

MARKET INSIGHTS REPORT

MAY 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, MIBORREALTOR® 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.

"Prices hit yet another all-time high this month, the third month in a row of such records, with median sales price at \$215,000, 9.6 percent more than last May and 2.4 percent more than last month alone," said Shelley Specchio, MIBOR CEO. "In addition, evidence of pent up demand is seen in the record number of pending sales with an increase of 46.2 percent from last month. Despite our current atmosphere, these numbers indicate that many are still eager to buy and our REALTORS® are ready and willing to help."

Dr. Elliot Eisenberg, an internationally acclaimed economist and public speaker says, "National indications are that as the result of the great lockdown of 2020, many families are re-thinking their housing situation and realize that they want something different, usually larger and more tailored spaces, along with less proximity to neighbors. This same scenario may well be playing out here in Indianapolis, where families are now placing a premium on having more space for a home office and workout area."

Year over year data for May

- Median sales price increased 9.2 percent to \$215,000
- Average days on market decreased 8.6 to 38
- Current active listings decreased to 3,563

Contents

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

MARKET SUMMARY



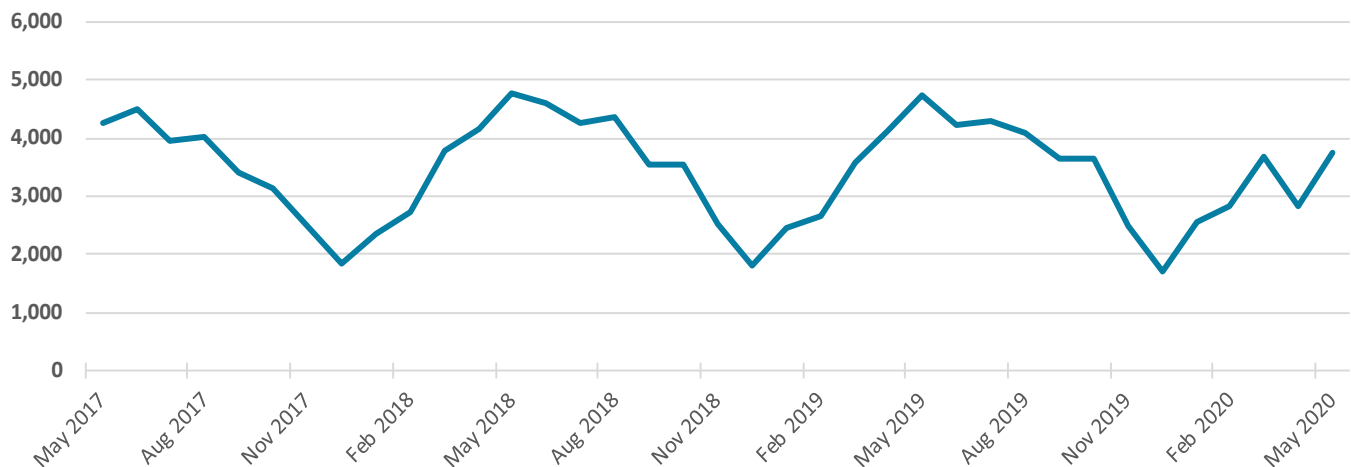
INCLUDES DATA FROM THE FOLLOWING COUNTIES FOR SINGLE FAMILY HOMES: BARTHOLOMEW, BOONE, BROWN, DECATUR, HAMILTON, HANCOCK, HENDRICKS, JACKSON, JENNINGS, JOHNSON, MADISON, MARION, MONTGOMERY, MORGAN, PUTNAM, SHELBY.

	May 2020	Apr 2020	MOM	May 2019	YOY	2020	2019	YTD
Median Sales Price	\$215,000	\$210,000	▲ 2.4%	\$196,950	▲ 9.2%	\$201,000	\$184,900	▲ 8.7%
Closed Sales	2,703	2,572	▲ 5.1%	3,522	▼ -23.3%	12,212	12,951	▼ -5.7%
New Listings	3,744	2,821	▲ 32.7%	4,751	▼ -21.2%	15,625	17,587	▼ -11.2%
Pending Sales	4,054	2,772	▲ 46.2%	3,694	▲ 9.7%	15,460	15,529	▼ -0.4%
Days on Market	38	37	▲ 2.7%	35	▲ 8.6%	46	49	▼ -6.1%
Price per Square Foot	\$121	\$120	▲ 0.8%	\$115	▲ 5.2%	\$117	\$109	▲ 7.3%
% of Ask Received	97.9%	98.3%	▼ -0.4%	98.1%	▼ -0.2%	97.7%	97.5%	▲ 0.2%
Active Inventory	3,563	3,994	▼ -10.8%	5,455	▼ -34.7%			
Absorption Rate	1.3	1.6	▼ -18.8%	1.5	▼ -13.3%			

New Listings

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

May 2020	Month over Month Change	Year over Year Change	Year to Date Change
3,744	▲ 32.7%	▼ -21.2%	▼ -11.2%

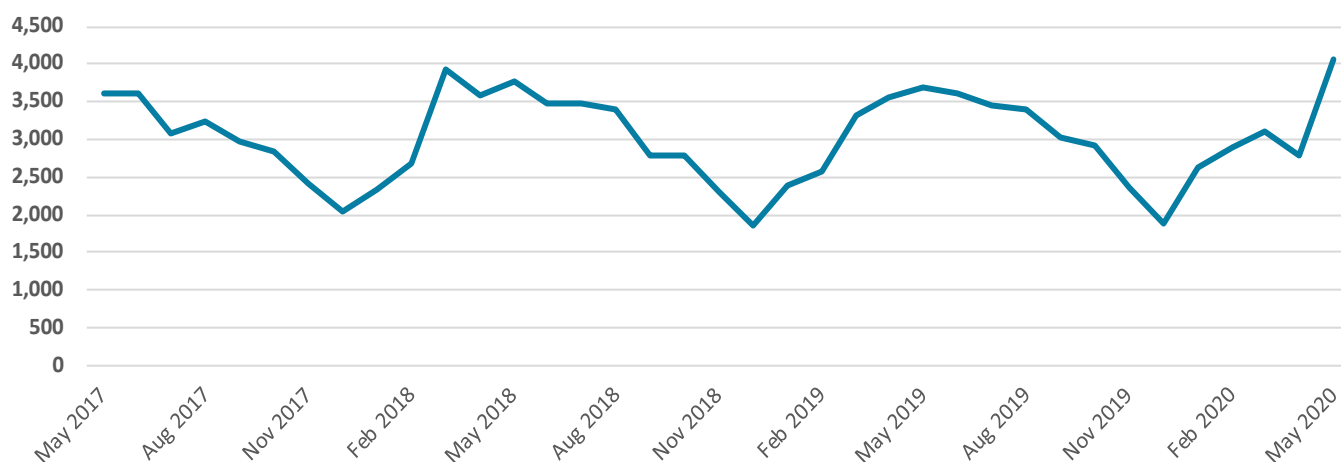


Pending Sales

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



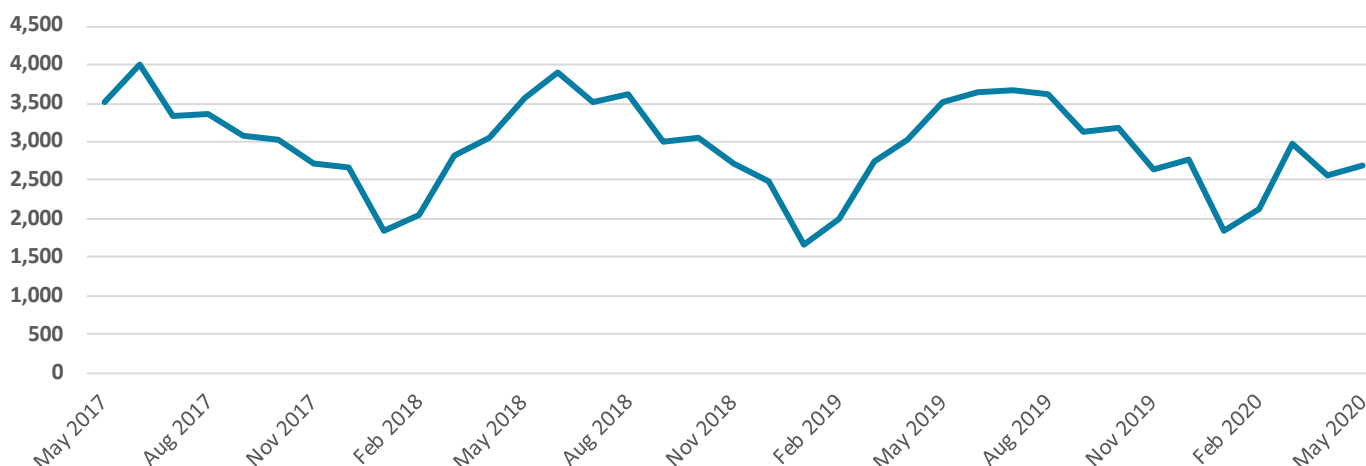
May 2020	Month over Month Change	Year over Year Change	Year to Date Change
4,054	46.2%	9.7%	-0.4%



Closed Sales

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

May 2020	Month over Month Change	Year over Year Change	Year to Date Change
2,703	5.1%	-23.3%	-5.7%

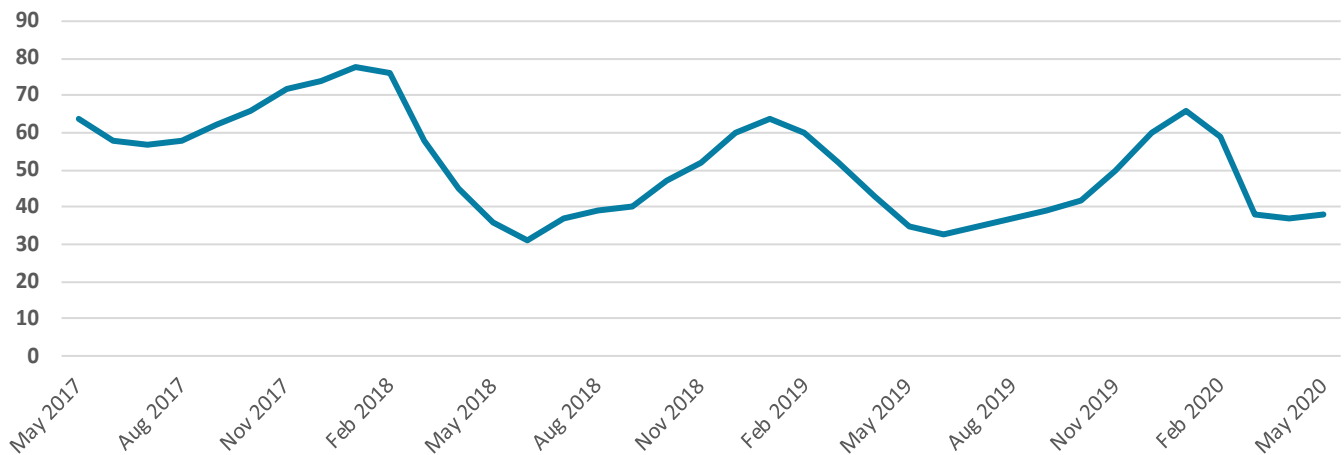


Cumulative Days on Market

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



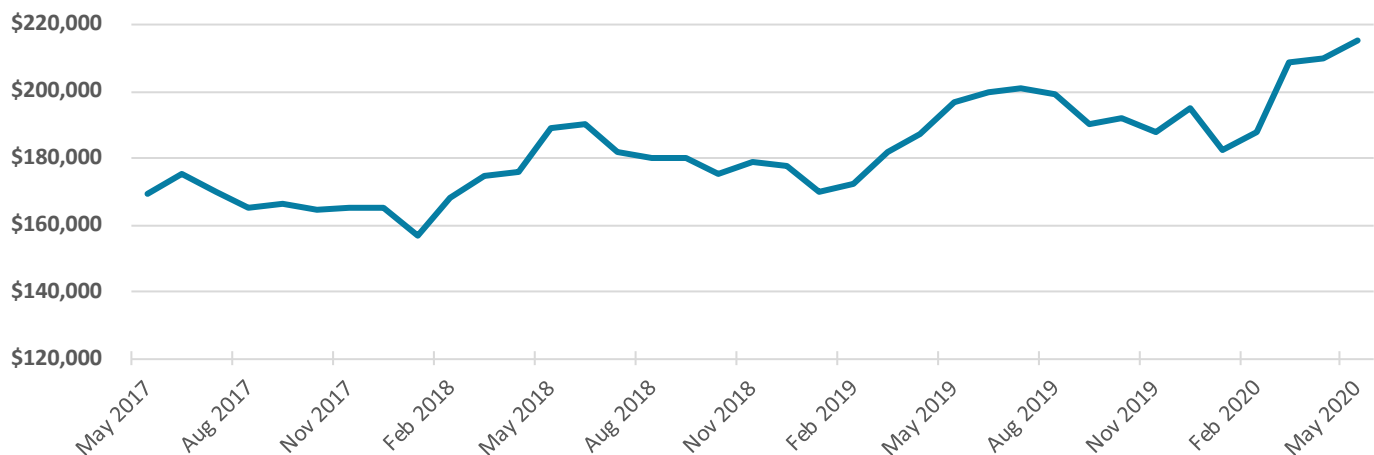
May 2020	Month over Month Change	Year over Year Change	Year to Date Change
38	2.7%	8.6%	-6.1%



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.

