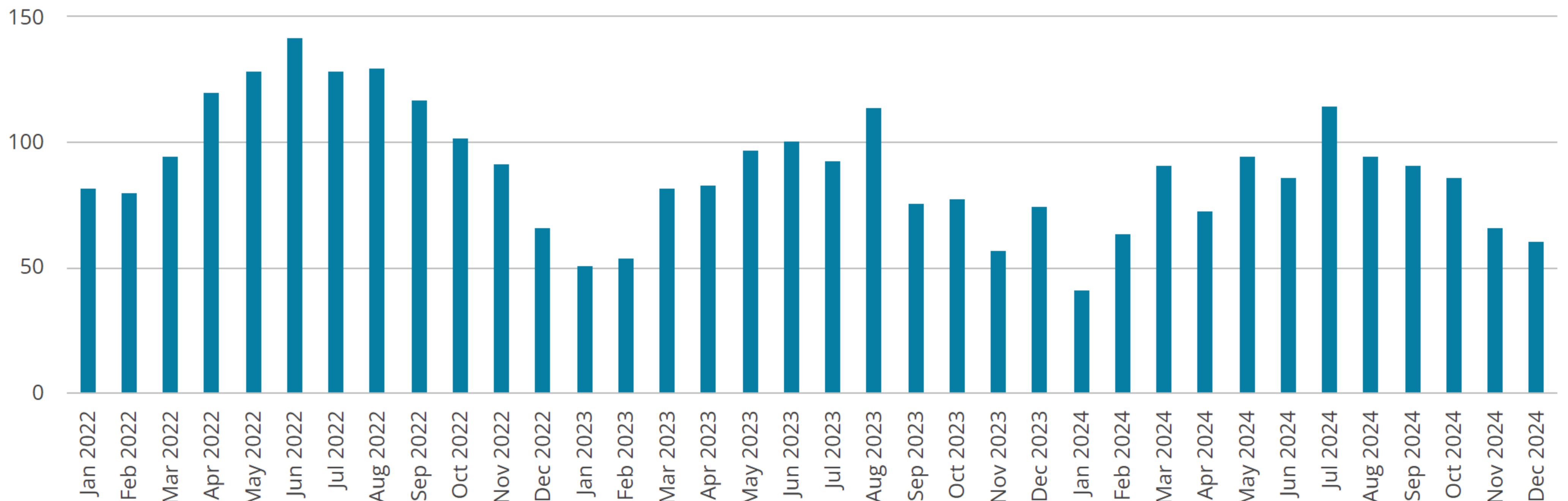
Data for Single Family Residence in Bartholomew County.

	Dec 2024	Nov 2024	MoM	Dec 2023	YoY	2024	2023	YTD
Median Sales Price	\$253,000	\$274,646	▼ -7.9%	\$255,000	▼ -0.8%	\$265,000	\$256,500	▲ 3.3%
Closed Sales	61	66	▼ -7.6%	75	▼ -18.7%	964	961	▲ 0.3%
New Listings	65	72	▼ -9.7%	42	▲ 54.8%	1,165	1,101	▲ 5.8%
Pending Sales	57	57	▶ 0.0%	50	▲ 14.0%	975	943	▲ 3.4%
Median Days on Market	22	14	▲ 57.1%	37	▼ -40.5%	12	9	▲ 33.3%
Average Days on Market	50	30	▲ 64.3%	58	▼ -13.3%	37	33	▲ 11.0%
Price per Square Foot	\$153	\$152	▲ 0.7%	\$143	▲ 7.0%	\$151	\$146	▲ 3.4%
% of List Price Received	97.2%	98.7%	▼ -1.5%	97.8%	▼ -0.6%	97.8%	98.0%	▼ -0.2%
Active Inventory	154	165	▼ -6.7%	111	▲ 38.7%	—	—	—
Months Supply of Inventory	2.5	2.5	▲ 1.0%	1.5	▲ 70.6%	—	—	—

Median Sales Price



Number of Closed Sales

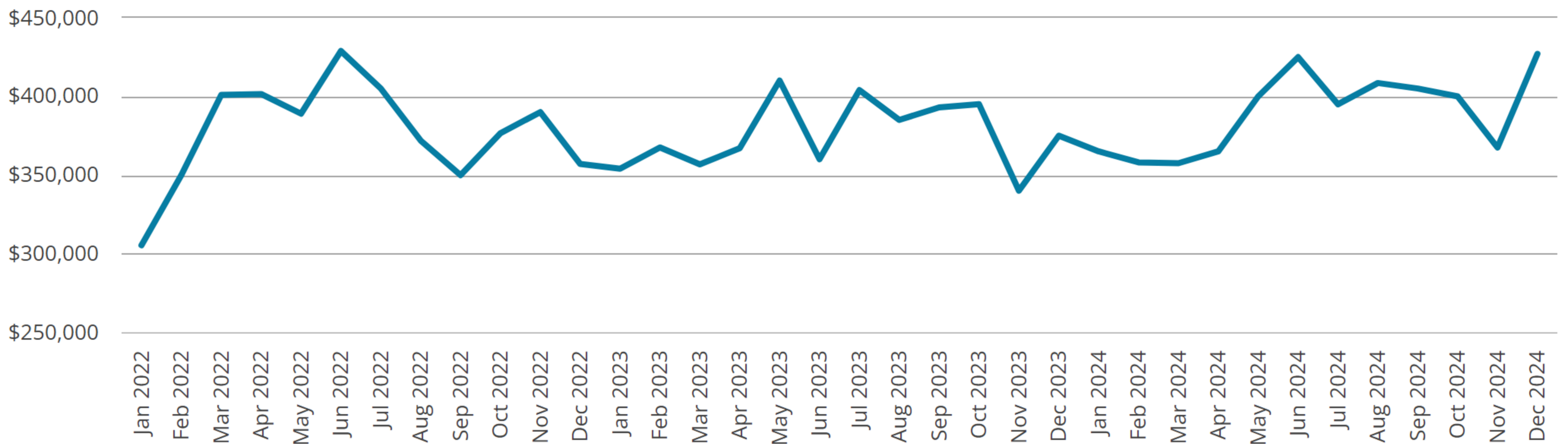


Boone County

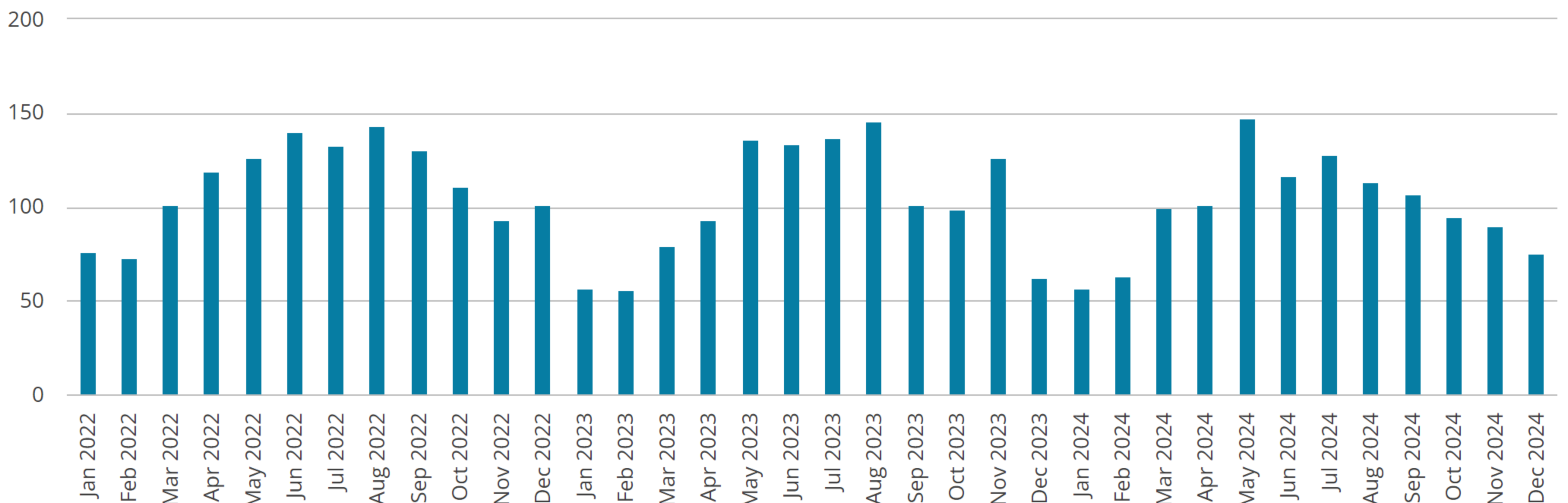
Data for Single Family Residence in Boone County.

	Dec 2024	Nov 2024	MoM	Dec 2023	YoY	2024	2023	YTD
Median Sales Price	\$427,030	\$367,450	⬆️ 16.2%	\$375,000	⬆️ 13.9%	\$390,000	\$379,900	⬆️ 2.7%
Closed Sales	75	90	⬆️ -16.7%	62	⬆️ 21.0%	1,193	1,226	⬆️ -2.7%
New Listings	60	74	⬆️ -18.9%	70	⬆️ -14.3%	1,288	1,338	⬆️ -3.7%
Pending Sales	53	78	⬆️ -32.1%	69	⬆️ -23.2%	1,167	1,215	⬆️ -4.0%
Median Days on Market	23.5	24	⬆️ -2.1%	24	⬆️ -2.1%	13	13	⬆️ 0.0%
Average Days on Market	44	66	⬆️ -33.4%	46	⬆️ -4.6%	38	49	⬆️ -22.5%
Price per Square Foot	\$179	\$169	⬆️ 5.9%	\$165	⬆️ 8.8%	\$167	\$166	⬆️ 0.6%
% of List Price Received	97.9%	99.2%	⬆️ -1.3%	96.5%	⬆️ 1.5%	98.4%	98.8%	⬆️ -0.5%
Active Inventory	112	126	⬆️ -11.1%	140	⬆️ -20.0%	—	—	—
Months Supply of Inventory	1.5	1.4	⬆️ 6.7%	2.3	⬆️ -33.9%	—	—	—

Median Sales Price



Number of Closed Sales

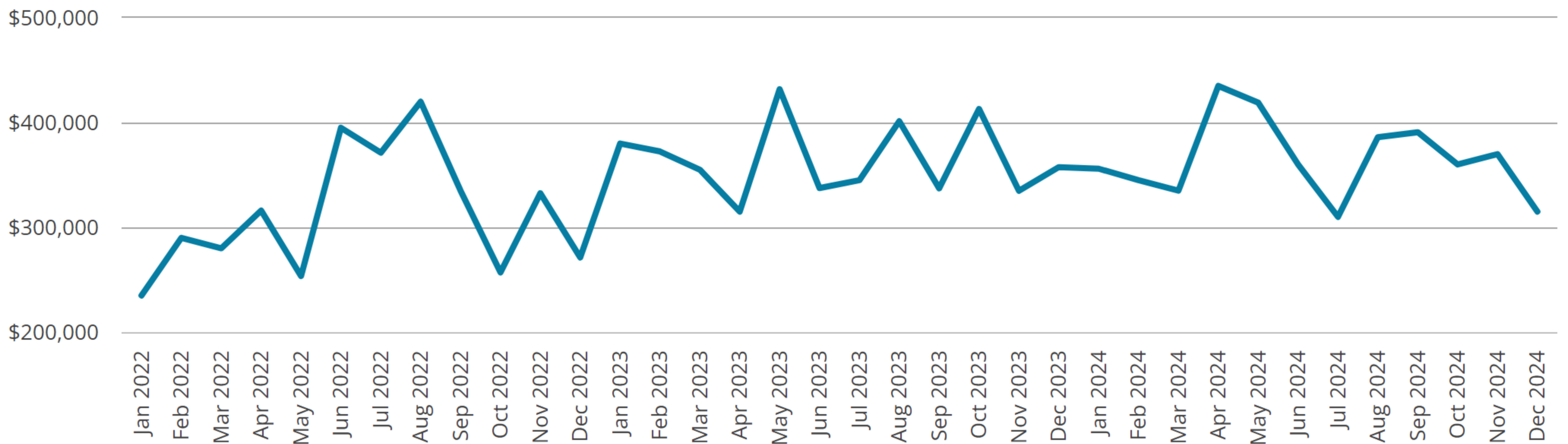


Brown County

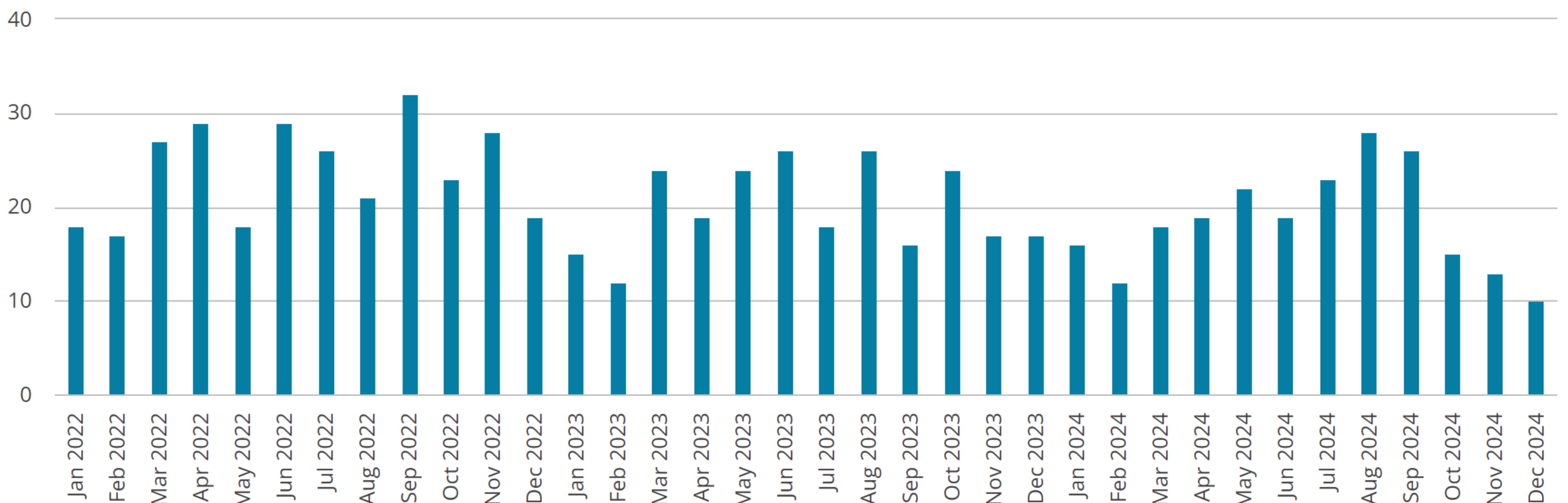
Data for Single Family Residence in Brown County.

