

# MARKET INSIGHTS REPORT

JANUARY 2020



## 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.

To create a comprehensive view of the market, small changes have been made to the Market Insights Report that will affect the year-over-year analysis over the next 12 months. In prior reports, data for the MIBOR Broker Listing Cooperative® (BLC®) was pulled on the 12th business day for the prior month's data. After analyzing data input, MIBOR has updated the data pull to happen on the 5th day of the month for the prior month, allowing market data to be published much sooner. Additionally, in the new report MIBOR has separated townhouse/condo inventory and properties for lease from the aggregated totals. Separating other segments from the report will add clarity to the data as the single family residential segment is typically the focus. Finally, in March 2019, MIBOR added historical and current data from Jackson County as we welcomed them as members of our BLC.

"As we enter 2020, it's clear low rates are stimulating an increase in demand which is why this normally restful time of the year is busy," said Shelley Specchio, MIBOR CEO. "There are buyers in the market who are ready to make a move and do so quickly."

Dr. Elliot Eisenber, an internationally acclaimed economist and public speaker, says, "As recently as March of 2017, less than three years ago, inventory at 2.4 months would have been a record low for the cycle, now, amazingly, it's at that level in January when the market is normally at a slow point in the year!"

Year over year data for January:

- Median sales price increased 6.8 percent to \$181,500
- Average days on market increased 3.1 to 66
- Current active listings decreased to 4,392

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# MARKET SUMMARY



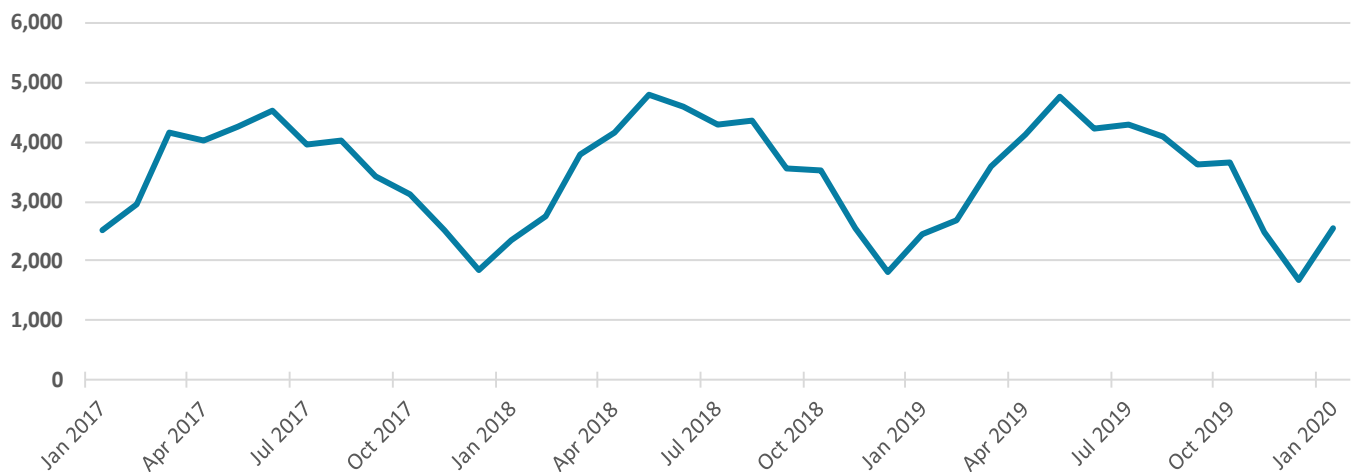
INCLUDES DATA FROM THE FOLLOWING COUNTIES FOR SINGLE FAMILY HOMES: BARTHOLOMEW, BOONE, BROWN, DECATUR, HAMILTON, HANCOCK, HENDRICKS, JACKSON, JENNINGS, JOHNSON, MADISON, MARION, MONTGOMERY, MORGAN, PUTNAM, SHELBY.

	Jan 2020	Dec 2019	MOM	Jan 2019	YOY	2020	2019	YTD
Median Sales Price	\$181,500	\$194,900	▼ -6.9%	\$170,000	▲ 6.8%	\$181,500	\$170,000	▲ 6.8%
Closed Sales	1,803	2,761	▼ -34.7%	1,649	▲ 9.3%	1,803	1,649	▲ 9.3%
New Listings	2,533	1,692	▲ 49.7%	2,456	▲ 3.1%	2,533	2,456	▲ 3.1%
Pending Sales	2,806	1,901	▲ 47.6%	2,393	▲ 17.3%	2,806	2,393	▲ 17.3%
Days on Market	66	60	▲ 10.0%	64	▲ 3.1%	66	64	▲ 3.1%
Price per Square Foot	\$109	\$114	▼ -4.4%	\$102	▲ 6.9%	\$109	\$102	▲ 6.9%
% of Ask Received	96.8%	97.1%	▼ -0.3%	96.4%	▲ 0.4%	96.8%	96.4%	▲ 0.4%
Active Inventory	4,392	4,855	▼ -9.5%	5,023	▼ -12.6%			
Absorption Rate	2.4	1.8	▲ 33.3%	3.0	▼ -20.0%			

## New Listings

The number of properties listed in a given month regardless of current status.

January 2020	Month over Month Change	Year over Year Change	Year to Date Change
<b>2,533</b>	▲ <b>49.7%</b>	▲ <b>3.1%</b>	▲ <b>3.1%</b>

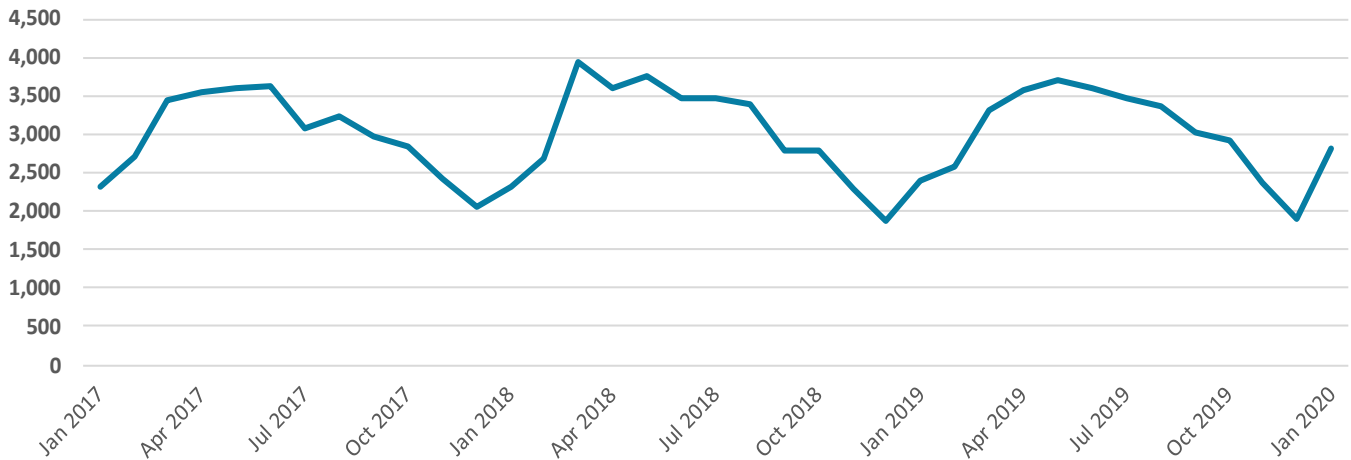


# Pending Sales

The number of properties newly under contract in a given month which are still pending or resulted in a closed sale.



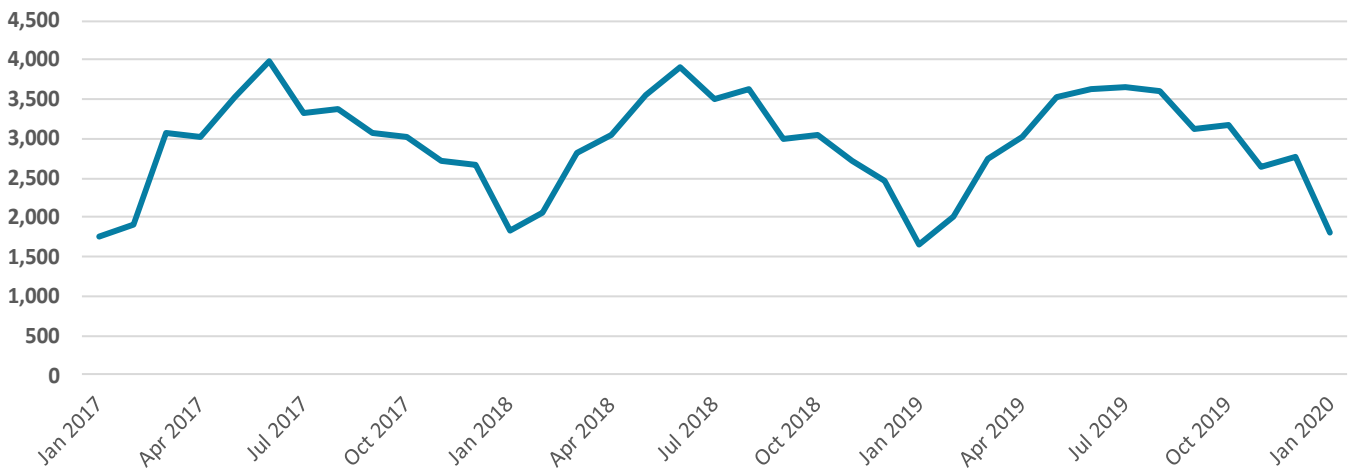
January 2020	Month over Month Change	Year over Year Change	Year to Date Change
2,806	47.6%	17.3%	17.3%



# Closed Sales

The number of properties which actually Sold in a given month.

January 2020	Month over Month Change	Year over Year Change	Year to Date Change
1,803	-34.7%	9.3%	9.3%

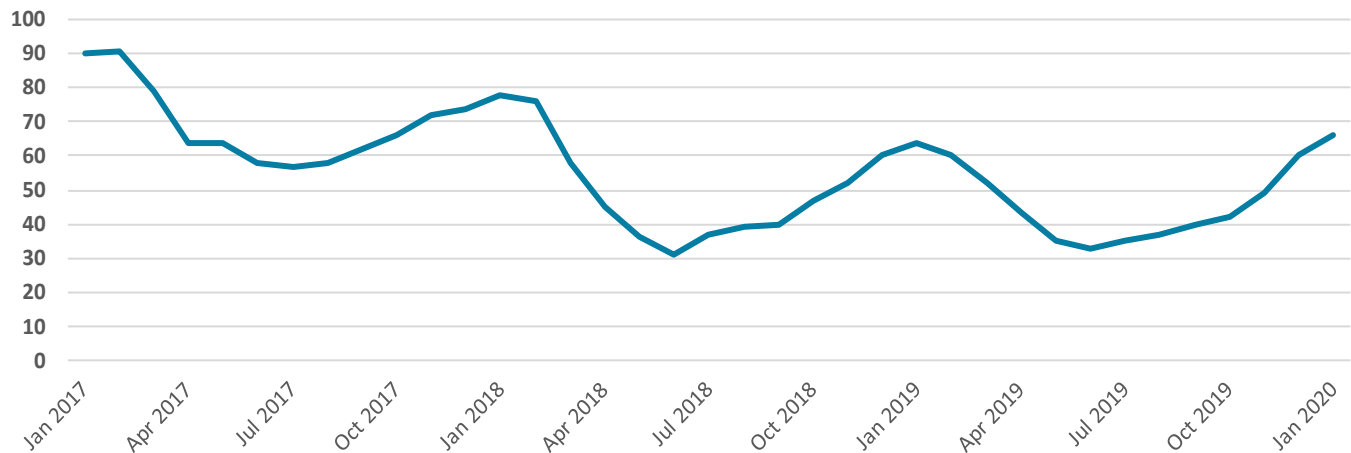


# Cumulative Days on Market

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



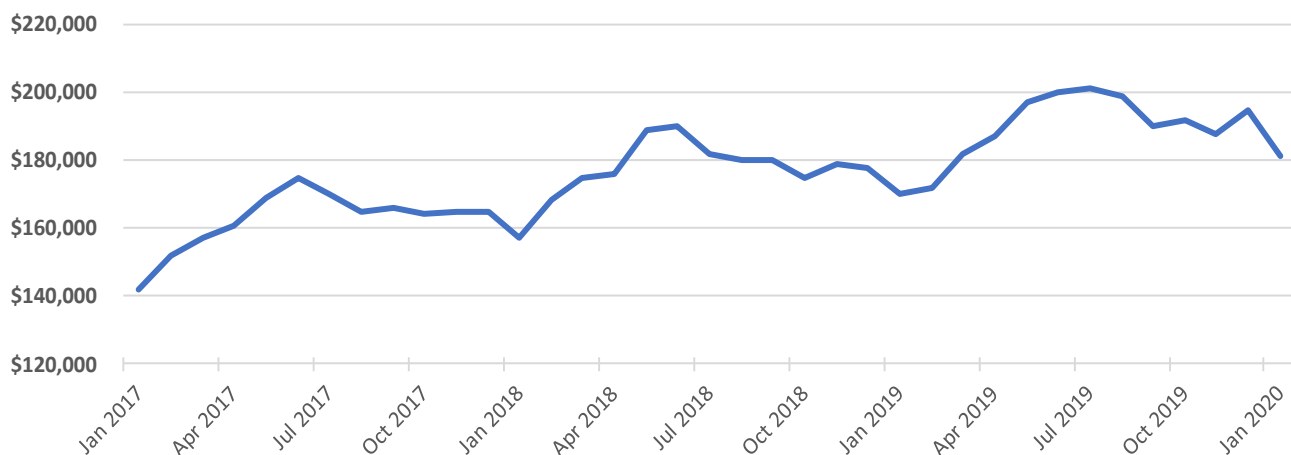
January 2020	Month over Month Change	Year over Year Change	Year to Date Change
66	10.0%	3.1%	3.1%



