

MARKET INSIGHTS REPORT

MARCH 2021



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 March 2021 data, this is what our experts are saying:

“In March we saw pending sales increase 12.6% compared to last year at this time, setting the stage for strong spring market,” said Shelley Specchio, MIBOR CEO. “Over the next several months we are likely to see large year-over-year increases in sales numbers compared to April and May of 2020, the early months of the pandemic when activity collapsed. Nevertheless, buyers are still showing up, making this a great time for sellers to talk to their REALTOR®.”

Dr. Elliot Eisenberg, an internationally acclaimed economist and public speaker says, “Despite early predictions of a grim first quarter, economic forecasts continuously improved and 21Q1 GDP growth is likely to exceed 5%. This builds on the most recent upward revision to 20Q4 which put overall 2020 GDP growth at -3.5%. At this point, with the combination of the \$1.9 trillion American Rescue Plan, improving vaccination rates, substantial pent-up demand, and a large amount of forced savings from last year, there is no real reason to expect anything less than absolutely stellar growth in Q2 and Q3 2021, perhaps as high as 8.5%. By 21Q4, we will likely see slower growth and begin to see a return to trend growth.”

Year over Year data for March:

- Median sales price increased 8.4 percent to \$226,500
- Average days on market decreased 41.0 percent to 23
- Current active listings decreased 61.6 percent to 1,562

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MARKET SUMMARY



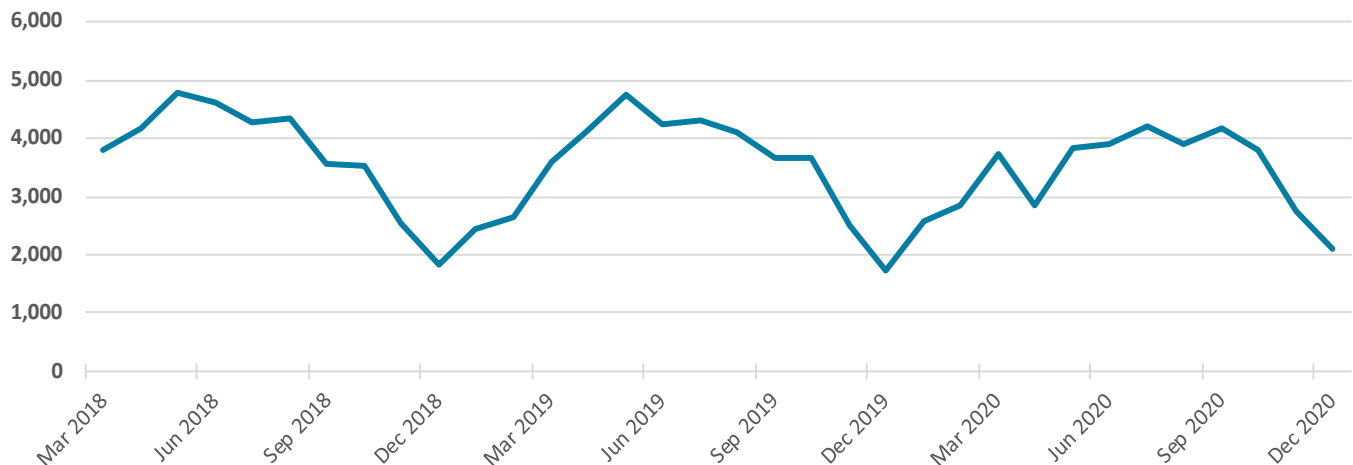
INCLUDES DATA FROM THE FOLLOWING COUNTIES FOR SINGLE FAMILY HOMES: BARTHOLOMEW, BOONE, BROWN, DECATUR, HAMILTON, HANCOCK, HENDRICKS, JACKSON, JENNINGS, JOHNSON, MADISON, MARION, MONTGOMERY, MORGAN, PUTNAM, SHELBY.

	Mar 2021	Feb 2021	MOM	Mar 2020	YOY	2021	2020	YTD
Median Sales Price	\$226,500	\$223,000	▲ 1.6%	\$208,865	▲ 8.4%	\$222,000	\$195,000	▲ 13.8%
Closed Sales	2,775	2,280	▲ 21.7%	2,989	▼ -7.2%	7,133	6,959	▲ 2.5%
New Listings	3,351	2,204	▲ 52.0%	3,717	▼ -9.8%	7,956	9,175	▼ -13.3%
Pending Sales	3,509	2,470	▲ 42.1%	3,116	▲ 12.6%	8,729	8,696	▲ 0.4%
Days on Market	23	31	▼ -25.8%	39	▼ -41.0%	30	54	▼ -44.4%
Price per Square Foot	\$133	\$130	▲ 2.3%	\$118	▲ 12.7%	\$130	\$114	▲ 14.0%
% of Ask Received	99.7%	98.8%	▲ 0.9%	97.9%	▲ 1.8%	99.0%	97.4%	▲ 1.6%
Active Inventory	1,562	1,585	▼ -1.5%	4,063	▼ -61.6%			
Absorption Rate	0.6	0.7	▼ -14.3%	1.4	▼ -57.1%			

New Listings

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

March 2021	Month over Month Change	Year over Year Change	Year to Date Change
3,351	▲ 52.0%	▼ -9.8%	▼ -13.3%

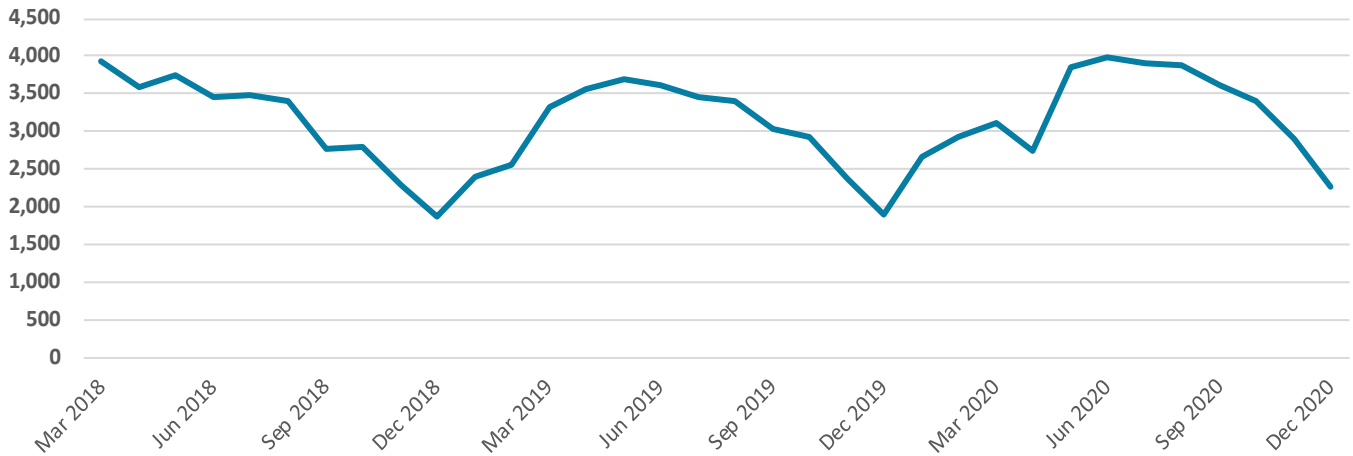


Pending Sales

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



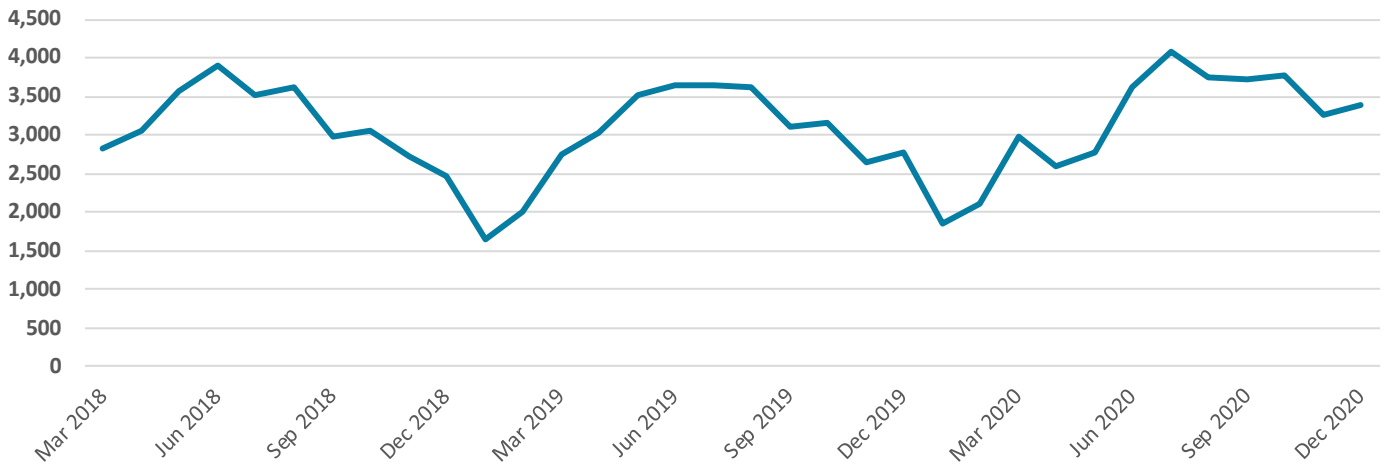
March 2021	Month over Month Change	Year over Year Change	Year to Date Change
3,509	▲ 42.1%	▲ 12.6%	▲ 0.4%



Closed Sales

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

March 2021	Month over Month Change	Year over Year Change	Year to Date Change
2,775	▲ 21.7%	▼ -7.2%	▲ 2.5%

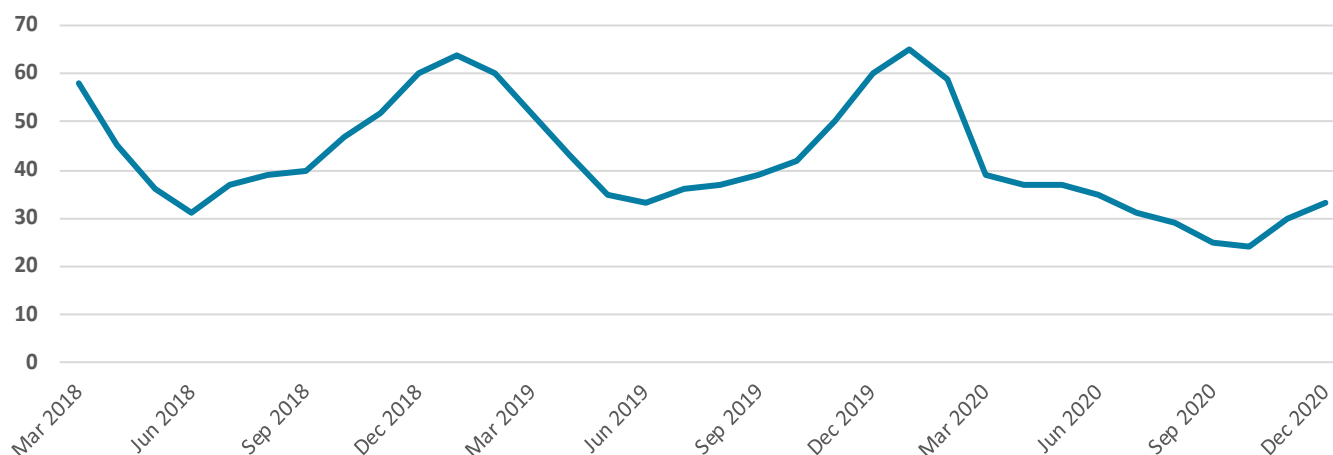


Cumulative Days on Market

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



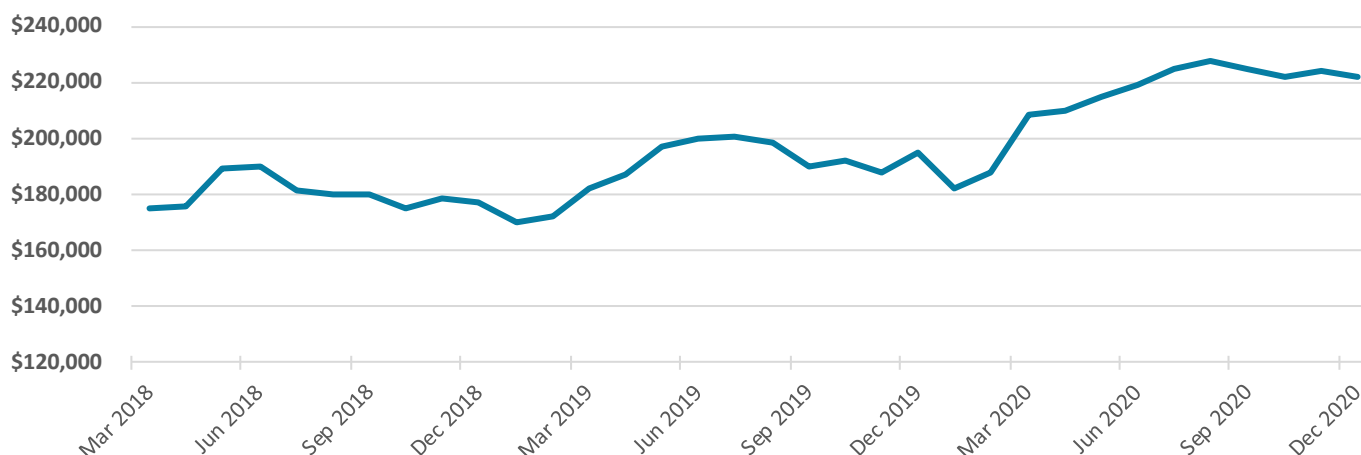
March 2021	Month over Month Change	Year over Year Change	Year to Date Change
23	▼ -25.8%	▼ -41.0%	▼ -44.4%



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.