May 2020	Month over Month Change	Year over Year Change	Year to Date Change
\$215,000	2.4%	9.2%	8.7%

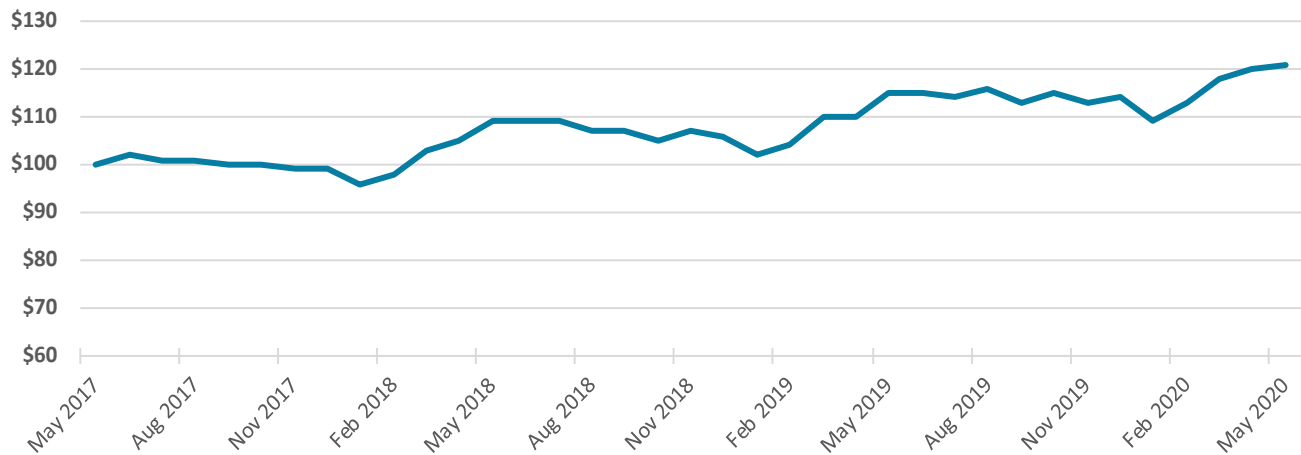


Sold Price per Square Foot

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



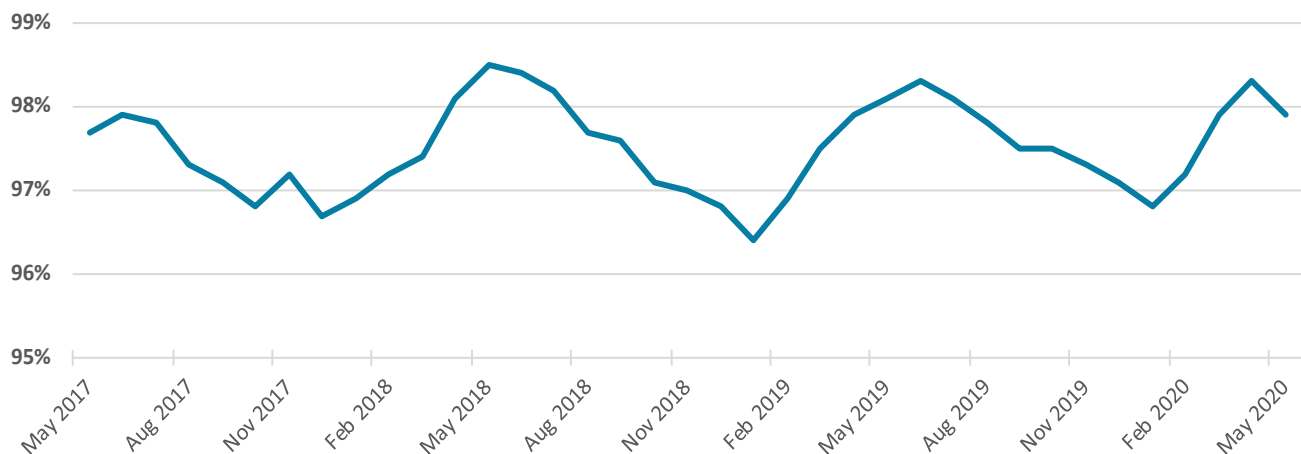
May 2020	Month over Month Change	Year over Year Change	Year to Date Change
\$121	0.8%	5.2%	7.3%



Percent of Ask Price Received

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

May 2020	Month over Month Change	Year over Year Change	Year to Date Change
97.9%	-0.4%	-0.2%	0.2%

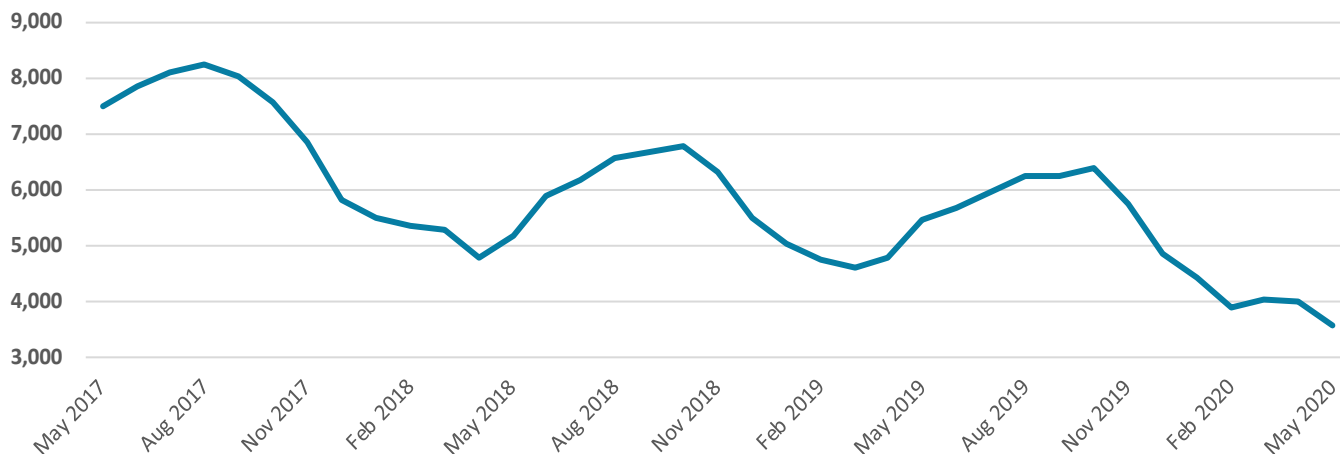


Active Inventory

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.



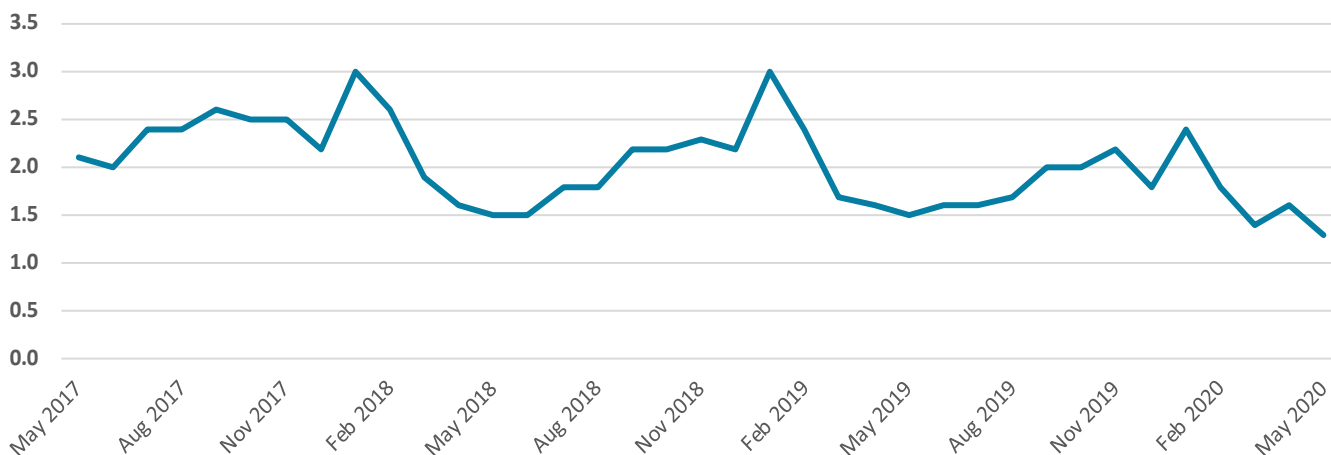
May 2020	Month over Month Change	Year over Year Change
3,563	-10.8%	-34.7%



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.

May 2020	Month over Month Change	Year over Year Change
1.3	-18.8%	-13.3%



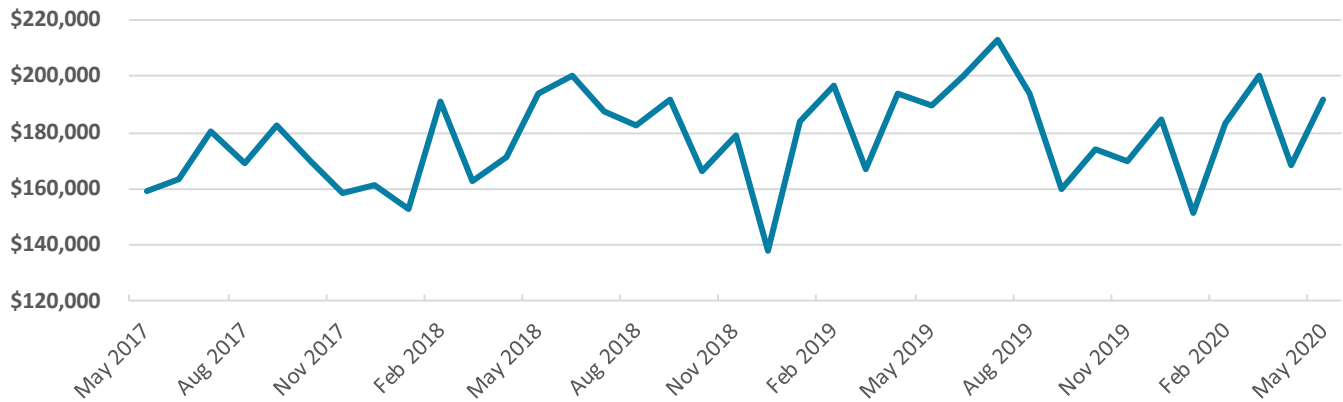
Bartholomew County

Data for single family homes in Bartholomew County.

