

# MARKET INSIGHTS REPORT

FEBRUARY 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.

"The market showed that buyers remain eager to purchase homes," said Shelley Specchio, MIBOR CEO. "Median sales prices compared to last year have increased by at least 9.4% for 5 of the last 8 months and currently stand at \$188,490 which is high comparatively for this time of year. These metrics, along with the rise in new listings are indicative of confidence in the market."

Dr. Elliot Eisenber, an internationally acclaimed economist and public speaker, says, "The combination of solid sales, significant price appreciation and low inventory levels are what we are seeing in most cities across the country. We saw great job growth and low interest rates in December, January and February and it shows in an extremely tight market."

Year over year data for February:

- Median sales price increased 9.6 percent to \$188,490
- Average days on market decreased 1.7 to 59
- Current active listings decreased to 3,883

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<b>BROWN COUNTY</b>	<b>(8)</b>
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# MARKET SUMMARY



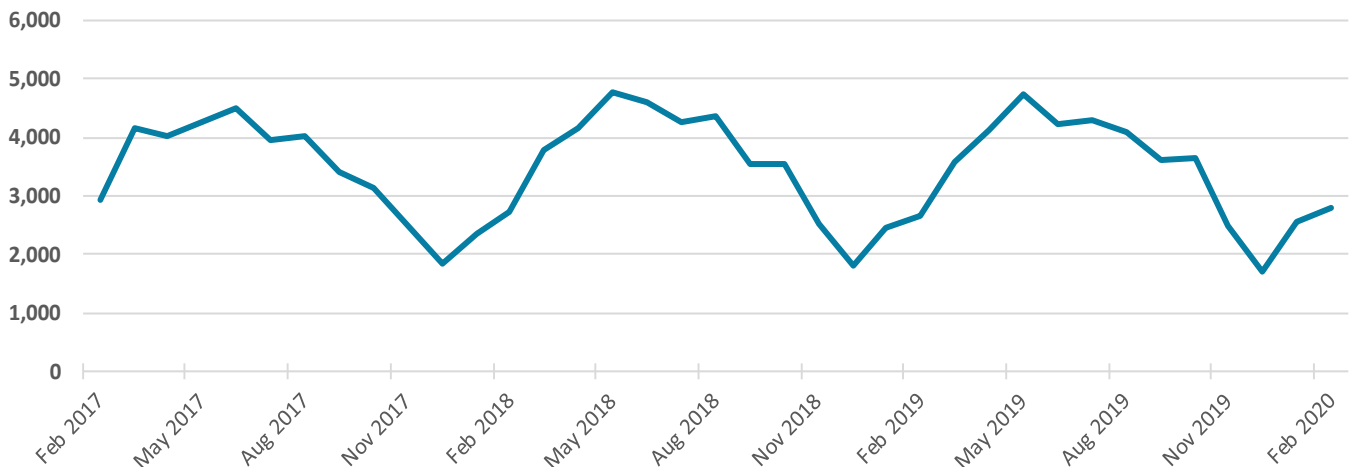
INCLUDES DATA FROM THE FOLLOWING COUNTIES FOR SINGLE FAMILY HOMES: BARTHOLOMEW, BOONE, BROWN, DECATUR, HAMILTON, HANCOCK, HENDRICKS, JACKSON, JENNINGS, JOHNSON, MADISON, MARION, MONTGOMERY, MORGAN, PUTNAM, SHELBY.

	Feb 2020	Jan 2020	MOM	Feb 2019	YOY	2020	2019	YTD
Median Sales Price	\$188,490	\$182,000	▲ 3.6%	\$172,000	▲ 9.6%	\$185,000	\$171,000	▲ 8.2%
Closed Sales	2,069	1,841	▲ 12.4%	2,003	▲ 3.3%	3,910	3,652	▲ 7.1%
New Listings	2,793	2,557	▲ 9.2%	2,666	▲ 4.8%	5,350	5,122	▲ 4.5%
Pending Sales	3,160	2,695	▲ 17.3%	2,565	▲ 23.2%	5,855	4,958	▲ 18.1%
Days on Market	59	66	▼ -10.6%	60	▼ -1.7%	62	62	▬ 0.0%
Price per Square Foot	\$113	\$109	▲ 3.7%	\$104	▲ 8.7%	\$111	\$103	▲ 7.8%
% of Ask Received	97.2%	96.8%	▲ 0.4%	96.9%	▲ 0.3%	97.0%	96.7%	▲ 0.3%
Active Inventory	3,883	4,419	▼ -12.1%	4,760	▼ -18.4%			
Absorption Rate	1.9	2.4	▼ -20.8%	2.4	▼ -20.8%			

## New Listings

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

February 2020	Month over Month Change	Year over Year Change	Year to Date Change
<b>2,793</b>	▲ <b>9.2%</b>	▲ <b>4.8%</b>	▲ <b>4.5%</b>

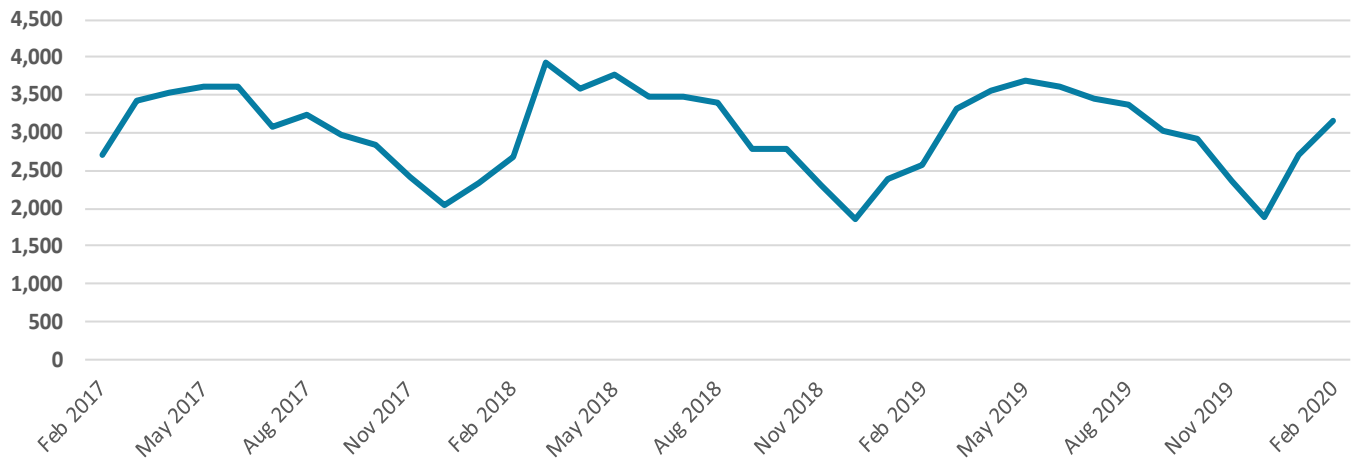


# Pending Sales

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



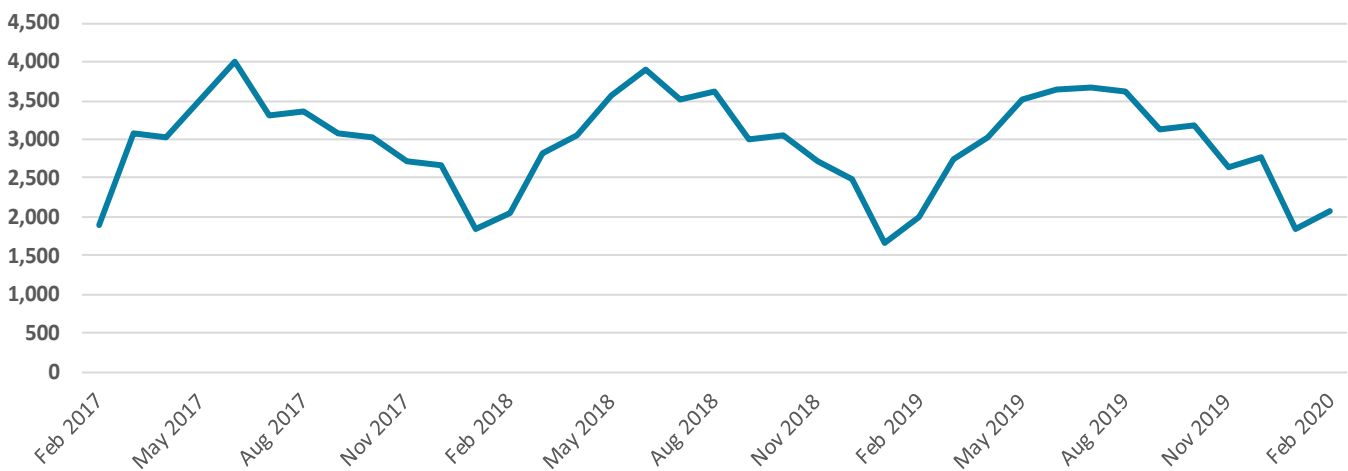
February 2020	Month over Month Change	Year over Year Change	Year to Date Change
3,160	▲ 17.3%	▲ 23.2%	▲ 18.1%



# Closed Sales

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

February 2020	Month over Month Change	Year over Year Change	Year to Date Change
2,069	▲ 12.4%	▲ 3.3%	▲ 7.1%

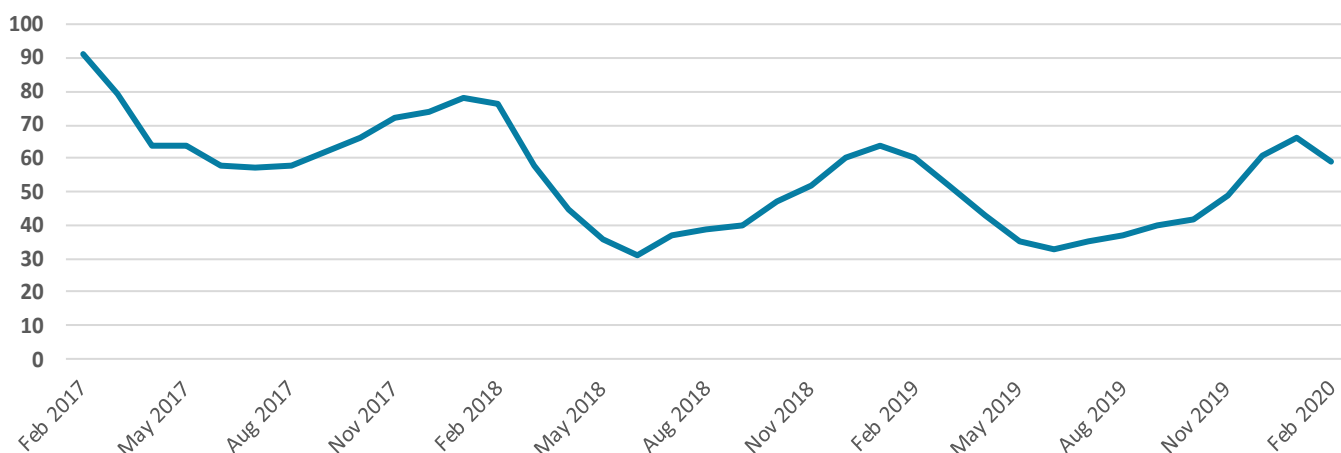


# Cumulative Days on Market

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



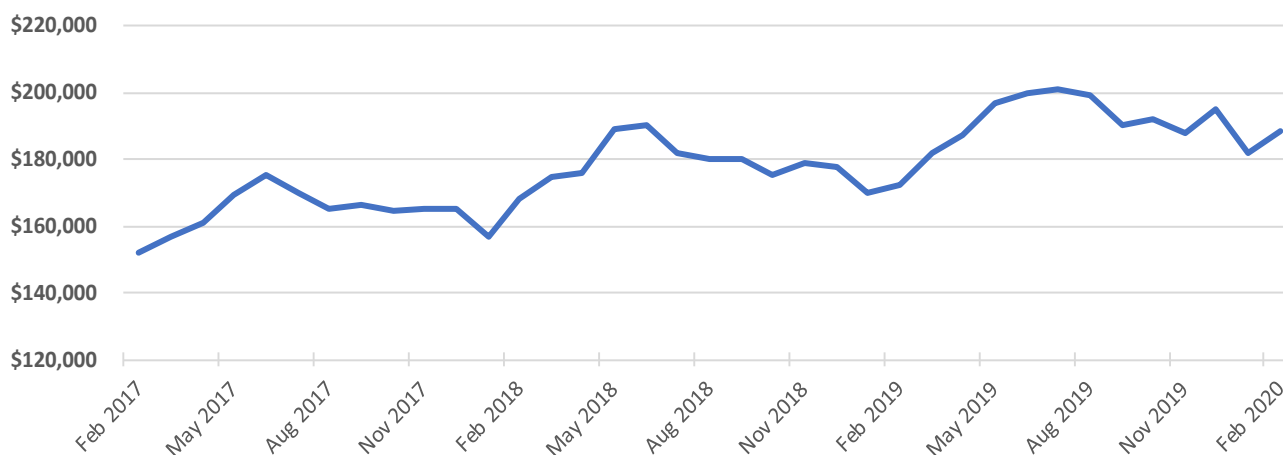
February 2020	Month over Month Change	Year over Year Change	Year to Date Change
59	▼ -10.6%	▼ -1.7%	■ 0.0%