March 2021	Month over Month Change	Year over Year Change	Year to Date Change
\$226,500	▲ 1.6%	▲ 8.4%	▲ 13.8%

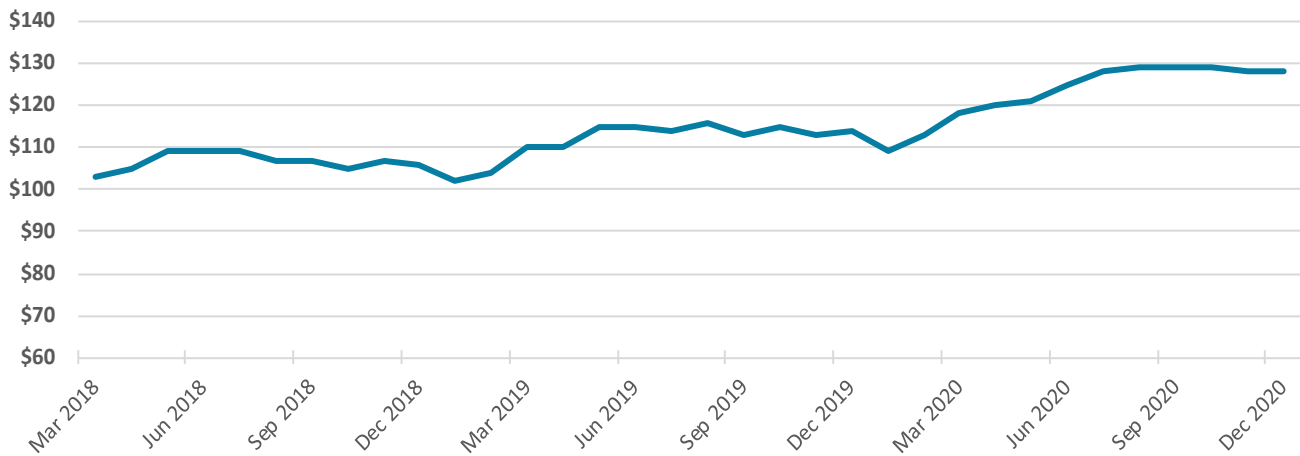


Sold Price per Square Foot

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



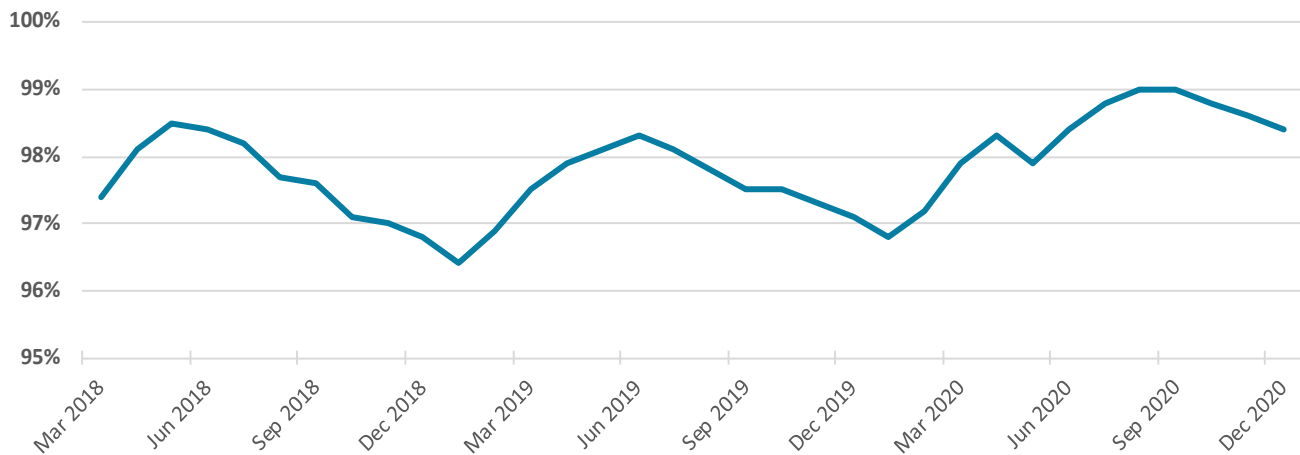
March 2021	Month over Month Change	Year over Year Change	Year to Date Change
\$133	2.3%	12.7%	14.0%



Percent of Ask Price Received

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

March 2021	Month over Month Change	Year over Year Change	Year to Date Change
99.7%	0.9%	1.8%	1.6%

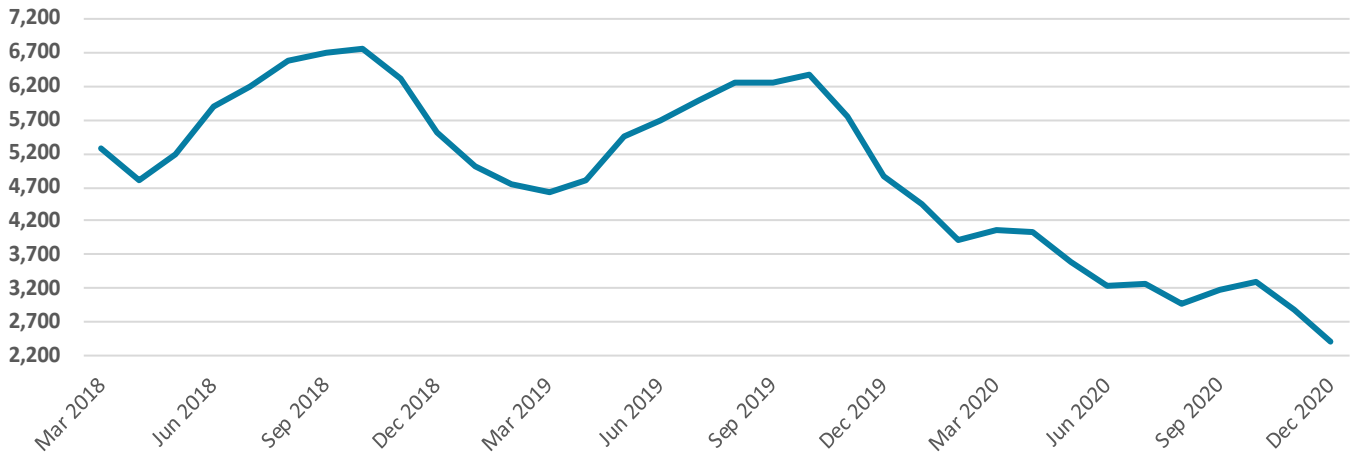


Active Inventory

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.



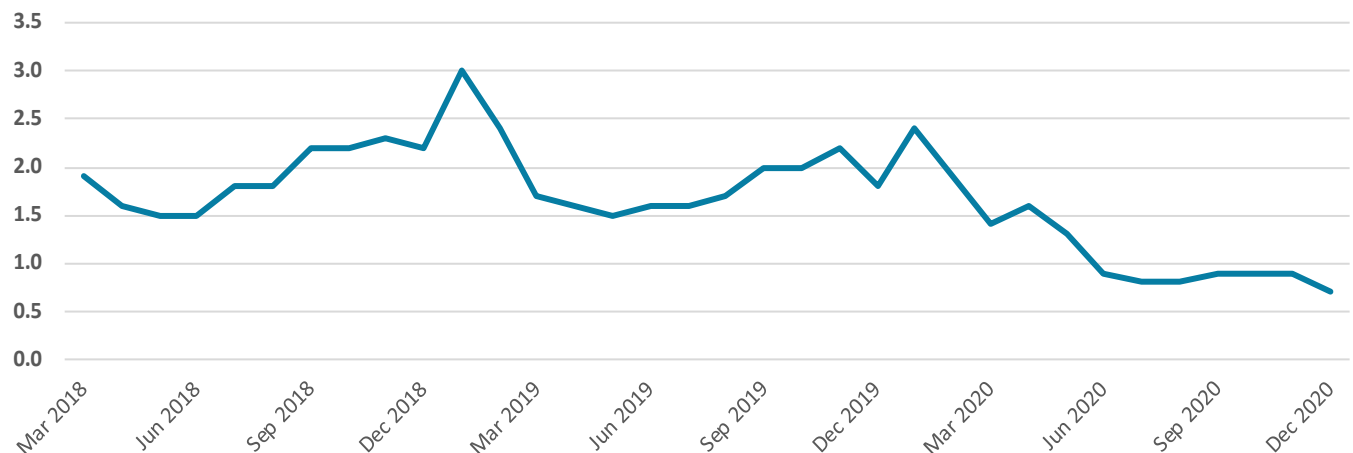
March 2021	Month over Month Change	Year over Year Change
1,562	▼ -1.5%	▼ -61.6%



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.

March 2021	Month over Month Change	Year over Year Change
0.6	▼ -14.3%	▼ -57.1%



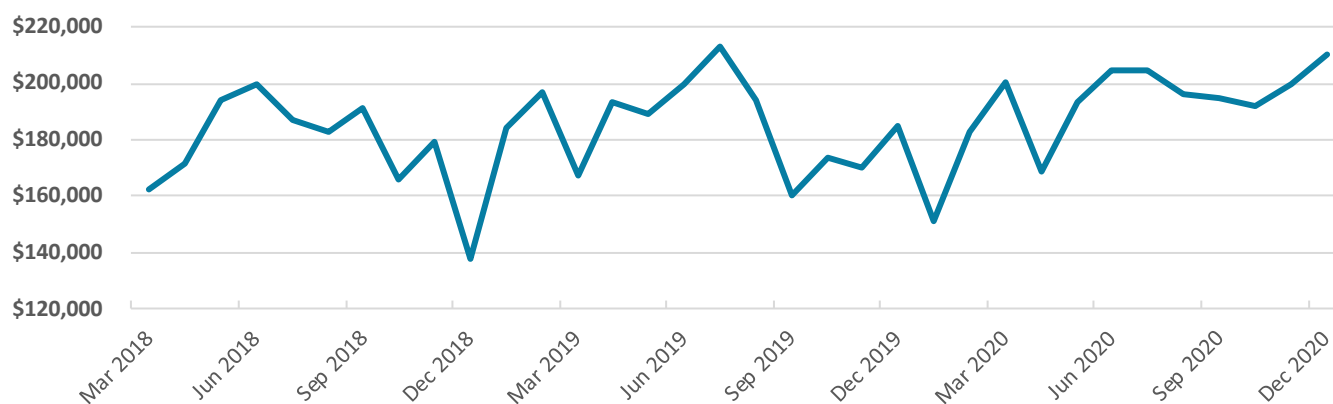
Bartholomew County

Data for single family homes in Bartholomew County.

