

# MARKET INSIGHTS REPORT

JUNE 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](http://www.mibor.com/marketinsights).

After analysis of the June 2021 data, this is what our experts are saying:

“In June we saw an increase in month-over-month active listings, however with only 2,018 listings on the market at month-end, and median days-on-market at an all-time low of 14, the central Indiana real estate market remains tight,” said Shelley Specchio, MIBOR CEO. “Increased closed and pending sales are an indication that demand is high. If you are looking to buy or sell, a MIBOR REALTOR® will be your best asset in competing in this market.”

Dr. Elliot Eisenberg, an internationally acclaimed economist and public speaker says, “In a somewhat surprising turn, the median sale price of homes in Indianapolis dipped just slightly, from the all-time high of \$255,000 in May to \$250,000. This is the first time since March 2021 where a record has not been set, and typically June is the high point of the year. I am mildly surprised that prices dipped from last month, especially since June is traditionally the peak of the cycle. However, I see it only as an interesting piece of data and it does not necessarily foreshadow future price declines, especially given a price that is 14.2% above last June and an original listing price to sale price ratio of 101.9%, the highest on record.”

Year over Year data for June:

- Median sales price increased 14.2 percent to \$250,000
- Average days on market decreased 60.0 percent to 14
- Current active listings decreased 37.7 percent to 2,018

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<b>MIBOR SERVICE AREA</b>	<b>(1-5)</b>
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<b>BOONE COUNTY</b>	<b>(7)</b>
<b>BROWN COUNTY</b>	<b>(8)</b>
<b>DECATUR COUNTY</b>	<b>(9)</b>
<b>HAMILTON COUNTY</b>	<b>(10)</b>
<b>HANCOCK COUNTY</b>	<b>(11)</b>
<b>HENDRICKS COUNTY</b>	<b>(12)</b>
<b>JACKSON COUNTY</b>	<b>(13)</b>
<b>JENNINGS COUNTY</b>	<b>(14)</b>
<b>JOHNSON COUNTY</b>	<b>(15)</b>
<b>MADISON COUNTY</b>	<b>(16)</b>
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# MARKET SUMMARY



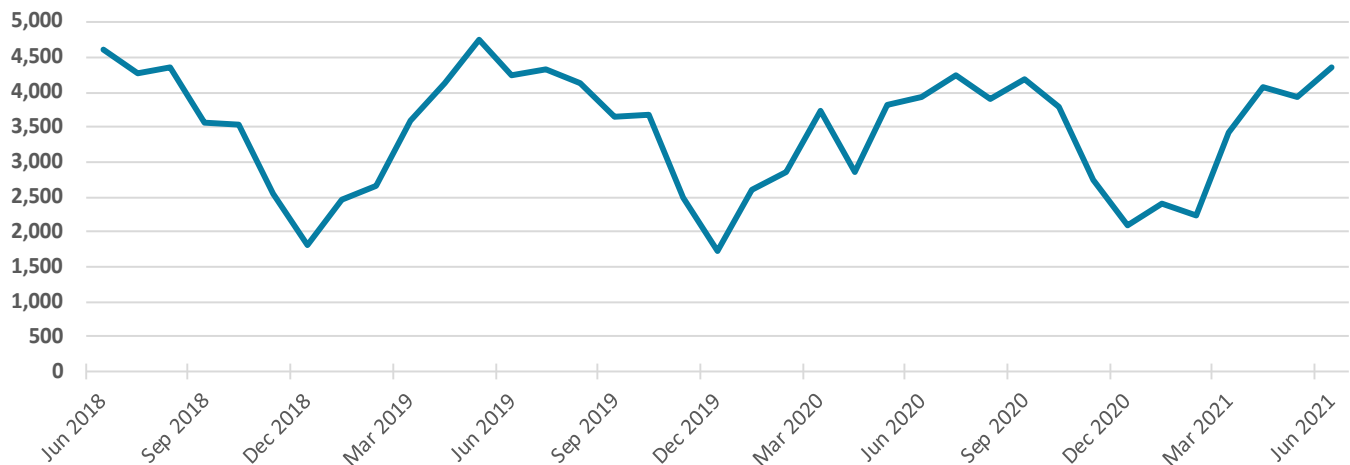
INCLUDES DATA FROM THE FOLLOWING COUNTIES FOR SINGLE FAMILY HOMES: BARTHOLOMEW, BOONE, BROWN, DECATUR, HAMILTON, HANCOCK, HENDRICKS, JACKSON, JENNINGS, JOHNSON, MADISON, MARION, MONTGOMERY, MORGAN, PUTNAM, SHELBY.

	Jun 2021	May 2021	MOM	Jun 2020	YOY	2021	2020	YTD
Median Sales Price	\$250,000	\$255,000	▼ -2.0%	\$219,000	▲ 14.2%	\$237,000	\$205,500	▲ 15.3%
Closed Sales	3,897	3,425	▲ 13.8%	3,628	▲ 7.4%	17,609	15,948	▲ 10.4%
New Listings	4,357	3,921	▲ 11.1%	3,921	▲ 11.1%	20,412	19,778	▲ 3.2%
Pending Sales	4,130	3,910	▲ 5.6%	3,999	▲ 3.3%	20,171	19,290	▲ 4.6%
Days on Market	14	15	▼ -6.7%	35	▼ -60.0%	21	44	▼ -52.3%
Price per Square Foot	\$146	\$145	▲ 0.7%	\$125	▲ 16.8%	\$138	\$119	▲ 16.0%
% of Ask Received	101.9%	101.5%	▲ 0.4%	98.4%	▲ 3.6%	100.4%	97.9%	▲ 2.6%
Active Inventory	2,018	1,721	▲ 17.3%	3,238	▼ -37.7%			
Absorption Rate	0.5	0.5	■ 0.0%	0.9	▼ -44.4%			

## New Listings

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

June 2021	Month over Month Change	Year over Year Change	Year to Date Change
<b>4,357</b>	▲ <b>11.1%</b>	▲ <b>11.1%</b>	▲ <b>3.2%</b>

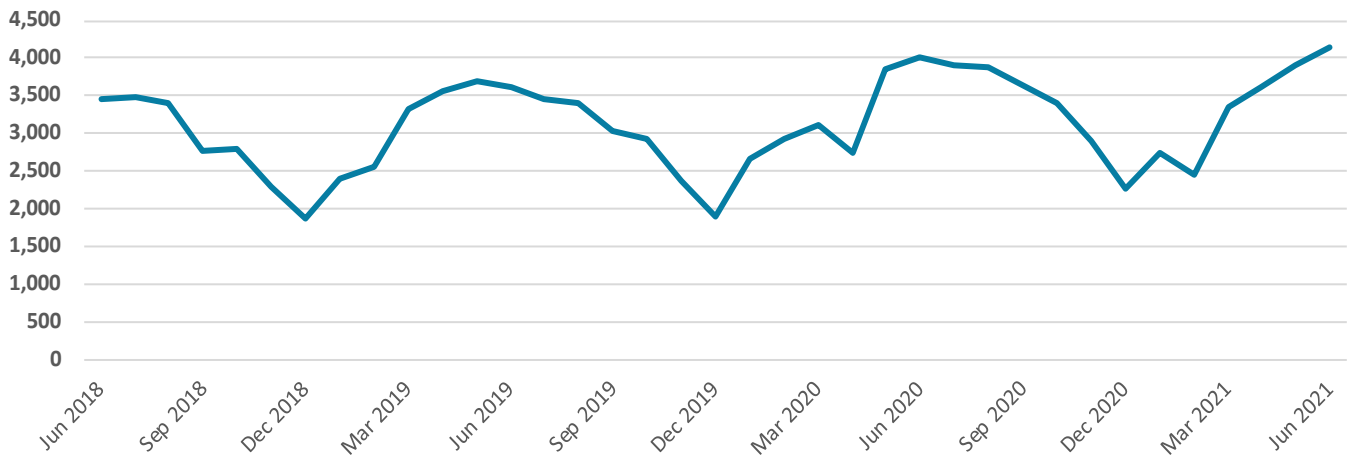


# Pending Sales

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



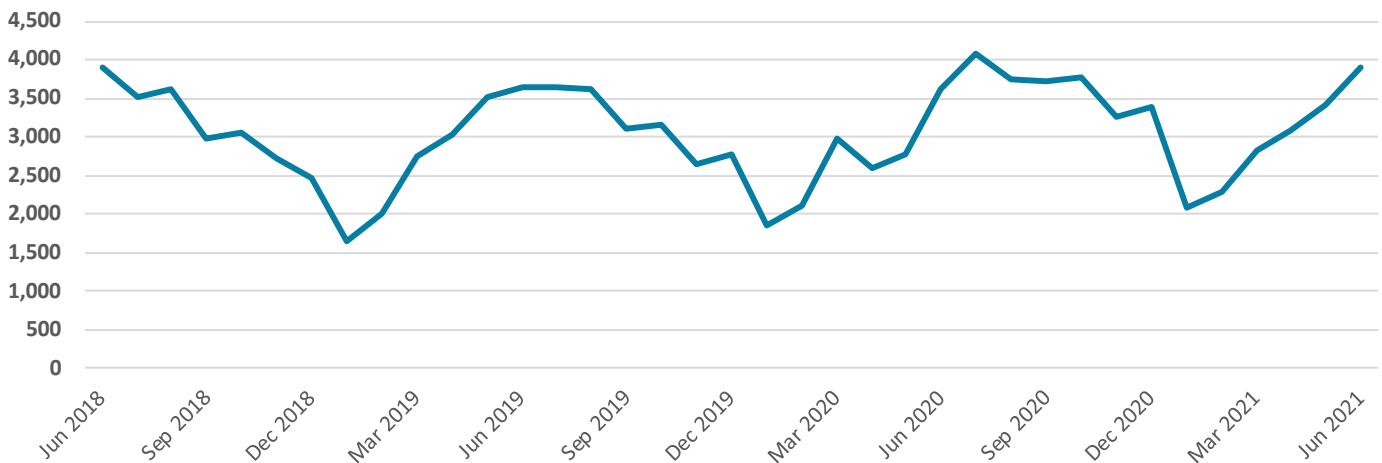
June 2021	Month over Month Change	Year over Year Change	Year to Date Change
<b>4,130</b>	<b>5.6%</b>	<b>3.3%</b>	<b>4.6%</b>



# Closed Sales

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

June 2021	Month over Month Change	Year over Year Change	Year to Date Change
<b>3,897</b>	<b>13.8%</b>	<b>7.4%</b>	<b>10.4%</b>

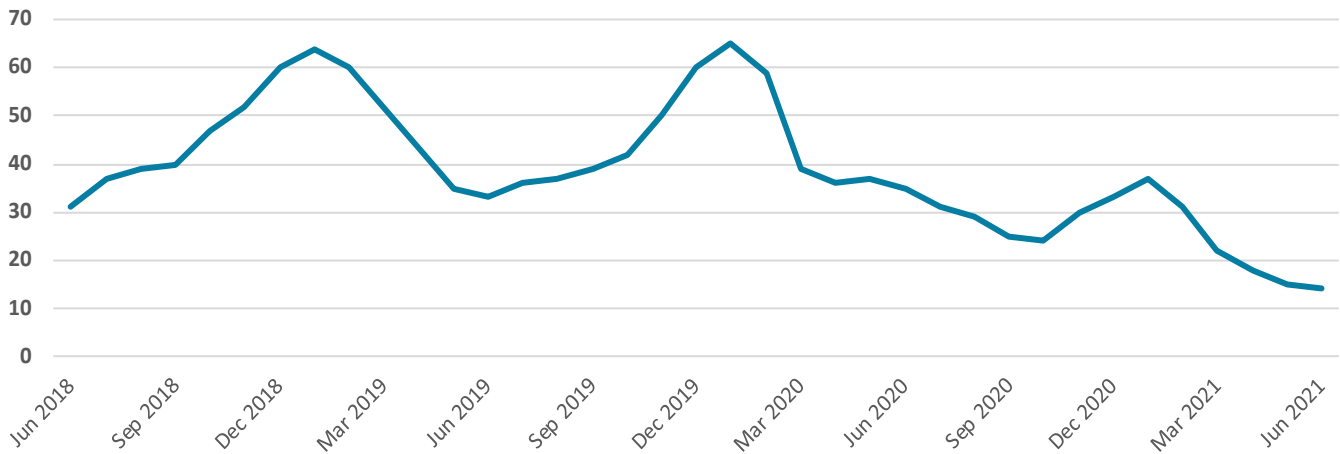


# Cumulative Days on Market

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



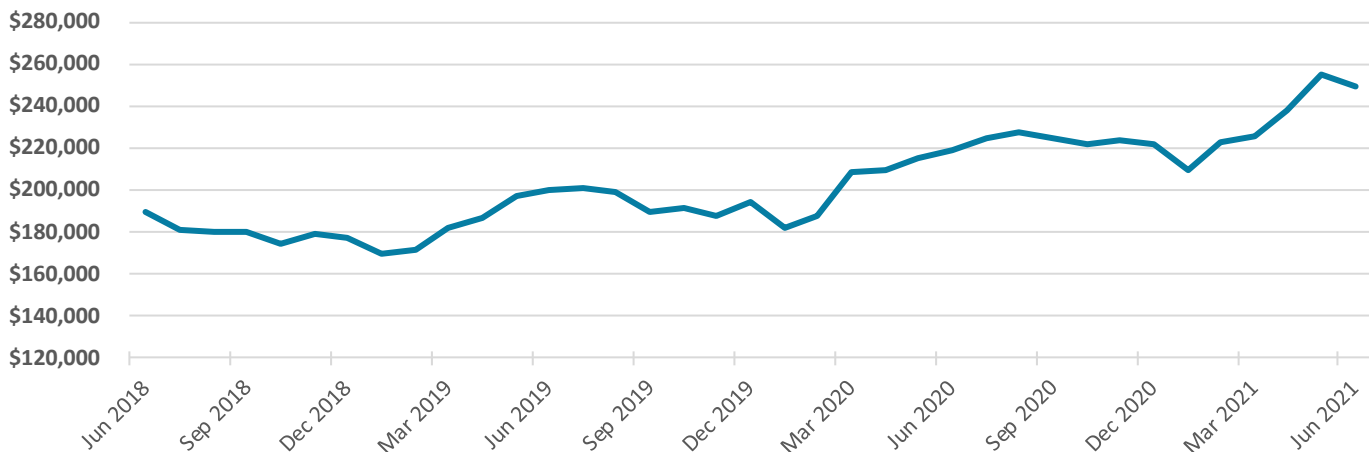
June 2021	Month over Month Change	Year over Year Change	Year to Date Change
14	▼ -6.7%	▼ -60.0%	▼ -52.3%



