

MARKET INSIGHTS REPORT

January 2025



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 January 2025 data, this is what our experts are saying:

The housing market in central Indiana kicked off 2025 with a median sales price of \$292,000, representing an 8.1% increase over January 2024, but a slight step back from December, down 3.3%. In the MIBOR BLC® service area 12 out of 17 counties listed positive price changes from a year ago including Boone, Hamilton, Hancock, and Marion counties.

“Continued price growth demonstrates the ongoing desirability of the central Indiana housing market,” says MIBOR CEO Shelley Specchio. “While prices showed solid strength, closed sales and pending sales were both flat; however, significant snowfall followed by the polar vortex likely kept some consumer demand inside to stay warm. We expect to see February inventory growth as consumers enter the market ahead of the spring season.”

Closed sales came in relatively flat, down 0.8% from January 2024. Pending sales broke the 5-month streak of year-over-year increase, coming in relatively flat, down 0.7%. Pending sales were up in 3 of the 17 counties in the service area including Hamilton, Hancock, and Johnson counties. The typical listing received 97.5% of the asking price, up slightly from 97.3% in January 2024.

New listings were up 2.9% from last year, and up 34.9% from December. The median days on market rose to 38 days, up from 29 days last year. Active inventory increased 17.1% over last year with 4,006 single-family homes for sale, reflecting a 2.5-month supply.

According to the most recent data available from the National Association of Realtors®, total existing-home sales in December 2.2% from November. Year-over-year, sales grew 9.3% to an annual rate of 4.24 million, up from 3.88 million the previous year. Total housing inventory grew 16.2% from December 2024, and unsold inventory represented a 3.3-month supply. The median existing-home price for all housing types grew 6% from last year to \$404,400. “Home sales during the winter are typically softer than the spring and summer, but momentum is rising with sales climbing year-over-year for three straight months,” said NAR Chief Economist Lawrence Yun. “Consumers clearly understand the long-term benefits of homeownership. Job and wage gains, along with increased inventory, are positively impacting the market.”

Year-over-year data for January:

- An increase in Median Sales Price of 4.3% to \$292,000
- Average days on market increased 7.3% at 60
- Current active listings increased 17.1% to 4,006

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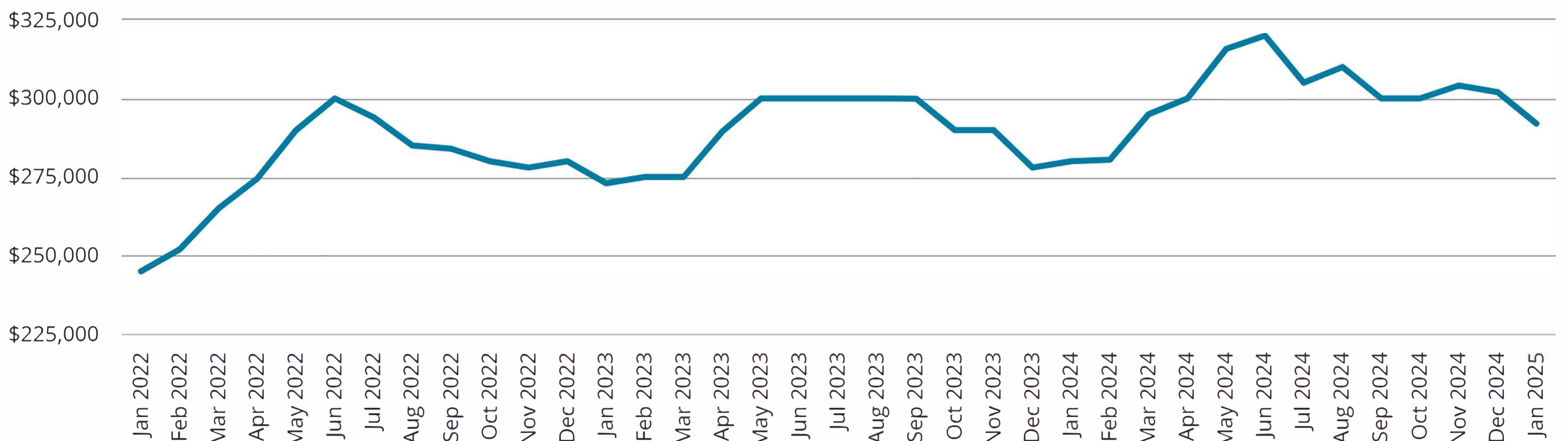
MIBOR SERVICE AREA	(1-11)
BARTHOLOMEW COUNTY	(12)
BOONE COUNTY	(13)
BROWN COUNTY	(14)
DECATUR COUNTY	(15)
HAMILTON COUNTY	(16)
HANCOCK COUNTY	(17)
HENDRICKS COUNTY	(18)
JACKSON COUNTY	(19)
JENNINGS COUNTY	(20)
JOHNSON COUNTY	(21)
MADISON COUNTY	(22)
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MIBOR Market Summary

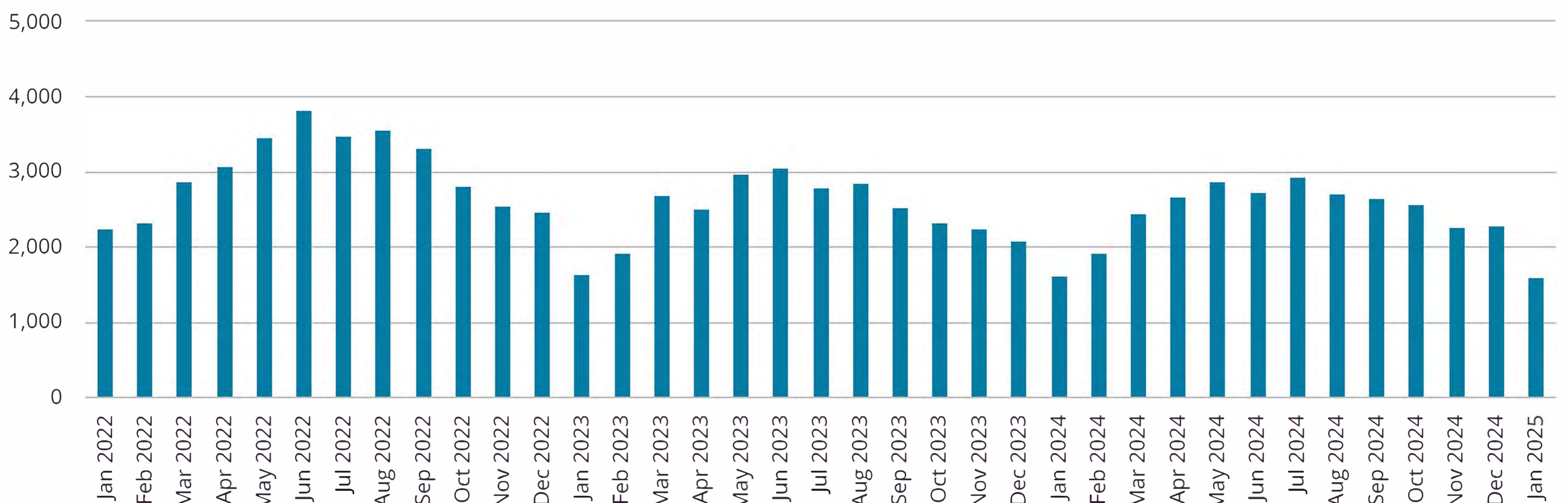
Data for Single Family Residence in Bartholomew, Boone, Brown, Decatur, Hamilton, Hancock, Hendricks, Jackson, Jennings, Johnson, Madison, Marion, Montgomery, Morgan, Parke, Putnam, Shelby.

	Jan 2025	Dec 2024	MoM	Jan 2024	YoY	2025	2024	YTD
Median Sales Price	\$292,000	\$302,000	▼ -3.3%	\$280,000	▲ 4.3%	\$292,000	\$280,000	▲ 4.3%
Closed Sales	1,597	2,293	▼ -30.4%	1,610	▼ -0.8%	1,597	1,610	▼ -0.8%
New Listings	2,172	1,610	▲ 34.9%	2,110	▲ 2.9%	2,172	2,110	▲ 2.9%
Pending Sales	2,170	1,643	▲ 32.1%	2,185	▼ -0.7%	2,170	2,185	▼ -0.7%
Median Days on Market	38	32	▲ 18.8%	29	▲ 31.0%	38	29	▲ 31.0%
Average Days on Market	60	54	▲ 12.2%	56	▲ 7.3%	60	56	▲ 7.3%
Price per Square Foot	\$157	\$158	▼ -0.6%	\$148	▲ 6.1%	\$157	\$148	▲ 6.1%
% of List Price Received	97.5%	97.8%	▼ -0.3%	97.3%	▲ 0.2%	97.5%	97.3%	▲ 0.2%
Active Inventory	4,006	4,342	▼ -7.7%	3,421	▲ 17.1%	—	—	—
Months Supply of Inventory	2.5	1.9	▲ 32.5%	2.1	▲ 18.1%	—	—	—

Median Sales Price



Number of Closed Sales

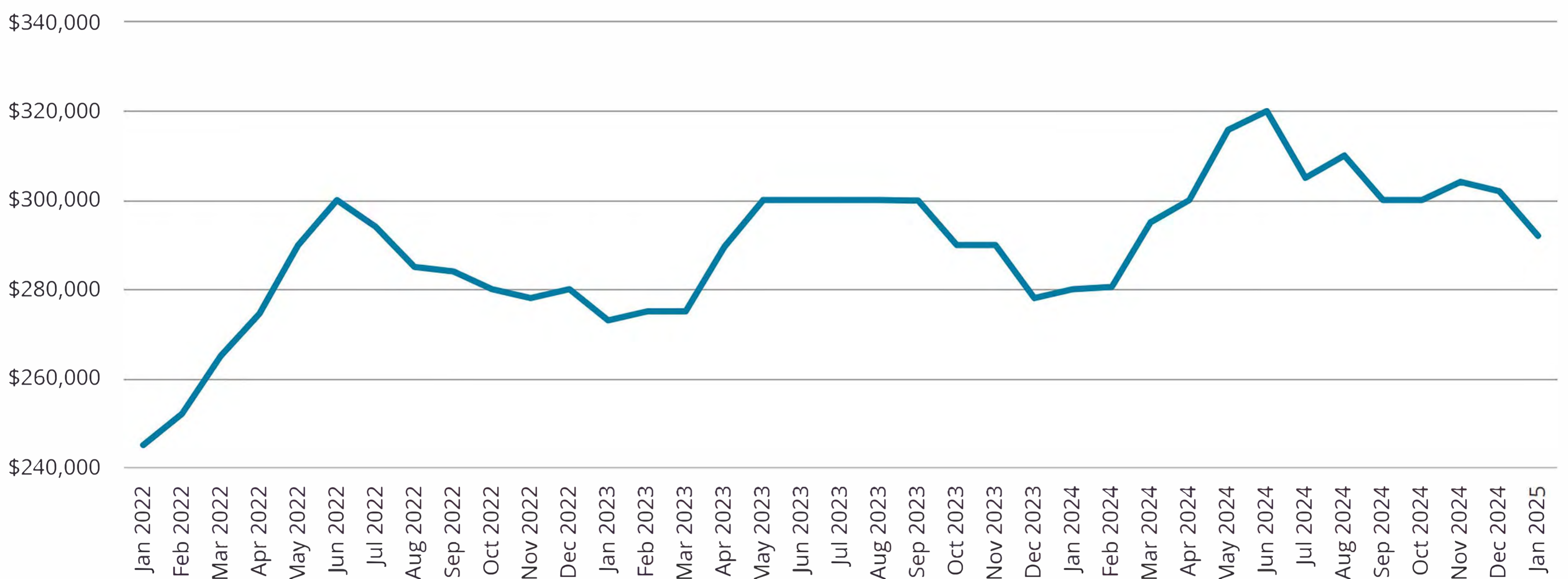


Median Sales Price

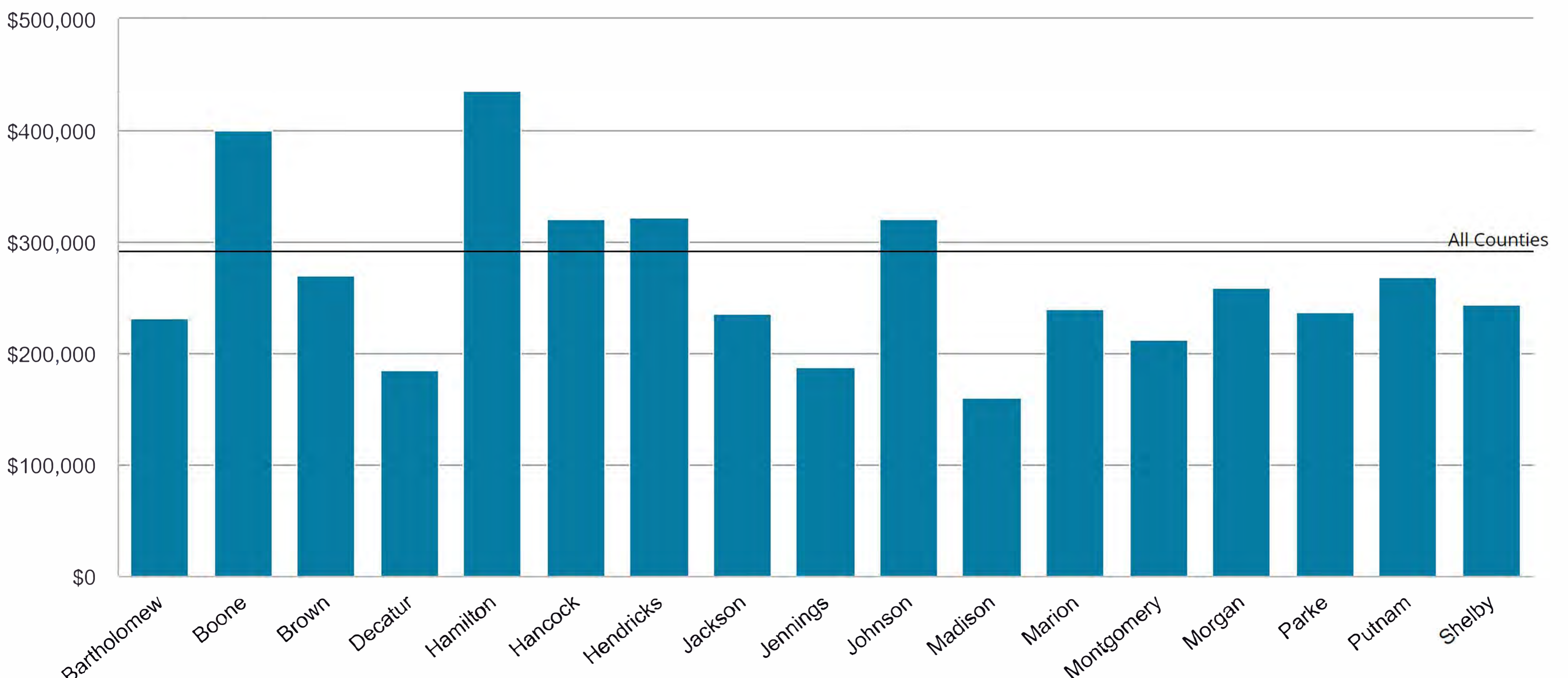
Sales Price is the mid-point (median) value where the price for half of the closed sales is higher and half is lower. Median is preferred to average as it accounts for outliers at the high or low end of the price range.

January 2025	Month over Month Change	Year over Year Change	Year to Date Change
\$292,000	⚡ -3.3%	⚡ 4.3%	⚡ 4.3%

Historical Activity



County Comparison

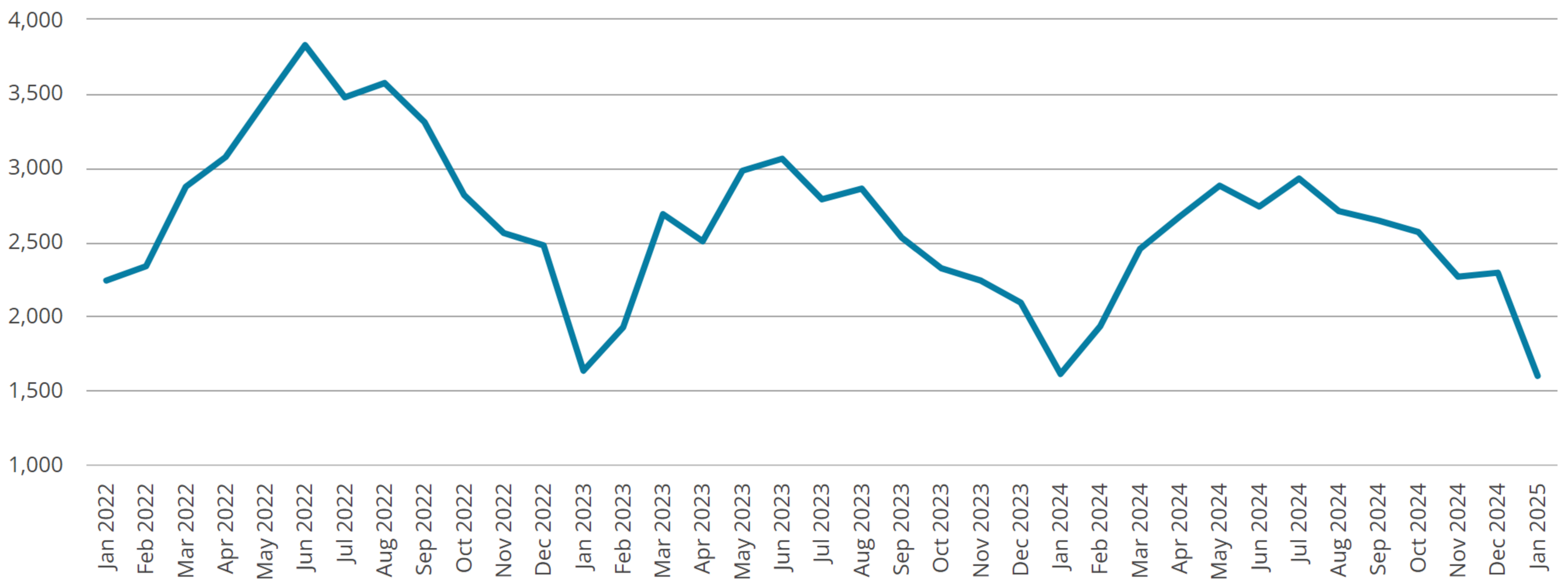


Closed Sales

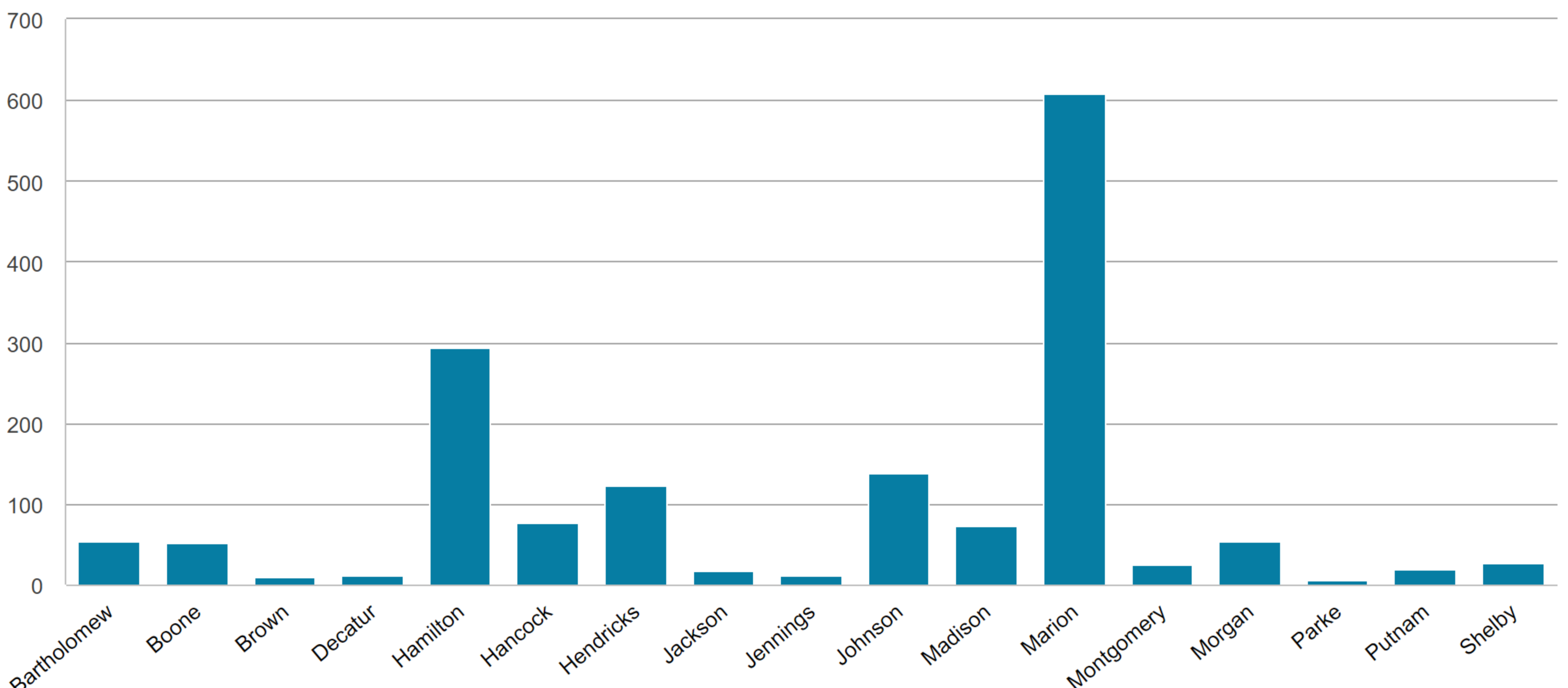
The number of properties that actually sold.

