

# MARKET INSIGHTS REPORT

SEPTEMBER 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 September 2021 data, this is what our experts are saying:

“September home prices in Indianapolis continue to hover near record highs, with a median price of \$254,062, an increase of 12.9% from last September and 0.4% more than last month,” said Shelley Specchio, MIBOR CEO. “And, although inventory remains tight with 2,646 active listings, we are seeing an increase from where we were this spring and summer. These numbers, along with low interest rates, make this a great time to buy or sell and a REALTOR® is your best asset.”

Dr. Elliot Eisenberg, an internationally acclaimed economist and public speaker says, “nationally, the housing market continues to do very well and is unquestionably strong. We may be seeing some slight signs of slowing as inventories finally begin to rise just a bit, but this is more indicative of a market that is settling into a normal, healthy pattern instead of the frenetic pace we saw in the last half of 2020 and the first quarter of 2021. Year-over-year comparisons are going to suffer by sheer virtue of the fact that we were in such an overheated market last year, but prices will remain strong, although I anticipate closer to single-digit price appreciation going forward. As covid continues to improve, consumer spending is going to continue to shift from goods to services and interest in housing will slow, but as single-family residential housing continues to become a full-fledged investment asset class, capital and Wall Street money will continue to pour in, ensuring that the housing market remains solid. With all this massive money, I don’t see annualized price appreciation declining much below 10%.”

Year over Year data for September:

- Median sales price increased 12.9 percent to \$254,062
- Average days on market decreased 24.0 percent to 19
- Current active listings decreased 17.4 percent to 2,646

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<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>
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# MARKET SUMMARY



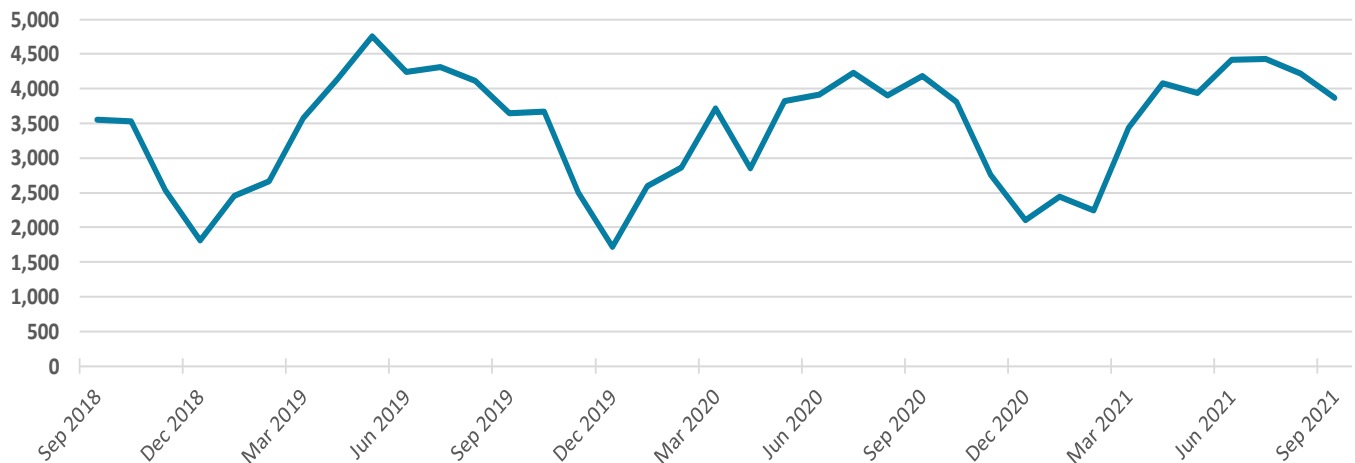
INCLUDES DATA FROM THE FOLLOWING COUNTIES FOR SINGLE FAMILY HOMES: BARTHOLOMEW, BOONE, BROWN, DECATUR, HAMILTON, HANCOCK, HENDRICKS, JACKSON, JENNINGS, JOHNSON, MADISON, MARION, MONTGOMERY, MORGAN, PUTNAM, SHELBY.

	Sep 2021	Aug 2021	MOM	Sep 2020	YOY	2021	2020	YTD
Median Sales Price	\$254,062	\$253,000	▲ 0.4%	\$225,000	▲ 12.9%	\$245,000	\$215,000	▲ 14.0%
Closed Sales	3,645	3,867	▼ -5.7%	3,734	▼ -2.4%	29,073	27,510	▲ 5.7%
New Listings	3,872	4,218	▼ -8.2%	4,190	▼ -7.6%	33,077	32,104	▲ 3.0%
Pending Sales	3,684	4,042	▼ -8.9%	3,645	▲ 1.1%	31,366	30,735	▲ 2.1%
Days on Market	19	16	▲ 18.8%	25	▼ -24.0%	19	38	▼ -50.0%
Price per Square Foot	\$149	\$147	▲ 1.4%	\$129	▲ 15.5%	\$142	\$123	▲ 15.4%
% of Ask Received	100.5%	101.1%	▼ -0.6%	99.0%	▲ 1.5%	100.7%	98.3%	▲ 2.4%
Active Inventory	2,646	2,510	▲ 5.4%	3,203	▼ -17.4%			
Absorption Rate	0.7	0.6	▲ 16.7%	0.9	▼ -22.2%			

## New Listings

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

September 2021	Month over Month Change	Year over Year Change	Year to Date Change
<b>3,872</b>	▼ -8.2%	▼ -7.6%	▲ 3.0%

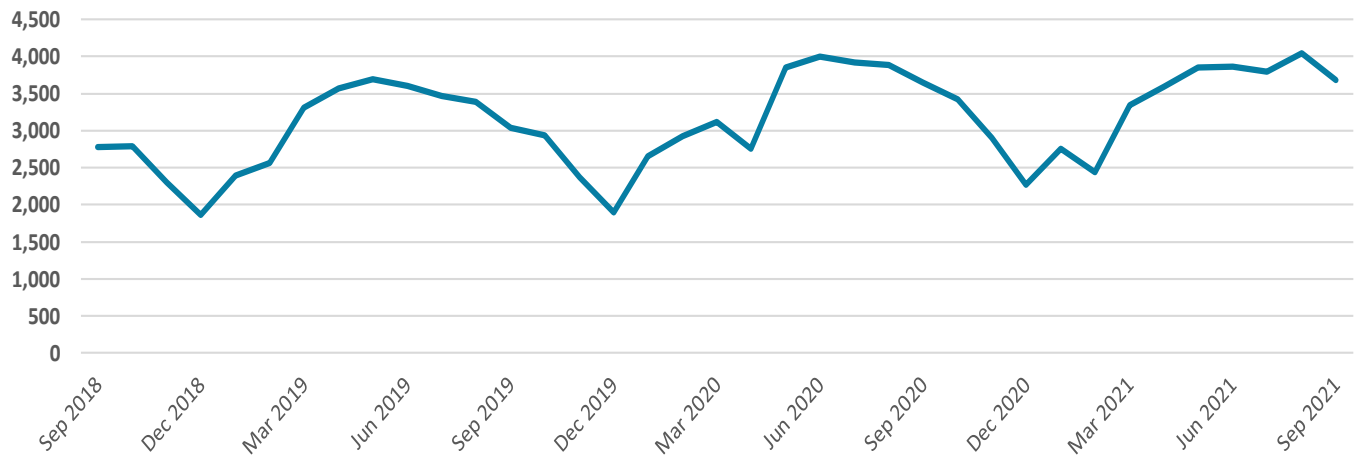


# Pending Sales

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



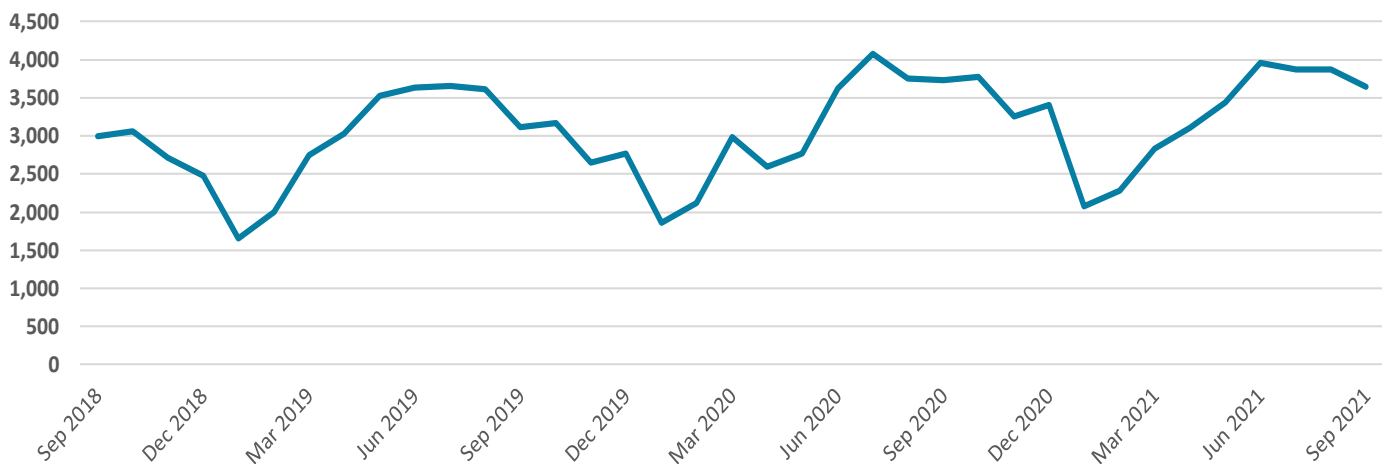
September 2021	Month over Month Change	Year over Year Change	Year to Date Change
3,684	▼ -8.9%	▲ 1.1%	▲ 2.1%



# Closed Sales

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

September 2021	Month over Month Change	Year over Year Change	Year to Date Change
3,645	▼ -5.7%	▼ -2.4%	▲ 5.7%

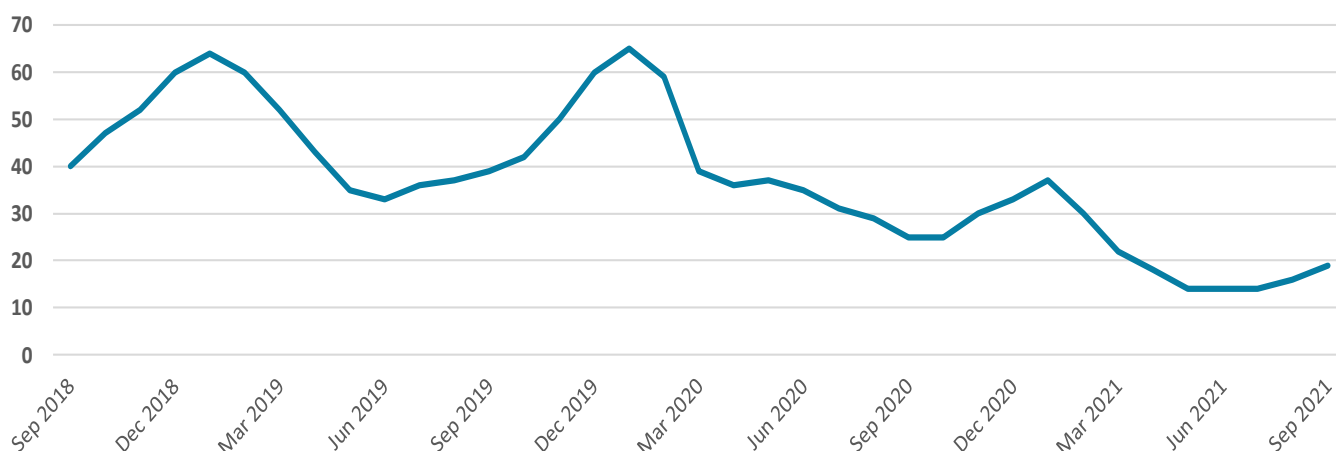


# Cumulative Days on Market

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



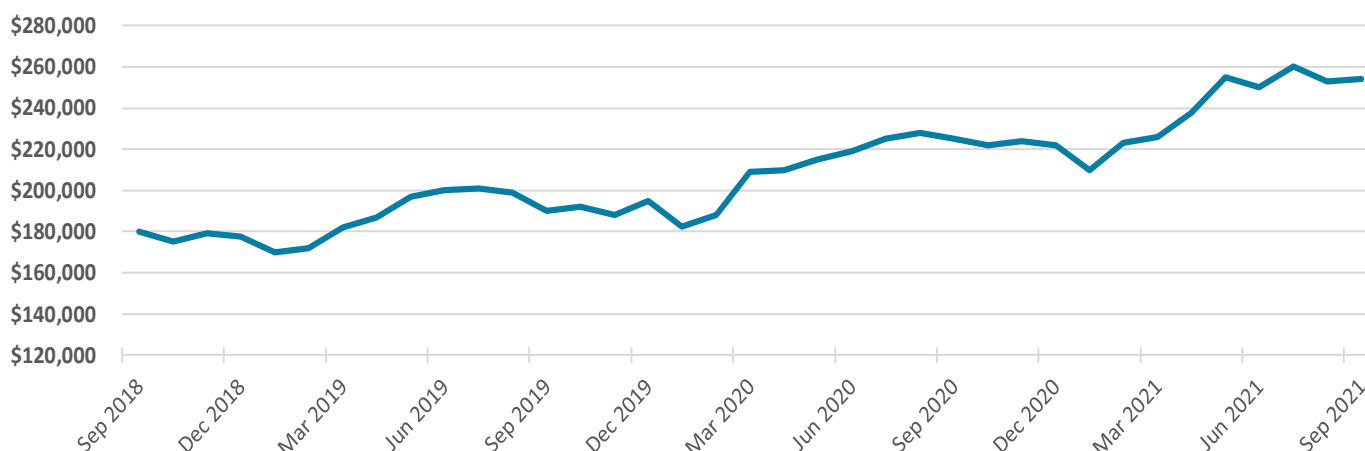
September 2021	Month over Month Change	Year over Year Change	Year to Date Change
19	▲ 18.8%	▼ -24.0%	▼ -50.0%



