

MARKET INSIGHTS REPORT

DECEMBER 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 December 2020 data, this is what our experts are saying:

"The Indianapolis story continues to revolve around inventory levels. With only 2,396 active listings and just 0.7 months of inventory, inventory levels are, again, at an all-time low," said Shelley Specchio, MIBOR CEO. "New listings saw the strongest year-over-year monthly gain of 2020, increasing by 20.0% over last December proving that REALTORS® are doing a great job at communicating the state of the market to potential sellers."

Dr. Elliot Eisenberg, an internationally acclaimed economist and public speaker says, "Looking into 2021, despite job growth stalling, household spending sliding, and Covid-19 spreading, I believe that economically speaking, 2021 is shaping up well. Exceptionally expansive fiscal policy is and will be critical, as will the unprecedented promise of low rates for much longer from the Fed. We should see the economy take off once Sars-Cov-2 is defeated. I expect to see total 2021 GDP growth in the vicinity of 4.25%, after what will probably be a pretty weak 21Q1. Moreover, firms are adopting new technologies, which will boost productivity, keeping inflation away, while unemployment should end 2021 at about 5%."

Year over Year data for December:

- Median sales price increased 14.4 percent to \$224,348
- Average days on market decreased 43.3 percent to 34
- Current active listings decreased 50.8 percent to 2,396

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MARKET SUMMARY



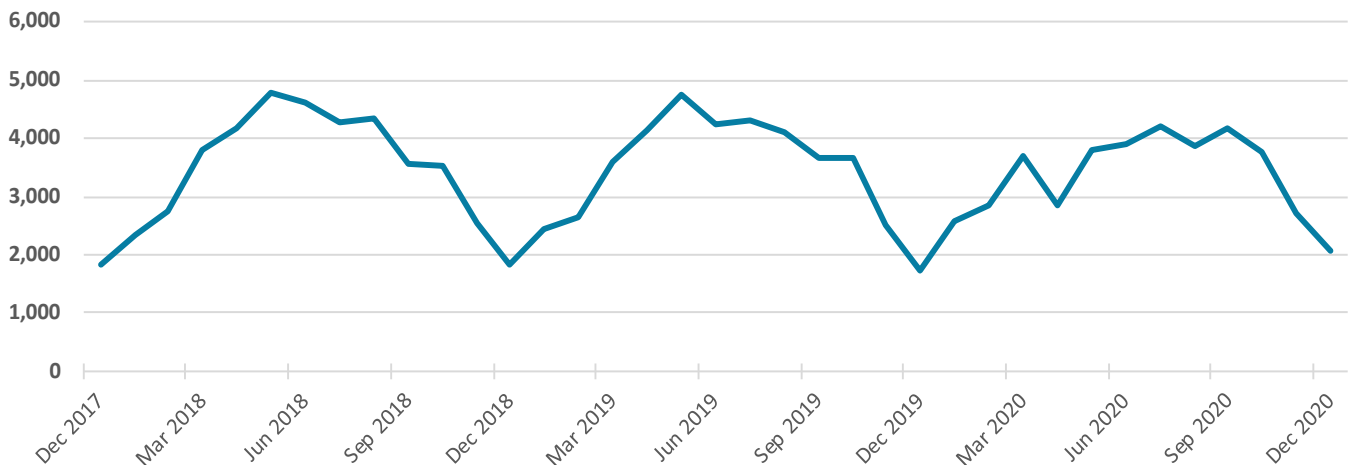
INCLUDES DATA FROM THE FOLLOWING COUNTIES FOR SINGLE FAMILY HOMES: BARTHOLOMEW, BOONE, BROWN, DECATUR, HAMILTON, HANCOCK, HENDRICKS, JACKSON, JENNINGS, JOHNSON, MADISON, MARION, MONTGOMERY, MORGAN, PUTNAM, SHELBY.

	Dec 2020	Nov 2020	MOM	Dec 2019	YOY	2020	2019	YTD
Median Sales Price	\$222,900	\$224,348	▼ -0.6%	\$194,900	▲ 14.4%	\$217,500	\$190,650	▲ 14.1%
Closed Sales	3,333	3,248	▲ 2.6%	2,767	▲ 20.5%	37,849	35,557	▲ 6.4%
New Listings	2,062	2,727	▼ -24.4%	1,718	▲ 20.0%	40,523	41,805	▼ -3.1%
Pending Sales	2,438	2,940	▼ -17.1%	1,899	▲ 28.4%	39,433	36,231	▲ 8.8%
Days on Market	34	31	▲ 9.7%	60	▼ -43.3%	36	44	▼ -18.2%
Price per Square Foot	\$128	\$128	■ 0.0%	\$114	▲ 12.3%	\$124	\$112	▲ 10.7%
% of Ask Received	98.4%	98.5%	▼ -0.1%	97.1%	▲ 1.3%	98.4%	97.6%	▲ 0.8%
Active Inventory	2,396	2,874	▼ -16.6%	4,873	▼ -50.8%			
Absorption Rate	0.7	0.9	▼ -22.2%	1.8	▼ -61.1%			

New Listings

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

December 2020	Month over Month Change	Year over Year Change	Year to Date Change
2,062	▼ -24.4%	▲ 20.0%	▼ -3.1%

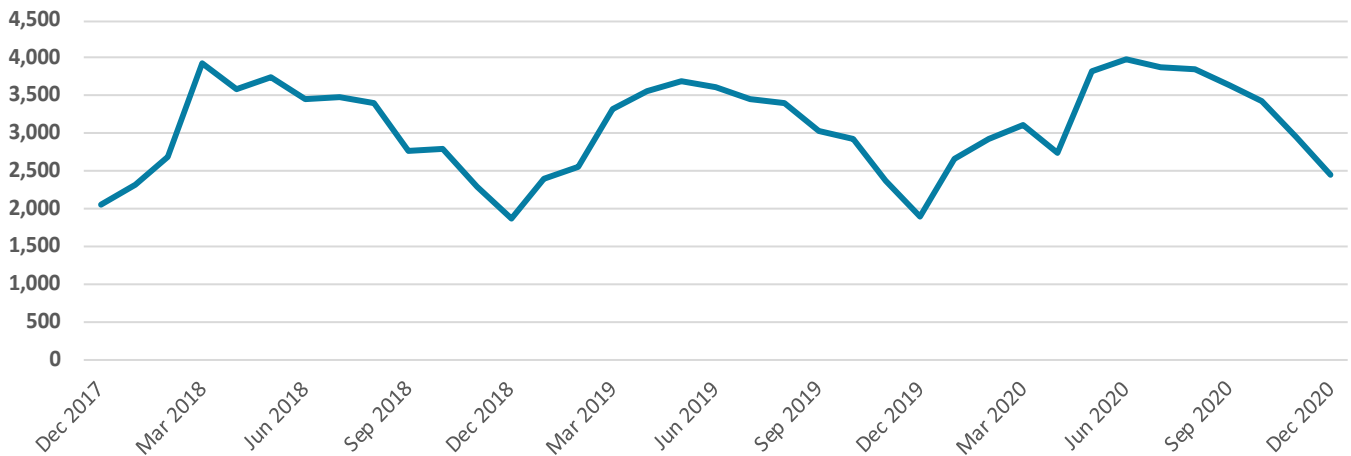


Pending Sales

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



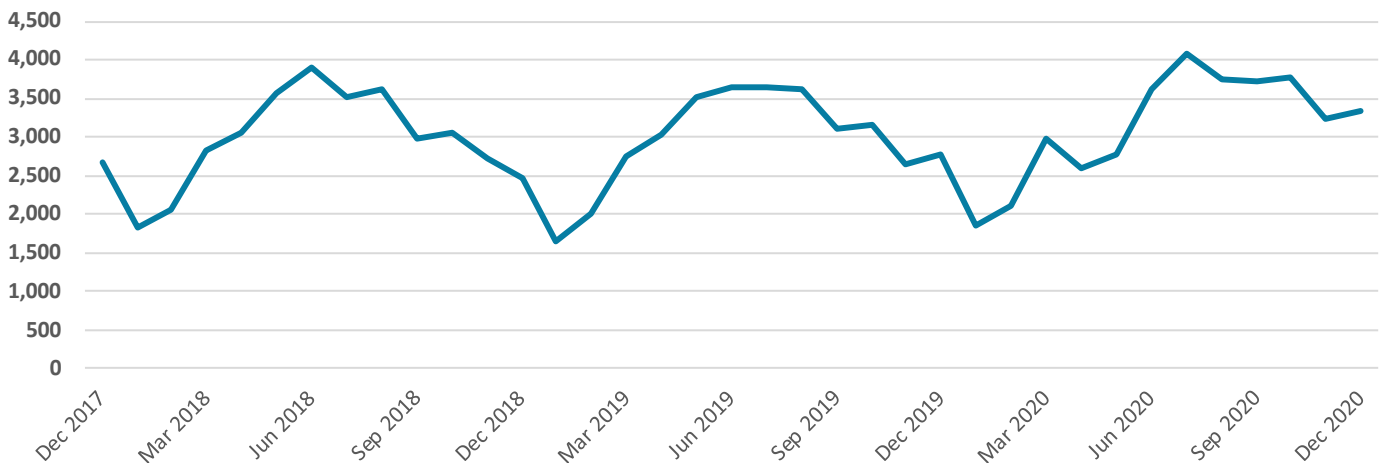
December 2020	Month over Month Change	Year over Year Change	Year to Date Change
2,438	▼ -17.1%	▲ 28.4%	▲ 8.8%



Closed Sales

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

December 2020	Month over Month Change	Year over Year Change	Year to Date Change
3,333	▲ 2.6%	▲ 20.5%	▲ 6.4%

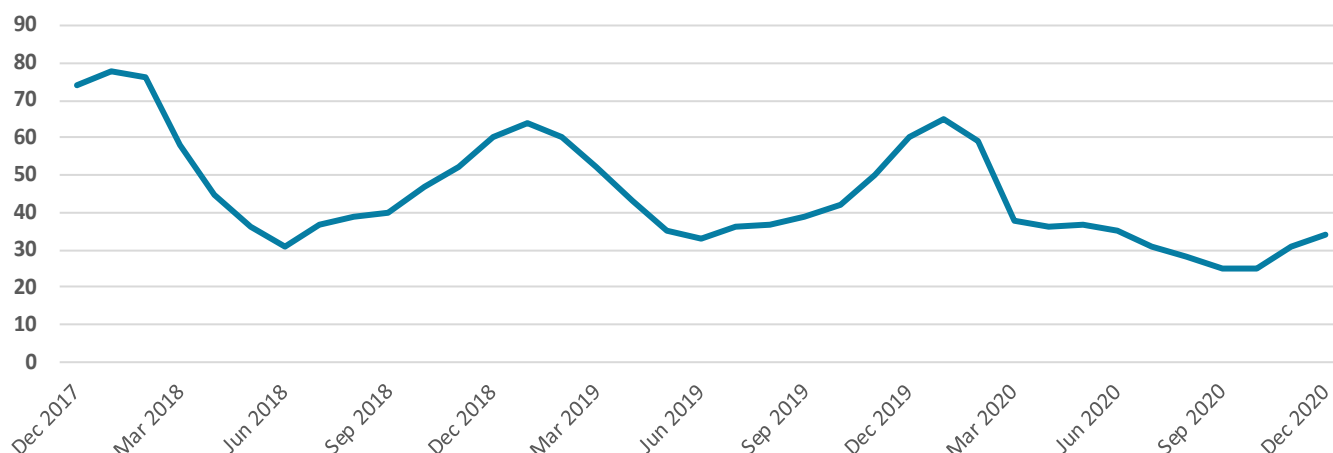


Cumulative Days on Market

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



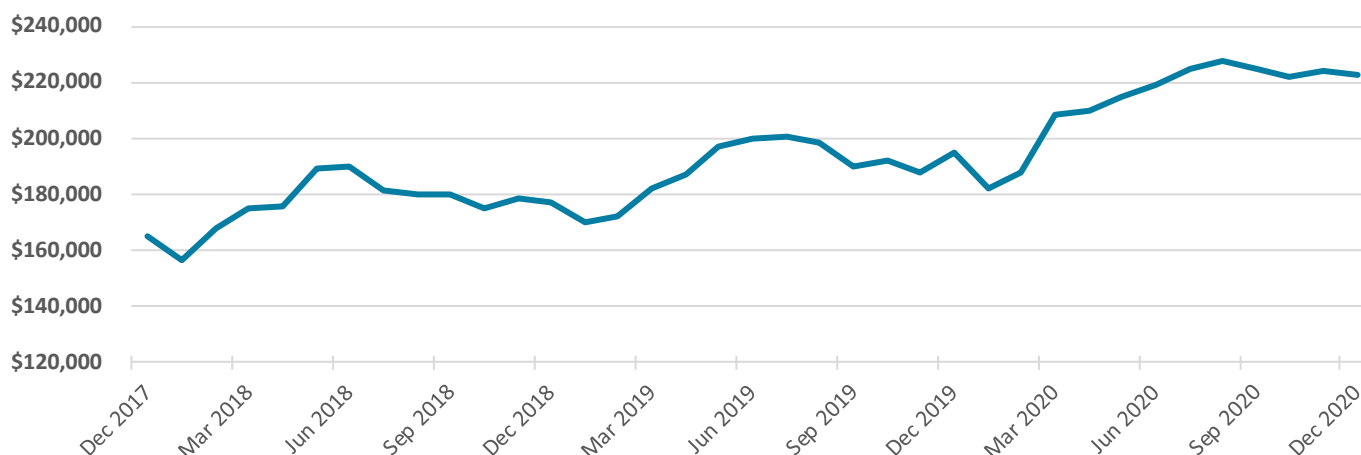
December 2020	Month over Month Change	Year over Year Change	Year to Date Change
34	▲ 9.7%	▼ -43.3%	▼ -18.2%



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.