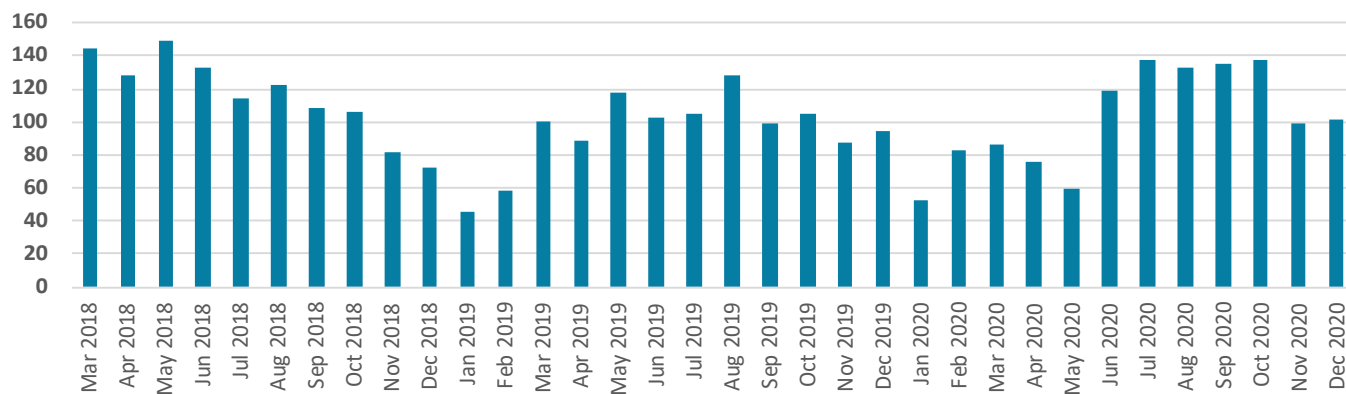


	Mar 2021	Feb 2021	MOM	Mar 2020	YOY	2021	2020	YTD
Median Sales Price	\$230,000	\$189,900	▲ 21.1%	\$200,289	▲ 14.8%	\$210,000	\$183,900	▲ 14.2%
Closed Sales	81	83	▼ -2.4%	86	▼ -5.8%	231	221	▲ 4.5%
New Listings	118	73	▲ 61.6%	113	▲ 4.4%	262	306	▼ -14.4%
Pending Sales	120	66	▲ 81.8%	90	▲ 33.3%	280	267	▲ 4.9%
Days on Market	16	32	▼ -50.0%	49	▼ -67.3%	26	49	▼ -46.9%
Price per Square Foot	\$132	\$129	▲ 2.3%	\$134	▼ -1.5%	\$132	\$121	▲ 9.1%
% of Ask Received	99.3%	97.4%	▲ 2.0%	97.7%	▲ 1.6%	98.2%	96.4%	▲ 1.9%
Active Inventory	52	50	▲ 4.0%	143	▼ -63.6%			
Absorption Rate	0.6	0.6	■ 0.0%	1.7	▼ -64.7%			

Median Sales Price



Number of Closed Sales



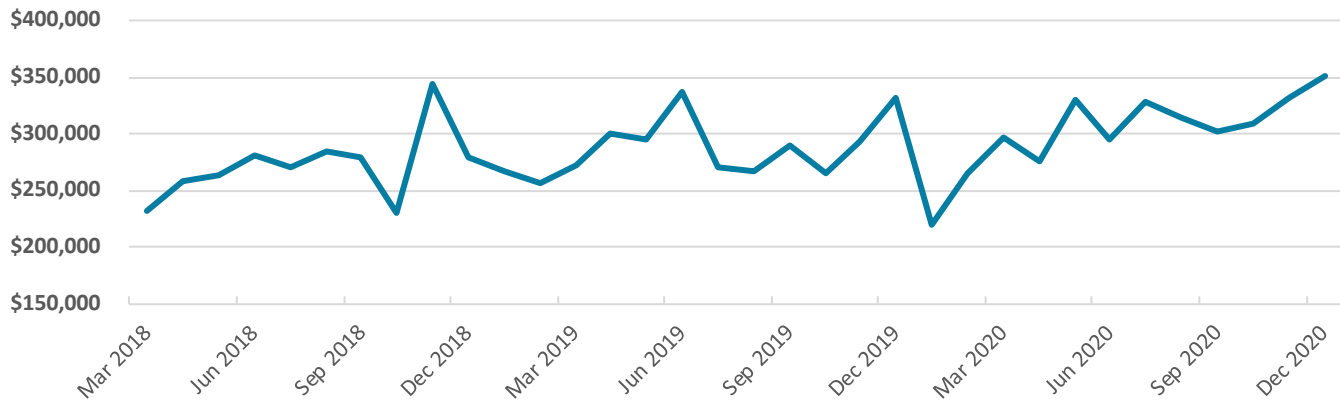
Boone County

Data for single family homes in Boone County.

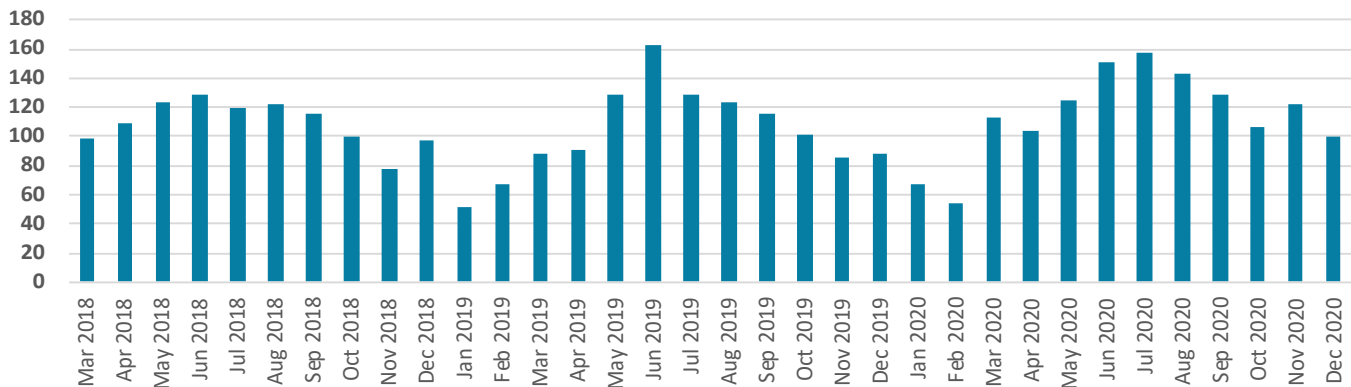


	Mar 2021	Feb 2021	MOM	Mar 2020	YOY	2021	2020	YTD
Median Sales Price	\$306,000	\$348,845	▼ -12.3%	\$296,000	▲ 3.4%	\$315,000	\$265,000	▲ 18.9%
Closed Sales	103	77	▲ 33.8%	113	▼ -8.8%	248	234	▲ 6.0%
New Listings	113	78	▲ 44.9%	141	▼ -19.9%	266	342	▼ -22.2%
Pending Sales	110	88	▲ 25.0%	130	▼ -15.4%	282	328	▼ -14.0%
Days on Market	13	28	▼ -53.6%	51	▼ -74.5%	28	70	▼ -60.0%
Price per Square Foot	\$155	\$156	▼ -0.6%	\$135	▲ 14.8%	\$153	\$134	▲ 14.2%
% of Ask Received	99.4%	98.5%	▲ 0.9%	98.2%	▲ 1.2%	98.7%	97.3%	▲ 1.4%
Active Inventory	56	50	▲ 12.0%	170	▼ -67.1%			
Absorption Rate	0.5	0.6	▼ -16.7%	1.5	▼ -66.7%			

Median Sales Price



Number of Closed Sales



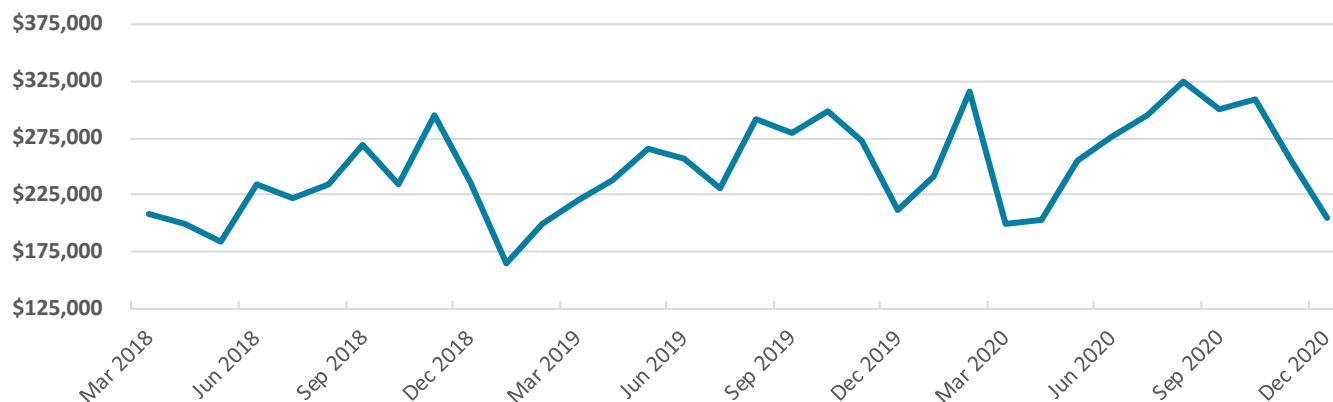
Brown County

Data for single family homes in Brown County.

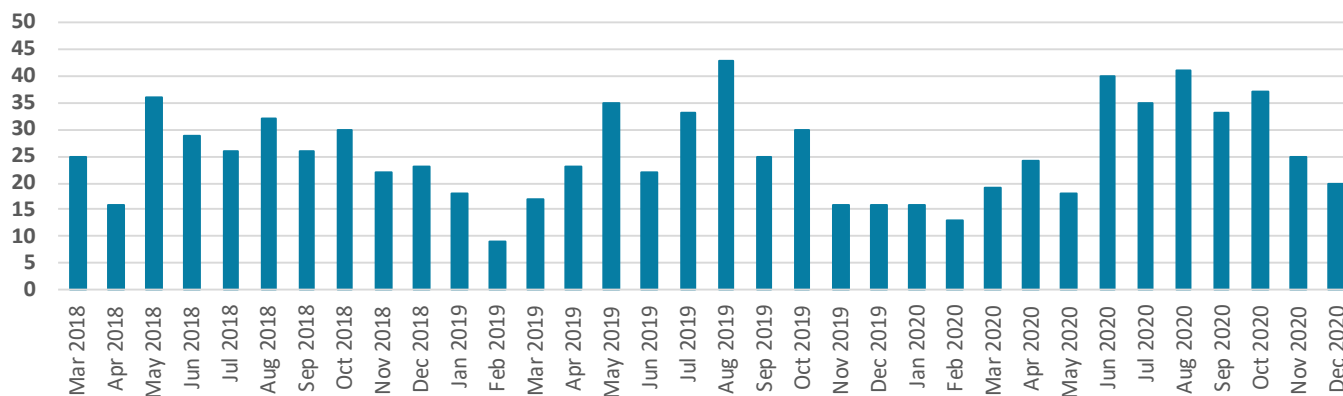


	Mar 2021	Feb 2021	MOM	Mar 2020	YOY	2021	2020	YTD
Median Sales Price	\$206,000	\$248,000	▼ -16.9%	\$199,933	▲ 3.0%	\$241,000	\$233,700	▲ 3.1%
Closed Sales	28	13	▲ 115.4%	19	▲ 47.4%	51	48	▲ 6.3%
New Listings	23	23	▬ 0.0%	29	▼ -20.7%	65	89	▼ -27.0%
Pending Sales	26	16	▲ 62.5%	24	▲ 8.3%	65	68	▼ -4.4%
Days on Market	80	67	▲ 19.4%	75	▲ 6.7%	66	79	▼ -16.5%
Price per Square Foot	\$203	\$170	▲ 19.4%	\$153	▲ 32.7%	\$194	\$179	▲ 8.4%
% of Ask Received	99.1%	97.0%	▲ 2.2%	96.2%	▲ 3.0%	97.7%	95.3%	▲ 2.5%
Active Inventory	25	24	▲ 4.2%	78	▼ -67.9%			
Absorption Rate	0.9	1.8	▼ -50.0%	4.1	▼ -78.0%			

Median Sales Price



Number of Closed Sales



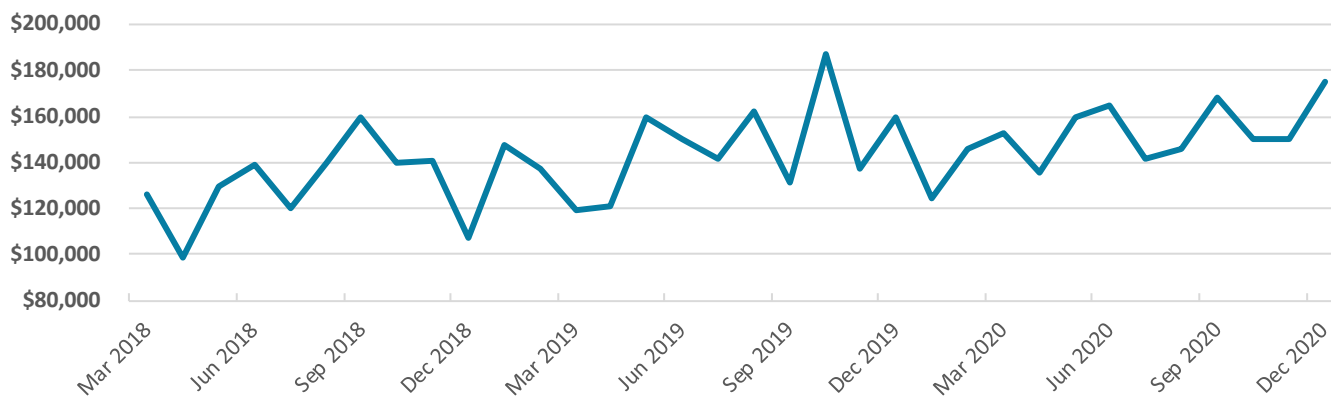
Decatur County

Data for single family homes in Decatur County.

