

MARKET INSIGHTS REPORT

JULY 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.

"While new listings recovered slightly these last several months, it's clear they are well below what's needed to improve inventory levels. Sellers remain reluctant to put their house on the market with the fear of not finding a new home and buyers are urged to be more than ready to make an offer," Said Shelley Specchio, MIBOR CEO. "REALTORS® urge buyers to be pre-qualified and with minimal contingencies to compete in this market."

Dr. Elliot Eisenberg, an internationally acclaimed economist and public speaker says, "The story of the Indianapolis market, as with other markets around the country, remains the complete lack of inventory. Months' supply of inventory is at just 0.8, the lowest level ever. In terms of active listings – there's just nothing to buy, with 3,246 available listings, just 50 units above last month's all-time low level. Since January of 2010, with few exceptions, there have been declines in inventory levels, but until the last few months, we've never seen them at 40% year-over-year declines."

Year over Year data for July:

- Median sales price increased 11.9 percent to \$225,000
- Average days on market decreased 8.6 percent to 32
- Current active listings decreased 45.7 percent to 3,246

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MARKET SUMMARY



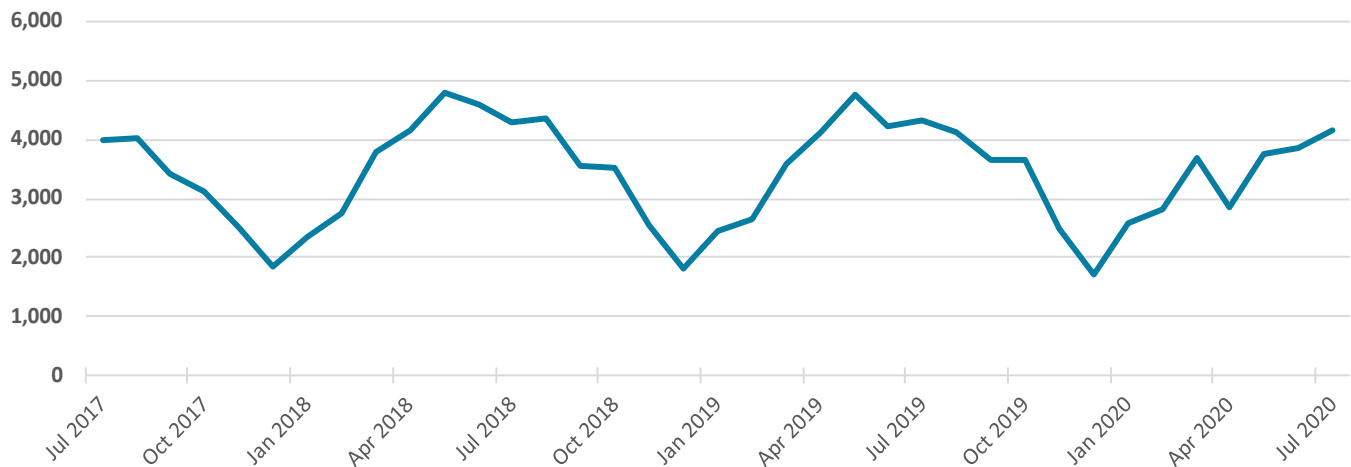
INCLUDES DATA FROM THE FOLLOWING COUNTIES FOR SINGLE FAMILY HOMES: BARTHOLOMEW, BOONE, BROWN, DECATUR, HAMILTON, HANCOCK, HENDRICKS, JACKSON, JENNINGS, JOHNSON, MADISON, MARION, MONTGOMERY, MORGAN, PUTNAM, SHELBY.

	Jul 2020	Jun 2020	MOM	Jul 2019	YOY	2020	2019	YTD
Median Sales Price	\$225,000	\$219,900	▲ 2.3%	\$201,000	▲ 11.9%	\$210,000	\$190,000	▲ 10.5%
Closed Sales	3,969	3,611	▲ 9.9%	3,659	▲ 8.5%	19,865	20,249	▼ -1.9%
New Listings	4,161	3,874	▲ 7.4%	4,313	▼ -3.5%	23,724	26,146	▼ -9.3%
Pending Sales	4,155	4,047	▲ 2.7%	3,463	▲ 20.0%	23,386	22,599	▲ 3.5%
Days on Market	32	35	▼ -8.6%	35	▼ -8.6%	42	44	▼ -4.5%
Price per Square Foot	\$128	\$125	▲ 2.4%	\$114	▲ 12.3%	\$121	\$111	▲ 9.0%
% of Ask Received	98.8%	98.4%	▲ 0.4%	98.1%	▲ 0.7%	98.0%	97.8%	▲ 0.2%
Active Inventory	3,246	3,205	▲ 1.3%	5,978	▼ -45.7%			
Absorption Rate	0.8	0.9	▼ -11.1%	1.6	▼ -50.0%			

New Listings

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

July 2020	Month over Month Change	Year over Year Change	Year to Date Change
4,161	▲ 7.4%	▼ -3.5%	▼ -9.3%

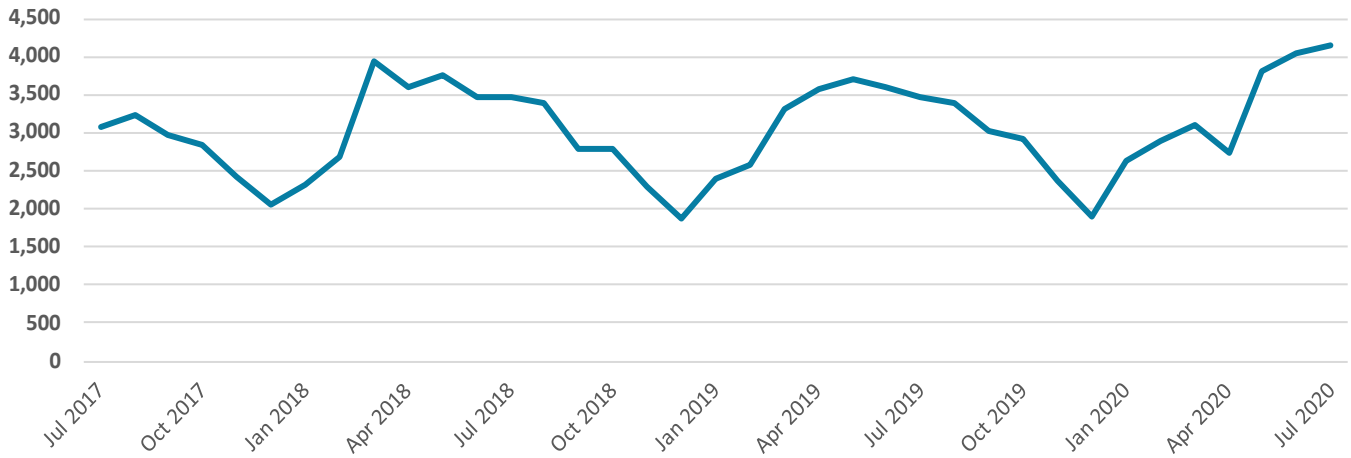


Pending Sales

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



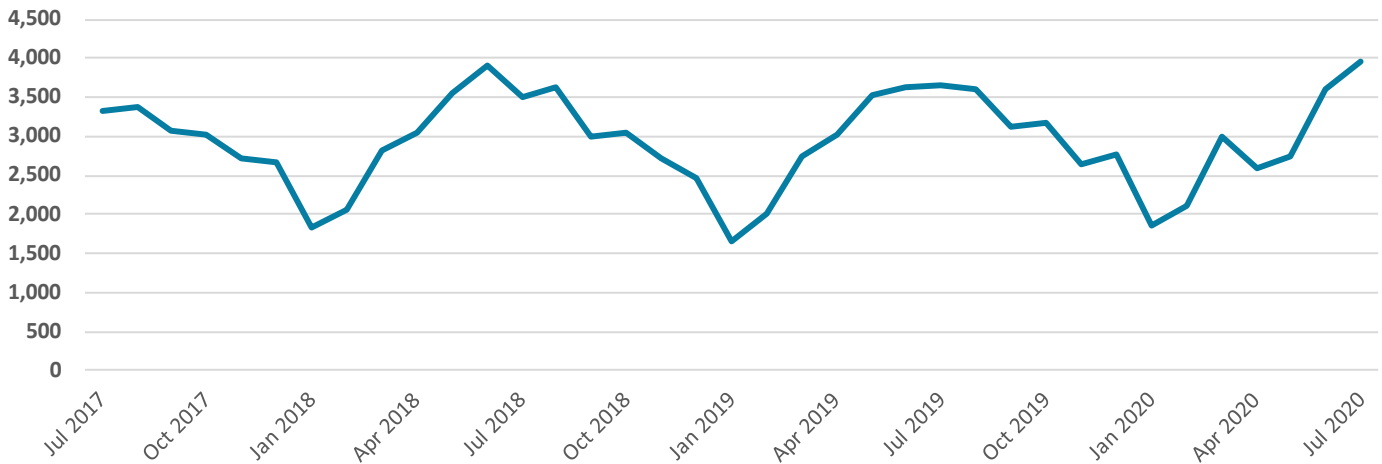
July 2020	Month over Month Change	Year over Year Change	Year to Date Change
4,155	▲ 2.7%	▲ 20.0%	▲ 3.5%



Closed Sales

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

July 2020	Month over Month Change	Year over Year Change	Year to Date Change
3,969	▲ 9.9%	▲ 8.5%	▼ -1.9%

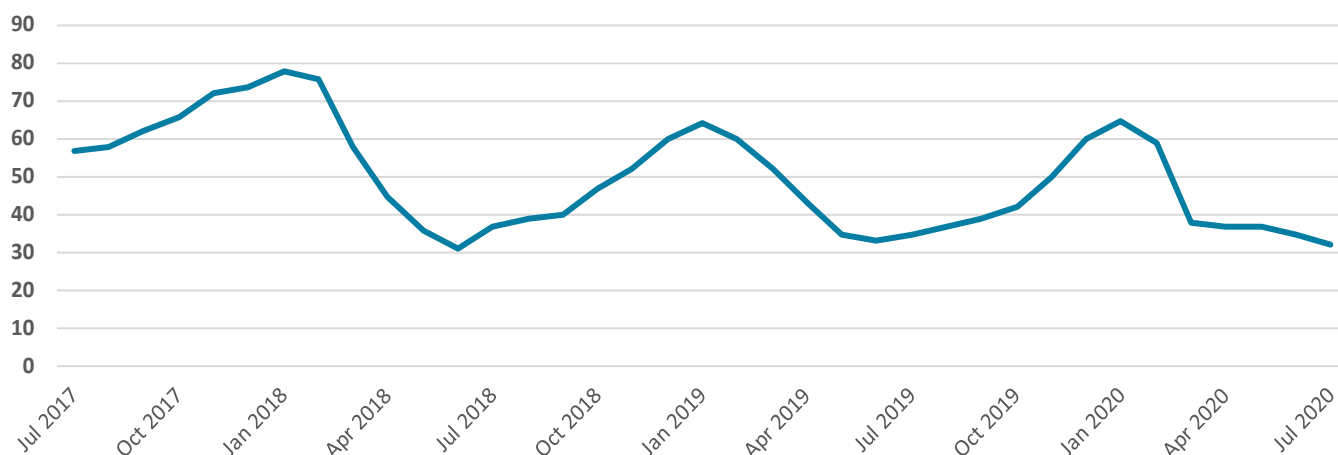


Cumulative Days on Market

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



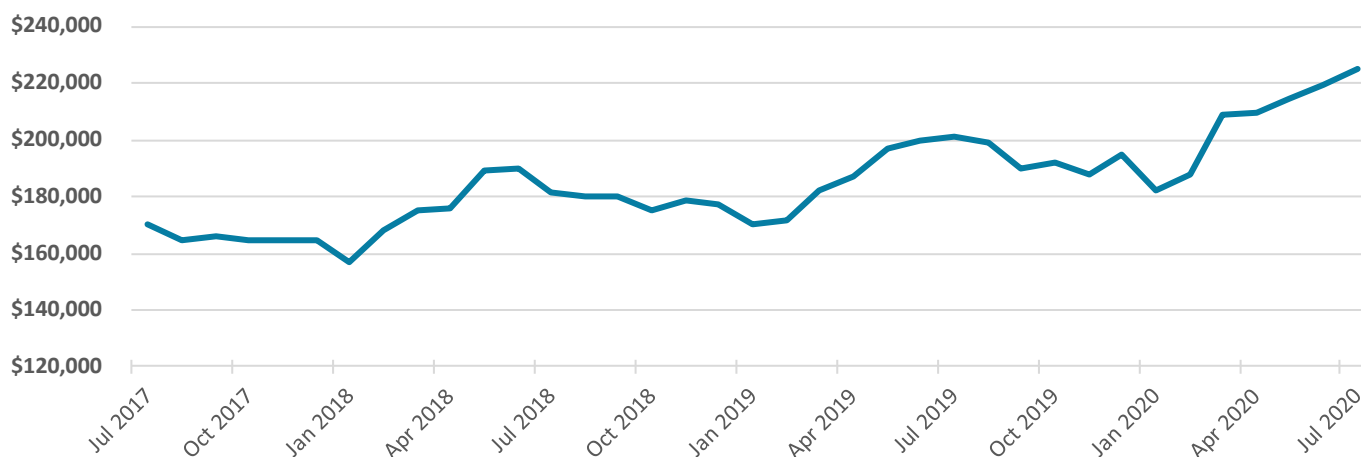
July 2020	Month over Month Change	Year over Year Change	Year to Date Change
32	▼ -8.6%	▼ -8.6%	▼ -4.5%



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.