	Dec 2024	Nov 2024	MoM	Dec 2023	YoY	2024	2023	YTD
Median Sales Price	\$315,000	\$369,900	⬇️ -14.8%	\$357,500	⬇️ -11.9%	\$369,000	\$366,500	⬆️ 0.7%
Closed Sales	10	13	⬇️ -23.1%	17	⬇️ -41.2%	221	238	⬇️ -7.1%
New Listings	13	11	⬆️ 18.2%	9	⬆️ 44.4%	286	318	⬇️ -10.1%
Pending Sales	9	16	⬇️ -43.8%	14	⬇️ -35.7%	213	242	⬇️ -12.0%
Median Days on Market	59	37	⬆️ 59.5%	48	⬆️ 22.9%	34	17	⬆️ 100.0%
Average Days on Market	103	63	⬆️ 63.4%	61	⬆️ 67.1%	70	60	⬆️ 16.7%
Price per Square Foot	\$146	\$182	⬇️ -20.1%	\$199	⬇️ -26.9%	\$197	\$207	⬇️ -4.8%
% of List Price Received	96.0%	95.7%	⬆️ 0.3%	94.8%	⬆️ 1.2%	96.1%	96.0%	⬆️ 0.1%
Active Inventory	50	57	⬇️ -12.3%	58	⬇️ -13.8%	—	—	—
Months Supply of Inventory	5.0	4.4	⬆️ 14.0%	3.4	⬆️ 46.5%	—	—	—

Median Sales Price



Number of Closed Sales

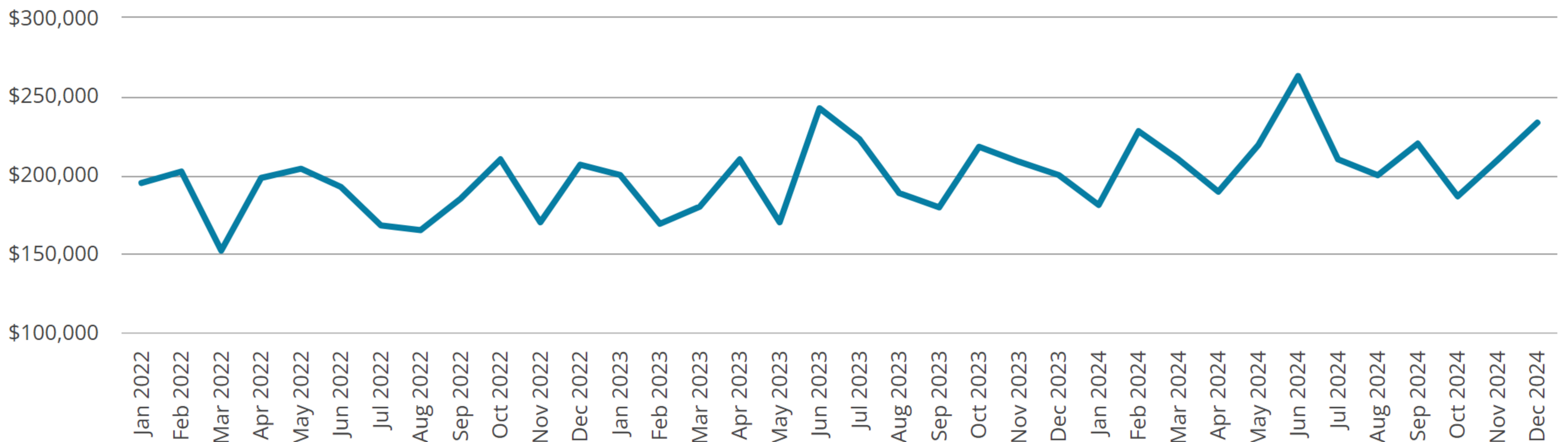


Decatur County

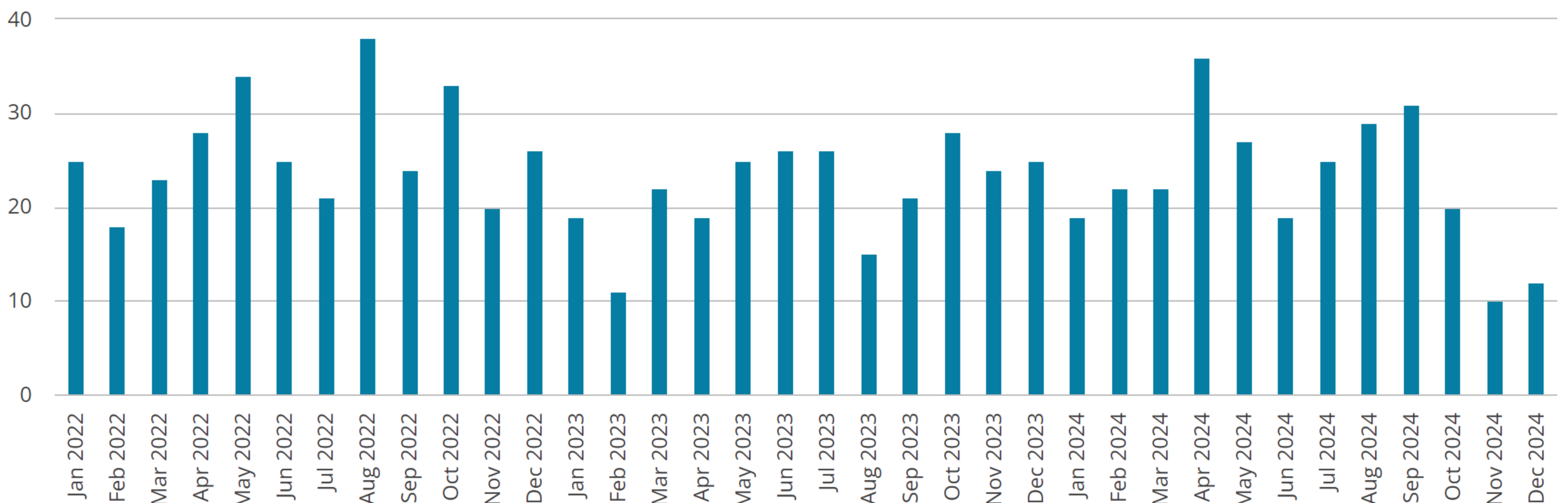
Data for Single Family Residence in Decatur County.

	Dec 2024	Nov 2024	MoM	Dec 2023	YoY	2024	2023	YTD
Median Sales Price	\$233,366	\$209,500	⬆️ 11.4%	\$200,000	⬆️ 16.7%	\$204,950	\$199,000	⬆️ 3.0%
Closed Sales	12	10	⬆️ 20.0%	25	⬆️ -52.0%	272	261	⬆️ 4.2%
New Listings	12	17	⬆️ -29.4%	18	⬆️ -33.3%	329	310	⬆️ 6.1%
Pending Sales	9	11	⬆️ -18.2%	16	⬆️ -43.8%	270	258	⬆️ 4.7%
Median Days on Market	58	17	⬆️ 241.2%	15.5	⬆️ 274.2%	14	15	⬆️ -6.7%
Average Days on Market	55	76	⬆️ -27.5%	46	⬆️ 19.2%	40	38	⬆️ 4.8%
Price per Square Foot	\$174	\$126	⬆️ 38.2%	\$120	⬆️ 44.6%	\$136	\$135	⬆️ 0.7%
% of List Price Received	99.0%	92.8%	⬆️ 6.6%	95.2%	⬆️ 3.9%	97.0%	96.5%	⬆️ 0.6%
Active Inventory	51	50	⬆️ 2.0%	36	⬆️ 41.7%	—	—	—
Months Supply of Inventory	4.2	5.0	⬆️ -15.0%	1.4	⬆️ 195.0%	—	—	—

Median Sales Price



Number of Closed Sales

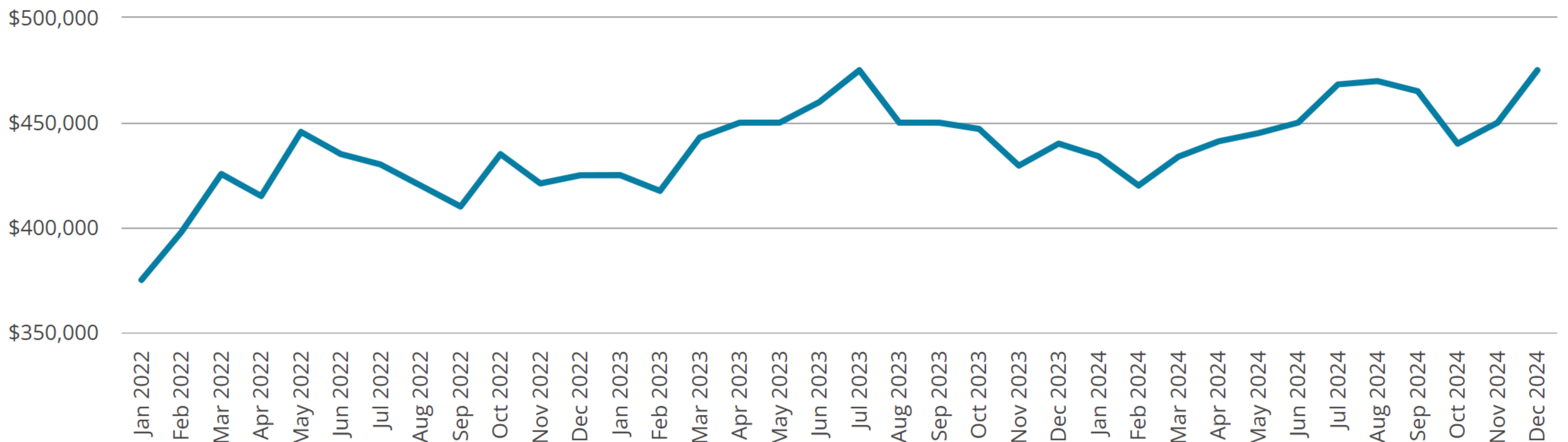


Hamilton County

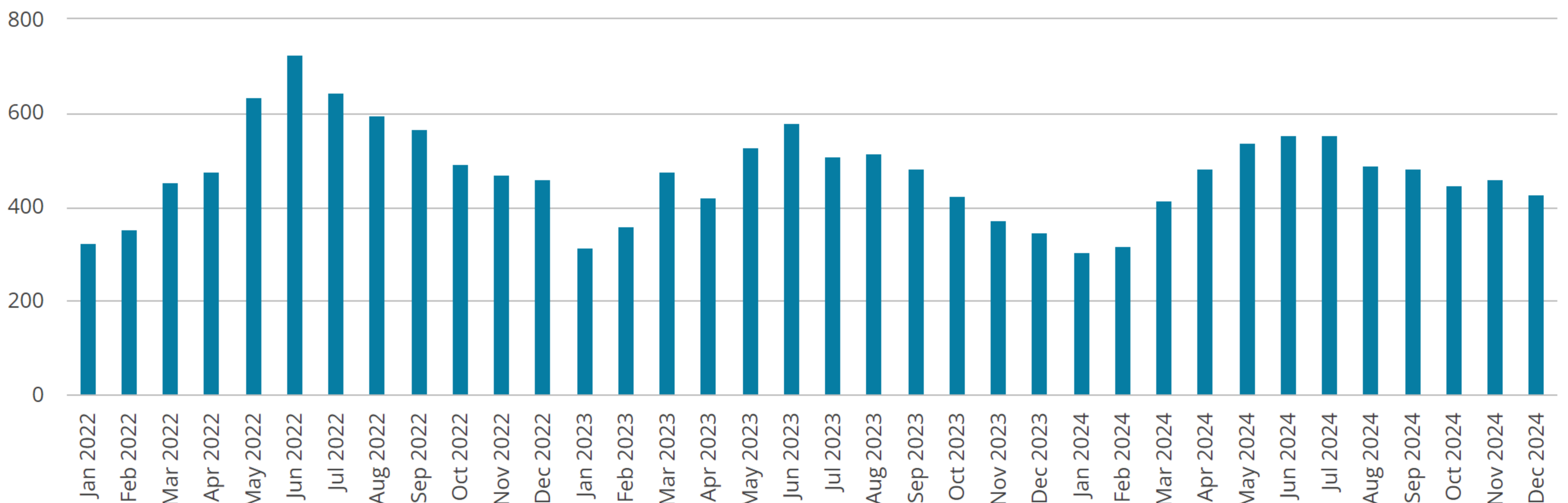
Data for Single Family Residence in Hamilton County.

