

# MARKET INSIGHTS REPORT

MARCH 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. "

"Despite COVID-19, March set new records as activity in the early part of the month was so strong it compensated for the post "stay-at-home" slowdown," said Shelley Specchio, MIBOR CEO. "For the month, sales were up 5.8% over last year and the median sales price rose to \$209,000, an all-time record high price. However, with the impact of COVID-19 beginning to take hold, its uncertain as to how it will affect the real estate market moving forward."

"REALTORS® are working hard to provide new homebuying and selling experiences. Real estate services are now being conducted virtually, including virtual showings. The housing market is open for business and REALTORS® are ready to help, however it is not business as usual as we all adapt during these times."

Dr. Elliot Eisenberg, an internationally acclaimed economist and public speaker says, "Because of Indianapolis' reasonably diverse economy and large employment in the health, pharmaceutical and technology sectors, it should be somewhat protected from the worst of the post-Covid impacts, outside of the obvious impacts on tourism." Eisenberg goes on to say, "Looking forward, I expect to see meaningful declines in housing activity in April, and when stay-at-home orders are lifted, sales will somewhat rebound. Hopefully, 20Q2 will soon be remembered as a small blip in an otherwise secular good housing market."

Year over year data for March

- Median sales price increased 14.8 percent to \$209,000
- Average days on market decreased 25.0 to 39
- Current active listings decreased to 4,032

## Contents

<b>MIBOR SERVICE AREA</b>	<b>(1-5)</b>
<b>BARTHOLOMEW COUNTY</b>	<b>(6)</b>
<b>BOONE COUNTY</b>	<b>(7)</b>
<b>BROWN COUNTY</b>	<b>(8)</b>
<b>DECATUR COUNTY</b>	<b>(9)</b>
<b>HAMILTON COUNTY</b>	<b>(10)</b>
<b>HANCOCK COUNTY</b>	<b>(11)</b>
<b>HENDRICKS COUNTY</b>	<b>(12)</b>
<b>JACKSON COUNTY</b>	<b>(13)</b>
<b>JENNINGS COUNTY</b>	<b>(14)</b>
<b>JOHNSON COUNTY</b>	<b>(15)</b>
<b>MADISON COUNTY</b>	<b>(16)</b>
<b>MARION COUNTY</b>	<b>(17)</b>
<b>MONTGOMERY COUNTY</b>	<b>(18)</b>
<b>MORGAN COUNTY</b>	<b>(19)</b>
<b>PUTNAM COUNTY</b>	<b>(20)</b>
<b>SHELBY COUNTY</b>	<b>(21)</b>

# MARKET SUMMARY



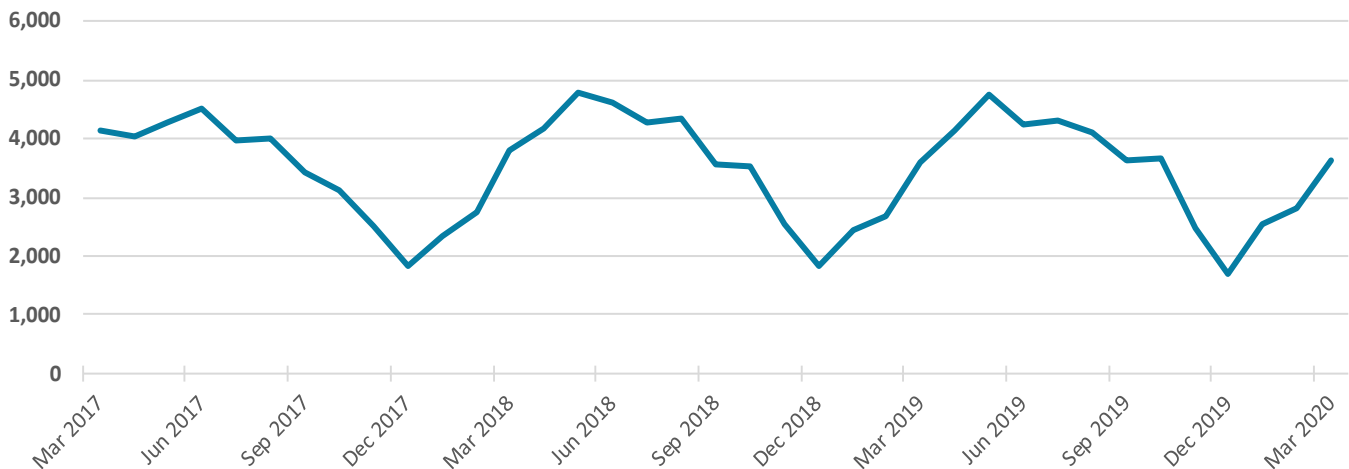
INCLUDES DATA FROM THE FOLLOWING COUNTIES FOR SINGLE FAMILY HOMES: BARTHOLOMEW, BOONE, BROWN, DECATUR, HAMILTON, HANCOCK, HENDRICKS, JACKSON, JENNINGS, JOHNSON, MADISON, MARION, MONTGOMERY, MORGAN, PUTNAM, SHELBY.

	Mar 2020	Feb 2020	MOM	Mar 2019	YOY	2020	2019	YTD
Median Sales Price	\$209,000	\$188,000	▲ 11.2%	\$182,000	▲ 14.8%	\$194,950	\$176,000	▲ 10.8%
Closed Sales	2,903	2,107	▲ 37.8%	2,744	▲ 5.8%	6,852	6,396	▲ 7.1%
New Listings	3,636	2,812	▲ 29.3%	3,581	▲ 1.5%	9,009	8,704	▲ 3.5%
Pending Sales	3,353	2,963	▲ 13.2%	3,312	▲ 1.2%	8,975	8,270	▲ 8.5%
Days on Market	39	59	▼ -33.9%	52	▼ -25.0%	54	58	▼ -6.9%
Price per Square Foot	\$118	\$113	▲ 4.4%	\$110	▲ 7.3%	\$114	\$106	▲ 7.5%
% of Ask Received	97.9%	97.2%	▲ 0.7%	97.5%	▲ 0.4%	97.4%	97.0%	▲ 0.4%
Active Inventory	4,032	3,906	▲ 3.2%	4,622	▼ -12.8%			
Absorption Rate	1.4	1.9	▼ -26.3%	1.7	▼ -17.6%			

## New Listings

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

March 2020	Month over Month Change	Year over Year Change	Year to Date Change
3,636	▲ 29.3%	▲ 1.5%	▲ 3.5%

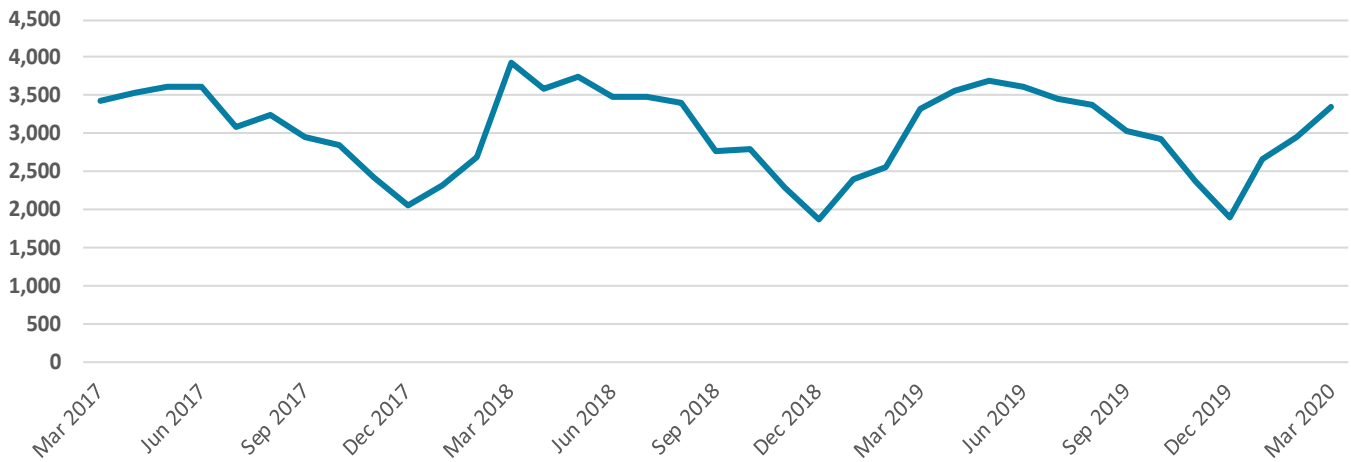


# Pending Sales

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



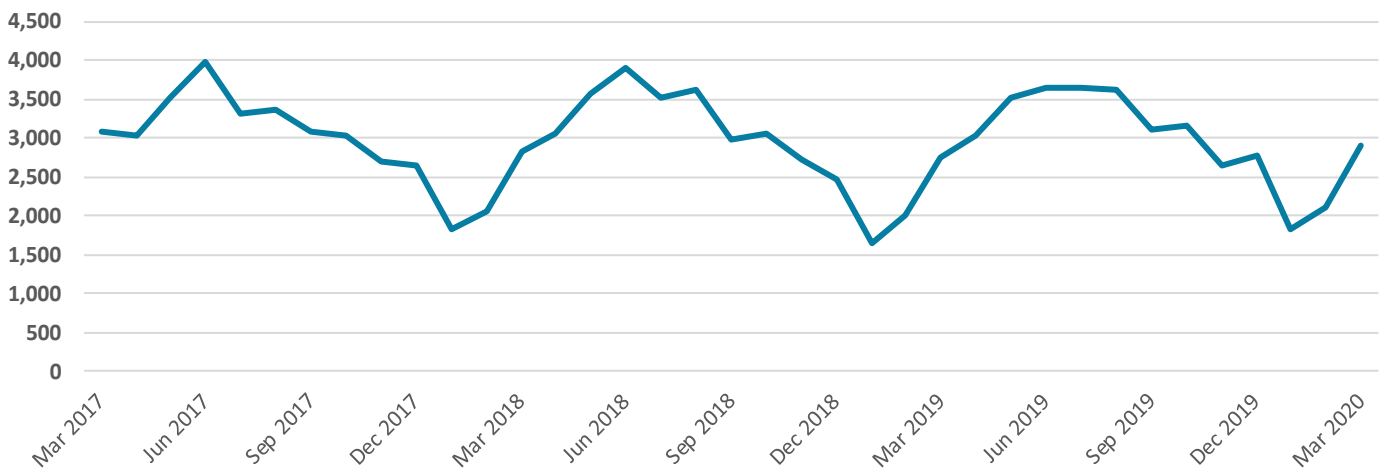
March 2020	Month over Month Change	Year over Year Change	Year to Date Change
<b>3,353</b>	<b>13.2%</b>	<b>1.2%</b>	<b>8.5%</b>



# Closed Sales

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

March 2020	Month over Month Change	Year over Year Change	Year to Date Change
<b>2,903</b>	<b>37.8%</b>	<b>5.8%</b>	<b>7.1%</b>

