

MARKET INSIGHTS REPORT

JUNE 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.

"In the Indianapolis real estate market, we saw yet another all-time high in median sales price at \$219,000, the fourth month in a row of record level prices," said Shelley Specchio, MIBOR CEO. "While this is not entirely shocking, what is surprising is how much the gains are, nearly 10% more than last year, also a record. In addition, new listings are recovering making it appear that sellers are becoming more comfortable as REALTORS® are being responsive to their concerns and implementing the safety protocols for showings and increasing the number of virtual tours."

Dr. Elliot Eisenberg, an internationally acclaimed economist and public speaker says, "I suspect we will have an unusually strong summer due to pent up demand, as shown by pending sales at the end of June, which are at an all-time high. And interestingly, the virus itself has stimulated housing sales as households now rethink their needs. After months in lockdown, some may now prefer a house in a more rural area, one that is bigger, one that has a yard, or one that is new. Additionally, supply remains very constrained as building activity has fallen and forbearance keeps houses off the market."

Year over Year data for June:

- Median sales price increased 9.5 percent to \$219,000
- Average days on market increased 6.1 percent to 35
- Current active listings decreased 43.6 percent to 3,210

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MARKET SUMMARY



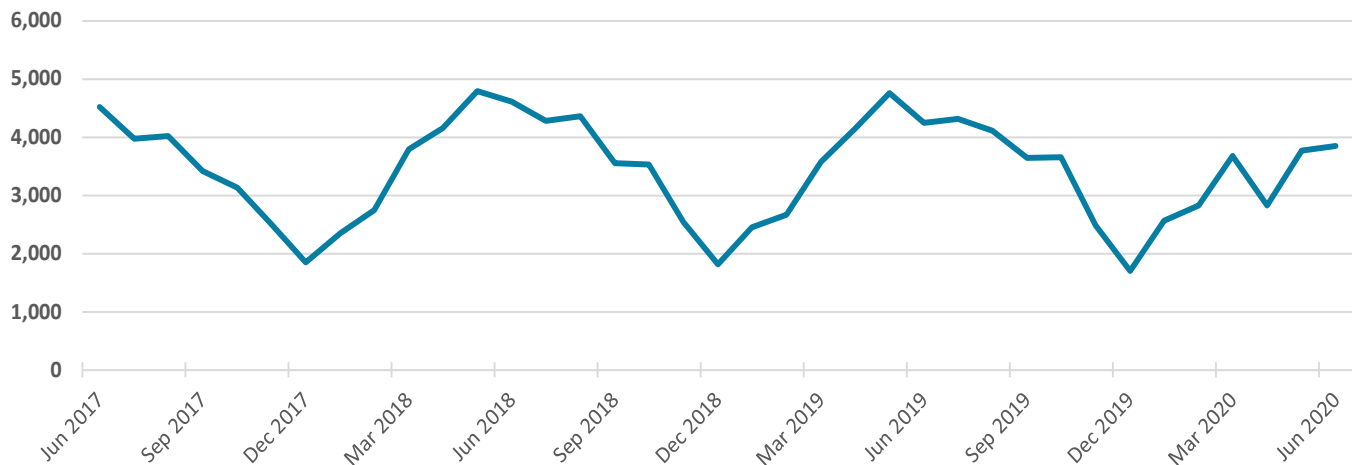
INCLUDES DATA FROM THE FOLLOWING COUNTIES FOR SINGLE FAMILY HOMES: BARTHOLOMEW, BOONE, BROWN, DECATUR, HAMILTON, HANCOCK, HENDRICKS, JACKSON, JENNINGS, JOHNSON, MADISON, MARION, MONTGOMERY, MORGAN, PUTNAM, SHELBY.

	Jun 2020	May 2020	MOM	Jun 2019	YOY	2020	2019	YTD
Median Sales Price	\$219,000	\$215,000	▲ 1.9%	\$200,000	▲ 9.5%	\$205,000	\$187,500	▲ 9.3%
Closed Sales	3,518	2,745	▲ 28.2%	3,639	▼ -3.3%	15,784	16,590	▼ -4.9%
New Listings	3,848	3,765	▲ 2.2%	4,242	▼ -9.3%	19,515	21,831	▼ -10.6%
Pending Sales	4,269	3,863	▲ 10.5%	3,604	▲ 18.5%	19,505	19,135	▲ 1.9%
Days on Market	35	38	▼ -7.9%	33	▲ 6.1%	44	46	▼ -4.3%
Price per Square Foot	\$125	\$121	▲ 3.3%	\$115	▲ 8.7%	\$119	\$110	▲ 8.2%
% of Ask Received	98.4%	97.9%	▲ 0.5%	98.3%	▲ 0.1%	97.9%	97.7%	▲ 0.2%
Active Inventory	3,210	3,576	▼ -10.2%	5,692	▼ -43.6%			
Absorption Rate	0.9	1.3	▼ -30.8%	1.6	▼ -43.8%			

New Listings

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

June 2020	Month over Month Change	Year over Year Change	Year to Date Change
3,848	▲ 2.2%	▼ -9.3%	▼ -10.6%

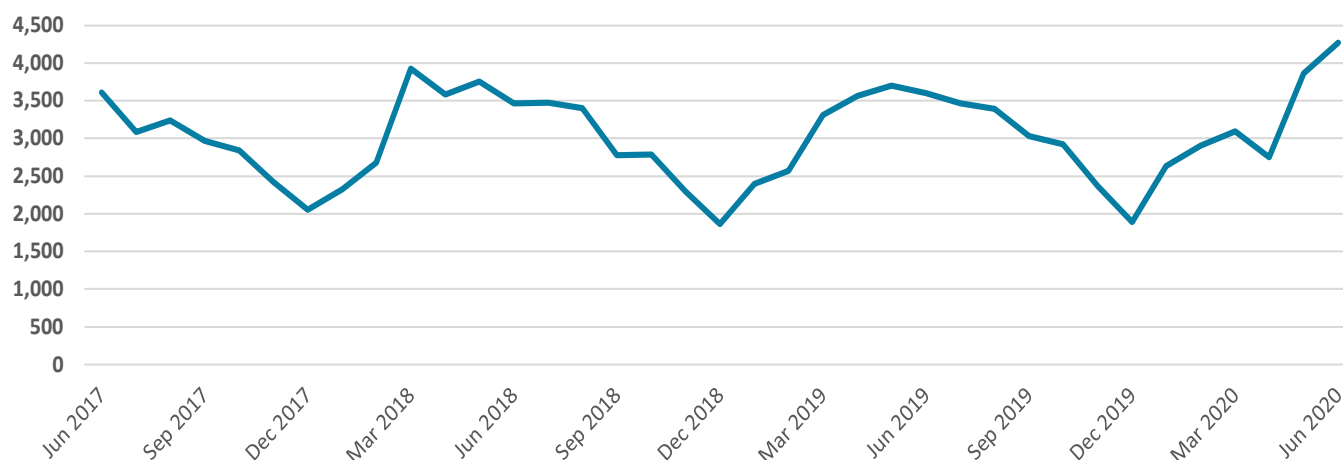


Pending Sales

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



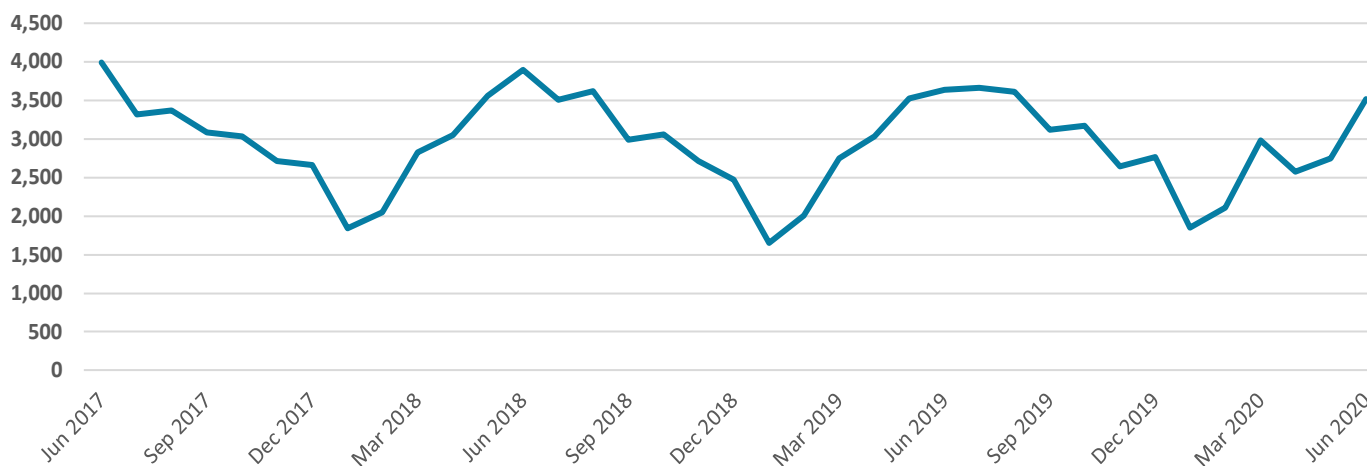
June 2020	Month over Month Change	Year over Year Change	Year to Date Change
4,269	▲ 10.5%	▲ 18.5%	▲ 1.9%



Closed Sales

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

June 2020	Month over Month Change	Year over Year Change	Year to Date Change
3,518	▲ 28.2%	▼ -3.3%	▼ -4.9%

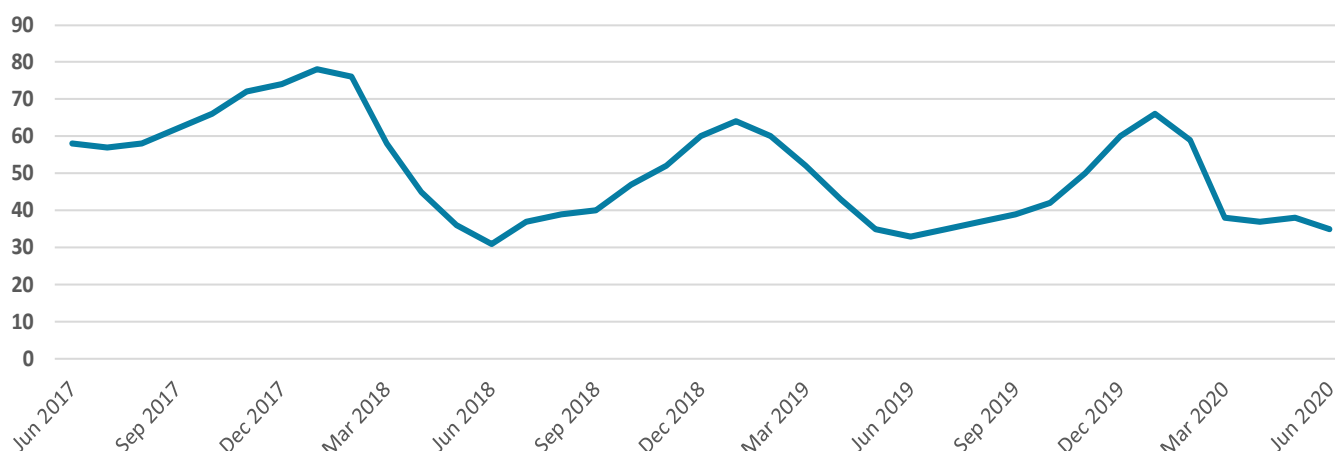


Cumulative Days on Market

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



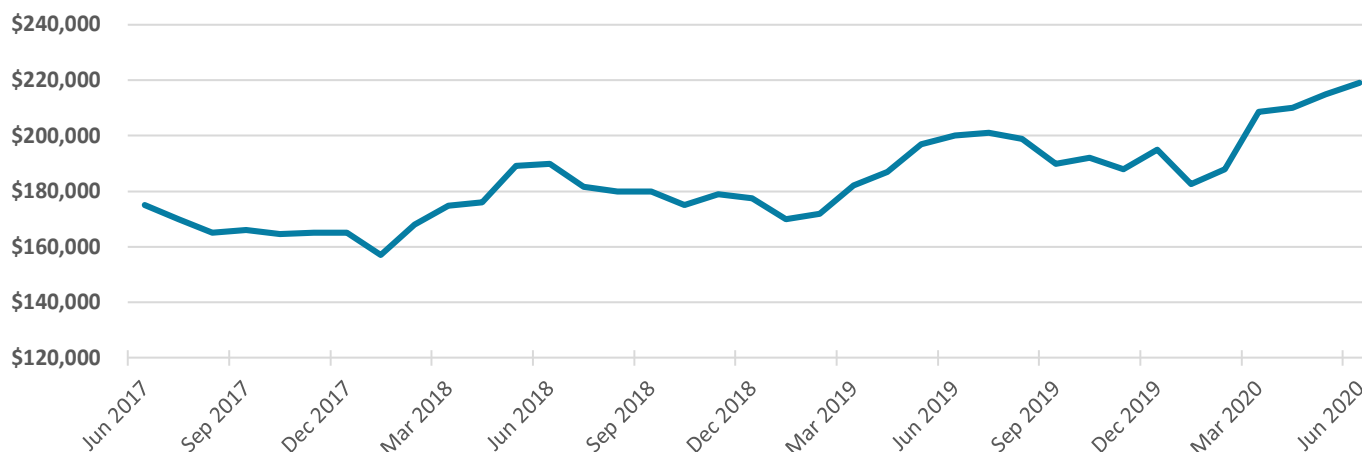
June 2020	Month over Month Change	Year over Year Change	Year to Date Change
35	▼ -7.9%	▲ 6.1%	▼ -4.3%



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.

