



## MIBOR REALTOR® Association

The MIBOR REALTOR® Association, founded in 1912, proudly serves nearly 10,000 members across 14 counties, and strengthens the marketplace through collaboration, advocacy, professionalism, education, and innovation.

Providing the tools, training and support needed to thrive in an evolving marketplace, MIBOR champions ethical business practices, cutting-edge technology – like the Broker Listing Cooperative® (BLC®) and ongoing development to create opportunities for growth and success for its members and staff.

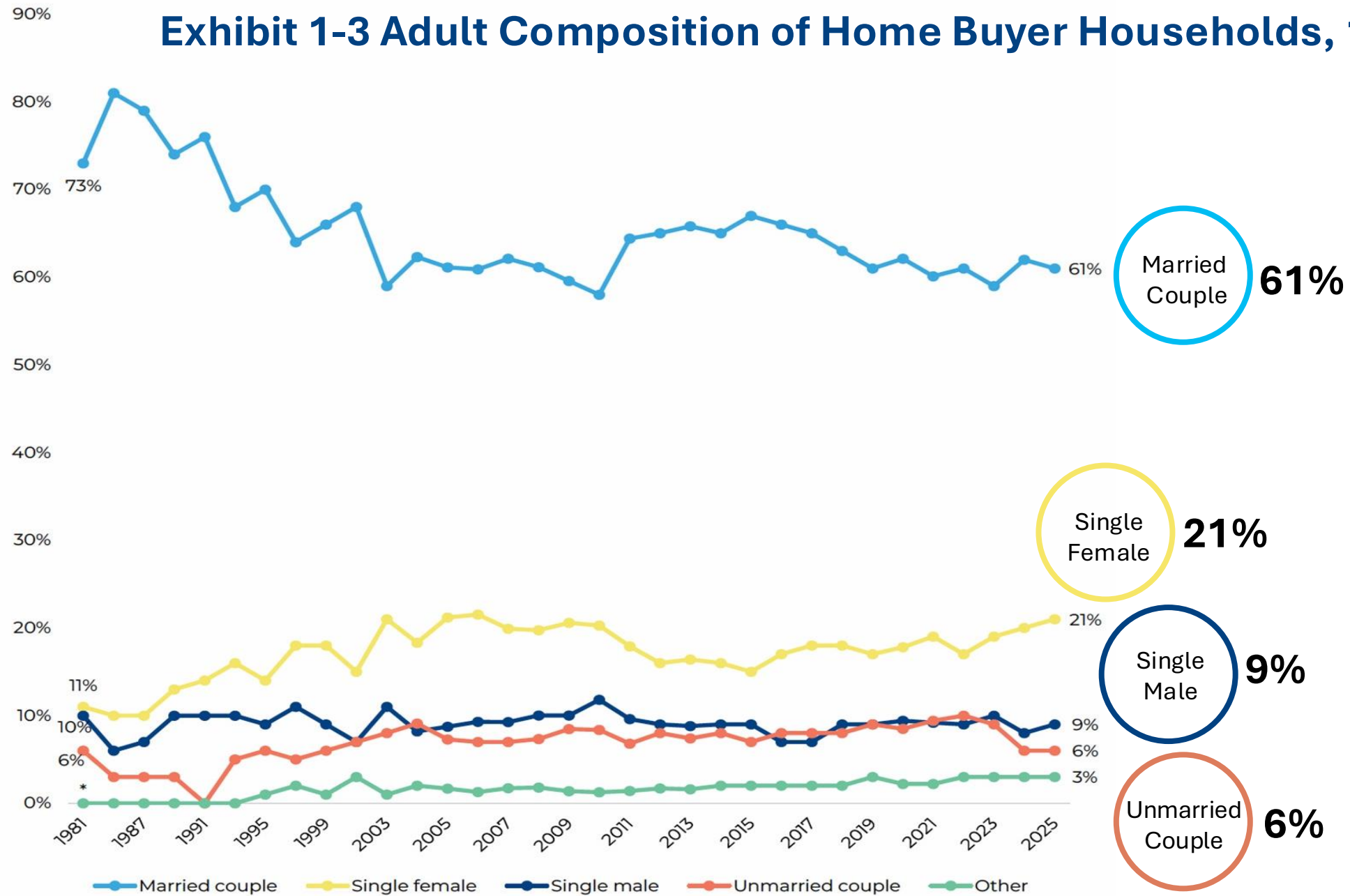


# Characteristics of Home Buyers: Age of First-time and Repeat Buyers

*Percentage distribution*

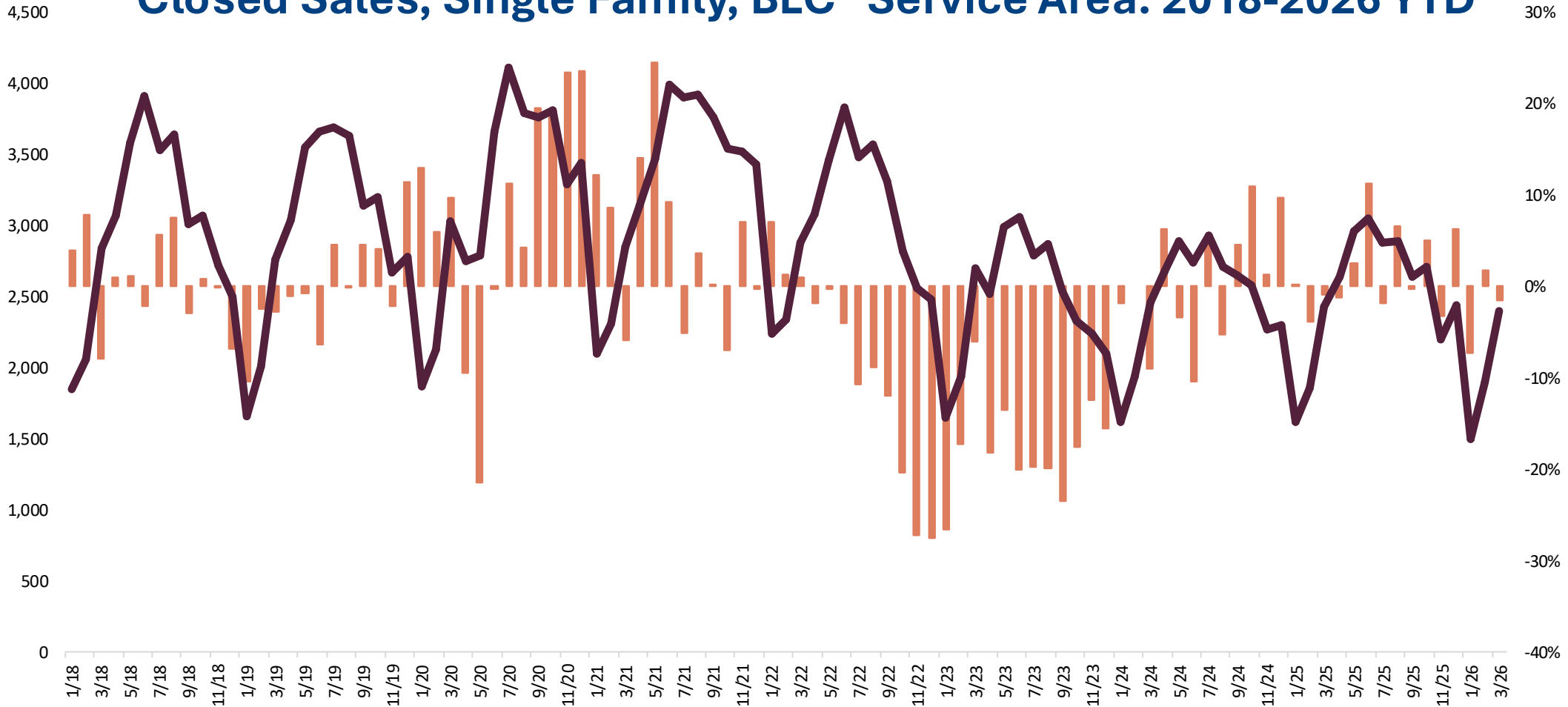
	All Buyers	First-Time Buyers	Repeat Buyers
18 to 24 years	2%	4%	2%
25 to 34 years	10%	32%	4%
35 to 44 years	16%	25%	13%
45 to 54 years	15%	16%	15%
55 to 64 years	20%	14%	22%
65 to 74 years	25%	8%	30%
75 years or older	11%	1%	14%
Median age (years)	59	40	62
Married Couple	60	39	62
Single Female	59	44	63
Single Male	61	39	64
Unmarried Couple	43	32	55
Other	59	46	63