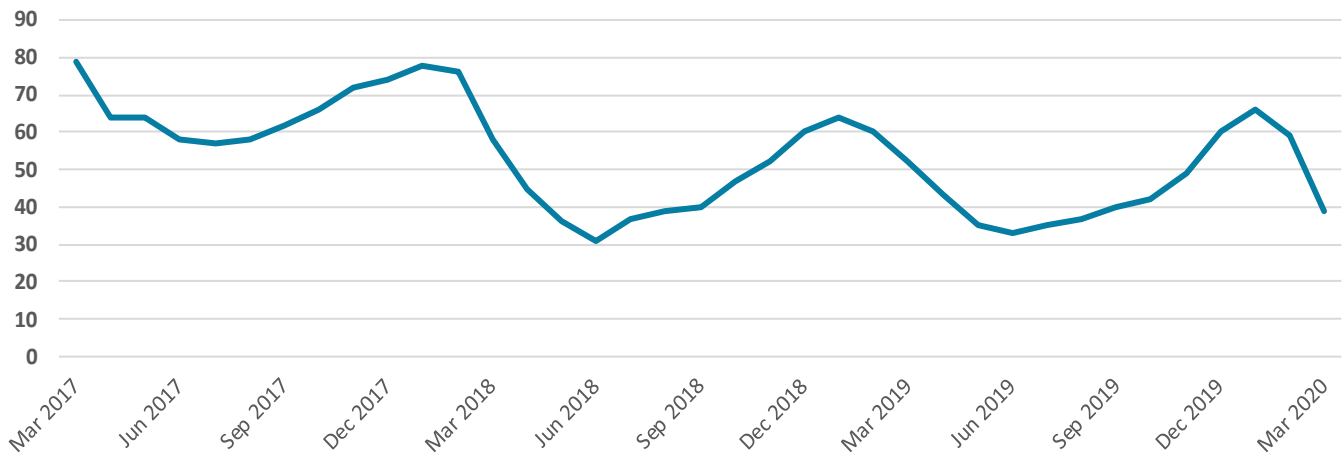


# Cumulative Days on Market

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



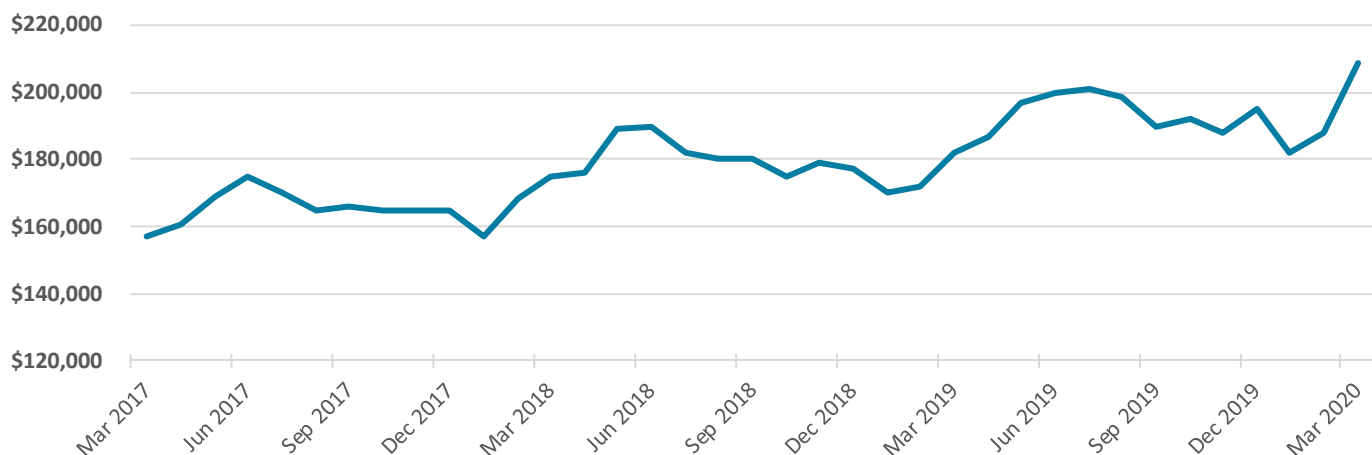
March 2020	Month over Month Change	Year over Year Change	Year to Date Change
<b>39</b>	<b>-33.9%</b>	<b>-25.0%</b>	<b>-6.9%</b>



# 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.

March 2020	Month over Month Change	Year over Year Change	Year to Date Change
<b>\$209,000</b>	<b>11.2%</b>	<b>14.8%</b>	<b>10.8%</b>

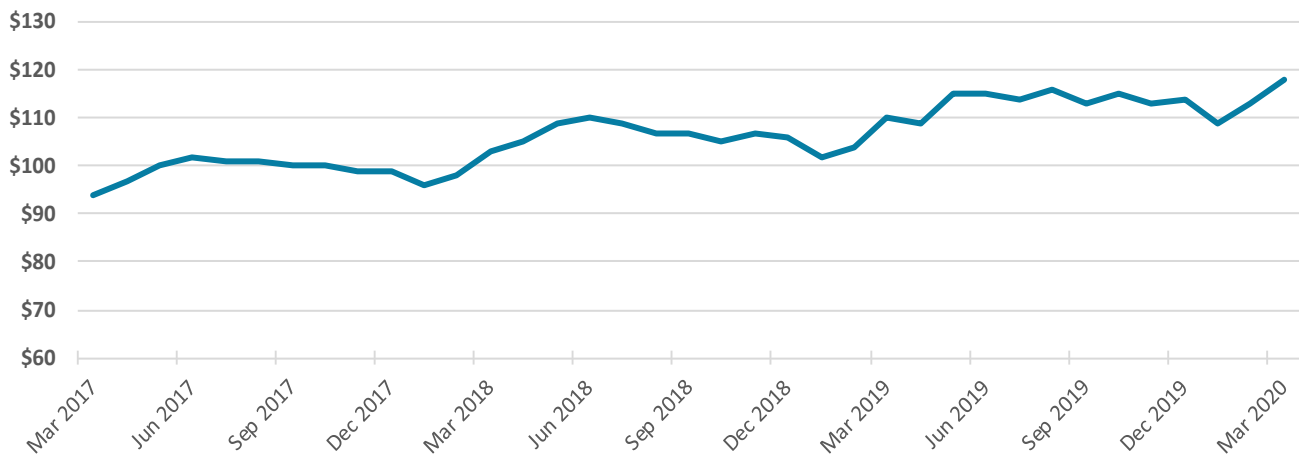


# Sold Price per Square Foot

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



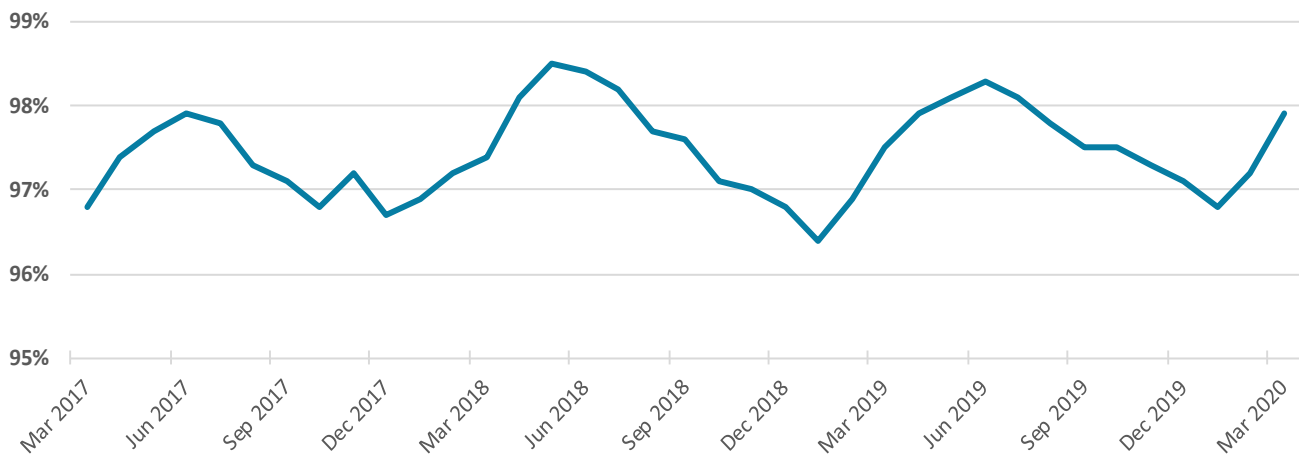
March 2020	Month over Month Change	Year over Year Change	Year to Date Change
<b>\$118</b>	<b>4.4%</b>	<b>7.3%</b>	<b>7.5%</b>



# Percent of Ask Price Received

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



March 2020	Month over Month Change	Year over Year Change	Year to Date Change
<b>97.9%</b>	<b>0.7%</b>	<b>0.4%</b>	<b>0.4%</b>

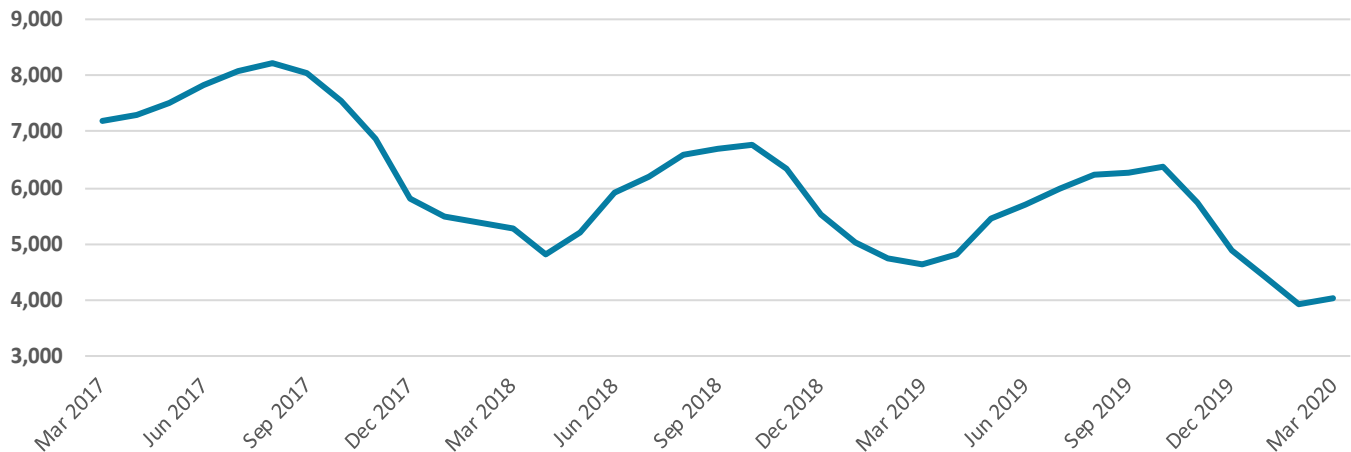


# Active Inventory

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.





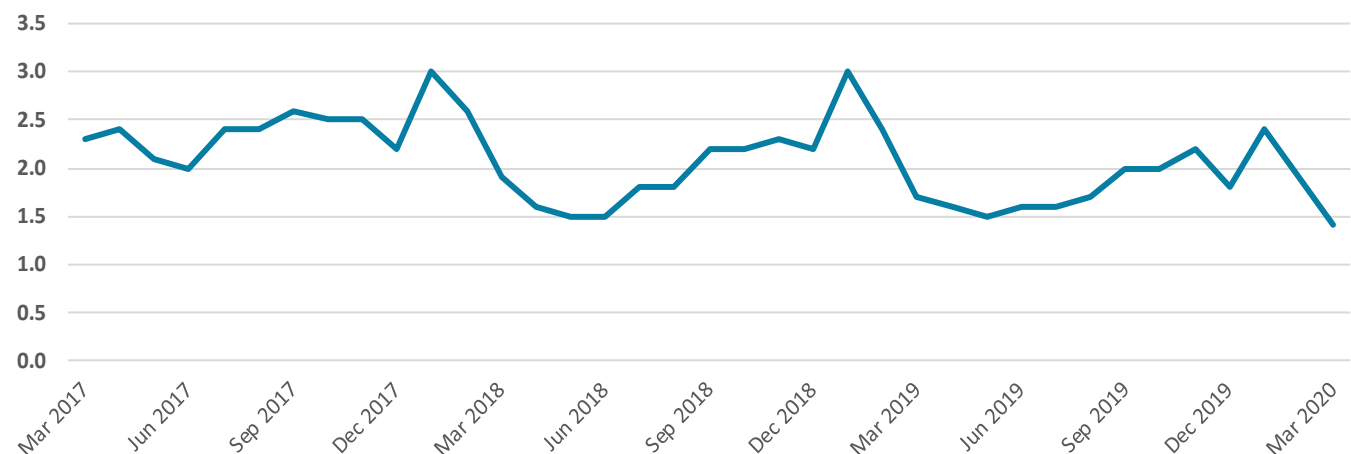
March 2020	Month over Month Change	Year over Year Change
<b>4,032</b>	 <b>3.2%</b>	 <b>-12.8%</b>



# 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.

March 2020	Month over Month Change	Year over Year Change
<b>1.4</b>	 <b>-26.3%</b>	 <b>-17.6%</b>



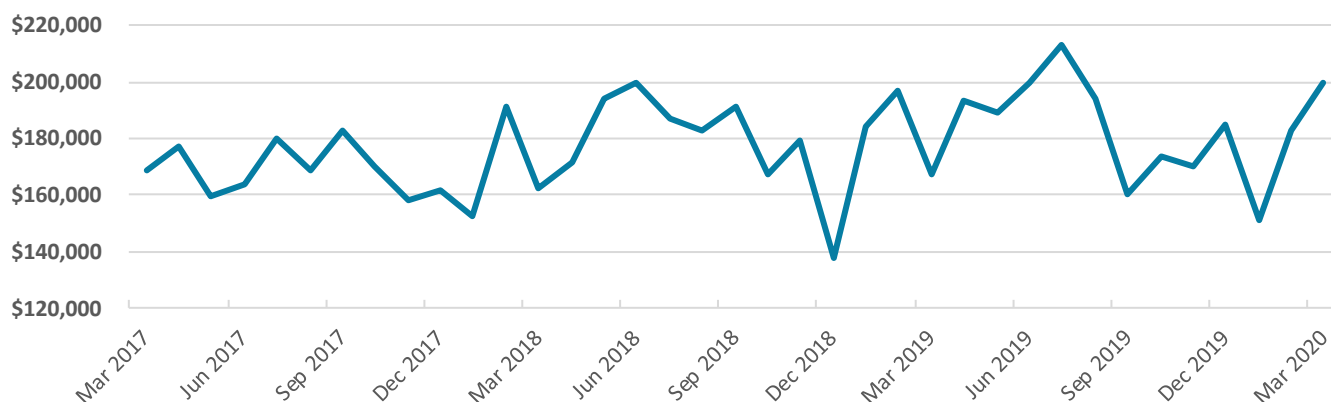
# Bartholomew County

Data for single family homes in Bartholomew County.