June 2020	Month over Month Change	Year over Year Change	Year to Date Change
\$219,000	▲ 1.9%	▲ 9.5%	▲ 9.3%

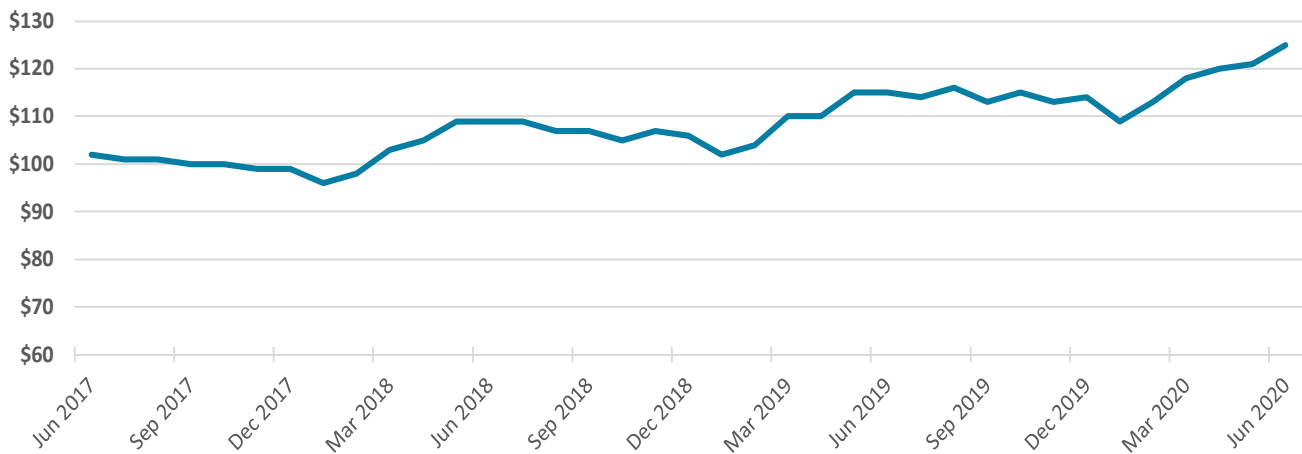


Sold Price per Square Foot

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



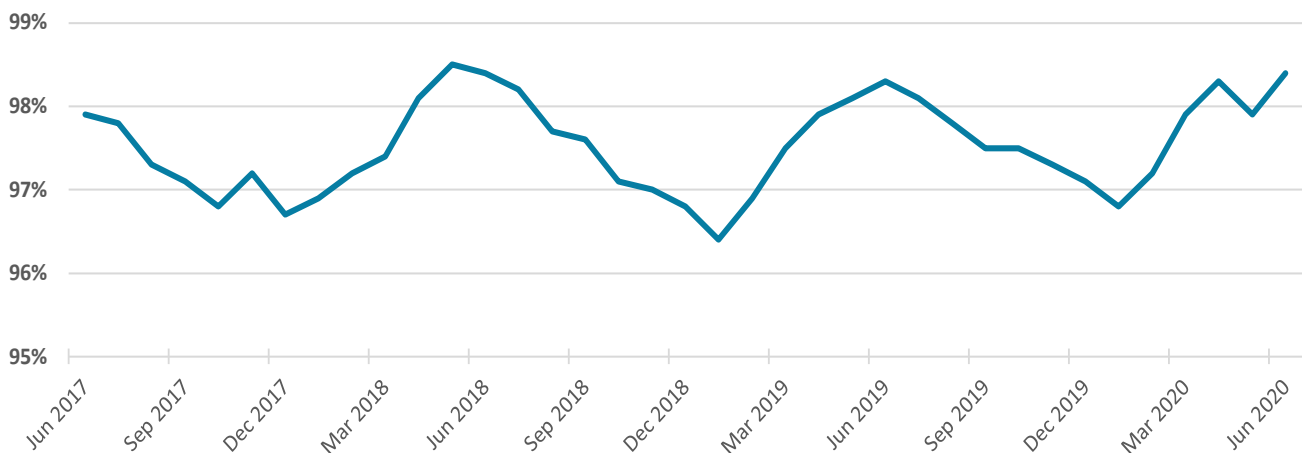
June 2020	Month over Month Change	Year over Year Change	Year to Date Change
\$125	3.3%	8.7%	8.2%



Percent of Ask Price Received

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

June 2020	Month over Month Change	Year over Year Change	Year to Date Change
98.4%	0.5%	0.1%	0.2%

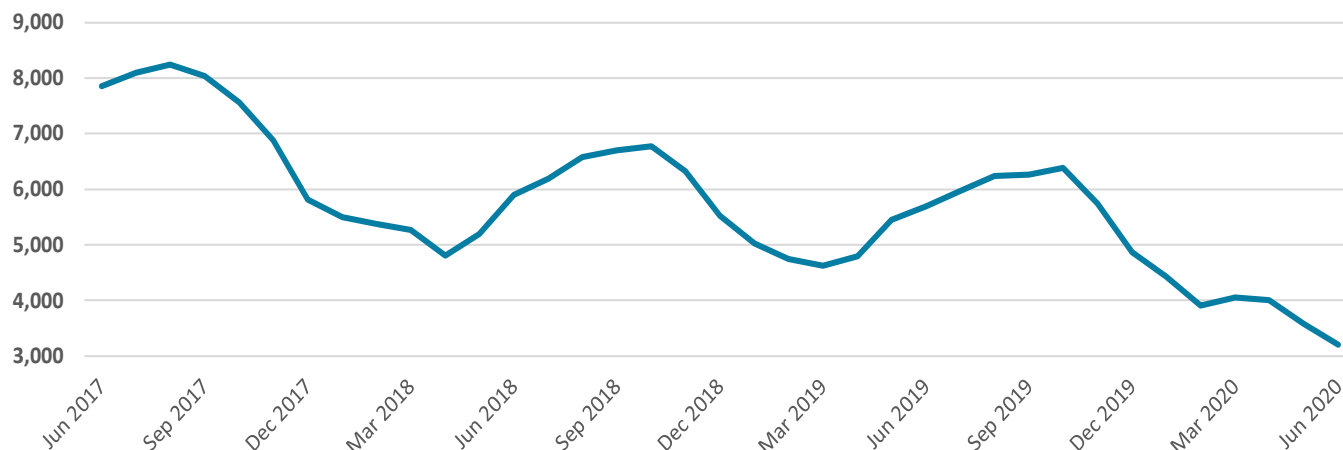


Active Inventory

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.



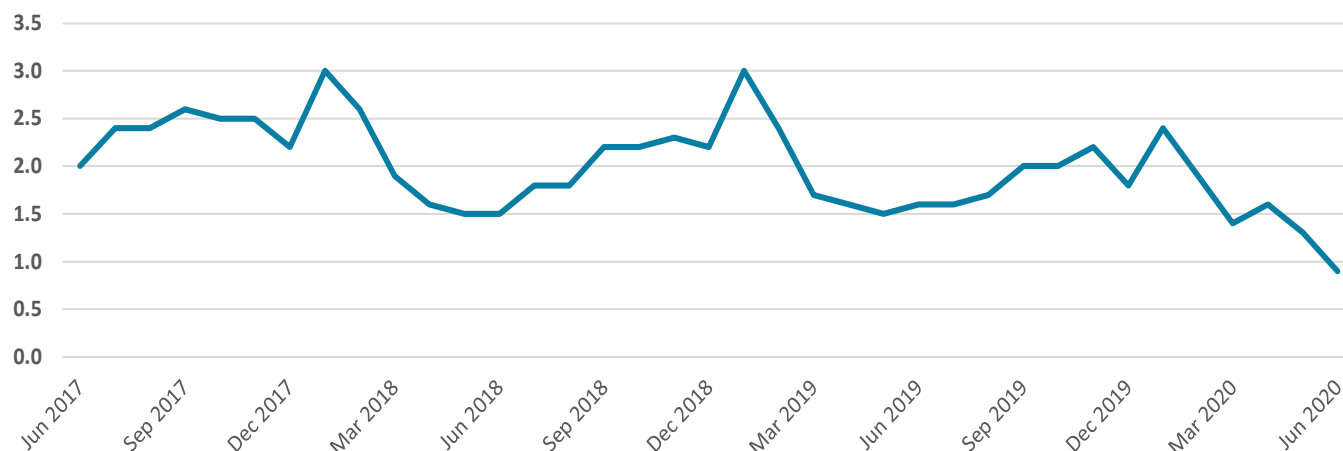
June 2020	Month over Month Change	Year over Year Change
3,210	▼ -10.2%	▼ -43.6%



Absorption Rate

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

June 2020	Month over Month Change	Year over Year Change
0.9	▼ -30.8%	▼ -43.8%



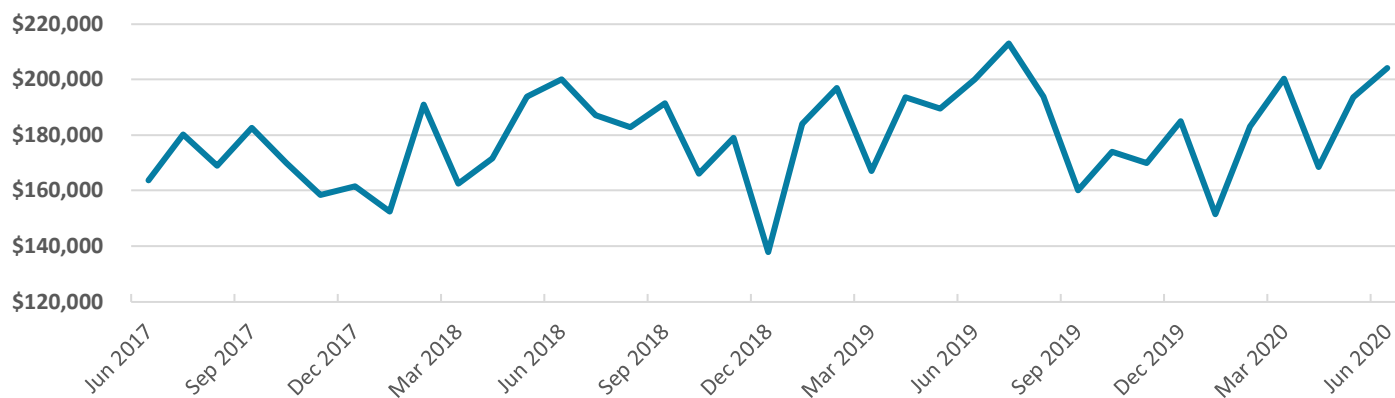
Bartholomew County

Data for single family homes in Bartholomew County.