# Median Sales Price

The mid-point where the price for half of the closed sales is higher and half is lower. Median is preferred to average as it accounts for outliers at the high or low end of the price range.

June 2021	Month over Month Change	Year over Year Change	Year to Date Change
\$250,000	▼ -2.0%	▲ 14.2%	▲ 15.3%

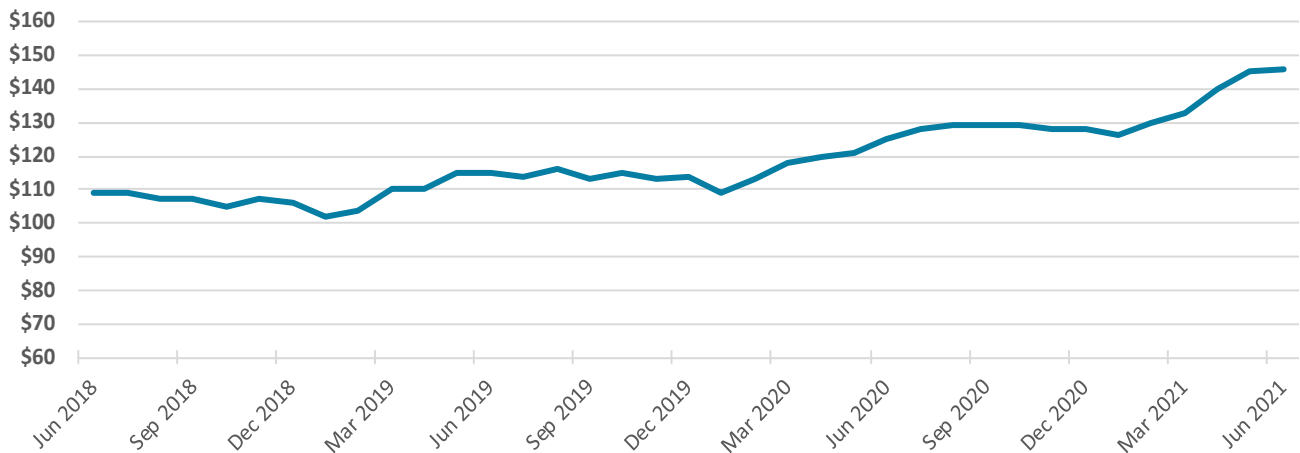


# Sold Price per Square Foot

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



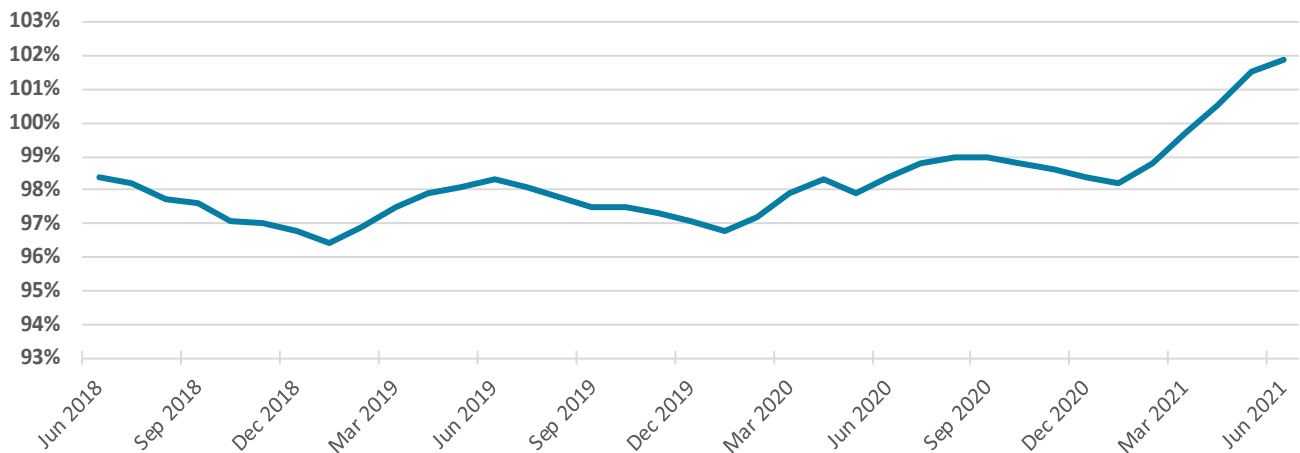
June 2021	Month over Month Change	Year over Year Change	Year to Date Change
<b>\$146</b>	<b>0.7%</b>	<b>16.8%</b>	<b>16.0%</b>



# Percent of Ask Price Received

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

June 2021	Month over Month Change	Year over Year Change	Year to Date Change
<b>101.9%</b>	<b>0.4%</b>	<b>3.6%</b>	<b>2.6%</b>

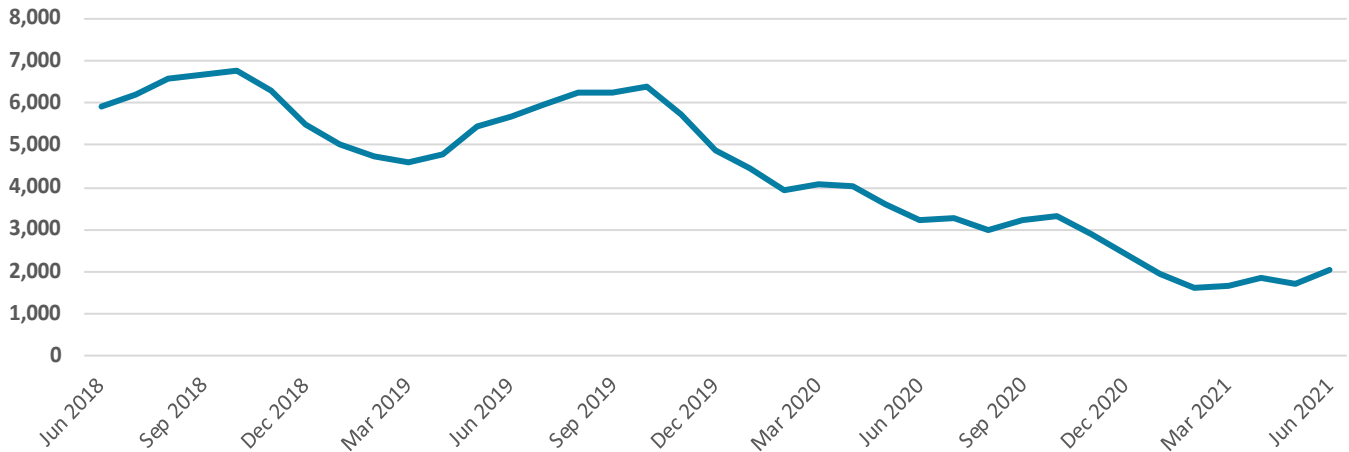


# Active Inventory

The number of properties available for sale at the end of the month, based on the list date, contract date and sold date. This may change over time as properties fall out of contract.



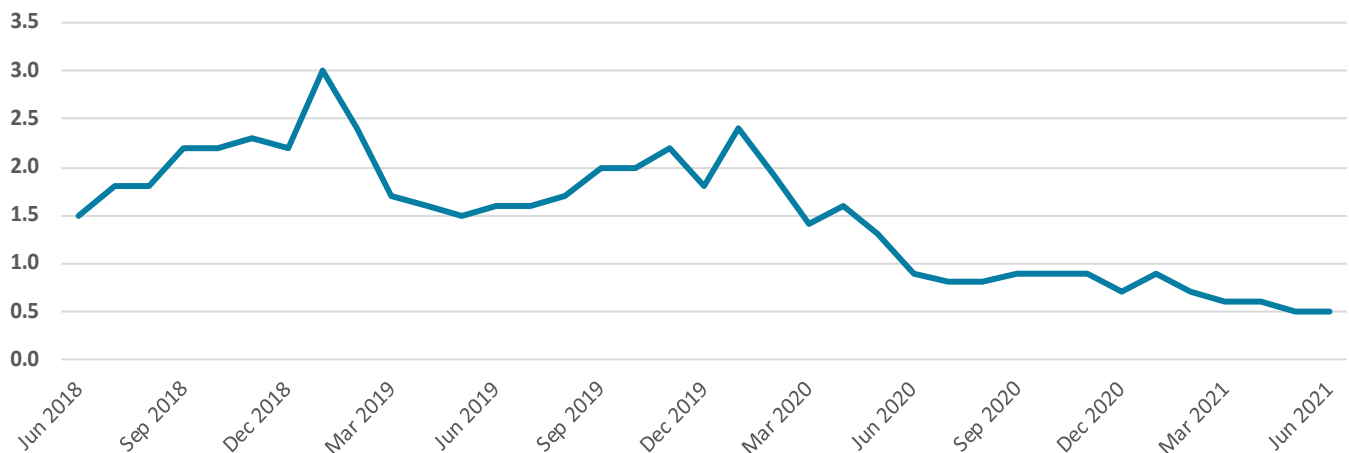
June 2021	Month over Month Change	Year over Year Change
2,018	17.3%	-37.7%



# 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.

June 2021	Month over Month Change	Year over Year Change
0.5	0.0%	-44.4%



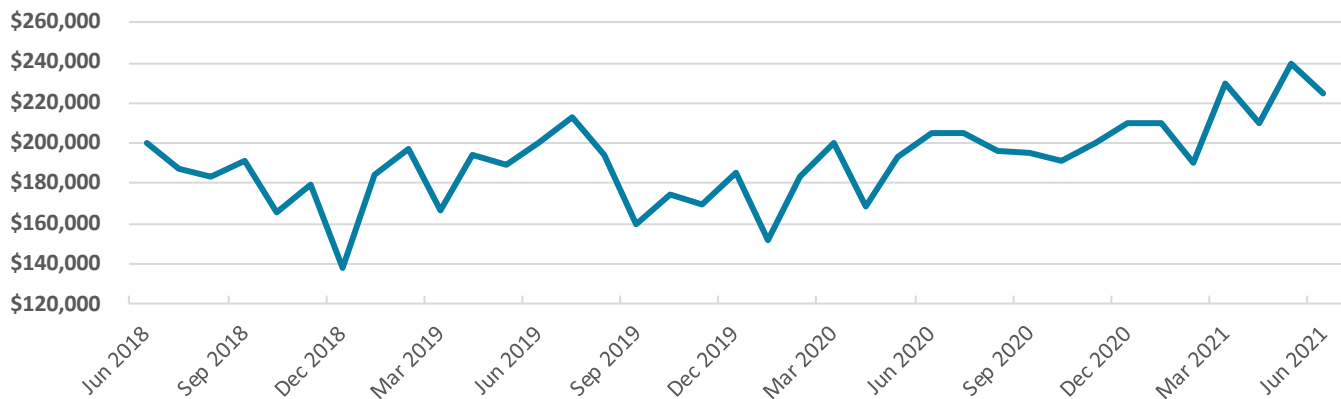
# Bartholomew County

Data for single family homes in Bartholomew County.