July 2020	Month over Month Change	Year over Year Change	Year to Date Change
\$225,000	▲ 2.3%	▲ 11.9%	▲ 10.5%

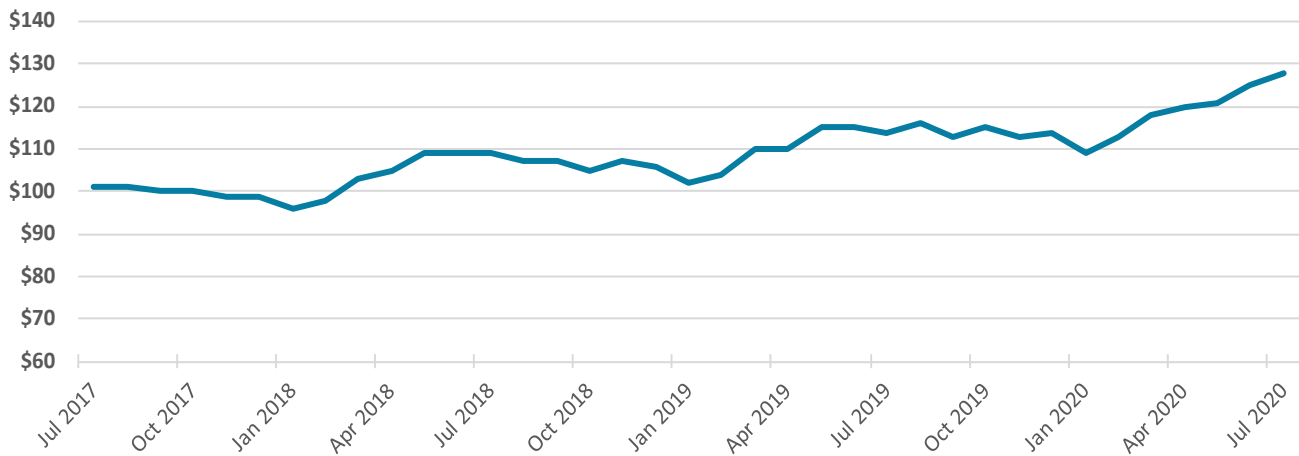


Sold Price per Square Foot

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



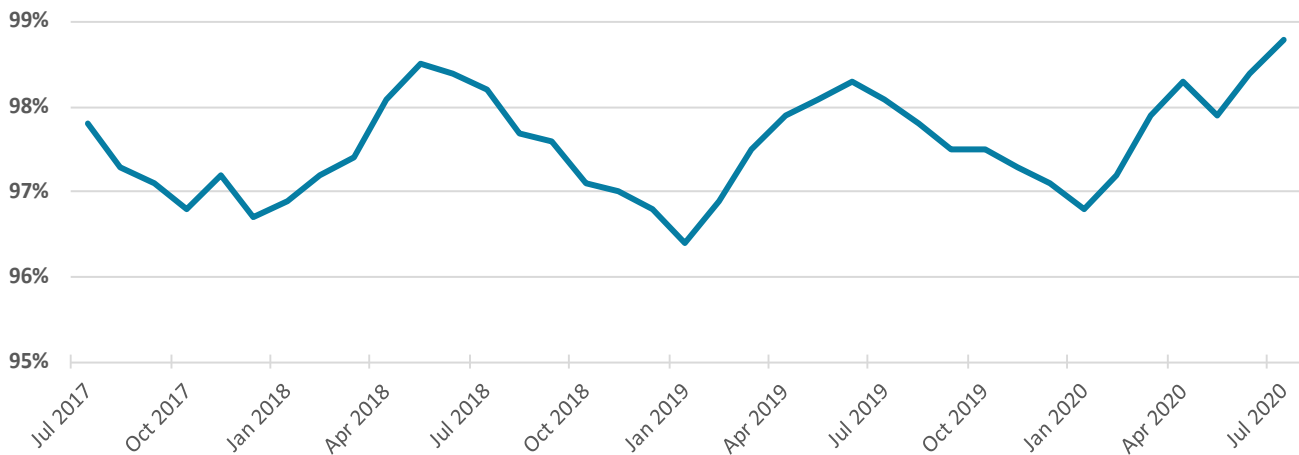
July 2020	Month over Month Change	Year over Year Change	Year to Date Change
\$128	2.4%	12.3%	9.0%



Percent of Ask Price Received

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

July 2020	Month over Month Change	Year over Year Change	Year to Date Change
98.8%	0.4%	0.7%	0.2%

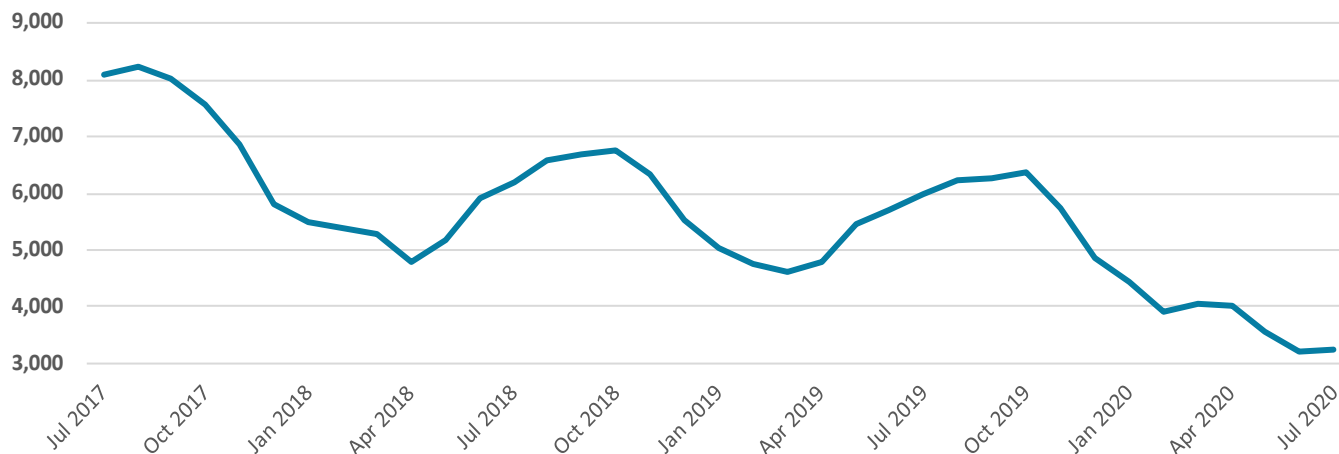


Active Inventory

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.



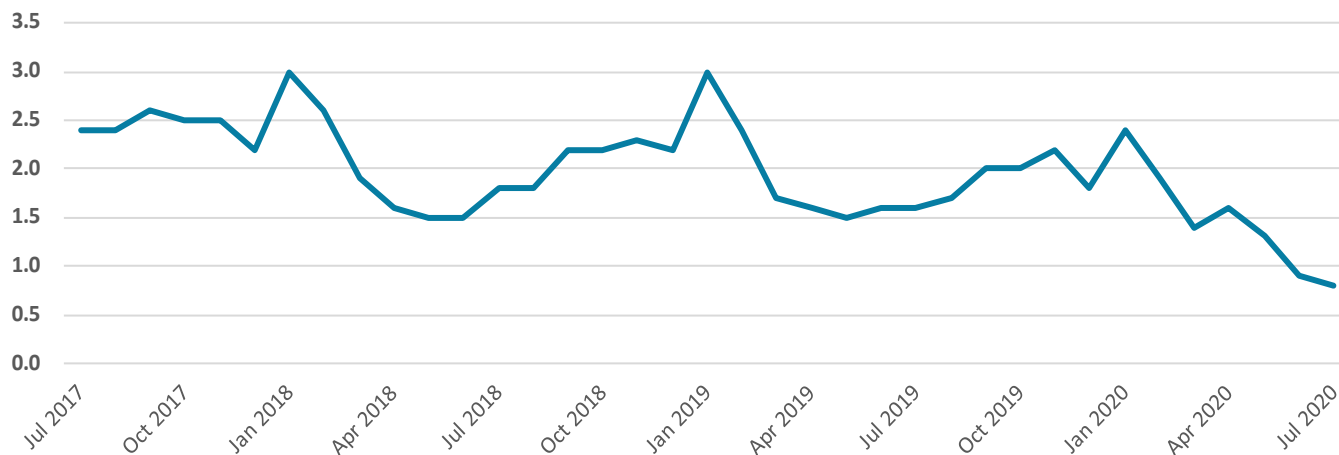
July 2020	Month over Month Change	Year over Year Change
3,246	▲ 1.3%	▼ -45.7%



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.

July 2020	Month over Month Change	Year over Year Change
0.8	▼ -11.1%	▼ -50.0%



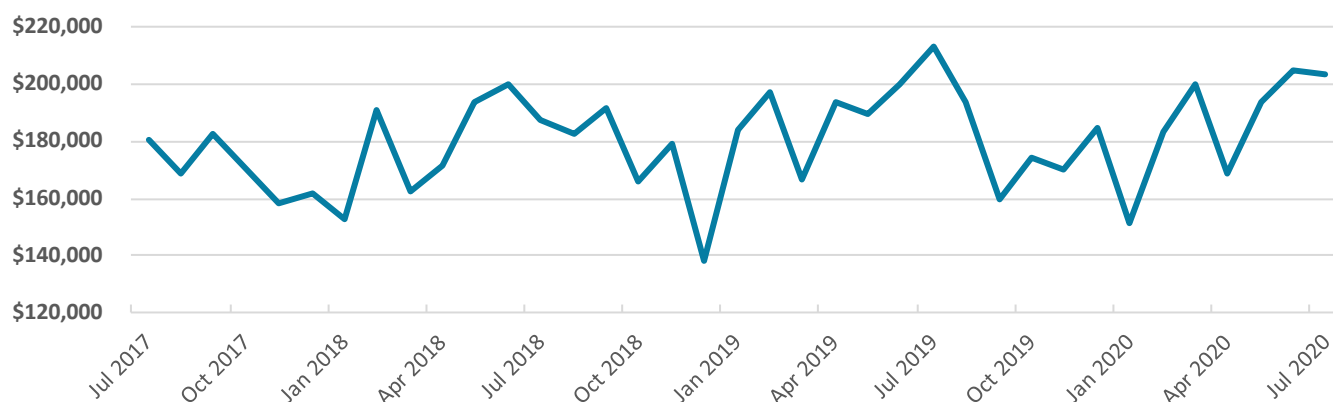
Bartholomew County

Data for single family homes in Bartholomew County.