# Exhibit 1-3 Adult Composition of Home Buyer Households, 1981-2025



\* Less than 1 percent

# Closed Sales, Single Family, BLC® Service Area: 2018-2026 YTD

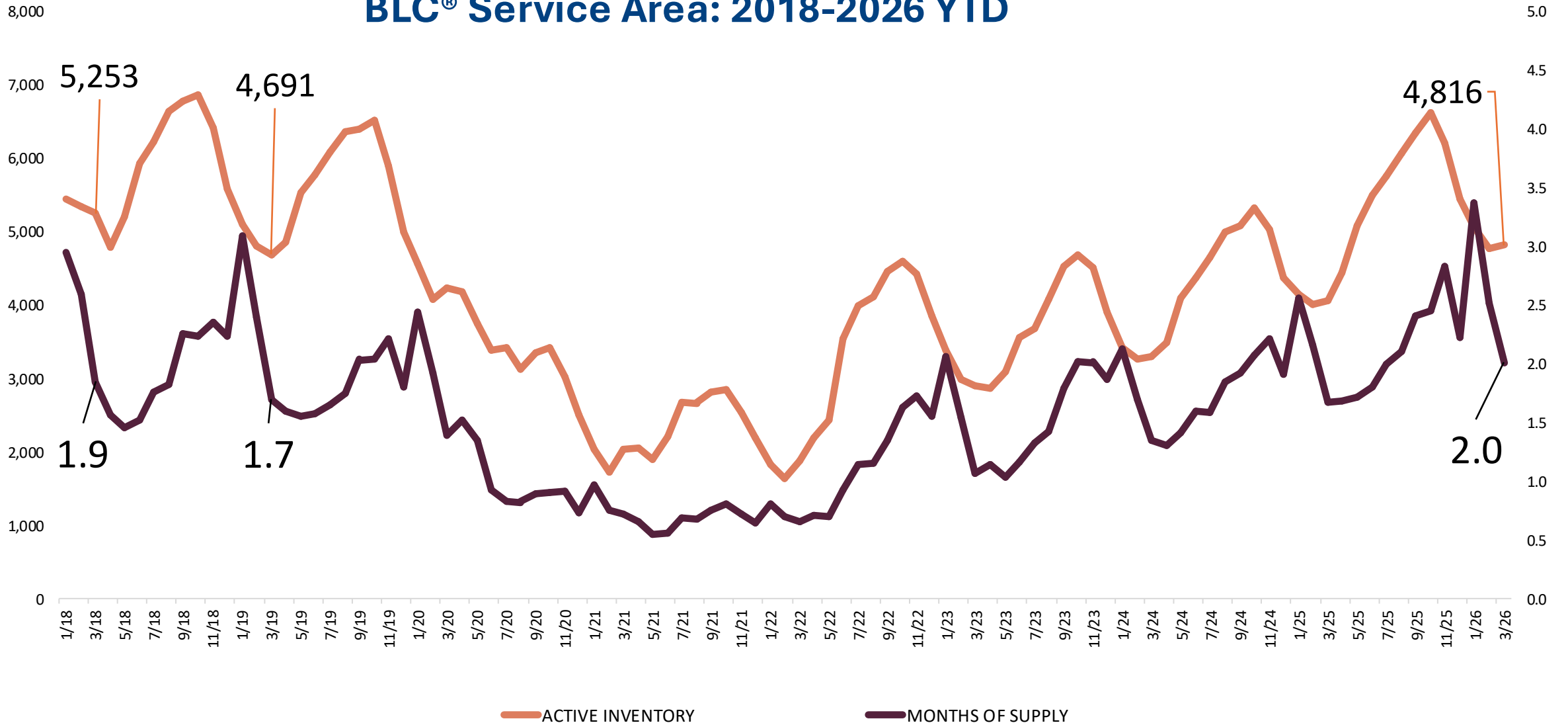


■ %CHANGE YoY