# Median Sales Price

The mid-point 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 2020	Month over Month Change	Year over Year Change	Year to Date Change
\$181,500	-6.9%	6.8%	6.8%

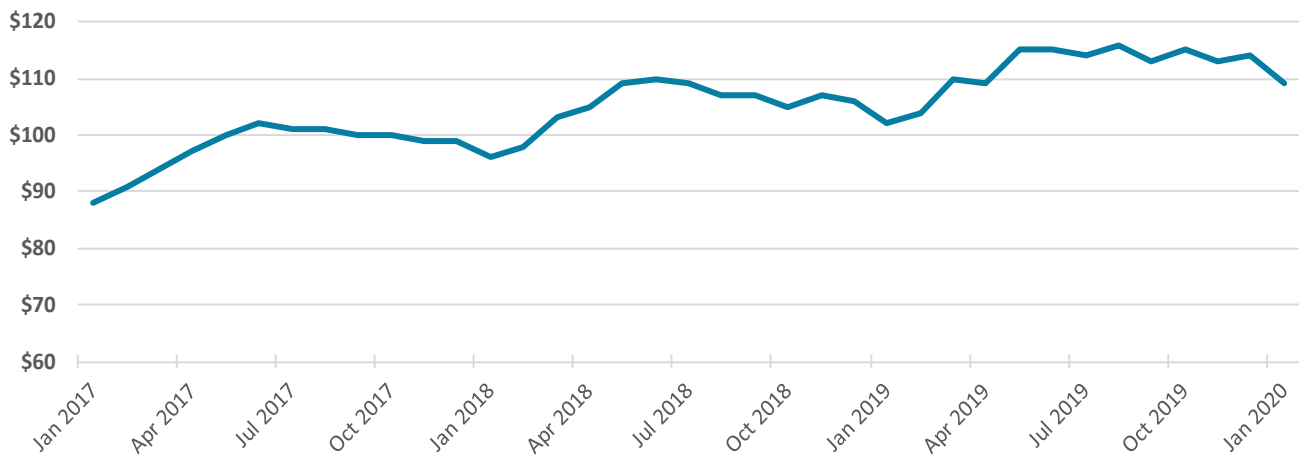


# Sold Price per Square Foot

The average of the sales price divided by the square footage of the property.



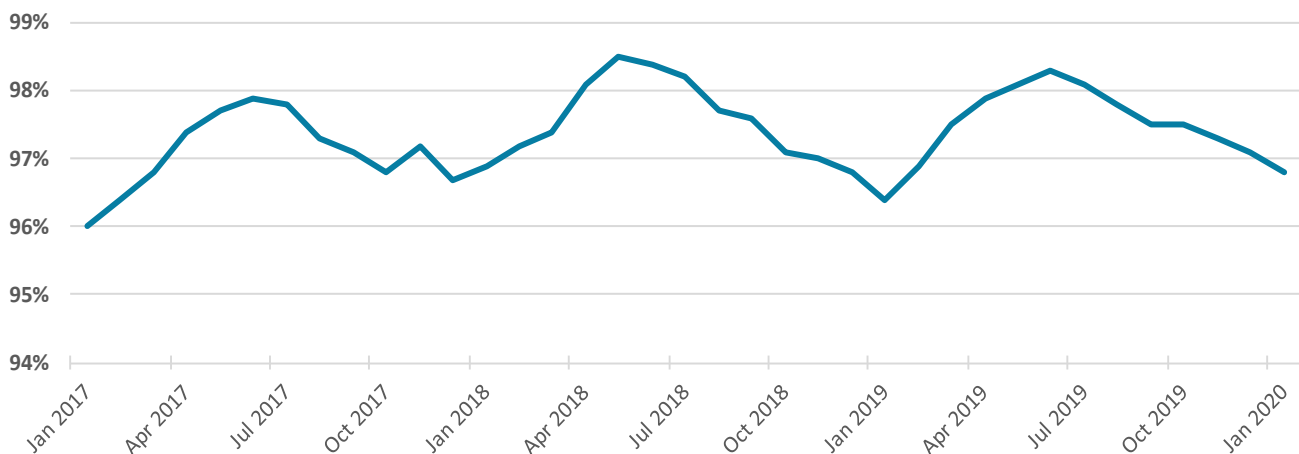
January 2020	Month over Month Change	Year over Year Change	Year to Date Change
<b>\$109</b>	<b>-4.4%</b>	<b>6.9%</b>	<b>6.9%</b>



# Percent of Ask Price Received

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

January 2020	Month over Month Change	Year over Year Change	Year to Date Change
<b>96.8%</b>	<b>-0.3%</b>	<b>0.4%</b>	<b>0.4%</b>

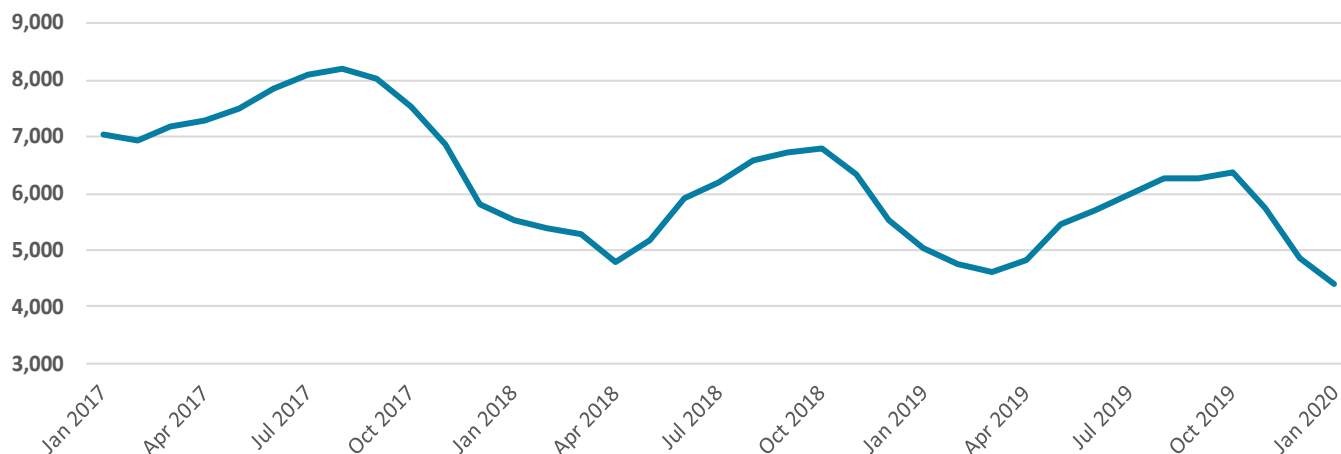


# Active Inventory

The number of properties available for sale at the end of the month, based on the list date, contract date and sold date. This may change over time as properties fall out of contract.



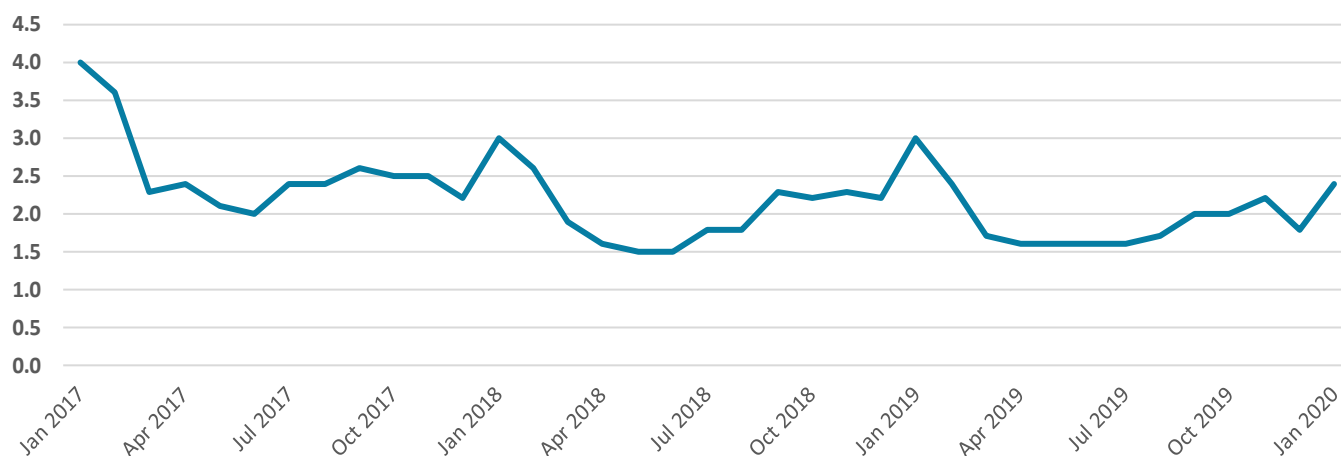
January 2020	Month over Month Change	Year over Year Change
4,392	▼ -9.5%	▼ -12.6%



# Absorption Rate

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

January 2020	Month over Month Change	Year over Year Change
2.4	▲ 33.3%	▼ -20.0%



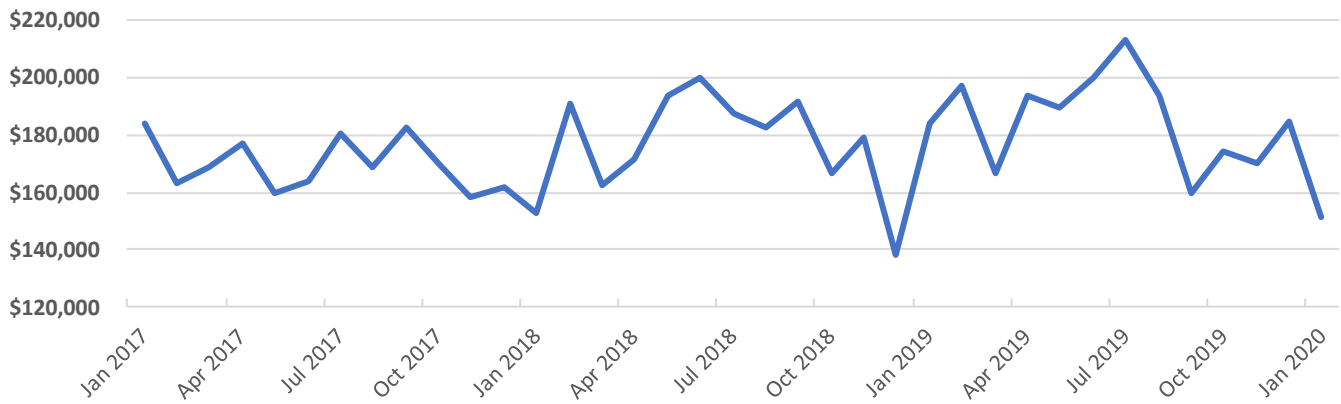
# Bartholomew County

Data for single family homes in Bartholomew County.

