

Monthly Market Report



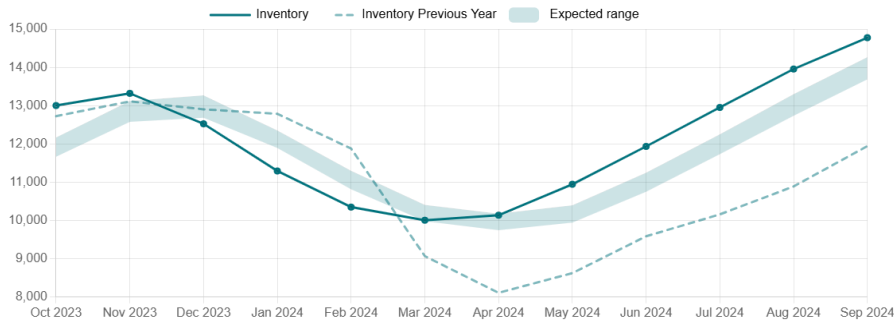
Monthly totals, trends, and year-over-year comparisons

Monthly Market Report for Indiana as of September 2024.

Supply

Inventory

Average daily inventory



Last update: Oct. 7, 2024, midnight **Source:** IAR MLS Data Warehouse **Data notes:** A listing counts in inventory if its status is active, not pending or sold. Inventory fluctuates constantly, so we calculate the monthly measure as the inventory at the start of each day average across the entire month.

September 2024

14,775

Expected range of 13,685-14,265 based on previous month

Month-over-month

+6%

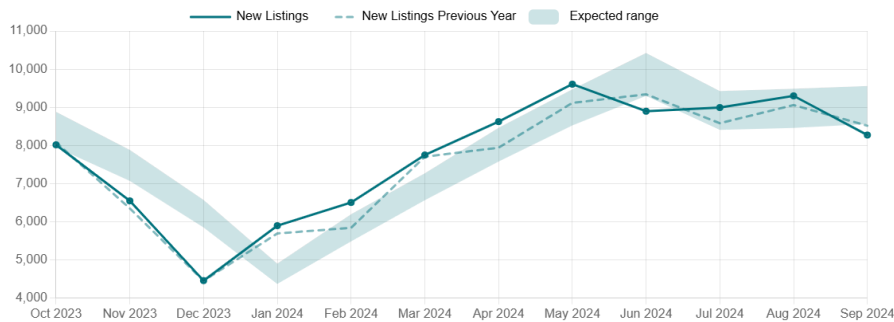
Typical change ranges from -2% to +2% this month

Year-over-year

+24%

New Listings

Monthly total by listing date



Last update: Oct. 7, 2024, midnight **Source:** IAR MLS Data Warehouse **Data notes:** Listings may be posted to an MLS system after their listing date. Historically, 92% of listings are posted within three days and 99% within seven days.

September 2024

8,274

Expected range of 8,559-9,558 based on previous month

Month-over-month

-11%

Typical change ranges from -8% to +3% this month

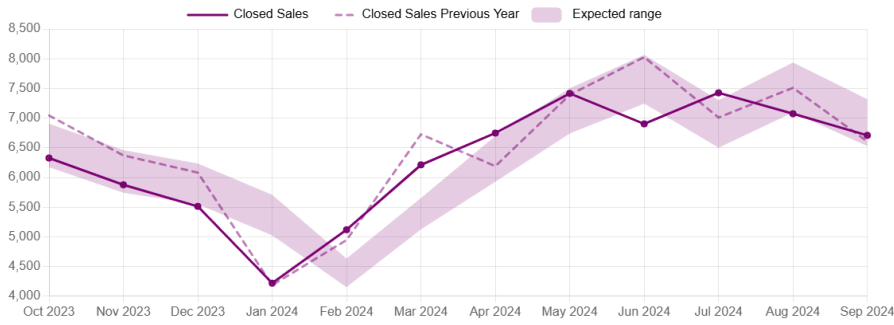
Year-over-year

-3%

Sales

Closed Sales

Monthly total of closed sales



Last update: Oct. 7, 2024, midnight **Source:** IAR MLS Data Warehouse **Data notes:** Sales may be posted to an MLS system after their closing date. Historically, 79% of listings are posted within three days and 96% within seven days.