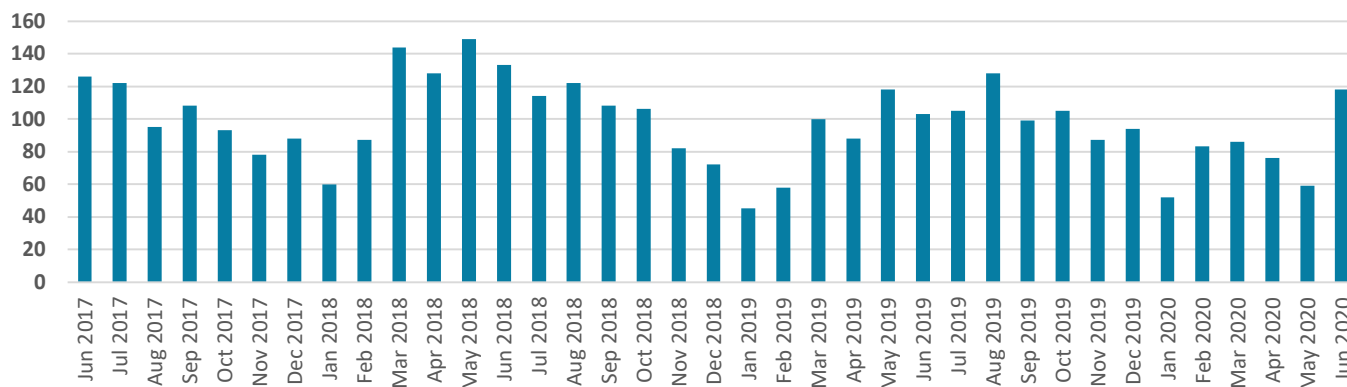


	Jun 2020	May 2020	MOM	Jun 2019	YOY	2020	2019	YTD
Median Sales Price	\$204,200	\$193,500	▲ 5.5%	\$200,000	▲ 2.1%	\$183,000	\$185,450	▼ -1.3%
Closed Sales	118	59	▲ 100.0%	103	▲ 14.6%	474	512	▼ -7.4%
New Listings	136	128	▲ 6.3%	119	▲ 14.3%	646	633	▲ 2.1%
Pending Sales	157	126	▲ 24.6%	103	▲ 52.4%	611	573	▲ 6.6%
Days on Market	51	39	▲ 30.8%	38	▲ 34.2%	46	50	▼ -8.0%
Price per Square Foot	\$126	\$124	▲ 1.6%	\$120	▲ 5.0%	\$122	\$114	▲ 7.0%
% of Ask Received	98.4%	98.3%	▲ 0.1%	98.1%	▲ 0.3%	97.4%	97.4%	■ 0.0%
Active Inventory	129	151	▼ -14.6%	163	▼ -20.9%			
Absorption Rate	1.1	2.6	▼ -57.7%	1.6	▼ -31.3%			

Median Sales Price



Number of Closed Sales



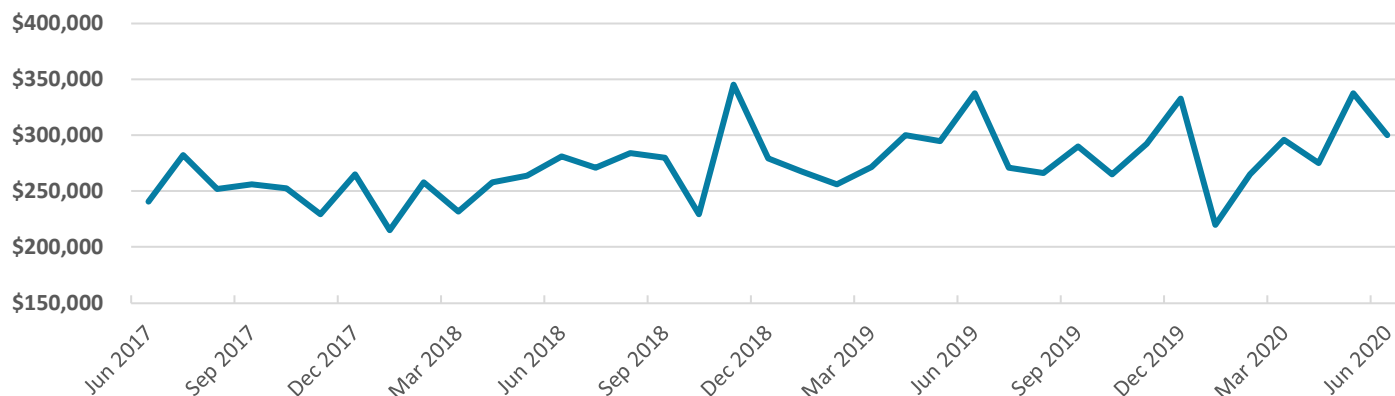
Boone County

Data for single family homes in Boone County.

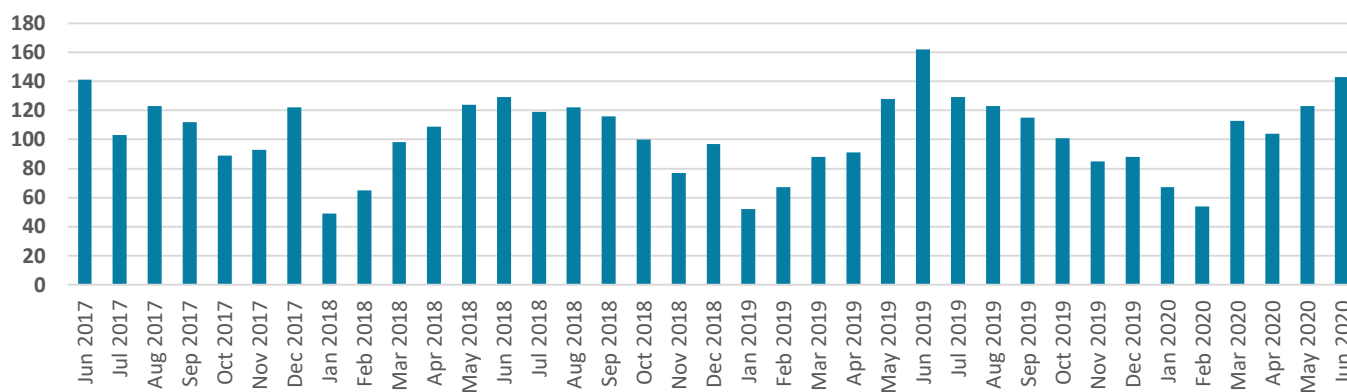


	Jun 2020	May 2020	MOM	Jun 2019	YOY	2020	2019	YTD
Median Sales Price	\$300,000	\$337,331	▼ -11.1%	\$337,200	▼ -11.0%	\$283,985	\$298,750	▼ -4.9%
Closed Sales	143	123	▲ 16.3%	162	▼ -11.7%	604	588	▲ 2.7%
New Listings	156	150	▲ 4.0%	146	▲ 6.8%	762	813	▼ -6.3%
Pending Sales	158	152	▲ 3.9%	131	▲ 20.6%	749	682	▲ 9.8%
Days on Market	43	41	▲ 4.9%	42	▲ 2.4%	51	57	▼ -10.5%
Price per Square Foot	\$139	\$149	▼ -6.7%	\$136	▲ 2.2%	\$137	\$132	▲ 3.8%
% of Ask Received	98.4%	98.2%	▲ 0.2%	98.2%	▲ 0.2%	97.8%	97.9%	▼ -0.1%
Active Inventory	164	164	■ 0.0%	268	▼ -38.8%			
Absorption Rate	1.1	1.3	▼ -15.4%	1.7	▼ -35.3%			

Median Sales Price



Number of Closed Sales



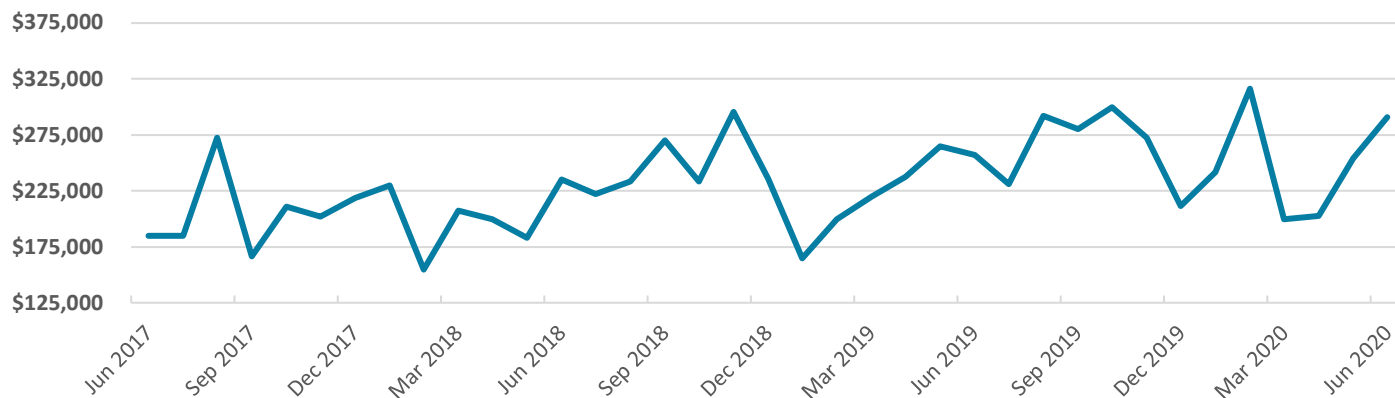
Brown County

Data for single family homes in Brown County.

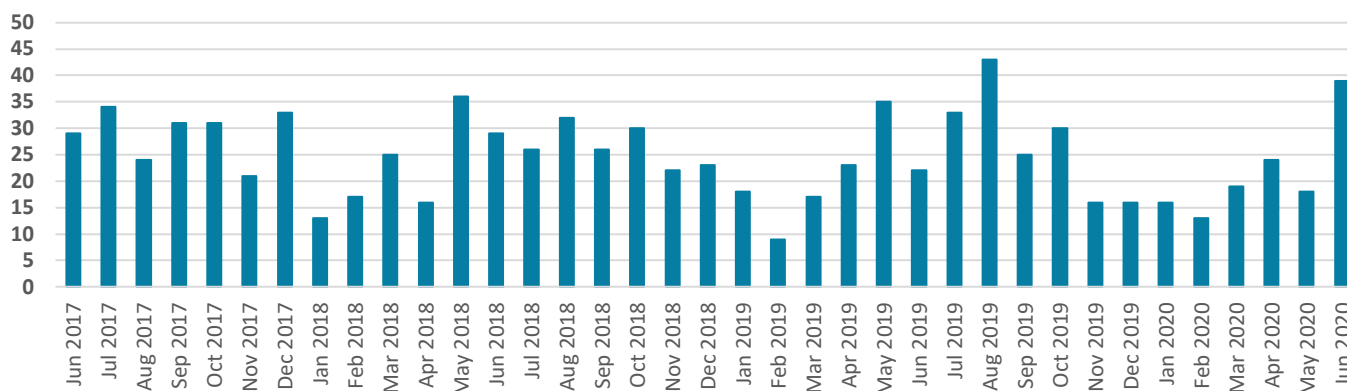


	Jun 2020	May 2020	MOM	Jun 2019	YOY	2020	2019	YTD
Median Sales Price	\$291,000	\$254,450	▲ 14.4%	\$257,400	▲ 13.1%	\$250,000	\$226,000	▲ 10.6%
Closed Sales	39	18	▲ 116.7%	22	▲ 77.3%	129	124	▲ 4.0%
New Listings	36	27	▲ 33.3%	50	▼ -28.0%	177	220	▼ -19.5%
Pending Sales	45	37	▲ 21.6%	39	▲ 15.4%	171	150	▲ 14.0%
Days on Market	45	91	▼ -50.5%	98	▼ -54.1%	80	89	▼ -10.1%
Price per Square Foot	\$189	\$206	▼ -8.3%	\$191	▼ -1.0%	\$183	\$170	▲ 7.6%
% of Ask Received	95.8%	94.3%	▲ 1.6%	95.4%	▲ 0.4%	95.2%	95.5%	▼ -0.3%
Active Inventory	49	58	▼ -15.5%	108	▼ -54.6%			
Absorption Rate	1.3	3.2	▼ -59.4%	4.9	▼ -73.5%			

Median Sales Price



Number of Closed Sales



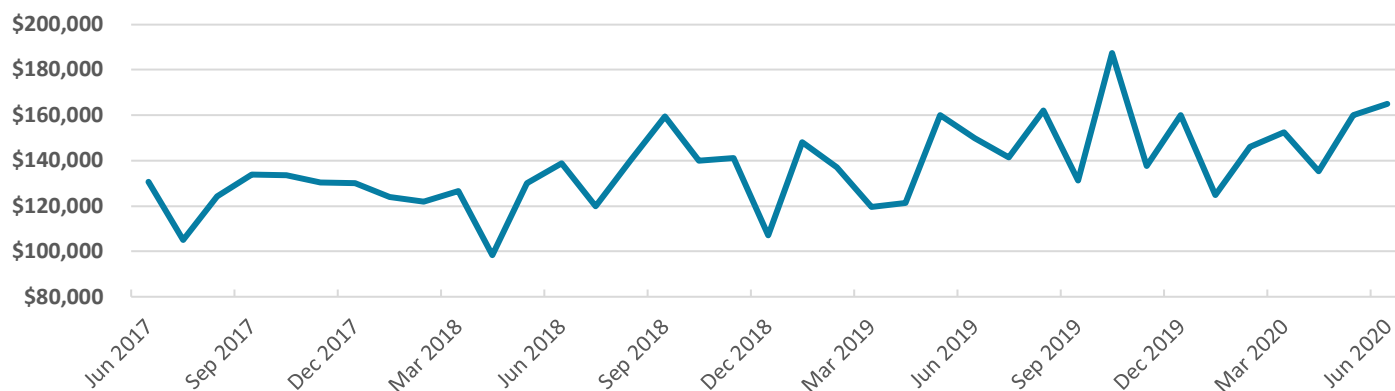
Decatur County

Data for single family homes in Decatur County.

