

MARKET INSIGHTS REPORT

JULY 2022



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 July 2022 data, this is what our experts are saying:

“The median home price in July dipped slightly from last month’s all-time high, but at \$294,500 is still 13.3% higher than last year. Additionally, the percent of list price received at sale was 100.7%, down from 101.9% last year,” said Shelley Specchio, MIBOR CEO. “Although price appreciation and prices have decreased, they remain very strong due to the significant lack of inventory. Buyers are still willing to pay a premium to purchase a home.”

Dr. Elliot Eisenberg, an internationally acclaimed economist and public speaker says, “At the national level, after years of year-over-year declining inventory levels, we are finally starting to see them rebound, and while impressive in percentage gains, in terms of real units remain well below historical levels. We have seen five consecutive months of improvements in year-over-year inventories, but month’s supply is still historically low at 3.0 months. Price appreciation, while still quite strong, is starting to slow as inventories rebound, and I expect that as they continue to grow, price appreciation will slow further. In a limited number of areas where it has been profound (Austin, Boise, and Phoenix, for example), it will decline.”

Year of year data for July:

- Median sales price increased 13.3 percent to \$294,500
- Average days on market increased 28.6 percent at 18
- Current active listings increased 51.5 percent to 3,866

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MARKET SUMMARY



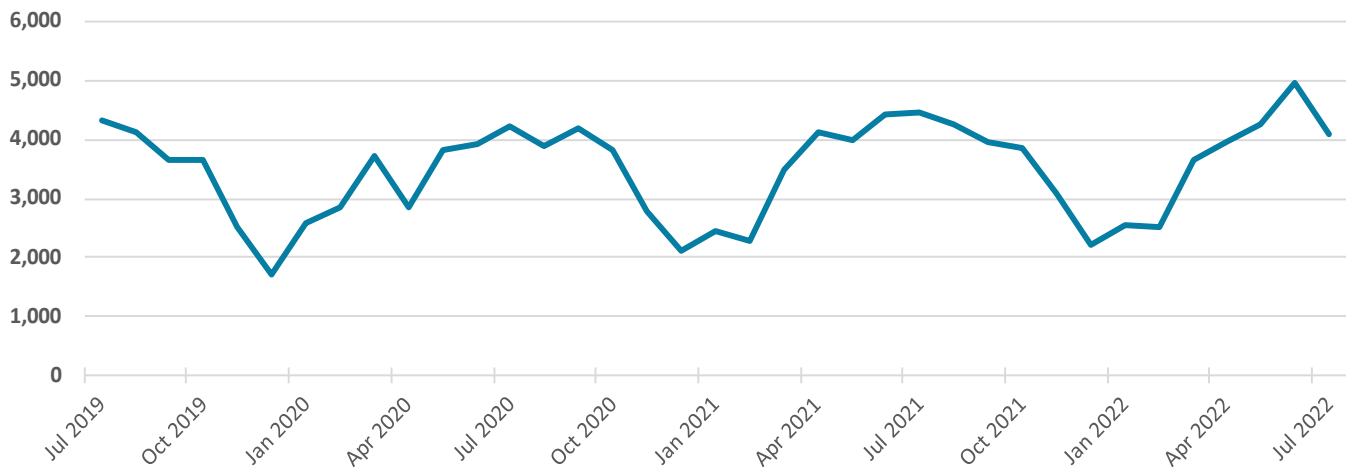
INCLUDES DATA FROM THE FOLLOWING COUNTIES FOR SINGLE FAMILY HOMES: BARTHOLOMEW, BOONE, BROWN, DECATUR, HAMILTON, HANCOCK, HENDRICKS, JACKSON, JENNINGS, JOHNSON, MADISON, MARION, MONTGOMERY, MORGAN, PUTNAM, SHELBY.

	Jul 2022	Jun 2022	MOM	Jul 2021	YOY	2022	2021	YTD
Median Sales Price	\$294,500	\$300,000	▼ -1.8%	\$260,000	▲ 13.3%	\$277,500	\$240,195	▲ 15.5%
Closed Sales	3,404	3,775	▼ -9.8%	3,872	▼ -12.1%	20,992	21,559	▼ -2.6%
New Listings	4,087	4,969	▼ -17.8%	4,467	▼ -8.5%	25,981	25,216	▲ 3.0%
Pending Sales	3,585	3,609	▼ -0.7%	3,799	▼ -5.6%	23,014	23,771	▼ -3.2%
Days on Market	18	14	▲ 28.6%	14	▲ 28.6%	18	20	▼ -10.0%
Price per Square Foot	\$168	\$169	▼ -0.6%	\$147	▲ 14.3%	\$162	\$140	▲ 15.7%
% of Ask Received	100.7%	101.9%	▼ -1.2%	101.6%	▼ -0.9%	101.3%	100.7%	▲ 0.6%
Active Inventory	3,866	3,426	▲ 12.8%	2,551	▲ 51.5%			
Absorption Rate	1.1	0.9	▲ 22.2%	0.7	▲ 57.1%			

New Listings

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

July 2022	Month over Month Change	Year over Year Change	Year to Date Change
4,087	▼ -17.8%	▼ -8.5%	▲ 3.0%

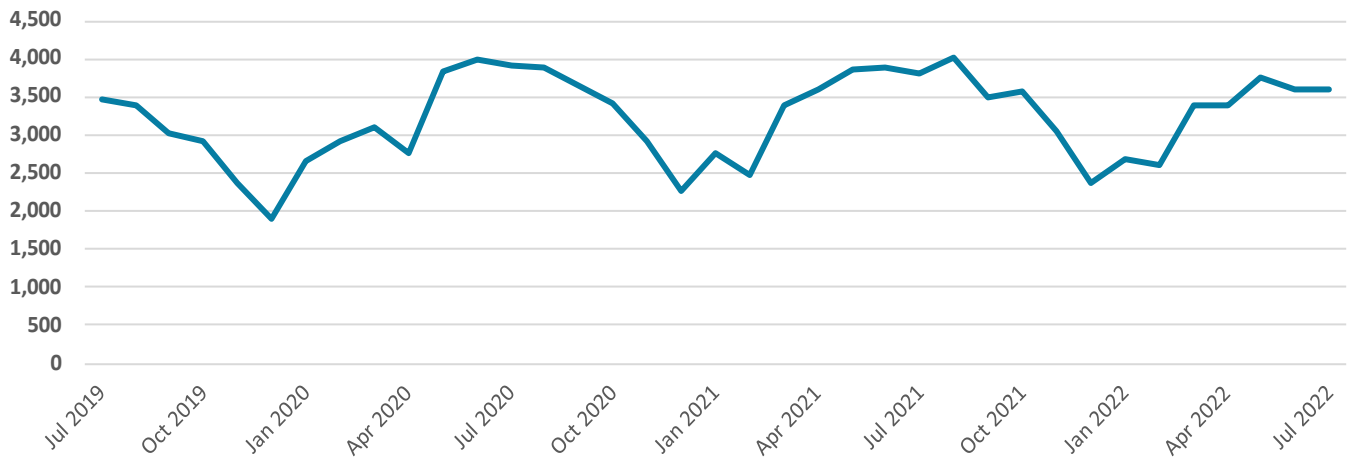


Pending Sales

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



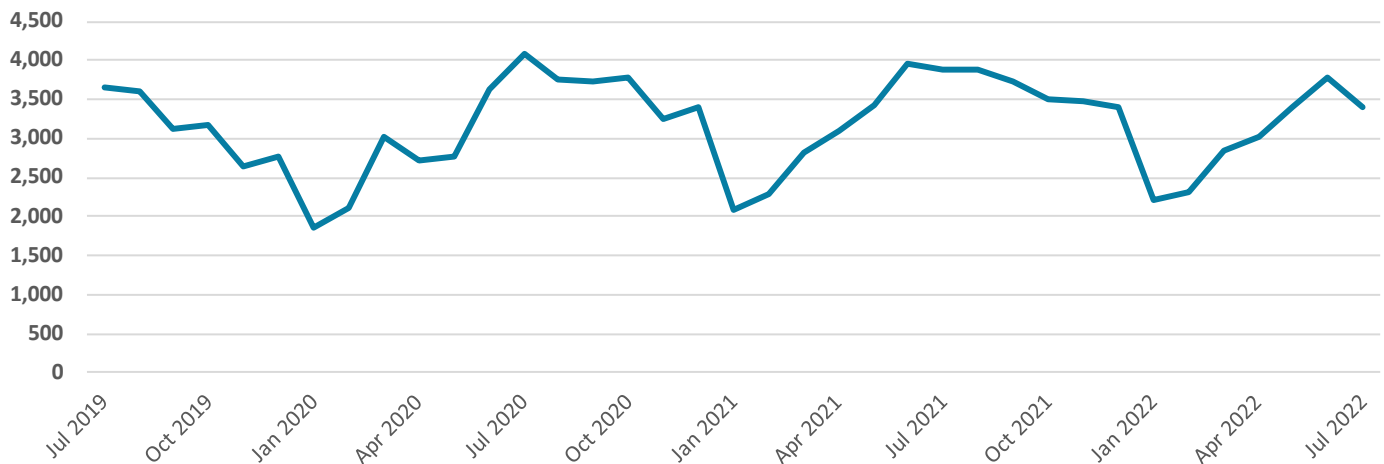
July 2022	Month over Month Change	Year over Year Change	Year to Date Change
3,585	▼ -0.7%	▼ -5.6%	▼ -3.2%



Closed Sales

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

July 2022	Month over Month Change	Year over Year Change	Year to Date Change
3,404	▼ -9.8%	▼ -12.1%	▼ -2.6%

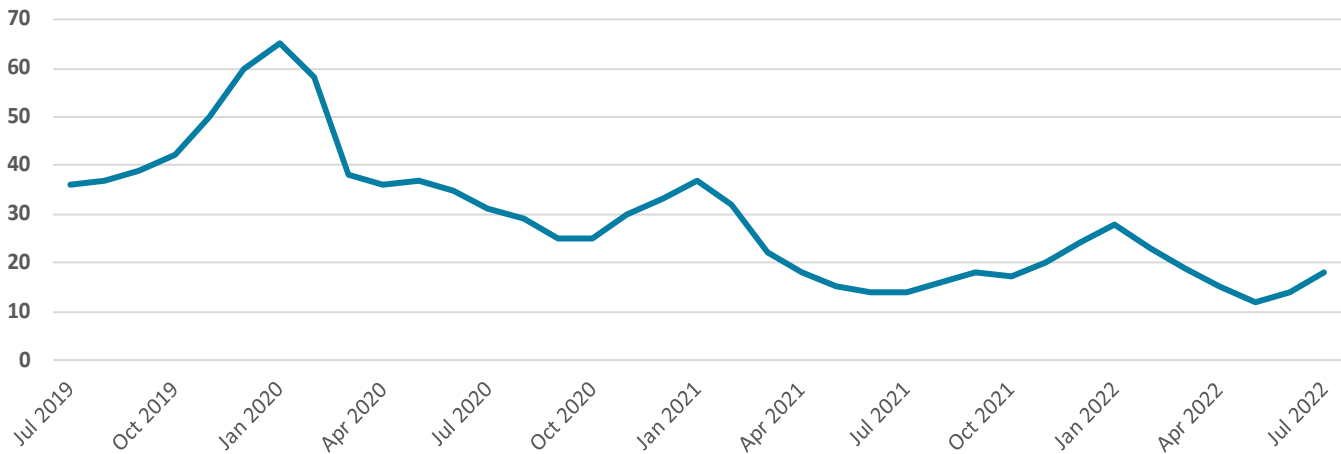


Cumulative Days on Market

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



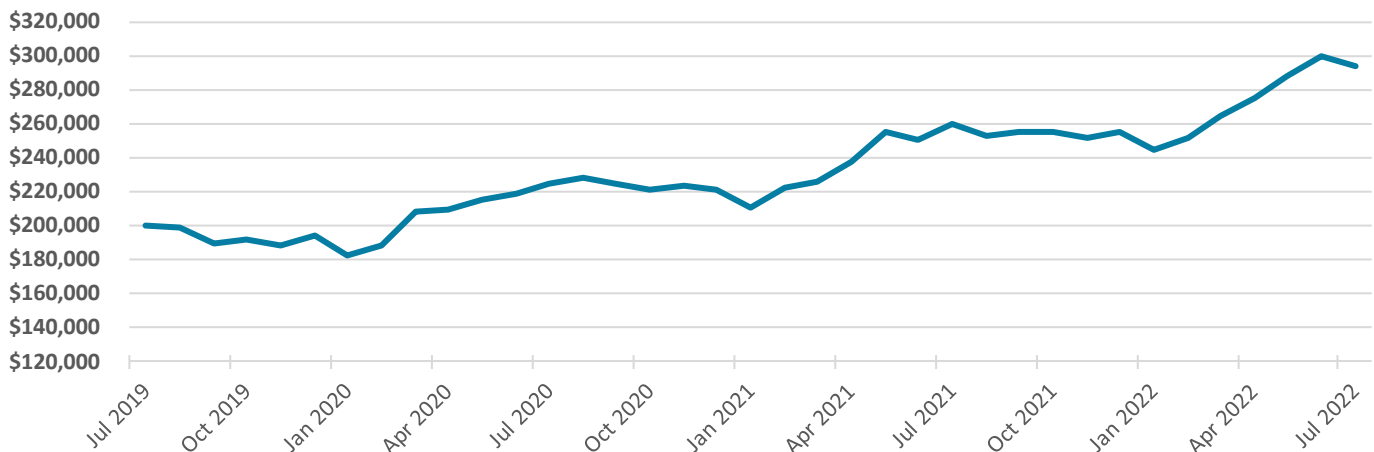
July 2022	Month over Month Change	Year over Year Change	Year to Date Change
18	▲ 28.6%	▲ 28.6%	▼ -10.0%



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.