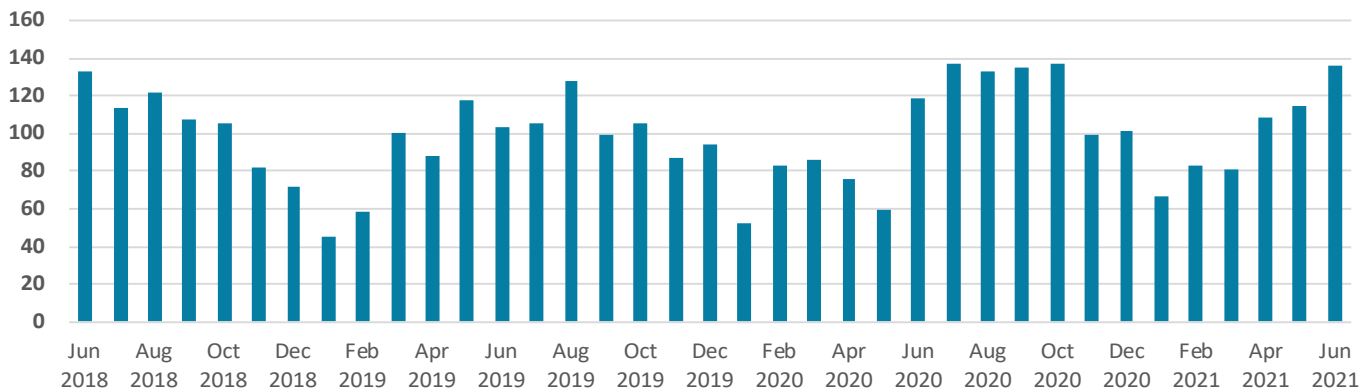


	Jun 2021	May 2021	MOM	Jun 2020	YOY	2021	2020	YTD
Median Sales Price	\$224,950	\$240,000	▼ -6.3%	\$205,000	▲ 9.7%	\$220,000	\$183,000	▲ 20.2%
Closed Sales	136	115	▲ 18.3%	119	▲ 14.3%	591	475	▲ 24.4%
New Listings	141	144	▼ -2.1%	136	▲ 3.7%	693	646	▲ 7.3%
Pending Sales	133	127	▲ 4.7%	146	▼ -8.9%	668	599	▲ 11.5%
Days on Market	12	10	▲ 20.0%	52	▼ -76.9%	18	46	▼ -60.9%
Price per Square Foot	\$141	\$150	▼ -6.0%	\$127	▲ 11.0%	\$139	\$122	▲ 13.9%
% of Ask Received	101.2%	101.3%	▼ -0.1%	98.4%	▲ 2.8%	99.9%	97.4%	▲ 2.6%
Active Inventory	69	68	▲ 1.5%	128	▼ -46.1%			
Absorption Rate	0.5	0.6	▼ -16.7%	1.1	▼ -54.5%			

## Median Sales Price



## Number of Closed Sales



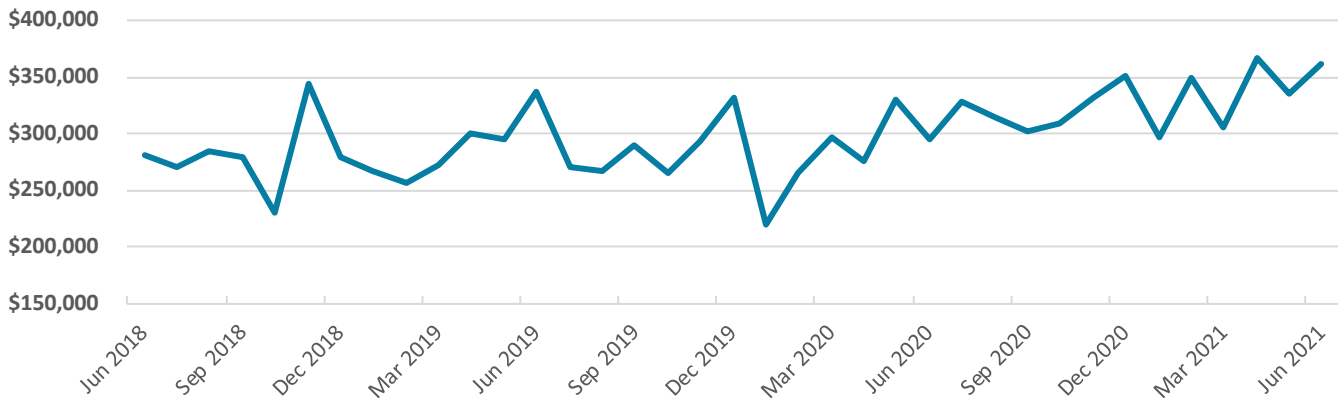
# Boone County

Data for single family homes in Boone County.

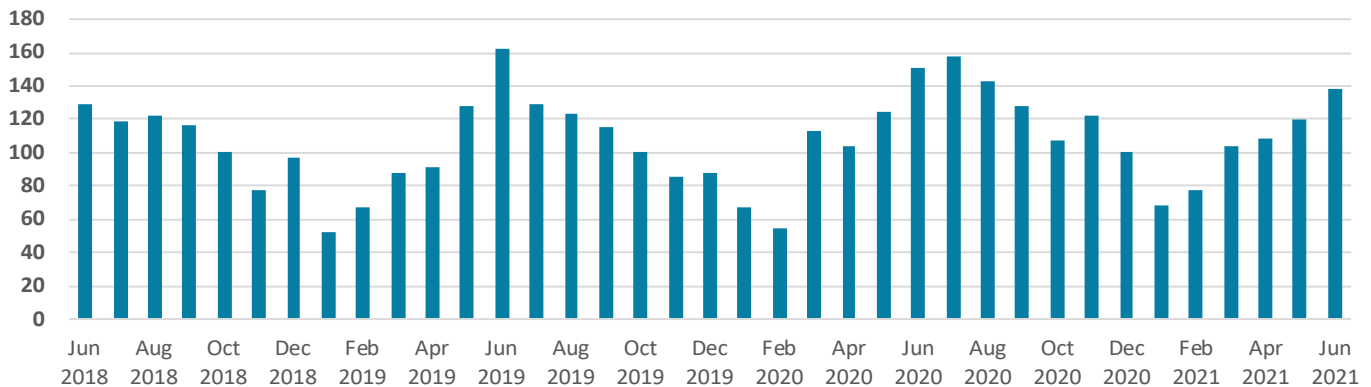


	Jun 2021	May 2021	MOM	Jun 2020	YOY	2021	2020	YTD
Median Sales Price	\$362,500	\$334,720	▲ 8.3%	\$295,500	▲ 22.7%	\$338,000	\$282,530	▲ 19.6%
Closed Sales	138	120	▲ 15.0%	151	▼ -8.6%	615	614	▲ 0.2%
New Listings	156	145	▲ 7.6%	162	▼ -3.7%	701	782	▼ -10.4%
Pending Sales	139	136	▲ 2.2%	158	▼ -12.0%	686	760	▼ -9.7%
Days on Market	14	30	▼ -53.3%	44	▼ -68.2%	22	51	▼ -56.9%
Price per Square Foot	\$167	\$158	▲ 5.7%	\$139	▲ 20.1%	\$161	\$138	▲ 16.7%
% of Ask Received	101.8%	101.2%	▲ 0.6%	98.5%	▲ 3.4%	100.1%	97.8%	▲ 2.4%
Active Inventory	68	61	▲ 11.5%	164	▼ -58.5%			
Absorption Rate	0.5	0.5	■ 0.0%	1.1	▼ -54.5%			

## Median Sales Price



## Number of Closed Sales



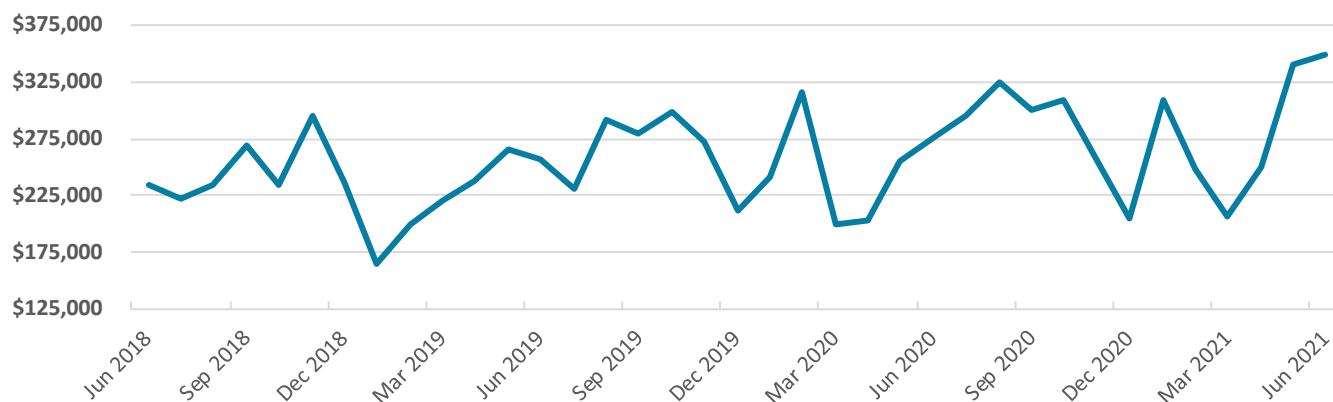
# Brown County

Data for single family homes in Brown County.

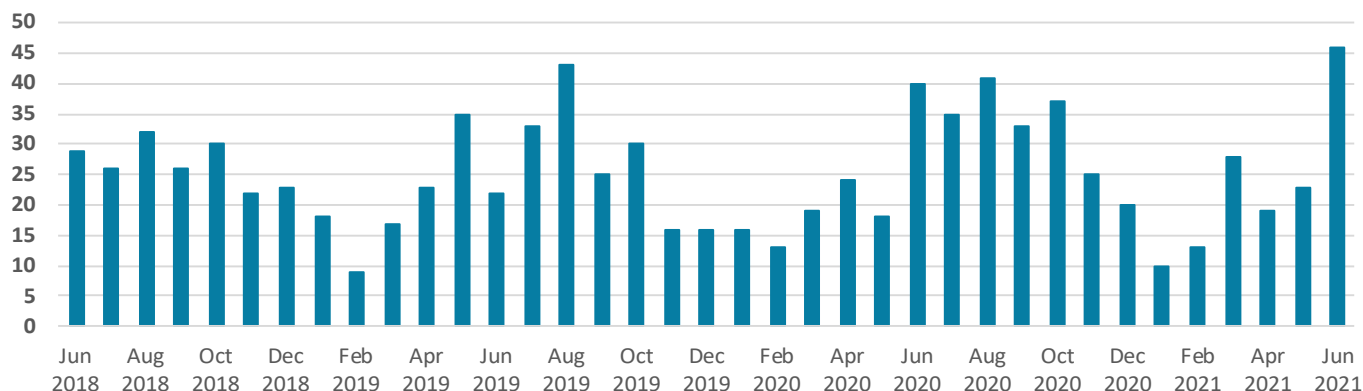


	Jun 2021	May 2021	MOM	Jun 2020	YOY	2021	2020	YTD
Median Sales Price	\$350,000	\$340,000	▲ 2.9%	\$275,500	▲ 27.0%	\$294,000	\$249,950	▲ 17.6%
Closed Sales	46	23	▲ 100.0%	40	▲ 15.0%	139	130	▲ 6.9%
New Listings	32	45	▼ -28.9%	36	▼ -11.1%	189	177	▲ 6.8%
Pending Sales	35	37	▼ -5.4%	40	▼ -12.5%	170	165	▲ 3.0%
Days on Market	18	11	▲ 63.6%	50	▼ -64.0%	38	82	▼ -53.7%
Price per Square Foot	\$248	\$185	▲ 34.1%	\$188	▲ 31.9%	\$222	\$182	▲ 22.0%
% of Ask Received	99.7%	97.7%	▲ 2.0%	95.9%	▲ 4.0%	98.6%	95.3%	▲ 3.5%
Active Inventory	36	35	▲ 2.9%	49	▼ -26.5%			
Absorption Rate	0.8	1.5	▼ -46.7%	1.2	▼ -33.3%			

## Median Sales Price



## Number of Closed Sales



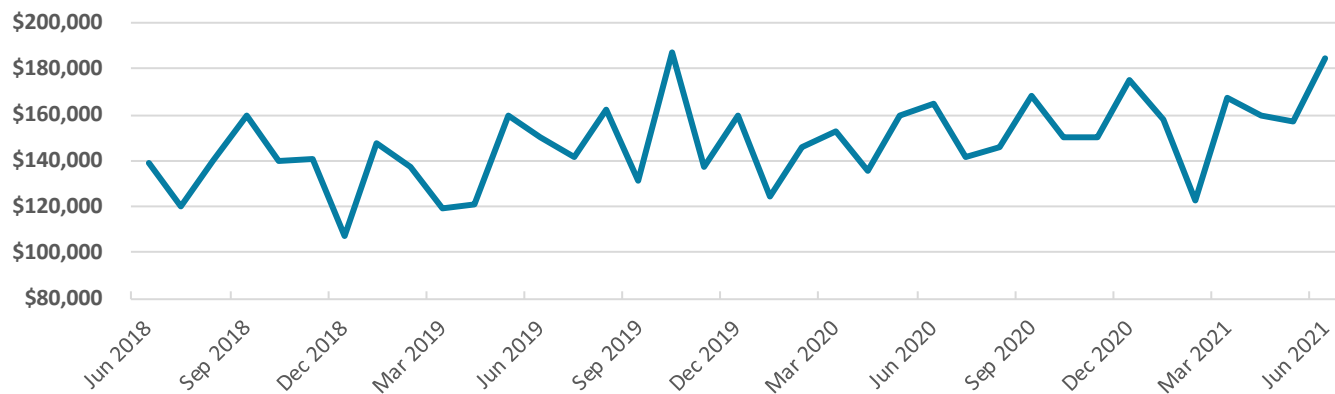
# Decatur County

Data for single family homes in Decatur County.