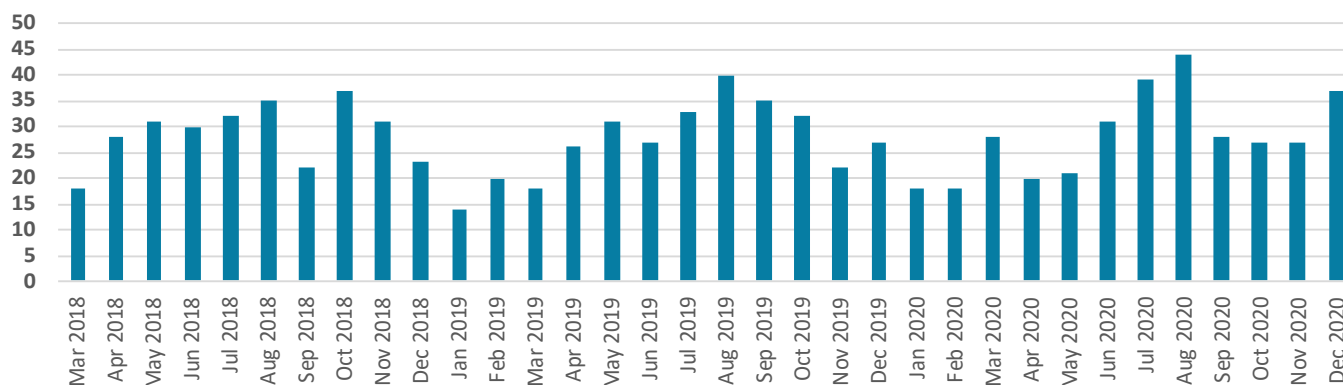


	Mar 2021	Feb 2021	MOM	Mar 2020	YOY	2021	2020	YTD
Median Sales Price	\$167,500	\$123,000	▲ 36.2%	\$152,500	▲ 9.8%	\$160,500	\$150,000	▲ 7.0%
Closed Sales	28	17	▲ 64.7%	28	■ 0.0%	62	64	▼ -3.1%
New Listings	28	26	▲ 7.7%	28	■ 0.0%	73	71	▲ 2.8%
Pending Sales	35	26	▲ 34.6%	24	▲ 45.8%	81	84	▼ -3.6%
Days on Market	31	27	▲ 14.8%	48	▼ -35.4%	38	65	▼ -41.5%
Price per Square Foot	\$121	\$97	▲ 24.7%	\$108	▲ 12.0%	\$113	\$101	▲ 11.9%
% of Ask Received	97.7%	96.8%	▲ 0.9%	95.6%	▲ 2.2%	97.3%	96.3%	▲ 1.0%
Active Inventory	20	22	▼ -9.1%	37	▼ -45.9%			
Absorption Rate	0.7	1.3	▼ -46.2%	1.3	▼ -46.2%			

Median Sales Price



Number of Closed Sales



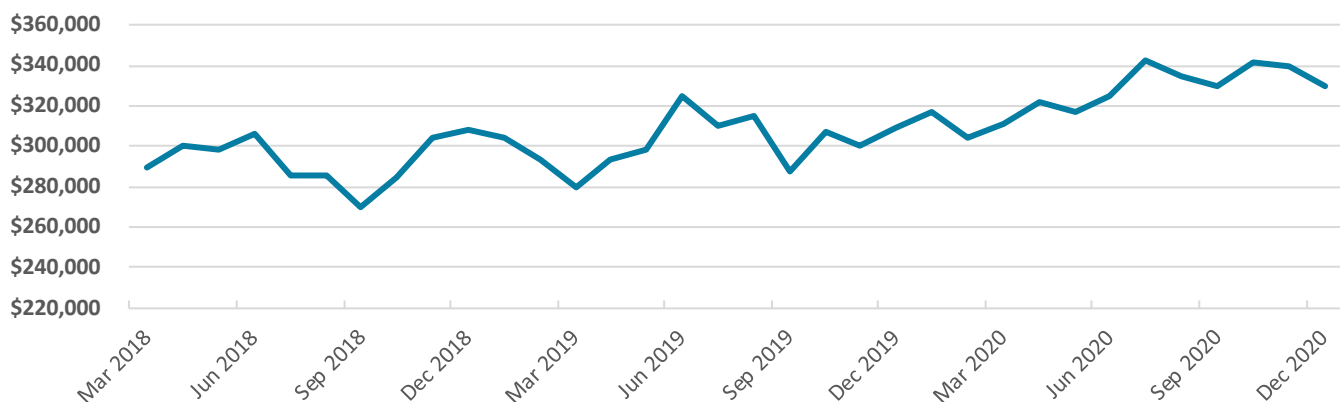
Hamilton County

Data for single family homes in Hamilton County.

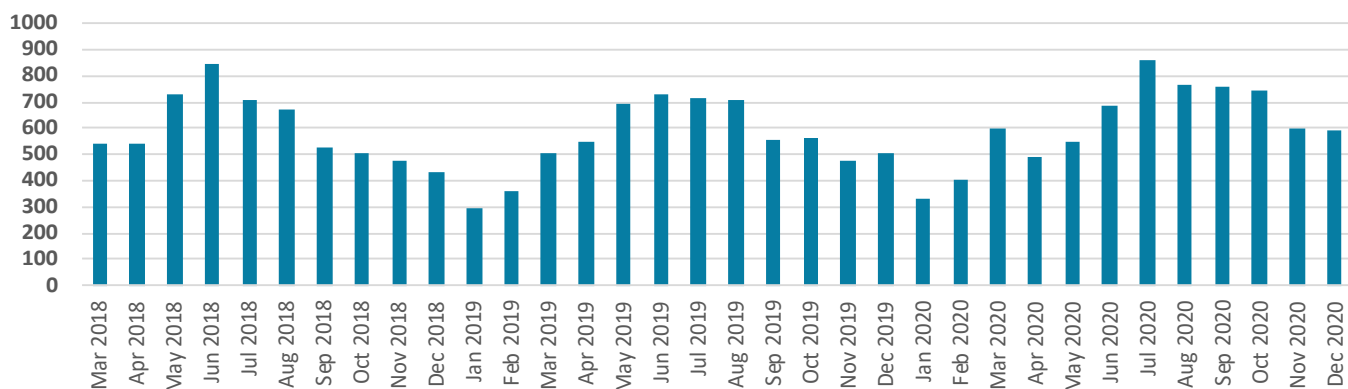


	Mar 2021	Feb 2021	MOM	Mar 2020	YOY	2021	2020	YTD
Median Sales Price	\$339,000	\$340,818	▼ -0.5%	\$311,000	▲ 9.0%	\$340,000	\$310,000	▲ 9.7%
Closed Sales	463	424	▲ 9.2%	601	▼ -23.0%	1,214	1,338	▼ -9.3%
New Listings	614	398	▲ 54.3%	741	▼ -17.1%	1,404	1,724	▼ -18.6%
Pending Sales	629	457	▲ 37.6%	593	▲ 6.1%	1,550	1,662	▼ -6.7%
Days on Market	18	30	▼ -40.0%	40	▼ -55.0%	27	61	▼ -55.7%
Price per Square Foot	\$160	\$153	▲ 4.6%	\$139	▲ 15.1%	\$156	\$138	▲ 13.0%
% of Ask Received	100.6%	99.8%	▲ 0.8%	98.4%	▲ 2.2%	99.8%	98.1%	▲ 1.7%
Active Inventory	216	230	▼ -6.1%	845	▼ -74.4%			
Absorption Rate	0.5	0.5	■ 0.0%	1.4	▼ -64.3%			

Median Sales Price



Number of Closed Sales



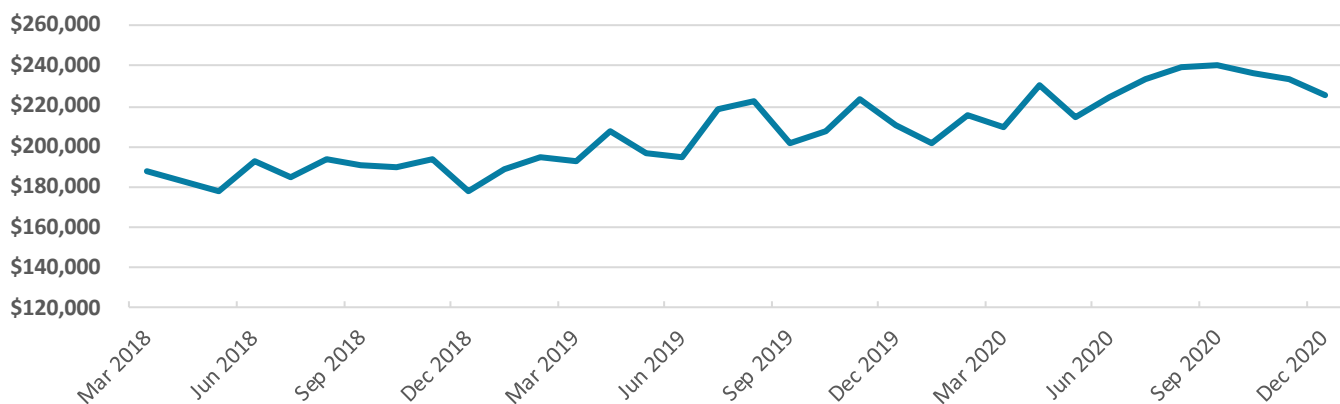
Hancock County

Data for single family homes in Hancock County.

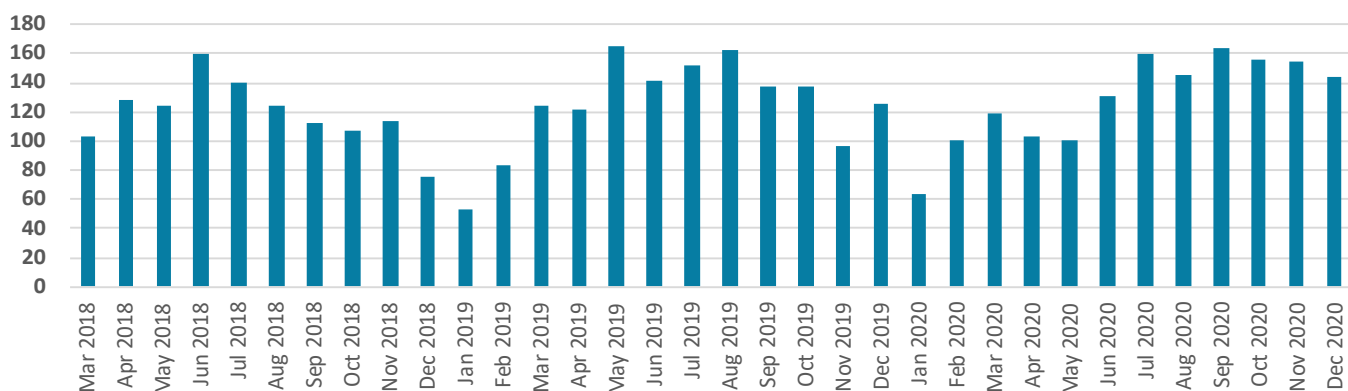


	Mar 2021	Feb 2021	MOM	Mar 2020	YOY	2021	2020	YTD
Median Sales Price	\$249,500	\$242,643	▲ 2.8%	\$210,000	▲ 18.8%	\$241,750	\$209,450	▲ 15.4%
Closed Sales	112	78	▲ 43.6%	119	▼ -5.9%	266	282	▼ -5.7%
New Listings	146	83	▲ 75.9%	112	▲ 30.4%	333	335	▼ -0.6%
Pending Sales	168	101	▲ 66.3%	117	▲ 43.6%	372	357	▲ 4.2%
Days on Market	19	29	▼ -34.5%	37	▼ -48.6%	30	56	▼ -46.4%
Price per Square Foot	\$125	\$125	■ 0.0%	\$110	▲ 13.6%	\$124	\$109	▲ 13.8%
% of Ask Received	99.7%	98.6%	▲ 1.1%	98.5%	▲ 1.2%	98.7%	98.1%	▲ 0.6%
Active Inventory	54	65	▼ -16.9%	132	▼ -59.1%			
Absorption Rate	0.5	0.8	▼ -37.5%	1.1	▼ -54.5%			