# 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.

September 2021	Month over Month Change	Year over Year Change	Year to Date Change
\$254,062	▲ 0.4%	▲ 12.9%	▲ 14.0%

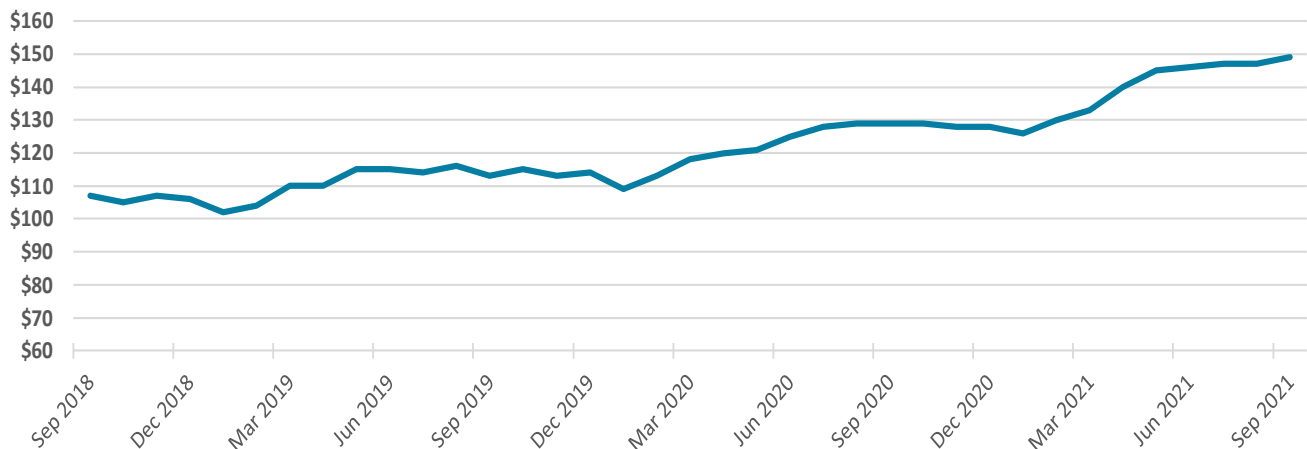


# Sold Price per Square Foot

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



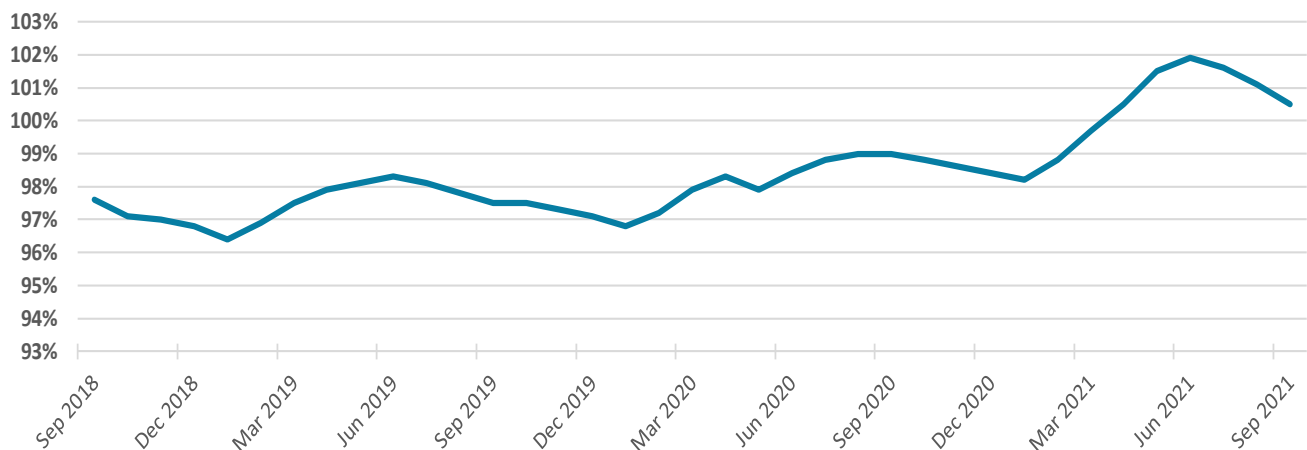
September 2021	Month over Month Change	Year over Year Change	Year to Date Change
<b>\$149</b>	<b>1.4%</b>	<b>15.5%</b>	<b>15.4%</b>



# Percent of Ask Price Received

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



September 2021	Month over Month Change	Year over Year Change	Year to Date Change
<b>100.5%</b>	<b>-0.6%</b>	<b>1.5%</b>	<b>2.4%</b>

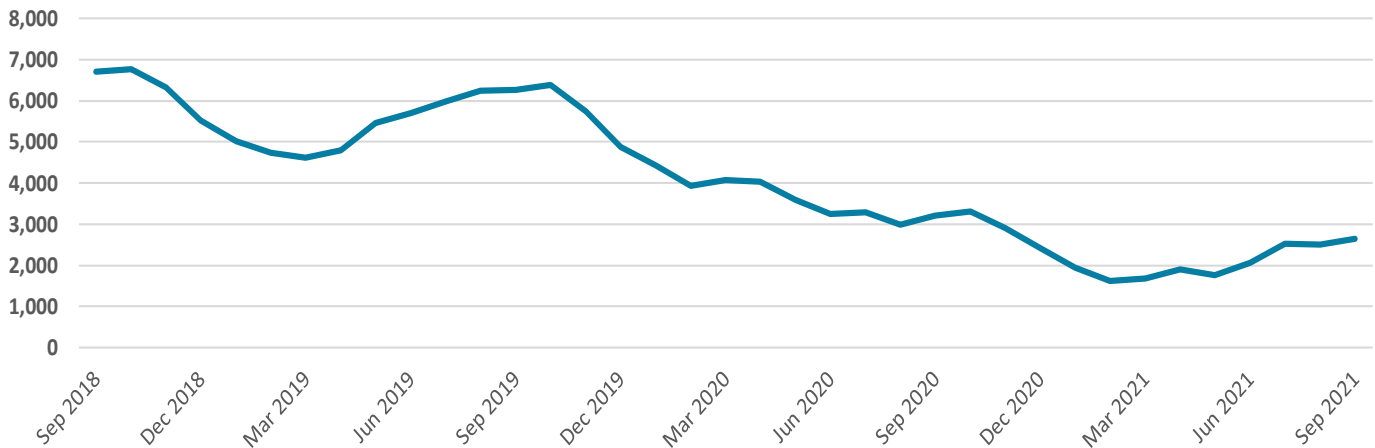


# Active Inventory

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.





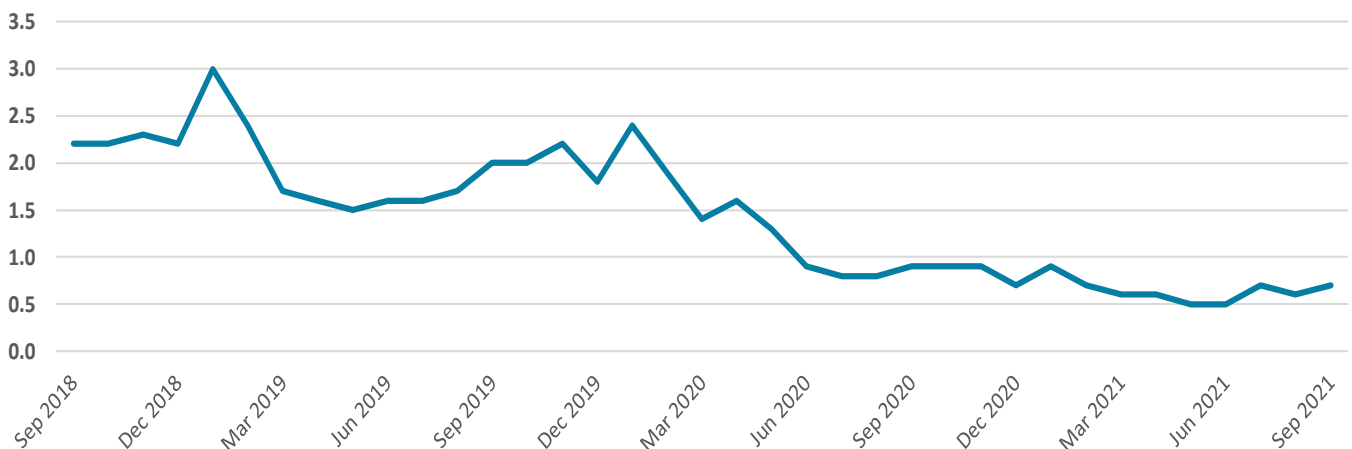
September 2021	Month over Month Change	Year over Year Change
2,646	 5.4%	 -17.4%



# 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.

September 2021	Month over Month Change	Year over Year Change
0.7	 16.7%	 -22.2%



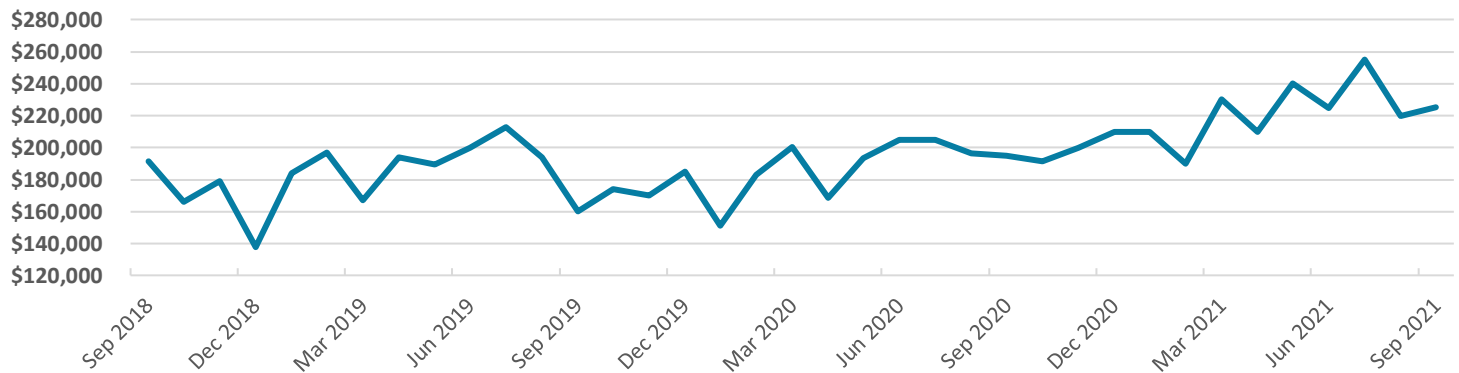
# Bartholomew County

Data for single family homes in Bartholomew County.

