

# MARKET INSIGHTS REPORT

AUGUST 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 August 2021 data, this is what our experts are saying:

“The release of August data shows that the real estate market in the greater Indianapolis region is strong for both buyers and sellers,” said Shelley Specchio, MIBOR CEO. “While active inventory remains tight, this month we have an increase in new listings, closed sales and an all-time high for pending sales. We saw a slight dip in the median sales price compared to last month but it remains 10.7 percent above August 2020. These numbers, along with low interest rates, show that it is still a great time to buy or sell and MIBOR REALTORS® are ready to help.”

Dr. Elliot Eisenberg, an internationally acclaimed economist and public speaker says, “Active inventory of 2,493 homes is well below (-16.4%) last year’s already tight inventory and ticked down 1.1% from last month. Month’s supply of inventory remains at just 0.7, slightly above the trough of 0.5 we saw several months ago. The percentage of price received compared to asking price is at 101.0%, down just slightly from last month’s 101.6%, but well up from the 99.0% we saw last August. DOM rose from 14 days in July to 17 days in August but remains well below the 29 days we saw last August. While it seems like everyone is waiting for this big market correction in residential real estate, aside from some very slight softening, I don’t see any evidence of a material weakness in the underlying market here in Indianapolis.”

Year over Year data for August:

- Median sales price increased 10.7 percent to \$252,500
- Average days on market decreased 41.4 percent to 17
- Current active listings decreased 16.4 percent to 2,493

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<b>DECATUR COUNTY</b>	<b>(9)</b>
<b>HAMILTON COUNTY</b>	<b>(10)</b>
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<b>JACKSON COUNTY</b>	<b>(13)</b>
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# MARKET SUMMARY



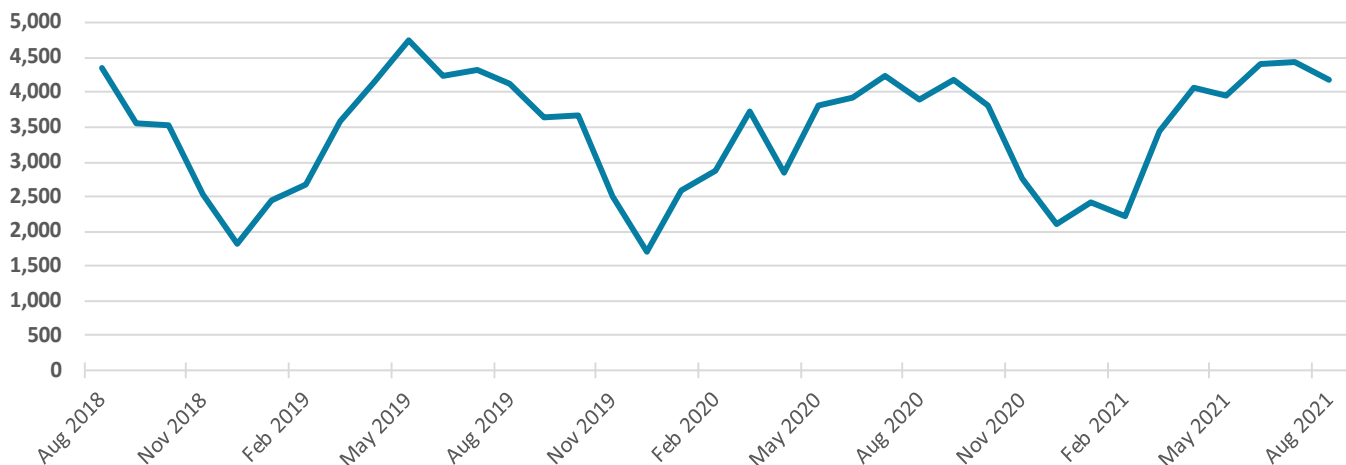
INCLUDES DATA FROM THE FOLLOWING COUNTIES FOR SINGLE FAMILY HOMES: BARTHOLOMEW, BOONE, BROWN, DECATUR, HAMILTON, HANCOCK, HENDRICKS, JACKSON, JENNINGS, JOHNSON, MADISON, MARION, MONTGOMERY, MORGAN, PUTNAM, SHELBY.

	Aug 2021	Jul 2021	MOM	Aug 2020	YOY	2021	2020	YTD
Median Sales Price	\$252,500	\$260,000	▼ -2.9%	\$228,000	▲ 10.7%	\$243,500	\$213,500	▲ 14.1%
Closed Sales	3,796	3,864	▼ -1.8%	3,754	▲ 1.1%	25,349	23,776	▲ 6.6%
New Listings	4,187	4,423	▼ -5.3%	3,898	▲ 7.4%	29,130	27,911	▲ 4.4%
Pending Sales	4,222	3,830	▲ 10.2%	3,879	▲ 8.8%	27,899	27,088	▲ 3.0%
Days on Market	17	14	▲ 21.4%	29	▼ -41.4%	20	40	▼ -50.0%
Price per Square Foot	\$147	\$147	■ 0.0%	\$129	▲ 14.0%	\$141	\$122	▲ 15.6%
% of Ask Received	101.0%	101.6%	▼ -0.6%	99.0%	▲ 2.0%	100.7%	98.2%	▲ 2.5%
Active Inventory	2,493	2,521	▼ -1.1%	2,982	▼ -16.4%			
Absorption Rate	0.7	0.7	■ 0.0%	0.8	▼ -12.5%			

## New Listings

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

August 2021	Month over Month Change	Year over Year Change	Year to Date Change
<b>4,187</b>	▼ -5.3%	▲ 7.4%	▲ 4.4%

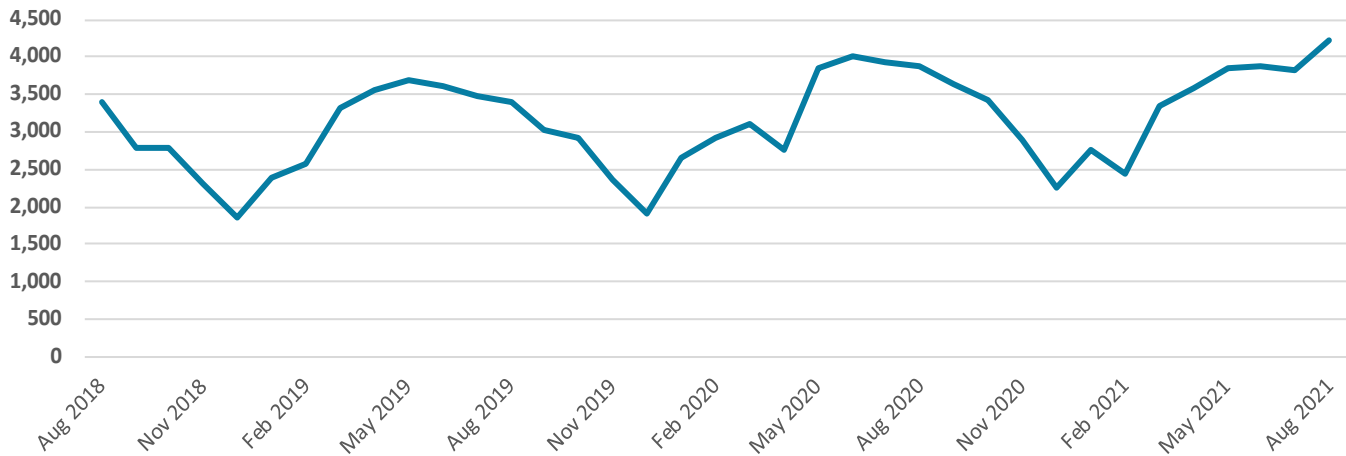


# Pending Sales

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



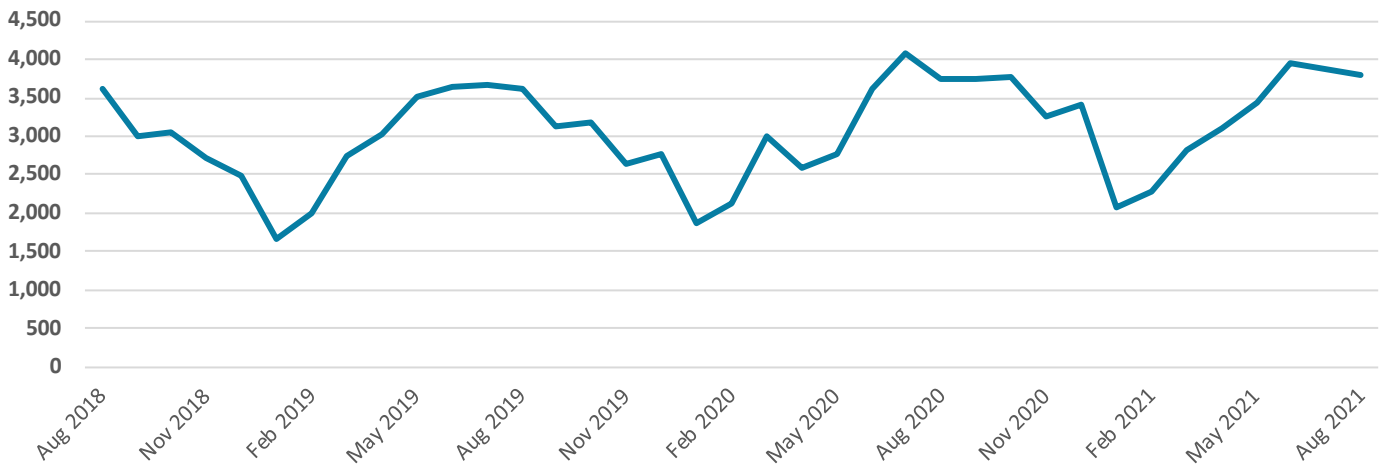
August 2021	Month over Month Change	Year over Year Change	Year to Date Change
4,222	▲ 10.2%	▲ 8.8%	▲ 3.0%



# Closed Sales

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

August 2021	Month over Month Change	Year over Year Change	Year to Date Change
3,796	▼ -1.8%	▲ 1.1%	▲ 6.6%

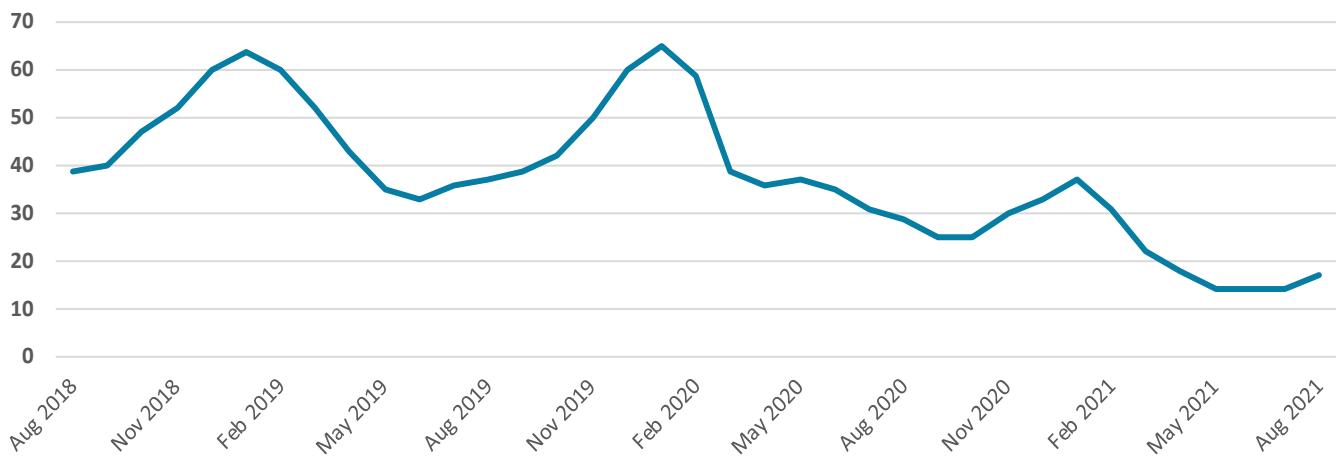


# Cumulative Days on Market

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



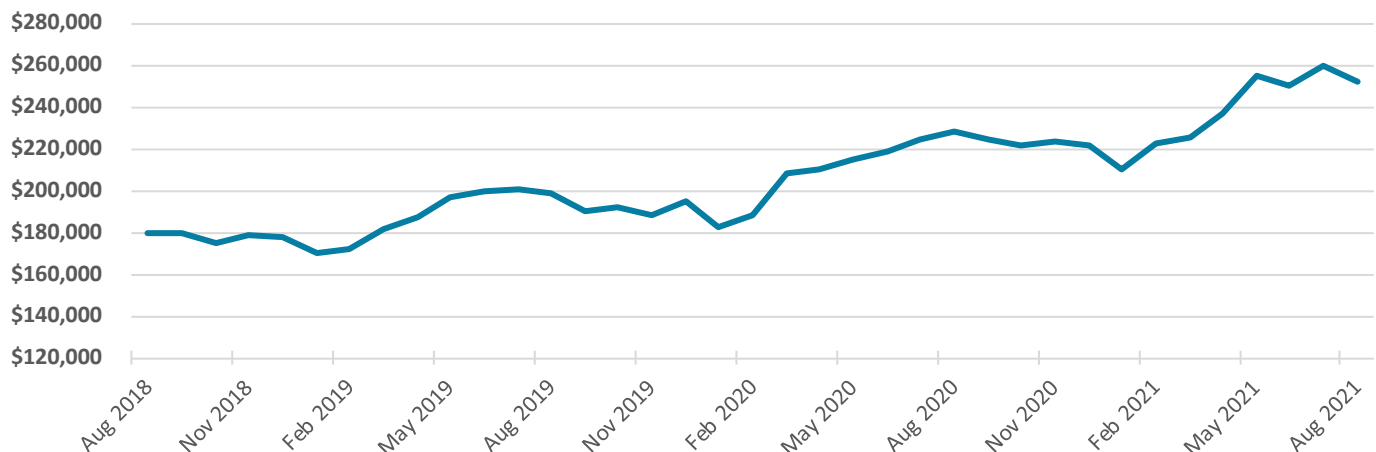
August 2021	Month over Month Change	Year over Year Change	Year to Date Change
17	▲ 21.4%	▼ -41.4%	▼ -50.0%