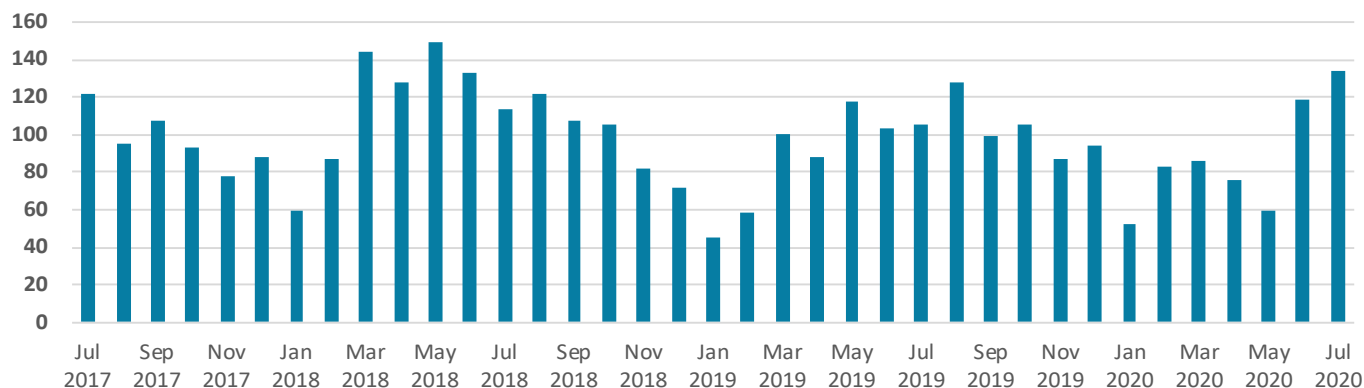


	Jul 2020	Jun 2020	MOM	Jul 2019	YOY	2020	2019	YTD
Median Sales Price	\$203,750	\$205,000	▼ -0.6%	\$213,000	▼ -4.3%	\$188,500	\$189,000	▼ -0.3%
Closed Sales	134	119	▲ 12.6%	105	▲ 27.6%	609	617	▼ -1.3%
New Listings	145	136	▲ 6.6%	136	▲ 6.6%	791	769	▲ 2.9%
Pending Sales	140	150	▼ -6.7%	116	▲ 20.7%	743	689	▲ 7.8%
Days on Market	33	52	▼ -36.5%	36	▼ -8.3%	44	47	▼ -6.4%
Price per Square Foot	\$129	\$127	▲ 1.6%	\$122	▲ 5.7%	\$124	\$116	▲ 6.9%
% of Ask Received	97.7%	98.4%	▼ -0.7%	98.2%	▼ -0.5%	97.5%	97.6%	▼ -0.1%
Active Inventory	134	128	▲ 4.7%	171	▼ -21.6%			
Absorption Rate	1.0	1.1	▼ -9.1%	1.6	▼ -37.5%			

Median Sales Price



Number of Closed Sales



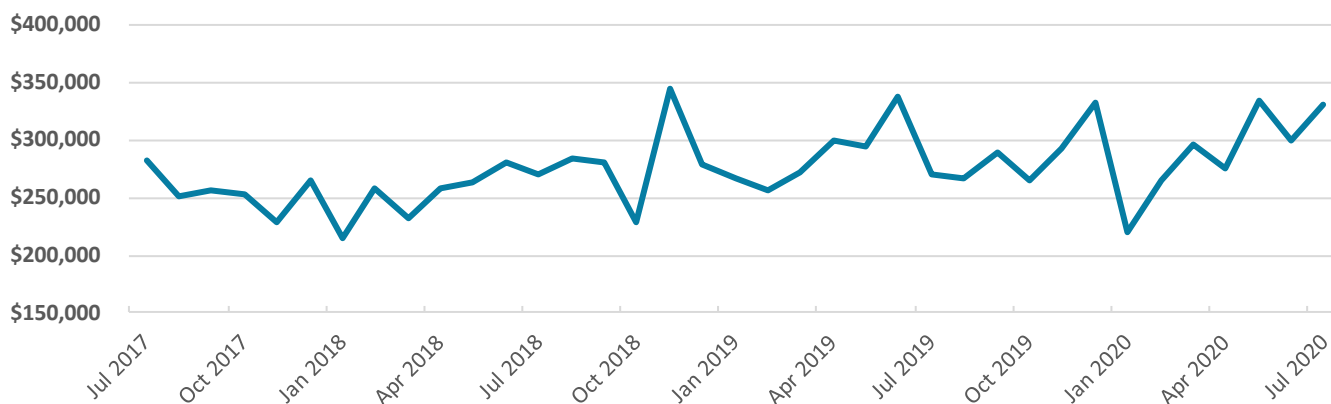
Boone County

Data for single family homes in Boone County.

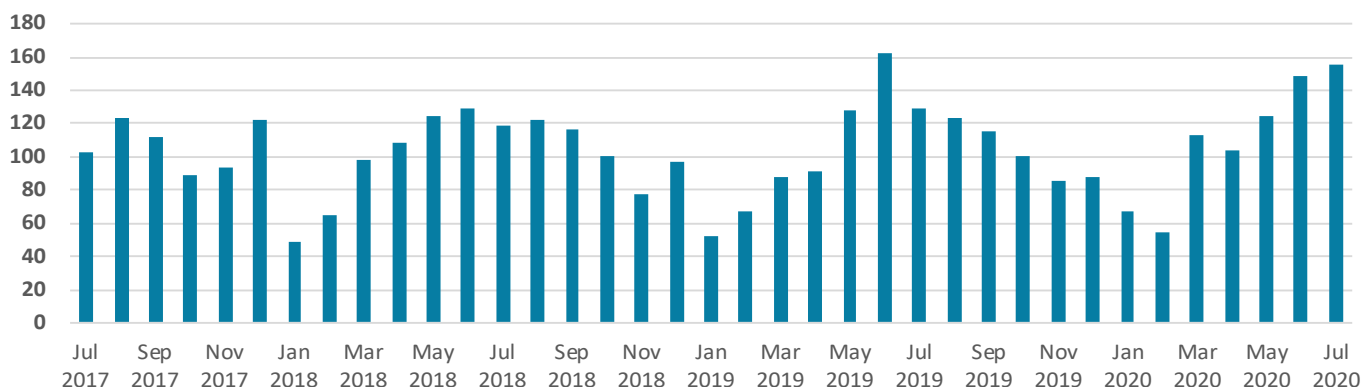


	Jul 2020	Jun 2020	MOM	Jul 2019	YOY	2020	2019	YTD
Median Sales Price	\$331,000	\$300,000	▲ 10.3%	\$270,900	▲ 22.2%	\$301,000	\$292,500	▲ 2.9%
Closed Sales	155	149	▲ 4.0%	129	▲ 20.2%	766	717	▲ 6.8%
New Listings	151	158	▼ -4.4%	139	▲ 8.6%	916	952	▼ -3.8%
Pending Sales	142	157	▼ -9.6%	110	▲ 29.1%	888	792	▲ 12.1%
Days on Market	41	44	▼ -6.8%	40	▲ 2.5%	50	55	▼ -9.1%
Price per Square Foot	\$145	\$139	▲ 4.3%	\$133	▲ 9.0%	\$139	\$133	▲ 4.5%
% of Ask Received	97.8%	98.4%	▼ -0.6%	98.8%	▼ -1.0%	97.8%	98.0%	▼ -0.2%
Active Inventory	163	163	■ 0.0%	271	▼ -39.9%			
Absorption Rate	1.1	1.1	■ 0.0%	2.1	▼ -47.6%			

Median Sales Price



Number of Closed Sales



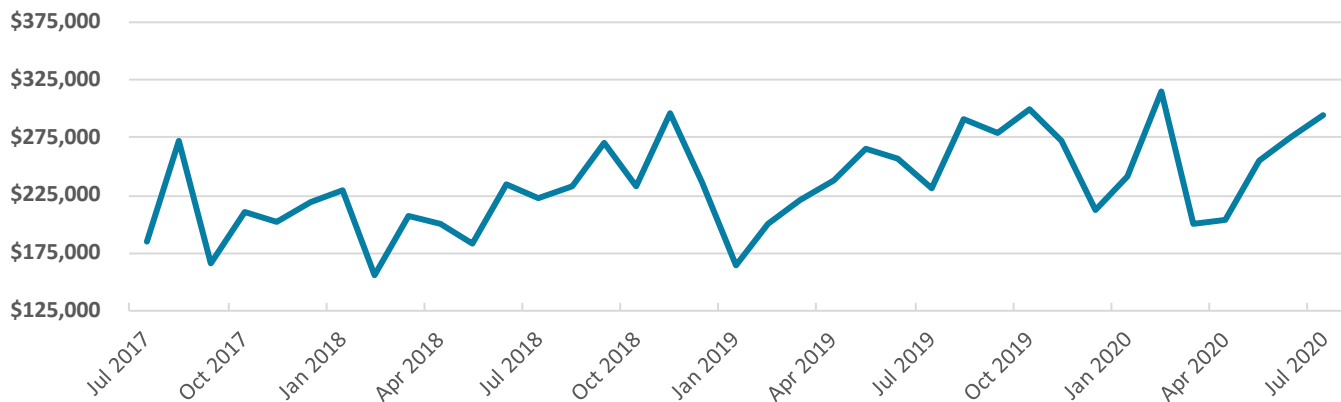
Brown County

Data for single family homes in Brown County.

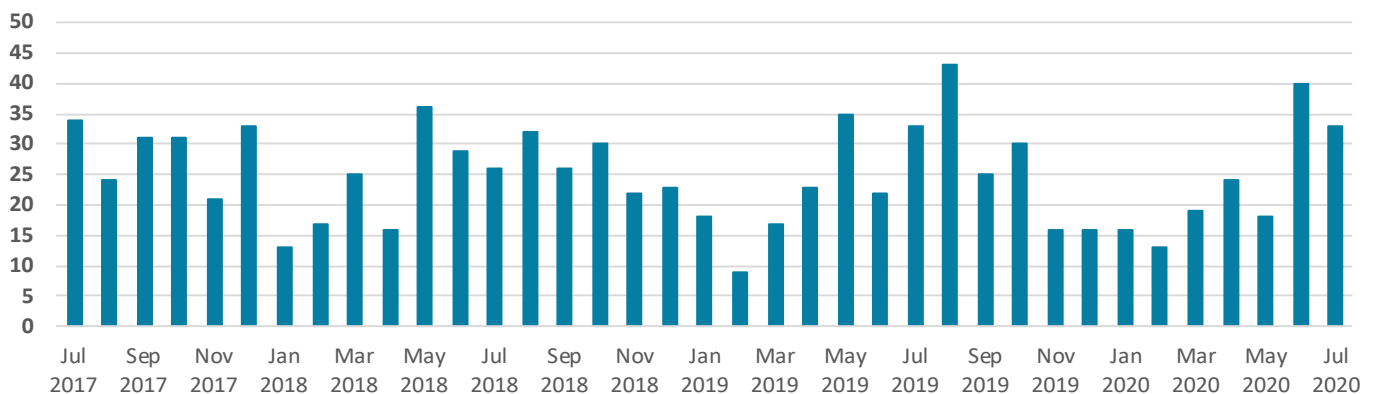


	Jul 2020	Jun 2020	MOM	Jul 2019	YOY	2020	2019	YTD
Median Sales Price	\$295,000	\$275,500	▲ 7.1%	\$230,911	▲ 27.8%	\$257,500	\$227,000	▲ 13.4%
Closed Sales	33	40	▼ -17.5%	33	■ 0.0%	163	157	▲ 3.8%
New Listings	48	36	▲ 33.3%	39	▲ 23.1%	225	259	▼ -13.1%
Pending Sales	47	41	▲ 14.6%	34	▲ 38.2%	214	184	▲ 16.3%
Days on Market	72	49	▲ 46.9%	70	▲ 2.9%	80	85	▼ -5.9%
Price per Square Foot	\$254	\$188	▲ 35.1%	\$176	▲ 44.3%	\$197	\$172	▲ 14.5%
% of Ask Received	97.4%	95.9%	▲ 1.6%	96.6%	▲ 0.8%	95.7%	95.8%	▼ -0.1%
Active Inventory	49	49	■ 0.0%	107	▼ -54.2%			
Absorption Rate	1.5	1.2	▲ 25.0%	3.2	▼ -53.1%			