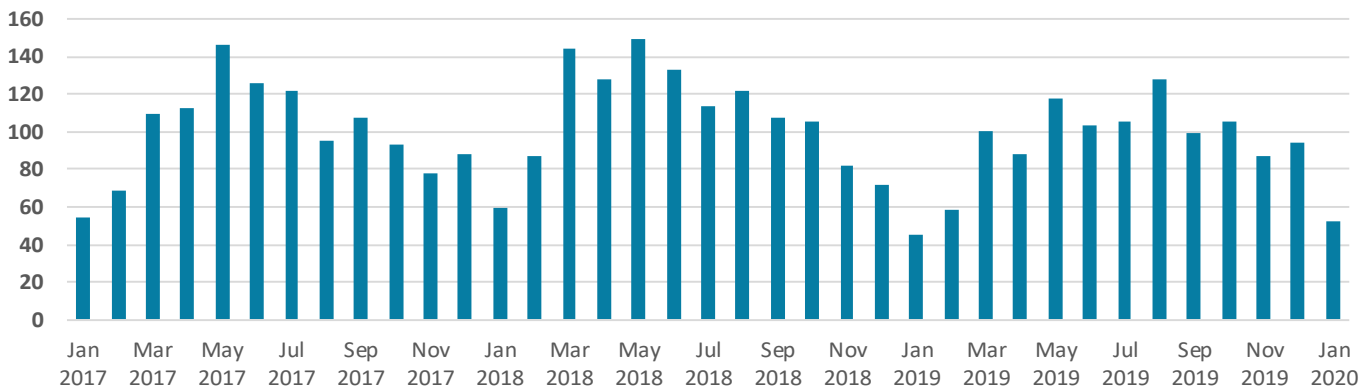


	Jan 2020	Dec 2019	MOM	Jan 2019	YOY	2020	2019	YTD
Median Sales Price	\$151,450	\$184,950	▼ -18.1%	\$184,000	▼ -17.7%	\$151,450	\$184,000	▼ -17.7%
Closed Sales	52	94	▼ -44.7%	45	▲ 15.6%	52	45	▲ 15.6%
New Listings	99	56	▲ 76.8%	80	▲ 23.8%	99	80	▲ 23.8%
Pending Sales	94	54	▲ 74.1%	75	▲ 25.3%	94	75	▲ 25.3%
Days on Market	51	69	▼ -26.1%	59	▼ -13.6%	51	59	▼ -13.6%
Price per Square Foot	\$102	\$120	▼ -15.0%	\$112	▼ -8.9%	\$102	\$112	▼ -8.9%
% of Ask Received	94.6%	96.9%	▼ -2.4%	96.8%	▼ -2.3%	94.6%	96.8%	▼ -2.3%
Active Inventory	142	138	▲ 2.9%	178	▼ -20.2%			
Absorption Rate	2.7	1.5	▲ 80.0%	4.0	▼ -32.5%			

## Median Sales Price



## Number of Closed Sales



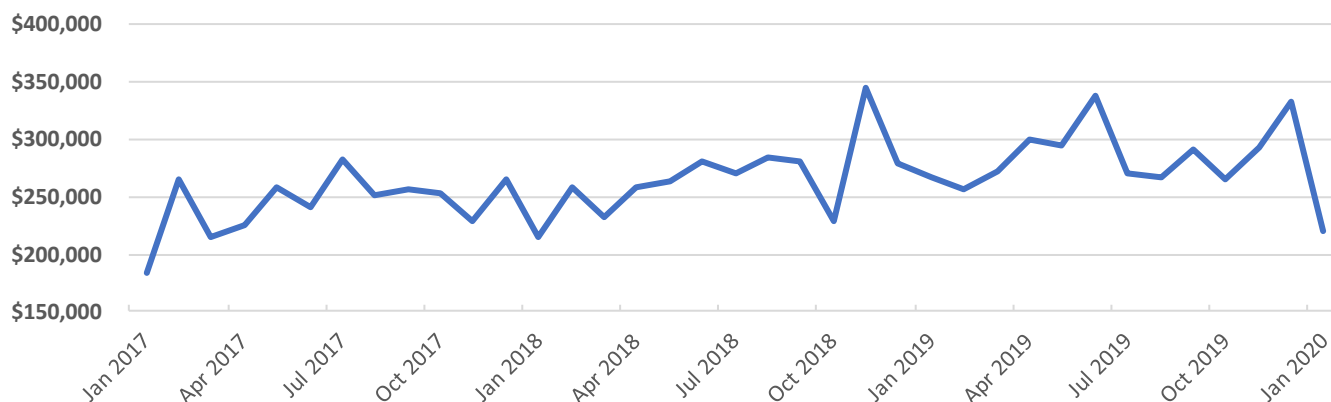
# Boone County

Data for single family homes in Boone County.

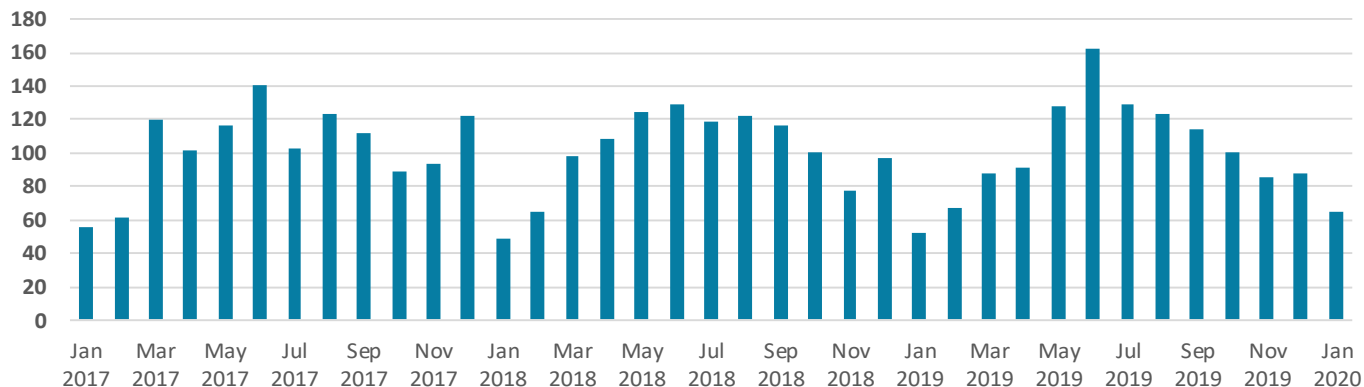


	Jan 2020	Dec 2019	MOM	Jan 2019	YOY	2020	2019	YTD
Median Sales Price	\$219,900	\$332,400	▼ -33.8%	\$267,500	▼ -17.8%	\$219,900	\$267,500	▼ -17.8%
Closed Sales	65	88	▼ -26.1%	52	▲ 25.0%	65	52	▲ 25.0%
New Listings	95	59	▲ 61.0%	71	▲ 33.8%	95	71	▲ 33.8%
Pending Sales	98	61	▲ 60.7%	82	▲ 19.5%	98	82	▲ 19.5%
Days on Market	92	65	▲ 41.5%	98	▼ -6.1%	92	98	▼ -6.1%
Price per Square Foot	\$129	\$133	▼ -3.0%	\$126	▲ 2.4%	\$129	\$126	▲ 2.4%
% of Ask Received	94.9%	97.7%	▼ -2.9%	97.3%	▼ -2.5%	94.9%	97.3%	▼ -2.5%
Active Inventory	215	235	▼ -8.5%	198	▲ 8.6%			
Absorption Rate	3.3	2.7	▲ 22.2%	3.8	▼ -13.2%			

## Median Sales Price



## Number of Closed Sales





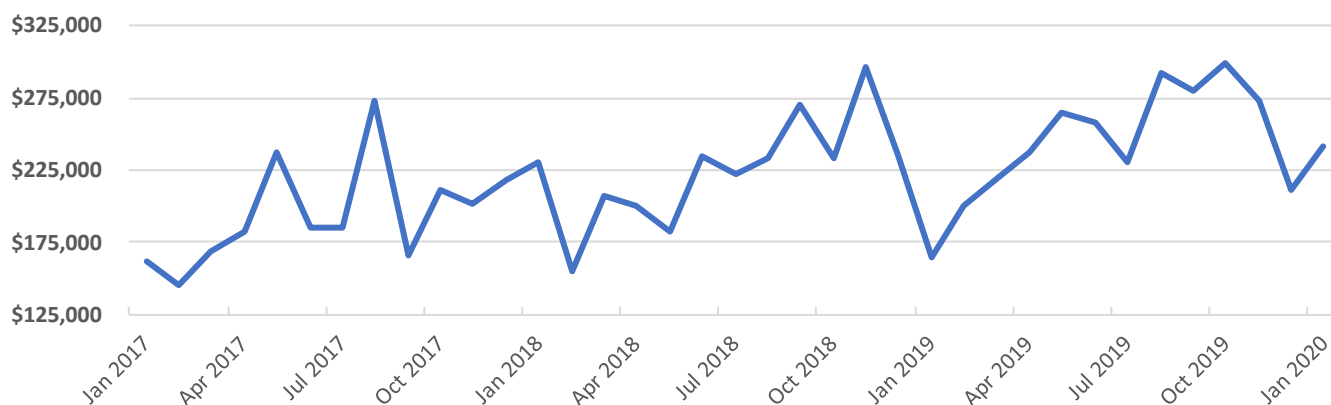
# Brown County

Data for single family homes in Brown County.

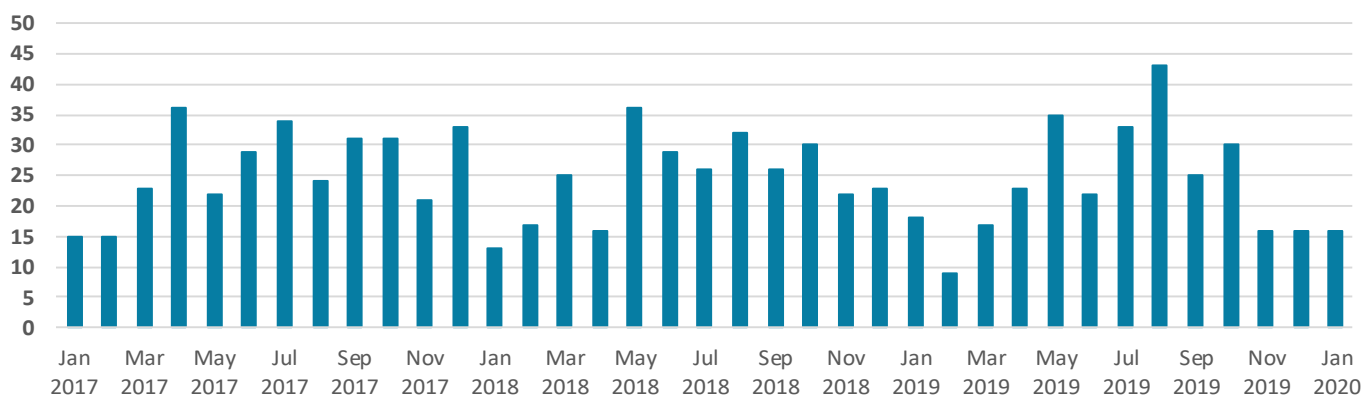


	Jan 2020	Dec 2019	MOM	Jan 2019	YOY	2020	2019	YTD
Median Sales Price	\$242,000	\$211,500	▲ 14.4%	\$164,900	▲ 46.8%	\$242,000	\$164,900	▲ 46.8%
Closed Sales	16	16	▬ 0.0%	18	▼ -11.1%	16	18	▼ -11.1%
New Listings	25	13	▲ 92.3%	19	▲ 31.6%	25	19	▲ 31.6%
Pending Sales	23	12	▲ 91.7%	13	▲ 76.9%	23	13	▲ 76.9%
Days on Market	92	86	▲ 7.0%	115	▼ -20.0%	92	115	▼ -20.0%
Price per Square Foot	\$191	\$155	▲ 23.2%	\$137	▲ 39.4%	\$191	\$137	▲ 39.4%
% of Ask Received	93.8%	93.0%	▲ 0.9%	92.4%	▲ 1.5%	93.8%	92.4%	▲ 1.5%
Active Inventory	75	79	▼ -5.1%	80	▼ -6.3%			
Absorption Rate	4.7	4.9	▼ -4.1%	4.4	▲ 6.8%			