July 2022	Month over Month Change	Year over Year Change	Year to Date Change
\$294,500	▼ -1.8%	▲ 13.3%	▲ 15.5%

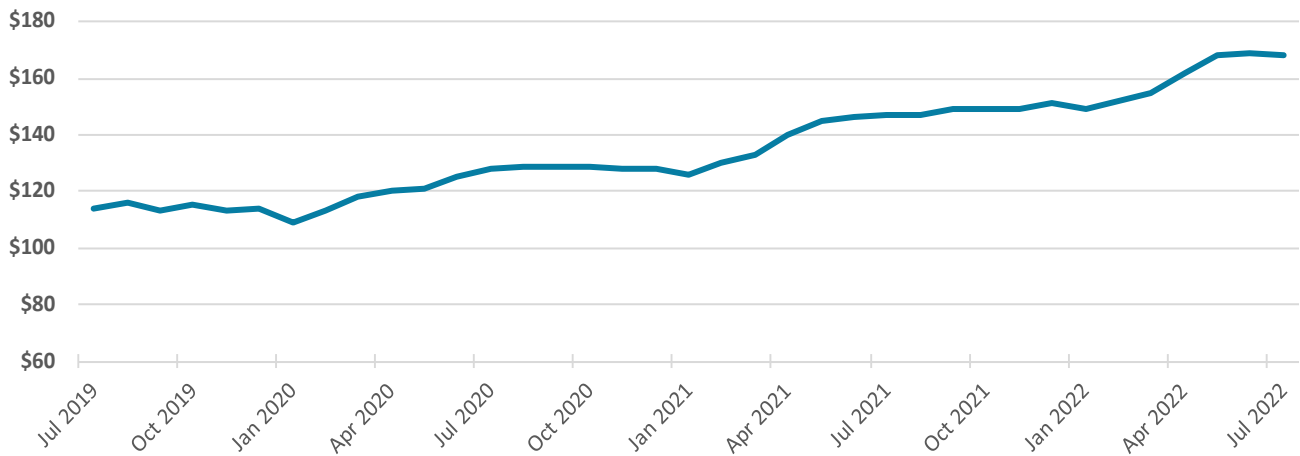


Sold Price per Square Foot

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



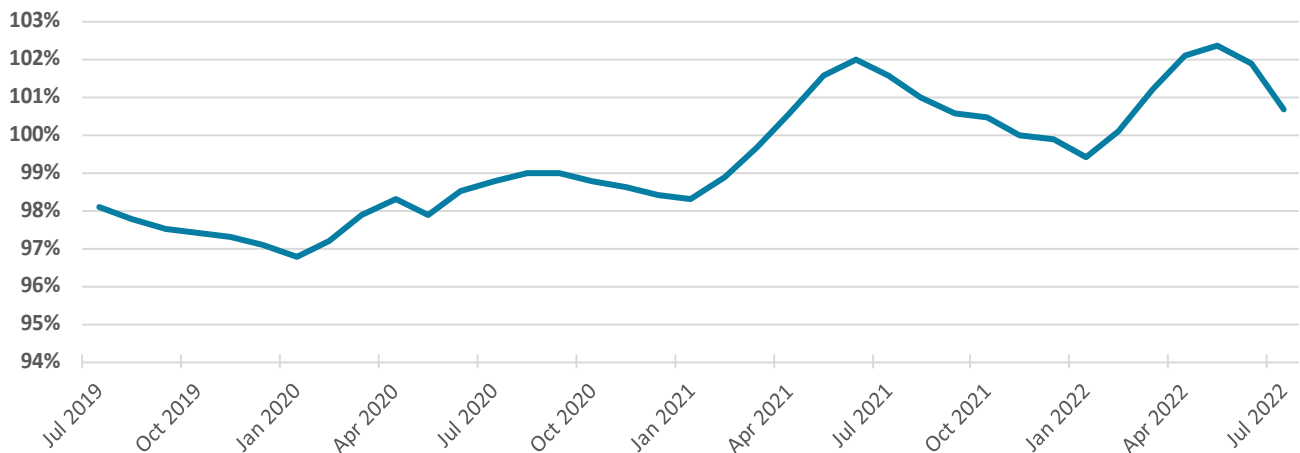
July 2022	Month over Month Change	Year over Year Change	Year to Date Change
\$168	▼ -0.6%	▲ 14.3%	▲ 15.7%



Percent of Ask Price Received

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

July 2022	Month over Month Change	Year over Year Change	Year to Date Change
100.7%	▼ -1.2%	▼ -0.9%	▲ 0.6%

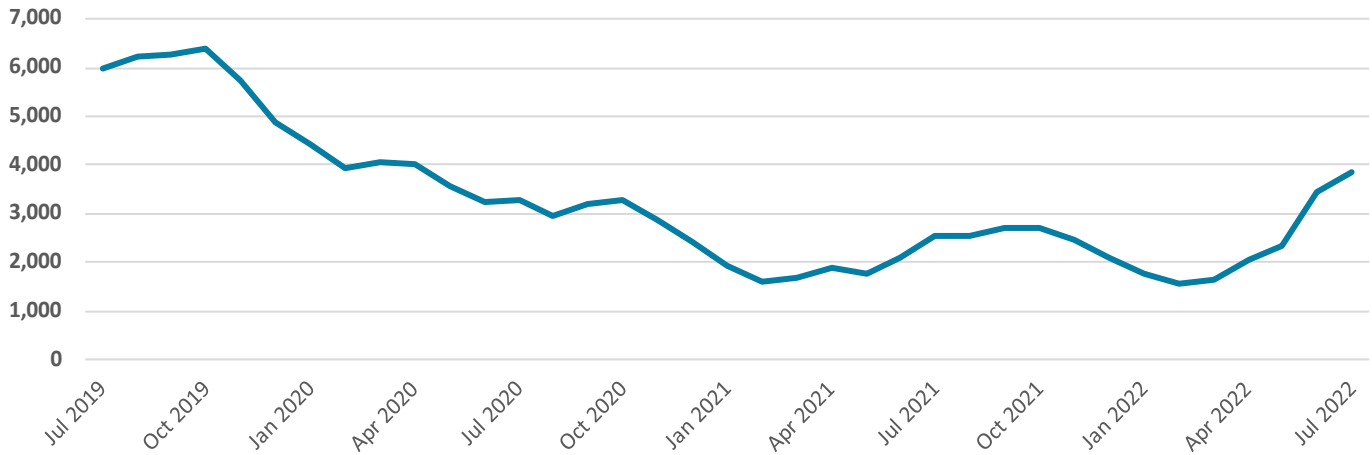


Active Inventory

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.



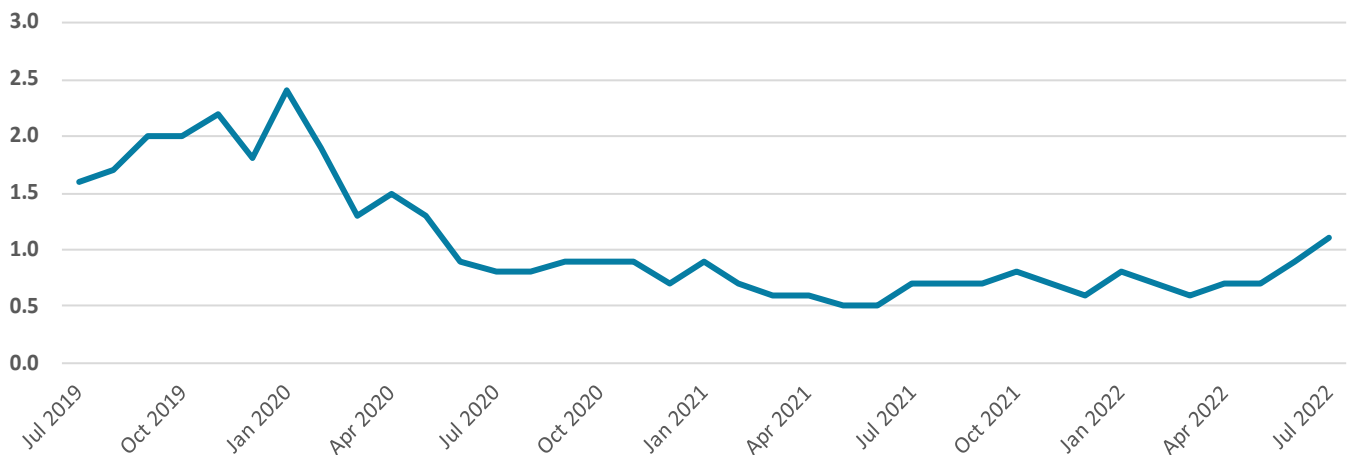
July 2022	Month over Month Change	Year over Year Change
3,866	▲ 12.8%	▲ 51.5%



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.

July 2022	Month over Month Change	Year over Year Change
1.1	▲ 22.2%	▲ 57.1%



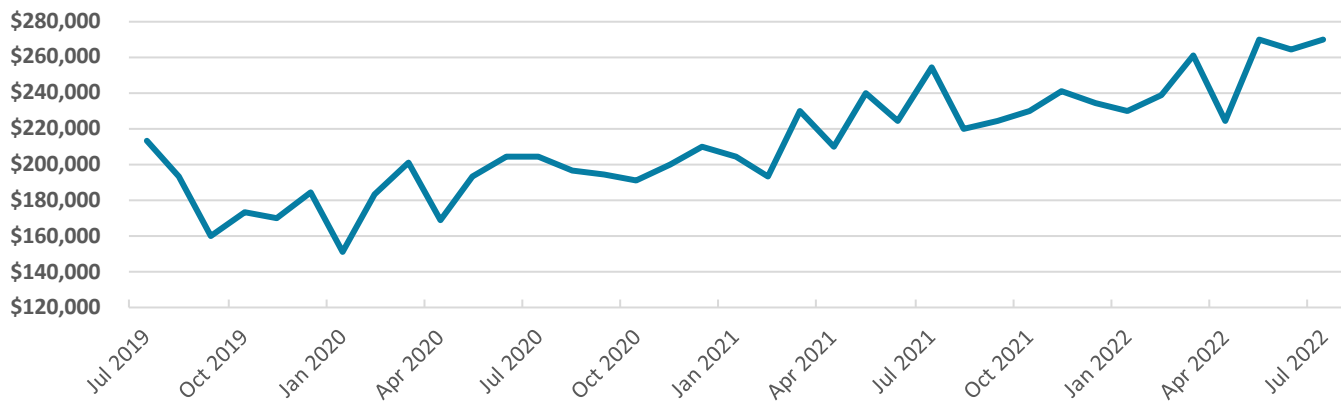
Bartholomew County

Data for single family homes in Bartholomew County.

