

MARKET INSIGHTS REPORT

OCTOBER 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.

In this report, MIBOR has separated townhouse/condo inventory and properties for lease from the aggregated totals. This decision was made to add clarity to the data as the single-family residential segment is typically the focus. However, as our research shows, walkable neighborhoods with mixed use property types is becoming a consumer preference and a good investment for municipalities. Given this information, we have added a section to the report to address condos and "condo lifestyle" as it is defined within our data.

To create a comprehensive view of the market, MIBOR has scheduled the data pull to happen on the 5th day of the month for the prior month. After review, the completed reports are posted by the second Friday of the month at www.mibor.com/marketinsights.

After analysis of the September 2020 data, this is what our experts are saying:

"The Indianapolis real estate market shows no signs of slowing anytime soon. October median sales prices rose 15.1% over last year to \$221,000, the fifth month in a row where price appreciation exceeded 10.0%. For the year-to-date, prices are up 12.6% to \$215,000," said Shelley Specchio, MIBOR CEO. "While there is some concern about how the increasing COVID case rate will impact sales over the next few months, it's clear that the real estate industry has adapted and will be able to serve their customers virtually and people's desire for more space and more functional space will continue to drive their purchasing behavior in the age of Coronavirus."

Dr. Elliot Eisenberg, an internationally acclaimed economist and public speaker says, "While there are no signs that we are in a real estate 'bubble', this level of price appreciation is somewhat concerning because we are starting to run into affordability problems. Low mortgage interest rates continue to support housing, but as prices rise and down payments increase, people are starting to be priced out of the market."

Year of Year data for October:

- Median sales price increased 15.1 percent to \$221,000
- Average days on market decreased 40.5 percent to 25
- Current active listings decreased 49 percent to 3,259

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)
CONDOS	(22)

MARKET SUMMARY



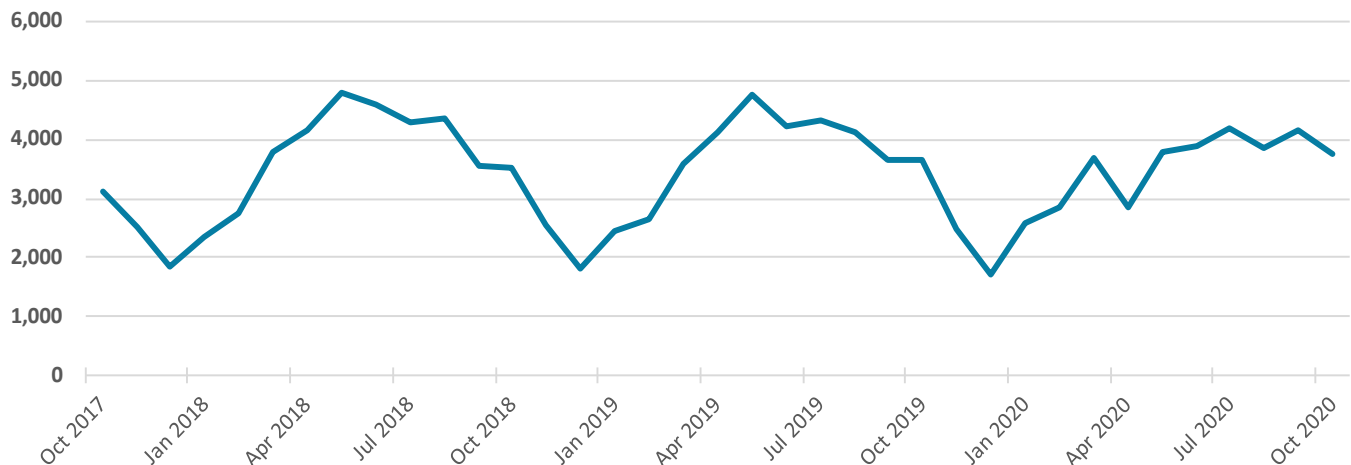
INCLUDES DATA FROM THE FOLLOWING COUNTIES FOR SINGLE FAMILY HOMES: BARTHOLOMEW, BOONE, BROWN, DECATUR, HAMILTON, HANCOCK, HENDRICKS, JACKSON, JENNINGS, JOHNSON, MADISON, MARION, MONTGOMERY, MORGAN, PUTNAM, SHELBY.

	Oct 2020	Sep 2020	MOM	Oct 2019	YOY	2020	2019	YTD
Median Sales Price	\$221,000	\$225,000	▼ -1.8%	\$192,000	▲ 15.1%	\$215,000	\$191,000	▲ 12.6%
Closed Sales	3,689	3,716	▼ -0.7%	3,168	▲ 16.4%	31,137	30,143	▲ 3.3%
New Listings	3,746	4,146	▼ -9.6%	3,664	▲ 2.2%	35,600	37,571	▼ -5.2%
Pending Sales	3,638	3,693	▼ -1.5%	2,925	▲ 24.4%	34,287	31,948	▲ 7.3%
Days on Market	25	25	▬ 0.0%	42	▼ -40.5%	37	43	▼ -14.0%
Price per Square Foot	\$129	\$129	▬ 0.0%	\$115	▲ 12.2%	\$124	\$112	▲ 10.7%
% of Ask Received	98.8%	99.0%	▼ -0.2%	97.5%	▲ 1.3%	98.4%	97.7%	▲ 0.7%
Active Inventory	3,259	3,172	▲ 2.7%	6,384	▼ -49.0%			
Absorption Rate	0.9	0.9	▬ 0.0%	2.0	▼ -55.0%			

New Listings

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

October 2020	Month over Month Change	Year over Year Change	Year to Date Change
3,746	▼ -9.6%	▲ 2.2%	▼ -5.2%

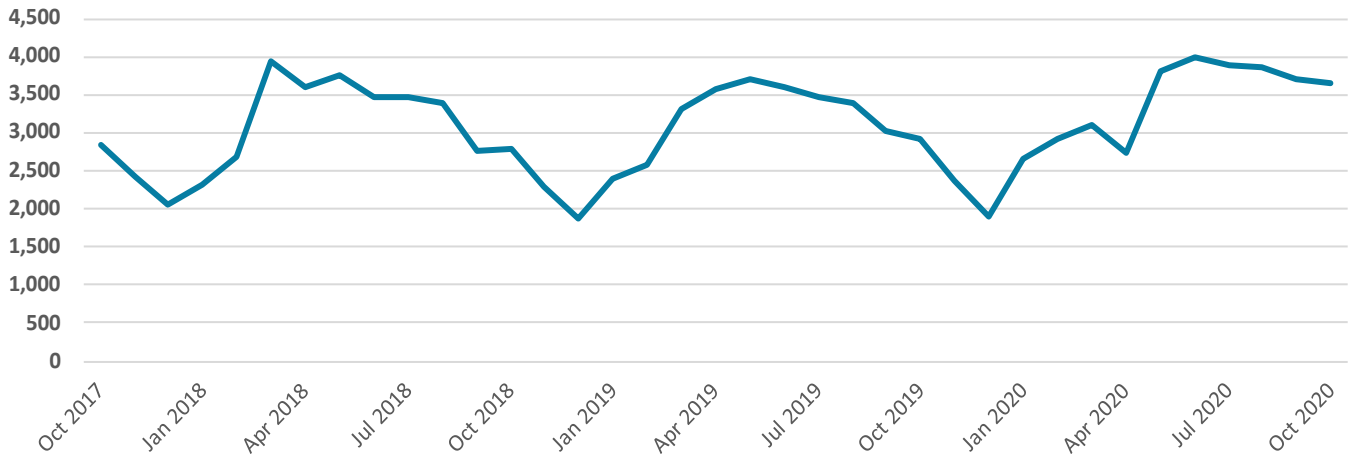


Pending Sales

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



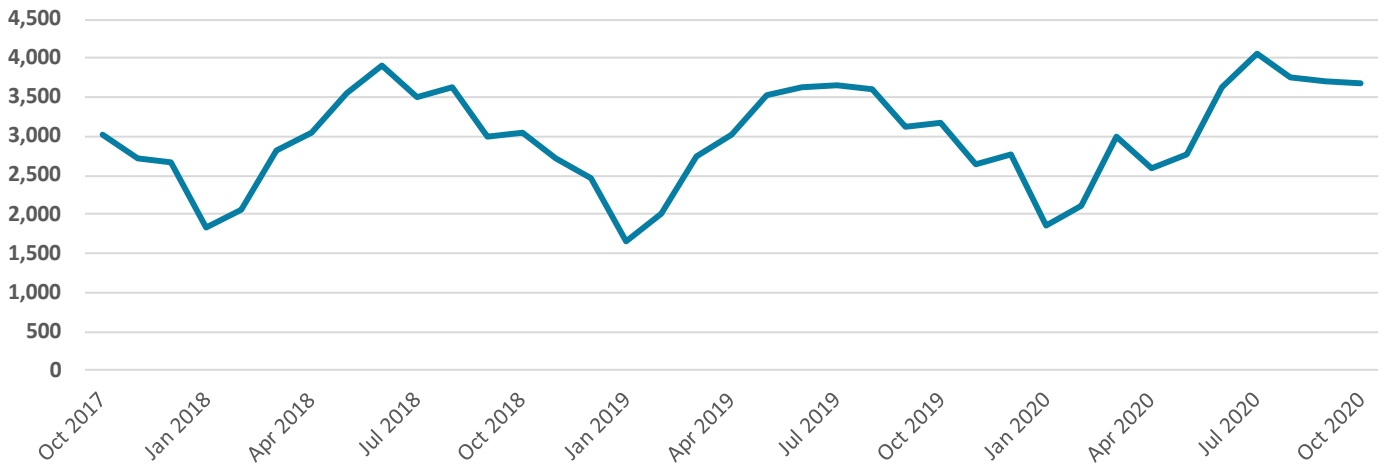
October 2020	Month over Month Change	Year over Year Change	Year to Date Change
3,638	▼ -1.5%	▲ 24.4%	▲ 7.3%



Closed Sales

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

October 2020	Month over Month Change	Year over Year Change	Year to Date Change
3,689	▼ -0.7%	▲ 16.4%	▲ 3.3%

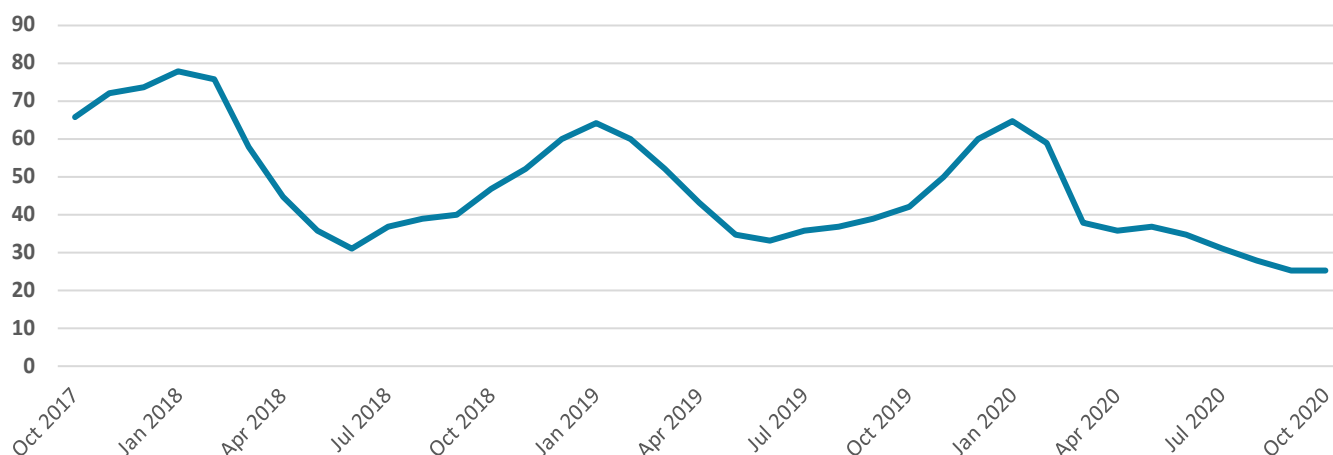


Cumulative Days on Market

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



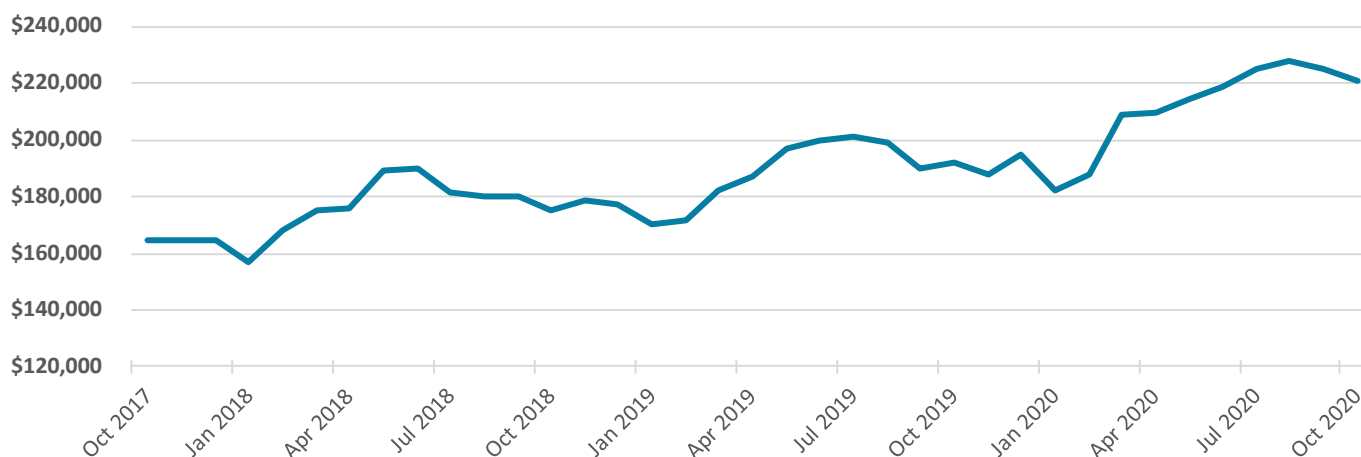
October 2020	Month over Month Change	Year over Year Change	Year to Date Change
25	0.0%	-40.5%	-14.0%



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.