# 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.

February 2020	Month over Month Change	Year over Year Change	Year to Date Change
\$188,490	▲ 3.6%	▲ 9.6%	▲ 8.2%

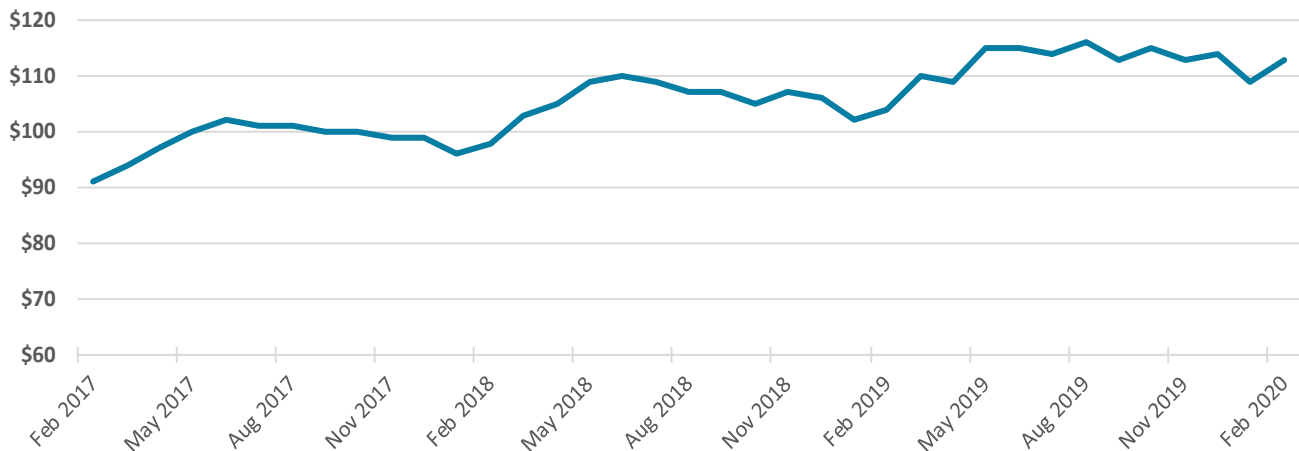


# Sold Price per Square Foot

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



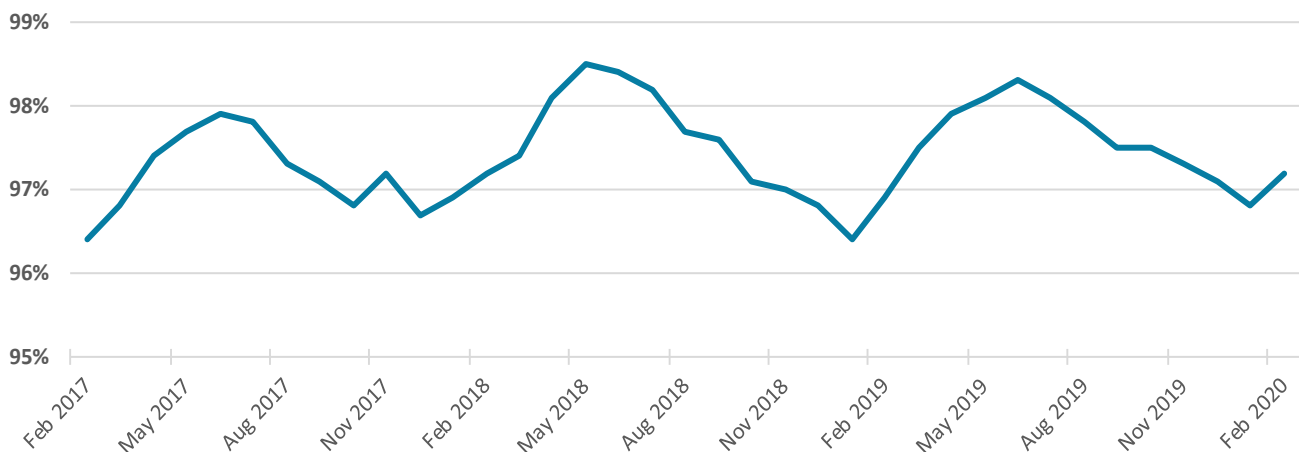
February 2020	Month over Month Change	Year over Year Change	Year to Date Change
<b>\$113</b>	<b>3.7%</b>	<b>8.7%</b>	<b>7.8%</b>



# Percent of Ask Price Received

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

February 2020	Month over Month Change	Year over Year Change	Year to Date Change
<b>97.2%</b>	<b>0.4%</b>	<b>0.3%</b>	<b>0.3%</b>

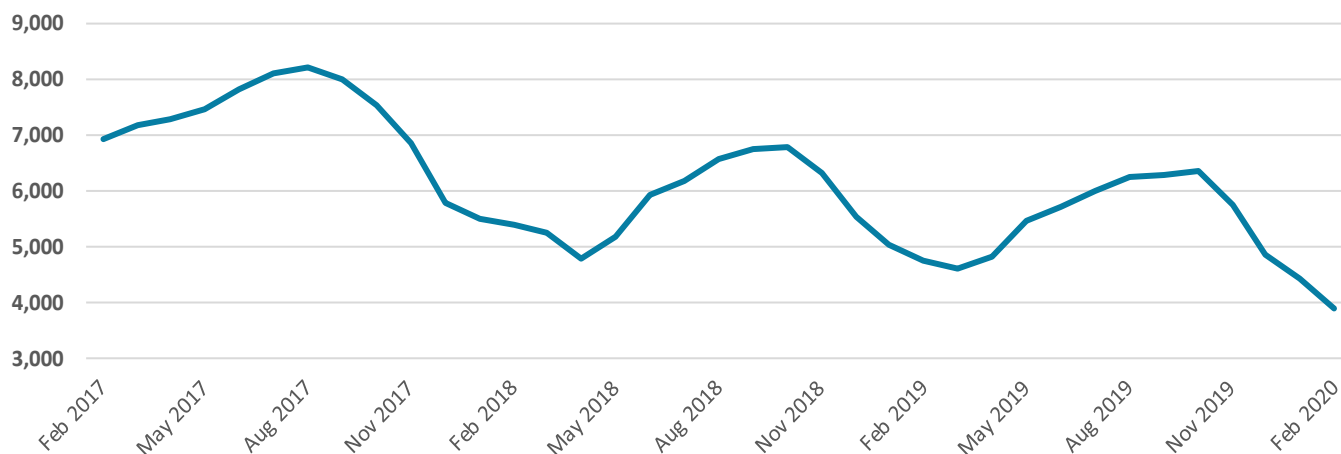


# Active Inventory

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.



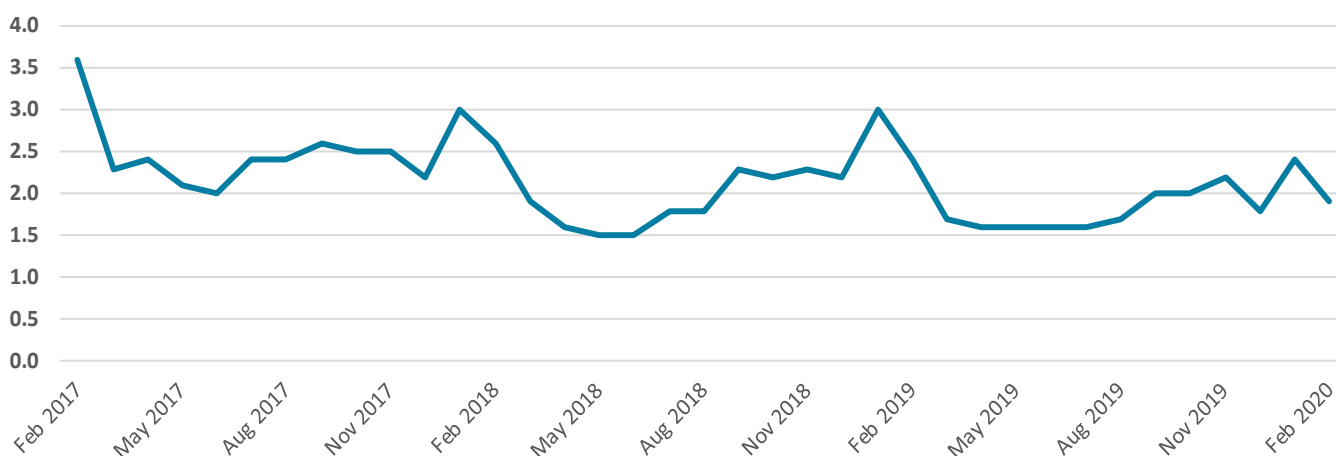
February 2020	Month over Month Change	Year over Year Change
<b>3,883</b>	<b>-12.1%</b>	<b>-18.4%</b>



# 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.

February 2020	Month over Month Change	Year over Year Change
<b>1.9</b>	<b>-20.8%</b>	<b>-20.8%</b>



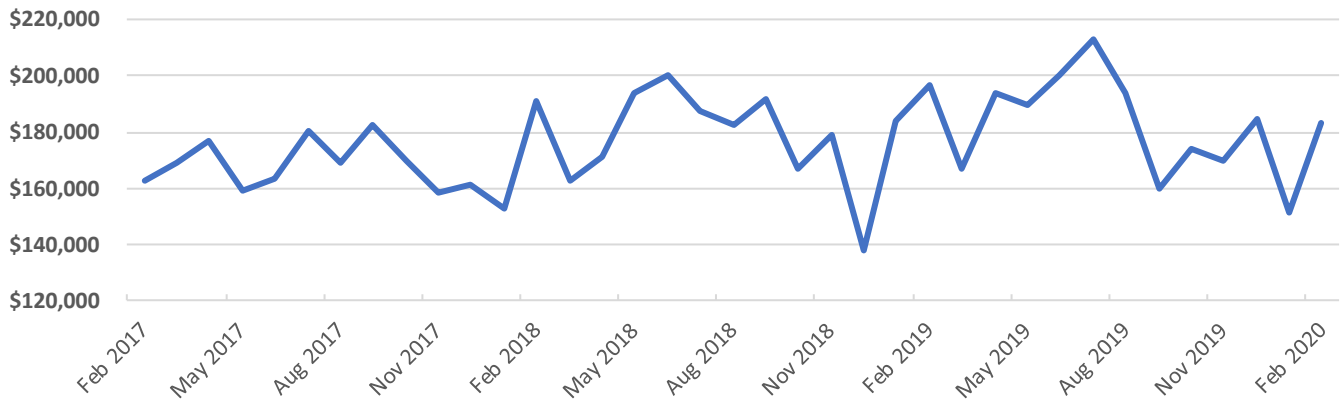
# Bartholomew County

Data for single family homes in Bartholomew County.