December 2020	Month over Month Change	Year over Year Change	Year to Date Change
\$222,900	▼ -0.6%	▲ 14.4%	▲ 14.1%

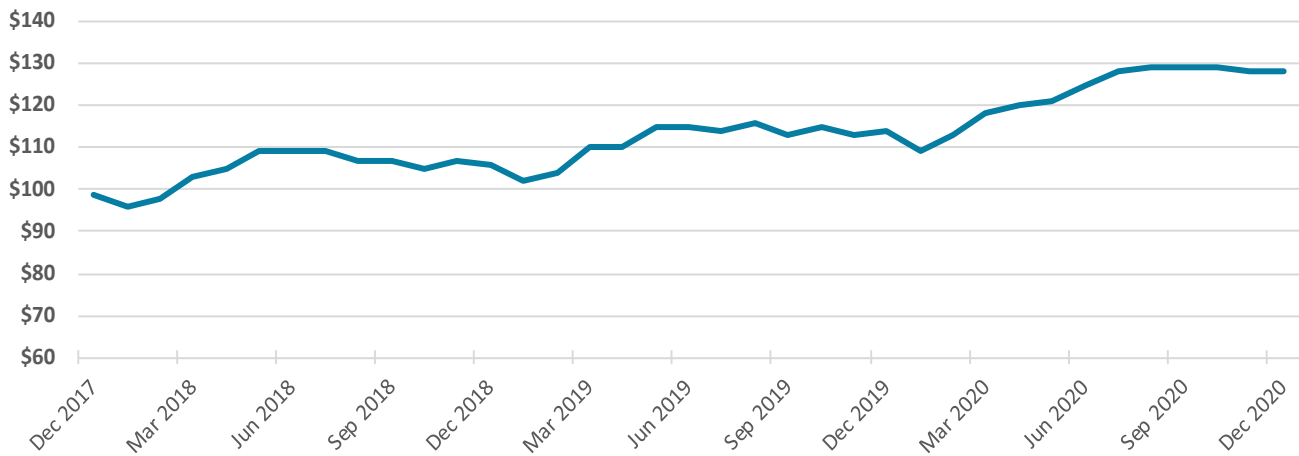


Sold Price per Square Foot

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






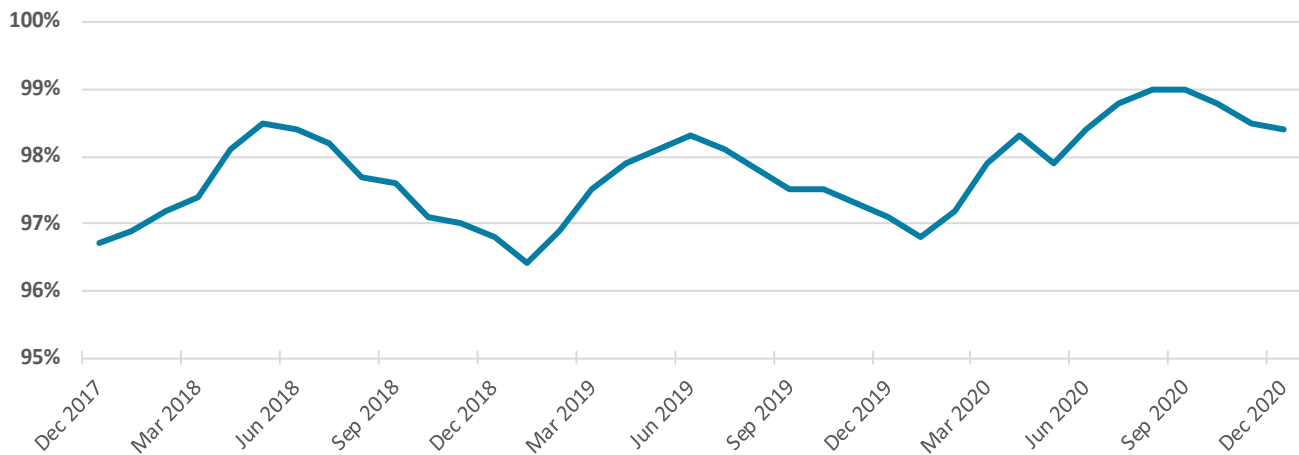
December 2020	Month over Month Change	Year over Year Change	Year to Date Change
\$128	 0.0%	 12.3%	 10.7%



Percent of Ask Price Received

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

December 2020	Month over Month Change	Year over Year Change	Year to Date Change
98.4%	 -0.1%	 1.3%	 0.8%

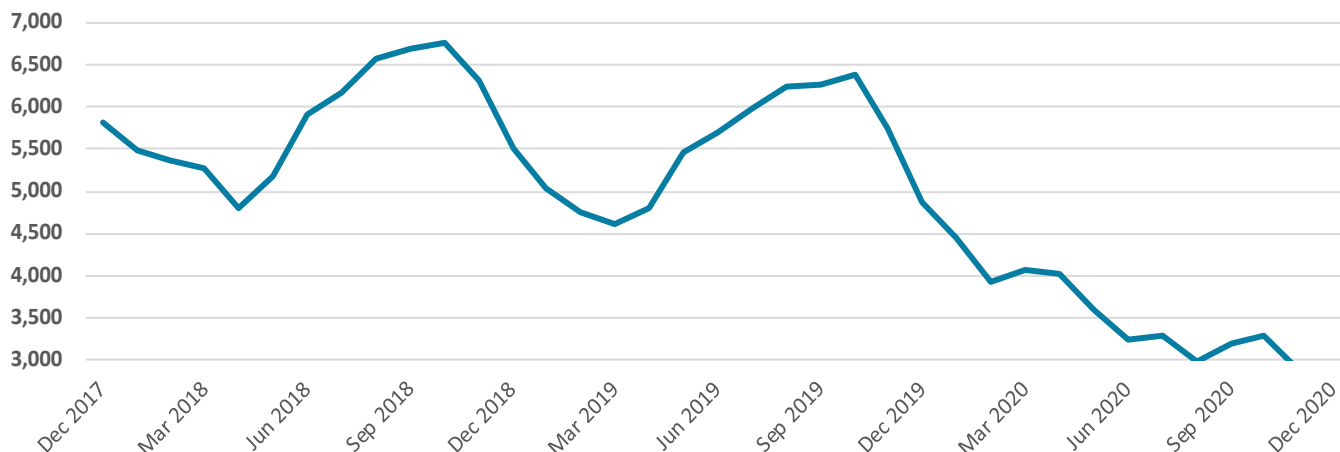


Active Inventory

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.



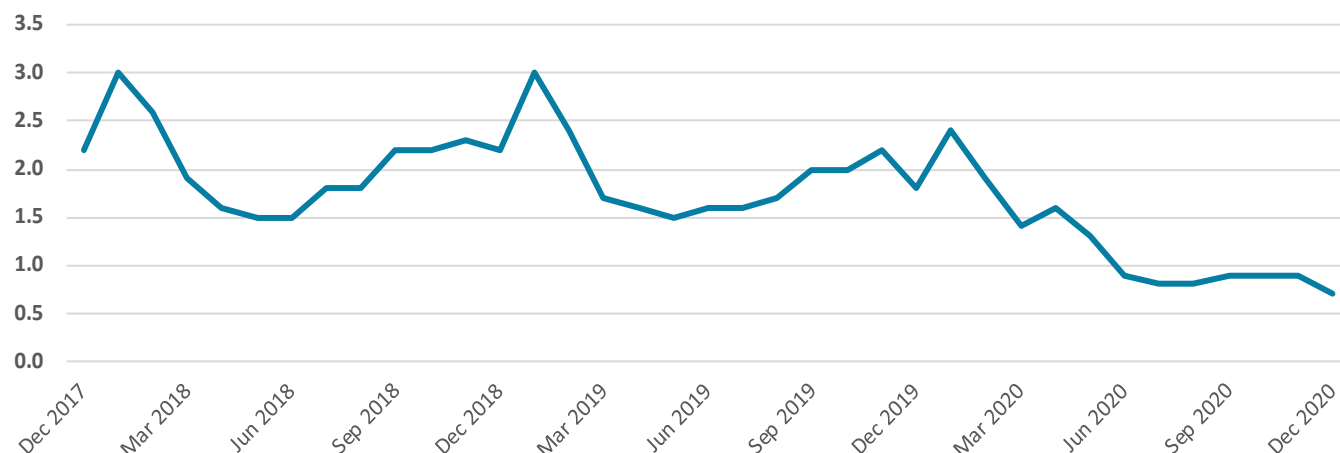
December 2020	Month over Month Change	Year over Year Change
2,396	▼ -16.6%	▼ -50.8%



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.

December 2020	Month over Month Change	Year over Year Change
0.7	▼ -22.2%	▼ -61.1%



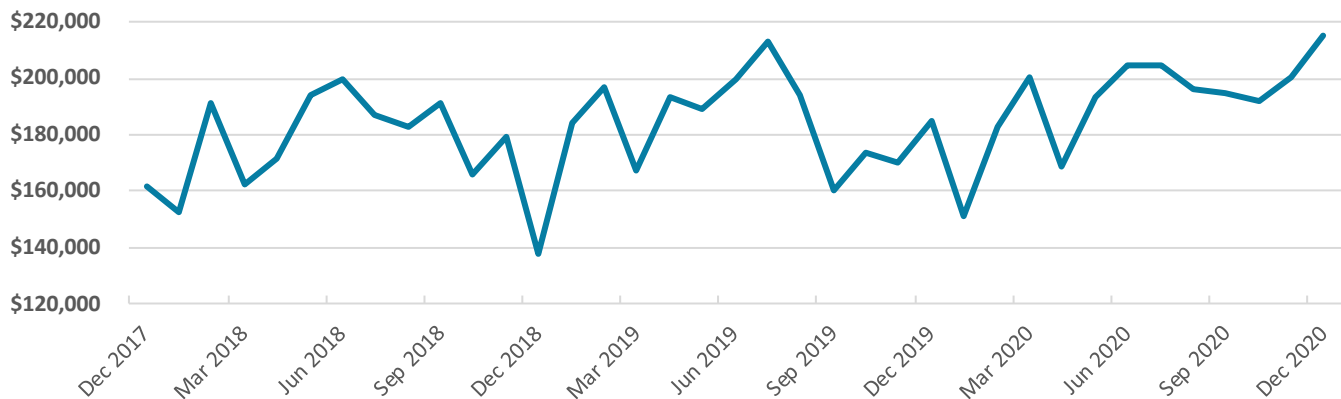
Bartholomew County

Data for single family homes in Bartholomew County.