October 2020	Month over Month Change	Year over Year Change	Year to Date Change
\$221,000	-1.8%	15.1%	12.6%

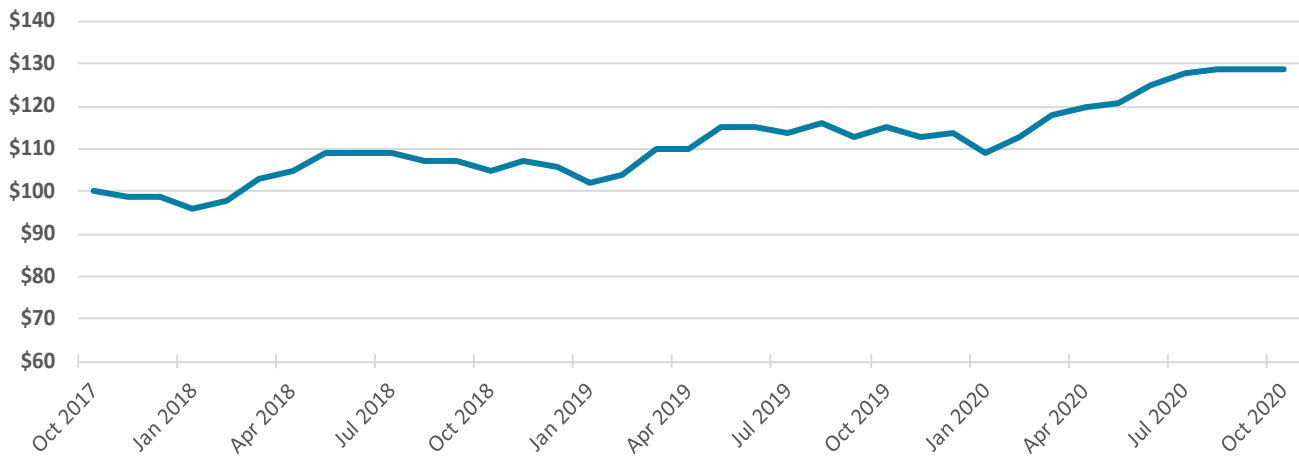


Sold Price per Square Foot

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






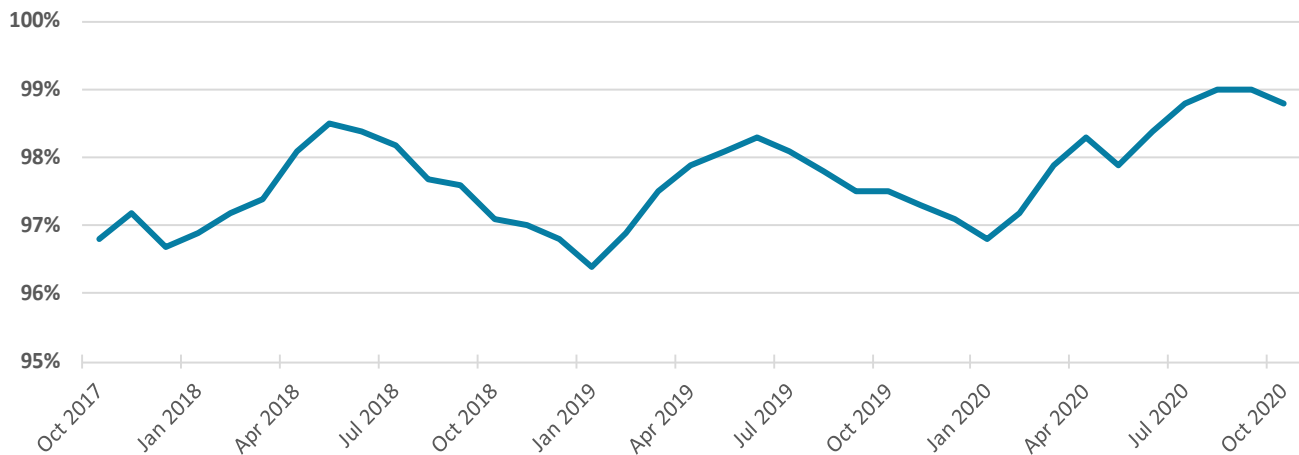
October 2020	Month over Month Change	Year over Year Change	Year to Date Change
\$129	 0.0%	 12.2%	 10.7%



Percent of Ask Price Received

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

October 2020	Month over Month Change	Year over Year Change	Year to Date Change
98.8%	 -0.2%	 1.3%	 0.7%

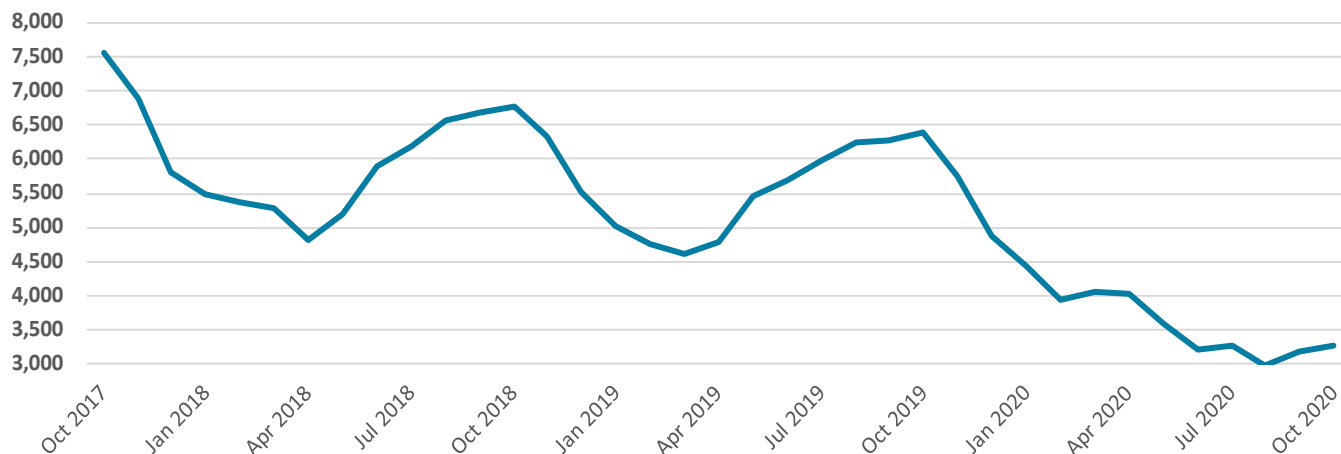


Active Inventory

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.



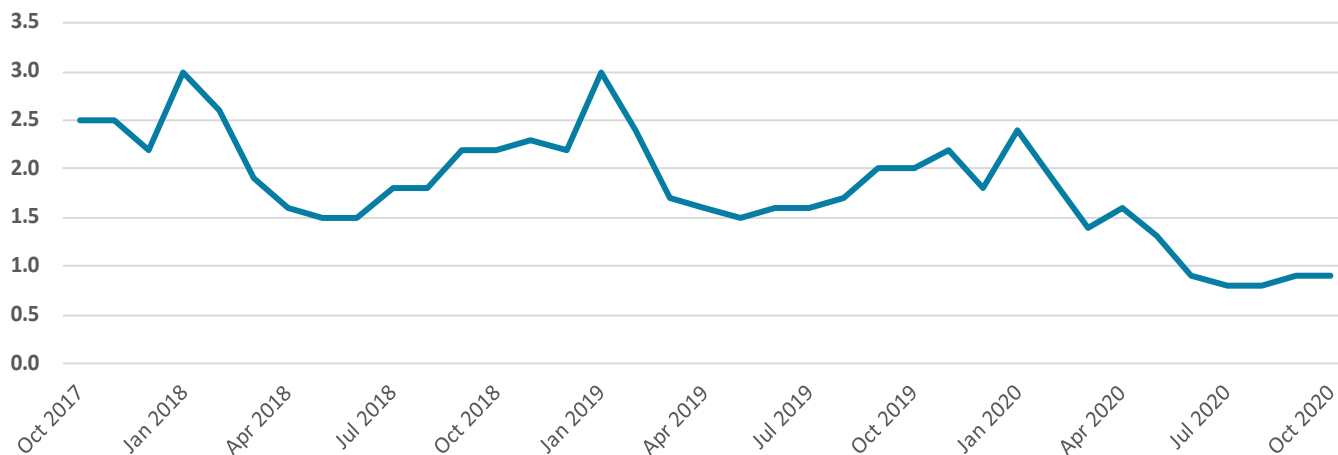
October 2020	Month over Month Change	Year over Year Change
3,259	2.7%	-49.0%



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.

October 2020	Month over Month Change	Year over Year Change
0.9	0.0%	-55.0%



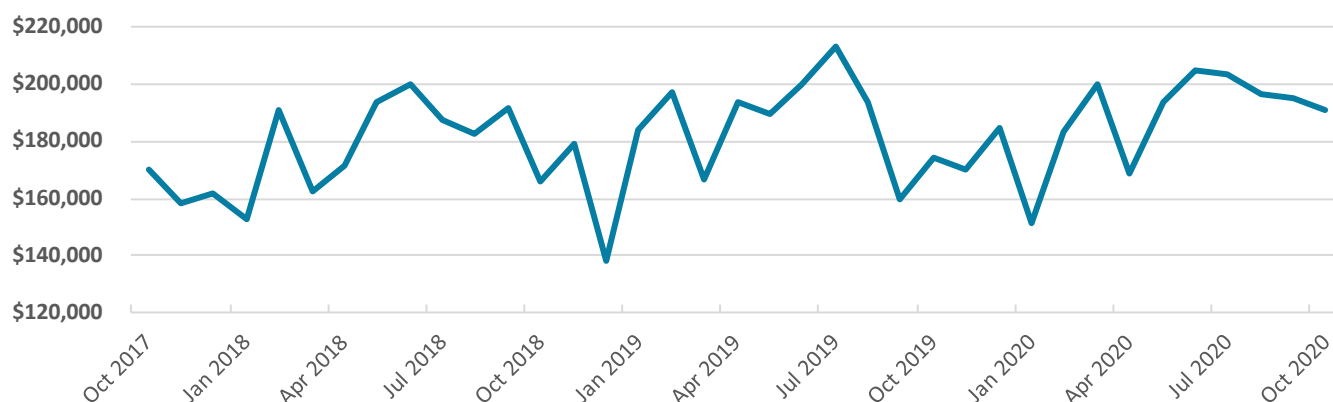
Bartholomew County

Data for single family homes in Bartholomew County.