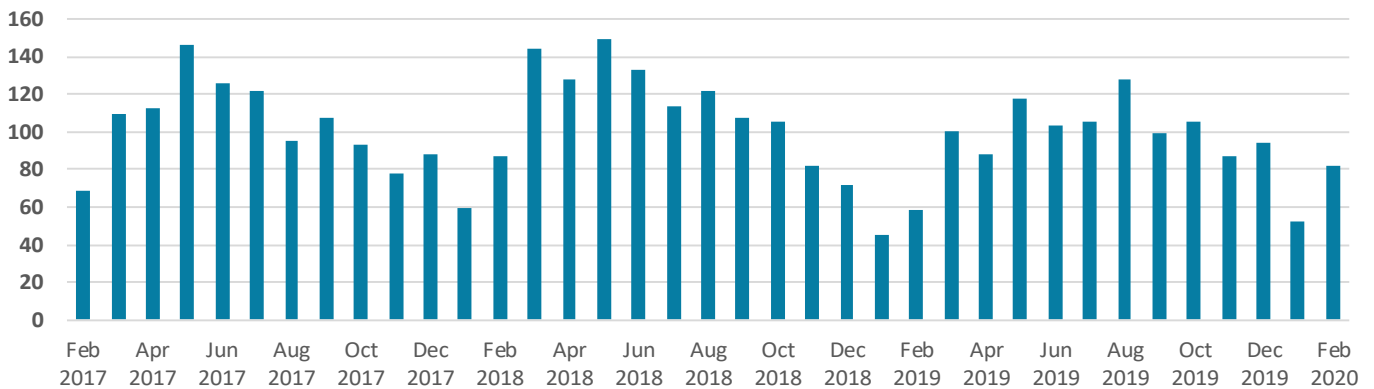


	Feb 2020	Jan 2020	MOM	Feb 2019	YOY	2020	2019	YTD
Median Sales Price	\$183,500	\$151,450	▲ 21.2%	\$196,950	▼ -6.8%	\$172,950	\$189,900	▼ -8.9%
Closed Sales	82	52	▲ 57.7%	58	▲ 41.4%	134	103	▲ 30.1%
New Listings	91	103	▼ -11.7%	85	▲ 7.1%	194	165	▲ 17.6%
Pending Sales	96	97	▼ -1.0%	79	▲ 21.5%	193	154	▲ 25.3%
Days on Market	50	50	■ 0.0%	63	▼ -20.6%	50	61	▼ -18.0%
Price per Square Foot	\$120	\$102	▲ 17.6%	\$119	▲ 0.8%	\$113	\$116	▼ -2.6%
% of Ask Received	96.6%	94.6%	▲ 2.1%	97.6%	▼ -1.0%	95.8%	97.2%	▼ -1.4%
Active Inventory	128	144	▼ -11.1%	161	▼ -20.5%			
Absorption Rate	1.6	2.8	▼ -42.9%	2.8	▼ -42.9%			

## Median Sales Price



## Number of Closed Sales



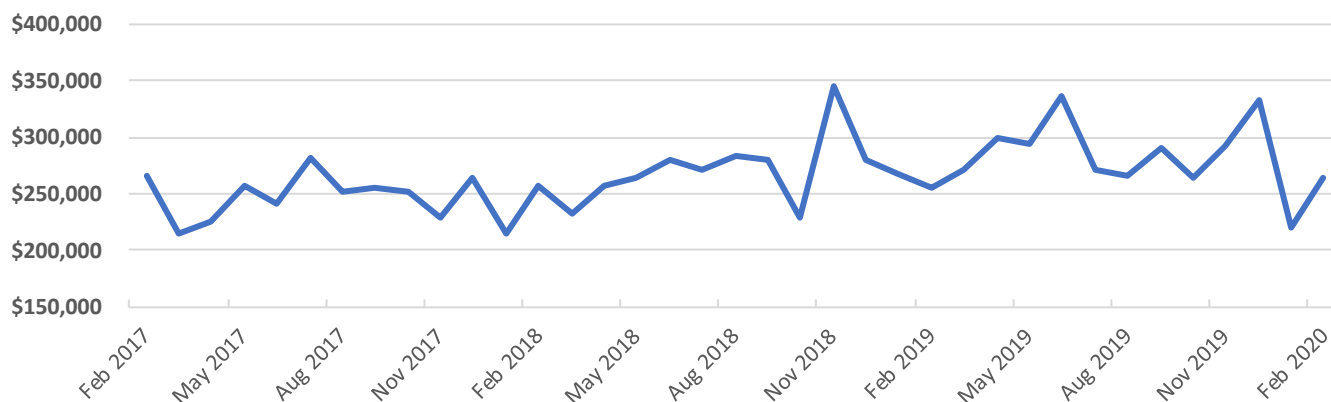
# Boone County

Data for single family homes in Boone County.

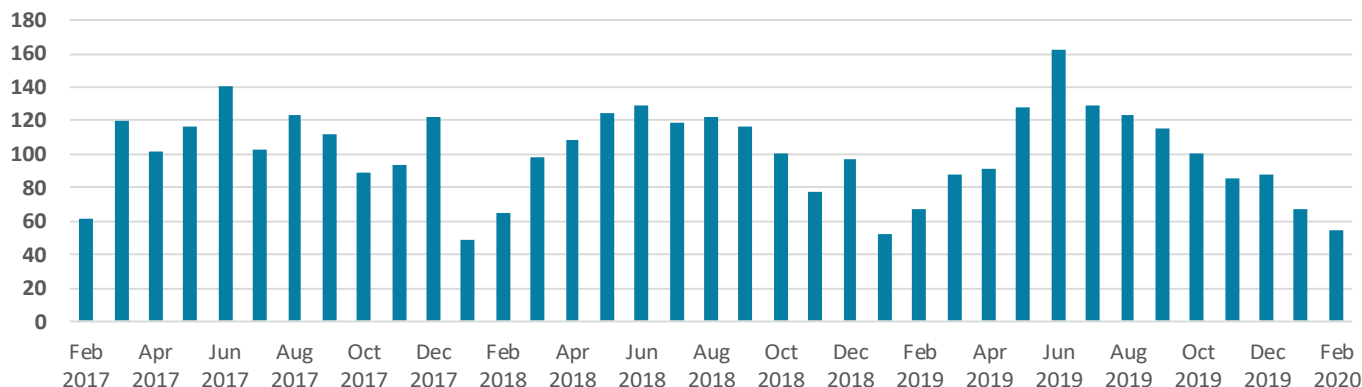


	Feb 2020	Jan 2020	MOM	Feb 2019	YOY	2020	2019	YTD
Median Sales Price	\$265,000	\$219,900	▲ 20.5%	\$256,000	▲ 3.5%	\$240,000	\$260,000	▼ -7.7%
Closed Sales	54	67	▼ -19.4%	67	▼ -19.4%	121	119	▲ 1.7%
New Listings	94	96	▼ -2.1%	120	▼ -21.7%	190	191	▼ -0.5%
Pending Sales	102	96	▲ 6.3%	85	▲ 20.0%	198	167	▲ 18.6%
Days on Market	74	93	▼ -20.4%	80	▼ -7.5%	83	89	▼ -6.7%
Price per Square Foot	\$142	\$127	▲ 11.8%	\$125	▲ 13.6%	\$134	\$126	▲ 6.3%
% of Ask Received	97.1%	96.1%	▲ 1.0%	96.7%	▲ 0.4%	96.6%	97.0%	▼ -0.4%
Active Inventory	176	216	▼ -18.5%	222	▼ -20.7%			
Absorption Rate	3.3	3.2	▲ 3.1%	3.3	■ 0.0%			

## Median Sales Price



## Number of Closed Sales





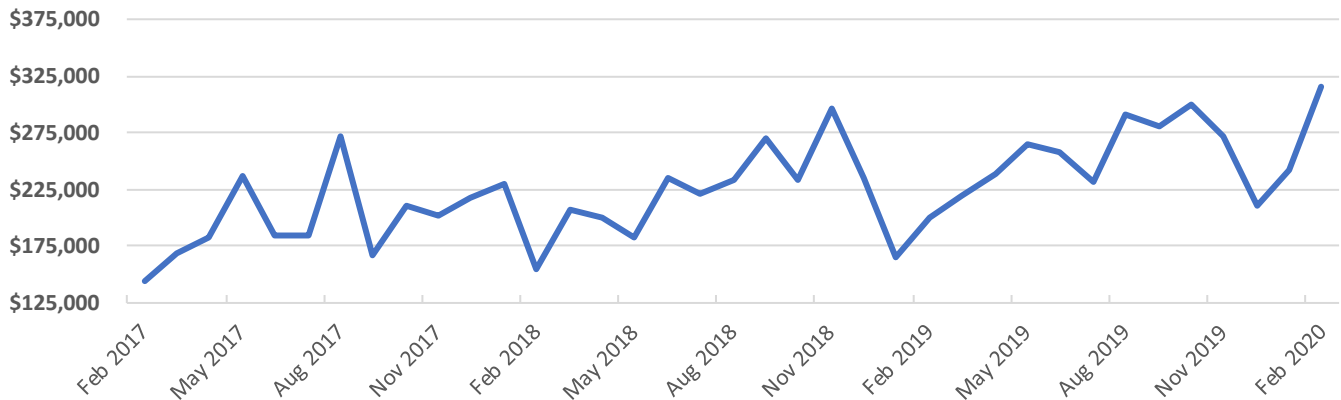
# Brown County

Data for single family homes in Brown County.

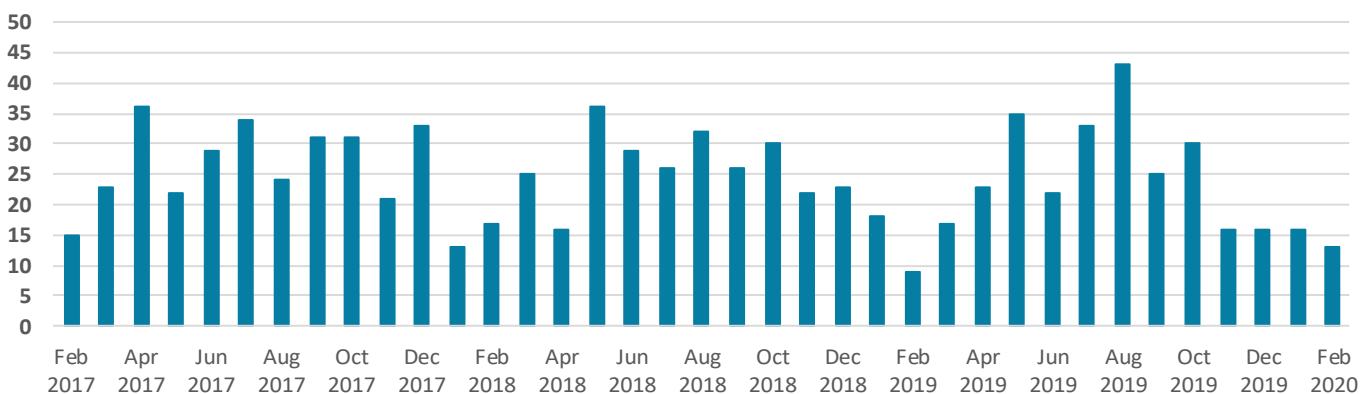


	Feb 2020	Jan 2020	MOM	Feb 2019	YOY	2020	2019	YTD
Median Sales Price	\$316,000	\$242,000	▲ 30.6%	\$200,000	▲ 58.0%	\$249,000	\$184,000	▲ 35.3%
Closed Sales	13	16	▼ -18.8%	9	▲ 44.4%	29	27	▲ 7.4%
New Listings	33	26	▲ 26.9%	25	▲ 32.0%	59	44	▲ 34.1%
Pending Sales	24	24	▬ 0.0%	15	▲ 60.0%	48	28	▲ 71.4%
Days on Market	82	97	▼ -15.5%	65	▲ 26.2%	89	88	▲ 1.1%
Price per Square Foot	\$201	\$191	▲ 5.2%	\$175	▲ 14.9%	\$195	\$150	▲ 30.0%
% of Ask Received	96.0%	93.8%	▲ 2.3%	95.1%	▲ 0.9%	94.8%	93.3%	▲ 1.6%
Active Inventory	74	76	▼ -2.6%	85	▼ -12.9%			
Absorption Rate	5.7	4.8	▲ 18.8%	9.4	▼ -39.4%			

## Median Sales Price



## Number of Closed Sales



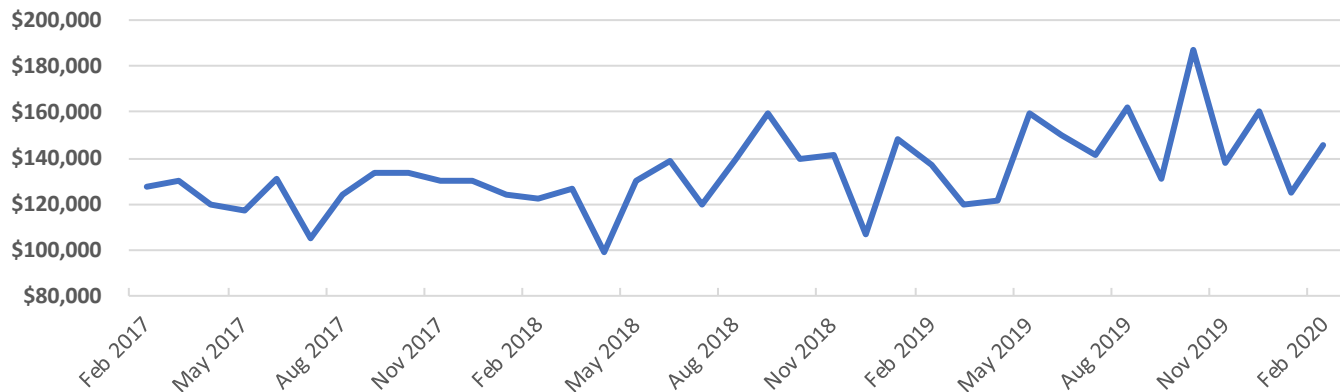
# Decatur County

Data for single family homes in Decatur County.