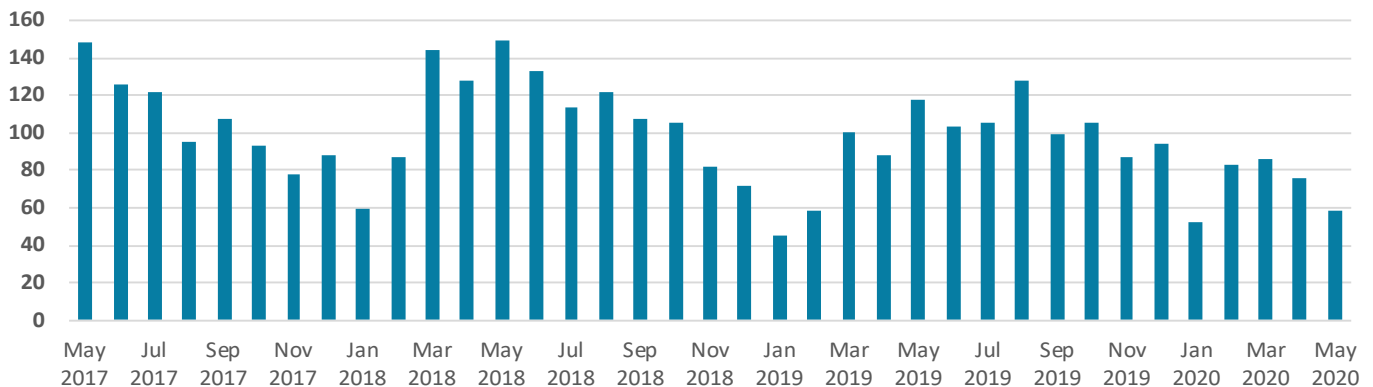


	May 2020	Apr 2020	MOM	May 2019	YOY	2020	2019	YTD
Median Sales Price	\$191,700	\$168,450	▲ 13.8%	\$189,450	▲ 1.2%	\$179,900	\$182,100	▼ -1.2%
Closed Sales	58	76	▼ -23.7%	118	▼ -50.8%	355	409	▼ -13.2%
New Listings	122	75	▲ 62.7%	123	▼ -0.8%	502	514	▼ -2.3%
Pending Sales	125	63	▲ 98.4%	108	▲ 15.7%	457	470	▼ -2.8%
Days on Market	39	33	▲ 18.2%	34	▲ 14.7%	44	52	▼ -15.4%
Price per Square Foot	\$122	\$117	▲ 4.3%	\$120	▲ 1.7%	\$120	\$113	▲ 6.2%
% of Ask Received	98.2%	97.9%	▲ 0.3%	97.4%	▲ 0.8%	97.0%	97.3%	▼ -0.3%
Active Inventory	147	147	■ 0.0%	160	▼ -8.1%			
Absorption Rate	2.5	1.9	▲ 31.6%	1.4	▲ 78.6%			

Median Sales Price



Number of Closed Sales



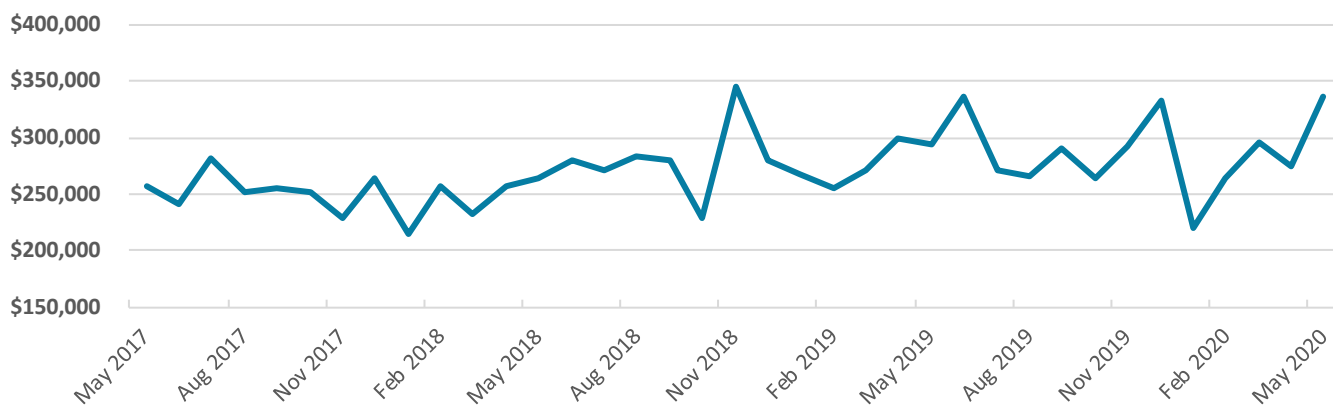
Boone County

Data for single family homes in Boone County.

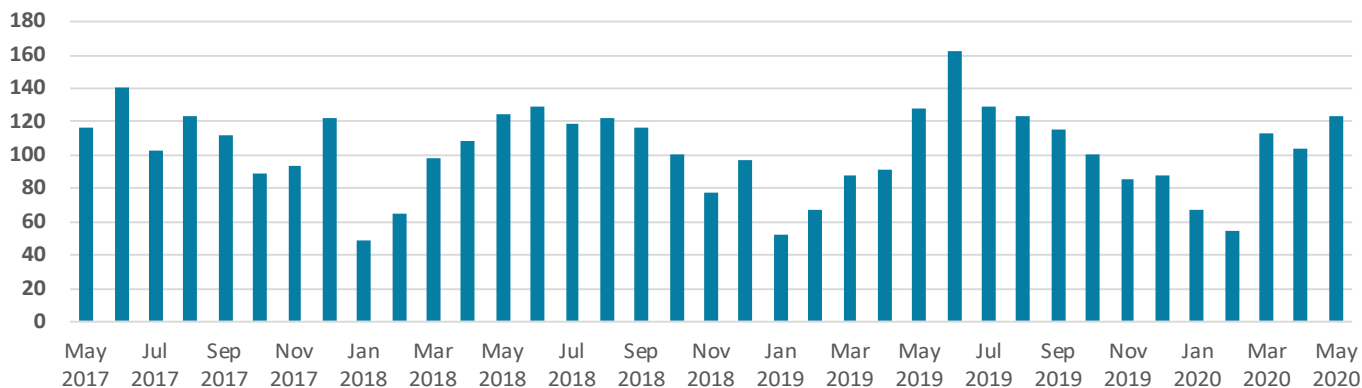


	May 2020	Apr 2020	MOM	May 2019	YOY	2020	2019	YTD
Median Sales Price	\$337,331	\$275,255	▲ 22.6%	\$294,750	▲ 14.4%	\$282,060	\$289,500	▼ -2.6%
Closed Sales	123	104	▲ 18.3%	128	▼ -3.9%	461	426	▲ 8.2%
New Listings	149	121	▲ 23.1%	188	▼ -20.7%	605	667	▼ -9.3%
Pending Sales	158	117	▲ 35.0%	131	▲ 20.6%	597	551	▲ 8.3%
Days on Market	42	25	▲ 68.0%	40	▲ 5.0%	54	61	▼ -11.5%
Price per Square Foot	\$149	\$130	▲ 14.6%	\$135	▲ 10.4%	\$137	\$131	▲ 4.6%
% of Ask Received	98.2%	97.4%	▲ 0.8%	97.8%	▲ 0.4%	97.6%	97.8%	▼ -0.2%
Active Inventory	164	179	▼ -8.4%	269	▼ -39.0%			
Absorption Rate	1.3	1.7	▼ -23.5%	2.1	▼ -38.1%			

Median Sales Price



Number of Closed Sales



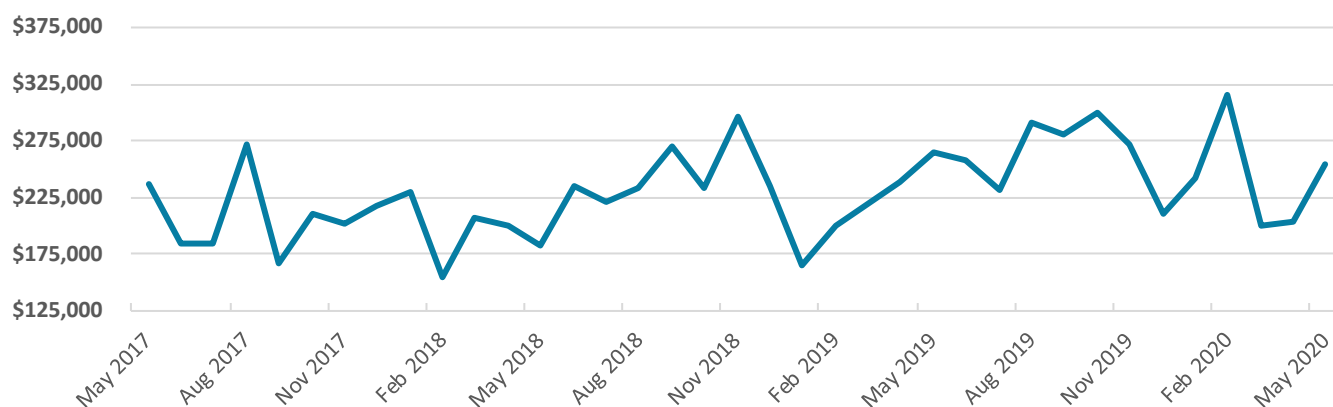
Brown County

Data for single family homes in Brown County.

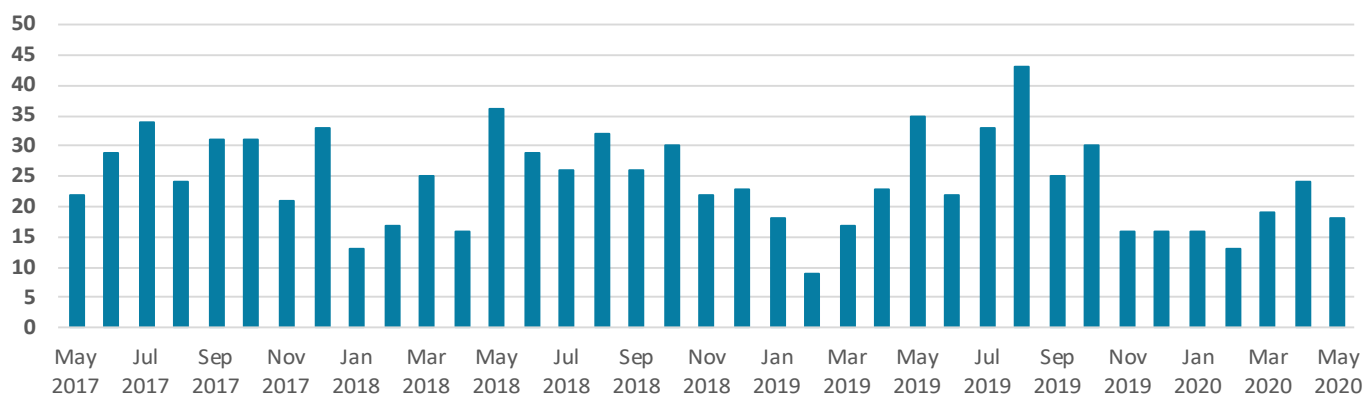


	May 2020	Apr 2020	MOM	May 2019	YOY	2020	2019	YTD
Median Sales Price	\$254,450	\$203,000	▲ 25.3%	\$265,000	▼ -4.0%	\$235,000	\$224,030	▲ 4.9%
Closed Sales	18	24	▼ -25.0%	35	▼ -48.6%	90	102	▼ -11.8%
New Listings	27	25	▲ 8.0%	50	▼ -46.0%	141	170	▼ -17.1%
Pending Sales	40	21	▲ 90.5%	28	▲ 42.9%	128	111	▲ 15.3%
Days on Market	85	138	▼ -38.4%	73	▲ 16.4%	90	86	▲ 4.7%
Price per Square Foot	\$206	\$163	▲ 26.4%	\$167	▲ 23.4%	\$180	\$166	▲ 8.4%
% of Ask Received	94.3%	94.8%	▼ -0.5%	96.1%	▼ -1.9%	95.0%	95.6%	▼ -0.6%
Active Inventory	58	77	▼ -24.7%	101	▼ -42.6%			
Absorption Rate	3.2	3.2	■ 0.0%	2.9	▲ 10.3%			