Median Sales Price



Number of Closed Sales



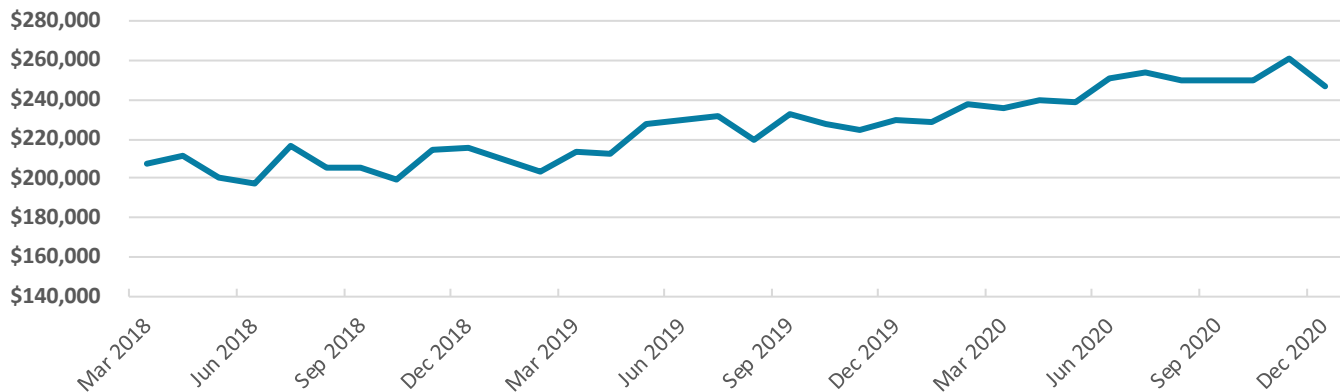
Hendricks County

Data for single family homes in Hendricks County.

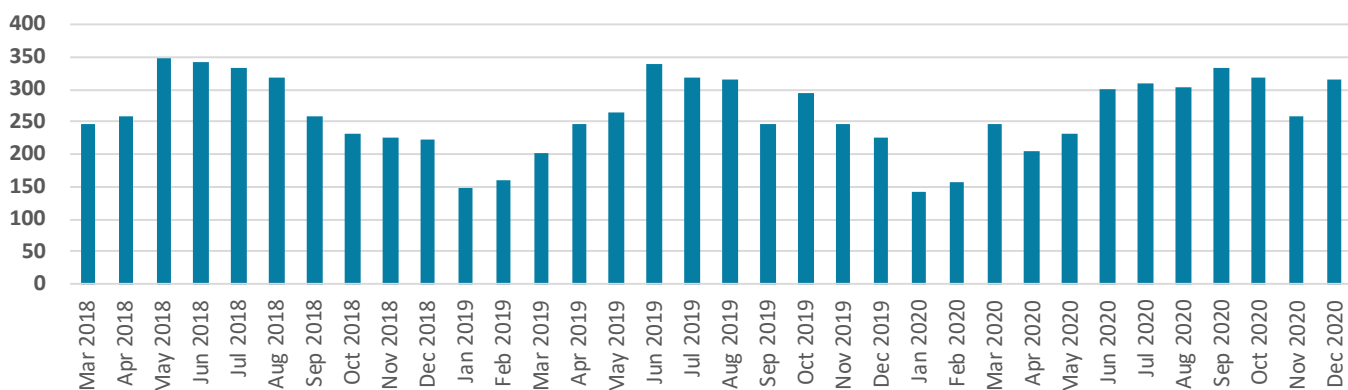


	Mar 2021	Feb 2021	MOM	Mar 2020	YOY	2021	2020	YTD
Median Sales Price	\$280,000	\$260,000	▲ 7.7%	\$236,130	▲ 18.6%	\$263,500	\$235,000	▲ 12.1%
Closed Sales	186	191	▼ -2.6%	247	▼ -24.7%	536	545	▼ -1.7%
New Listings	231	157	▲ 47.1%	297	▼ -22.2%	547	708	▼ -22.7%
Pending Sales	250	165	▲ 51.5%	240	▲ 4.2%	614	678	▼ -9.4%
Days on Market	19	21	▼ -9.5%	34	▼ -44.1%	23	51	▼ -54.9%
Price per Square Foot	\$134	\$129	▲ 3.9%	\$116	▲ 15.5%	\$130	\$115	▲ 13.0%
% of Ask Received	100.8%	100.3%	▲ 0.5%	98.7%	▲ 2.1%	100.2%	98.5%	▲ 1.7%
Active Inventory	57	68	▼ -16.2%	271	▼ -79.0%			
Absorption Rate	0.3	0.4	▼ -25.0%	1.1	▼ -72.7%			

Median Sales Price



Number of Closed Sales



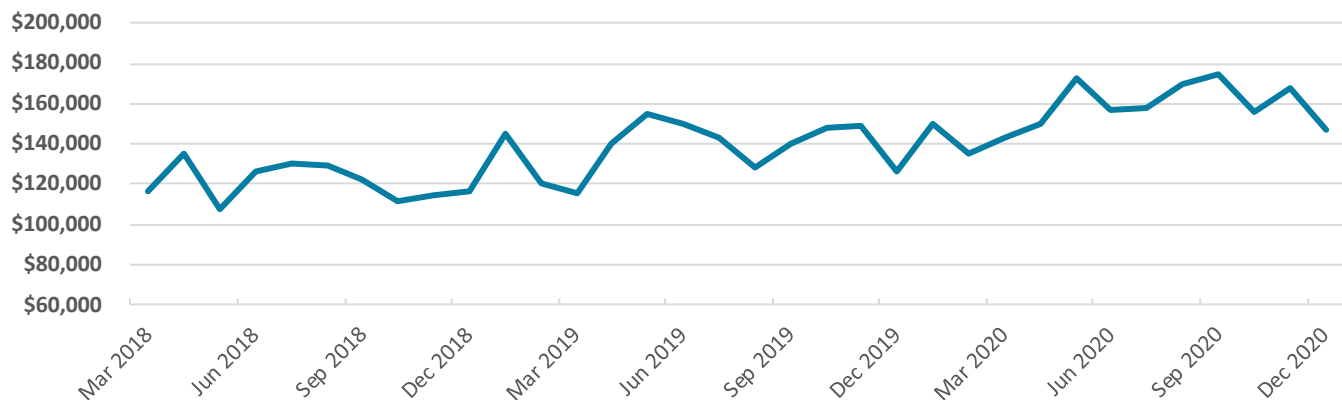
Jackson County

Data for single family homes in Jackson County.

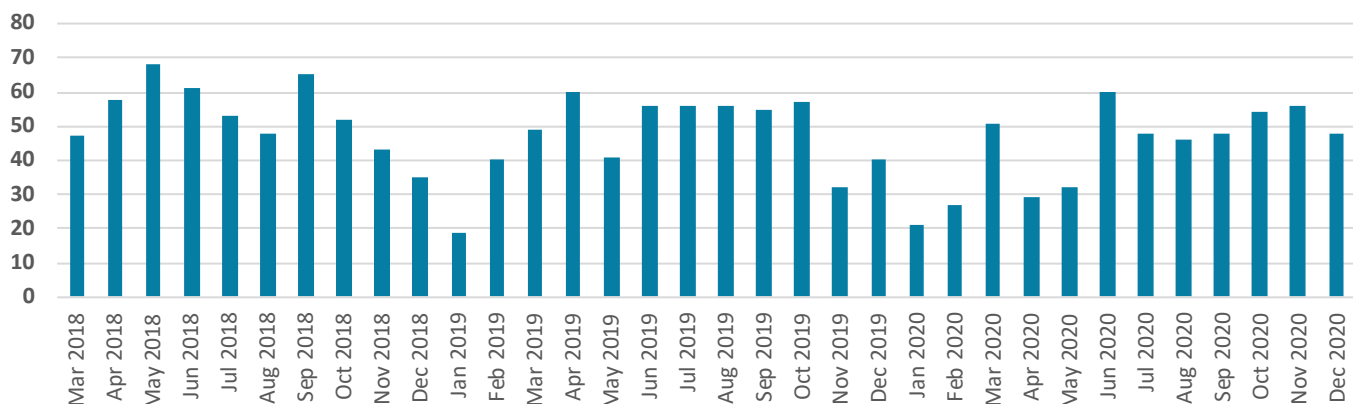


	Mar 2021	Feb 2021	MOM	Mar 2020	YOY	2021	2020	YTD
Median Sales Price	\$170,000	\$184,900	▼ -8.1%	\$143,500	▲ 18.5%	\$165,000	\$143,500	▲ 15.0%
Closed Sales	39	35	▲ 11.4%	51	▼ -23.5%	106	99	▲ 7.1%
New Listings	52	28	▲ 85.7%	55	▼ -5.5%	116	138	▼ -15.9%
Pending Sales	54	33	▲ 63.6%	42	▲ 28.6%	134	123	▲ 8.9%
Days on Market	26	43	▼ -39.5%	42	▼ -38.1%	35	83	▼ -57.8%
Price per Square Foot	\$118	\$113	▲ 4.4%	\$98	▲ 20.4%	\$111	\$97	▲ 14.4%
% of Ask Received	97.2%	98.1%	▼ -0.9%	96.3%	▲ 0.9%	97.3%	96.4%	▲ 0.9%
Active Inventory	28	24	▲ 16.7%	54	▼ -48.1%			
Absorption Rate	0.7	0.7	■ 0.0%	1.1	▼ -36.4%			

Median Sales Price



Number of Closed Sales



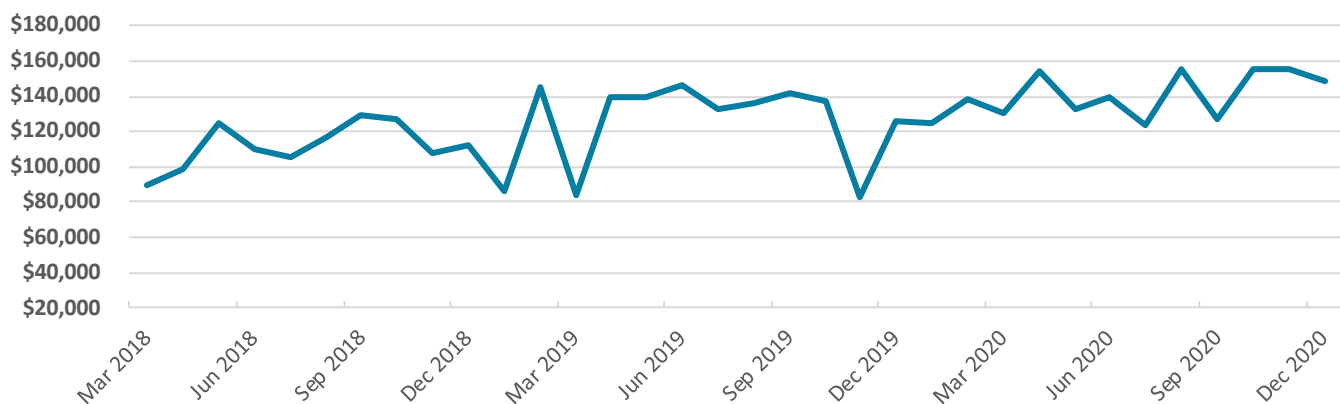
Jennings County

Data for single family homes in Jennings County.