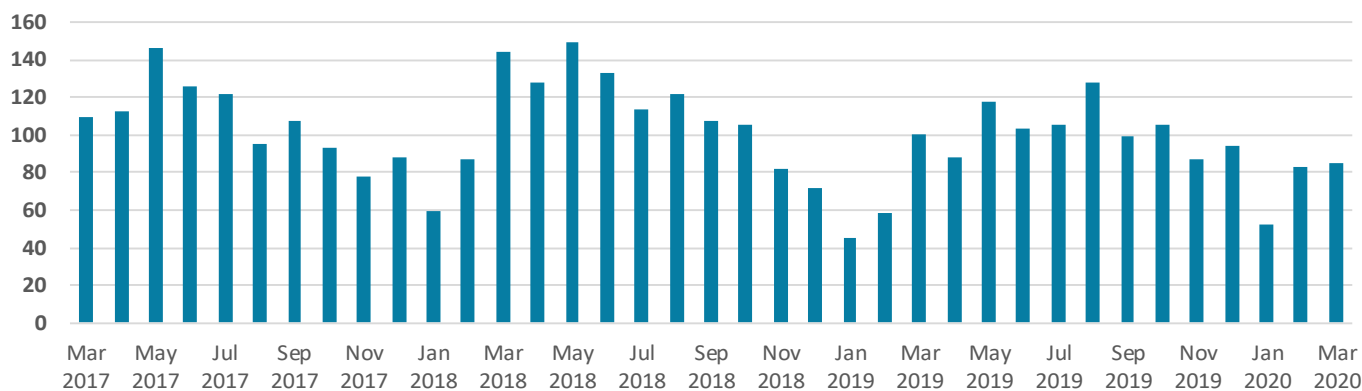


	Mar 2020	Feb 2020	MOM	Mar 2019	YOY	2020	2019	YTD
Median Sales Price	\$200,000	\$183,000	▲ 9.3%	\$167,000	▲ 19.8%	\$183,450	\$174,900	▲ 4.9%
Closed Sales	85	83	▲ 2.4%	100	▼ -15.0%	220	203	▲ 8.4%
New Listings	109	89	▲ 22.5%	93	▲ 17.2%	301	258	▲ 16.7%
Pending Sales	100	84	▲ 19.0%	96	▲ 4.2%	280	250	▲ 12.0%
Days on Market	47	47	■ 0.0%	55	▼ -14.5%	48	59	▼ -18.6%
Price per Square Foot	\$133	\$119	▲ 11.8%	\$103	▲ 29.1%	\$120	\$110	▲ 9.1%
% of Ask Received	97.6%	96.3%	▲ 1.3%	96.3%	▲ 1.3%	96.4%	96.8%	▼ -0.4%
Active Inventory	140	126	▲ 11.1%	144	▼ -2.8%			
Absorption Rate	1.6	1.5	▲ 6.7%	1.4	▲ 14.3%			

## Median Sales Price



## Number of Closed Sales



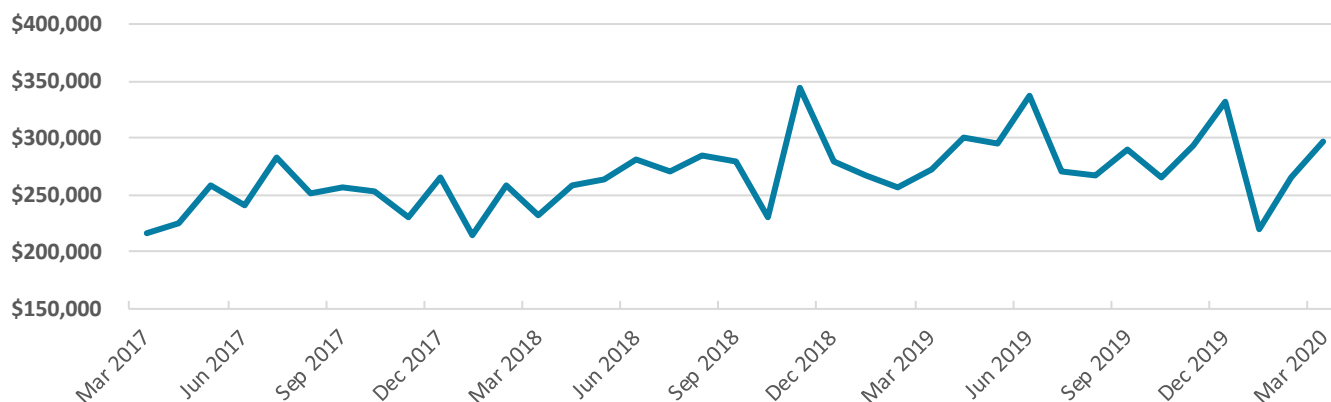
# Boone County

Data for single family homes in Boone County.

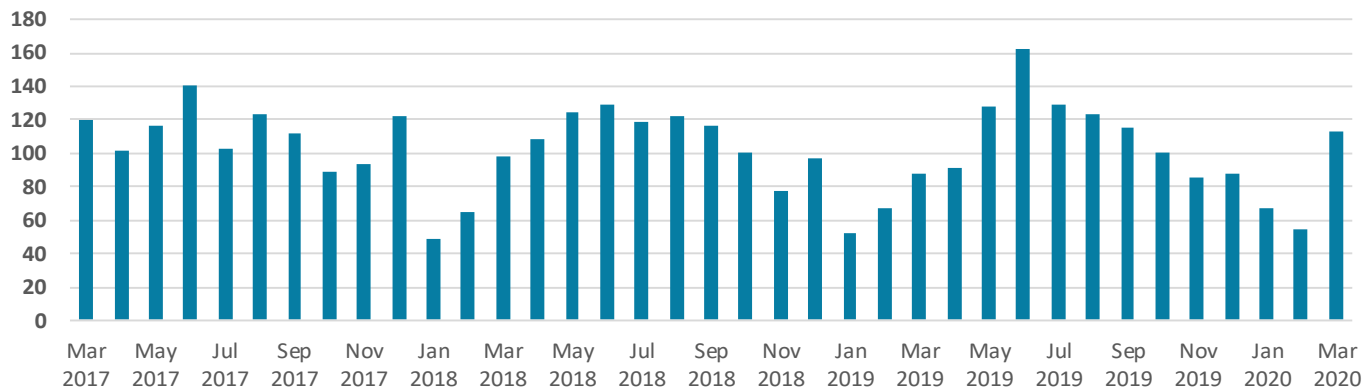


	Mar 2020	Feb 2020	MOM	Mar 2019	YOY	2020	2019	YTD
Median Sales Price	\$296,000	\$265,000	▲ 11.7%	\$271,363	▲ 9.1%	\$265,000	\$265,000	▲ 0.0%
Closed Sales	113	54	▲ 109.3%	88	▲ 28.4%	234	207	▲ 13.0%
New Listings	138	96	▲ 43.8%	128	▲ 7.8%	330	319	▲ 3.4%
Pending Sales	136	99	▲ 37.4%	114	▲ 19.3%	330	281	▲ 17.4%
Days on Market	54	71	▼ -23.9%	61	▼ -11.5%	70	78	▼ -10.3%
Price per Square Foot	\$135	\$142	▼ -4.9%	\$132	▲ 2.3%	\$134	\$128	▲ 4.7%
% of Ask Received	98.2%	97.1%	▲ 1.1%	97.6%	▲ 0.6%	97.3%	97.3%	▲ 0.0%
Active Inventory	168	177	▼ -5.1%	217	▼ -22.6%			
Absorption Rate	1.5	3.3	▼ -54.5%	2.5	▼ -40.0%			

## Median Sales Price



## Number of Closed Sales





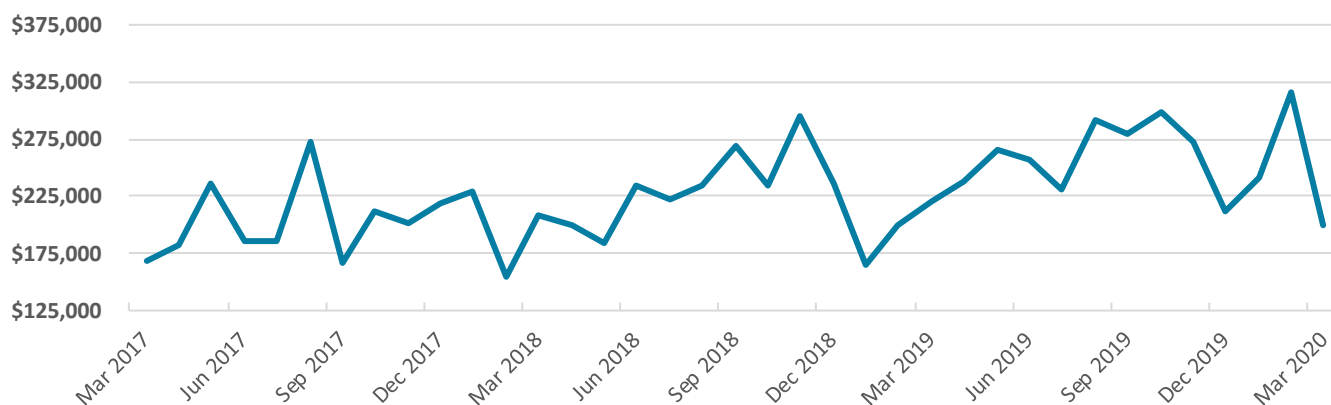
# Brown County

Data for single family homes in Brown County.