Median Sales Price



Number of Closed Sales



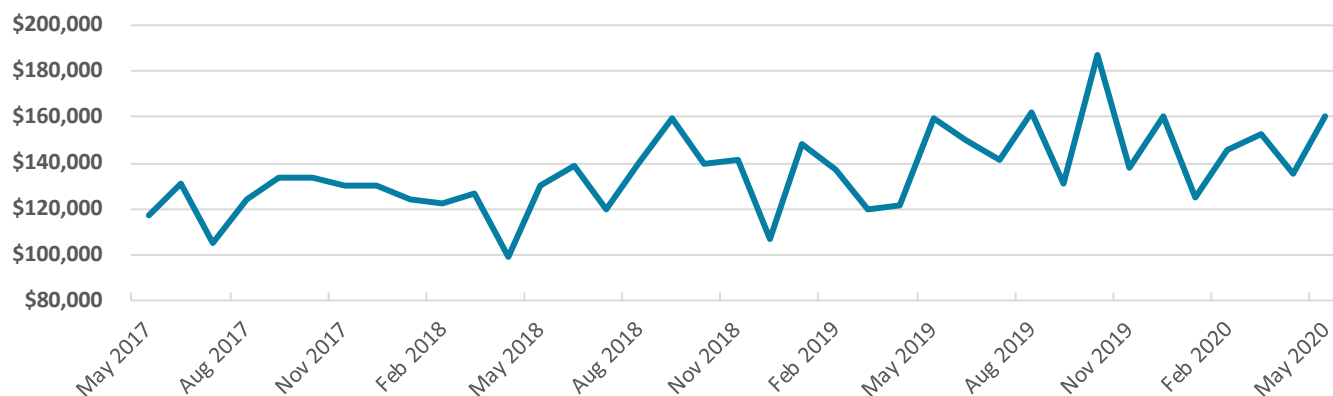
Decatur County

Data for single family homes in Decatur County.

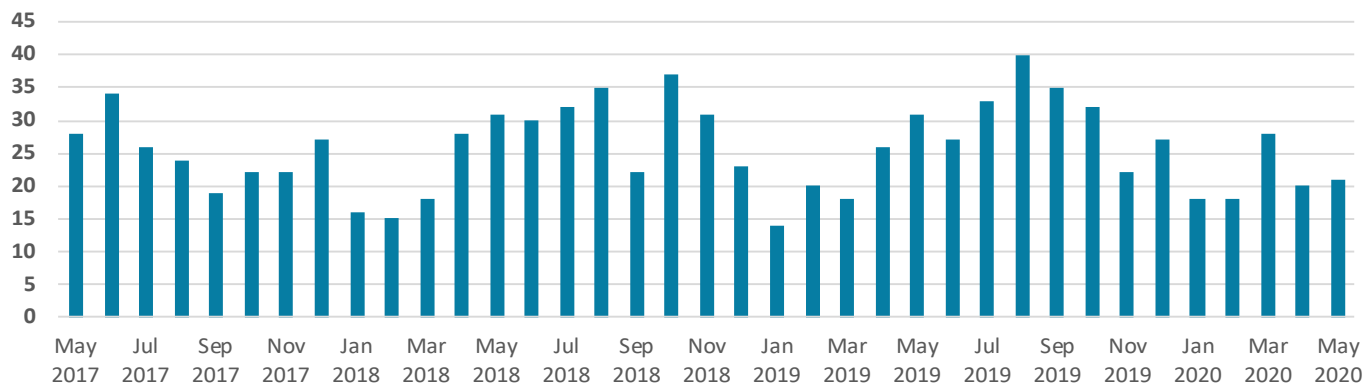


	May 2020	Apr 2020	MOM	May 2019	YOY	2020	2019	YTD
Median Sales Price	\$160,000	\$135,450	▲ 18.1%	\$159,900	▲ 0.1%	\$152,000	\$135,000	▲ 12.6%
Closed Sales	21	20	▲ 5.0%	31	▼ -32.3%	105	109	▼ -3.7%
New Listings	29	28	▲ 3.6%	55	▼ -47.3%	128	165	▼ -22.4%
Pending Sales	35	27	▲ 29.6%	29	▲ 20.7%	146	130	▲ 12.3%
Days on Market	48	29	▲ 65.5%	34	▲ 41.2%	54	69	▼ -21.7%
Price per Square Foot	\$107	\$98	▲ 9.2%	\$106	▲ 0.9%	\$102	\$93	▲ 9.7%
% of Ask Received	98.0%	97.0%	▲ 1.0%	97.1%	▲ 0.9%	96.7%	95.0%	▲ 1.8%
Active Inventory	35	38	▼ -7.9%	83	▼ -57.8%			
Absorption Rate	1.7	1.9	▼ -10.5%	2.7	▼ -37.0%			

Median Sales Price



Number of Closed Sales



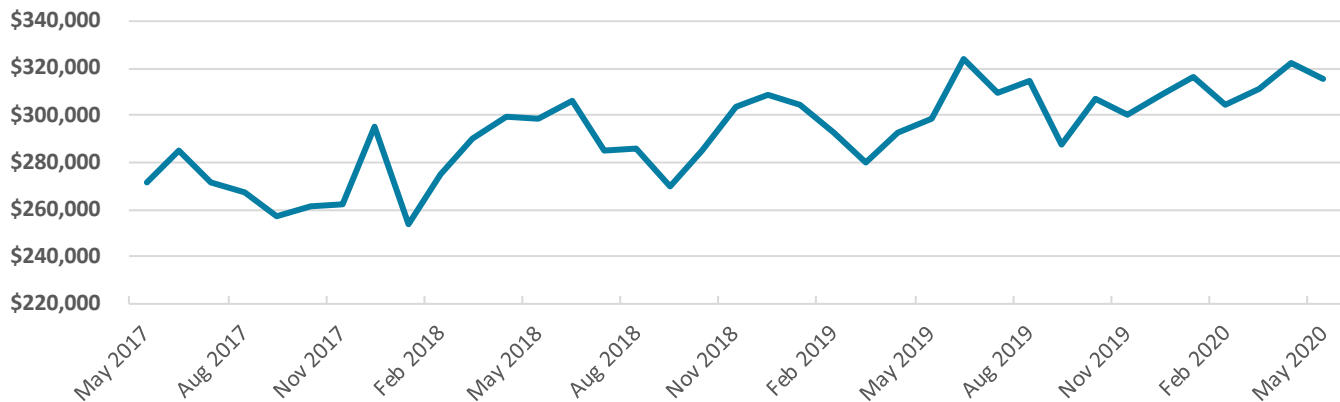
Hamilton County

Data for single family homes in Hamilton County.

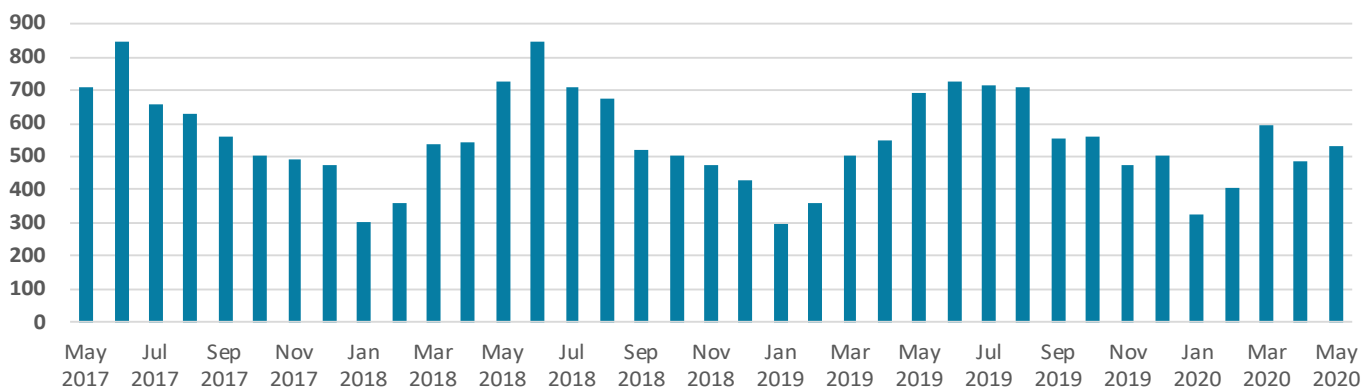


	May 2020	Apr 2020	MOM	May 2019	YOY	2020	2019	YTD
Median Sales Price	\$316,000	\$322,167	▼ -1.9%	\$298,500	▲ 5.9%	\$315,000	\$293,898	▲ 7.2%
Closed Sales	531	483	▲ 9.9%	694	▼ -23.5%	2,341	2,402	▼ -2.5%
New Listings	739	537	▲ 37.6%	992	▼ -25.5%	2,957	3,515	▼ -15.9%
Pending Sales	768	496	▲ 54.8%	707	▲ 8.6%	2,888	2,934	▼ -1.6%
Days on Market	41	49	▼ -16.3%	43	▼ -4.7%	54	56	▼ -3.6%
Price per Square Foot	\$142	\$142	▬ 0.0%	\$136	▲ 4.4%	\$140	\$135	▲ 3.7%
% of Ask Received	98.6%	98.9%	▼ -0.3%	98.5%	▲ 0.1%	98.3%	98.2%	▲ 0.1%
Active Inventory	800	853	▼ -6.2%	1267	▼ -36.9%			
Absorption Rate	1.5	1.8	▼ -16.7%	1.8	▼ -16.7%			

Median Sales Price



Number of Closed Sales



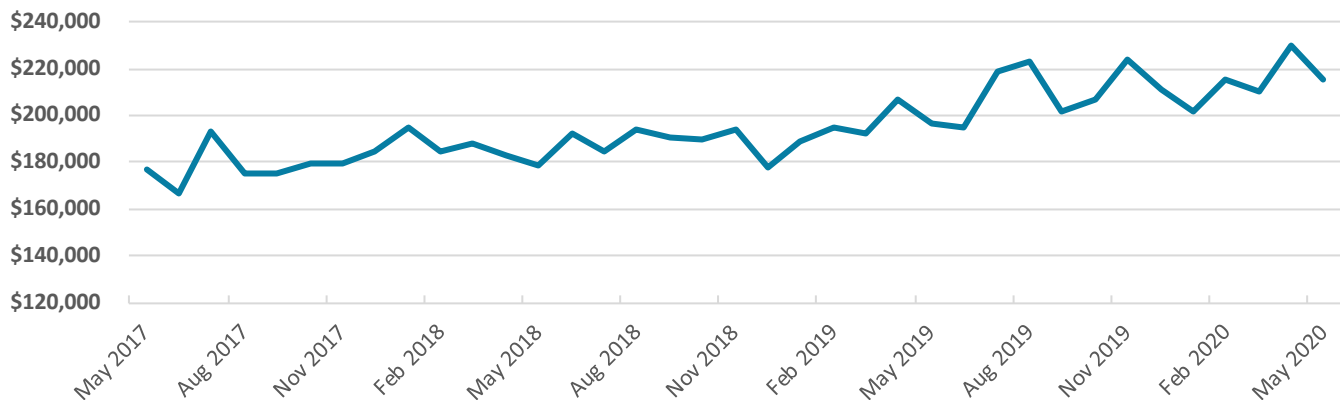
Hancock County

Data for single family homes in Hancock County.