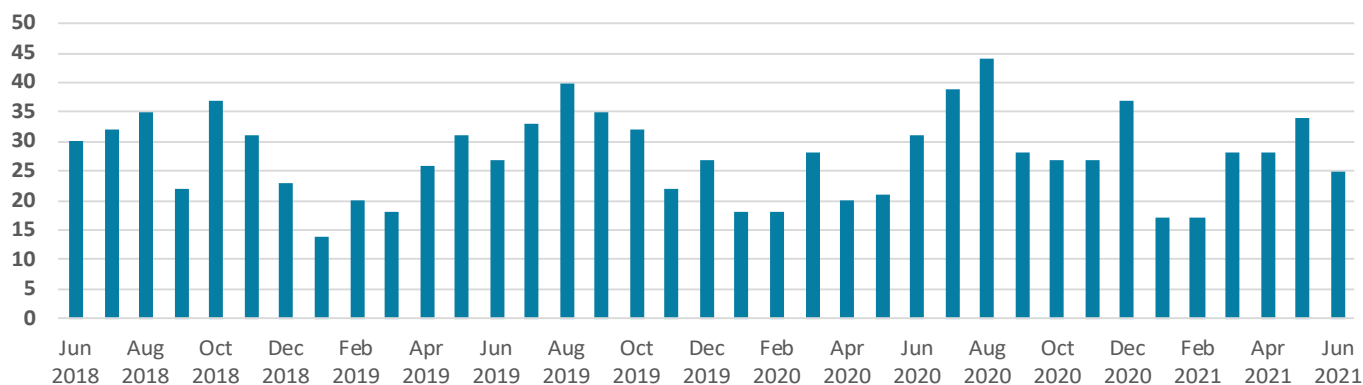


	Jun 2021	May 2021	MOM	Jun 2020	YOY	2021	2020	YTD
Median Sales Price	\$185,000	\$156,800	▲ 18.0%	\$165,000	▲ 12.1%	\$163,000	\$155,000	▲ 5.2%
Closed Sales	25	34	▼ -26.5%	31	▼ -19.4%	149	136	▲ 9.6%
New Listings	37	44	▼ -15.9%	35	▲ 5.7%	187	166	▲ 12.7%
Pending Sales	30	37	▼ -18.9%	39	▼ -23.1%	176	180	▼ -2.2%
Days on Market	22	18	▲ 22.2%	54	▼ -59.3%	27	55	▼ -50.9%
Price per Square Foot	\$132	\$117	▲ 12.8%	\$113	▲ 16.8%	\$116	\$104	▲ 11.5%
% of Ask Received	99.4%	97.4%	▲ 2.1%	95.9%	▲ 3.6%	98.0%	96.5%	▲ 1.6%
Active Inventory	34	27	▲ 25.9%	31	▲ 9.7%			
Absorption Rate	1.4	0.8	▲ 75.0%	1.0	▲ 40.0%			

## Median Sales Price



## Number of Closed Sales



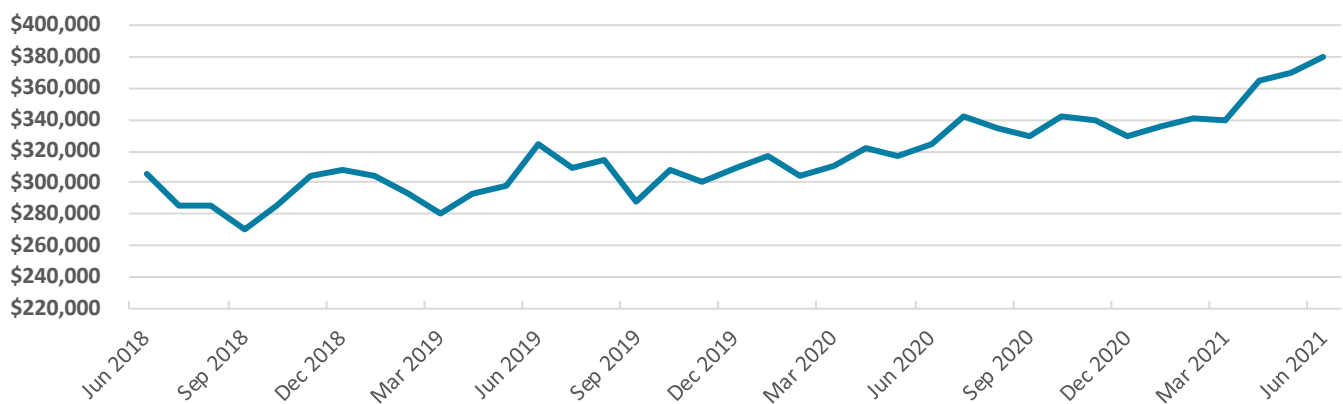
# Hamilton County

Data for single family homes in Hamilton County.

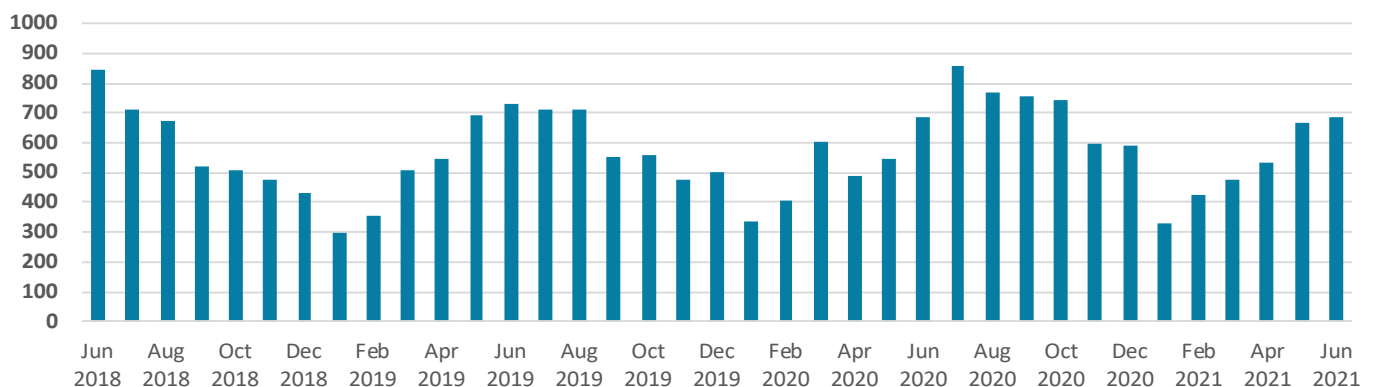


	Jun 2021	May 2021	MOM	Jun 2020	YOY	2021	2020	YTD
Median Sales Price	\$380,000	\$370,000	▲ 2.7%	\$324,450	▲ 17.1%	\$357,850	\$315,990	▲ 13.2%
Closed Sales	688	668	▲ 3.0%	689	▼ -0.1%	3,117	3,063	▲ 1.8%
New Listings	803	659	▲ 21.9%	819	▼ -2.0%	3,555	3,860	▼ -7.9%
Pending Sales	760	678	▲ 12.1%	835	▼ -9.0%	3,602	3,760	▼ -4.2%
Days on Market	13	13	■ 0.0%	39	▼ -66.7%	18	51	▼ -64.7%
Price per Square Foot	\$173	\$172	▲ 0.6%	\$146	▲ 18.5%	\$165	\$141	▲ 17.0%
% of Ask Received	103.2%	102.6%	▲ 0.6%	98.9%	▲ 4.3%	101.4%	98.5%	▲ 2.9%
Active Inventory	266	222	▲ 19.8%	704	▼ -62.2%			
Absorption Rate	0.4	0.3	▲ 33.3%	1.0	▼ -60.0%			

## Median Sales Price



## Number of Closed Sales



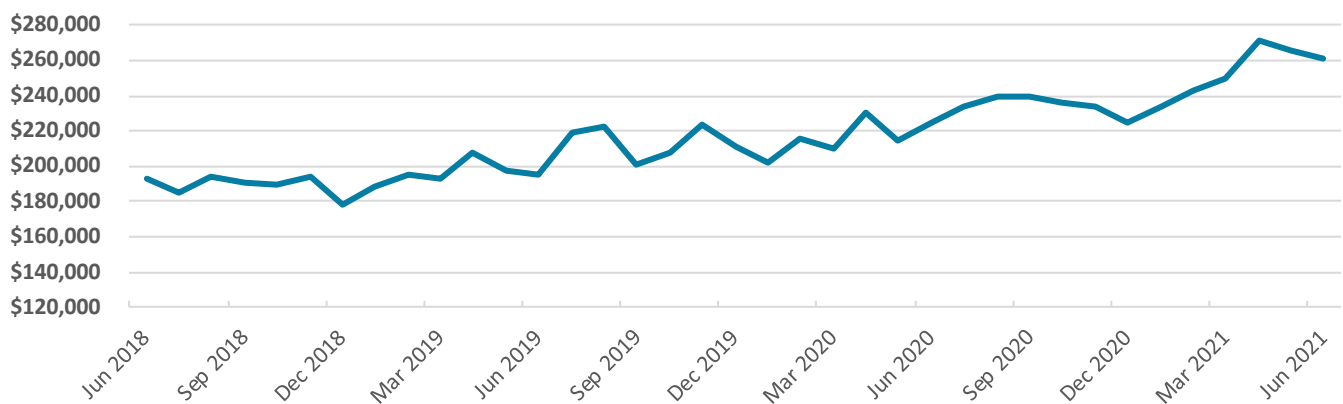
# Hancock County

Data for single family homes in Hancock County.

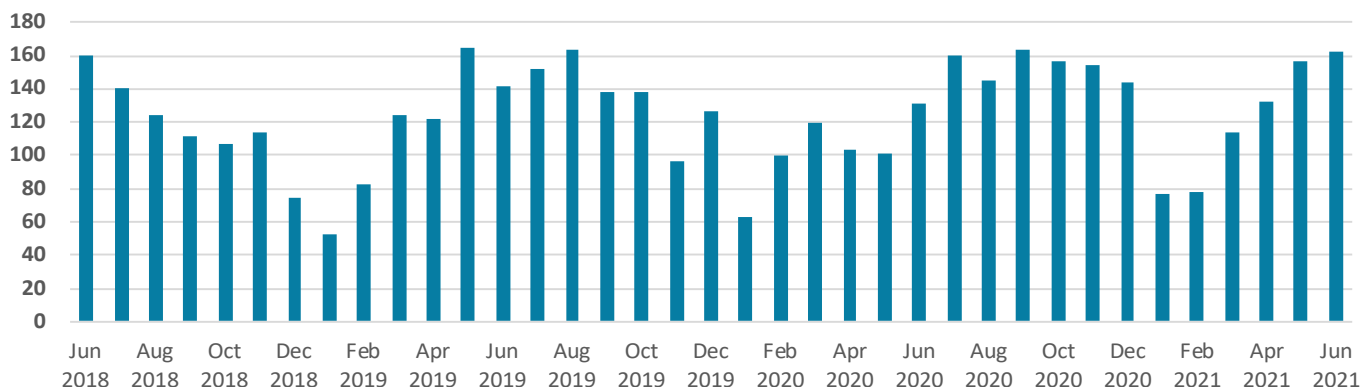


	Jun 2021	May 2021	MOM	Jun 2020	YOY	2021	2020	YTD
Median Sales Price	\$260,500	\$265,765	▼ -2.0%	\$225,000	▲ 15.8%	\$255,000	\$218,500	▲ 16.7%
Closed Sales	162	157	▲ 3.2%	131	▲ 23.7%	720	617	▲ 16.7%
New Listings	187	172	▲ 8.7%	176	▲ 6.3%	862	762	▲ 13.1%
Pending Sales	167	175	▼ -4.6%	156	▲ 7.1%	854	765	▲ 11.6%
Days on Market	10	11	▼ -9.1%	40	▼ -75.0%	19	44	▼ -56.8%
Price per Square Foot	\$137	\$131	▲ 4.6%	\$115	▲ 19.1%	\$130	\$112	▲ 16.1%
% of Ask Received	101.4%	100.6%	▲ 0.8%	99.1%	▲ 2.3%	100.1%	98.5%	▲ 1.6%
Active Inventory	83	53	▲ 56.6%	134	▼ -38.1%			
Absorption Rate	0.5	0.3	▲ 66.7%	1.0	▼ -50.0%			