Median Sales Price



Number of Closed Sales



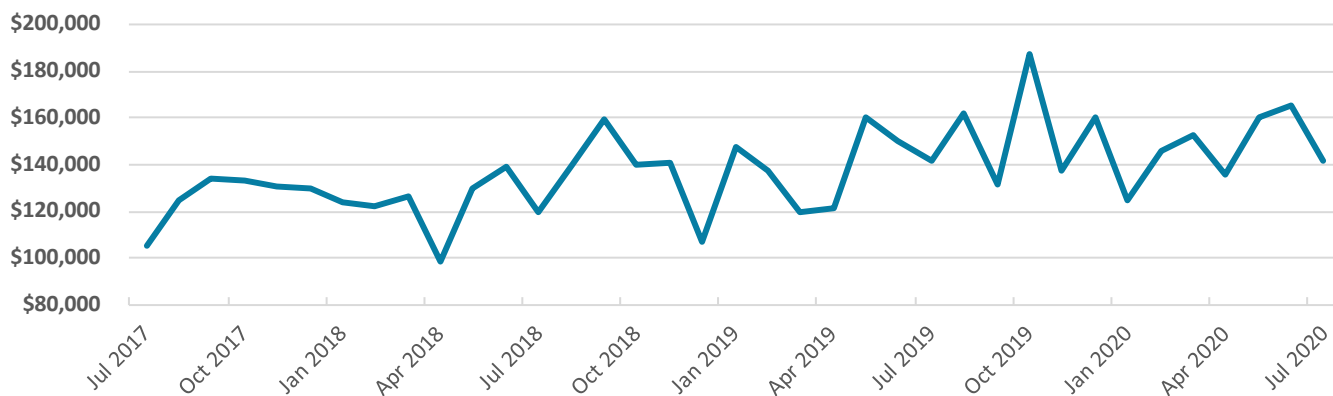
Decatur County

Data for single family homes in Decatur County.

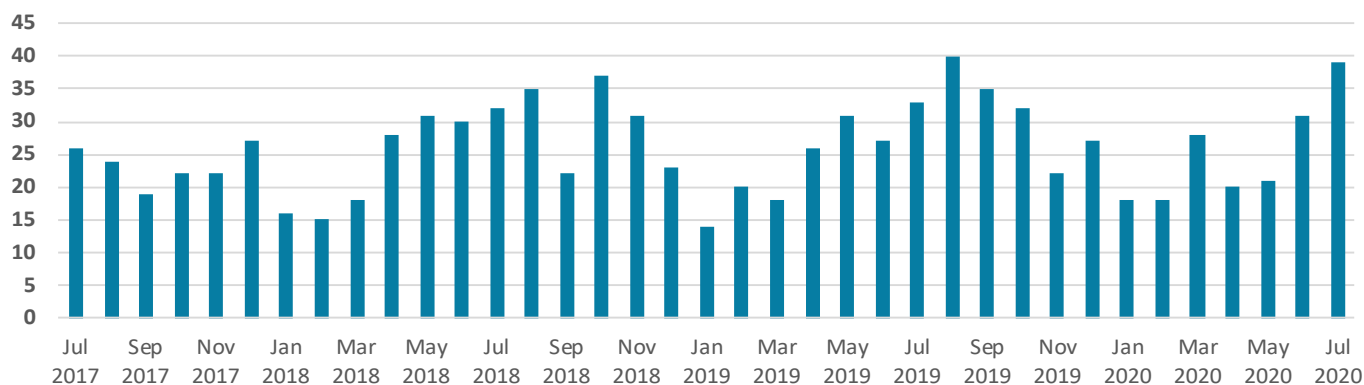


	Jul 2020	Jun 2020	MOM	Jul 2019	YOY	2020	2019	YTD
Median Sales Price	\$142,000	\$165,000	▼ -13.9%	\$141,500	▲ 0.4%	\$150,000	\$140,000	▲ 7.1%
Closed Sales	39	31	▲ 25.8%	33	▲ 18.2%	175	169	▲ 3.6%
New Listings	34	35	▼ -2.9%	46	▼ -26.1%	198	253	▼ -21.7%
Pending Sales	35	40	▼ -12.5%	37	▼ -5.4%	215	201	▲ 7.0%
Days on Market	55	53	▲ 3.8%	53	▲ 3.8%	55	63	▼ -12.7%
Price per Square Foot	\$99	\$113	▼ -12.4%	\$101	▼ -2.0%	\$103	\$94	▲ 9.6%
% of Ask Received	96.3%	95.9%	▲ 0.4%	97.4%	▼ -1.1%	96.5%	95.6%	▲ 0.9%
Active Inventory	31	30	▲ 3.3%	93	▼ -66.7%			
Absorption Rate	0.8	1.0	▼ -20.0%	2.8	▼ -71.4%			

Median Sales Price



Number of Closed Sales



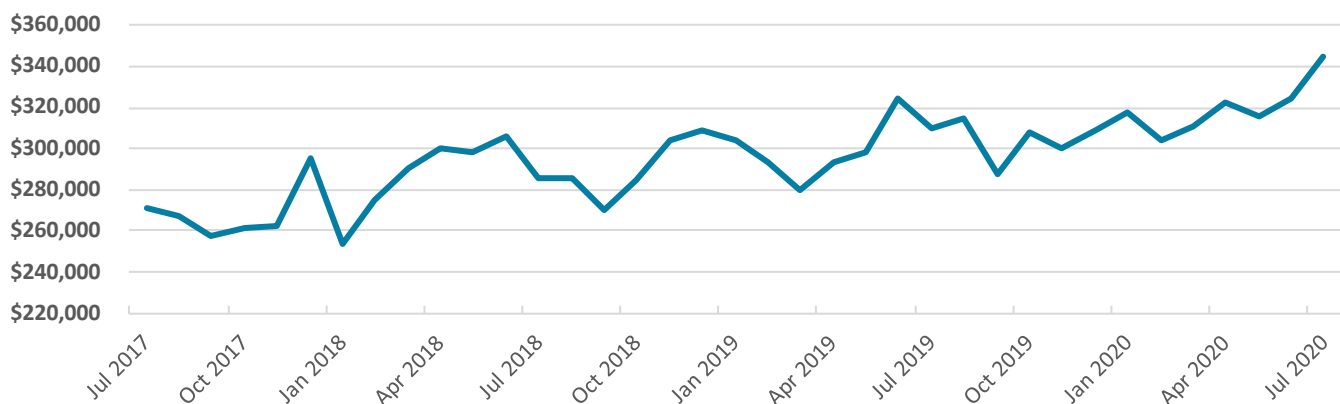
Hamilton County

Data for single family homes in Hamilton County.

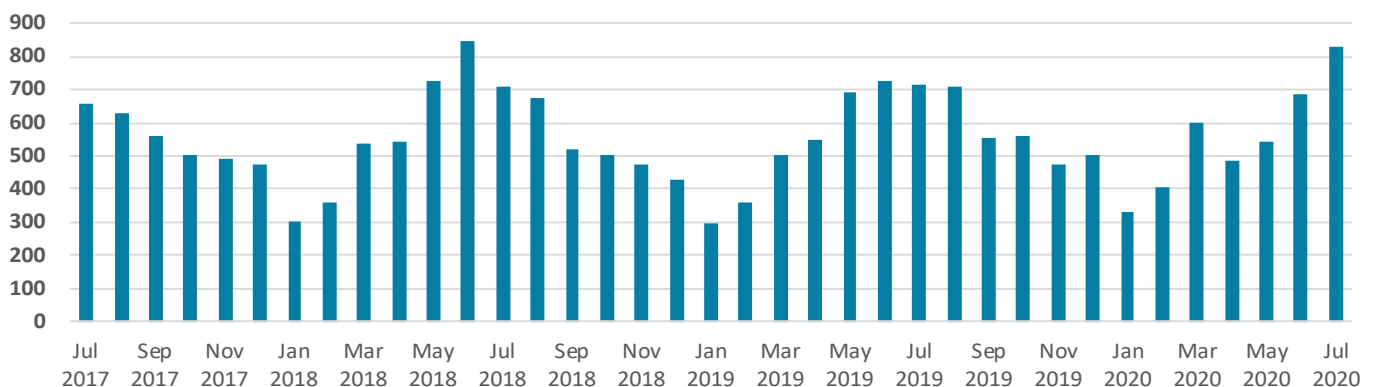


	Jul 2020	Jun 2020	MOM	Jul 2019	YOY	2020	2019	YTD
Median Sales Price	\$345,000	\$324,450	▲ 6.3%	\$310,000	▲ 11.3%	\$320,000	\$302,000	▲ 6.0%
Closed Sales	828	685	▲ 20.9%	714	▲ 16.0%	3,872	3,844	▲ 0.7%
New Listings	848	801	▲ 5.9%	838	▲ 1.2%	4,623	5,115	▼ -9.6%
Pending Sales	846	837	▲ 1.1%	676	▲ 25.1%	4,551	4,309	▲ 5.6%
Days on Market	34	39	▼ -12.8%	44	▼ -22.7%	48	52	▼ -7.7%
Price per Square Foot	\$151	\$146	▲ 3.4%	\$137	▲ 10.2%	\$143	\$136	▲ 5.1%
% of Ask Received	99.2%	98.9%	▲ 0.3%	98.4%	▲ 0.8%	98.6%	98.3%	▲ 0.3%
Active Inventory	646	695	▼ -7.1%	1308	▼ -50.6%			
Absorption Rate	0.8	1.0	▼ -20.0%	1.8	▼ -55.6%			

Median Sales Price



Number of Closed Sales



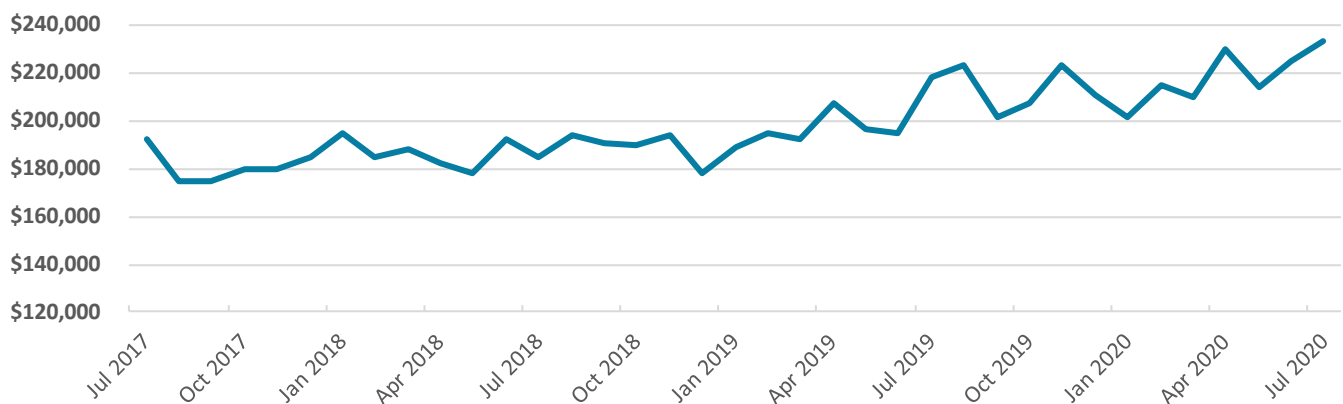
Hancock County

Data for single family homes in Hancock County.

