

MARKET INSIGHTS REPORT

APRIL 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 April market saw much less of an impact from Covid-19 than might have been expected," said Shelley Specchio, MIBOR CEO. "Median sales price of \$210,000 was at an all-time high, gaining 12.3% over last year, although the price was almost flat compared to last month, where normally we would see solid gains in prices between March and April. Percentage of asking price to received of 98.3% was near an all-time high and median days on market remains at just 38, the same as last month. Although sales activity did slow, the numbers show that despite our current atmosphere, many are still eager to buy or sell."

Dr. Elliot Eisenberg, an internationally acclaimed economist and public speaker says,

"Here we are, in the middle of a pandemic, and housing inventory in Indianapolis is as tight as it ever has been. With inventory that tight, there is almost no way you can conceive of major price declines. Demand for houses would have to fall much, much more before you would see a meaningful decline in prices. What I expect to see is slowing of price appreciation, perhaps into the low single-digits."

Year over year data for April

- Median sales price increased 12.3 percent to \$210,000
- Average days on market decreased 11.6 to 38
- Current active listings decreased to 3,967

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MARKET SUMMARY



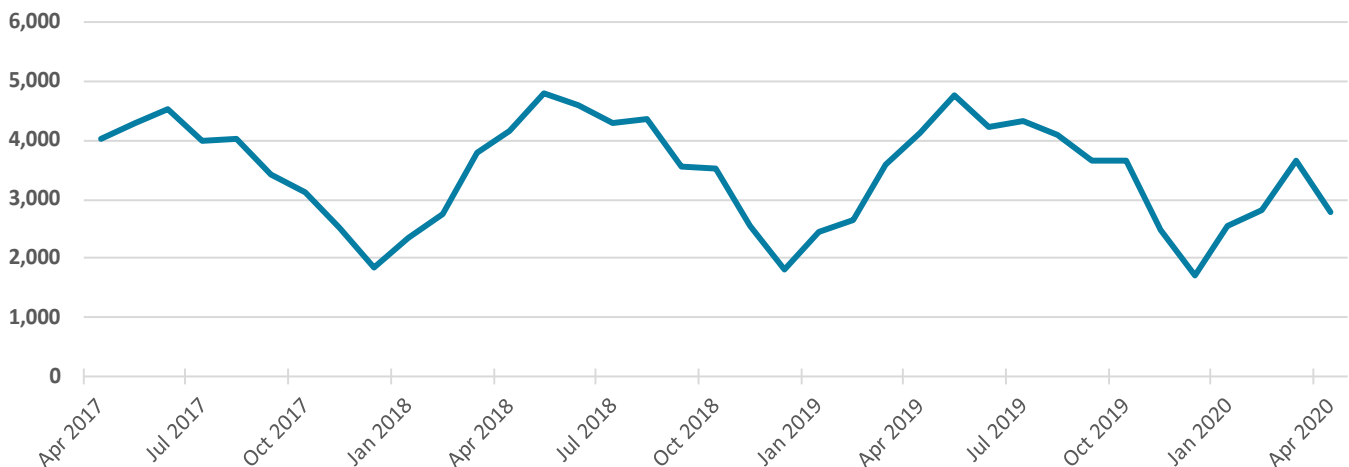
INCLUDES DATA FROM THE FOLLOWING COUNTIES FOR SINGLE FAMILY HOMES: BARTHOLOMEW, BOONE, BROWN, DECATUR, HAMILTON, HANCOCK, HENDRICKS, JACKSON, JENNINGS, JOHNSON, MADISON, MARION, MONTGOMERY, MORGAN, PUTNAM, SHELBY.

	Apr 2020	Mar 2020	MOM	Apr 2019	YOY	2020	2019	YTD
Median Sales Price	\$210,000	\$208,500	▲ 0.7%	\$187,000	▲ 12.3%	\$199,000	\$179,900	▲ 10.6%
Closed Sales	2,522	2,965	▼ -14.9%	3,032	▼ -16.8%	9,443	9,429	▲ 0.1%
New Listings	2,782	3,658	▼ -23.9%	4,139	▼ -32.8%	11,816	12,836	▼ -7.9%
Pending Sales	2,866	3,153	▼ -9.1%	3,566	▼ -19.6%	11,573	11,835	▼ -2.2%
Days on Market	38	38	■ 0.0%	43	▼ -11.6%	50	53	▼ -5.7%
Price per Square Foot	\$120	\$118	▲ 1.7%	\$110	▲ 9.1%	\$116	\$107	▲ 8.4%
% of Ask Received	98.3%	97.9%	▲ 0.4%	97.9%	▲ 0.4%	97.6%	97.3%	▲ 0.3%
Active Inventory	3,967	4,035	▼ -1.7%	4,792	▼ -17.2%			
Absorption Rate	1.6	1.4	▲ 14.3%	1.6	■ 0.0%			

New Listings

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

April 2020	Month over Month Change	Year over Year Change	Year to Date Change
2,782	▼ -23.9%	▼ -32.8%	▼ -7.9%

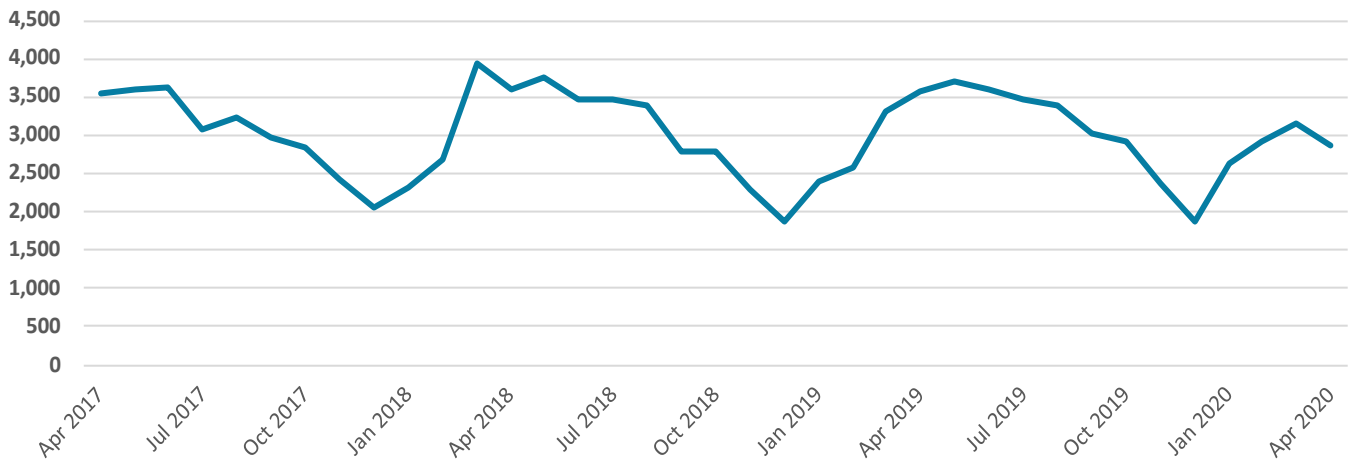


Pending Sales

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



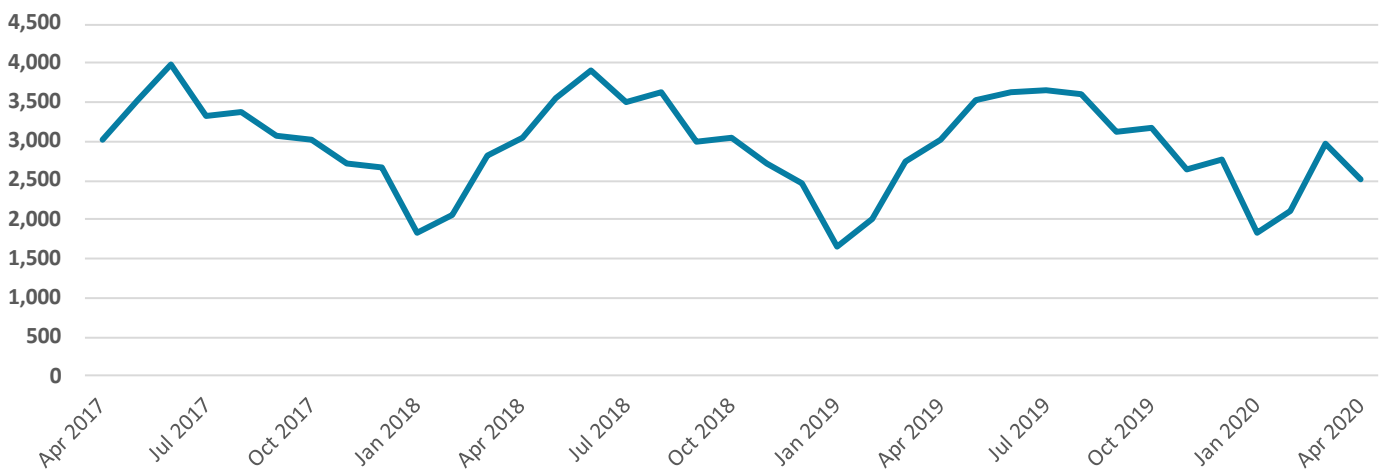
April 2020	Month over Month Change	Year over Year Change	Year to Date Change
2,866	▼ -9.1%	▼ -19.6%	▼ -2.2%



Closed Sales

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




April 2020	Month over Month Change	Year over Year Change	Year to Date Change
2,522	▼ -14.9%	▼ -16.8%	▲ 0.1%

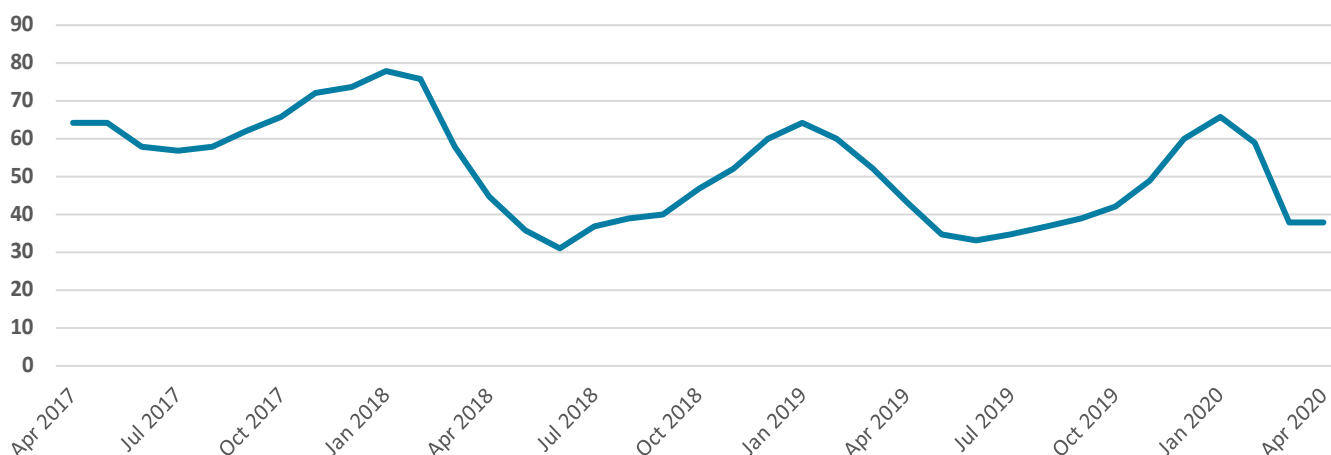


Cumulative Days on Market

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






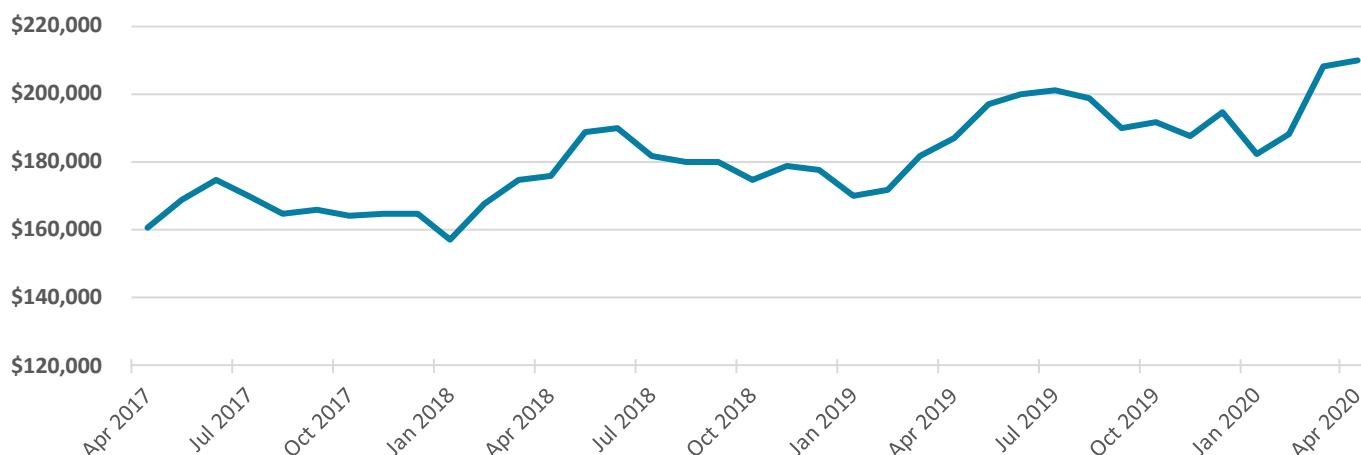
April 2020	Month over Month Change	Year over Year Change	Year to Date Change
38	 0.0%	 -11.6%	 -5.7%



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.