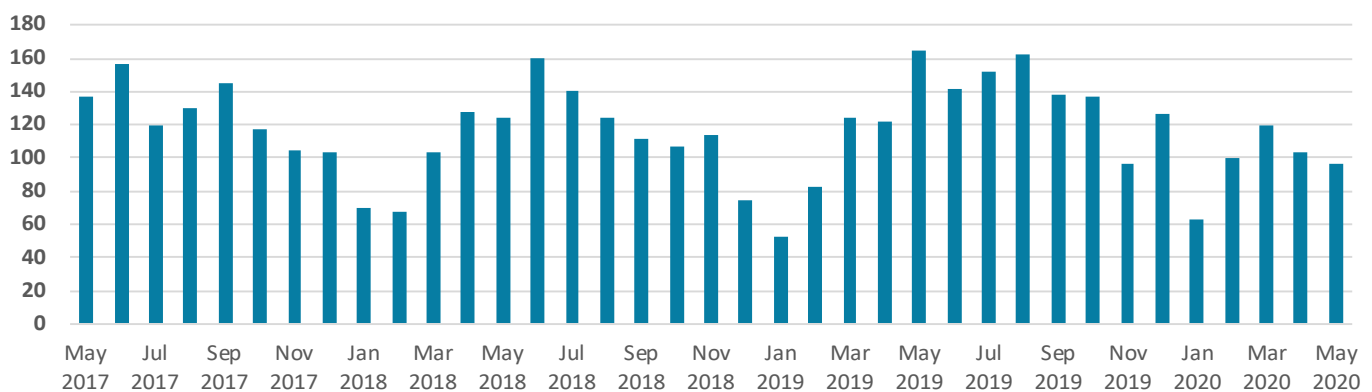


	May 2020	Apr 2020	MOM	May 2019	YOY	2020	2019	YTD
Median Sales Price	\$215,000	\$229,990	▼ -6.5%	\$197,000	▲ 9.1%	\$214,995	\$196,990	▲ 9.1%
Closed Sales	97	103	▼ -5.8%	165	▼ -41.2%	482	547	▼ -11.9%
New Listings	138	109	▲ 26.6%	195	▼ -29.2%	575	751	▼ -23.4%
Pending Sales	158	101	▲ 56.4%	150	▲ 5.3%	609	664	▼ -8.3%
Days on Market	29	35	▼ -17.1%	31	▼ -6.5%	45	50	▼ -10.0%
Price per Square Foot	\$113	\$114	▼ -0.9%	\$104	▲ 8.7%	\$111	\$104	▲ 6.7%
% of Ask Received	98.7%	98.9%	▼ -0.2%	97.9%	▲ 0.8%	98.4%	97.9%	▲ 0.5%
Active Inventory	121	139	▼ -12.9%	227	▼ -46.7%			
Absorption Rate	1.2	1.3	▼ -7.7%	1.4	▼ -14.3%			

Median Sales Price



Number of Closed Sales



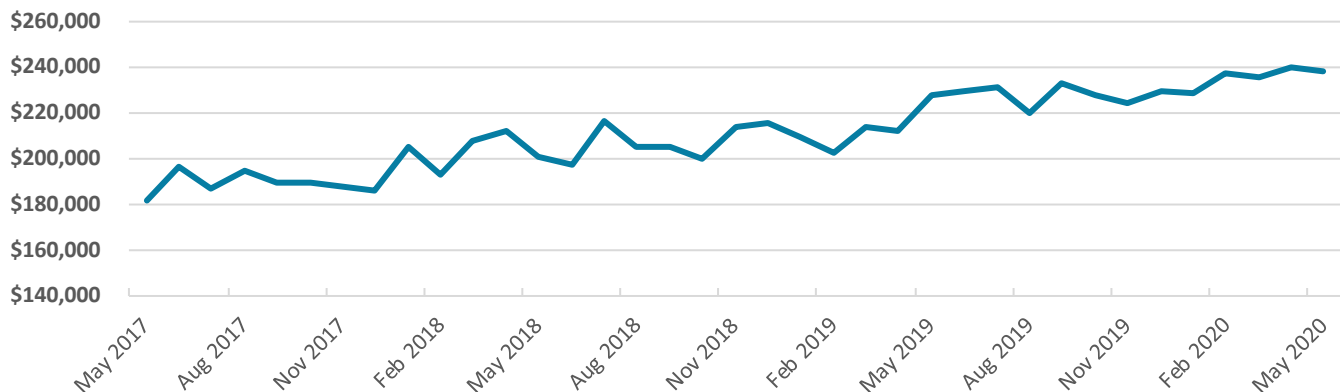
Hendricks County

Data for single family homes in Hendricks County.

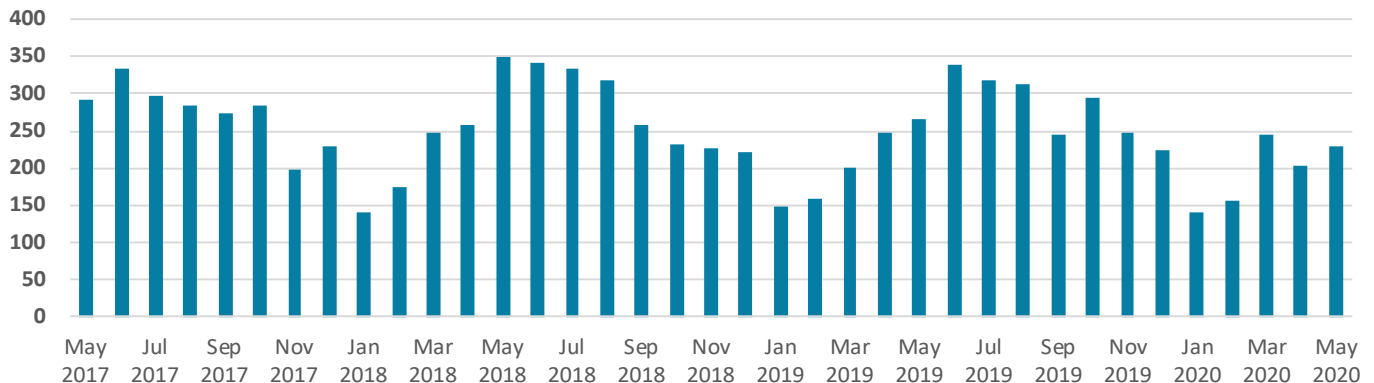


	May 2020	Apr 2020	MOM	May 2019	YOY	2020	2019	YTD
Median Sales Price	\$238,500	\$240,000	▼ -0.6%	\$228,000	▲ 4.6%	\$236,000	\$215,500	▲ 9.5%
Closed Sales	229	203	▲ 12.8%	266	▼ -13.9%	975	1,021	▼ -4.5%
New Listings	334	220	▲ 51.8%	414	▼ -19.3%	1,247	1,416	▼ -11.9%
Pending Sales	339	232	▲ 46.1%	330	▲ 2.7%	1,236	1,260	▼ -1.9%
Days on Market	29	33	▼ -12.1%	25	▲ 16.0%	41	39	▲ 5.1%
Price per Square Foot	\$116	\$117	▼ -0.9%	\$116	■ 0.0%	\$116	\$112	▲ 3.6%
% of Ask Received	98.7%	99.3%	▼ -0.6%	98.9%	▼ -0.2%	98.7%	98.6%	▲ 0.1%
Active Inventory	244	262	▼ -6.9%	393	▼ -37.9%			
Absorption Rate	1.1	1.3	▼ -15.4%	1.5	▼ -26.7%			

Median Sales Price



Number of Closed Sales



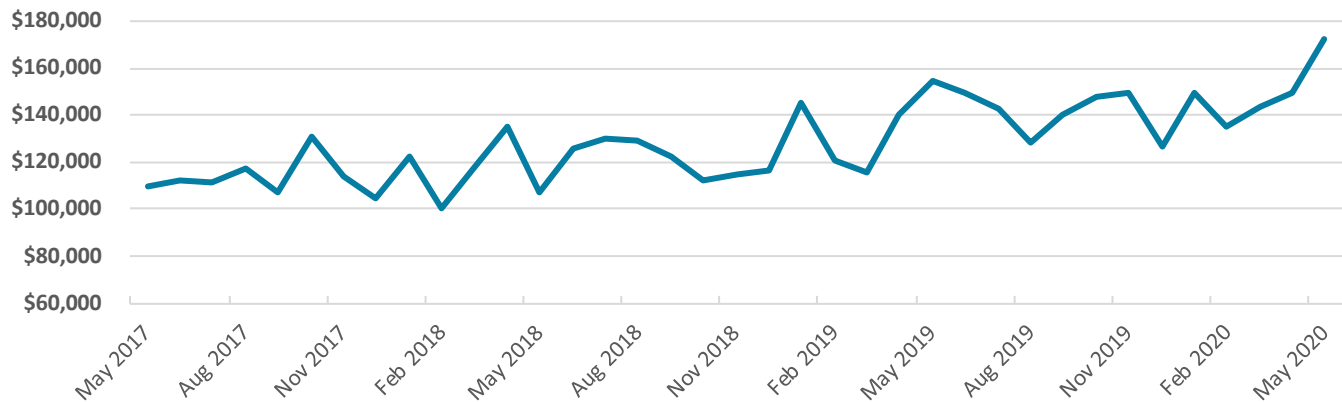
Jackson County

Data for single family homes in Jackson County.

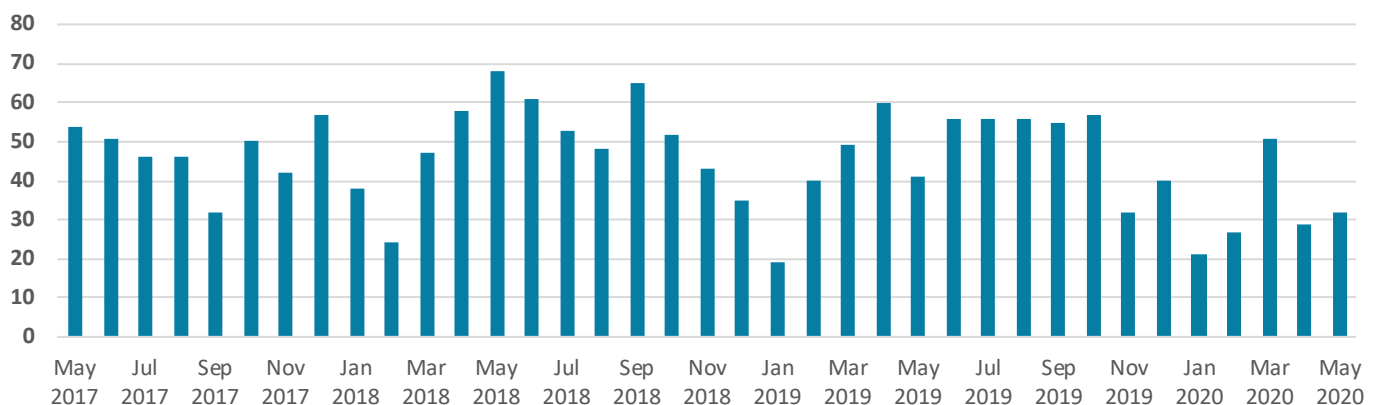


	May 2020	Apr 2020	MOM	May 2019	YOY	2020	2019	YTD
Median Sales Price	\$172,450	\$149,900	▲ 15.0%	\$155,000	▲ 11.3%	\$147,000	\$133,000	▲ 10.5%
Closed Sales	32	29	▲ 10.3%	41	▼ -22.0%	160	209	▼ -23.4%
New Listings	49	33	▲ 48.5%	66	▼ -25.8%	219	267	▼ -18.0%
Pending Sales	56	34	▲ 64.7%	58	▼ -3.4%	214	251	▼ -14.7%
Days on Market	39	13	▲ 200.0%	55	▼ -29.1%	59	65	▼ -9.2%
Price per Square Foot	\$104	\$102	▲ 2.0%	\$87	▲ 19.5%	\$100	\$87	▲ 14.9%
% of Ask Received	98.3%	99.7%	▼ -1.4%	95.1%	▲ 3.4%	97.4%	97.0%	▲ 0.4%
Active Inventory	49	53	▼ -7.5%	85	▼ -42.4%			
Absorption Rate	1.5	1.8	▼ -16.7%	2.1	▼ -28.6%			

Median Sales Price



Number of Closed Sales



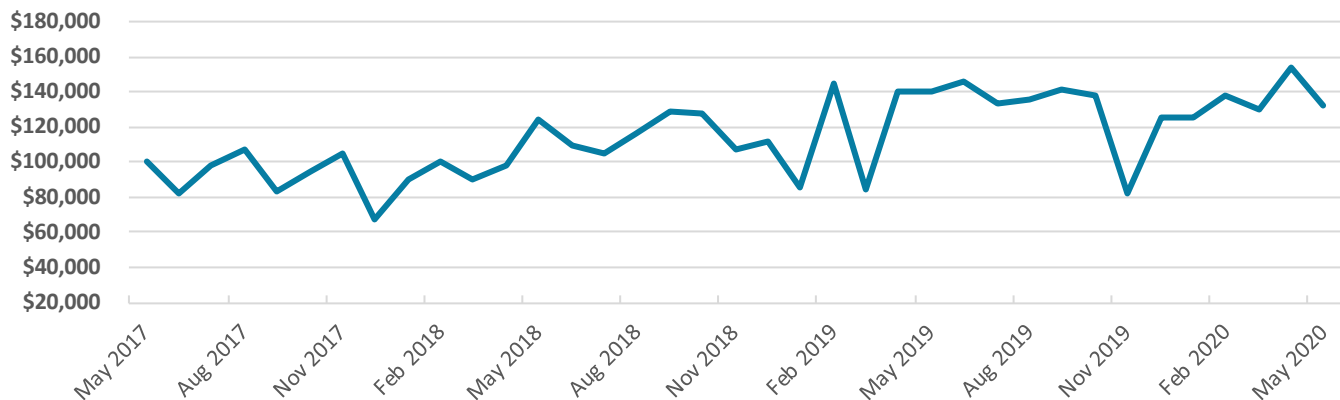
Jennings County

Data for single family homes in Jennings County.