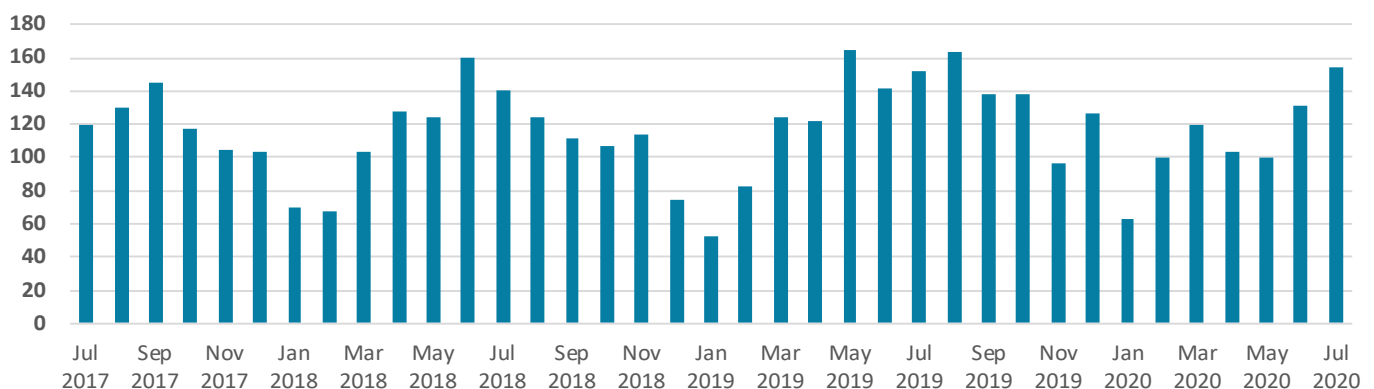


	Jul 2020	Jun 2020	MOM	Jul 2019	YOY	2020	2019	YTD
Median Sales Price	\$233,470	\$225,000	▲ 3.8%	\$218,750	▲ 6.7%	\$221,543	\$199,123	▲ 11.3%
Closed Sales	154	131	▲ 17.6%	152	▲ 1.3%	770	840	▼ -8.3%
New Listings	146	171	▼ -14.6%	154	▼ -5.2%	898	1,095	▼ -18.0%
Pending Sales	153	152	▲ 0.7%	154	▼ -0.6%	911	978	▼ -6.9%
Days on Market	32	38	▼ -15.8%	47	▼ -31.9%	42	46	▼ -8.7%
Price per Square Foot	\$113	\$115	▼ -1.7%	\$110	▲ 2.7%	\$112	\$105	▲ 6.7%
% of Ask Received	98.8%	99.1%	▼ -0.3%	98.7%	▲ 0.1%	98.6%	98.1%	▲ 0.5%
Active Inventory	122	135	▼ -9.6%	225	▼ -45.8%			
Absorption Rate	0.8	1.0	▼ -20.0%	1.5	▼ -46.7%			

Median Sales Price



Number of Closed Sales



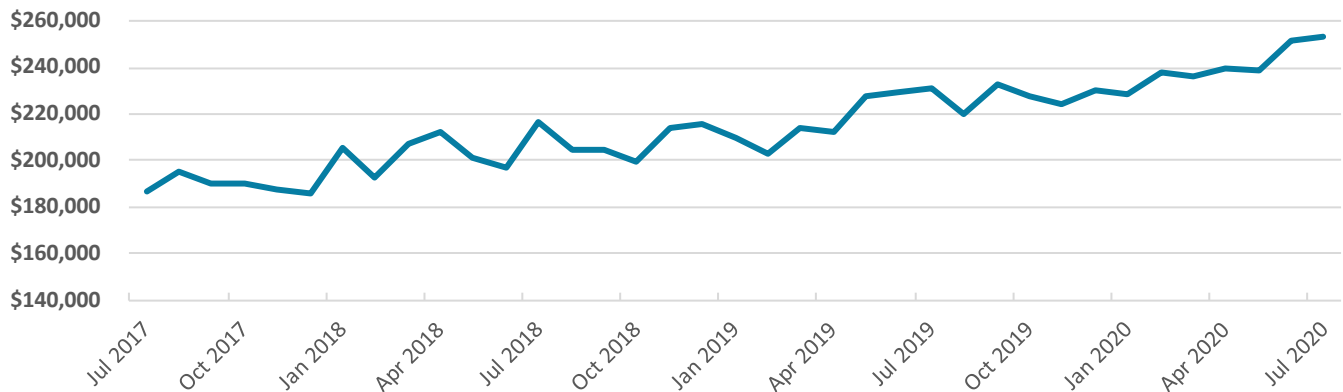
Hendricks County

Data for single family homes in Hendricks County.

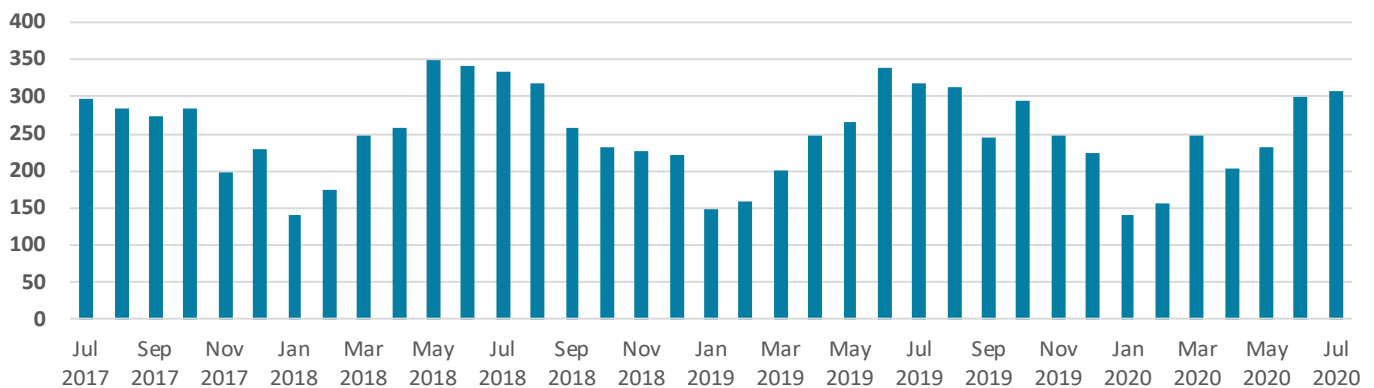


	Jul 2020	Jun 2020	MOM	Jul 2019	YOY	2020	2019	YTD
Median Sales Price	\$253,011	\$251,250	▲ 0.7%	\$231,500	▲ 9.3%	\$240,000	\$223,000	▲ 7.6%
Closed Sales	307	300	▲ 2.3%	318	▼ -3.5%	1,587	1,678	▼ -5.4%
New Listings	349	306	▲ 14.1%	356	▼ -2.0%	1,904	2,117	▼ -10.1%
Pending Sales	322	319	▲ 0.9%	294	▲ 9.5%	1,862	1,883	▼ -1.1%
Days on Market	21	30	▼ -30.0%	30	▼ -30.0%	35	34	▲ 2.9%
Price per Square Foot	\$124	\$120	▲ 3.3%	\$116	▲ 6.9%	\$118	\$113	▲ 4.4%
% of Ask Received	99.7%	99.1%	▲ 0.6%	99.1%	▲ 0.6%	99.0%	98.8%	▲ 0.2%
Active Inventory	254	222	▲ 14.4%	431	▼ -41.1%			
Absorption Rate	0.8	0.7	▲ 14.3%	1.4	▼ -42.9%			

Median Sales Price



Number of Closed Sales



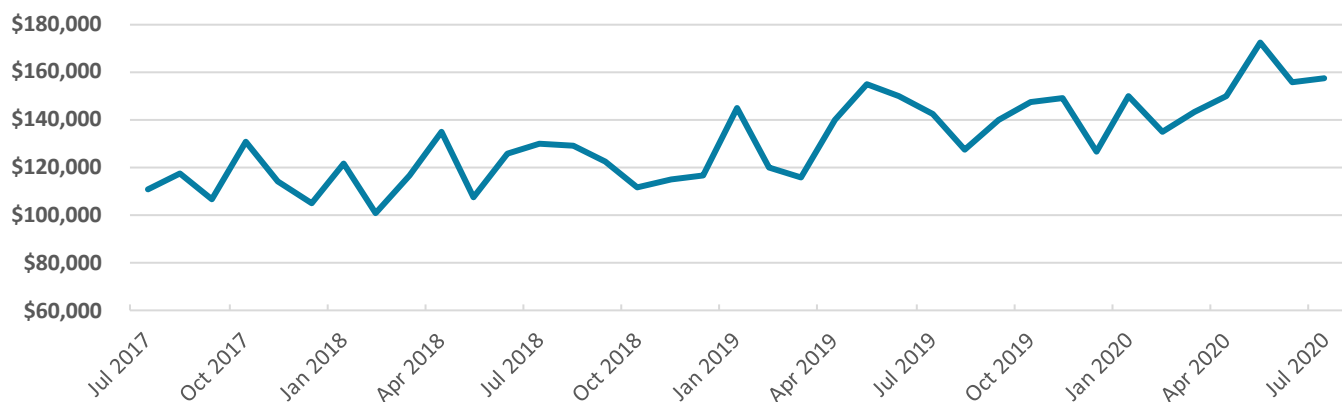
Jackson County

Data for single family homes in Jackson County.

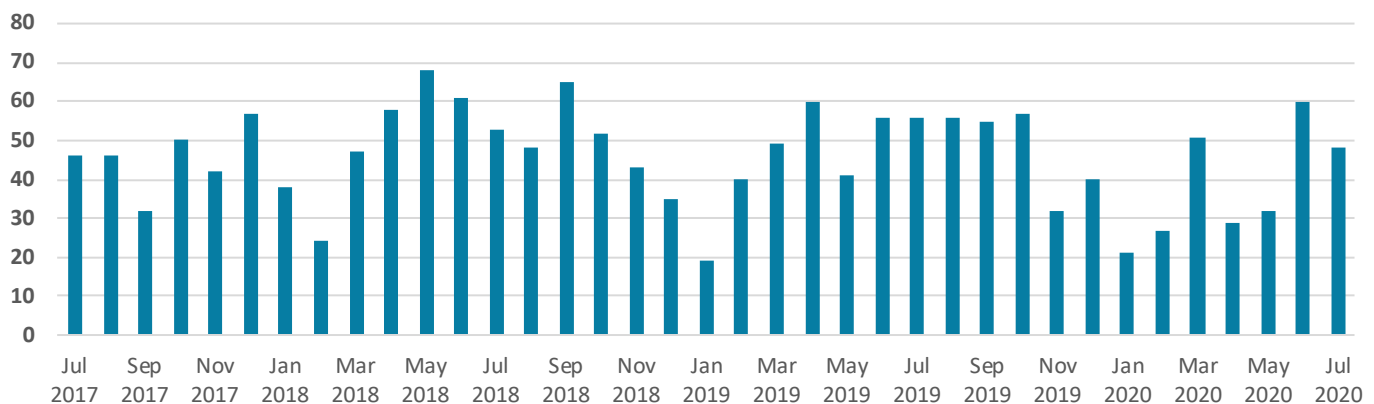


	Jul 2020	Jun 2020	MOM	Jul 2019	YOY	2020	2019	YTD
Median Sales Price	\$158,000	\$156,450	▲ 1.0%	\$143,100	▲ 10.4%	\$150,750	\$137,000	▲ 10.0%
Closed Sales	48	60	▼ -20.0%	56	▼ -14.3%	268	321	▼ -16.5%
New Listings	46	51	▼ -9.8%	64	▼ -28.1%	318	406	▼ -21.7%
Pending Sales	49	45	▲ 8.9%	53	▼ -7.5%	306	367	▼ -16.6%
Days on Market	40	25	▲ 60.0%	30	▲ 33.3%	52	48	▲ 8.3%
Price per Square Foot	\$108	\$104	▲ 3.8%	\$95	▲ 13.7%	\$102	\$88	▲ 15.9%
% of Ask Received	97.6%	98.3%	▼ -0.7%	98.6%	▼ -1.0%	97.6%	97.3%	▲ 0.3%
Active Inventory	52	57	▼ -8.8%	92	▼ -43.5%			
Absorption Rate	1.1	1.0	▲ 10.0%	1.6	▼ -31.3%			

Median Sales Price



Number of Closed Sales



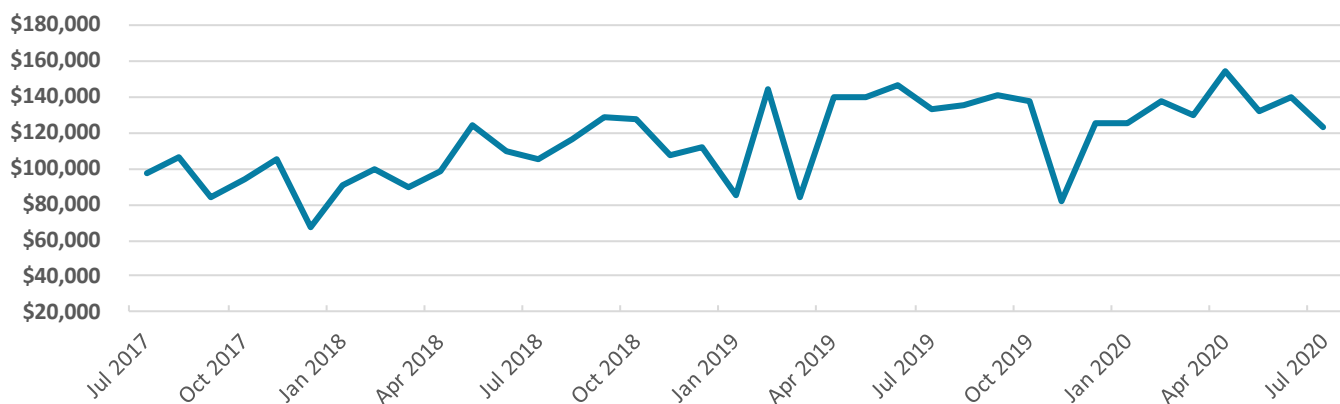
Jennings County

Data for single family homes in Jennings County.