January 2025	Month over Month Change	Year over Year Change	Year to Date Change
1,597	⚡ -30.4%	⚡ -0.8%	⚡ -0.8%

Historical Activity



County Comparison

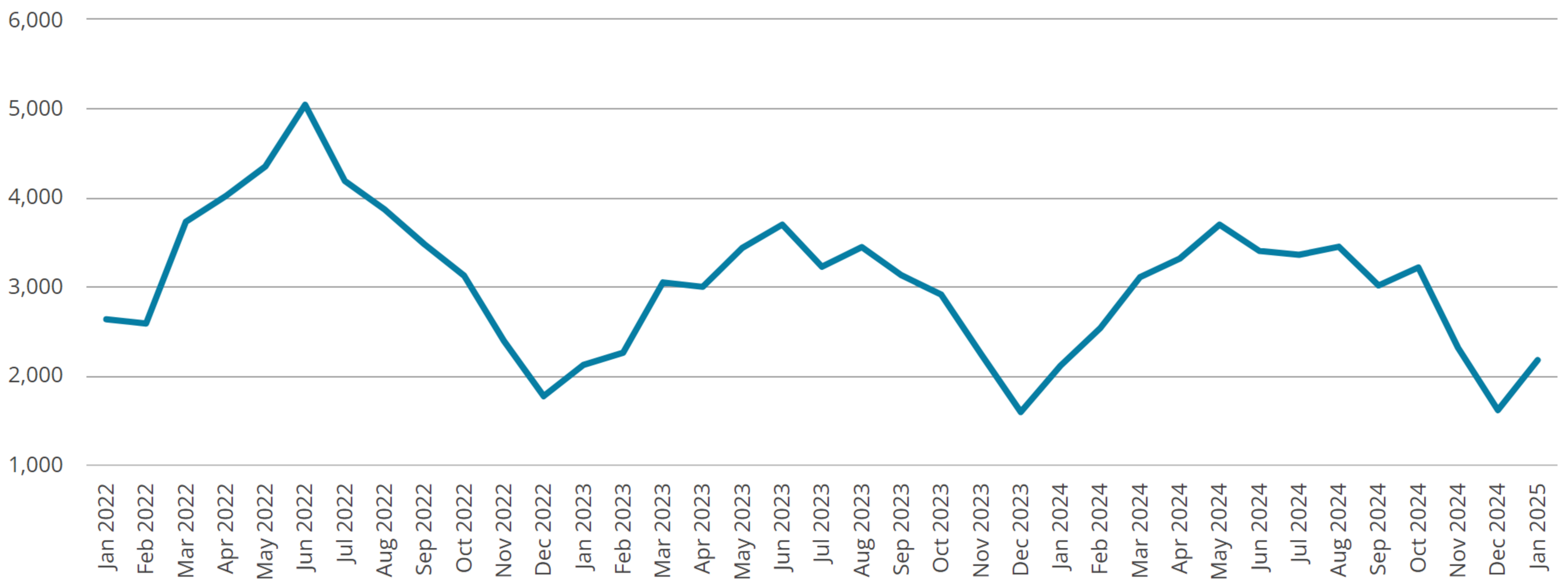


New Listings

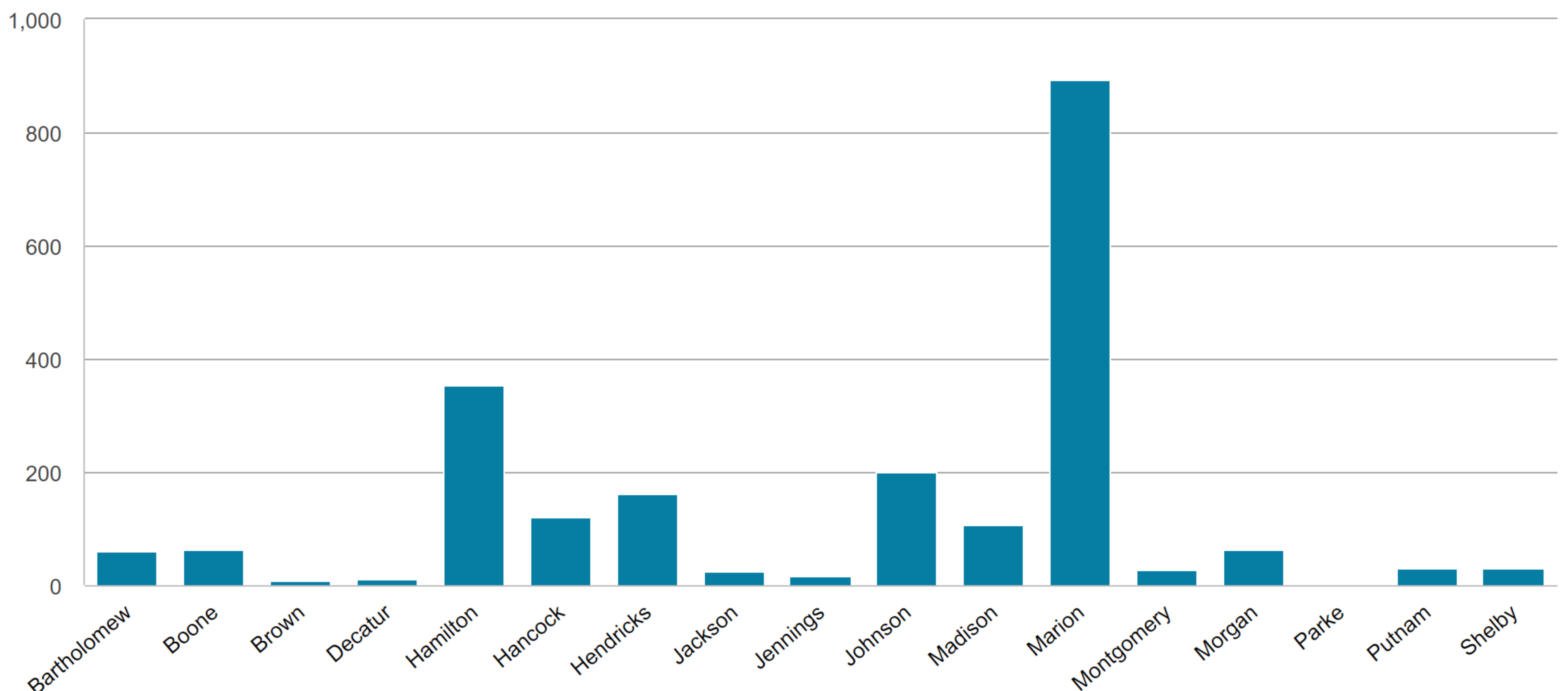
The number of properties listed regardless of current status.

January 2025	Month over Month Change	Year over Year Change	Year to Date Change
2,172	⬆️ 34.9%	⬆️ 2.9%	⬆️ 2.9%

Historical Activity



County Comparison

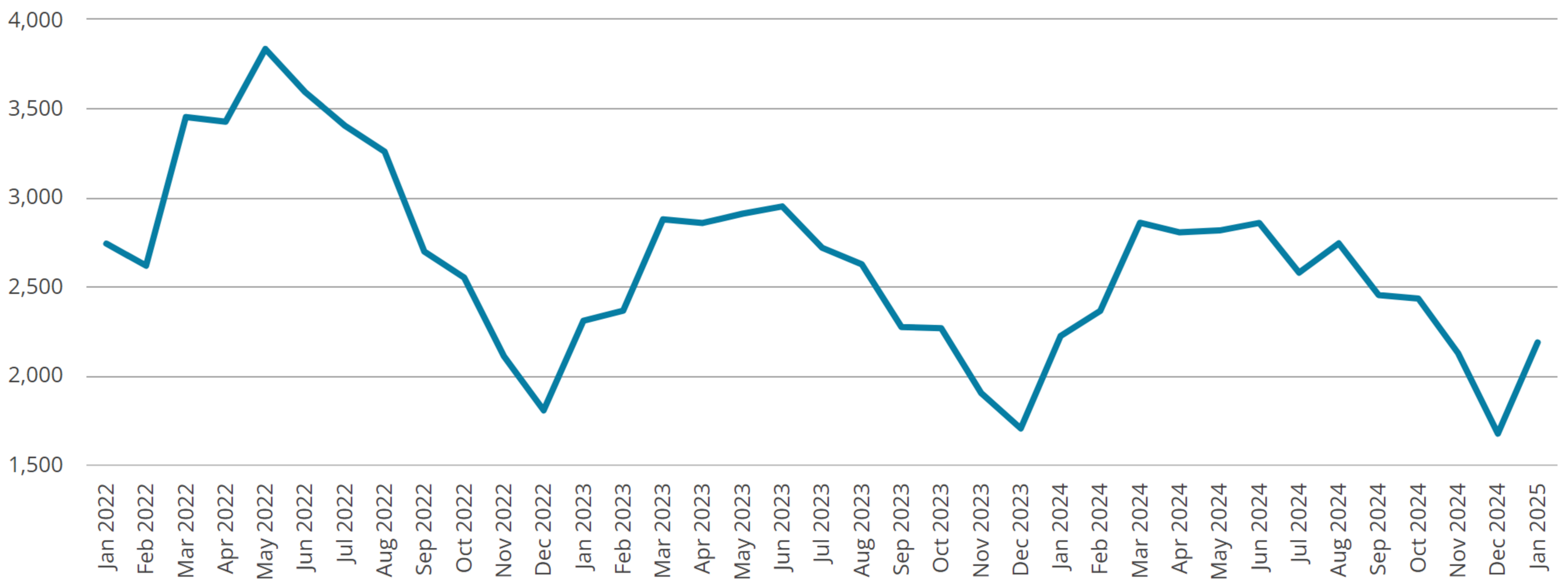


Pending Sales

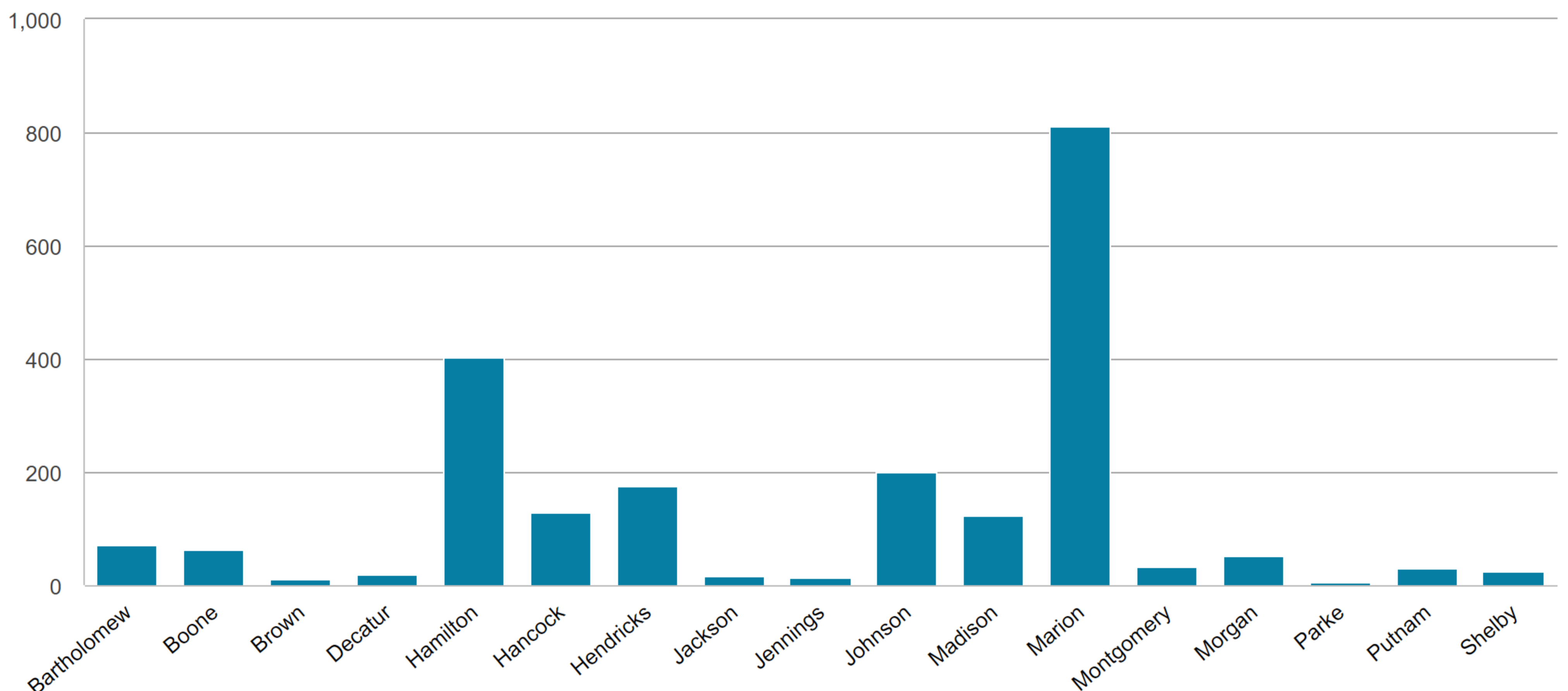
The number of properties newly under contract which are still pending or resulted in a closed sale, based on purchase contract date.

January 2025	Month over Month Change	Year over Year Change	Year to Date Change
2,185	⬆ 30.6%	⬇ -1.6%	⬇ -1.6%

Historical Activity



County Comparison

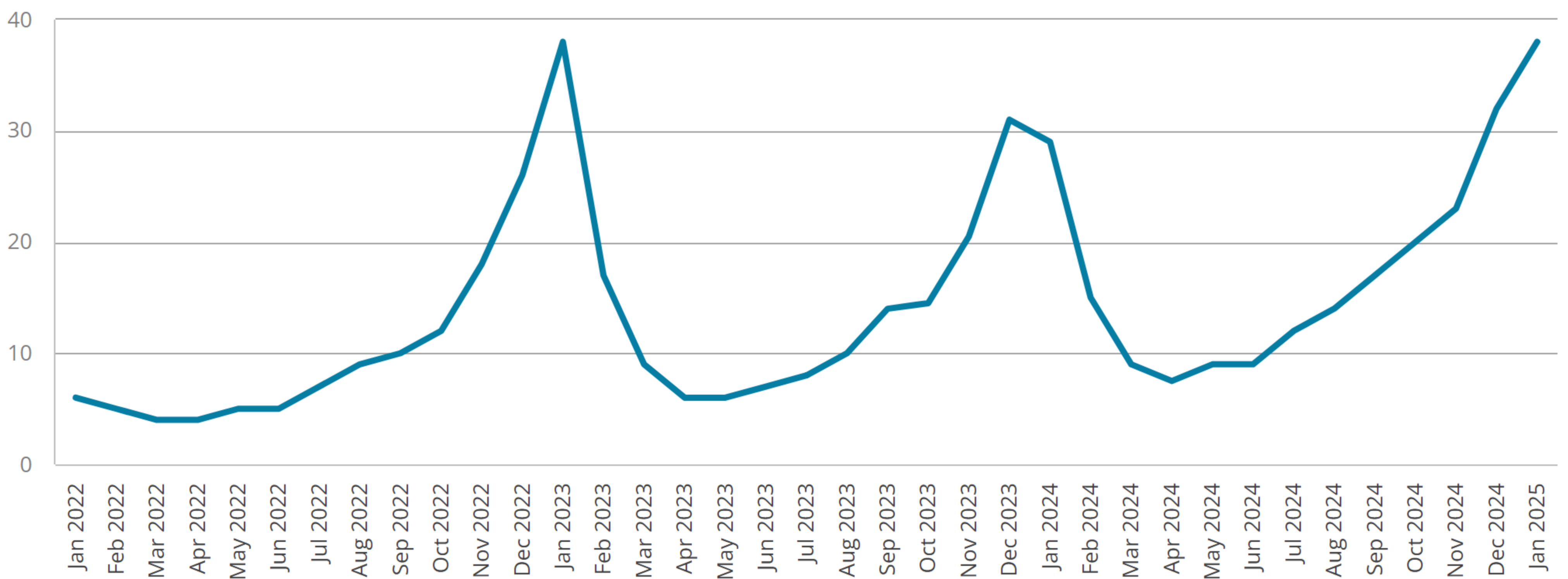


Cumulative Days on Market

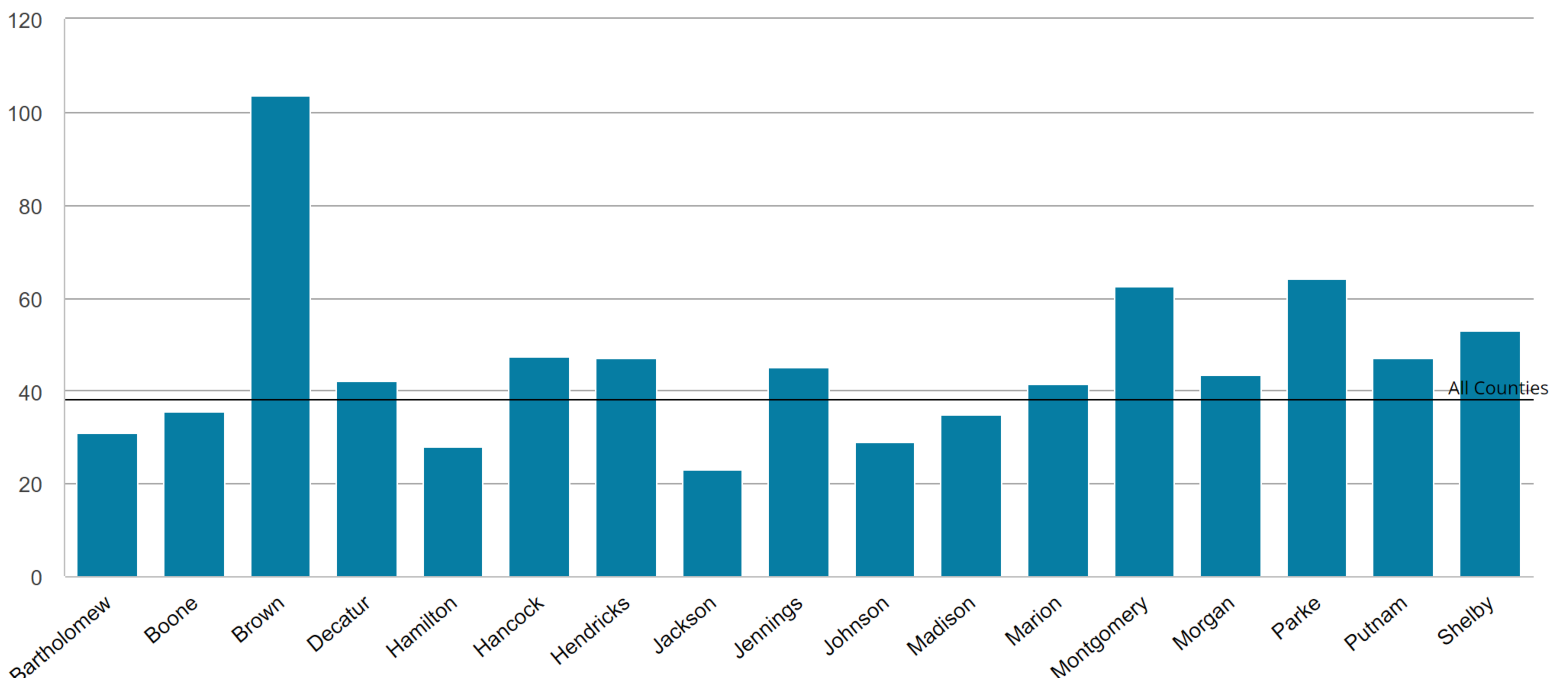
The median number of days between when a property is listed and the purchase contract date.

January 2025	Month over Month Change	Year over Year Change	Year to Date Change
38	⬆️ 18.8%	⬆️ 31.0%	⬆️ 31.0%

Historical Activity



County Comparison

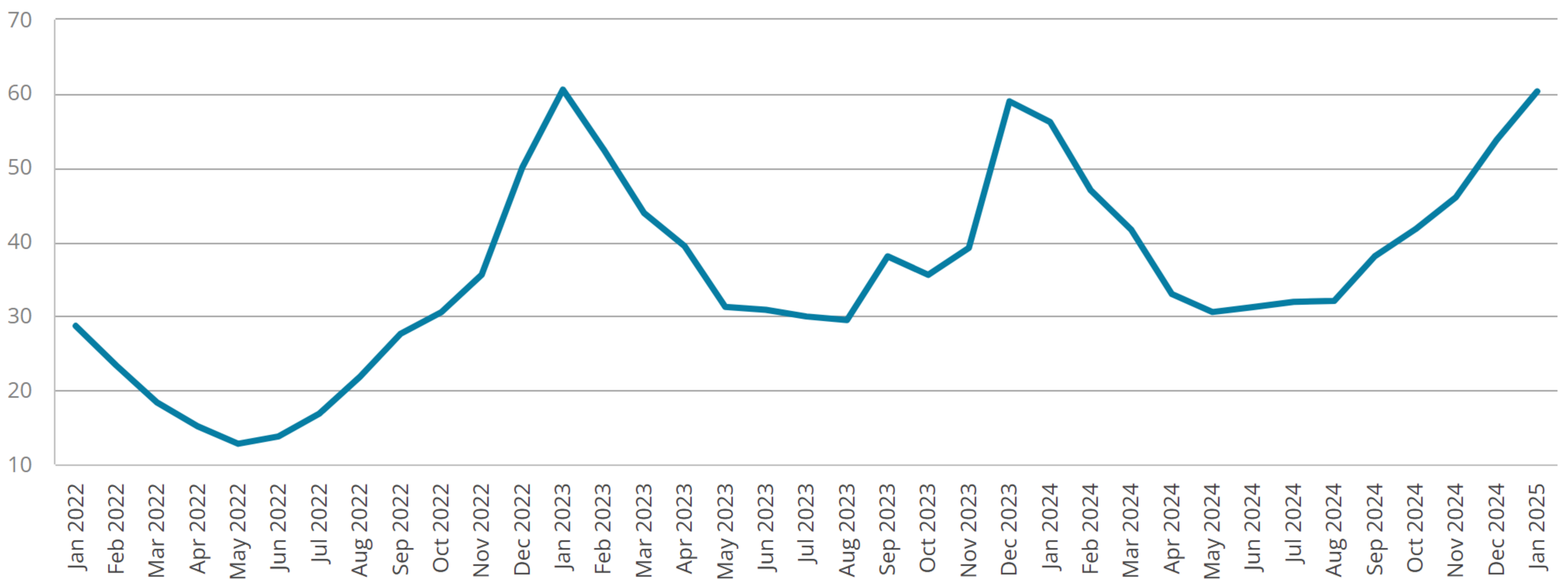


Average Days on Market

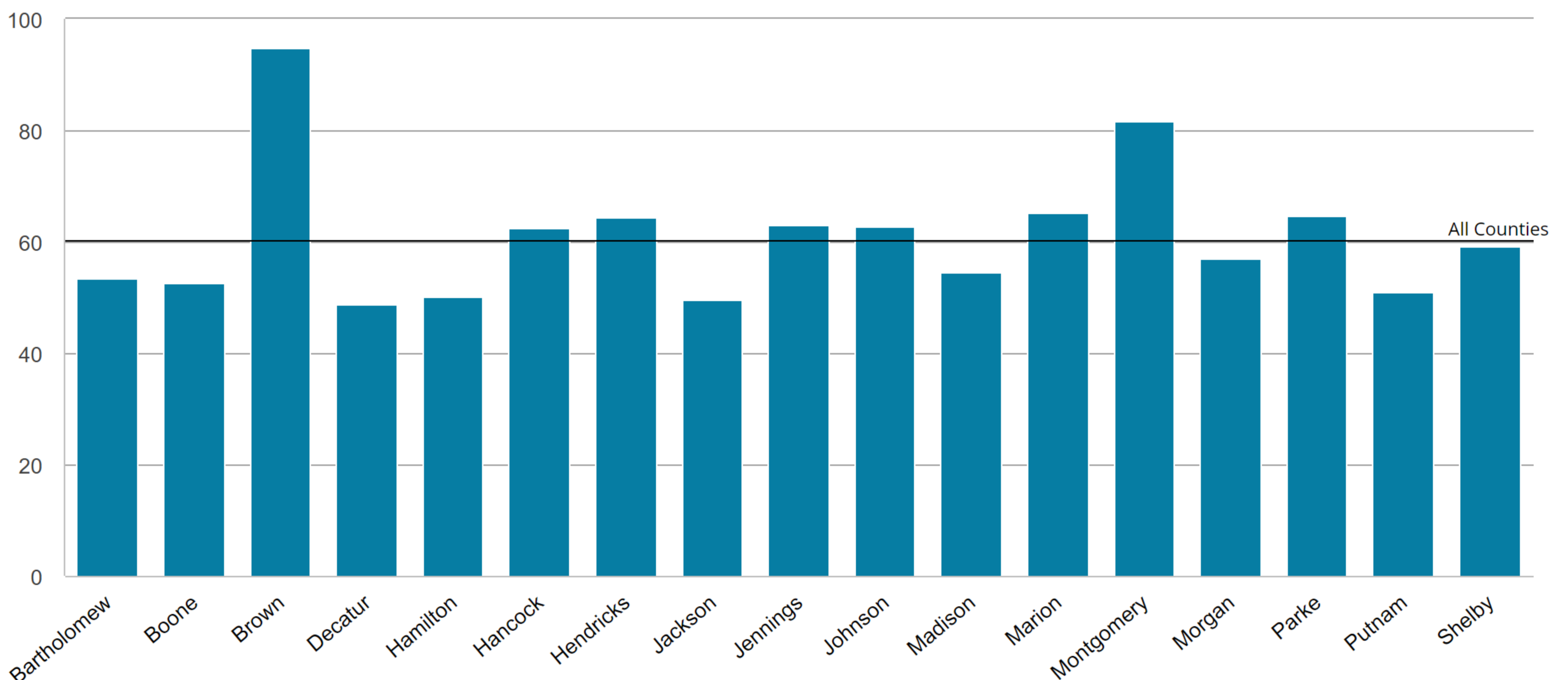
The average number of days between when a property is listed and the purchase contract date.