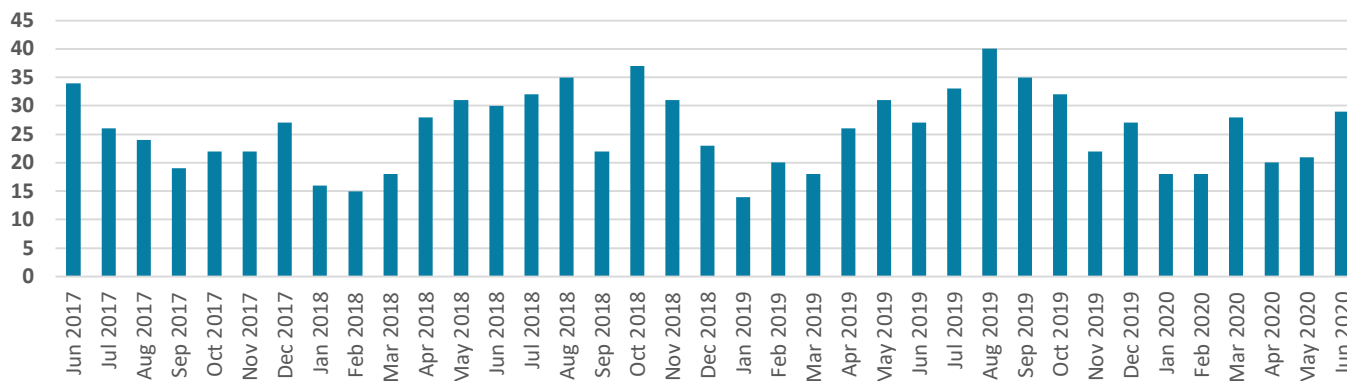


	Jun 2020	May 2020	MOM	Jun 2019	YOY	2020	2019	YTD
Median Sales Price	\$165,000	\$160,000	▲ 3.1%	\$150,000	▲ 10.0%	\$153,500	\$140,000	▲ 9.6%
Closed Sales	29	21	▲ 38.1%	27	▲ 7.4%	134	136	▼ -1.5%
New Listings	35	29	▲ 20.7%	42	▼ -16.7%	164	207	▼ -20.8%
Pending Sales	41	31	▲ 32.3%	34	▲ 20.6%	182	164	▲ 11.0%
Days on Market	52	49	▲ 6.1%	50	▲ 4.0%	54	65	▼ -16.9%
Price per Square Foot	\$114	\$107	▲ 6.5%	\$91	▲ 25.3%	\$104	\$93	▲ 11.8%
% of Ask Received	95.7%	98.0%	▼ -2.3%	95.8%	▼ -0.1%	96.5%	95.2%	▲ 1.4%
Active Inventory	30	36	▼ -16.7%	84	▼ -64.3%			
Absorption Rate	1.0	1.7	▼ -41.2%	3.1	▼ -67.7%			

Median Sales Price



Number of Closed Sales



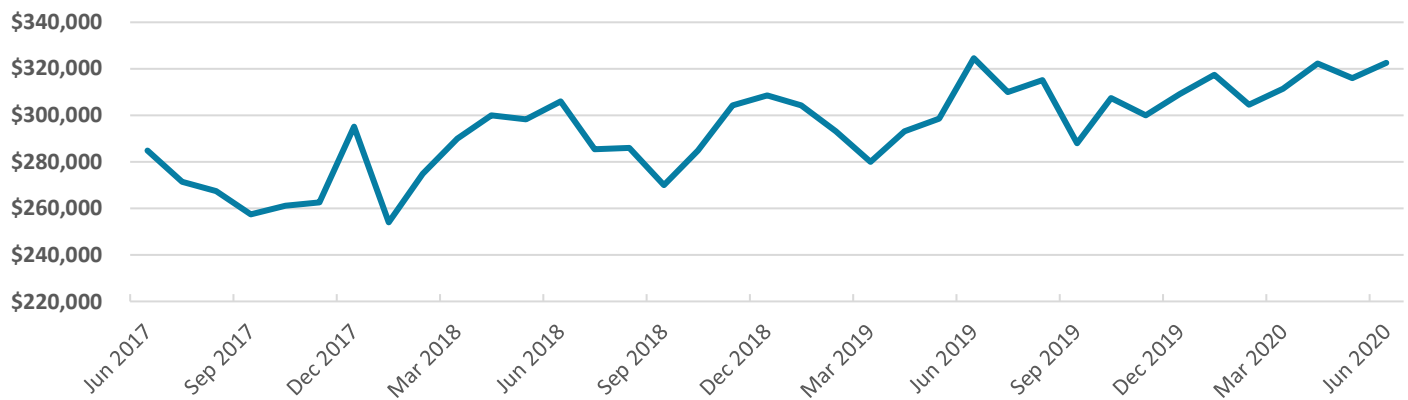
Hamilton County

Data for single family homes in Hamilton County.

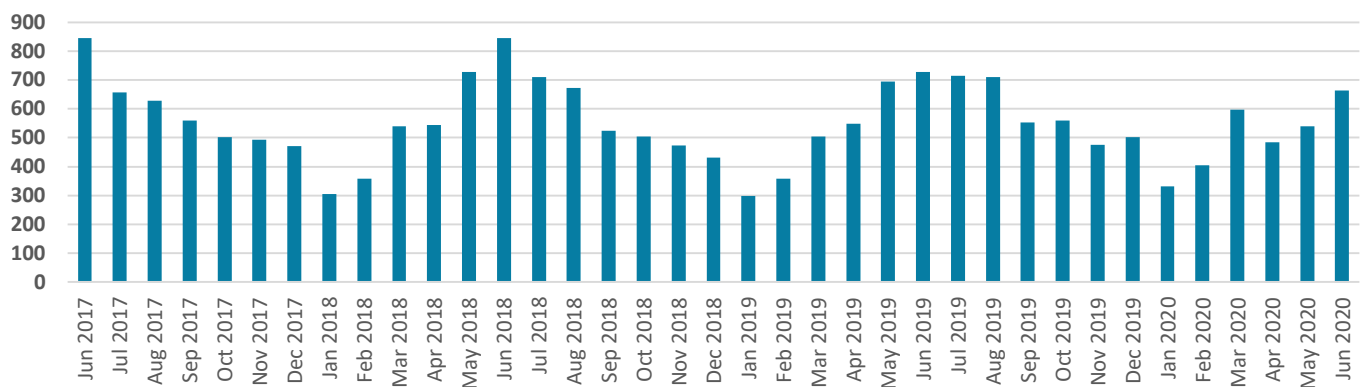


	Jun 2020	May 2020	MOM	Jun 2019	YOY	2020	2019	YTD
Median Sales Price	\$322,500	\$316,000	▲ 2.1%	\$324,433	▼ -0.6%	\$315,494	\$300,000	▲ 5.2%
Closed Sales	663	540	▲ 22.8%	728	▼ -8.9%	3,018	3,130	▼ -3.6%
New Listings	796	743	▲ 7.1%	760	▲ 4.7%	3,762	4,276	▼ -12.0%
Pending Sales	869	746	▲ 16.5%	697	▲ 24.7%	3,738	3,632	▲ 2.9%
Days on Market	39	41	▼ -4.9%	41	▼ -4.9%	50	54	▼ -7.4%
Price per Square Foot	\$146	\$142	▲ 2.8%	\$138	▲ 5.8%	\$141	\$135	▲ 4.4%
% of Ask Received	98.9%	98.6%	▲ 0.3%	98.5%	▲ 0.4%	98.5%	98.3%	▲ 0.2%
Active Inventory	697	802	▼ -13.1%	1250	▼ -44.2%			
Absorption Rate	1.1	1.5	▼ -26.7%	1.7	▼ -35.3%			

Median Sales Price



Number of Closed Sales



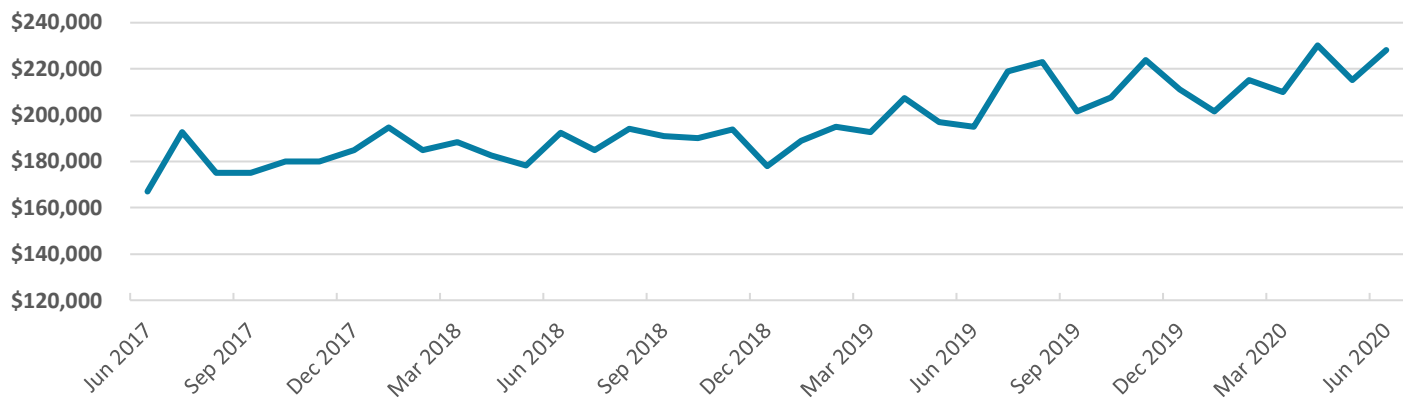
Hancock County

Data for single family homes in Hancock County.