# 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.




August 2021	Month over Month Change	Year over Year Change	Year to Date Change
\$252,500	▼ -2.9%	▲ 10.7%	▲ 14.1%

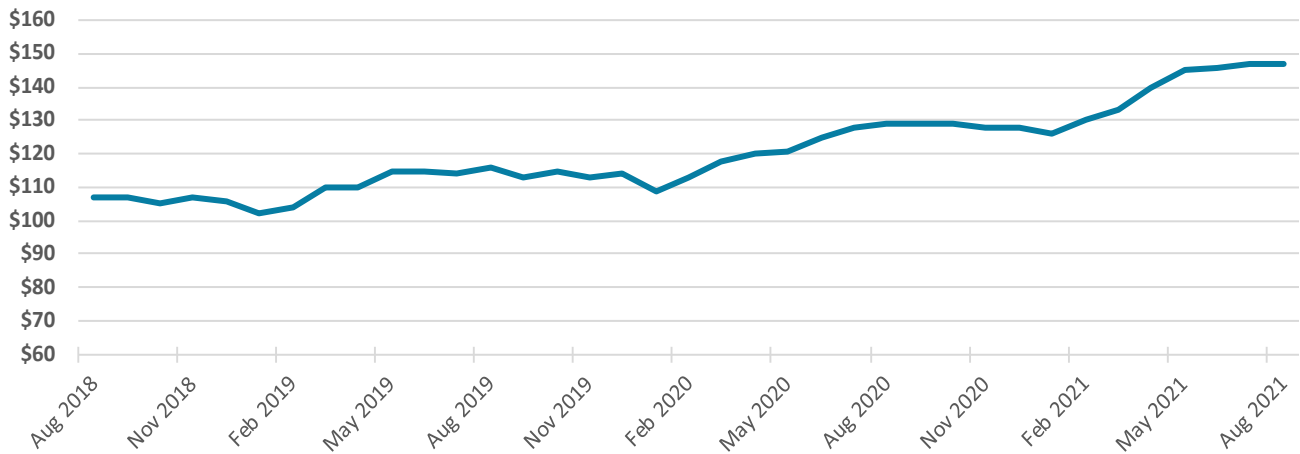


# Sold Price per Square Foot

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






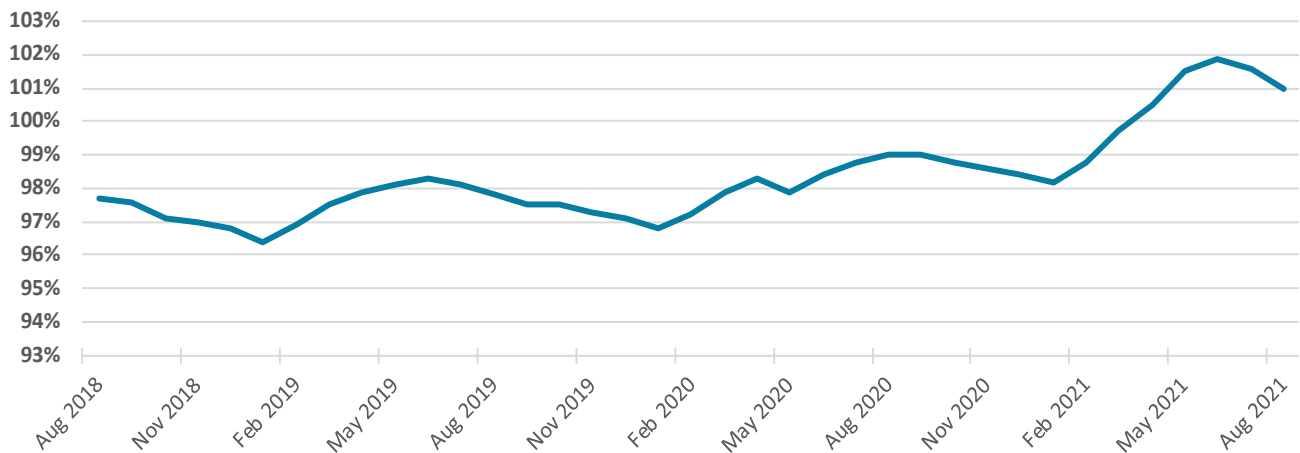
August 2021	Month over Month Change	Year over Year Change	Year to Date Change
<b>\$147</b>	 <b>0.0%</b>	 <b>14.0%</b>	 <b>15.6%</b>



# Percent of Ask Price Received

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

August 2021	Month over Month Change	Year over Year Change	Year to Date Change
<b>101.0%</b>	 <b>-0.6%</b>	 <b>2.0%</b>	 <b>2.5%</b>

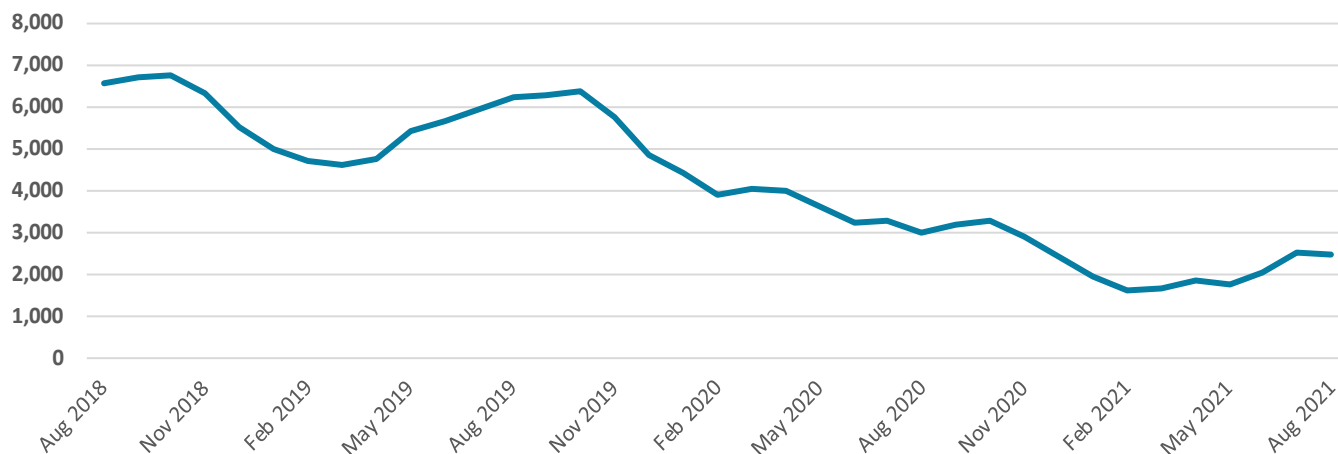


# Active Inventory

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.



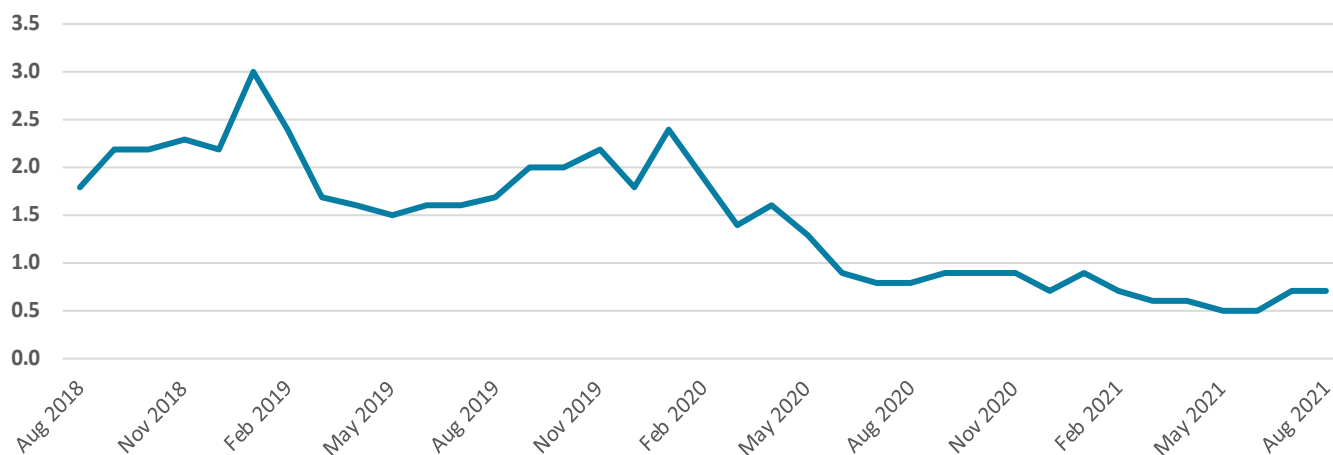
August 2021	Month over Month Change	Year over Year Change
2,493	▼ -1.1%	▼ -16.4%



# 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.

August 2021	Month over Month Change	Year over Year Change
0.7	■ 0.0%	▼ -12.5%



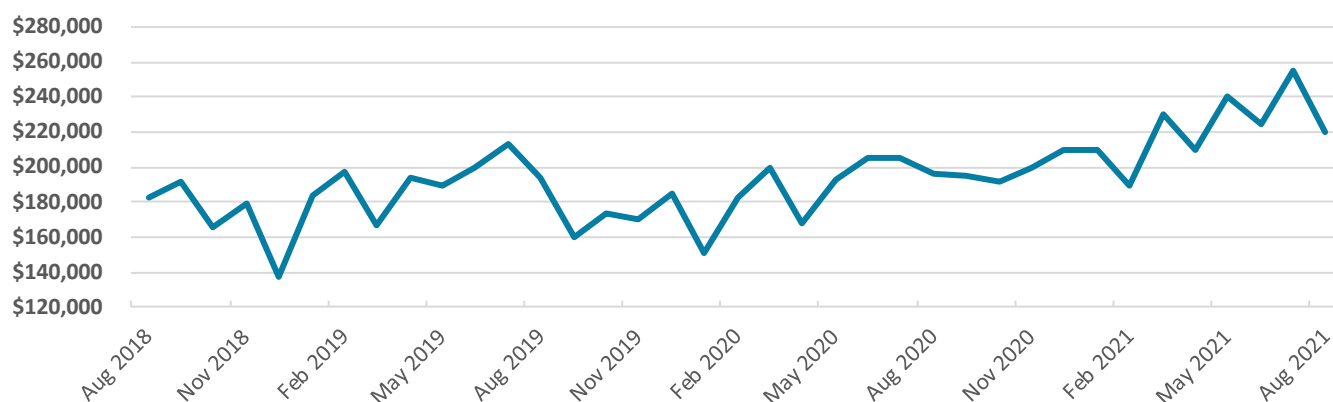
# Bartholomew County

Data for single family homes in Bartholomew County.