January 2025	Month over Month Change	Year over Year Change	Year to Date Change
60	⬆️ 12.2%	⬆️ 7.3%	⬆️ 7.3%

Historical Activity



County Comparison

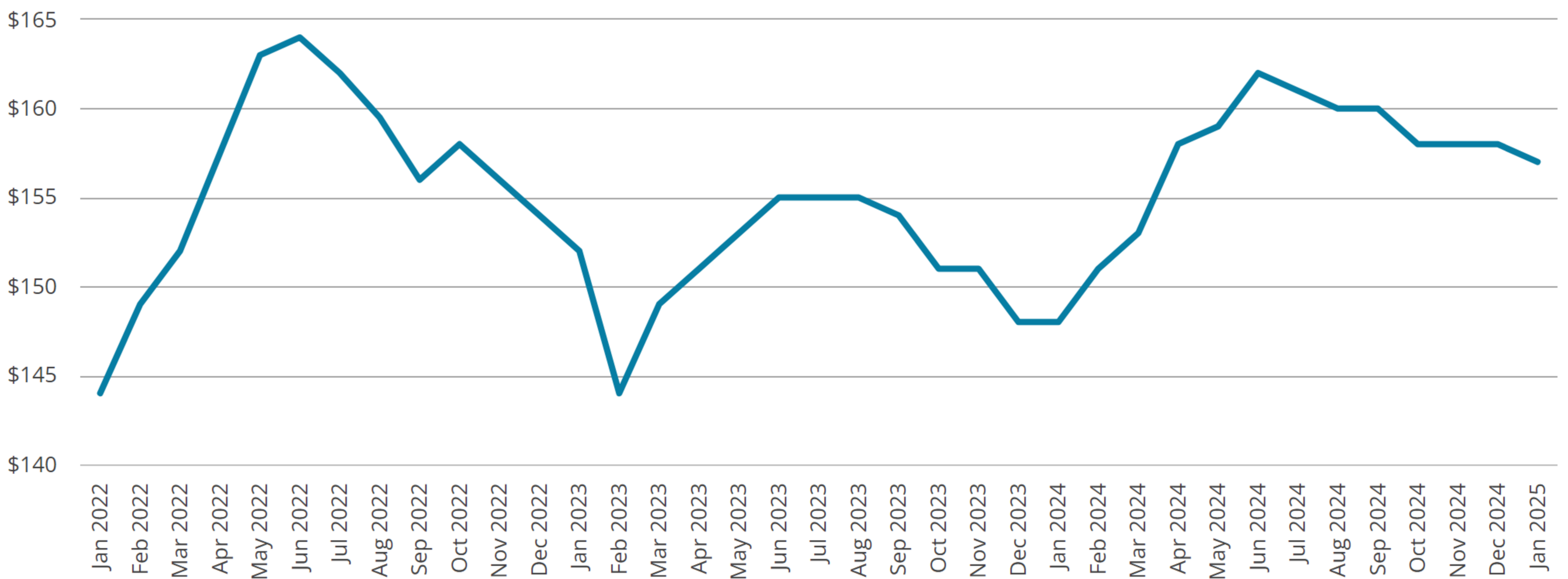


Price per Square Foot

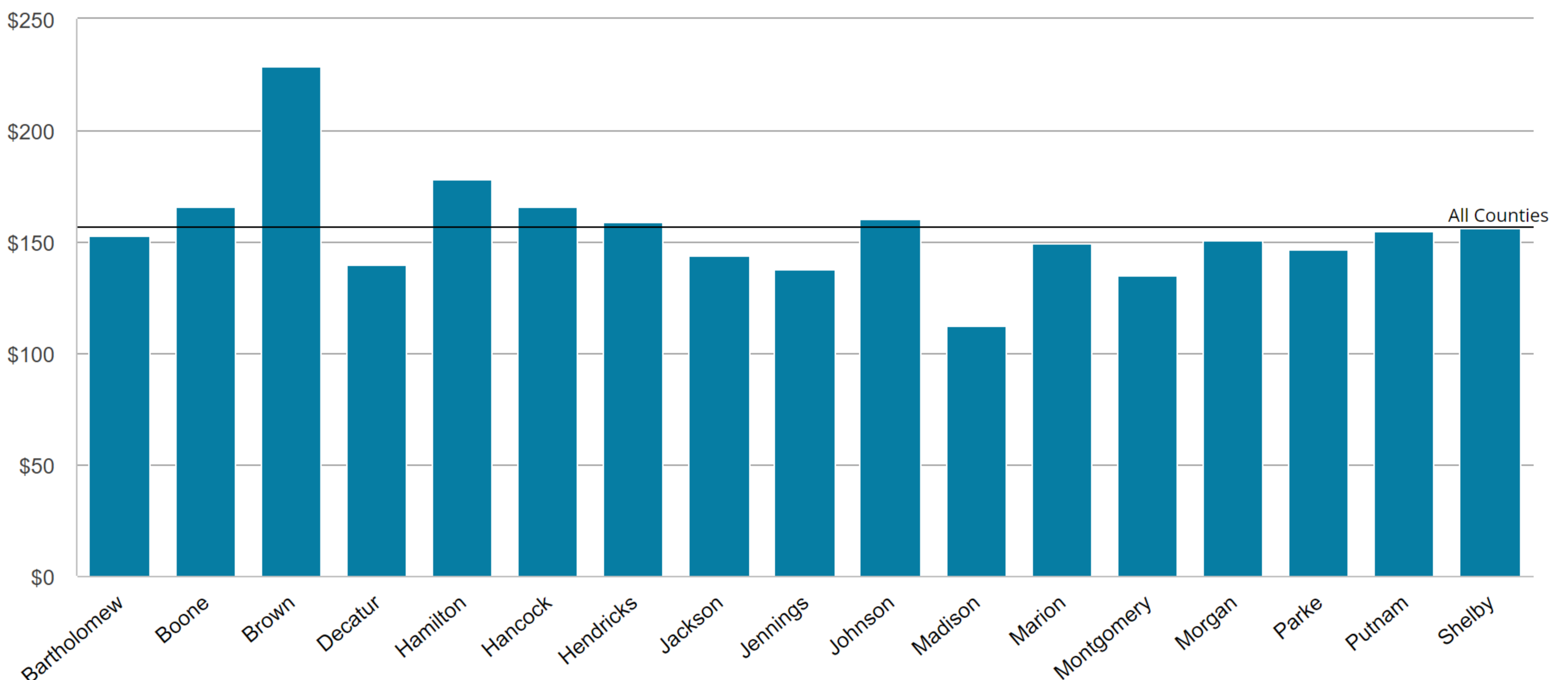
The mid-point (median) of the price per square foot of all closed listings. PPSF is calculated by dividing the sales price by the square footage of a property.

January 2025	Month over Month Change	Year over Year Change	Year to Date Change
\$157	⚡ -0.6%	⬆️ 6.1%	⬆️ 6.1%

Historical Activity



County Comparison

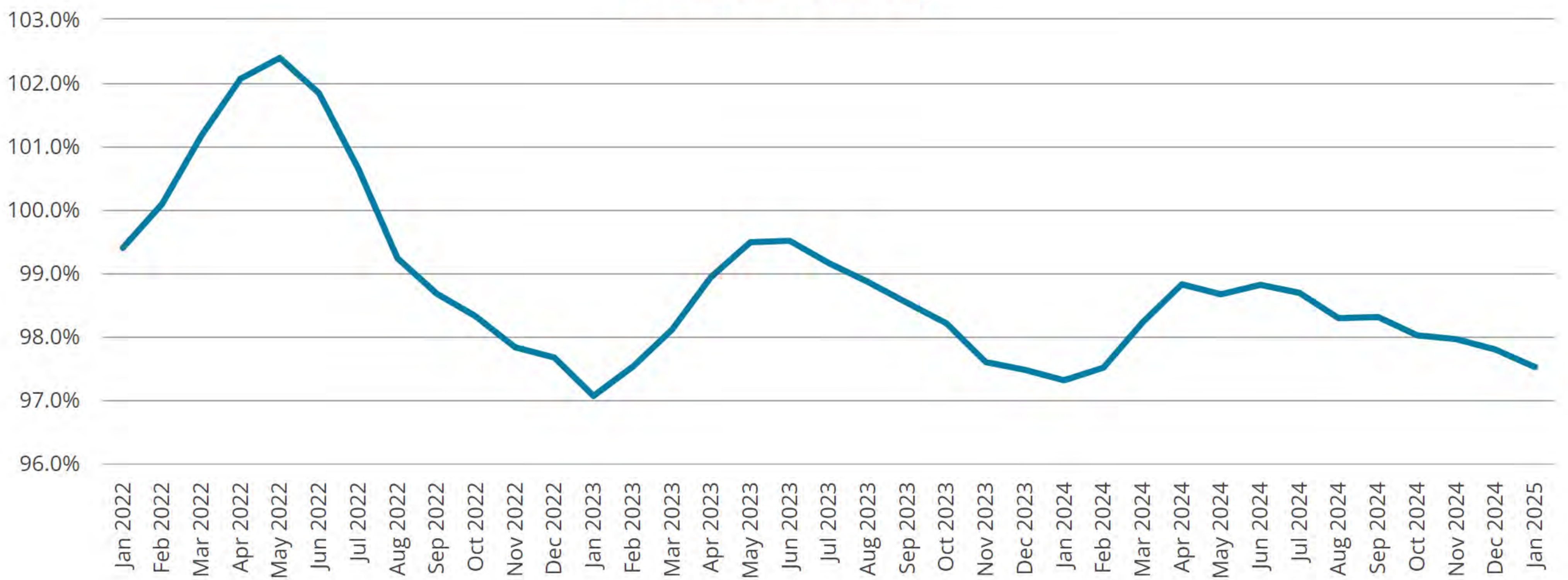


Percent of List Received

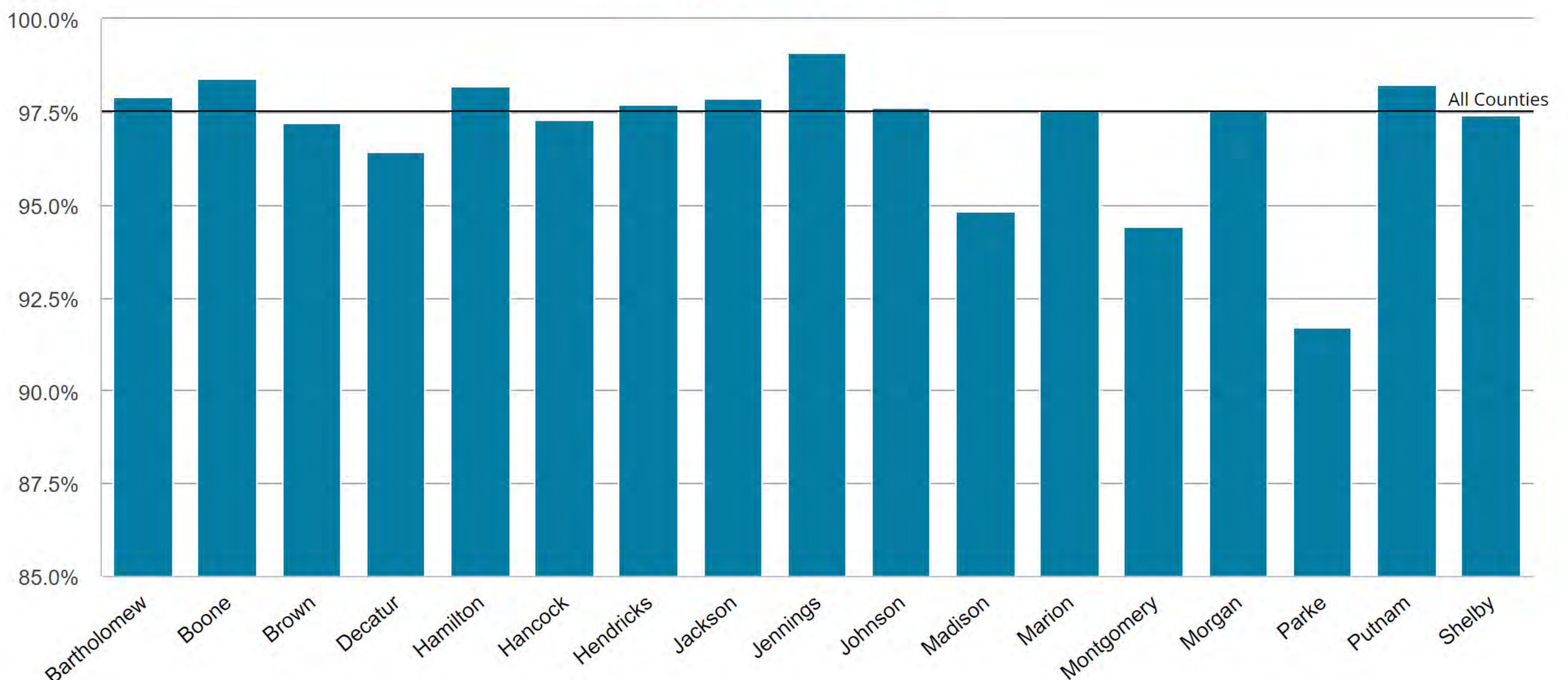
The average of the sales price divided by the final list price expressed as a percentage.

January 2025	Month over Month Change	Year over Year Change	Year to Date Change
97.5%	⚡ -0.3%	⬆️ 0.2%	⬆️ 0.2%

Historical Activity



County Comparison

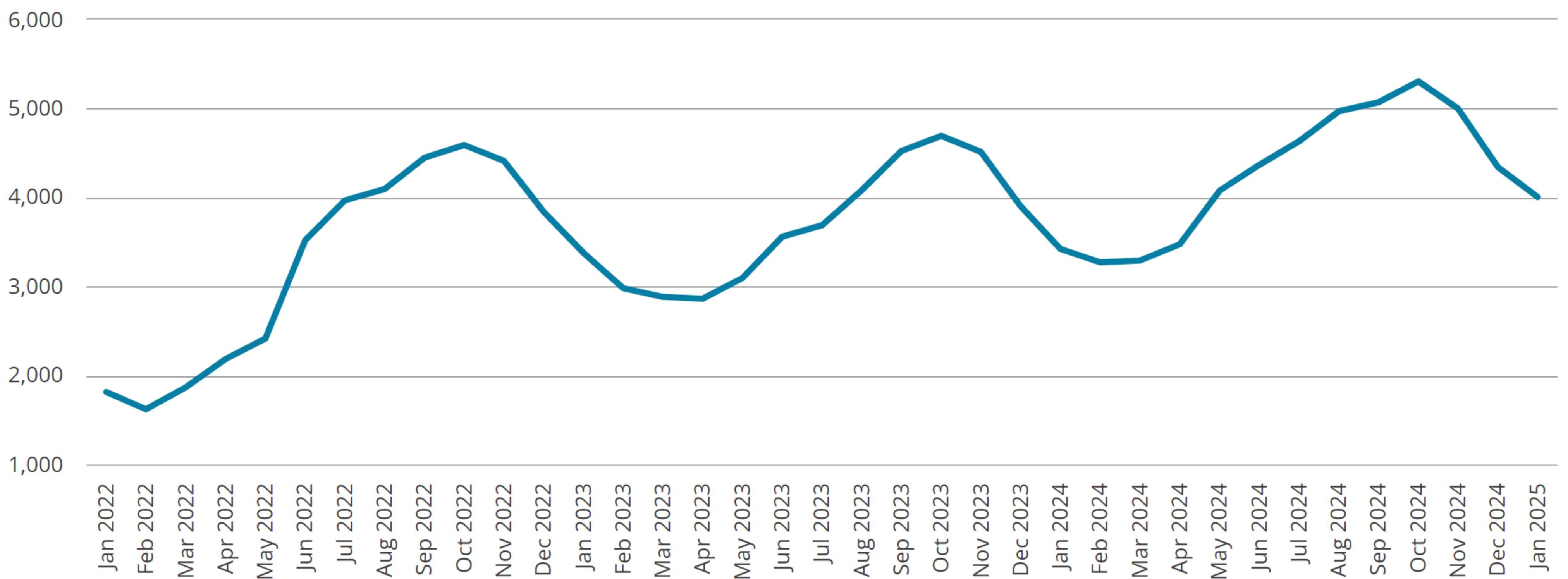


Active Inventory

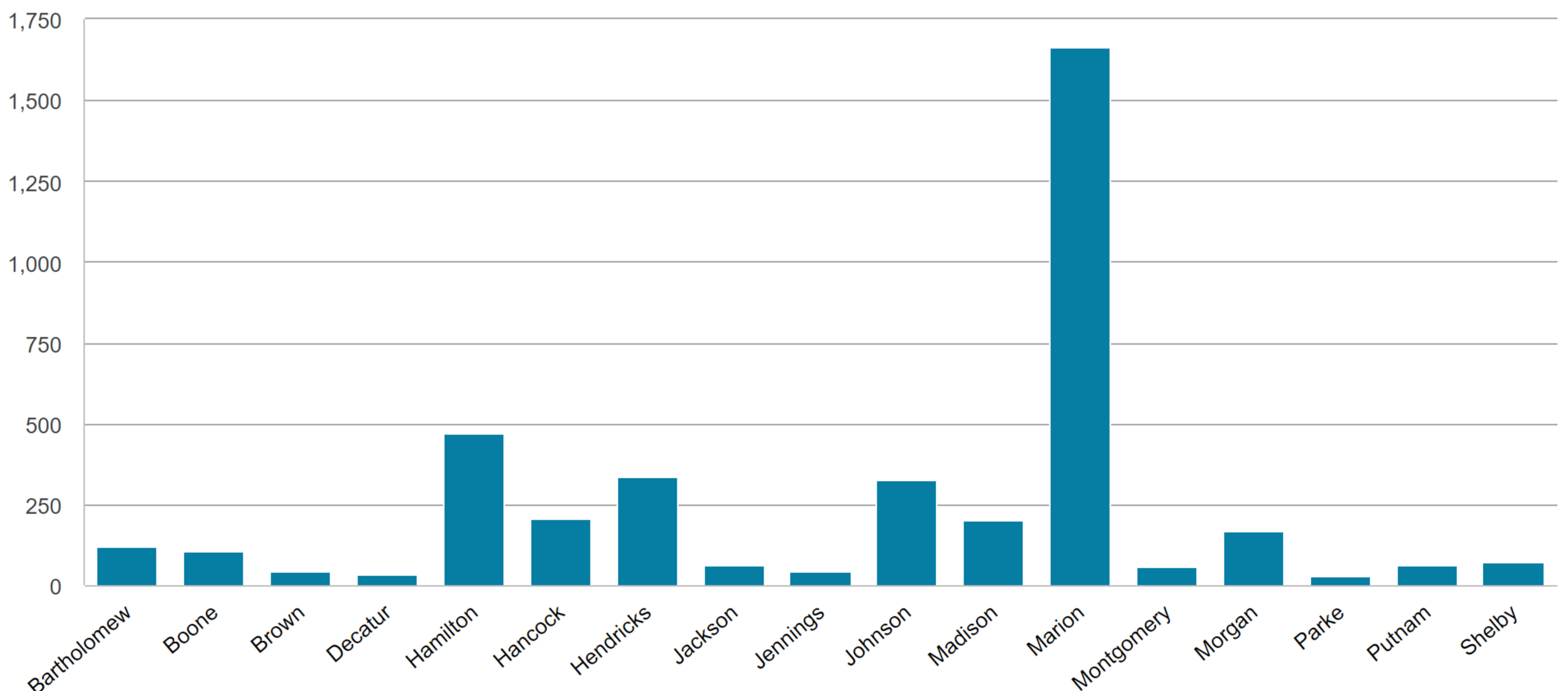
The number of properties available for sale at the end of the month, based on the list date, contract date and close date.