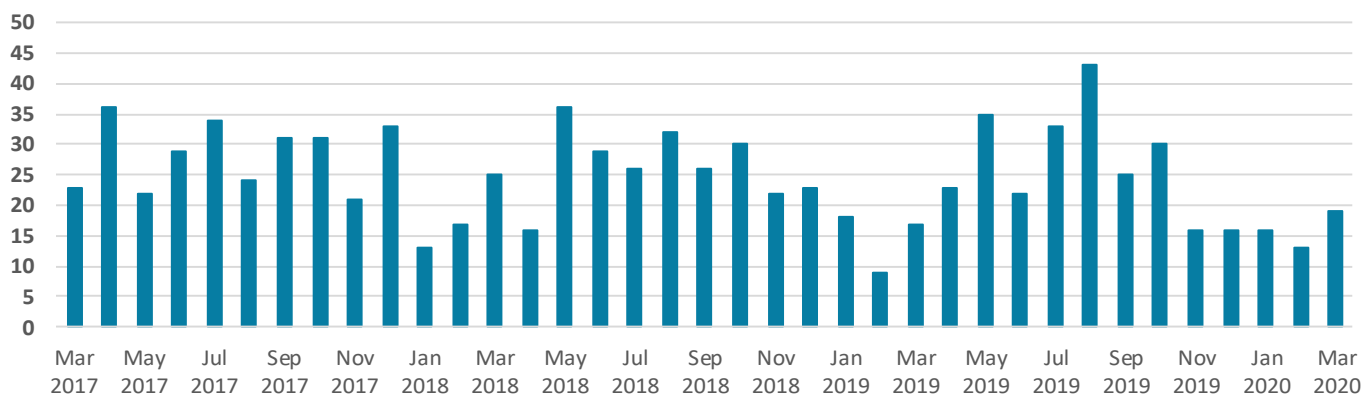


	Mar 2020	Feb 2020	MOM	Mar 2019	YOY	2020	2019	YTD
Median Sales Price	\$199,933	\$316,000	▼ -36.7%	\$220,000	▼ -9.1%	\$233,700	\$191,000	▲ 22.4%
Closed Sales	19	13	▲ 46.2%	17	▲ 11.8%	48	44	▲ 9.1%
New Listings	29	34	▼ -14.7%	37	▼ -21.6%	89	81	▲ 9.9%
Pending Sales	26	22	▲ 18.2%	26	▬ 0.0%	72	54	▲ 33.3%
Days on Market	67	71	▼ -5.6%	59	▲ 13.6%	78	74	▲ 5.4%
Price per Square Foot	\$153	\$201	▼ -23.9%	\$143	▲ 7.0%	\$179	\$147	▲ 21.8%
% of Ask Received	96.2%	96.0%	▲ 0.2%	96.9%	▼ -0.7%	95.3%	94.7%	▲ 0.6%
Active Inventory	78	74	▲ 5.4%	91	▼ -14.3%			
Absorption Rate	4.1	5.7	▼ -28.1%	5.4	▼ -24.1%			

## Median Sales Price



## Number of Closed Sales



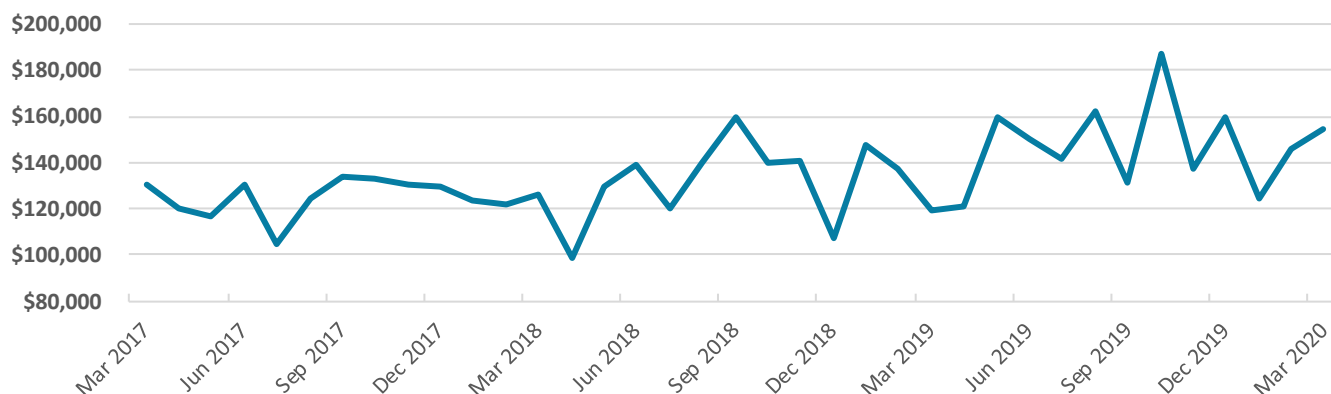
# Decatur County

Data for single family homes in Decatur County.

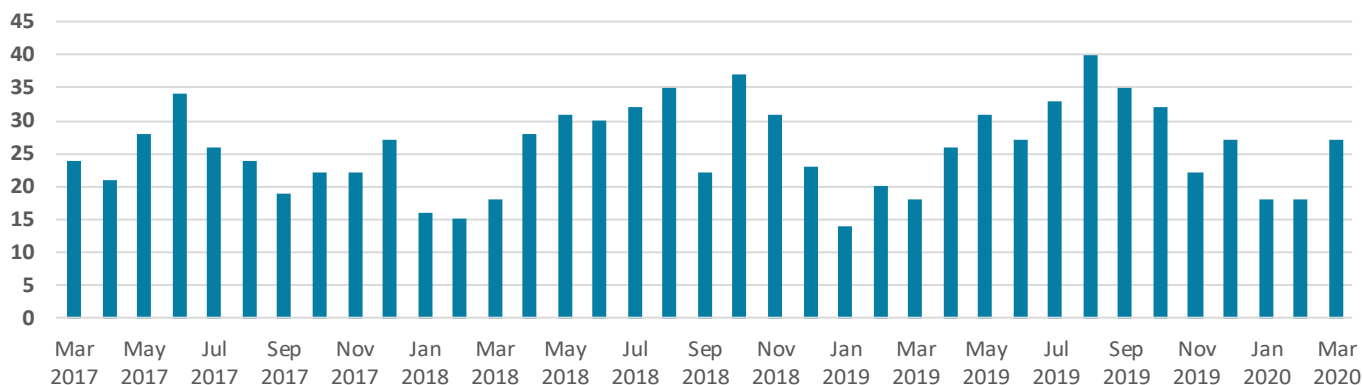


	Mar 2020	Feb 2020	MOM	Mar 2019	YOY	2020	2019	YTD
Median Sales Price	\$155,000	\$146,000	▲ 6.2%	\$119,500	▲ 29.7%	\$150,000	\$134,500	▲ 11.5%
Closed Sales	27	18	▲ 50.0%	18	▲ 50.0%	63	52	▲ 21.2%
New Listings	28	25	▲ 12.0%	35	▼ -20.0%	71	76	▼ -6.6%
Pending Sales	26	35	▼ -25.7%	26	■ 0.0%	86	68	▲ 26.5%
Days on Market	56	72	▼ -22.2%	70	▼ -20.0%	67	86	▼ -22.1%
Price per Square Foot	\$109	\$99	▲ 10.1%	\$82	▲ 32.9%	\$102	\$89	▲ 14.6%
% of Ask Received	96.0%	98.9%	▼ -2.9%	93.8%	▲ 2.3%	96.5%	93.8%	▲ 2.9%
Active Inventory	37	39	▼ -5.1%	63	▼ -41.3%			
Absorption Rate	1.4	2.2	▼ -36.4%	3.5	▼ -60.0%			

## Median Sales Price



## Number of Closed Sales



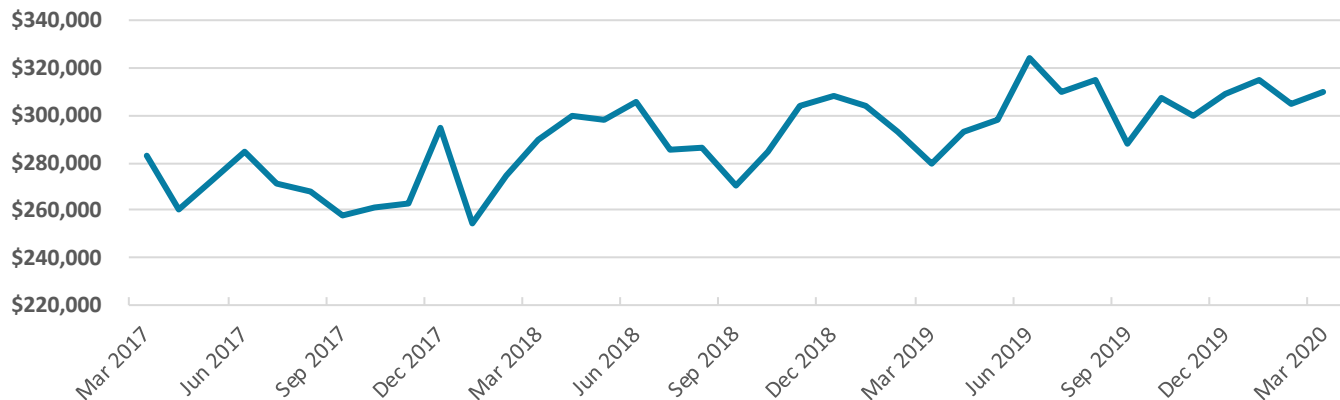
# Hamilton County

Data for single family homes in Hamilton County.

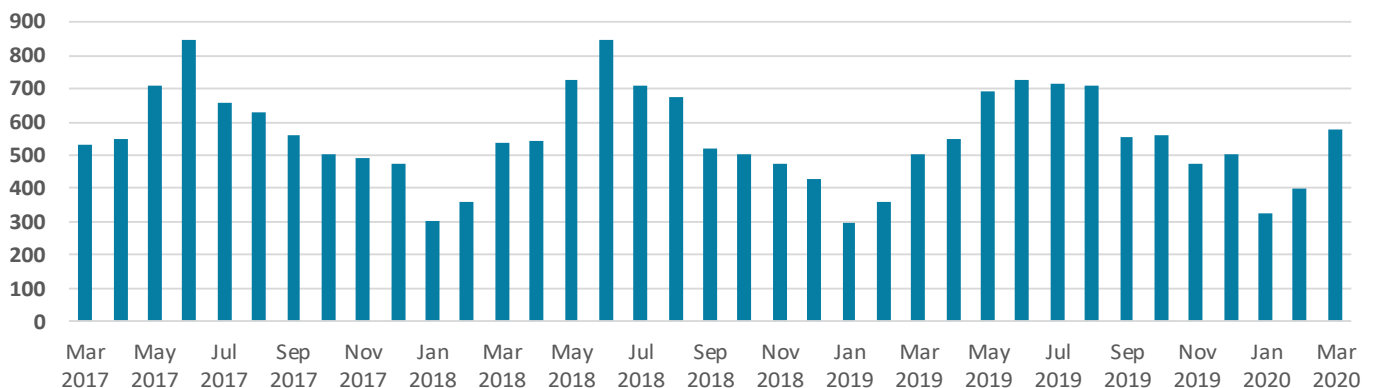


	Mar 2020	Feb 2020	MOM	Mar 2019	YOY	2020	2019	YTD
Median Sales Price	\$310,143	\$304,500	▲ 1.9%	\$279,995	▲ 10.8%	\$310,000	\$292,500	▲ 6.0%
Closed Sales	578	402	▲ 43.8%	505	▲ 14.5%	1,305	1,160	▲ 12.5%
New Listings	722	516	▲ 39.9%	718	▲ 0.6%	1,678	1,728	▼ -2.9%
Pending Sales	615	561	▲ 9.6%	646	▼ -4.8%	1,662	1,548	▲ 7.4%
Days on Market	41	72	▼ -43.1%	62	▼ -33.9%	61	66	▼ -7.6%
Price per Square Foot	\$139	\$138	▲ 0.7%	\$133	▲ 4.5%	\$138	\$133	▲ 3.8%
% of Ask Received	98.4%	97.9%	▲ 0.5%	98.3%	▲ 0.1%	98.1%	97.9%	▲ 0.2%
Active Inventory	844	775	▲ 8.9%	1018	▼ -17.1%			
Absorption Rate	1.5	1.9	▼ -21.1%	2.0	▼ -25.0%			

## Median Sales Price



## Number of Closed Sales



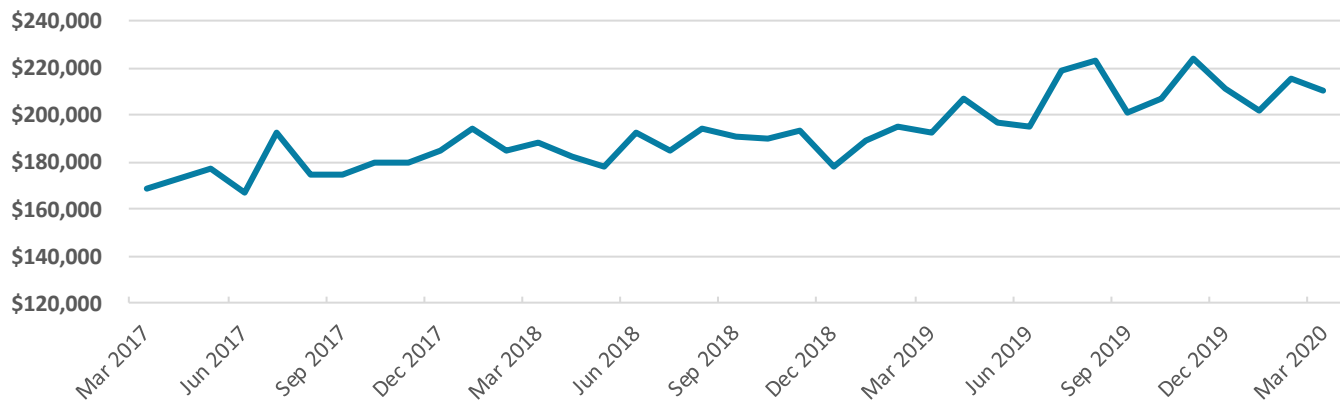
# Hancock County

Data for single family homes in Hancock County.