April 2020	Month over Month Change	Year over Year Change	Year to Date Change
\$210,000	 0.7%	 12.3%	 10.6%

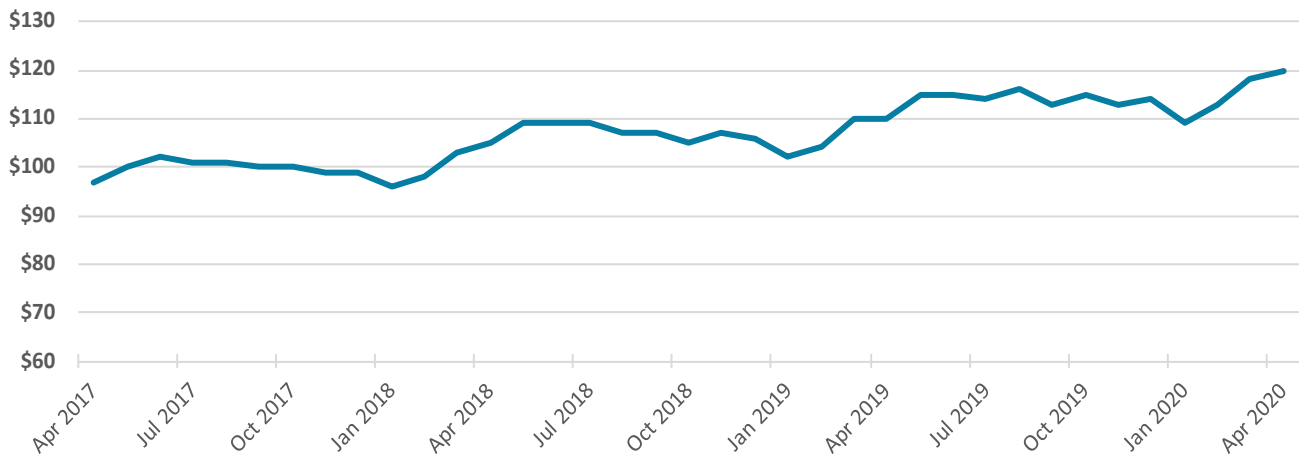


Sold Price per Square Foot

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



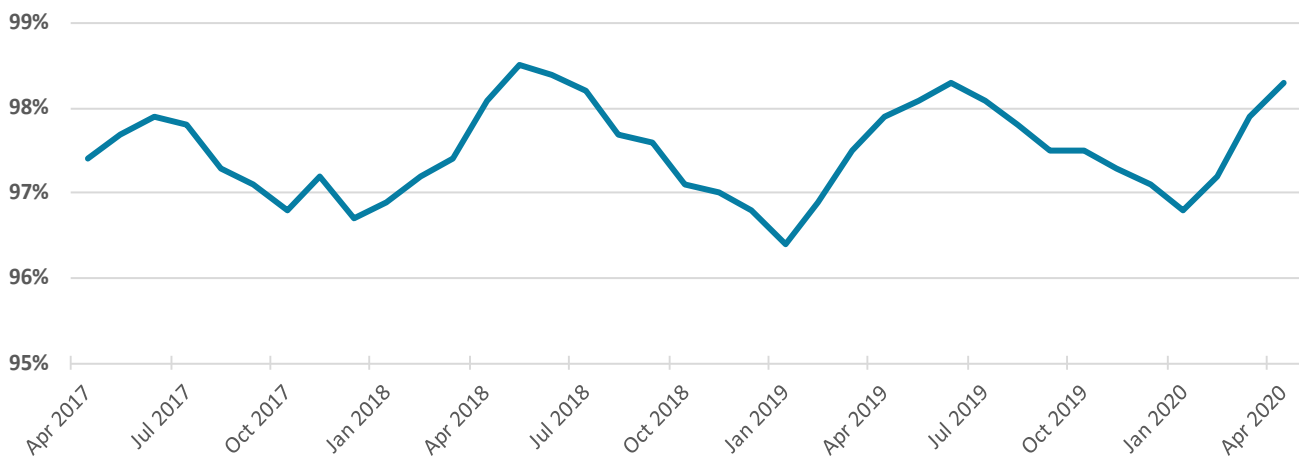
April 2020	Month over Month Change	Year over Year Change	Year to Date Change
\$120	1.7%	9.1%	8.4%



Percent of Ask Price Received

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



April 2020	Month over Month Change	Year over Year Change	Year to Date Change
98.3%	0.4%	0.4%	0.3%

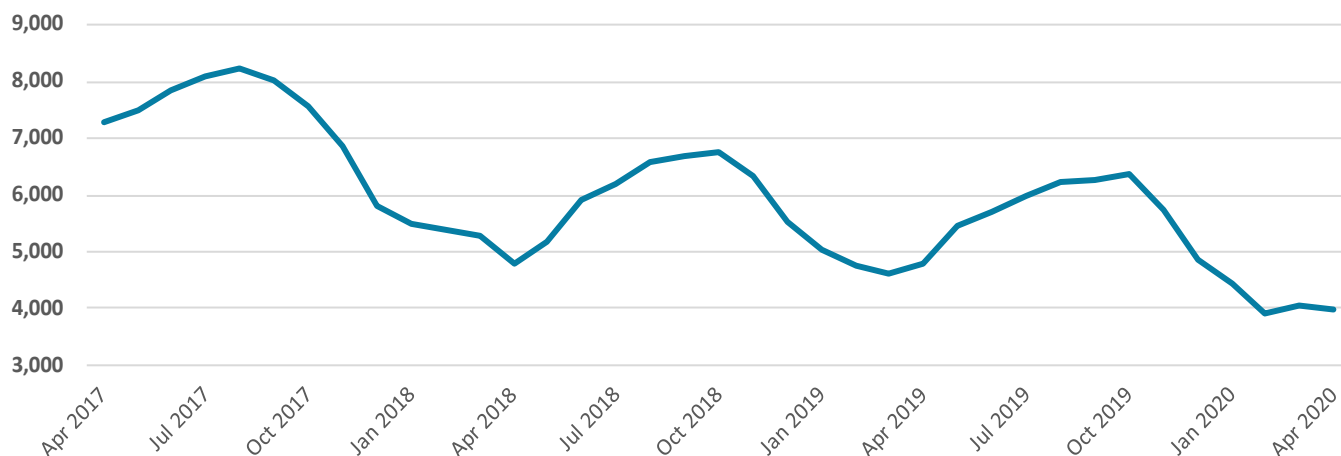


Active Inventory

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.





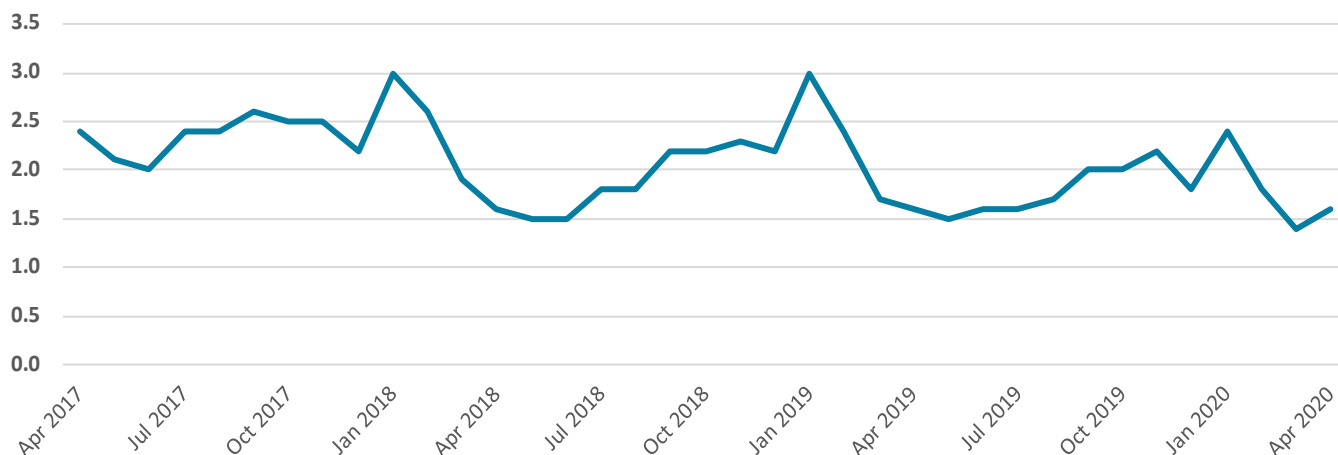
April 2020	Month over Month Change	Year over Year Change
3,967	 -1.7%	 -17.2%



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.

April 2020	Month over Month Change	Year over Year Change
1.6	 14.3%	 0.0%



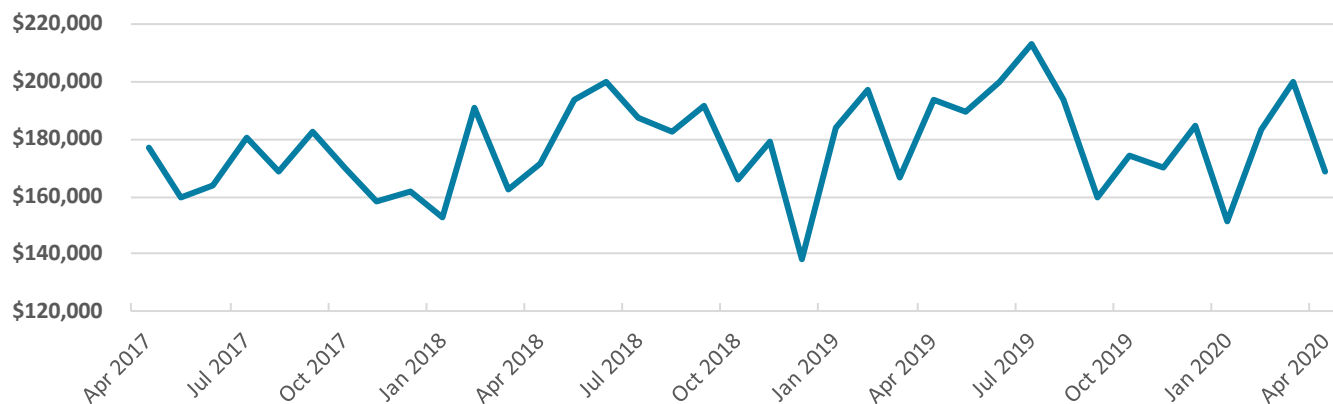
Bartholomew County

Data for single family homes in Bartholomew County.