January 2025	Month over Month Change	Year over Year Change	Year to Date Change
4,006	⚡ -7.7%	⬆️ 17.1%	—

Historical Activity



County Comparison

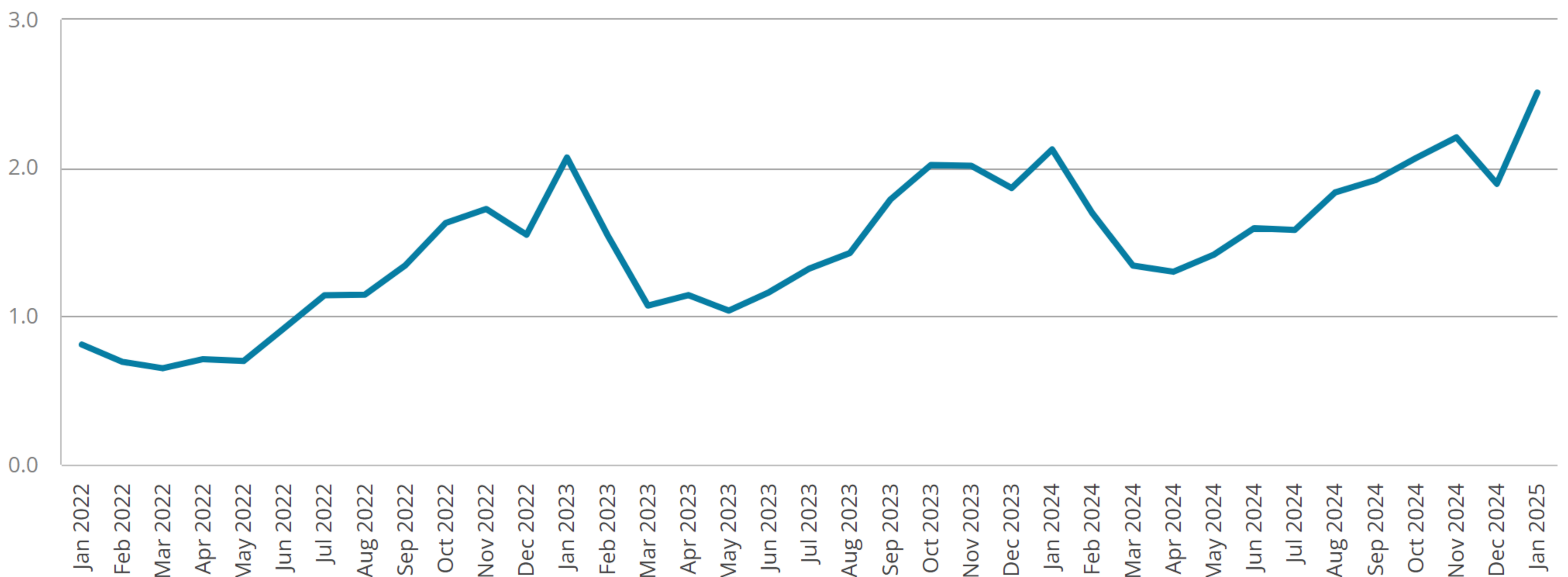


Months Supply of Inventory

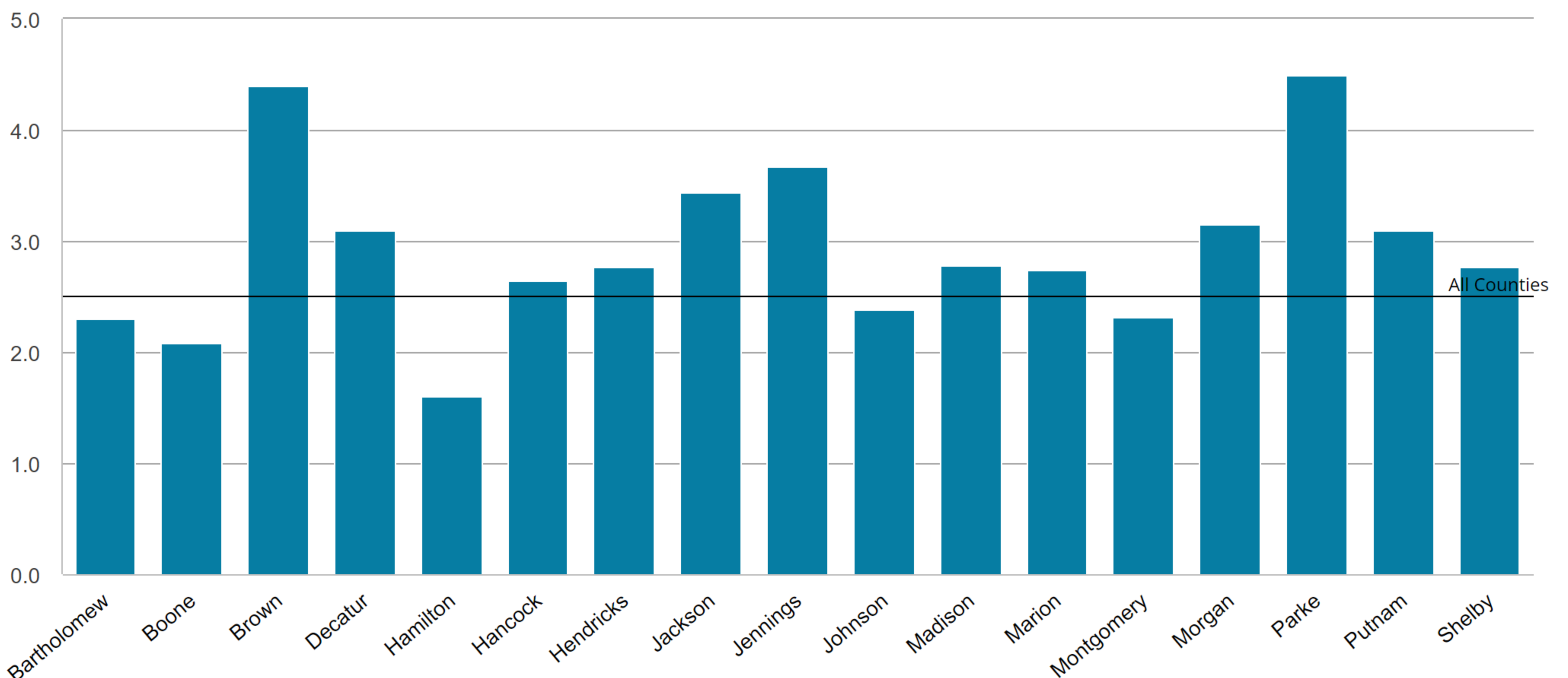
The number of months it would take to sell through the available inventory at the current monthly sales rate. NAR defines a balanced market as between 5 & 7 months of inventory.

January 2025	Month over Month Change	Year over Year Change	Year to Date Change
2.5	⬆️ 32.5%	⬆️ 18.1%	—

Historical Activity



County Comparison

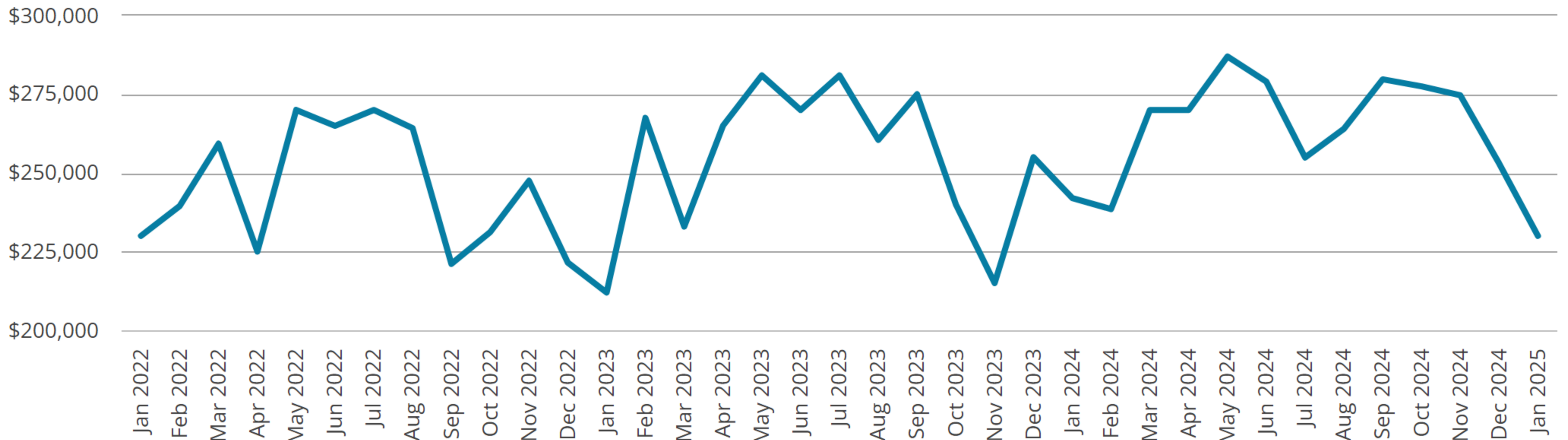


Bartholomew County

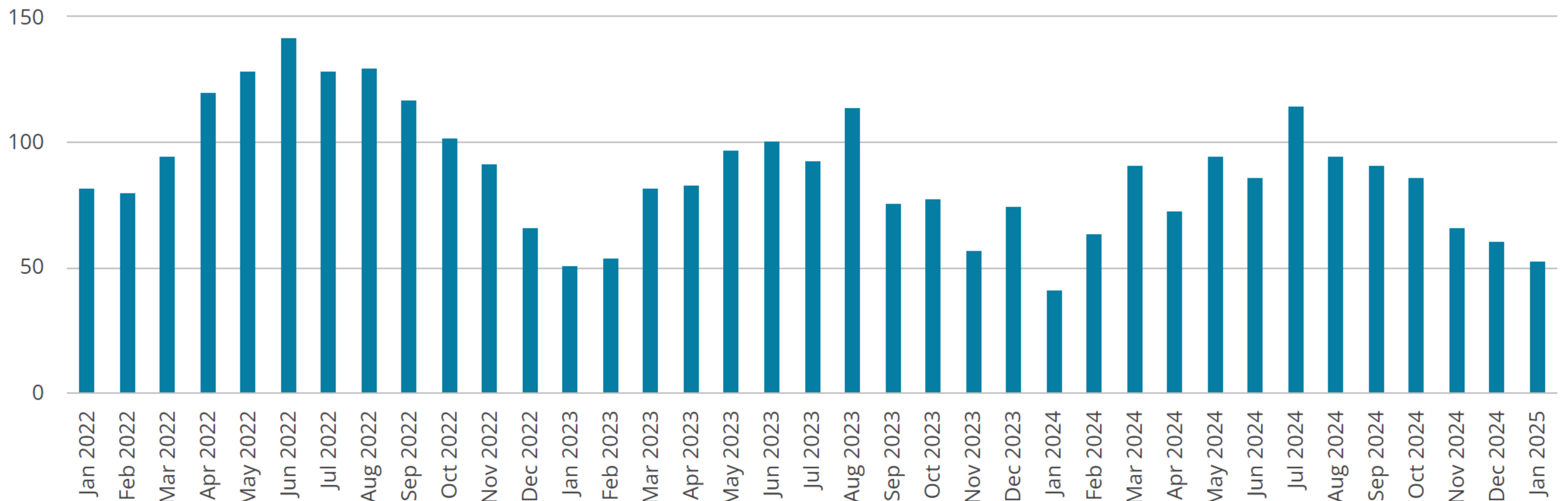
Data for Single Family Residence in Bartholomew County.

	Jan 2025	Dec 2024	MoM	Jan 2024	YoY	2025	2024	YTD
Median Sales Price	\$230,000	\$253,000	↘ -9.1%	\$242,000	↘ -5.0%	\$230,000	\$242,000	↘ -5.0%
Closed Sales	53	61	↘ -13.1%	41	↗ 29.3%	53	41	↗ 29.3%
New Listings	61	65	↘ -6.2%	75	↘ -18.7%	61	75	↘ -18.7%
Pending Sales	72	55	↗ 30.9%	74	↘ -2.7%	72	74	↘ -2.7%
Median Days on Market	31	22	↗ 40.9%	19	↗ 63.2%	31	19	↗ 63.2%
Average Days on Market	54	47	↗ 13.1%	57	↘ -5.8%	54	57	↘ -5.8%
Price per Square Foot	\$153	\$153	↔ 0.0%	\$142	↗ 7.7%	\$153	\$142	↗ 7.7%
% of List Price Received	97.9%	97.2%	↗ 0.7%	95.8%	↗ 2.2%	97.9%	95.8%	↗ 2.2%
Active Inventory	122	154	↘ -20.8%	101	↗ 20.8%	—	—	—
Months Supply of Inventory	2.3	2.5	↘ -8.8%	2.5	↘ -6.6%	—	—	—

Median Sales Price



Number of Closed Sales

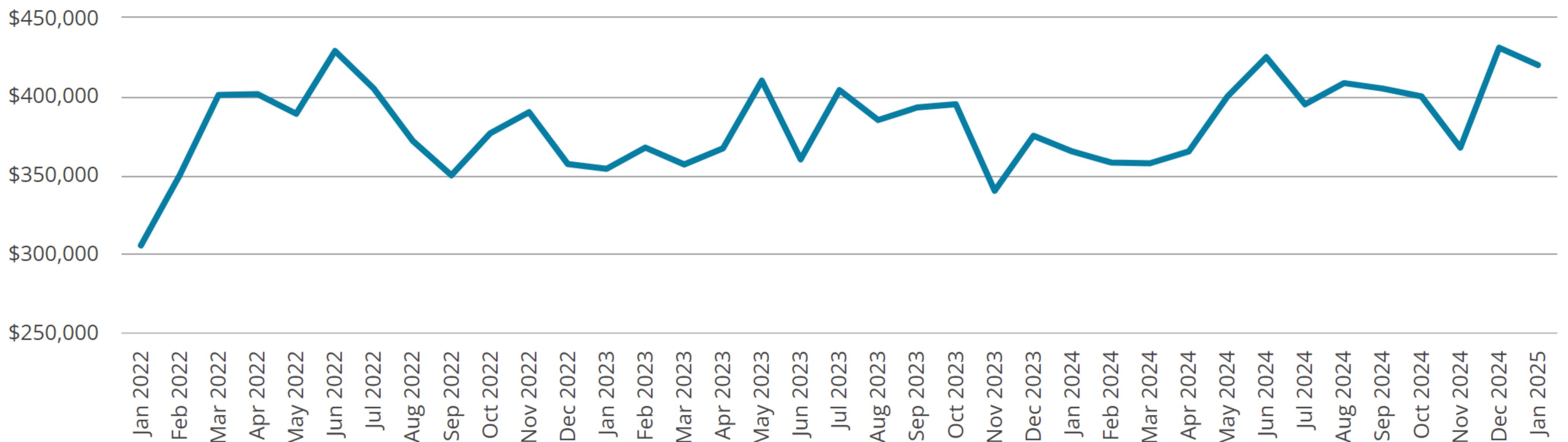


Boone County

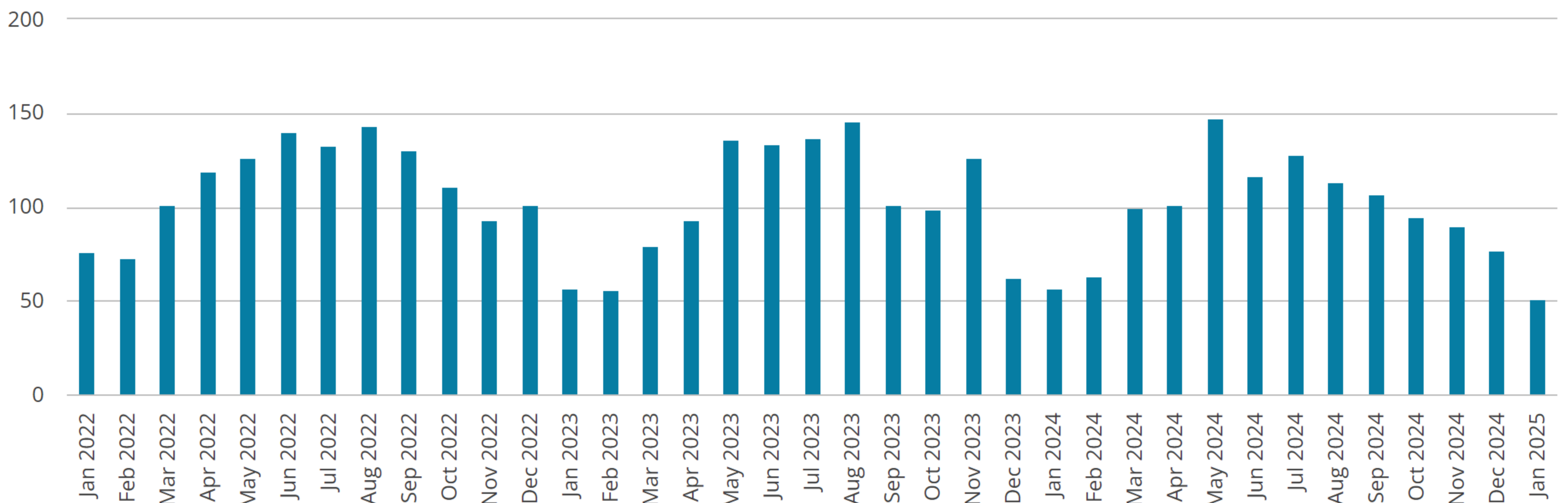
Data for Single Family Residence in Boone County.

	Jan 2025	Dec 2024	MoM	Jan 2024	YoY	2025	2024	YTD
Median Sales Price	\$420,000	\$431,000	▼ -2.6%	\$365,000	▲ 15.1%	\$420,000	\$365,000	▲ 15.1%
Closed Sales	51	77	▼ -33.8%	57	▼ -10.5%	51	57	▼ -10.5%
New Listings	62	61	▲ 1.6%	93	▼ -33.3%	62	93	▼ -33.3%
Pending Sales	64	48	▲ 33.3%	85	▼ -24.7%	64	85	▼ -24.7%
Median Days on Market	35.5	24	▲ 47.9%	17	▲ 108.8%	36	17	▲ 108.8%
Average Days on Market	53	46	▲ 13.8%	55	▼ -4.2%	53	55	▼ -4.2%
Price per Square Foot	\$173	\$179	▼ -3.4%	\$159	▲ 8.8%	\$173	\$159	▲ 8.8%
% of List Price Received	98.4%	98.0%	▲ 0.4%	97.5%	▲ 1.0%	98.4%	97.5%	▲ 1.0%
Active Inventory	106	113	▼ -6.2%	136	▼ -22.1%	—	—	—
Months Supply of Inventory	2.1	1.5	▲ 41.6%	2.4	▼ -12.9%	—	—	—

Median Sales Price



Number of Closed Sales

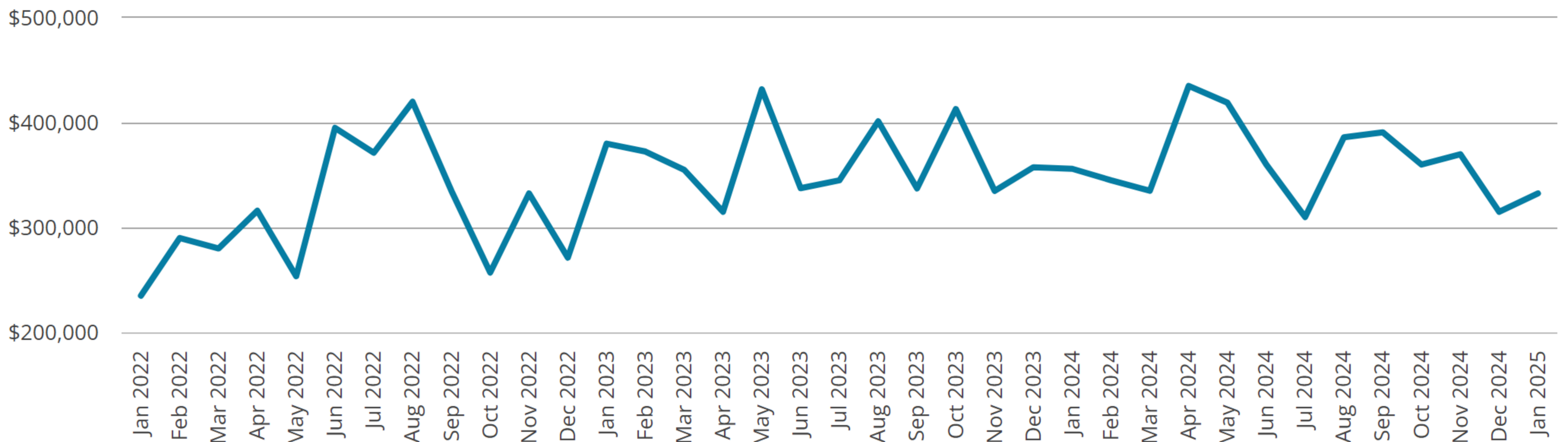


Brown County

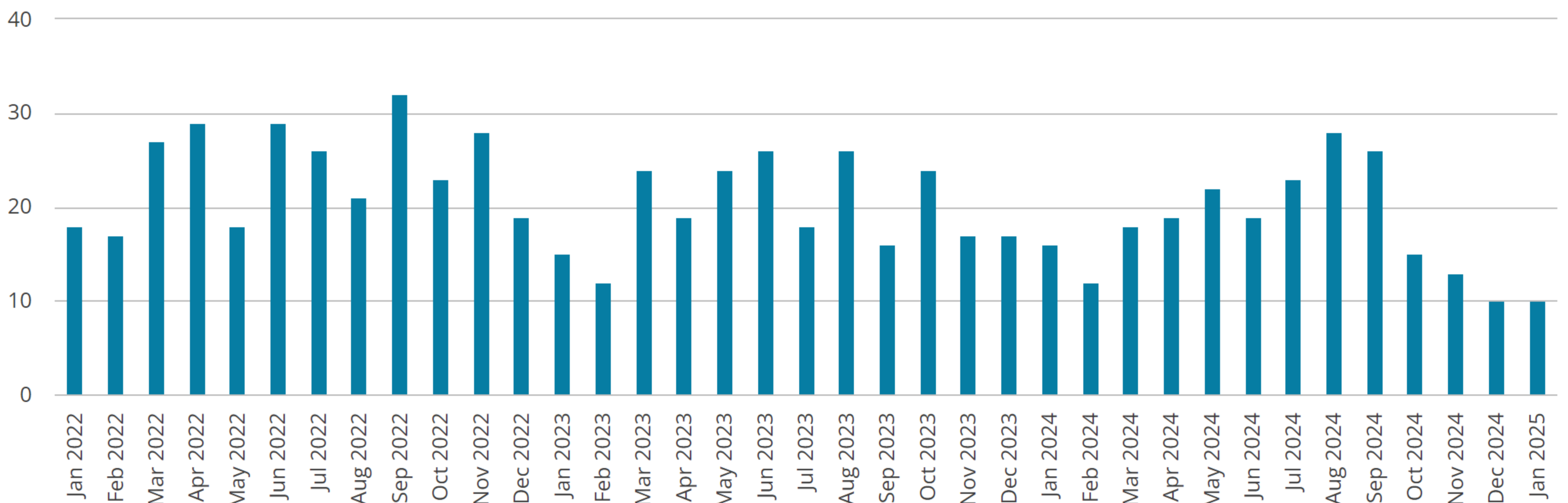
Data for Single Family Residence in Brown County.