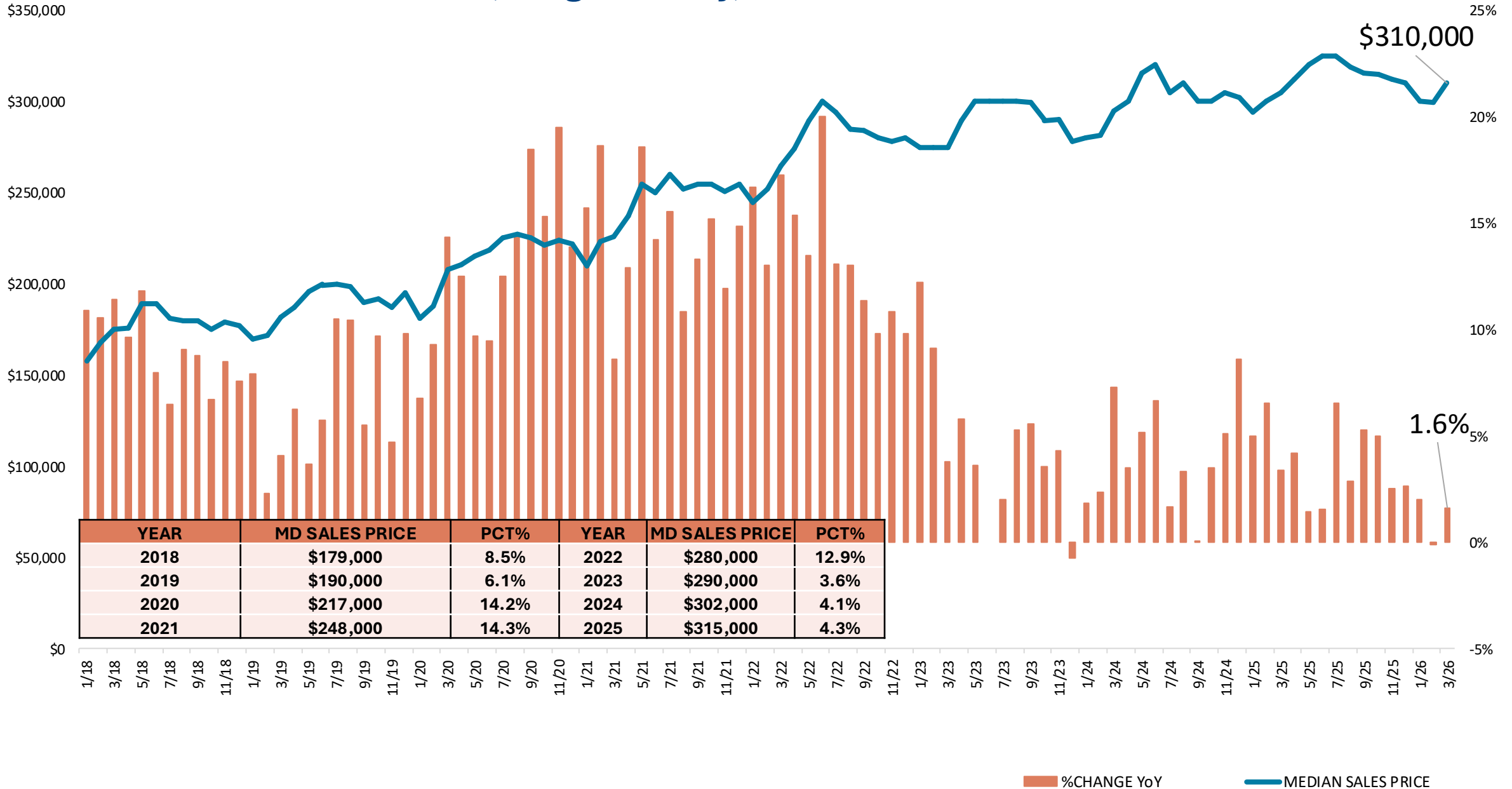
— CLOSED SALES

Year	Closed	Pct%	Year	Closed	Pct%
2018	35,764	-15%	2022	36,024	
2019	35,775	-15%	2023	29,680	
2020	38,389		2024	29,727	2%
2021	39,897		2025	30,291	