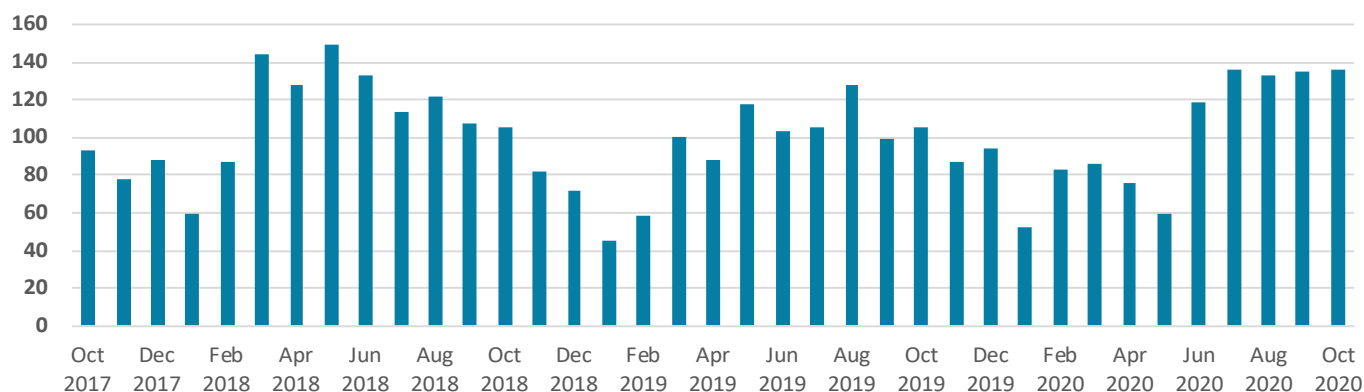


	Oct 2020	Sep 2020	MOM	Oct 2019	YOY	2020	2019	YTD
Median Sales Price	\$190,829	\$195,000	▼ -2.1%	\$174,000	▲ 9.7%	\$190,000	\$184,900	▲ 2.8%
Closed Sales	136	135	▲ 0.7%	105	▲ 29.5%	1,015	949	▲ 7.0%
New Listings	112	123	▼ -8.9%	127	▼ -11.8%	1,149	1,150	▼ -0.1%
Pending Sales	112	129	▼ -13.2%	98	▲ 14.3%	1,104	1,000	▲ 10.4%
Days on Market	23	24	▼ -4.2%	39	▼ -41.0%	38	44	▼ -13.6%
Price per Square Foot	\$127	\$133	▼ -4.5%	\$121	▲ 5.0%	\$126	\$116	▲ 8.6%
% of Ask Received	98.5%	98.8%	▼ -0.3%	98.8%	▼ -0.3%	97.9%	97.5%	▲ 0.4%
Active Inventory	102	109	▼ -6.4%	192	▼ -46.9%			
Absorption Rate	0.8	0.8	■ 0.0%	1.8	▼ -55.6%			

Median Sales Price



Number of Closed Sales



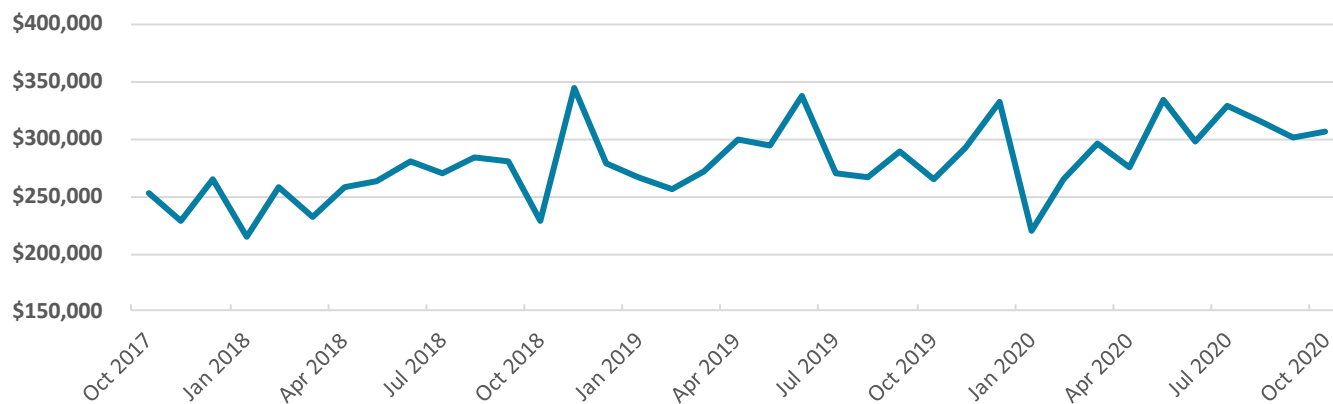
Boone County

Data for single family homes in Boone County.

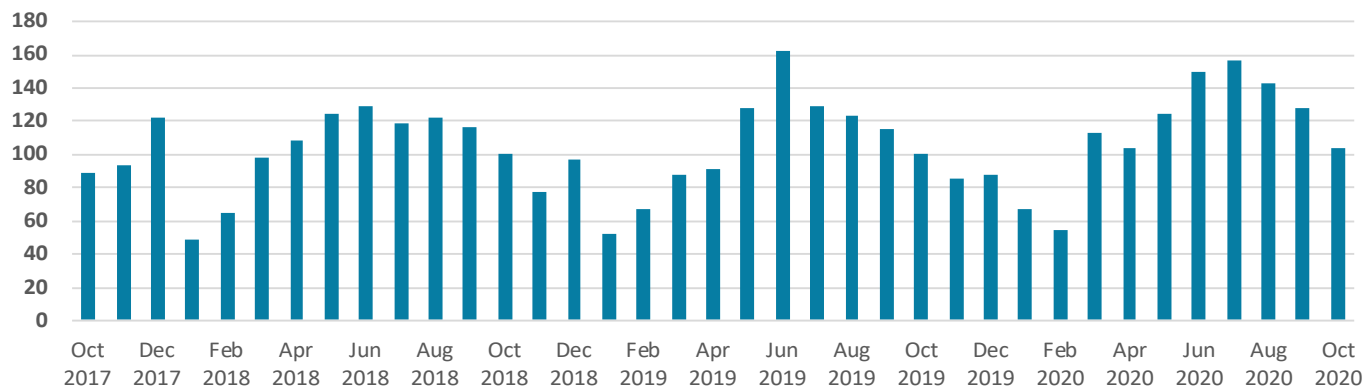


	Oct 2020	Sep 2020	MOM	Oct 2019	YOY	2020	2019	YTD
Median Sales Price	\$307,258	\$301,500	▲ 1.9%	\$264,985	▲ 16.0%	\$302,500	\$288,350	▲ 4.9%
Closed Sales	104	128	▼ -18.8%	101	▲ 3.0%	1,144	1,056	▲ 8.3%
New Listings	95	129	▼ -26.4%	129	▼ -26.4%	1,269	1,349	▼ -5.9%
Pending Sales	115	111	▲ 3.6%	106	▲ 8.5%	1,242	1,106	▲ 12.3%
Days on Market	41	33	▲ 24.2%	54	▼ -24.1%	46	53	▼ -13.2%
Price per Square Foot	\$148	\$148	■ 0.0%	\$131	▲ 13.0%	\$142	\$132	▲ 7.6%
% of Ask Received	98.9%	98.4%	▲ 0.5%	96.9%	▲ 2.1%	98.1%	97.8%	▲ 0.3%
Active Inventory	129	150	▼ -14.0%	293	▼ -56.0%			
Absorption Rate	1.2	1.2	■ 0.0%	2.9	▼ -58.6%			

Median Sales Price



Number of Closed Sales



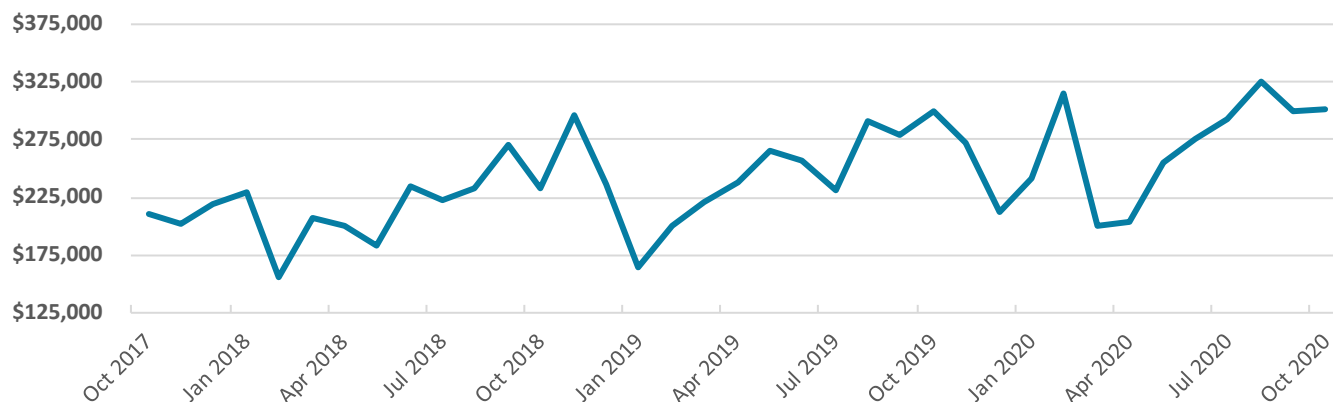
Brown County

Data for single family homes in Brown County.

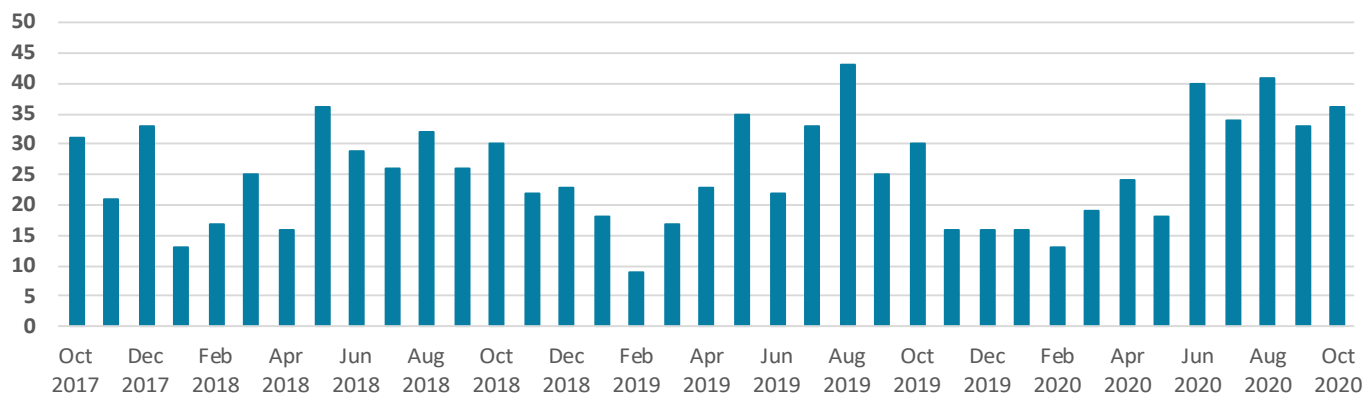


	Oct 2020	Sep 2020	MOM	Oct 2019	YOY	2020	2019	YTD
Median Sales Price	\$301,750	\$300,000	▲ 0.6%	\$299,450	▲ 0.8%	\$262,500	\$249,900	▲ 5.0%
Closed Sales	36	33	▲ 9.1%	30	▲ 20.0%	274	255	▲ 7.5%
New Listings	27	32	▼ -15.6%	37	▼ -27.0%	313	370	▼ -15.4%
Pending Sales	34	28	▲ 21.4%	21	▲ 61.9%	305	258	▲ 18.2%
Days on Market	67	21	▲ 219.0%	43	▲ 55.8%	70	81	▼ -13.6%
Price per Square Foot	\$259	\$262	▼ -1.1%	\$232	▲ 11.6%	\$223	\$190	▲ 17.4%
% of Ask Received	95.4%	97.6%	▼ -2.3%	95.1%	▲ 0.3%	96.2%	95.8%	▲ 0.4%
Active Inventory	35	44	▼ -20.5%	110	▼ -68.2%			
Absorption Rate	1.0	1.3	▼ -23.1%	3.7	▼ -73.0%			

Median Sales Price



Number of Closed Sales



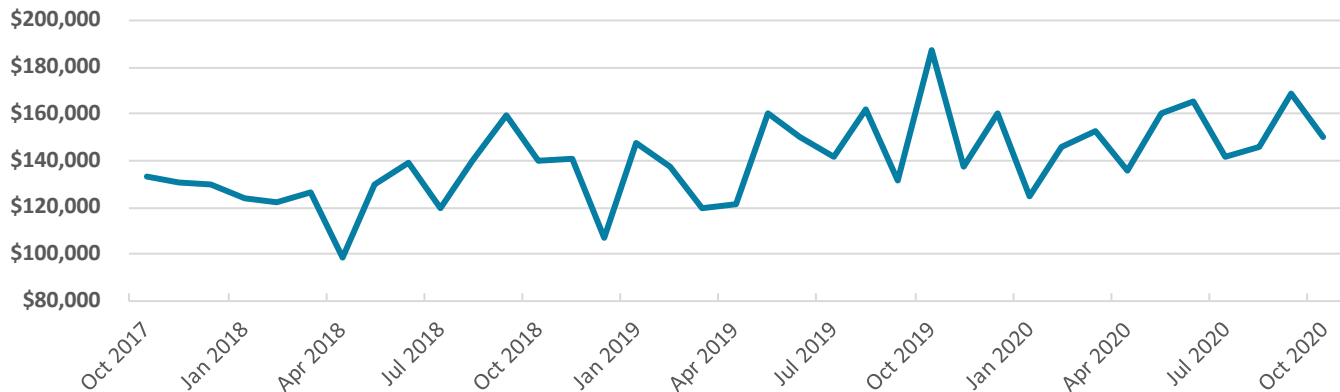
Decatur County

Data for single family homes in Decatur County.