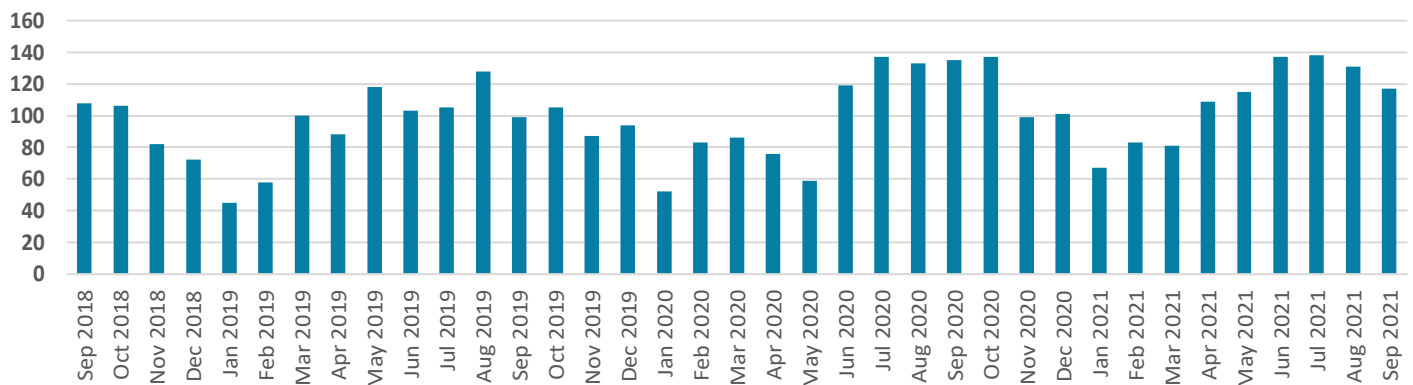


	Sep 2021	Aug 2021	MOM	Sep 2020	YOY	2021	2020	YTD
Median Sales Price	\$225,100	\$220,000	▲ 2.3%	\$195,000	▲ 15.4%	\$225,000	\$190,000	▲ 18.4%
Closed Sales	117	131	▼ -10.7%	135	▼ -13.3%	978	880	▲ 11.1%
New Listings	143	161	▼ -11.2%	124	▲ 15.3%	1,154	1,040	▲ 11.0%
Pending Sales	144	131	▲ 9.9%	127	▲ 13.4%	1,072	990	▲ 8.3%
Days on Market	22	18	▲ 22.2%	23	▼ -4.3%	18	40	▼ -55.0%
Price per Square Foot	\$150	\$146	▲ 2.7%	\$133	▲ 12.8%	\$143	\$126	▲ 13.5%
% of Ask Received	99.2%	99.6%	▼ -0.4%	98.8%	▲ 0.4%	99.7%	97.8%	▲ 1.9%
Active Inventory	108	104	▲ 3.8%	111	▼ -2.7%			
Absorption Rate	0.9	0.8	▲ 12.5%	0.8	▲ 12.5%			

## Median Sales Price



## Number of Closed Sales



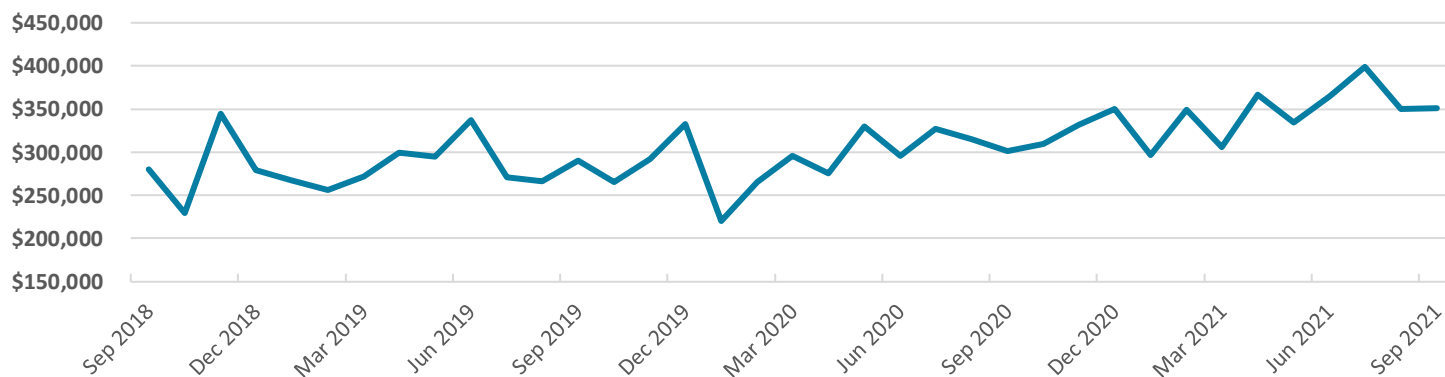
# Boone County

Data for single family homes in Boone County.

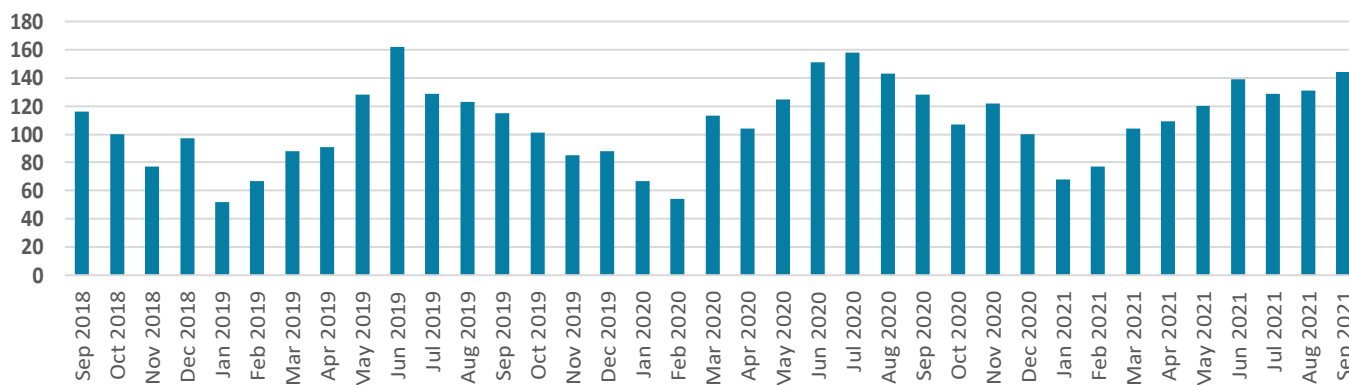


	Sep 2021	Aug 2021	MOM	Sep 2020	YOY	2021	2020	YTD
Median Sales Price	\$350,813	\$350,000	▲ 0.2%	\$301,500	▲ 16.4%	\$350,000	\$300,000	▲ 16.7%
Closed Sales	144	131	▲ 9.9%	128	▲ 12.5%	1,021	1,043	▼ -2.1%
New Listings	135	157	▼ -14.0%	133	▲ 1.5%	1,183	1,193	▼ -0.8%
Pending Sales	128	144	▼ -11.1%	113	▲ 13.3%	1,106	1,144	▼ -3.3%
Days on Market	18	12	▲ 50.0%	36	▼ -50.0%	19	48	▼ -60.4%
Price per Square Foot	\$166	\$169	▼ -1.8%	\$148	▲ 12.2%	\$165	\$141	▲ 17.0%
% of Ask Received	100.9%	100.9%	■ 0.0%	98.4%	▲ 2.5%	100.5%	98.0%	▲ 2.6%
Active Inventory	100	91	▲ 9.9%	151	▼ -33.8%			
Absorption Rate	0.7	0.7	■ 0.0%	1.2	▼ -41.7%			

## Median Sales Price



## Number of Closed Sales





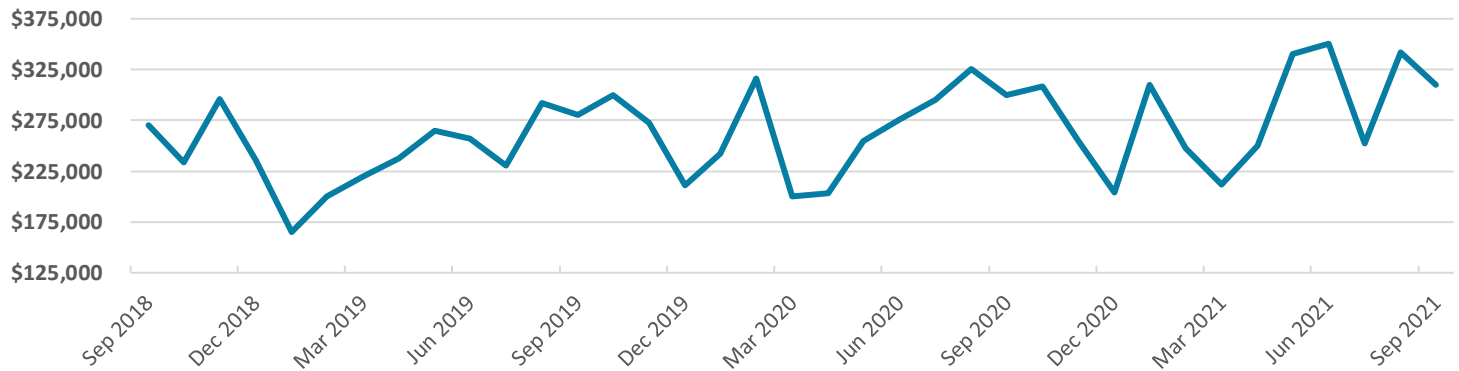
# Brown County

Data for single family homes in Brown County.

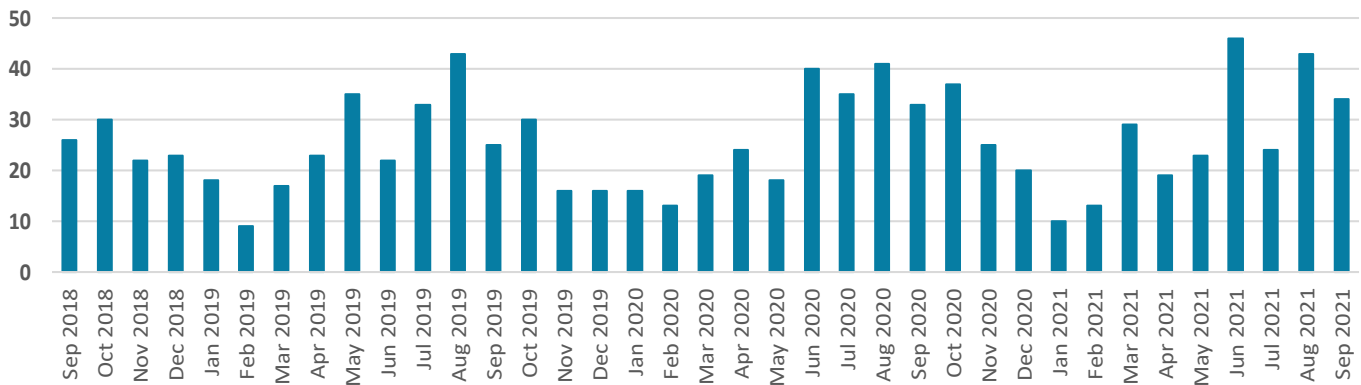


	Sep 2021	Aug 2021	MOM	Sep 2020	YOY	2021	2020	YTD
Median Sales Price	\$309,950	\$341,500	▼ -9.2%	\$300,000	▲ 3.3%	\$305,000	\$260,000	▲ 17.3%
Closed Sales	34	43	▼ -20.9%	33	▲ 3.0%	241	239	▲ 0.8%
New Listings	41	35	▲ 17.1%	32	▲ 28.1%	306	286	▲ 7.0%
Pending Sales	41	37	▲ 10.8%	28	▲ 46.4%	277	271	▲ 2.2%
Days on Market	18	23	▼ -21.7%	21	▼ -14.3%	33	70	▼ -52.9%
Price per Square Foot	\$309	\$305	▲ 1.3%	\$262	▲ 17.9%	\$247	\$217	▲ 13.8%
% of Ask Received	98.9%	97.7%	▲ 1.2%	97.6%	▲ 1.3%	98.6%	96.3%	▲ 2.4%
Active Inventory	41	42	▼ -2.4%	44	▼ -6.8%			
Absorption Rate	1.2	1.0	▲ 20.0%	1.3	▼ -7.7%			

## Median Sales Price



## Number of Closed Sales



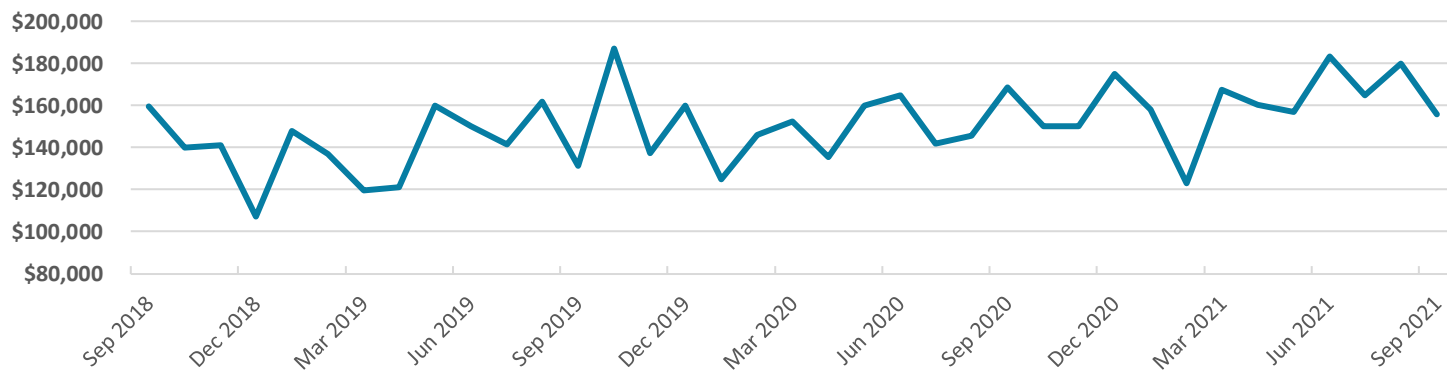
# Decatur County

Data for single family homes in Decatur County.