	Dec 2024	Nov 2024	MoM	Dec 2023	YoY	2024	2023	YTD
Median Sales Price	\$475,000	\$450,000	⬆️ 5.6%	\$440,000	⬆️ 8.0%	\$450,000	\$448,000	⬆️ 0.4%
Closed Sales	429	460	⬆️ -6.7%	345	⬆️ 24.3%	5,473	5,328	⬆️ 2.7%
New Listings	246	398	⬆️ -38.2%	229	⬆️ 7.4%	5,994	5,719	⬆️ 4.8%
Pending Sales	278	381	⬆️ -27.0%	295	⬆️ -5.8%	5,329	5,209	⬆️ 2.3%
Median Days on Market	25	14	⬆️ 78.6%	31	⬆️ -19.4%	10	8	⬆️ 25.0%
Average Days on Market	46	36	⬆️ 29.0%	44	⬆️ 3.1%	33	32	⬆️ 3.7%
Price per Square Foot	\$177	\$173	⬆️ 2.3%	\$172	⬆️ 2.9%	\$178	\$173	⬆️ 2.9%
% of List Price Received	98.7%	98.1%	⬆️ 0.6%	98.1%	⬆️ 0.6%	99.0%	99.4%	⬆️ -0.4%
Active Inventory	539	651	⬆️ -17.2%	500	⬆️ 7.8%	—	—	—
Months Supply of Inventory	1.3	1.4	⬆️ -11.2%	1.4	⬆️ -13.3%	—	—	—

Median Sales Price



Number of Closed Sales



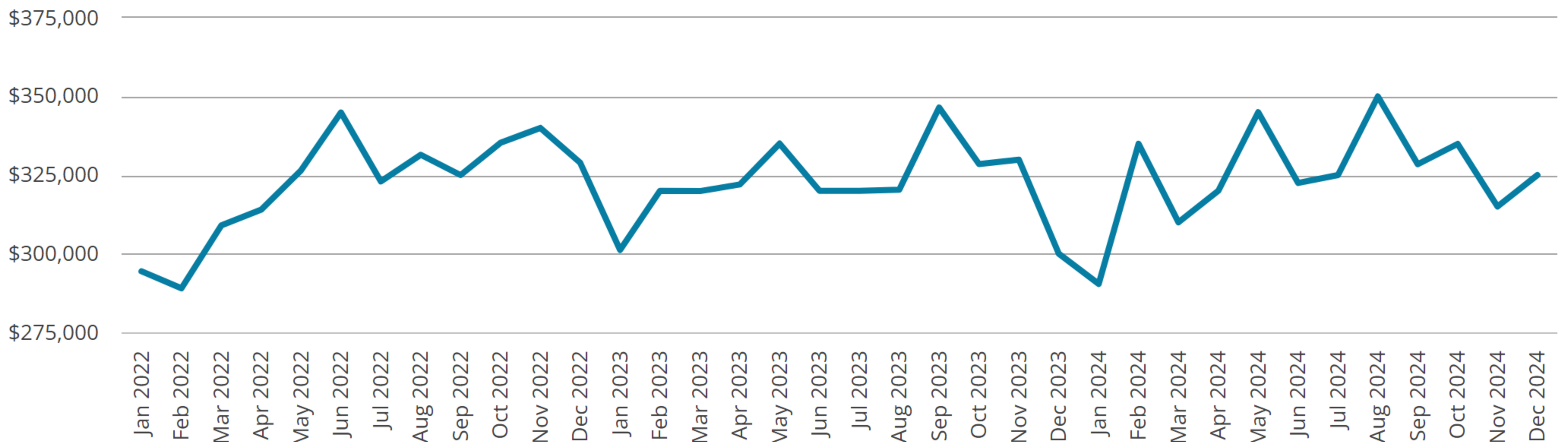


Hancock County

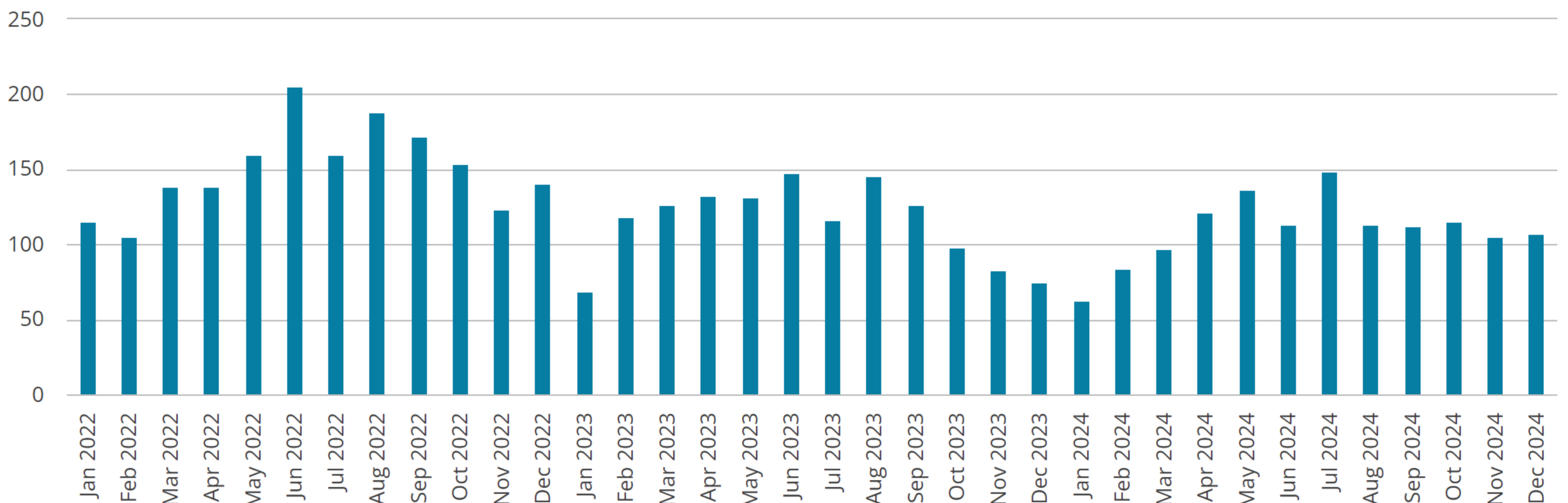
Data for Single Family Residence in Hancock County.

	Dec 2024	Nov 2024	MoM	Dec 2023	YoY	2024	2023	YTD
Median Sales Price	\$325,000	\$315,000	⬆️ 3.2%	\$300,000	⬆️ 8.3%	\$326,742	\$325,000	⬆️ 0.5%
Closed Sales	107	105	⬆️ 1.9%	75	⬆️ 42.7%	1,316	1,372	⬆️ -4.1%
New Listings	68	114	⬆️ -40.4%	54	⬆️ 25.9%	1,561	1,407	⬆️ 10.9%
Pending Sales	76	109	⬆️ -30.3%	65	⬆️ 16.9%	1,331	1,317	⬆️ 1.1%
Median Days on Market	42	25	⬆️ 68.0%	42	⬆️ 0.0%	18	18	⬆️ 0.0%
Average Days on Market	58	43	⬆️ 34.8%	62	⬆️ -6.7%	45	56	⬆️ -20.8%
Price per Square Foot	\$160	\$151	⬆️ 6.0%	\$155	⬆️ 3.2%	\$157	\$153	⬆️ 2.6%
% of List Price Received	98.0%	98.0%	⬆️ 0.0%	99.0%	⬆️ -1.0%	98.3%	98.5%	⬆️ -0.2%
Active Inventory	224	248	⬆️ -9.7%	161	⬆️ 39.1%	—	—	—
Months Supply of Inventory	2.1	2.4	⬆️ -11.4%	2.1	⬆️ -2.5%	—	—	—

Median Sales Price



Number of Closed Sales

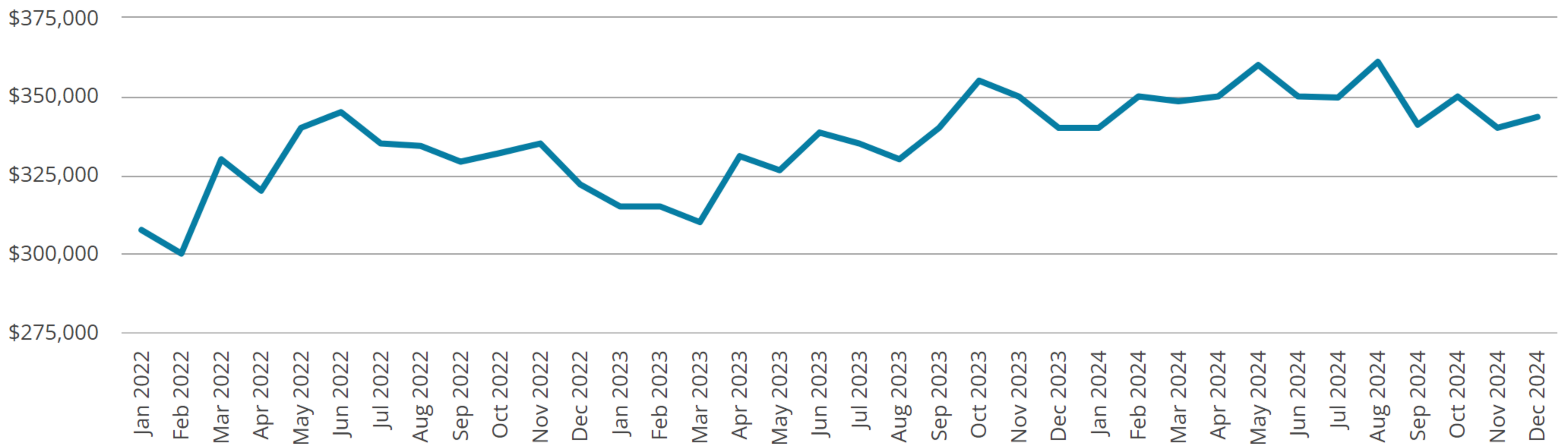


Hendricks County

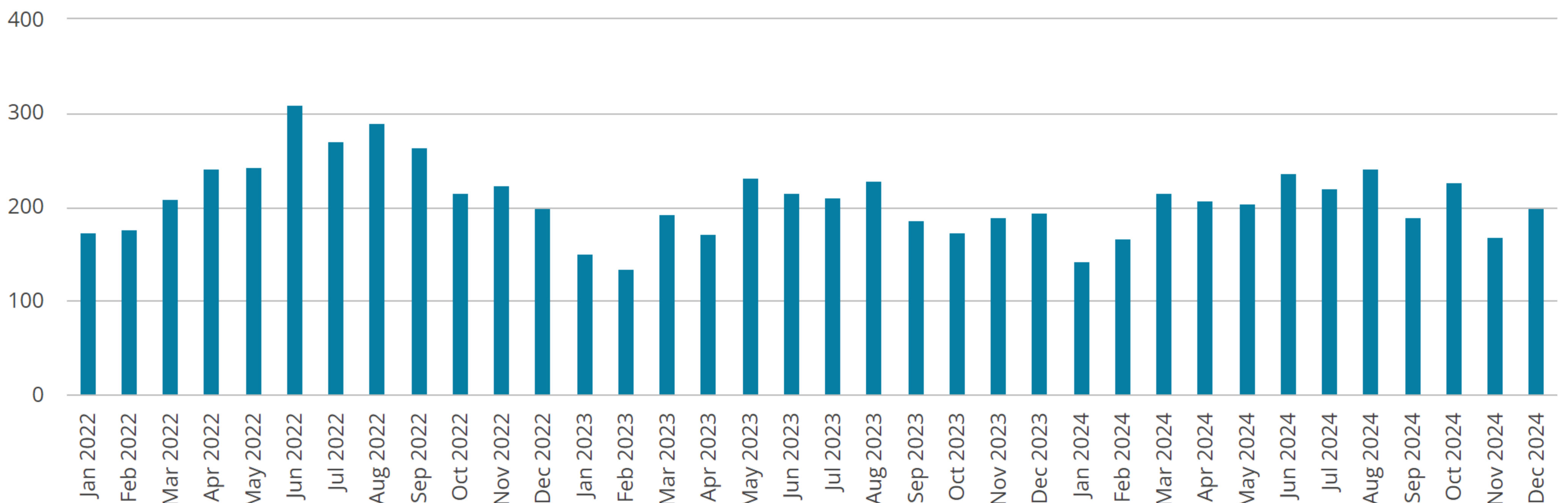
Data for Single Family Residence in Hendricks County.