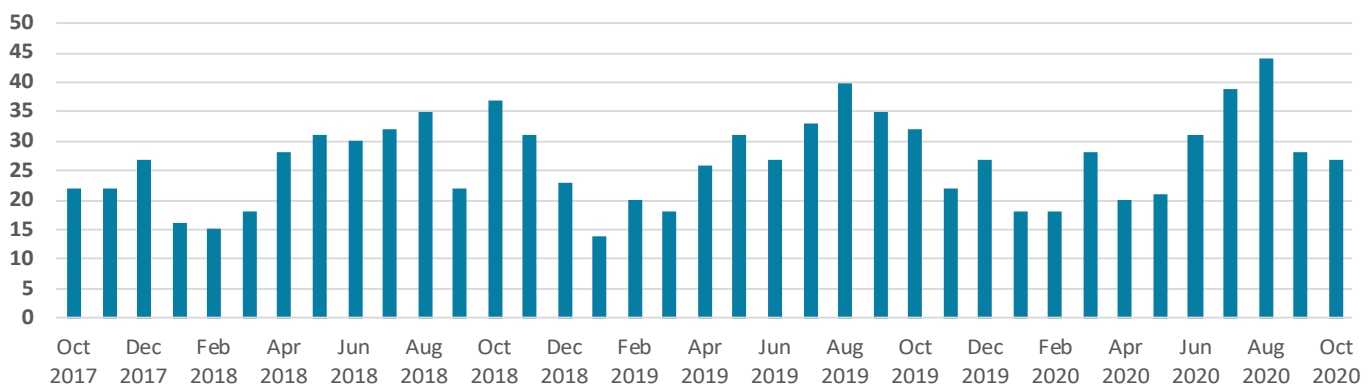


	Oct 2020	Sep 2020	MOM	Oct 2019	YOY	2020	2019	YTD
Median Sales Price	\$150,000	\$168,500	▼ -11.0%	\$187,275	▼ -19.9%	\$153,000	\$145,000	▲ 5.5%
Closed Sales	27	28	▼ -3.6%	32	▼ -15.6%	274	276	▼ -0.7%
New Listings	49	31	▲ 58.1%	31	▲ 58.1%	319	359	▼ -11.1%
Pending Sales	35	22	▲ 59.1%	24	▲ 45.8%	307	290	▲ 5.9%
Days on Market	25	17	▲ 47.1%	51	▼ -51.0%	44	60	▼ -26.7%
Price per Square Foot	\$111	\$109	▲ 1.8%	\$124	▼ -10.5%	\$106	\$100	▲ 6.0%
% of Ask Received	96.1%	97.8%	▼ -1.7%	97.0%	▼ -0.9%	97.0%	96.1%	▲ 0.9%
Active Inventory	47	37	▲ 27.0%	80	▼ -41.3%			
Absorption Rate	1.7	1.3	▲ 30.8%	2.5	▼ -32.0%			

Median Sales Price



Number of Closed Sales



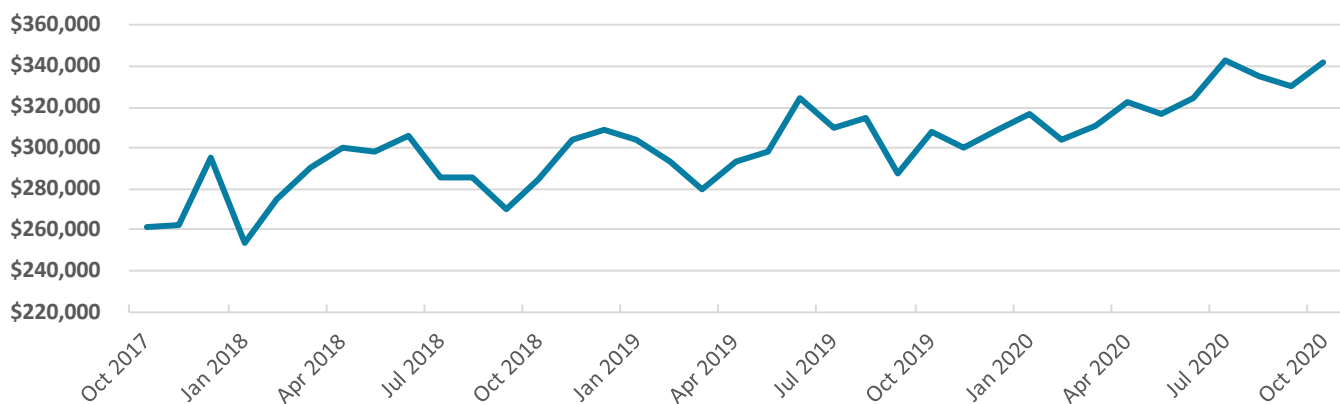
Hamilton County

Data for single family homes in Hamilton County.

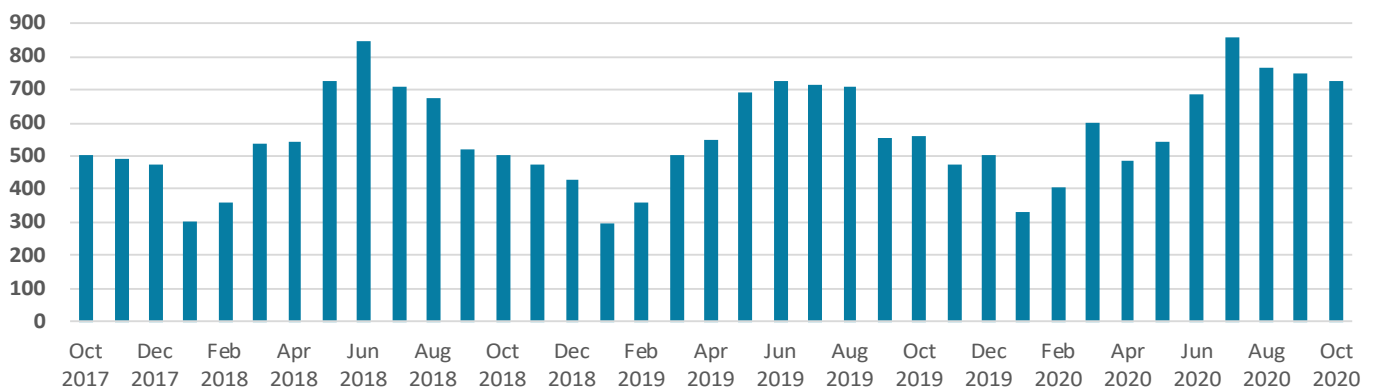


	Oct 2020	Sep 2020	MOM	Oct 2019	YOY	2020	2019	YTD
Median Sales Price	\$341,995	\$330,000	▲ 3.6%	\$307,500	▲ 11.2%	\$325,000	\$302,900	▲ 7.3%
Closed Sales	725	749	▼ -3.2%	560	▲ 29.5%	6,148	5,667	▲ 8.5%
New Listings	659	695	▼ -5.2%	641	▲ 2.8%	6,673	7,113	▼ -6.2%
Pending Sales	650	663	▼ -2.0%	490	▲ 32.7%	6,605	5,948	▲ 11.0%
Days on Market	24	28	▼ -14.3%	51	▼ -52.9%	42	51	▼ -17.6%
Price per Square Foot	\$154	\$147	▲ 4.8%	\$139	▲ 10.8%	\$146	\$137	▲ 6.6%
% of Ask Received	99.2%	98.8%	▲ 0.4%	98.3%	▲ 0.9%	98.8%	98.3%	▲ 0.5%
Active Inventory	495	501	▼ -1.2%	1292	▼ -61.7%			
Absorption Rate	0.7	0.7	■ 0.0%	2.3	▼ -69.6%			

Median Sales Price



Number of Closed Sales



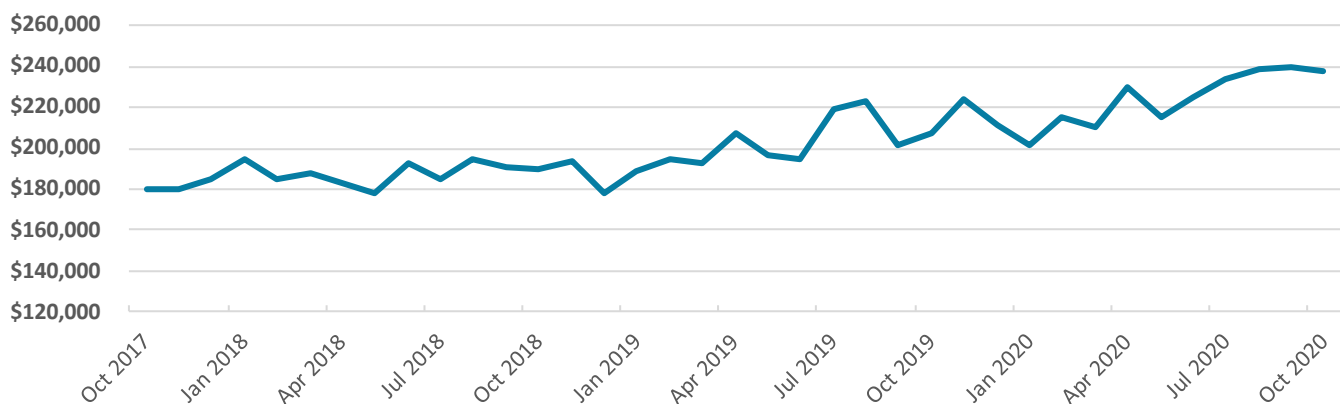
Hancock County

Data for single family homes in Hancock County.

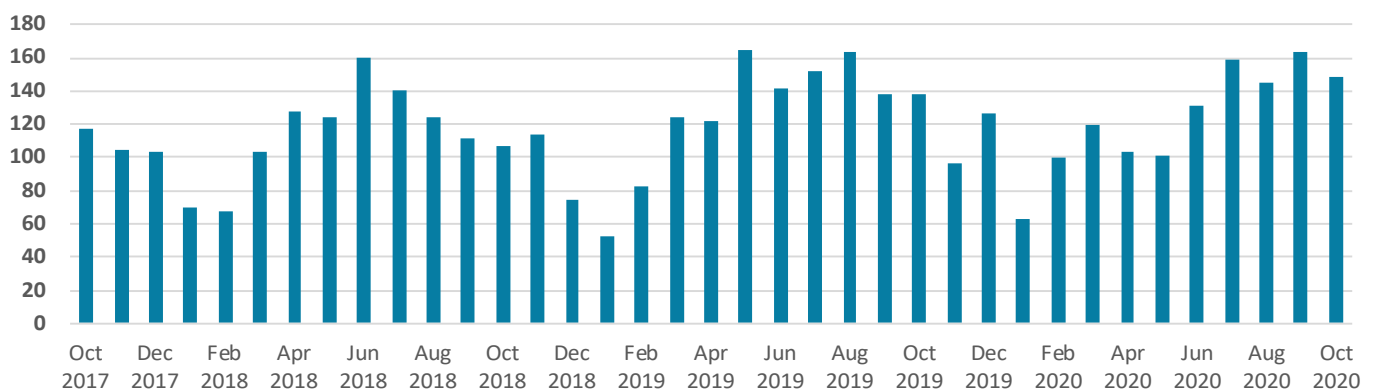


	Oct 2020	Sep 2020	MOM	Oct 2019	YOY	2020	2019	YTD
Median Sales Price	\$238,000	\$240,000	▼ -0.8%	\$207,500	▲ 14.7%	\$227,825	\$203,500	▲ 12.0%
Closed Sales	149	164	▼ -9.1%	138	▲ 8.0%	1,234	1,279	▼ -3.5%
New Listings	165	170	▼ -2.9%	143	▲ 15.4%	1,401	1,552	▼ -9.7%
Pending Sales	176	150	▲ 17.3%	121	▲ 45.5%	1,399	1,365	▲ 2.5%
Days on Market	15	30	▼ -50.0%	39	▼ -61.5%	36	44	▼ -18.2%
Price per Square Foot	\$116	\$122	▼ -4.9%	\$110	▲ 5.5%	\$115	\$106	▲ 8.5%
% of Ask Received	99.1%	99.0%	▲ 0.1%	98.4%	▲ 0.7%	98.8%	98.2%	▲ 0.6%
Active Inventory	115	126	▼ -8.7%	228	▼ -49.6%			
Absorption Rate	0.8	0.8	■ 0.0%	1.7	▼ -52.9%			

Median Sales Price



Number of Closed Sales



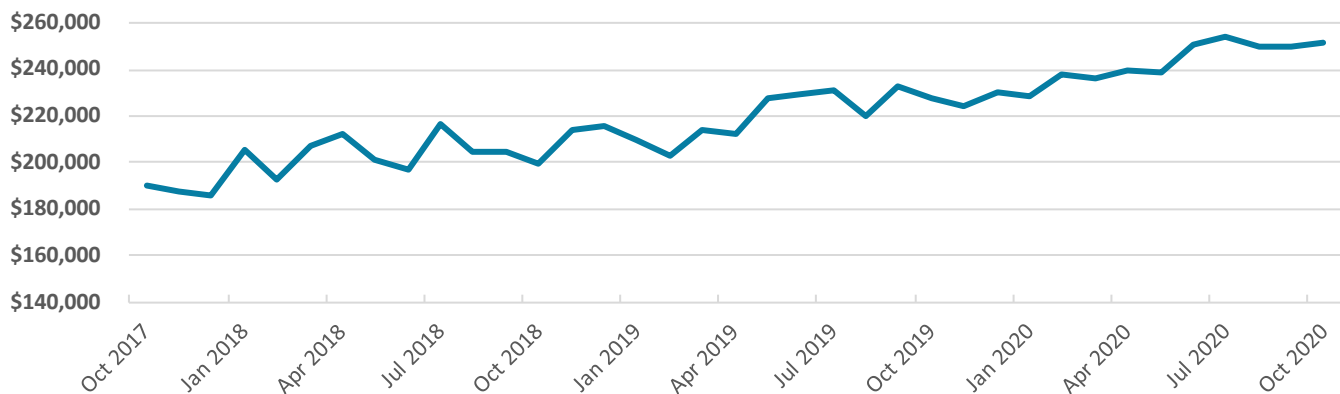
Hendricks County

Data for single family homes in Hendricks County.