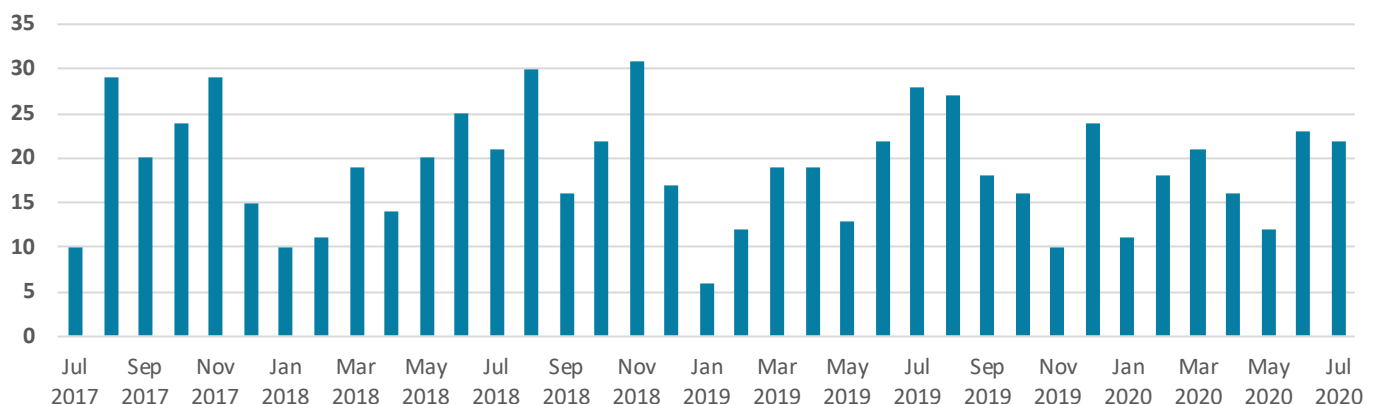


	Jul 2020	Jun 2020	MOM	Jul 2019	YOY	2020	2019	YTD
Median Sales Price	\$123,500	\$139,900	▼ -11.7%	\$133,000	▼ -7.1%	\$135,049	\$124,500	▲ 8.5%
Closed Sales	22	23	▼ -4.3%	28	▼ -21.4%	123	119	▲ 3.4%
New Listings	19	26	▼ -26.9%	28	▼ -32.1%	154	165	▼ -6.7%
Pending Sales	18	27	▼ -33.3%	29	▼ -37.9%	145	138	▲ 5.1%
Days on Market	35	32	▲ 9.4%	38	▼ -7.9%	37	47	▼ -21.3%
Price per Square Foot	\$99	\$92	▲ 7.6%	\$87	▲ 13.8%	\$93	\$87	▲ 6.9%
% of Ask Received	99.0%	95.9%	▲ 3.2%	97.5%	▲ 1.5%	96.3%	95.4%	▲ 0.9%
Active Inventory	21	23	▼ -8.7%	38	▼ -44.7%			
Absorption Rate	1.0	1.0	■ 0.0%	1.4	▼ -28.6%			

Median Sales Price



Number of Closed Sales



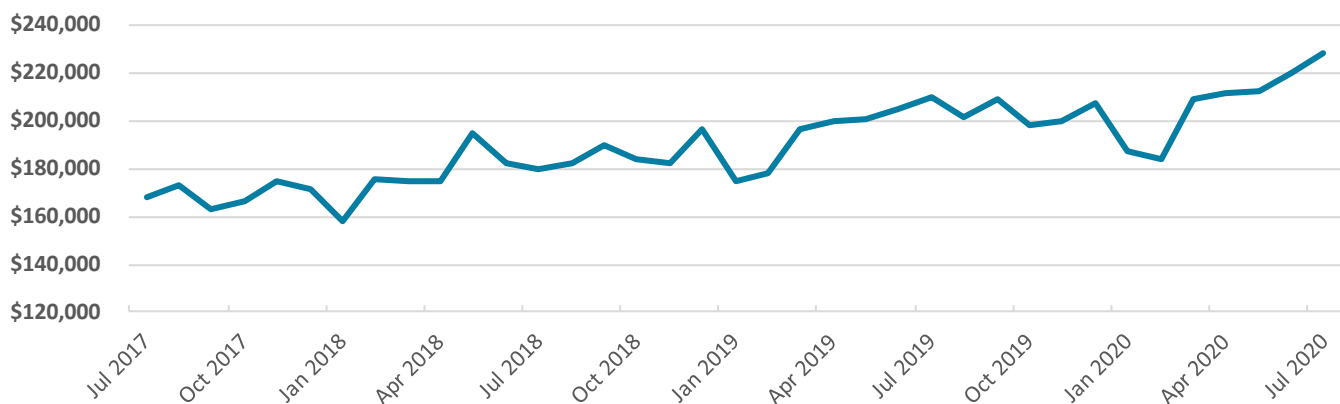
Johnson County

Data for single family homes in Johnson County.

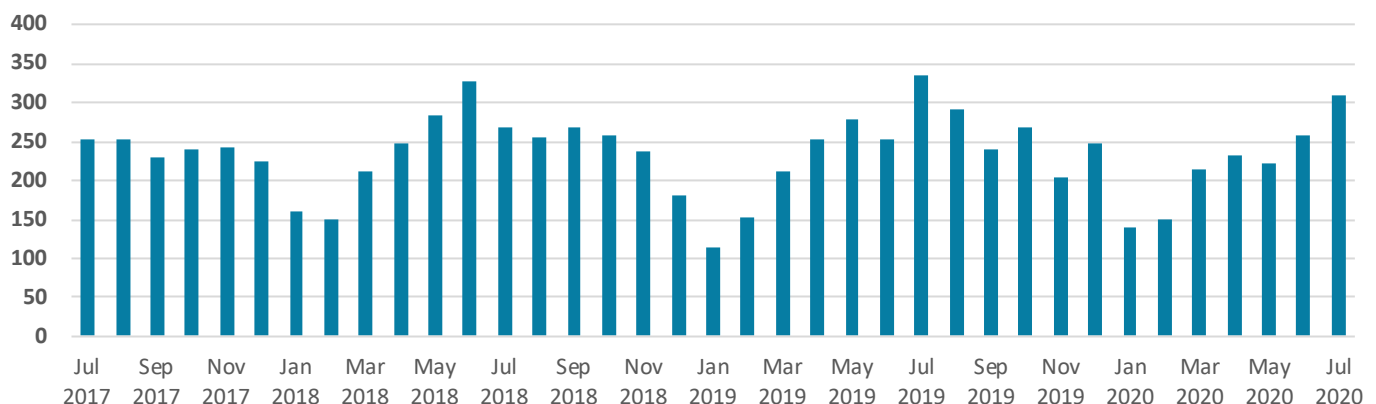


	Jul 2020	Jun 2020	MOM	Jul 2019	YOY	2020	2019	YTD
Median Sales Price	\$228,500	\$220,000	▲ 3.9%	\$210,000	▲ 8.8%	\$210,000	\$199,900	▲ 5.1%
Closed Sales	309	257	▲ 20.2%	336	▼ -8.0%	1,524	1,599	▼ -4.7%
New Listings	321	297	▲ 8.1%	349	▼ -8.0%	1,819	2,004	▼ -9.2%
Pending Sales	337	326	▲ 3.4%	284	▲ 18.7%	1,822	1,786	▲ 2.0%
Days on Market	26	29	▼ -10.3%	26	▬ 0.0%	34	39	▼ -12.8%
Price per Square Foot	\$126	\$123	▲ 2.4%	\$112	▲ 12.5%	\$121	\$114	▲ 6.1%
% of Ask Received	98.6%	99.2%	▼ -0.6%	98.7%	▼ -0.1%	98.7%	98.4%	▲ 0.3%
Active Inventory	193	210	▼ -8.1%	383	▼ -49.6%			
Absorption Rate	0.6	0.8	▼ -25.0%	1.1	▼ -45.5%			

Median Sales Price



Number of Closed Sales



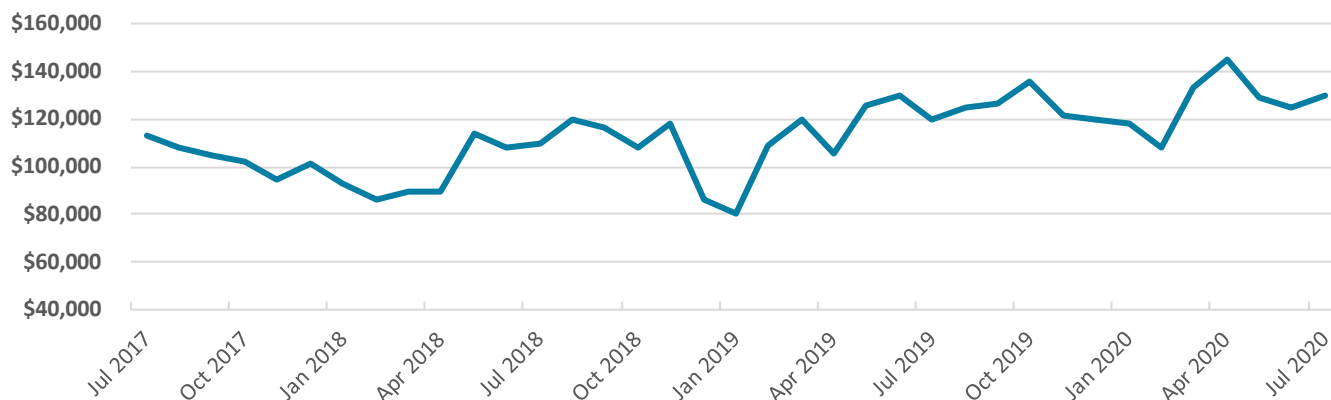
Madison County

Data for single family homes in Madison County.