## Median Sales Price



## Number of Closed Sales



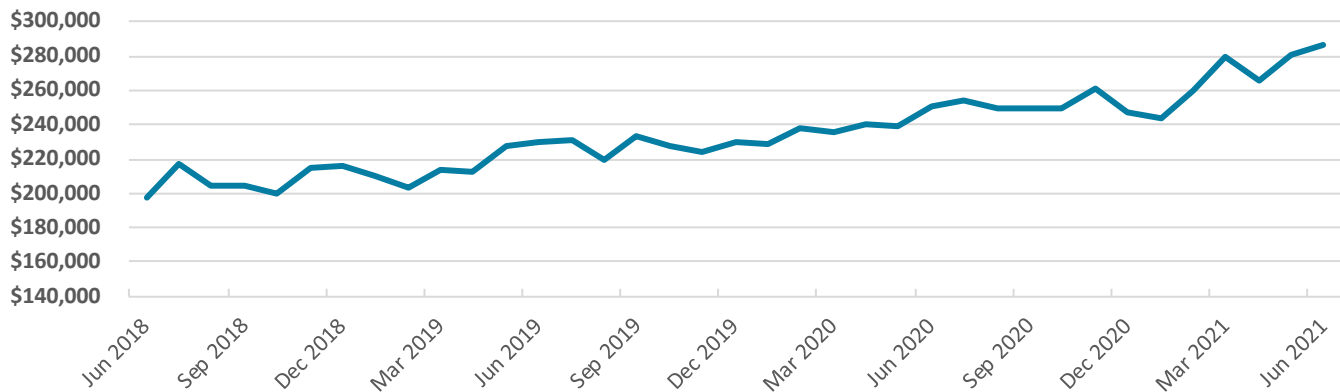
# Hendricks County

Data for single family homes in Hendricks County.

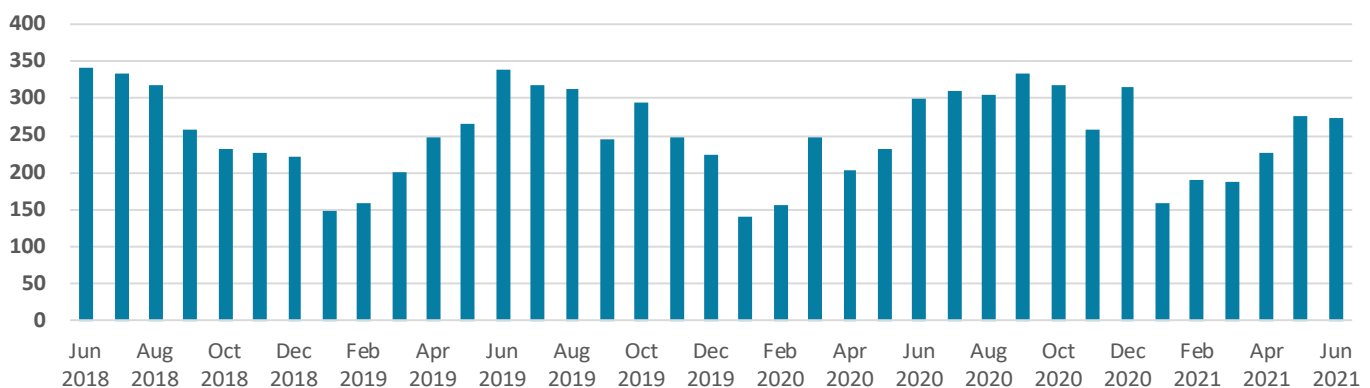


	Jun 2021	May 2021	MOM	Jun 2020	YOY	2021	2020	YTD
Median Sales Price	\$286,900	\$280,101	▲ 2.4%	\$251,000	▲ 14.3%	\$273,500	\$240,000	▲ 14.0%
Closed Sales	275	277	▼ -0.7%	301	▼ -8.6%	1,316	1,282	▲ 2.7%
New Listings	330	274	▲ 20.4%	310	▲ 6.5%	1,464	1,580	▼ -7.3%
Pending Sales	320	277	▲ 15.5%	314	▲ 1.9%	1,476	1,549	▼ -4.7%
Days on Market	8	10	▼ -20.0%	30	▼ -73.3%	15	40	▼ -62.5%
Price per Square Foot	\$143	\$138	▲ 3.6%	\$120	▲ 19.2%	\$137	\$117	▲ 17.1%
% of Ask Received	102.9%	102.3%	▲ 0.6%	99.0%	▲ 3.9%	101.5%	98.8%	▲ 2.7%
Active Inventory	98	79	▲ 24.1%	228	▼ -57.0%			
Absorption Rate	0.4	0.3	▲ 33.3%	0.8	▼ -50.0%			

## Median Sales Price



## Number of Closed Sales



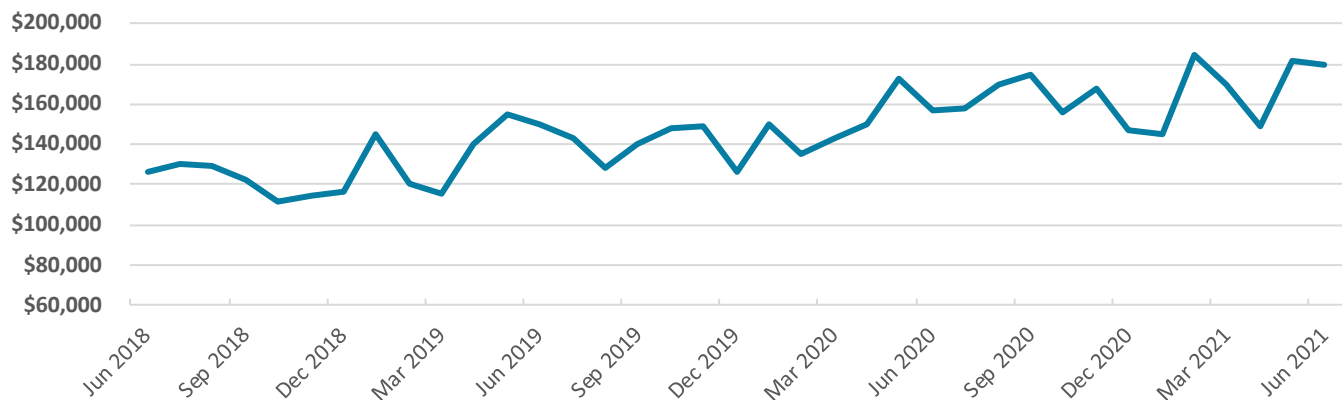
# Jackson County

Data for single family homes in Jackson County.

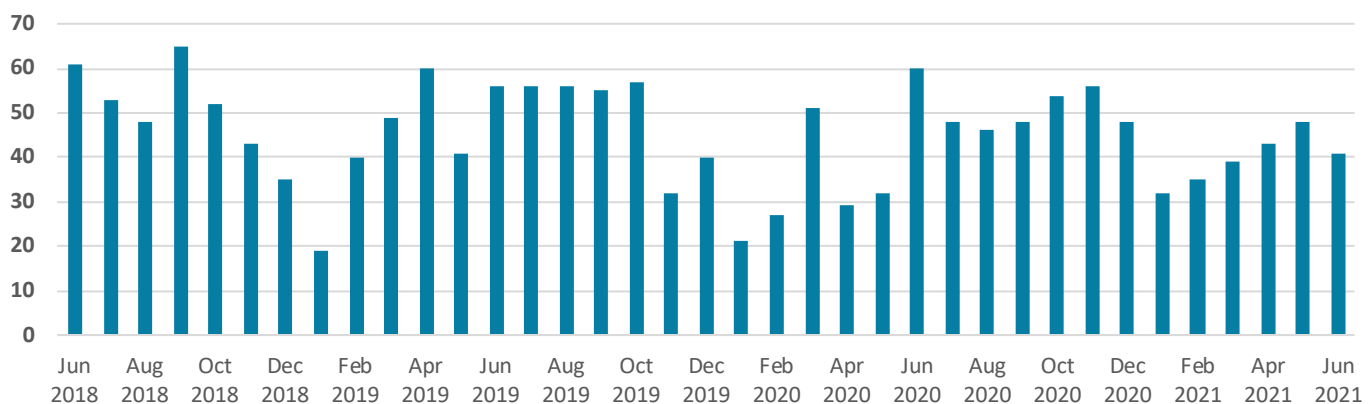


	Jun 2021	May 2021	MOM	Jun 2020	YOY	2021	2020	YTD
Median Sales Price	\$179,900	\$181,250	▼ -0.7%	\$156,450	▲ 15.0%	\$167,266	\$149,950	▲ 11.5%
Closed Sales	41	48	▼ -14.6%	60	▼ -31.7%	238	220	▲ 8.2%
New Listings	49	51	▼ -3.9%	52	▼ -5.8%	265	273	▼ -2.9%
Pending Sales	49	50	▼ -2.0%	45	▲ 8.9%	277	256	▲ 8.2%
Days on Market	10	13	▼ -23.1%	25	▼ -60.0%	24	54	▼ -55.6%
Price per Square Foot	\$125	\$125	▬ 0.0%	\$104	▲ 20.2%	\$114	\$101	▲ 12.9%
% of Ask Received	100.9%	100.0%	▲ 0.9%	98.3%	▲ 2.6%	98.8%	97.6%	▲ 1.2%
Active Inventory	26	24	▲ 8.3%	56	▼ -53.6%			
Absorption Rate	0.6	0.5	▲ 20.0%	0.9	▼ -33.3%			

## Median Sales Price



## Number of Closed Sales



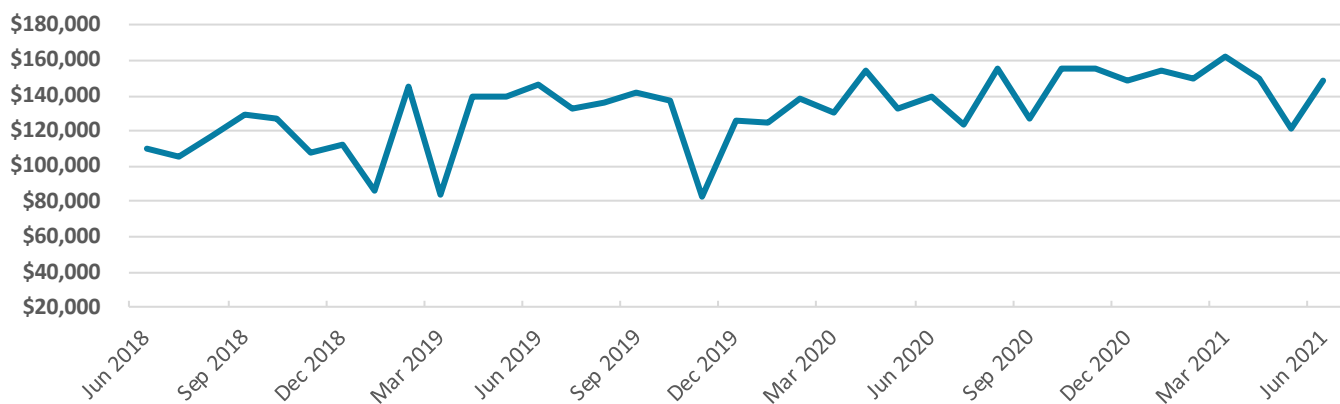
# Jennings County

Data for single family homes in Jennings County.