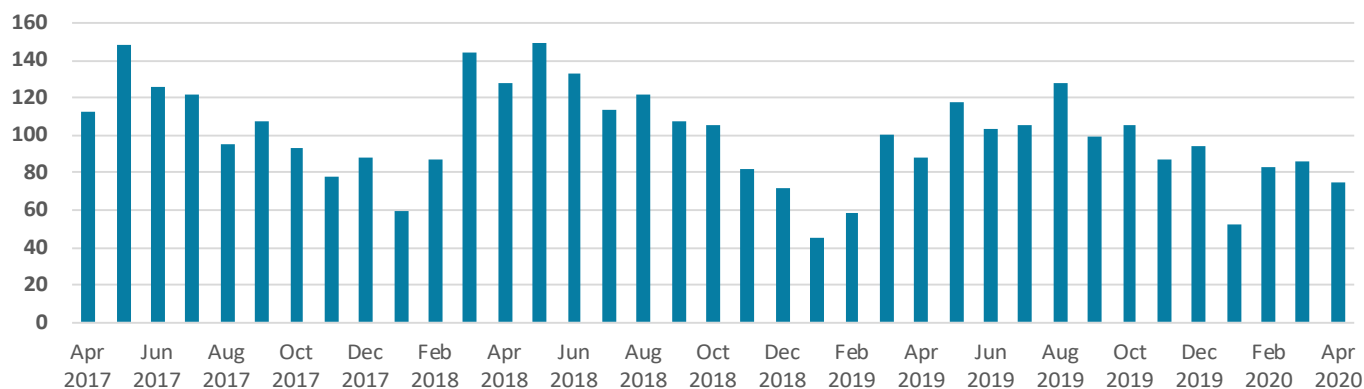


	Apr 2020	Mar 2020	MOM	Apr 2019	YOY	2020	2019	YTD
Median Sales Price	\$169,000	\$200,289	▼ -15.6%	\$193,700	▼ -12.8%	\$177,500	\$178,500	▼ -0.6%
Closed Sales	75	86	▼ -12.8%	88	▼ -14.8%	296	291	▲ 1.7%
New Listings	74	110	▼ -32.7%	133	▼ -44.4%	376	391	▼ -3.8%
Pending Sales	65	96	▼ -32.3%	112	▼ -42.0%	339	362	▼ -6.4%
Days on Market	43	47	▼ -8.5%	54	▼ -20.4%	47	58	▼ -19.0%
Price per Square Foot	\$118	\$134	▼ -11.9%	\$111	▲ 6.3%	\$120	\$110	▲ 9.1%
% of Ask Received	97.9%	97.7%	▲ 0.2%	98.1%	▼ -0.2%	96.8%	97.2%	▼ -0.4%
Active Inventory	144	140	▲ 2.9%	161	▼ -10.6%			
Absorption Rate	1.9	1.6	▲ 18.8%	1.8	▲ 5.6%			

Median Sales Price



Number of Closed Sales



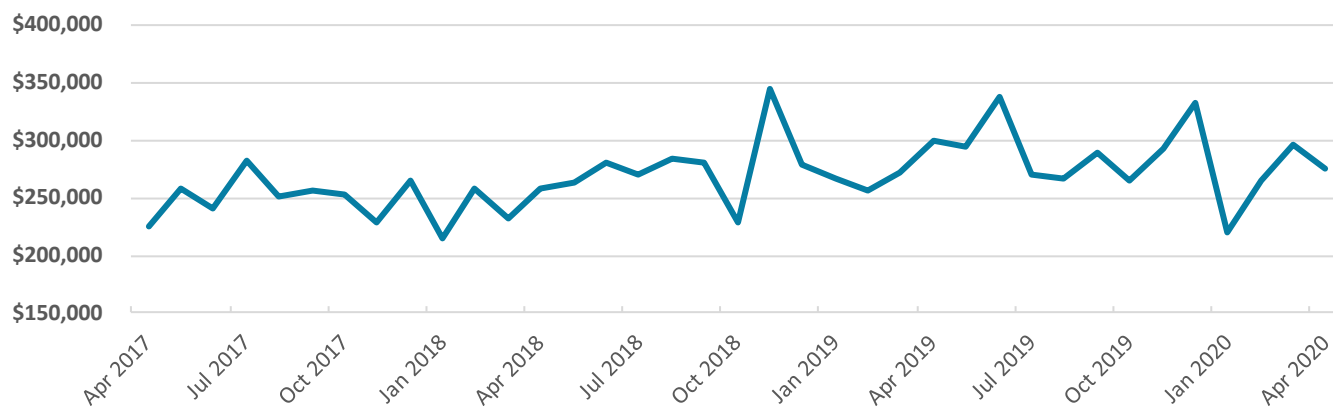
Boone County

Data for single family homes in Boone County.

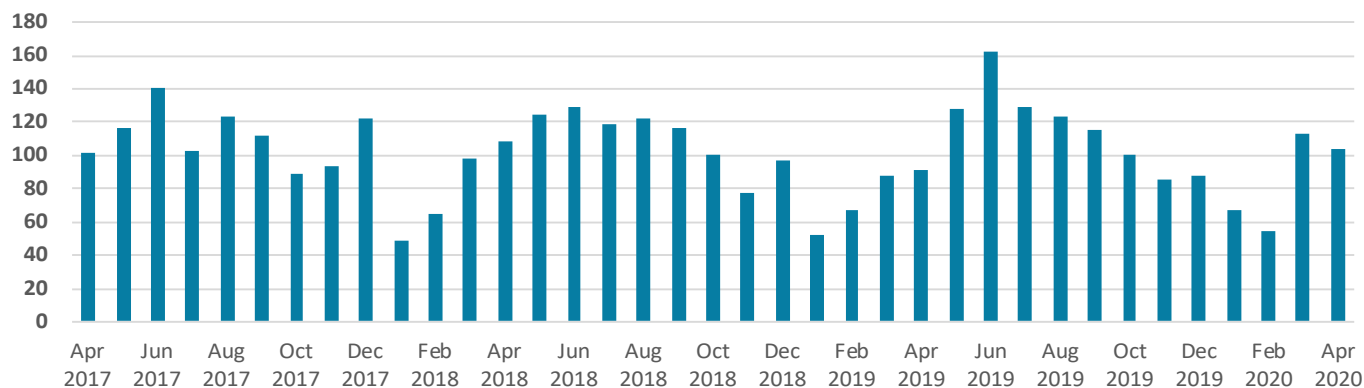


	Apr 2020	Mar 2020	MOM	Apr 2019	YOY	2020	2019	YTD
Median Sales Price	\$275,255	\$296,000	▼ -7.0%	\$299,900	▼ -8.2%	\$266,005	\$285,000	▼ -6.7%
Closed Sales	104	113	▼ -8.0%	91	▲ 14.3%	338	298	▲ 13.4%
New Listings	116	140	▼ -17.1%	161	▼ -28.0%	449	479	▼ -6.3%
Pending Sales	115	129	▼ -10.9%	139	▼ -17.3%	437	420	▲ 4.0%
Days on Market	27	51	▼ -47.1%	47	▼ -42.6%	58	68	▼ -14.7%
Price per Square Foot	\$130	\$135	▼ -3.7%	\$131	▼ -0.8%	\$133	\$129	▲ 3.1%
% of Ask Received	97.4%	98.2%	▼ -0.8%	98.7%	▼ -1.3%	97.4%	97.7%	▼ -0.3%
Active Inventory	177	170	▲ 4.1%	229	▼ -22.7%			
Absorption Rate	1.7	1.5	▲ 13.3%	2.5	▼ -32.0%			

Median Sales Price



Number of Closed Sales



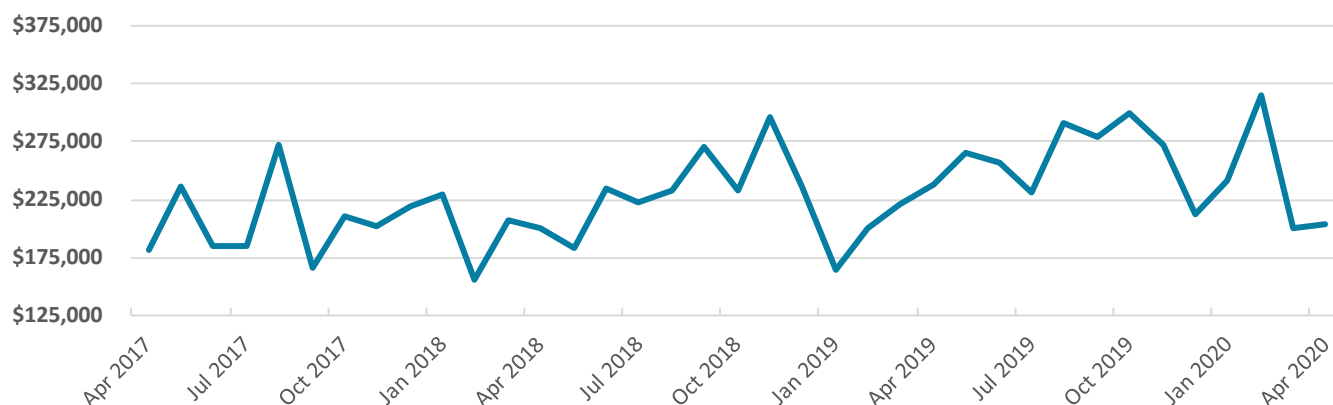
Brown County

Data for single family homes in Brown County.

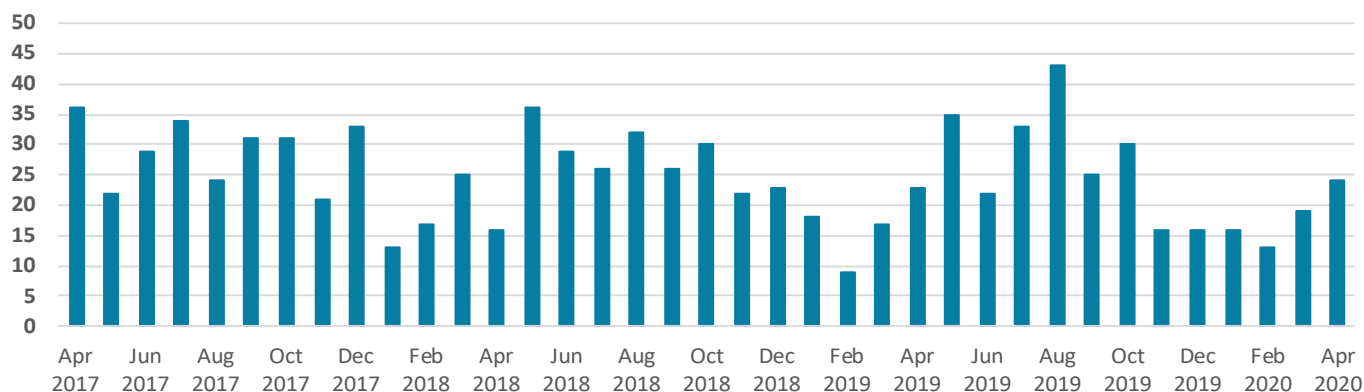


	Apr 2020	Mar 2020	MOM	Apr 2019	YOY	2020	2019	YTD
Median Sales Price	\$203,000	\$199,933	▲ 1.5%	\$237,900	▼ -14.7%	\$228,450	\$210,000	▲ 8.8%
Closed Sales	24	19	▲ 26.3%	23	▲ 4.3%	72	67	▲ 7.5%
New Listings	25	29	▼ -13.8%	39	▼ -35.9%	114	120	▼ -5.0%
Pending Sales	22	23	▼ -4.3%	29	▼ -24.1%	90	83	▲ 8.4%
Days on Market	134	74	▲ 81.1%	120	▲ 11.7%	92	90	▲ 2.2%
Price per Square Foot	\$163	\$153	▲ 6.5%	\$199	▼ -18.1%	\$173	\$165	▲ 4.8%
% of Ask Received	94.8%	96.2%	▼ -1.5%	96.5%	▼ -1.8%	95.2%	95.3%	▼ -0.1%
Active Inventory	77	78	▼ -1.3%	94	▼ -18.1%			
Absorption Rate	3.2	4.1	▼ -22.0%	4.1	▼ -22.0%			