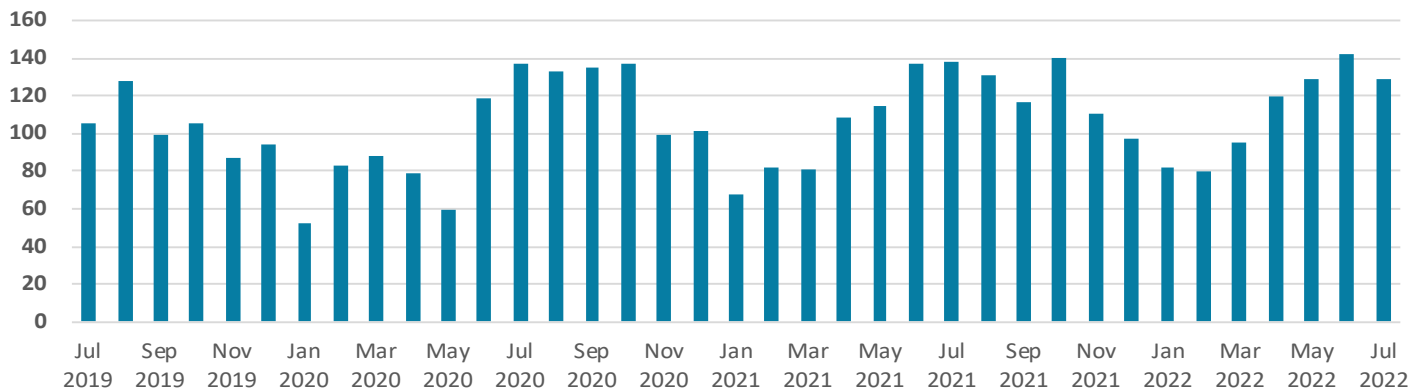


	Jul 2022	Jun 2022	MOM	Jul 2021	YOY	2022	2021	YTD
Median Sales Price	\$270,000	\$264,950	▲ 1.9%	\$255,000	▲ 5.9%	\$255,000	\$227,045	▲ 12.3%
Closed Sales	129	142	▼ -9.2%	138	▼ -6.5%	777	730	▲ 6.4%
New Listings	154	145	▲ 6.2%	150	▲ 2.7%	946	855	▲ 10.6%
Pending Sales	141	109	▲ 29.4%	132	▲ 6.8%	836	797	▲ 4.9%
Days on Market	16	17	▼ -5.9%	18	▼ -11.1%	15	18	▼ -16.7%
Price per Square Foot	\$178	\$161	▲ 10.6%	\$151	▲ 17.9%	\$157	\$141	▲ 11.3%
% of Ask Received	99.4%	100.8%	▼ -1.4%	99.8%	▼ -0.4%	100.1%	99.9%	▲ 0.2%
Active Inventory	132	128	▲ 3.1%	91	▲ 45.1%			
Absorption Rate	1.0	0.9	▲ 11.1%	0.7	▲ 42.9%			

Median Sales Price



Number of Closed Sales



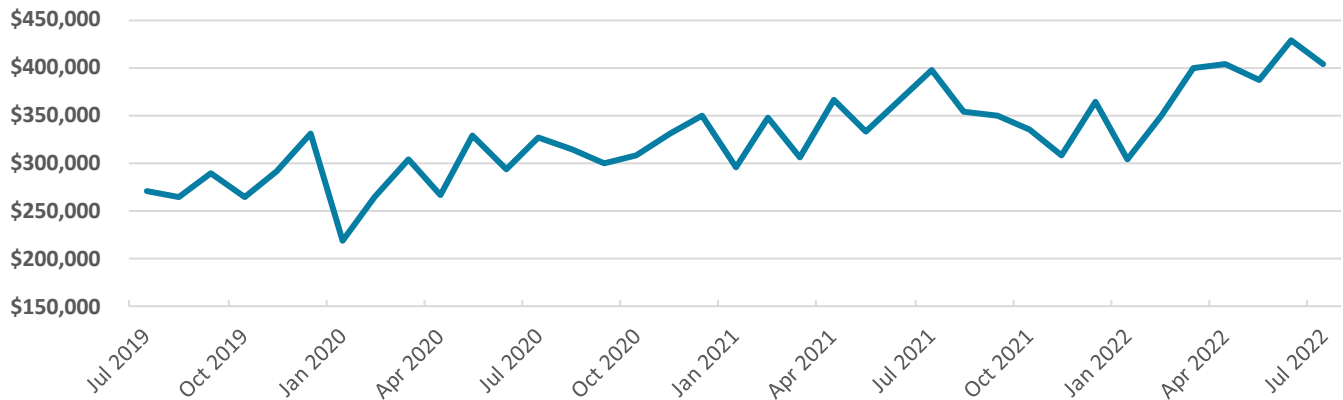
Boone County

Data for single family homes in Boone County.

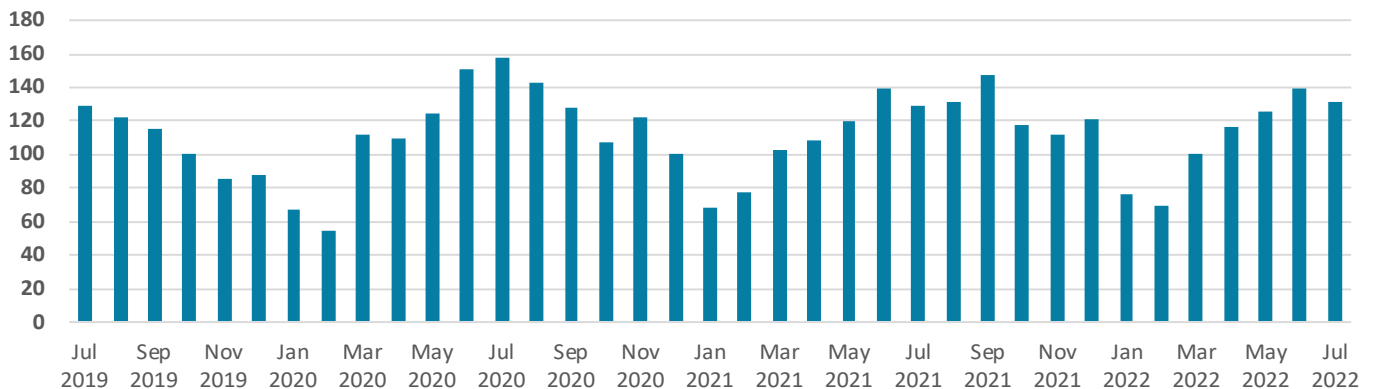


	Jul 2022	Jun 2022	MOM	Jul 2021	YOY	2022	2021	YTD
Median Sales Price	\$405,000	\$430,000	▼ -5.8%	\$399,000	▲ 1.5%	\$389,540	\$350,000	▲ 11.3%
Closed Sales	131	139	▼ -5.8%	129	▲ 1.6%	760	745	▲ 2.0%
New Listings	151	214	▼ -29.4%	184	▼ -17.9%	1,053	903	▲ 16.6%
Pending Sales	143	155	▼ -7.7%	155	▼ -7.7%	875	844	▲ 3.7%
Days on Market	23	18	▲ 27.8%	9	▲ 155.6%	20	21	▼ -4.8%
Price per Square Foot	\$196	\$193	▲ 1.6%	\$181	▲ 8.3%	\$187	\$164	▲ 14.0%
% of Ask Received	101.9%	102.1%	▼ -0.2%	101.4%	▲ 0.5%	101.6%	100.4%	▲ 1.2%
Active Inventory	197	188	▲ 4.8%	92	▲ 114.1%			
Absorption Rate	1.5	1.4	▲ 7.1%	0.7	▲ 114.3%			

Median Sales Price



Number of Closed Sales



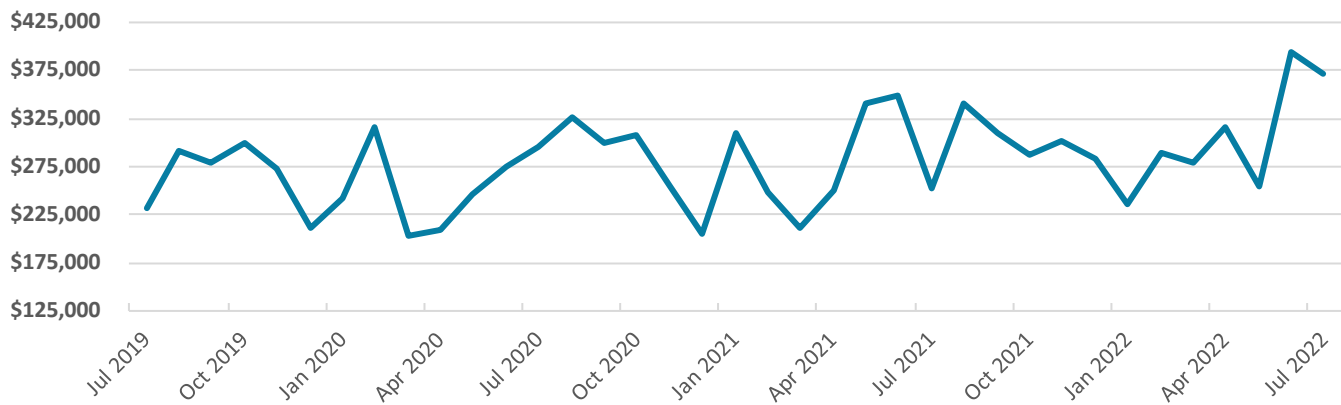
Brown County

Data for single family homes in Brown County.

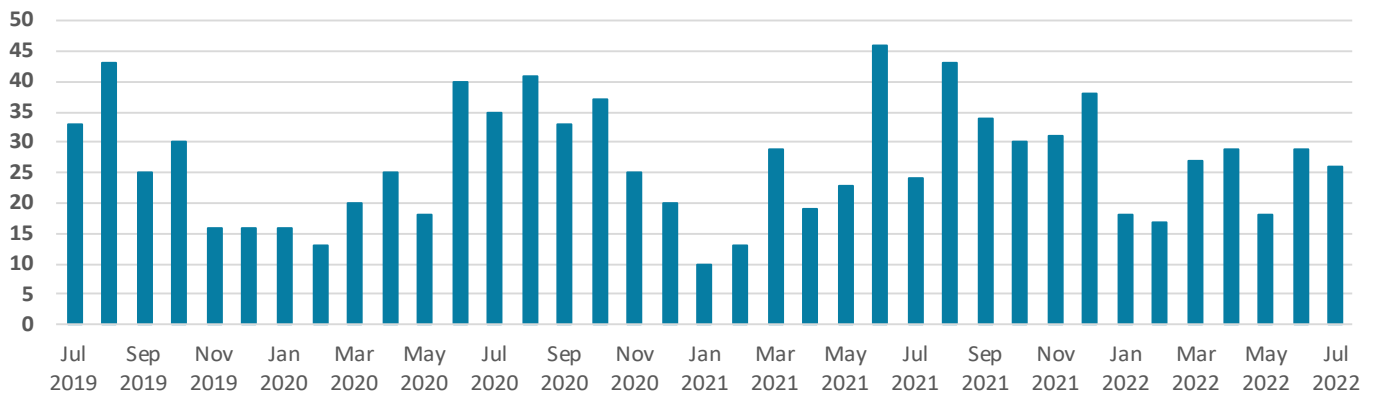


	Jul 2022	Jun 2022	MOM	Jul 2021	YOY	2022	2021	YTD
Median Sales Price	\$371,250	\$395,000	▼ -6.0%	\$252,500	▲ 47.0%	\$313,000	\$289,950	▲ 7.9%
Closed Sales	26	29	▼ -10.3%	24	▲ 8.3%	164	164	▬ 0.0%
New Listings	36	47	▼ -23.4%	40	▼ -10.0%	225	231	▼ -2.6%
Pending Sales	23	28	▼ -17.9%	36	▼ -36.1%	171	199	▼ -14.1%
Days on Market	32	24	▲ 33.3%	29	▲ 10.3%	34	38	▼ -10.5%
Price per Square Foot	\$275	\$297	▼ -7.4%	\$197	▲ 39.6%	\$248	\$218	▲ 13.8%
% of Ask Received	97.0%	99.2%	▼ -2.2%	100.3%	▼ -3.3%	98.1%	98.8%	▼ -0.7%
Active Inventory	74	64	▲ 15.6%	35	▲ 111.4%			
Absorption Rate	2.8	2.2	▲ 27.3%	1.5	▲ 86.7%			