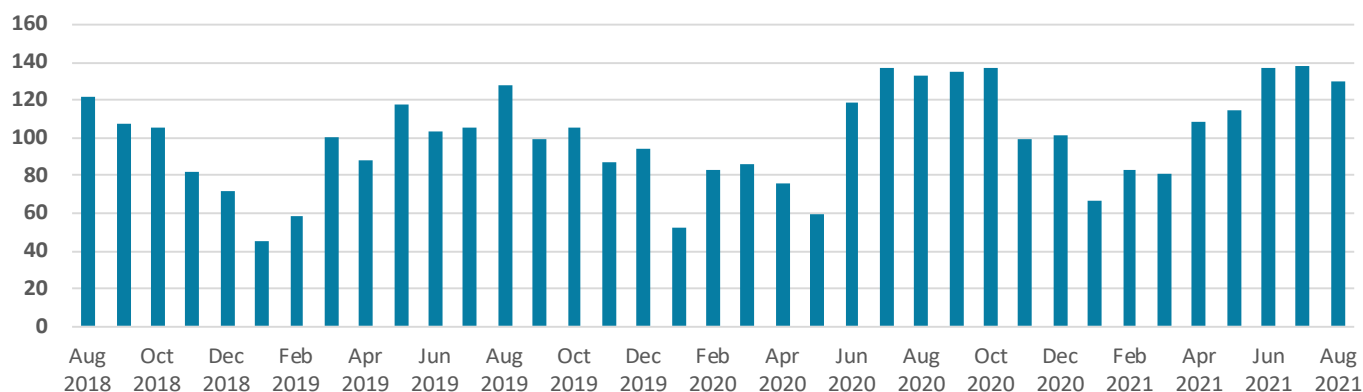


	Aug 2021	Jul 2021	MOM	Aug 2020	YOY	2021	2020	YTD
Median Sales Price	\$220,000	\$255,000	▼ -13.7%	\$196,500	▲ 12.0%	\$225,000	\$190,000	▲ 18.4%
Closed Sales	130	138	▼ -5.8%	133	▼ -2.3%	860	745	▲ 15.4%
New Listings	160	150	▲ 6.7%	123	▲ 30.1%	1,008	916	▲ 10.0%
Pending Sales	138	134	▲ 3.0%	131	▲ 5.3%	934	863	▲ 8.2%
Days on Market	18	19	▼ -5.3%	36	▼ -50.0%	18	43	▼ -58.1%
Price per Square Foot	\$146	\$151	▼ -3.3%	\$128	▲ 14.1%	\$142	\$125	▲ 13.6%
% of Ask Received	99.6%	99.7%	▼ -0.1%	98.4%	▲ 1.2%	99.8%	97.6%	▲ 2.3%
Active Inventory	102	89	▲ 14.6%	116	▼ -12.1%			
Absorption Rate	0.8	0.6	▲ 33.3%	0.9	▼ -11.1%			

## Median Sales Price



## Number of Closed Sales



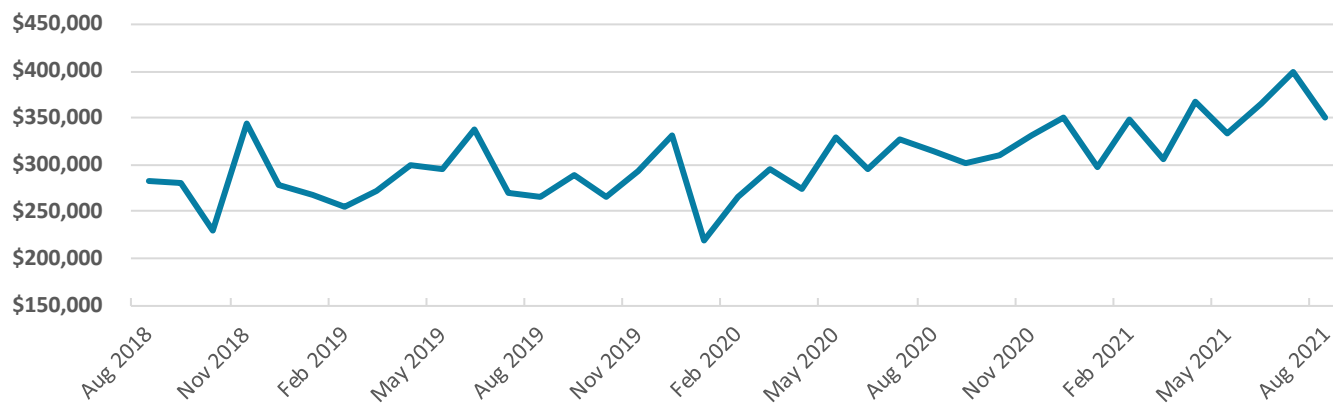
# Boone County

Data for single family homes in Boone County.

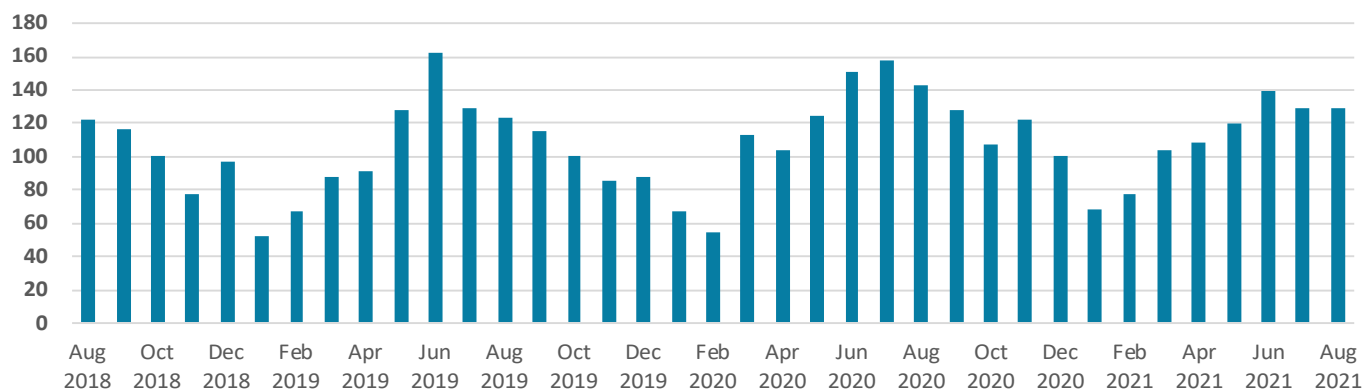


	Aug 2021	Jul 2021	MOM	Aug 2020	YOY	2021	2020	YTD
Median Sales Price	\$350,000	\$399,000	▼ -12.3%	\$315,000	▲ 11.1%	\$350,000	\$300,000	▲ 16.7%
Closed Sales	129	129	▬ 0.0%	143	▼ -9.8%	875	915	▼ -4.4%
New Listings	155	184	▼ -15.8%	122	▲ 27.0%	1,045	1,060	▼ -1.4%
Pending Sales	149	155	▼ -3.9%	131	▲ 13.7%	984	1,031	▼ -4.6%
Days on Market	13	9	▲ 44.4%	35	▼ -62.9%	19	49	▼ -61.2%
Price per Square Foot	\$169	\$181	▼ -6.6%	\$147	▲ 15.0%	\$165	\$140	▲ 17.9%
% of Ask Received	100.7%	101.4%	▼ -0.7%	98.6%	▲ 2.1%	100.4%	97.9%	▲ 2.6%
Active Inventory	91	92	▼ -1.1%	144	▼ -36.8%			
Absorption Rate	0.7	0.7	▬ 0.0%	1.0	▼ -30.0%			

## Median Sales Price



## Number of Closed Sales





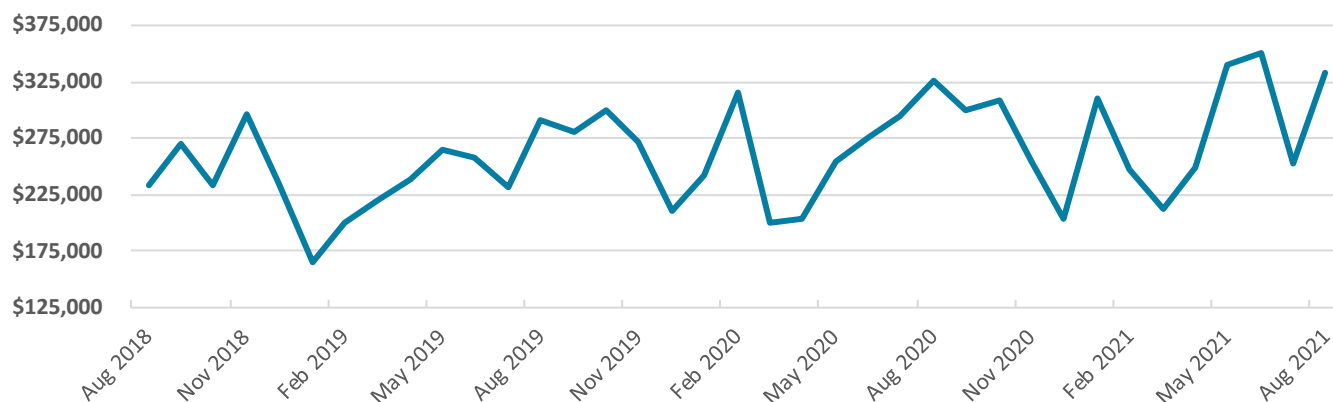
# Brown County

Data for single family homes in Brown County.

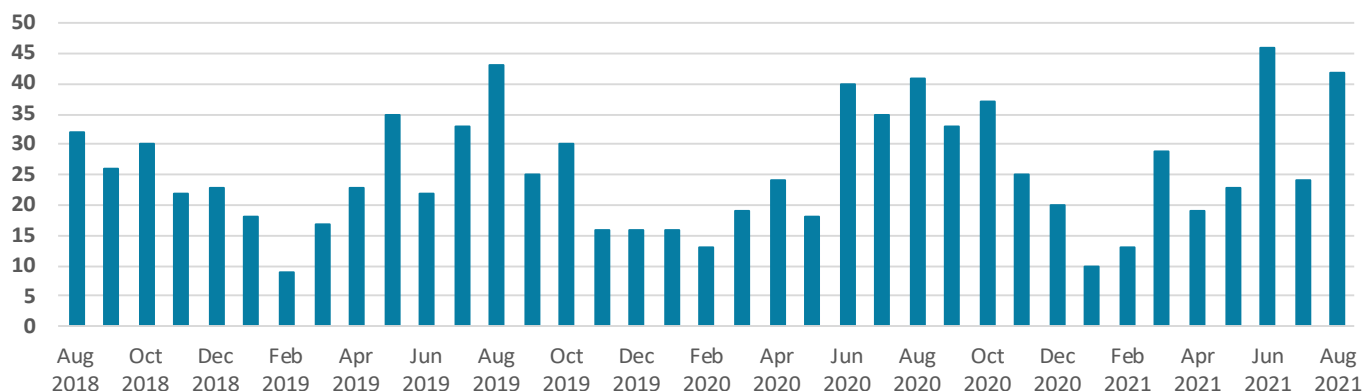


	Aug 2021	Jul 2021	MOM	Aug 2020	YOY	2021	2020	YTD
Median Sales Price	\$333,250	\$252,500	▲ 32.0%	\$325,500	▲ 2.4%	\$299,500	\$260,000	▲ 15.2%
Closed Sales	42	24	▲ 75.0%	41	▲ 2.4%	206	206	■ 0.0%
New Listings	34	40	▼ -15.0%	28	▲ 21.4%	264	254	▲ 3.9%
Pending Sales	37	36	▲ 2.8%	35	▲ 5.7%	236	243	▼ -2.9%
Days on Market	22	29	▼ -24.1%	43	▼ -48.8%	35	76	▼ -53.9%
Price per Square Foot	\$305	\$197	▲ 54.8%	\$261	▲ 16.9%	\$236	\$210	▲ 12.4%
% of Ask Received	97.6%	100.3%	▼ -2.7%	97.5%	▲ 0.1%	98.6%	96.1%	▲ 2.6%
Active Inventory	42	34	▲ 23.5%	40	▲ 5.0%			
Absorption Rate	1.0	1.4	▼ -28.6%	1.0	■ 0.0%			

## Median Sales Price



## Number of Closed Sales



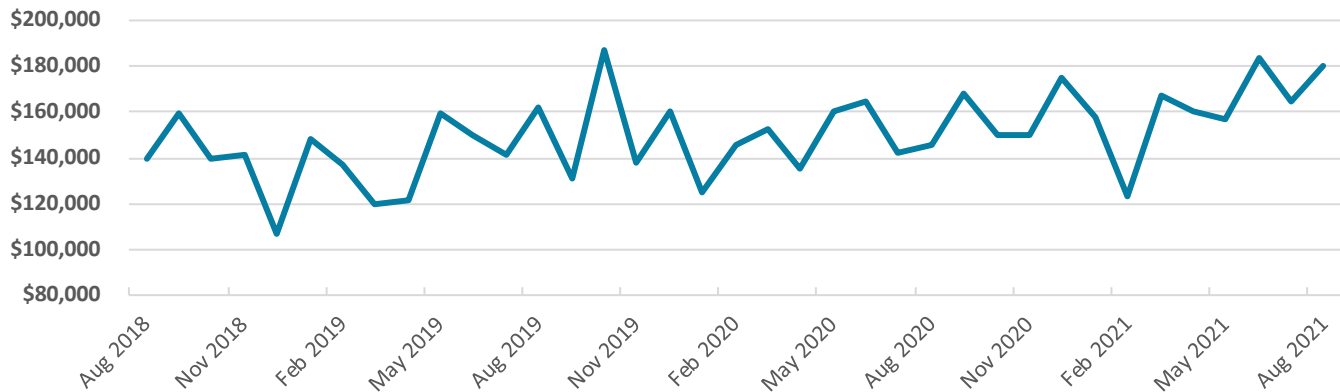
# Decatur County

Data for single family homes in Decatur County.