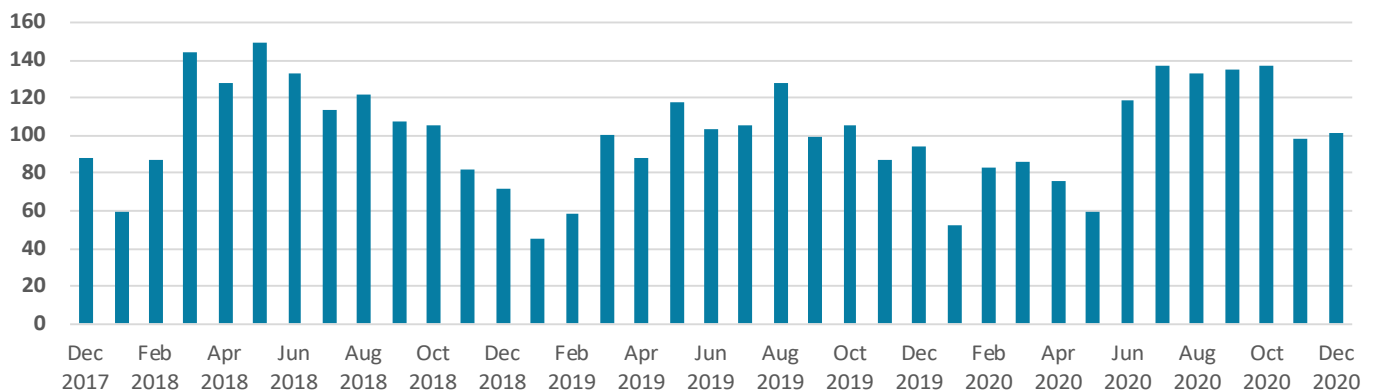


	Dec 2020	Nov 2020	MOM	Dec 2019	YOY	2020	2019	YTD
Median Sales Price	\$214,900	\$200,450	▲ 7.2%	\$184,950	▲ 16.2%	\$193,250	\$182,750	▲ 5.7%
Closed Sales	101	98	▲ 3.1%	94	▲ 7.4%	1,216	1,130	▲ 7.6%
New Listings	61	81	▼ -24.7%	56	▲ 8.9%	1,292	1,269	▲ 1.8%
Pending Sales	67	102	▼ -34.3%	53	▲ 26.4%	1,264	1,132	▲ 11.7%
Days on Market	54	38	▲ 42.1%	70	▼ -22.9%	39	47	▼ -17.0%
Price per Square Foot	\$123	\$126	▼ -2.4%	\$120	▲ 2.5%	\$126	\$117	▲ 7.7%
% of Ask Received	97.7%	98.8%	▼ -1.1%	96.9%	▲ 0.8%	98.0%	97.5%	▲ 0.5%
Active Inventory	72	71	▲ 1.4%	138	▼ -47.8%			
Absorption Rate	0.7	0.7	■ 0.0%	1.5	▼ -53.3%			

Median Sales Price



Number of Closed Sales



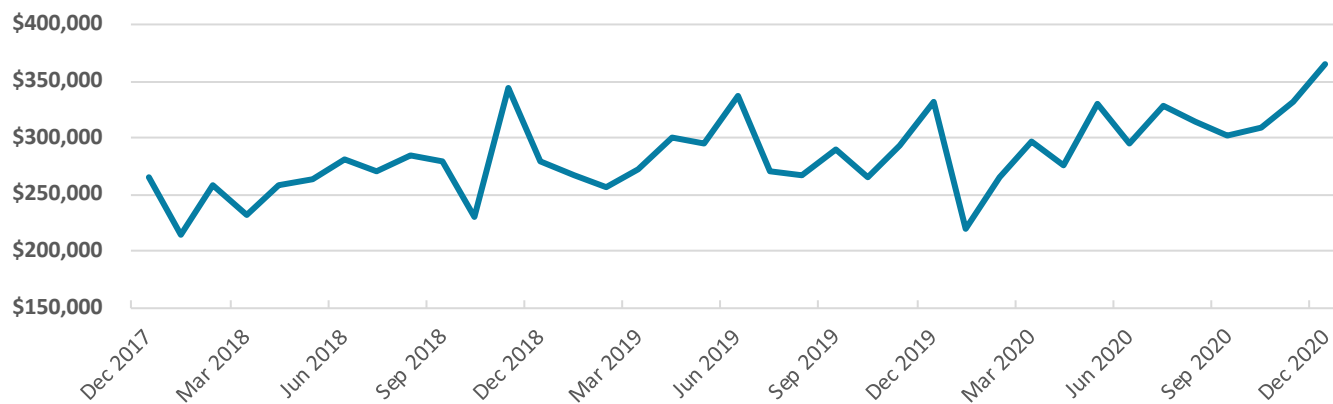
Boone County

Data for single family homes in Boone County.

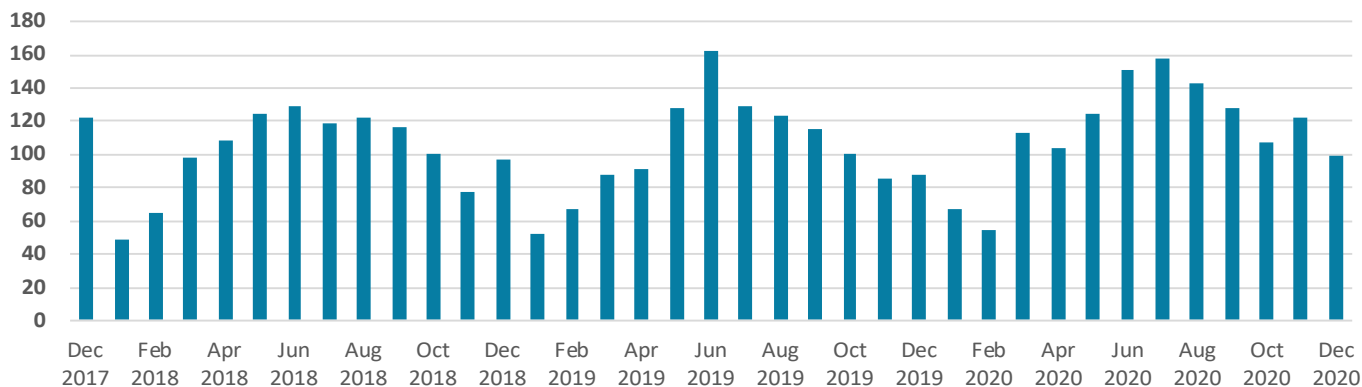


	Dec 2020	Nov 2020	MOM	Dec 2019	YOY	2020	2019	YTD
Median Sales Price	\$365,372	\$332,017	▲ 10.0%	\$332,400	▲ 9.9%	\$309,900	\$290,000	▲ 6.9%
Closed Sales	99	122	▼ -18.9%	88	▲ 12.5%	1,371	1,229	▲ 11.6%
New Listings	51	78	▼ -34.6%	60	▼ -15.0%	1,407	1,491	▼ -5.6%
Pending Sales	83	86	▼ -3.5%	63	▲ 31.7%	1,413	1,244	▲ 13.6%
Days on Market	42	59	▼ -28.8%	64	▼ -34.4%	47	56	▼ -16.1%
Price per Square Foot	\$162	\$146	▲ 11.0%	\$133	▲ 21.8%	\$144	\$133	▲ 8.3%
% of Ask Received	97.6%	98.2%	▼ -0.6%	97.7%	▼ -0.1%	98.0%	97.8%	▲ 0.2%
Active Inventory	70	106	▼ -34.0%	236	▼ -70.3%			
Absorption Rate	0.7	0.9	▼ -22.2%	2.7	▼ -74.1%			

Median Sales Price



Number of Closed Sales



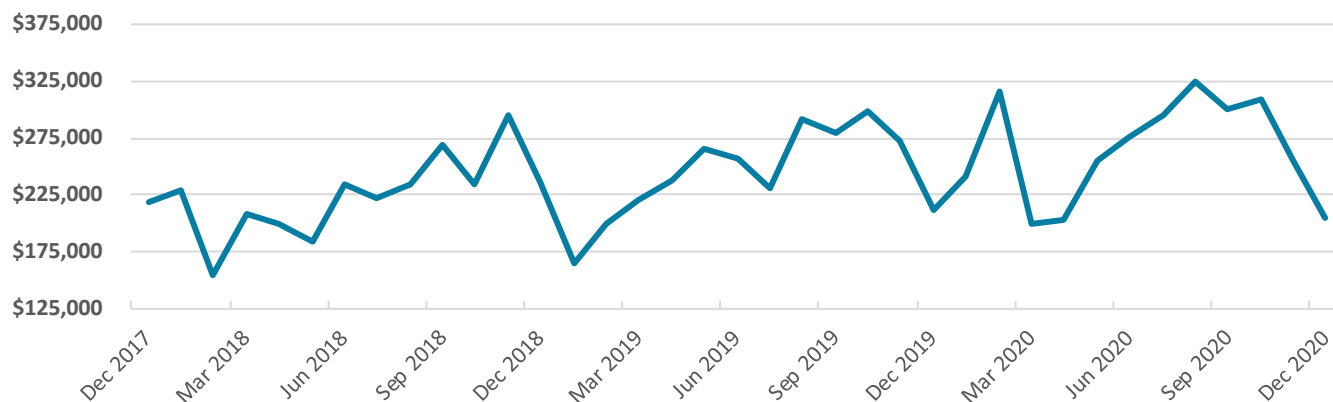
Brown County

Data for single family homes in Brown County.

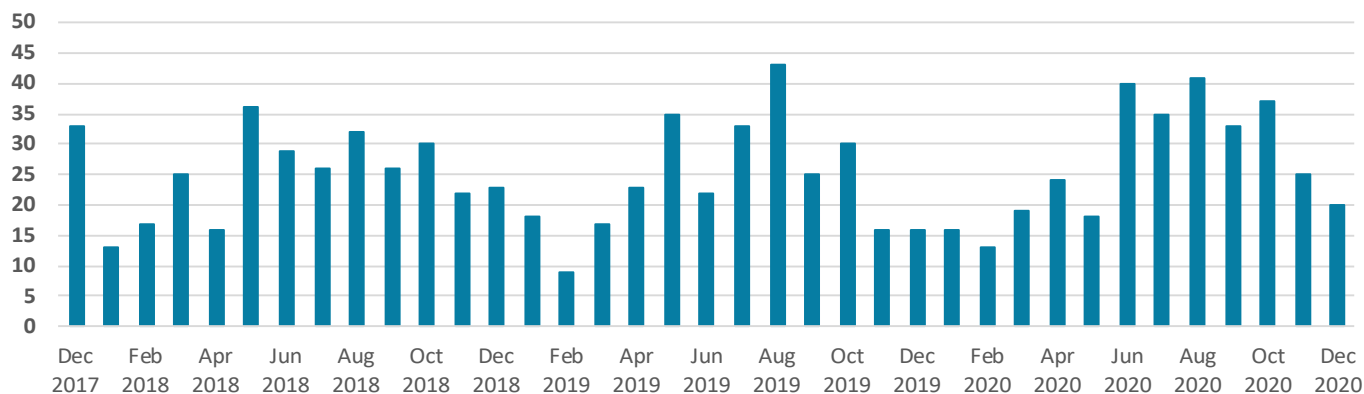


	Dec 2020	Nov 2020	MOM	Dec 2019	YOY	2020	2019	YTD
Median Sales Price	\$204,000	\$255,000	▼ -20.0%	\$211,500	▼ -3.5%	\$260,000	\$248,000	▲ 4.8%
Closed Sales	20	25	▼ -20.0%	16	▲ 25.0%	321	287	▲ 11.8%
New Listings	12	9	▲ 33.3%	13	▼ -7.7%	334	402	▼ -16.9%
Pending Sales	8	19	▼ -57.9%	12	▼ -33.3%	331	284	▲ 16.5%
Days on Market	14	99	▼ -85.9%	86	▼ -83.7%	70	79	▼ -11.4%
Price per Square Foot	\$169	\$194	▼ -12.9%	\$155	▲ 9.0%	\$217	\$190	▲ 14.2%
% of Ask Received	98.9%	95.4%	▲ 3.7%	93.0%	▲ 6.3%	96.3%	95.7%	▲ 0.6%
Active Inventory	22	25	▼ -12.0%	80	▼ -72.5%			
Absorption Rate	1.1	1.0	▲ 10.0%	5.0	▼ -78.0%			

Median Sales Price



Number of Closed Sales



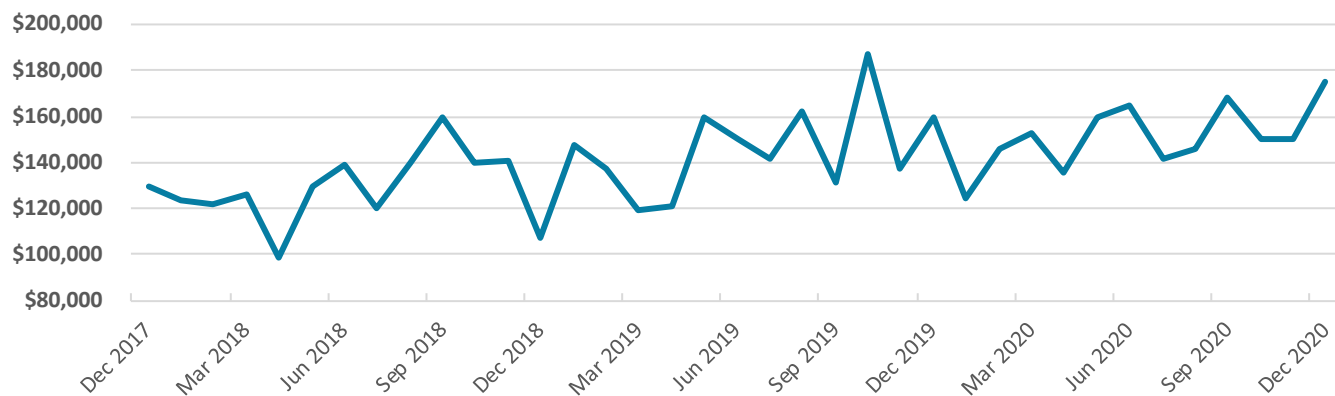
Decatur County

Data for single family homes in Decatur County.