September 2024

6,709

Expected range of 6,527-7,320 based on previous month

Month-over-month

-5%

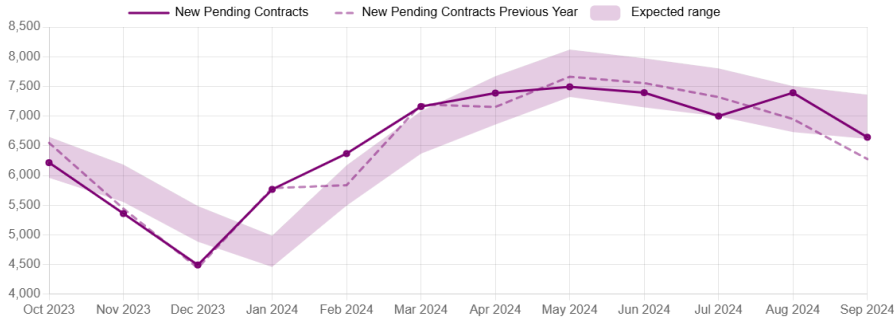
Typical change ranges from -8% to +3% this month

Year-over-year

+2%

New Pending Contracts

Monthly total of newly pended properties



Last update: Oct. 7, 2024, midnight **Source:** IAR MLS Data Warehouse **Data notes:** While not all pending contracts result in a closed sale, they are a very strong predictor of sales trends five weeks in the future. Pending contracts may be posted to an MLS system after their pending date. Historically, 81% of listings are posted within three days and 92% within seven days.

September 2024

6,643

Expected range of 6,615-7,361 based on previous month

Month-over-month

-10%

Typical change ranges from -11% to -0% this month

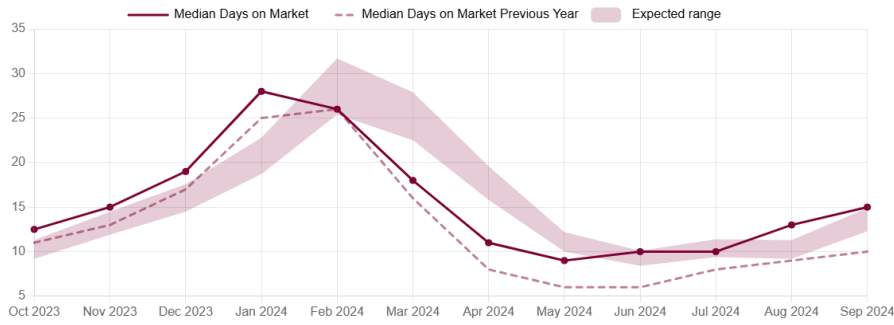
Year-over-year

+6%

Market Momentum

Median Days on Market

Days from listing to pending



Last update: Oct. 7, 2024, midnight **Source:** IAR MLS Data Warehouse **Data notes:** This is calculated as the difference between listing date and pending date. To filter out erroneous data, this filters out listings with a pending date before 2017. There is delay in entering pending dates, so recent months represent only the portion of sales with a pending date.