	Jan 2025	Dec 2024	MoM	Jan 2024	YoY	2025	2024	YTD
Median Sales Price	\$332,500	\$315,000	⬆️ 5.6%	\$356,000	⬇️ -6.6%	\$332,500	\$356,000	⬇️ -6.6%
Closed Sales	10	10	➡️ 0.0%	16	⬇️ -37.5%	10	16	⬇️ -37.5%
New Listings	7	13	⬇️ -46.2%	16	⬇️ -56.3%	7	16	⬇️ -56.3%
Pending Sales	10	9	⬆️ 11.1%	13	⬇️ -23.1%	10	13	⬇️ -23.1%
Median Days on Market	103.5	59	⬆️ 75.4%	6	⬆️ 1,625.0%	104	6	⬆️ 1,625.0%
Average Days on Market	95	103	⬇️ -7.7%	58	⬆️ 62.2%	95	58	⬆️ 62.2%
Price per Square Foot	\$229	\$146	⬆️ 57.0%	\$187	⬆️ 22.5%	\$229	\$187	⬆️ 22.5%
% of List Price Received	97.2%	96.0%	⬆️ 1.3%	96.6%	⬆️ 0.6%	97.2%	96.6%	⬆️ 0.6%
Active Inventory	44	51	⬇️ -13.7%	50	⬇️ -12.0%	—	—	—
Months Supply of Inventory	4.4	5.1	⬇️ -13.7%	3.1	⬆️ 40.7%	—	—	—

Median Sales Price



Number of Closed Sales

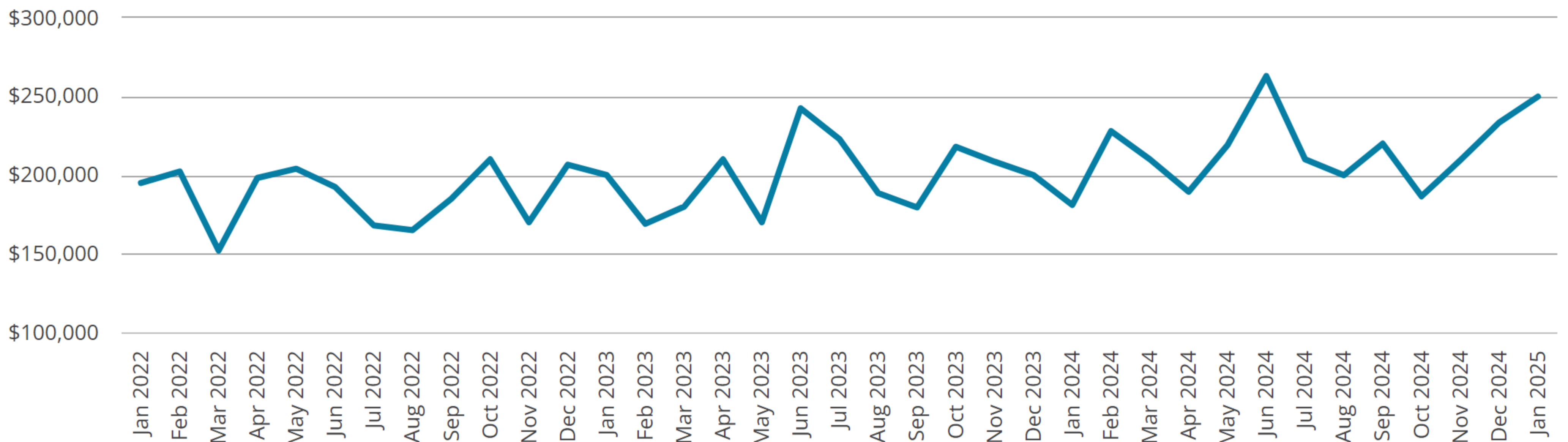


Decatur County

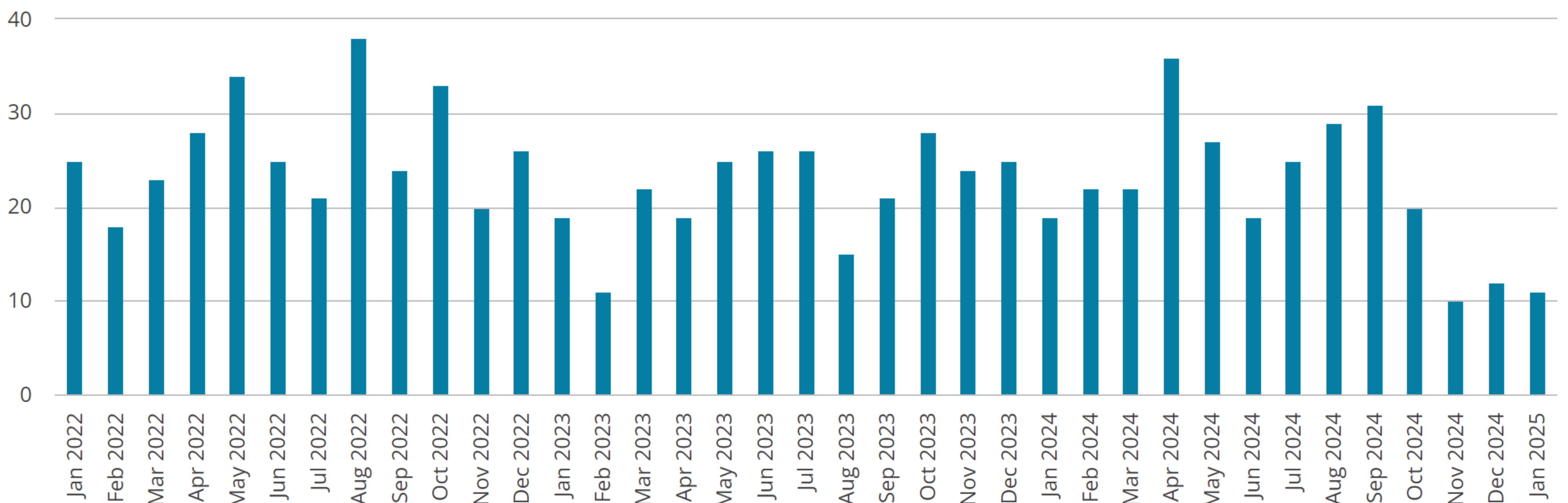
Data for Single Family Residence in Decatur County.

	Jan 2025	Dec 2024	MoM	Jan 2024	YoY	2025	2024	YTD
Median Sales Price	\$249,900	\$233,366	⬆️ 7.1%	\$181,000	⬆️ 38.1%	\$249,900	\$181,000	⬆️ 38.1%
Closed Sales	11	12	⬆️ -8.3%	19	⬆️ -42.1%	11	19	⬆️ -42.1%
New Listings	12	12	↔️ 0.0%	28	⬆️ -57.1%	12	28	⬆️ -57.1%
Pending Sales	19	9	⬆️ 111.1%	21	⬆️ -9.5%	19	21	⬆️ -9.5%
Median Days on Market	42	58	⬆️ -27.6%	22	⬆️ 90.9%	42	22	⬆️ 90.9%
Average Days on Market	49	55	⬆️ -11.2%	47	⬆️ 3.4%	49	47	⬆️ 3.4%
Price per Square Foot	\$140	\$174	⬆️ -19.3%	\$122	⬆️ 14.8%	\$140	\$122	⬆️ 14.8%
% of List Price Received	96.4%	99.0%	⬆️ -2.6%	95.4%	⬆️ 1.0%	96.4%	95.4%	⬆️ 1.0%
Active Inventory	34	51	⬆️ -33.3%	38	⬆️ -10.5%	—	—	—
Months Supply of Inventory	3.1	4.2	⬆️ -27.3%	2.0	⬆️ 54.5%	—	—	—

Median Sales Price



Number of Closed Sales

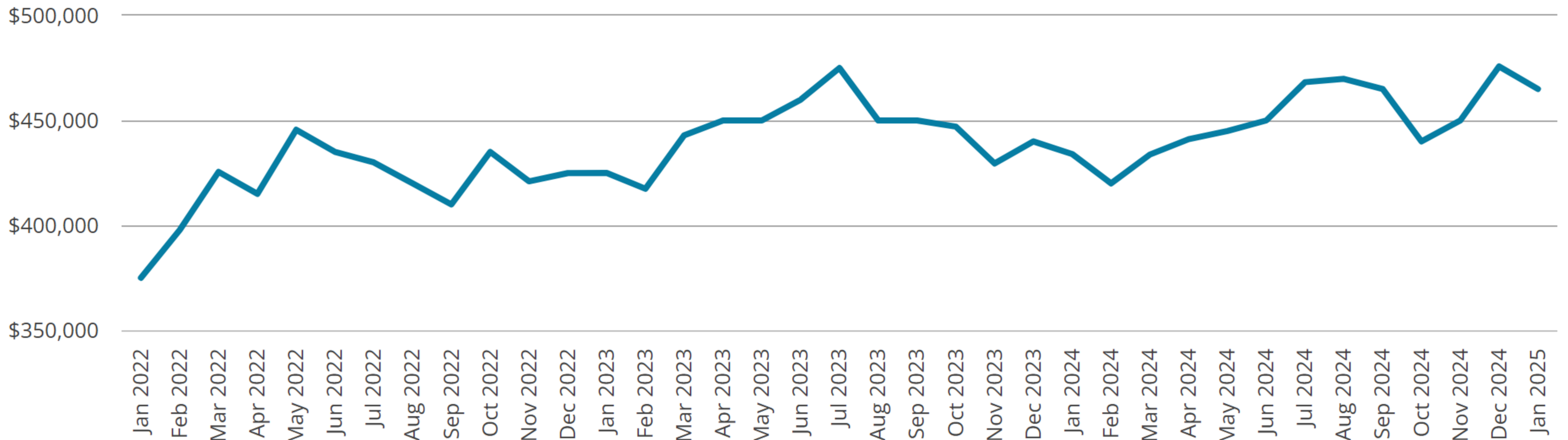


Hamilton County

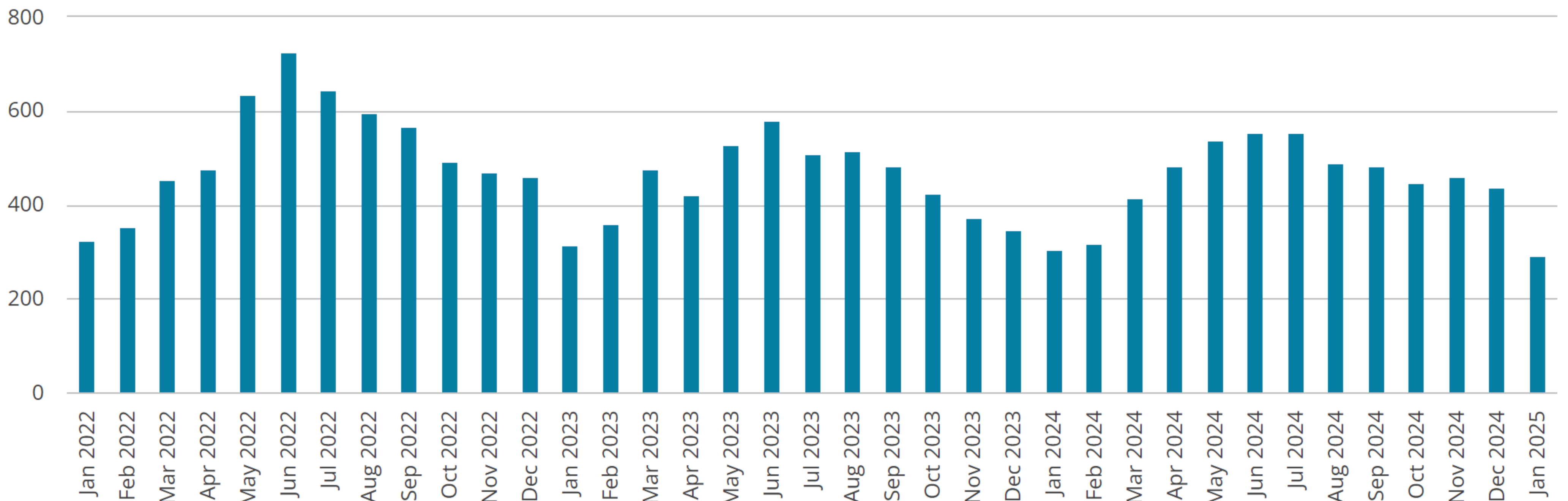
Data for Single Family Residence in Hamilton County.

	Jan 2025	Dec 2024	MoM	Jan 2024	YoY	2025	2024	YTD
Median Sales Price	\$465,000	\$475,750	▼ -2.3%	\$433,959	▲ 7.2%	\$465,000	\$433,959	▲ 7.2%
Closed Sales	293	438	▼ -33.1%	306	▼ -4.2%	293	306	▼ -4.2%
New Listings	354	254	▲ 39.4%	368	▼ -3.8%	354	368	▼ -3.8%
Pending Sales	399	274	▲ 45.6%	372	▲ 7.3%	399	372	▲ 7.3%
Median Days on Market	28	26	▲ 7.7%	20	▲ 40.0%	28	20	▲ 40.0%
Average Days on Market	50	46	▲ 8.0%	48	▲ 4.9%	50	48	▲ 4.9%
Price per Square Foot	\$178	\$177	▲ 0.6%	\$171	▲ 4.1%	\$178	\$171	▲ 4.1%
% of List Price Received	98.2%	98.7%	▼ -0.5%	97.8%	▲ 0.3%	98.2%	97.8%	▲ 0.3%
Active Inventory	468	543	▼ -13.8%	466	▲ 0.4%	—	—	—
Months Supply of Inventory	1.6	1.2	▲ 28.8%	1.5	▲ 4.9%	—	—	—

Median Sales Price



Number of Closed Sales



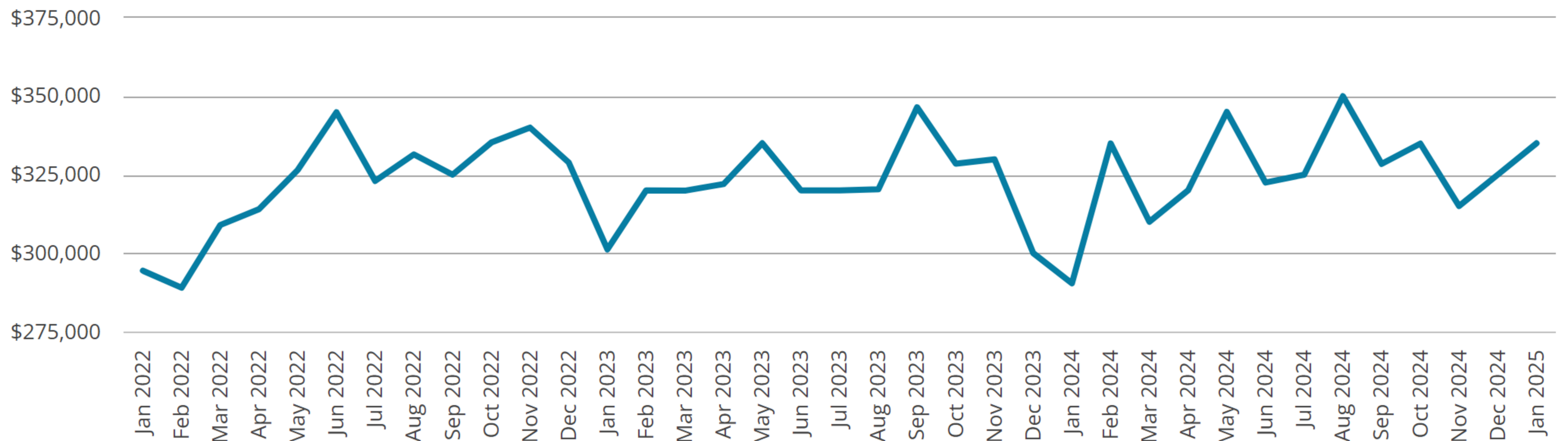
Hancock County



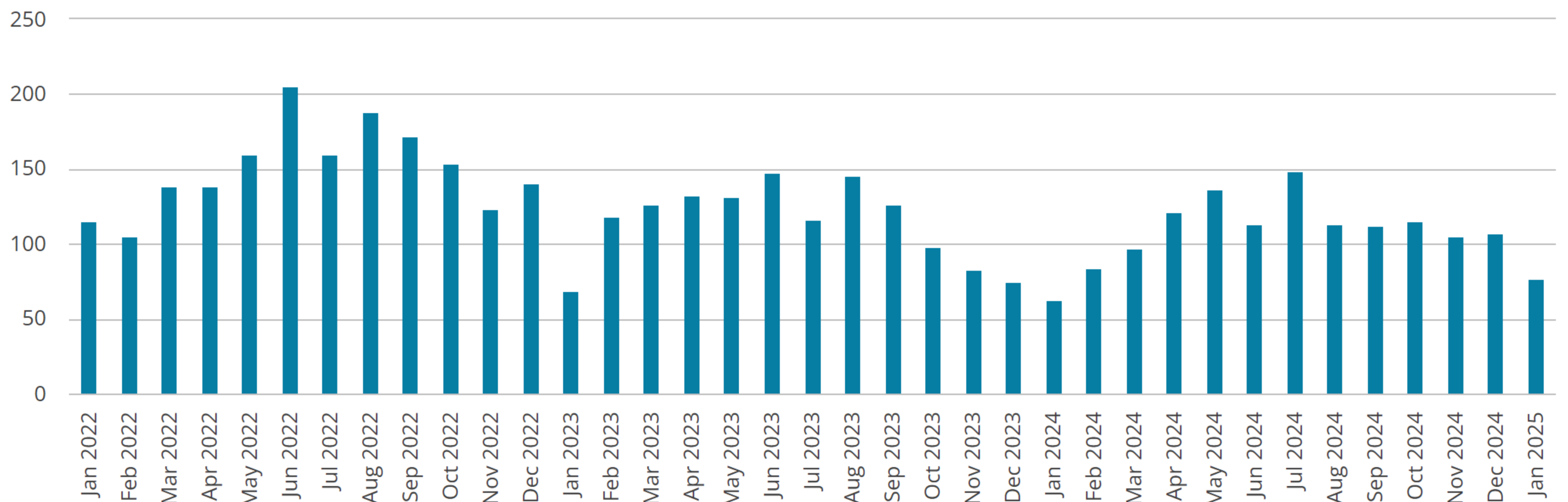
Data for Single Family Residence in Hancock County.

	Jan 2025	Dec 2024	MoM	Jan 2024	YoY	2025	2024	YTD
Median Sales Price	\$335,000	\$325,000	⬆️ 3.1%	\$290,385	⬆️ 15.4%	\$335,000	\$290,385	⬆️ 15.4%
Closed Sales	77	107	⬆️ -28.0%	63	⬆️ 22.2%	77	63	⬆️ 22.2%
New Listings	121	66	⬆️ 83.3%	94	⬆️ 28.7%	121	94	⬆️ 28.7%
Pending Sales	128	68	⬆️ 88.2%	92	⬆️ 39.1%	128	92	⬆️ 39.1%
Median Days on Market	47.5	47	⬆️ 1.1%	44	⬆️ 8.0%	48	44	⬆️ 8.0%
Average Days on Market	63	62	⬆️ 0.2%	68	⬆️ -7.6%	63	68	⬆️ -7.6%
Price per Square Foot	\$166	\$160	⬆️ 3.8%	\$152	⬆️ 9.2%	\$166	\$152	⬆️ 9.2%
% of List Price Received	97.3%	98.0%	⬆️ -0.7%	98.4%	⬆️ -1.1%	97.3%	98.4%	⬆️ -1.1%
Active Inventory	204	224	⬆️ -8.9%	156	⬆️ 30.8%	—	—	—
Months Supply of Inventory	2.6	2.1	⬆️ 26.5%	2.5	⬆️ 7.0%	—	—	—

Median Sales Price



Number of Closed Sales



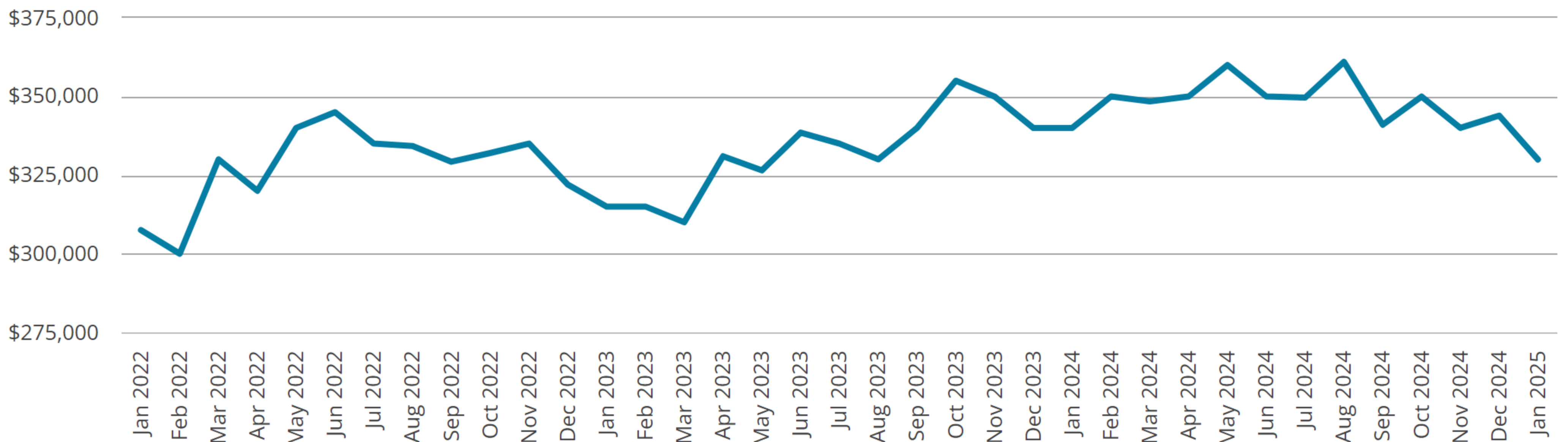


Hendricks County

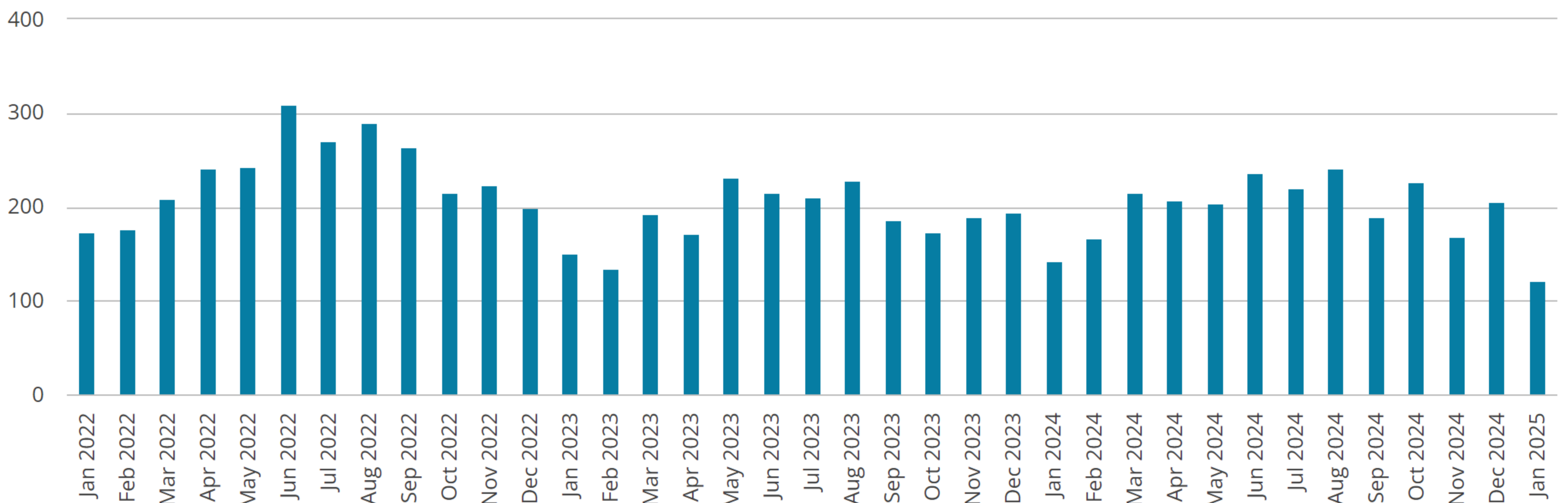
Data for Single Family Residence in Hendricks County.