Median Sales Price



Number of Closed Sales



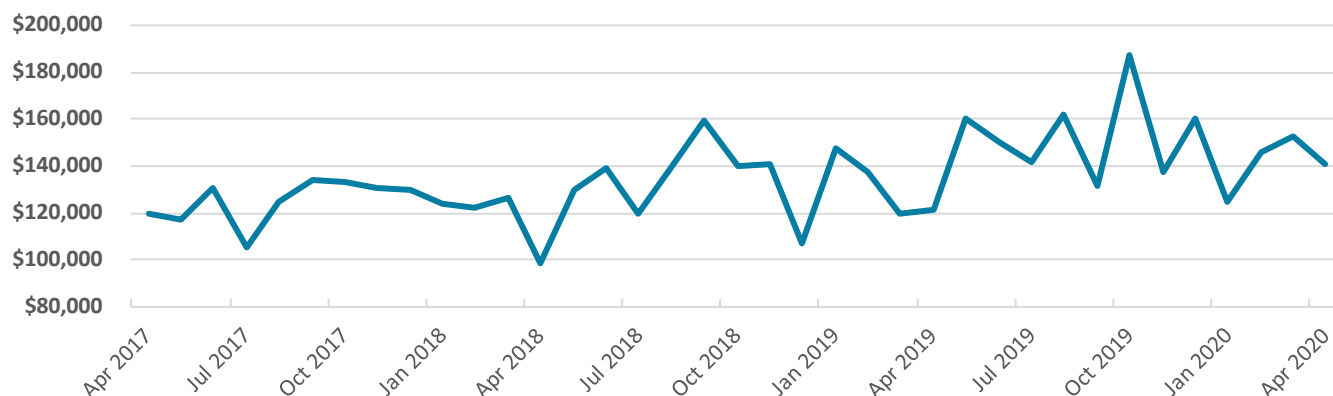
Decatur County

Data for single family homes in Decatur County.

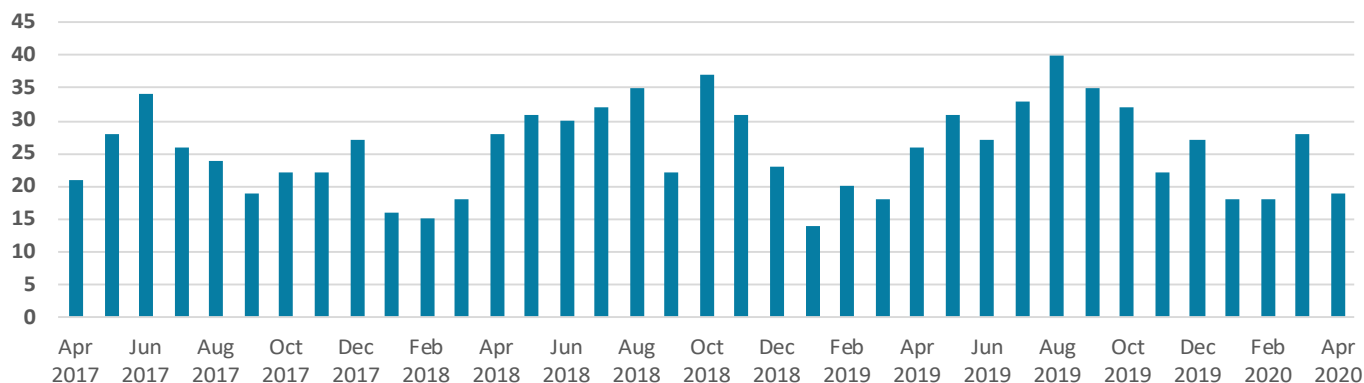


	Apr 2020	Mar 2020	MOM	Apr 2019	YOY	2020	2019	YTD
Median Sales Price	\$140,900	\$152,500	▼ -7.6%	\$121,250	▲ 16.2%	\$150,000	\$130,000	▲ 15.4%
Closed Sales	19	28	▼ -32.1%	26	▼ -26.9%	83	78	▲ 6.4%
New Listings	28	28	▬ 0.0%	34	▼ -17.6%	99	110	▼ -10.0%
Pending Sales	27	25	▲ 8.0%	33	▼ -18.2%	112	101	▲ 10.9%
Days on Market	37	48	▼ -22.9%	65	▼ -43.1%	58	79	▼ -26.6%
Price per Square Foot	\$98	\$108	▼ -9.3%	\$85	▲ 15.3%	\$101	\$88	▲ 14.8%
% of Ask Received	97.0%	95.6%	▲ 1.5%	95.0%	▲ 2.1%	96.4%	94.2%	▲ 2.3%
Active Inventory	38	37	▲ 2.7%	58	▼ -34.5%			
Absorption Rate	2.0	1.3	▲ 53.8%	2.2	▼ -9.1%			

Median Sales Price



Number of Closed Sales



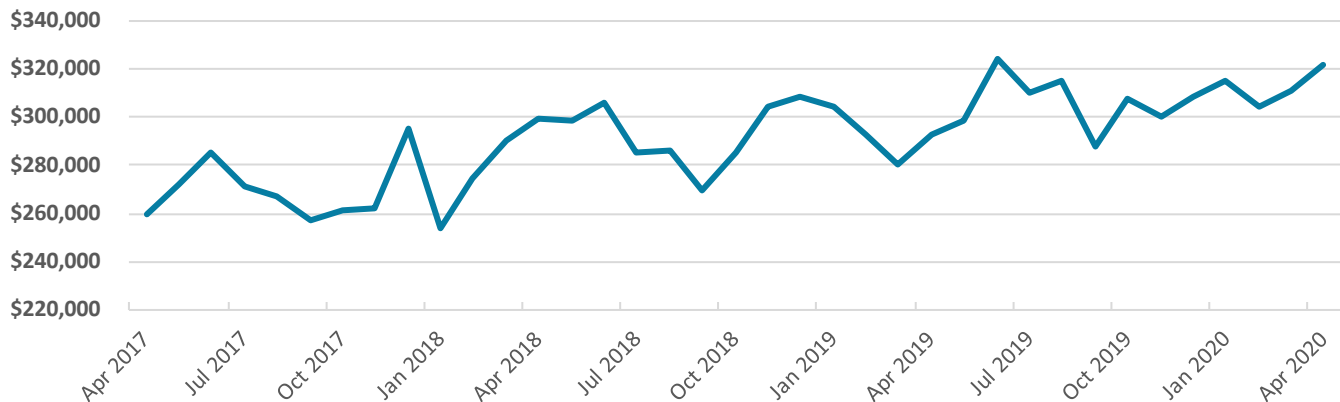
Hamilton County

Data for single family homes in Hamilton County.

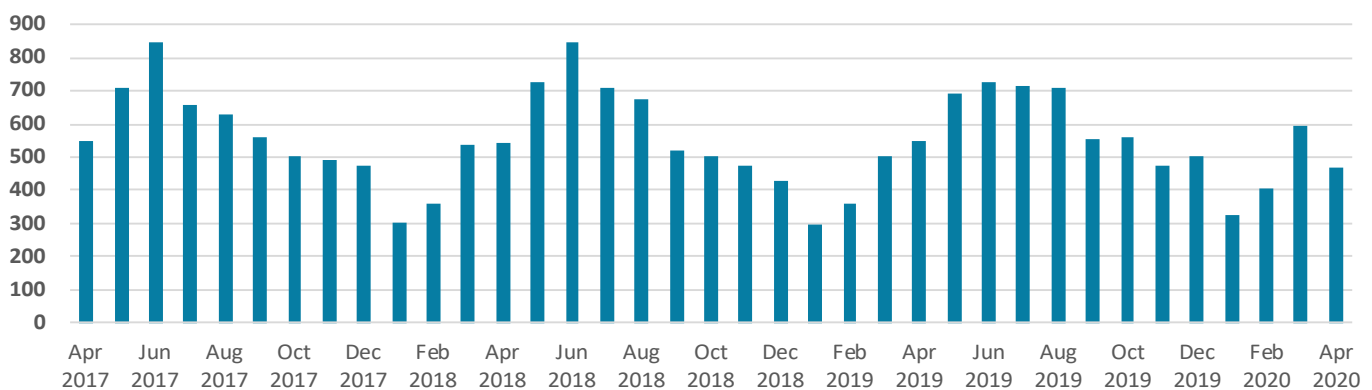


	Apr 2020	Mar 2020	MOM	Apr 2019	YOY	2020	2019	YTD
Median Sales Price	\$322,000	\$311,500	▲ 3.4%	\$292,998	▲ 9.9%	\$314,900	\$292,500	▲ 7.7%
Closed Sales	471	594	▼ -20.7%	548	▼ -14.1%	1,795	1,708	▲ 5.1%
New Listings	523	725	▼ -27.9%	796	▼ -34.3%	2,202	2,523	▼ -12.7%
Pending Sales	496	587	▼ -15.5%	679	▼ -27.0%	2,126	2,227	▼ -4.5%
Days on Market	48	40	▲ 20.0%	48	■ 0.0%	58	61	▼ -4.9%
Price per Square Foot	\$142	\$139	▲ 2.2%	\$137	▲ 3.6%	\$139	\$134	▲ 3.7%
% of Ask Received	98.9%	98.4%	▲ 0.5%	98.5%	▲ 0.4%	98.3%	98.1%	▲ 0.2%
Active Inventory	848	842	▲ 0.7%	1060	▼ -20.0%			
Absorption Rate	1.8	1.4	▲ 28.6%	1.9	▼ -5.3%			

Median Sales Price



Number of Closed Sales



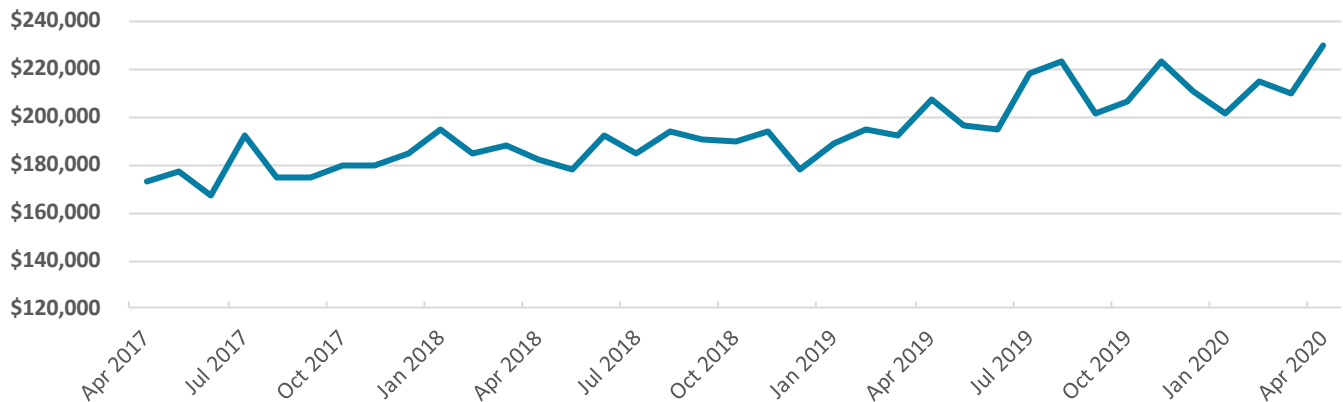
Hancock County

Data for single family homes in Hancock County.