Median Sales Price



Number of Closed Sales



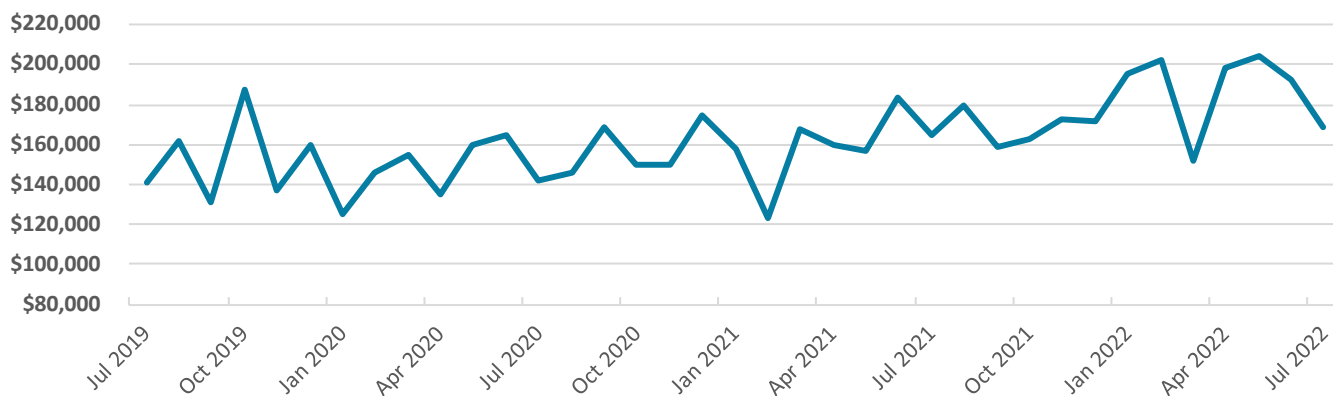
Decatur County

Data for single family homes in Decatur County.

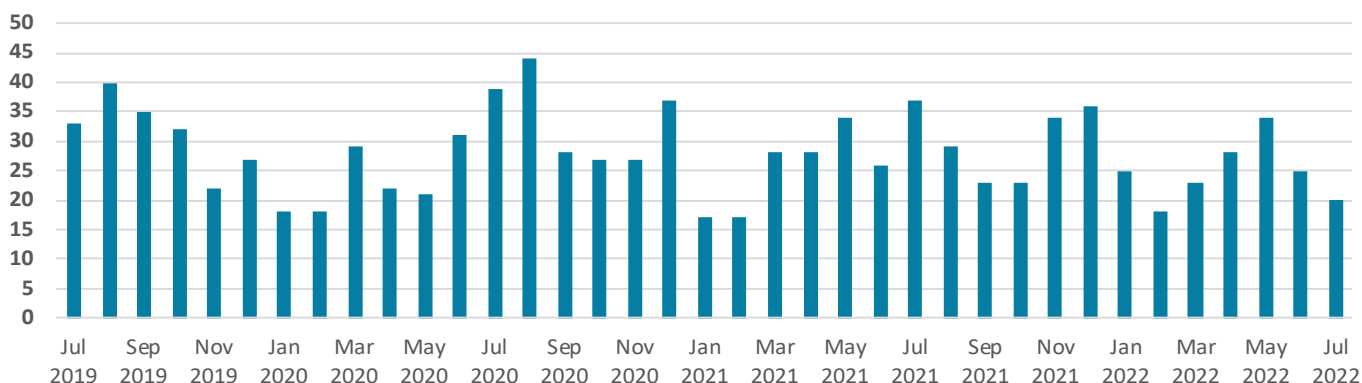


	Jul 2022	Jun 2022	MOM	Jul 2021	YOY	2022	2021	YTD
Median Sales Price	\$168,700	\$192,500	▼ -12.4%	\$165,000	▲ 2.2%	\$192,500	\$165,000	▲ 16.7%
Closed Sales	20	25	▼ -20.0%	37	▼ -45.9%	173	187	▼ -7.5%
New Listings	38	37	▲ 2.7%	36	▲ 5.6%	218	223	▼ -2.2%
Pending Sales	37	22	▲ 68.2%	35	▲ 5.7%	188	208	▼ -9.6%
Days on Market	35	45	▼ -22.2%	22	▲ 59.1%	37	27	▲ 37.0%
Price per Square Foot	\$118	\$154	▼ -23.4%	\$126	▼ -6.3%	\$141	\$118	▲ 19.5%
% of Ask Received	94.8%	96.7%	▼ -2.0%	96.1%	▼ -1.4%	97.3%	97.6%	▼ -0.3%
Active Inventory	52	52	▬ 0.0%	37	▲ 40.5%			
Absorption Rate	2.6	2.1	▲ 23.8%	1.0	▲ 160.0%			

Median Sales Price



Number of Closed Sales



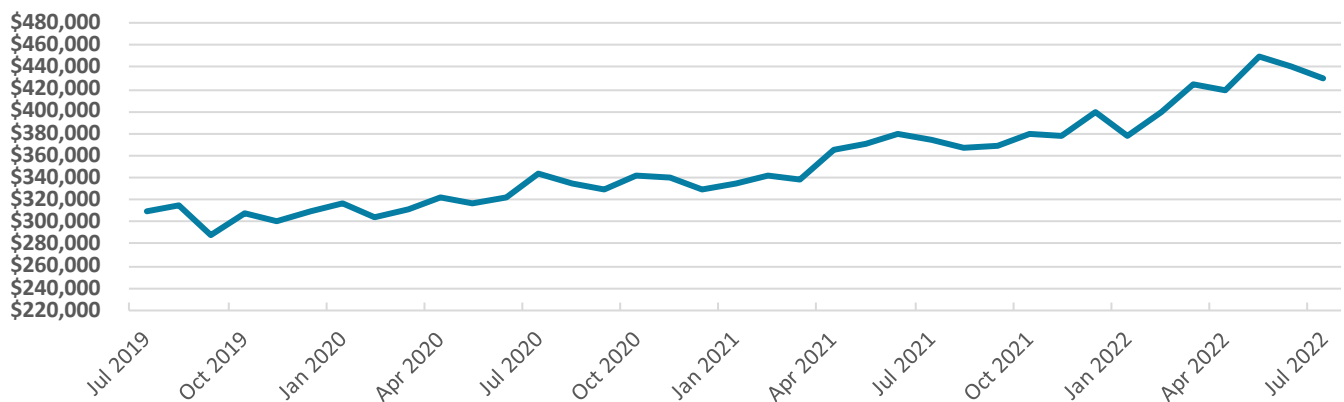
Hamilton County

Data for single family homes in Hamilton County.

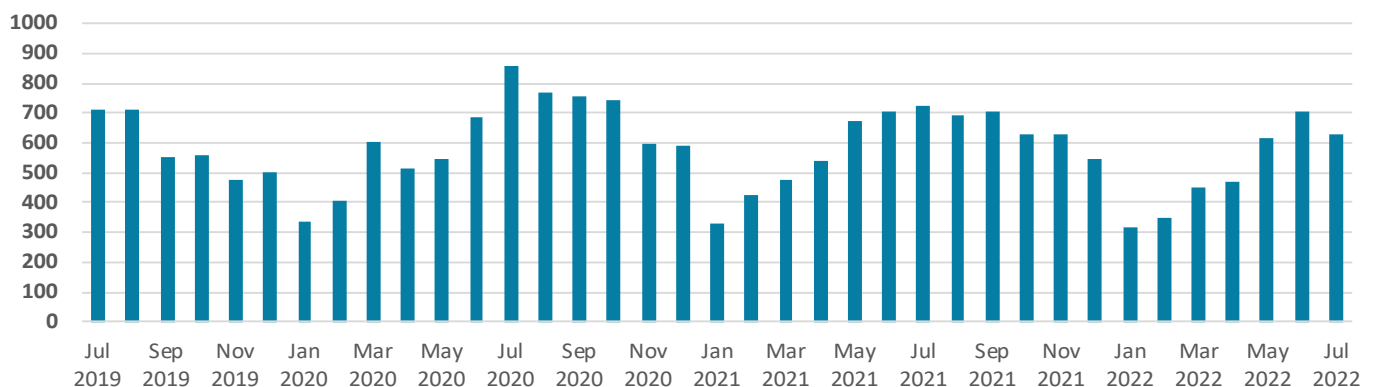


	Jul 2022	Jun 2022	MOM	Jul 2021	YOY	2022	2021	YTD
Median Sales Price	\$430,000	\$440,000	▼ -2.3%	\$375,000	▲ 14.7%	\$425,000	\$364,335	▲ 16.7%
Closed Sales	626	705	▼ -11.2%	724	▼ -13.5%	3,533	3,870	▼ -8.7%
New Listings	667	897	▼ -25.6%	737	▼ -9.5%	4,328	4,468	▼ -3.1%
Pending Sales	595	638	▼ -6.7%	687	▼ -13.4%	3,793	4,382	▼ -13.4%
Days on Market	16	12	▲ 33.3%	15	▲ 6.7%	12	19	▼ -36.8%
Price per Square Foot	\$197	\$202	▼ -2.5%	\$172	▲ 14.5%	\$195	\$166	▲ 17.5%
% of Ask Received	102.0%	103.6%	▼ -1.5%	102.6%	▼ -0.6%	103.2%	101.7%	▲ 1.5%
Active Inventory	563	504	▲ 11.7%	338	▲ 66.6%			
Absorption Rate	0.9	0.7	▲ 28.6%	0.5	▲ 80.0%			

Median Sales Price



Number of Closed Sales



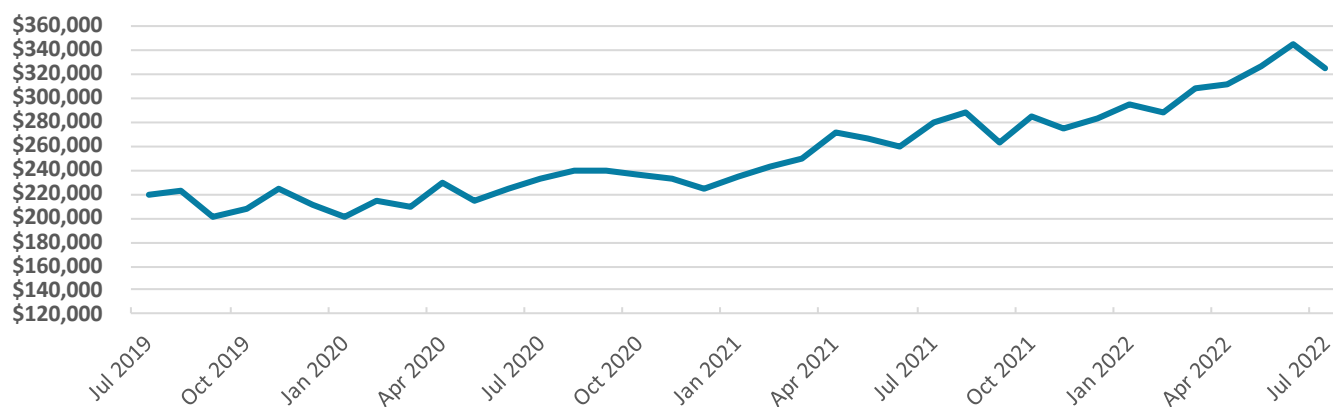
Hancock County

Data for single family homes in Hancock County.