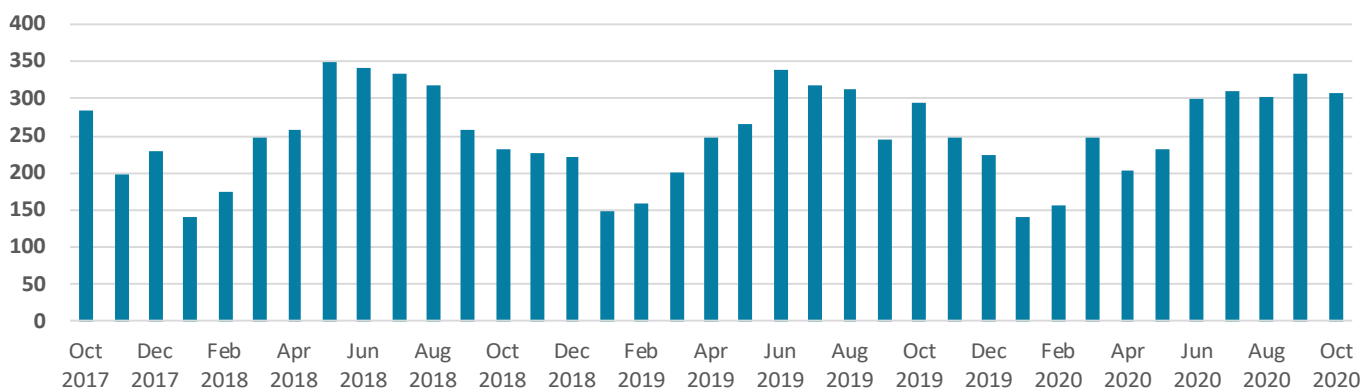


	Oct 2020	Sep 2020	MOM	Oct 2019	YOY	2020	2019	YTD
Median Sales Price	\$251,250	\$250,000	▲ 0.5%	\$228,000	▲ 10.2%	\$245,000	\$225,000	▲ 8.9%
Closed Sales	308	333	▼ -7.5%	294	▲ 4.8%	2,535	2,532	▲ 0.1%
New Listings	287	335	▼ -14.3%	277	▲ 3.6%	2,829	3,013	▼ -6.1%
Pending Sales	283	325	▼ -12.9%	275	▲ 2.9%	2,796	2,694	▲ 3.8%
Days on Market	21	21	■ 0.0%	41	▼ -48.8%	32	35	▼ -8.6%
Price per Square Foot	\$125	\$125	■ 0.0%	\$119	▲ 5.0%	\$121	\$114	▲ 6.1%
% of Ask Received	99.5%	99.3%	▲ 0.2%	98.1%	▲ 1.4%	99.2%	98.7%	▲ 0.5%
Active Inventory	197	187	▲ 5.3%	420	▼ -53.1%			
Absorption Rate	0.6	0.6	■ 0.0%	1.4	▼ -57.1%			

Median Sales Price



Number of Closed Sales



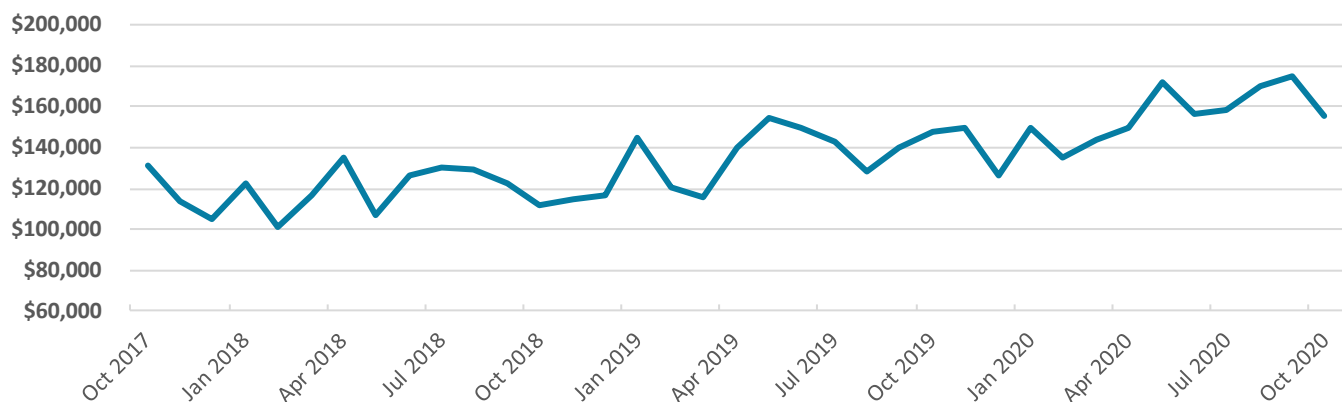
Jackson County

Data for single family homes in Jackson County.

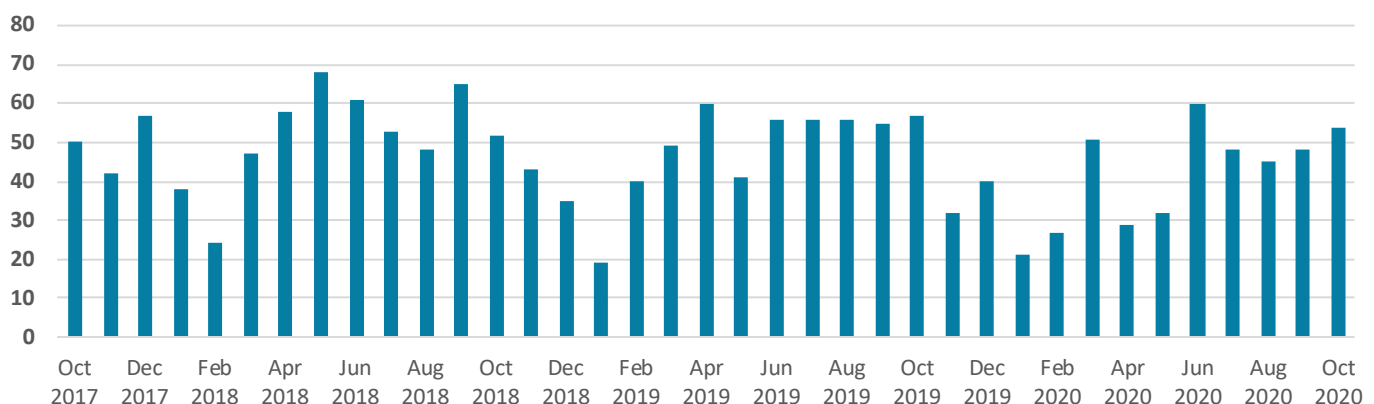


	Oct 2020	Sep 2020	MOM	Oct 2019	YOY	2020	2019	YTD
Median Sales Price	\$155,950	\$175,000	▼ -10.9%	\$148,000	▲ 5.4%	\$156,900	\$138,000	▲ 13.7%
Closed Sales	54	48	▲ 12.5%	57	▼ -5.3%	415	489	▼ -15.1%
New Listings	67	60	▲ 11.7%	54	▲ 24.1%	513	579	▼ -11.4%
Pending Sales	64	59	▲ 8.5%	40	▲ 60.0%	479	514	▼ -6.8%
Days on Market	30	13	▲ 130.8%	46	▼ -34.8%	43	45	▼ -4.4%
Price per Square Foot	\$112	\$109	▲ 2.8%	\$97	▲ 15.5%	\$105	\$90	▲ 16.7%
% of Ask Received	98.9%	97.3%	▲ 1.6%	95.8%	▲ 3.2%	97.8%	96.9%	▲ 0.9%
Active Inventory	56	54	▲ 3.7%	81	▼ -30.9%			
Absorption Rate	1.0	1.1	▼ -9.1%	1.4	▼ -28.6%			

Median Sales Price



Number of Closed Sales



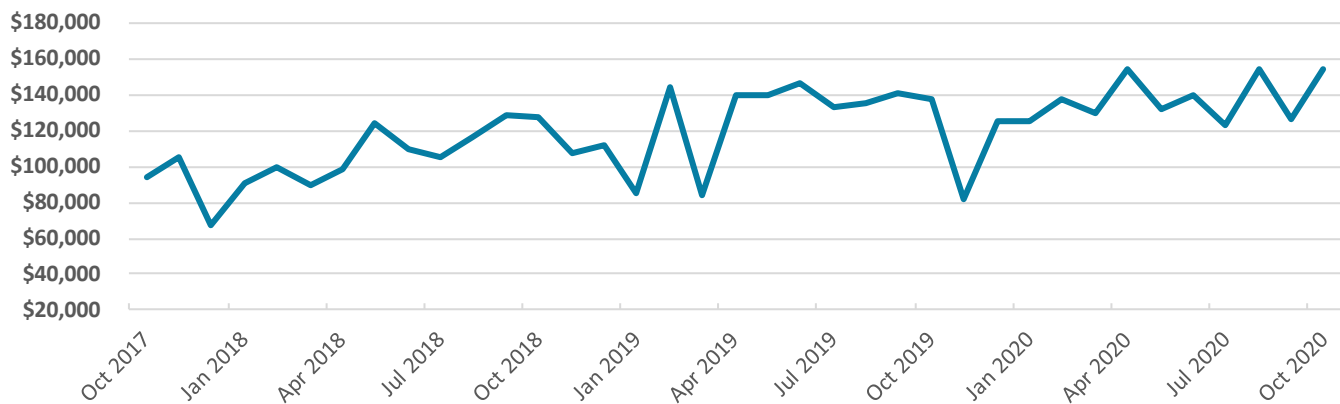
Jennings County

Data for single family homes in Jennings County.