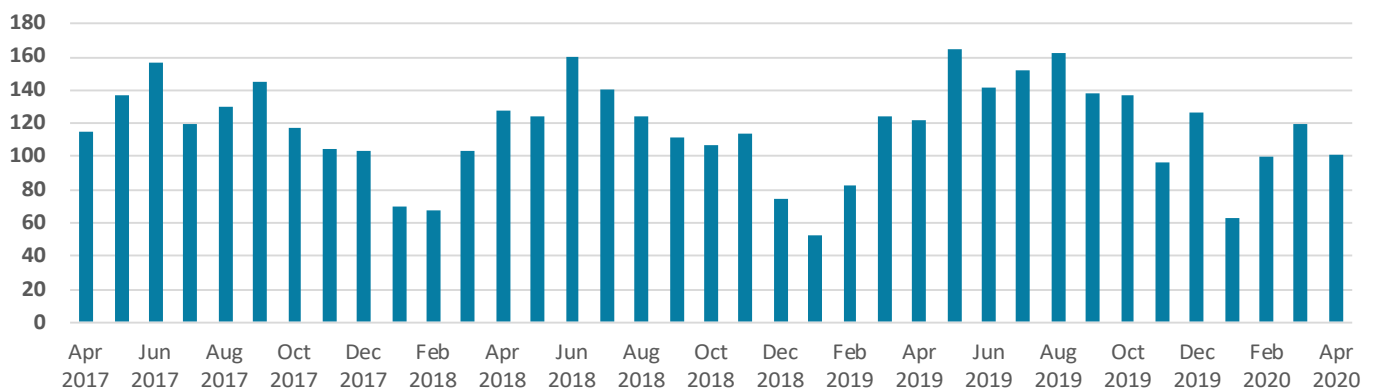


	Apr 2020	Mar 2020	MOM	Apr 2019	YOY	2020	2019	YTD
Median Sales Price	\$230,000	\$210,000	▲ 9.5%	\$207,245	▲ 11.0%	\$214,990	\$195,700	▲ 9.9%
Closed Sales	101	119	▼ -15.1%	122	▼ -17.2%	383	382	▲ 0.3%
New Listings	107	107	■ 0.0%	174	▼ -38.5%	433	556	▼ -22.1%
Pending Sales	104	113	▼ -8.0%	159	▼ -34.6%	455	514	▼ -11.5%
Days on Market	37	35	▲ 5.7%	47	▼ -21.3%	51	56	▼ -8.9%
Price per Square Foot	\$114	\$110	▲ 3.6%	\$107	▲ 6.5%	\$110	\$104	▲ 5.8%
% of Ask Received	98.9%	98.5%	▲ 0.4%	98.1%	▲ 0.8%	98.3%	97.9%	▲ 0.4%
Active Inventory	137	131	▲ 4.6%	205	▼ -33.2%			
Absorption Rate	1.4	1.1	▲ 27.3%	1.7	▼ -17.6%			

Median Sales Price



Number of Closed Sales



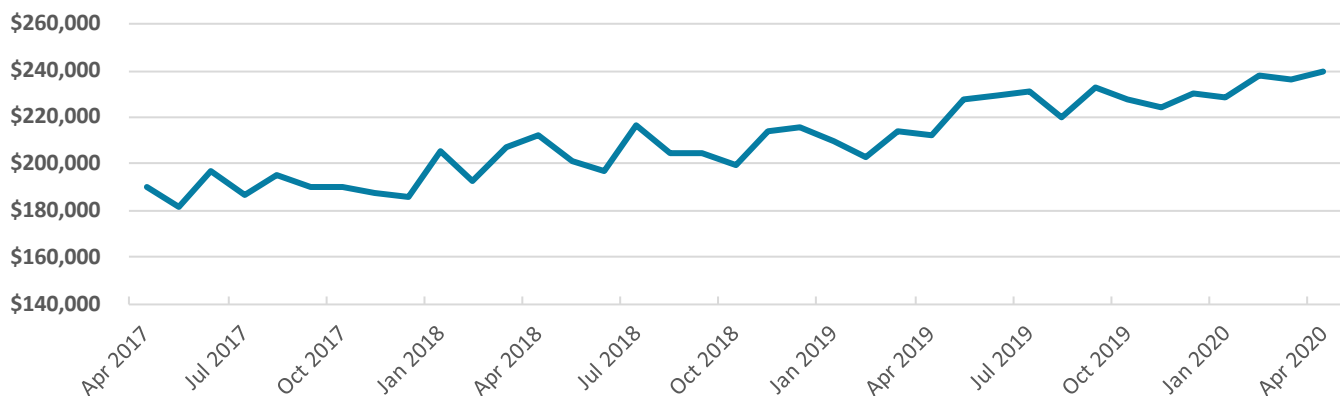
Hendricks County

Data for single family homes in Hendricks County.

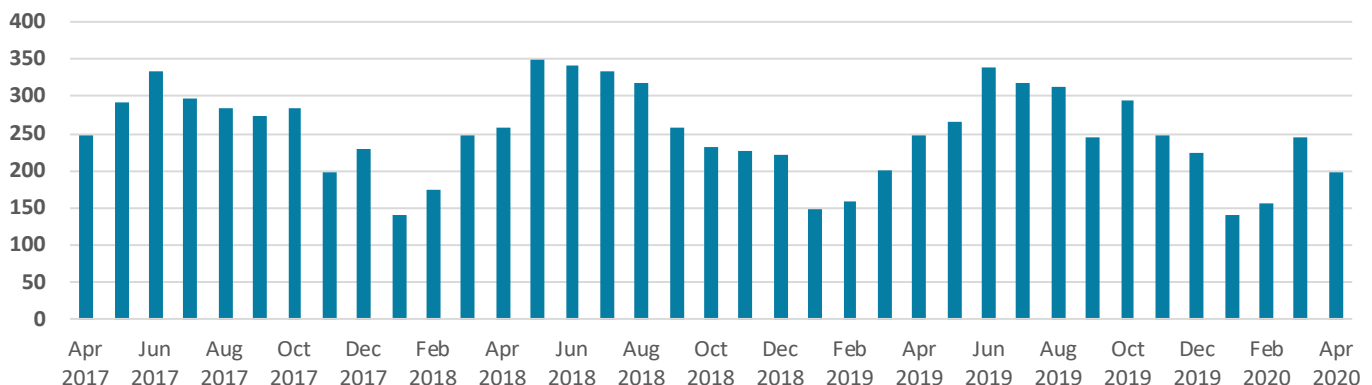


	Apr 2020	Mar 2020	MOM	Apr 2019	YOY	2020	2019	YTD
Median Sales Price	\$240,000	\$235,900	▲ 1.7%	\$212,500	▲ 12.9%	\$236,000	\$210,000	▲ 12.4%
Closed Sales	199	245	▼ -18.8%	247	▼ -19.4%	740	755	▼ -2.0%
New Listings	218	288	▼ -24.3%	358	▼ -39.1%	908	1,002	▼ -9.4%
Pending Sales	240	233	▲ 3.0%	288	▼ -16.7%	906	930	▼ -2.6%
Days on Market	35	31	▲ 12.9%	29	▲ 20.7%	45	43	▲ 4.7%
Price per Square Foot	\$117	\$116	▲ 0.9%	\$113	▲ 3.5%	\$116	\$110	▲ 5.5%
% of Ask Received	99.3%	98.7%	▲ 0.6%	98.7%	▲ 0.6%	98.7%	98.5%	▲ 0.2%
Active Inventory	262	271	▼ -3.3%	327	▼ -19.9%			
Absorption Rate	1.3	1.1	▲ 18.2%	1.3	■ 0.0%			

Median Sales Price



Number of Closed Sales



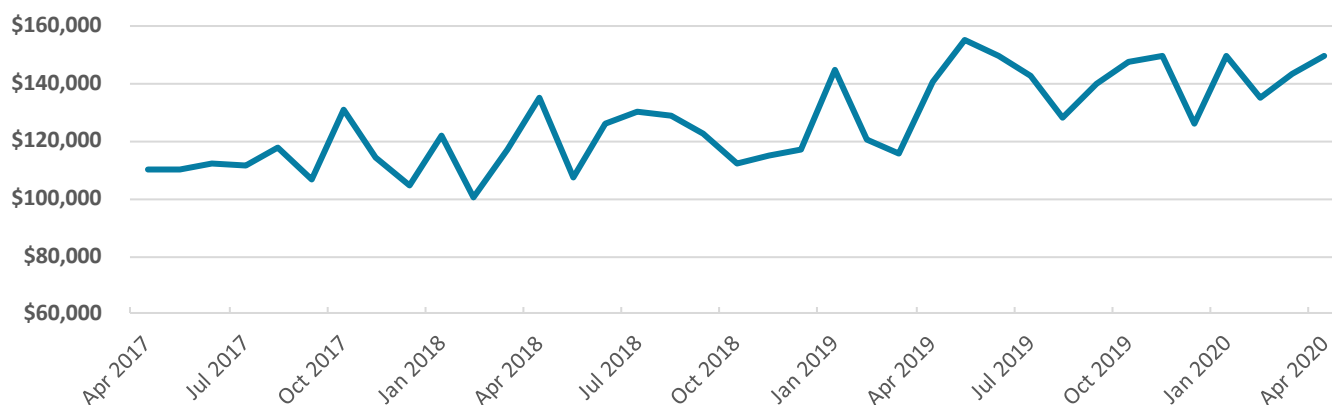
Jackson County

Data for single family homes in Jackson County.

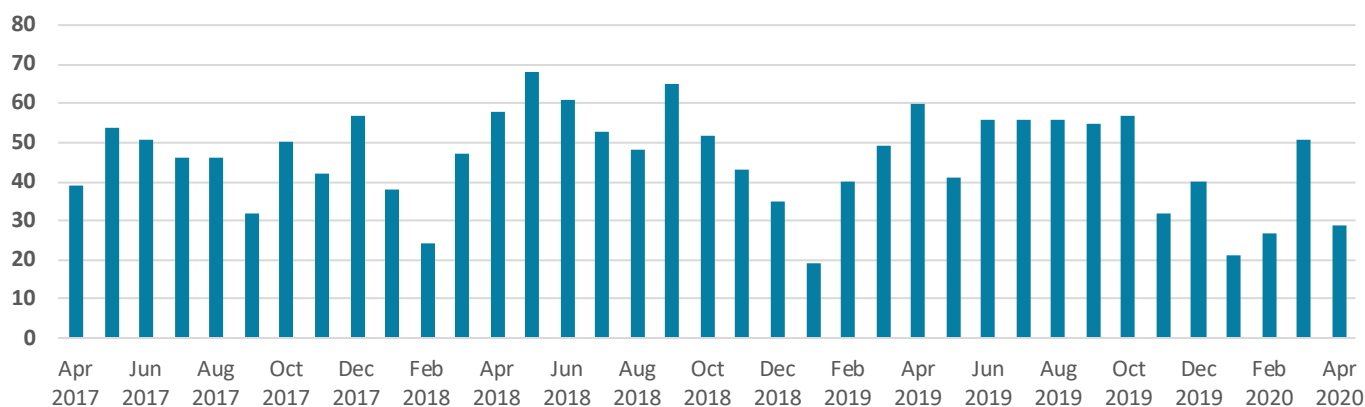


	Apr 2020	Mar 2020	MOM	Apr 2019	YOY	2020	2019	YTD
Median Sales Price	\$149,900	\$143,500	▲ 4.5%	\$140,450	▲ 6.7%	\$143,500	\$131,750	▲ 8.9%
Closed Sales	29	51	▼ -43.1%	60	▼ -51.7%	128	168	▼ -23.8%
New Listings	33	53	▼ -37.7%	54	▼ -38.9%	168	201	▼ -16.4%
Pending Sales	35	44	▼ -20.5%	46	▼ -23.9%	161	193	▼ -16.6%
Days on Market	23	35	▼ -34.3%	101	▼ -77.2%	66	71	▼ -7.0%
Price per Square Foot	\$102	\$98	▲ 4.1%	\$91	▲ 12.1%	\$98	\$87	▲ 12.6%
% of Ask Received	99.7%	96.3%	▲ 3.5%	97.4%	▲ 2.4%	97.2%	97.5%	▼ -0.3%
Active Inventory	53	54	▼ -1.9%	86	▼ -38.4%			
Absorption Rate	1.8	1.1	▲ 63.6%	1.4	▲ 28.6%			

Median Sales Price



Number of Closed Sales



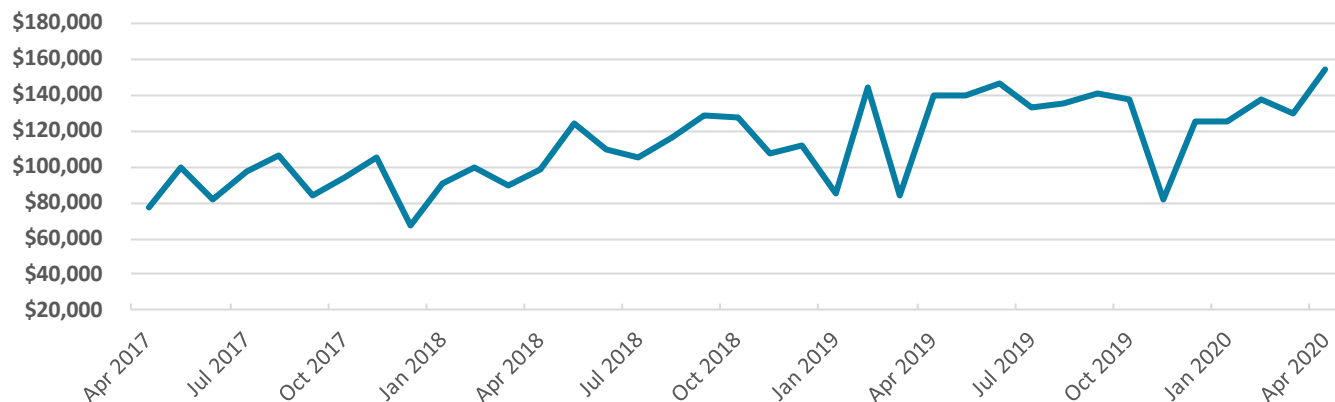
Jennings County

Data for single family homes in Jennings County.