	Jan 2025	Dec 2024	MoM	Jan 2024	YoY	2025	2024	YTD
Median Sales Price	\$329,950	\$343,910	↘ -4.1%	\$339,995	↘ -3.0%	\$329,950	\$339,995	↘ -3.0%
Closed Sales	122	205	↘ -40.5%	143	↘ -14.7%	122	143	↘ -14.7%
New Listings	161	122	↗ 32.0%	171	↘ -5.8%	161	171	↘ -5.8%
Pending Sales	172	131	↗ 31.3%	175	↘ -1.7%	172	175	↘ -1.7%
Median Days on Market	47	34	↗ 38.2%	24	↗ 95.8%	47	24	↗ 95.8%
Average Days on Market	64	53	↗ 22.3%	54	↗ 18.7%	64	54	↗ 18.7%
Price per Square Foot	\$158	\$162	↘ -2.5%	\$155	↗ 1.9%	\$158	\$155	↗ 1.9%
% of List Price Received	97.7%	98.2%	↘ -0.5%	97.7%	↗ 0.0%	97.7%	97.7%	↗ 0.0%
Active Inventory	337	367	↘ -8.2%	277	↗ 21.7%	—	—	—
Months Supply of Inventory	2.8	1.8	↗ 54.3%	1.9	↗ 42.6%	—	—	—

Median Sales Price



Number of Closed Sales



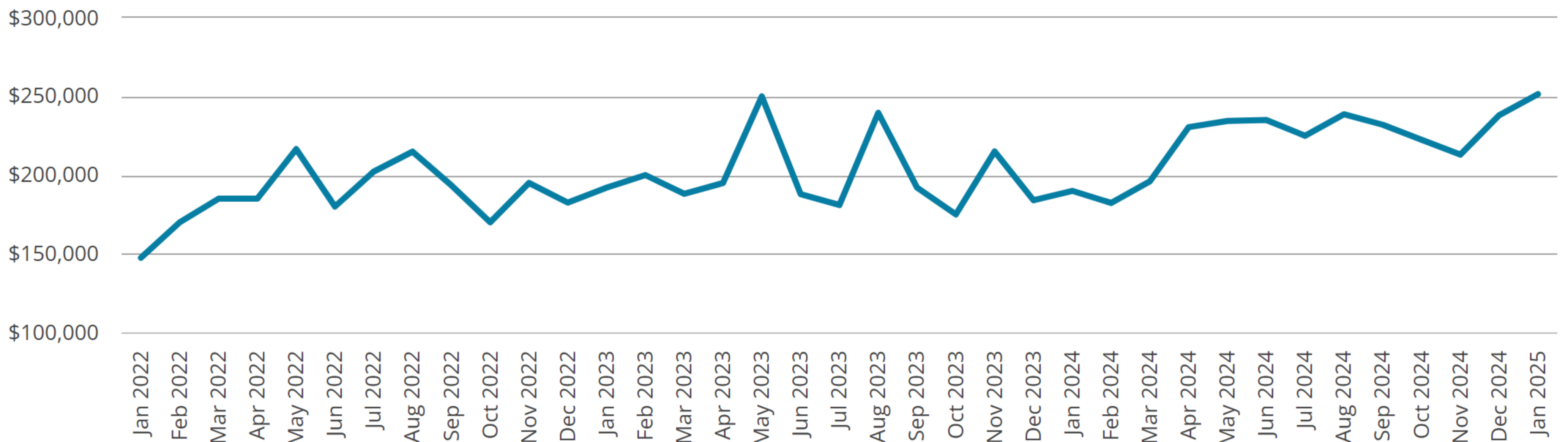
Jackson County



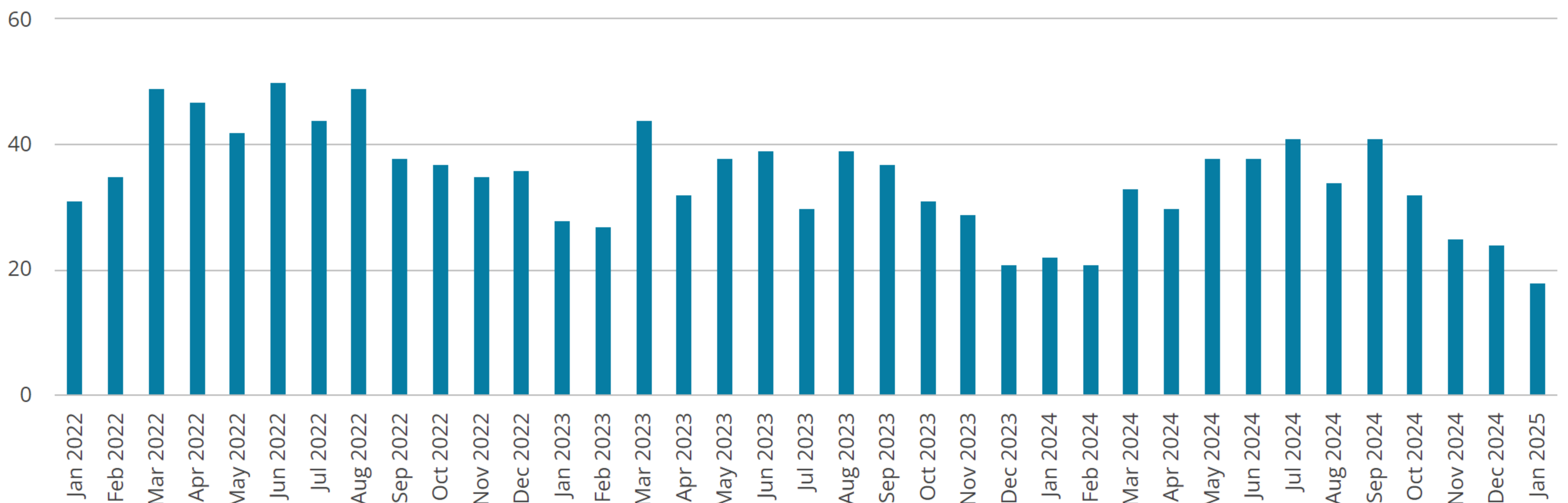
Data for Single Family Residence in Jackson County.

	Jan 2025	Dec 2024	MoM	Jan 2024	YoY	2025	2024	YTD
Median Sales Price	\$251,500	\$238,075	⬆️ 5.6%	\$189,950	⬆️ 32.4%	\$251,500	\$189,950	⬆️ 32.4%
Closed Sales	18	24	⬆️ -25.0%	22	⬆️ -18.2%	18	22	⬆️ -18.2%
New Listings	25	26	⬆️ -3.8%	33	⬆️ -24.2%	25	33	⬆️ -24.2%
Pending Sales	16	26	⬆️ -38.5%	27	⬆️ -40.7%	16	27	⬆️ -40.7%
Median Days on Market	23	42.5	⬆️ -45.9%	14	⬆️ 64.3%	23	14	⬆️ 64.3%
Average Days on Market	50	51	⬆️ -3.5%	62	⬆️ -20.2%	50	62	⬆️ -20.2%
Price per Square Foot	\$144	\$152	⬆️ -5.0%	\$133	⬆️ 8.7%	\$144	\$133	⬆️ 8.7%
% of List Price Received	97.9%	98.8%	⬆️ -1.0%	99.2%	⬆️ -1.4%	97.9%	99.2%	⬆️ -1.4%
Active Inventory	62	59	⬆️ 5.1%	51	⬆️ 21.6%	—	—	—
Months Supply of Inventory	3.4	2.5	⬆️ 40.1%	2.3	⬆️ 48.6%	—	—	—

Median Sales Price



Number of Closed Sales

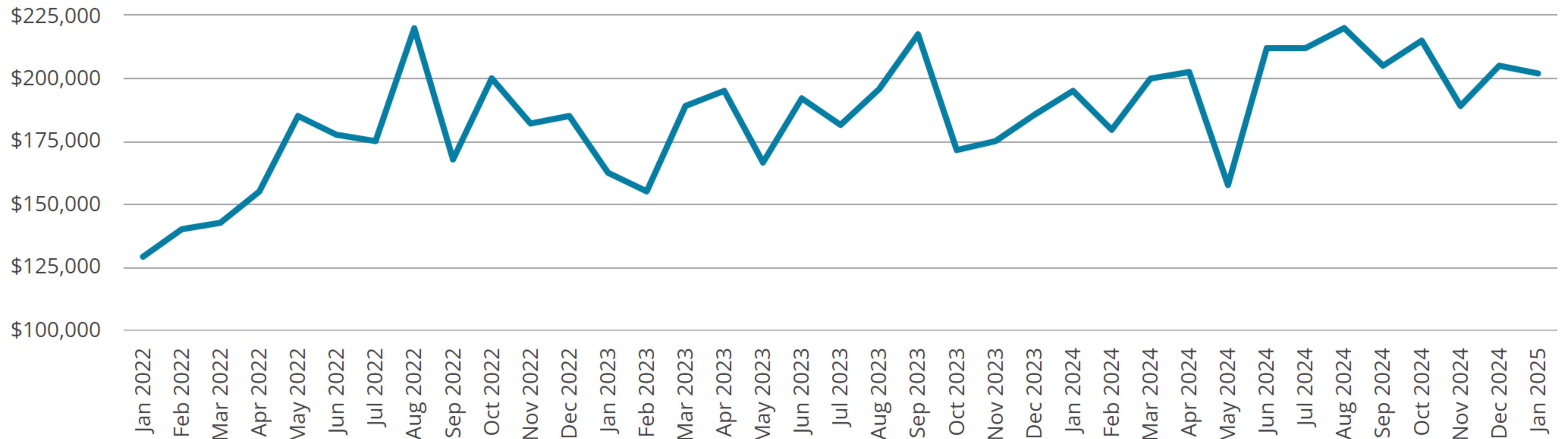


Jennings County

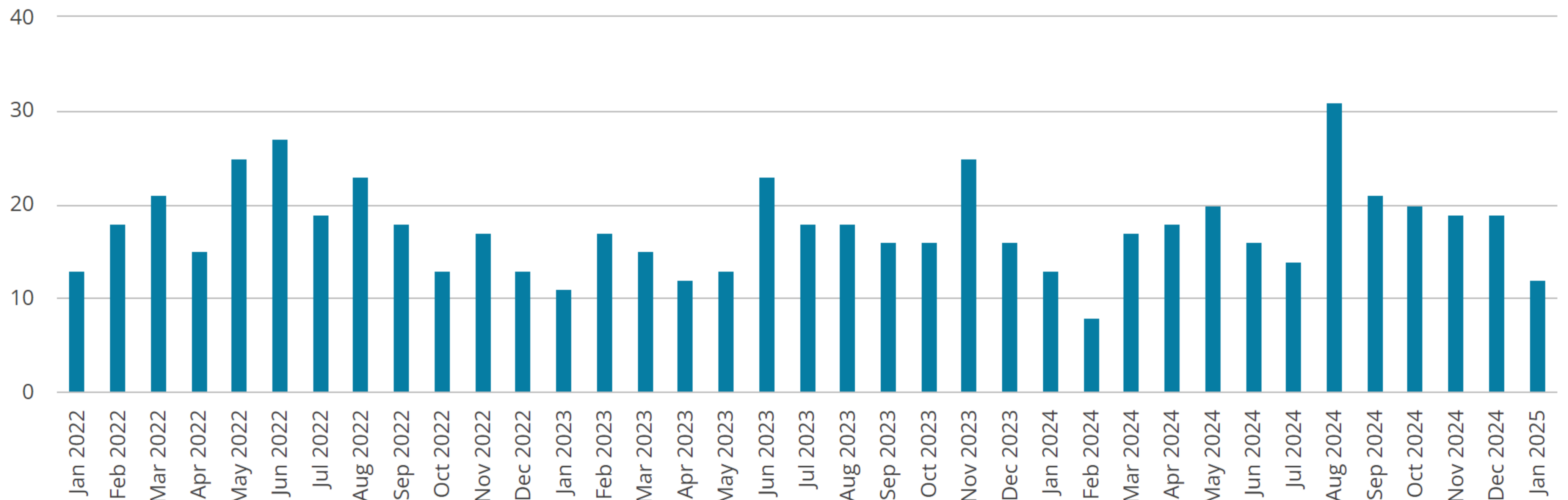
Data for Single Family Residence in Jennings County.

	Jan 2025	Dec 2024	MoM	Jan 2024	YoY	2025	2024	YTD
Median Sales Price	\$201,950	\$205,000	▼ -1.5%	\$195,000	▲ 3.6%	\$201,950	\$195,000	▲ 3.6%
Closed Sales	12	19	▼ -36.8%	13	▼ -7.7%	12	13	▼ -7.7%
New Listings	16	13	▲ 23.1%	13	▲ 23.1%	16	13	▲ 23.1%
Pending Sales	13	16	▼ -18.8%	12	▲ 8.3%	13	12	▲ 8.3%
Median Days on Market	45	11	▲ 309.1%	26	▲ 73.1%	45	26	▲ 73.1%
Average Days on Market	63	63	▲ 0.8%	82	▼ -23.4%	63	82	▼ -23.4%
Price per Square Foot	\$139	\$141	▼ -1.8%	\$107	▲ 29.4%	\$139	\$107	▲ 29.4%
% of List Price Received	99.1%	94.6%	▲ 4.8%	93.1%	▲ 6.5%	99.1%	93.1%	▲ 6.5%
Active Inventory	44	43	▲ 2.3%	29	▲ 51.7%	—	—	—
Months Supply of Inventory	3.7	2.3	▲ 62.0%	2.2	▲ 64.4%	—	—	—

Median Sales Price



Number of Closed Sales



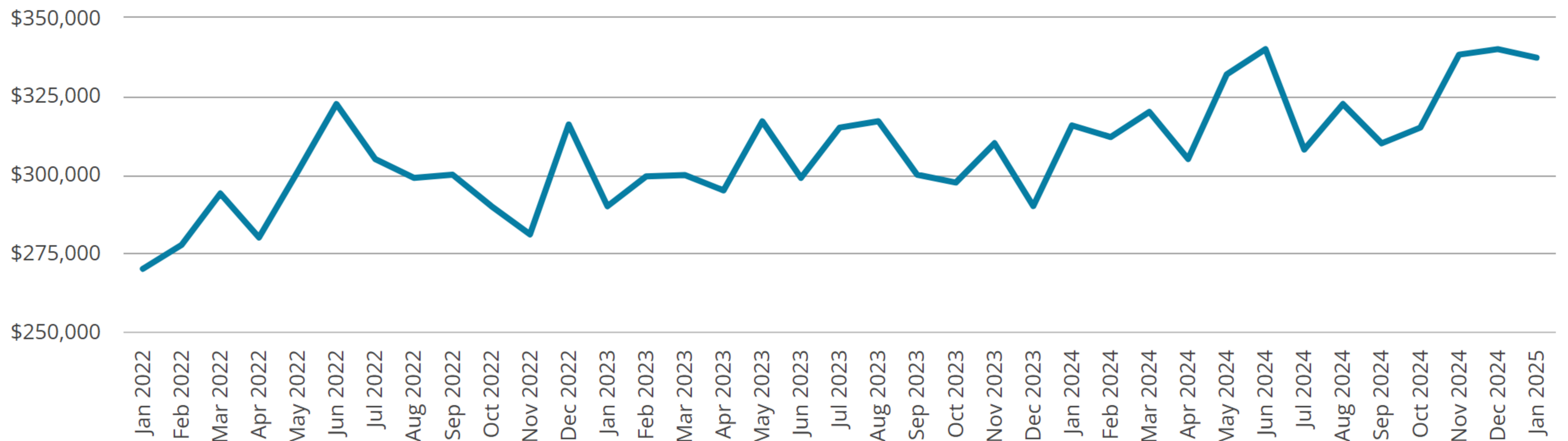


Johnson County

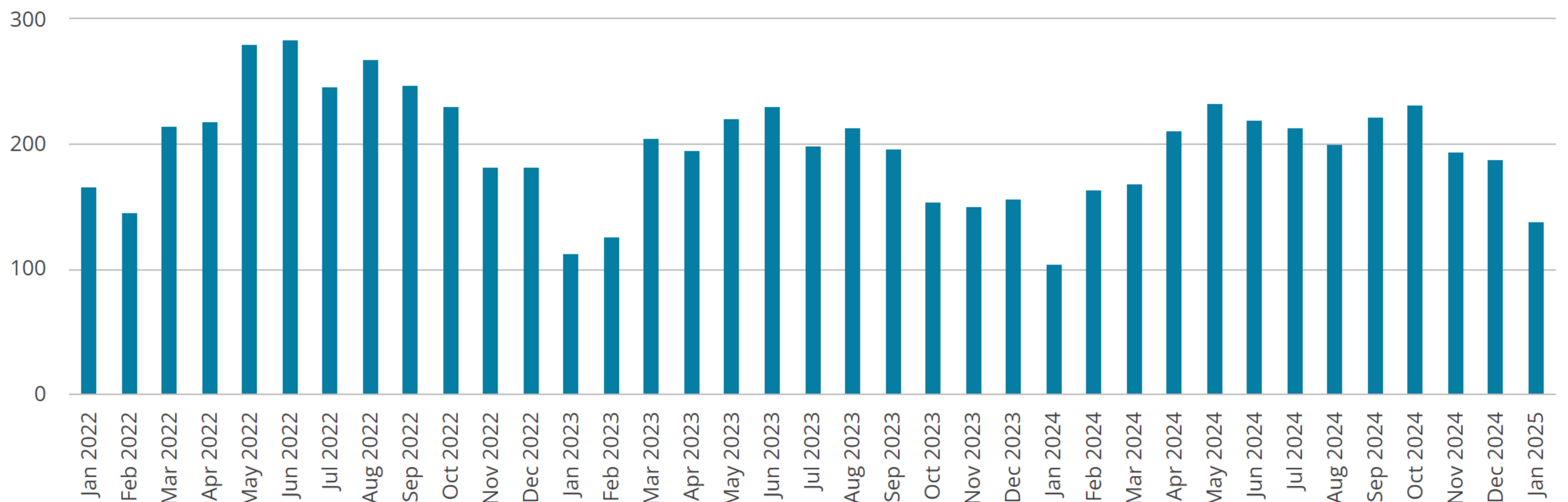
Data for Single Family Residence in Johnson County.