## Median Sales Price



## Number of Closed Sales



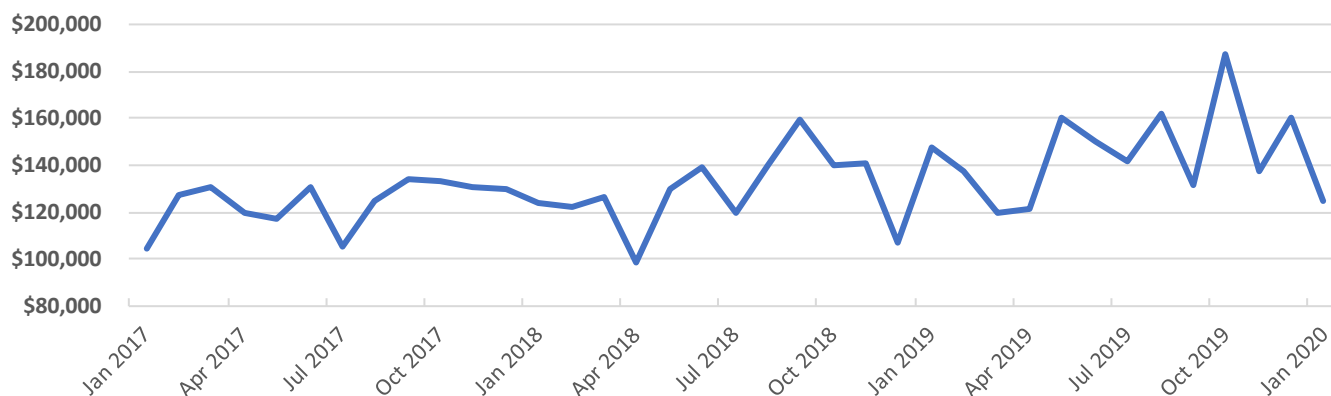
# Decatur County

Data for single family homes in Decatur County.

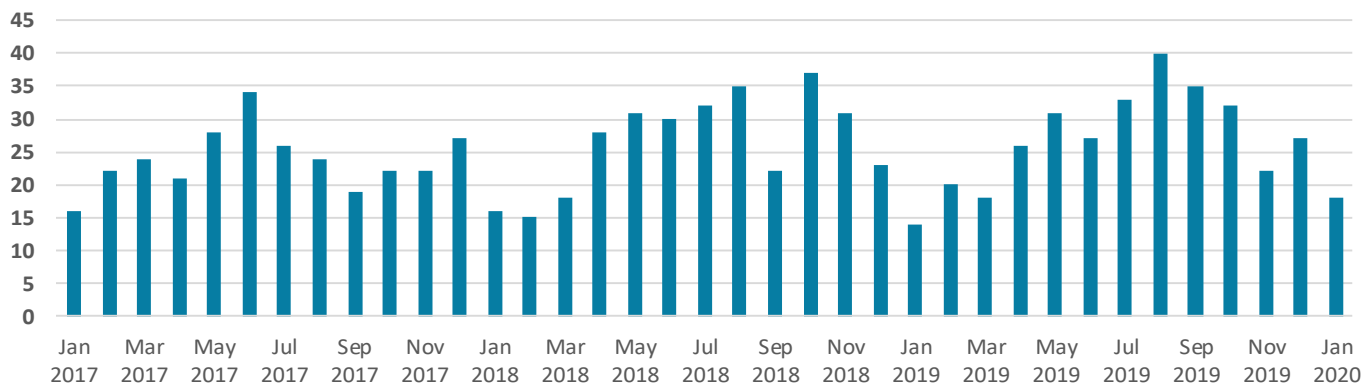


	Jan 2020	Dec 2019	MOM	Jan 2019	YOY	2020	2019	YTD
Median Sales Price	\$124,750	\$160,000	▼ -22.0%	\$148,000	▼ -15.7%	\$124,750	\$148,000	▼ -15.7%
Closed Sales	18	27	▼ -33.3%	14	▲ 28.6%	18	14	▲ 28.6%
New Listings	18	11	▲ 63.6%	17	▲ 5.9%	18	17	▲ 5.9%
Pending Sales	26	13	▲ 100.0%	19	▲ 36.8%	26	19	▲ 36.8%
Days on Market	69	46	▲ 50.0%	117	▼ -41.0%	69	117	▼ -41.0%
Price per Square Foot	\$94	\$99	▼ -5.1%	\$98	▼ -4.1%	\$94	\$98	▼ -4.1%
% of Ask Received	94.7%	94.5%	▲ 0.2%	92.1%	▲ 2.8%	94.7%	92.1%	▲ 2.8%
Active Inventory	54	62	▼ -12.9%	60	▼ -10.0%			
Absorption Rate	3.0	2.3	▲ 30.4%	4.3	▼ -30.2%			

## Median Sales Price



## Number of Closed Sales



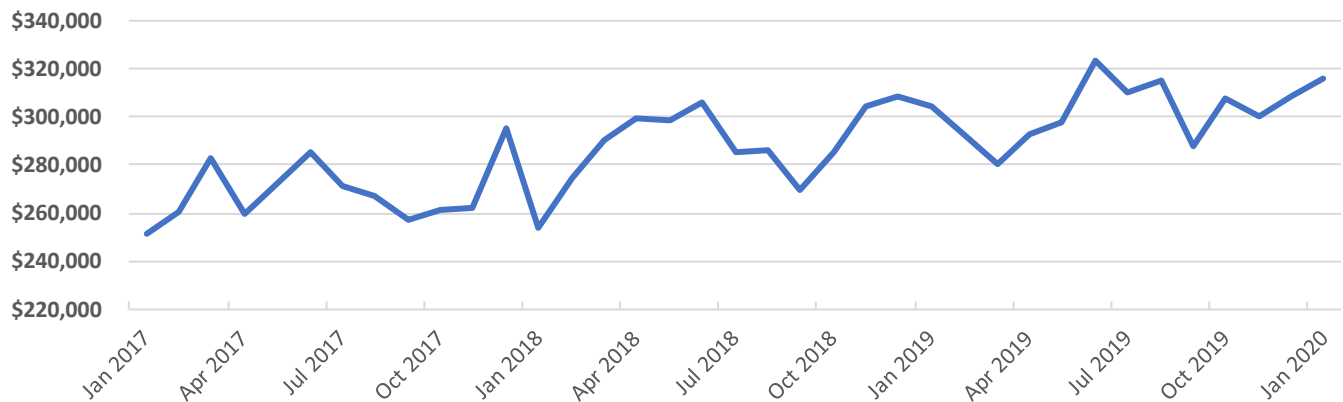
# Hamilton County

Data for single family homes in Hamilton County.

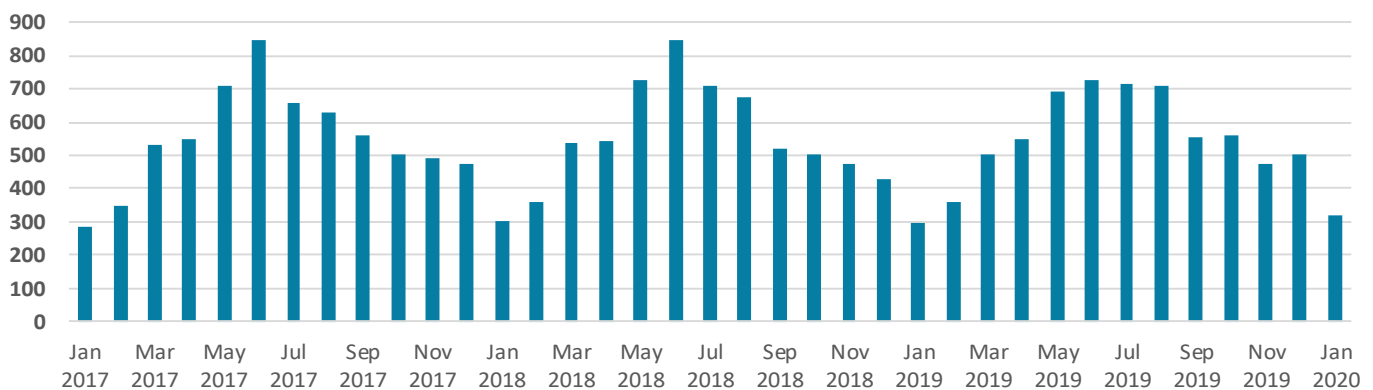


	Jan 2020	Dec 2019	MOM	Jan 2019	YOY	2020	2019	YTD
Median Sales Price	\$316,000	\$309,000	▲ 2.3%	\$304,363	▲ 3.8%	\$316,000	\$304,363	▲ 3.8%
Closed Sales	321	501	▼ -35.9%	298	▲ 7.7%	321	298	▲ 7.7%
New Listings	434	310	▲ 40.0%	488	▼ -11.1%	434	488	▼ -11.1%
Pending Sales	506	361	▲ 40.2%	436	▲ 16.1%	506	436	▲ 16.1%
Days on Market	75	77	▼ -2.6%	71	▲ 5.6%	75	71	▲ 5.6%
Price per Square Foot	\$137	\$139	▼ -1.4%	\$132	▲ 3.8%	\$137	\$132	▲ 3.8%
% of Ask Received	97.7%	98.2%	▼ -0.5%	97.7%	■ 0.0%	97.7%	97.7%	■ 0.0%
Active Inventory	846	947	▼ -10.7%	998	▼ -15.2%			
Absorption Rate	2.6	1.9	▲ 36.8%	3.3	▼ -21.2%			

## Median Sales Price



## Number of Closed Sales



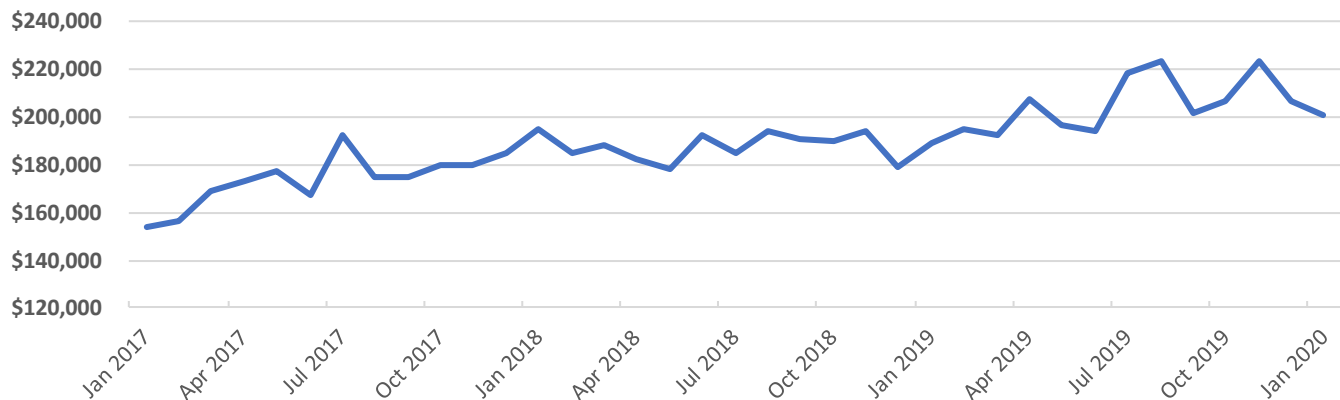
# Hancock County

Data for single family homes in Hancock County.