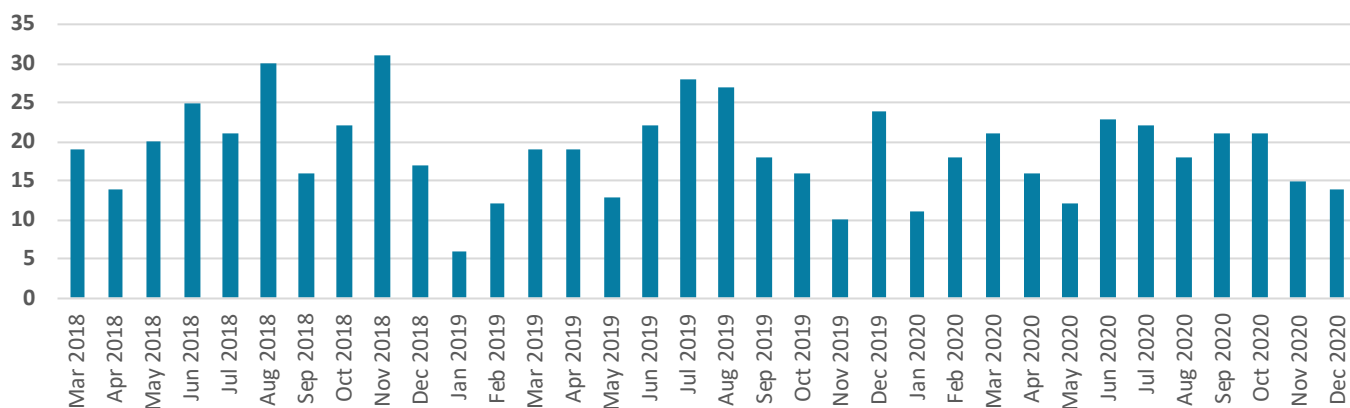


	Mar 2021	Feb 2021	MOM	Mar 2020	YOY	2021	2020	YTD
Median Sales Price	\$162,500	\$149,500	▲ 8.7%	\$130,000	▲ 25.0%	\$152,500	\$133,175	▲ 14.5%
Closed Sales	14	18	▼ -22.2%	21	▼ -33.3%	48	50	▼ -4.0%
New Listings	23	7	▲ 228.6%	29	▼ -20.7%	48	78	▼ -38.5%
Pending Sales	23	10	▲ 130.0%	16	▲ 43.8%	56	61	▼ -8.2%
Days on Market	46	40	▲ 15.0%	25	▲ 84.0%	44	45	▼ -2.2%
Price per Square Foot	\$113	\$116	▼ -2.6%	\$90	▲ 25.6%	\$113	\$86	▲ 31.4%
% of Ask Received	95.9%	96.2%	▼ -0.3%	97.0%	▼ -1.1%	96.7%	95.6%	▲ 1.2%
Active Inventory	22	23	▼ -4.3%	32	▼ -31.3%			
Absorption Rate	1.6	1.3	▲ 23.1%	1.5	▲ 6.7%			

Median Sales Price



Number of Closed Sales



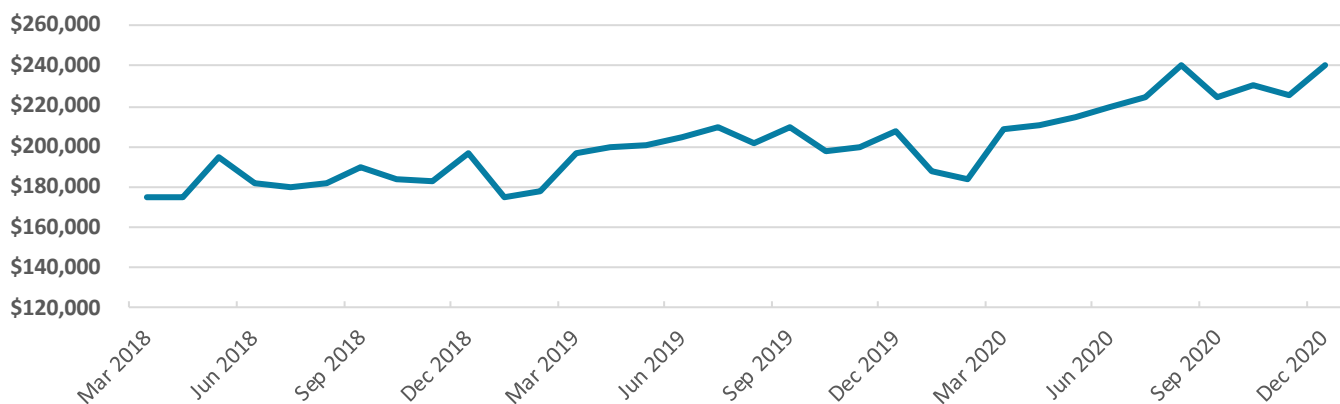
Johnson County

Data for single family homes in Johnson County.

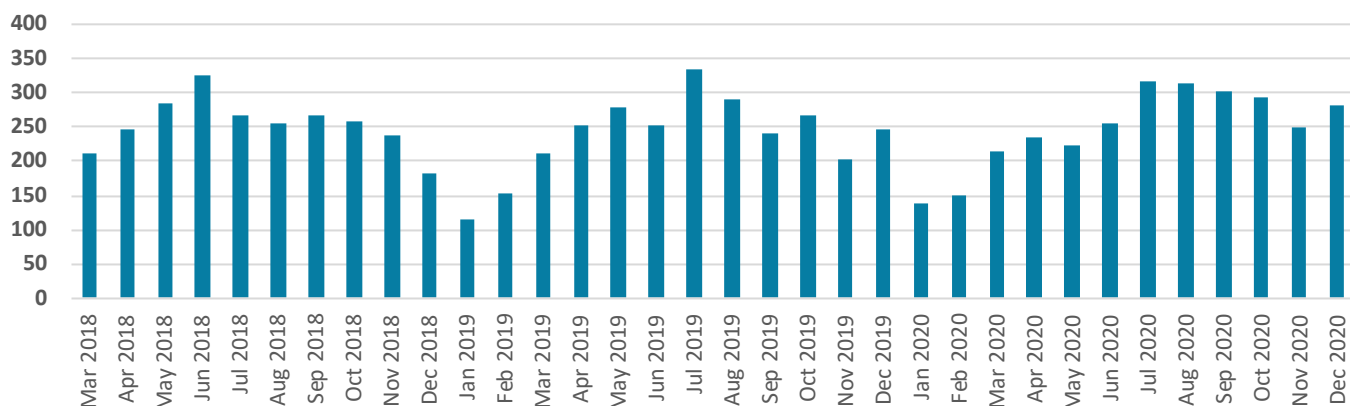


	Mar 2021	Feb 2021	MOM	Mar 2020	YOY	2021	2020	YTD
Median Sales Price	\$245,000	\$237,000	▲ 3.4%	\$209,000	▲ 17.2%	\$236,000	\$193,000	▲ 22.3%
Closed Sales	203	177	▲ 14.7%	215	▼ -5.6%	534	505	▲ 5.7%
New Listings	263	150	▲ 75.3%	302	▼ -12.9%	578	708	▼ -18.4%
Pending Sales	265	170	▲ 55.9%	264	▲ 0.4%	634	686	▼ -7.6%
Days on Market	15	19	▼ -21.1%	28	▼ -46.4%	20	44	▼ -54.5%
Price per Square Foot	\$138	\$131	▲ 5.3%	\$115	▲ 20.0%	\$134	\$116	▲ 15.5%
% of Ask Received	100.5%	99.7%	▲ 0.8%	98.5%	▲ 2.0%	99.7%	98.1%	▲ 1.6%
Active Inventory	82	72	▲ 13.9%	253	▼ -67.6%			
Absorption Rate	0.4	0.4	■ 0.0%	1.2	▼ -66.7%			

Median Sales Price



Number of Closed Sales



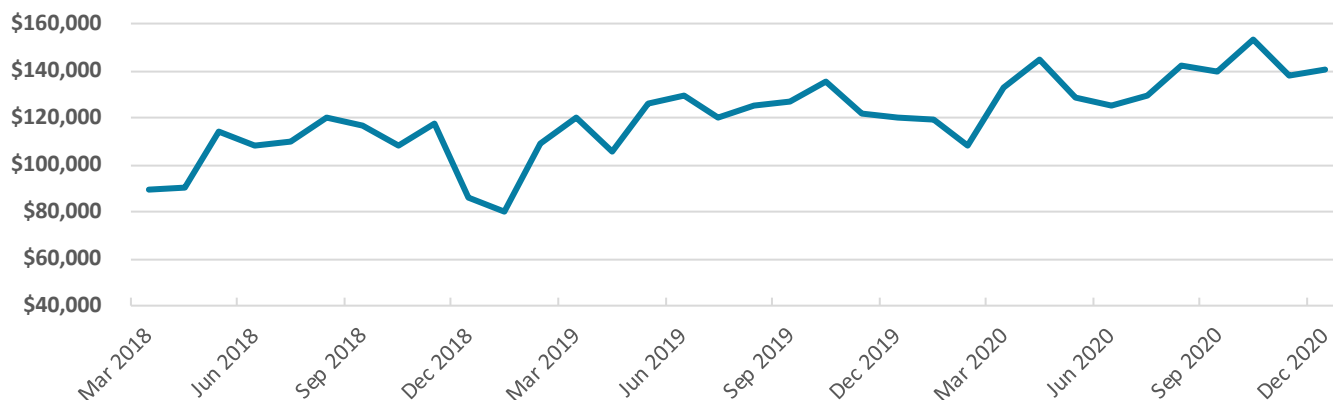
Madison County

Data for single family homes in Madison County.

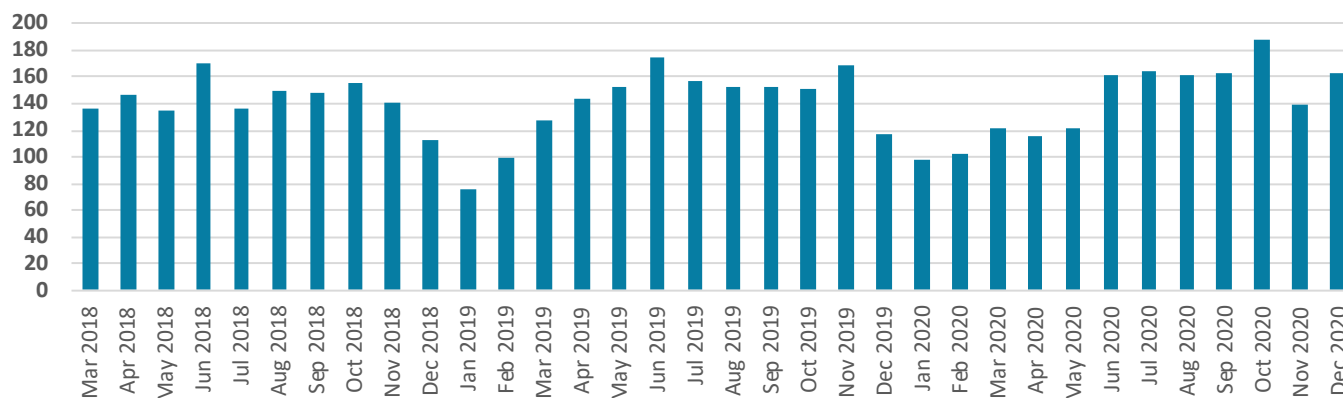


	Mar 2021	Feb 2021	MOM	Mar 2020	YOY	2021	2020	YTD
Median Sales Price	\$134,900	\$138,400	▼ -2.5%	\$133,400	▲ 1.1%	\$139,900	\$121,000	▲ 15.6%
Closed Sales	153	113	▲ 35.4%	121	▲ 26.4%	380	322	▲ 18.0%
New Listings	146	102	▲ 43.1%	170	▼ -14.1%	380	412	▼ -7.8%
Pending Sales	149	154	▼ -3.2%	138	▲ 8.0%	452	393	▲ 15.0%
Days on Market	37	36	▲ 2.8%	42	▼ -11.9%	36	55	▼ -34.5%
Price per Square Foot	\$89	\$92	▼ -3.3%	\$77	▲ 15.6%	\$90	\$75	▲ 20.0%
% of Ask Received	97.8%	96.4%	▲ 1.5%	96.3%	▲ 1.6%	97.2%	96.2%	▲ 1.0%
Active Inventory	81	67	▲ 20.9%	219	▼ -63.0%			
Absorption Rate	0.5	0.6	▼ -16.7%	1.8	▼ -72.2%			

Median Sales Price



Number of Closed Sales



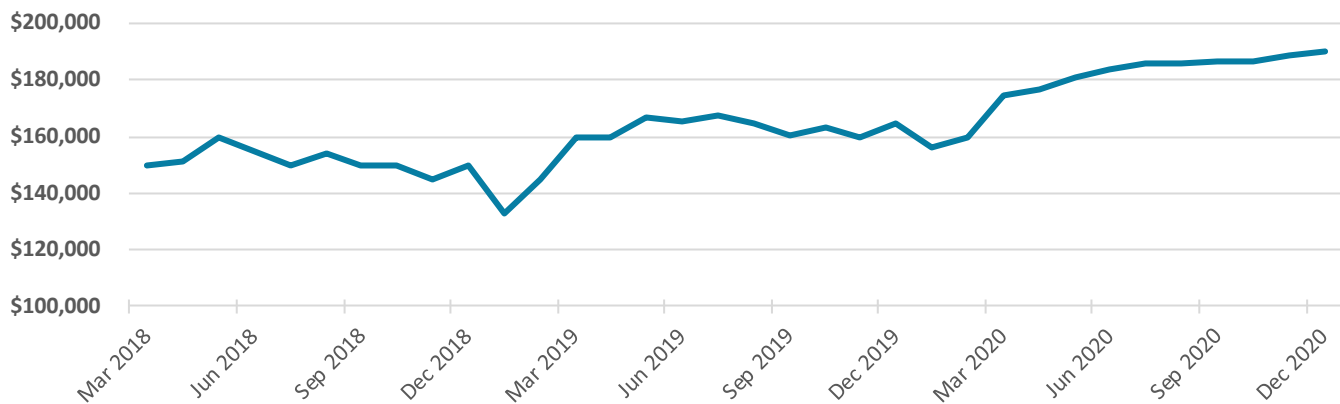
Marion County

Data for single family homes in Marion County.