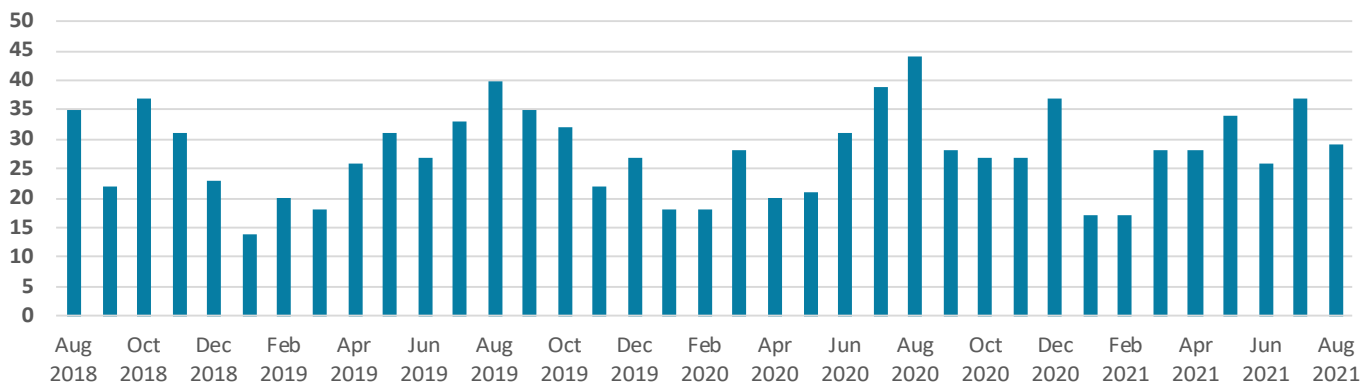


	Aug 2021	Jul 2021	MOM	Aug 2020	YOY	2021	2020	YTD
Median Sales Price	\$180,000	\$165,000	▲ 9.1%	\$145,800	▲ 23.5%	\$165,000	\$149,000	▲ 10.7%
Closed Sales	29	37	▼ -21.6%	44	▼ -34.1%	216	219	▼ -1.4%
New Listings	37	36	▲ 2.8%	39	▼ -5.1%	259	240	▲ 7.9%
Pending Sales	25	35	▼ -28.6%	37	▼ -32.4%	233	251	▼ -7.2%
Days on Market	17	22	▼ -22.7%	28	▼ -39.3%	26	49	▼ -46.9%
Price per Square Foot	\$121	\$126	▼ -4.0%	\$112	▲ 8.0%	\$119	\$105	▲ 13.3%
% of Ask Received	99.1%	96.1%	▲ 3.1%	98.9%	▲ 0.2%	97.8%	97.0%	▲ 0.8%
Active Inventory	45	36	▲ 25.0%	35	▲ 28.6%			
Absorption Rate	1.6	1.0	▲ 60.0%	0.8	▲ 100.0%			

## Median Sales Price



## Number of Closed Sales



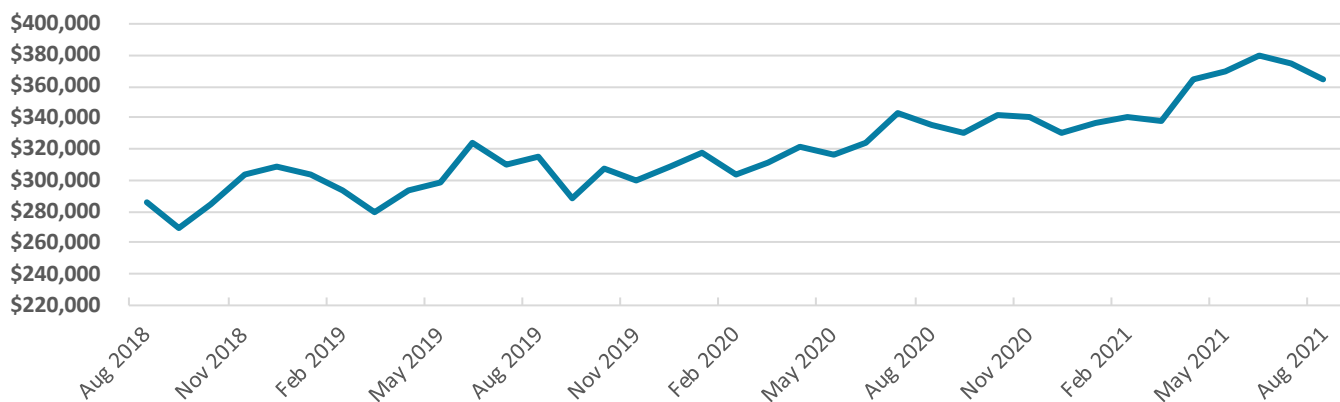
# Hamilton County

Data for single family homes in Hamilton County.

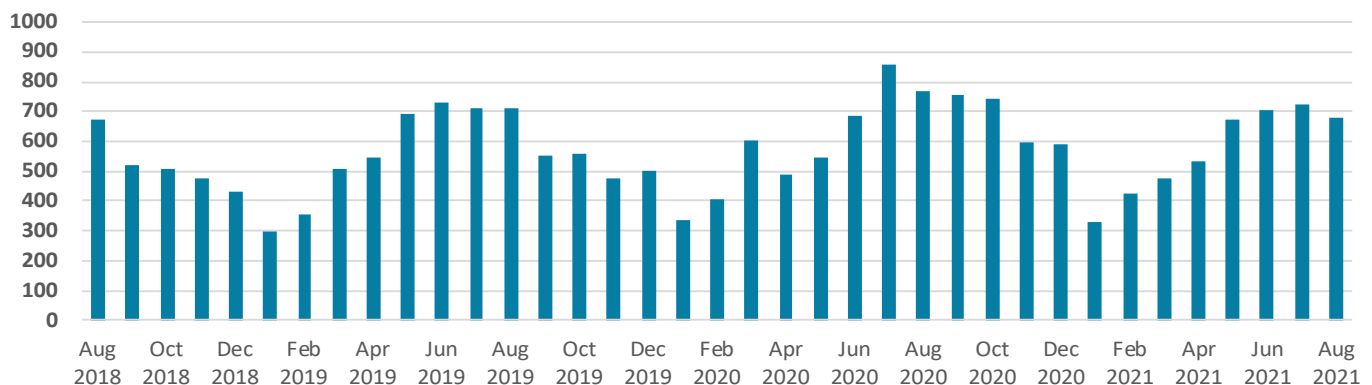


	Aug 2021	Jul 2021	MOM	Aug 2020	YOY	2021	2020	YTD
Median Sales Price	\$365,000	\$375,000	▼ -2.7%	\$335,000	▲ 9.0%	\$364,583	\$322,750	▲ 13.0%
Closed Sales	680	724	▼ -6.1%	767	▼ -11.3%	4,544	4,690	▼ -3.1%
New Listings	659	723	▼ -8.9%	676	▼ -2.5%	4,969	5,409	▼ -8.1%
Pending Sales	708	684	▲ 3.5%	776	▼ -8.8%	4,972	5,370	▼ -7.4%
Days on Market	16	14	▲ 14.3%	39	▼ -59.0%	17	47	▼ -63.8%
Price per Square Foot	\$174	\$172	▲ 1.2%	\$150	▲ 16.0%	\$167	\$145	▲ 15.2%
% of Ask Received	101.8%	102.6%	▼ -0.8%	99.2%	▲ 2.6%	101.6%	98.7%	▲ 2.9%
Active Inventory	273	311	▼ -12.2%	521	▼ -47.6%			
Absorption Rate	0.4	0.4	■ 0.0%	0.7	▼ -42.9%			

## Median Sales Price



## Number of Closed Sales



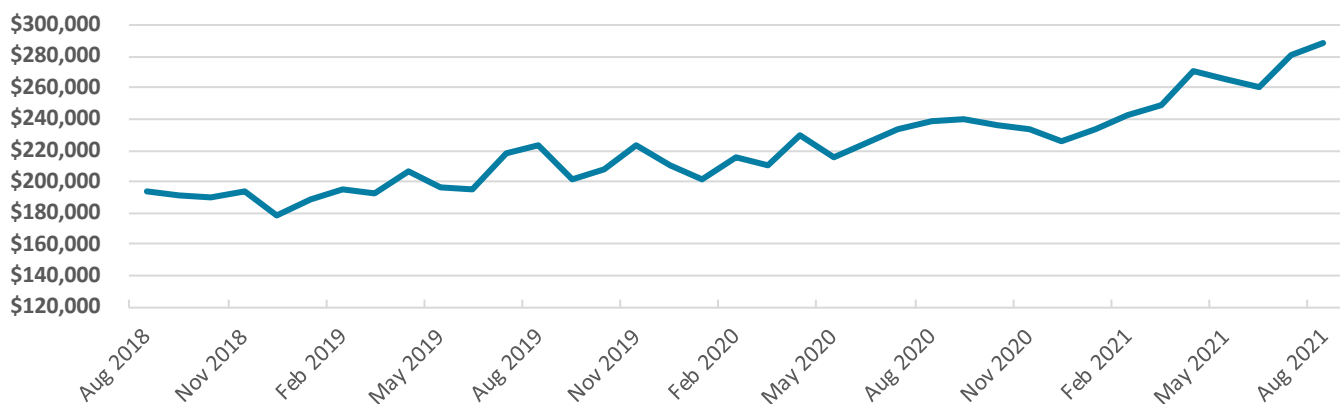
# Hancock County

Data for single family homes in Hancock County.

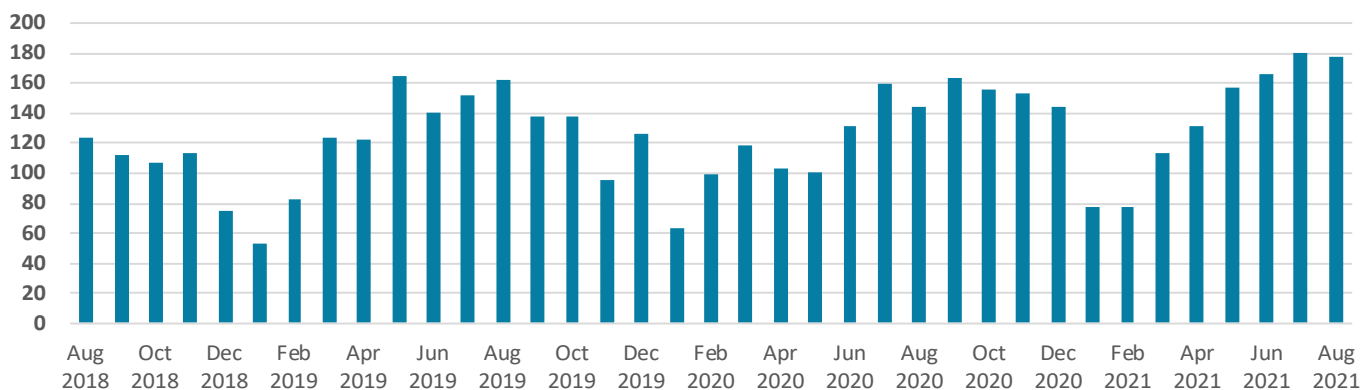


	Aug 2021	Jul 2021	MOM	Aug 2020	YOY	2021	2020	YTD
Median Sales Price	\$288,520	\$281,000	▲ 2.7%	\$239,000	▲ 20.7%	\$266,000	\$224,900	▲ 18.3%
Closed Sales	178	181	▼ -1.7%	145	▲ 22.8%	1,083	922	▲ 17.5%
New Listings	175	176	▼ -0.6%	167	▲ 4.8%	1,225	1,077	▲ 13.7%
Pending Sales	179	172	▲ 4.1%	177	▲ 1.1%	1,200	1,084	▲ 10.7%
Days on Market	14	12	▲ 16.7%	32	▼ -56.3%	18	41	▼ -56.1%
Price per Square Foot	\$140	\$136	▲ 2.9%	\$118	▲ 18.6%	\$132	\$113	▲ 16.8%
% of Ask Received	101.0%	101.6%	▼ -0.6%	99.1%	▲ 1.9%	100.5%	98.7%	▲ 1.8%
Active Inventory	84	84	■ 0.0%	106	▼ -20.8%			
Absorption Rate	0.5	0.5	■ 0.0%	0.7	▼ -28.6%			

## Median Sales Price



## Number of Closed Sales



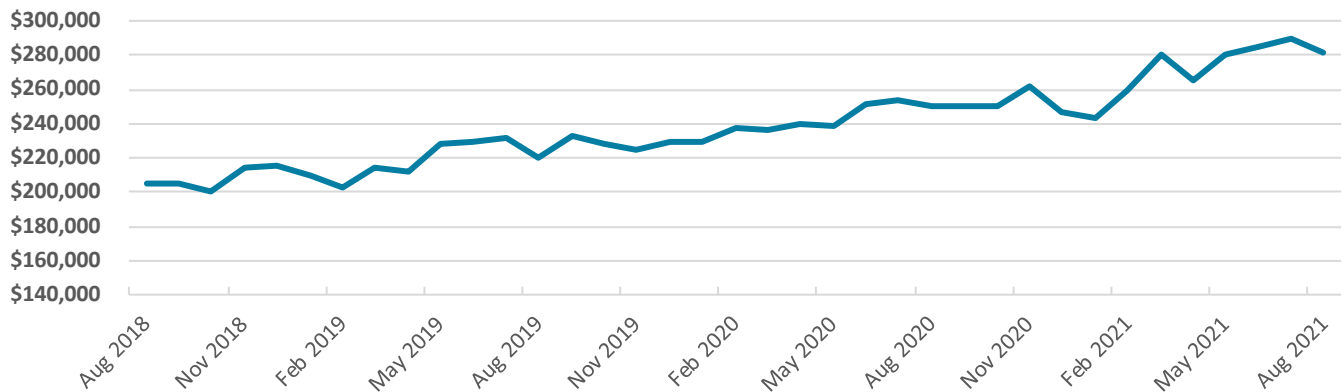
# Hendricks County

Data for single family homes in Hendricks County.