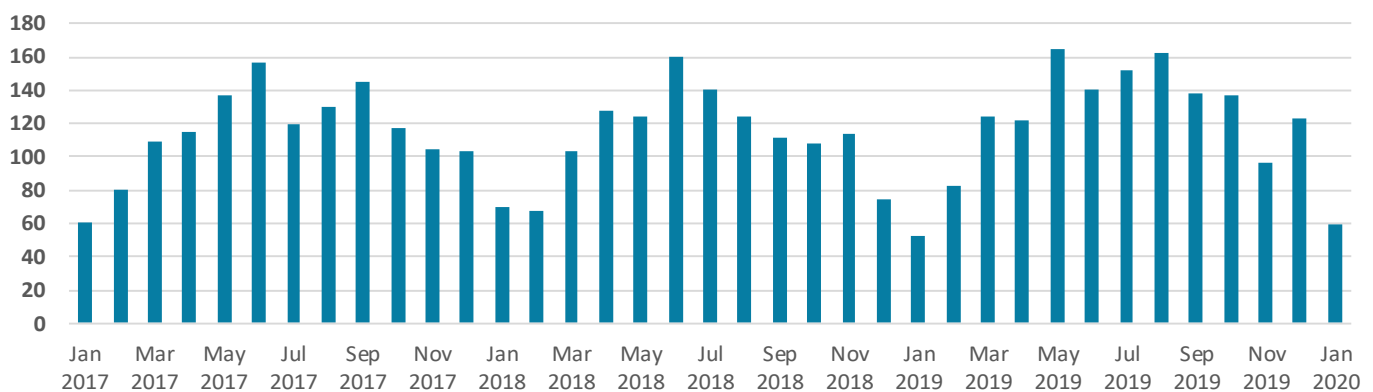


	Jan 2020	Dec 2019	MOM	Jan 2019	YOY	2020	2019	YTD
Median Sales Price	\$200,800	\$207,000	▼ -3.0%	\$189,000	▲ 6.2%	\$200,800	\$189,000	▲ 6.2%
Closed Sales	59	123	▼ -52.0%	53	▲ 11.3%	59	53	▲ 11.3%
New Listings	115	63	▲ 82.5%	112	▲ 2.7%	115	112	▲ 2.7%
Pending Sales	116	60	▲ 93.3%	106	▲ 9.4%	116	106	▲ 9.4%
Days on Market	71	74	▼ -4.1%	69	▲ 2.9%	71	69	▲ 2.9%
Price per Square Foot	\$102	\$102	▬ 0.0%	\$104	▼ -1.9%	\$102	\$104	▼ -1.9%
% of Ask Received	97.5%	98.0%	▼ -0.5%	98.2%	▼ -0.7%	97.5%	98.2%	▼ -0.7%
Active Inventory	173	183	▼ -5.5%	206	▼ -16.0%			
Absorption Rate	2.9	1.5	▲ 93.3%	3.9	▼ -25.6%			

## Median Sales Price



## Number of Closed Sales



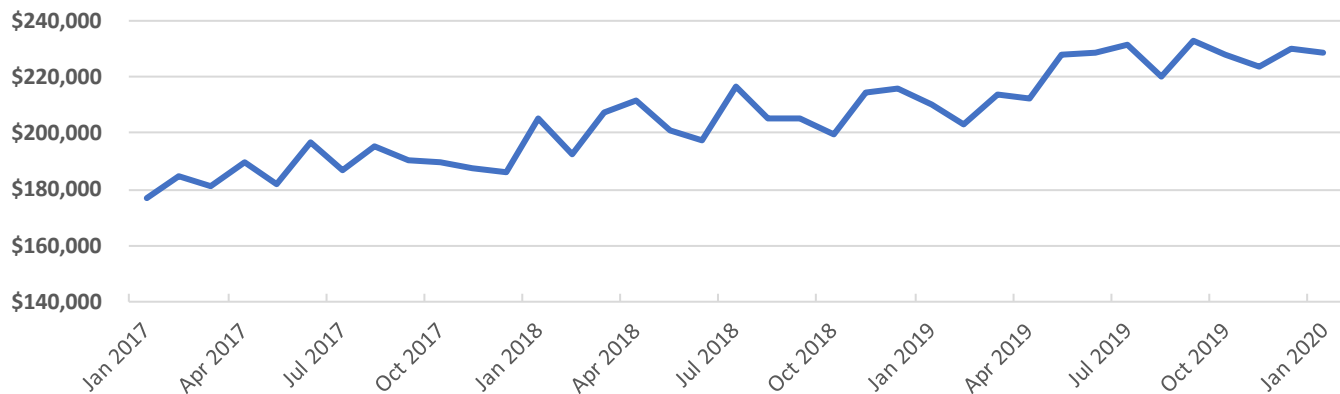
# Hendricks County

Data for single family homes in Hendricks County.

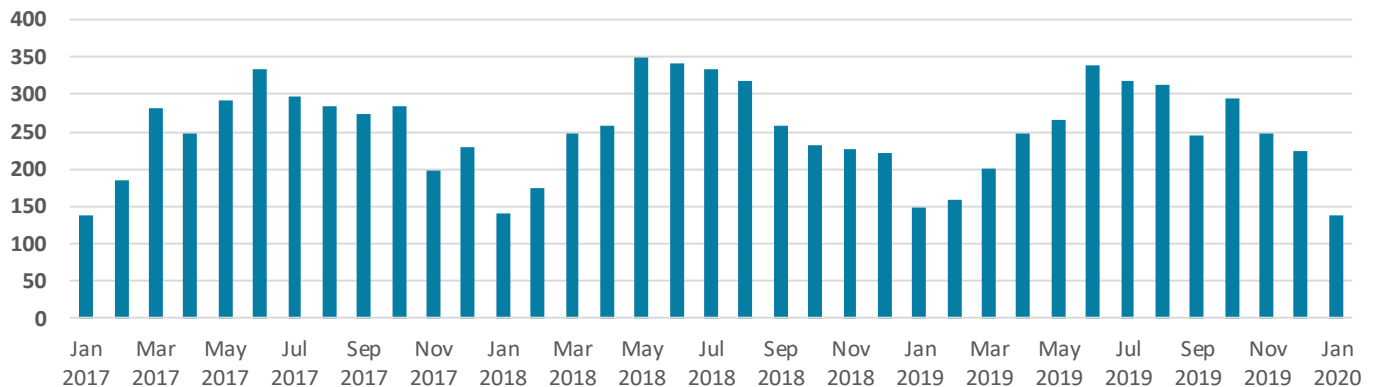


	Jan 2020	Dec 2019	MOM	Jan 2019	YOY	2020	2019	YTD
Median Sales Price	\$228,947	\$229,900	▼ -0.4%	\$210,000	▲ 9.0%	\$228,947	\$210,000	▲ 9.0%
Closed Sales	137	225	▼ -39.1%	148	▼ -7.4%	137	148	▼ -7.4%
New Listings	187	114	▲ 64.0%	168	▲ 11.3%	187	168	▲ 11.3%
Pending Sales	217	151	▲ 43.7%	180	▲ 20.6%	217	180	▲ 20.6%
Days on Market	68	61	▲ 11.5%	56	▲ 21.4%	68	56	▲ 21.4%
Price per Square Foot	\$115	\$117	▼ -1.7%	\$111	▲ 3.6%	\$115	\$111	▲ 3.6%
% of Ask Received	98.2%	97.7%	▲ 0.5%	98.0%	▲ 0.2%	98.2%	98.0%	▲ 0.2%
Active Inventory	268	315	▼ -14.9%	309	▼ -13.3%			
Absorption Rate	2.0	1.4	▲ 42.9%	2.1	▼ -4.8%			

## Median Sales Price



## Number of Closed Sales



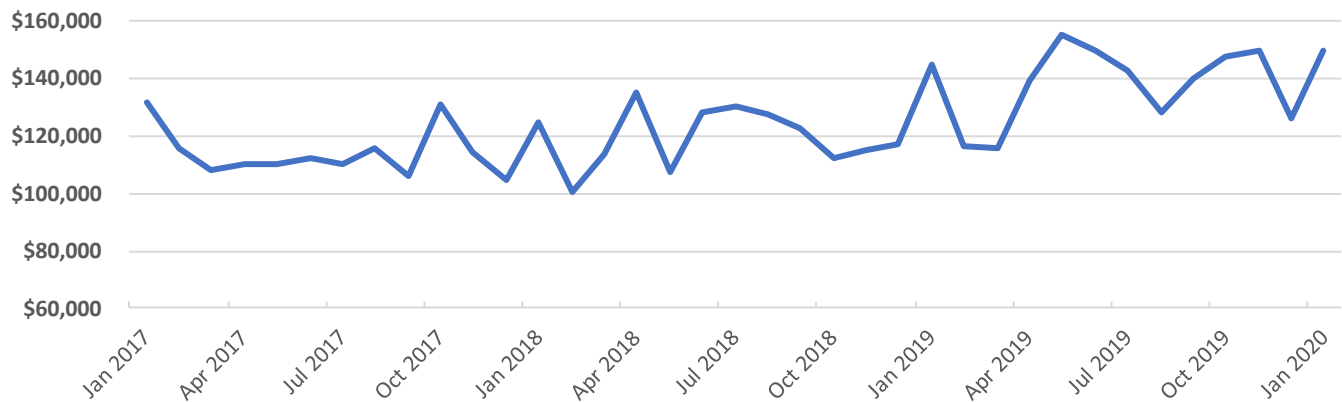
# Jackson County

Data for single family homes in Jackson County.

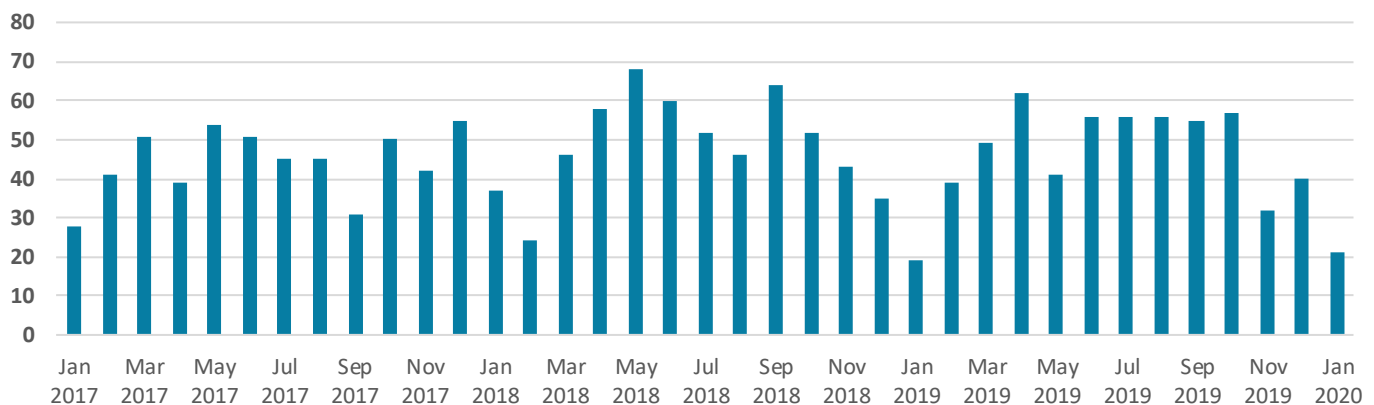


	Jan 2020	Dec 2019	MOM	Jan 2019	YOY	2020	2019	YTD
Median Sales Price	\$149,900	\$126,500	▲ 18.5%	\$145,000	▲ 3.4%	\$149,900	\$145,000	▲ 3.4%
Closed Sales	21	40	▼ -47.5%	19	▲ 10.5%	21	19	▲ 10.5%
New Listings	43	12	▲ 258.3%	34	▲ 26.5%	43	34	▲ 26.5%
Pending Sales	41	19	▲ 115.8%	37	▲ 10.8%	41	37	▲ 10.8%
Days on Market	59	51	▲ 15.7%	57	▲ 3.5%	59	57	▲ 3.5%
Price per Square Foot	\$99	\$85	▲ 16.5%	\$81	▲ 22.2%	\$99	\$81	▲ 22.2%
% of Ask Received	97.1%	97.4%	▼ -0.3%	96.8%	▲ 0.3%	97.1%	96.8%	▲ 0.3%
Active Inventory	63	68	▼ -7.4%	93	▼ -32.3%			
Absorption Rate	3.0	1.7	▲ 76.5%	4.9	▼ -38.8%			

## Median Sales Price



## Number of Closed Sales



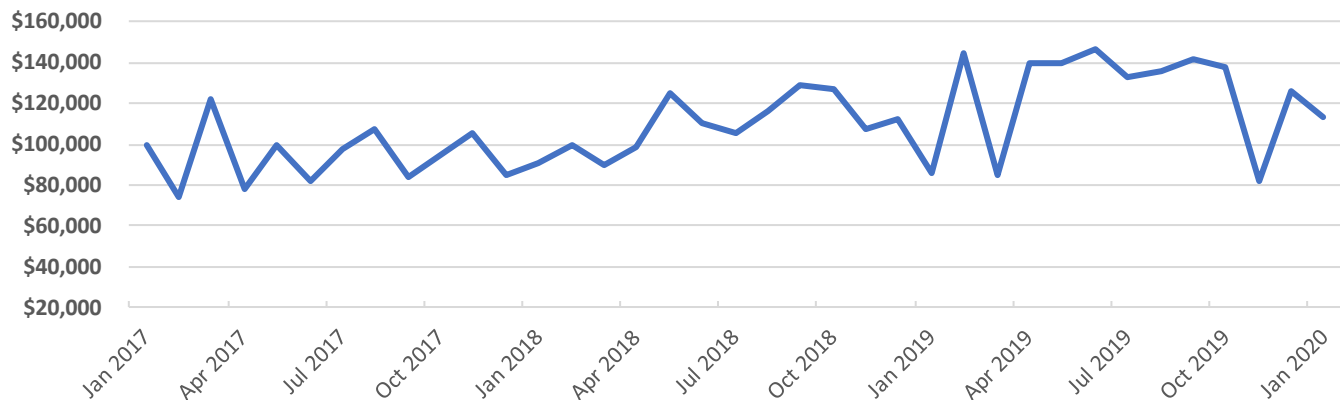
# Jennings County

Data for single family homes in Jennings County.