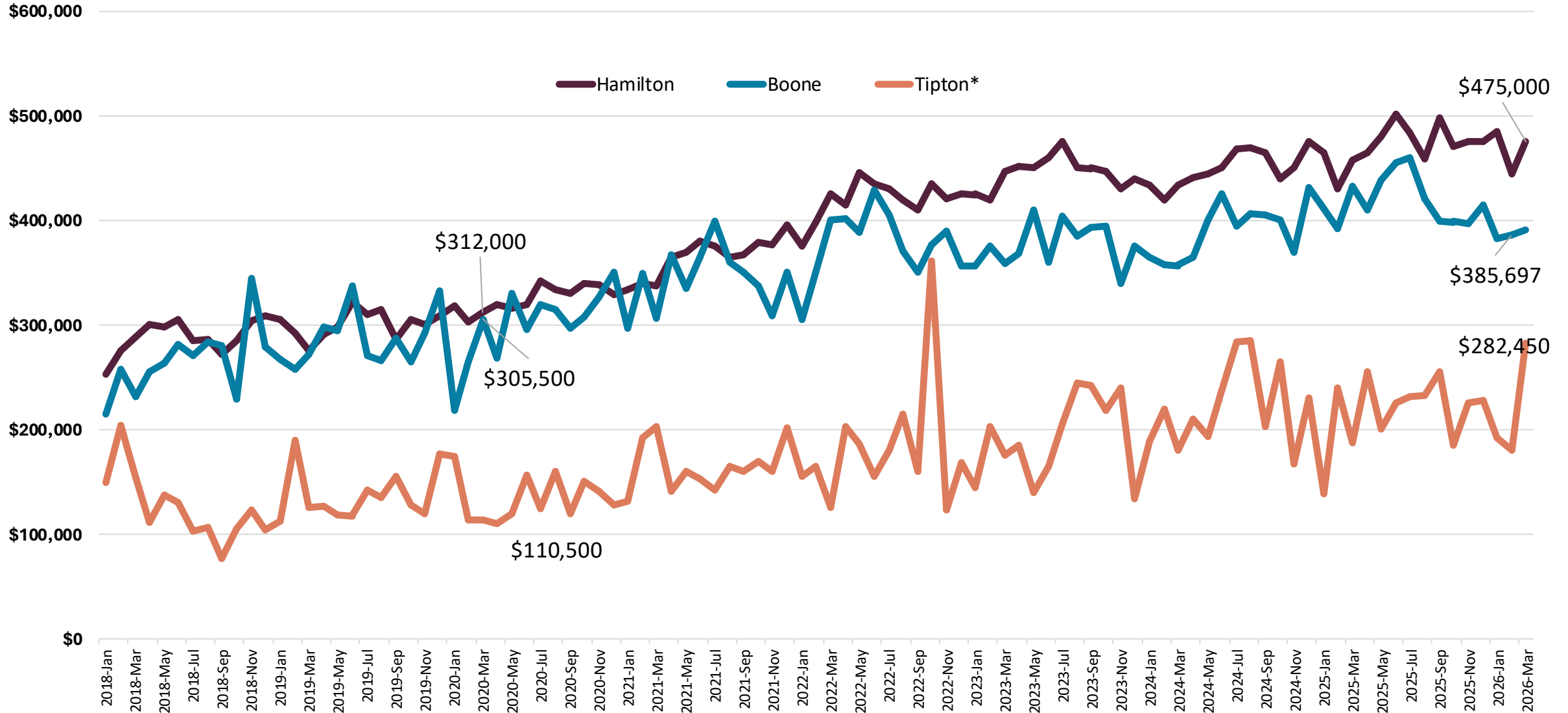
# Active Inventory & Months Of Supply, Single Family, BLC® Service Area: 2018-2026 YTD