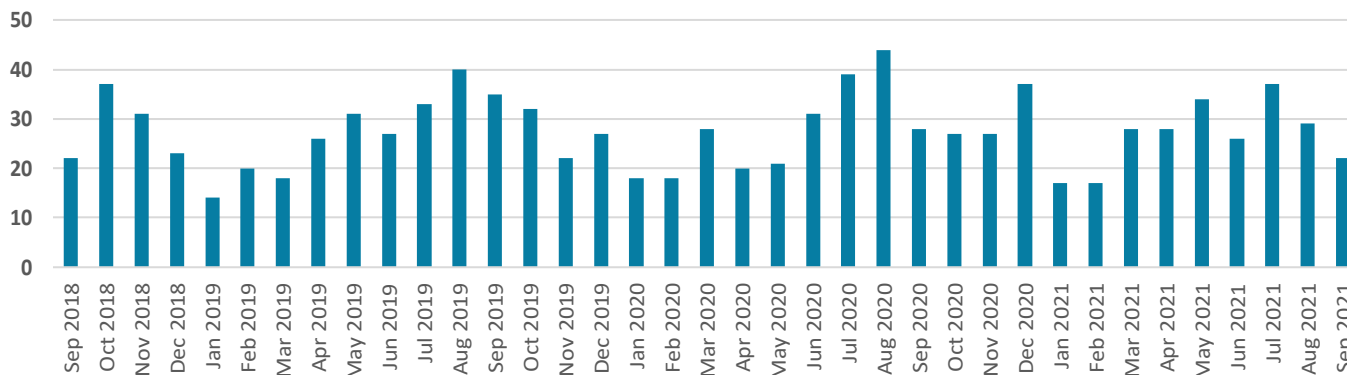


	Sep 2021	Aug 2021	MOM	Sep 2020	YOY	2021	2020	YTD
Median Sales Price	\$155,750	\$180,000	▼ -13.5%	\$168,500	▼ -7.6%	\$165,000	\$154,000	▲ 7.1%
Closed Sales	22	29	▼ -24.1%	28	▼ -21.4%	238	247	▼ -3.6%
New Listings	29	37	▼ -21.6%	31	▼ -6.5%	288	271	▲ 6.3%
Pending Sales	23	22	▲ 4.5%	22	▲ 4.5%	253	273	▼ -7.3%
Days on Market	44	11	▲ 300.0%	17	▲ 158.8%	27	47	▼ -42.6%
Price per Square Foot	\$139	\$121	▲ 14.9%	\$109	▲ 27.5%	\$121	\$105	▲ 15.2%
% of Ask Received	95.6%	99.1%	▼ -3.5%	97.8%	▼ -2.2%	97.6%	97.1%	▲ 0.5%
Active Inventory	53	45	▲ 17.8%	37	▲ 43.2%			
Absorption Rate	2.4	1.6	▲ 50.0%	1.3	▲ 84.6%			

## Median Sales Price



## Number of Closed Sales



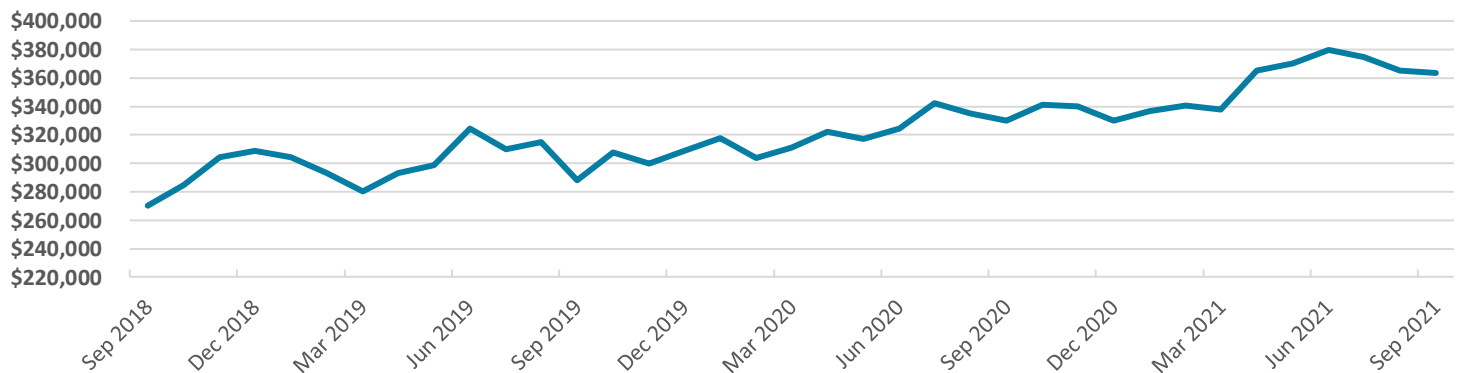
# Hamilton County

Data for single family homes in Hamilton County.

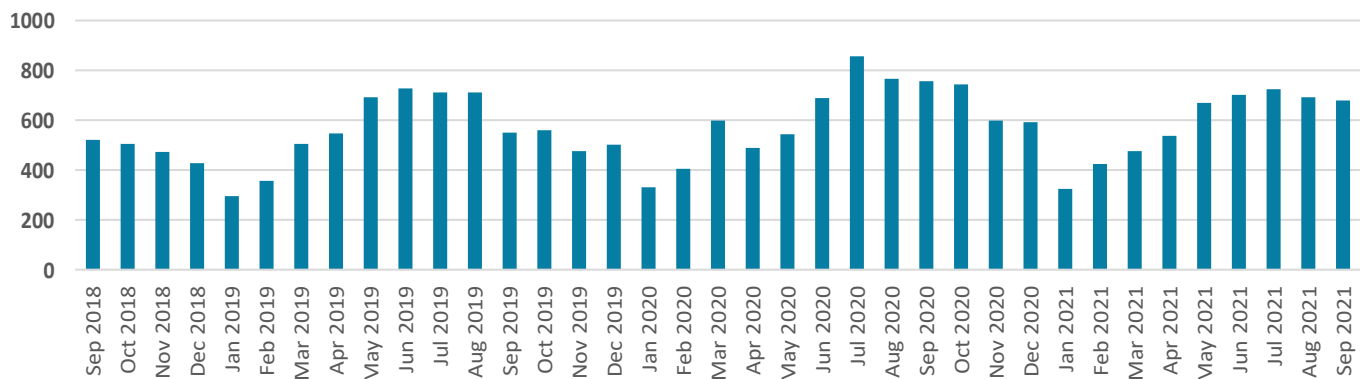


	Sep 2021	Aug 2021	MOM	Sep 2020	YOY	2021	2020	YTD
Median Sales Price	\$363,500	\$365,000	▼ -0.4%	\$330,000	▲ 10.2%	\$364,788	\$325,000	▲ 12.2%
Closed Sales	681	692	▼ -1.6%	757	▼ -10.0%	5,238	5,447	▼ -3.8%
New Listings	596	662	▼ -10.0%	714	▼ -16.5%	5,587	6,124	▼ -8.8%
Pending Sales	612	691	▼ -11.4%	674	▼ -9.2%	5,571	6,044	▼ -7.8%
Days on Market	17	16	▲ 6.3%	30	▼ -43.3%	17	45	▼ -62.2%
Price per Square Foot	\$173	\$173	■ 0.0%	\$147	▲ 17.7%	\$168	\$145	▲ 15.9%
% of Ask Received	102.0%	101.8%	▲ 0.2%	98.9%	▲ 3.1%	101.7%	98.8%	▲ 2.9%
Active Inventory	258	280	▼ -7.9%	508	▼ -49.2%			
Absorption Rate	0.4	0.4	■ 0.0%	0.7	▼ -42.9%			

## Median Sales Price



## Number of Closed Sales



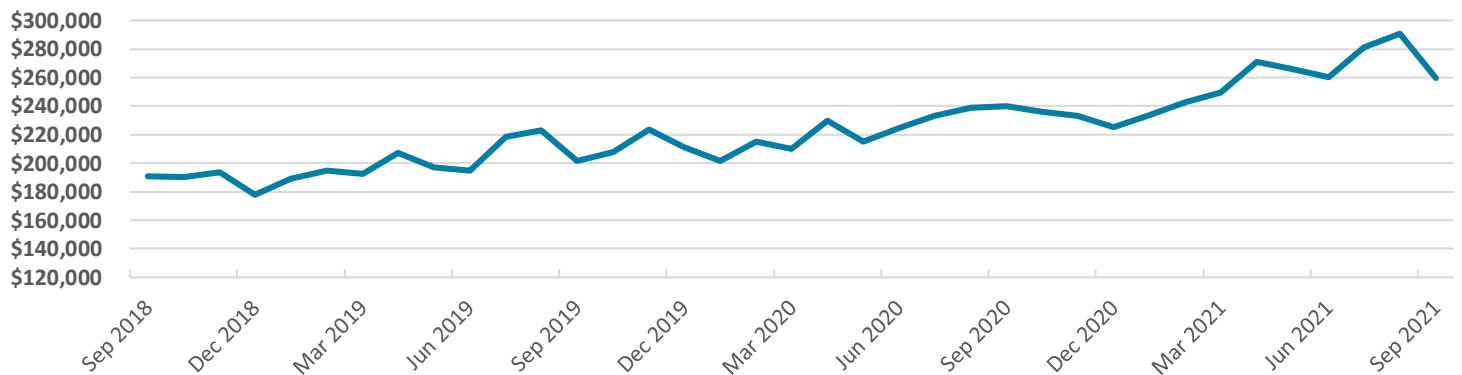
# Hancock County

Data for single family homes in Hancock County.

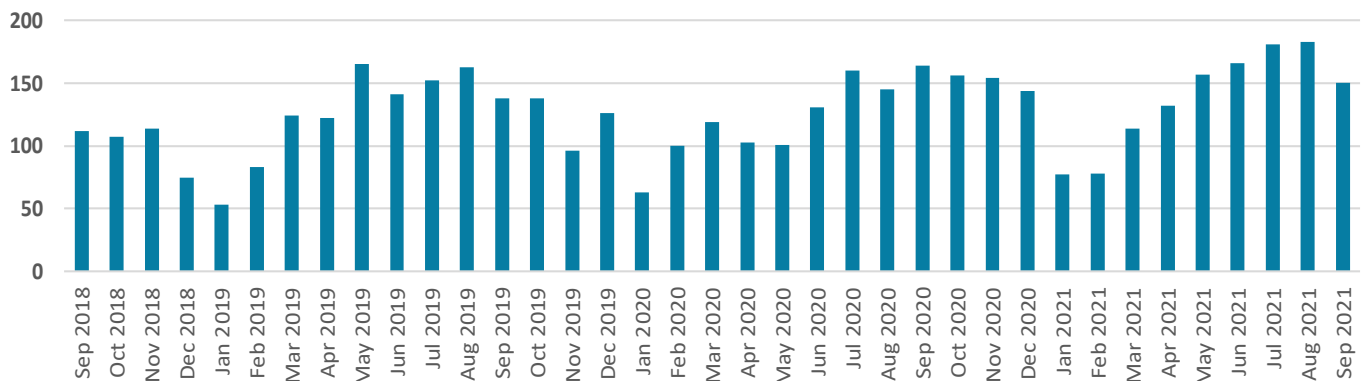


	Sep 2021	Aug 2021	MOM	Sep 2020	YOY	2021	2020	YTD
Median Sales Price	\$259,995	\$291,000	▼ -10.7%	\$240,000	▲ 8.3%	\$265,705	\$225,000	▲ 18.1%
Closed Sales	150	183	▼ -18.0%	164	▼ -8.5%	1,238	1,086	▲ 14.0%
New Listings	164	177	▼ -7.3%	175	▼ -6.3%	1,393	1,254	▲ 11.1%
Pending Sales	145	176	▼ -17.6%	152	▼ -4.6%	1,338	1,238	▲ 8.1%
Days on Market	11	13	▼ -15.4%	28	▼ -60.7%	17	40	▼ -57.5%
Price per Square Foot	\$137	\$139	▼ -1.4%	\$122	▲ 12.3%	\$133	\$114	▲ 16.7%
% of Ask Received	101.2%	101.0%	▲ 0.2%	99.0%	▲ 2.2%	100.6%	98.7%	▲ 1.9%
Active Inventory	101	84	▲ 20.2%	127	▼ -20.5%			
Absorption Rate	0.7	0.5	▲ 40.0%	0.8	▼ -12.5%			

## Median Sales Price



## Number of Closed Sales



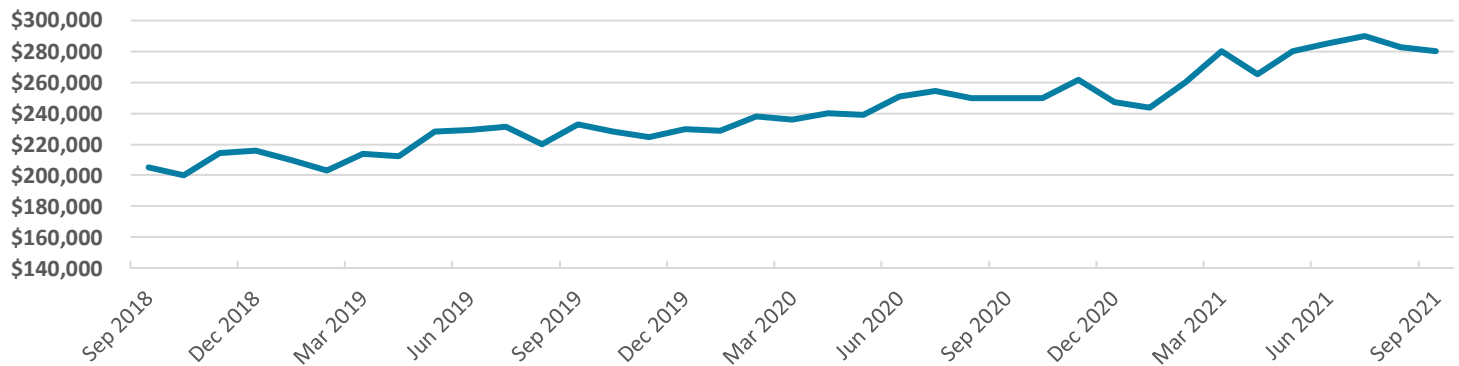
# Hendricks County

Data for single family homes in Hendricks County.