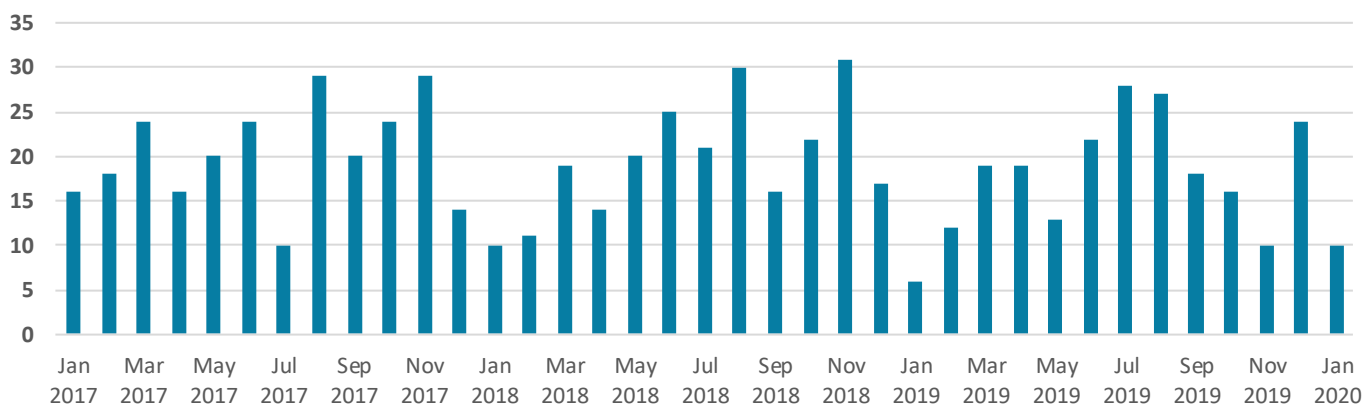


	Jan 2020	Dec 2019	MOM	Jan 2019	YOY	2020	2019	YTD
Median Sales Price	\$113,500	\$126,000	▼ -9.9%	\$85,800	▲ 32.3%	\$113,500	\$85,800	▲ 32.3%
Closed Sales	10	24	▼ -58.3%	6	▲ 66.7%	10	6	▲ 66.7%
New Listings	28	13	▲ 115.4%	16	▲ 75.0%	28	16	▲ 75.0%
Pending Sales	27	15	▲ 80.0%	14	▲ 92.9%	27	14	▲ 92.9%
Days on Market	62	225	▼ -72.4%	104	▼ -40.4%	62	104	▼ -40.4%
Price per Square Foot	\$75	\$88	▼ -14.8%	\$80	▼ -6.3%	\$75	\$80	▼ -6.3%
% of Ask Received	90.9%	94.5%	▼ -3.8%	94.5%	▼ -3.8%	90.9%	94.5%	▼ -3.8%
Active Inventory	32	33	▼ -3.0%	36	▼ -11.1%			
Absorption Rate	3.2	1.4	▲ 128.6%	6.0	▼ -46.7%			

## Median Sales Price



## Number of Closed Sales



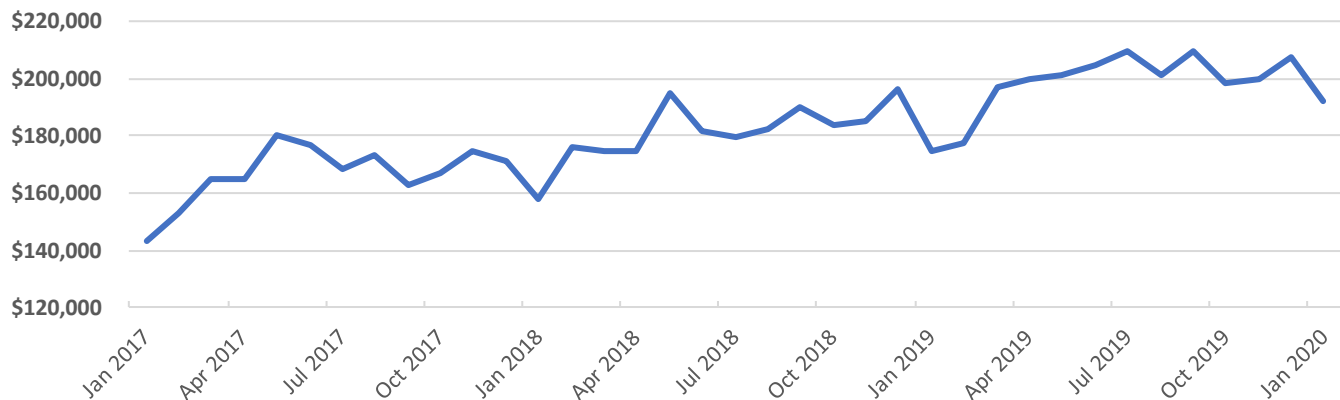
# Johnson County

Data for single family homes in Johnson County.

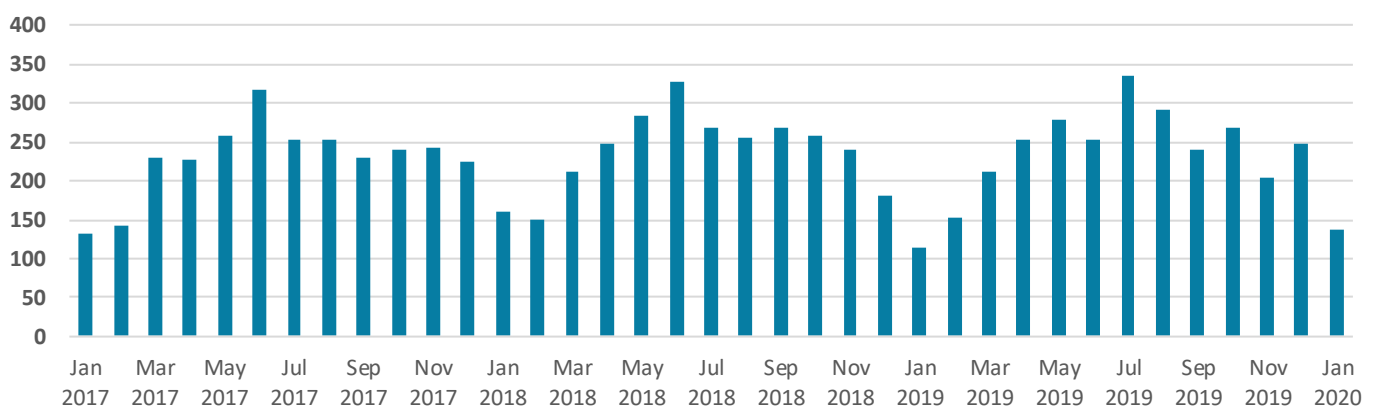


	Jan 2020	Dec 2019	MOM	Jan 2019	YOY	2020	2019	YTD
Median Sales Price	\$192,425	\$207,763	▼ -7.4%	\$175,000	▲ 10.0%	\$192,425	\$175,000	▲ 10.0%
Closed Sales	136	247	▼ -44.9%	114	▲ 19.3%	136	114	▲ 19.3%
New Listings	182	125	▲ 45.6%	197	▼ -7.6%	182	197	▼ -7.6%
Pending Sales	189	140	▲ 35.0%	199	▼ -5.0%	189	199	▼ -5.0%
Days on Market	59	41	▲ 43.9%	63	▼ -6.3%	59	63	▼ -6.3%
Price per Square Foot	\$115	\$114	▲ 0.9%	\$115	▬ 0.0%	\$115	\$115	▬ 0.0%
% of Ask Received	97.8%	98.0%	▼ -0.2%	97.9%	▼ -0.1%	97.8%	97.9%	▼ -0.1%
Active Inventory	280	289	▼ -3.1%	320	▼ -12.5%			
Absorption Rate	2.1	1.2	▲ 75.0%	2.8	▼ -25.0%			

## Median Sales Price



## Number of Closed Sales





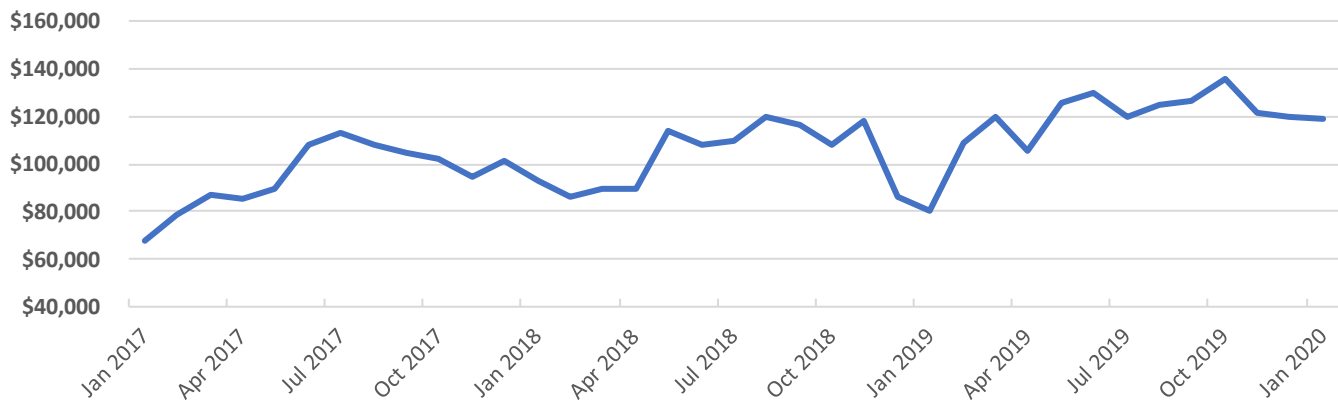
# Madison County

Data for single family homes in Madison County.