# Median Sales Price, Single Family, BLC® Service Area: 2018-2026 YTD

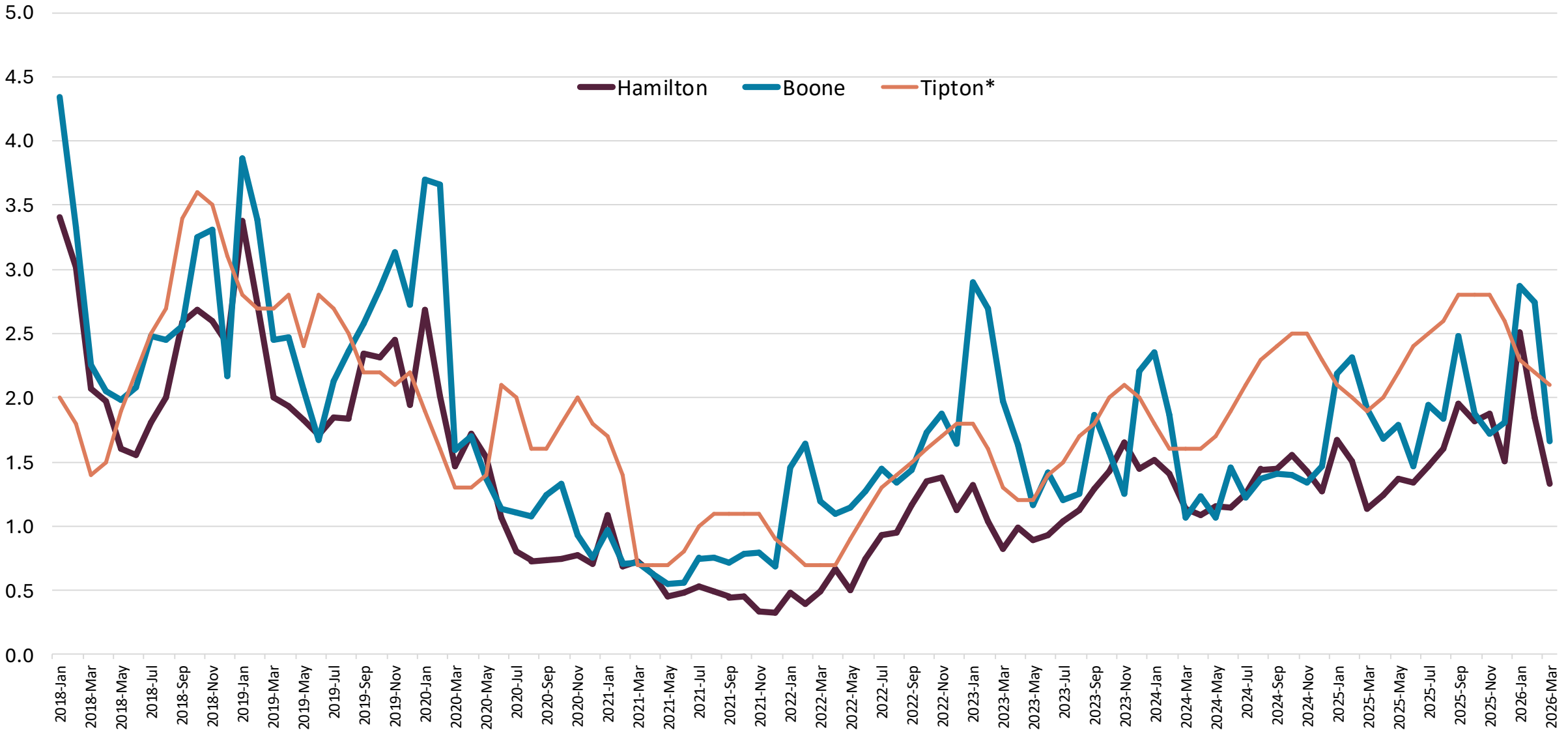


# Median Sales Price, Single-Family