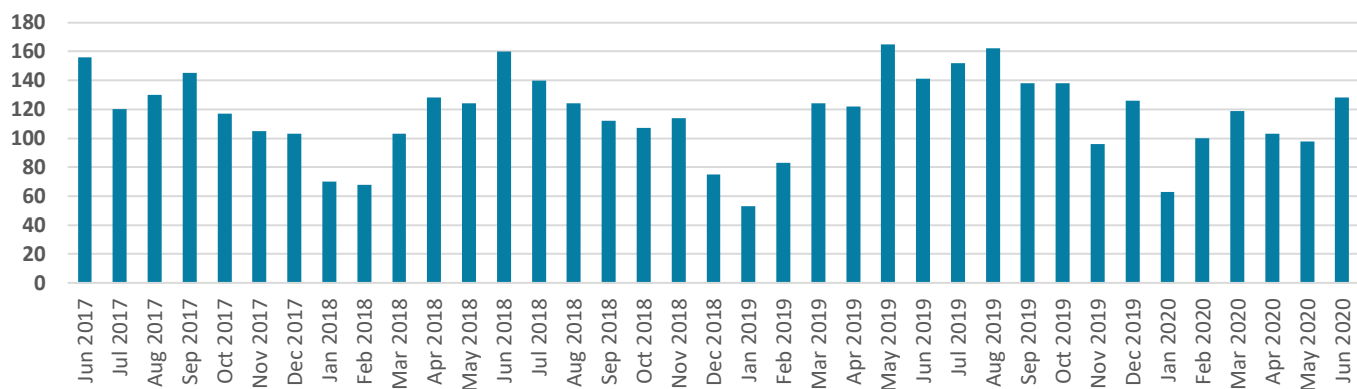


	Jun 2020	May 2020	MOM	Jun 2019	YOY	2020	2019	YTD
Median Sales Price	\$228,000	\$215,000	▲ 6.0%	\$195,000	▲ 16.9%	\$219,000	\$196,000	▲ 11.7%
Closed Sales	128	98	▲ 30.6%	141	▼ -9.2%	611	688	▼ -11.2%
New Listings	169	139	▲ 21.6%	188	▼ -10.1%	746	940	▼ -20.6%
Pending Sales	156	151	▲ 3.3%	158	▼ -1.3%	759	823	▼ -7.8%
Days on Market	38	28	▲ 35.7%	32	▲ 18.8%	43	47	▼ -8.5%
Price per Square Foot	\$115	\$113	▲ 1.8%	\$103	▲ 11.7%	\$112	\$104	▲ 7.7%
% of Ask Received	99.1%	98.6%	▲ 0.5%	98.4%	▲ 0.7%	98.5%	98.0%	▲ 0.5%
Active Inventory	133	121	▲ 9.9%	235	▼ -43.4%			
Absorption Rate	1.0	1.2	▼ -16.7%	1.7	▼ -41.2%			

Median Sales Price



Number of Closed Sales



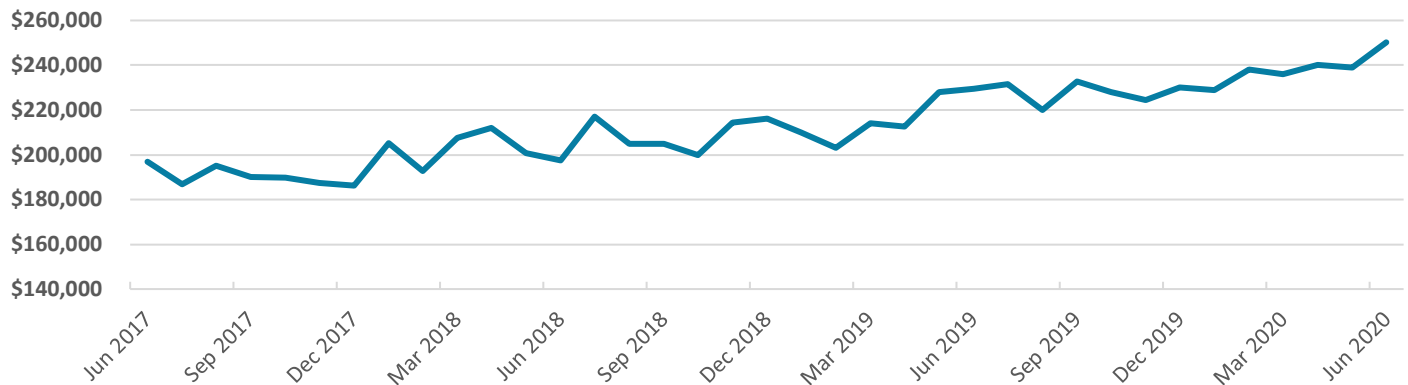
Hendricks County

Data for single family homes in Hendricks County.

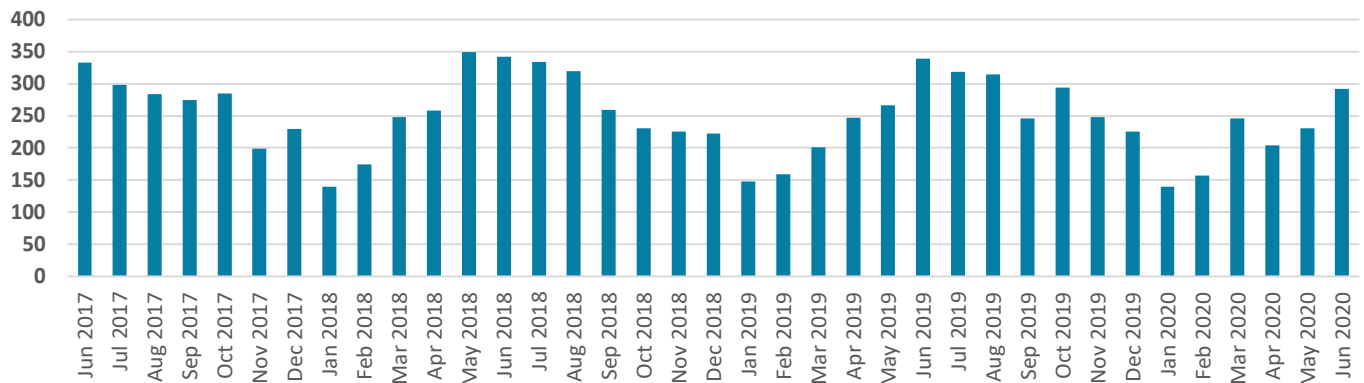


	Jun 2020	May 2020	MOM	Jun 2019	YOY	2020	2019	YTD
Median Sales Price	\$250,003	\$239,000	▲ 4.6%	\$229,500	▲ 8.9%	\$240,000	\$219,854	▲ 9.2%
Closed Sales	292	231	▲ 26.4%	339	▼ -13.9%	1,270	1,360	▼ -6.6%
New Listings	306	334	▼ -8.4%	345	▼ -11.3%	1,554	1,761	▼ -11.8%
Pending Sales	335	329	▲ 1.8%	329	▲ 1.8%	1,558	1,589	▼ -2.0%
Days on Market	31	29	▲ 6.9%	22	▲ 40.9%	39	35	▲ 11.4%
Price per Square Foot	\$120	\$116	▲ 3.4%	\$115	▲ 4.3%	\$117	\$113	▲ 3.5%
% of Ask Received	99.1%	98.7%	▲ 0.4%	99.0%	▲ 0.1%	98.8%	98.7%	▲ 0.1%
Active Inventory	225	244	▼ -7.8%	395	▼ -43.0%			
Absorption Rate	0.8	1.1	▼ -27.3%	1.2	▼ -33.3%			

Median Sales Price



Number of Closed Sales



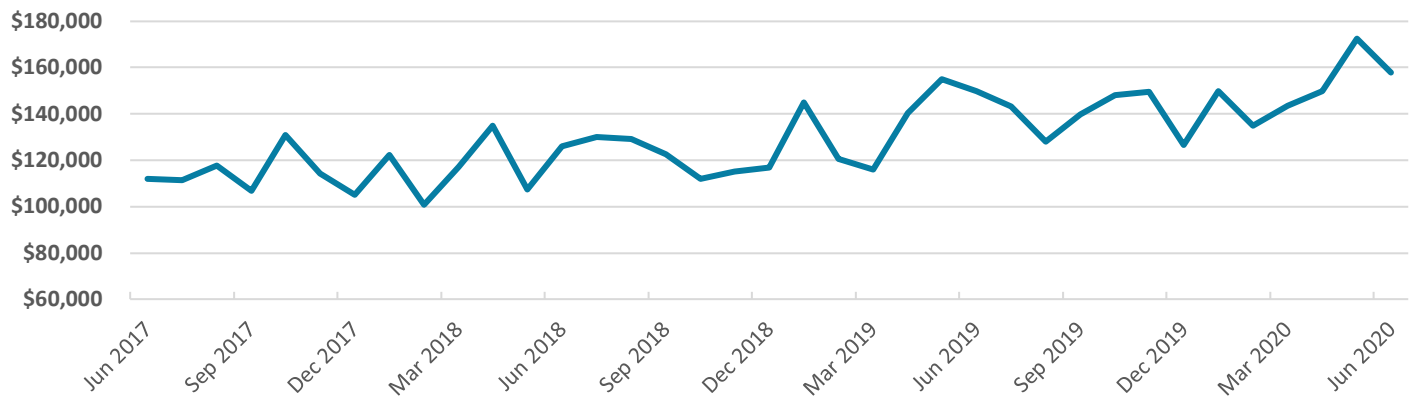
Jackson County

Data for single family homes in Jackson County.

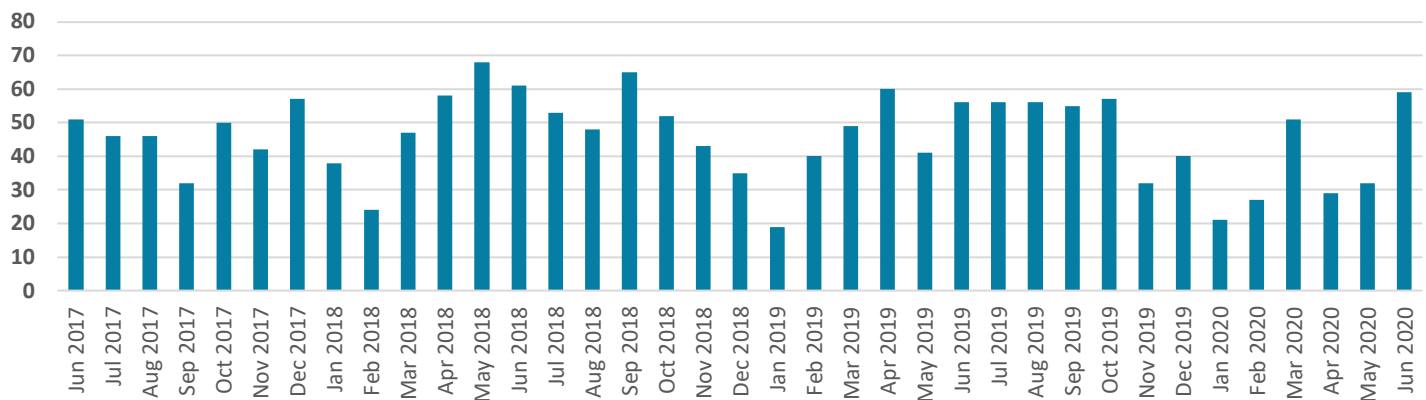


	Jun 2020	May 2020	MOM	Jun 2019	YOY	2020	2019	YTD
Median Sales Price	\$157,900	\$172,450	▼ -8.4%	\$149,900	▲ 5.3%	\$149,900	\$135,000	▲ 11.0%
Closed Sales	59	32	▲ 84.4%	56	▲ 5.4%	219	265	▼ -17.4%
New Listings	50	50	▬ 0.0%	75	▼ -33.3%	271	342	▼ -20.8%
Pending Sales	46	54	▼ -14.8%	63	▼ -27.0%	258	314	▼ -17.8%
Days on Market	25	37	▼ -32.4%	26	▼ -3.8%	54	53	▲ 1.9%
Price per Square Foot	\$104	\$104	▬ 0.0%	\$88	▲ 18.2%	\$101	\$87	▲ 16.1%
% of Ask Received	98.3%	98.3%	▬ 0.0%	97.1%	▲ 1.2%	97.6%	97.1%	▲ 0.5%
Active Inventory	57	49	▲ 16.3%	97	▼ -41.2%			
Absorption Rate	1.0	1.5	▼ -33.3%	1.7	▼ -41.2%			

Median Sales Price



Number of Closed Sales



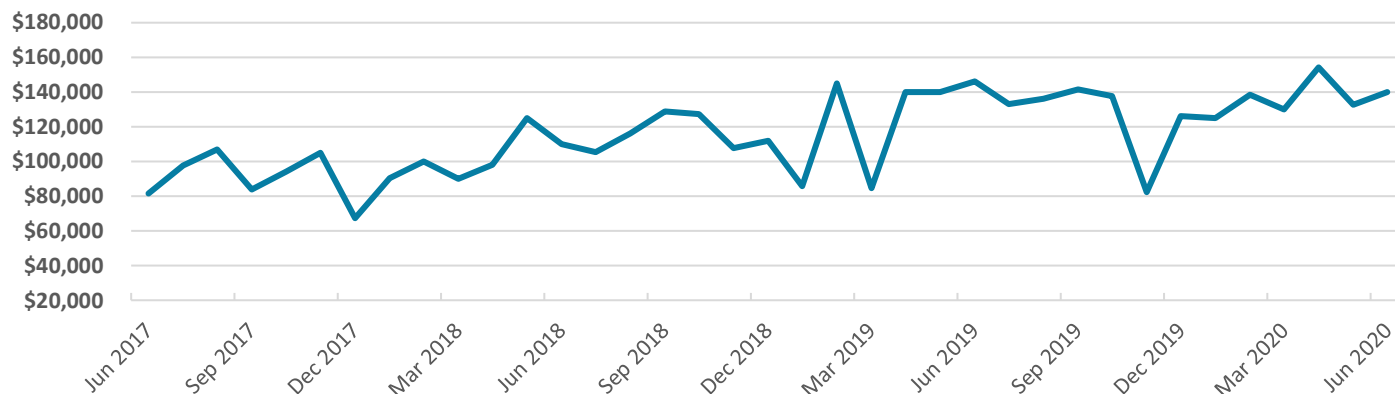
Jennings County

Data for single family homes in Jennings County.