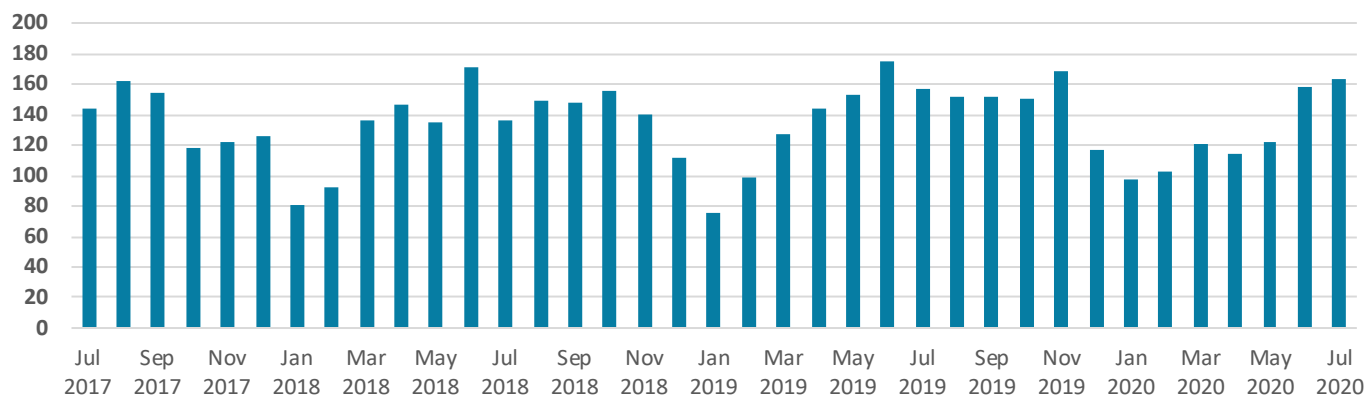


	Jul 2020	Jun 2020	MOM	Jul 2019	YOY	2020	2019	YTD
Median Sales Price	\$130,000	\$125,200	▲ 3.8%	\$120,000	▲ 8.3%	\$130,000	\$118,000	▲ 10.2%
Closed Sales	164	159	▲ 3.1%	157	▲ 4.5%	881	932	▼ -5.5%
New Listings	181	145	▲ 24.8%	216	▼ -16.2%	1,012	1,229	▼ -17.7%
Pending Sales	201	162	▲ 24.1%	146	▲ 37.7%	1,050	1,048	▲ 0.2%
Days on Market	36	39	▼ -7.7%	52	▼ -30.8%	44	51	▼ -13.7%
Price per Square Foot	\$86	\$82	▲ 4.9%	\$76	▲ 13.2%	\$80	\$73	▲ 9.6%
% of Ask Received	97.6%	95.0%	▲ 2.7%	96.6%	▲ 1.0%	96.2%	96.1%	▲ 0.1%
Active Inventory	124	122	▲ 1.6%	335	▼ -63.0%			
Absorption Rate	0.8	0.8	■ 0.0%	2.1	▼ -61.9%			

Median Sales Price



Number of Closed Sales



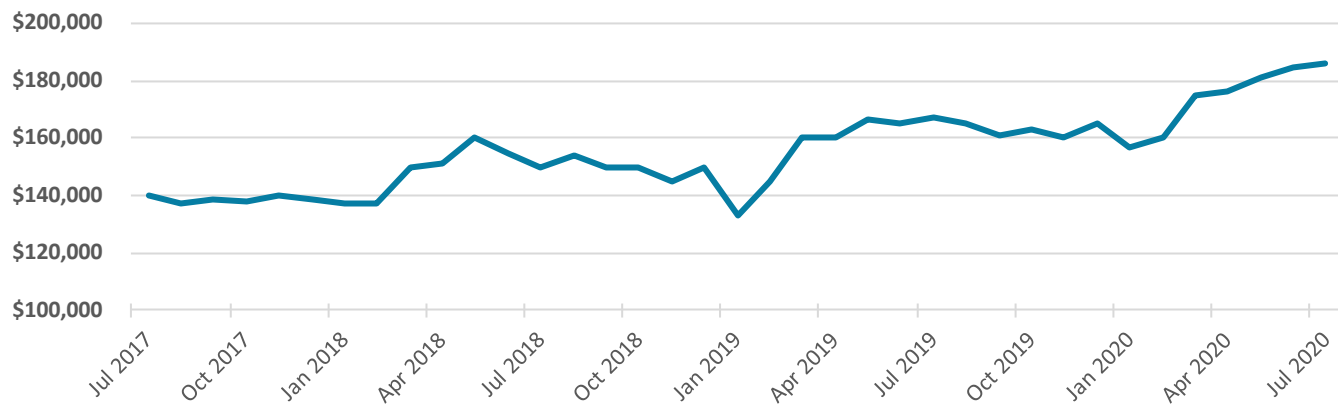
Marion County

Data for single family homes in Marion County.

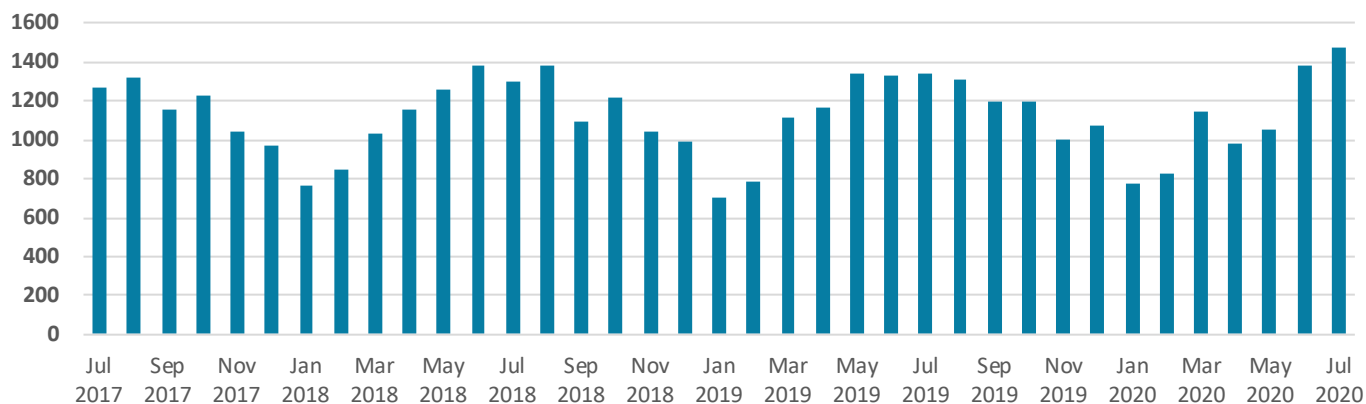


	Jul 2020	Jun 2020	MOM	Jul 2019	YOY	2020	2019	YTD
Median Sales Price	\$186,000	\$184,450	▲ 0.8%	\$167,250	▲ 11.2%	\$176,000	\$160,000	▲ 10.0%
Closed Sales	1,475	1,378	▲ 7.0%	1340	▲ 10.1%	7,640	7,777	▼ -1.8%
New Listings	1,569	1,419	▲ 10.6%	1617	▼ -3.0%	9,114	9,874	▼ -7.7%
Pending Sales	1,537	1,489	▲ 3.2%	1264	▲ 21.6%	8,896	8,600	▲ 3.4%
Days on Market	30	31	▼ -3.2%	28	▲ 7.1%	38	39	▼ -2.6%
Price per Square Foot	\$124	\$123	▲ 0.8%	\$108	▲ 14.8%	\$116	\$104	▲ 11.5%
% of Ask Received	99.0%	98.4%	▲ 0.6%	97.8%	▲ 1.2%	97.9%	97.6%	▲ 0.3%
Active Inventory	1,228	1,138	▲ 7.9%	2036	▼ -39.7%			
Absorption Rate	0.8	0.8	■ 0.0%	1.5	▼ -46.7%			

Median Sales Price



Number of Closed Sales



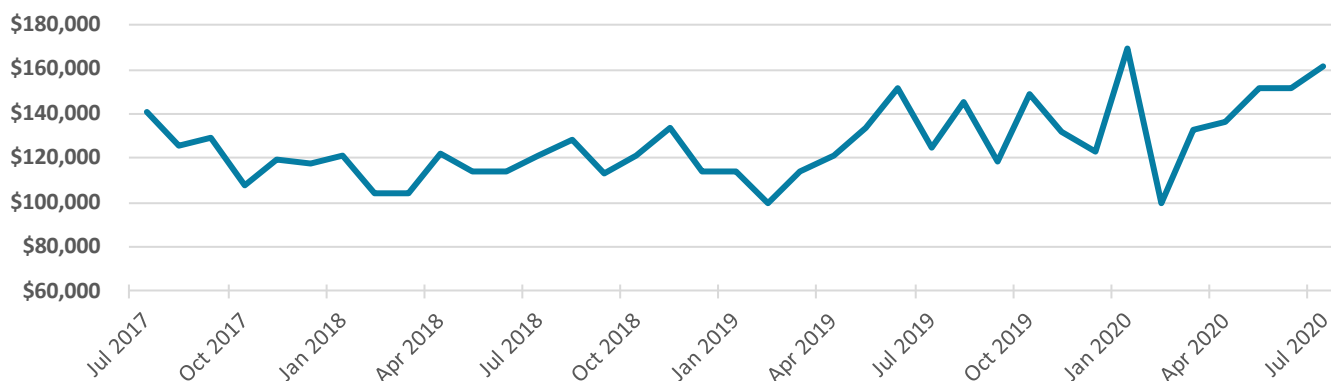
Montgomery County

Data for single family homes in Montgomery County.

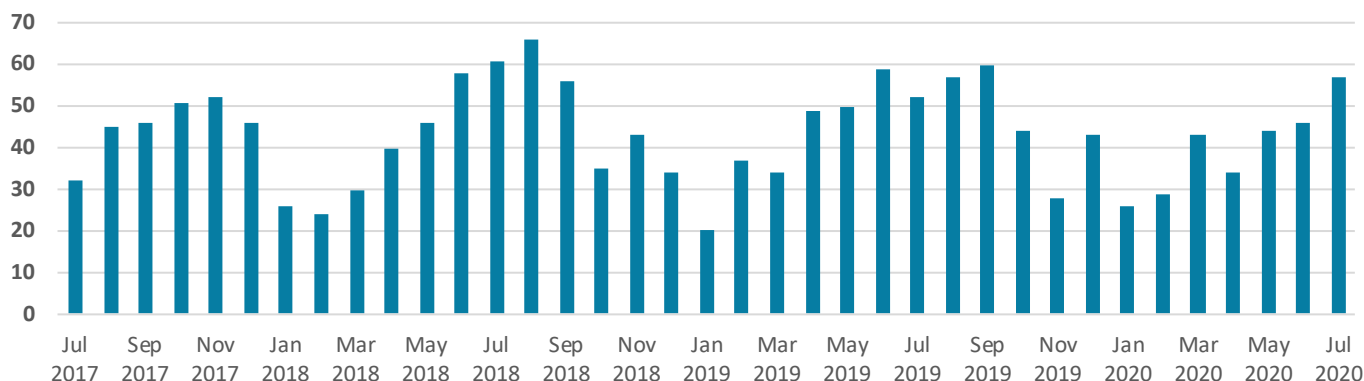


	Jul 2020	Jun 2020	MOM	Jul 2019	YOY	2020	2019	YTD
Median Sales Price	\$161,000	\$152,000	▲ 5.9%	\$125,000	▲ 28.8%	\$144,000	\$125,000	▲ 15.2%
Closed Sales	57	46	▲ 23.9%	52	▲ 9.6%	279	301	▼ -7.3%
New Listings	59	44	▲ 34.1%	72	▼ -18.1%	322	406	▼ -20.7%
Pending Sales	64	52	▲ 23.1%	64	▬ 0.0%	337	341	▼ -1.2%
Days on Market	35	47	▼ -25.5%	32	▲ 9.4%	53	46	▲ 15.2%
Price per Square Foot	\$102	\$98	▲ 4.1%	\$91	▲ 12.1%	\$94	\$85	▲ 10.6%
% of Ask Received	97.4%	97.4%	▬ 0.0%	97.3%	▲ 0.1%	96.9%	97.0%	▼ -0.1%
Active Inventory	47	46	▲ 2.2%	101	▼ -53.5%			
Absorption Rate	0.8	1.0	▼ -20.0%	1.9	▼ -57.9%			

Median Sales Price



Number of Closed Sales



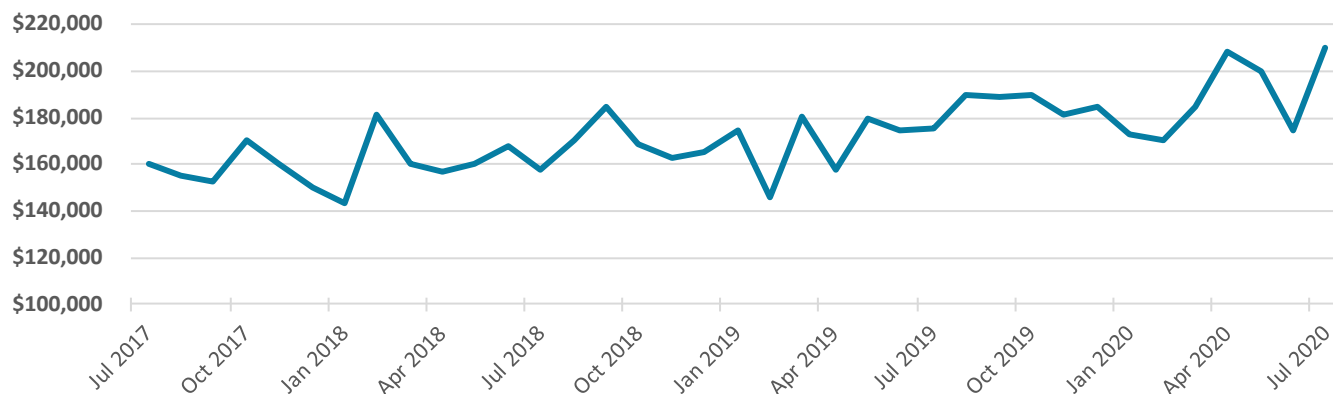
Morgan County

Data for single family homes in Morgan County.