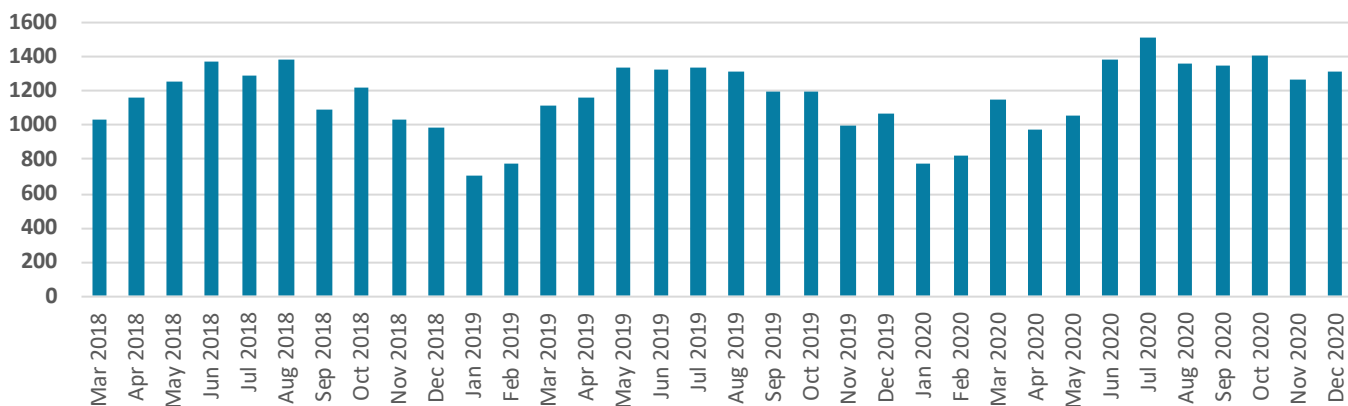


	Mar 2021	Feb 2021	MOM	Mar 2020	YOY	2021	2020	YTD
Median Sales Price	\$188,000	\$182,500	▲ 3.0%	\$175,000	▲ 7.4%	\$185,000	\$166,000	▲ 11.4%
Closed Sales	1,173	895	▲ 31.1%	1149	▲ 2.1%	2,939	2,757	▲ 6.6%
New Listings	1,349	927	▲ 45.5%	1448	▼ -6.8%	3,292	3,598	▼ -8.5%
Pending Sales	1,418	1,014	▲ 39.8%	1197	▲ 18.5%	3,556	3,352	▲ 6.1%
Days on Market	27	34	▼ -20.6%	33	▼ -18.2%	33	47	▼ -29.8%
Price per Square Foot	\$127	\$124	▲ 2.4%	\$113	▲ 12.4%	\$124	\$107	▲ 15.9%
% of Ask Received	99.6%	98.6%	▲ 1.0%	97.8%	▲ 1.8%	98.9%	97.1%	▲ 1.9%
Active Inventory	757	768	▼ -1.4%	1491	▼ -49.2%			
Absorption Rate	0.6	0.9	▼ -33.3%	1.3	▼ -53.8%			

Median Sales Price



Number of Closed Sales



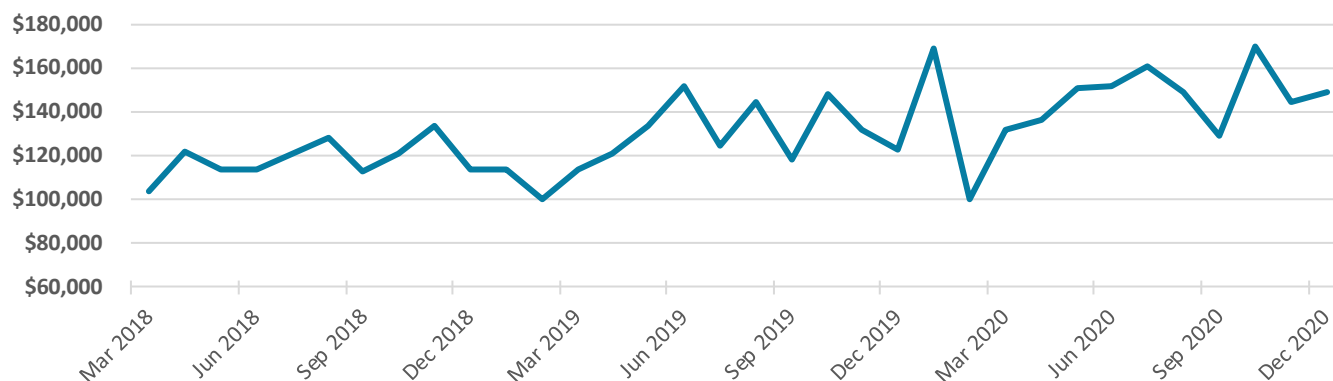
Montgomery County

Data for single family homes in Montgomery County.

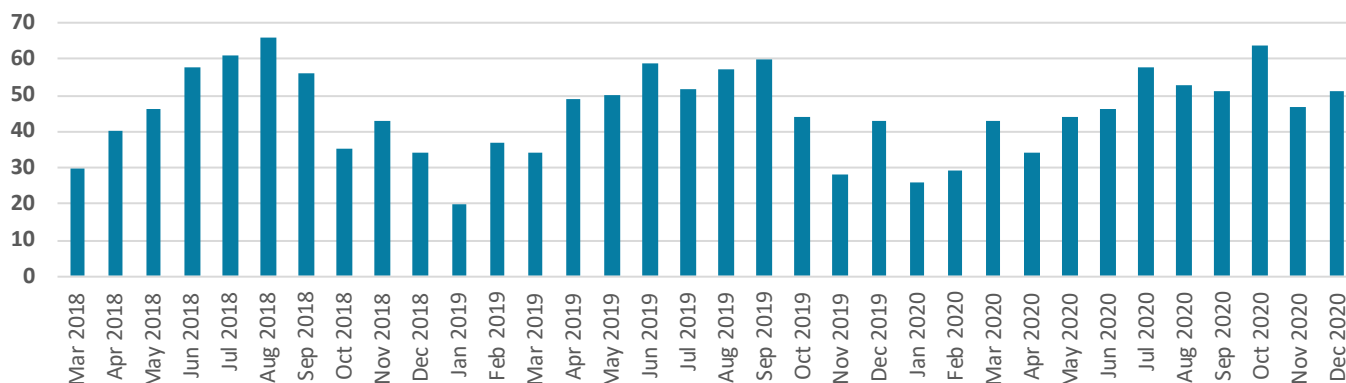


	Mar 2021	Feb 2021	MOM	Mar 2020	YOY	2021	2020	YTD
Median Sales Price	\$143,500	\$140,000	▲ 2.5%	\$132,500	▲ 8.3%	\$140,000	\$136,450	▲ 2.6%
Closed Sales	38	39	▼ -2.6%	43	▼ -11.6%	108	98	▲ 10.2%
New Listings	57	39	▲ 46.2%	47	▲ 21.3%	130	126	▲ 3.2%
Pending Sales	63	40	▲ 57.5%	45	▲ 40.0%	148	124	▲ 19.4%
Days on Market	18	57	▼ -68.4%	74	▼ -75.7%	33	71	▼ -53.5%
Price per Square Foot	\$107	\$115	▼ -7.0%	\$85	▲ 25.9%	\$108	\$88	▲ 22.7%
% of Ask Received	100.1%	98.1%	▲ 2.0%	95.5%	▲ 4.8%	98.6%	96.8%	▲ 1.9%
Active Inventory	20	22	▼ -9.1%	75	▼ -73.3%			
Absorption Rate	0.5	0.6	▼ -16.7%	1.7	▼ -70.6%			

Median Sales Price



Number of Closed Sales



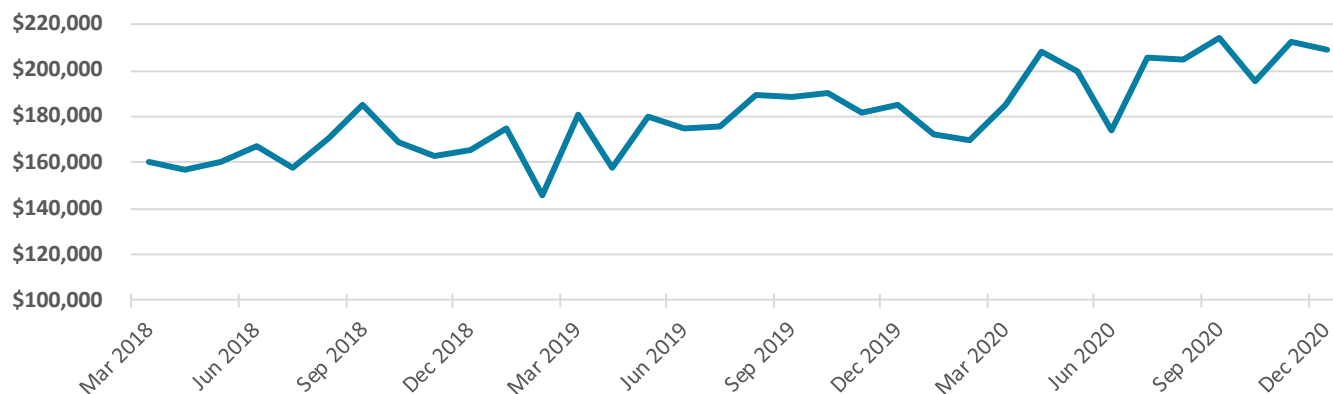
Morgan County

Data for single family homes in Morgan County.

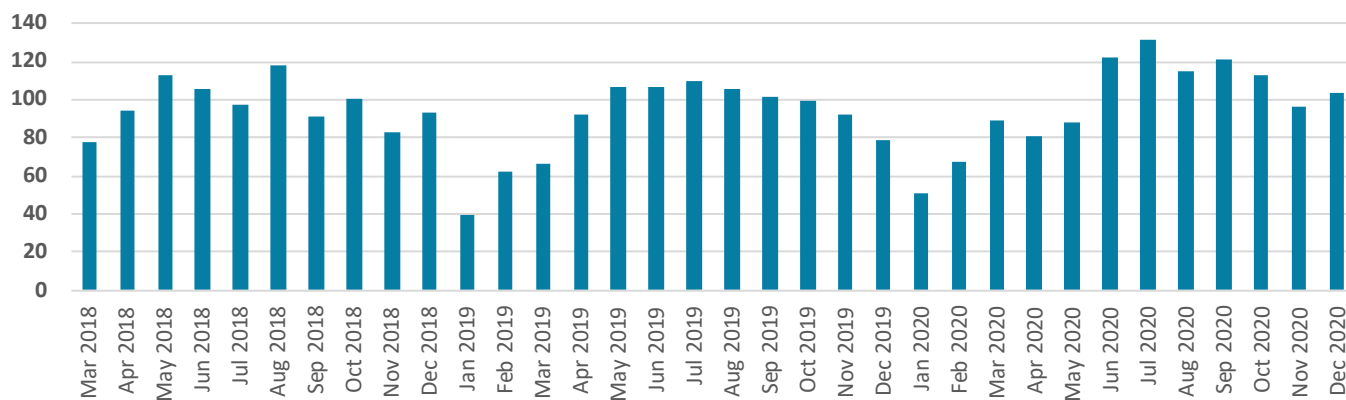


	Mar 2021	Feb 2021	MOM	Mar 2020	YOY	2021	2020	YTD
Median Sales Price	\$199,625	\$201,500	▼ -0.9%	\$185,000	▲ 7.9%	\$199,500	\$175,900	▲ 13.4%
Closed Sales	72	64	▲ 12.5%	89	▼ -19.1%	198	207	▼ -4.3%
New Listings	99	66	▲ 50.0%	104	▼ -4.8%	244	267	▼ -8.6%
Pending Sales	105	66	▲ 59.1%	91	▲ 15.4%	255	261	▼ -2.3%
Days on Market	23	27	▼ -14.8%	28	▼ -17.9%	29	54	▼ -46.3%
Price per Square Foot	\$130	\$127	▲ 2.4%	\$118	▲ 10.2%	\$126	\$115	▲ 9.6%
% of Ask Received	99.5%	98.5%	▲ 1.0%	97.5%	▲ 2.1%	98.8%	97.8%	▲ 1.0%
Active Inventory	47	48	▼ -2.1%	124	▼ -62.1%			
Absorption Rate	0.7	0.8	▼ -12.5%	1.4	▼ -50.0%			