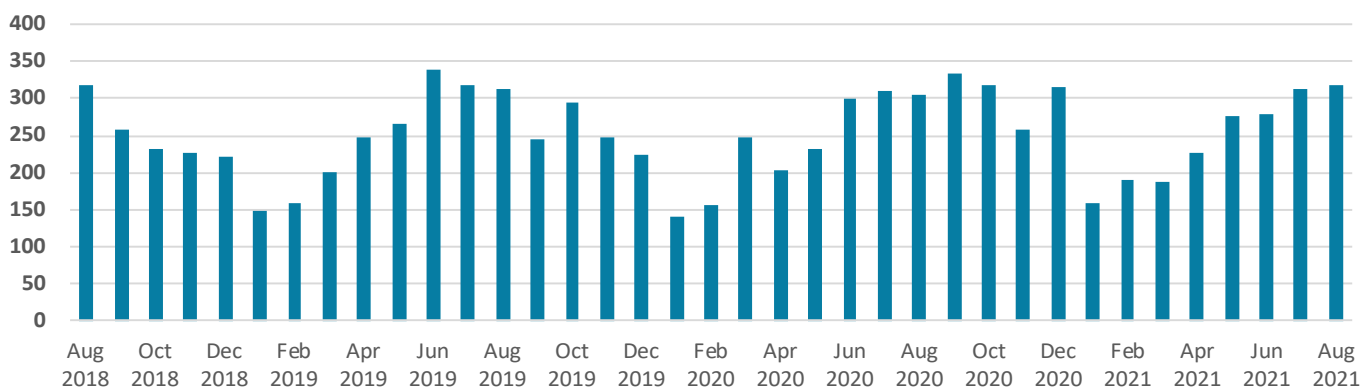


	Aug 2021	Jul 2021	MOM	Aug 2020	YOY	2021	2020	YTD
Median Sales Price	\$281,500	\$290,000	▼ -2.9%	\$250,000	▲ 12.6%	\$275,000	\$242,950	▲ 13.2%
Closed Sales	319	314	▲ 1.6%	304	▲ 4.9%	1,953	1,896	▲ 3.0%
New Listings	349	371	▼ -5.9%	294	▲ 18.7%	2,192	2,232	▼ -1.8%
Pending Sales	354	310	▲ 14.2%	348	▲ 1.7%	2,125	2,204	▼ -3.6%
Days on Market	11	9	▲ 22.2%	28	▼ -60.7%	13	35	▼ -62.9%
Price per Square Foot	\$145	\$142	▲ 2.1%	\$125	▲ 16.0%	\$139	\$119	▲ 16.8%
% of Ask Received	102.3%	102.9%	▼ -0.6%	99.7%	▲ 2.6%	101.9%	99.1%	▲ 2.8%
Active Inventory	142	148	▼ -4.1%	194	▼ -26.8%			
Absorption Rate	0.4	0.5	▼ -20.0%	0.6	▼ -33.3%			

## Median Sales Price



## Number of Closed Sales



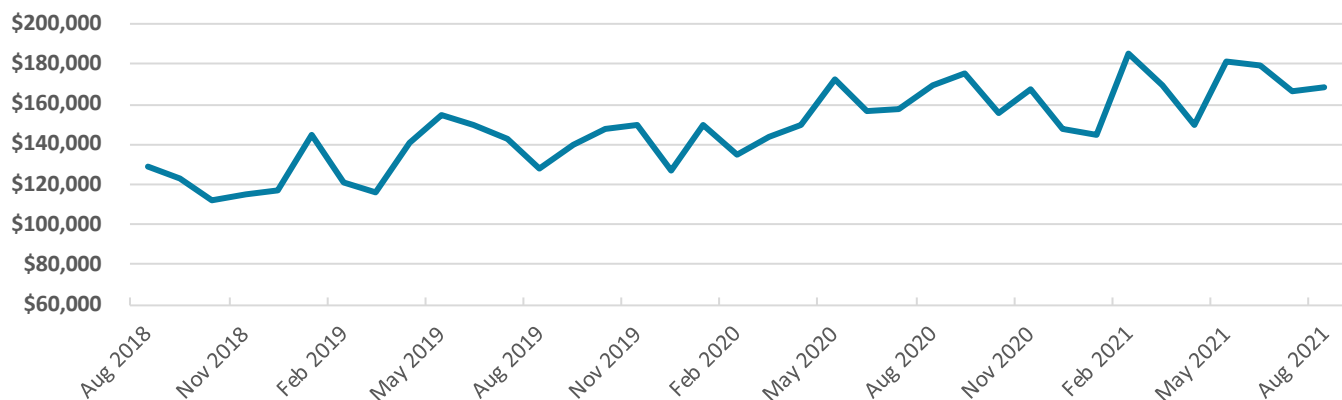
# Jackson County

Data for single family homes in Jackson County.

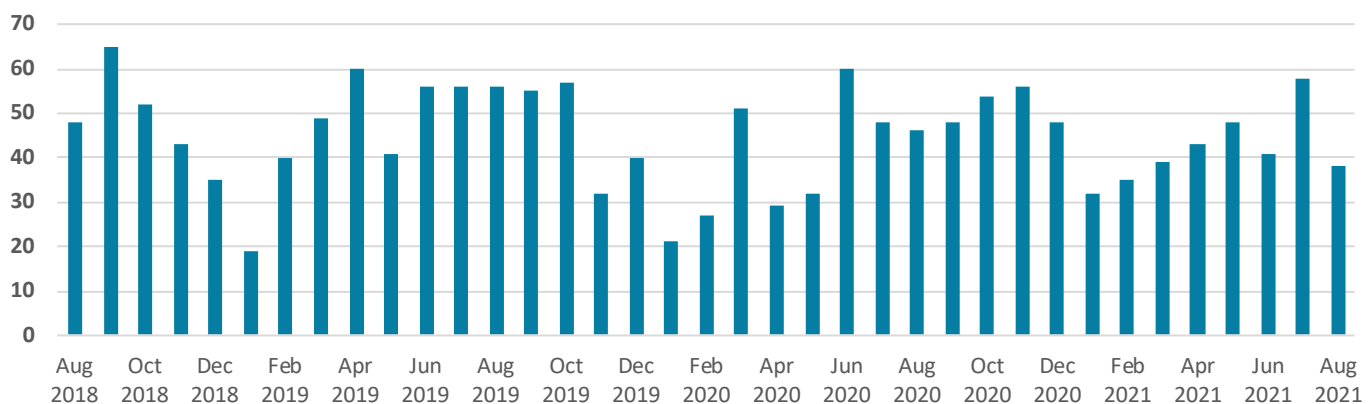


	Aug 2021	Jul 2021	MOM	Aug 2020	YOY	2021	2020	YTD
Median Sales Price	\$168,500	\$167,000	▲ 0.9%	\$169,950	▼ -0.9%	\$167,266	\$153,750	▲ 8.8%
Closed Sales	38	58	▼ -34.5%	46	▼ -17.4%	334	314	▲ 6.4%
New Listings	63	43	▲ 46.5%	67	▼ -6.0%	372	387	▼ -3.9%
Pending Sales	54	35	▲ 54.3%	54	■ 0.0%	358	357	▲ 0.3%
Days on Market	13	17	▼ -23.5%	43	▼ -69.8%	21	51	▼ -58.8%
Price per Square Foot	\$107	\$126	▼ -15.1%	\$112	▼ -4.5%	\$115	\$104	▲ 10.6%
% of Ask Received	98.5%	99.1%	▼ -0.6%	98.4%	▲ 0.1%	98.8%	97.7%	▲ 1.1%
Active Inventory	45	32	▲ 40.6%	51	▼ -11.8%			
Absorption Rate	1.2	0.6	▲ 100.0%	1.1	▲ 9.1%			

## Median Sales Price



## Number of Closed Sales



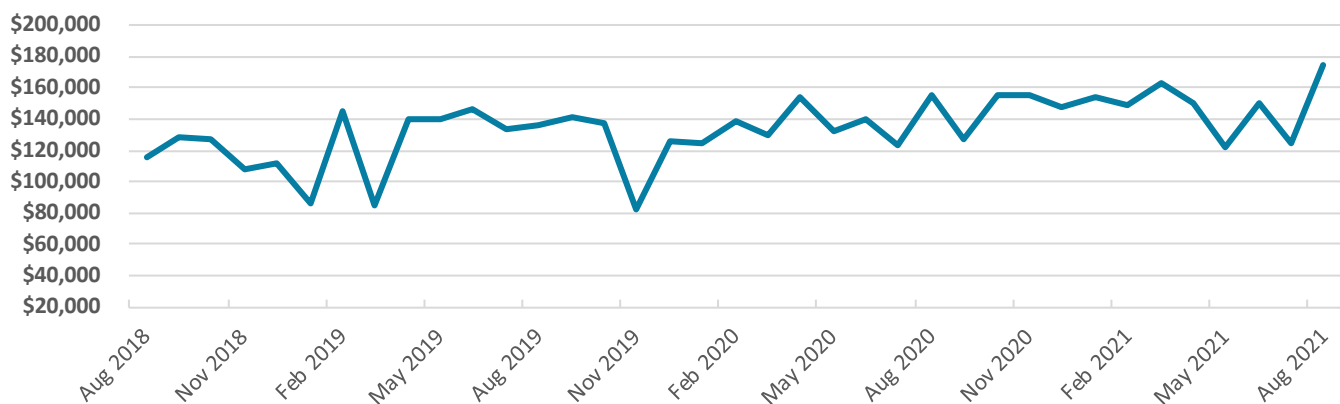
# Jennings County

Data for single family homes in Jennings County.