Homes: 2018-2026



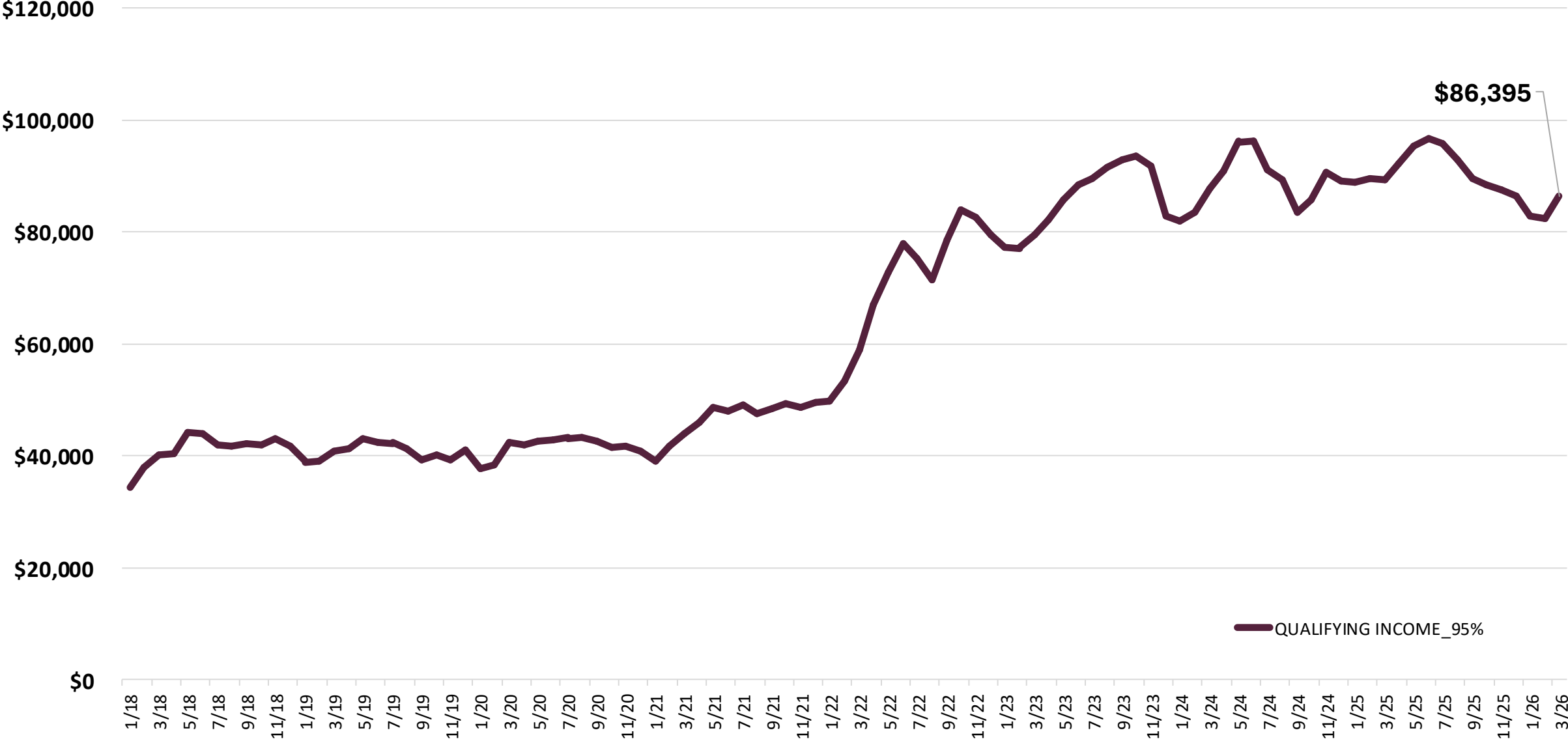
Source: MIBOR REALTOR® Association, BLC® Listing Service; \*Indiana Association of REALTORS®