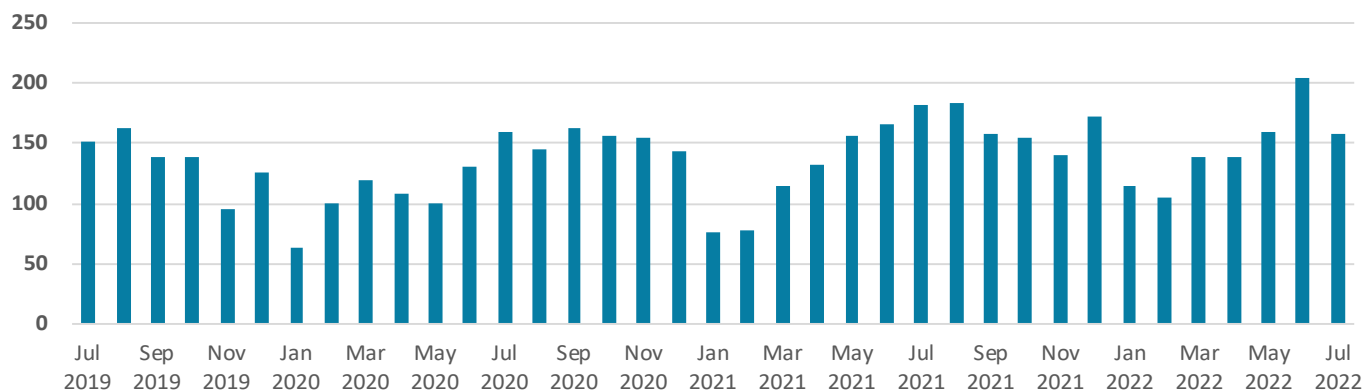


	Jul 2022	Jun 2022	MOM	Jul 2021	YOY	2022	2021	YTD
Median Sales Price	\$325,741	\$344,950	▼ -5.6%	\$280,500	▲ 16.1%	\$315,000	\$262,000	▲ 20.2%
Closed Sales	158	204	▼ -22.5%	182	▼ -13.2%	1,019	906	▲ 12.5%
New Listings	234	275	▼ -14.9%	185	▲ 26.5%	1,350	1,081	▲ 24.9%
Pending Sales	187	177	▲ 5.6%	178	▲ 5.1%	1,168	1,044	▲ 11.9%
Days on Market	15	14	▲ 7.1%	13	▲ 15.4%	18	20	▼ -10.0%
Price per Square Foot	\$155	\$152	▲ 2.0%	\$136	▲ 14.0%	\$151	\$131	▲ 15.3%
% of Ask Received	100.7%	101.3%	▼ -0.6%	101.6%	▼ -0.9%	101.2%	100.7%	▲ 0.5%
Active Inventory	266	208	▲ 27.9%	83	▲ 220.5%			
Absorption Rate	1.7	1.0	▲ 70.0%	0.5	▲ 240.0%			

Median Sales Price



Number of Closed Sales



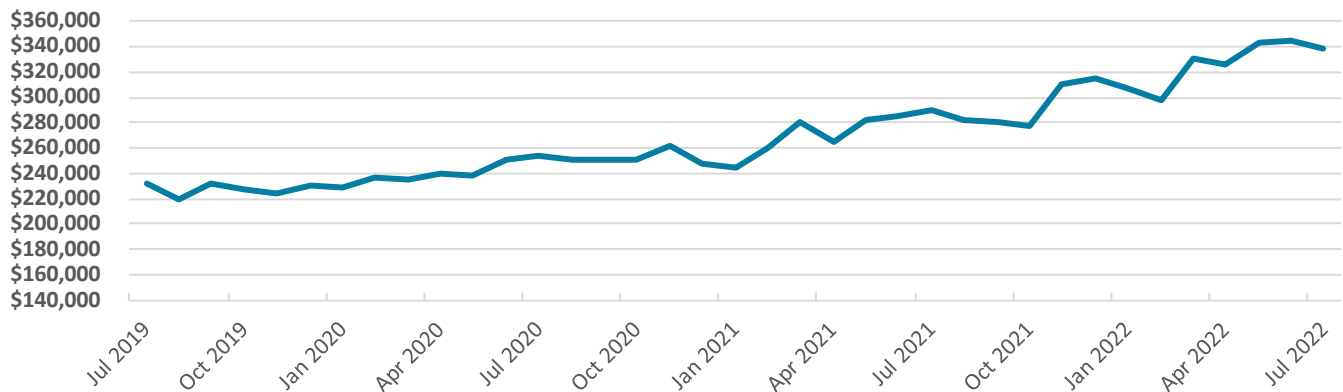
Hendricks County

Data for single family homes in Hendricks County.

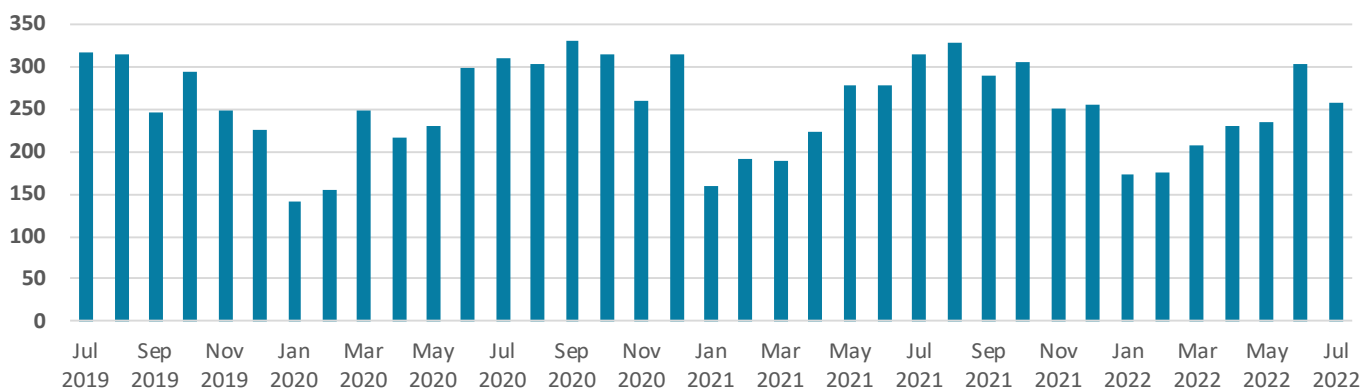


	Jul 2022	Jun 2022	MOM	Jul 2021	YOY	2022	2021	YTD
Median Sales Price	\$339,168	\$345,000	▼ -1.7%	\$290,000	▲ 17.0%	\$329,900	\$275,000	▲ 20.0%
Closed Sales	257	303	▼ -15.2%	314	▼ -18.2%	1,583	1,635	▼ -3.2%
New Listings	315	367	▼ -14.2%	377	▼ -16.4%	1,904	1,880	▲ 1.3%
Pending Sales	288	264	▲ 9.1%	313	▼ -8.0%	1,719	1,795	▼ -4.2%
Days on Market	15	13	▲ 15.4%	10	▲ 50.0%	16	15	▲ 6.7%
Price per Square Foot	\$169	\$167	▲ 1.2%	\$142	▲ 19.0%	\$163	\$138	▲ 18.1%
% of Ask Received	101.8%	102.6%	▼ -0.8%	103.0%	▼ -1.2%	102.0%	101.8%	▲ 0.2%
Active Inventory	266	239	▲ 11.3%	155	▲ 71.6%			
Absorption Rate	1.0	0.8	▲ 25.0%	0.5	▲ 100.0%			

Median Sales Price



Number of Closed Sales



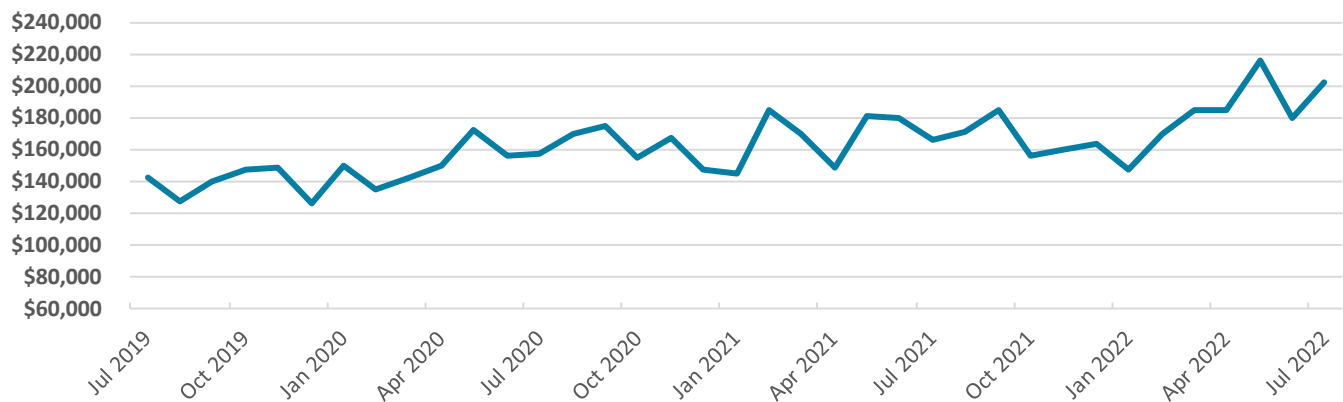
Jackson County

Data for single family homes in Jackson County.

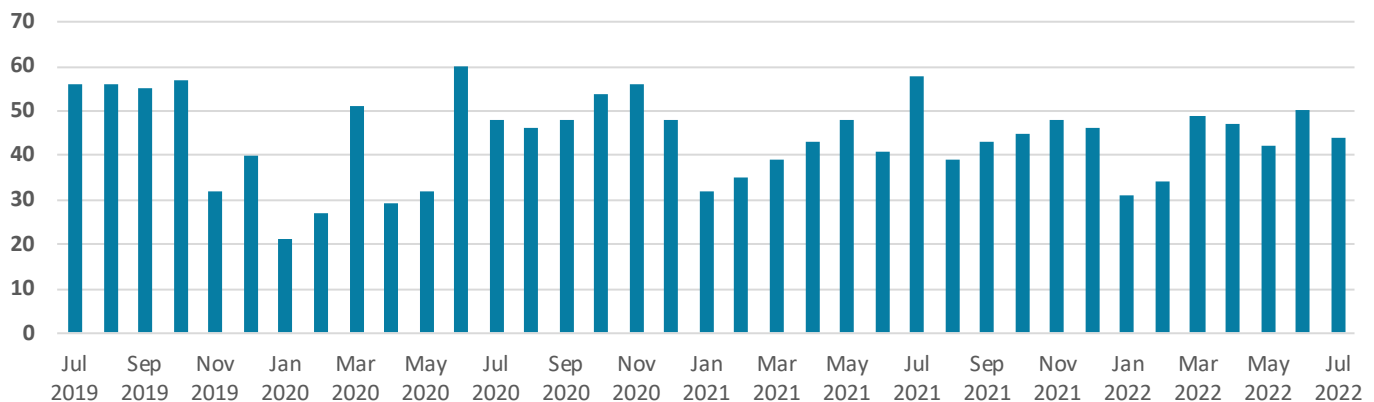


	Jul 2022	Jun 2022	MOM	Jul 2021	YOY	2022	2021	YTD
Median Sales Price	\$202,250	\$180,000	▲ 12.4%	\$167,000	▲ 21.1%	\$185,000	\$167,266	▲ 10.6%
Closed Sales	44	50	▼ -12.0%	58	▼ -24.1%	297	296	▲ 0.3%
New Listings	52	61	▼ -14.8%	42	▲ 23.8%	345	309	▲ 11.7%
Pending Sales	47	48	▼ -2.1%	33	▲ 42.4%	321	302	▲ 6.3%
Days on Market	25	15	▲ 66.7%	18	▲ 38.9%	22	23	▼ -4.3%
Price per Square Foot	\$140	\$134	▲ 4.5%	\$126	▲ 11.1%	\$130	\$116	▲ 12.1%
% of Ask Received	99.0%	98.8%	▲ 0.2%	99.1%	▼ -0.1%	98.3%	98.9%	▼ -0.6%
Active Inventory	54	55	▼ -1.8%	31	▲ 74.2%			
Absorption Rate	1.2	1.1	▲ 9.1%	0.5	▲ 140.0%			

Median Sales Price



Number of Closed Sales



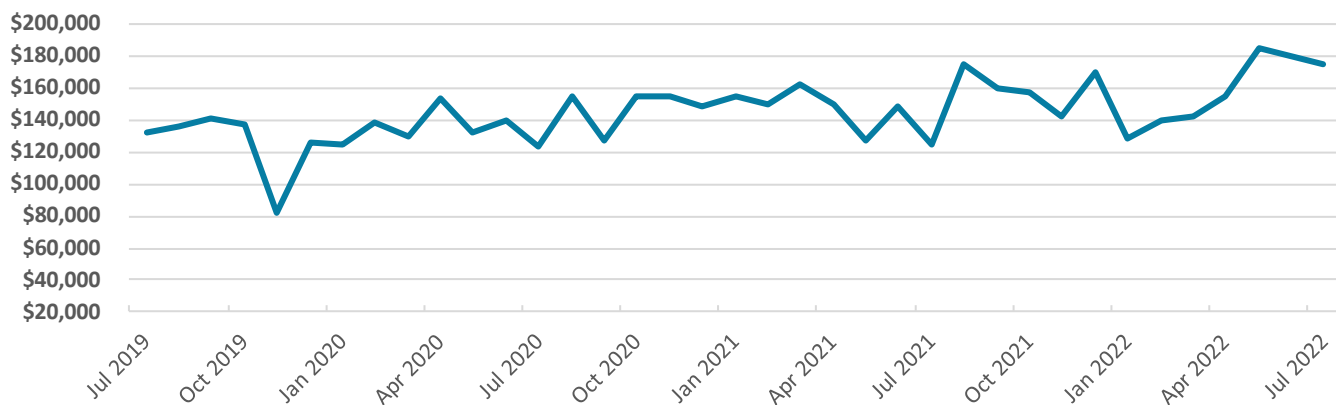
Jennings County

Data for single family homes in Jennings County.