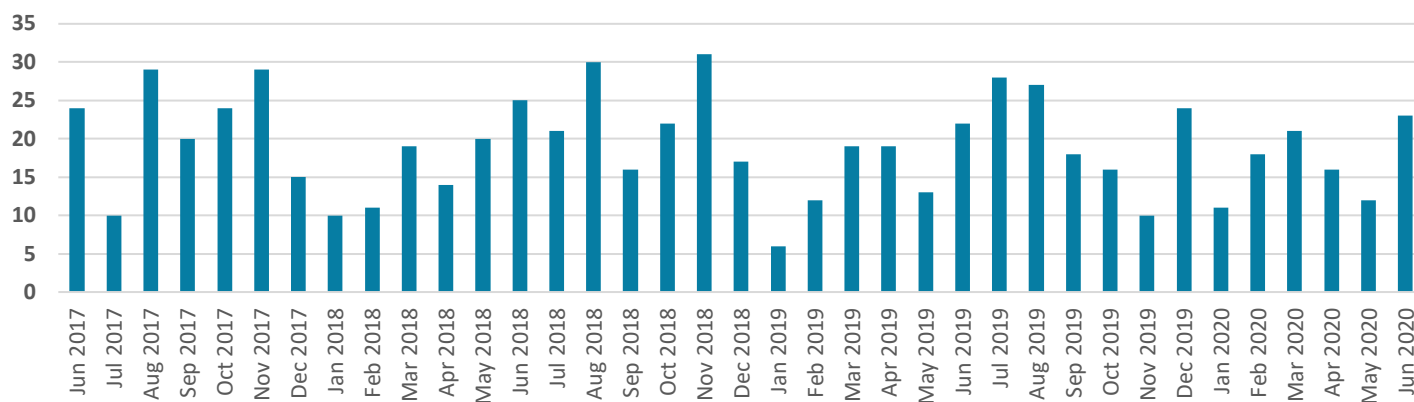


	Jun 2020	May 2020	MOM	Jun 2019	YOY	2020	2019	YTD
Median Sales Price	\$139,900	\$132,500	▲ 5.6%	\$146,250	▼ -4.3%	\$137,000	\$120,000	▲ 14.2%
Closed Sales	23	12	▲ 91.7%	22	▲ 4.5%	101	91	▲ 11.0%
New Listings	26	19	▲ 36.8%	33	▼ -21.2%	135	137	▼ -1.5%
Pending Sales	29	19	▲ 52.6%	26	▲ 11.5%	129	109	▲ 18.3%
Days on Market	31	22	▲ 40.9%	59	▼ -47.5%	37	50	▼ -26.0%
Price per Square Foot	\$92	\$104	▼ -11.5%	\$97	▼ -5.2%	\$92	\$87	▲ 5.7%
% of Ask Received	95.9%	96.0%	▼ -0.1%	95.5%	▲ 0.4%	95.7%	94.8%	▲ 0.9%
Active Inventory	23	22	▲ 4.5%	42	▼ -45.2%			
Absorption Rate	1.0	1.8	▼ -44.4%	1.9	▼ -47.4%			

Median Sales Price



Number of Closed Sales



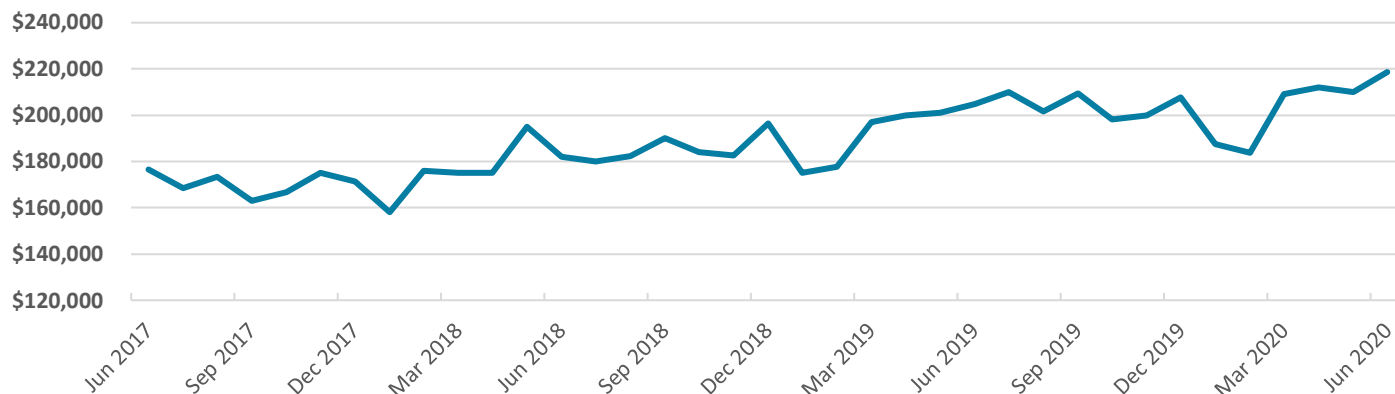
Johnson County

Data for single family homes in Johnson County.

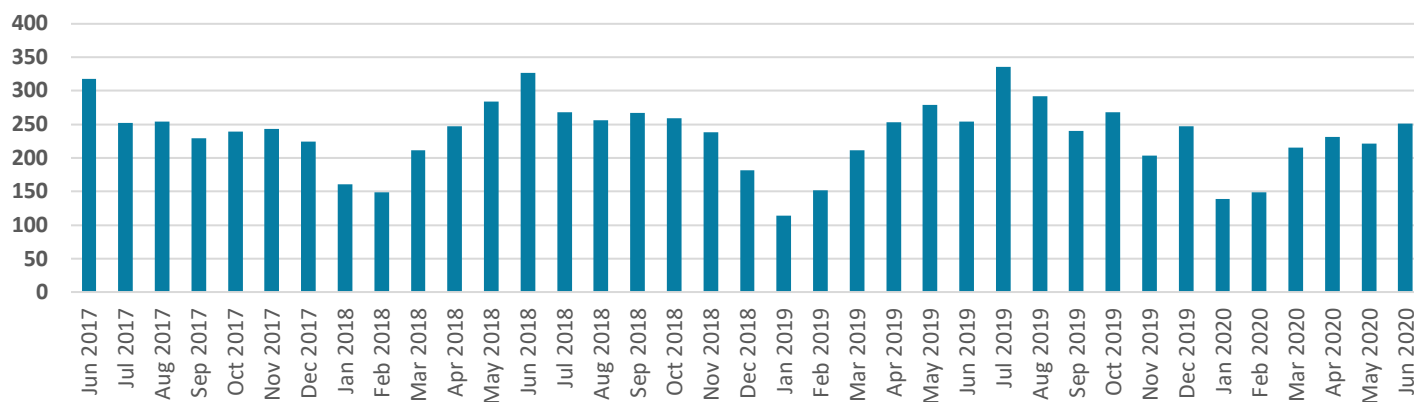


	Jun 2020	May 2020	MOM	Jun 2019	YOY	2020	2019	YTD
Median Sales Price	\$218,700	\$210,000	▲ 4.1%	\$204,750	▲ 6.8%	\$207,993	\$197,000	▲ 5.6%
Closed Sales	251	221	▲ 13.6%	254	▼ -1.2%	1,206	1,263	▼ -4.5%
New Listings	296	294	▲ 0.7%	319	▼ -7.2%	1,495	1,655	▼ -9.7%
Pending Sales	328	284	▲ 15.5%	312	▲ 5.1%	1,491	1,502	▼ -0.7%
Days on Market	28	31	▼ -9.7%	25	▲ 12.0%	36	41	▼ -12.2%
Price per Square Foot	\$123	\$123	■ 0.0%	\$117	▲ 5.1%	\$119	\$114	▲ 4.4%
% of Ask Received	99.2%	99.0%	▲ 0.2%	98.1%	▲ 1.1%	98.7%	98.3%	▲ 0.4%
Active Inventory	213	234	▼ -9.0%	352	▼ -39.5%			
Absorption Rate	0.8	1.1	▼ -27.3%	1.4	▼ -42.9%			

Median Sales Price



Number of Closed Sales



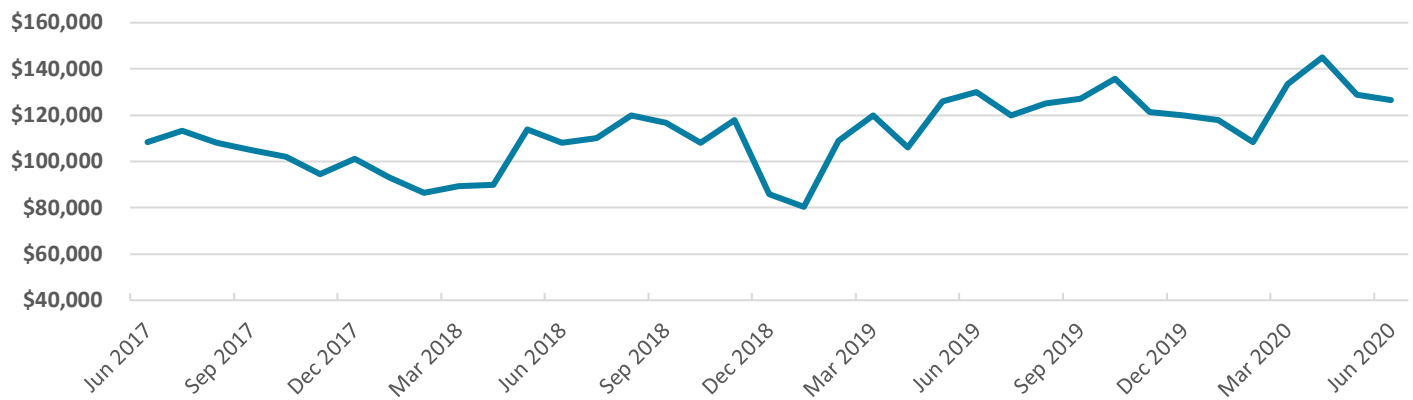
Madison County

Data for single family homes in Madison County.