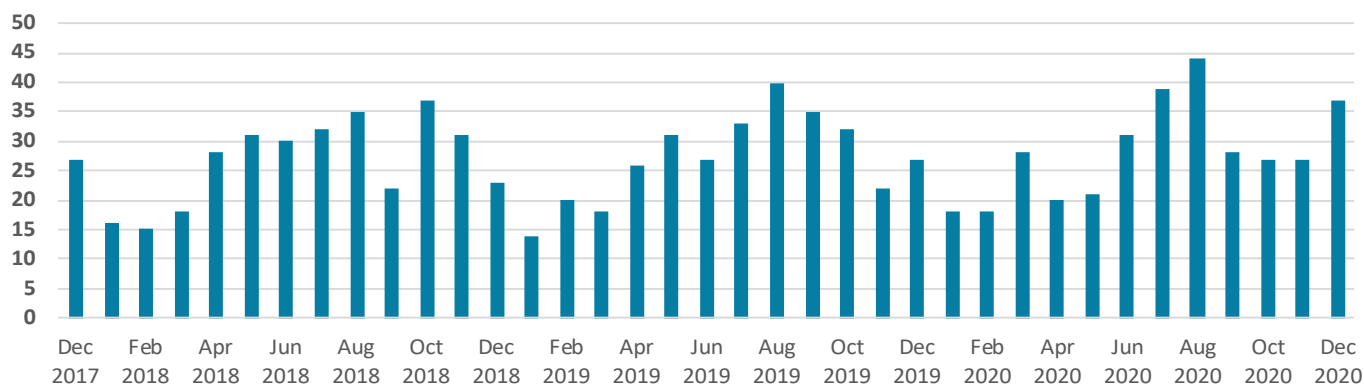


	Dec 2020	Nov 2020	MOM	Dec 2019	YOY	2020	2019	YTD
Median Sales Price	\$175,000	\$150,000	▲ 16.7%	\$160,000	▲ 9.4%	\$154,500	\$145,000	▲ 6.6%
Closed Sales	37	27	▲ 37.0%	27	▲ 37.0%	338	325	▲ 4.0%
New Listings	17	26	▼ -34.6%	11	▲ 54.5%	363	394	▼ -7.9%
Pending Sales	16	29	▼ -44.8%	13	▲ 23.1%	351	327	▲ 7.3%
Days on Market	30	58	▼ -48.3%	46	▼ -34.8%	45	61	▼ -26.2%
Price per Square Foot	\$104	\$101	▲ 3.0%	\$99	▲ 5.1%	\$105	\$101	▲ 4.0%
% of Ask Received	94.3%	96.1%	▼ -1.9%	94.5%	▼ -0.2%	96.6%	95.8%	▲ 0.8%
Active Inventory	39	40	▼ -2.5%	62	▼ -37.1%			
Absorption Rate	1.1	1.5	▼ -26.7%	2.3	▼ -52.2%			

Median Sales Price



Number of Closed Sales



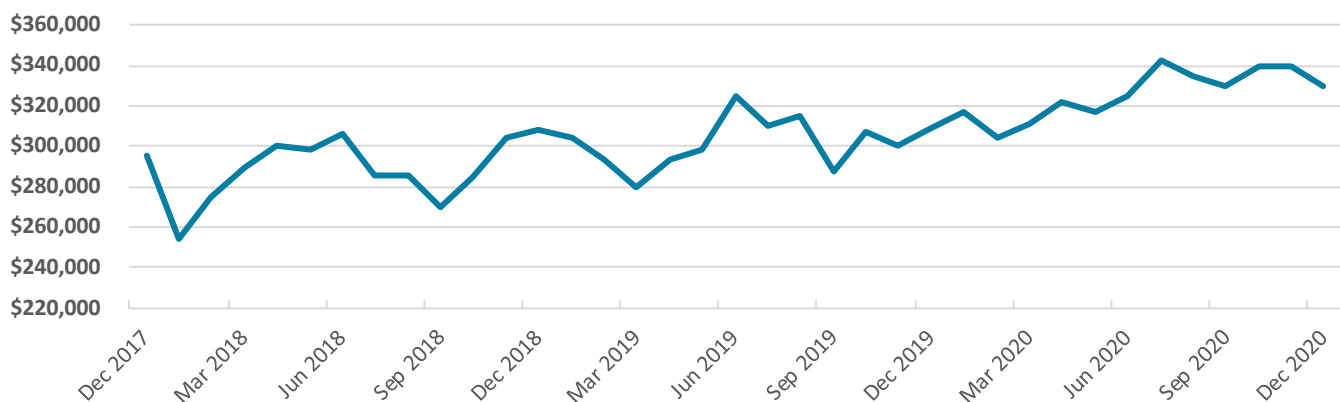
Hamilton County

Data for single family homes in Hamilton County.

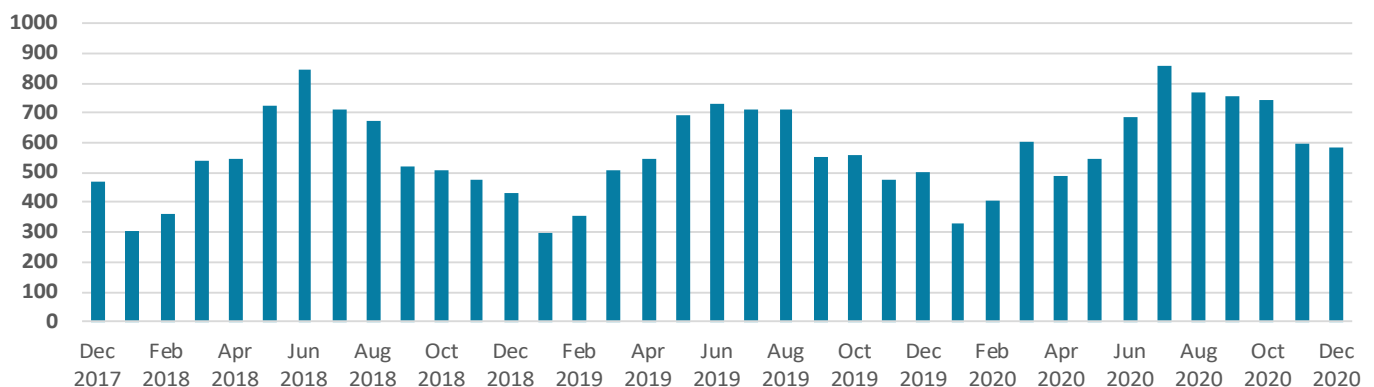


	Dec 2020	Nov 2020	MOM	Dec 2019	YOY	2020	2019	YTD
Median Sales Price	\$330,000	\$340,000	▼ -2.9%	\$309,000	▲ 6.8%	\$327,730	\$303,000	▲ 8.2%
Closed Sales	584	598	▼ -2.3%	502	▲ 16.3%	7,366	6,645	▲ 10.9%
New Listings	337	437	▼ -22.9%	322	▲ 4.7%	7,493	7,840	▼ -4.4%
Pending Sales	376	476	▼ -21.0%	368	▲ 2.2%	7,468	6,736	▲ 10.9%
Days on Market	39	31	▲ 25.8%	77	▼ -49.4%	41	53	▼ -22.6%
Price per Square Foot	\$155	\$153	▲ 1.3%	\$139	▲ 11.5%	\$147	\$137	▲ 7.3%
% of Ask Received	99.2%	99.2%	■ 0.0%	98.2%	▲ 1.0%	98.9%	98.3%	▲ 0.6%
Active Inventory	369	412	▼ -10.4%	954	▼ -61.3%			
Absorption Rate	0.6	0.7	▼ -14.3%	1.9	▼ -68.4%			

Median Sales Price



Number of Closed Sales



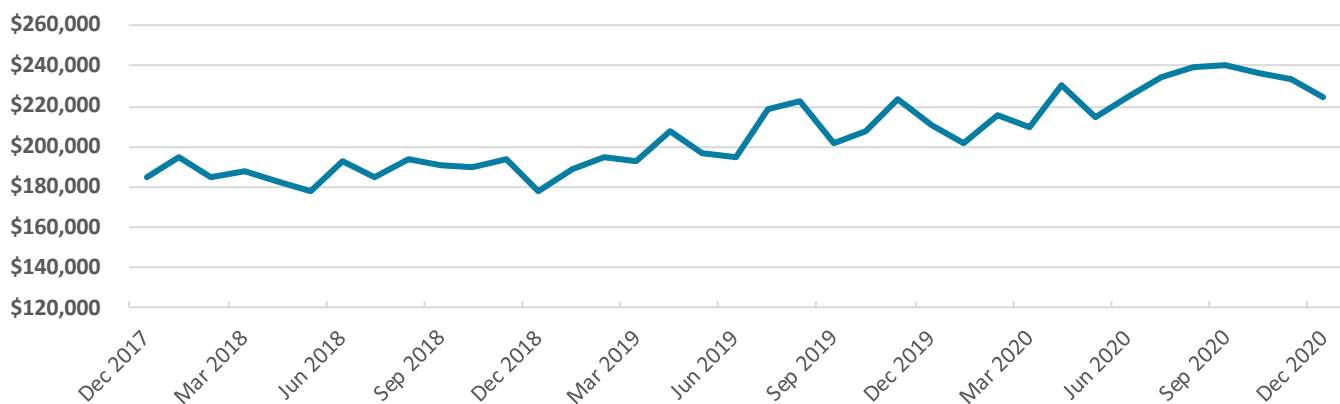
Hancock County

Data for single family homes in Hancock County.

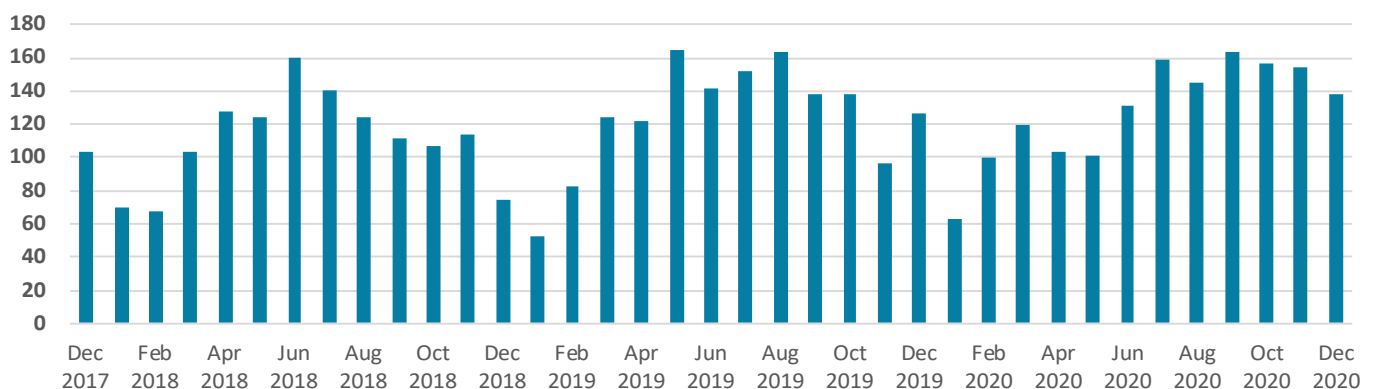


	Dec 2020	Nov 2020	MOM	Dec 2019	YOY	2020	2019	YTD
Median Sales Price	\$225,000	\$233,450	▼ -3.6%	\$211,000	▲ 6.6%	\$227,750	\$205,339	▲ 10.9%
Closed Sales	138	154	▼ -10.4%	126	▲ 9.5%	1,533	1,501	▲ 2.1%
New Listings	67	108	▼ -38.0%	66	▲ 1.5%	1,586	1,718	▼ -7.7%
Pending Sales	89	121	▼ -26.4%	64	▲ 39.1%	1,599	1,534	▲ 4.2%
Days on Market	37	26	▲ 42.3%	78	▼ -52.6%	35	45	▼ -22.2%
Price per Square Foot	\$117	\$118	▼ -0.8%	\$103	▲ 13.6%	\$115	\$107	▲ 7.5%
% of Ask Received	98.8%	97.8%	▲ 1.0%	98.0%	▲ 0.8%	98.7%	98.1%	▲ 0.6%
Active Inventory	88	110	▼ -20.0%	188	▼ -53.2%			
Absorption Rate	0.6	0.7	▼ -14.3%	1.5	▼ -60.0%			

Median Sales Price



Number of Closed Sales



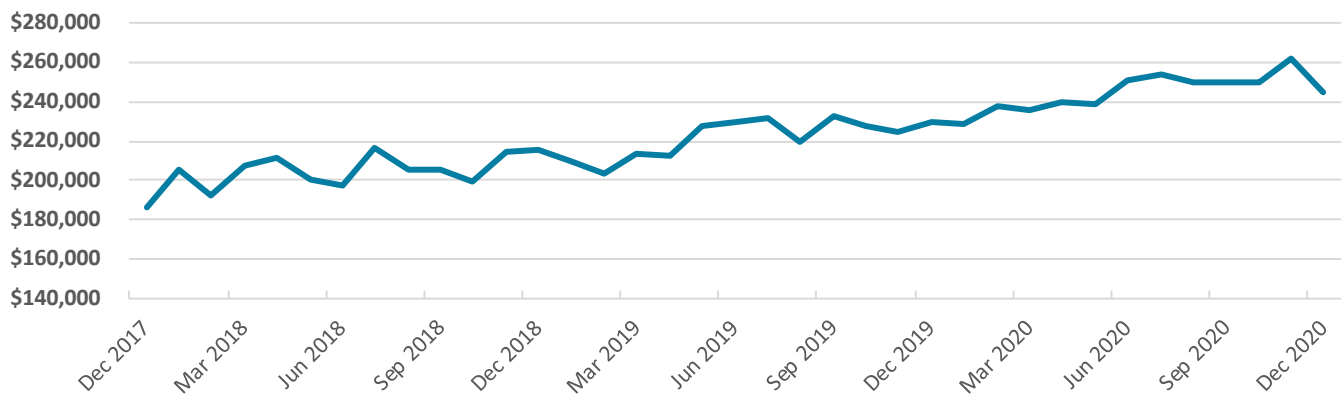
Hendricks County

Data for single family homes in Hendricks County.