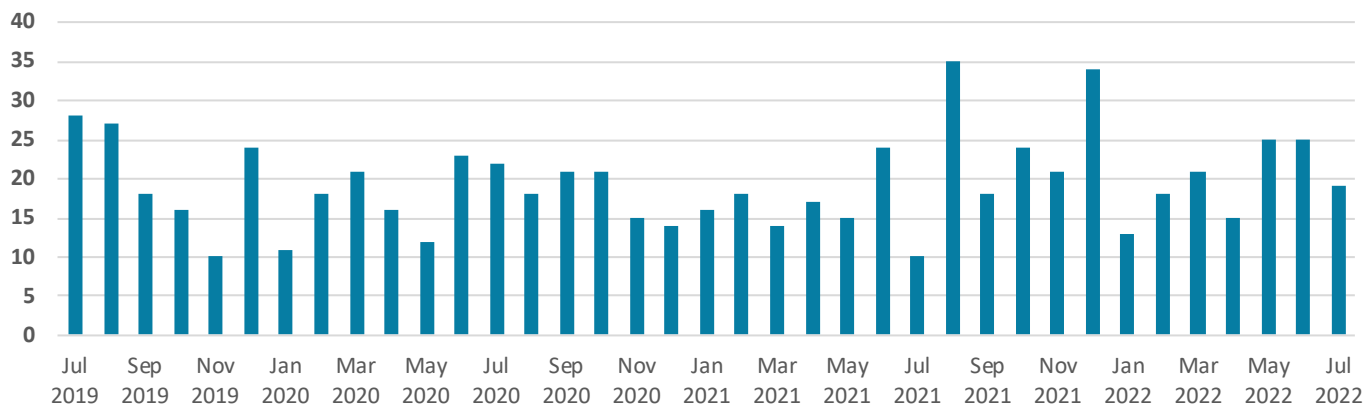


	Jul 2022	Jun 2022	MOM	Jul 2021	YOY	2022	2021	YTD
Median Sales Price	\$175,000	\$179,900	▼ -2.7%	\$125,000	▲ 40.0%	\$165,000	\$146,575	▲ 12.6%
Closed Sales	19	25	▼ -24.0%	10	▲ 90.0%	136	114	▲ 19.3%
New Listings	24	36	▼ -33.3%	32	▼ -25.0%	162	143	▲ 13.3%
Pending Sales	29	25	▲ 16.0%	26	▲ 11.5%	152	138	▲ 10.1%
Days on Market	14	19	▼ -26.3%	11	▲ 27.3%	28	29	▼ -3.4%
Price per Square Foot	\$120	\$115	▲ 4.3%	\$100	▲ 20.0%	\$121	\$110	▲ 10.0%
% of Ask Received	98.5%	98.2%	▲ 0.3%	96.4%	▲ 2.2%	96.6%	98.0%	▼ -1.4%
Active Inventory	26	31	▼ -16.1%	16	▲ 62.5%			
Absorption Rate	1.4	1.2	▲ 16.7%	1.6	▼ -12.5%			

Median Sales Price



Number of Closed Sales



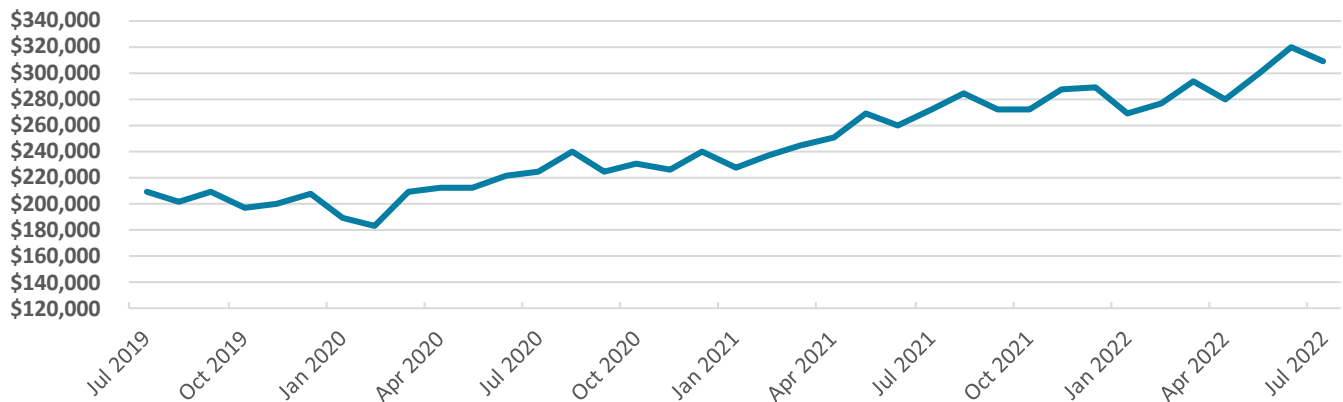
Johnson County

Data for single family homes in Johnson County.

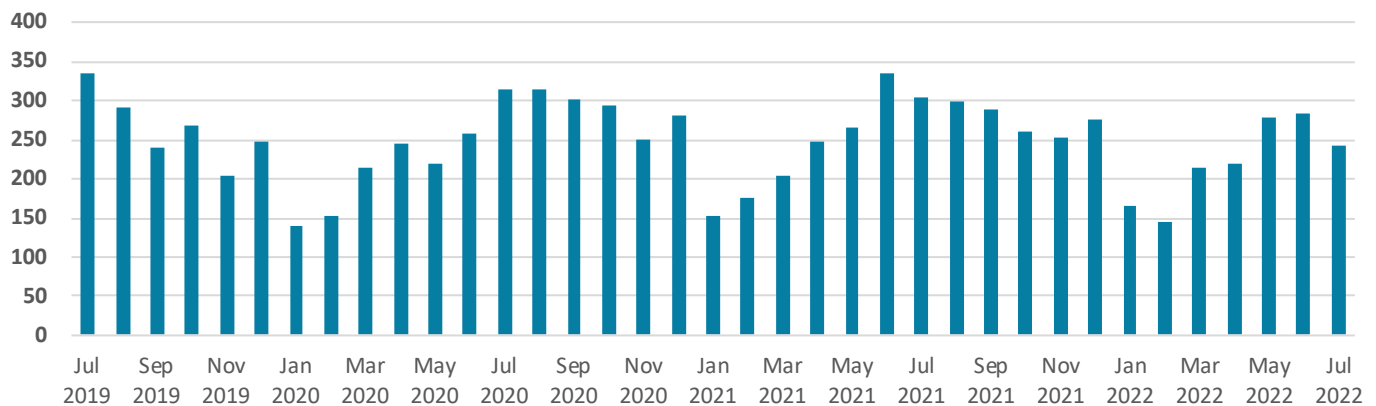


	Jul 2022	Jun 2022	MOM	Jul 2021	YOY	2022	2021	YTD
Median Sales Price	\$310,000	\$320,000	▼ -3.1%	\$272,500	▲ 13.8%	\$296,000	\$255,000	▲ 16.1%
Closed Sales	242	283	▼ -14.5%	305	▼ -20.7%	1,550	1,687	▼ -8.1%
New Listings	318	335	▼ -5.1%	351	▼ -9.4%	1,917	1,926	▼ -0.5%
Pending Sales	255	271	▼ -5.9%	287	▼ -11.1%	1,711	1,840	▼ -7.0%
Days on Market	14	11	▲ 27.3%	9	▲ 55.6%	13	13	▬ 0.0%
Price per Square Foot	\$169	\$173	▼ -2.3%	\$148	▲ 14.2%	\$166	\$143	▲ 16.1%
% of Ask Received	100.3%	102.4%	▼ -2.1%	102.3%	▼ -2.0%	101.7%	101.3%	▲ 0.4%
Active Inventory	254	195	▲ 30.3%	154	▲ 64.9%			
Absorption Rate	1.0	0.7	▲ 42.9%	0.5	▲ 100.0%			

Median Sales Price



Number of Closed Sales



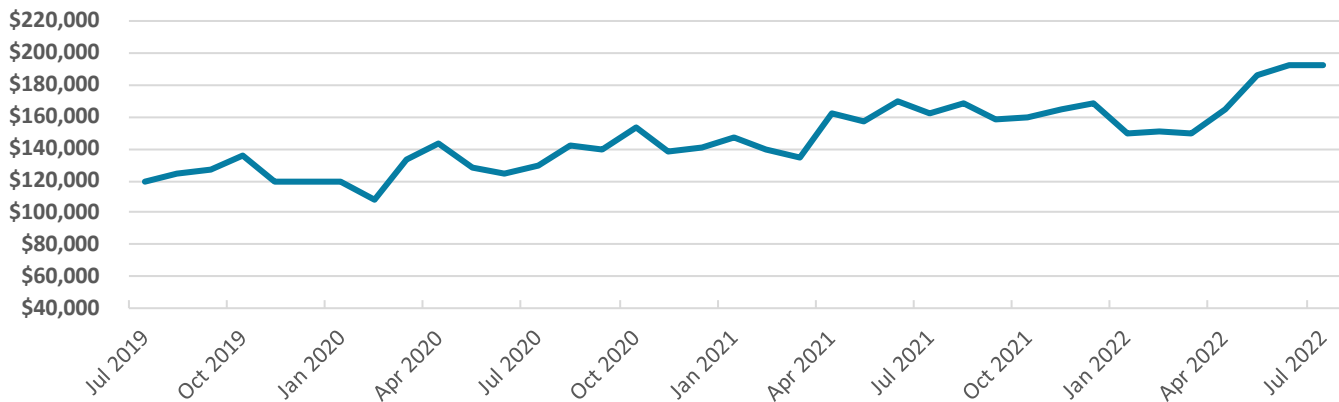
Madison County

Data for single family homes in Madison County.