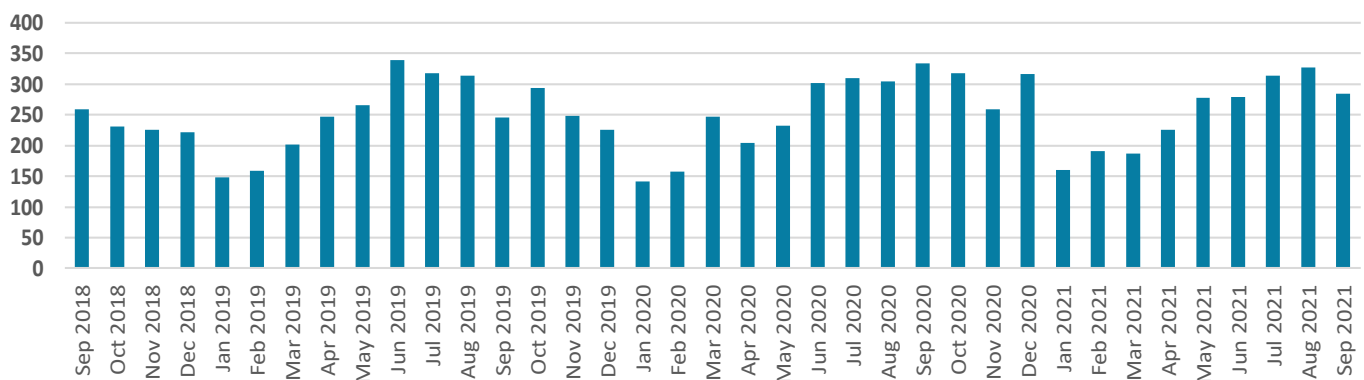


	Sep 2021	Aug 2021	MOM	Sep 2020	YOY	2021	2020	YTD
Median Sales Price	\$279,950	\$282,450	▼ -0.9%	\$250,000	▲ 12.0%	\$276,000	\$244,000	▲ 13.1%
Closed Sales	284	327	▼ -13.1%	333	▼ -14.7%	2,245	2,229	▲ 0.7%
New Listings	313	352	▼ -11.1%	337	▼ -7.1%	2,511	2,569	▼ -2.3%
Pending Sales	314	338	▼ -7.1%	324	▼ -3.1%	2,423	2,528	▼ -4.2%
Days on Market	13	10	▲ 30.0%	22	▼ -40.9%	13	34	▼ -61.8%
Price per Square Foot	\$148	\$145	▲ 2.1%	\$125	▲ 18.4%	\$140	\$120	▲ 16.7%
% of Ask Received	101.6%	102.2%	▼ -0.6%	99.3%	▲ 2.3%	101.8%	99.1%	▲ 2.7%
Active Inventory	149	144	▲ 3.5%	191	▼ -22.0%			
Absorption Rate	0.5	0.4	▲ 25.0%	0.6	▼ -16.7%			

## Median Sales Price



## Number of Closed Sales



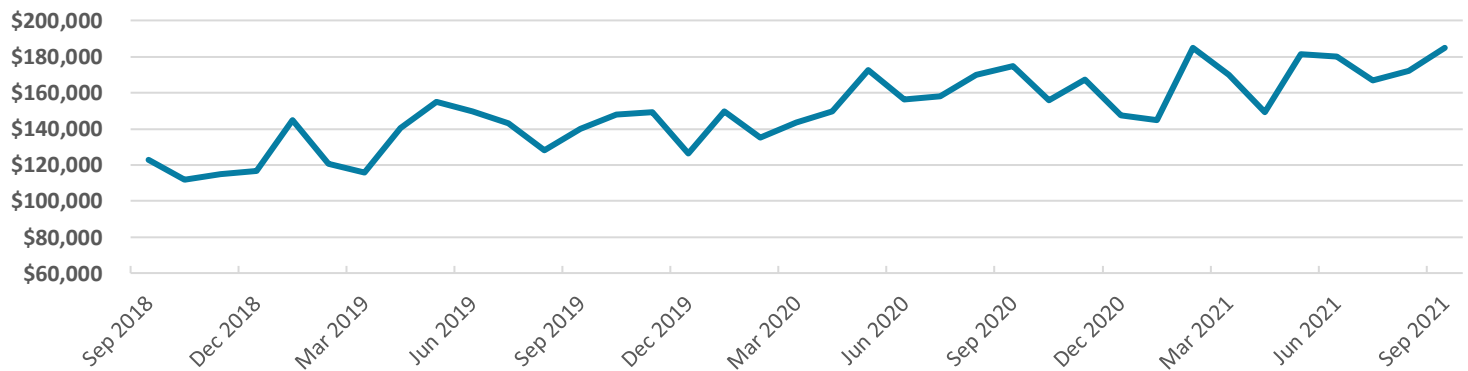
# Jackson County

Data for single family homes in Jackson County.

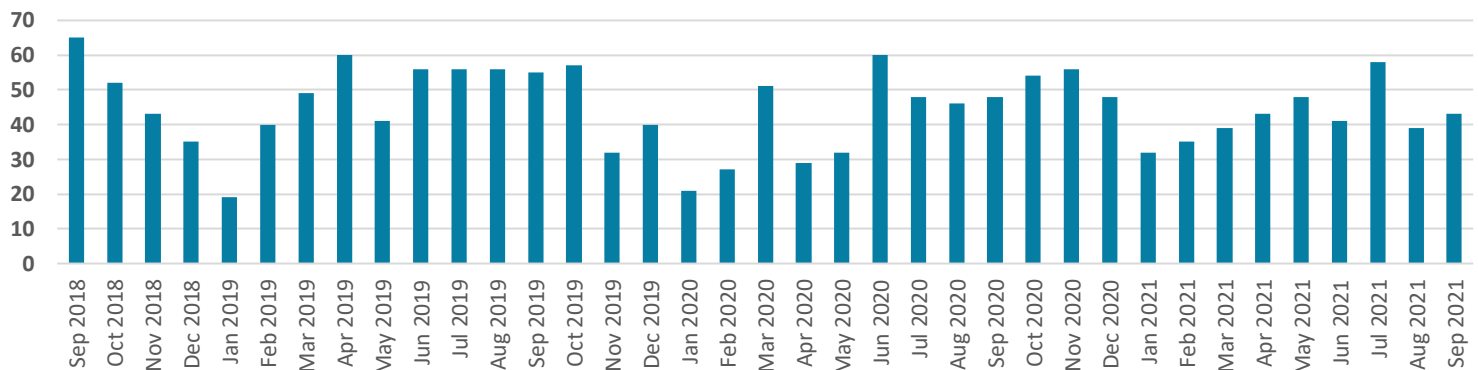


	Sep 2021	Aug 2021	MOM	Sep 2020	YOY	2021	2020	YTD
Median Sales Price	\$184,900	\$172,000	▲ 7.5%	\$175,000	▲ 5.7%	\$168,450	\$157,700	▲ 6.8%
Closed Sales	43	39	▲ 10.3%	48	▼ -10.4%	378	362	▲ 4.4%
New Listings	50	64	▼ -21.9%	60	▼ -16.7%	423	447	▼ -5.4%
Pending Sales	40	50	▼ -20.0%	58	▼ -31.0%	393	415	▼ -5.3%
Days on Market	43	13	▲ 230.8%	13	▲ 230.8%	24	45	▼ -46.7%
Price per Square Foot	\$126	\$108	▲ 16.7%	\$109	▲ 15.6%	\$117	\$104	▲ 12.5%
% of Ask Received	100.7%	98.5%	▲ 2.2%	97.3%	▲ 3.5%	99.0%	97.7%	▲ 1.3%
Active Inventory	59	45	▲ 31.1%	52	▲ 13.5%			
Absorption Rate	1.4	1.2	▲ 16.7%	1.1	▲ 27.3%			

## Median Sales Price



## Number of Closed Sales



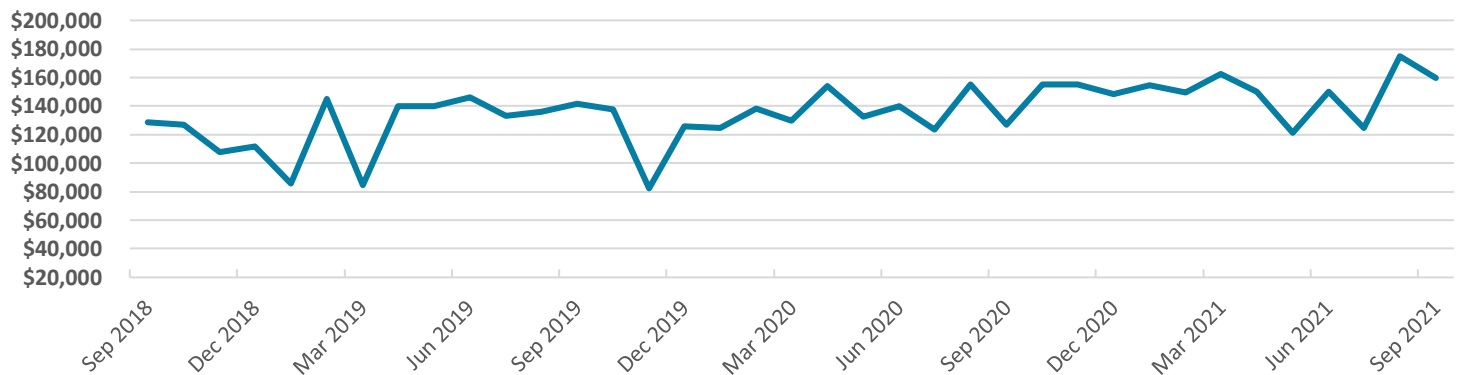
# Jennings County

Data for single family homes in Jennings County.