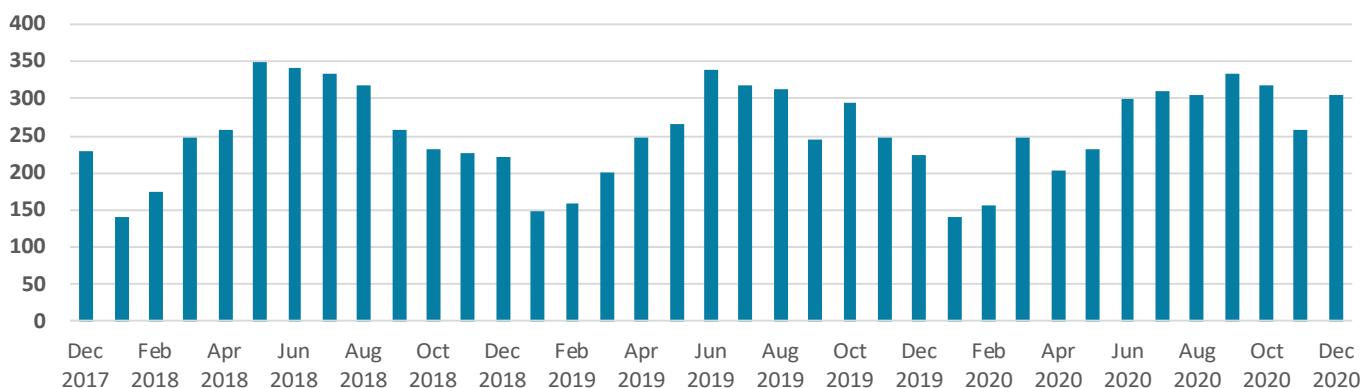


	Dec 2020	Nov 2020	MOM	Dec 2019	YOY	2020	2019	YTD
Median Sales Price	\$245,000	\$261,750	▼ -6.4%	\$229,900	▲ 6.6%	\$247,000	\$225,000	▲ 9.8%
Closed Sales	305	258	▲ 18.2%	225	▲ 35.6%	3,109	3,005	▲ 3.5%
New Listings	172	210	▼ -18.1%	117	▲ 47.0%	3,224	3,322	▼ -3.0%
Pending Sales	212	245	▼ -13.5%	150	▲ 41.3%	3,231	3,034	▲ 6.5%
Days on Market	22	29	▼ -24.1%	61	▼ -63.9%	31	37	▼ -16.2%
Price per Square Foot	\$125	\$125	▬ 0.0%	\$117	▲ 6.8%	\$122	\$115	▲ 6.1%
% of Ask Received	98.5%	99.5%	▼ -1.0%	97.7%	▲ 0.8%	99.1%	98.6%	▲ 0.5%
Active Inventory	125	159	▼ -21.4%	318	▼ -60.7%			
Absorption Rate	0.4	0.6	▼ -33.3%	1.4	▼ -71.4%			

Median Sales Price



Number of Closed Sales



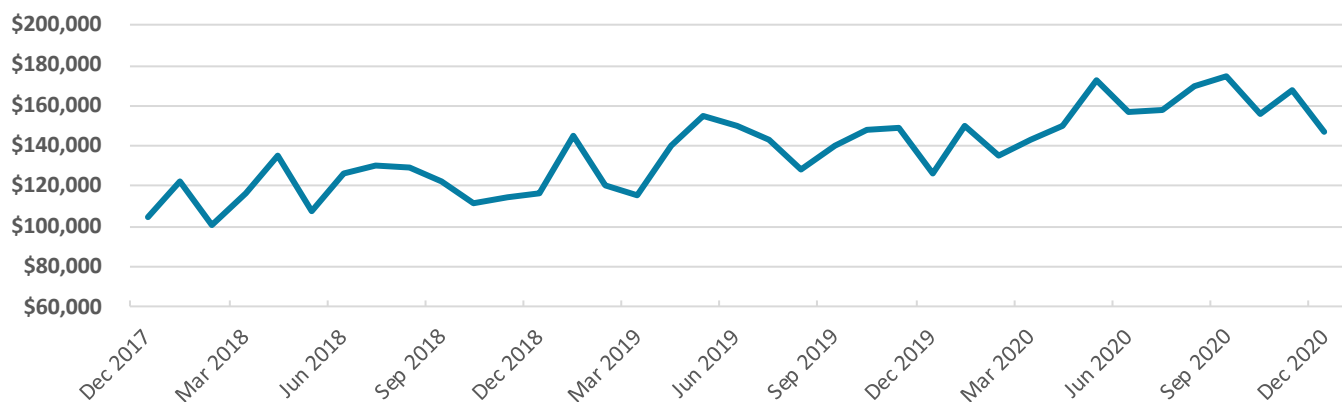
Jackson County

Data for single family homes in Jackson County.

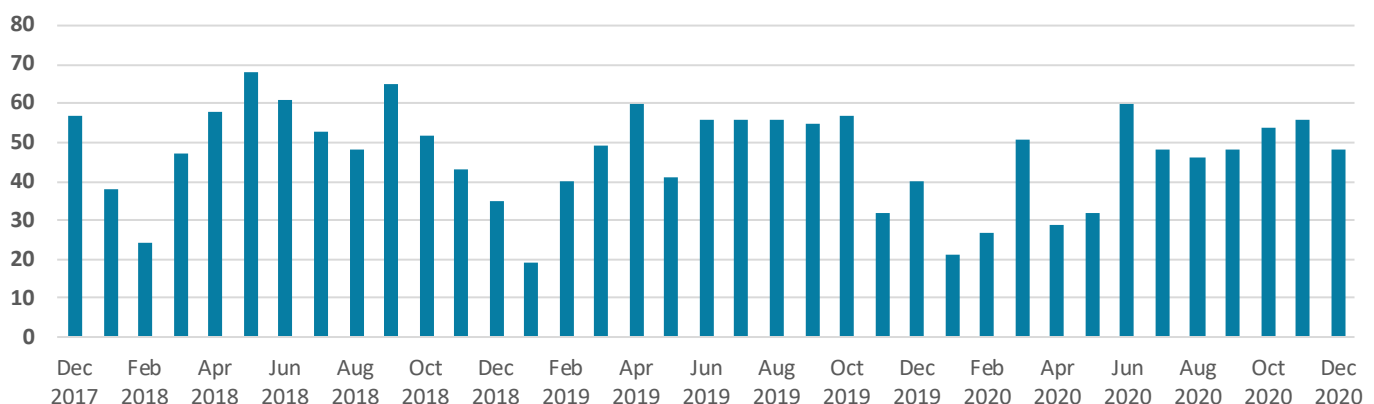


	Dec 2020	Nov 2020	MOM	Dec 2019	YOY	2020	2019	YTD
Median Sales Price	\$147,400	\$167,450	▼ -12.0%	\$126,500	▲ 16.5%	\$158,000	\$138,000	▲ 14.5%
Closed Sales	48	56	▼ -14.3%	40	▲ 20.0%	520	561	▼ -7.3%
New Listings	35	30	▲ 16.7%	12	▲ 191.7%	580	634	▼ -8.5%
Pending Sales	39	37	▲ 5.4%	18	▲ 116.7%	548	566	▼ -3.2%
Days on Market	47	22	▲ 113.6%	49	▼ -4.1%	42	45	▼ -6.7%
Price per Square Foot	\$103	\$115	▼ -10.4%	\$85	▲ 21.2%	\$106	\$90	▲ 17.8%
% of Ask Received	96.4%	97.0%	▼ -0.6%	97.4%	▼ -1.0%	97.6%	96.9%	▲ 0.7%
Active Inventory	40	55	▼ -27.3%	67	▼ -40.3%			
Absorption Rate	0.8	1.0	▼ -20.0%	1.7	▼ -52.9%			

Median Sales Price



Number of Closed Sales



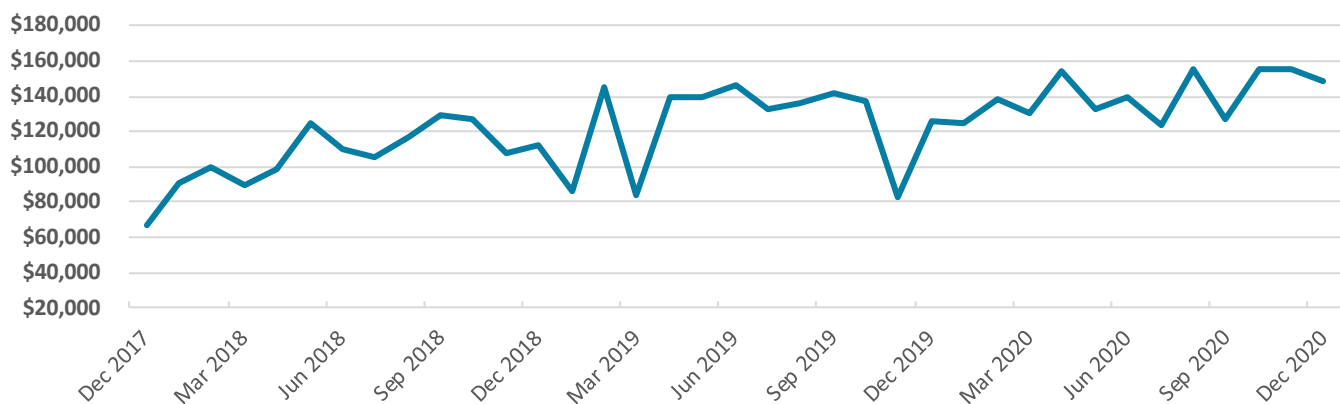
Jennings County

Data for single family homes in Jennings County.