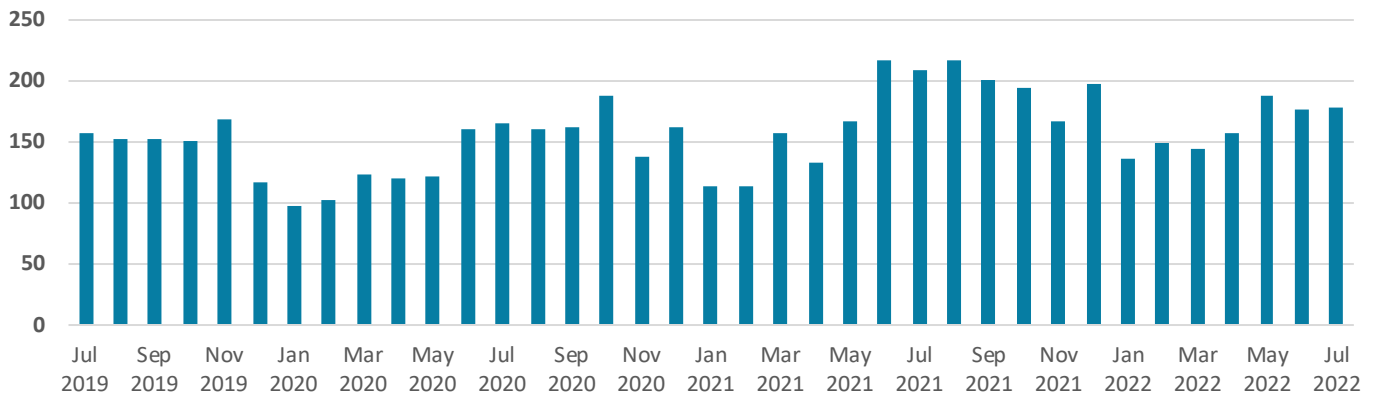


	Jul 2022	Jun 2022	MOM	Jul 2021	YOY	2022	2021	YTD
Median Sales Price	\$192,250	\$192,500	▼ -0.1%	\$162,500	▲ 18.3%	\$170,450	\$154,000	▲ 10.7%
Closed Sales	178	177	▲ 0.6%	210	▼ -15.2%	1,130	1,115	▲ 1.3%
New Listings	226	268	▼ -15.7%	266	▼ -15.0%	1,373	1,312	▲ 4.6%
Pending Sales	186	186	▬ 0.0%	223	▼ -16.6%	1,206	1,224	▼ -1.5%
Days on Market	18	14	▲ 28.6%	15	▲ 20.0%	20	22	▼ -9.1%
Price per Square Foot	\$124	\$116	▲ 6.9%	\$102	▲ 21.6%	\$111	\$98	▲ 13.3%
% of Ask Received	99.5%	99.2%	▲ 0.3%	99.6%	▼ -0.1%	98.8%	98.6%	▲ 0.2%
Active Inventory	258	215	▲ 20.0%	182	▲ 41.8%			
Absorption Rate	1.4	1.2	▲ 16.7%	0.9	▲ 55.6%			

Median Sales Price



Number of Closed Sales



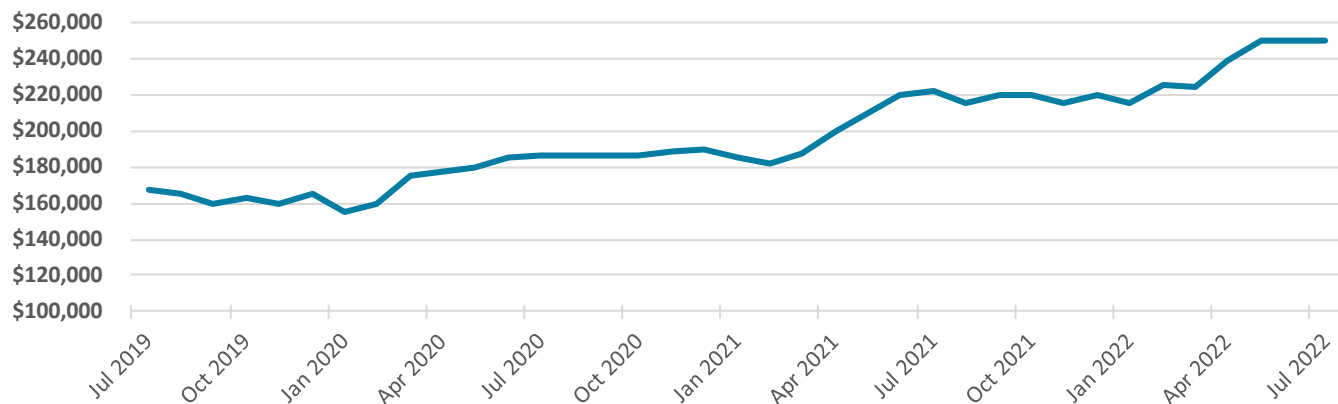
Marion County

Data for single family homes in Marion County.

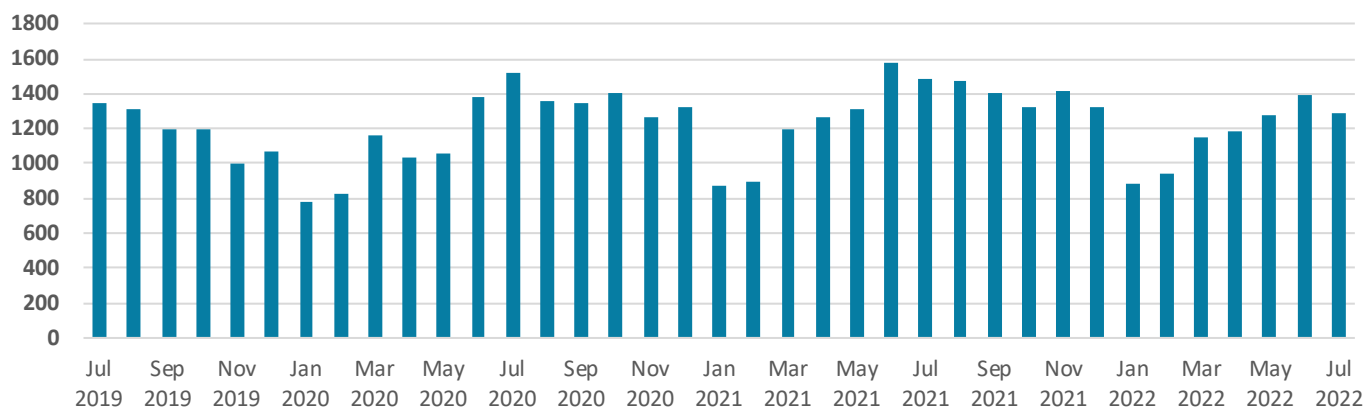


	Jul 2022	Jun 2022	MOM	Jul 2021	YOY	2022	2021	YTD
Median Sales Price	\$250,400	\$250,000	▲ 0.2%	\$222,000	▲ 12.8%	\$239,900	\$205,000	▲ 17.0%
Closed Sales	1,293	1,396	▼ -7.4%	1490	▼ -13.2%	8,133	8,607	▼ -5.5%
New Listings	1,579	1,893	▼ -16.6%	1754	▼ -10.0%	10,075	10,102	▼ -0.3%
Pending Sales	1,363	1,389	▼ -1.9%	1420	▼ -4.0%	8,931	9,344	▼ -4.4%
Days on Market	18	13	▲ 38.5%	15	▲ 20.0%	19	22	▼ -13.6%
Price per Square Foot	\$162	\$164	▼ -1.2%	\$142	▲ 14.1%	\$157	\$135	▲ 16.3%
% of Ask Received	100.9%	102.0%	▼ -1.1%	101.8%	▼ -0.9%	101.4%	100.7%	▲ 0.7%
Active Inventory	1,425	1,254	▲ 13.6%	1142	▲ 24.8%			
Absorption Rate	1.1	0.9	▲ 22.2%	0.8	▲ 37.5%			

Median Sales Price



Number of Closed Sales



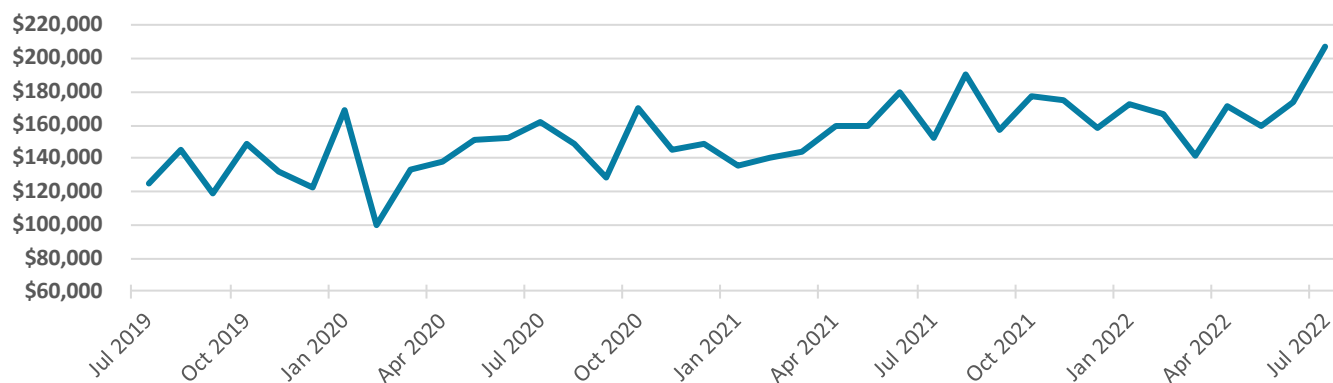
Montgomery County

Data for single family homes in Montgomery County.

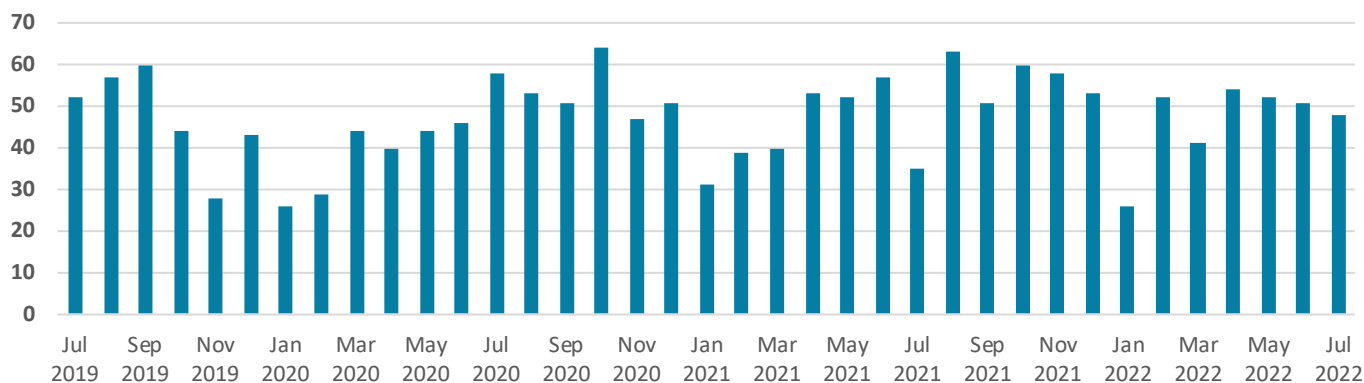


	Jul 2022	Jun 2022	MOM	Jul 2021	YOY	2022	2021	YTD
Median Sales Price	\$207,500	\$173,500	▲ 19.6%	\$152,000	▲ 36.5%	\$171,750	\$155,000	▲ 10.8%
Closed Sales	48	51	▼ -5.9%	35	▲ 37.1%	324	307	▲ 5.5%
New Listings	49	78	▼ -37.2%	67	▼ -26.9%	379	371	▲ 2.2%
Pending Sales	52	53	▼ -1.9%	54	▼ -3.7%	345	342	▲ 0.9%
Days on Market	25	12	▲ 108.3%	13	▲ 92.3%	19	23	▼ -17.4%
Price per Square Foot	\$127	\$134	▼ -5.2%	\$110	▲ 15.5%	\$126	\$111	▲ 13.5%
% of Ask Received	98.3%	99.8%	▼ -1.5%	98.4%	▼ -0.1%	98.6%	99.2%	▼ -0.6%
Active Inventory	55	57	▼ -3.5%	44	▲ 25.0%			
Absorption Rate	1.1	1.1	■ 0.0%	1.3	▼ -15.4%			

Median Sales Price



Number of Closed Sales



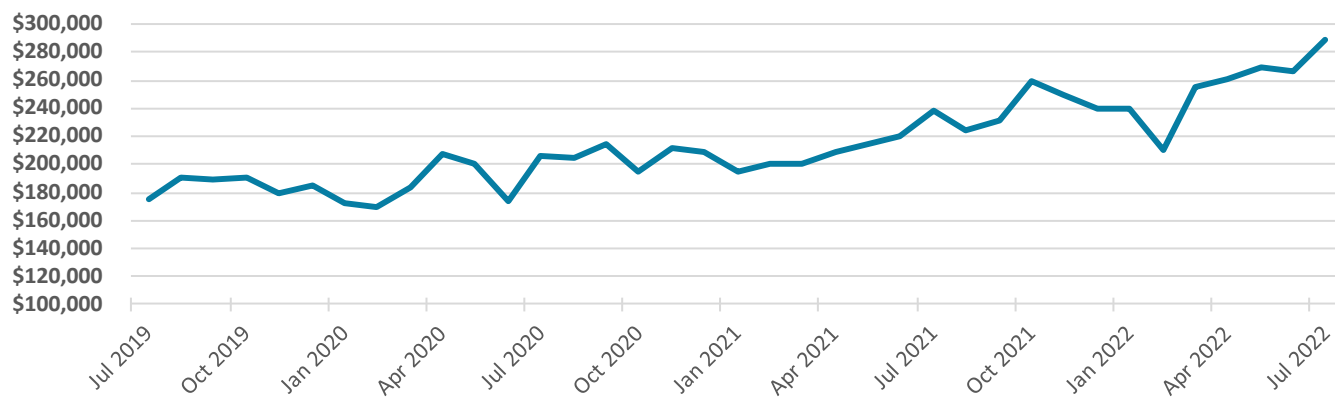
Morgan County

Data for single family homes in Morgan County.