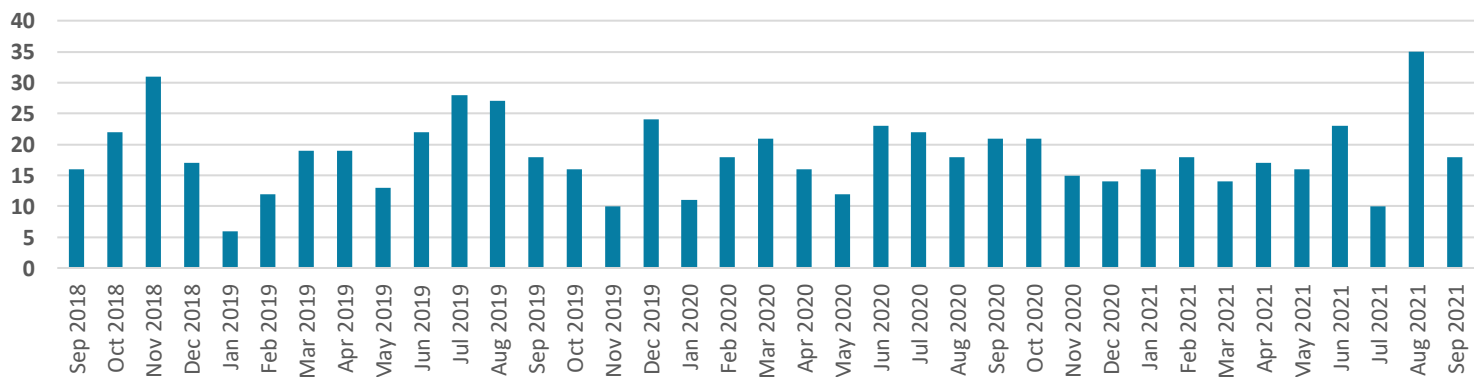


	Sep 2021	Aug 2021	MOM	Sep 2020	YOY	2021	2020	YTD
Median Sales Price	\$160,000	\$174,900	▼ -8.5%	\$127,000	▲ 26.0%	\$150,000	\$134,525	▲ 11.5%
Closed Sales	18	35	▼ -48.6%	21	▼ -14.3%	167	162	▲ 3.1%
New Listings	26	38	▼ -31.6%	23	▲ 13.0%	207	198	▲ 4.5%
Pending Sales	28	24	▲ 16.7%	29	▼ -3.4%	191	184	▲ 3.8%
Days on Market	28	9	▲ 211.1%	27	▲ 3.7%	26	35	▼ -25.7%
Price per Square Foot	\$136	\$111	▲ 22.5%	\$112	▲ 21.4%	\$113	\$98	▲ 15.3%
% of Ask Received	97.7%	98.3%	▼ -0.6%	96.2%	▲ 1.6%	98.1%	96.4%	▲ 1.8%
Active Inventory	28	30	▼ -6.7%	26	▲ 7.7%			
Absorption Rate	1.6	0.9	▲ 77.8%	1.2	▲ 33.3%			

## Median Sales Price



## Number of Closed Sales



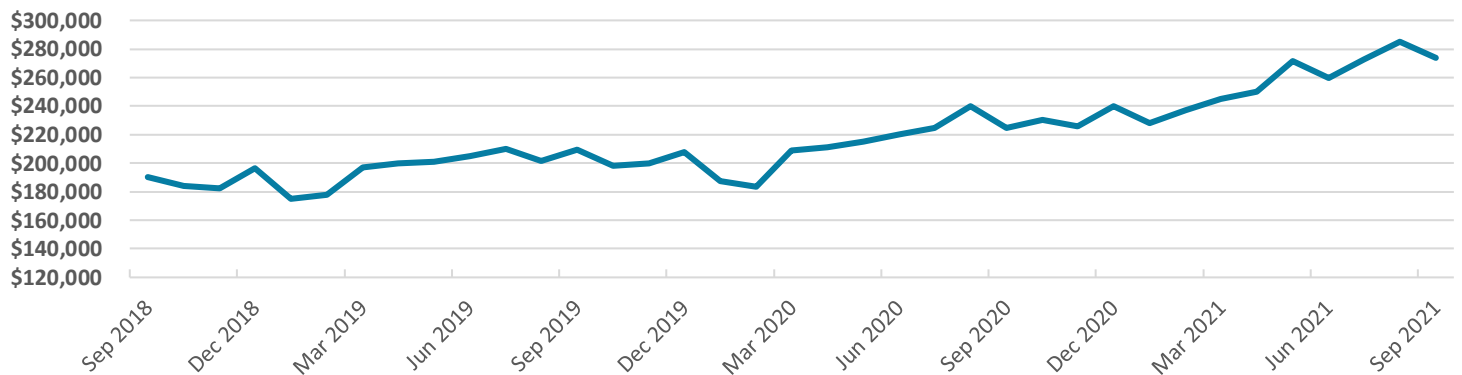
# Johnson County

Data for single family homes in Johnson County.

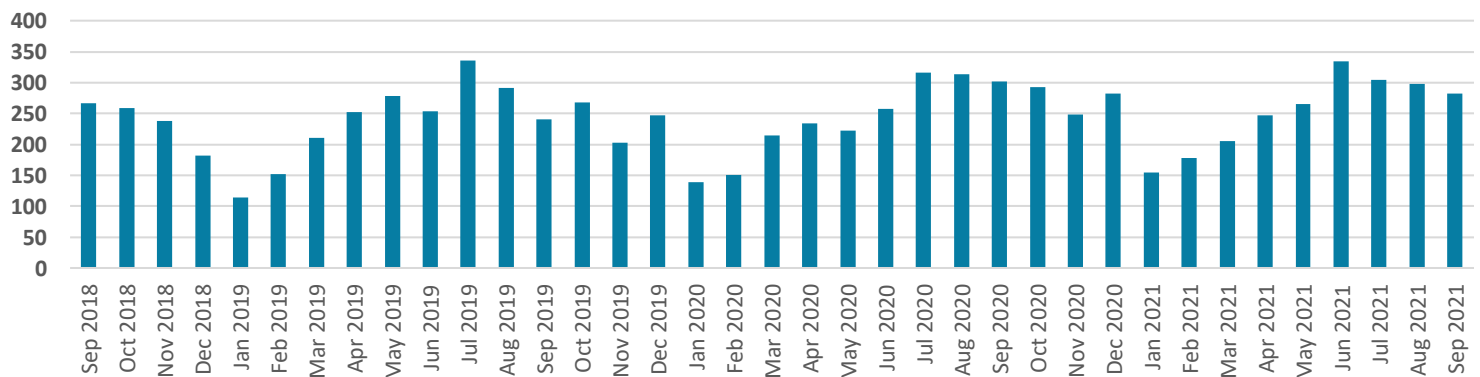


	Sep 2021	Aug 2021	MOM	Sep 2020	YOY	2021	2020	YTD
Median Sales Price	\$273,750	\$285,000	▼ -3.9%	\$224,950	▲ 21.7%	\$260,000	\$216,600	▲ 20.0%
Closed Sales	282	298	▼ -5.4%	302	▼ -6.6%	2,268	2,151	▲ 5.4%
New Listings	268	306	▼ -12.4%	291	▼ -7.9%	2,500	2,430	▲ 2.9%
Pending Sales	257	316	▼ -18.7%	301	▼ -14.6%	2,416	2,405	▲ 0.5%
Days on Market	13	10	▲ 30.0%	26	▼ -50.0%	12	33	▼ -63.6%
Price per Square Foot	\$157	\$151	▲ 4.0%	\$129	▲ 21.7%	\$146	\$123	▲ 18.7%
% of Ask Received	100.4%	101.3%	▼ -0.9%	99.6%	▲ 0.8%	101.2%	99.0%	▲ 2.2%
Active Inventory	150	128	▲ 17.2%	167	▼ -10.2%			
Absorption Rate	0.5	0.4	▲ 25.0%	0.6	▼ -16.7%			

## Median Sales Price



## Number of Closed Sales





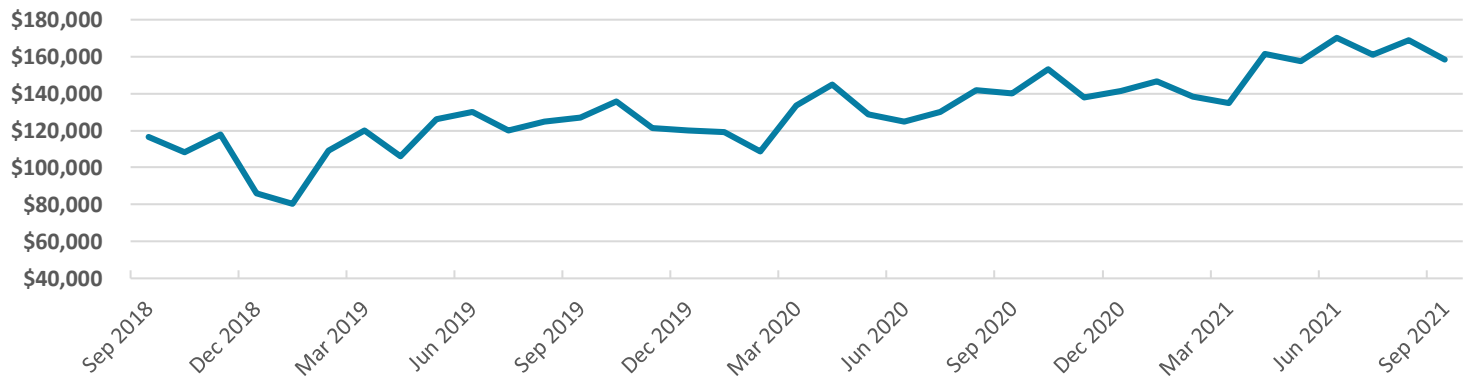
# Madison County

Data for single family homes in Madison County.

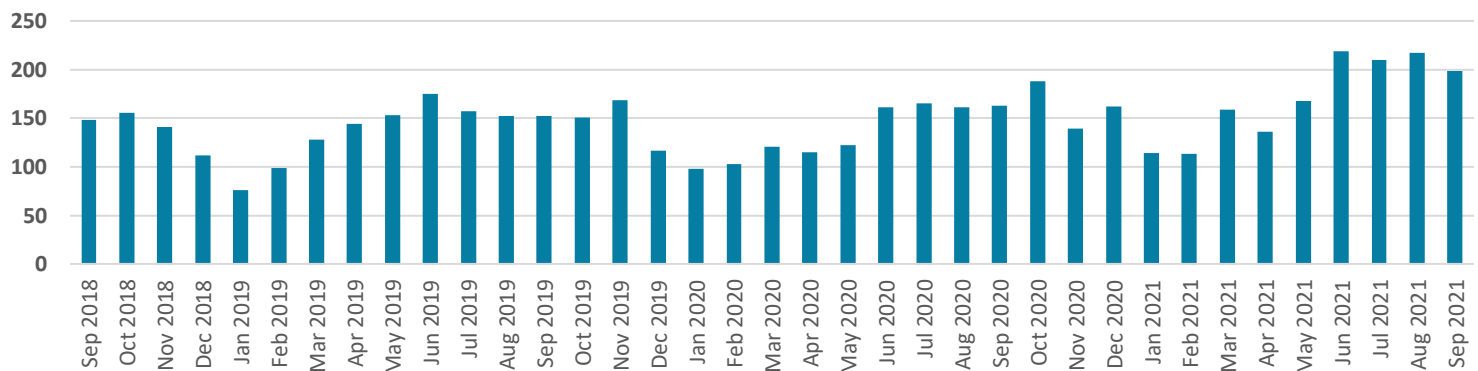


	Sep 2021	Aug 2021	MOM	Sep 2020	YOY	2021	2020	YTD
Median Sales Price	\$158,500	\$169,000	▼ -6.2%	\$140,000	▲ 13.2%	\$156,000	\$135,000	▲ 15.6%
Closed Sales	199	217	▼ -8.3%	163	▲ 22.1%	1,535	1,209	▲ 27.0%
New Listings	211	229	▼ -7.9%	230	▼ -8.3%	1,751	1,447	▲ 21.0%
Pending Sales	187	253	▼ -26.1%	177	▲ 5.6%	1,667	1,382	▲ 20.6%
Days on Market	19	32	▼ -40.6%	20	▼ -5.0%	24	40	▼ -40.0%
Price per Square Foot	\$103	\$104	▼ -1.0%	\$89	▲ 15.7%	\$100	\$83	▲ 20.5%
% of Ask Received	98.7%	98.5%	▲ 0.2%	97.6%	▲ 1.1%	98.6%	96.6%	▲ 2.1%
Active Inventory	175	140	▲ 25.0%	180	▼ -2.8%			
Absorption Rate	0.9	0.6	▲ 50.0%	1.1	▼ -18.2%			

## Median Sales Price



## Number of Closed Sales



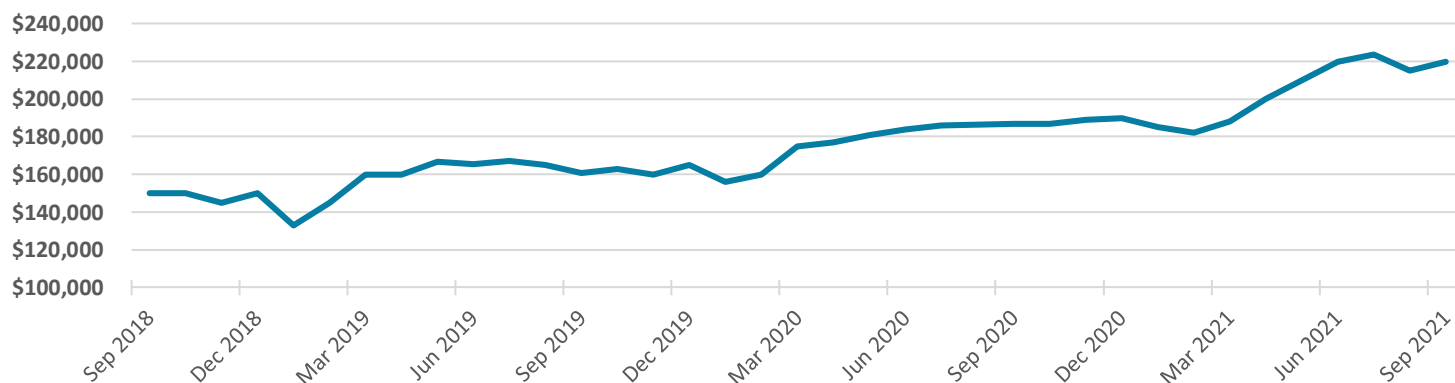
# Marion County

Data for single family homes in Marion County.