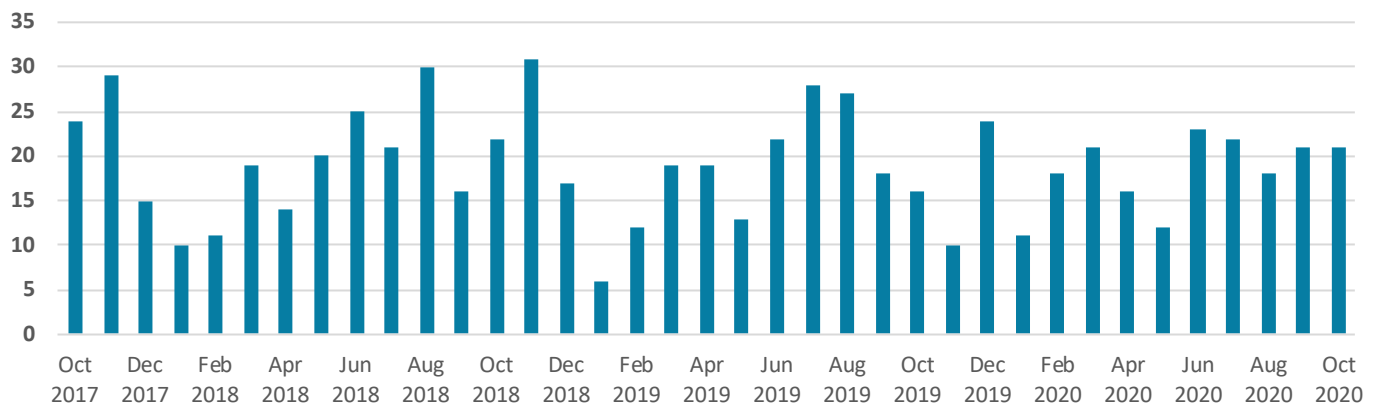


	Oct 2020	Sep 2020	MOM	Oct 2019	YOY	2020	2019	YTD
Median Sales Price	\$155,000	\$127,000	▲ 22.0%	\$137,500	▲ 12.7%	\$137,000	\$132,500	▲ 3.4%
Closed Sales	21	21	▬ 0.0%	16	▲ 31.3%	183	180	▲ 1.7%
New Listings	23	23	▬ 0.0%	14	▲ 64.3%	220	239	▼ -7.9%
Pending Sales	19	28	▼ -32.1%	20	▼ -5.0%	203	196	▲ 3.6%
Days on Market	40	31	▲ 29.0%	45	▼ -11.1%	36	45	▼ -20.0%
Price per Square Foot	\$103	\$112	▼ -8.0%	\$98	▲ 5.1%	\$98	\$90	▲ 8.9%
% of Ask Received	96.5%	96.2%	▲ 0.3%	95.8%	▲ 0.7%	96.4%	95.5%	▲ 0.9%
Active Inventory	26	25	▲ 4.0%	38	▼ -31.6%			
Absorption Rate	1.2	1.2	▬ 0.0%	2.4	▼ -50.0%			

Median Sales Price



Number of Closed Sales



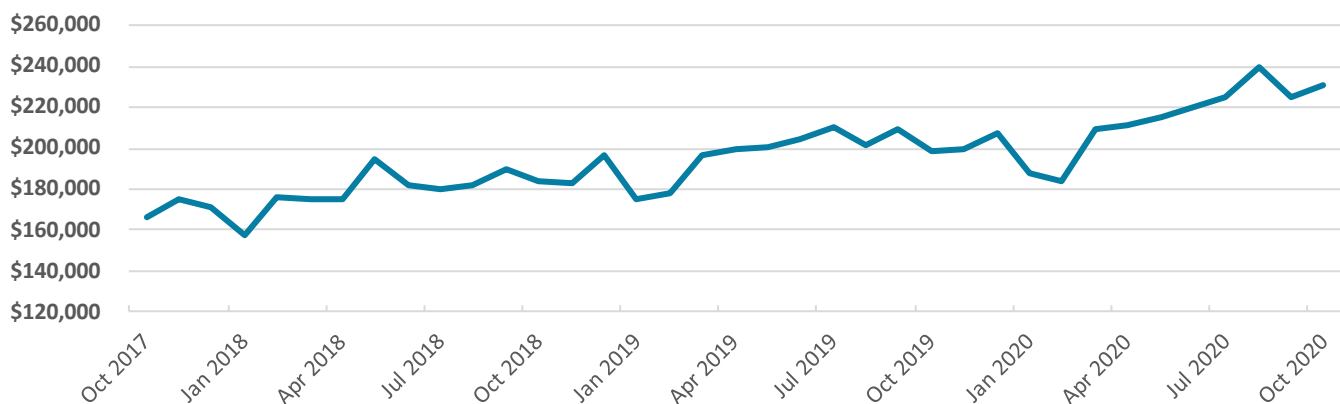
Johnson County

Data for single family homes in Johnson County.

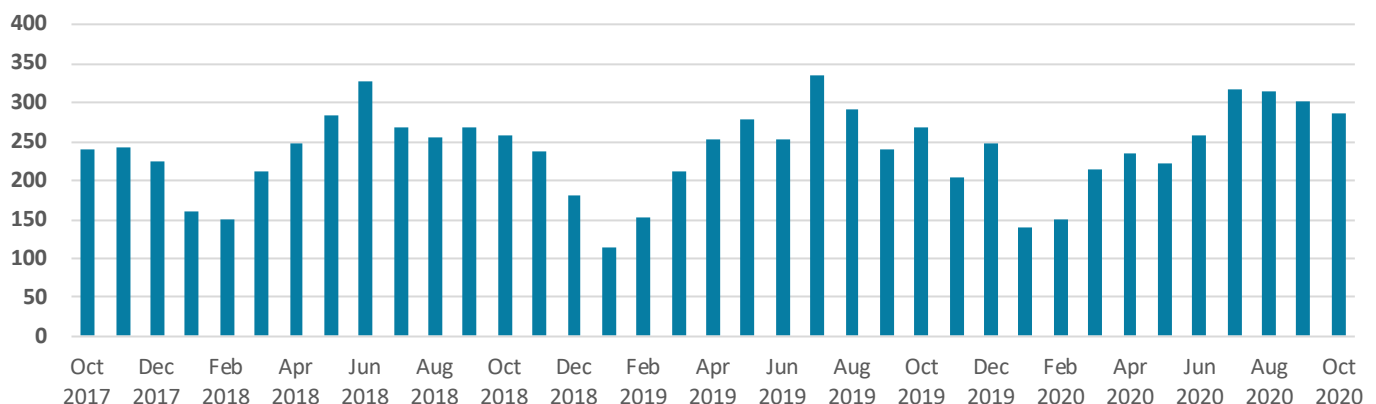


	Oct 2020	Sep 2020	MOM	Oct 2019	YOY	2020	2019	YTD
Median Sales Price	\$230,500	\$224,950	▲ 2.5%	\$198,250	▲ 16.3%	\$218,500	\$200,000	▲ 9.3%
Closed Sales	287	302	▼ -5.0%	268	▲ 7.1%	2,436	2,399	▲ 1.5%
New Listings	261	289	▼ -9.7%	267	▼ -2.2%	2,681	2,859	▼ -6.2%
Pending Sales	257	303	▼ -15.2%	225	▲ 14.2%	2,660	2,542	▲ 4.6%
Days on Market	14	26	▼ -46.2%	47	▼ -70.2%	31	38	▼ -18.4%
Price per Square Foot	\$131	\$129	▲ 1.6%	\$117	▲ 12.0%	\$124	\$115	▲ 7.8%
% of Ask Received	99.1%	99.6%	▼ -0.5%	98.4%	▲ 0.7%	99.0%	98.4%	▲ 0.6%
Active Inventory	175	165	▲ 6.1%	410	▼ -57.3%			
Absorption Rate	0.6	0.5	▲ 20.0%	1.5	▼ -60.0%			

Median Sales Price



Number of Closed Sales



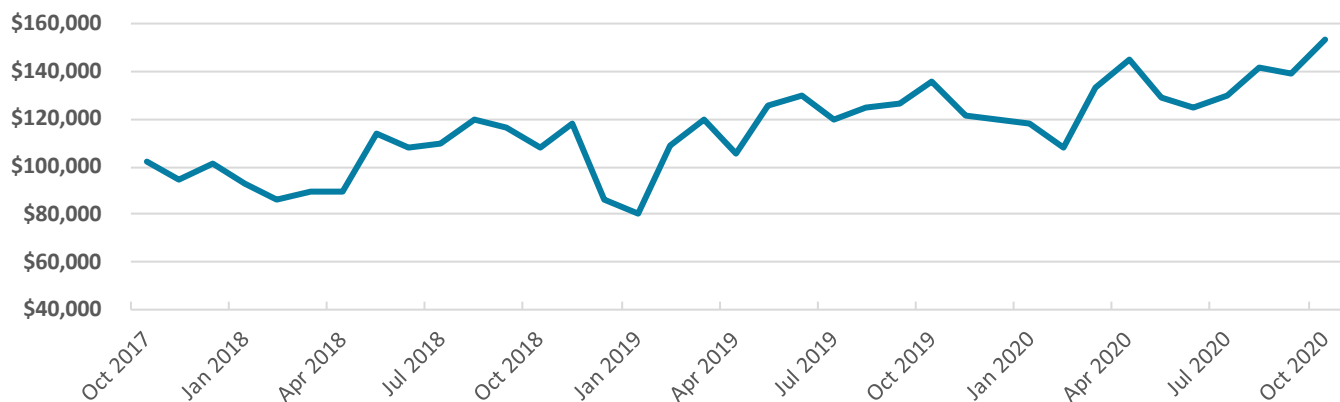
Madison County

Data for single family homes in Madison County.

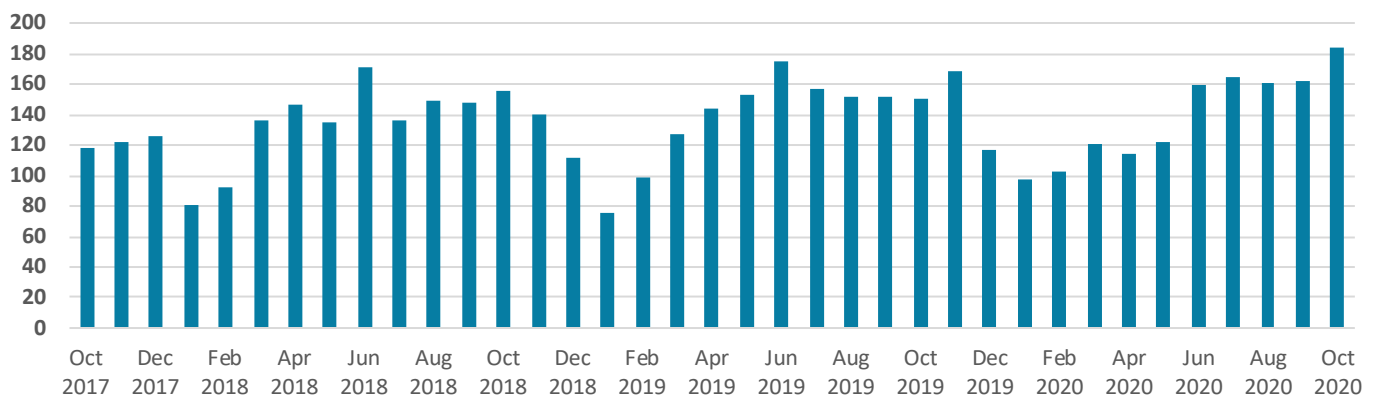


	Oct 2020	Sep 2020	MOM	Oct 2019	YOY	2020	2019	YTD
Median Sales Price	\$153,250	\$139,200	▲ 10.1%	\$135,800	▲ 12.8%	\$138,000	\$120,000	▲ 15.0%
Closed Sales	184	162	▲ 13.6%	151	▲ 21.9%	1,390	1,387	▲ 0.2%
New Listings	163	227	▼ -28.2%	171	▼ -4.7%	1,595	1,771	▼ -9.9%
Pending Sales	168	177	▼ -5.1%	144	▲ 16.7%	1,542	1,515	▲ 1.8%
Days on Market	43	21	▲ 104.8%	42	▲ 2.4%	39	48	▼ -18.8%
Price per Square Foot	\$98	\$89	▲ 10.1%	\$81	▲ 21.0%	\$85	\$74	▲ 14.9%
% of Ask Received	98.3%	97.5%	▲ 0.8%	96.4%	▲ 2.0%	96.8%	96.1%	▲ 0.7%
Active Inventory	181	178	▲ 1.7%	331	▼ -45.3%			
Absorption Rate	1.0	1.1	▼ -9.1%	2.2	▼ -54.5%			

Median Sales Price



Number of Closed Sales



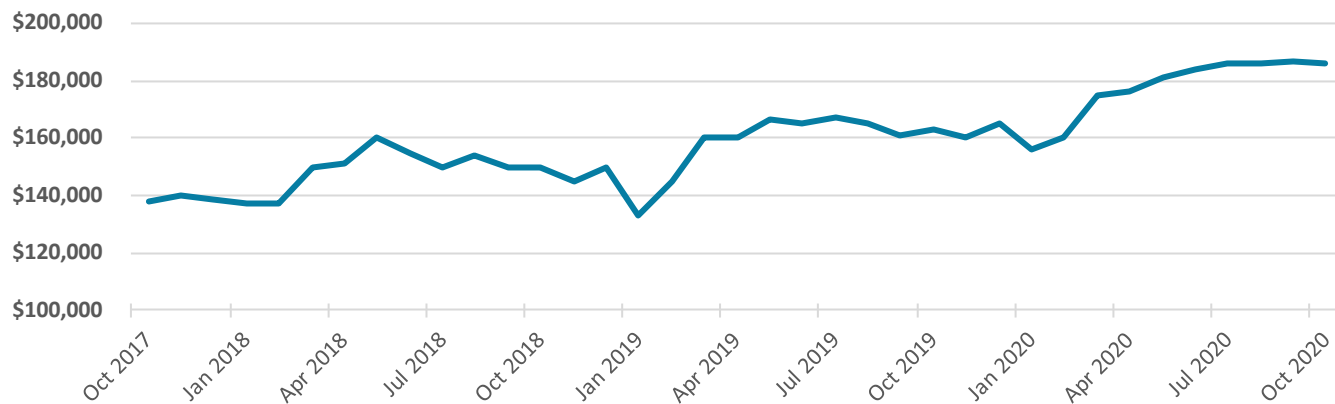
Marion County

Data for single family homes in Marion County.