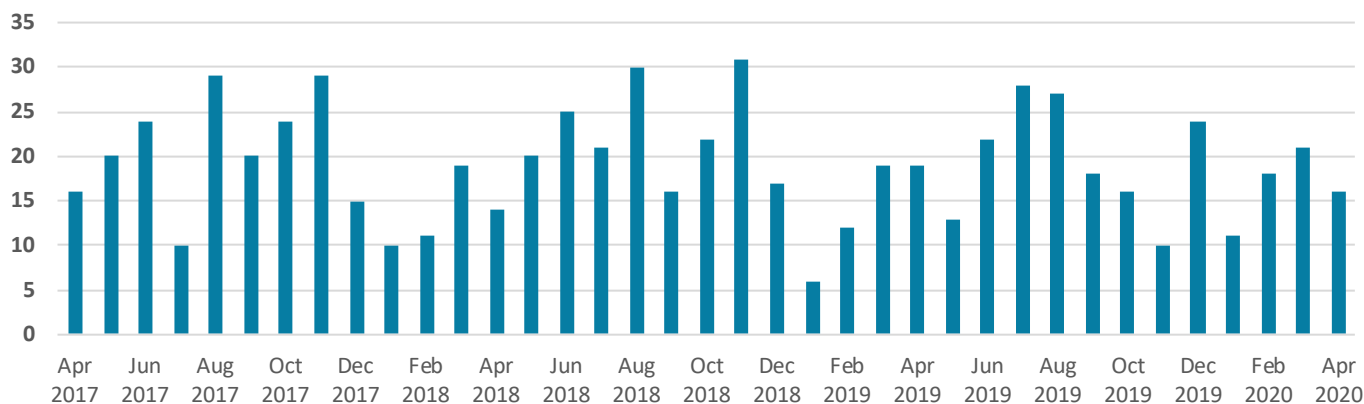


	Apr 2020	Mar 2020	MOM	Apr 2019	YOY	2020	2019	YTD
Median Sales Price	\$154,000	\$130,000	▲ 18.5%	\$139,900	▲ 10.1%	\$136,025	\$115,750	▲ 17.5%
Closed Sales	16	21	▼ -23.8%	19	▼ -15.8%	66	56	▲ 17.9%
New Listings	13	29	▼ -55.2%	24	▼ -45.8%	90	73	▲ 23.3%
Pending Sales	19	18	▲ 5.6%	15	▲ 26.7%	82	62	▲ 32.3%
Days on Market	36	22	▲ 63.6%	16	▲ 125.0%	42	51	▼ -17.6%
Price per Square Foot	\$101	\$90	▲ 12.2%	\$96	▲ 5.2%	\$90	\$85	▲ 5.9%
% of Ask Received	95.4%	97.0%	▼ -1.6%	98.1%	▼ -2.8%	95.5%	94.7%	▲ 0.8%
Active Inventory	28	31	▼ -9.7%	33	▼ -15.2%			
Absorption Rate	1.8	1.5	▲ 20.0%	1.7	▲ 5.9%			

Median Sales Price



Number of Closed Sales



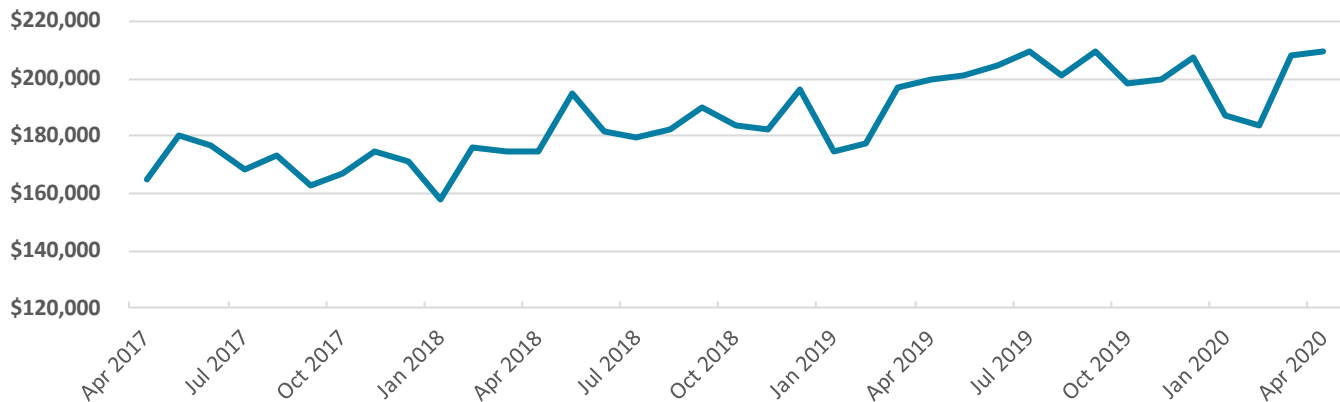
Johnson County

Data for single family homes in Johnson County.

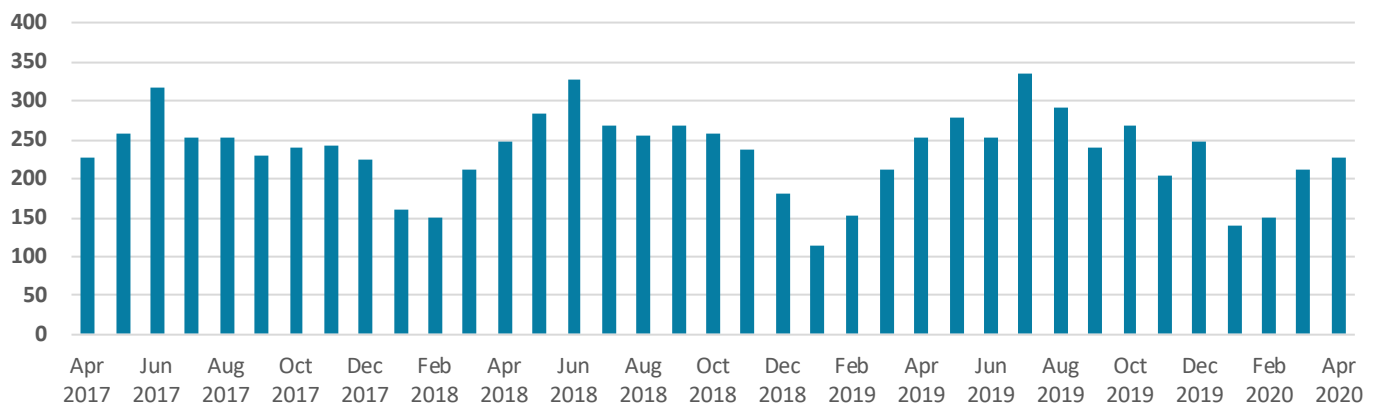


	Apr 2020	Mar 2020	MOM	Apr 2019	YOY	2020	2019	YTD
Median Sales Price	\$209,950	\$208,566	▲ 0.7%	\$199,990	▲ 5.0%	\$200,000	\$189,950	▲ 5.3%
Closed Sales	228	212	▲ 7.5%	253	▼ -9.9%	728	730	▼ -0.3%
New Listings	203	288	▼ -29.5%	309	▼ -34.3%	892	973	▼ -8.3%
Pending Sales	205	262	▼ -21.8%	256	▼ -19.9%	890	910	▼ -2.2%
Days on Market	32	28	▲ 14.3%	40	▼ -20.0%	41	50	▼ -18.0%
Price per Square Foot	\$119	\$115	▲ 3.5%	\$112	▲ 6.3%	\$117	\$112	▲ 4.5%
% of Ask Received	99.2%	98.5%	▲ 0.7%	98.6%	▲ 0.6%	98.4%	98.2%	▲ 0.2%
Active Inventory	251	243	▲ 3.3%	301	▼ -16.6%			
Absorption Rate	1.1	1.1	■ 0.0%	1.2	▼ -8.3%			

Median Sales Price



Number of Closed Sales



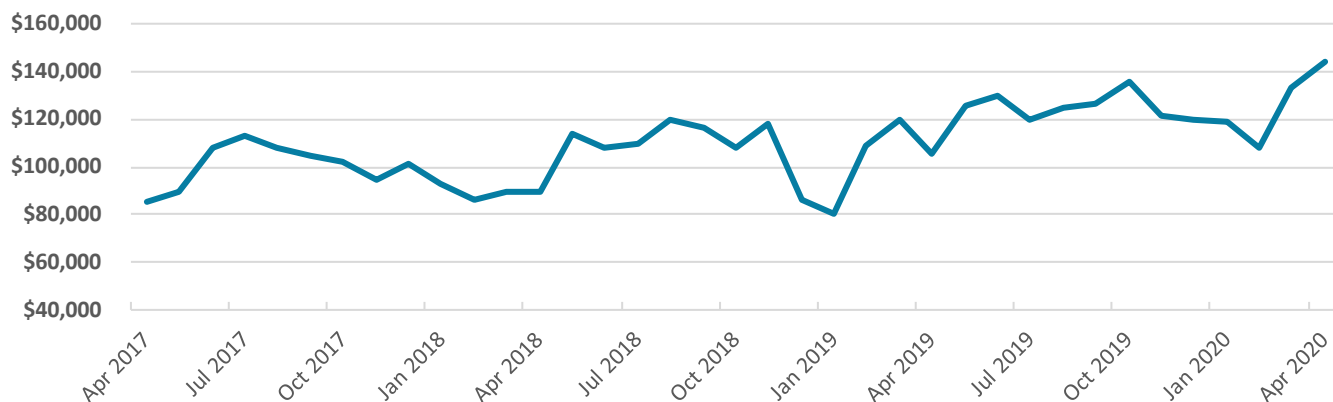
Madison County

Data for single family homes in Madison County.