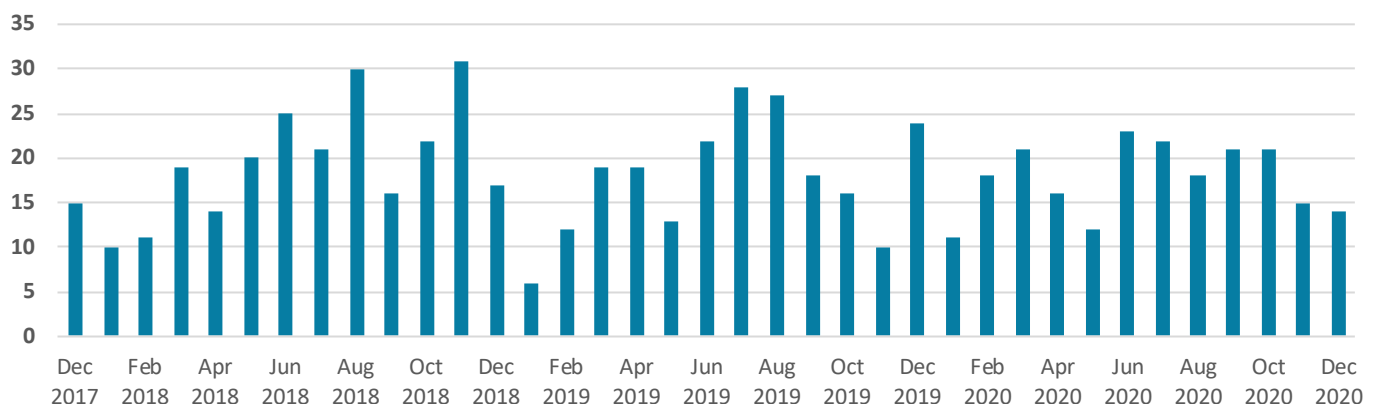


	Dec 2020	Nov 2020	MOM	Dec 2019	YOY	2020	2019	YTD
Median Sales Price	\$148,200	\$155,000	▼ -4.4%	\$126,000	▲ 17.6%	\$139,950	\$129,700	▲ 7.9%
Closed Sales	14	15	▼ -6.7%	24	▼ -41.7%	212	214	▼ -0.9%
New Listings	12	22	▼ -45.5%	13	▼ -7.7%	254	267	▼ -4.9%
Pending Sales	11	13	▼ -15.4%	14	▼ -21.4%	226	221	▲ 2.3%
Days on Market	28	39	▼ -28.2%	233	▼ -88.0%	35	58	▼ -39.7%
Price per Square Foot	\$104	\$102	▲ 2.0%	\$88	▲ 18.2%	\$99	\$89	▲ 11.2%
% of Ask Received	98.1%	98.5%	▼ -0.4%	94.5%	▲ 3.8%	96.6%	95.3%	▲ 1.4%
Active Inventory	31	29	▲ 6.9%	33	▼ -6.1%			
Absorption Rate	2.2	1.9	▲ 15.8%	1.4	▲ 57.1%			

Median Sales Price



Number of Closed Sales



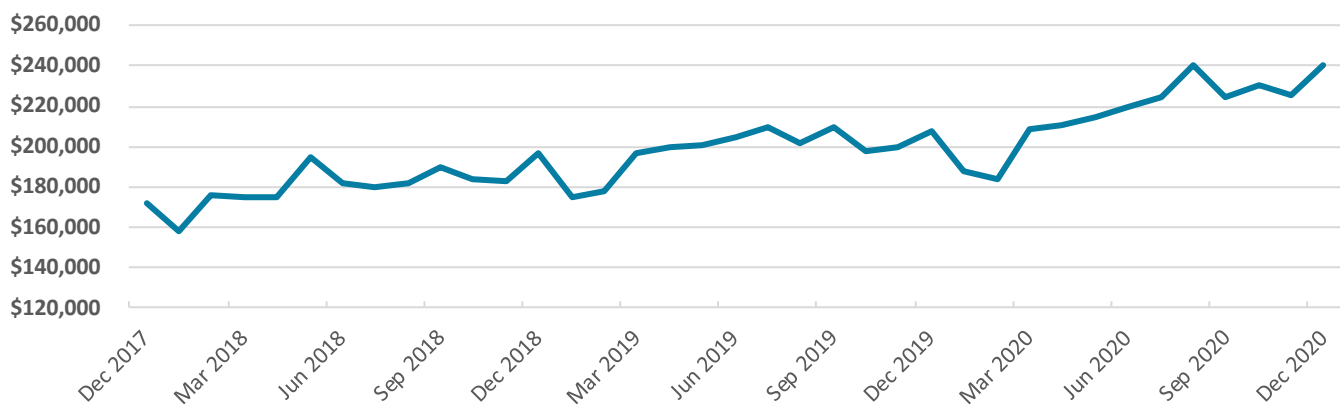
Johnson County

Data for single family homes in Johnson County.

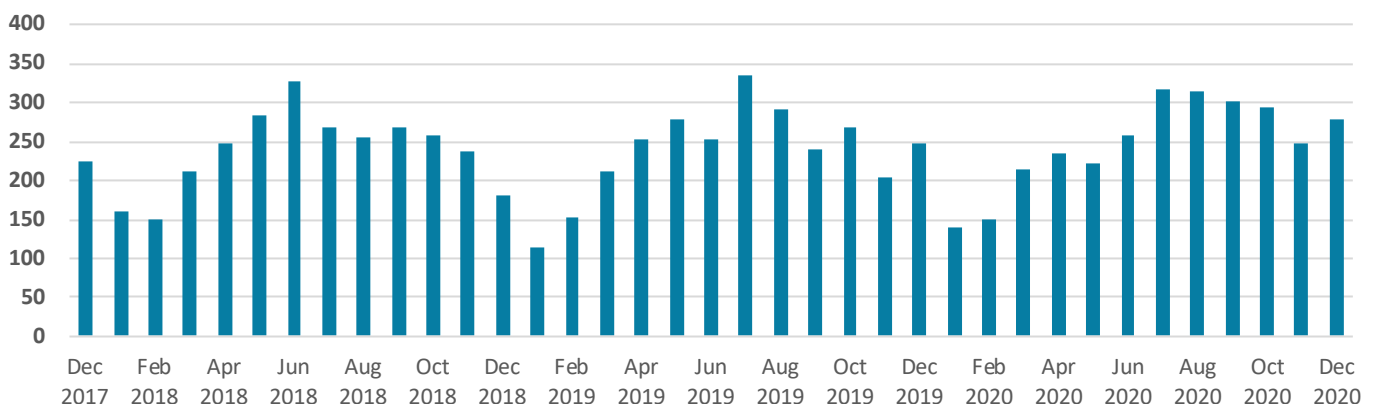


	Dec 2020	Nov 2020	MOM	Dec 2019	YOY	2020	2019	YTD
Median Sales Price	\$240,000	\$225,900	▲ 6.2%	\$207,763	▲ 15.5%	\$220,000	\$200,000	▲ 10.0%
Closed Sales	279	248	▲ 12.5%	247	▲ 13.0%	2,970	2,849	▲ 4.2%
New Listings	188	214	▼ -12.1%	126	▲ 49.2%	3,092	3,192	▼ -3.1%
Pending Sales	195	243	▼ -19.8%	140	▲ 39.3%	3,088	2,887	▲ 7.0%
Days on Market	22	27	▼ -18.5%	43	▼ -48.8%	30	39	▼ -23.1%
Price per Square Foot	\$134	\$127	▲ 5.5%	\$114	▲ 17.5%	\$126	\$115	▲ 9.6%
% of Ask Received	99.5%	98.8%	▲ 0.7%	98.0%	▲ 1.5%	99.0%	98.3%	▲ 0.7%
Active Inventory	124	142	▼ -12.7%	291	▼ -57.4%			
Absorption Rate	0.4	0.6	▼ -33.3%	1.2	▼ -66.7%			

Median Sales Price



Number of Closed Sales



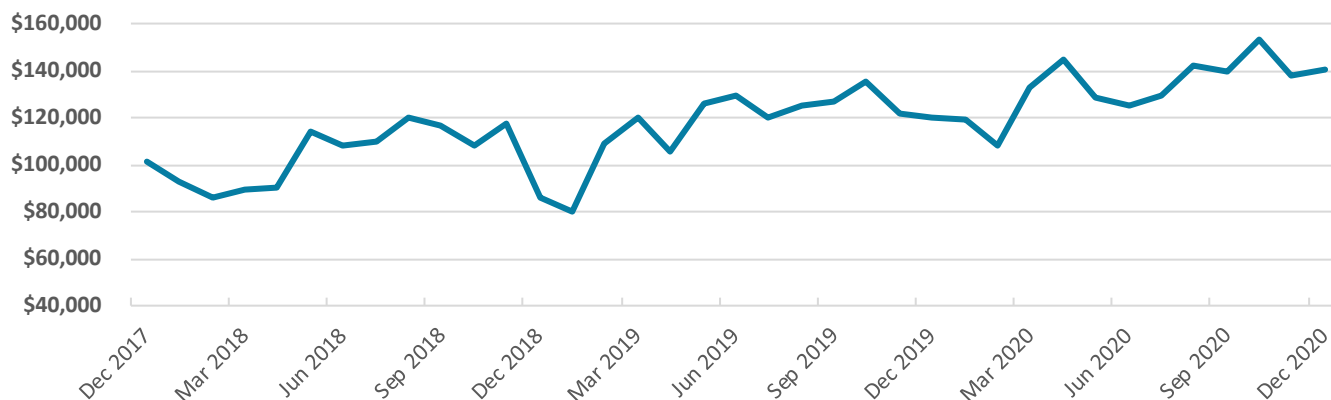
Madison County

Data for single family homes in Madison County.

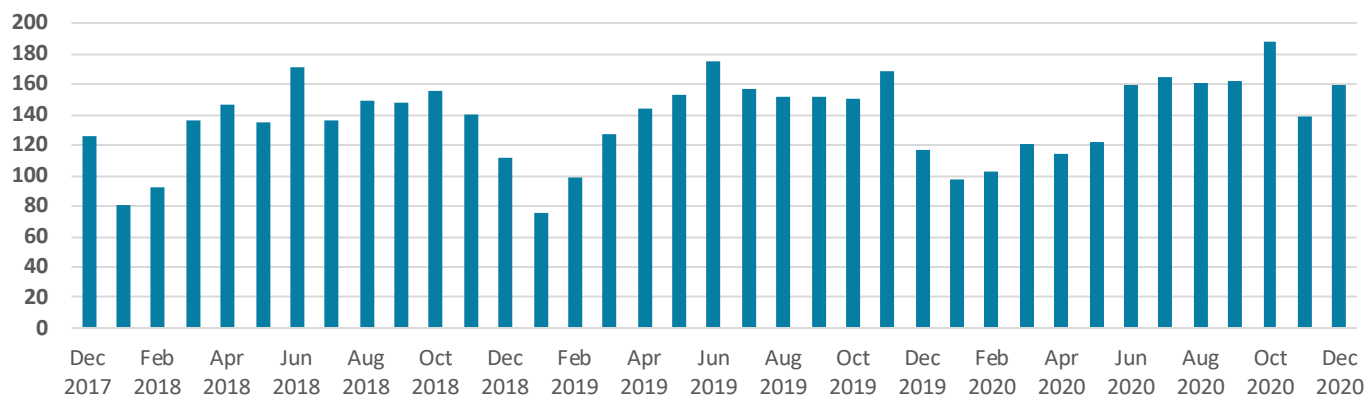


	Dec 2020	Nov 2020	MOM	Dec 2019	YOY	2020	2019	YTD
Median Sales Price	\$140,450	\$137,900	▲ 1.8%	\$120,000	▲ 17.0%	\$138,500	\$120,000	▲ 15.4%
Closed Sales	160	139	▲ 15.1%	117	▲ 36.8%	1,695	1,673	▲ 1.3%
New Listings	112	151	▼ -25.8%	90	▲ 24.4%	1,860	2,019	▼ -7.9%
Pending Sales	126	156	▼ -19.2%	101	▲ 24.8%	1,812	1,733	▲ 4.6%
Days on Market	34	30	▲ 13.3%	49	▼ -30.6%	38	48	▼ -20.8%
Price per Square Foot	\$92	\$90	▲ 2.2%	\$73	▲ 26.0%	\$86	\$74	▲ 16.2%
% of Ask Received	96.8%	96.8%	■ 0.0%	94.6%	▲ 2.3%	96.8%	96.1%	▲ 0.7%
Active Inventory	148	168	▼ -11.9%	268	▼ -44.8%			
Absorption Rate	0.9	1.2	▼ -25.0%	2.3	▼ -60.9%			

Median Sales Price



Number of Closed Sales



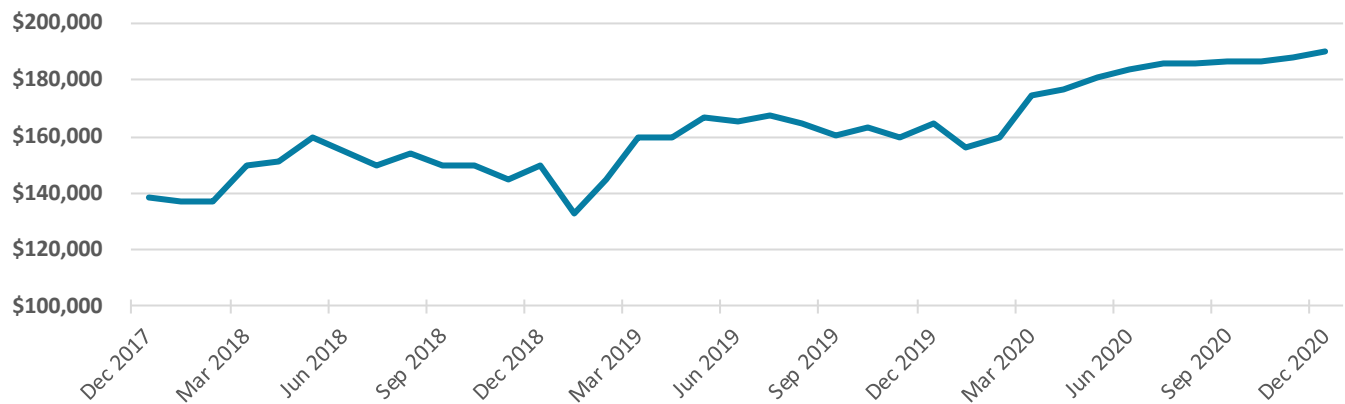
Marion County

Data for single family homes in Marion County.