	Dec 2024	Nov 2024	MoM	Dec 2023	YoY	2024	2023	YTD
Median Sales Price	\$343,450	\$340,000	⬆️ 1.0%	\$339,948	⬆️ 1.0%	\$350,000	\$331,743	⬆️ 5.5%
Closed Sales	200	169	⬆️ 18.3%	194	⬆️ 3.1%	2,417	2,282	⬆️ 5.9%
New Listings	120	199	⬆️ -39.7%	146	⬆️ -17.8%	2,796	2,569	⬆️ 8.8%
Pending Sales	143	179	⬆️ -20.1%	152	⬆️ -5.9%	2,416	2,242	⬆️ 7.8%
Median Days on Market	33.5	23	⬆️ 45.7%	28	⬆️ 19.6%	17	11	⬆️ 54.5%
Average Days on Market	57	45	⬆️ 27.7%	54	⬆️ 5.6%	41	37	⬆️ 10.8%
Price per Square Foot	\$162	\$164	⬆️ -0.9%	\$153	⬆️ 6.2%	\$159	\$158	⬆️ 0.6%
% of List Price Received	98.2%	98.3%	⬆️ -0.1%	97.9%	⬆️ 0.3%	98.5%	98.9%	⬆️ -0.3%
Active Inventory	364	418	⬆️ -12.9%	304	⬆️ 19.7%	—	—	—
Months Supply of Inventory	1.8	2.5	⬆️ -26.4%	1.6	⬆️ 16.1%	—	—	—

Median Sales Price



Number of Closed Sales

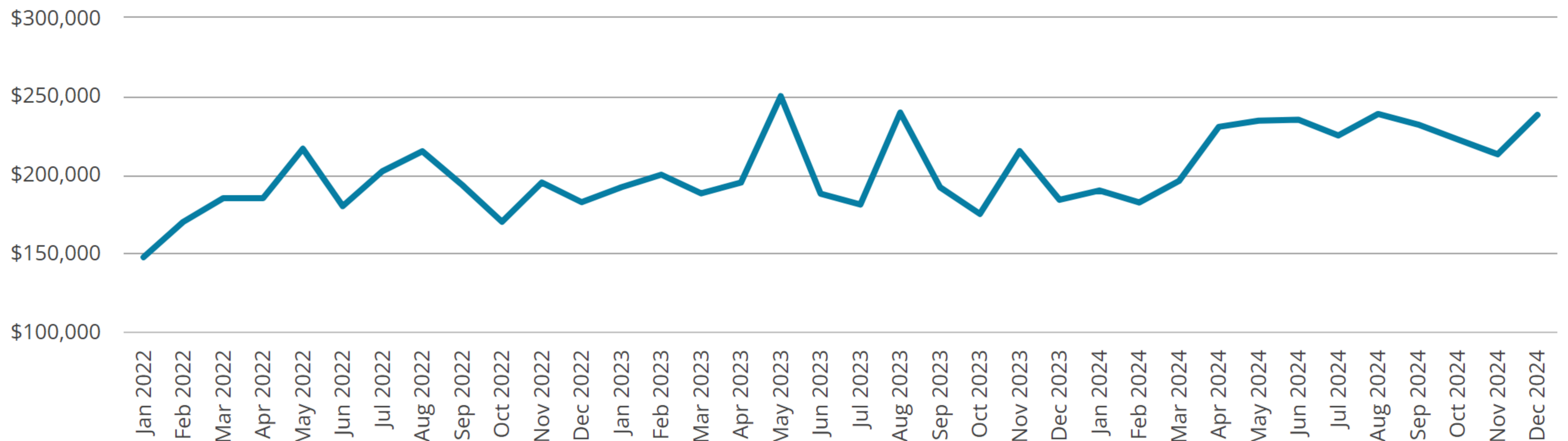


Jackson County

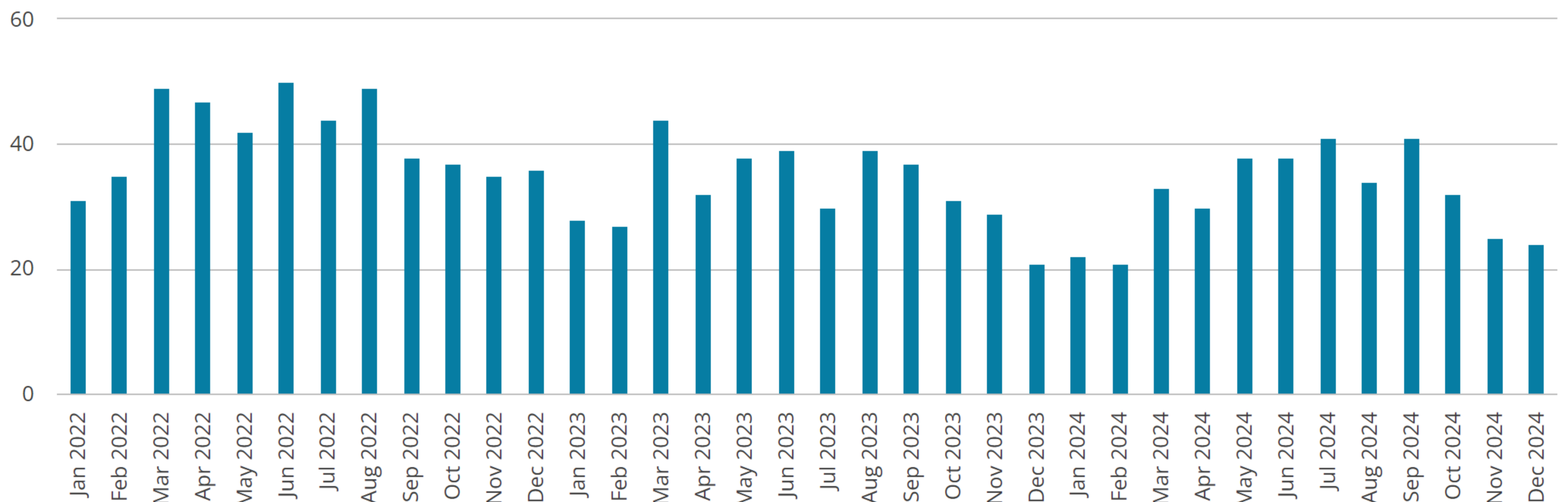
Data for Single Family Residence in Jackson County.

	Dec 2024	Nov 2024	MoM	Dec 2023	YoY	2024	2023	YTD
Median Sales Price	\$238,075	\$213,000	⬆️ 11.8%	\$184,000	⬆️ 29.4%	\$222,000	\$200,000	⬆️ 11.0%
Closed Sales	24	25	⬆️ -4.0%	21	⬆️ 14.3%	379	395	⬆️ -4.1%
New Listings	26	27	⬆️ -3.7%	17	⬆️ 52.9%	452	420	⬆️ 7.6%
Pending Sales	28	23	⬆️ 21.7%	17	⬆️ 64.7%	383	389	⬆️ -1.5%
Median Days on Market	42.5	11	⬆️ 286.4%	16	⬆️ 165.6%	12	9	⬆️ 33.3%
Average Days on Market	52	38	⬆️ 35.8%	34	⬆️ 54.3%	43	30	⬆️ 41.2%
Price per Square Foot	\$152	\$134	⬆️ 13.1%	\$129	⬆️ 17.4%	\$144	\$135	⬆️ 6.7%
% of List Price Received	98.8%	97.3%	⬆️ 1.5%	98.4%	⬆️ 0.4%	98.1%	98.2%	⬆️ -0.1%
Active Inventory	59	64	⬆️ -7.8%	45	⬆️ 31.1%	—	—	—
Months Supply of Inventory	2.5	2.6	⬆️ -4.0%	2.1	⬆️ 14.7%	—	—	—

Median Sales Price



Number of Closed Sales

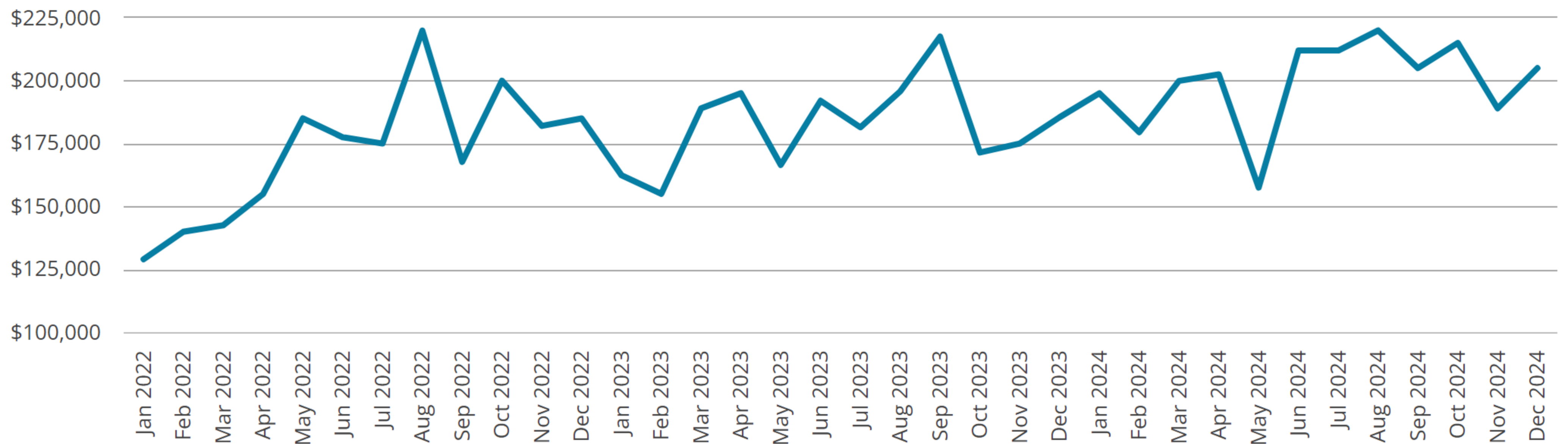


Jennings County

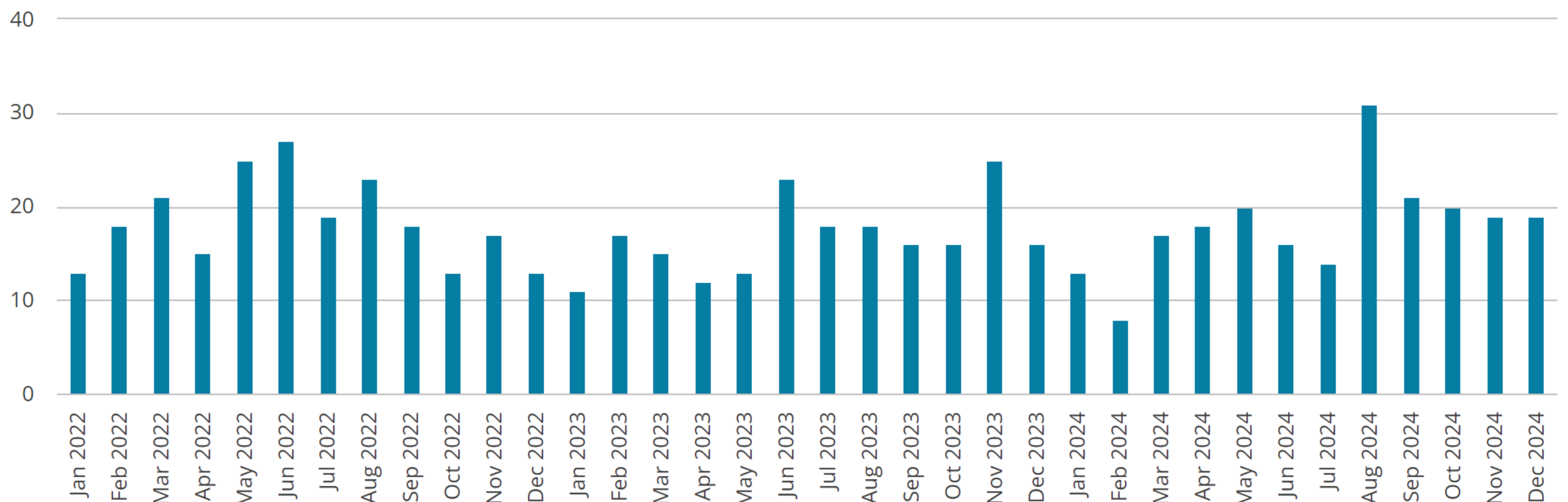
Data for Single Family Residence in Jennings County.