September 2024

15

Expected range of 12-15 based on previous month

Month-over-month

+15%

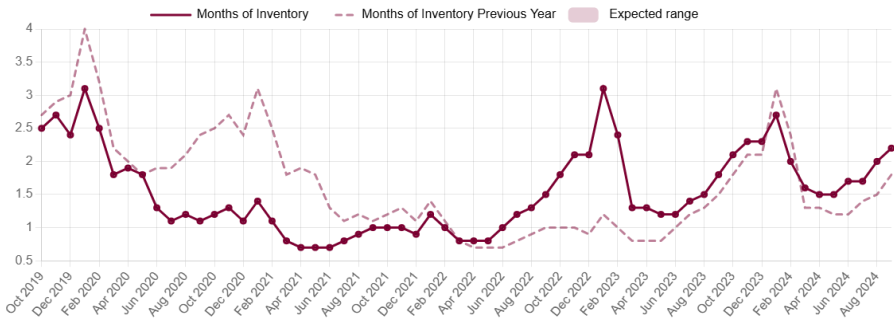
Typical change ranges from -5% to +15% this month

Year-over-year

+50%

Months of Inventory

Current supply versus 12-month sales average



Last update: Oct. 7, 2024, midnight **Source:** IAR MLS Data Warehouse **Data notes:** Months of inventory is calculated as the current month's supply ÷ the average sales per month over the previous 12 months.

September 2024

2.2

Expected range of 1.9-2.0 based on previous month

Month-over-month

+12%

Typical change ranges from -2% to +2% this month

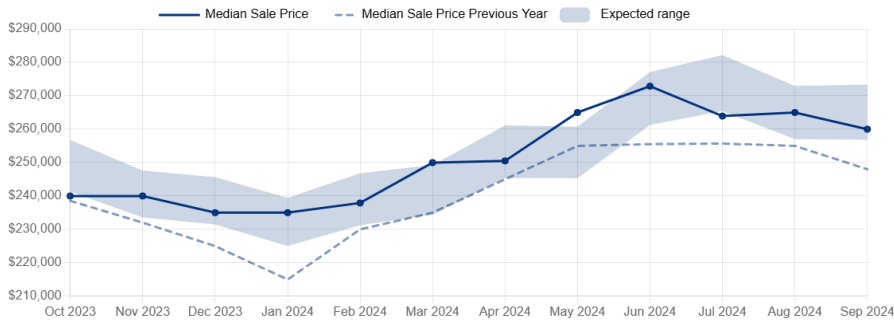
Year-over-year

+22%

Price

Median Sale Price

Median monthly sale price



Last update: Oct. 7, 2024, midnight **Source:** IAR MLS Data Warehouse **Data notes:** This excludes properties where the sale price is less than half the listing price or greater than twice the listing price, assuming those are errors. The median price represents the middle value of all properties sold. Half of sales had a higher price and half had a lower price.

September 2024

\$260,000

Expected range of \$256,845-\$273,352 based on previous month

Month-over-month

-2%

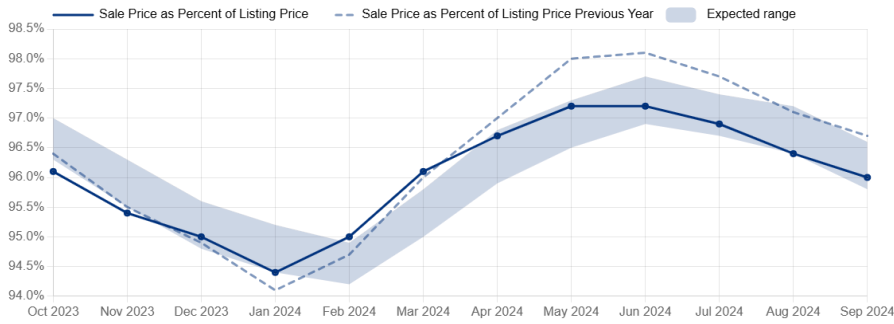
Typical change ranges from -3% to +3% this month

Year-over-year

+5%

Sale Price as Percent of Listing Price

Monthly average



Last update: Oct. 7, 2024, midnight **Source:** IAR MLS Data Warehouse **Data notes:** This excludes properties where the sale price is less than half the listing price or greater than twice the listing price, assuming those are errors.

September 2024

96.0%

Expected range of 95.8%-96.6% based on previous month

Month-over-month

-0%

Typical change ranges from -1% to +0% this month

Year-over-year

-1%