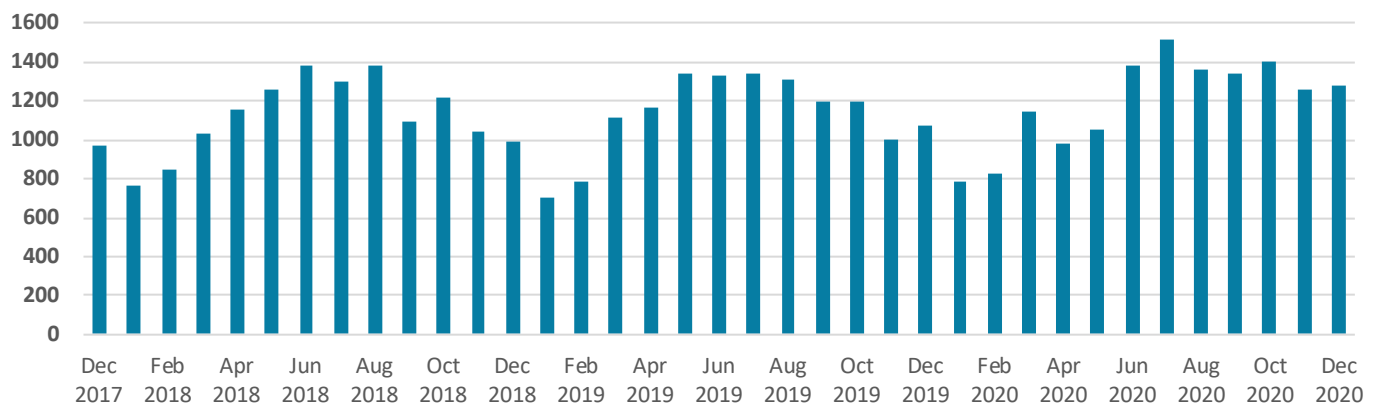


	Dec 2020	Nov 2020	MOM	Dec 2019	YOY	2020	2019	YTD
Median Sales Price	\$190,000	\$188,450	▲ 0.8%	\$165,000	▲ 15.2%	\$180,500	\$161,500	▲ 11.8%
Closed Sales	1,280	1,262	▲ 1.4%	1073	▲ 19.3%	14,349	13,551	▲ 5.9%
New Listings	853	1,162	▼ -26.6%	703	▲ 21.3%	15,987	16,173	▼ -1.2%
Pending Sales	1,038	1,193	▼ -13.0%	778	▲ 33.4%	15,112	13,912	▲ 8.6%
Days on Market	35	28	▲ 25.0%	51	▼ -31.4%	33	39	▼ -15.4%
Price per Square Foot	\$122	\$123	▼ -0.8%	\$108	▲ 13.0%	\$119	\$105	▲ 13.3%
% of Ask Received	98.4%	98.7%	▼ -0.3%	96.8%	▲ 1.7%	98.4%	97.4%	▲ 1.0%
Active Inventory	1,055	1,311	▼ -19.5%	1804	▼ -41.5%			
Absorption Rate	0.8	1.0	▼ -20.0%	1.7	▼ -52.9%			

Median Sales Price



Number of Closed Sales



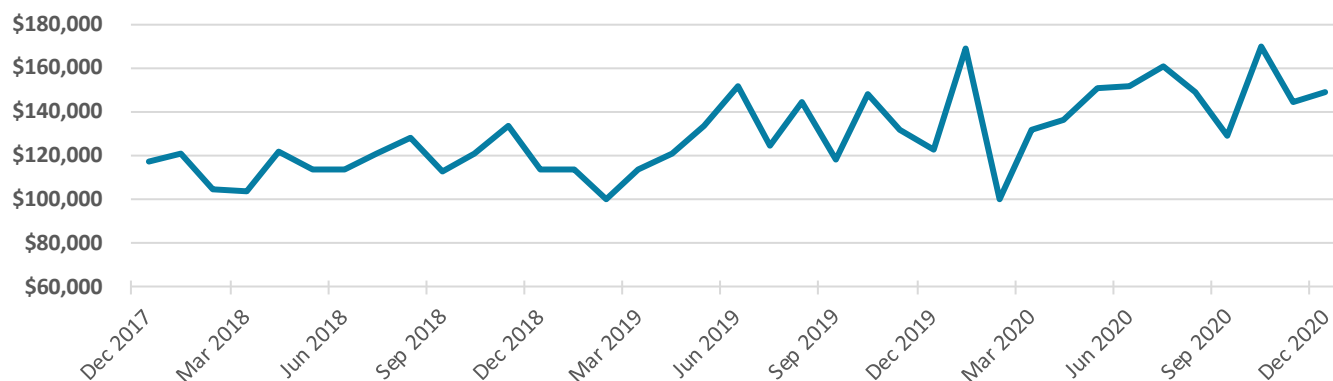
Montgomery County

Data for single family homes in Montgomery County.

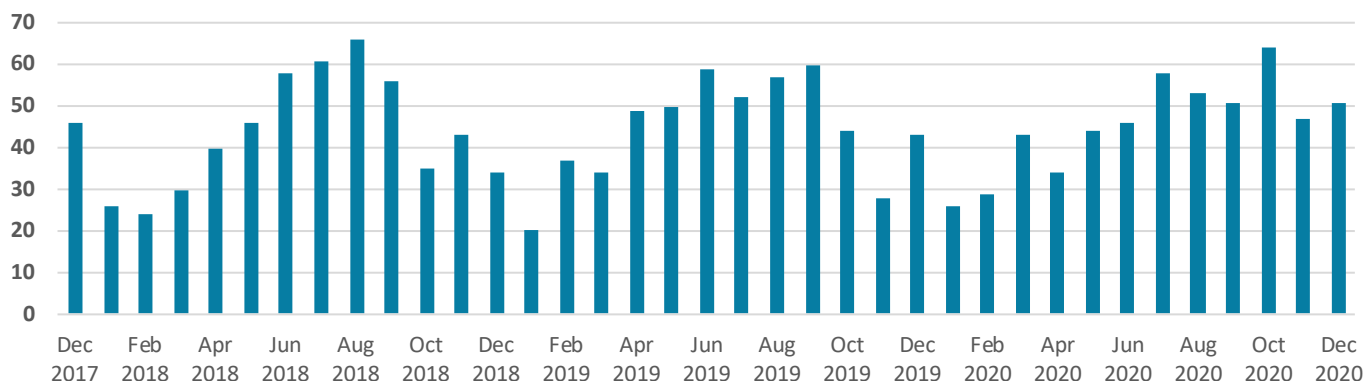


	Dec 2020	Nov 2020	MOM	Dec 2019	YOY	2020	2019	YTD
Median Sales Price	\$149,000	\$145,000	▲ 2.8%	\$123,000	▲ 21.1%	\$145,000	\$129,900	▲ 11.6%
Closed Sales	51	47	▲ 8.5%	43	▲ 18.6%	546	533	▲ 2.4%
New Listings	29	36	▼ -19.4%	25	▲ 16.0%	579	635	▼ -8.8%
Pending Sales	34	40	▼ -15.0%	26	▲ 30.8%	578	537	▲ 7.6%
Days on Market	23	27	▼ -14.8%	102	▼ -77.5%	41	52	▼ -21.2%
Price per Square Foot	\$100	\$98	▲ 2.0%	\$84	▲ 19.0%	\$97	\$88	▲ 10.2%
% of Ask Received	96.3%	96.6%	▼ -0.3%	93.7%	▲ 2.8%	97.3%	96.4%	▲ 0.9%
Active Inventory	42	45	▼ -6.7%	95	▼ -55.8%			
Absorption Rate	0.8	1.0	▼ -20.0%	2.2	▼ -63.6%			

Median Sales Price



Number of Closed Sales



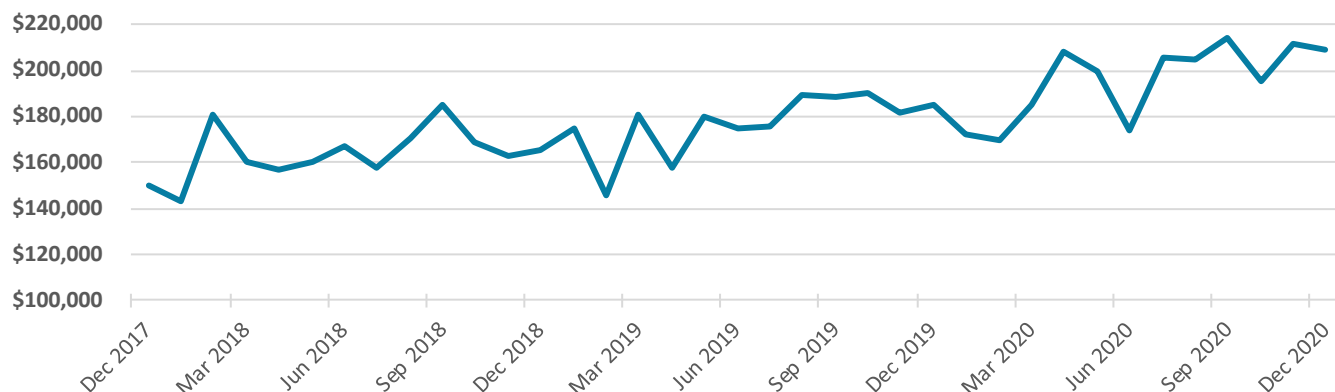
Morgan County

Data for single family homes in Morgan County.

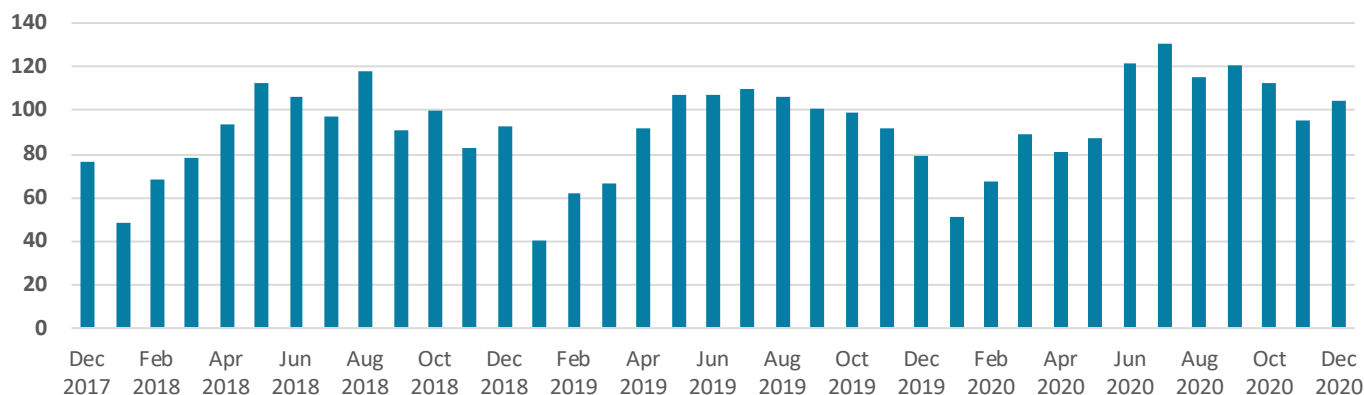


	Dec 2020	Nov 2020	MOM	Dec 2019	YOY	2020	2019	YTD
Median Sales Price	\$208,988	\$212,000	▼ -1.4%	\$185,000	▲ 13.0%	\$197,500	\$178,000	▲ 11.0%
Closed Sales	104	95	▲ 9.5%	79	▲ 31.6%	1,176	1,061	▲ 10.8%
New Listings	63	70	▼ -10.0%	55	▲ 14.5%	1,237	1,295	▼ -4.5%
Pending Sales	78	84	▼ -7.1%	54	▲ 44.4%	1,227	1,091	▲ 12.5%
Days on Market	34	27	▲ 25.9%	51	▼ -33.3%	36	48	▼ -25.0%
Price per Square Foot	\$125	\$128	▼ -2.3%	\$114	▲ 9.6%	\$123	\$111	▲ 10.8%
% of Ask Received	98.7%	99.4%	▼ -0.7%	97.4%	▲ 1.3%	98.5%	97.8%	▲ 0.7%
Active Inventory	78	91	▼ -14.3%	173	▼ -54.9%			
Absorption Rate	0.8	1.0	▼ -20.0%	2.2	▼ -63.6%			