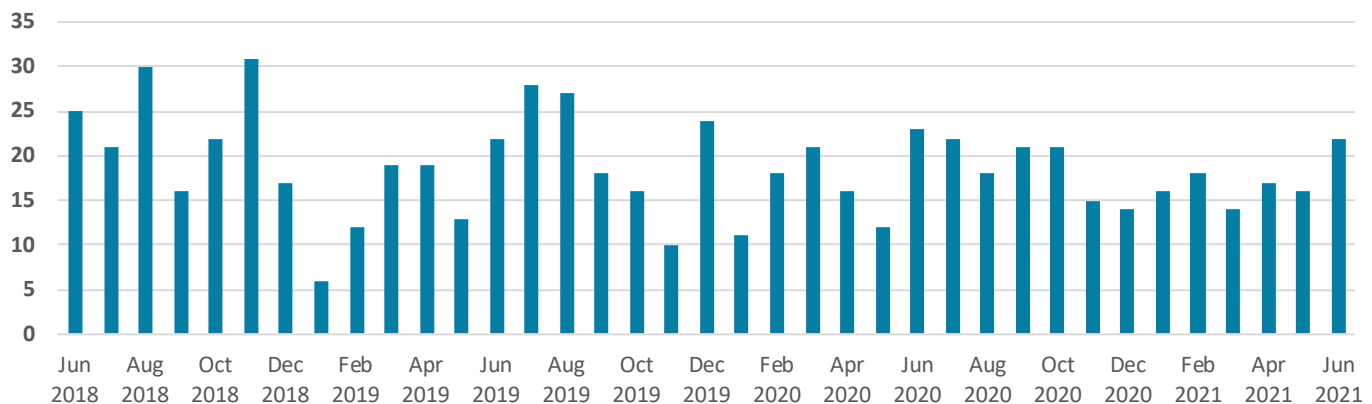


	Jun 2021	May 2021	MOM	Jun 2020	YOY	2021	2020	YTD
Median Sales Price	\$149,075	\$121,450	▲ 22.7%	\$139,900	▲ 6.6%	\$149,000	\$137,000	▲ 8.8%
Closed Sales	22	16	▲ 37.5%	23	▼ -4.3%	103	101	▲ 2.0%
New Listings	25	17	▲ 47.1%	26	▼ -3.8%	111	136	▼ -18.4%
Pending Sales	20	23	▼ -13.0%	24	▼ -16.7%	115	124	▼ -7.3%
Days on Market	21	21	▬ 0.0%	34	▼ -38.2%	33	38	▼ -13.2%
Price per Square Foot	\$116	\$95	▲ 22.1%	\$92	▲ 26.1%	\$111	\$92	▲ 20.7%
% of Ask Received	100.4%	98.7%	▲ 1.7%	95.9%	▲ 4.7%	98.2%	95.7%	▲ 2.6%
Active Inventory	18	13	▲ 38.5%	24	▼ -25.0%			
Absorption Rate	0.8	0.8	▬ 0.0%	1.0	▼ -20.0%			

## Median Sales Price



## Number of Closed Sales



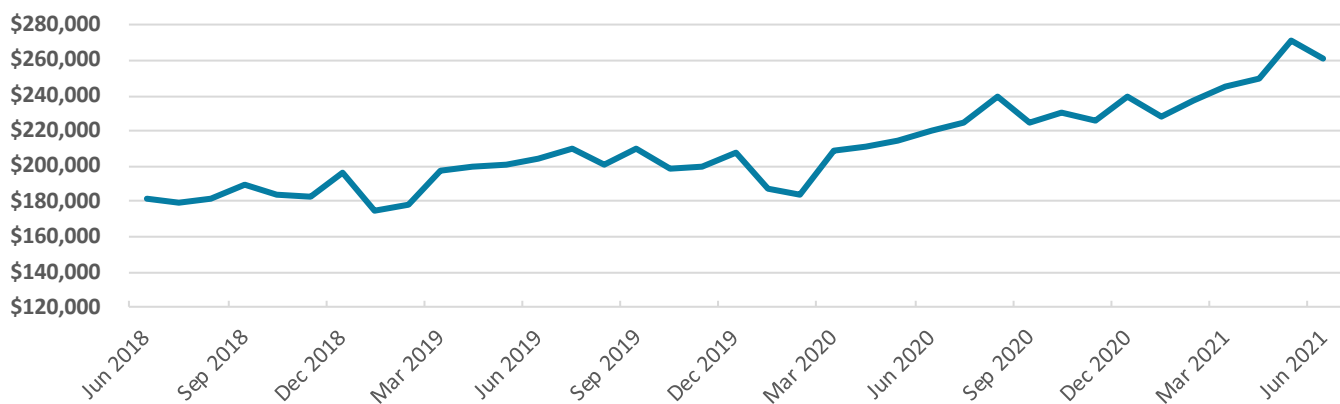
# Johnson County

Data for single family homes in Johnson County.

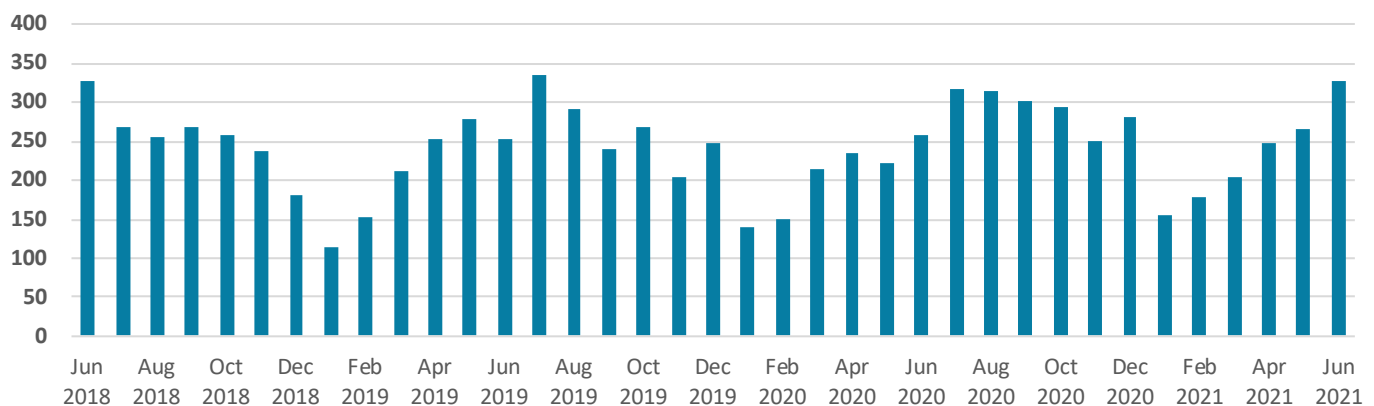


	Jun 2021	May 2021	MOM	Jun 2020	YOY	2021	2020	YTD
Median Sales Price	\$261,000	\$271,500	▼ -3.9%	\$220,000	▲ 18.6%	\$251,943	\$208,000	▲ 21.1%
Closed Sales	327	265	▲ 23.4%	257	▲ 27.2%	1,376	1,219	▲ 12.9%
New Listings	363	300	▲ 21.0%	299	▲ 21.4%	1,569	1,513	▲ 3.7%
Pending Sales	346	305	▲ 13.4%	325	▲ 6.5%	1,570	1,495	▲ 5.0%
Days on Market	9	7	▲ 28.6%	30	▼ -70.0%	13	37	▼ -64.9%
Price per Square Foot	\$147	\$147	▬ 0.0%	\$123	▲ 19.5%	\$142	\$119	▲ 19.3%
% of Ask Received	102.4%	102.3%	▲ 0.1%	99.2%	▲ 3.2%	101.0%	98.7%	▲ 2.3%
Active Inventory	111	93	▲ 19.4%	213	▼ -47.9%			
Absorption Rate	0.3	0.4	▼ -25.0%	0.8	▼ -62.5%			

## Median Sales Price



## Number of Closed Sales



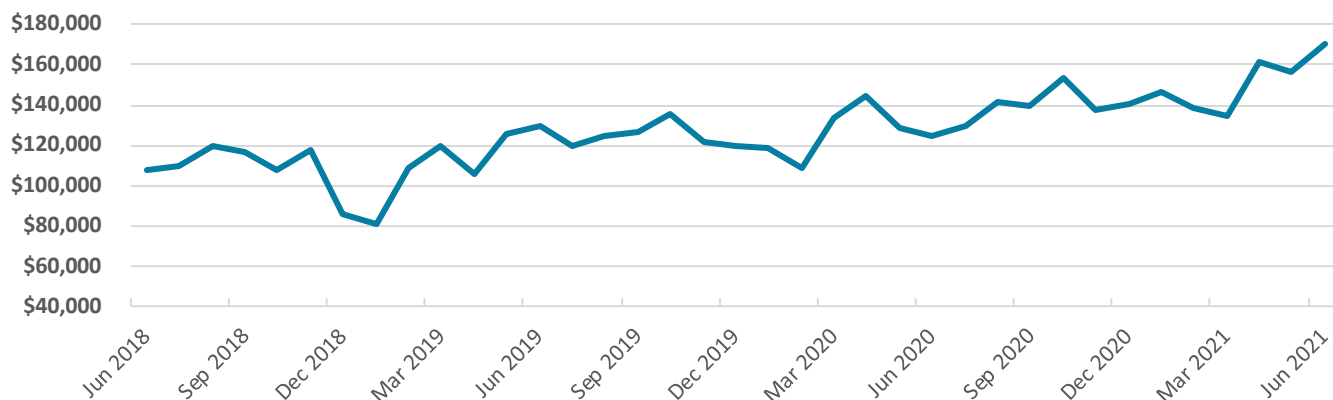
# Madison County

Data for single family homes in Madison County.

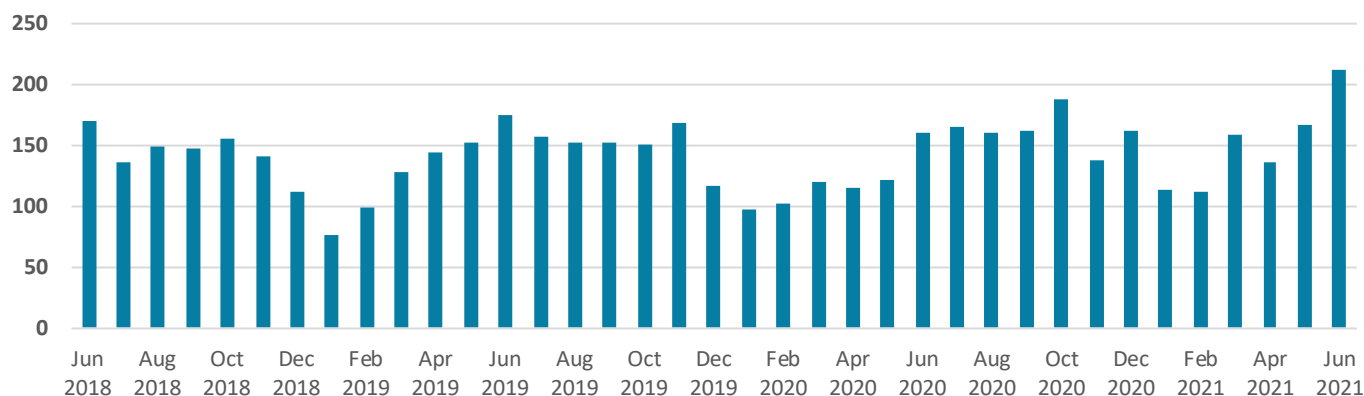


	Jun 2021	May 2021	MOM	Jun 2020	YOY	2021	2020	YTD
Median Sales Price	\$170,000	\$156,100	▲ 8.9%	\$125,000	▲ 36.0%	\$150,000	\$130,000	▲ 15.4%
Closed Sales	213	167	▲ 27.5%	161	▲ 32.3%	902	720	▲ 25.3%
New Listings	253	218	▲ 16.1%	149	▲ 69.8%	1,035	843	▲ 22.8%
Pending Sales	213	209	▲ 1.9%	154	▲ 38.3%	1,019	846	▲ 20.4%
Days on Market	11	11	▬ 0.0%	43	▼ -74.4%	24	47	▼ -48.9%
Price per Square Foot	\$106	\$101	▲ 5.0%	\$81	▲ 30.9%	\$97	\$79	▲ 22.8%
% of Ask Received	99.5%	99.8%	▼ -0.3%	95.1%	▲ 4.6%	98.3%	95.9%	▲ 2.5%
Active Inventory	144	101	▲ 42.6%	125	▲ 15.2%			
Absorption Rate	0.7	0.6	▲ 16.7%	0.8	▼ -12.5%			

## Median Sales Price



## Number of Closed Sales



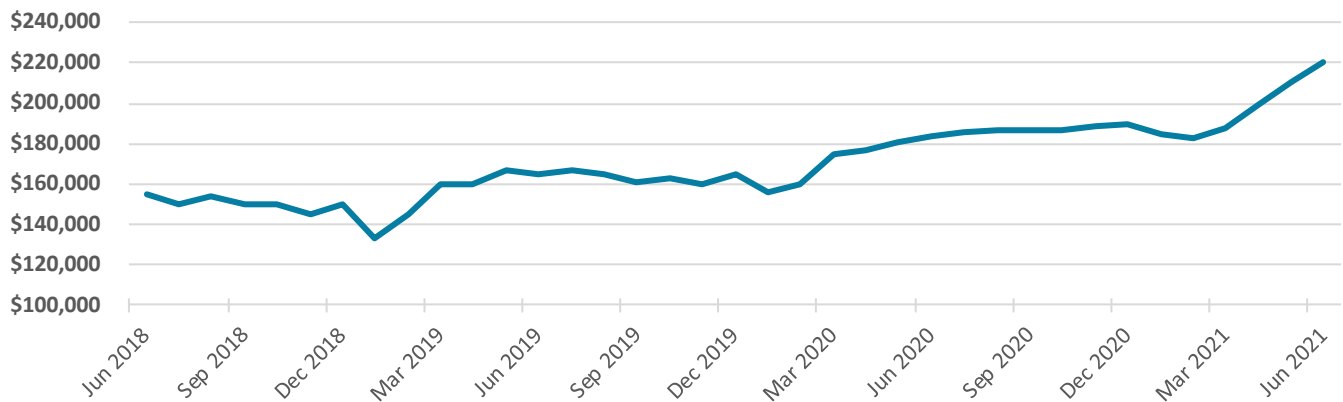
# Marion County

Data for single family homes in Marion County.