	Dec 2024	Nov 2024	MoM	Dec 2023	YoY	2024	2023	YTD
Median Sales Price	\$205,000	\$189,000	⬆️ 8.5%	\$185,450	⬆️ 10.5%	\$199,900	\$185,000	⬆️ 8.1%
Closed Sales	19	19	↔️ 0.0%	16	⬆️ 18.8%	216	200	⬆️ 8.0%
New Listings	13	15	⬆️ -13.3%	10	⬆️ 30.0%	270	236	⬆️ 14.4%
Pending Sales	16	14	⬆️ 14.3%	10	⬆️ 60.0%	216	197	⬆️ 9.6%
Median Days on Market	11	20	⬆️ -45.0%	33	⬆️ -66.7%	16	9	⬆️ 82.4%
Average Days on Market	63	29	⬆️ 115.5%	37	⬆️ 67.1%	46	32	⬆️ 44.1%
Price per Square Foot	\$141	\$120	⬆️ 17.5%	\$116	⬆️ 21.6%	\$138	\$124	⬆️ 10.9%
% of List Price Received	94.6%	98.0%	⬆️ -3.5%	96.9%	⬆️ -2.4%	97.4%	96.9%	⬆️ 0.6%
Active Inventory	43	48	⬆️ -10.4%	31	⬆️ 38.7%	—	—	—
Months Supply of Inventory	2.3	2.5	⬆️ -10.4%	1.9	⬆️ 16.8%	—	—	—

Median Sales Price



Number of Closed Sales

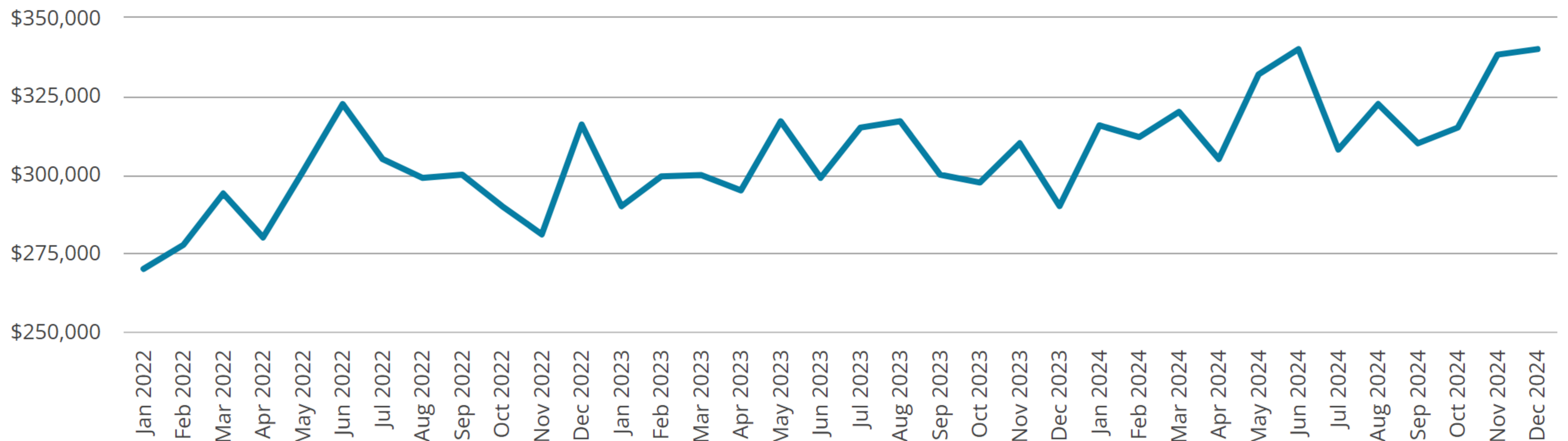


Johnson County

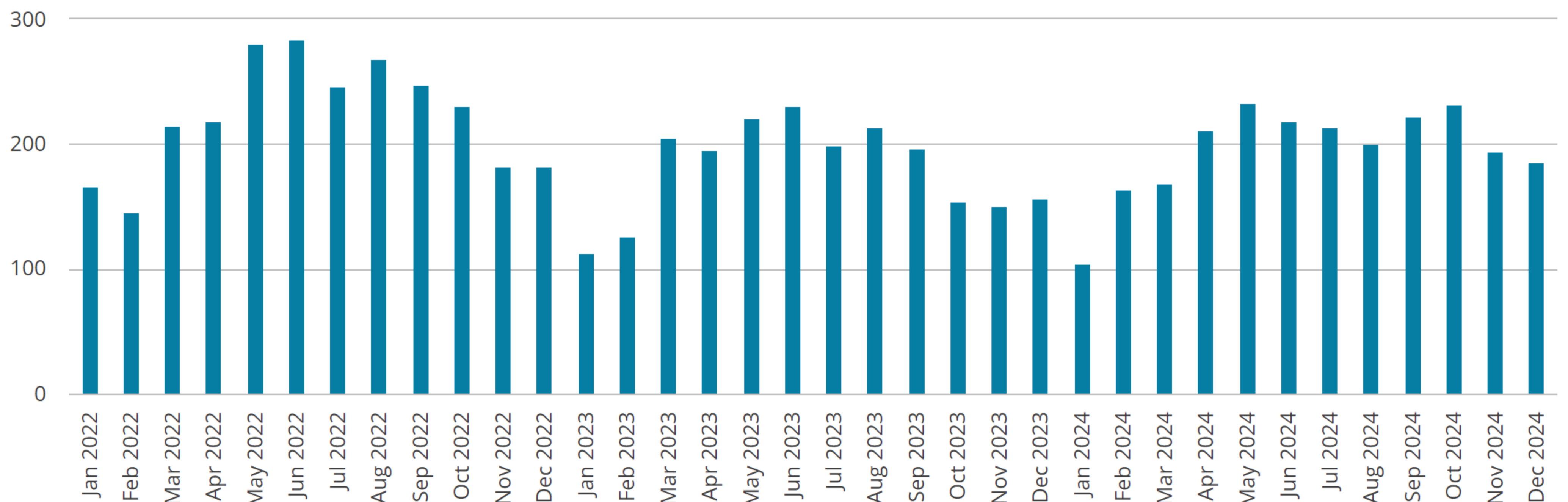
Data for Single Family Residence in Johnson County.

	Dec 2024	Nov 2024	MoM	Dec 2023	YoY	2024	2023	YTD
Median Sales Price	\$340,000	\$338,250	⬆️ 0.5%	\$290,000	⬆️ 17.2%	\$320,000	\$300,000	⬆️ 6.7%
Closed Sales	186	194	⬆️ -4.1%	157	⬆️ 18.5%	2,349	2,164	⬆️ 8.5%
New Listings	132	190	⬆️ -30.5%	117	⬆️ 12.8%	2,796	2,466	⬆️ 13.4%
Pending Sales	163	176	⬆️ -7.4%	123	⬆️ 32.5%	2,387	2,144	⬆️ 11.3%
Median Days on Market	28	19	⬆️ 47.4%	35	⬆️ -20.0%	15	14	⬆️ 7.1%
Average Days on Market	47	40	⬆️ 18.2%	52	⬆️ -8.7%	38	42	⬆️ -8.6%
Price per Square Foot	\$160	\$163	⬆️ -1.8%	\$156	⬆️ 2.6%	\$160	\$155	⬆️ 3.2%
% of List Price Received	97.7%	97.4%	⬆️ 0.4%	97.7%	⬆️ 0.0%	98.1%	98.5%	⬆️ -0.4%
Active Inventory	332	403	⬆️ -17.6%	285	⬆️ 16.5%	—	—	—
Months Supply of Inventory	1.8	2.1	⬆️ -14.1%	1.8	⬆️ -1.7%	—	—	—

Median Sales Price



Number of Closed Sales

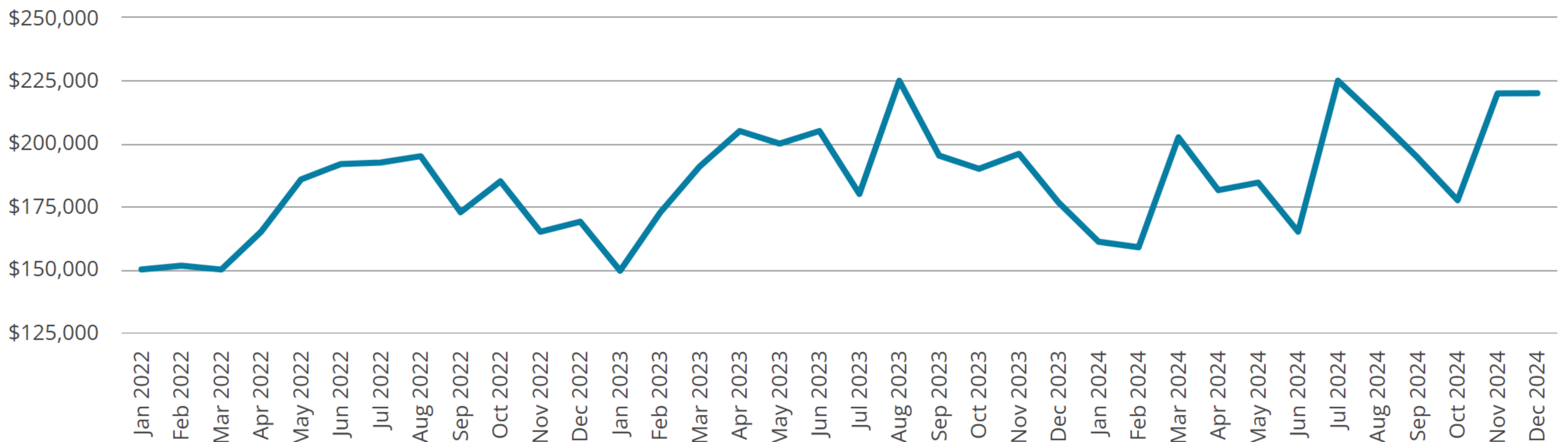


Madison County

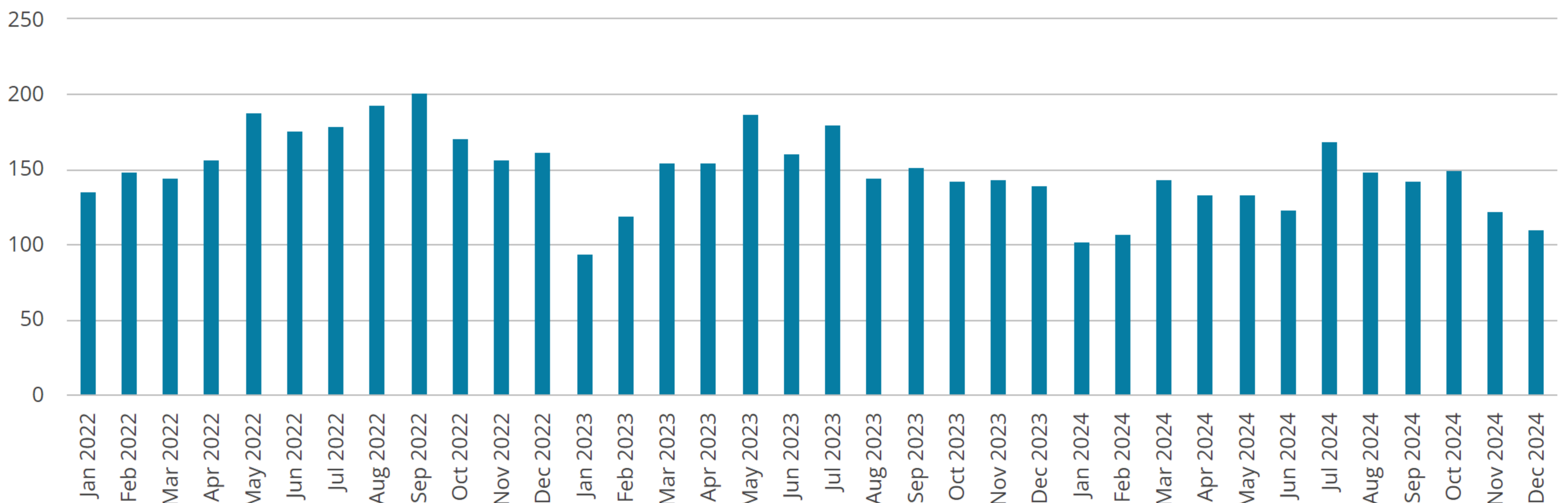
Data for Single Family Residence in Madison County.

	Dec 2024	Nov 2024	MoM	Dec 2023	YoY	2024	2023	YTD
Median Sales Price	\$220,000	\$219,950	↗ 0.0%	\$176,500	↗ 24.6%	\$194,400	\$194,900	↘ -0.3%
Closed Sales	110	122	↘ -9.8%	140	↘ -21.4%	1,587	1,775	↘ -10.6%
New Listings	110	105	↗ 4.8%	113	↘ -2.7%	1,881	2,095	↘ -10.2%
Pending Sales	85	97	↘ -12.4%	111	↘ -23.4%	1,551	1,773	↘ -12.5%
Median Days on Market	27	22	↗ 22.7%	24.5	↗ 10.2%	15	13	↗ 15.4%
Average Days on Market	52	47	↗ 10.7%	46	↗ 12.3%	38	41	↘ -6.5%
Price per Square Foot	\$136	\$135	↗ 1.1%	\$124	↗ 9.7%	\$128	\$121	↗ 6.2%
% of List Price Received	97.2%	97.2%	↘ -0.1%	94.9%	↗ 2.4%	97.2%	97.5%	↘ -0.2%
Active Inventory	245	240	↗ 2.1%	235	↗ 4.3%	—	—	—
Months Supply of Inventory	2.2	2.0	↗ 13.2%	1.7	↗ 32.7%	—	—	—