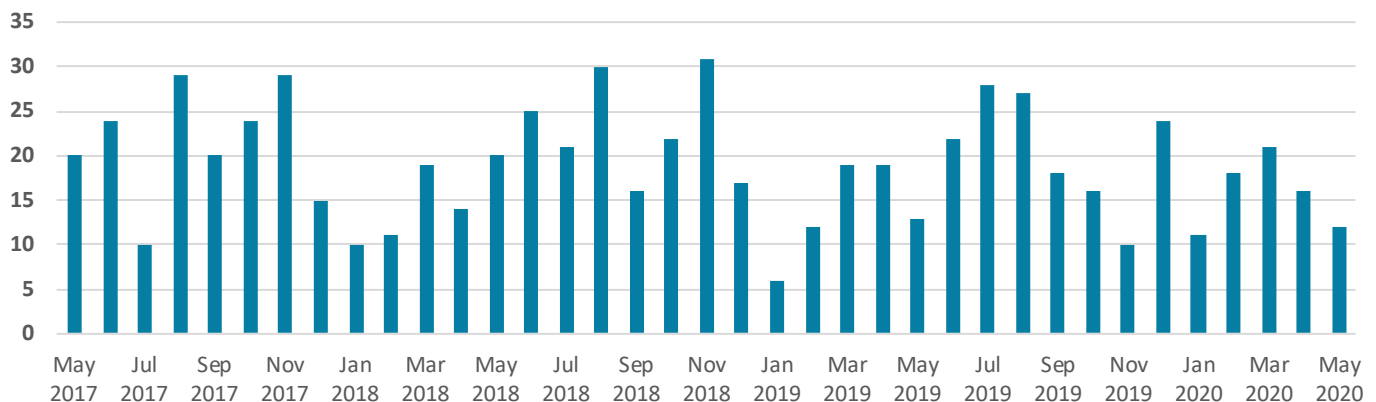


	May 2020	Apr 2020	MOM	May 2019	YOY	2020	2019	YTD
Median Sales Price	\$132,500	\$154,000	▼ -14.0%	\$140,000	▼ -5.4%	\$136,025	\$116,500	▲ 16.8%
Closed Sales	12	16	▼ -25.0%	13	▼ -7.7%	78	69	▲ 13.0%
New Listings	19	13	▲ 46.2%	31	▼ -38.7%	109	104	▲ 4.8%
Pending Sales	23	19	▲ 21.1%	21	▲ 9.5%	104	83	▲ 25.3%
Days on Market	22	36	▼ -38.9%	35	▼ -37.1%	38	47	▼ -19.1%
Price per Square Foot	\$104	\$101	▲ 3.0%	\$80	▲ 30.0%	\$92	\$84	▲ 9.5%
% of Ask Received	96.0%	95.4%	▲ 0.6%	94.4%	▲ 1.7%	95.6%	94.6%	▲ 1.1%
Active Inventory	22	28	▼ -21.4%	40	▼ -45.0%			
Absorption Rate	1.8	1.8	■ 0.0%	3.1	▼ -41.9%			

Median Sales Price



Number of Closed Sales



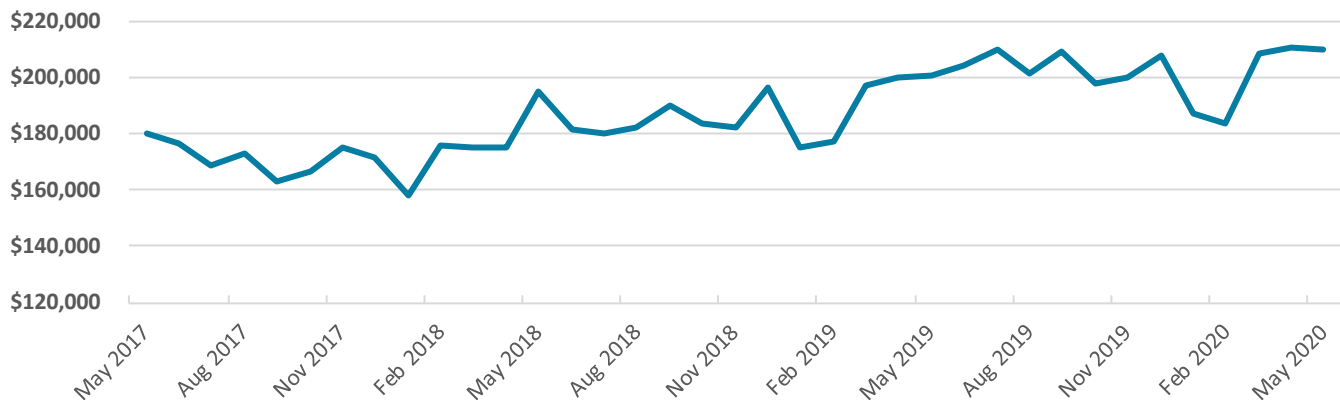
Johnson County

Data for single family homes in Johnson County.

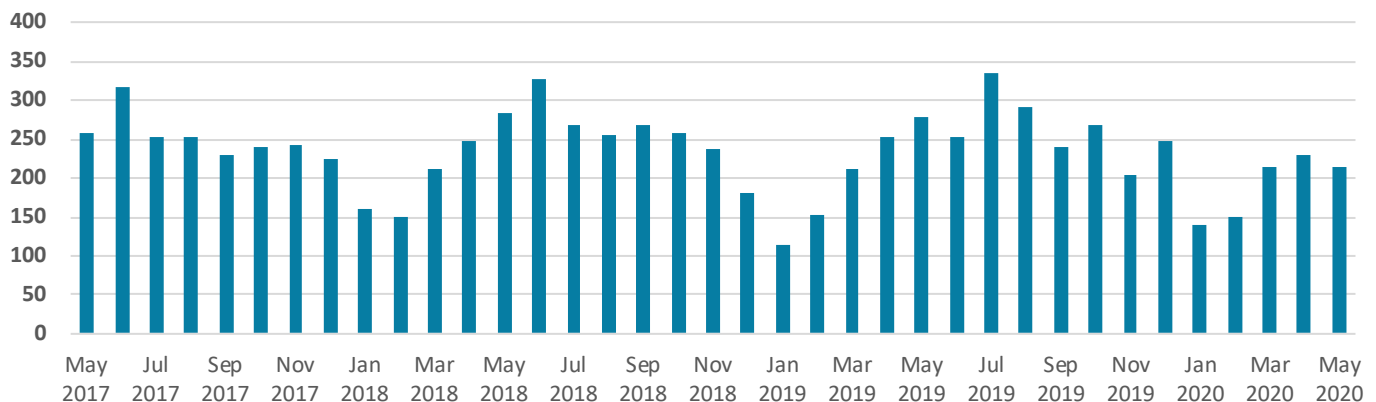


	May 2020	Apr 2020	MOM	May 2019	YOY	2020	2019	YTD
Median Sales Price	\$210,000	\$211,000	▼ -0.5%	\$201,000	▲ 4.5%	\$204,232	\$193,000	▲ 5.8%
Closed Sales	213	230	▼ -7.4%	279	▼ -23.7%	945	1,009	▼ -6.3%
New Listings	293	205	▲ 42.9%	363	▼ -19.3%	1,196	1,336	▼ -10.5%
Pending Sales	301	202	▲ 49.0%	280	▲ 7.5%	1,183	1,190	▼ -0.6%
Days on Market	33	32	▲ 3.1%	31	▲ 6.5%	39	46	▼ -15.2%
Price per Square Foot	\$123	\$119	▲ 3.4%	\$118	▲ 4.2%	\$118	\$114	▲ 3.5%
% of Ask Received	99.0%	99.2%	▼ -0.2%	98.7%	▲ 0.3%	98.6%	98.4%	▲ 0.2%
Active Inventory	234	258	▼ -9.3%	362	▼ -35.4%			
Absorption Rate	1.1	1.1	■ 0.0%	1.3	▼ -15.4%			

Median Sales Price



Number of Closed Sales



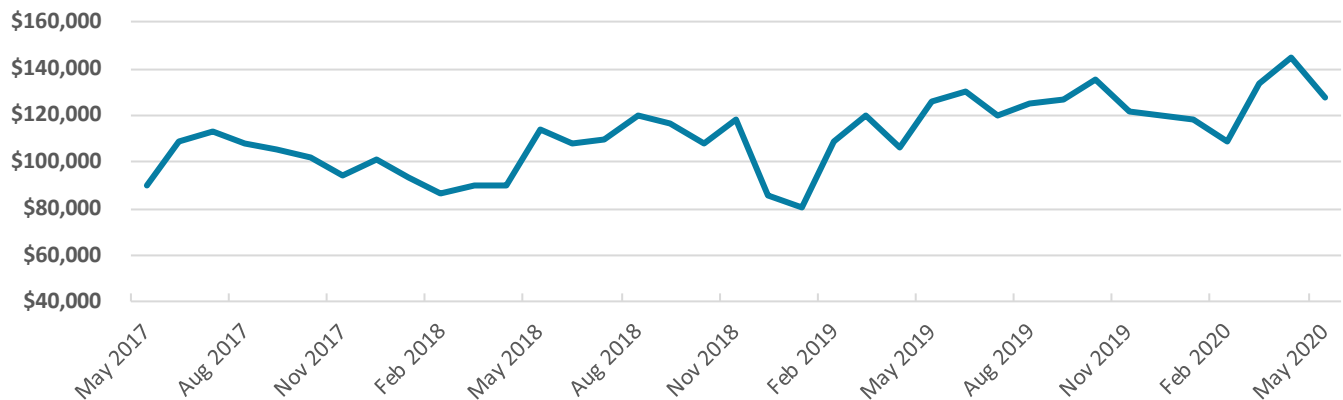
Madison County

Data for single family homes in Madison County.