Median Sales Price



Number of Closed Sales



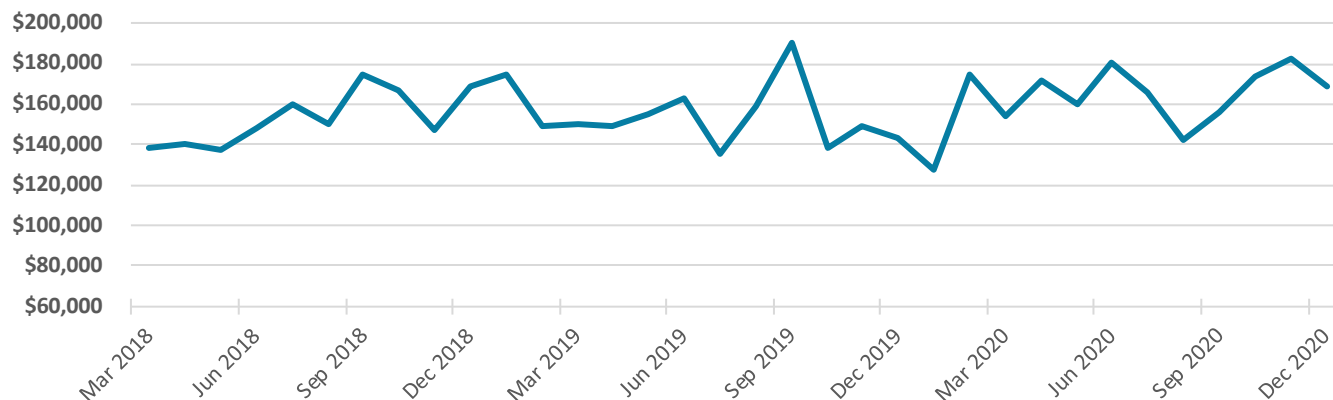
Putnam County

Data for single family homes in Putnam County.

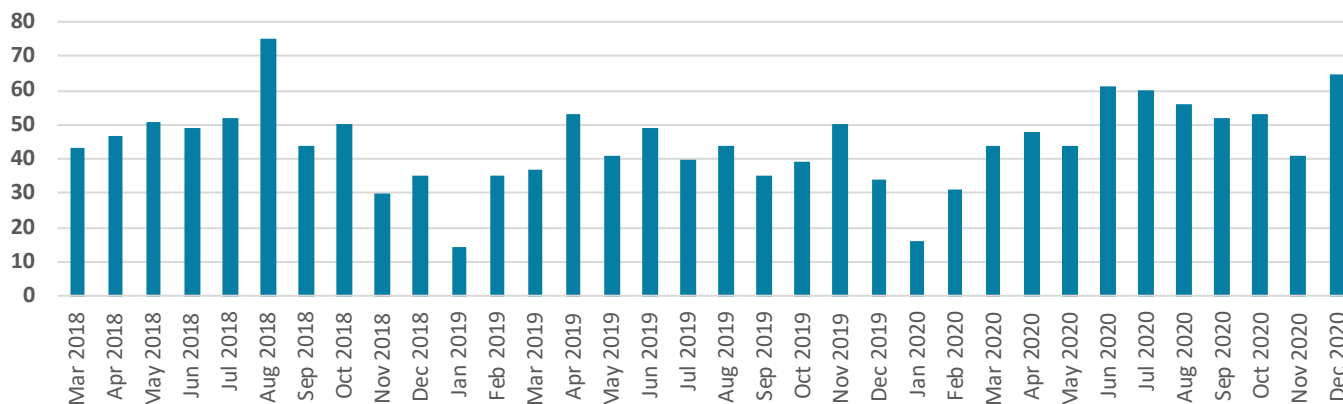


	Mar 2021	Feb 2021	MOM	Mar 2020	YOY	2021	2020	YTD
Median Sales Price	\$128,200	\$147,450	▼ -13.1%	\$153,950	▼ -16.7%	\$145,500	\$155,000	▼ -6.1%
Closed Sales	34	30	▲ 13.3%	44	▼ -22.7%	109	91	▲ 19.8%
New Listings	46	23	▲ 100.0%	45	▲ 2.2%	107	128	▼ -16.4%
Pending Sales	44	27	▲ 63.0%	54	▼ -18.5%	121	123	▼ -1.6%
Days on Market	18	37	▼ -51.4%	118	▼ -84.7%	32	95	▼ -66.3%
Price per Square Foot	\$106	\$115	▼ -7.8%	\$103	▲ 2.9%	\$109	\$105	▲ 3.8%
% of Ask Received	97.5%	97.2%	▲ 0.3%	98.6%	▼ -1.1%	97.7%	98.2%	▼ -0.5%
Active Inventory	26	24	▲ 8.3%	71	▼ -63.4%			
Absorption Rate	0.8	0.8	■ 0.0%	1.6	▼ -50.0%			

Median Sales Price



Number of Closed Sales



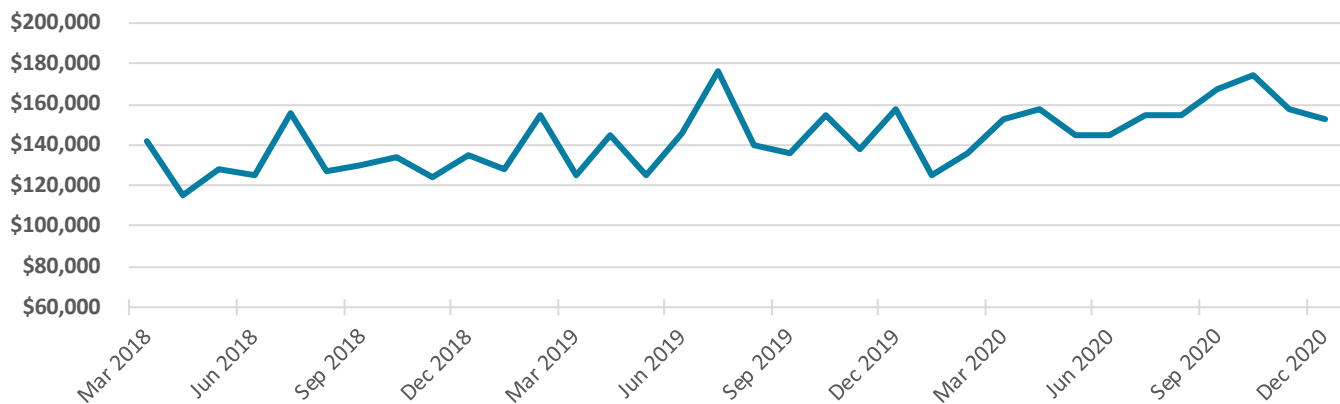
Shelby County

Data for single family homes in Shelby County.

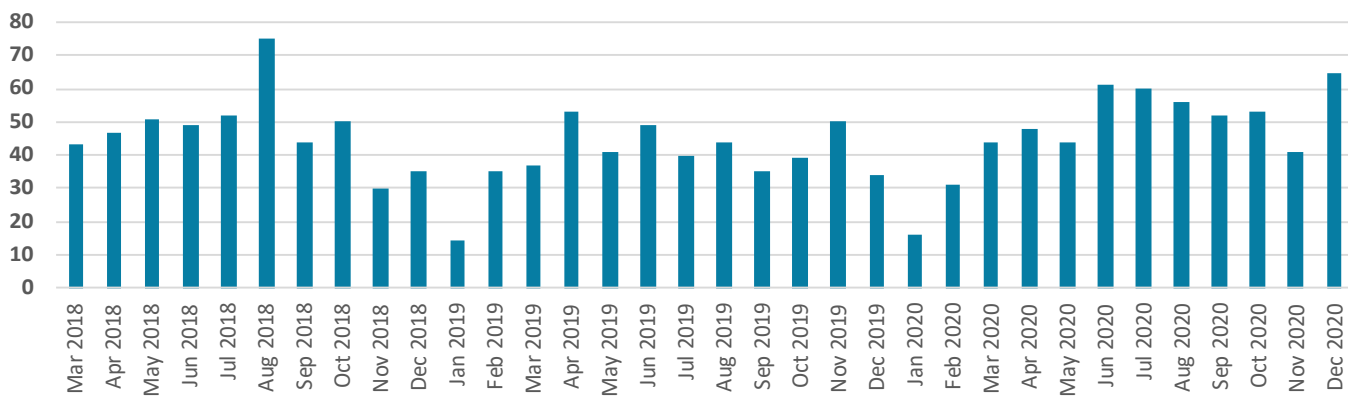


	Mar 2021	Feb 2021	MOM	Mar 2020	YOY	2021	2020	YTD
Median Sales Price	\$204,950	\$204,950	0.0%	\$153,000	34.0%	\$189,900	\$135,750	39.9%
Closed Sales	48	26	84.6%	43	11.6%	103	98	5.1%
New Listings	43	24	79.2%	56	-23.2%	111	145	-23.4%
Pending Sales	50	37	35.1%	51	-2.0%	129	129	0.0%
Days on Market	24	34	-29.4%	43	-44.2%	31	50	-38.0%
Price per Square Foot	\$119	\$102	16.7%	\$90	32.2%	\$112	\$92	21.7%
% of Ask Received	99.1%	99.6%	-0.5%	95.6%	3.7%	98.1%	95.3%	2.9%
Active Inventory	19	28	-32.1%	68	-72.1%			
Absorption Rate	0.4	1.1	-63.6%	1.6	-75.0%			

Median Sales Price



Number of Closed Sales



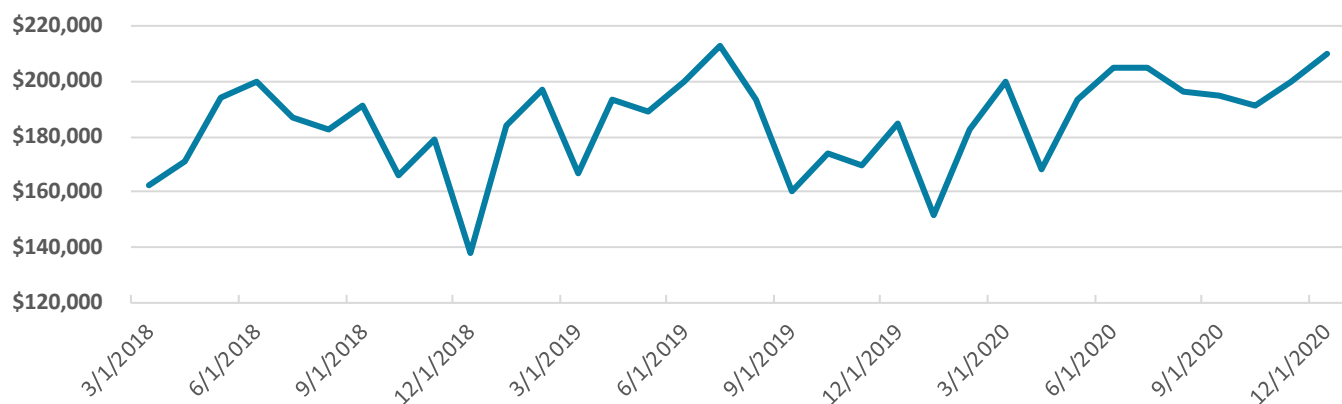
Condominiums

Data for Condominiums across all MIBOR Counties.



	Mar 2021	Feb 2021	MOM	Mar 2020	YOY	2021	2020	YTD
Median Sales Price	\$170,000	\$176,500	▼ -3.7%	\$171,450	▼ -0.8%	\$180,000	\$142,750	▲ 26.1%
Closed Sales	202	198	▲ 2.0%	212	▼ -4.7%	131	154	▼ -14.9%
New Listings	280	162	▲ 72.8%	301	▼ -7.0%	192	210	▼ -8.6%
Pending Sales	305	182	▲ 67.6%	226	▲ 35.0%	219	199	▲ 10.1%
Days on Market	43	39	▲ 10.3%	39	▲ 10.3%	40	48	▼ -16.7%
Price per Square Foot	\$127	\$133	▼ -4.5%	\$124	▲ 2.4%	\$130	\$115	▲ 13.0%
% of Ask Received	98.6%	98.0%	▲ 0.6%	97.8%	▲ 0.8%	98.2%	97.2%	▲ 1.0%
Active Inventory	232	235	▼ -1.3%	341	▼ -32.0%			
Absorption Rate	1.1	1.2	▼ -8.3%	1.6	▼ -31.3%			

Median Sales Price



Number of Closed Sales