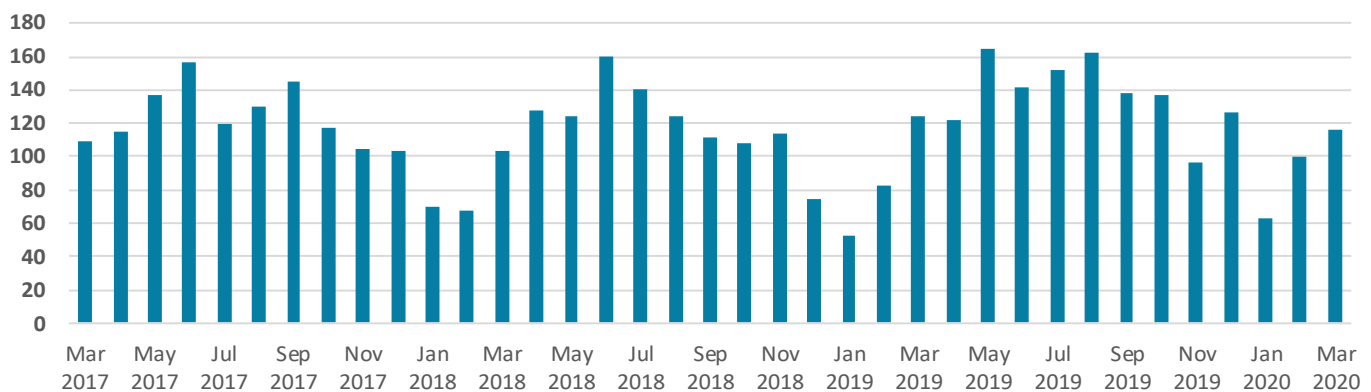


	Mar 2020	Feb 2020	MOM	Mar 2019	YOY	2020	2019	YTD
Median Sales Price	\$210,450	\$215,250	▼ -2.2%	\$192,594	▲ 9.3%	\$209,900	\$193,500	▲ 8.5%
Closed Sales	116	100	▲ 16.0%	124	▼ -6.5%	279	260	▲ 7.3%
New Listings	107	103	▲ 3.9%	162	▼ -34.0%	326	383	▼ -14.9%
Pending Sales	117	131	▼ -10.7%	130	▼ -10.0%	358	355	▲ 0.8%
Days on Market	35	55	▼ -36.4%	57	▼ -38.6%	55	60	▼ -8.3%
Price per Square Foot	\$110	\$110	■ 0.0%	\$103	▲ 6.8%	\$109	\$103	▲ 5.8%
% of Ask Received	98.6%	98.0%	▲ 0.6%	98.5%	▲ 0.1%	98.1%	97.8%	▲ 0.3%
Active Inventory	132	141	▼ -6.4%	194	▼ -32.0%			
Absorption Rate	1.1	1.4	▼ -21.4%	1.6	▼ -31.3%			

## Median Sales Price



## Number of Closed Sales



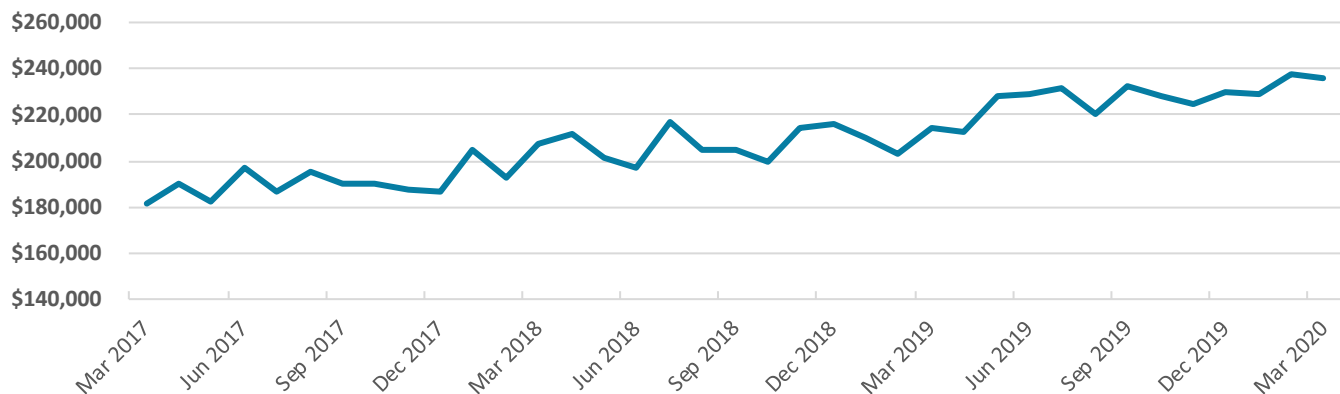
# Hendricks County

Data for single family homes in Hendricks County.

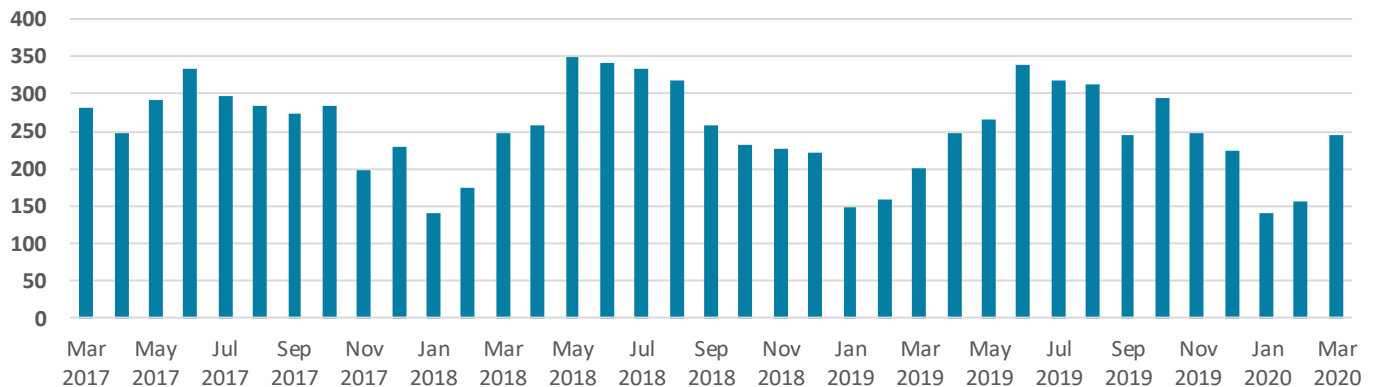


	Mar 2020	Feb 2020	MOM	Mar 2019	YOY	2020	2019	YTD
Median Sales Price	\$236,015	\$237,950	▼ -0.8%	\$214,000	▲ 10.3%	\$235,000	\$209,500	▲ 12.2%
Closed Sales	244	156	▲ 56.4%	201	▲ 21.4%	540	508	▲ 6.3%
New Listings	288	214	▲ 34.6%	280	▲ 2.9%	690	644	▲ 7.1%
Pending Sales	245	234	▲ 4.7%	267	▼ -8.2%	684	642	▲ 6.5%
Days on Market	30	51	▼ -41.2%	43	▼ -30.2%	49	50	▼ -2.0%
Price per Square Foot	\$116	\$115	▲ 0.9%	\$108	▲ 7.4%	\$116	\$109	▲ 6.4%
% of Ask Received	98.7%	98.4%	▲ 0.3%	99.0%	▼ -0.3%	98.5%	98.4%	▲ 0.1%
Active Inventory	270	235	▲ 14.9%	262	▲ 3.1%			
Absorption Rate	1.1	1.5	▼ -26.7%	1.3	▼ -15.4%			

## Median Sales Price



## Number of Closed Sales



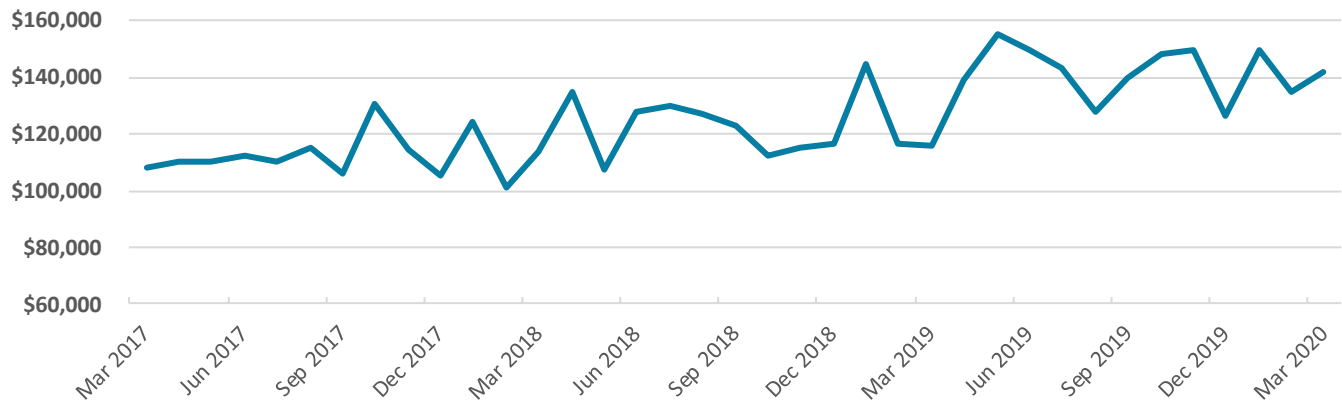
# Jackson County

Data for single family homes in Jackson County.

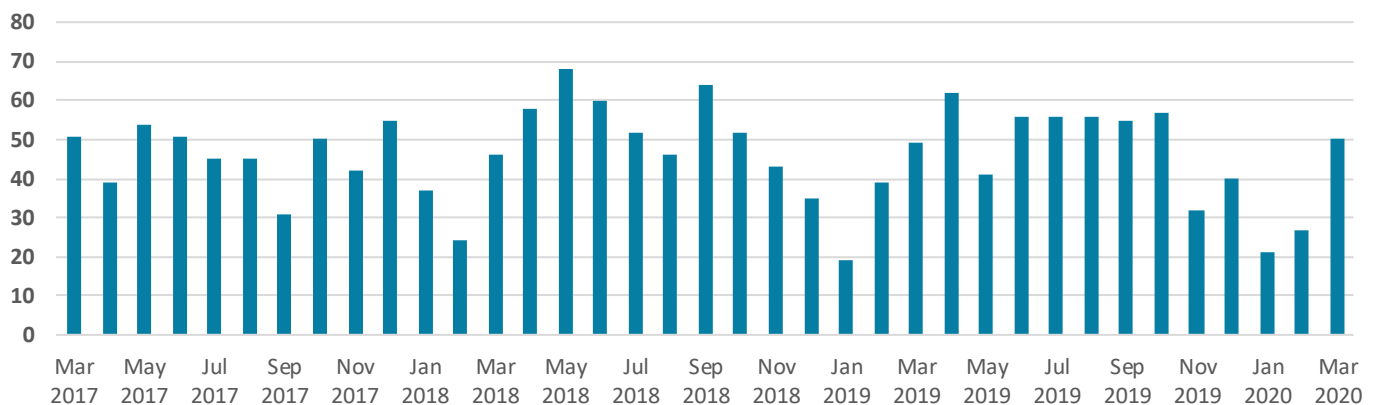


	Mar 2020	Feb 2020	MOM	Mar 2019	YOY	2020	2019	YTD
Median Sales Price	\$141,700	\$135,000	▲ 5.0%	\$116,000	▲ 22.2%	\$141,700	\$122,000	▲ 16.1%
Closed Sales	50	27	▲ 85.2%	49	▲ 2.0%	98	107	▼ -8.4%
New Listings	50	39	▲ 28.2%	56	▼ -10.7%	132	150	▼ -12.0%
Pending Sales	45	44	▲ 2.3%	59	▼ -23.7%	128	148	▼ -13.5%
Days on Market	34	141	▼ -75.9%	68	▼ -50.0%	79	57	▲ 38.6%
Price per Square Foot	\$98	\$95	▲ 3.2%	\$88	▲ 11.4%	\$97	\$84	▲ 15.5%
% of Ask Received	96.4%	96.1%	▲ 0.3%	97.9%	▼ -1.5%	96.4%	97.6%	▼ -1.2%
Active Inventory	55	57	▼ -3.5%	86	▼ -36.0%			
Absorption Rate	1.1	2.1	▼ -47.6%	1.8	▼ -38.9%			