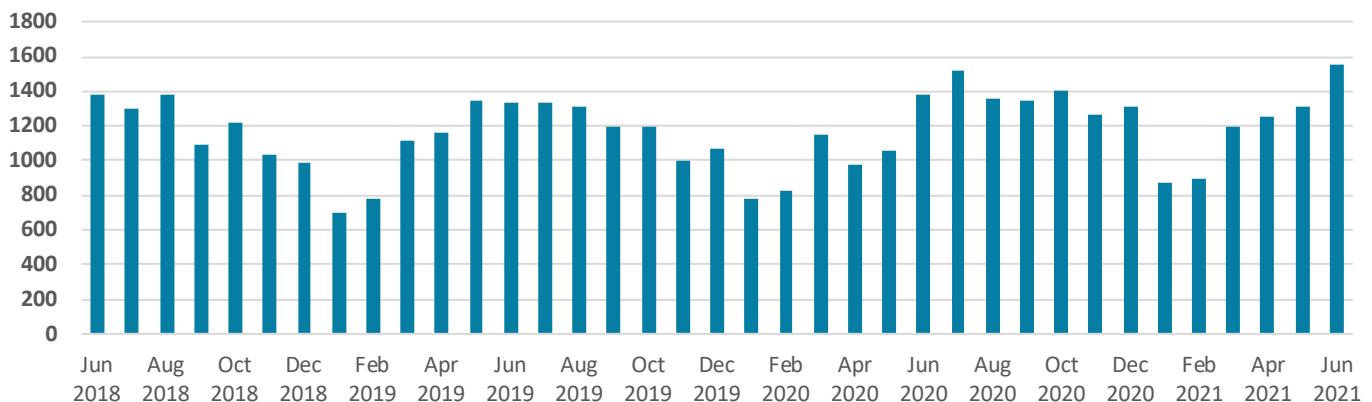


	Jun 2021	May 2021	MOM	Jun 2020	YOY	2021	2020	YTD
Median Sales Price	\$220,000	\$210,000	▲ 4.8%	\$184,000	▲ 19.6%	\$200,000	\$174,900	▲ 14.4%
Closed Sales	1,555	1,308	▲ 18.9%	1385	▲ 12.3%	7,091	6,181	▲ 14.7%
New Listings	1,692	1,541	▲ 9.8%	1428	▲ 18.5%	8,309	7,588	▲ 9.5%
Pending Sales	1,621	1,581	▲ 2.5%	1466	▲ 10.6%	8,123	7,342	▲ 10.6%
Days on Market	17	18	▼ -5.6%	30	▼ -43.3%	24	39	▼ -38.5%
Price per Square Foot	\$141	\$143	▼ -1.4%	\$123	▲ 14.6%	\$133	\$114	▲ 16.7%
% of Ask Received	102.0%	101.5%	▲ 0.5%	98.4%	▲ 3.7%	100.4%	97.6%	▲ 2.9%
Active Inventory	897	787	▲ 14.0%	1148	▼ -21.9%			
Absorption Rate	0.6	0.6	■ 0.0%	0.8	▼ -25.0%			

## Median Sales Price



## Number of Closed Sales



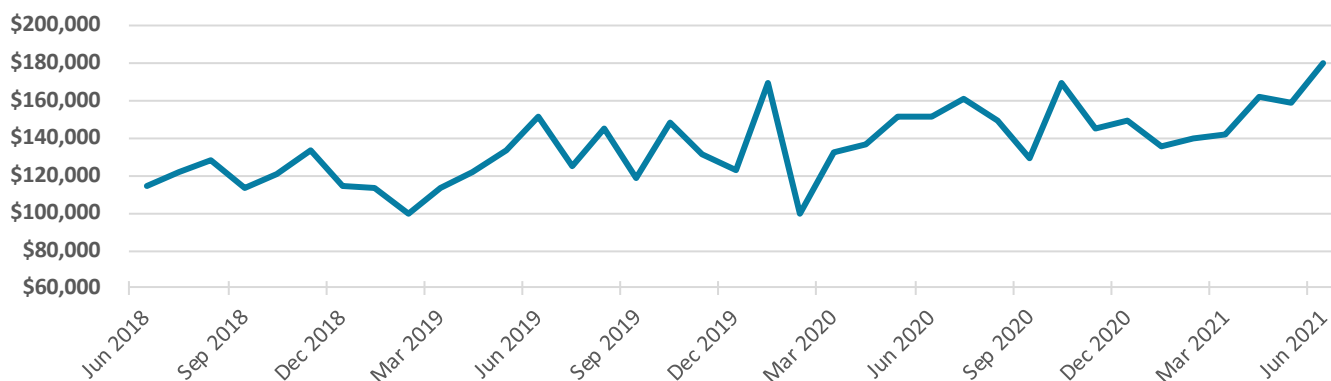
# Montgomery County

Data for single family homes in Montgomery County.

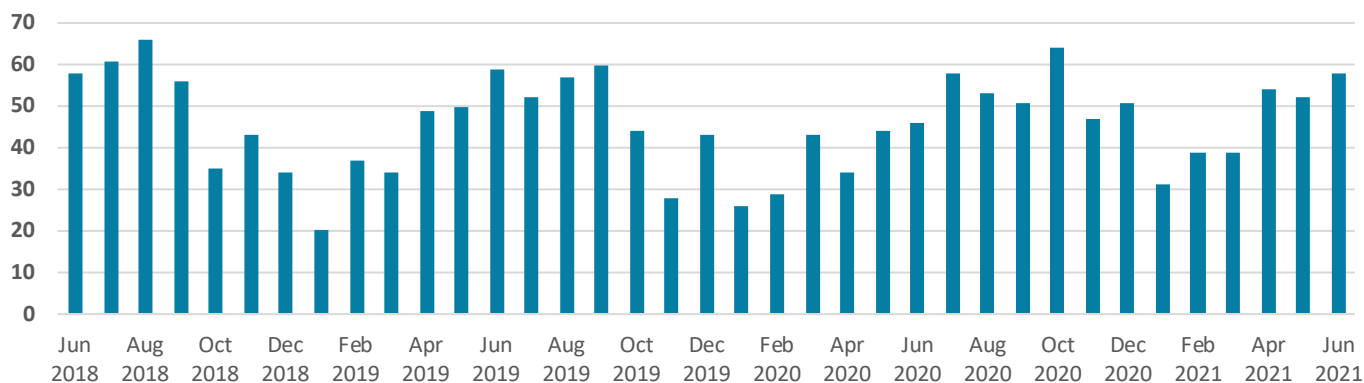


	Jun 2021	May 2021	MOM	Jun 2020	YOY	2021	2020	YTD
Median Sales Price	\$179,825	\$158,950	▲ 13.1%	\$152,000	▲ 18.3%	\$155,000	\$140,000	▲ 10.7%
Closed Sales	58	52	▲ 11.5%	46	▲ 26.1%	273	222	▲ 23.0%
New Listings	52	60	▼ -13.3%	44	▲ 18.2%	306	263	▲ 16.3%
Pending Sales	47	68	▼ -30.9%	52	▼ -9.6%	300	272	▲ 10.3%
Days on Market	19	15	▲ 26.7%	47	▼ -59.6%	24	57	▼ -57.9%
Price per Square Foot	\$114	\$117	▼ -2.6%	\$98	▲ 16.3%	\$111	\$91	▲ 22.0%
% of Ask Received	99.7%	100.8%	▼ -1.1%	97.4%	▲ 2.4%	99.4%	96.8%	▲ 2.7%
Active Inventory	39	30	▲ 30.0%	46	▼ -15.2%			
Absorption Rate	0.7	0.6	▲ 16.7%	1.0	▼ -30.0%			

## Median Sales Price



## Number of Closed Sales



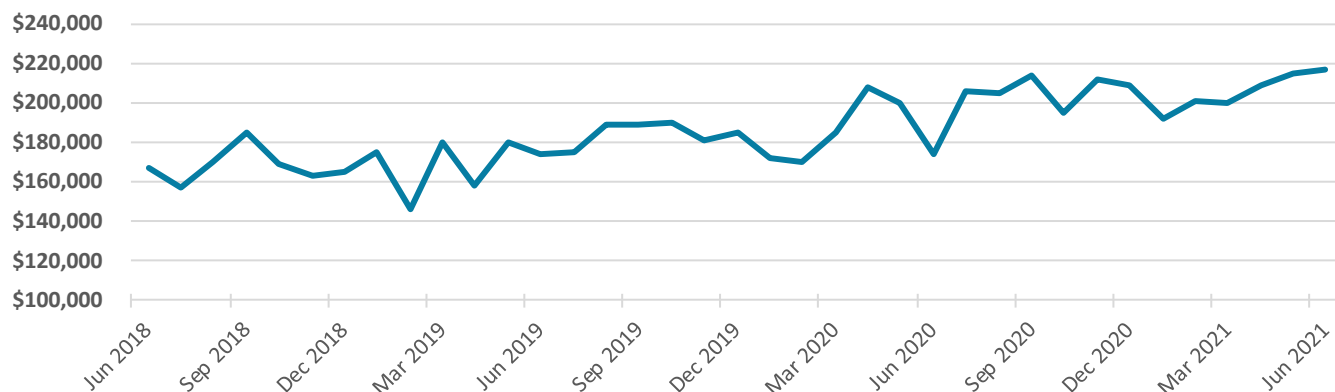
# Morgan County

Data for single family homes in Morgan County.

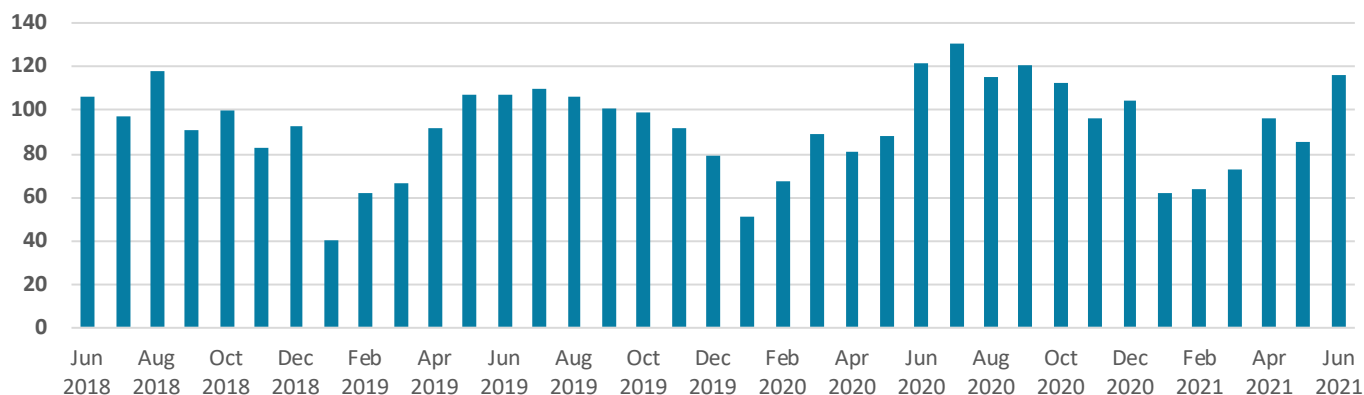


	Jun 2021	May 2021	MOM	Jun 2020	YOY	2021	2020	YTD
Median Sales Price	\$217,183	\$215,000	▲ 1.0%	\$173,950	▲ 24.9%	\$209,450	\$185,000	▲ 13.2%
Closed Sales	116	85	▲ 36.5%	122	▼ -4.9%	496	498	▼ -0.4%
New Listings	116	137	▼ -15.3%	140	▼ -17.1%	613	608	▲ 0.8%
Pending Sales	127	107	▲ 18.7%	131	▼ -3.1%	582	607	▼ -4.1%
Days on Market	19	16	▲ 18.8%	45	▼ -57.8%	23	48	▼ -52.1%
Price per Square Foot	\$140	\$143	▼ -2.1%	\$116	▲ 20.7%	\$134	\$117	▲ 14.5%
% of Ask Received	100.4%	101.0%	▼ -0.6%	99.3%	▲ 1.1%	99.9%	98.2%	▲ 1.7%
Active Inventory	71	73	▼ -2.7%	101	▼ -29.7%			
Absorption Rate	0.6	0.9	▼ -33.3%	0.8	▼ -25.0%			