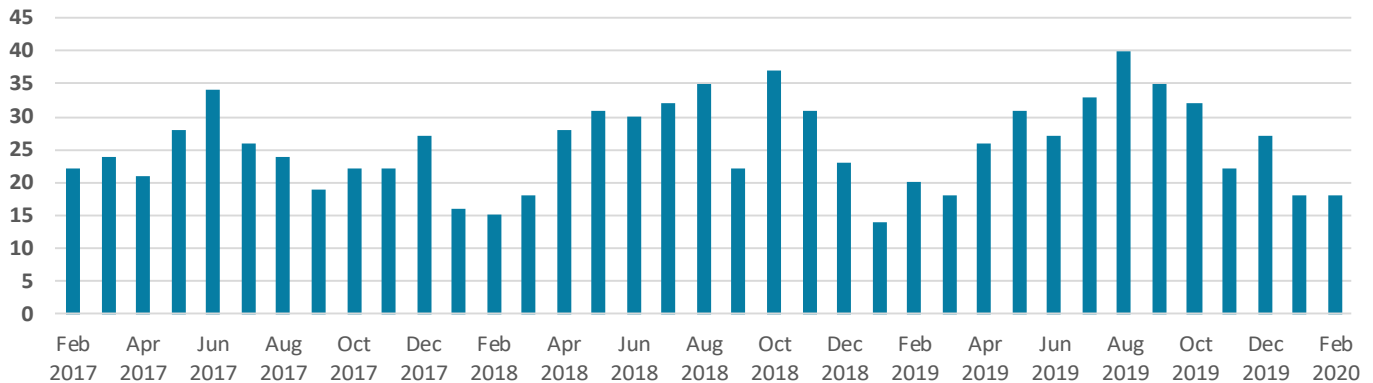


	Feb 2020	Jan 2020	MOM	Feb 2019	YOY	2020	2019	YTD
Median Sales Price	\$146,000	\$124,750	▲ 17.0%	\$137,000	▲ 6.6%	\$137,500	\$137,500	▲ 0.0%
Closed Sales	18	18	▲ 0.0%	20	▼ -10.0%	36	34	▲ 5.9%
New Listings	25	18	▲ 38.9%	24	▲ 4.2%	43	41	▲ 4.9%
Pending Sales	36	25	▲ 44.0%	23	▲ 56.5%	61	42	▲ 45.2%
Days on Market	74	71	▲ 4.2%	79	▼ -6.3%	73	96	▼ -24.0%
Price per Square Foot	\$99	\$94	▲ 5.3%	\$90	▲ 10.0%	\$96	\$93	▲ 3.2%
% of Ask Received	98.9%	94.7%	▲ 4.4%	95.1%	▲ 4.0%	96.8%	93.8%	▲ 3.2%
Active Inventory	40	54	▼ -25.9%	58	▼ -31.0%			
Absorption Rate	2.2	3.0	▼ -26.7%	2.9	▼ -24.1%			

## Median Sales Price



## Number of Closed Sales



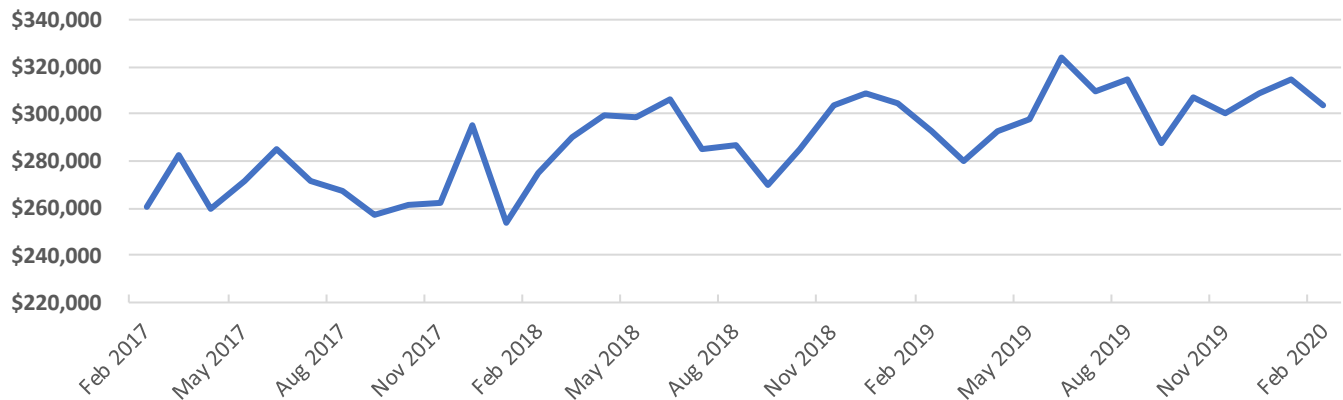
# Hamilton County

Data for single family homes in Hamilton County.

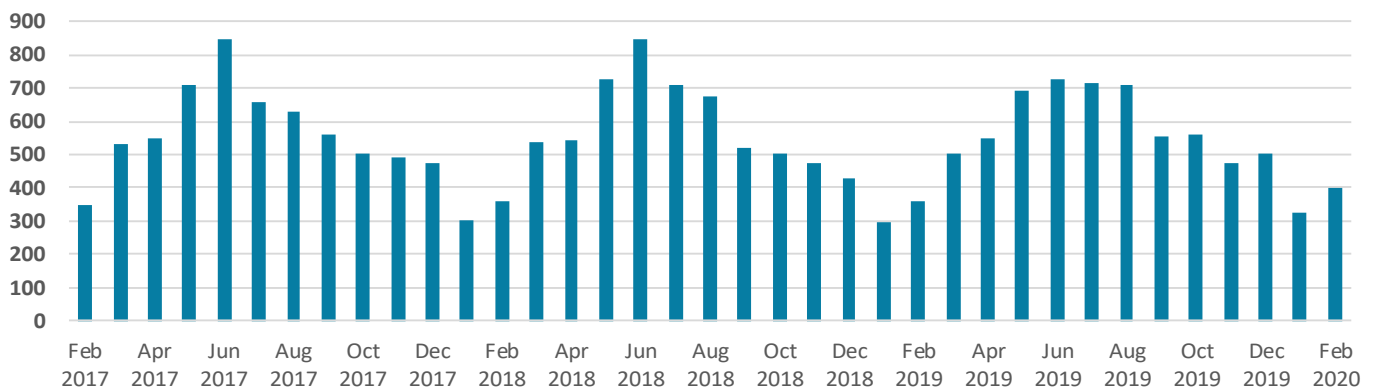


	Feb 2020	Jan 2020	MOM	Feb 2019	YOY	2020	2019	YTD
Median Sales Price	\$304,000	\$314,900	▼ -3.5%	\$293,000	▲ 3.8%	\$307,750	\$300,000	▲ 2.6%
Closed Sales	397	325	▲ 22.2%	357	▲ 11.2%	722	655	▲ 10.2%
New Listings	513	437	▲ 17.4%	522	▼ -1.7%	950	1,010	▼ -5.9%
Pending Sales	579	489	▲ 18.4%	466	▲ 24.2%	1,068	902	▲ 18.4%
Days on Market	72	75	▼ -4.0%	69	▲ 4.3%	74	70	▲ 5.7%
Price per Square Foot	\$138	\$137	▲ 0.7%	\$134	▲ 3.0%	\$137	\$133	▲ 3.0%
% of Ask Received	97.8%	97.7%	▲ 0.1%	97.5%	▲ 0.3%	97.8%	97.6%	▲ 0.2%
Active Inventory	765	850	▼ -10.0%	989	▼ -22.6%			
Absorption Rate	1.9	2.6	▼ -26.9%	2.8	▼ -32.1%			

## Median Sales Price



## Number of Closed Sales



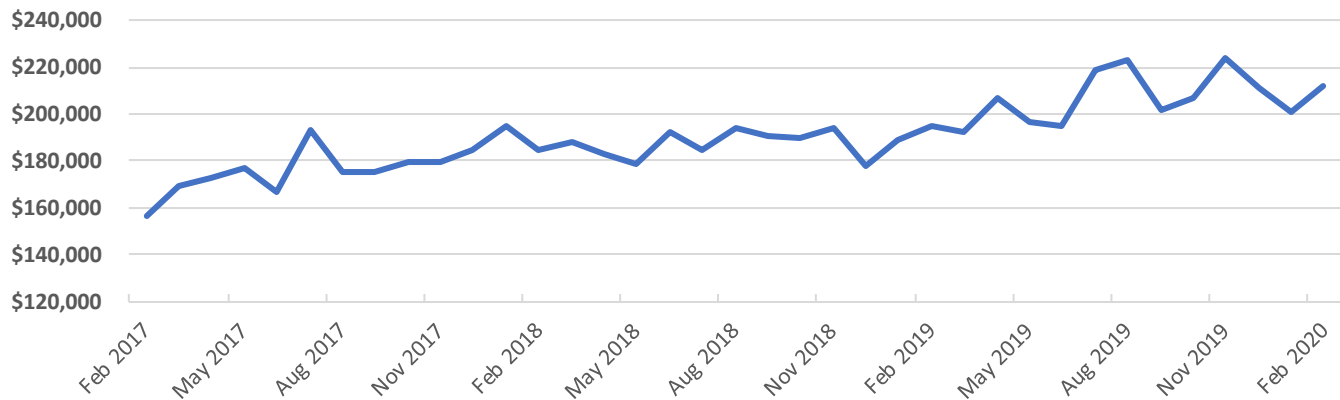
# Hancock County

Data for single family homes in Hancock County.