## Median Sales Price



## Number of Closed Sales



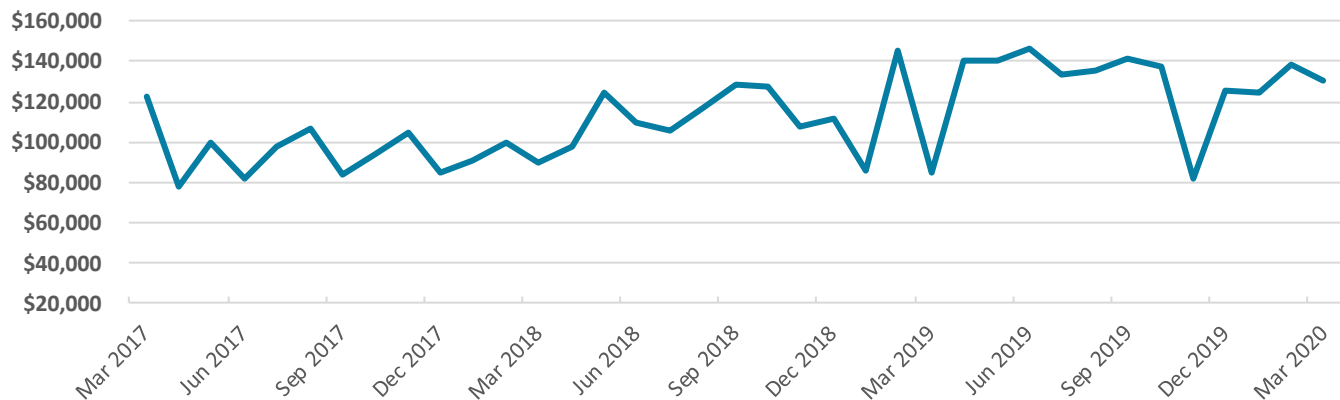
# Jennings County

Data for single family homes in Jennings County.

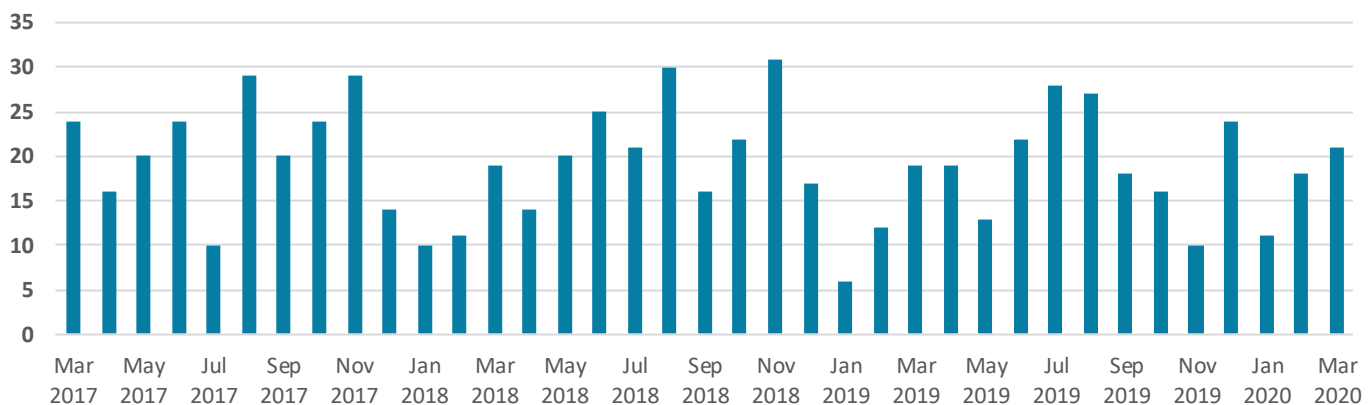


	Mar 2020	Feb 2020	MOM	Mar 2019	YOY	2020	2019	YTD
Median Sales Price	\$130,000	\$138,250	▼ -6.0%	\$84,500	▲ 53.8%	\$133,175	\$95,000	▲ 40.2%
Closed Sales	21	18	▲ 16.7%	19	▲ 10.5%	50	37	▲ 35.1%
New Listings	29	21	▲ 38.1%	21	▲ 38.1%	78	50	▲ 56.0%
Pending Sales	21	19	▲ 10.5%	19	▲ 10.5%	66	47	▲ 40.4%
Days on Market	20	37	▼ -45.9%	27	▼ -25.9%	42	62	▼ -32.3%
Price per Square Foot	\$90	\$87	▲ 3.4%	\$79	▲ 13.9%	\$86	\$79	▲ 8.9%
% of Ask Received	97.0%	96.4%	▲ 0.6%	93.9%	▲ 3.3%	95.6%	92.9%	▲ 2.9%
Active Inventory	31	26	▲ 19.2%	32	▼ -3.1%			
Absorption Rate	1.5	1.4	▲ 7.1%	1.7	▼ -11.8%			

## Median Sales Price



## Number of Closed Sales



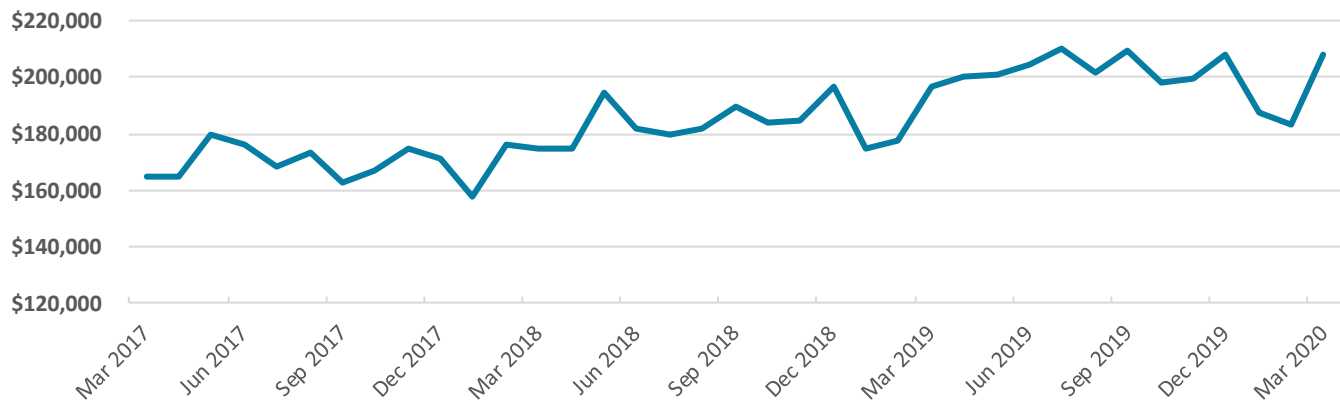
# Johnson County

Data for single family homes in Johnson County.

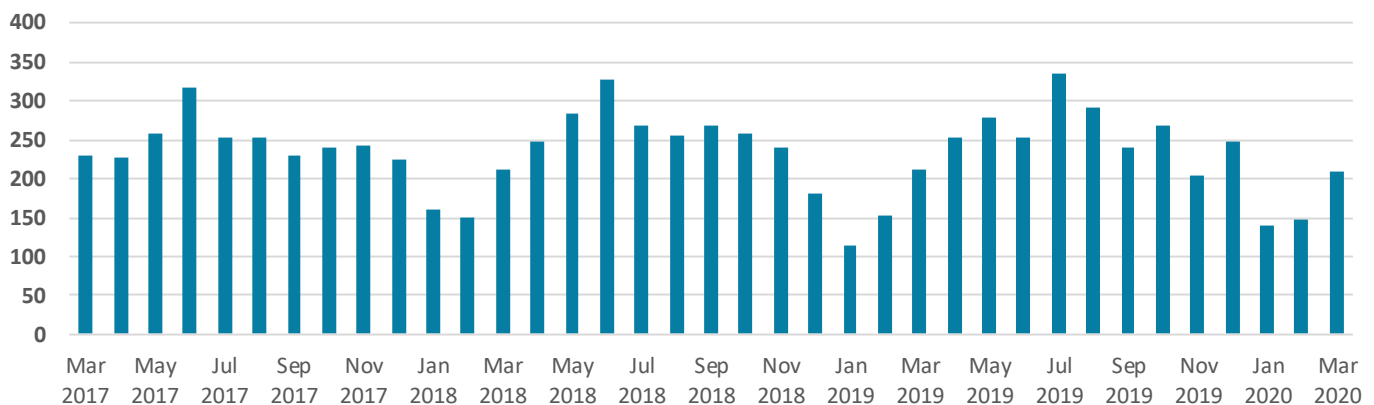


	Mar 2020	Feb 2020	MOM	Mar 2019	YOY	2020	2019	YTD
Median Sales Price	\$207,866	\$183,475	▲ 13.3%	\$197,000	▲ 5.5%	\$192,250	\$183,000	▲ 5.1%
Closed Sales	208	148	▲ 40.5%	211	▼ -1.4%	495	477	▲ 3.8%
New Listings	286	216	▲ 32.4%	255	▲ 12.2%	686	663	▲ 3.5%
Pending Sales	281	237	▲ 18.6%	261	▲ 7.7%	702	654	▲ 7.3%
Days on Market	32	49	▼ -34.7%	47	▼ -31.9%	45	54	▼ -16.7%
Price per Square Foot	\$115	\$118	▼ -2.5%	\$115	■ 0.0%	\$116	\$113	▲ 2.7%
% of Ask Received	98.5%	97.8%	▲ 0.7%	98.5%	■ 0.0%	98.1%	98.0%	▲ 0.1%
Active Inventory	244	249	▼ -2.0%	289	▼ -15.6%			
Absorption Rate	1.2	1.7	▼ -29.4%	1.4	▼ -14.3%			

## Median Sales Price



## Number of Closed Sales





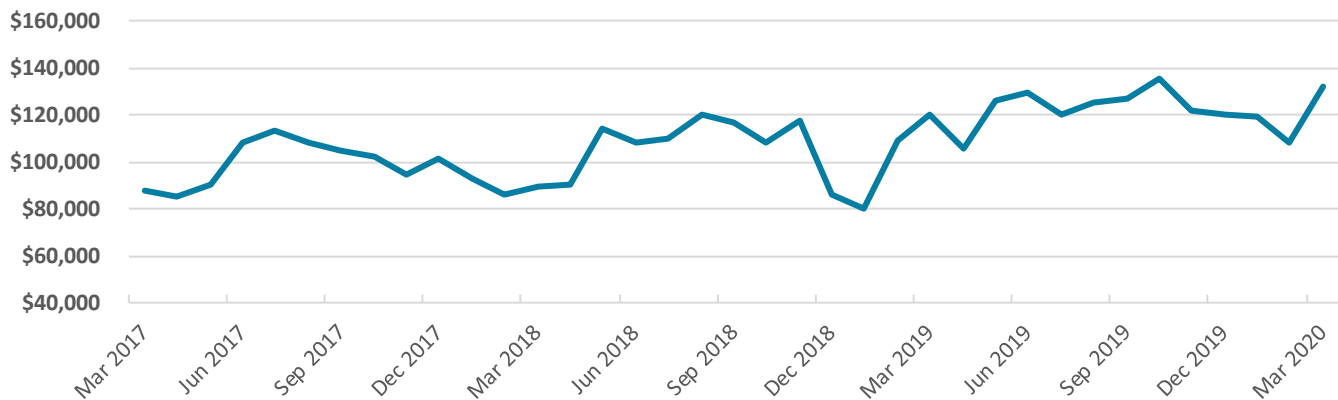
# Madison County

Data for single family homes in Madison County.