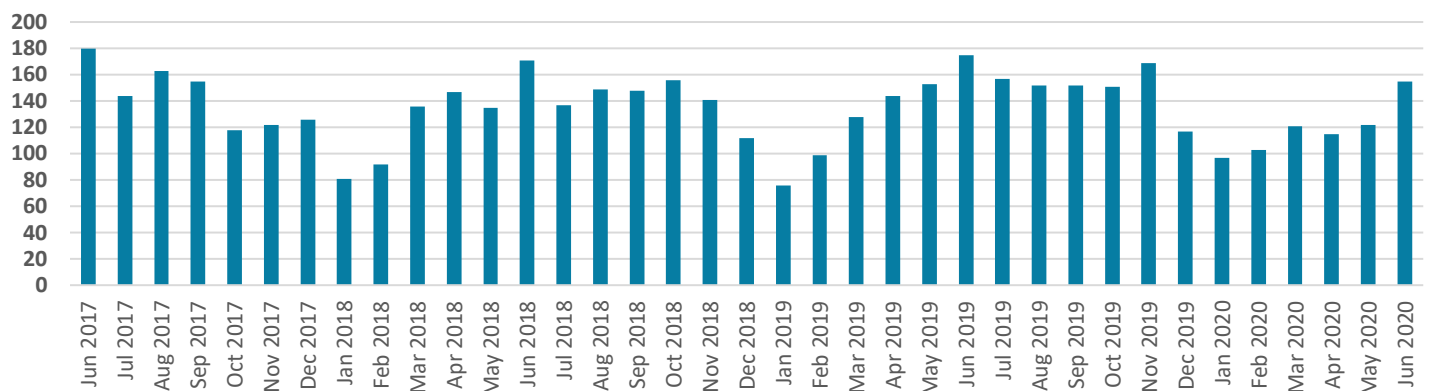


	Jun 2020	May 2020	MOM	Jun 2019	YOY	2020	2019	YTD
Median Sales Price	\$126,500	\$128,750	▼ -1.7%	\$130,000	▼ -2.7%	\$130,200	\$118,000	▲ 10.3%
Closed Sales	155	122	▲ 27.0%	175	▼ -11.4%	713	775	▼ -8.0%
New Listings	145	167	▼ -13.2%	229	▼ -36.7%	830	1,013	▼ -18.1%
Pending Sales	183	179	▲ 2.2%	163	▲ 12.3%	876	903	▼ -3.0%
Days on Market	40	45	▼ -11.1%	42	▼ -4.8%	47	52	▼ -9.6%
Price per Square Foot	\$82	\$77	▲ 6.5%	\$81	▲ 1.2%	\$79	\$72	▲ 9.7%
% of Ask Received	95.0%	94.5%	▲ 0.5%	97.9%	▼ -3.0%	95.8%	96.0%	▼ -0.2%
Active Inventory	123	157	▼ -21.7%	293	▼ -58.0%			
Absorption Rate	0.8	1.3	▼ -38.5%	1.7	▼ -52.9%			

Median Sales Price



Number of Closed Sales



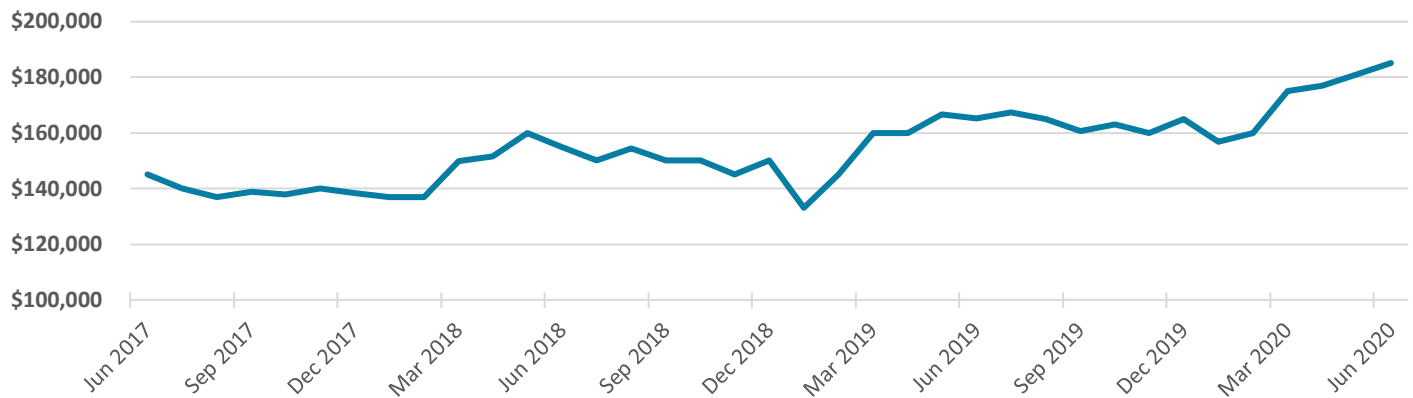
Marion County

Data for single family homes in Marion County.

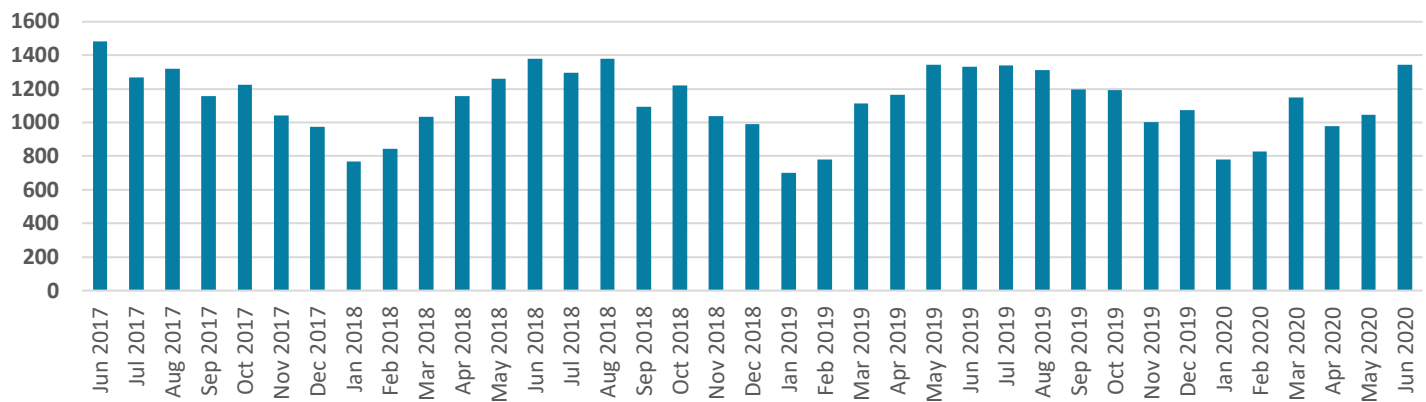


	Jun 2020	May 2020	MOM	Jun 2019	YOY	2020	2019	YTD
Median Sales Price	\$185,000	\$181,000	▲ 2.2%	\$165,300	▲ 11.9%	\$174,900	\$159,900	▲ 9.4%
Closed Sales	1,343	1,047	▲ 28.3%	1332	▲ 0.8%	6,123	6,437	▼ -4.9%
New Listings	1,405	1,394	▲ 0.8%	1602	▼ -12.3%	7,526	8,257	▼ -8.9%
Pending Sales	1,596	1,445	▲ 10.4%	1307	▲ 22.1%	7,494	7,336	▲ 2.2%
Days on Market	31	37	▼ -16.2%	28	▲ 10.7%	39	41	▼ -4.9%
Price per Square Foot	\$123	\$116	▲ 6.0%	\$109	▲ 12.8%	\$114	\$103	▲ 10.7%
% of Ask Received	98.4%	97.8%	▲ 0.6%	98.5%	▼ -0.1%	97.6%	97.5%	▲ 0.1%
Active Inventory	1,135	1,285	▼ -11.7%	1934	▼ -41.3%			
Absorption Rate	0.8	1.2	▼ -33.3%	1.5	▼ -46.7%			

Median Sales Price



Number of Closed Sales



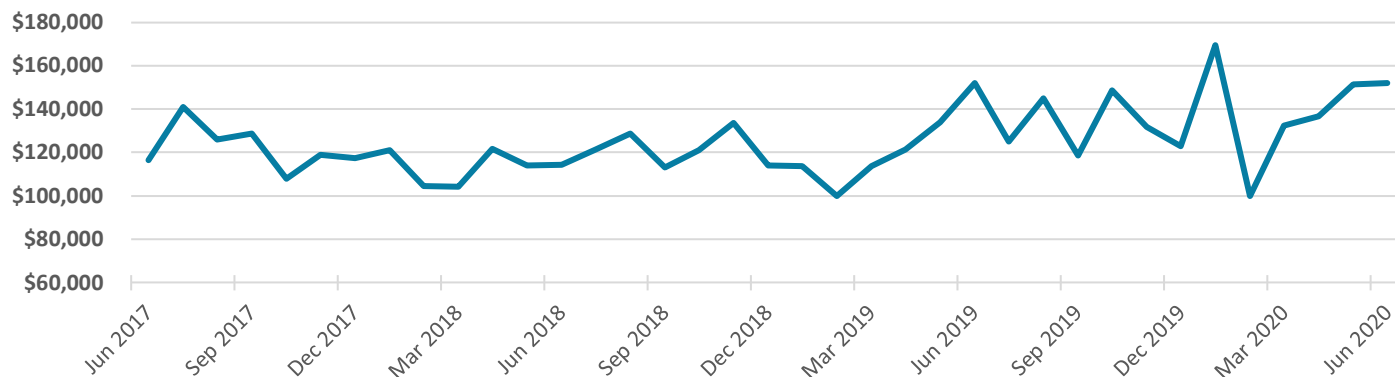
Montgomery County

Data for single family homes in Montgomery County.

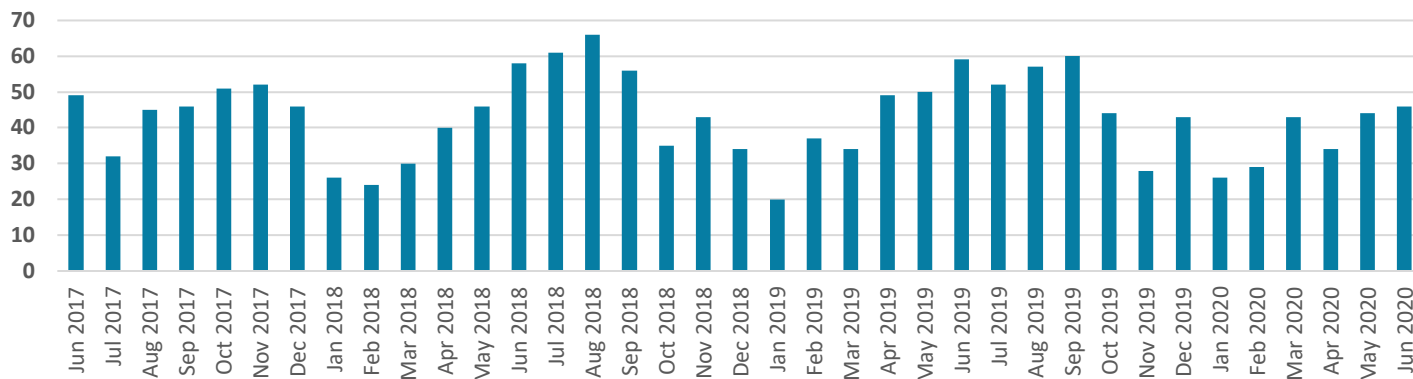


	Jun 2020	May 2020	MOM	Jun 2019	YOY	2020	2019	YTD
Median Sales Price	\$152,000	\$151,500	▲ 0.3%	\$152,000	▲ 0.0%	\$140,000	\$125,000	▲ 12.0%
Closed Sales	46	44	▲ 4.5%	59	▼ -22.0%	222	249	▼ -10.8%
New Listings	44	53	▼ -17.0%	79	▼ -44.3%	263	334	▼ -21.3%
Pending Sales	58	56	▲ 3.6%	50	▲ 16.0%	280	277	▲ 1.1%
Days on Market	43	52	▼ -17.3%	41	▲ 4.9%	57	50	▲ 14.0%
Price per Square Foot	\$98	\$96	▲ 2.1%	\$92	▲ 6.5%	\$91	\$84	▲ 8.3%
% of Ask Received	97.4%	97.7%	▼ -0.3%	98.2%	▼ -0.8%	96.8%	97.0%	▼ -0.2%
Active Inventory	46	57	▼ -19.3%	100	▼ -54.0%			
Absorption Rate	1.0	1.3	▼ -23.1%	1.7	▼ -41.2%			

Median Sales Price



Number of Closed Sales



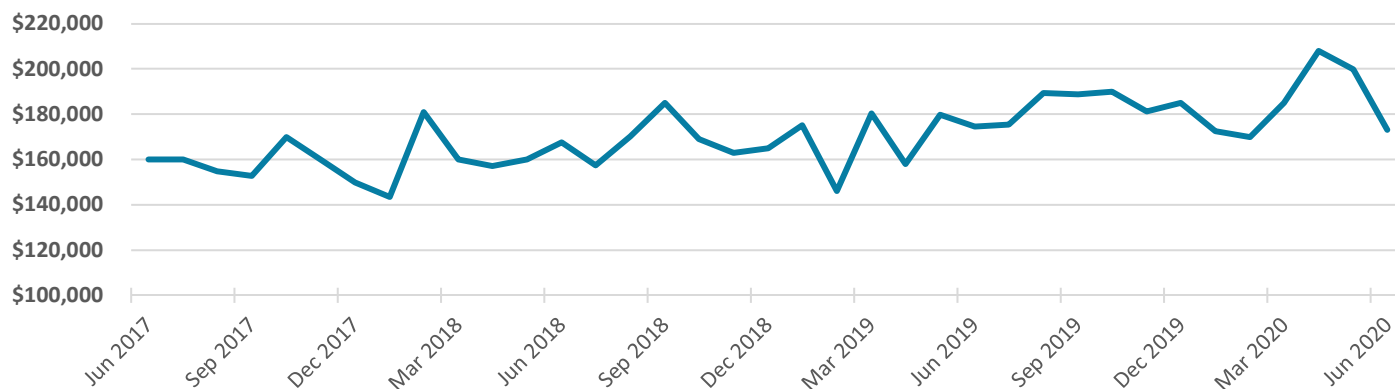
Morgan County

Data for single family homes in Morgan County.