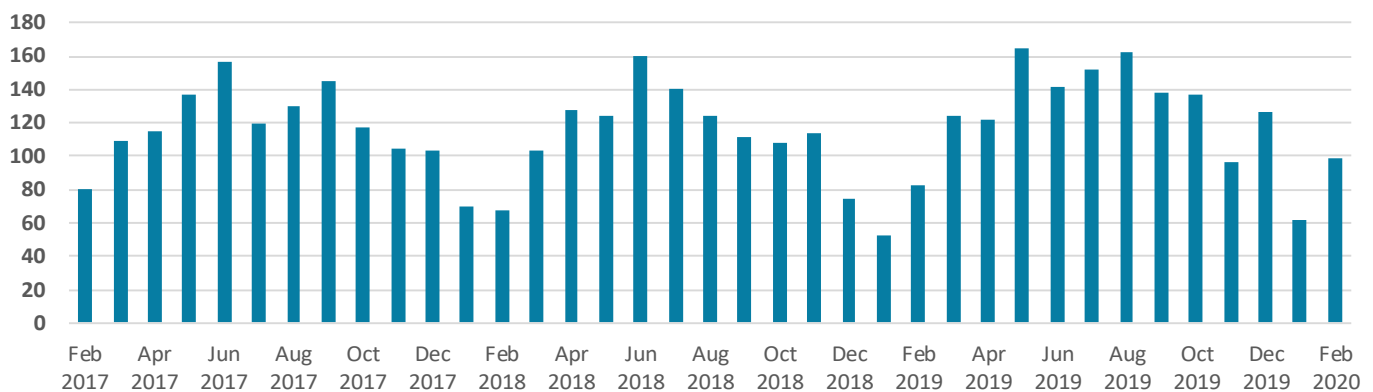


	Feb 2020	Jan 2020	MOM	Feb 2019	YOY	2020	2019	YTD
Median Sales Price	\$212,000	\$201,200	▲ 5.4%	\$195,000	▲ 8.7%	\$204,000	\$193,750	▲ 5.3%
Closed Sales	99	62	▲ 59.7%	83	▲ 19.3%	161	136	▲ 18.4%
New Listings	103	116	▼ -11.2%	109	▼ -5.5%	219	221	▼ -0.9%
Pending Sales	140	112	▲ 25.0%	119	▲ 17.6%	252	225	▲ 12.0%
Days on Market	54	76	▼ -28.9%	54	▬ 0.0%	64	61	▲ 4.9%
Price per Square Foot	\$110	\$103	▲ 6.8%	\$101	▲ 8.9%	\$107	\$102	▲ 4.9%
% of Ask Received	98.0%	97.5%	▲ 0.5%	96.6%	▲ 1.4%	97.8%	97.2%	▲ 0.6%
Active Inventory	139	174	▼ -20.1%	183	▼ -24.0%			
Absorption Rate	1.4	2.8	▼ -50.0%	2.2	▼ -36.4%			

## Median Sales Price



## Number of Closed Sales



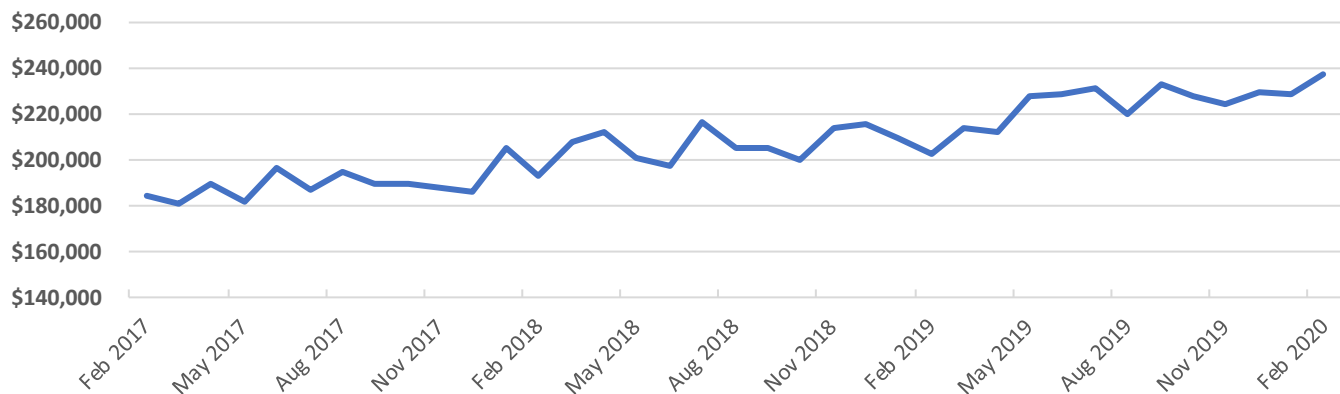
# Hendricks County

Data for single family homes in Hendricks County.

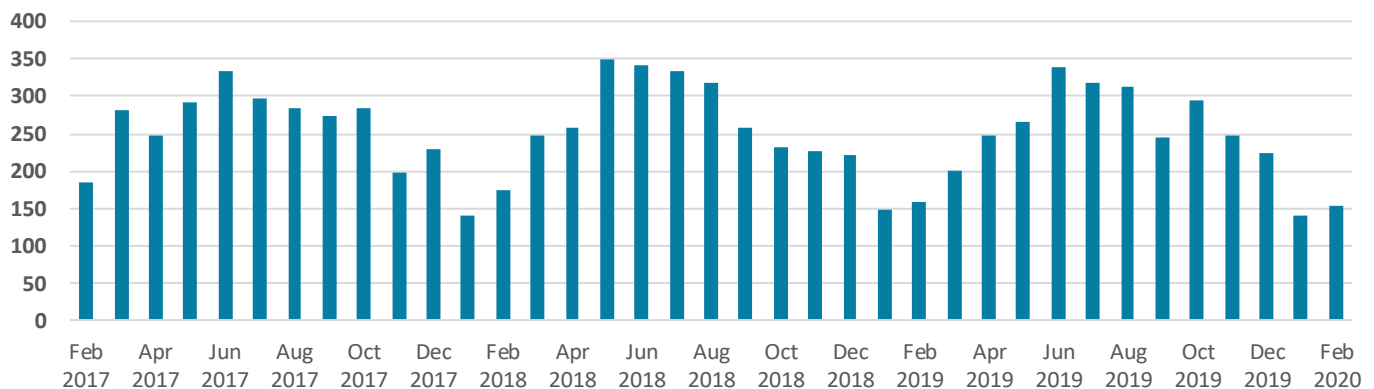


	Feb 2020	Jan 2020	MOM	Feb 2019	YOY	2020	2019	YTD
Median Sales Price	\$237,900	\$228,974	▲ 3.9%	\$203,000	▲ 17.2%	\$234,900	\$206,000	▲ 14.0%
Closed Sales	153	140	▲ 9.3%	159	▼ -3.8%	293	307	▼ -4.6%
New Listings	214	188	▲ 13.8%	195	▲ 9.7%	402	363	▲ 10.7%
Pending Sales	246	207	▲ 18.8%	195	▲ 26.2%	453	375	▲ 20.8%
Days on Market	51	70	▼ -27.1%	55	▼ -7.3%	60	55	▲ 9.1%
Price per Square Foot	\$115	\$115	■ 0.0%	\$108	▲ 6.5%	\$115	\$110	▲ 4.5%
% of Ask Received	98.3%	98.1%	▲ 0.2%	98.0%	▲ 0.3%	98.2%	98.0%	▲ 0.2%
Active Inventory	232	270	▼ -14.1%	272	▼ -14.7%			
Absorption Rate	1.5	1.9	▼ -21.1%	1.7	▼ -11.8%			

## Median Sales Price



## Number of Closed Sales



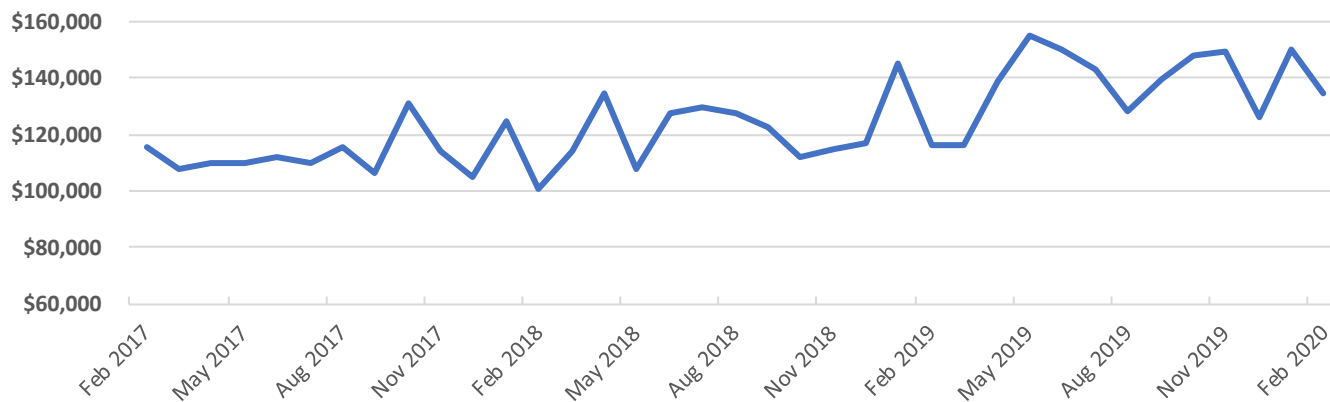
# Jackson County

Data for single family homes in Jackson County.

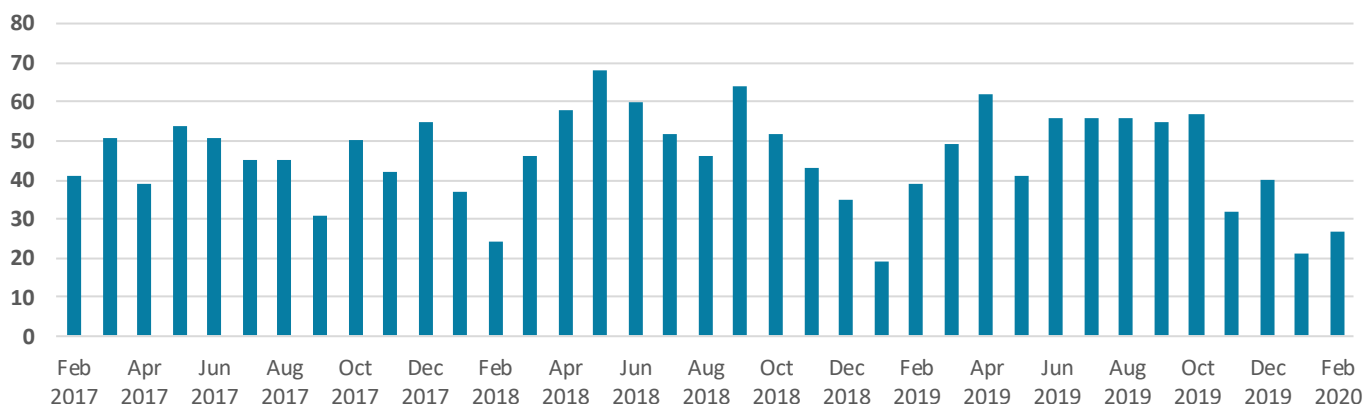


	Feb 2020	Jan 2020	MOM	Feb 2019	YOY	2020	2019	YTD
Median Sales Price	\$135,000	\$149,900	▼ -9.9%	\$116,400	▲ 16.0%	\$139,750	\$128,150	▲ 9.1%
Closed Sales	27	21	▲ 28.6%	39	▼ -30.8%	48	58	▼ -17.2%
New Listings	34	43	▼ -20.9%	60	▼ -43.3%	77	94	▼ -18.1%
Pending Sales	42	40	▲ 5.0%	52	▼ -19.2%	82	89	▼ -7.9%
Days on Market	147	59	▲ 149.2%	41	▲ 258.5%	104	49	▲ 112.2%
Price per Square Foot	\$95	\$99	▼ -4.0%	\$81	▲ 17.3%	\$97	\$81	▲ 19.8%
% of Ask Received	96.1%	97.1%	▼ -1.0%	97.6%	▼ -1.5%	96.5%	97.4%	▼ -0.9%
Active Inventory	54	65	▼ -16.9%	94	▼ -42.6%			
Absorption Rate	2.0	3.1	▼ -35.5%	2.4	▼ -16.7%			

## Median Sales Price



## Number of Closed Sales



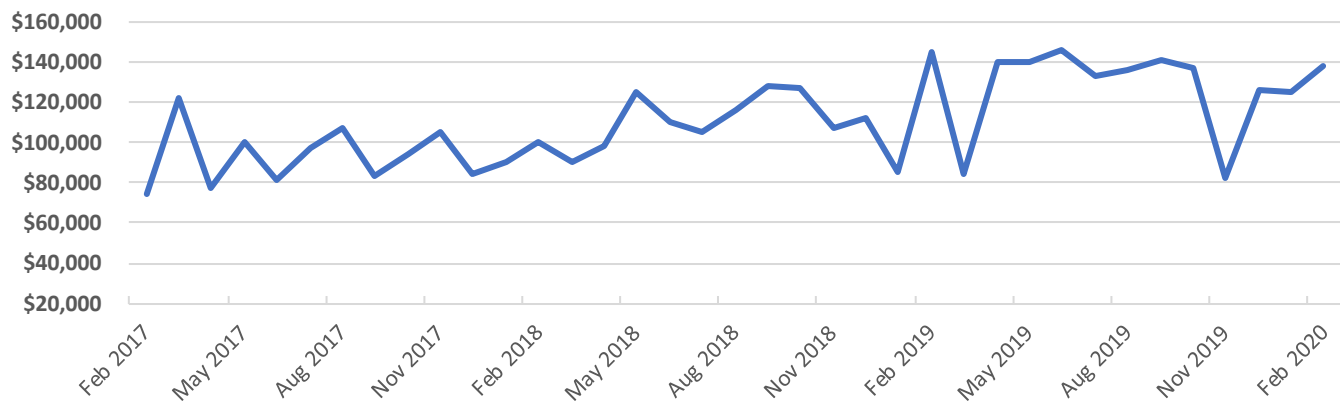
# Jennings County

Data for single family homes in Jennings County.