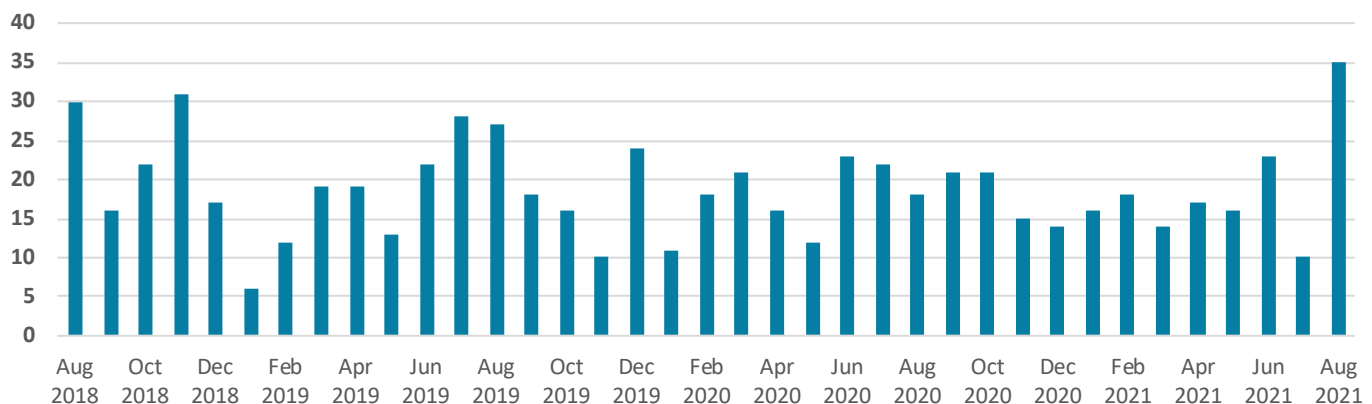


	Aug 2021	Jul 2021	MOM	Aug 2020	YOY	2021	2020	YTD
Median Sales Price	\$174,900	\$125,000	▲ 39.9%	\$155,000	▲ 12.8%	\$149,900	\$139,900	▲ 7.1%
Closed Sales	35	10	▲ 250.0%	18	▲ 94.4%	149	141	▲ 5.7%
New Listings	38	31	▲ 22.6%	20	▲ 90.0%	181	175	▲ 3.4%
Pending Sales	27	30	▼ -10.0%	16	▲ 68.8%	169	155	▲ 9.0%
Days on Market	13	15	▼ -13.3%	22	▼ -40.9%	26	36	▼ -27.8%
Price per Square Foot	\$111	\$100	▲ 11.0%	\$112	▼ -0.9%	\$110	\$96	▲ 14.6%
% of Ask Received	98.3%	96.4%	▲ 2.0%	97.1%	▲ 1.2%	98.1%	96.4%	▲ 1.8%
Active Inventory	30	16	▲ 87.5%	28	▲ 7.1%			
Absorption Rate	0.9	1.6	▼ -43.8%	1.6	▼ -43.8%			

## Median Sales Price



## Number of Closed Sales



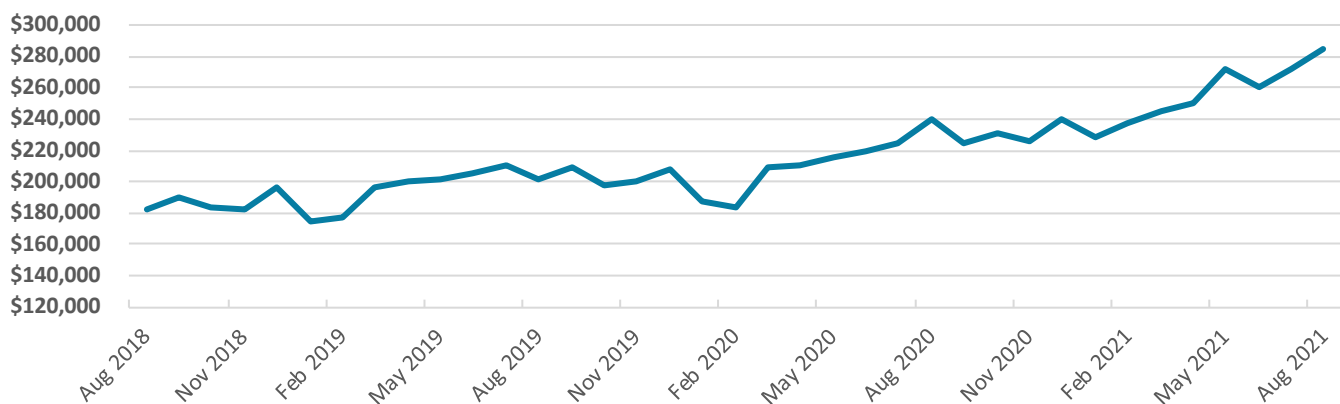
# Johnson County

Data for single family homes in Johnson County.

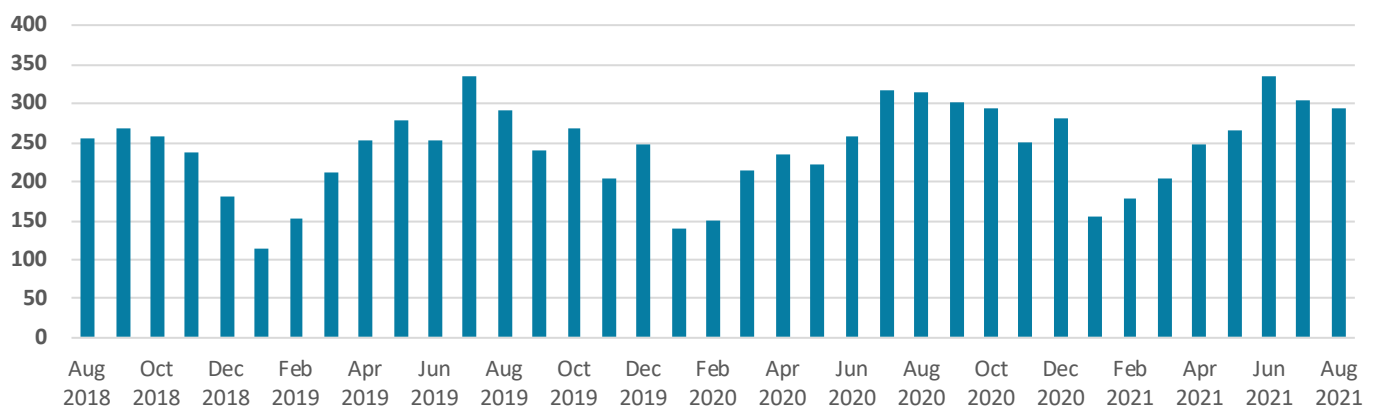


	Aug 2021	Jul 2021	MOM	Aug 2020	YOY	2021	2020	YTD
Median Sales Price	\$285,000	\$272,500	▲ 4.6%	\$239,950	▲ 18.8%	\$260,000	\$215,000	▲ 20.9%
Closed Sales	293	305	▼ -3.9%	314	▼ -6.7%	1,981	1,849	▲ 7.1%
New Listings	305	347	▼ -12.1%	304	▲ 0.3%	2,229	2,139	▲ 4.2%
Pending Sales	333	290	▲ 14.8%	284	▲ 17.3%	2,180	2,104	▲ 3.6%
Days on Market	10	9	▲ 11.1%	25	▼ -60.0%	12	34	▼ -64.7%
Price per Square Foot	\$152	\$148	▲ 2.7%	\$132	▲ 15.2%	\$144	\$123	▲ 17.1%
% of Ask Received	101.2%	102.4%	▼ -1.2%	99.6%	▲ 1.6%	101.3%	98.9%	▲ 2.4%
Active Inventory	127	156	▼ -18.6%	188	▼ -32.4%			
Absorption Rate	0.4	0.5	▼ -20.0%	0.6	▼ -33.3%			

## Median Sales Price



## Number of Closed Sales





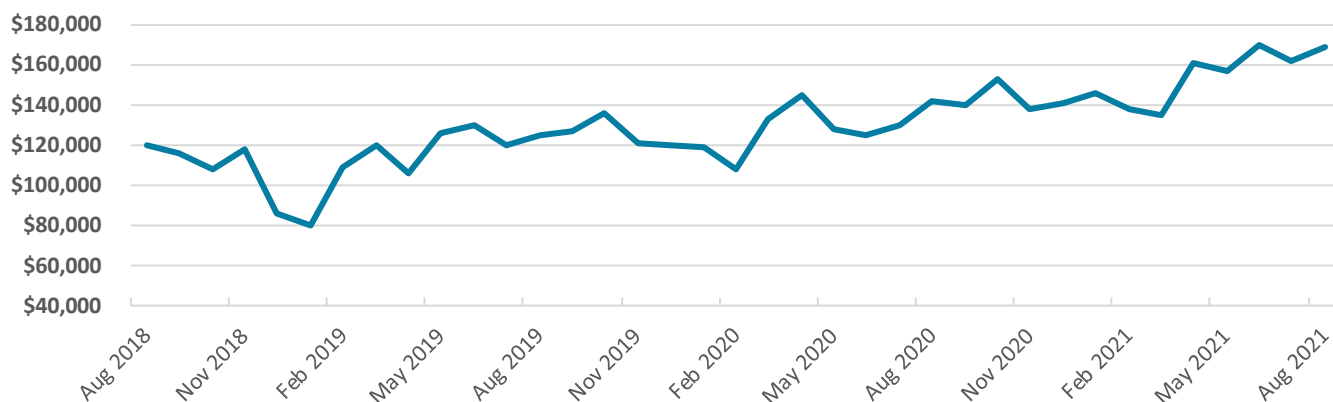
# Madison County

Data for single family homes in Madison County.

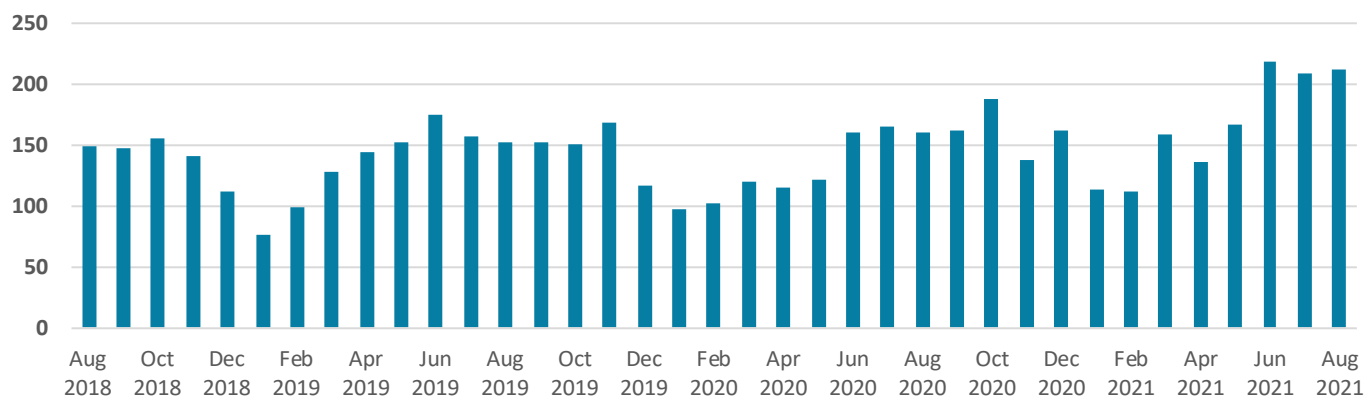


	Aug 2021	Jul 2021	MOM	Aug 2020	YOY	2021	2020	YTD
Median Sales Price	\$169,500	\$162,000	▲ 4.6%	\$142,000	▲ 19.4%	\$156,000	\$133,450	▲ 16.9%
Closed Sales	212	209	▲ 1.4%	161	▲ 31.7%	1,330	1,046	▲ 27.2%
New Listings	225	264	▼ -14.8%	188	▲ 19.7%	1,531	1,217	▲ 25.8%
Pending Sales	264	222	▲ 18.9%	170	▲ 55.3%	1,487	1,205	▲ 23.4%
Days on Market	32	15	▲ 113.3%	22	▲ 45.5%	24	42	▼ -42.9%
Price per Square Foot	\$103	\$102	▲ 1.0%	\$89	▲ 15.7%	\$99	\$82	▲ 20.7%
% of Ask Received	98.6%	99.4%	▼ -0.8%	97.7%	▲ 0.9%	98.6%	96.4%	▲ 2.3%
Active Inventory	139	180	▼ -22.8%	135	▲ 3.0%			
Absorption Rate	0.7	0.9	▼ -22.2%	0.8	▼ -12.5%			

## Median Sales Price



## Number of Closed Sales



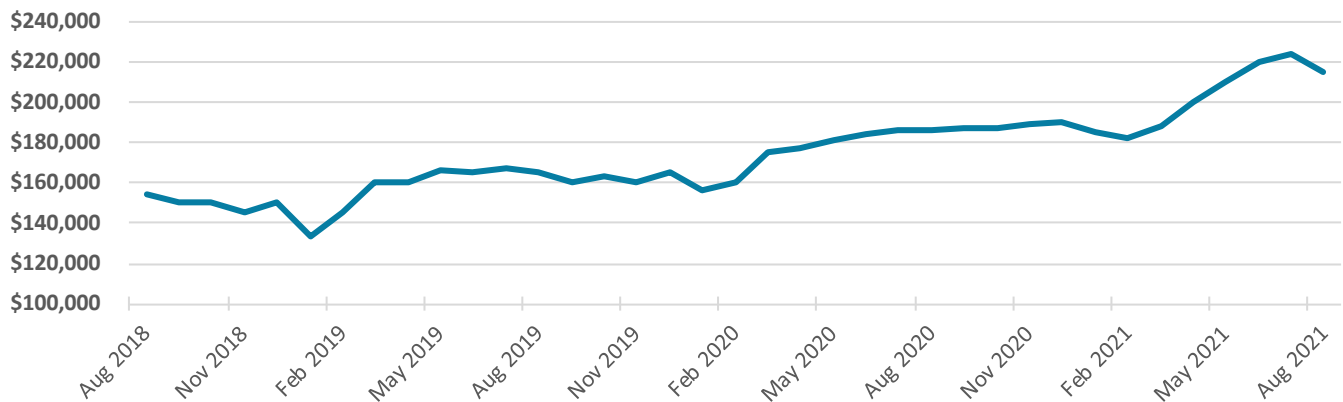
# Marion County

Data for single family homes in Marion County.