Median Sales Price



Number of Closed Sales

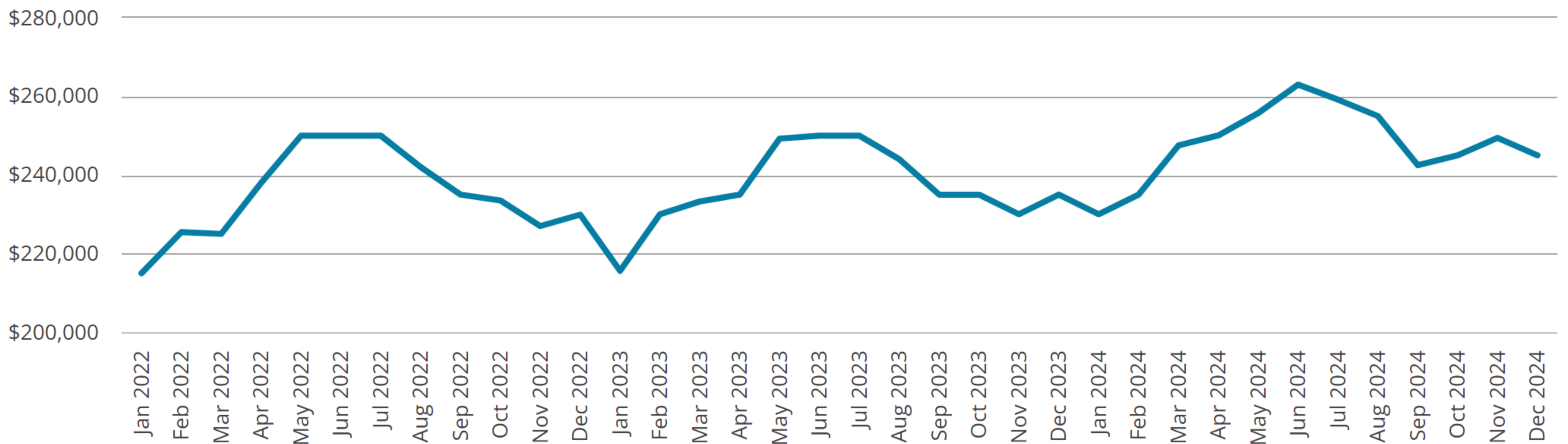


Marion County

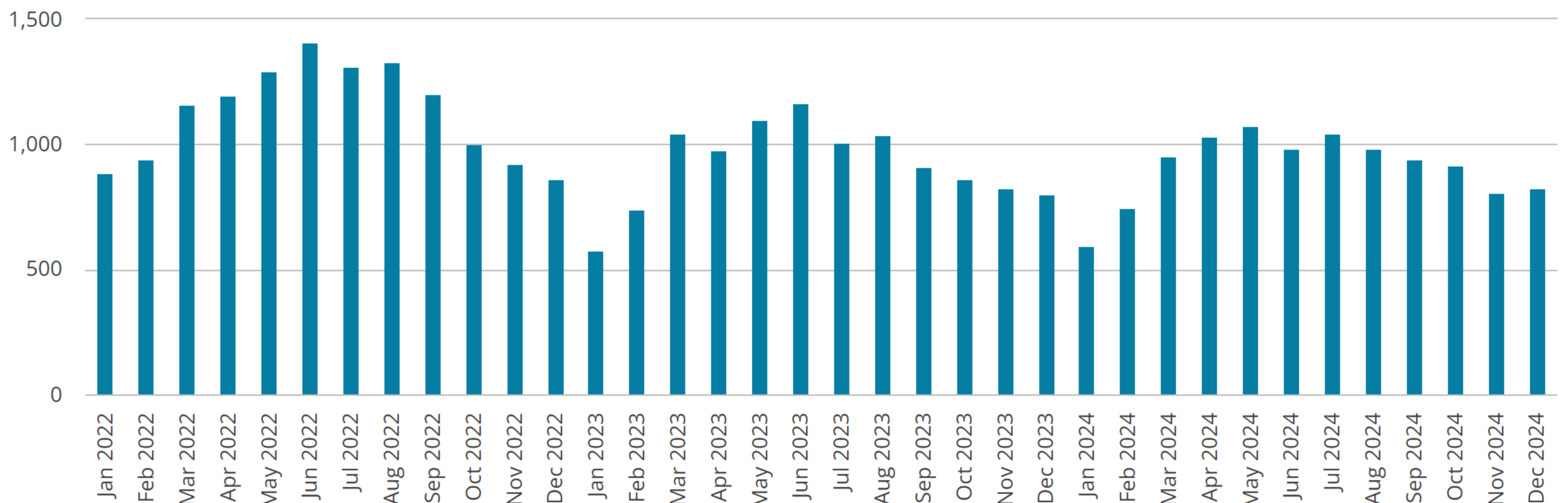
Data for Single Family Residence in Marion County.

	Dec 2024	Nov 2024	MoM	Dec 2023	YoY	2024	2023	YTD
Median Sales Price	\$245,000	\$249,450	▼ -1.8%	\$235,000	▲ 4.3%	\$250,000	\$239,900	▲ 4.2%
Closed Sales	823	808	▲ 1.9%	804	▲ 2.4%	10,894	11,062	▼ -1.5%
New Listings	589	879	▼ -33.0%	619	▼ -4.8%	13,381	13,349	▲ 0.2%
Pending Sales	666	778	▼ -14.4%	643	▲ 3.6%	10,974	11,036	▼ -0.6%
Median Days on Market	36	25	▲ 44.0%	31	▲ 16.1%	14	12	▲ 16.7%
Average Days on Market	58	50	▲ 17.0%	71	▼ -17.6%	40	40	▼ -0.3%
Price per Square Foot	\$150	\$151	▼ -0.7%	\$139	▲ 7.9%	\$151	\$143	▲ 5.6%
% of List Price Received	97.7%	98.0%	▼ -0.4%	97.5%	▲ 0.1%	98.3%	98.4%	▼ -0.1%
Active Inventory	1,723	2,030	▼ -15.1%	1,612	▲ 6.9%	—	—	—
Months Supply of Inventory	2.1	2.5	▼ -16.7%	2.0	▲ 4.4%	—	—	—

Median Sales Price



Number of Closed Sales

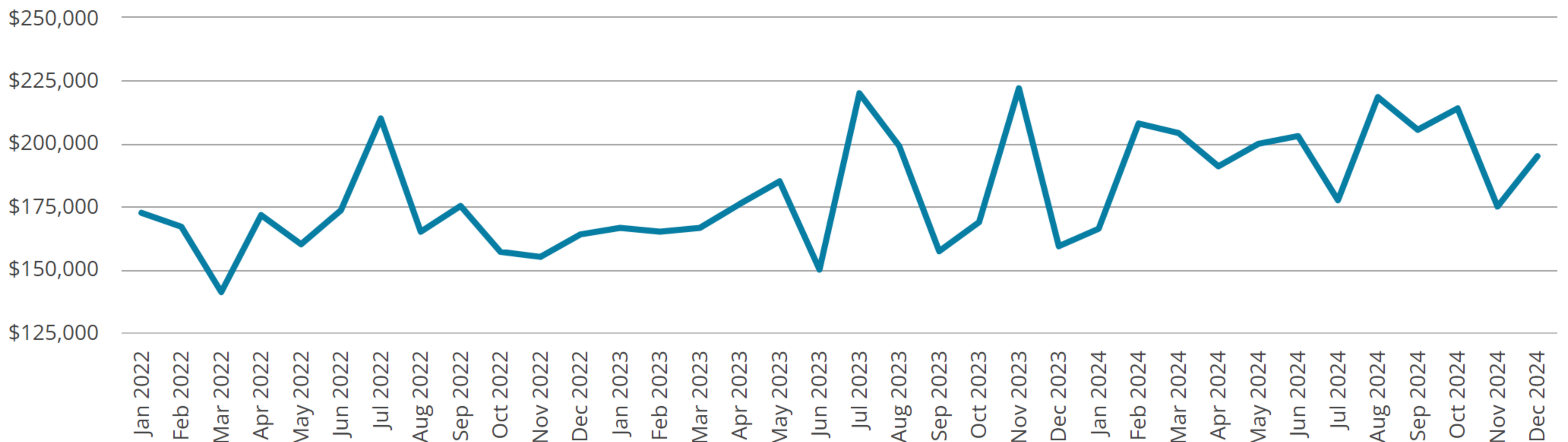


Montgomery County

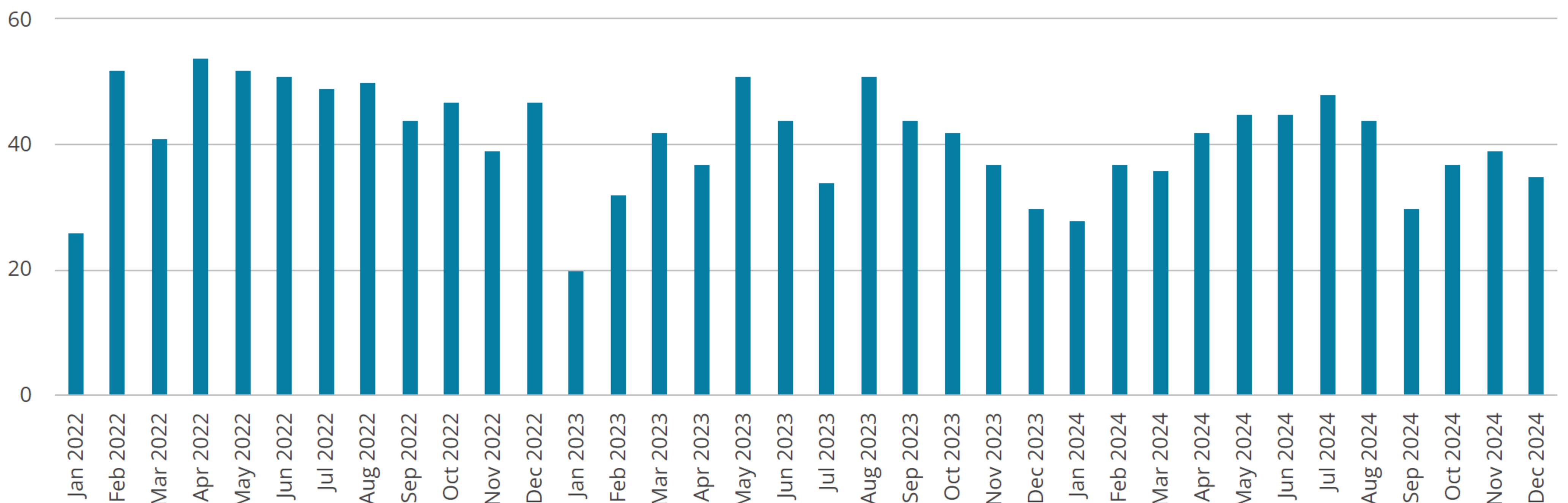
Data for Single Family Residence in Montgomery County.

	Dec 2024	Nov 2024	MoM	Dec 2023	YoY	2024	2023	YTD
Median Sales Price	\$195,000	\$175,000	⬆️ 11.4%	\$159,250	⬆️ 22.4%	\$200,000	\$172,000	⬆️ 16.3%
Closed Sales	35	39	⬆️ -10.3%	30	⬆️ 16.7%	466	464	⬆️ 0.4%
New Listings	24	35	⬆️ -31.4%	29	⬆️ -17.2%	530	539	⬆️ -1.7%
Pending Sales	37	30	⬆️ 23.3%	28	⬆️ 32.1%	474	472	⬆️ 0.4%
Median Days on Market	32	22.5	⬆️ 42.2%	36	⬆️ -11.1%	12	10	⬆️ 26.3%
Average Days on Market	47	37	⬆️ 28.3%	39	⬆️ 21.8%	37	35	⬆️ 6.0%
Price per Square Foot	\$121	\$139	⬆️ -12.9%	\$112	⬆️ 8.0%	\$134	\$117	⬆️ 14.5%
% of List Price Received	95.6%	98.0%	⬆️ -2.5%	98.1%	⬆️ -2.5%	97.6%	98.1%	⬆️ -0.5%
Active Inventory	67	84	⬆️ -20.2%	70	⬆️ -4.3%	—	—	—
Months Supply of Inventory	1.9	2.2	⬆️ -11.1%	2.3	⬆️ -18.0%	—	—	—