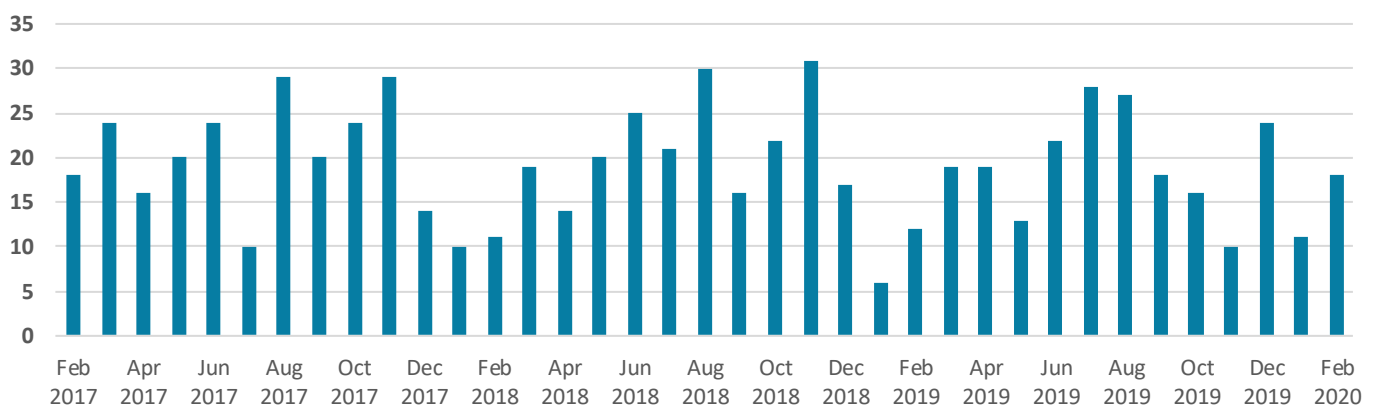


	Feb 2020	Jan 2020	MOM	Feb 2019	YOY	2020	2019	YTD
Median Sales Price	\$138,250	\$125,000	▲ 10.6%	\$145,000	▼ -4.7%	\$133,500	\$125,000	▲ 6.8%
Closed Sales	18	11	▲ 63.6%	12	▲ 50.0%	29	18	▲ 61.1%
New Listings	20	28	▼ -28.6%	13	▲ 53.8%	48	29	▲ 65.5%
Pending Sales	24	26	▼ -7.7%	14	▲ 71.4%	50	28	▲ 78.6%
Days on Market	36	62	▼ -41.9%	69	▼ -47.8%	50	87	▼ -42.5%
Price per Square Foot	\$87	\$77	▲ 13.0%	\$78	▲ 11.5%	\$83	\$79	▲ 5.1%
% of Ask Received	96.4%	91.6%	▲ 5.2%	90.4%	▲ 6.6%	94.5%	91.8%	▲ 2.9%
Active Inventory	25	32	▼ -21.9%	34	▼ -26.5%			
Absorption Rate	1.4	2.9	▼ -51.7%	2.8	▼ -50.0%			

## Median Sales Price



## Number of Closed Sales



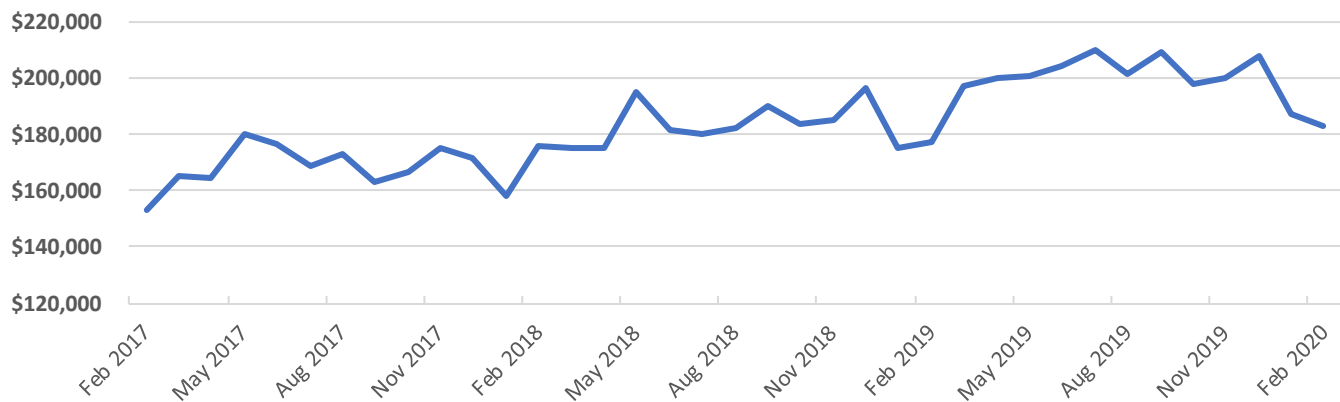
# Johnson County

Data for single family homes in Johnson County.

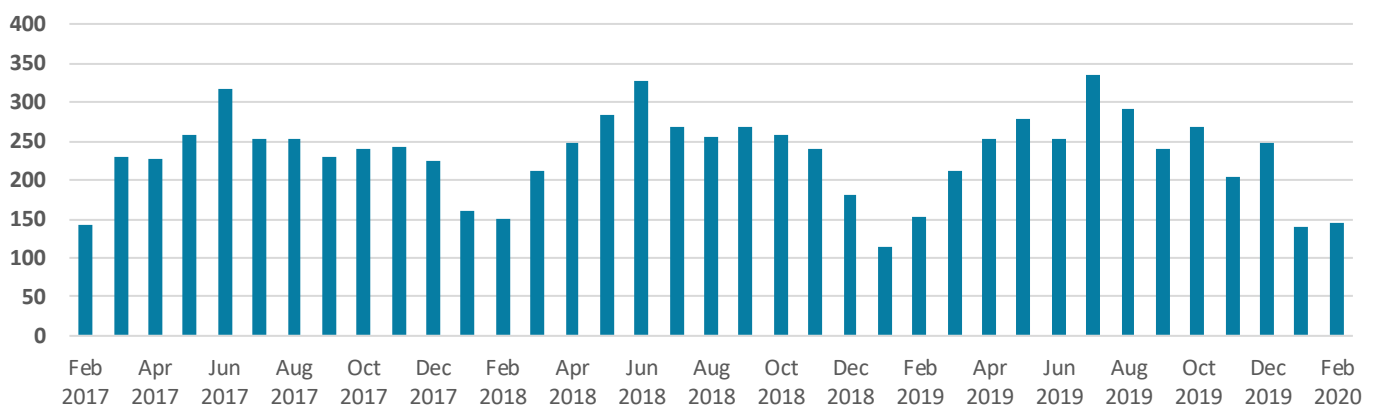


	Feb 2020	Jan 2020	MOM	Feb 2019	YOY	2020	2019	YTD
Median Sales Price	\$183,300	\$187,500	▼ -2.2%	\$177,750	▲ 3.1%	\$185,000	\$176,250	▲ 5.0%
Closed Sales	145	139	▲ 4.3%	152	▼ -4.6%	284	266	▲ 6.8%
New Listings	213	184	▲ 15.8%	211	▲ 0.9%	397	408	▼ -2.7%
Pending Sales	243	184	▲ 32.1%	194	▲ 25.3%	427	393	▲ 8.7%
Days on Market	48	60	▼ -20.0%	53	▼ -9.4%	53	58	▼ -8.6%
Price per Square Foot	\$116	\$114	▲ 1.8%	\$108	▲ 7.4%	\$115	\$111	▲ 3.6%
% of Ask Received	97.7%	97.8%	▼ -0.1%	97.5%	▲ 0.2%	97.8%	97.7%	▲ 0.1%
Active Inventory	245	277	▼ -11.6%	321	▼ -23.7%			
Absorption Rate	1.7	2.0	▼ -15.0%	2.1	▼ -19.0%			

## Median Sales Price



## Number of Closed Sales





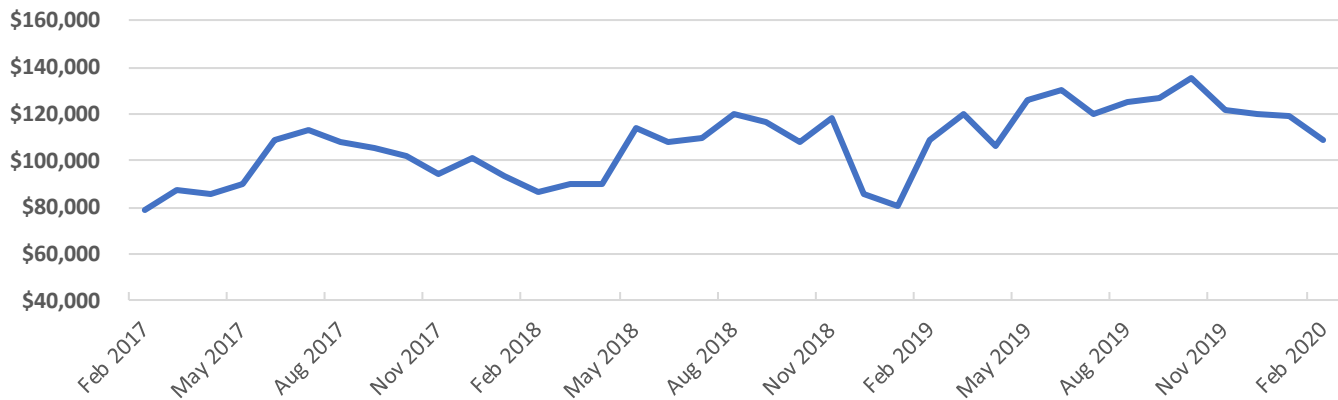
# Madison County

Data for single family homes in Madison County.