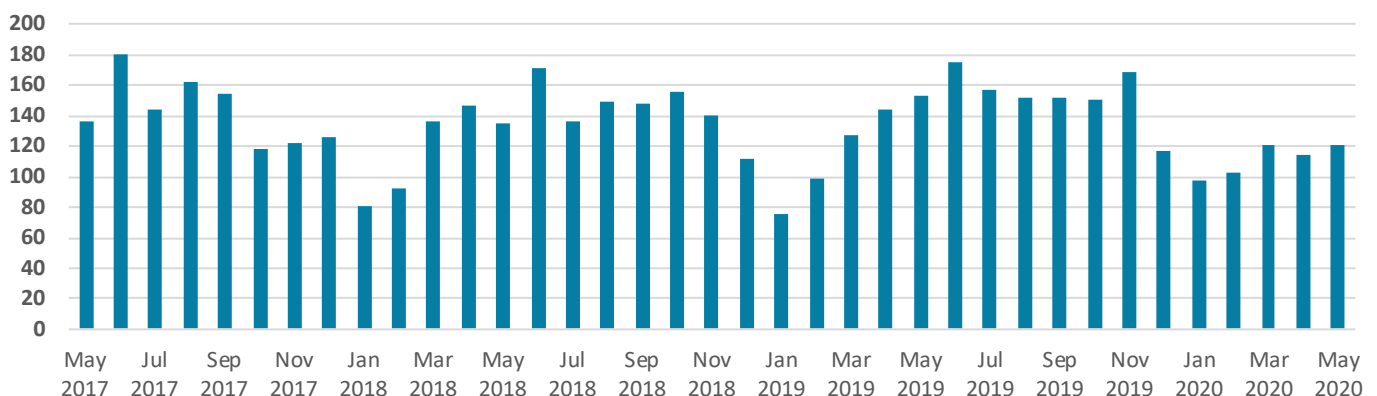


	May 2020	Apr 2020	MOM	May 2019	YOY	2020	2019	YTD
Median Sales Price	\$127,500	\$144,900	▼ -12.0%	\$126,000	▲ 1.2%	\$132,500	\$113,250	▲ 17.0%
Closed Sales	121	115	▲ 5.2%	153	▼ -20.9%	557	600	▼ -7.2%
New Listings	167	109	▲ 53.2%	206	▼ -18.9%	684	784	▼ -12.8%
Pending Sales	195	125	▲ 56.0%	176	▲ 10.8%	711	740	▼ -3.9%
Days on Market	45	38	▲ 18.4%	41	▲ 9.8%	49	54	▼ -9.3%
Price per Square Foot	\$77	\$89	▼ -13.5%	\$74	▲ 4.1%	\$78	\$69	▲ 13.0%
% of Ask Received	94.5%	97.3%	▼ -2.9%	96.5%	▼ -2.1%	96.1%	95.5%	▲ 0.6%
Active Inventory	157	188	▼ -16.5%	262	▼ -40.1%			
Absorption Rate	1.3	1.6	▼ -18.8%	1.7	▼ -23.5%			

Median Sales Price



Number of Closed Sales



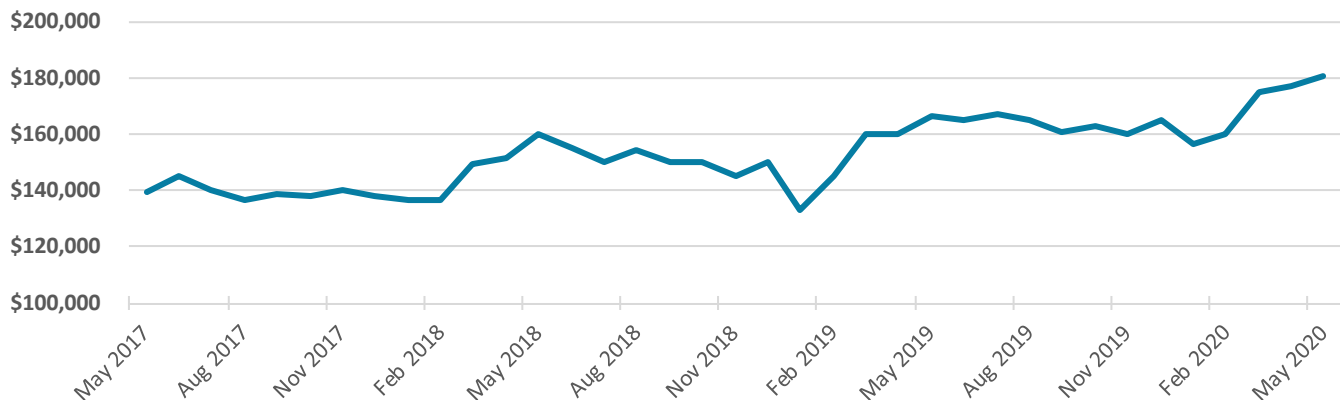
Marion County

Data for single family homes in Marion County.

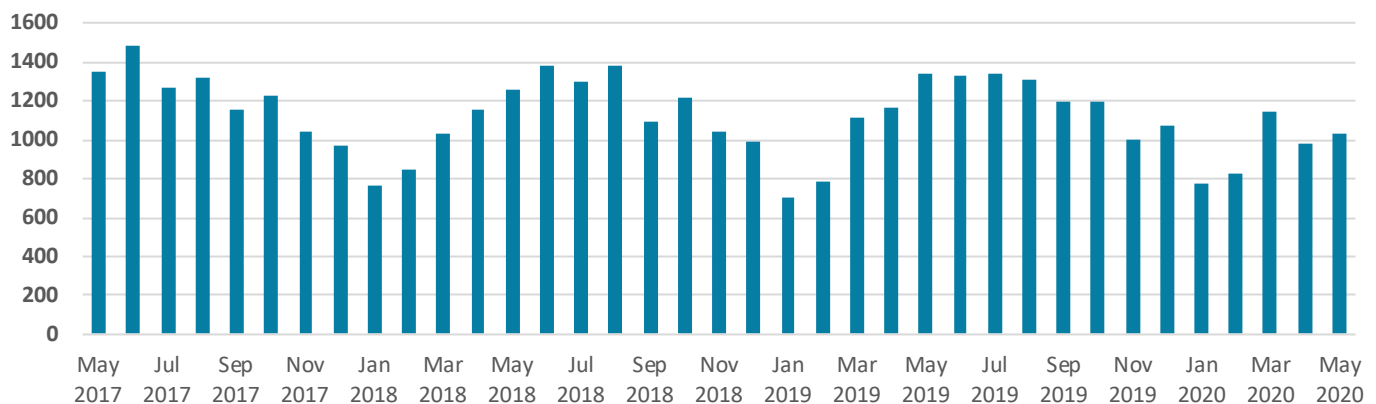


	May 2020	Apr 2020	MOM	May 2019	YOY	2020	2019	YTD
Median Sales Price	\$181,000	\$177,000	▲ 2.3%	\$166,750	▲ 8.5%	\$170,000	\$157,000	▲ 8.3%
Closed Sales	1,031	976	▲ 5.6%	1344	▼ -23.3%	4,760	5,105	▼ -6.8%
New Listings	1,387	1,146	▲ 21.0%	1736	▼ -20.1%	6,107	6,655	▼ -8.2%
Pending Sales	1,525	1,118	▲ 36.4%	1404	▲ 8.6%	5,999	6,029	▼ -0.5%
Days on Market	38	32	▲ 18.8%	31	▲ 22.6%	42	44	▼ -4.5%
Price per Square Foot	\$116	\$117	▼ -0.9%	\$108	▲ 7.4%	\$111	\$102	▲ 8.8%
% of Ask Received	97.8%	97.9%	▼ -0.1%	98.2%	▼ -0.4%	97.4%	97.3%	▲ 0.1%
Active Inventory	1,279	1,469	▼ -12.9%	1775	▼ -27.9%			
Absorption Rate	1.2	1.5	▼ -20.0%	1.3	▼ -7.7%			

Median Sales Price



Number of Closed Sales



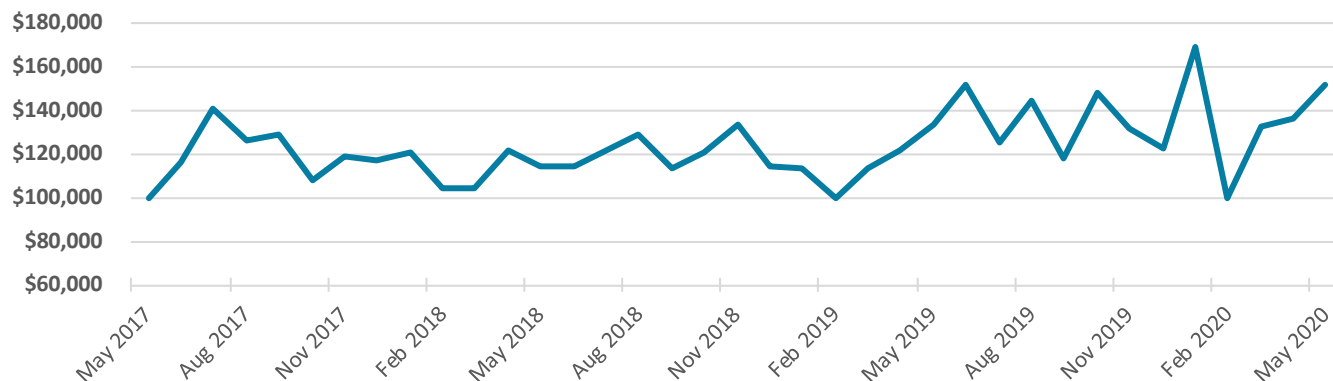
Montgomery County

Data for single family homes in Montgomery County.

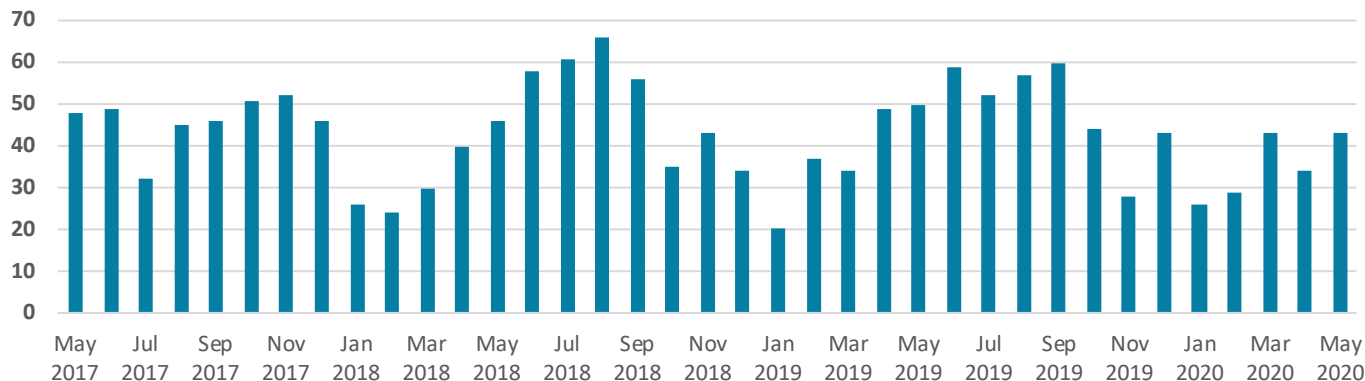


	May 2020	Apr 2020	MOM	May 2019	YOY	2020	2019	YTD
Median Sales Price	\$152,000	\$136,750	▲ 11.2%	\$133,850	▲ 13.6%	\$138,000	\$115,625	▲ 19.4%
Closed Sales	43	34	▲ 26.5%	50	▼ -14.0%	175	190	▼ -7.9%
New Listings	53	40	▲ 32.5%	76	▼ -30.3%	219	255	▼ -14.1%
Pending Sales	59	42	▲ 40.5%	60	▼ -1.7%	226	227	▼ -0.4%
Days on Market	50	39	▲ 28.2%	29	▲ 72.4%	59	52	▲ 13.5%
Price per Square Foot	\$97	\$88	▲ 10.2%	\$94	▲ 3.2%	\$90	\$82	▲ 9.8%
% of Ask Received	97.7%	94.9%	▲ 3.0%	96.5%	▲ 1.2%	96.7%	96.6%	▲ 0.1%
Active Inventory	57	70	▼ -18.6%	88	▼ -35.2%			
Absorption Rate	1.3	2.1	▼ -38.1%	1.8	▼ -27.8%			

Median Sales Price



Number of Closed Sales



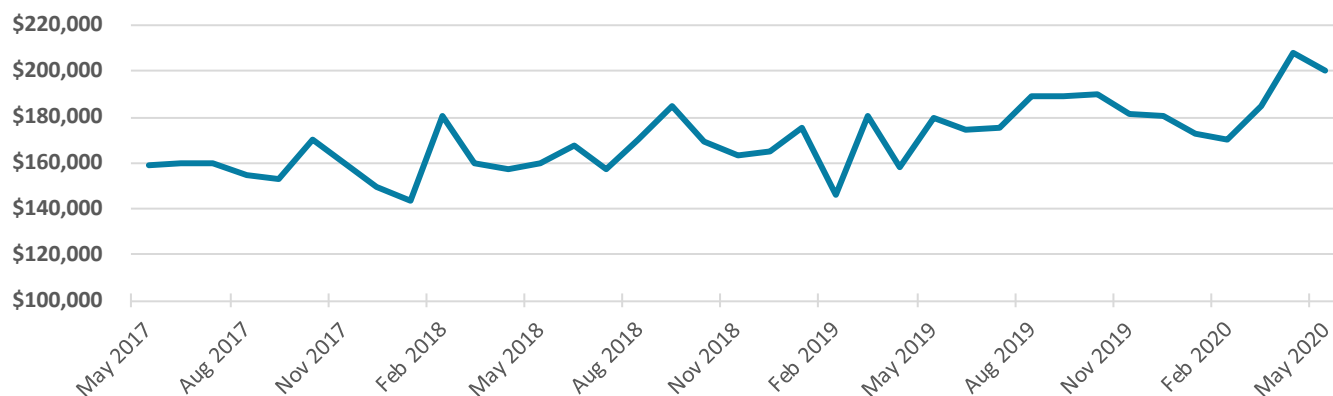
Morgan County

Data for single family homes in Morgan County.