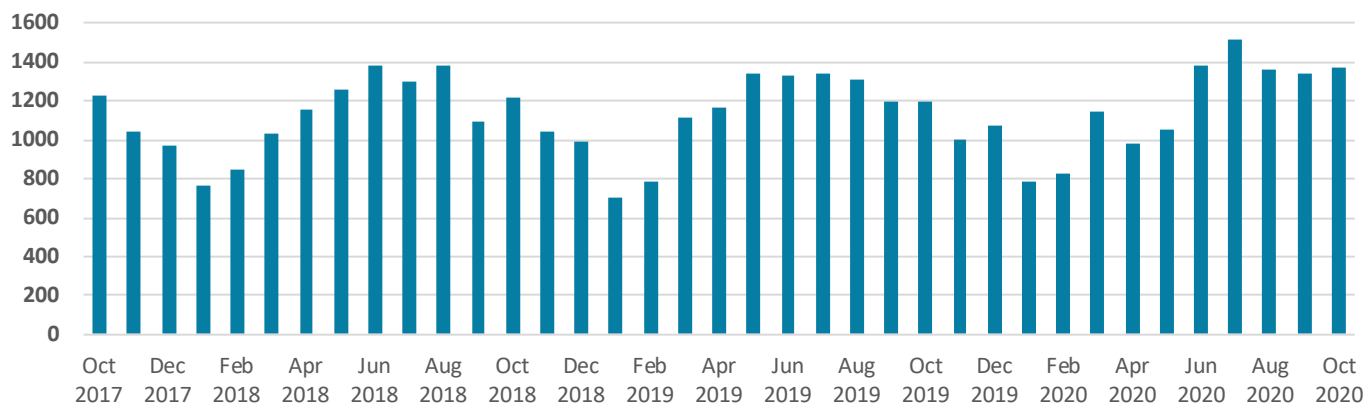


	Oct 2020	Sep 2020	MOM	Oct 2019	YOY	2020	2019	YTD
Median Sales Price	\$186,000	\$187,000	▼ -0.5%	\$163,000	▲ 14.1%	\$180,000	\$161,000	▲ 11.8%
Closed Sales	1,374	1,337	▲ 2.8%	1193	▲ 15.2%	11,760	11,477	▲ 2.5%
New Listings	1,553	1,695	▼ -8.4%	1484	▲ 4.6%	13,936	14,443	▼ -3.5%
Pending Sales	1,440	1,412	▲ 2.0%	1142	▲ 26.1%	13,028	12,194	▲ 6.8%
Days on Market	24	26	▼ -7.7%	37	▼ -35.1%	33	38	▼ -13.2%
Price per Square Foot	\$120	\$123	▼ -2.4%	\$105	▲ 14.3%	\$118	\$104	▲ 13.5%
% of Ask Received	98.8%	99.3%	▼ -0.5%	97.1%	▲ 1.8%	98.3%	97.5%	▲ 0.8%
Active Inventory	1,421	1,332	▲ 6.7%	2384	▼ -40.4%			
Absorption Rate	1.0	1.0	■ 0.0%	2.0	▼ -50.0%			

Median Sales Price



Number of Closed Sales



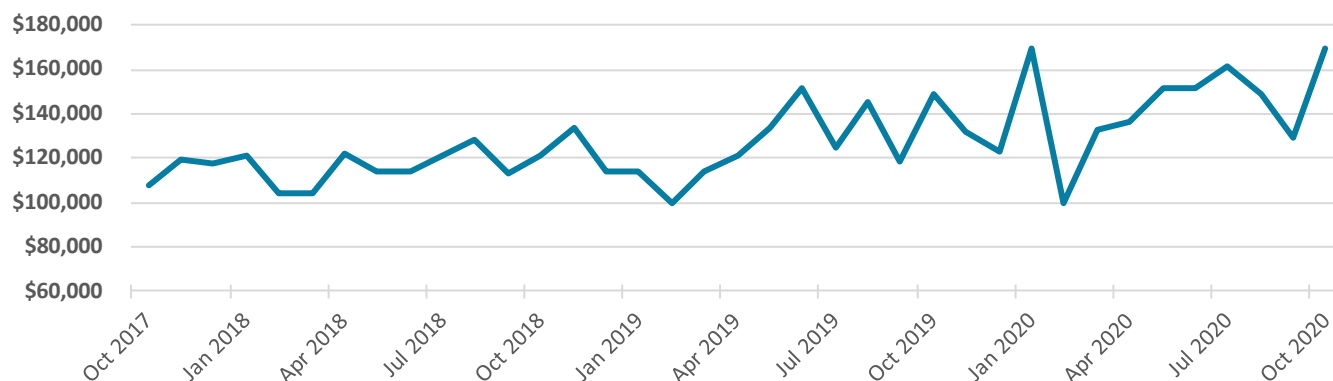
Montgomery County

Data for single family homes in Montgomery County.

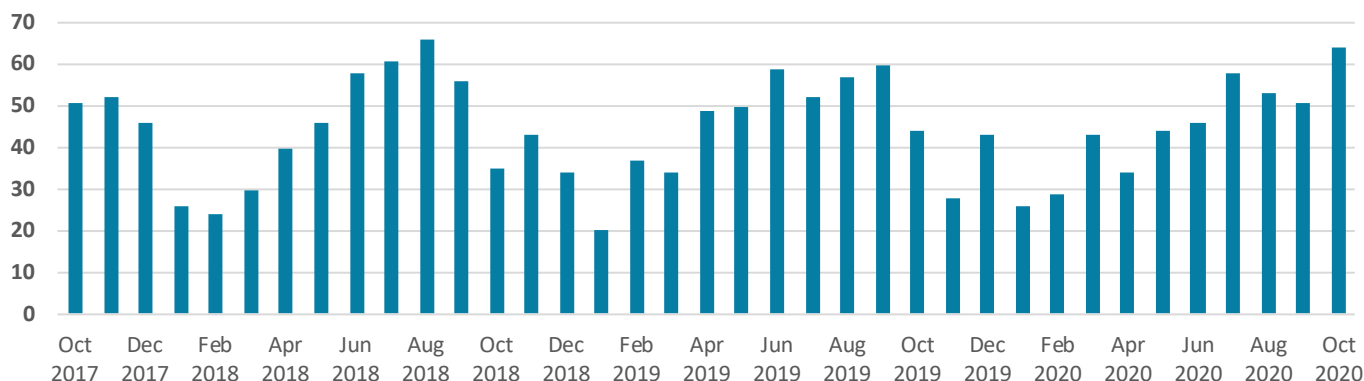


	Oct 2020	Sep 2020	MOM	Oct 2019	YOY	2020	2019	YTD
Median Sales Price	\$169,900	\$129,000	▲ 31.7%	\$148,500	▲ 14.4%	\$145,000	\$128,375	▲ 13.0%
Closed Sales	64	51	▲ 25.5%	44	▲ 45.5%	448	462	▼ -3.0%
New Listings	61	67	▼ -9.0%	66	▼ -7.6%	513	576	▼ -10.9%
Pending Sales	55	68	▼ -19.1%	37	▲ 48.6%	507	477	▲ 6.3%
Days on Market	35	14	▲ 150.0%	41	▼ -14.6%	43	48	▼ -10.4%
Price per Square Foot	\$104	\$100	▲ 4.0%	\$89	▲ 16.9%	\$96	\$88	▲ 9.1%
% of Ask Received	98.2%	98.7%	▼ -0.5%	93.5%	▲ 5.0%	97.5%	96.6%	▲ 0.9%
Active Inventory	53	47	▲ 12.8%	120	▼ -55.8%			
Absorption Rate	0.8	0.9	▼ -11.1%	2.7	▼ -70.4%			

Median Sales Price



Number of Closed Sales



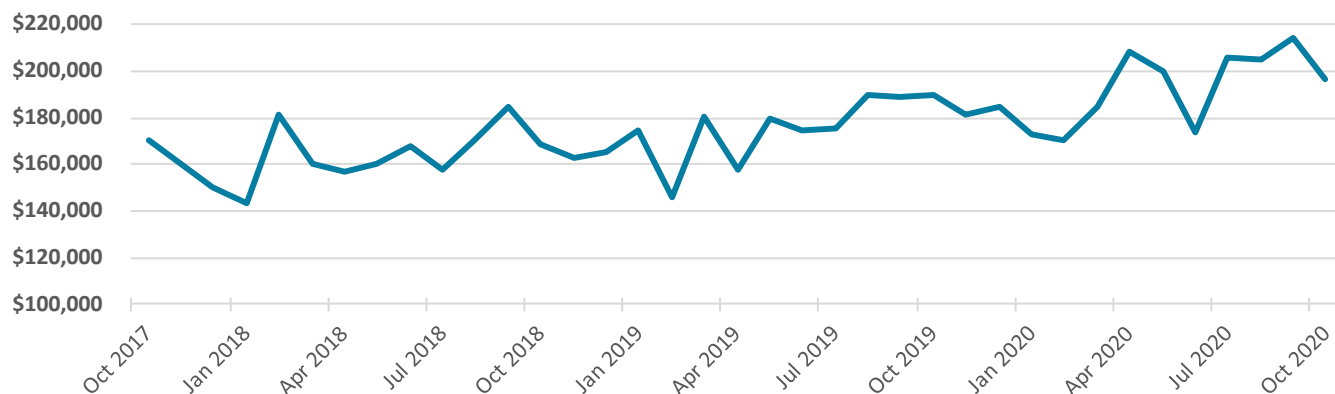
Morgan County

Data for single family homes in Morgan County.

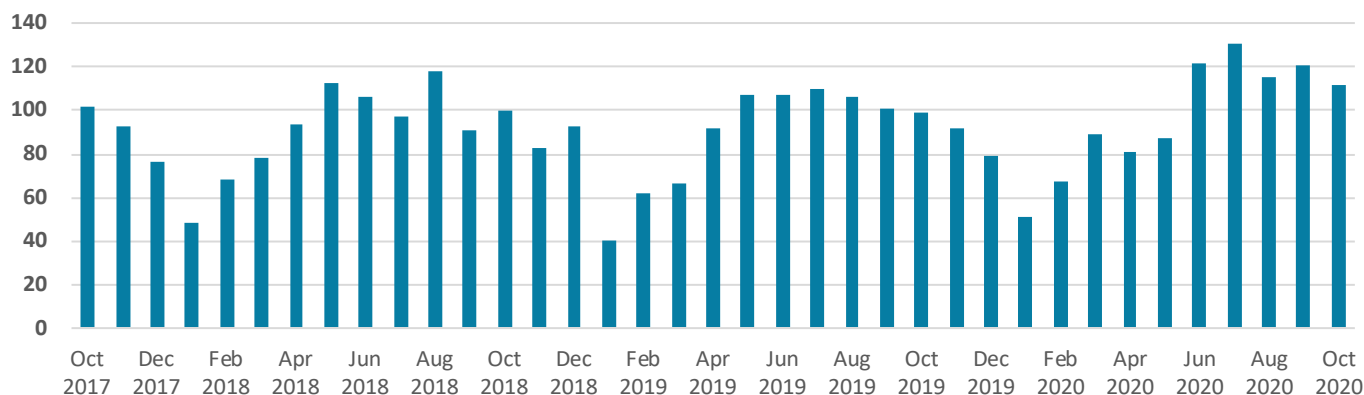


	Oct 2020	Sep 2020	MOM	Oct 2019	YOY	2020	2019	YTD
Median Sales Price	\$196,500	\$214,000	▼ -8.2%	\$190,000	▲ 3.4%	\$193,750	\$178,000	▲ 8.8%
Closed Sales	112	121	▼ -7.4%	99	▲ 13.1%	976	890	▲ 9.7%
New Listings	101	131	▼ -22.9%	130	▼ -22.3%	1,103	1,164	▼ -5.2%
Pending Sales	109	106	▲ 2.8%	101	▲ 7.9%	1,074	964	▲ 11.4%
Days on Market	24	17	▲ 41.2%	43	▼ -44.2%	37	47	▼ -21.3%
Price per Square Foot	\$130	\$131	▼ -0.8%	\$110	▲ 18.2%	\$122	\$111	▲ 9.9%
% of Ask Received	98.3%	99.2%	▼ -0.9%	96.6%	▲ 1.8%	98.5%	97.9%	▲ 0.6%
Active Inventory	113	117	▼ -3.4%	224	▼ -49.6%			
Absorption Rate	1.0	1.0	■ 0.0%	2.3	▼ -56.5%			