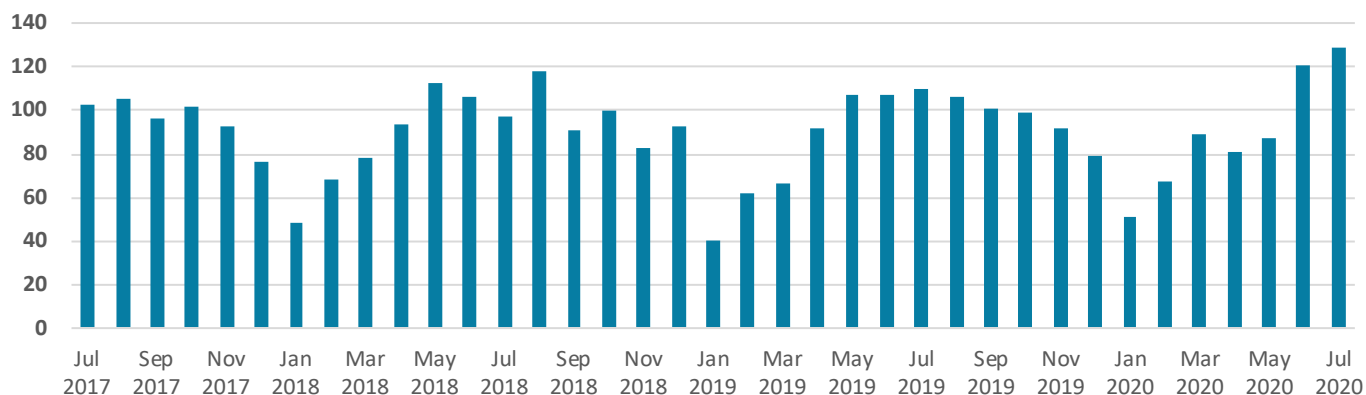


	Jul 2020	Jun 2020	MOM	Jul 2019	YOY	2020	2019	YTD
Median Sales Price	\$210,000	\$174,900	▲ 20.1%	\$175,488	▲ 19.7%	\$188,490	\$174,200	▲ 8.2%
Closed Sales	129	121	▲ 6.6%	110	▲ 17.3%	625	584	▲ 7.0%
New Listings	132	140	▼ -5.7%	138	▼ -4.3%	739	782	▼ -5.5%
Pending Sales	145	132	▲ 9.8%	110	▲ 31.8%	753	655	▲ 15.0%
Days on Market	25	45	▼ -44.4%	56	▼ -55.4%	44	48	▼ -8.3%
Price per Square Foot	\$125	\$116	▲ 7.8%	\$111	▲ 12.6%	\$118	\$109	▲ 8.3%
% of Ask Received	99.1%	99.3%	▼ -0.2%	97.6%	▲ 1.5%	98.4%	97.9%	▲ 0.5%
Active Inventory	98	101	▼ -3.0%	211	▼ -53.6%			
Absorption Rate	0.8	0.8	■ 0.0%	1.9	▼ -57.9%			

Median Sales Price



Number of Closed Sales



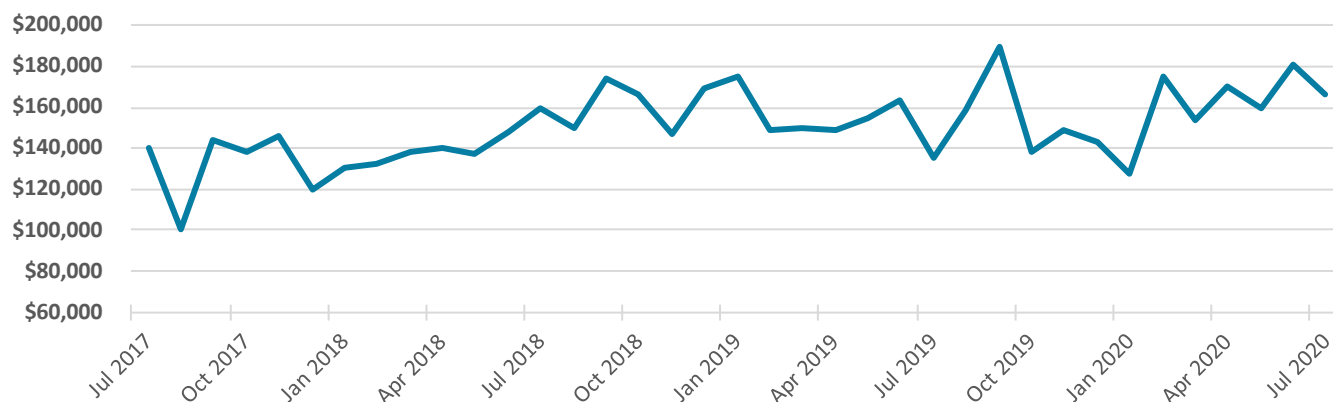
Putnam County

Data for single family homes in Putnam County.

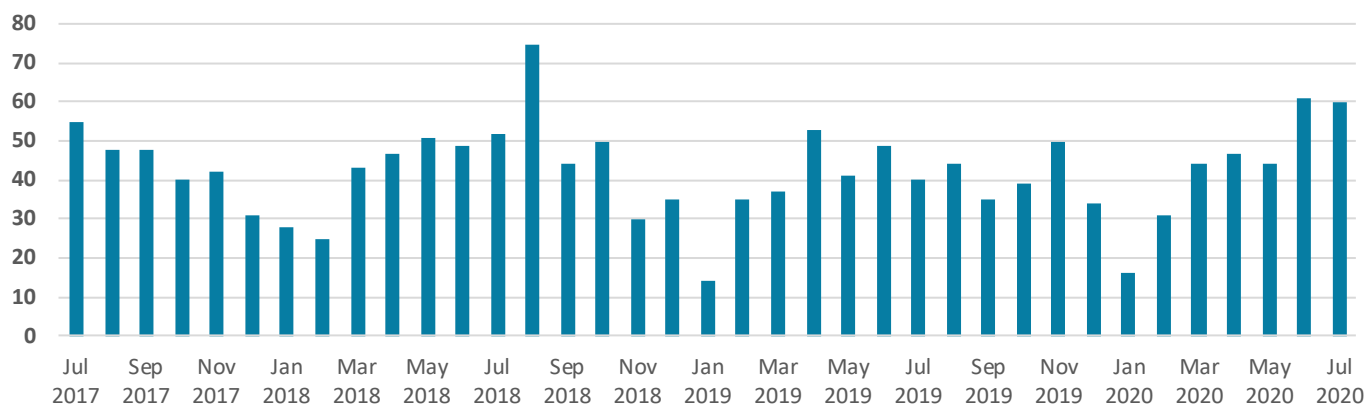


	Jul 2020	Jun 2020	MOM	Jul 2019	YOY	2020	2019	YTD
Median Sales Price	\$166,250	\$181,000	▼ -8.1%	\$135,000	▲ 23.1%	\$170,000	\$152,800	▲ 11.3%
Closed Sales	60	61	▼ -1.6%	40	▲ 50.0%	303	269	▲ 12.6%
New Listings	63	58	▲ 8.6%	60	▲ 5.0%	358	335	▲ 6.9%
Pending Sales	62	55	▲ 12.7%	39	▲ 59.0%	351	283	▲ 24.0%
Days on Market	55	39	▲ 41.0%	45	▲ 22.2%	63	61	▲ 3.3%
Price per Square Foot	\$115	\$124	▼ -7.3%	\$94	▲ 22.3%	\$111	\$103	▲ 7.8%
% of Ask Received	96.3%	97.9%	▼ -1.6%	97.3%	▼ -1.0%	97.3%	97.2%	▲ 0.1%
Active Inventory	52	50	▲ 4.0%	98	▼ -46.9%			
Absorption Rate	0.9	0.8	▲ 12.5%	2.5	▼ -64.0%			

Median Sales Price



Number of Closed Sales



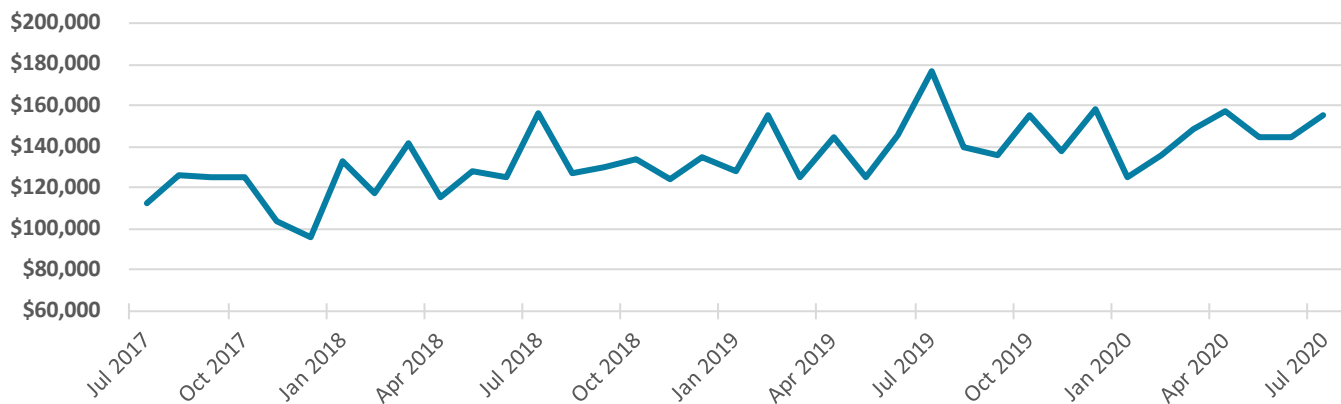
Shelby County

Data for single family homes in Shelby County.



	Jul 2020	Jun 2020	MOM	Jul 2019	YOY	2020	2019	YTD
Median Sales Price	\$154,900	\$145,000	▲ 6.8%	\$176,495	▼ -12.2%	\$145,000	\$138,200	▲ 4.9%
Closed Sales	55	51	▲ 7.8%	56	▼ -1.8%	280	325	▼ -13.8%
New Listings	50	51	▼ -2.0%	61	▼ -18.0%	333	385	▼ -13.5%
Pending Sales	57	63	▼ -9.5%	53	▲ 7.5%	342	345	▼ -0.9%
Days on Market	27	28	▼ -3.6%	27	■ 0.0%	40	44	▼ -9.1%
Price per Square Foot	\$97	\$104	▼ -6.7%	\$101	▼ -4.0%	\$97	\$88	▲ 10.2%
% of Ask Received	97.9%	96.5%	▲ 1.5%	97.7%	▲ 0.2%	96.2%	96.7%	▼ -0.5%
Active Inventory	32	36	▼ -11.1%	78	▼ -59.0%			
Absorption Rate	0.6	0.7	▼ -14.3%	1.4	▼ -57.1%			

Median Sales Price



Number of Closed Sales