Median Sales Price



Number of Closed Sales

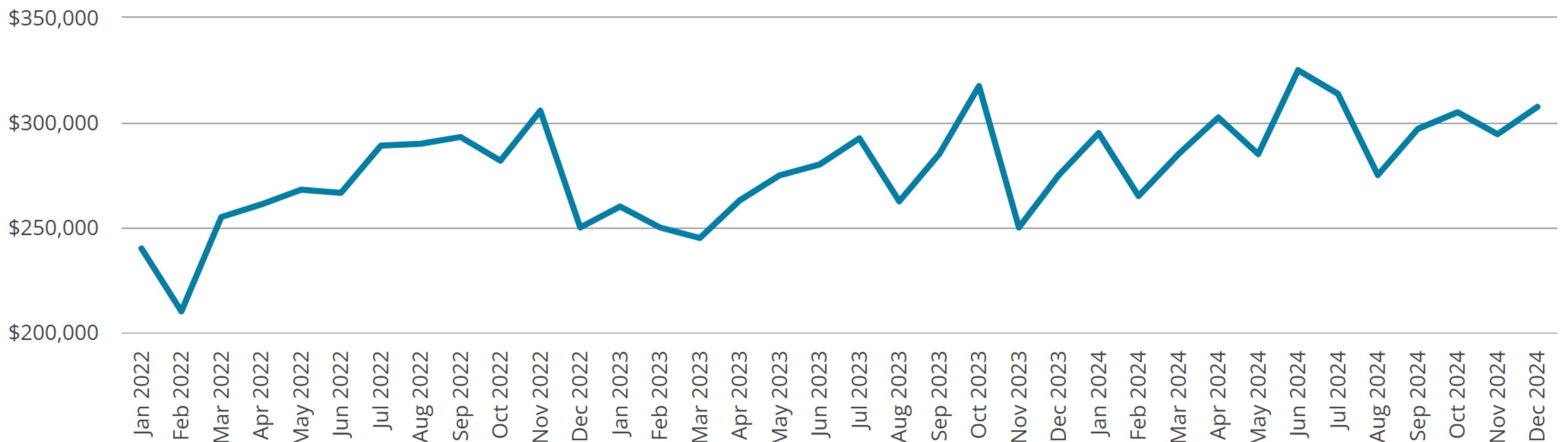


Morgan County

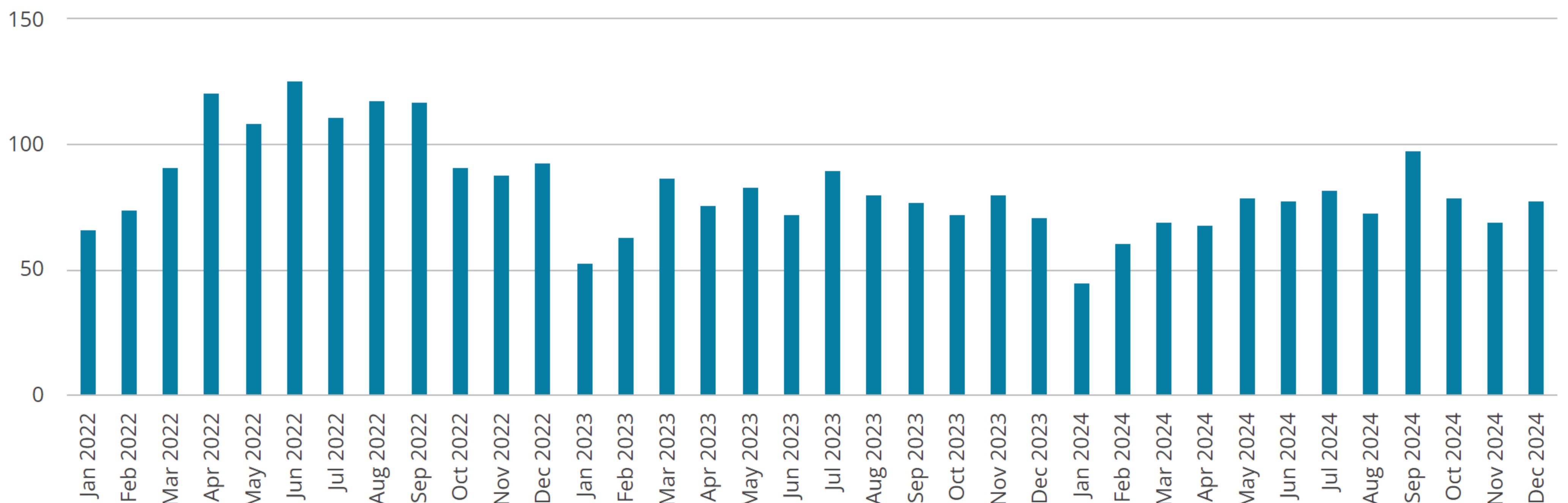
Data for Single Family Residence in Morgan County.

	Dec 2024	Nov 2024	MoM	Dec 2023	YoY	2024	2023	YTD
Median Sales Price	\$307,500	\$294,500	⬆️ 4.4%	\$275,000	⬆️ 11.8%	\$297,707	\$270,000	⬆️ 10.3%
Closed Sales	78	69	⬆️ 13.0%	71	⬆️ 9.9%	879	904	⬆️ -2.8%
New Listings	53	80	⬆️ -33.8%	52	⬆️ 1.9%	1,060	1,065	⬆️ -0.5%
Pending Sales	60	75	⬆️ -20.0%	46	⬆️ 30.4%	893	892	⬆️ 0.1%
Median Days on Market	38.5	29	⬆️ 32.8%	38	⬆️ 1.3%	19	16	⬆️ 18.8%
Average Days on Market	51	49	⬆️ 5.2%	112	⬆️ -54.3%	43	52	⬆️ -15.9%
Price per Square Foot	\$159	\$167	⬆️ -5.1%	\$151	⬆️ 5.0%	\$162	\$151	⬆️ 7.3%
% of List Price Received	98.1%	99.0%	⬆️ -0.9%	97.5%	⬆️ 0.7%	98.1%	98.1%	⬆️ 0.0%
Active Inventory	174	186	⬆️ -6.5%	144	⬆️ 20.8%	—	—	—
Months Supply of Inventory	2.2	2.7	⬆️ -17.2%	2.0	⬆️ 10.0%	—	—	—

Median Sales Price



Number of Closed Sales

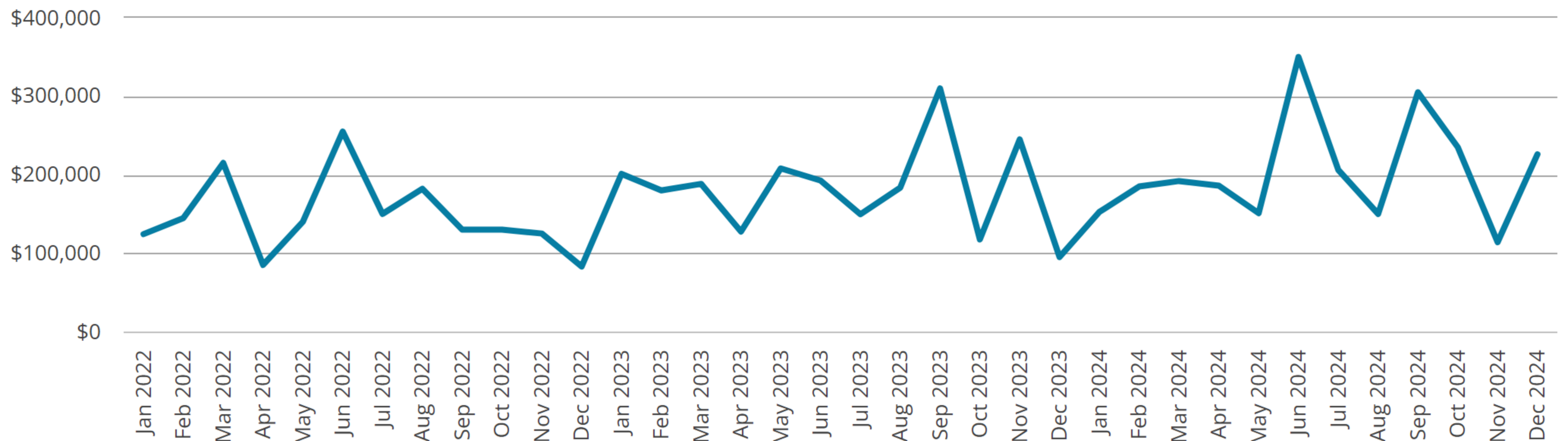


Parke County

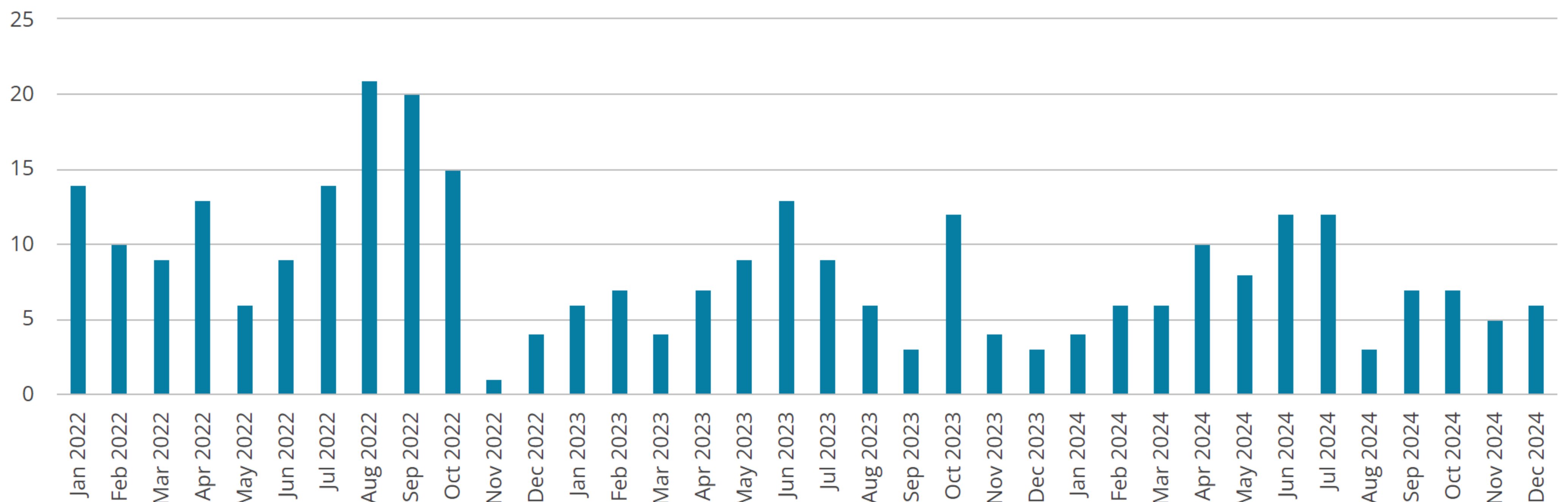
Data for Single Family Residence in Parke County.

	Dec 2024	Nov 2024	MoM	Dec 2023	YoY	2024	2023	YTD
Median Sales Price	\$226,000	\$114,000	⬆️ 98.2%	\$95,000	⬆️ 137.9%	\$195,000	\$160,000	⬆️ 21.9%
Closed Sales	6	5	⬆️ 20.0%	3	⬆️ 100.0%	86	83	⬆️ 3.6%
New Listings	7	8	⬆️ -12.5%	10	⬆️ -30.0%	115	102	⬆️ 12.7%
Pending Sales	8	8	➡️ 0.0%	4	⬆️ 100.0%	92	79	⬆️ 16.5%
Median Days on Market	24.5	32.5	⬆️ -24.6%	7.5	⬆️ 226.7%	35	27	⬆️ 29.6%
Average Days on Market	37	82	⬆️ -54.7%	19	⬆️ 95.4%	75	62	⬆️ 21.1%
Price per Square Foot	\$104	\$63	⬆️ 64.3%	\$82	⬆️ 26.2%	\$107	\$104	⬆️ 2.9%
% of List Price Received	94.6%	89.7%	⬆️ 5.4%	90.4%	⬆️ 4.6%	92.3%	94.0%	⬆️ -1.8%
Active Inventory	36	38	⬆️ -5.3%	29	⬆️ 24.1%	—	—	—
Months Supply of Inventory	6.0	7.6	⬆️ -21.0%	9.6	⬆️ -37.8%	—	—	—

Median Sales Price



Number of Closed Sales

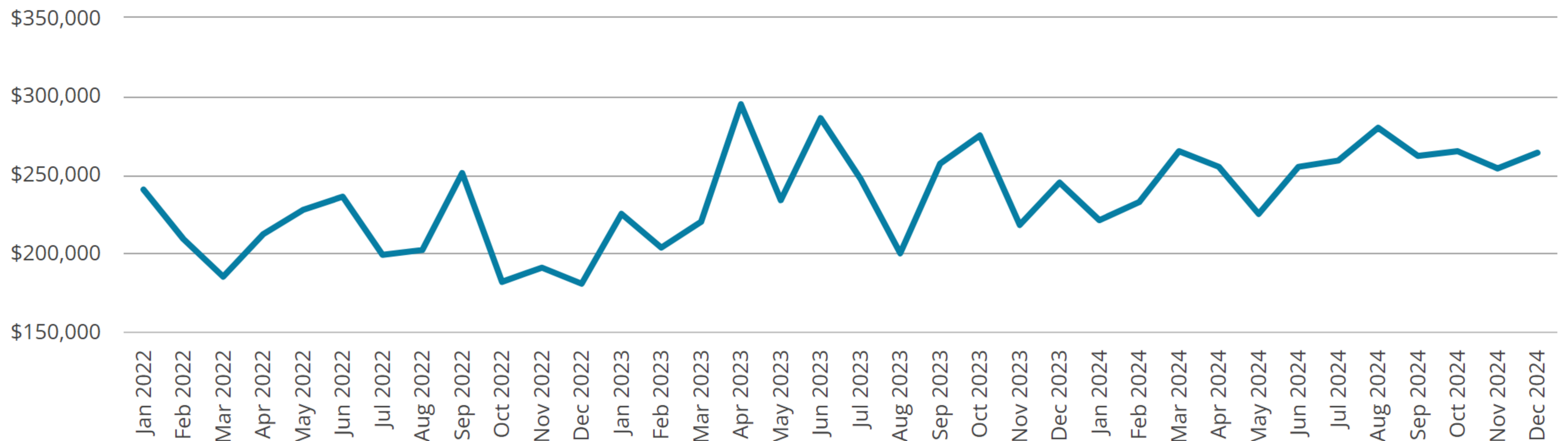


Putnam County

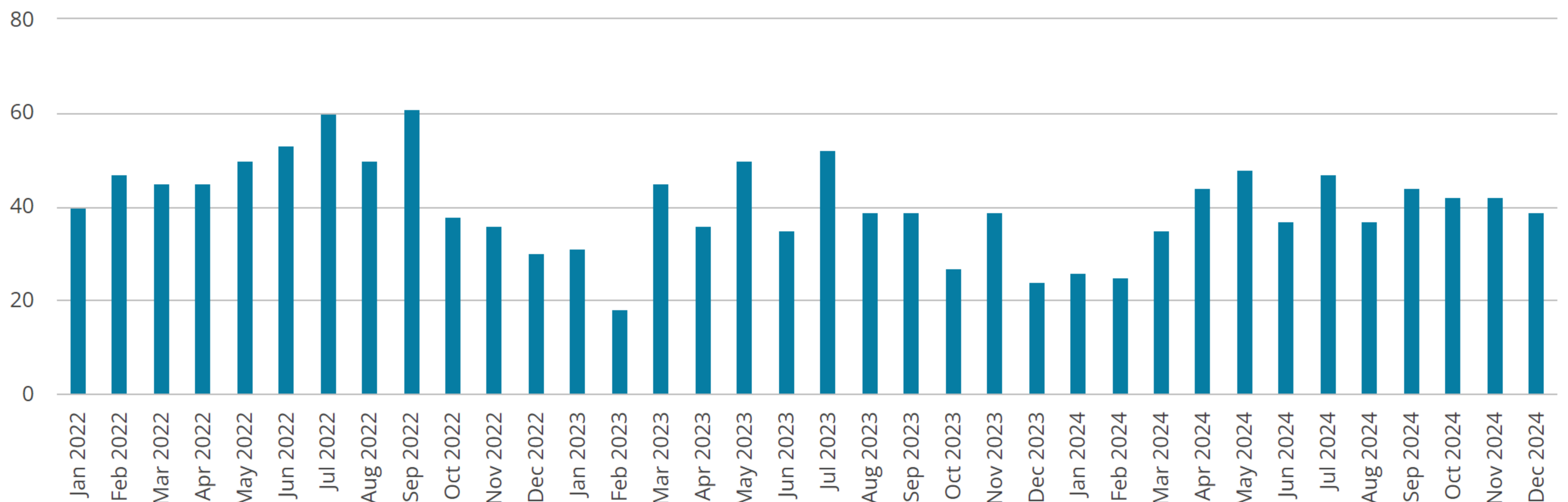
Data for Single Family Residence in Putnam County.