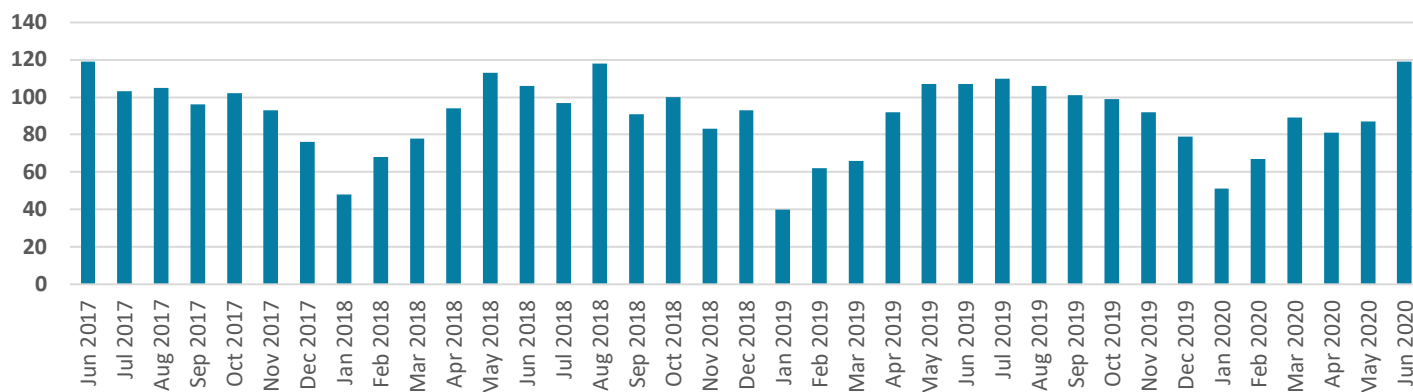


	Jun 2020	May 2020	MOM	Jun 2019	YOY	2020	2019	YTD
Median Sales Price	\$173,000	\$199,900	▼ -13.5%	\$174,655	▼ -0.9%	\$184,500	\$170,000	▲ 8.5%
Closed Sales	119	87	▲ 36.8%	107	▲ 11.2%	494	474	▲ 4.2%
New Listings	140	122	▲ 14.8%	142	▼ -1.4%	607	644	▼ -5.7%
Pending Sales	140	134	▲ 4.5%	102	▲ 37.3%	620	545	▲ 13.8%
Days on Market	44	42	▲ 4.8%	25	▲ 76.0%	48	46	▲ 4.3%
Price per Square Foot	\$115	\$122	▼ -5.7%	\$109	▲ 5.5%	\$117	\$108	▲ 8.3%
% of Ask Received	99.3%	97.2%	▲ 2.2%	97.8%	▲ 1.5%	98.2%	98.0%	▲ 0.2%
Active Inventory	100	93	▲ 7.5%	205	▼ -51.2%			
Absorption Rate	0.8	1.1	▼ -27.3%	1.9	▼ -57.9%			

Median Sales Price



Number of Closed Sales



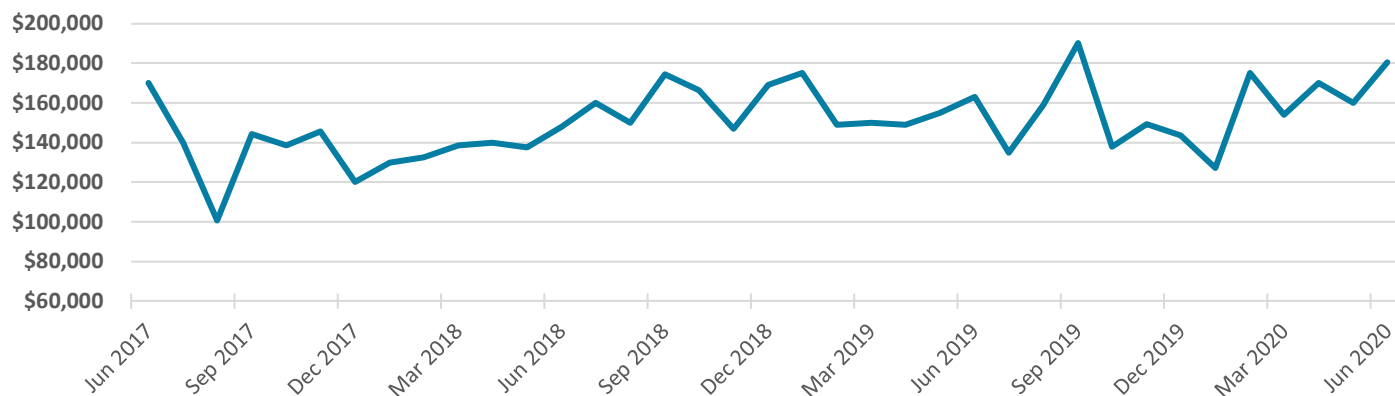
Putnam County

Data for single family homes in Putnam County.

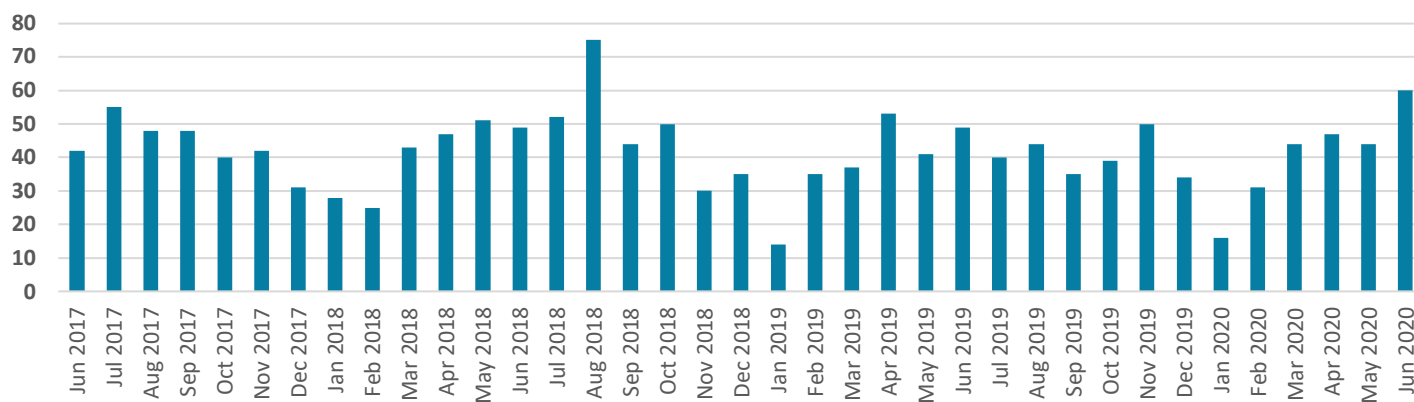


	Jun 2020	May 2020	MOM	Jun 2019	YOY	2020	2019	YTD
Median Sales Price	\$180,500	\$159,950	▲ 12.8%	\$163,100	▲ 10.7%	\$171,750	\$155,000	▲ 10.8%
Closed Sales	60	44	▲ 36.4%	49	▲ 22.4%	242	229	▲ 5.7%
New Listings	58	69	▼ -15.9%	58	■ 0.0%	295	275	▲ 7.3%
Pending Sales	61	67	▼ -9.0%	44	▲ 38.6%	299	244	▲ 22.5%
Days on Market	41	32	▲ 28.1%	57	▼ -28.1%	64	64	■ 0.0%
Price per Square Foot	\$121	\$109	▲ 11.0%	\$109	▲ 11.0%	\$109	\$105	▲ 3.8%
% of Ask Received	97.9%	96.0%	▲ 2.0%	97.5%	▲ 0.4%	97.6%	97.2%	▲ 0.4%
Active Inventory	50	54	▼ -7.4%	86	▼ -41.9%			
Absorption Rate	0.8	1.2	▼ -33.3%	1.8	▼ -55.6%			

Median Sales Price



Number of Closed Sales



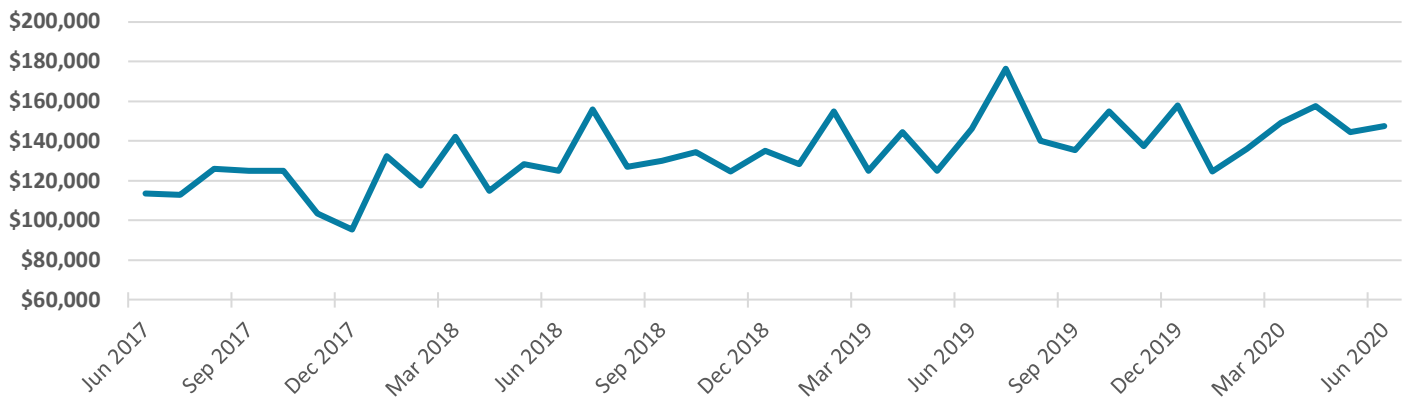
Shelby County

Data for single family homes in Shelby County.



	Jun 2020	May 2020	MOM	Jun 2019	YOY	2020	2019	YTD
Median Sales Price	\$147,500	\$144,500	▲ 2.1%	\$146,000	▲ 1.0%	\$144,450	\$133,000	▲ 8.6%
Closed Sales	50	46	▲ 8.7%	63	▼ -20.6%	224	269	▼ -16.7%
New Listings	50	47	▲ 6.4%	55	▼ -9.1%	282	324	▼ -13.0%
Pending Sales	67	53	▲ 26.4%	46	▲ 45.7%	290	292	▼ -0.7%
Days on Market	27	42	▼ -35.7%	38	▼ -28.9%	42	47	▼ -10.6%
Price per Square Foot	\$104	\$99	▲ 5.1%	\$88	▲ 18.2%	\$97	\$85	▲ 14.1%
% of Ask Received	96.5%	95.6%	▲ 0.9%	97.0%	▼ -0.5%	95.8%	96.4%	▼ -0.6%
Active Inventory	36	49	▼ -26.5%	80	▼ -55.0%			
Absorption Rate	0.7	1.1	▼ -36.4%	1.3	▼ -46.2%			

Median Sales Price



Number of Closed Sales