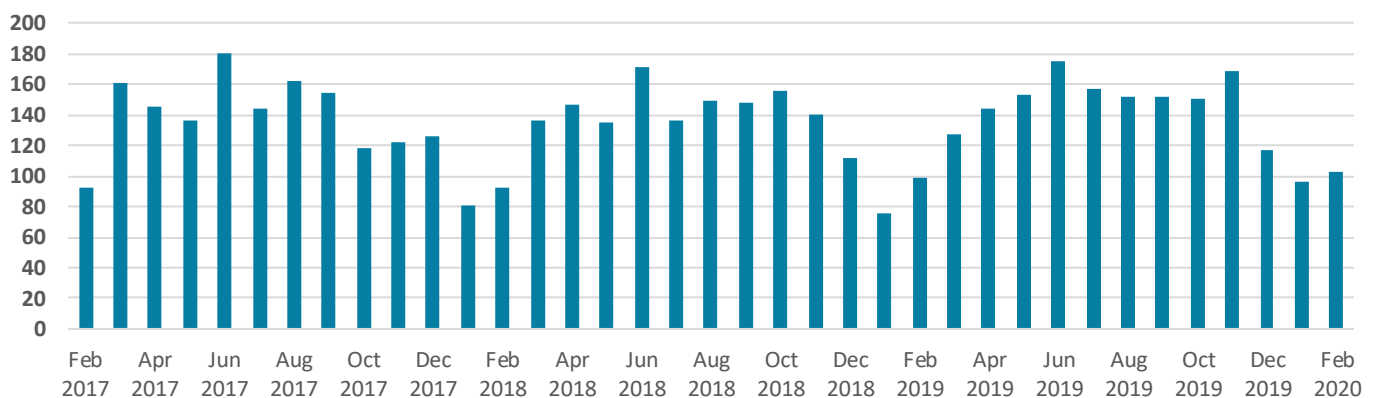


	Feb 2020	Jan 2020	MOM	Feb 2019	YOY	2020	2019	YTD
Median Sales Price	\$108,500	\$119,000	▼ -8.8%	\$109,000	▼ -0.5%	\$115,000	\$93,900	▲ 22.5%
Closed Sales	103	96	▲ 7.3%	99	▲ 4.0%	199	175	▲ 13.7%
New Listings	123	116	▲ 6.0%	116	▲ 6.0%	239	248	▼ -3.6%
Pending Sales	145	127	▲ 14.2%	122	▲ 18.9%	272	250	▲ 8.8%
Days on Market	63	61	▲ 3.3%	56	▲ 12.5%	62	62	▬ 0.0%
Price per Square Foot	\$71	\$76	▼ -6.6%	\$63	▲ 12.7%	\$73	\$63	▲ 15.9%
% of Ask Received	96.6%	95.8%	▲ 0.8%	94.3%	▲ 2.4%	96.2%	94.8%	▲ 1.5%
Active Inventory	207	239	▼ -13.4%	276	▼ -25.0%			
Absorption Rate	2.0	2.5	▼ -20.0%	2.8	▼ -28.6%			

## Median Sales Price



## Number of Closed Sales



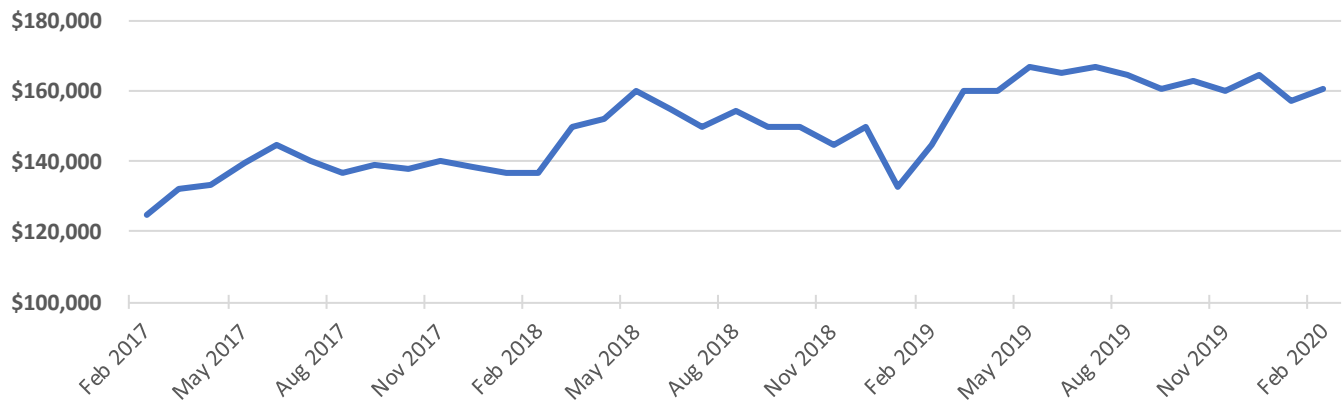
# Marion County

Data for single family homes in Marion County.

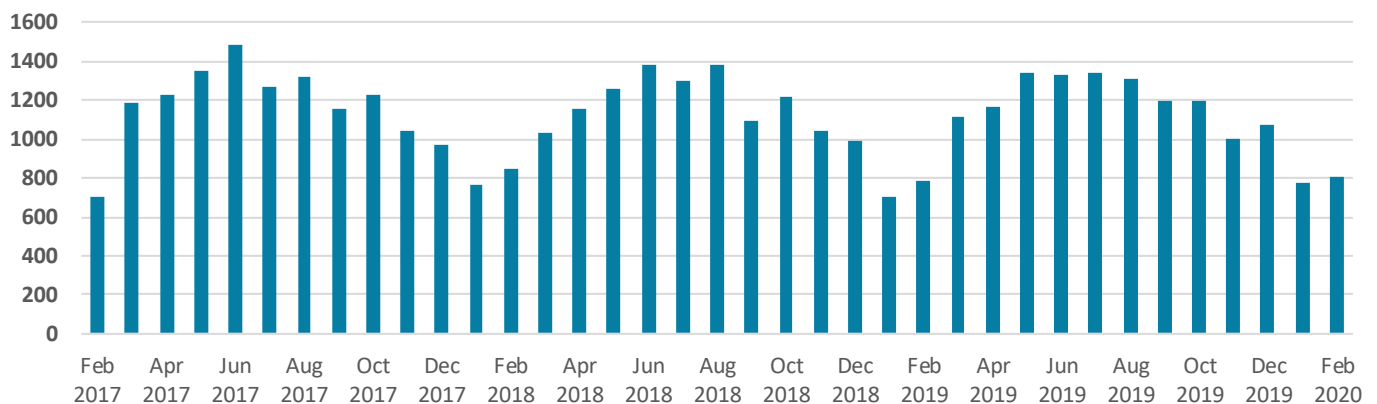


	Feb 2020	Jan 2020	MOM	Feb 2019	YOY	2020	2019	YTD
Median Sales Price	\$161,000	\$157,500	▲ 2.2%	\$145,000	▲ 11.0%	\$160,000	\$140,000	▲ 14.3%
Closed Sales	803	779	▲ 3.1%	781	▲ 2.8%	1,582	1,482	▲ 6.7%
New Listings	1,129	993	▲ 13.7%	1001	▲ 12.8%	2,122	1,950	▲ 8.8%
Pending Sales	1,250	1,070	▲ 16.8%	1024	▲ 22.1%	2,320	1,970	▲ 17.8%
Days on Market	52	58	▼ -10.3%	58	▼ -10.3%	55	56	▼ -1.8%
Price per Square Foot	\$105	\$100	▲ 5.0%	\$96	▲ 9.4%	\$102	\$92	▲ 10.9%
% of Ask Received	96.7%	96.5%	▲ 0.2%	96.6%	▲ 0.1%	96.6%	96.2%	▲ 0.4%
Active Inventory	1,429	1,610	▼ -11.2%	1637	▼ -12.7%			
Absorption Rate	1.8	2.1	▼ -14.3%	2.1	▼ -14.3%			

## Median Sales Price



## Number of Closed Sales



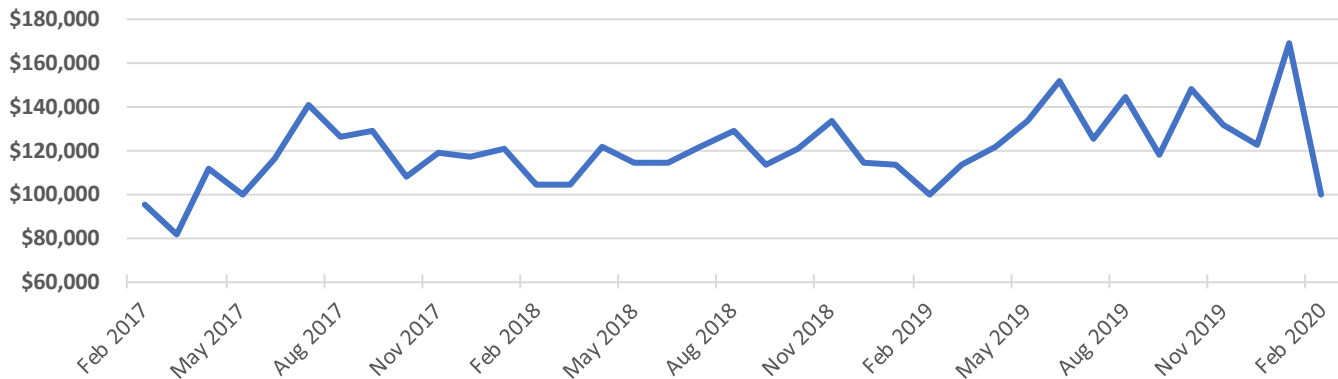
# Montgomery County

Data for single family homes in Montgomery County.

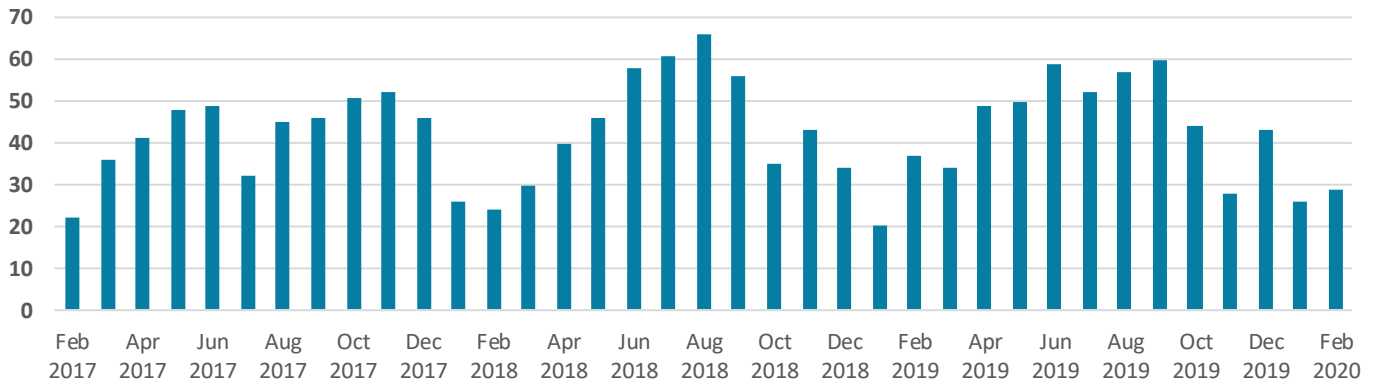


	Feb 2020	Jan 2020	MOM	Feb 2019	YOY	2020	2019	YTD
Median Sales Price	\$99,900	\$169,450	▼ -41.0%	\$100,000	▼ -0.1%	\$145,000	\$103,500	▲ 40.1%
Closed Sales	29	26	▲ 11.5%	37	▼ -21.6%	55	57	▼ -3.5%
New Listings	30	47	▼ -36.2%	40	▼ -25.0%	77	75	▲ 2.7%
Pending Sales	41	44	▼ -6.8%	37	▲ 10.8%	85	71	▲ 19.7%
Days on Market	69	72	▼ -4.2%	59	▲ 16.9%	70	71	▼ -1.4%
Price per Square Foot	\$71	\$111	▼ -36.0%	\$73	▼ -2.7%	\$90	\$74	▲ 21.6%
% of Ask Received	98.1%	97.6%	▲ 0.5%	95.6%	▲ 2.6%	97.9%	95.1%	▲ 2.9%
Active Inventory	85	93	▼ -8.6%	87	▼ -2.3%			
Absorption Rate	2.9	3.6	▼ -19.4%	2.4	▲ 20.8%			

## Median Sales Price



## Number of Closed Sales



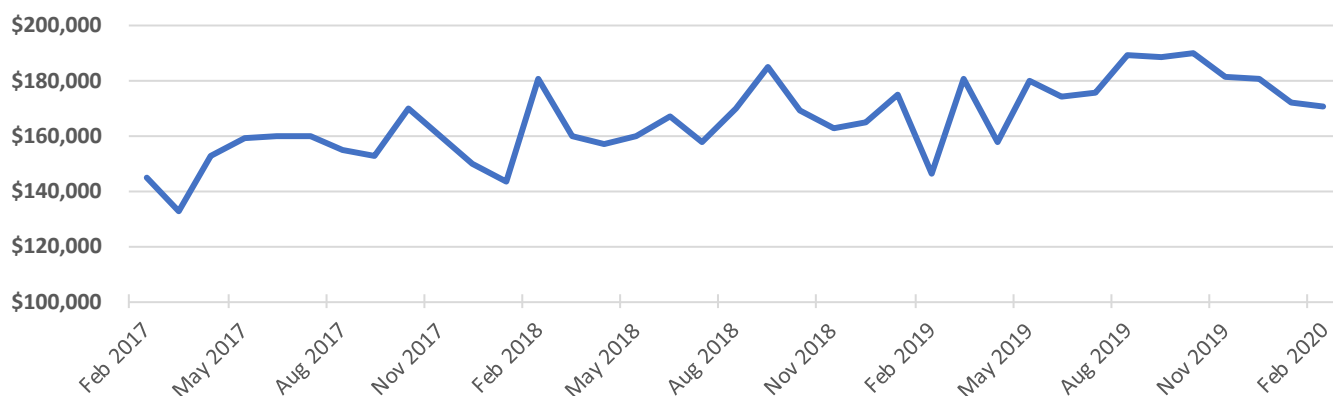
# Morgan County

Data for single family homes in Morgan County.