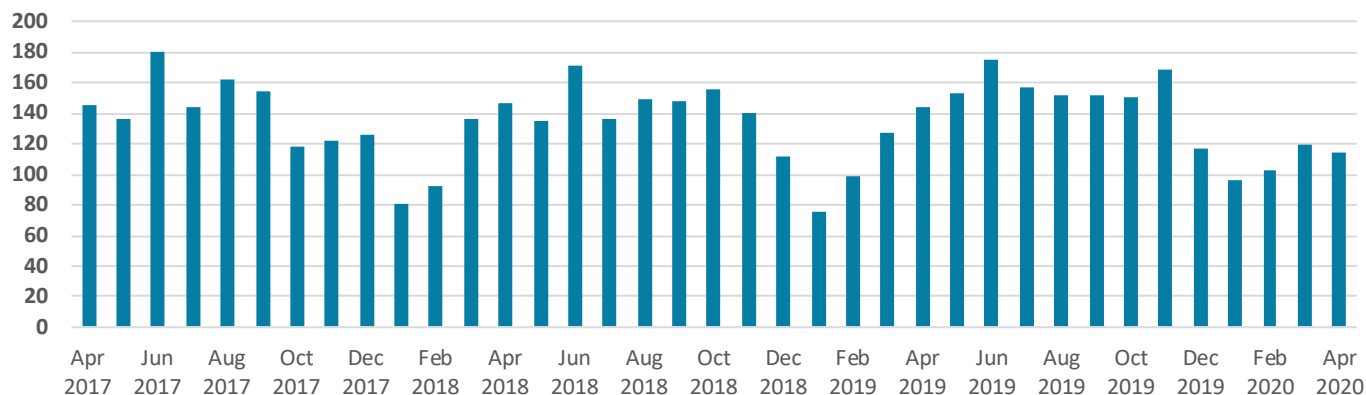


	Apr 2020	Mar 2020	MOM	Apr 2019	YOY	2020	2019	YTD
Median Sales Price	\$144,300	\$132,950	▲ 8.5%	\$106,000	▲ 36.1%	\$134,000	\$109,000	▲ 22.9%
Closed Sales	114	120	▼ -5.0%	144	▼ -20.8%	433	447	▼ -3.1%
New Listings	109	169	▼ -35.5%	189	▼ -42.3%	517	578	▼ -10.6%
Pending Sales	127	140	▼ -9.3%	163	▼ -22.1%	521	564	▼ -7.6%
Days on Market	39	42	▼ -7.1%	48	▼ -18.8%	51	57	▼ -10.5%
Price per Square Foot	\$89	\$77	▲ 15.6%	\$67	▲ 32.8%	\$78	\$68	▲ 14.7%
% of Ask Received	97.2%	96.2%	▲ 1.0%	95.2%	▲ 2.1%	96.5%	95.1%	▲ 1.5%
Active Inventory	191	218	▼ -12.4%	243	▼ -21.4%			
Absorption Rate	1.7	1.8	▼ -5.6%	1.7	■ 0.0%			

Median Sales Price



Number of Closed Sales



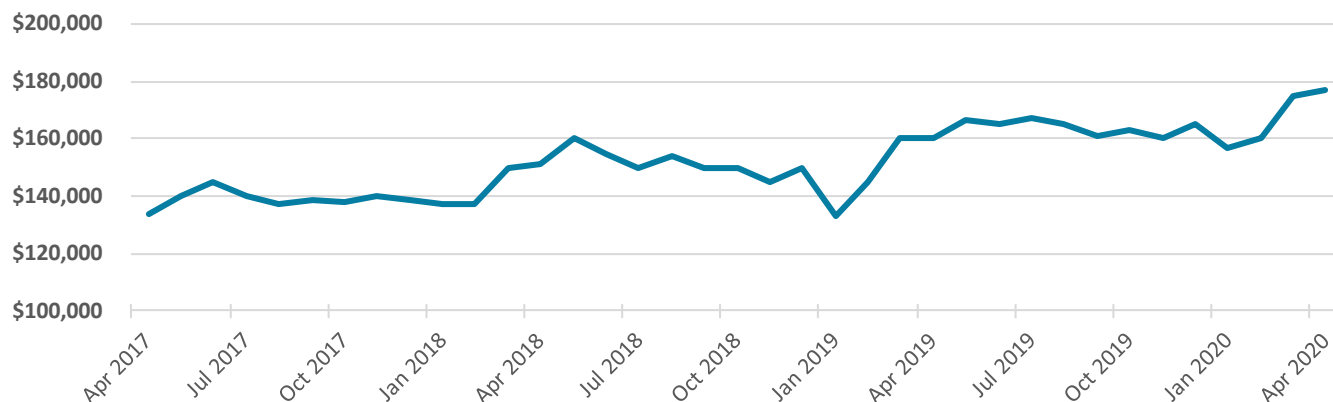
Marion County

Data for single family homes in Marion County.

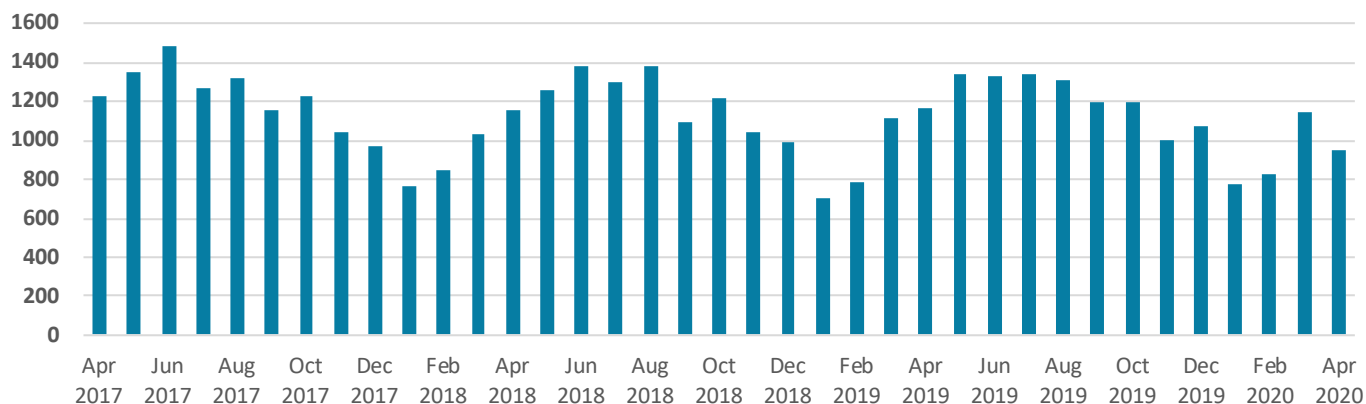


	Apr 2020	Mar 2020	MOM	Apr 2019	YOY	2020	2019	YTD
Median Sales Price	\$177,250	\$175,000	▲ 1.3%	\$160,000	▲ 10.8%	\$169,000	\$153,500	▲ 10.1%
Closed Sales	950	1,140	▼ -16.7%	1165	▼ -18.5%	3,697	3,761	▼ -1.7%
New Listings	1,135	1,441	▼ -21.2%	1557	▼ -27.1%	4,707	4,919	▼ -4.3%
Pending Sales	1,180	1,234	▼ -4.4%	1383	▼ -14.7%	4,574	4,625	▼ -1.1%
Days on Market	34	34	■ 0.0%	40	▼ -15.0%	44	48	▼ -8.3%
Price per Square Foot	\$117	\$113	▲ 3.5%	\$102	▲ 14.7%	\$110	\$99	▲ 11.1%
% of Ask Received	98.1%	97.8%	▲ 0.3%	97.8%	▲ 0.3%	97.3%	96.9%	▲ 0.4%
Active Inventory	1,459	1,483	▼ -1.6%	1594	▼ -8.5%			
Absorption Rate	1.5	1.3	▲ 15.4%	1.4	▲ 7.1%			

Median Sales Price



Number of Closed Sales



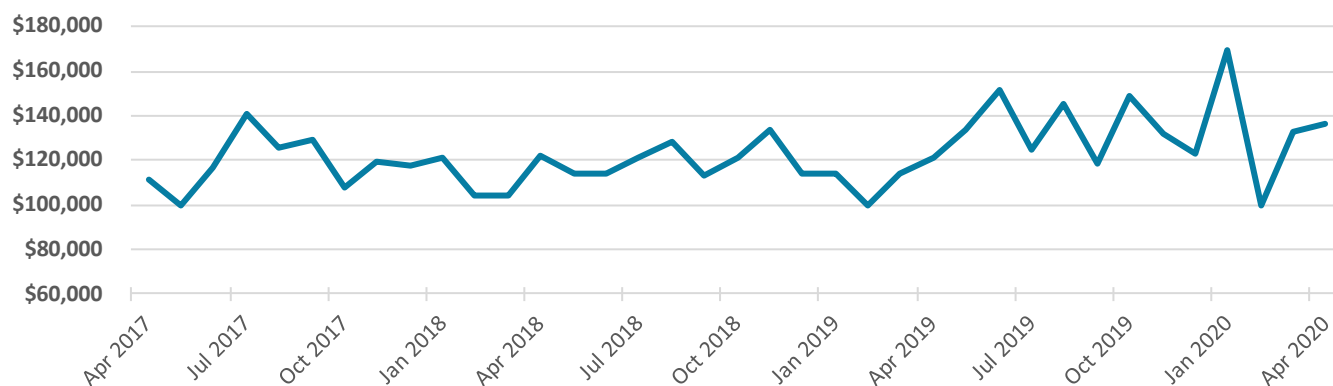
Montgomery County

Data for single family homes in Montgomery County.

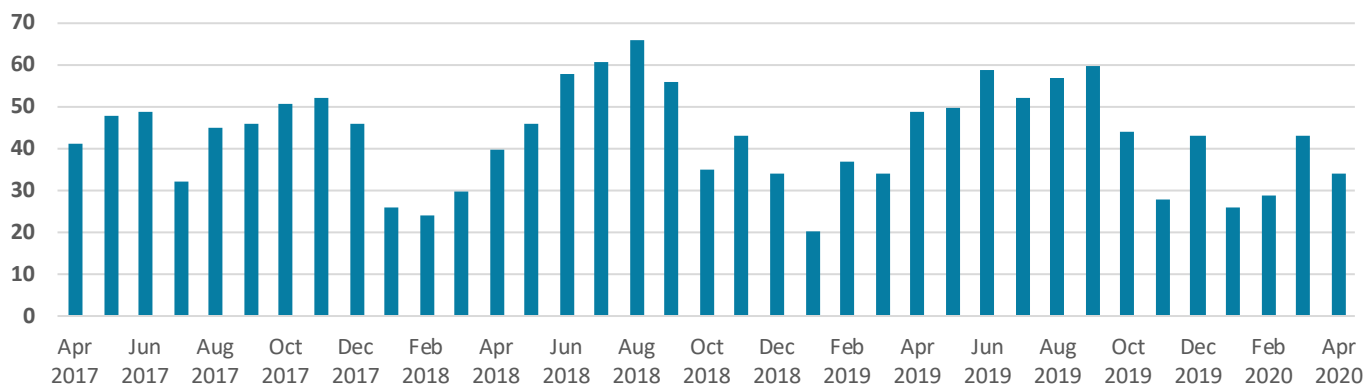


	Apr 2020	Mar 2020	MOM	Apr 2019	YOY	2020	2019	YTD
Median Sales Price	\$136,750	\$132,500	▲ 3.2%	\$121,500	▲ 12.6%	\$136,750	\$112,500	▲ 21.6%
Closed Sales	34	43	▼ -20.9%	49	▼ -30.6%	132	140	▼ -5.7%
New Listings	40	47	▼ -14.9%	65	▼ -38.5%	165	179	▼ -7.8%
Pending Sales	44	46	▼ -4.3%	53	▼ -17.0%	170	167	▲ 1.8%
Days on Market	39	76	▼ -48.7%	43	▼ -9.3%	63	59	▲ 6.8%
Price per Square Foot	\$88	\$85	▲ 3.5%	\$79	▲ 11.4%	\$88	\$77	▲ 14.3%
% of Ask Received	94.9%	95.5%	▼ -0.6%	97.6%	▼ -2.8%	96.3%	96.6%	▼ -0.3%
Active Inventory	69	74	▼ -6.8%	79	▼ -12.7%			
Absorption Rate	2.0	1.7	▲ 17.6%	1.6	▲ 25.0%			

Median Sales Price



Number of Closed Sales



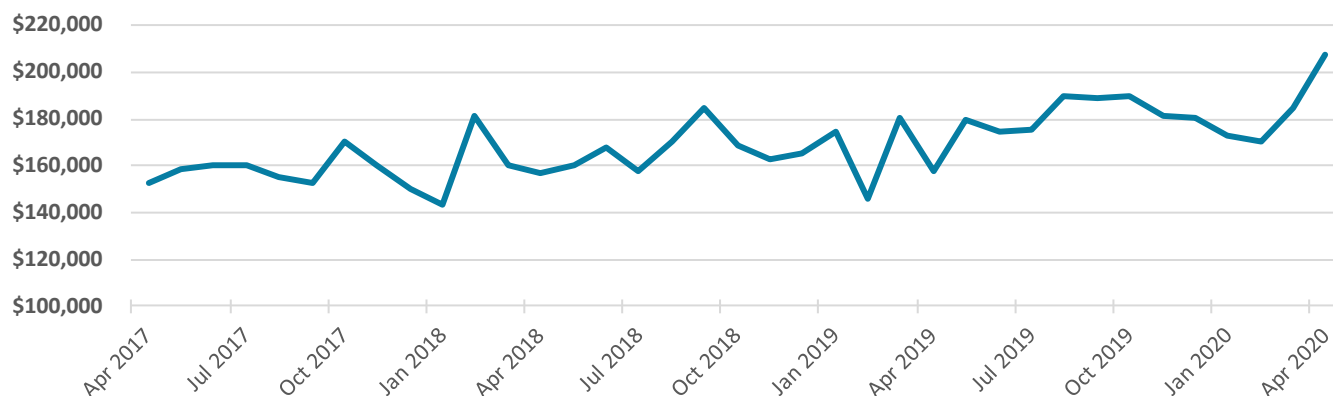
Morgan County

Data for single family homes in Morgan County.