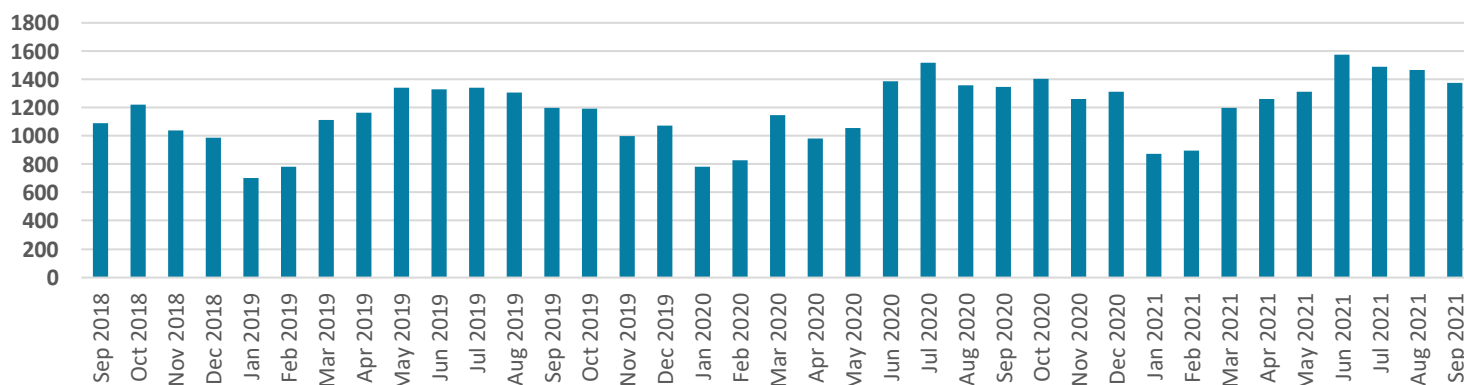


	Sep 2021	Aug 2021	MOM	Sep 2020	YOY	2021	2020	YTD
Median Sales Price	\$220,000	\$215,000	▲ 2.3%	\$187,000	▲ 17.6%	\$208,000	\$179,000	▲ 16.2%
Closed Sales	1,377	1,465	▼ -6.0%	1346	▲ 2.3%	11,449	10,407	▲ 10.0%
New Listings	1,586	1,651	▼ -3.9%	1702	▼ -6.8%	13,329	12,423	▲ 7.3%
Pending Sales	1,466	1,556	▼ -5.8%	1364	▲ 7.5%	12,395	11,540	▲ 7.4%
Days on Market	22	17	▲ 29.4%	25	▼ -12.0%	22	34	▼ -35.3%
Price per Square Foot	\$142	\$139	▲ 2.2%	\$123	▲ 15.4%	\$136	\$117	▲ 16.2%
% of Ask Received	100.5%	101.4%	▼ -0.9%	99.3%	▲ 1.2%	100.7%	98.2%	▲ 2.5%
Active Inventory	1,185	1,149	▲ 3.1%	1344	▼ -11.8%			
Absorption Rate	0.9	0.8	▲ 12.5%	1.0	▼ -10.0%			

## Median Sales Price



## Number of Closed Sales



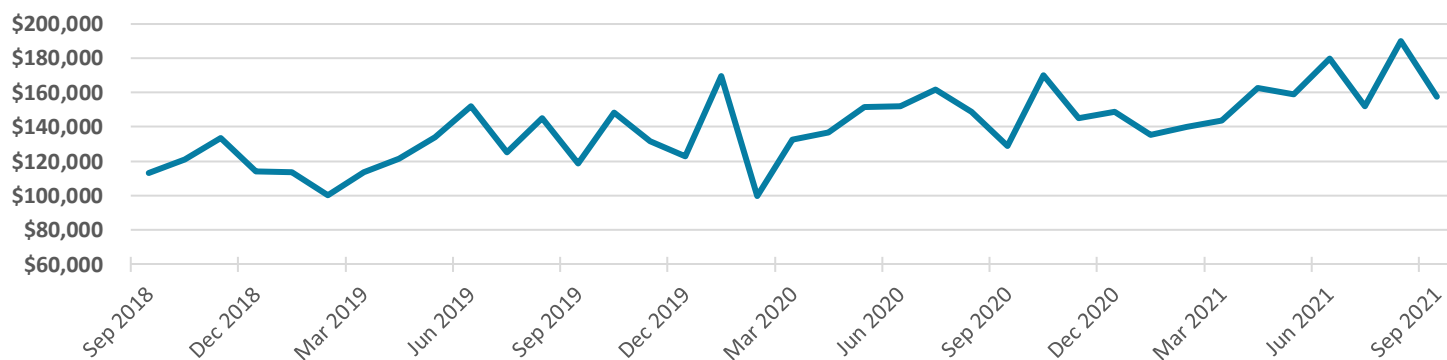
# Montgomery County

Data for single family homes in Montgomery County.

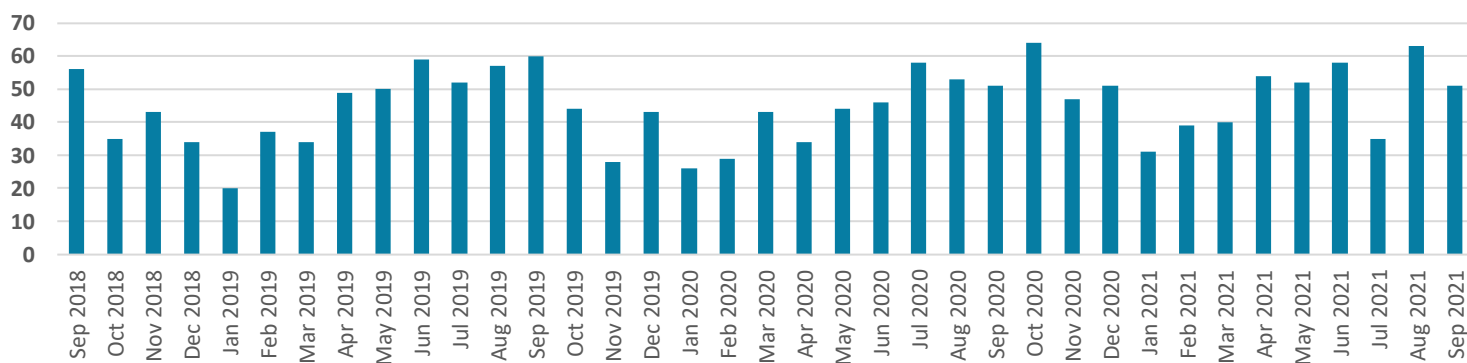


	Sep 2021	Aug 2021	MOM	Sep 2020	YOY	2021	2020	YTD
Median Sales Price	\$157,500	\$190,000	▼ -17.1%	\$129,000	▲ 22.1%	\$158,000	\$143,250	▲ 10.3%
Closed Sales	51	63	▼ -19.0%	51	▬ 0.0%	423	384	▲ 10.2%
New Listings	57	72	▼ -20.8%	67	▼ -14.9%	502	452	▲ 11.1%
Pending Sales	63	58	▲ 8.6%	66	▼ -4.5%	465	449	▲ 3.6%
Days on Market	23	19	▲ 21.1%	14	▲ 64.3%	22	44	▼ -50.0%
Price per Square Foot	\$119	\$126	▼ -5.6%	\$100	▲ 19.0%	\$114	\$95	▲ 20.0%
% of Ask Received	97.9%	99.4%	▼ -1.5%	98.7%	▼ -0.8%	99.1%	97.3%	▲ 1.8%
Active Inventory	49	53	▼ -7.5%	47	▲ 4.3%			
Absorption Rate	1.0	0.8	▲ 25.0%	0.9	▲ 11.1%			

## Median Sales Price



## Number of Closed Sales



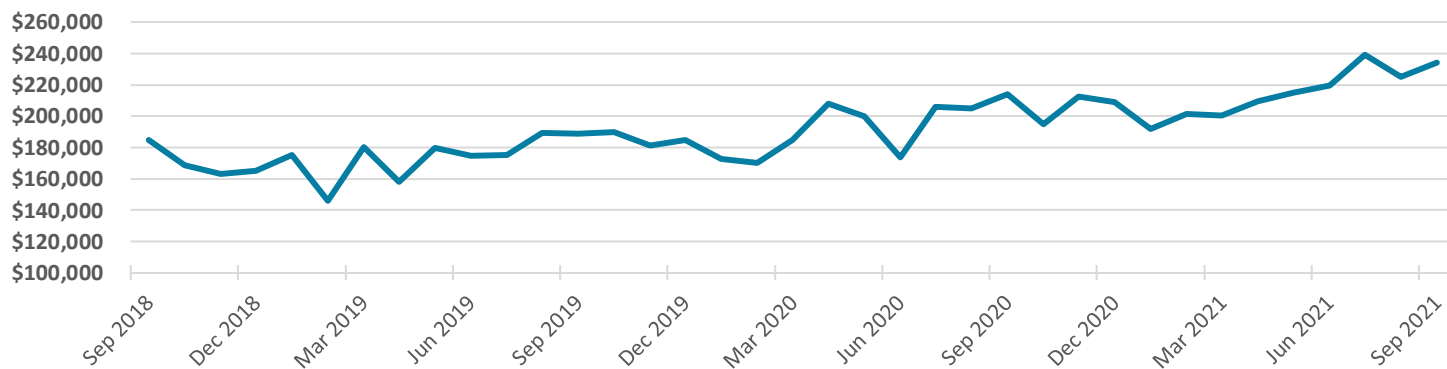
# Morgan County

Data for single family homes in Morgan County.

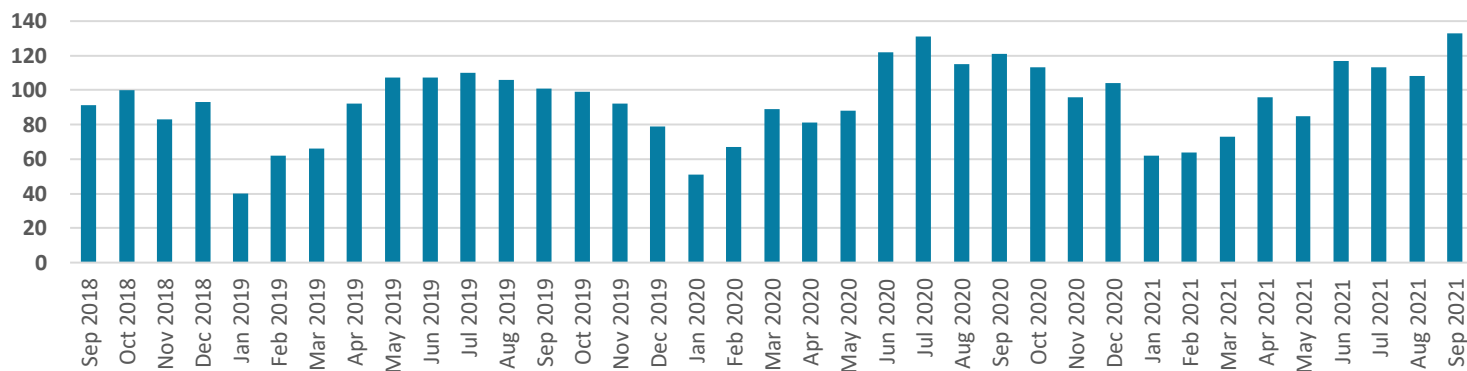


	Sep 2021	Aug 2021	MOM	Sep 2020	YOY	2021	2020	YTD
Median Sales Price	\$234,000	\$225,000	▲ 4.0%	\$214,000	▲ 9.3%	\$220,000	\$193,500	▲ 13.7%
Closed Sales	133	108	▲ 23.1%	121	▲ 9.9%	851	865	▼ -1.6%
New Listings	120	134	▼ -10.4%	131	▼ -8.4%	993	1,003	▼ -1.0%
Pending Sales	112	128	▼ -12.5%	104	▲ 7.7%	917	963	▼ -4.8%
Days on Market	13	12	▲ 8.3%	17	▼ -23.5%	19	39	▼ -51.3%
Price per Square Foot	\$145	\$153	▼ -5.2%	\$131	▲ 10.7%	\$139	\$121	▲ 14.9%
% of Ask Received	99.9%	100.9%	▼ -1.0%	99.2%	▲ 0.7%	99.9%	98.5%	▲ 1.4%
Active Inventory	89	78	▲ 14.1%	117	▼ -23.9%			
Absorption Rate	0.7	0.7	■ 0.0%	1.0	▼ -30.0%			