Median Sales Price



Number of Closed Sales



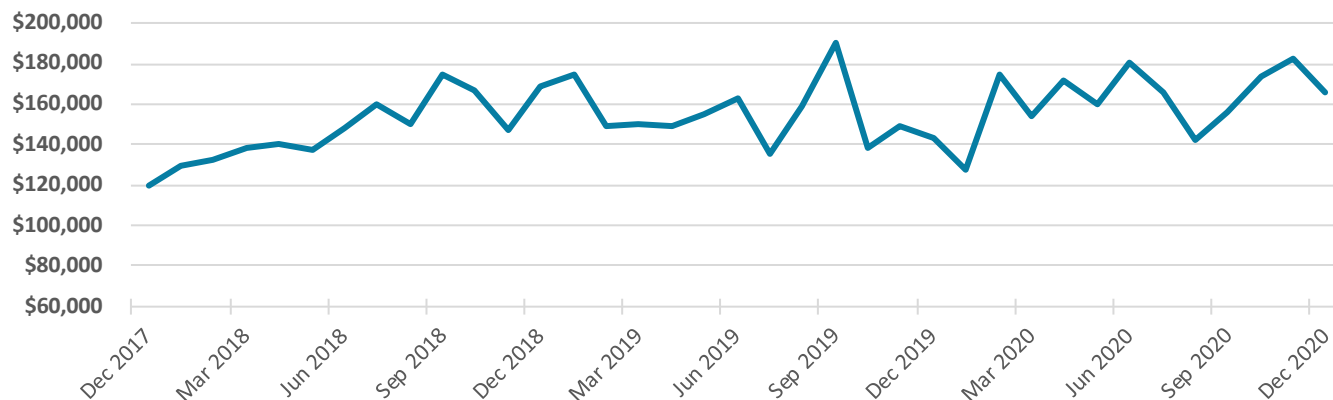
Putnam County

Data for single family homes in Putnam County.

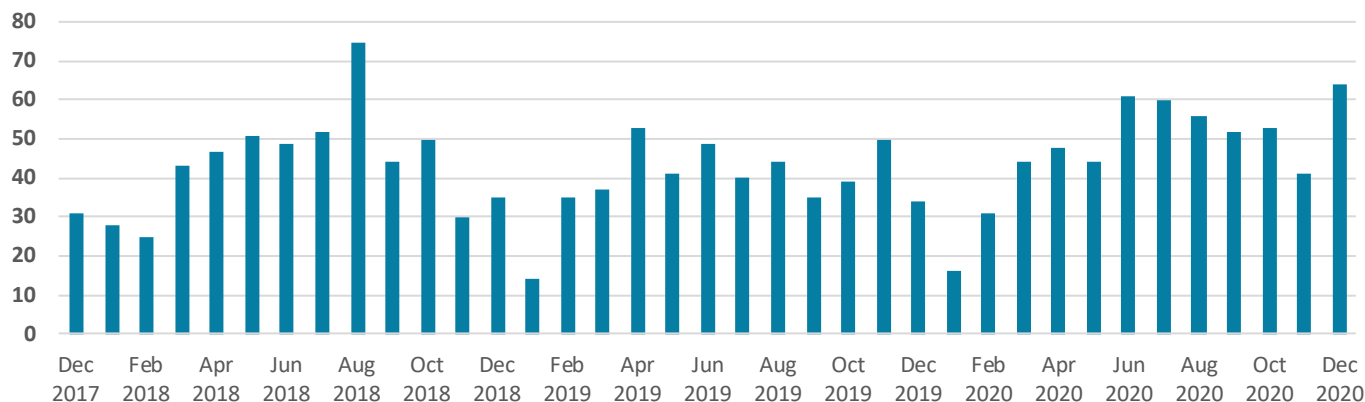


	Dec 2020	Nov 2020	MOM	Dec 2019	YOY	2020	2019	YTD
Median Sales Price	\$165,600	\$182,500	▼ -9.3%	\$143,500	▲ 15.4%	\$168,150	\$153,000	▲ 9.9%
Closed Sales	64	41	▲ 56.1%	34	▲ 88.2%	570	471	▲ 21.0%
New Listings	35	50	▼ -30.0%	29	▲ 20.7%	624	564	▲ 10.6%
Pending Sales	36	44	▼ -18.2%	21	▲ 71.4%	599	473	▲ 26.6%
Days on Market	25	27	▼ -7.4%	70	▼ -64.3%	48	55	▼ -12.7%
Price per Square Foot	\$112	\$114	▼ -1.8%	\$106	▲ 5.7%	\$112	\$105	▲ 6.7%
% of Ask Received	97.3%	97.0%	▲ 0.3%	95.8%	▲ 1.6%	97.4%	96.9%	▲ 0.5%
Active Inventory	51	54	▼ -5.6%	97	▼ -47.4%			
Absorption Rate	0.8	1.3	▼ -38.5%	2.9	▼ -72.4%			

Median Sales Price



Number of Closed Sales



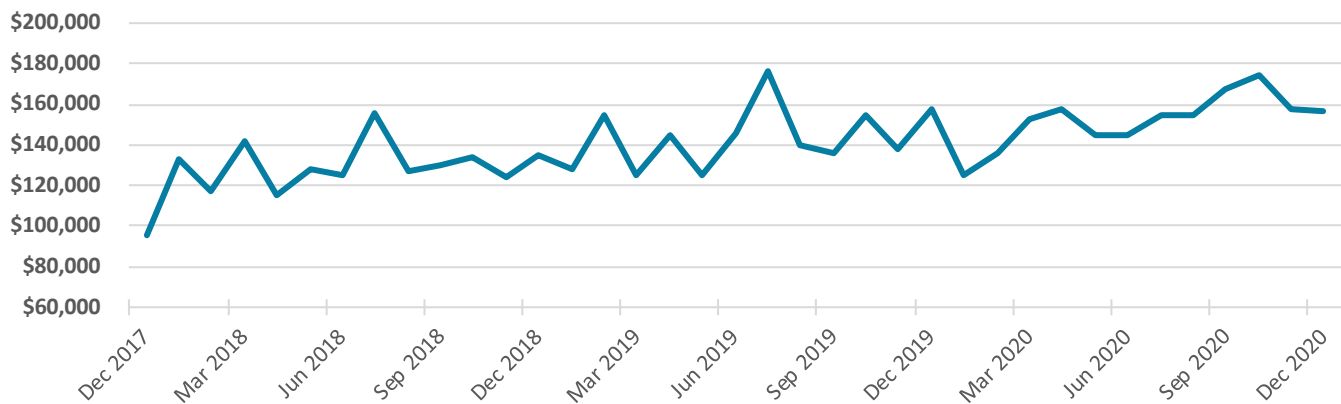
Shelby County

Data for single family homes in Shelby County.

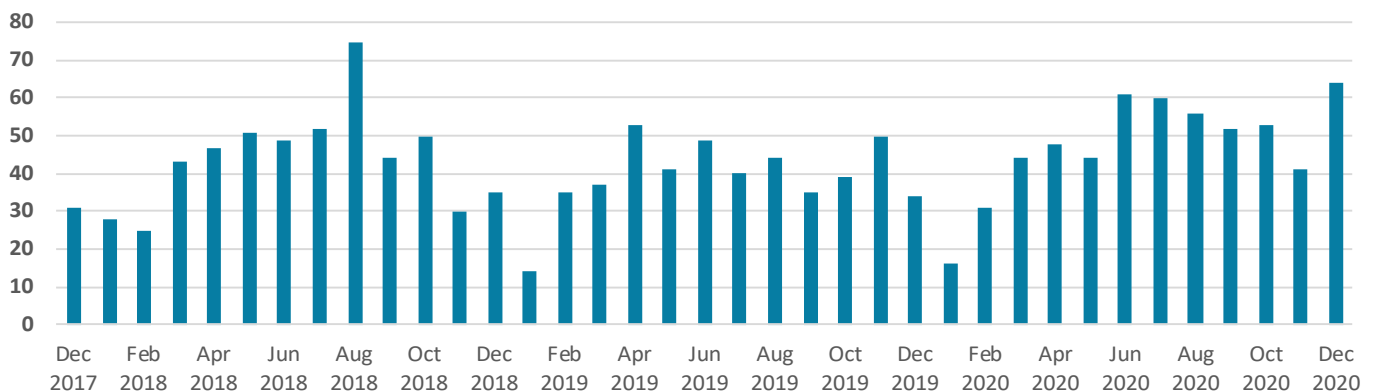


	Dec 2020	Nov 2020	MOM	Dec 2019	YOY	2020	2019	YTD
Median Sales Price	\$157,000	\$157,500	▼ -0.3%	\$157,950	▼ -0.6%	\$152,000	\$140,000	▲ 8.6%
Closed Sales	49	63	▼ -22.2%	32	▲ 53.1%	557	522	▲ 6.7%
New Listings	18	43	▼ -58.1%	20	▼ -10.0%	611	590	▲ 3.6%
Pending Sales	30	52	▼ -42.3%	24	▲ 25.0%	586	520	▲ 12.7%
Days on Market	38	30	▲ 26.7%	69	▼ -44.9%	33	47	▼ -29.8%
Price per Square Foot	\$103	\$98	▲ 5.1%	\$103	■ 0.0%	\$100	\$91	▲ 9.9%
% of Ask Received	94.4%	95.2%	▼ -0.8%	94.4%	■ 0.0%	96.8%	96.4%	▲ 0.4%
Active Inventory	42	56	▼ -25.0%	69	▼ -39.1%			
Absorption Rate	0.9	0.9	■ 0.0%	2.2	▼ -59.1%			

Median Sales Price



Number of Closed Sales



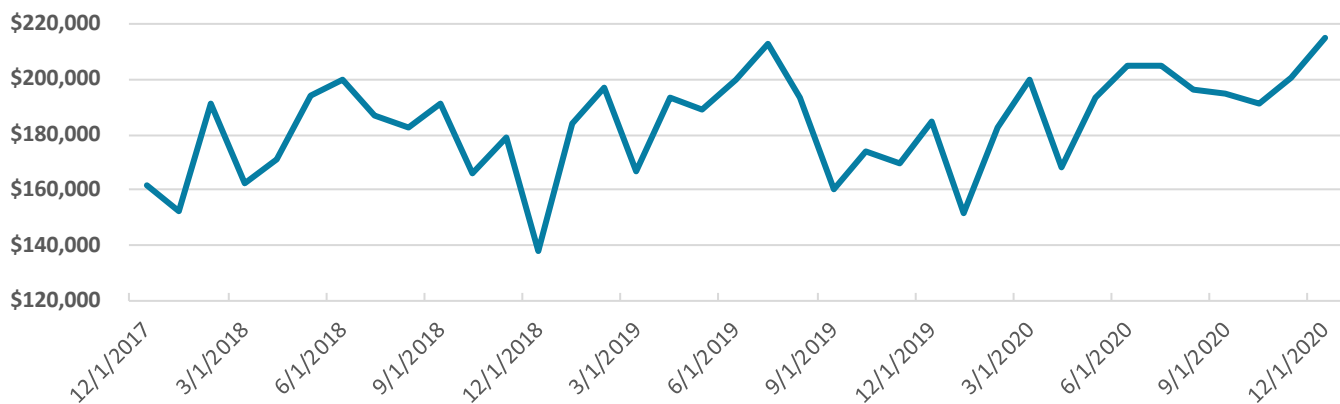
Condominiums

Data for Condominiums across all MIBOR Counties.



	Dec 2020	Nov 2020	MOM	Dec 2019	YOY	2020	2019	YTD
Median Sales Price	\$170,000	\$177,000	▼ -4.0%	\$172,500	▼ -1.4%	\$172,000	\$160,000	▲ 7.5%
Closed Sales	251	251	▬ 0.0%	199	▲ 26.1%	2,878	2,761	▲ 4.2%
New Listings	163	198	▼ -17.7%	139	▲ 17.3%	3,226	3,092	▲ 4.3%
Pending Sales	181	222	▼ -18.5%	152	▲ 19.1%	2,955	2,806	▲ 5.3%
Days on Market	41	28	▲ 46.4%	46	▼ -10.9%	35	40	▼ -12.5%
Price per Square Foot	\$125	\$125	▬ 0.0%	\$128	▼ -2.3%	\$123	\$117	▲ 5.1%
% of Ask Received	98.2%	98.4%	▼ -0.2%	98.1%	▲ 0.1%	98.1%	97.8%	▲ 0.3%
Active Inventory	289	350	▼ -17.4%	338	▼ -14.5%			
Absorption Rate	1.2	1.4	▼ -14.3%	1.7	▼ -29.4%			

Median Sales Price



Number of Closed Sales