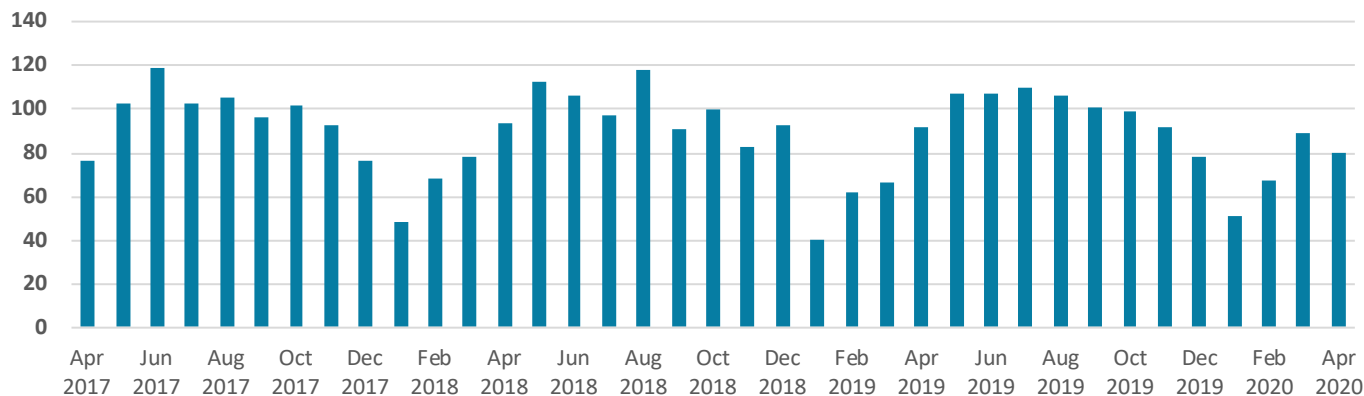


	Apr 2020	Mar 2020	MOM	Apr 2019	YOY	2020	2019	YTD
Median Sales Price	\$207,500	\$185,000	▲ 12.2%	\$158,000	▲ 31.3%	\$180,743	\$163,700	▲ 10.4%
Closed Sales	80	89	▼ -10.1%	92	▼ -13.0%	287	260	▲ 10.4%
New Listings	78	104	▼ -25.0%	128	▼ -39.1%	345	365	▼ -5.5%
Pending Sales	90	96	▼ -6.3%	115	▼ -21.7%	360	334	▲ 7.8%
Days on Market	38	32	▲ 18.8%	36	▲ 5.6%	51	54	▼ -5.6%
Price per Square Foot	\$117	\$118	▼ -0.8%	\$108	▲ 8.3%	\$116	\$106	▲ 9.4%
% of Ask Received	98.6%	97.5%	▲ 1.1%	97.0%	▲ 1.6%	98.0%	97.8%	▲ 0.2%
Active Inventory	118	124	▼ -4.8%	174	▼ -32.2%			
Absorption Rate	1.5	1.4	▲ 7.1%	1.9	▼ -21.1%			

Median Sales Price



Number of Closed Sales



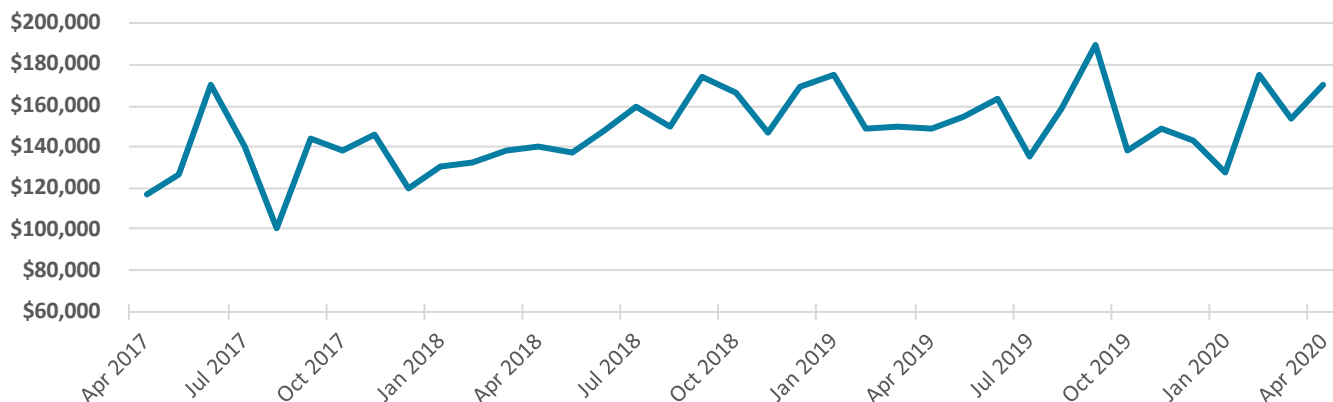
Putnam County

Data for single family homes in Putnam County.

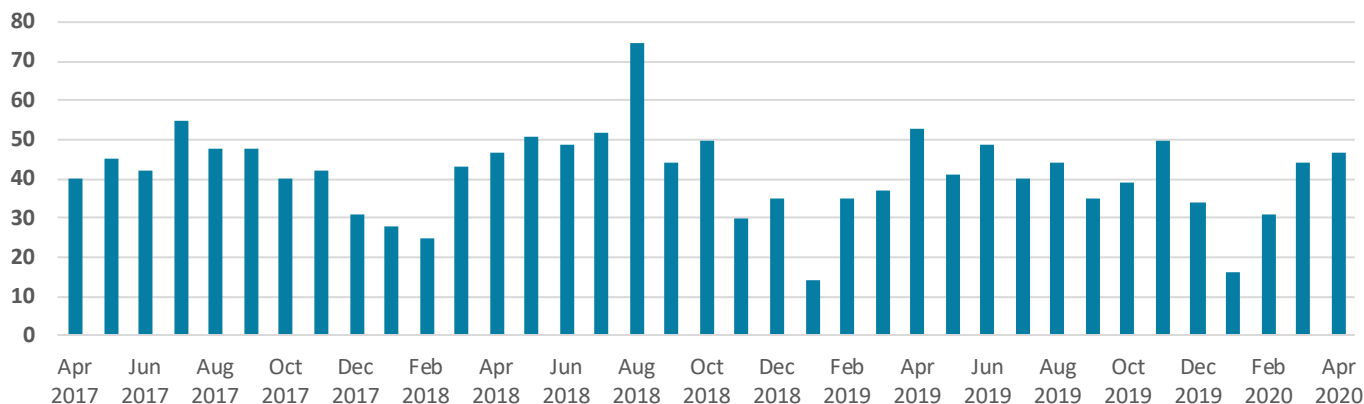


	Apr 2020	Mar 2020	MOM	Apr 2019	YOY	2020	2019	YTD
Median Sales Price	\$170,000	\$153,950	▲ 10.4%	\$148,900	▲ 14.2%	\$164,000	\$149,900	▲ 9.4%
Closed Sales	47	44	▲ 6.8%	53	▼ -11.3%	138	139	▼ -0.7%
New Listings	40	44	▼ -9.1%	49	▼ -18.4%	167	172	▼ -2.9%
Pending Sales	51	54	▼ -5.6%	42	▲ 21.4%	174	158	▲ 10.1%
Days on Market	58	118	▼ -50.8%	42	▲ 38.1%	84	66	▲ 27.3%
Price per Square Foot	\$104	\$103	▲ 1.0%	\$99	▲ 5.1%	\$105	\$101	▲ 4.0%
% of Ask Received	97.6%	98.6%	▼ -1.0%	98.2%	▼ -0.6%	98.0%	97.1%	▲ 0.9%
Active Inventory	60	71	▼ -15.5%	78	▼ -23.1%			
Absorption Rate	1.3	1.6	▼ -18.8%	1.5	▼ -13.3%			

Median Sales Price



Number of Closed Sales



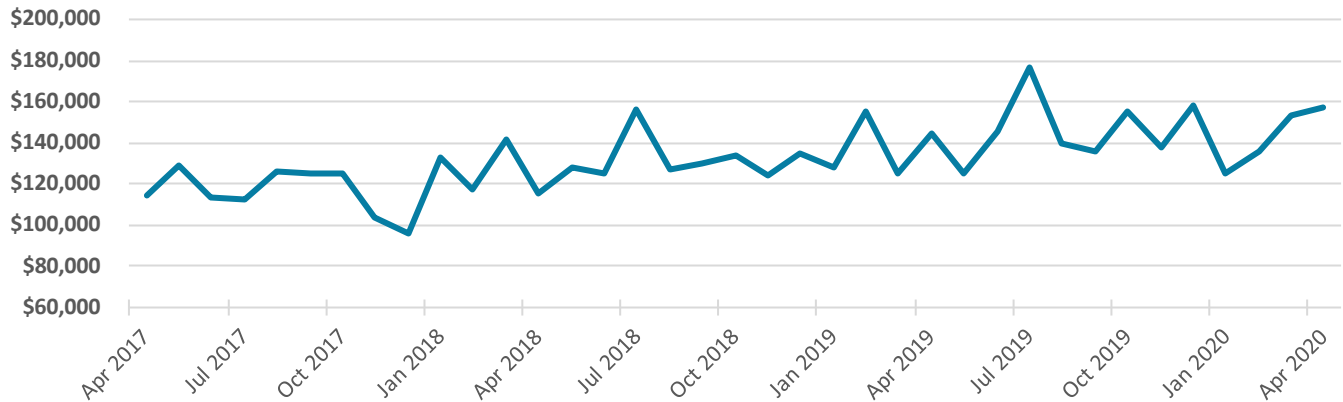
Shelby County

Data for single family homes in Shelby County.



	Apr 2020	Mar 2020	MOM	Apr 2019	YOY	2020	2019	YTD
Median Sales Price	\$157,500	\$153,000	▲ 2.9%	\$144,450	▲ 9.0%	\$142,100	\$133,000	▲ 6.8%
Closed Sales	31	41	▼ -24.4%	52	▼ -40.4%	127	149	▼ -14.8%
New Listings	40	56	▼ -28.6%	69	▼ -42.0%	184	195	▼ -5.6%
Pending Sales	46	53	▼ -13.2%	54	▼ -14.8%	176	185	▼ -4.9%
Days on Market	41	42	▼ -2.4%	40	▲ 2.5%	48	56	▼ -14.3%
Price per Square Foot	\$100	\$91	▲ 9.9%	\$88	▲ 13.6%	\$94	\$82	▲ 14.6%
% of Ask Received	97.0%	96.1%	▲ 0.9%	97.1%	▼ -0.1%	95.9%	95.6%	▲ 0.3%
Active Inventory	55	68	▼ -19.1%	70	▼ -21.4%			
Absorption Rate	1.8	1.7	▲ 5.9%	1.3	▲ 38.5%			

Median Sales Price



Number of Closed Sales