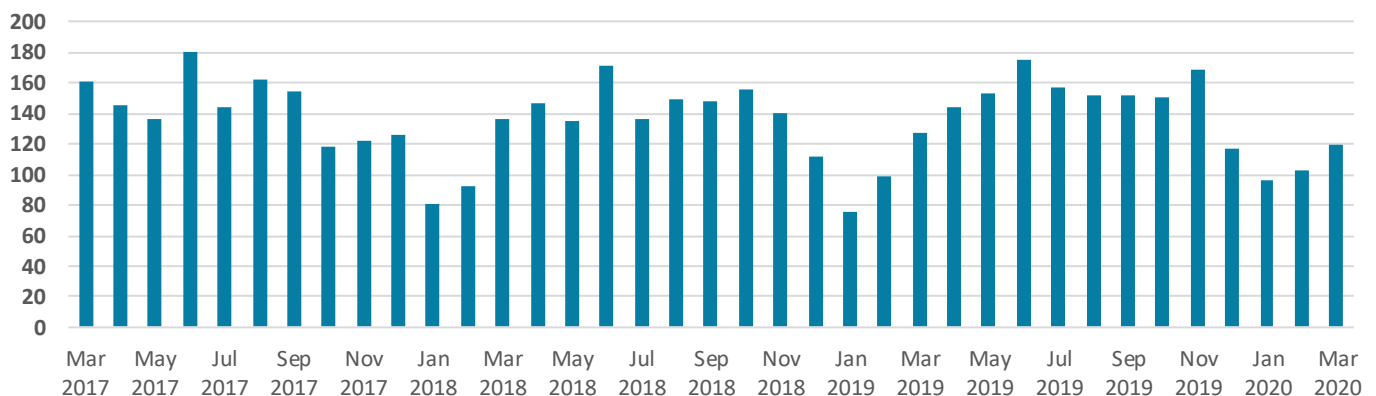


	Mar 2020	Feb 2020	MOM	Mar 2019	YOY	2020	2019	YTD
Median Sales Price	\$132,500	\$108,500	▲ 22.1%	\$119,900	▲ 10.5%	\$120,000	\$109,000	▲ 10.1%
Closed Sales	119	103	▲ 15.5%	128	▼ -7.0%	318	303	▲ 5.0%
New Listings	167	123	▲ 35.8%	141	▲ 18.4%	406	389	▲ 4.4%
Pending Sales	144	133	▲ 8.3%	151	▼ -4.6%	402	401	▲ 0.2%
Days on Market	45	64	▼ -29.7%	60	▼ -25.0%	56	61	▼ -8.2%
Price per Square Foot	\$76	\$71	▲ 7.0%	\$74	▲ 2.7%	\$74	\$68	▲ 8.8%
% of Ask Received	96.2%	96.6%	▼ -0.4%	95.5%	▲ 0.7%	96.2%	95.1%	▲ 1.2%
Active Inventory	219	209	▲ 4.8%	247	▼ -11.3%			
Absorption Rate	1.8	2.0	▼ -10.0%	1.9	▼ -5.3%			

## Median Sales Price



## Number of Closed Sales



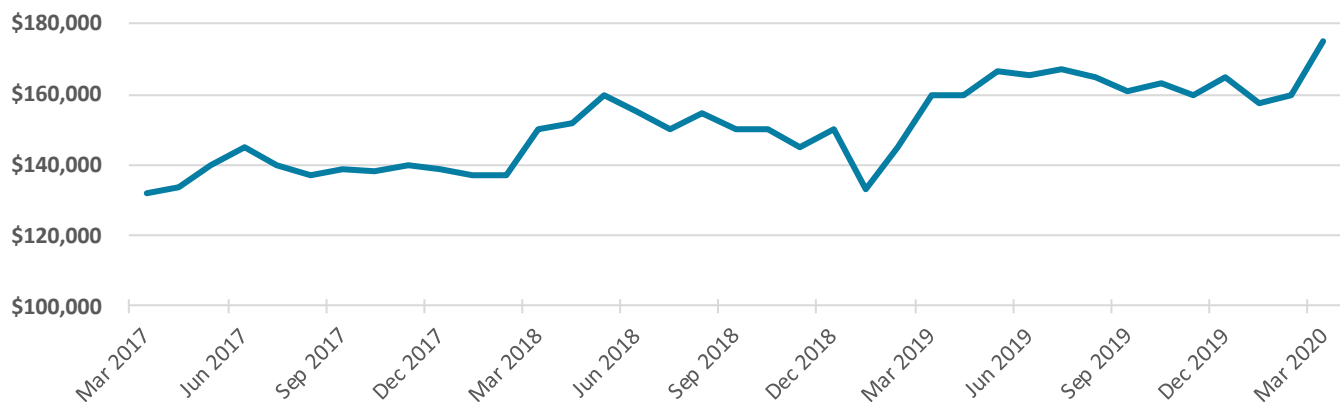
# Marion County

Data for single family homes in Marion County.

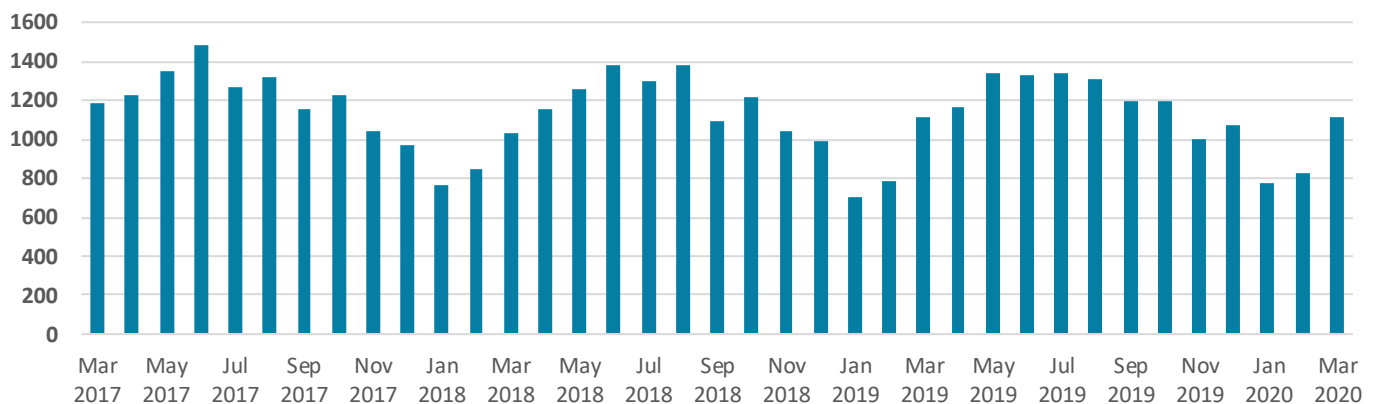


	Mar 2020	Feb 2020	MOM	Mar 2019	YOY	2020	2019	YTD
Median Sales Price	\$175,000	\$160,000	▲ 9.4%	\$160,000	▲ 9.4%	\$166,500	\$149,450	▲ 11.4%
Closed Sales	1,111	825	▲ 34.7%	1114	▼ -0.3%	2,715	2,596	▲ 4.6%
New Listings	1,435	1,134	▲ 26.5%	1413	▲ 1.6%	3,563	3,363	▲ 5.9%
Pending Sales	1,335	1,150	▲ 16.1%	1272	▲ 5.0%	3,536	3,242	▲ 9.1%
Days on Market	35	52	▼ -32.7%	44	▼ -20.5%	48	51	▼ -5.9%
Price per Square Foot	\$113	\$105	▲ 7.6%	\$105	▲ 7.6%	\$107	\$98	▲ 9.2%
% of Ask Received	97.7%	96.6%	▲ 1.1%	97.0%	▲ 0.7%	97.0%	96.5%	▲ 0.5%
Active Inventory	1,478	1,426	▲ 3.6%	1594	▼ -7.3%			
Absorption Rate	1.3	1.7	▼ -23.5%	1.4	▼ -7.1%			

## Median Sales Price



## Number of Closed Sales



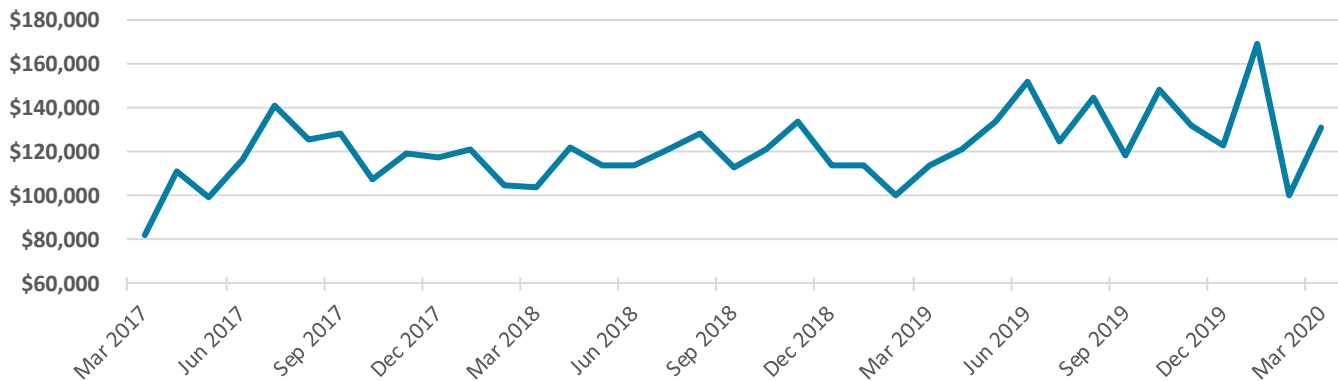
# Montgomery County

Data for single family homes in Montgomery County.

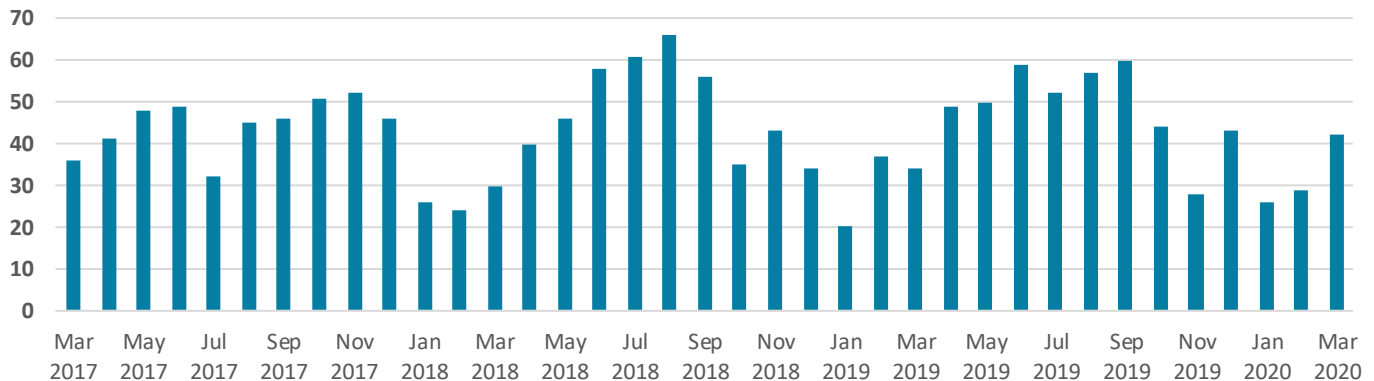


	Mar 2020	Feb 2020	MOM	Mar 2019	YOY	2020	2019	YTD
Median Sales Price	\$131,000	\$99,900	▲ 31.1%	\$113,750	▲ 15.2%	\$134,900	\$112,000	▲ 20.4%
Closed Sales	42	29	▲ 44.8%	34	▲ 23.5%	97	91	▲ 6.6%
New Listings	47	30	▲ 56.7%	39	▲ 20.5%	124	114	▲ 8.8%
Pending Sales	48	37	▲ 29.7%	43	▲ 11.6%	128	114	▲ 12.3%
Days on Market	75	73	▲ 2.7%	60	▲ 25.0%	71	67	▲ 6.0%
Price per Square Foot	\$84	\$71	▲ 18.3%	\$81	▲ 3.7%	\$87	\$76	▲ 14.5%
% of Ask Received	95.4%	98.1%	▼ -2.8%	97.7%	▼ -2.4%	96.8%	96.0%	▲ 0.8%
Active Inventory	74	85	▼ -12.9%	74	■ 0.0%			
Absorption Rate	1.8	2.9	▼ -37.9%	2.2	▼ -18.2%			

## Median Sales Price



## Number of Closed Sales



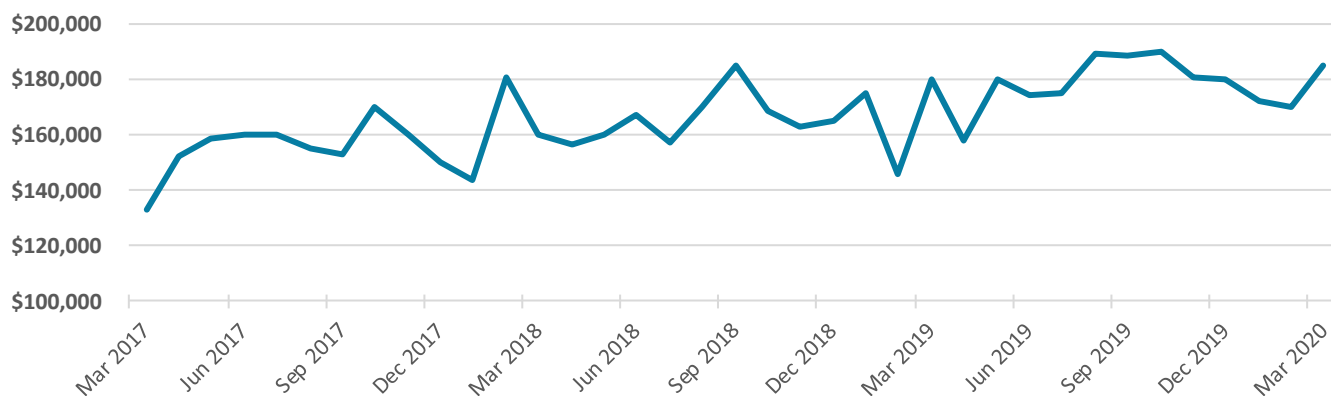
# Morgan County

Data for single family homes in Morgan County.