## Median Sales Price



## Number of Closed Sales



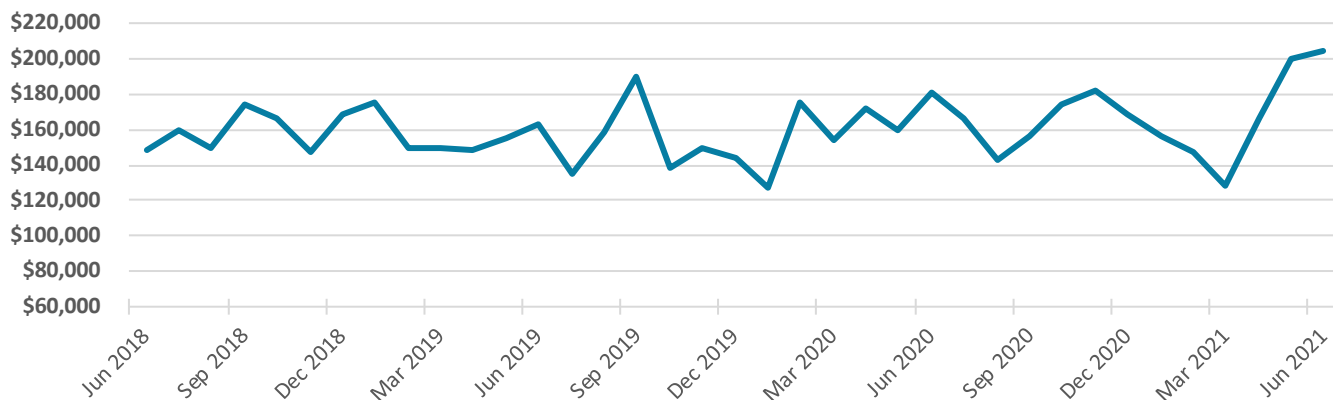
# Putnam County

Data for single family homes in Putnam County.

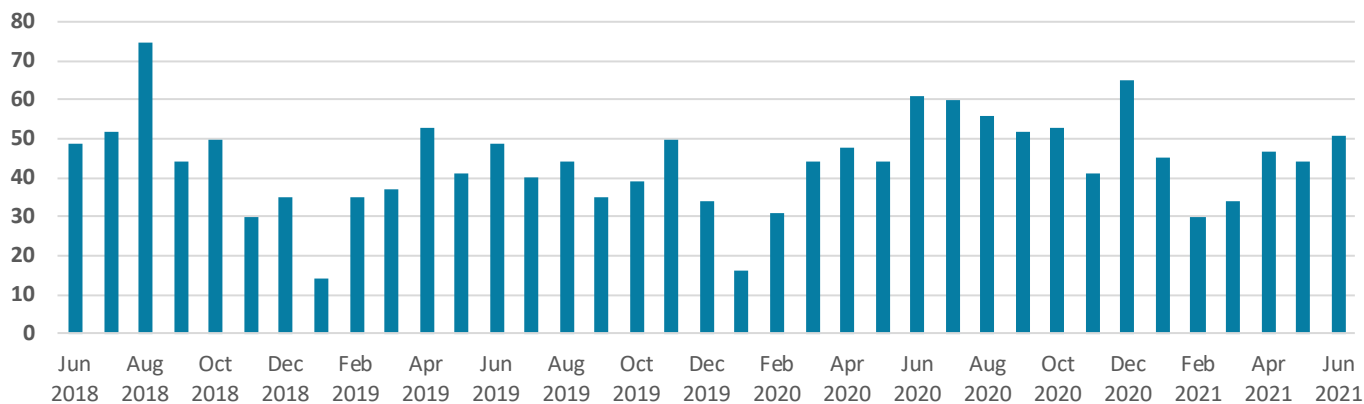


	Jun 2021	May 2021	MOM	Jun 2020	YOY	2021	2020	YTD
Median Sales Price	\$204,900	\$200,000	▲ 2.5%	\$181,000	▲ 13.2%	\$172,000	\$173,750	▼ -1.0%
Closed Sales	51	44	▲ 15.9%	61	▼ -16.4%	251	244	▲ 2.9%
New Listings	48	58	▼ -17.2%	58	▼ -17.2%	260	296	▼ -12.2%
Pending Sales	58	54	▲ 7.4%	54	▲ 7.4%	271	288	▼ -5.9%
Days on Market	11	10	▲ 10.0%	38	▼ -71.1%	22	64	▼ -65.6%
Price per Square Foot	\$135	\$135	■ 0.0%	\$124	▲ 8.9%	\$120	\$110	▲ 9.1%
% of Ask Received	99.0%	98.4%	▲ 0.6%	97.9%	▲ 1.1%	98.5%	97.6%	▲ 0.9%
Active Inventory	17	25	▼ -32.0%	50	▼ -66.0%			
Absorption Rate	0.3	0.6	▼ -50.0%	0.8	▼ -62.5%			

## Median Sales Price



## Number of Closed Sales



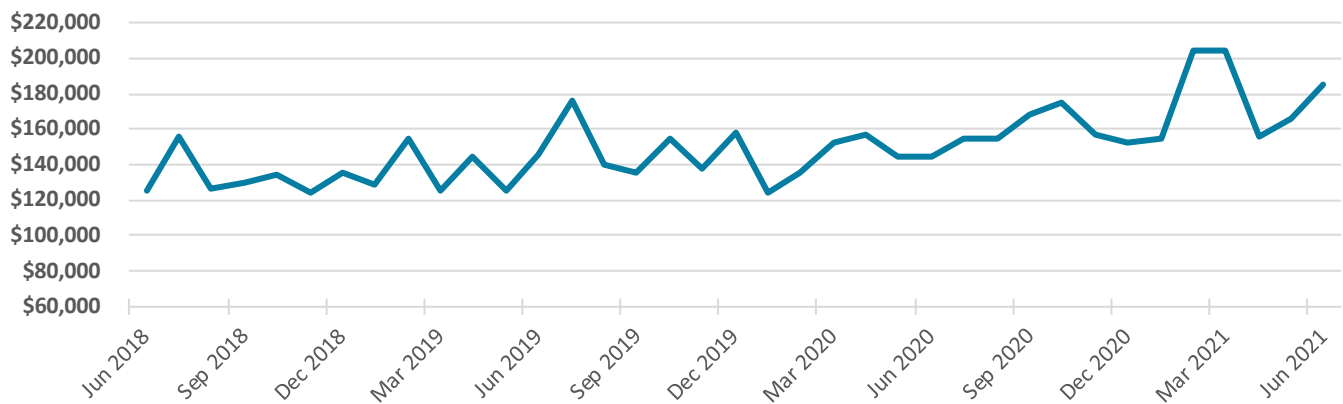
# Shelby County

Data for single family homes in Shelby County.

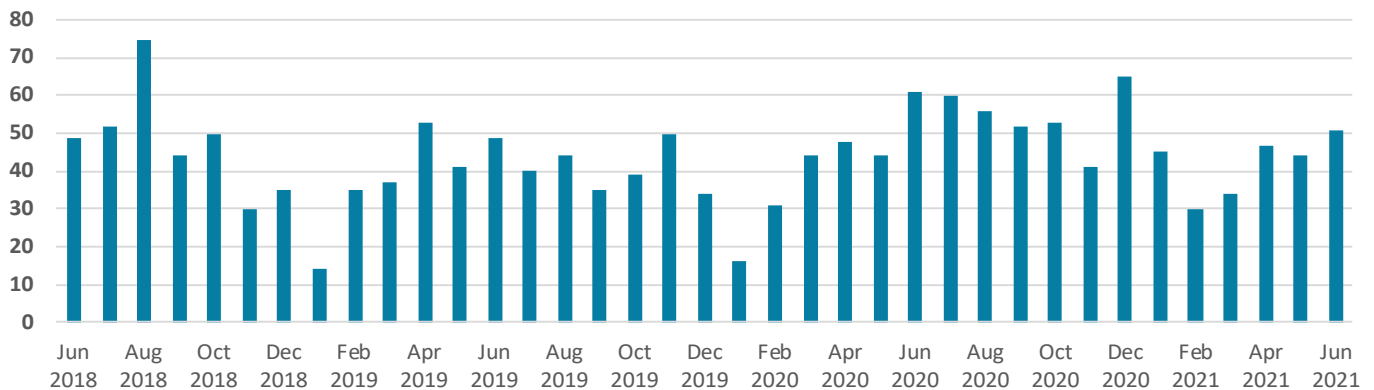


	Jun 2021	May 2021	MOM	Jun 2020	YOY	2021	2020	YTD
Median Sales Price	\$185,000	\$166,500	▲ 11.1%	\$145,000	▲ 27.6%	\$176,750	\$144,450	▲ 22.4%
Closed Sales	44	46	▼ -4.3%	51	▼ -13.7%	232	226	▲ 2.7%
New Listings	73	56	▲ 30.4%	51	▲ 43.1%	293	285	▲ 2.8%
Pending Sales	65	46	▲ 41.3%	60	▲ 8.3%	282	282	■ 0.0%
Days on Market	20	13	▲ 53.8%	27	▼ -25.9%	30	42	▼ -28.6%
Price per Square Foot	\$121	\$114	▲ 6.1%	\$104	▲ 16.3%	\$114	\$97	▲ 17.5%
% of Ask Received	100.4%	98.3%	▲ 2.1%	96.5%	▲ 4.0%	99.1%	95.9%	▲ 3.3%
Active Inventory	41	30	▲ 36.7%	37	▲ 10.8%			
Absorption Rate	0.9	0.7	▲ 28.6%	0.7	▲ 28.6%			

## Median Sales Price



## Number of Closed Sales



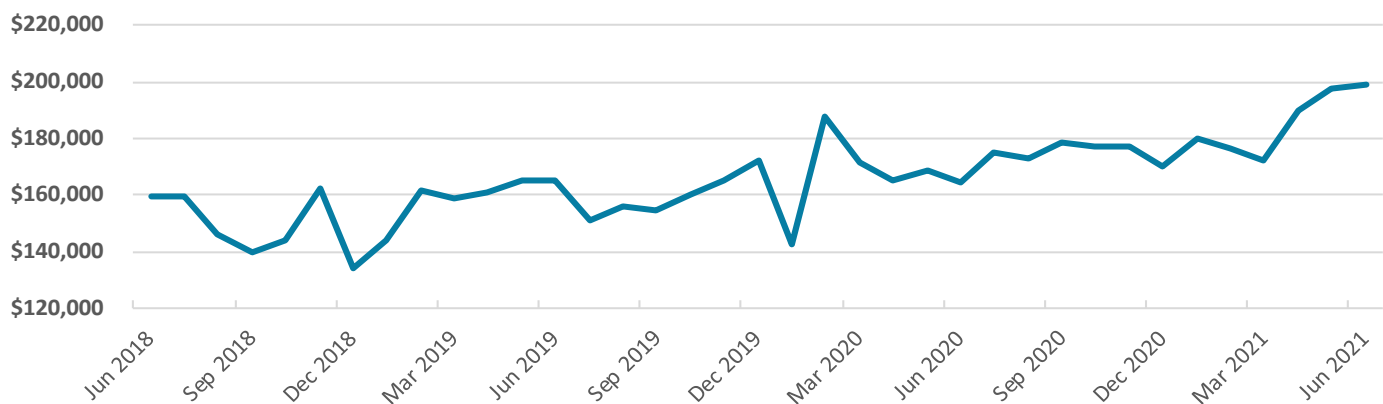
# Condominiums

Data for Condominiums across all MIBOR Counties.



	Jun 2021	May 2021	MOM	Jun 2020	YOY	2021	2020	YTD
Median Sales Price	\$199,000	\$197,500	▲ 0.8%	\$164,450	▲ 21.0%	\$184,975	\$165,000	▲ 12.1%
Closed Sales	292	229	▲ 27.5%	256	▲ 14.1%	1,052	955	▲ 10.2%
New Listings	313	289	▲ 8.3%	312	▲ 0.3%	1,214	1,283	▼ -5.4%
Pending Sales	304	289	▲ 5.2%	293	▲ 3.8%	1,239	1,120	▲ 10.6%
Days on Market	20	17	▲ 17.6%	38	▼ -47.4%	32	41	▼ -22.0%
Price per Square Foot	\$140	\$135	▲ 3.7%	\$123	▲ 13.8%	\$133	\$121	▲ 9.9%
% of Ask Received	101.1%	100.6%	▲ 0.5%	97.8%	▲ 3.4%	99.0%	97.7%	▲ 1.3%
Active Inventory	230	222	▲ 3.6%	367	▼ -37.3%			
Absorption Rate	0.8	1.0	▼ -20.0%	1.4	▼ -42.9%			

## Median Sales Price



## Number of Closed Sales