	Dec 2024	Nov 2024	MoM	Dec 2023	YoY	2024	2023	YTD
Median Sales Price	\$264,000	\$254,000	⬆️ 3.9%	\$244,950	⬆️ 7.8%	\$255,500	\$240,000	⬆️ 6.5%
Closed Sales	39	42	⬆️ -7.1%	24	⬆️ 62.5%	466	435	⬆️ 7.1%
New Listings	16	40	⬆️ -60.0%	32	⬆️ -50.0%	571	481	⬆️ 18.7%
Pending Sales	31	33	⬆️ -6.1%	20	⬆️ 55.0%	471	424	⬆️ 11.1%
Median Days on Market	53	23	⬆️ 130.4%	14.5	⬆️ 265.5%	18	13	⬆️ 38.5%
Average Days on Market	73	64	⬆️ 13.1%	30	⬆️ 144.6%	41	40	⬆️ 2.1%
Price per Square Foot	\$160	\$145	⬆️ 10.7%	\$152	⬆️ 5.6%	\$163	\$144	⬆️ 13.2%
% of List Price Received	95.2%	97.2%	⬆️ -2.1%	95.5%	⬆️ -0.3%	97.3%	97.5%	⬆️ -0.3%
Active Inventory	72	95	⬆️ -24.2%	66	⬆️ 9.1%	—	—	—
Months Supply of Inventory	1.8	2.3	⬆️ -18.4%	2.7	⬆️ -32.9%	—	—	—

Median Sales Price



Number of Closed Sales

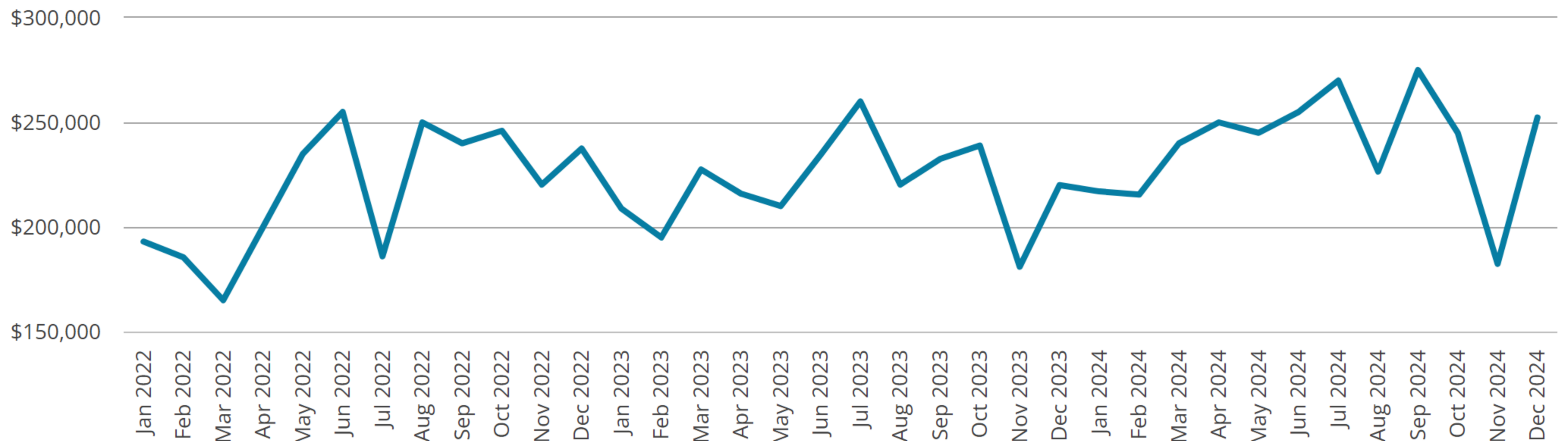


Shelby County

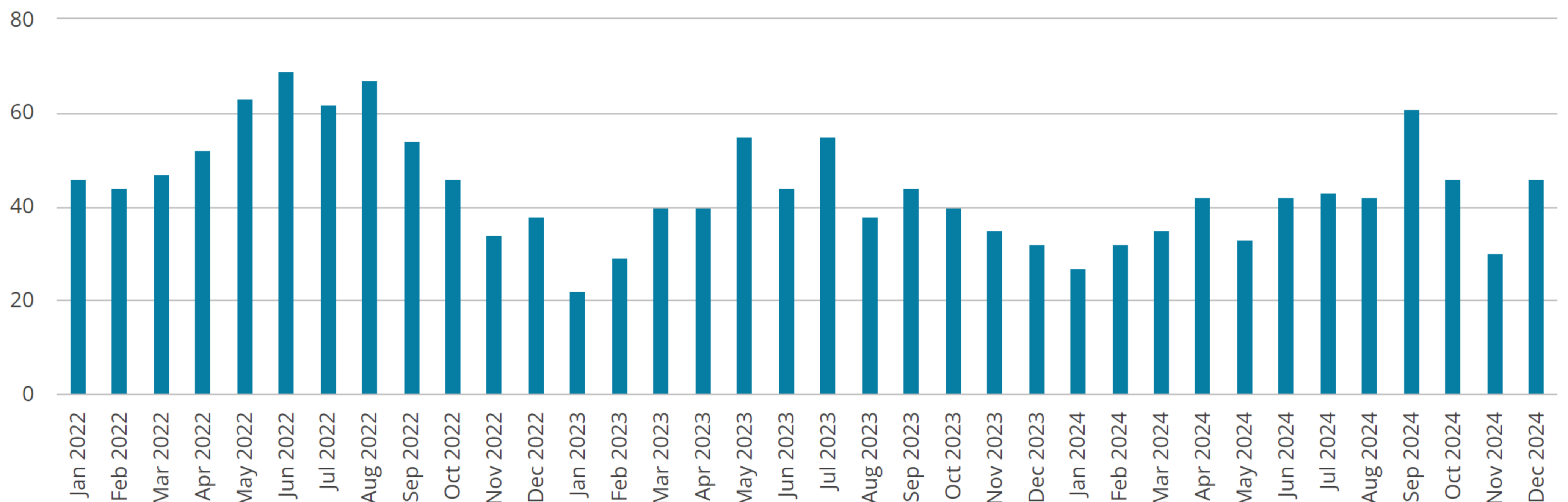
Data for Single Family Residence in Shelby County.

	Dec 2024	Nov 2024	MoM	Dec 2023	YoY	2024	2023	YTD
Median Sales Price	\$252,300	\$182,400	⬆️ 38.3%	\$220,000	⬆️ 14.7%	\$249,900	\$225,000	⬆️ 11.1%
Closed Sales	46	30	⬆️ 53.3%	32	⬆️ 43.8%	479	474	⬆️ 1.1%
New Listings	36	34	⬆️ 5.9%	22	⬆️ 63.6%	555	560	⬆️ -0.9%
Pending Sales	38	40	⬆️ -5.0%	23	⬆️ 65.2%	490	472	⬆️ 3.8%
Median Days on Market	29	28	⬆️ 3.6%	36	⬆️ -19.4%	17	10	⬆️ 70.0%
Average Days on Market	46	53	⬆️ -13.3%	68	⬆️ -32.9%	46	40	⬆️ 15.8%
Price per Square Foot	\$145	\$145	↔️ 0.0%	\$161	⬆️ -9.7%	\$146	\$137	⬆️ 7.0%
% of List Price Received	96.5%	95.8%	⬆️ 0.7%	99.2%	⬆️ -2.7%	97.8%	98.1%	⬆️ -0.3%
Active Inventory	74	85	⬆️ -12.9%	73	⬆️ 1.4%	—	—	—
Months Supply of Inventory	1.6	2.8	⬆️ -43.2%	2.3	⬆️ -29.5%	—	—	—

Median Sales Price



Number of Closed Sales

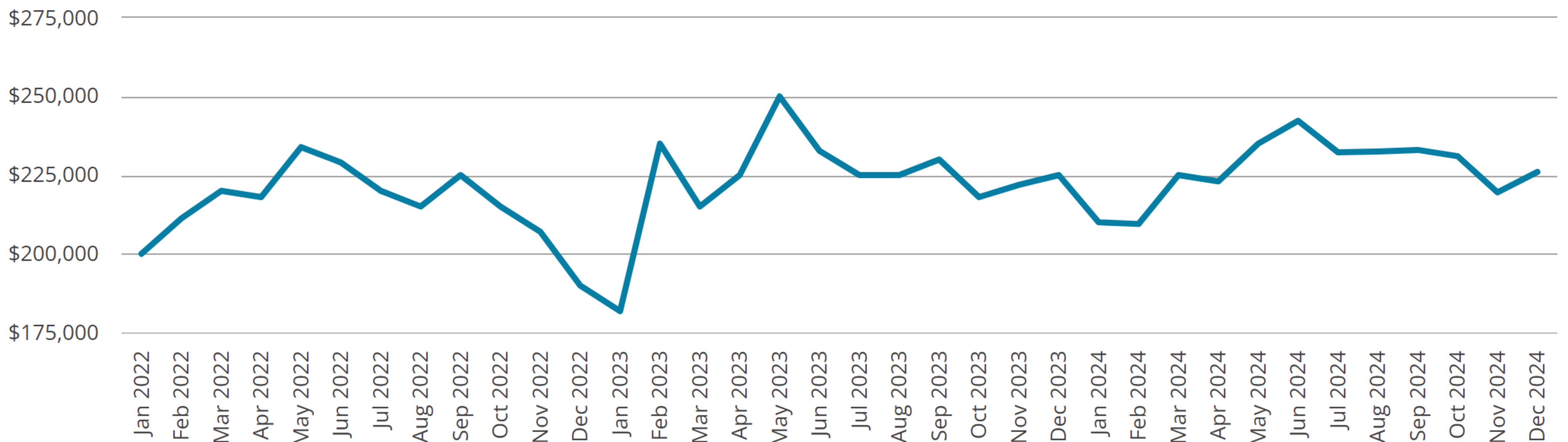


Condominiums

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

	Dec 2024	Nov 2024	MoM	Dec 2023	YoY	2024	2023	YTD
Median Sales Price	\$226,000	\$219,500	⬆️ 3.0%	\$225,000	⬆️ 0.4%	\$227,000	\$225,000	⬆️ 0.9%
Closed Sales	123	134	⬆️ -8.2%	115	⬆️ 7.0%	1,803	1,896	⬆️ -4.9%
New Listings	112	158	⬆️ -29.1%	77	⬆️ 45.5%	2,287	2,254	⬆️ 1.5%
Pending Sales	112	111	⬆️ 0.9%	90	⬆️ 24.4%	1,842	1,893	⬆️ -2.7%
Median Days on Market	38.5	26	⬆️ 48.1%	25	⬆️ 54.0%	20	10	⬆️ 100.0%
Average Days on Market	60	45	⬆️ 33.8%	43	⬆️ 39.4%	46	38	⬆️ 21.8%
Price per Square Foot	\$152	\$152	↔️ 0.0%	\$157	⬆️ -3.2%	\$155	\$152	⬆️ 2.0%
% of List Price Received	97.6%	97.5%	⬆️ 0.2%	97.9%	⬆️ -0.2%	97.9%	98.5%	⬆️ -0.6%
Active Inventory	385	444	⬆️ -13.3%	310	⬆️ 24.2%	—	—	—
Months Supply of Inventory	3.1	3.3	⬆️ -5.5%	2.7	⬆️ 16.1%	—	—	—

Median Sales Price



Number of Closed Sales