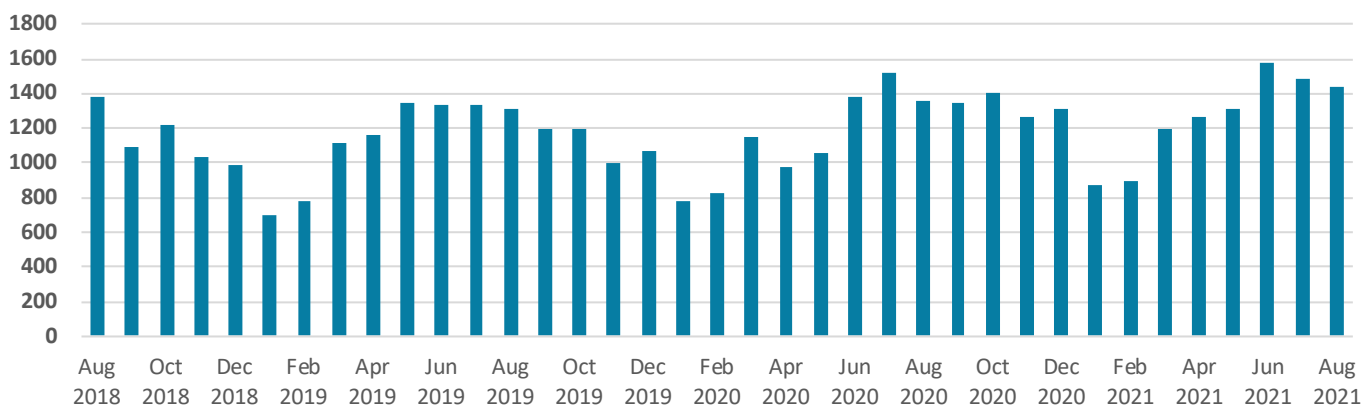


	Aug 2021	Jul 2021	MOM	Aug 2020	YOY	2021	2020	YTD
Median Sales Price	\$215,000	\$224,600	▼ -4.3%	\$186,250	▲ 15.4%	\$205,000	\$178,000	▲ 15.2%
Closed Sales	1,441	1,485	▼ -3.0%	1362	▲ 5.8%	10,043	9,061	▲ 10.8%
New Listings	1,640	1,747	▼ -6.1%	1546	▲ 6.1%	11,724	10,721	▲ 9.4%
Pending Sales	1,626	1,451	▲ 12.1%	1420	▲ 14.5%	11,029	10,176	▲ 8.4%
Days on Market	18	15	▲ 20.0%	24	▼ -25.0%	22	35	▼ -37.1%
Price per Square Foot	\$139	\$143	▼ -2.8%	\$123	▲ 13.0%	\$135	\$117	▲ 15.4%
% of Ask Received	101.3%	101.8%	▼ -0.5%	99.2%	▲ 2.1%	100.7%	98.1%	▲ 2.7%
Active Inventory	1,145	1,146	▼ -0.1%	1187	▼ -3.5%			
Absorption Rate	0.8	0.8	■ 0.0%	0.9	▼ -11.1%			

## Median Sales Price



## Number of Closed Sales



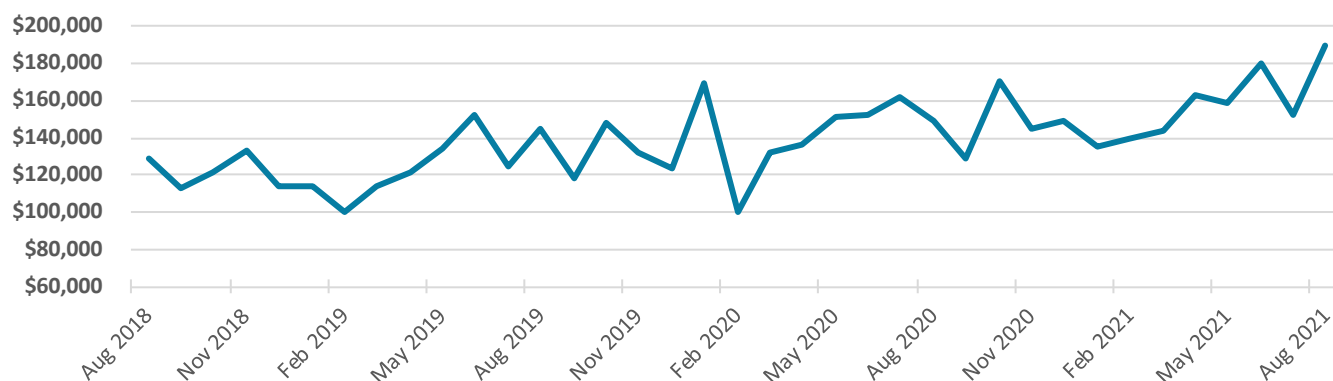
# Montgomery County

Data for single family homes in Montgomery County.

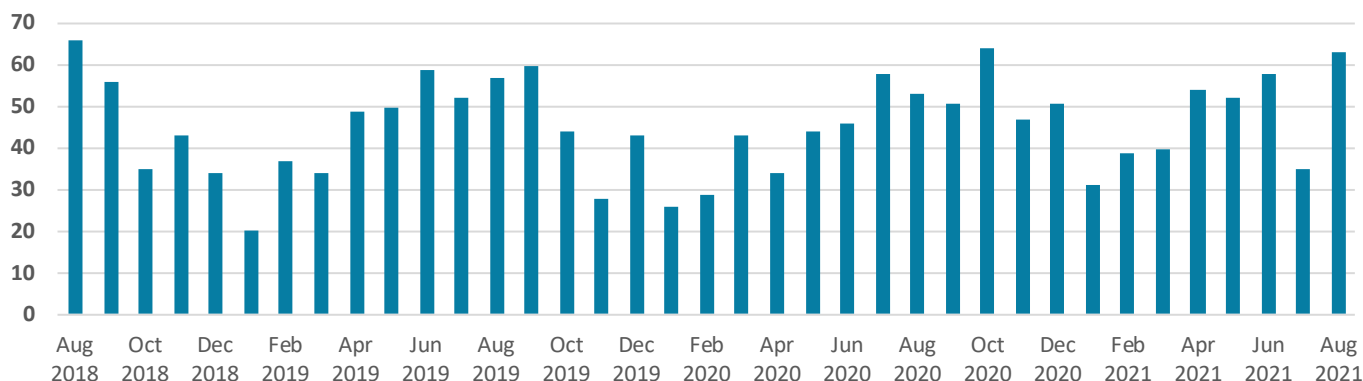


	Aug 2021	Jul 2021	MOM	Aug 2020	YOY	2021	2020	YTD
Median Sales Price	\$190,000	\$152,000	▲ 25.0%	\$149,000	▲ 27.5%	\$158,250	\$145,000	▲ 9.1%
Closed Sales	63	35	▲ 80.0%	53	▲ 18.9%	372	333	▲ 11.7%
New Listings	72	67	▲ 7.5%	63	▲ 14.3%	445	385	▲ 15.6%
Pending Sales	65	56	▲ 16.1%	52	▲ 25.0%	412	383	▲ 7.6%
Days on Market	19	13	▲ 46.2%	23	▼ -17.4%	22	49	▼ -55.1%
Price per Square Foot	\$126	\$110	▲ 14.5%	\$98	▲ 28.6%	\$113	\$94	▲ 20.2%
% of Ask Received	99.4%	98.4%	▲ 1.0%	98.0%	▲ 1.4%	99.2%	97.1%	▲ 2.2%
Active Inventory	53	45	▲ 17.8%	52	▲ 1.9%			
Absorption Rate	0.8	1.3	▼ -38.5%	1.0	▼ -20.0%			

## Median Sales Price



## Number of Closed Sales



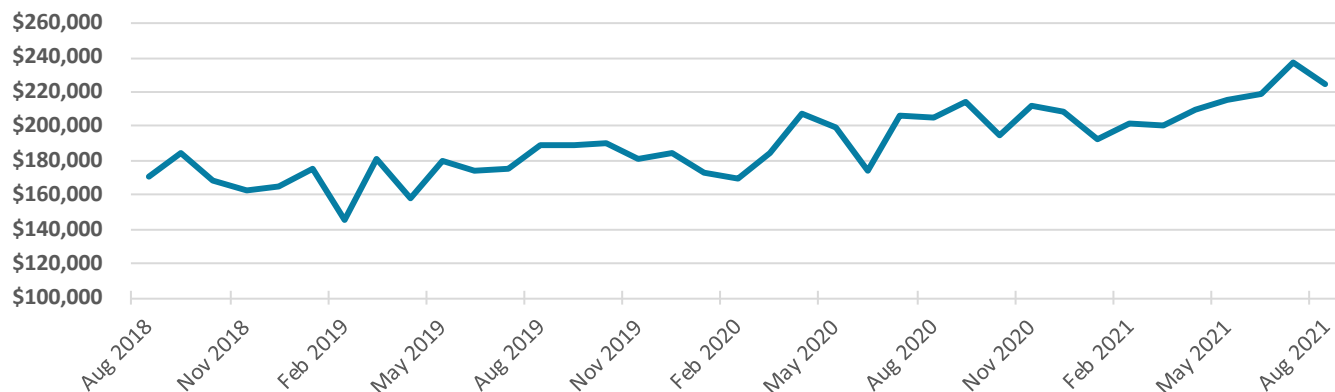
# Morgan County

Data for single family homes in Morgan County.

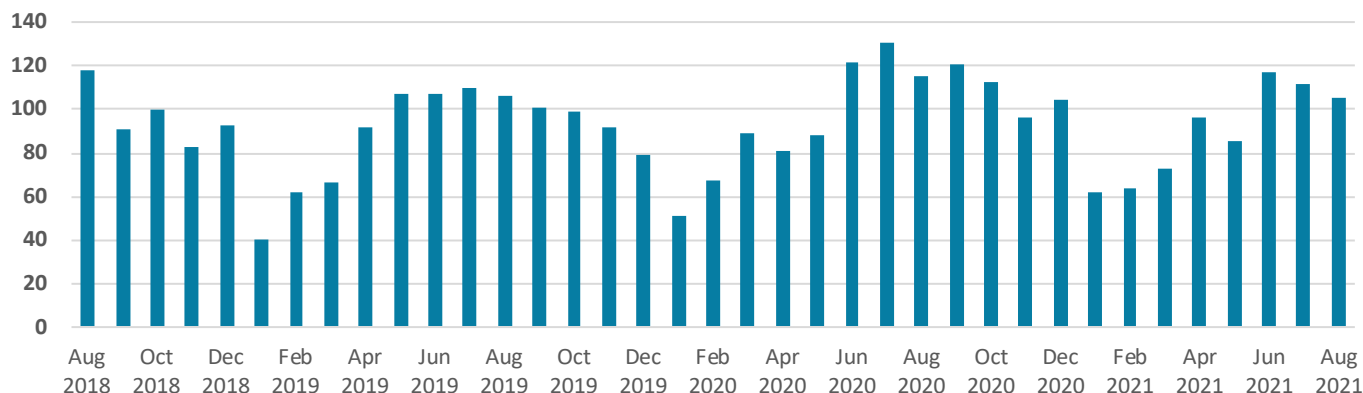


	Aug 2021	Jul 2021	MOM	Aug 2020	YOY	2021	2020	YTD
Median Sales Price	\$225,000	\$237,072	▼ -5.1%	\$204,900	▲ 9.8%	\$216,900	\$189,950	▲ 14.2%
Closed Sales	105	112	▼ -6.3%	115	▼ -8.7%	714	744	▼ -4.0%
New Listings	133	127	▲ 4.7%	131	▲ 1.5%	873	872	▲ 0.1%
Pending Sales	138	120	▲ 15.0%	125	▲ 10.4%	816	859	▼ -5.0%
Days on Market	12	14	▼ -14.3%	26	▼ -53.8%	20	41	▼ -51.2%
Price per Square Foot	\$153	\$146	▲ 4.8%	\$125	▲ 22.4%	\$138	\$119	▲ 16.0%
% of Ask Received	100.9%	99.2%	▲ 1.7%	98.1%	▲ 2.9%	99.9%	98.4%	▲ 1.5%
Active Inventory	78	76	▲ 2.6%	94	▼ -17.0%			
Absorption Rate	0.7	0.7	■ 0.0%	0.8	▼ -12.5%			