# Months of Supply, Single-Family Homes: 2018 -2026

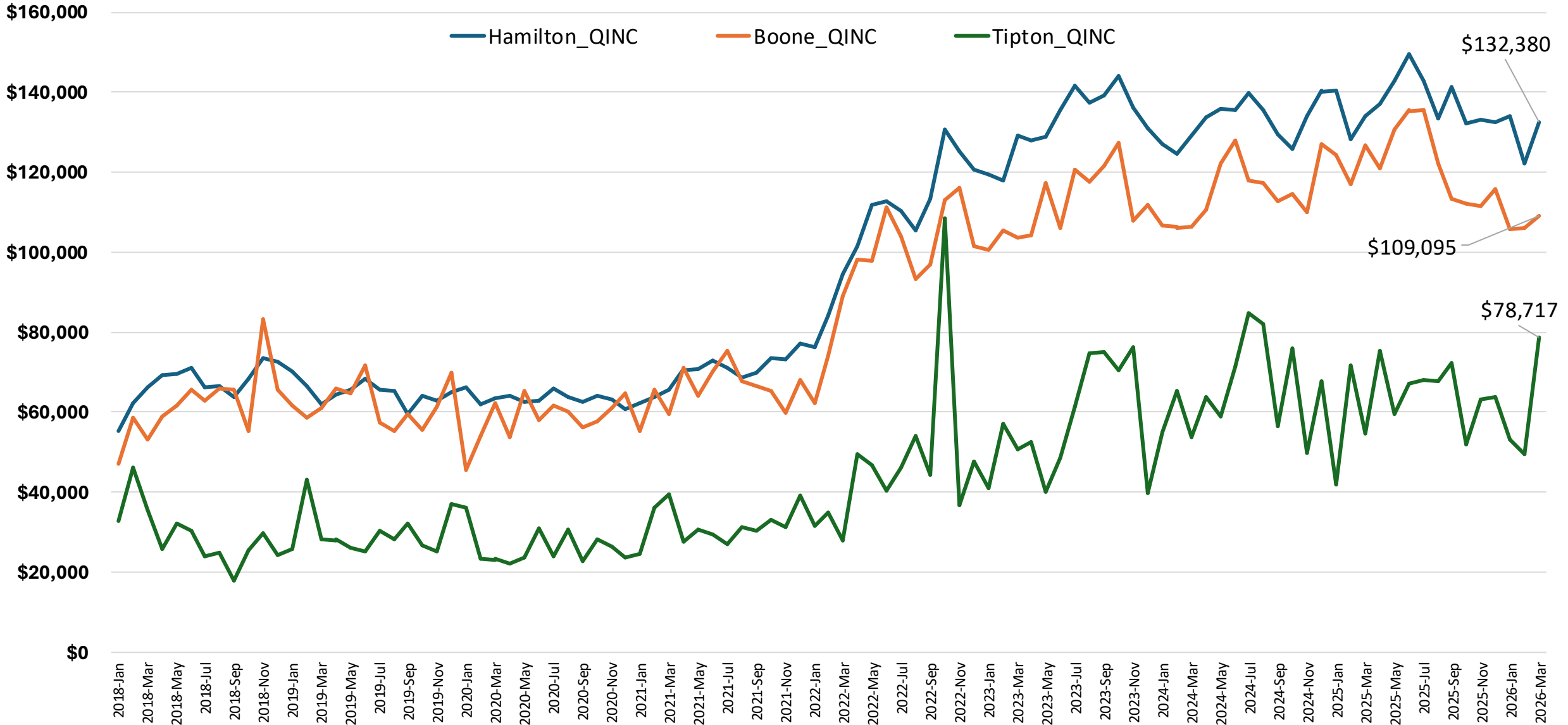


Source: MIBOR REALTOR® Association, BLC® Listing Service; \*Indiana Association of REALTORS®

# Central Indiana: Qualifying Income



# Qualifying Income



Geography	Med. HH Inc	Married Couples	Male Only	Female Only
Central Indiana	\$80,239	\$123,135	\$50,192	\$41,538
Boone	\$107,020	\$154,107	\$52,225	\$44,266
Hamilton	\$125,509	\$159,523	\$71,069	\$54,491
Tipton*	\$76,156	\$85,724	\$49,776	\$34,333

Source: MIBOR REALTOR® Association, BLC® Listing Service; \*Indiana Association of REALTORS®