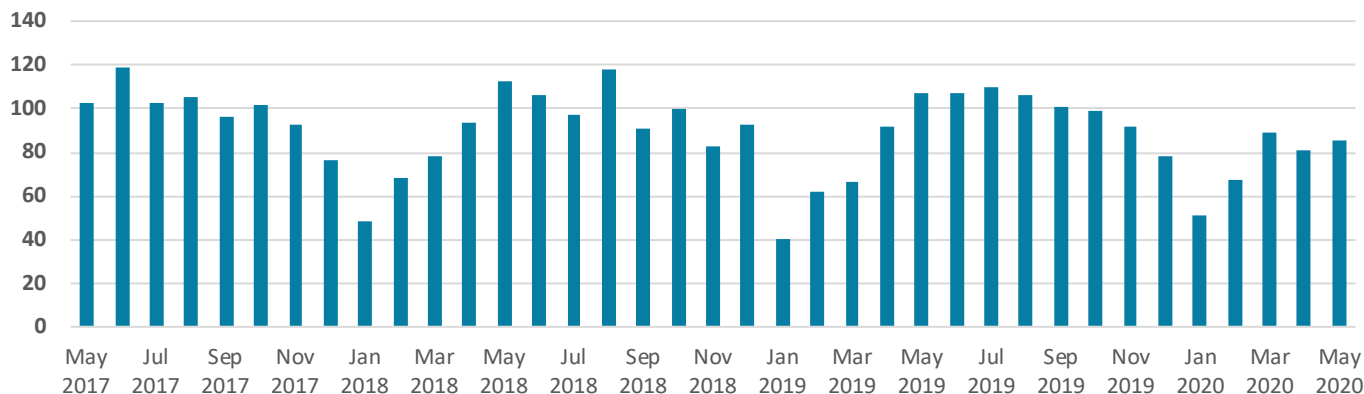


	May 2020	Apr 2020	MOM	May 2019	YOY	2020	2019	YTD
Median Sales Price	\$200,000	\$208,000	▼ -3.8%	\$179,900	▲ 11.2%	\$185,000	\$170,000	▲ 8.8%
Closed Sales	85	81	▲ 4.9%	107	▼ -20.6%	373	367	▲ 1.6%
New Listings	122	78	▲ 56.4%	137	▼ -10.9%	467	502	▼ -7.0%
Pending Sales	144	85	▲ 69.4%	109	▲ 32.1%	493	443	▲ 11.3%
Days on Market	44	42	▲ 4.8%	42	▲ 4.8%	49	51	▼ -3.9%
Price per Square Foot	\$123	\$117	▲ 5.1%	\$114	▲ 7.9%	\$117	\$108	▲ 8.3%
% of Ask Received	97.3%	98.6%	▼ -1.3%	98.7%	▼ -1.4%	97.9%	98.0%	▼ -0.1%
Active Inventory	93	116	▼ -19.8%	188	▼ -50.5%			
Absorption Rate	1.1	1.4	▼ -21.4%	1.8	▼ -38.9%			

Median Sales Price



Number of Closed Sales



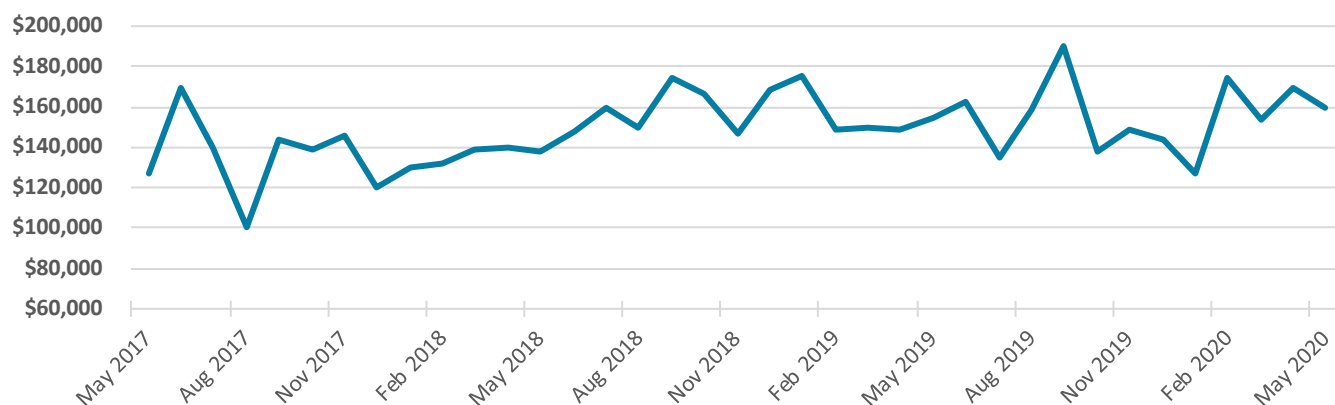
Putnam County

Data for single family homes in Putnam County.

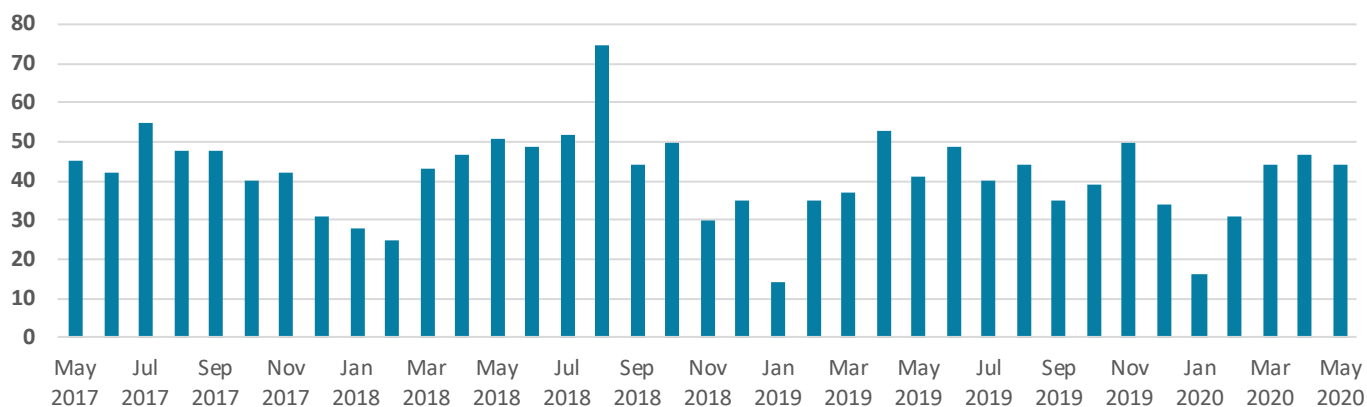


	May 2020	Apr 2020	MOM	May 2019	YOY	2020	2019	YTD
Median Sales Price	\$159,950	\$170,000	▼ -5.9%	\$155,000	▲ 3.2%	\$161,500	\$153,950	▲ 4.9%
Closed Sales	44	47	▼ -6.4%	41	▲ 7.3%	182	180	▲ 1.1%
New Listings	69	41	▲ 68.3%	45	▲ 53.3%	237	217	▲ 9.2%
Pending Sales	69	48	▲ 43.8%	42	▲ 64.3%	240	200	▲ 20.0%
Days on Market	33	59	▼ -44.1%	64	▼ -48.4%	70	65	▲ 7.7%
Price per Square Foot	\$109	\$104	▲ 4.8%	\$113	▼ -3.5%	\$106	\$104	▲ 1.9%
% of Ask Received	96.0%	97.6%	▼ -1.6%	97.2%	▼ -1.2%	97.5%	97.1%	▲ 0.4%
Active Inventory	54	61	▼ -11.5%	77	▼ -29.9%			
Absorption Rate	1.2	1.3	▼ -7.7%	1.9	▼ -36.8%			

Median Sales Price



Number of Closed Sales



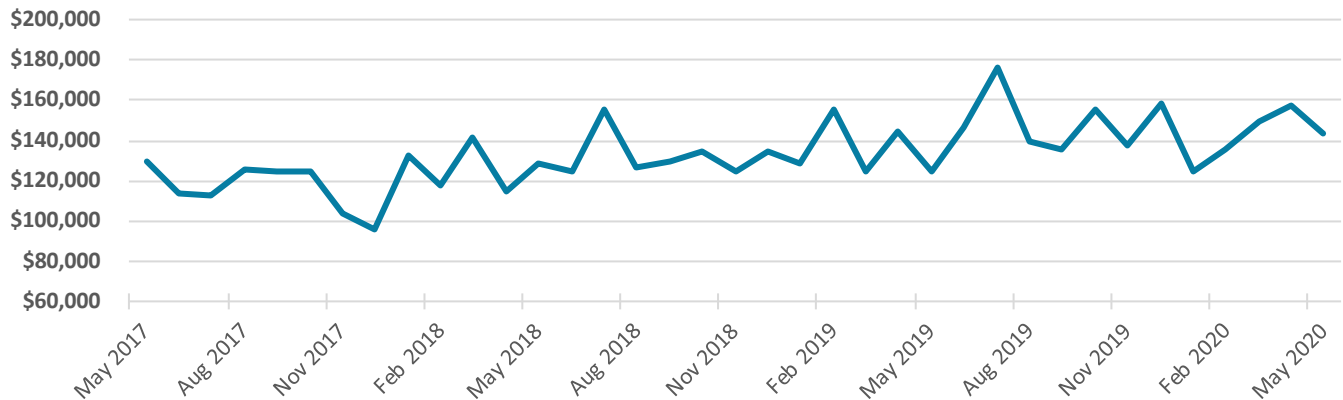
Shelby County

Data for single family homes in Shelby County.



	May 2020	Apr 2020	MOM	May 2019	YOY	2020	2019	YTD
Median Sales Price	\$144,000	\$157,500	▼ -8.6%	\$124,900	▲ 15.3%	\$142,500	\$129,950	▲ 9.7%
Closed Sales	45	31	▲ 45.2%	57	▼ -21.1%	173	206	▼ -16.0%
New Listings	47	41	▲ 14.6%	74	▼ -36.5%	232	269	▼ -13.8%
Pending Sales	59	42	▲ 40.5%	61	▼ -3.3%	229	246	▼ -6.9%
Days on Market	42	46	▼ -8.7%	27	▲ 55.6%	47	49	▼ -4.1%
Price per Square Foot	\$99	\$100	▼ -1.0%	\$89	▲ 11.2%	\$95	\$84	▲ 13.1%
% of Ask Received	95.5%	97.0%	▼ -1.5%	98.0%	▼ -2.6%	95.6%	96.3%	▼ -0.7%
Active Inventory	49	56	▼ -12.5%	78	▼ -37.2%			
Absorption Rate	1.1	1.8	▼ -38.9%	1.4	▼ -21.4%			

Median Sales Price



Number of Closed Sales