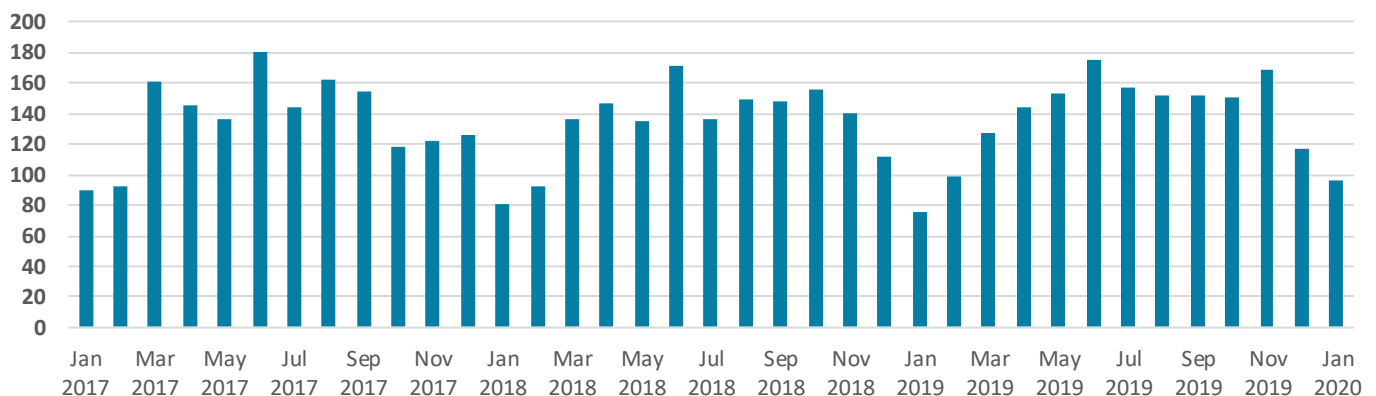


	Jan 2020	Dec 2019	MOM	Jan 2019	YOY	2020	2019	YTD
Median Sales Price	\$119,000	\$120,000	▼ -0.8%	\$80,450	▲ 47.9%	\$119,000	\$80,450	▲ 47.9%
Closed Sales	96	117	▼ -17.9%	76	▲ 26.3%	96	76	▲ 26.3%
New Listings	114	90	▲ 26.7%	132	▼ -13.6%	114	132	▼ -13.6%
Pending Sales	133	103	▲ 29.1%	128	▲ 3.9%	133	128	▲ 3.9%
Days on Market	61	50	▲ 22.0%	68	▼ -10.3%	61	68	▼ -10.3%
Price per Square Foot	\$76	\$73	▲ 4.1%	\$64	▲ 18.8%	\$76	\$64	▲ 18.8%
% of Ask Received	95.8%	94.6%	▲ 1.3%	95.4%	▲ 0.4%	95.8%	95.4%	▲ 0.4%
Active Inventory	236	264	▼ -10.6%	310	▼ -23.9%			
Absorption Rate	2.5	2.3	▲ 8.7%	4.1	▼ -39.0%			

## Median Sales Price



## Number of Closed Sales



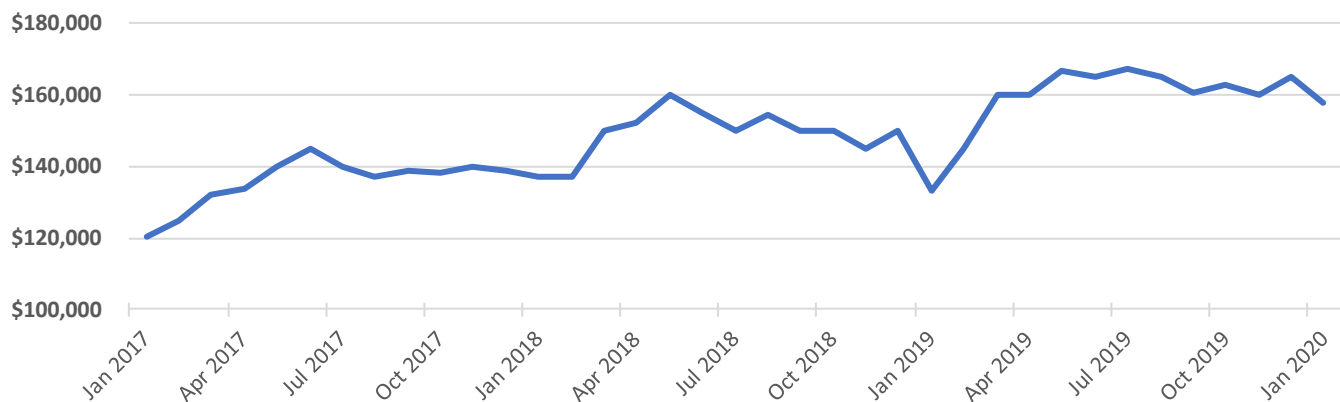
# Marion County

Data for single family homes in Marion County.

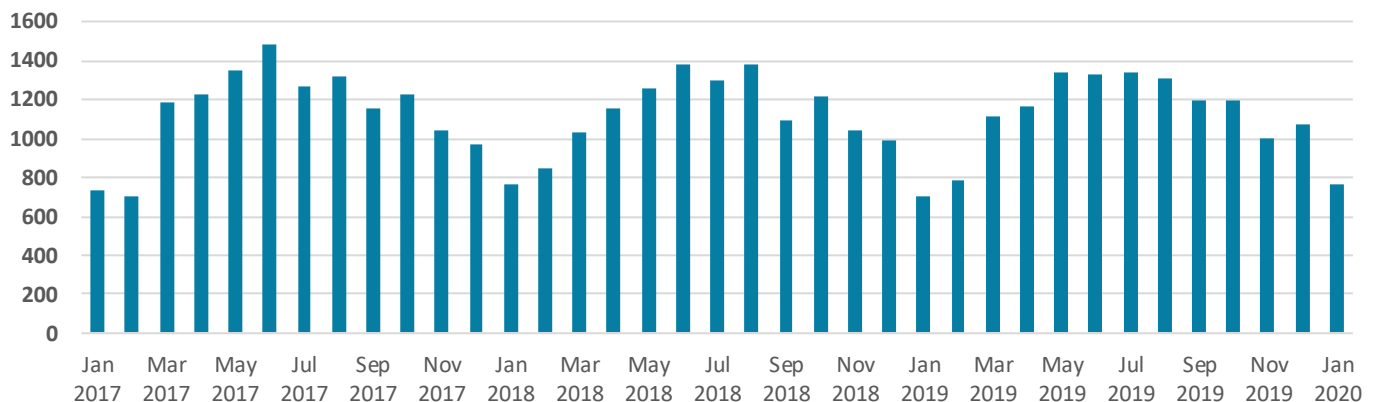


	Jan 2020	Dec 2019	MOM	Jan 2019	YOY	2020	2019	YTD
Median Sales Price	\$158,000	\$165,000	▼ -4.2%	\$133,000	▲ 18.8%	\$158,000	\$133,000	▲ 18.8%
Closed Sales	761	1,072	▼ -29.0%	701	▲ 8.6%	761	701	▲ 8.6%
New Listings	984	698	▲ 41.0%	949	▲ 3.7%	984	949	▲ 3.7%
Pending Sales	1,127	787	▲ 43.2%	946	▲ 19.1%	1,127	946	▲ 19.1%
Days on Market	59	51	▲ 15.7%	55	▲ 7.3%	59	55	▲ 7.3%
Price per Square Foot	\$100	\$107	▼ -6.5%	\$88	▲ 13.6%	\$100	\$88	▲ 13.6%
% of Ask Received	96.6%	96.8%	▼ -0.2%	95.7%	▲ 0.9%	96.6%	95.7%	▲ 0.9%
Active Inventory	1,594	1,810	▼ -11.9%	1763	▼ -9.6%			
Absorption Rate	2.1	1.7	▲ 23.5%	2.5	▼ -16.0%			

## Median Sales Price



## Number of Closed Sales



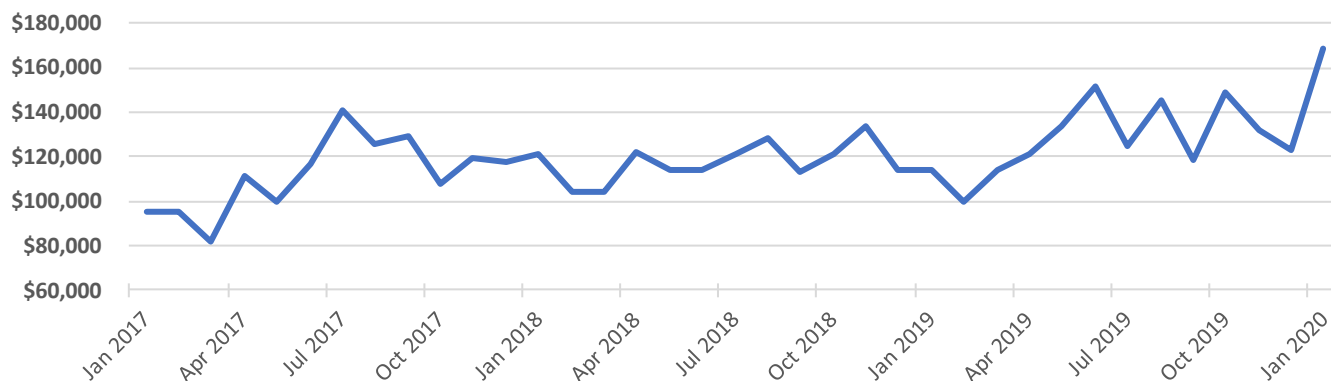
# Montgomery County

Data for single family homes in Montgomery County.

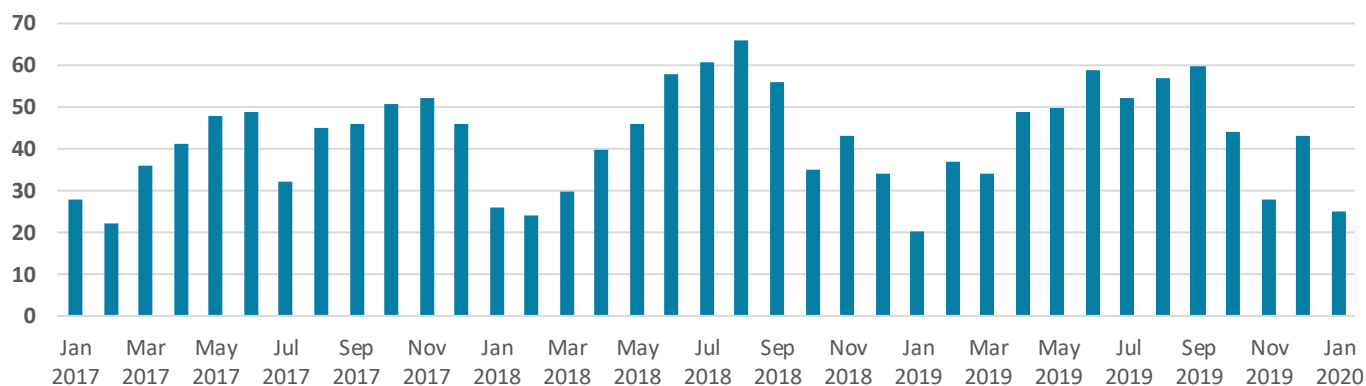


	Jan 2020	Dec 2019	MOM	Jan 2019	YOY	2020	2019	YTD
Median Sales Price	\$169,000	\$123,000	▲ 37.4%	\$113,700	▲ 48.6%	\$169,000	\$113,700	▲ 48.6%
Closed Sales	25	43	▼ -41.9%	20	▲ 25.0%	25	20	▲ 25.0%
New Listings	47	25	▲ 88.0%	35	▲ 34.3%	47	35	▲ 34.3%
Pending Sales	44	26	▲ 69.2%	34	▲ 29.4%	44	34	▲ 29.4%
Days on Market	73	102	▼ -28.4%	85	▼ -14.1%	73	85	▼ -14.1%
Price per Square Foot	\$110	\$84	▲ 31.0%	\$76	▲ 44.7%	\$110	\$76	▲ 44.7%
% of Ask Received	97.5%	93.7%	▲ 4.1%	94.0%	▲ 3.7%	97.5%	94.0%	▲ 3.7%
Active Inventory	94	94	■ 0.0%	89	▲ 5.6%			
Absorption Rate	3.8	2.2	▲ 72.7%	4.5	▼ -15.6%			

## Median Sales Price



## Number of Closed Sales



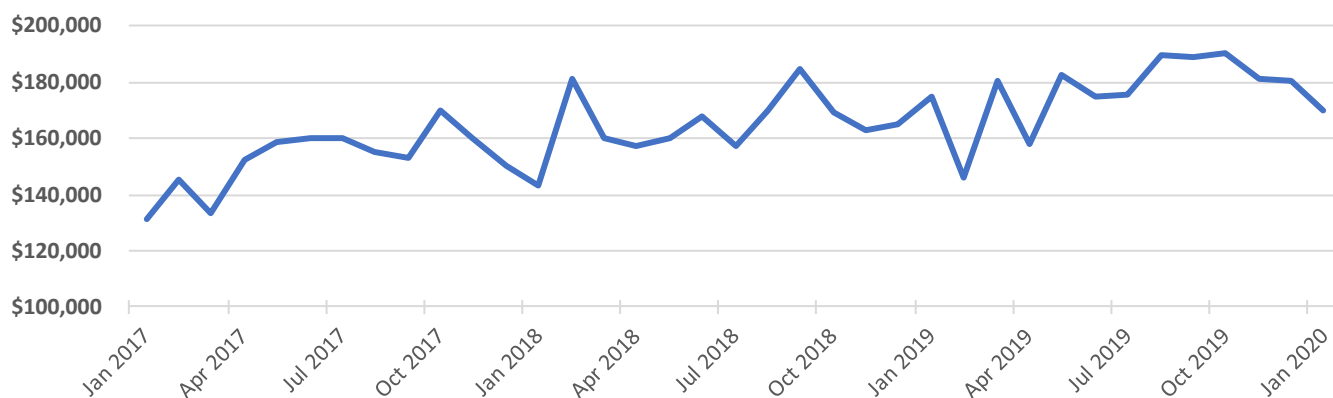
# Morgan County

Data for single family homes in Morgan County.