Median Sales Price



Number of Closed Sales



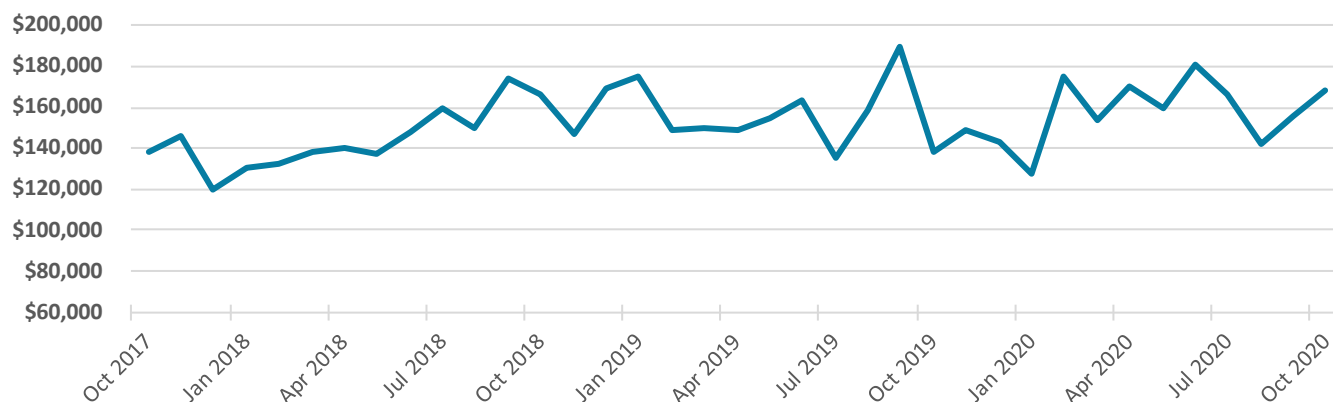
Putnam County

Data for single family homes in Putnam County.

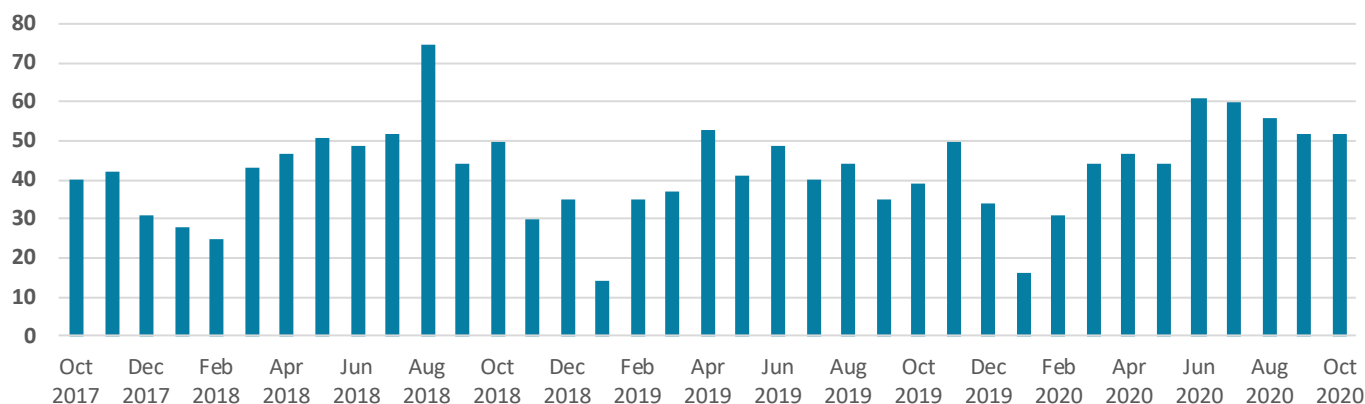


	Oct 2020	Sep 2020	MOM	Oct 2019	YOY	2020	2019	YTD
Median Sales Price	\$168,200	\$155,750	▲ 8.0%	\$138,000	▲ 21.9%	\$165,000	\$155,000	▲ 6.5%
Closed Sales	52	52	■ 0.0%	39	▲ 33.3%	463	387	▲ 19.6%
New Listings	52	62	▼ -16.1%	44	▲ 18.2%	538	498	▲ 8.0%
Pending Sales	59	56	▲ 5.4%	44	▲ 34.1%	524	415	▲ 26.3%
Days on Market	29	19	▲ 52.6%	45	▼ -35.6%	51	55	▼ -7.3%
Price per Square Foot	\$114	\$119	▼ -4.2%	\$102	▲ 11.8%	\$111	\$106	▲ 4.7%
% of Ask Received	97.9%	97.2%	▲ 0.7%	96.8%	▲ 1.1%	97.4%	97.2%	▲ 0.2%
Active Inventory	51	53	▼ -3.8%	104	▼ -51.0%			
Absorption Rate	1.0	1.0	■ 0.0%	2.7	▼ -63.0%			

Median Sales Price



Number of Closed Sales



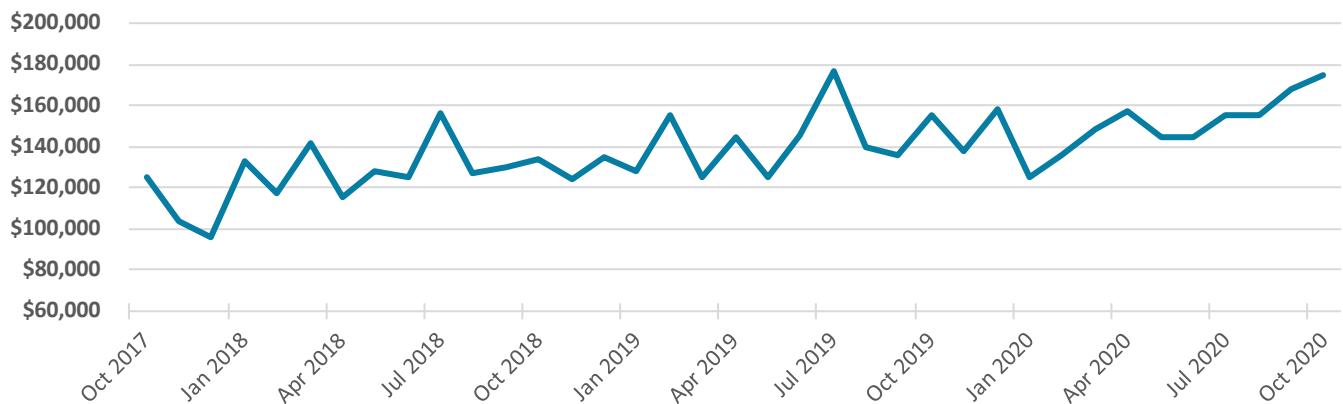
Shelby County

Data for single family homes in Shelby County.

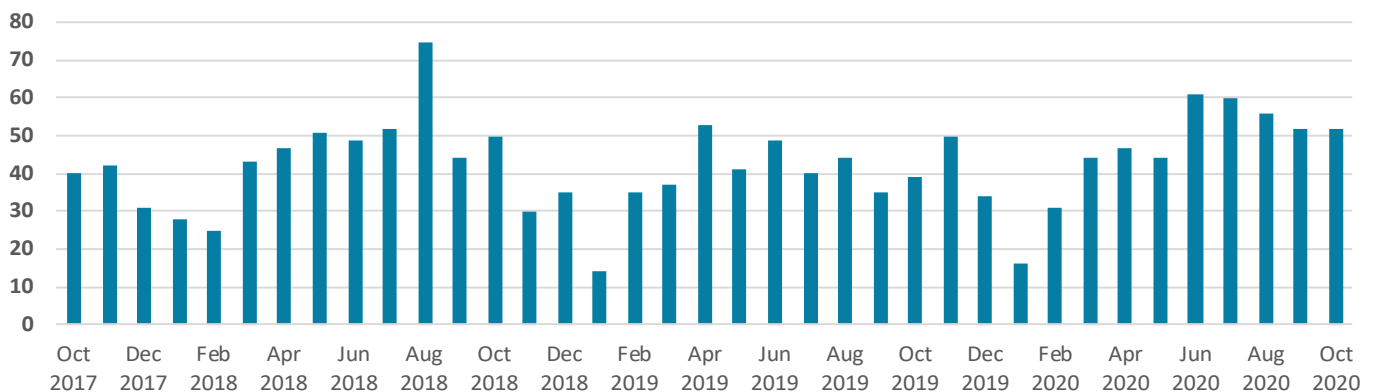


	Oct 2020	Sep 2020	MOM	Oct 2019	YOY	2020	2019	YTD
Median Sales Price	\$174,950	\$167,750	▲ 4.3%	\$155,000	▲ 12.9%	\$150,000	\$139,700	▲ 7.4%
Closed Sales	56	52	▲ 7.7%	41	▲ 36.6%	442	458	▼ -3.5%
New Listings	71	77	▼ -7.8%	49	▲ 44.9%	548	536	▲ 2.2%
Pending Sales	62	56	▲ 10.7%	37	▲ 67.6%	512	470	▲ 8.9%
Days on Market	25	19	▲ 31.6%	32	▼ -21.9%	33	46	▼ -28.3%
Price per Square Foot	\$105	\$111	▼ -5.4%	\$100	▲ 5.0%	\$100	\$90	▲ 11.1%
% of Ask Received	99.0%	99.3%	▼ -0.3%	96.3%	▲ 2.8%	97.3%	96.5%	▲ 0.8%
Active Inventory	63	47	▲ 34.0%	77	▼ -18.2%			
Absorption Rate	1.1	0.9	▲ 22.2%	1.9	▼ -42.1%			

Median Sales Price



Number of Closed Sales



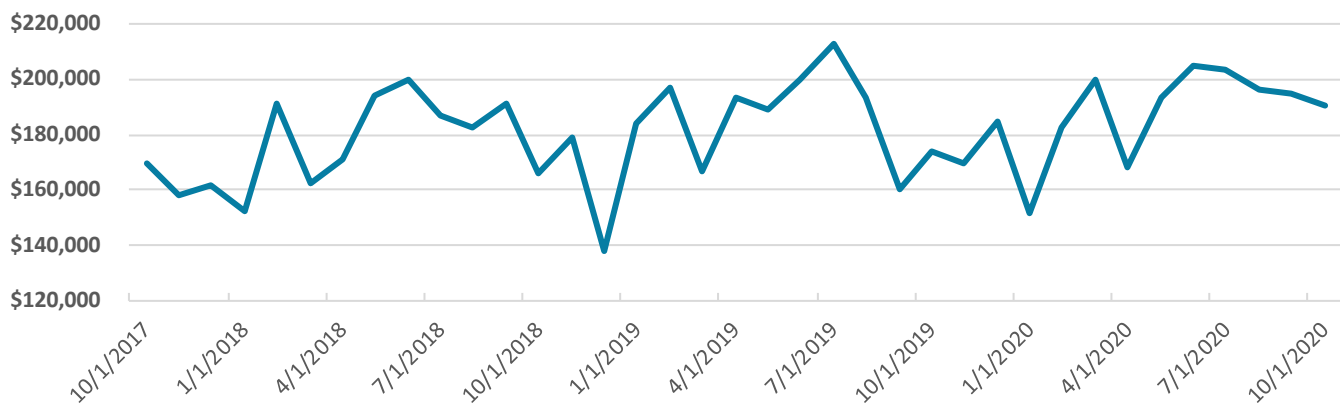
Condominiums

Data for Condominiums across all MIBOR Counties.



	Oct 2020	Sep 2020	MOM	Oct 2019	YOY	2020	2019	YTD
Median Sales Price	\$177,250	\$178,950	▼ -0.9%	\$160,000	▲ 10.8%	\$171,000	\$158,000	▲ 8.2%
Closed Sales	298	282	▲ 5.7%	260	▲ 14.6%	2,366	2,329	▲ 1.6%
New Listings	309	298	▲ 3.7%	264	▲ 17.0%	2,851	2,766	▲ 3.1%
Pending Sales	280	284	▼ -1.4%	245	▲ 14.3%	2,563	2,483	▲ 3.2%
Days on Market	29	23	▲ 26.1%	38	▼ -23.7%	35	40	▼ -12.5%
Price per Square Foot	\$125	\$123	▲ 1.6%	\$111	▲ 12.6%	\$122	\$116	▲ 5.2%
% of Ask Received	98.1%	98.4%	▼ -0.3%	97.6%	▲ 0.5%	98.1%	97.9%	▲ 0.2%
Active Inventory	391	377	▲ 3.7%	413	▼ -5.3%			
Absorption Rate	1.3	1.3	■ 0.0%	1.6	▼ -18.8%			

Median Sales Price



Number of Closed Sales