	Jan 2025	Dec 2024	MoM	Jan 2024	YoY	2025	2024	YTD
Median Sales Price	\$337,307	\$340,000	▼ -0.8%	\$315,711	▲ 6.8%	\$337,307	\$315,711	▲ 6.8%
Closed Sales	138	188	▼ -26.6%	104	▲ 32.7%	138	104	▲ 32.7%
New Listings	201	132	▲ 52.3%	142	▲ 41.5%	201	142	▲ 41.5%
Pending Sales	199	151	▲ 31.8%	176	▲ 13.1%	199	176	▲ 13.1%
Median Days on Market	29	31	▼ -6.5%	33	▼ -12.1%	29	33	▼ -12.1%
Average Days on Market	63	50	▲ 26.3%	56	▲ 11.7%	63	56	▲ 11.7%
Price per Square Foot	\$158	\$160	▼ -1.6%	\$153	▲ 2.9%	\$158	\$153	▲ 2.9%
% of List Price Received	97.6%	97.7%	▼ -0.1%	97.4%	▲ 0.2%	97.6%	97.4%	▲ 0.2%
Active Inventory	328	333	▼ -1.5%	236	▲ 39.0%	—	—	—
Months Supply of Inventory	2.4	1.8	▲ 34.2%	2.3	▲ 4.7%	—	—	—

Median Sales Price



Number of Closed Sales

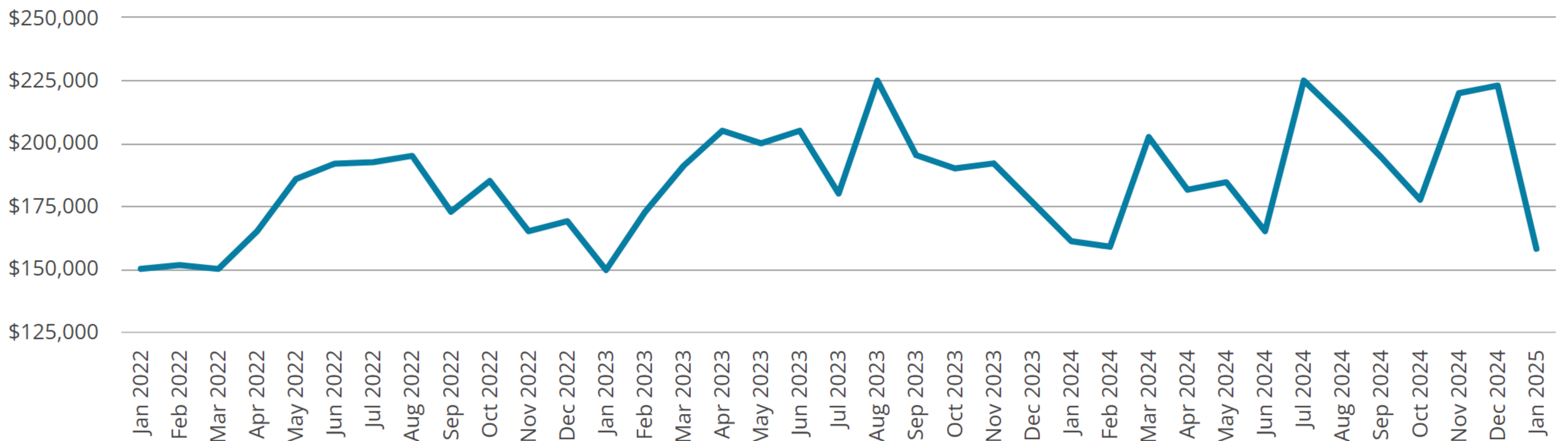


Madison County

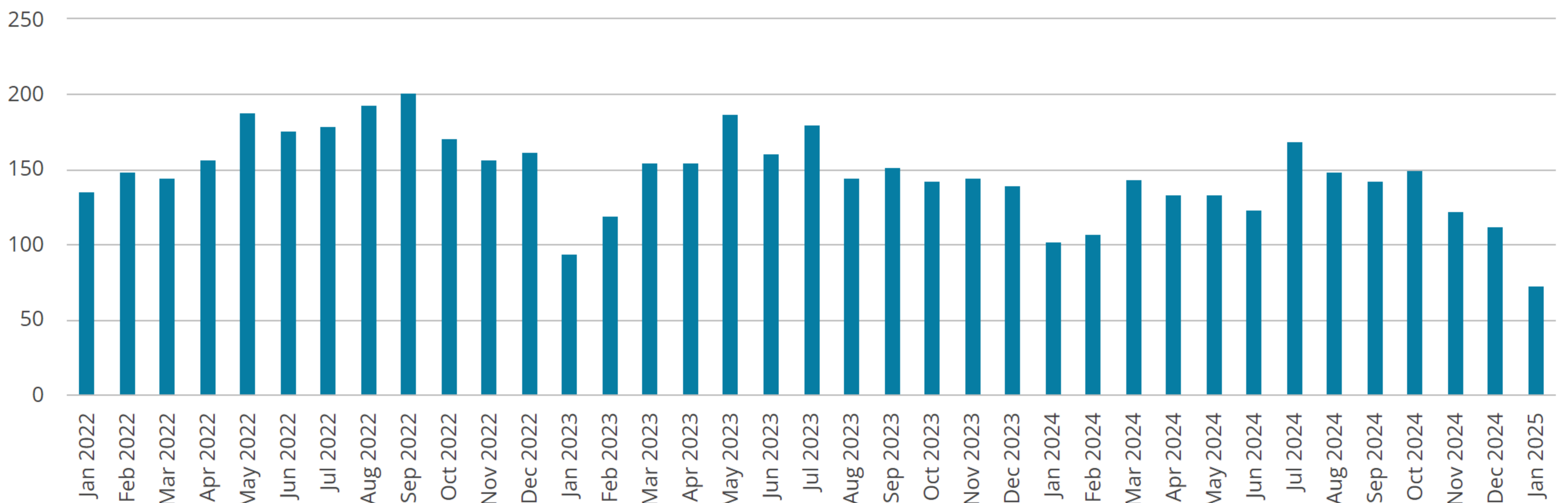
Data for Single Family Residence in Madison County.

	Jan 2025	Dec 2024	MoM	Jan 2024	YoY	2025	2024	YTD
Median Sales Price	\$158,000	\$223,000	⬇️ -29.1%	\$161,000	⬇️ -1.9%	\$158,000	\$161,000	⬇️ -1.9%
Closed Sales	73	112	⬇️ -34.8%	102	⬇️ -28.4%	73	102	⬇️ -28.4%
New Listings	106	110	⬇️ -3.6%	125	⬇️ -15.2%	106	125	⬇️ -15.2%
Pending Sales	123	82	⬆️ 50.0%	119	⬆️ 3.4%	123	119	⬆️ 3.4%
Median Days on Market	35	31.5	⬆️ 11.1%	26	⬆️ 34.6%	35	26	⬆️ 34.6%
Average Days on Market	55	50	⬆️ 8.2%	49	⬆️ 12.0%	55	49	⬆️ 12.0%
Price per Square Foot	\$111	\$136	⬇️ -18.4%	\$122	⬇️ -8.6%	\$111	\$122	⬇️ -8.6%
% of List Price Received	94.8%	97.1%	⬇️ -2.3%	95.4%	⬇️ -0.5%	94.8%	95.4%	⬇️ -0.5%
Active Inventory	203	245	⬇️ -17.1%	207	⬇️ -1.9%	—	—	—
Months Supply of Inventory	2.8	2.2	⬆️ 27.1%	2.0	⬆️ 37.0%	—	—	—

Median Sales Price



Number of Closed Sales

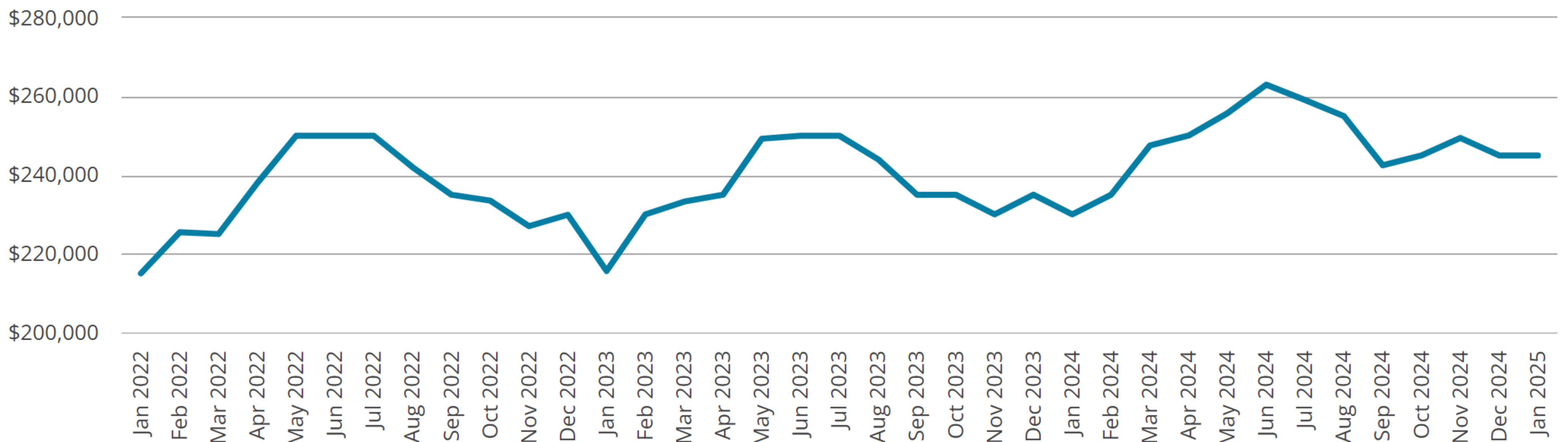


Marion County

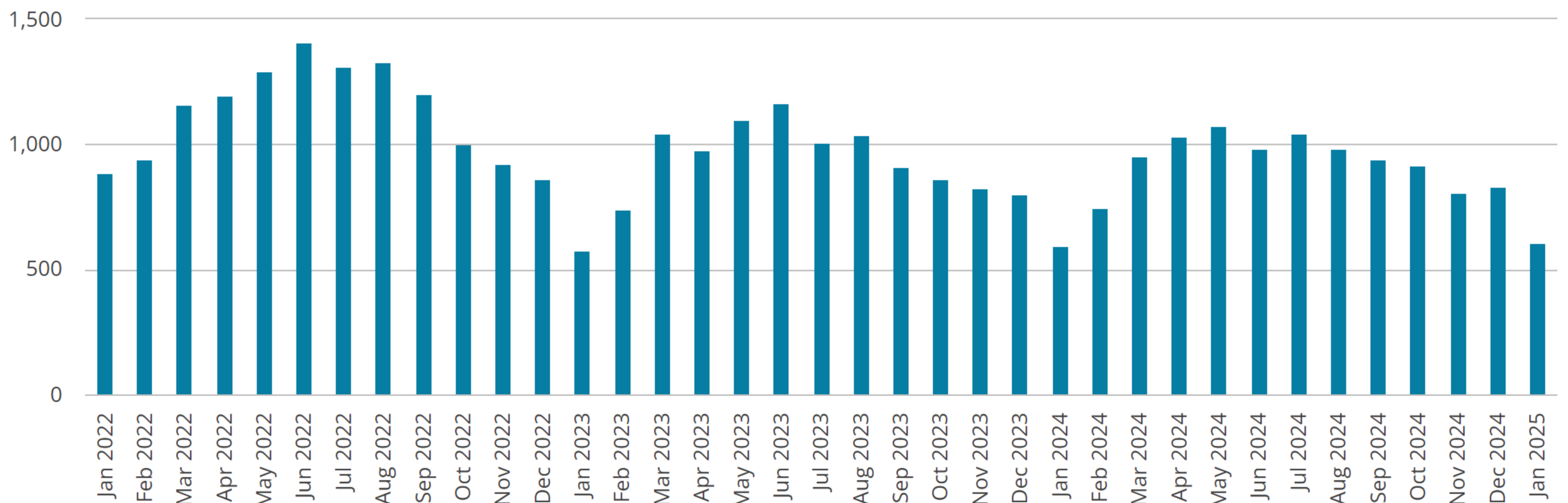
Data for Single Family Residence in Marion County.

	Jan 2025	Dec 2024	MoM	Jan 2024	YoY	2025	2024	YTD
Median Sales Price	\$245,000	\$245,000	↗ 0.0%	\$230,000	↗ 6.5%	\$245,000	\$230,000	↗ 6.5%
Closed Sales	608	835	↘ -27.2%	594	↗ 2.4%	608	594	↗ 2.4%
New Listings	894	600	↗ 49.0%	769	↗ 16.3%	894	769	↗ 16.3%
Pending Sales	810	615	↗ 31.7%	821	↘ -1.3%	810	821	↘ -1.3%
Median Days on Market	41.5	34	↗ 22.1%	34	↗ 22.1%	42	34	↗ 22.1%
Average Days on Market	65	58	↗ 13.2%	59	↗ 10.2%	65	59	↗ 10.2%
Price per Square Foot	\$149	\$150	↘ -0.7%	\$138	↗ 8.0%	\$149	\$138	↗ 8.0%
% of List Price Received	97.5%	97.7%	↘ -0.1%	97.4%	↗ 0.1%	97.5%	97.4%	↗ 0.1%
Active Inventory	1,665	1,736	↘ -4.1%	1,341	↗ 24.2%	—	—	—
Months Supply of Inventory	2.7	2.1	↗ 31.7%	2.3	↗ 21.3%	—	—	—

Median Sales Price



Number of Closed Sales

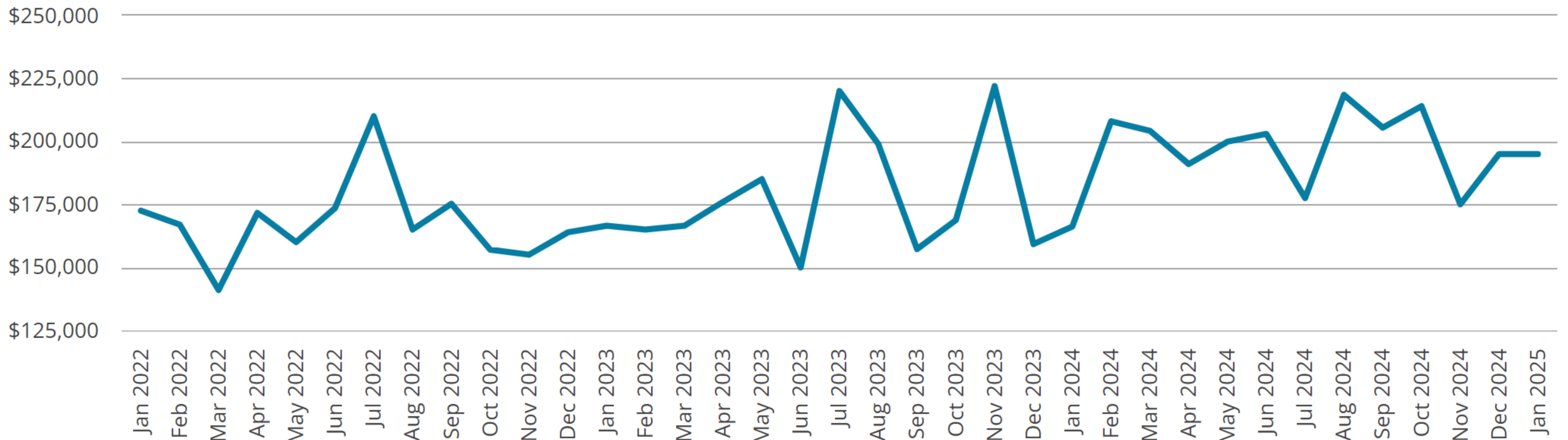


Montgomery County

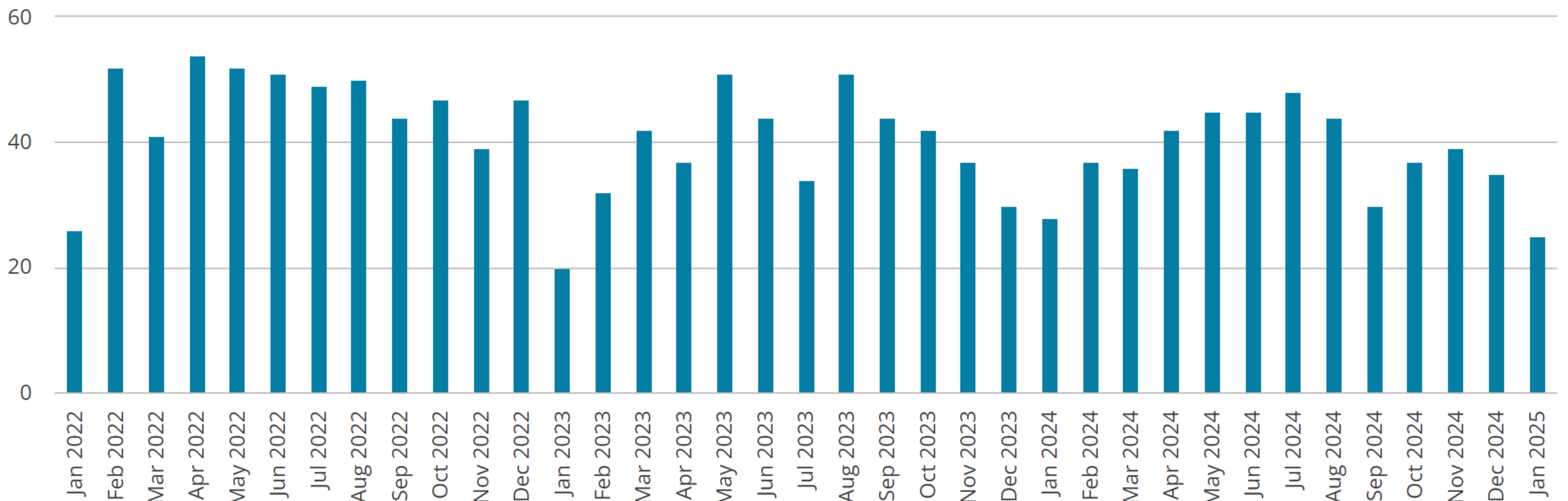
Data for Single Family Residence in Montgomery County.

	Jan 2025	Dec 2024	MoM	Jan 2024	YoY	2025	2024	YTD
Median Sales Price	\$195,000	\$195,000	↗ 0.0%	\$166,200	↗ 17.3%	\$195,000	\$166,200	↗ 17.3%
Closed Sales	25	35	↘ -28.6%	28	↘ -10.7%	25	28	↘ -10.7%
New Listings	28	24	↗ 16.7%	27	↗ 3.7%	28	27	↗ 3.7%
Pending Sales	34	31	↗ 9.7%	39	↘ -12.8%	34	39	↘ -12.8%
Median Days on Market	62.5	32	↗ 95.3%	49	↗ 27.6%	63	49	↗ 27.6%
Average Days on Market	82	51	↗ 61.0%	61	↗ 34.4%	82	61	↗ 34.4%
Price per Square Foot	\$133	\$121	↗ 9.9%	\$124	↗ 7.3%	\$133	\$124	↗ 7.3%
% of List Price Received	94.4%	95.6%	↘ -1.2%	96.0%	↘ -1.6%	94.4%	96.0%	↘ -1.6%
Active Inventory	58	67	↘ -13.4%	56	↗ 3.6%	—	—	—
Months Supply of Inventory	2.3	1.9	↗ 21.2%	2.0	↗ 16.0%	—	—	—

Median Sales Price



Number of Closed Sales

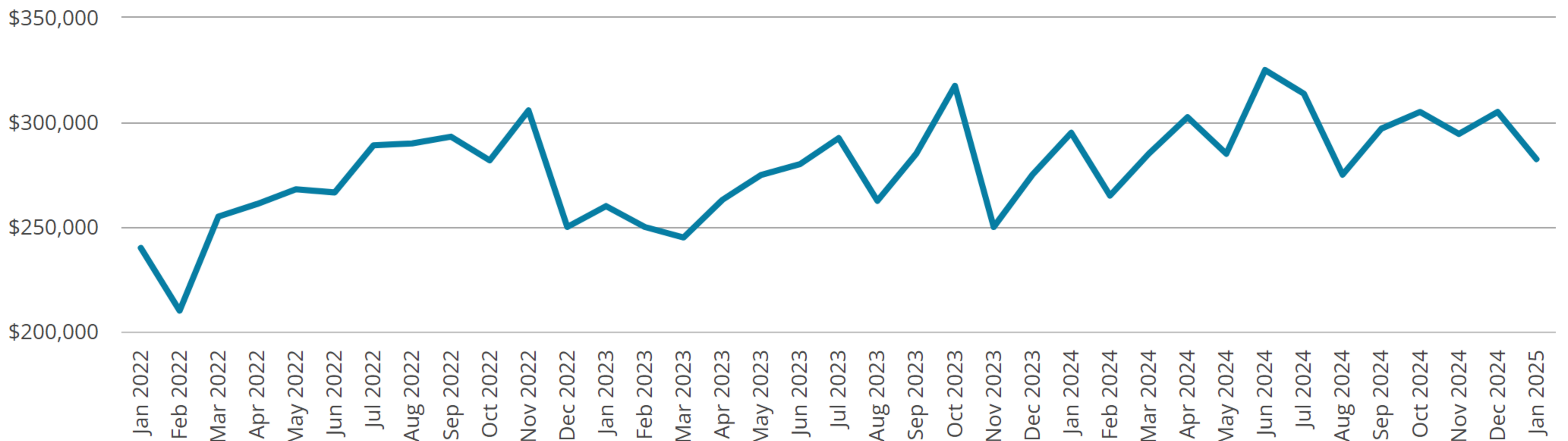


Morgan County

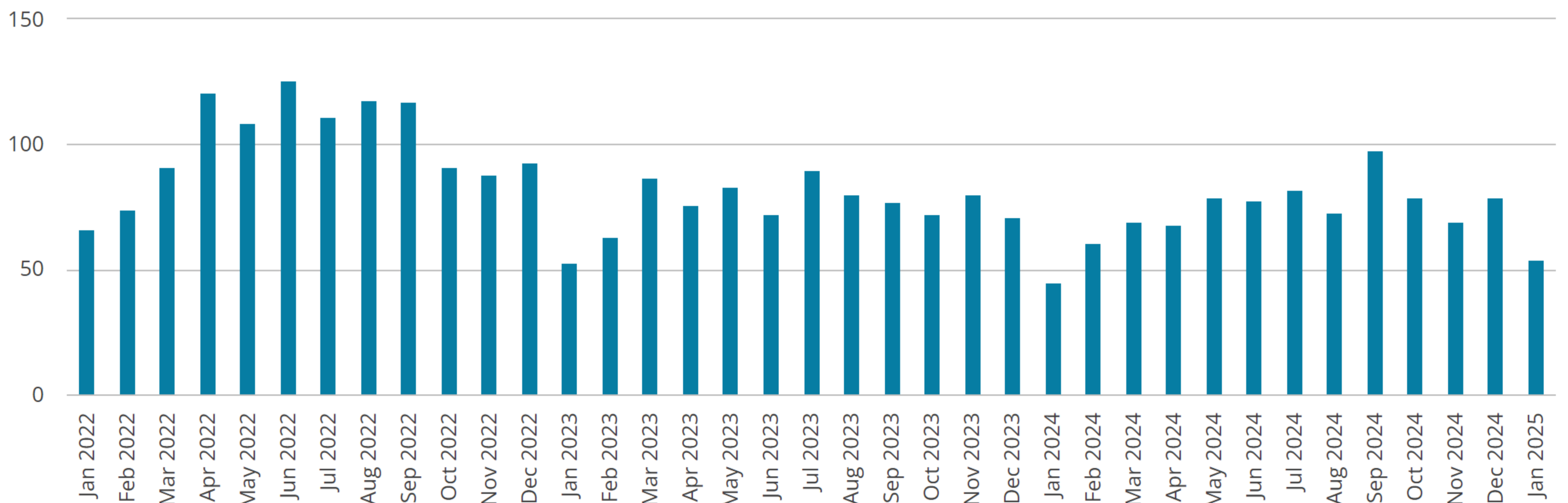
Data for Single Family Residence in Morgan County.