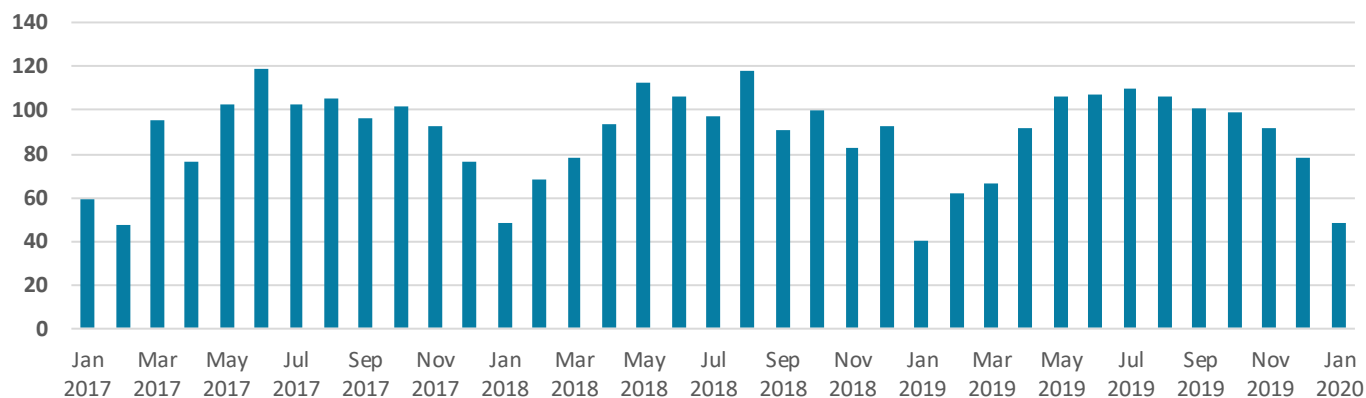


	Jan 2020	Dec 2019	MOM	Jan 2019	YOY	2020	2019	YTD
Median Sales Price	\$170,000	\$180,500	▼ -5.8%	\$175,000	▼ -2.9%	\$170,000	\$175,000	▼ -2.9%
Closed Sales	48	78	▼ -38.5%	40	▲ 20.0%	48	40	▲ 20.0%
New Listings	79	54	▲ 46.3%	62	▲ 27.4%	79	62	▲ 27.4%
Pending Sales	91	54	▲ 68.5%	52	▲ 75.0%	91	52	▲ 75.0%
Days on Market	77	51	▲ 51.0%	74	▲ 4.1%	77	74	▲ 4.1%
Price per Square Foot	\$104	\$113	▼ -8.0%	\$108	▼ -3.7%	\$104	\$108	▼ -3.7%
% of Ask Received	97.8%	97.6%	▲ 0.2%	96.6%	▲ 1.2%	97.8%	96.6%	▲ 1.2%
Active Inventory	156	173	▼ -9.8%	206	▼ -24.3%			
Absorption Rate	3.3	2.2	▲ 50.0%	5.2	▼ -36.5%			

## Median Sales Price



## Number of Closed Sales



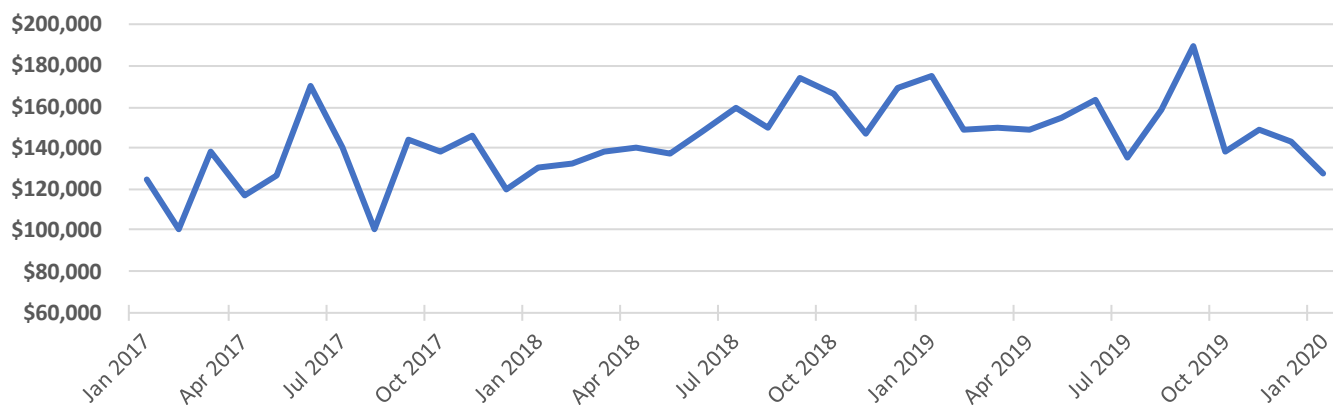
# Putnam County

Data for single family homes in Putnam County.

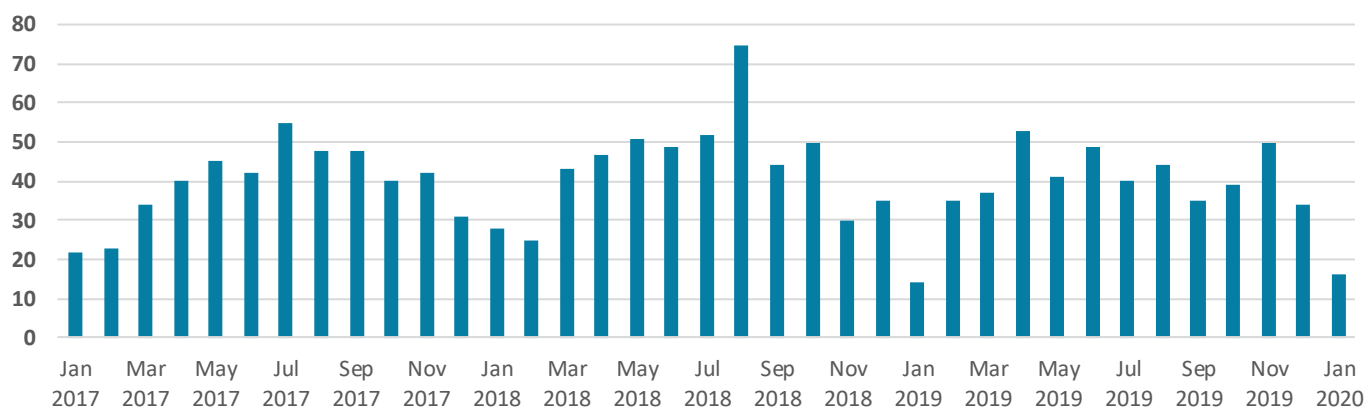


	Jan 2020	Dec 2019	MOM	Jan 2019	YOY	2020	2019	YTD
Median Sales Price	\$127,200	\$143,500	▼ -11.4%	\$175,150	▼ -27.4%	\$127,200	\$175,150	▼ -27.4%
Closed Sales	16	34	▼ -52.9%	14	▲ 14.3%	16	14	▲ 14.3%
New Listings	42	29	▲ 44.8%	37	▲ 13.5%	42	37	▲ 13.5%
Pending Sales	34	21	▲ 61.9%	32	▲ 6.3%	34	32	▲ 6.3%
Days on Market	85	70	▲ 21.4%	69	▲ 23.2%	85	69	▲ 23.2%
Price per Square Foot	\$95	\$106	▼ -10.4%	\$115	▼ -17.4%	\$95	\$115	▼ -17.4%
% of Ask Received	96.3%	95.8%	▲ 0.5%	94.9%	▲ 1.5%	96.3%	94.9%	▲ 1.5%
Active Inventory	95	96	▼ -1.0%	96	▼ -1.0%			
Absorption Rate	5.9	2.8	▲ 110.7%	6.9	▼ -14.5%			

## Median Sales Price



## Number of Closed Sales



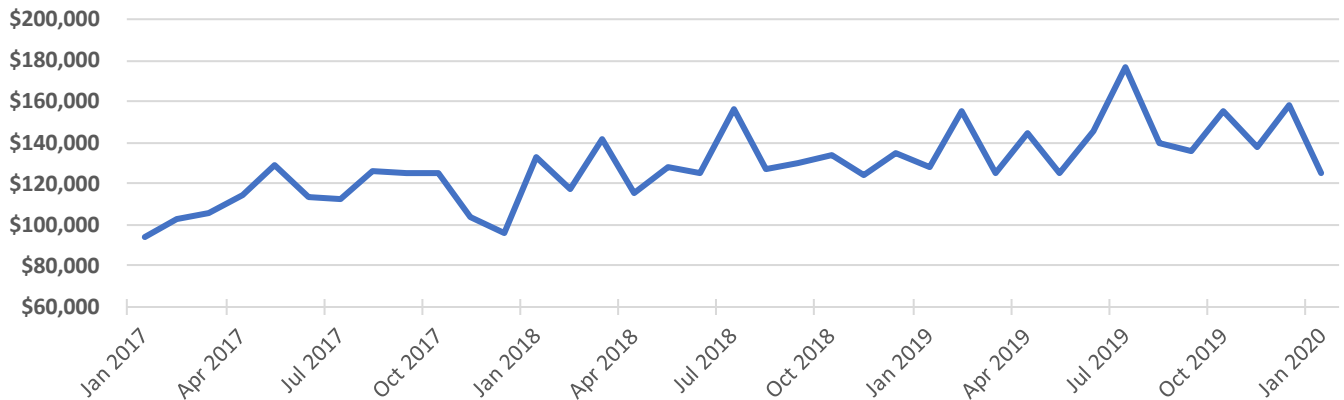
# Shelby County

Data for single family homes in Shelby County.



	Jan 2020	Dec 2019	MOM	Jan 2019	YOY	2020	2019	YTD
Median Sales Price	\$124,700	\$157,950	▼ -21.1%	\$128,500	▼ -3.0%	\$124,700	\$128,500	▼ -3.0%
Closed Sales	22	32	▼ -31.3%	31	▼ -29.0%	22	31	▼ -29.0%
New Listings	41	20	▲ 105.0%	39	▲ 5.1%	41	39	▲ 5.1%
Pending Sales	40	24	▲ 66.7%	40	▬ 0.0%	40	40	▬ 0.0%
Days on Market	70	69	▲ 1.4%	59	▲ 18.6%	70	59	▲ 18.6%
Price per Square Foot	\$102	\$103	▼ -1.0%	\$70	▲ 45.7%	\$102	\$70	▲ 45.7%
% of Ask Received	95.0%	94.4%	▲ 0.6%	91.3%	▲ 4.1%	95.0%	91.3%	▲ 4.1%
Active Inventory	69	69	▬ 0.0%	81	▼ -14.8%			
Absorption Rate	3.1	2.2	▲ 40.9%	2.6	▲ 19.2%			

## Median Sales Price



## Number of Closed Sales