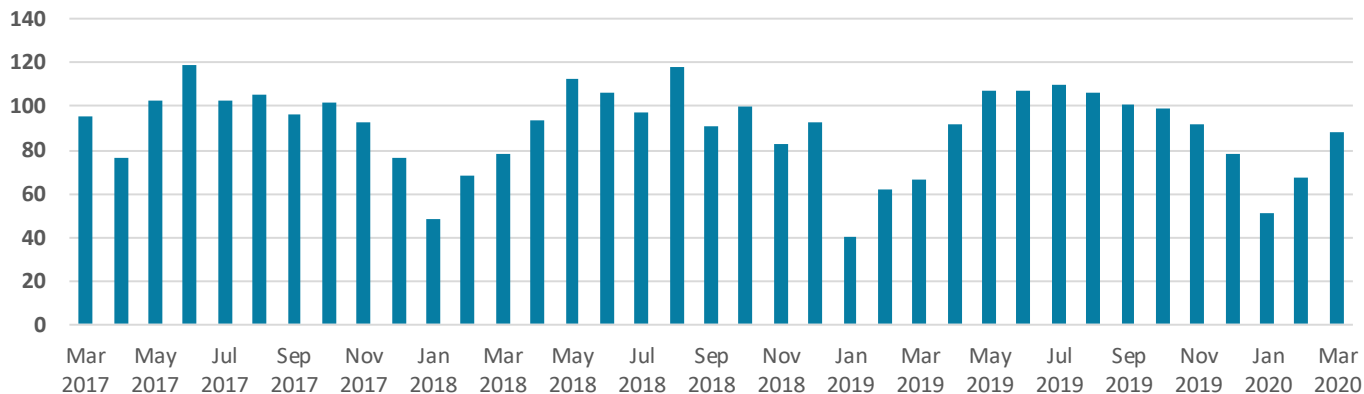


	Mar 2020	Feb 2020	MOM	Mar 2019	YOY	2020	2019	YTD
Median Sales Price	\$185,000	\$170,000	▲ 8.8%	\$180,450	▲ 2.5%	\$176,200	\$168,000	▲ 4.9%
Closed Sales	88	67	▲ 31.3%	66	▲ 33.3%	206	168	▲ 22.6%
New Listings	103	84	▲ 22.6%	104	▼ -1.0%	266	237	▲ 12.2%
Pending Sales	101	94	▲ 7.4%	99	▲ 2.0%	277	219	▲ 26.5%
Days on Market	31	59	▼ -47.5%	61	▼ -49.2%	55	63	▼ -12.7%
Price per Square Foot	\$118	\$120	▼ -1.7%	\$105	▲ 12.4%	\$115	\$105	▲ 9.5%
% of Ask Received	97.5%	98.0%	▼ -0.5%	98.3%	▼ -0.8%	97.8%	98.1%	▼ -0.3%
Active Inventory	124	133	▼ -6.8%	170	▼ -27.1%			
Absorption Rate	1.4	2.0	▼ -30.0%	2.6	▼ -46.2%			

## Median Sales Price



## Number of Closed Sales



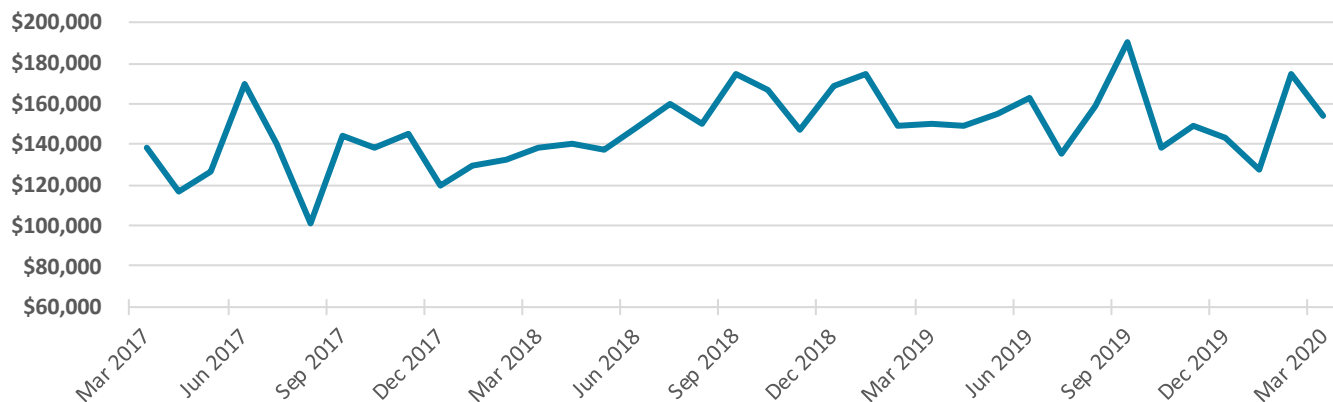
# Putnam County

Data for single family homes in Putnam County.

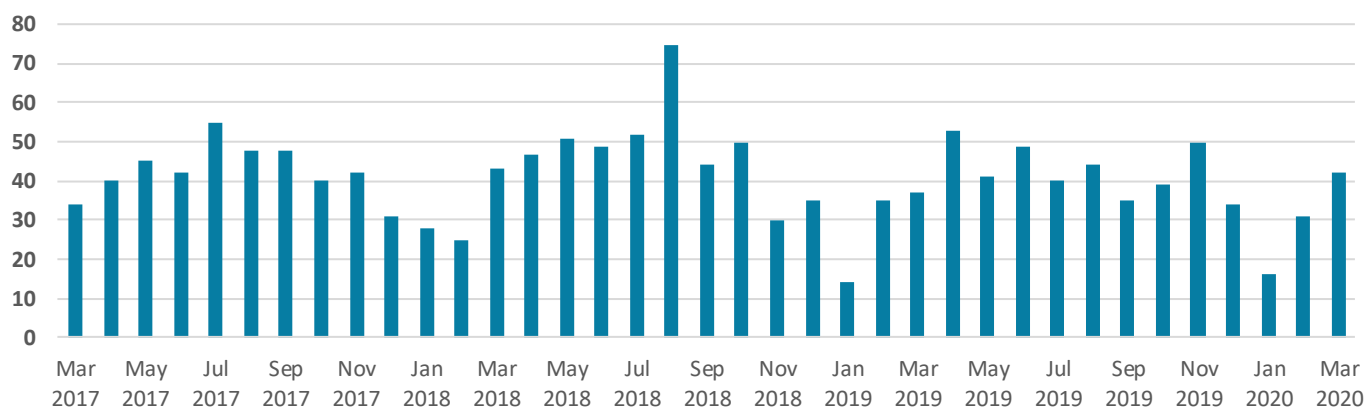


	Mar 2020	Feb 2020	MOM	Mar 2019	YOY	2020	2019	YTD
Median Sales Price	\$153,950	\$175,000	▼ -12.0%	\$150,000	▲ 2.6%	\$155,000	\$152,750	▲ 1.5%
Closed Sales	42	31	▲ 35.5%	37	▲ 13.5%	89	86	▲ 3.5%
New Listings	43	41	▲ 4.9%	50	▼ -14.0%	126	123	▲ 2.4%
Pending Sales	56	39	▲ 43.6%	49	▲ 14.3%	127	116	▲ 9.5%
Days on Market	114	66	▲ 72.7%	91	▲ 25.3%	93	74	▲ 25.7%
Price per Square Foot	\$103	\$112	▼ -8.0%	\$106	▼ -2.8%	\$105	\$103	▲ 1.9%
% of Ask Received	98.8%	98.5%	▲ 0.3%	96.4%	▲ 2.5%	98.2%	96.4%	▲ 1.9%
Active Inventory	71	86	▼ -17.4%	78	▼ -9.0%			
Absorption Rate	1.7	2.8	▼ -39.3%	2.1	▼ -19.0%			

## Median Sales Price



## Number of Closed Sales



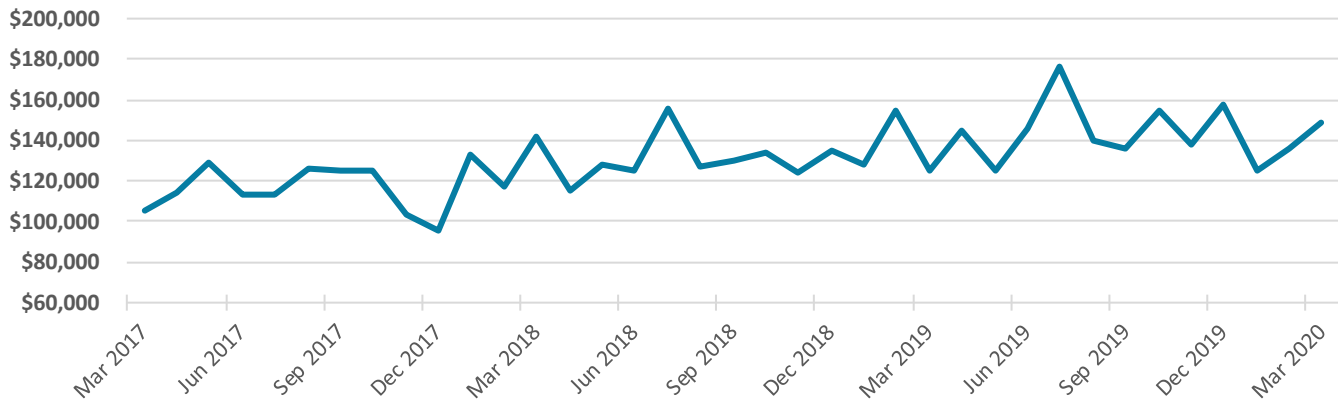
# Shelby County

Data for single family homes in Shelby County.



	Mar 2020	Feb 2020	MOM	Mar 2019	YOY	2020	2019	YTD
Median Sales Price	\$149,000	\$136,000	▲ 9.6%	\$124,900	▲ 19.3%	\$135,500	\$128,500	▲ 5.4%
Closed Sales	40	33	▲ 21.2%	33	▲ 21.2%	95	97	▼ -2.1%
New Listings	55	47	▲ 17.0%	49	▲ 12.2%	143	126	▲ 13.5%
Pending Sales	57	44	▲ 29.5%	54	▲ 5.6%	137	131	▲ 4.6%
Days on Market	39	46	▼ -15.2%	70	▼ -44.3%	49	62	▼ -21.0%
Price per Square Foot	\$92	\$88	▲ 4.5%	\$90	▲ 2.2%	\$93	\$80	▲ 16.3%
% of Ask Received	96.1%	95.1%	▲ 1.1%	97.6%	▼ -1.5%	95.5%	94.8%	▲ 0.7%
Active Inventory	67	68	▼ -1.5%	63	▲ 6.3%			
Absorption Rate	1.7	2.1	▼ -19.0%	1.9	▼ -10.5%			

## Median Sales Price



## Number of Closed Sales