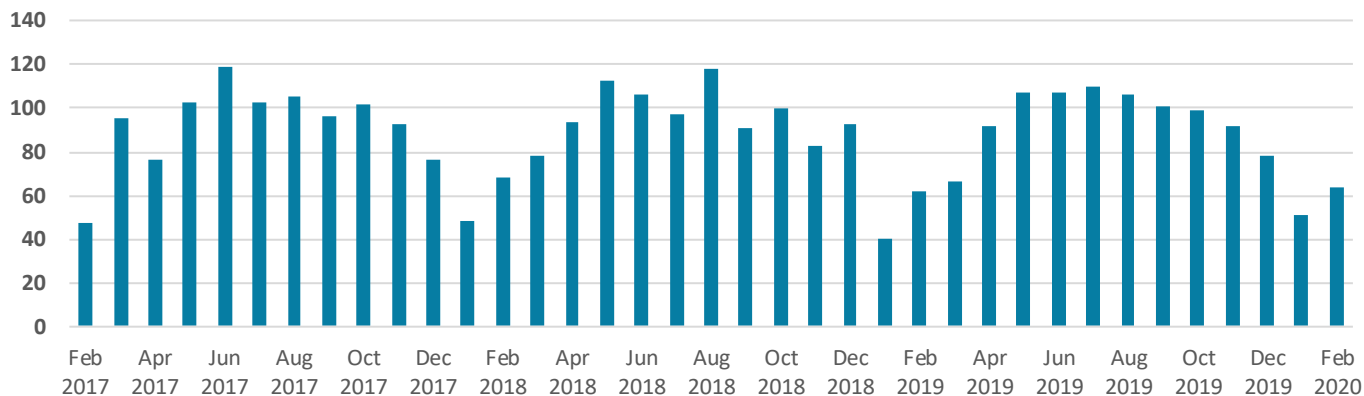


	Feb 2020	Jan 2020	MOM	Feb 2019	YOY	2020	2019	YTD
Median Sales Price	\$171,000	\$172,500	▼ -0.9%	\$146,000	▲ 17.1%	\$172,000	\$164,950	▲ 4.3%
Closed Sales	64	51	▲ 25.5%	62	▲ 3.2%	115	102	▲ 12.7%
New Listings	83	79	▲ 5.1%	71	▲ 16.9%	162	133	▲ 21.8%
Pending Sales	101	84	▲ 20.2%	68	▲ 48.5%	185	120	▲ 54.2%
Days on Market	59	79	▼ -25.3%	58	▲ 1.7%	68	65	▲ 4.6%
Price per Square Foot	\$120	\$104	▲ 15.4%	\$102	▲ 17.6%	\$113	\$104	▲ 8.7%
% of Ask Received	98.0%	98.2%	▼ -0.2%	99.0%	▼ -1.0%	98.1%	98.1%	■ 0.0%
Active Inventory	130	156	▼ -16.7%	185	▼ -29.7%			
Absorption Rate	2.0	3.1	▼ -35.5%	3.0	▼ -33.3%			

## Median Sales Price



## Number of Closed Sales



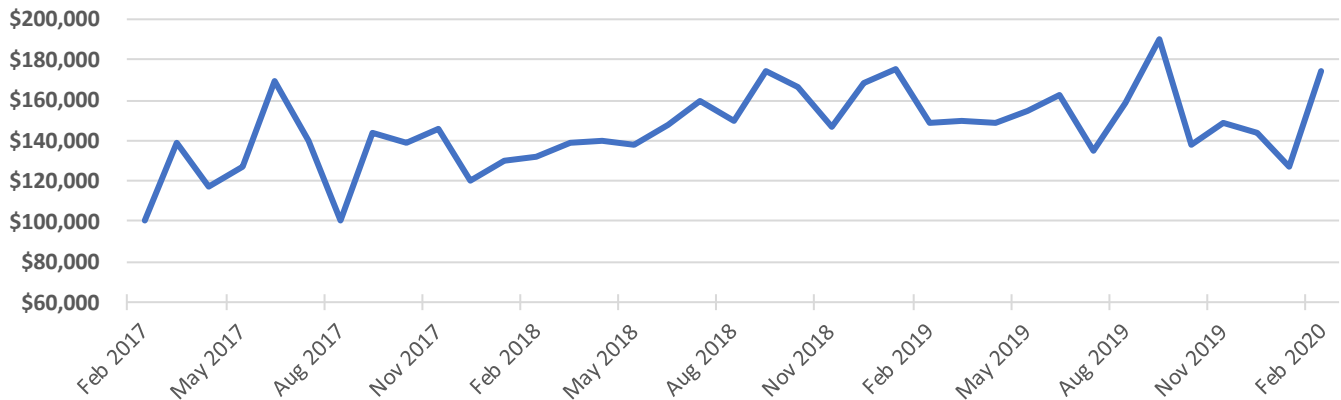
# Putnam County

Data for single family homes in Putnam County.

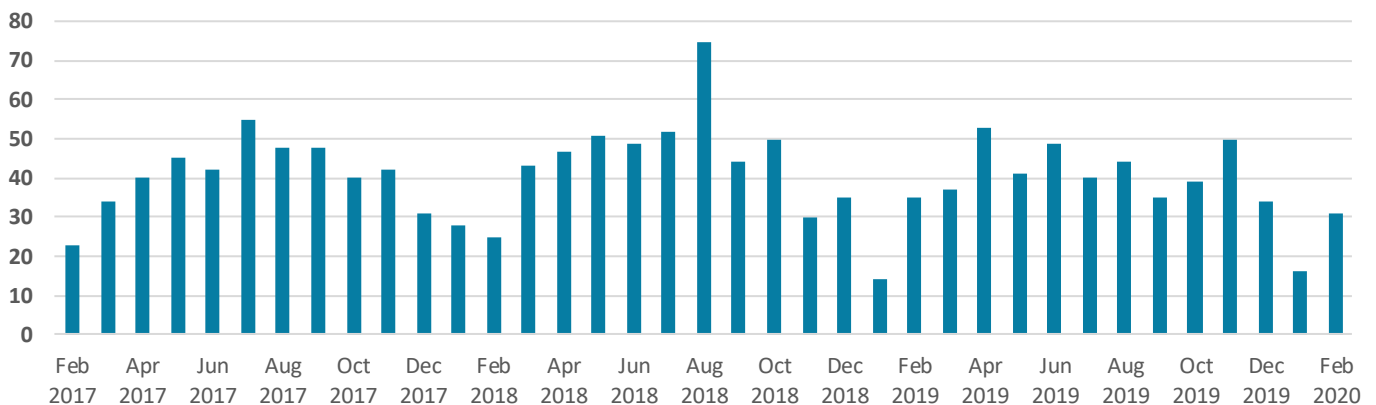


	Feb 2020	Jan 2020	MOM	Feb 2019	YOY	2020	2019	YTD
Median Sales Price	\$175,000	\$127,200	▲ 37.6%	\$149,000	▲ 17.4%	\$175,000	\$155,500	▲ 12.5%
Closed Sales	31	16	▲ 93.8%	35	▼ -11.4%	47	49	▼ -4.1%
New Listings	41	42	▼ -2.4%	36	▲ 13.9%	83	73	▲ 13.7%
Pending Sales	42	33	▲ 27.3%	35	▲ 20.0%	75	67	▲ 11.9%
Days on Market	64	85	▼ -24.7%	55	▲ 16.4%	73	62	▲ 17.7%
Price per Square Foot	\$112	\$95	▲ 17.9%	\$95	▲ 17.9%	\$106	\$101	▲ 5.0%
% of Ask Received	98.5%	96.3%	▲ 2.3%	97.0%	▲ 1.5%	97.7%	96.4%	▲ 1.3%
Active Inventory	85	95	▼ -10.5%	79	▲ 7.6%			
Absorption Rate	2.7	5.9	▼ -54.2%	2.3	▲ 17.4%			

## Median Sales Price



## Number of Closed Sales



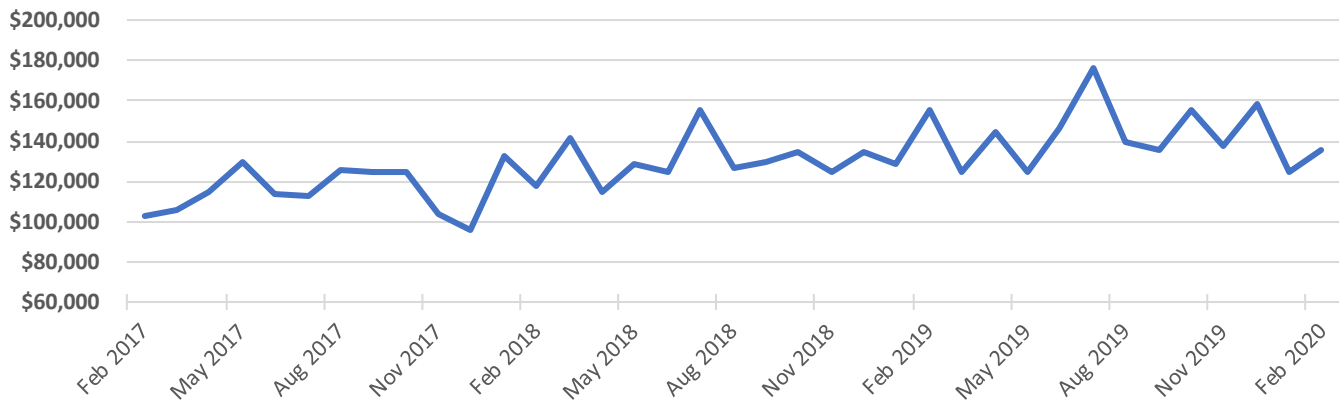
# Shelby County

Data for single family homes in Shelby County.



	Feb 2020	Jan 2020	MOM	Feb 2019	YOY	2020	2019	YTD
Median Sales Price	\$136,000	\$124,700	▲ 9.1%	\$155,000	▼ -12.3%	\$130,000	\$132,450	▼ -1.8%
Closed Sales	33	22	▲ 50.0%	33	■ 0.0%	55	64	▼ -14.1%
New Listings	47	41	▲ 14.6%	38	▲ 23.7%	88	77	▲ 14.3%
Pending Sales	49	37	▲ 32.4%	37	▲ 32.4%	86	77	▲ 11.7%
Days on Market	45	68	▼ -33.8%	53	▼ -15.1%	55	56	▼ -1.8%
Price per Square Foot	\$88	\$102	▼ -13.7%	\$78	▲ 12.8%	\$93	\$74	▲ 25.7%
% of Ask Received	95.1%	95.0%	▲ 0.1%	95.4%	▼ -0.3%	95.0%	93.4%	▲ 1.7%
Active Inventory	69	68	▲ 1.5%	77	▼ -10.4%			
Absorption Rate	2.1	3.1	▼ -32.3%	2.3	▼ -8.7%			

## Median Sales Price



## Number of Closed Sales