## Median Sales Price



## Number of Closed Sales



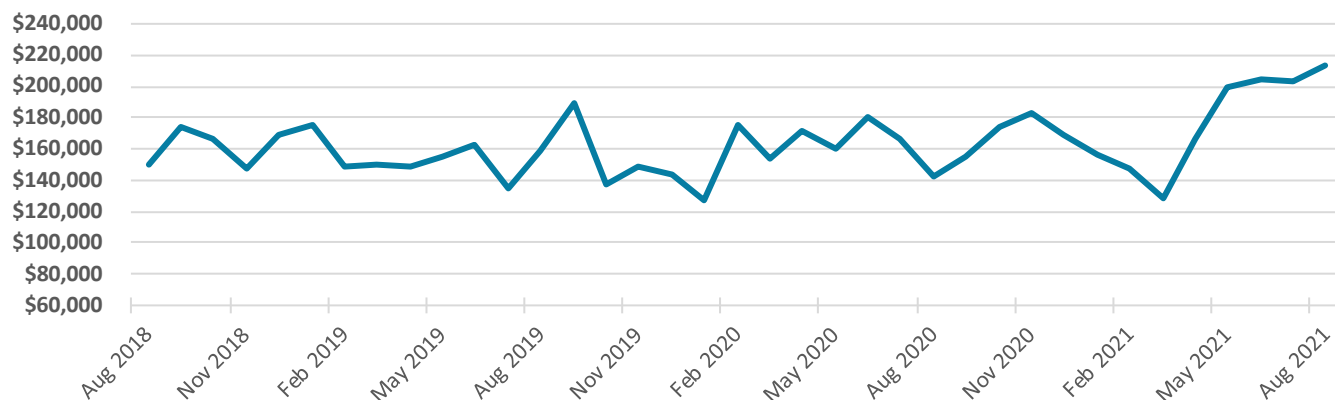
# Putnam County

Data for single family homes in Putnam County.

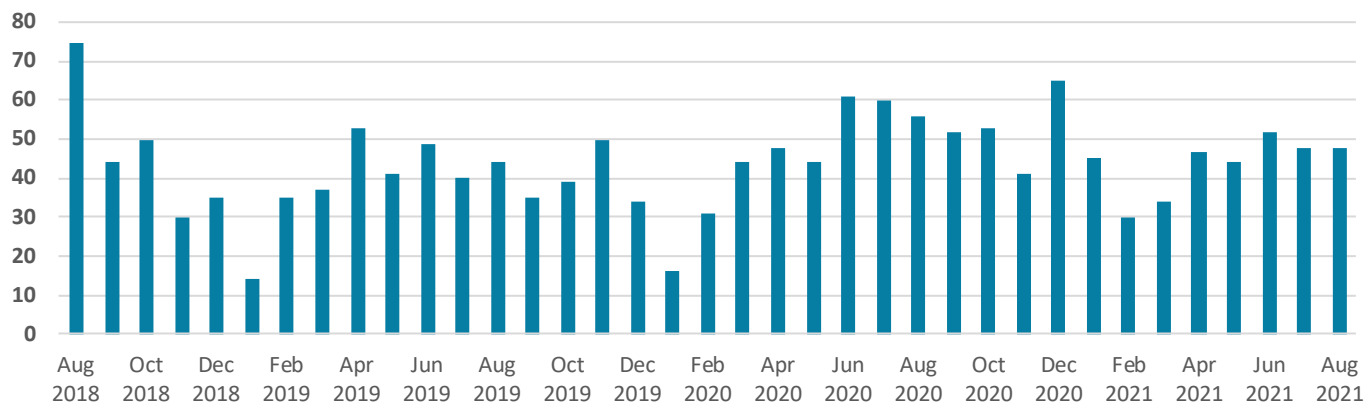


	Aug 2021	Jul 2021	MOM	Aug 2020	YOY	2021	2020	YTD
Median Sales Price	\$214,000	\$203,168	▲ 5.3%	\$142,500	▲ 50.2%	\$186,200	\$168,150	▲ 10.7%
Closed Sales	48	48	■ 0.0%	56	▼ -14.3%	348	360	▼ -3.3%
New Listings	67	62	▲ 8.1%	65	▲ 3.1%	390	426	▼ -8.5%
Pending Sales	57	41	▲ 39.0%	65	▼ -12.3%	366	409	▼ -10.5%
Days on Market	15	6	▲ 150.0%	33	▼ -54.5%	20	58	▼ -65.5%
Price per Square Foot	\$147	\$121	▲ 21.5%	\$103	▲ 42.7%	\$124	\$110	▲ 12.7%
% of Ask Received	100.1%	99.5%	▲ 0.6%	97.4%	▲ 2.8%	98.8%	97.4%	▲ 1.4%
Active Inventory	48	34	▲ 41.2%	55	▼ -12.7%			
Absorption Rate	1.0	0.7	▲ 42.9%	1.0	■ 0.0%			

## Median Sales Price



## Number of Closed Sales



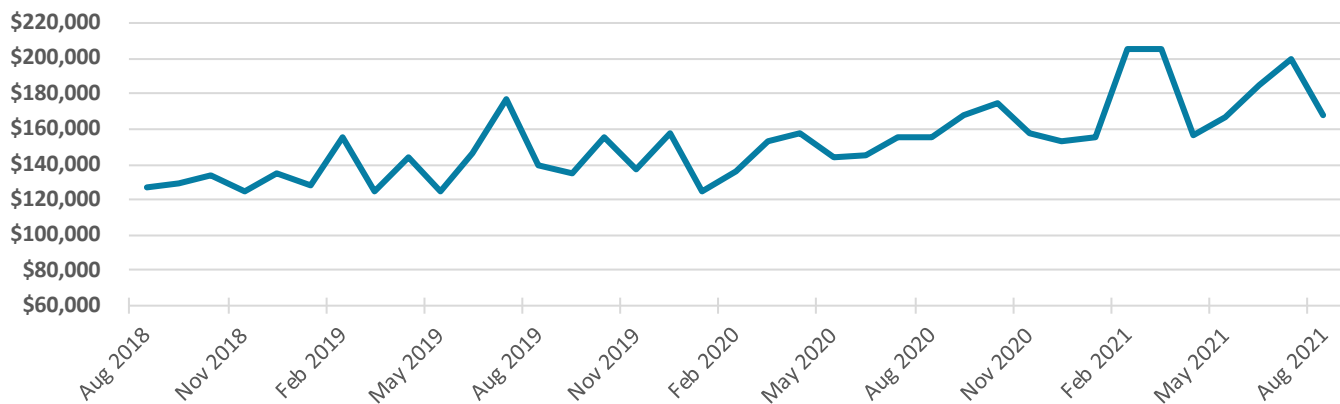
# Shelby County

Data for single family homes in Shelby County.

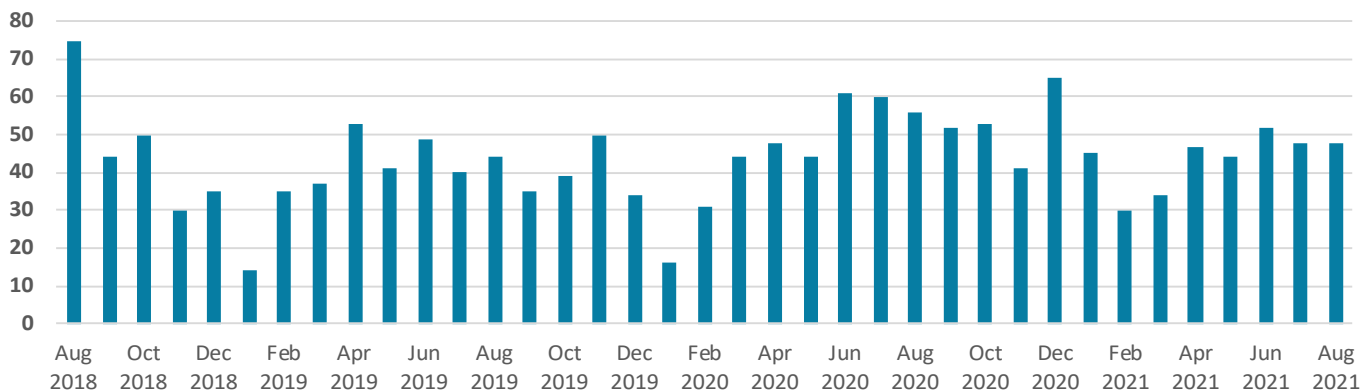


	Aug 2021	Jul 2021	MOM	Aug 2020	YOY	2021	2020	YTD
Median Sales Price	\$167,500	\$200,000	▼ -16.3%	\$155,000	▲ 8.1%	\$185,000	\$145,000	▲ 27.6%
Closed Sales	54	55	▼ -1.8%	52	▲ 3.8%	341	335	▲ 1.8%
New Listings	75	55	▲ 36.4%	65	▲ 15.4%	423	401	▲ 5.5%
Pending Sales	68	59	▲ 15.3%	58	▲ 17.2%	398	394	▲ 1.0%
Days on Market	17	20	▼ -15.0%	11	▲ 54.5%	27	36	▼ -25.0%
Price per Square Foot	\$125	\$130	▼ -3.8%	\$102	▲ 22.5%	\$118	\$98	▲ 20.4%
% of Ask Received	100.2%	100.0%	▲ 0.2%	98.8%	▲ 1.4%	99.4%	96.7%	▲ 2.8%
Active Inventory	49	42	▲ 16.7%	36	▲ 36.1%			
Absorption Rate	0.9	0.8	▲ 12.5%	0.7	▲ 28.6%			

## Median Sales Price



## Number of Closed Sales



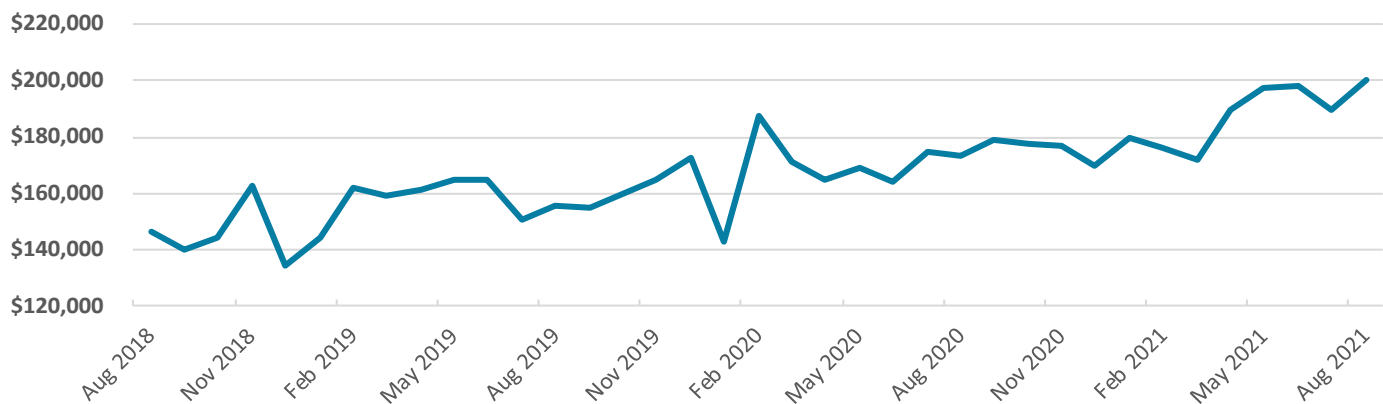
# Condominiums

Data for Condominiums across all MIBOR Counties.



	Aug 2021	Jul 2021	MOM	Aug 2020	YOY	2021	2020	YTD
Median Sales Price	\$200,625	\$190,000	▲ 5.6%	\$173,250	▲ 15.8%	\$187,000	\$169,000	▲ 10.7%
Closed Sales	280	285	▼ -1.8%	292	▼ -4.1%	1,632	1,498	▲ 8.9%
New Listings	312	294	▲ 6.1%	332	▼ -6.0%	1,823	1,927	▼ -5.4%
Pending Sales	304	272	▲ 11.8%	272	▲ 11.8%	1,783	1,735	▲ 2.8%
Days on Market	22	24	▼ -8.3%	33	▼ -33.3%	28	38	▼ -26.3%
Price per Square Foot	\$145	\$143	▲ 1.4%	\$124	▲ 16.9%	\$136	\$121	▲ 12.4%
% of Ask Received	100.1%	100.5%	▼ -0.4%	98.6%	▲ 1.5%	99.6%	97.9%	▲ 1.7%
Active Inventory	241	243	▼ -0.8%	372	▼ -35.2%			
Absorption Rate	0.9	0.9	■ 0.0%	1.3	▼ -30.8%			

## Median Sales Price



## Number of Closed Sales