## Median Sales Price



## Number of Closed Sales



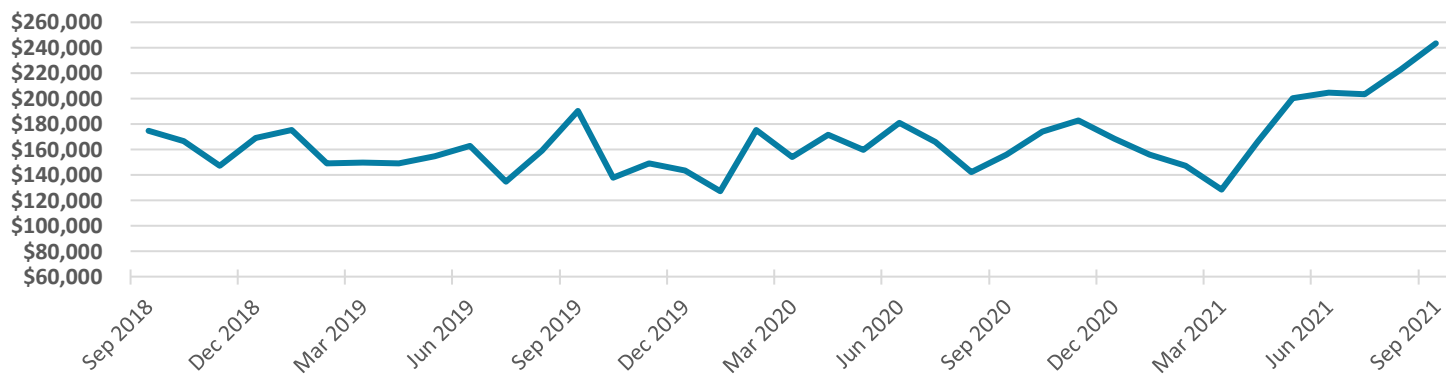
# Putnam County

Data for single family homes in Putnam County.

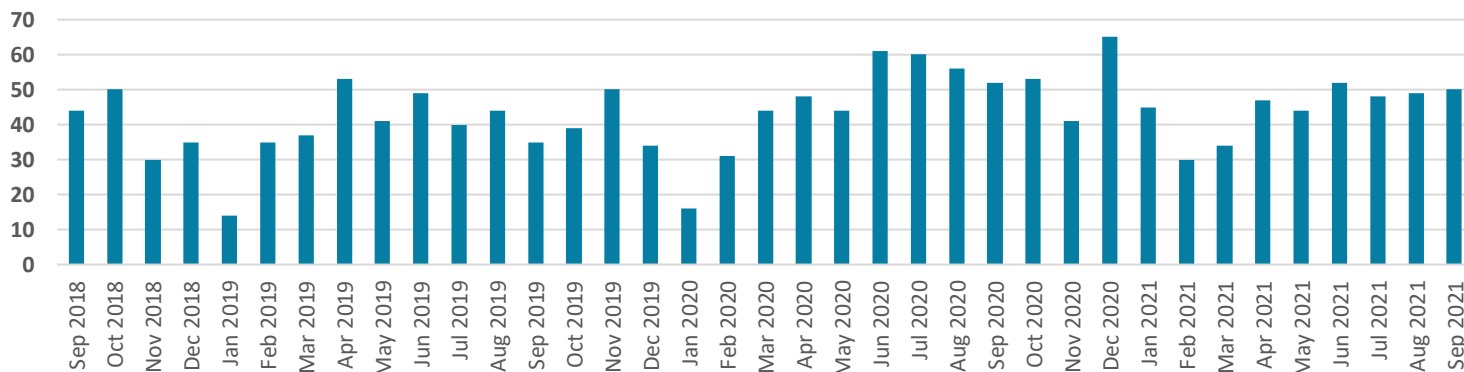


	Sep 2021	Aug 2021	MOM	Sep 2020	YOY	2021	2020	YTD
Median Sales Price	\$243,500	\$223,000	▲ 9.2%	\$155,750	▲ 56.3%	\$195,000	\$166,250	▲ 17.3%
Closed Sales	50	49	▲ 2.0%	52	▼ -3.8%	399	412	▼ -3.2%
New Listings	71	68	▲ 4.4%	62	▲ 14.5%	463	488	▼ -5.1%
Pending Sales	56	56	■ 0.0%	53	▲ 5.7%	421	462	▼ -8.9%
Days on Market	13	15	▼ -13.3%	18	▼ -27.8%	19	54	▼ -64.8%
Price per Square Foot	\$151	\$148	▲ 2.0%	\$119	▲ 26.9%	\$128	\$111	▲ 15.3%
% of Ask Received	99.4%	100.1%	▼ -0.7%	97.2%	▲ 2.3%	98.9%	97.3%	▲ 1.6%
Active Inventory	58	48	▲ 20.8%	54	▲ 7.4%			
Absorption Rate	1.2	1.0	▲ 20.0%	1.0	▲ 20.0%			

## Median Sales Price



## Number of Closed Sales



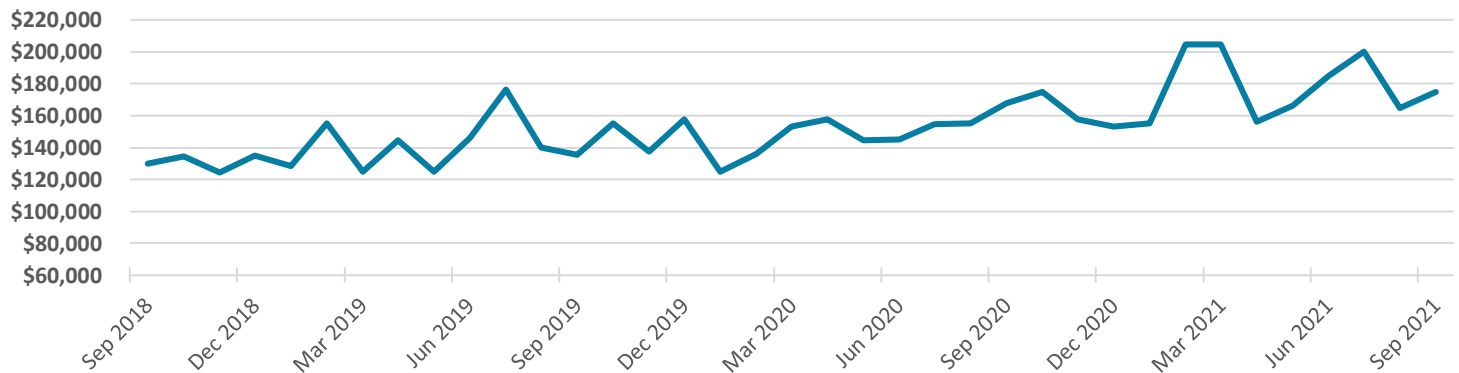
# Shelby County

Data for single family homes in Shelby County.

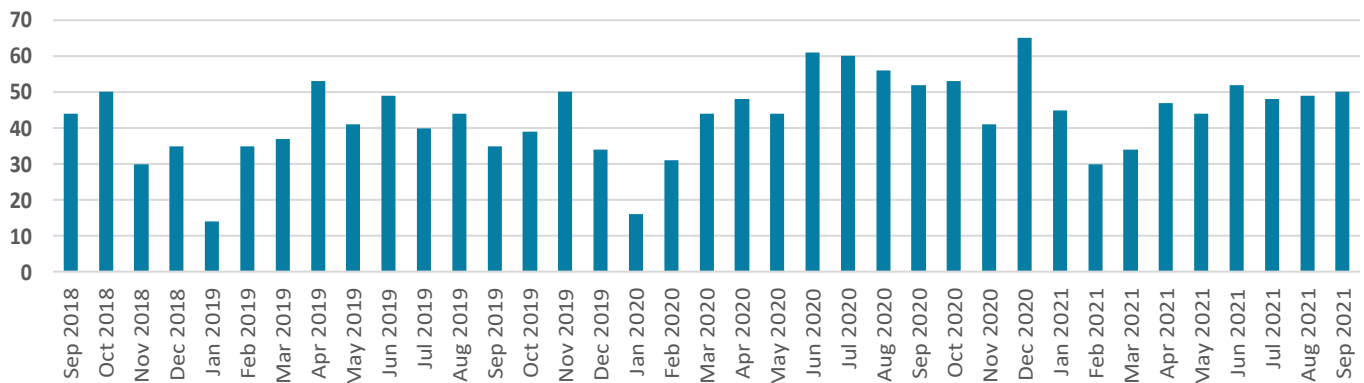


	Sep 2021	Aug 2021	MOM	Sep 2020	YOY	2021	2020	YTD
Median Sales Price	\$175,000	\$165,000	▲ 6.1%	\$167,750	▲ 4.3%	\$180,000	\$149,400	▲ 20.5%
Closed Sales	60	57	▲ 5.3%	52	▲ 15.4%	404	387	▲ 4.4%
New Listings	62	75	▼ -17.3%	78	▼ -20.5%	487	479	▲ 1.7%
Pending Sales	68	62	▲ 9.7%	53	▲ 28.3%	461	447	▲ 3.1%
Days on Market	19	18	▲ 5.6%	18	▲ 5.6%	26	34	▼ -23.5%
Price per Square Foot	\$118	\$124	▼ -4.8%	\$111	▲ 6.3%	\$118	\$100	▲ 18.0%
% of Ask Received	95.9%	100.2%	▼ -4.3%	99.3%	▼ -3.4%	98.9%	97.0%	▲ 2.0%
Active Inventory	43	49	▼ -12.2%	47	▼ -8.5%			
Absorption Rate	0.7	0.9	▼ -22.2%	0.9	▼ -22.2%			

## Median Sales Price



## Number of Closed Sales



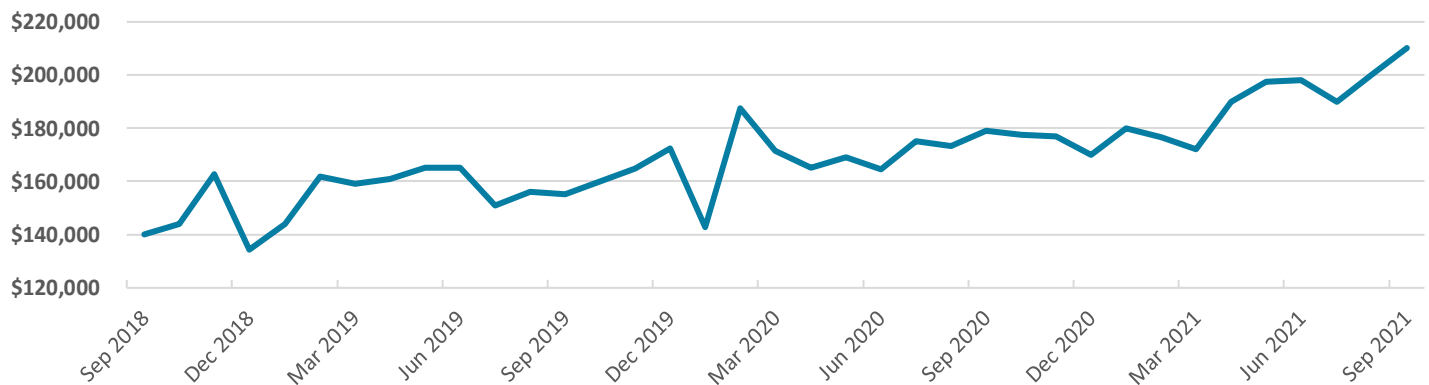
# Condominiums

Data for Condominiums across all MIBOR Counties.



	Sep 2021	Aug 2021	MOM	Sep 2020	YOY	2021	2020	YTD
Median Sales Price	\$210,000	\$200,000	▲ 5.0%	\$178,950	▲ 17.4%	\$192,000	\$170,000	▲ 12.9%
Closed Sales	263	284	▼ -7.4%	284	▼ -7.4%	2,185	2,074	▲ 5.4%
New Listings	278	316	▼ -12.0%	301	▼ -7.6%	2,435	2,560	▼ -4.9%
Pending Sales	238	299	▼ -20.4%	282	▼ -15.6%	2,324	2,289	▲ 1.5%
Days on Market	28	24	▲ 16.7%	23	▲ 21.7%	28	35	▼ -20.0%
Price per Square Foot	\$145	\$145	■ 0.0%	\$123	▲ 17.9%	\$138	\$122	▲ 13.1%
% of Ask Received	100.0%	100.1%	▼ -0.1%	98.4%	▲ 1.6%	99.7%	98.1%	▲ 1.6%
Active Inventory	265	242	▲ 9.5%	381	▼ -30.4%			
Absorption Rate	1.0	0.9	▲ 11.1%	1.3	▼ -23.1%			

## Median Sales Price



## Number of Closed Sales