	Jan 2025	Dec 2024	MoM	Jan 2024	YoY	2025	2024	YTD
Median Sales Price	\$282,450	\$305,000	↘ -7.4%	\$295,000	↘ -4.3%	\$282,450	\$295,000	↘ -4.3%
Closed Sales	54	79	↘ -31.6%	45	↗ 20.0%	54	45	↗ 20.0%
New Listings	64	53	↗ 20.8%	68	↘ -5.9%	64	68	↘ -5.9%
Pending Sales	52	58	↘ -10.3%	78	↘ -33.3%	52	78	↘ -33.3%
Median Days on Market	43.5	38.5	↗ 13.0%	36.5	↗ 19.2%	44	37	↗ 19.2%
Average Days on Market	57	52	↗ 8.9%	57	↘ -0.1%	57	57	↘ -0.1%
Price per Square Foot	\$151	\$158	↘ -4.4%	\$148	↗ 2.0%	\$151	\$148	↗ 2.0%
% of List Price Received	97.6%	98.2%	↘ -0.6%	96.5%	↗ 1.1%	97.6%	96.5%	↗ 1.1%
Active Inventory	170	174	↘ -2.3%	121	↗ 40.5%	—	—	—
Months Supply of Inventory	3.1	2.2	↗ 42.9%	2.7	↗ 17.1%	—	—	—

Median Sales Price



Number of Closed Sales



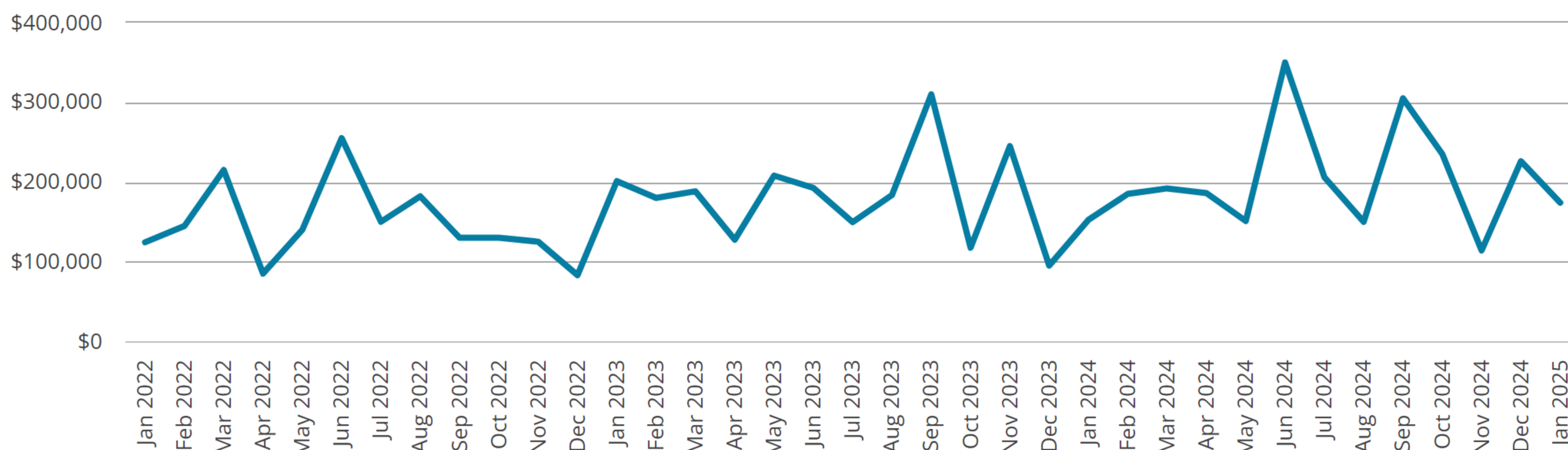
Parke County



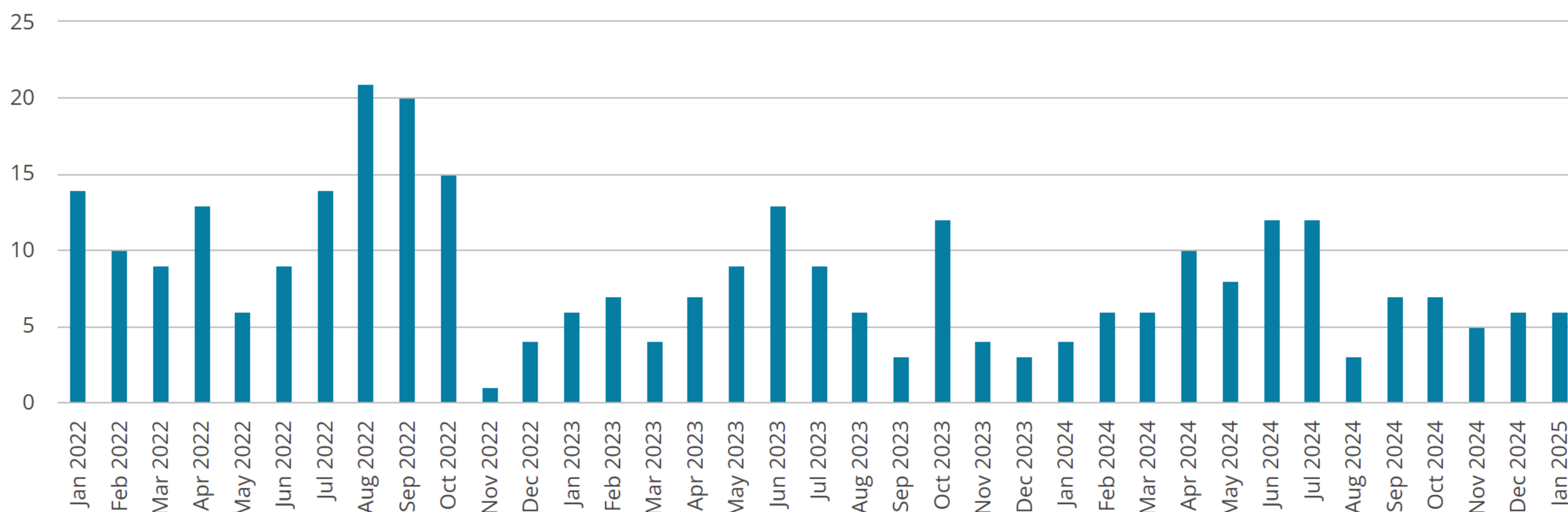
Data for Single Family Residence in Parke County.

	Jan 2025	Dec 2024	MoM	Jan 2024	YoY	2025	2024	YTD
Median Sales Price	\$174,000	\$226,000	⬇️ -23.0%	\$152,500	⬆️ 14.1%	\$174,000	\$152,500	⬆️ 14.1%
Closed Sales	6	6	➡️ 0.0%	4	⬆️ 50.0%	6	4	⬆️ 50.0%
New Listings	2	7	⬇️ -71.4%	7	⬇️ -71.4%	2	7	⬇️ -71.4%
Pending Sales	5	7	⬇️ -28.6%	6	⬇️ -16.7%	5	6	⬇️ -16.7%
Median Days on Market	64	34	⬆️ 88.2%	106	⬇️ -39.6%	64	106	⬇️ -39.6%
Average Days on Market	65	41	⬆️ 57.0%	164	⬇️ -60.6%	65	164	⬇️ -60.6%
Price per Square Foot	\$147	\$104	⬆️ 41.5%	\$71	⬆️ 106.3%	\$147	\$71	⬆️ 106.3%
% of List Price Received	91.7%	94.6%	⬇️ -3.1%	92.7%	⬇️ -1.0%	91.7%	92.7%	⬇️ -1.0%
Active Inventory	27	36	⬇️ -25.0%	28	⬇️ -3.6%	—	—	—
Months Supply of Inventory	4.5	6.0	⬇️ -25.0%	7.0	⬇️ -35.7%	—	—	—

Median Sales Price



Number of Closed Sales

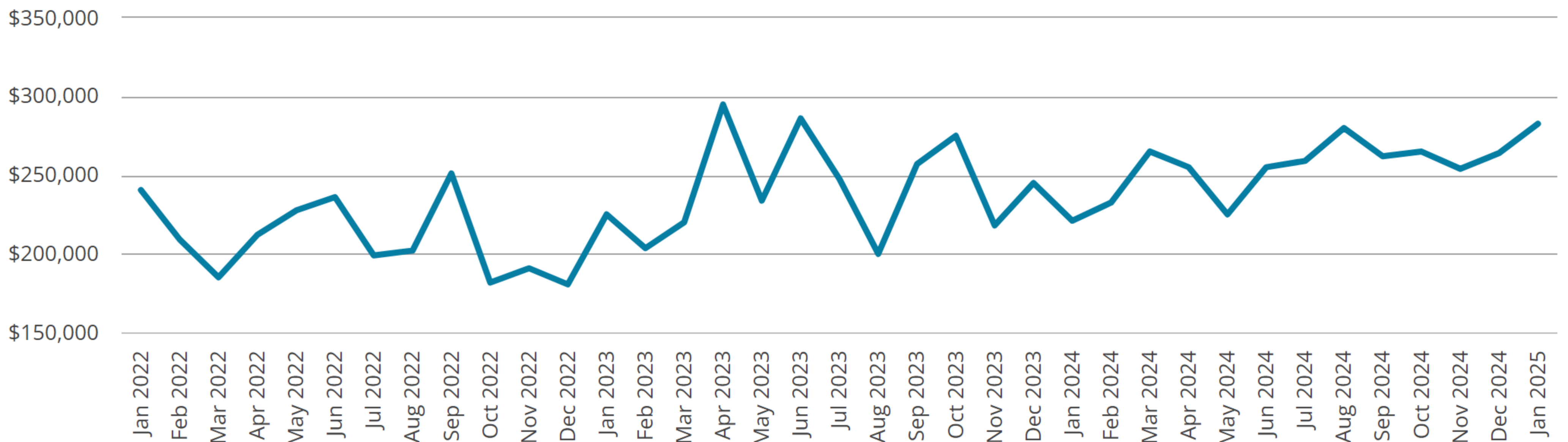


Putnam County

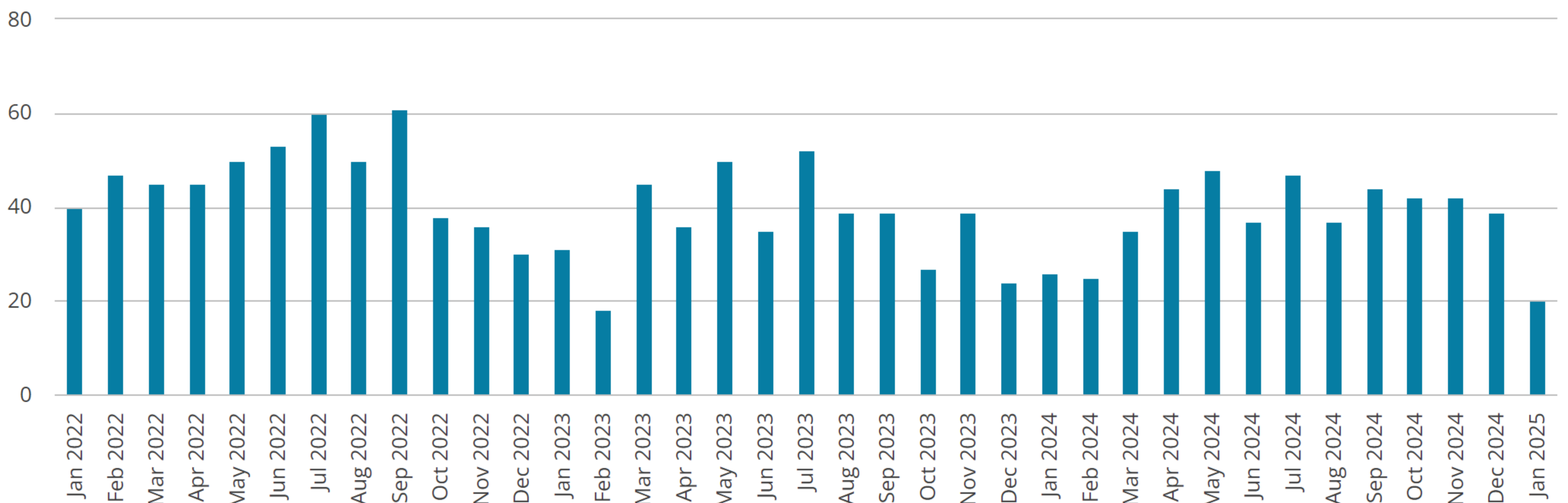
Data for Single Family Residence in Putnam County.

	Jan 2025	Dec 2024	MoM	Jan 2024	YoY	2025	2024	YTD
Median Sales Price	\$282,613	\$264,000	⬆️ 7.1%	\$221,000	⬆️ 27.9%	\$282,613	\$221,000	⬆️ 27.9%
Closed Sales	20	39	⬆️ -48.7%	26	⬆️ -23.1%	20	26	⬆️ -23.1%
New Listings	29	16	⬆️ 81.3%	45	⬆️ -35.6%	29	45	⬆️ -35.6%
Pending Sales	29	29	↔️ 0.0%	36	⬆️ -19.4%	29	36	⬆️ -19.4%
Median Days on Market	47	68	⬆️ -30.9%	28.5	⬆️ 64.9%	47	29	⬆️ 64.9%
Average Days on Market	51	77	⬆️ -34.0%	41	⬆️ 24.3%	51	41	⬆️ 24.3%
Price per Square Foot	\$155	\$160	⬆️ -3.4%	\$153	⬆️ 1.3%	\$155	\$153	⬆️ 1.3%
% of List Price Received	98.2%	95.2%	⬆️ 3.2%	98.6%	⬆️ -0.4%	98.2%	98.6%	⬆️ -0.4%
Active Inventory	62	72	⬆️ -13.9%	67	⬆️ -7.5%	—	—	—
Months Supply of Inventory	3.1	1.8	⬆️ 67.9%	2.6	⬆️ 20.3%	—	—	—

Median Sales Price



Number of Closed Sales



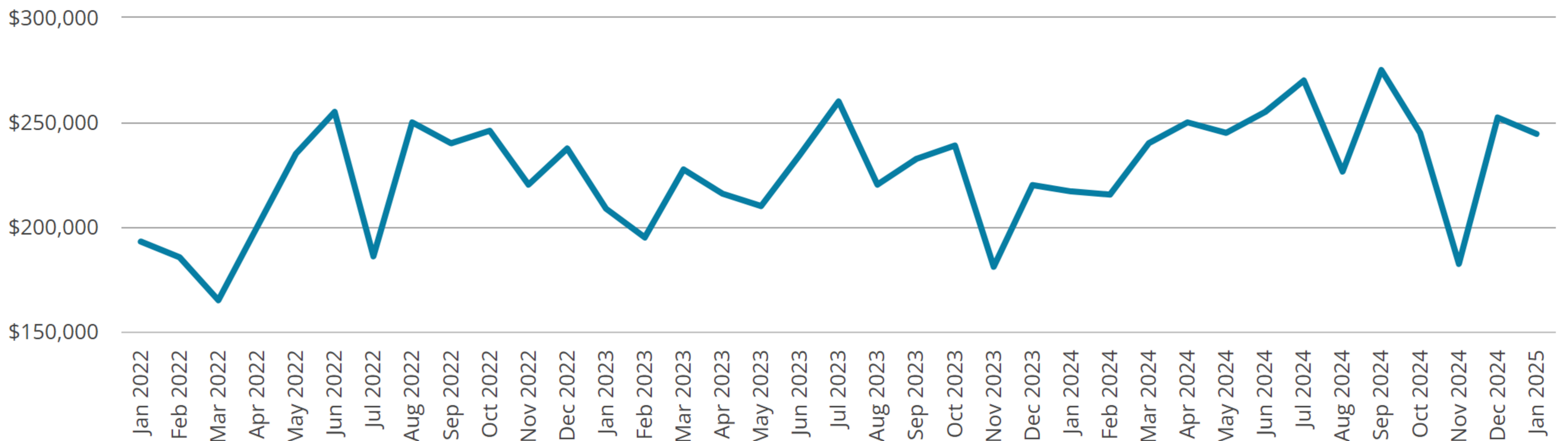
Shelby County



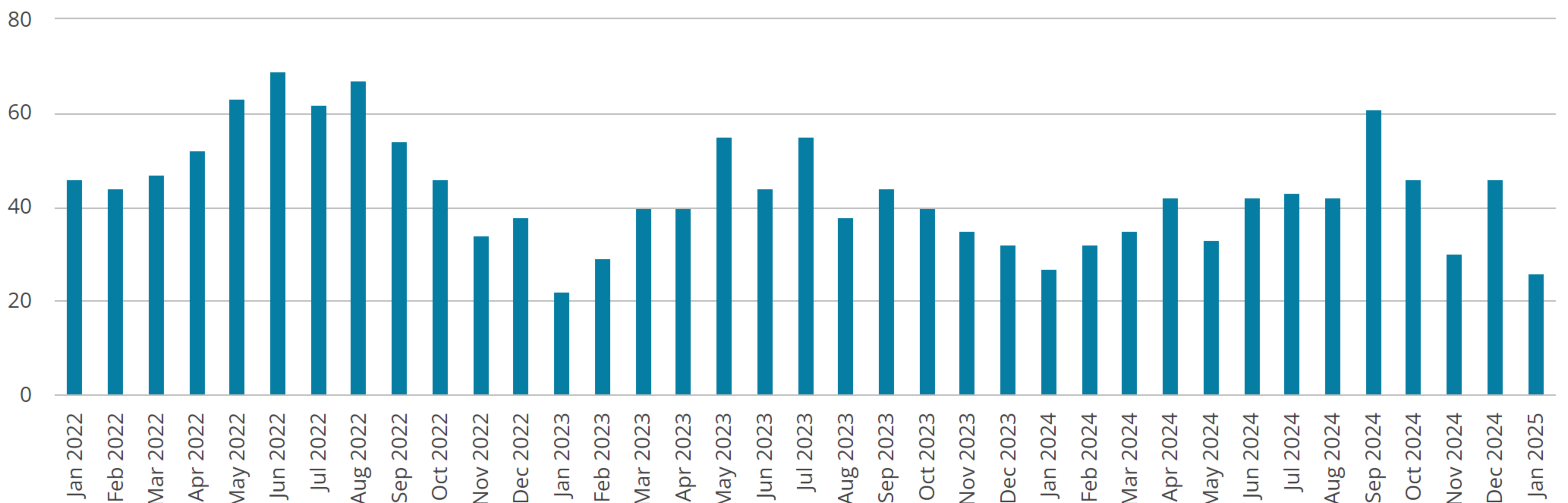
Data for Single Family Residence in Shelby County.

	Jan 2025	Dec 2024	MoM	Jan 2024	YoY	2025	2024	YTD
Median Sales Price	\$244,500	\$252,300	▼ -3.1%	\$217,000	▲ 12.7%	\$244,500	\$217,000	▲ 12.7%
Closed Sales	26	46	▼ -43.5%	27	▼ -3.7%	26	27	▼ -3.7%
New Listings	29	36	▼ -19.4%	36	▼ -19.4%	29	36	▼ -19.4%
Pending Sales	25	34	▼ -26.5%	39	▼ -35.9%	25	39	▼ -35.9%
Median Days on Market	53	29	▲ 82.8%	16	▲ 231.3%	53	16	▲ 231.3%
Average Days on Market	59	48	▲ 22.7%	61	▼ -3.6%	59	61	▼ -3.6%
Price per Square Foot	\$156	\$145	▲ 7.6%	\$128	▲ 21.9%	\$156	\$128	▲ 21.9%
% of List Price Received	97.4%	96.5%	▲ 1.0%	97.1%	▲ 0.4%	97.4%	97.1%	▲ 0.4%
Active Inventory	72	74	▼ -2.7%	61	▲ 18.0%	—	—	—
Months Supply of Inventory	2.8	1.6	▲ 72.1%	2.3	▲ 22.6%	—	—	—

Median Sales Price



Number of Closed Sales

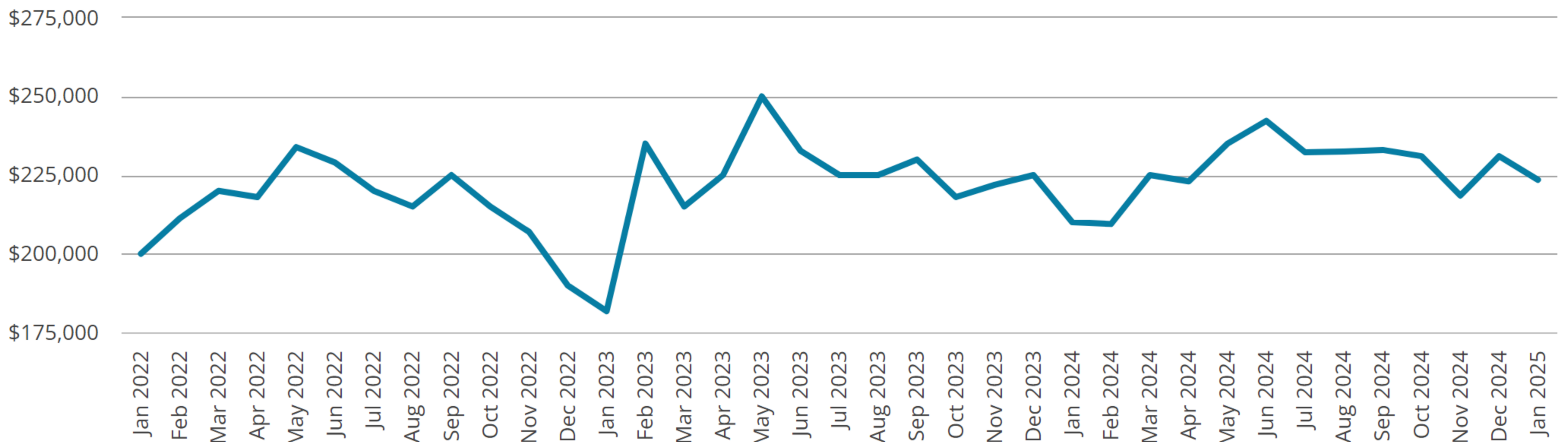


Condominiums

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

	Jan 2025	Dec 2024	MoM	Jan 2024	YoY	2025	2024	YTD
Median Sales Price	\$223,500	\$231,000	▼ -3.2%	\$210,000	▲ 6.4%	\$223,500	\$210,000	▲ 6.4%
Closed Sales	105	129	▼ -18.6%	82	▲ 28.0%	105	82	▲ 28.0%
New Listings	154	115	▲ 33.9%	136	▲ 13.2%	154	136	▲ 13.2%
Pending Sales	136	102	▲ 33.3%	129	▲ 5.4%	136	129	▲ 5.4%
Median Days on Market	47.5	35.5	▲ 33.8%	34.5	▲ 37.7%	48	35	▲ 37.7%
Average Days on Market	71	58	▲ 23.6%	55	▲ 30.5%	71	55	▲ 30.5%
Price per Square Foot	\$156	\$152	▲ 2.6%	\$142	▲ 9.9%	\$156	\$142	▲ 9.9%
% of List Price Received	97.3%	97.5%	▼ -0.2%	96.8%	▲ 0.5%	97.3%	96.8%	▲ 0.5%
Active Inventory	375	388	▼ -3.4%	283	▲ 32.5%	—	—	—
Months Supply of Inventory	3.6	3.0	▲ 18.7%	3.5	▲ 3.5%	—	—	—

Median Sales Price



Number of Closed Sales