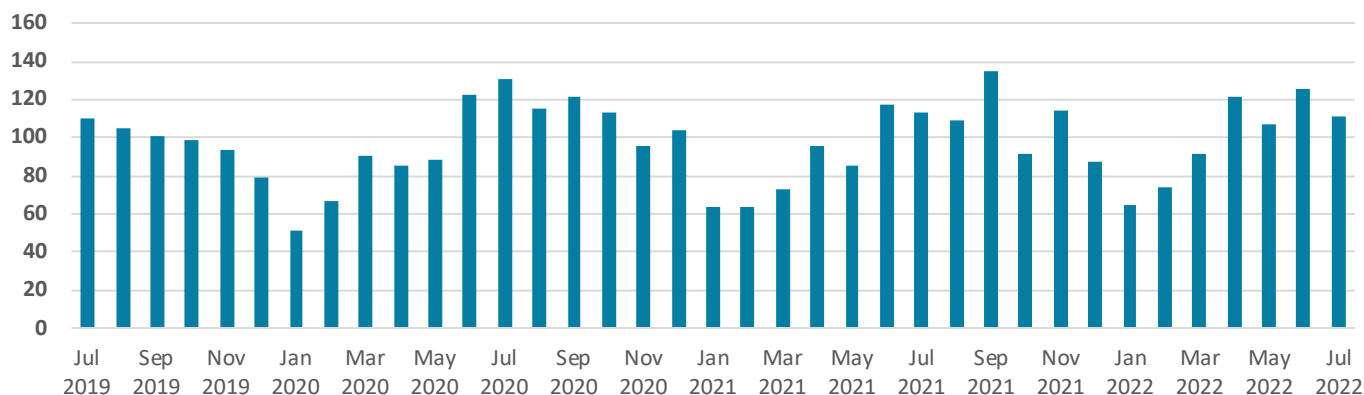


	Jul 2022	Jun 2022	MOM	Jul 2021	YOY	2022	2021	YTD
Median Sales Price	\$289,000	\$266,500	▲ 8.4%	\$239,000	▲ 20.9%	\$260,000	\$215,000	▲ 20.9%
Closed Sales	111	126	▼ -11.9%	113	▼ -1.8%	695	610	▲ 13.9%
New Listings	115	166	▼ -30.7%	127	▼ -9.4%	868	739	▲ 17.5%
Pending Sales	118	125	▼ -5.6%	119	▼ -0.8%	823	675	▲ 21.9%
Days on Market	20	18	▲ 11.1%	14	▲ 42.9%	23	22	▲ 4.5%
Price per Square Foot	\$177	\$155	▲ 14.2%	\$146	▲ 21.2%	\$160	\$136	▲ 17.6%
% of Ask Received	99.5%	99.6%	▼ -0.1%	99.3%	▲ 0.2%	100.2%	99.9%	▲ 0.3%
Active Inventory	118	120	▼ -1.7%	76	▲ 55.3%			
Absorption Rate	1.1	1.0	▲ 10.0%	0.7	▲ 57.1%			

Median Sales Price



Number of Closed Sales



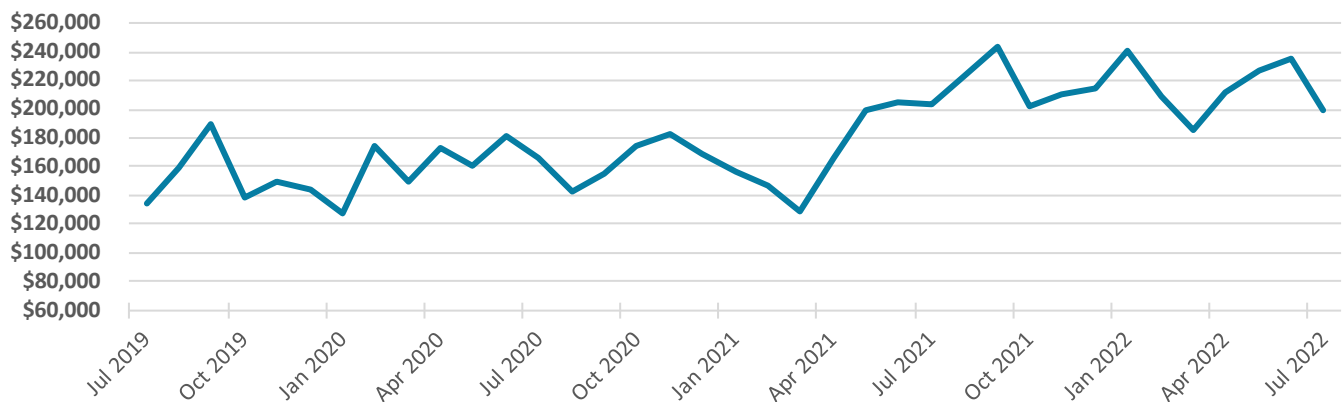
Putnam County

Data for single family homes in Putnam County.

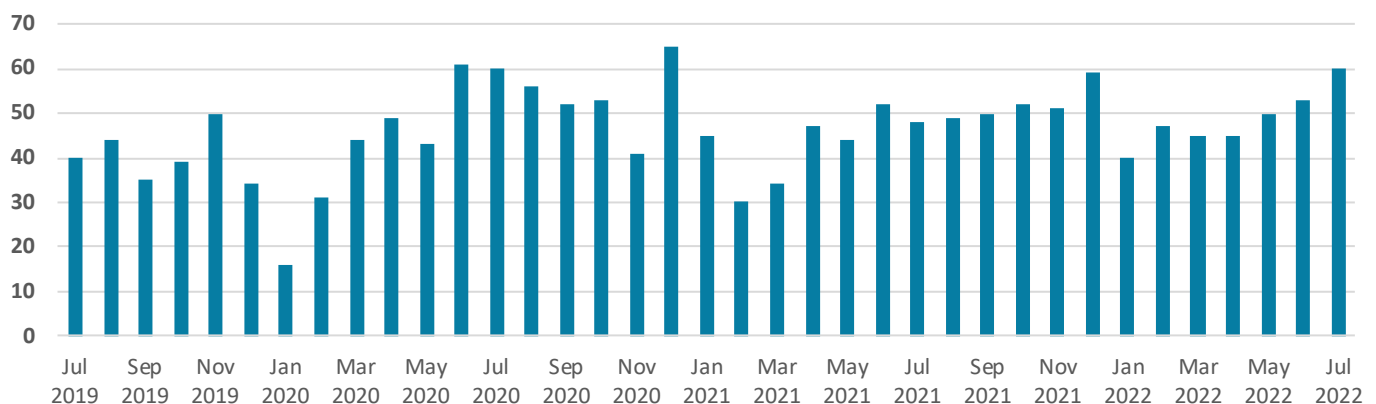


	Jul 2022	Jun 2022	MOM	Jul 2021	YOY	2022	2021	YTD
Median Sales Price	\$198,900	\$236,000	▼ -15.7%	\$203,168	▼ -2.1%	\$212,500	\$180,000	▲ 18.1%
Closed Sales	60	53	▲ 13.2%	48	▲ 25.0%	340	300	▲ 13.3%
New Listings	70	68	▲ 2.9%	63	▲ 11.1%	405	323	▲ 25.4%
Pending Sales	56	61	▼ -8.2%	42	▲ 33.3%	364	307	▲ 18.6%
Days on Market	14	29	▼ -51.7%	6	▲ 133.3%	26	21	▲ 23.8%
Price per Square Foot	\$130	\$139	▼ -6.5%	\$121	▲ 7.4%	\$142	\$121	▲ 17.4%
% of Ask Received	96.8%	100.0%	▼ -3.2%	99.5%	▼ -2.7%	98.1%	98.9%	▼ -0.8%
Active Inventory	62	49	▲ 26.5%	34	▲ 82.4%			
Absorption Rate	1.0	0.9	▲ 11.1%	0.7	▲ 42.9%			

Median Sales Price



Number of Closed Sales



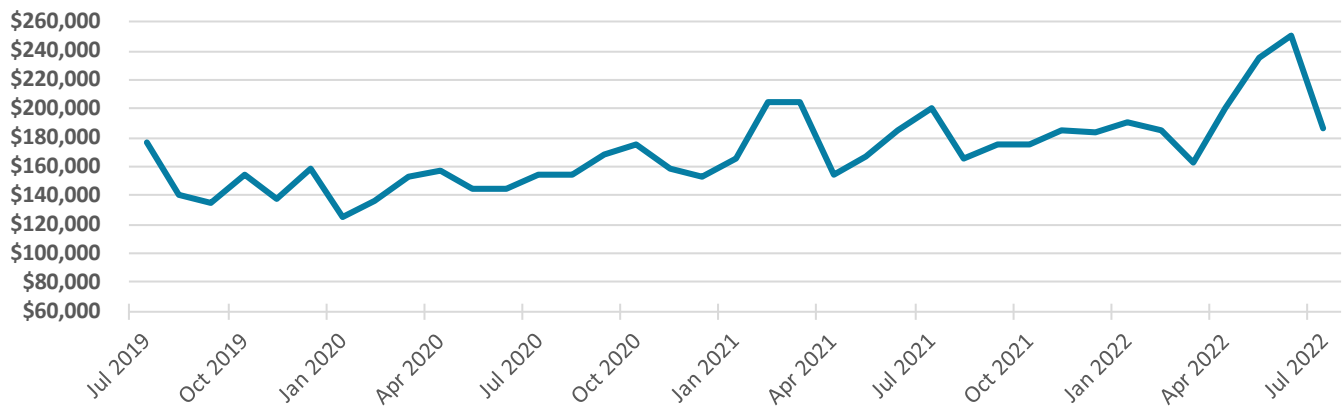
Shelby County

Data for single family homes in Shelby County.

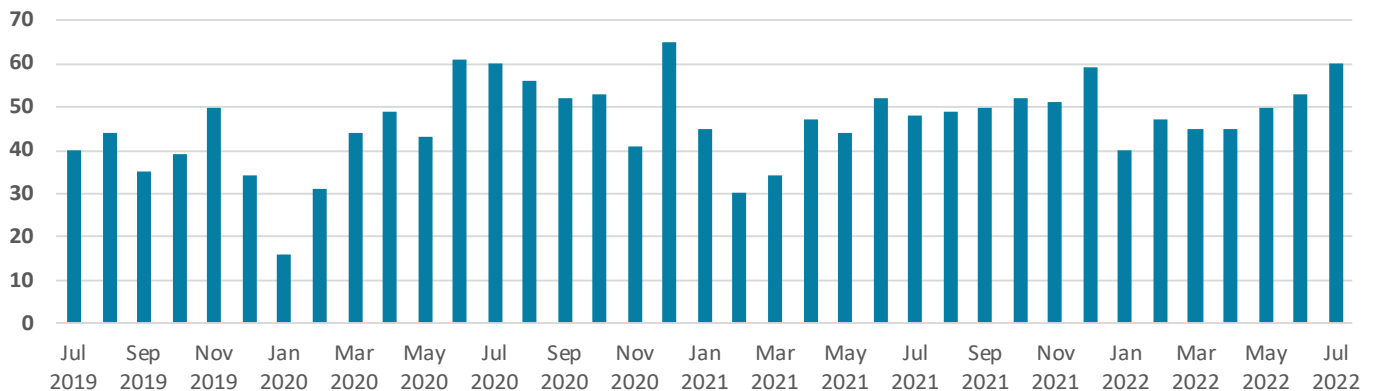


	Jul 2022	Jun 2022	MOM	Jul 2021	YOY	2022	2021	YTD
Median Sales Price	\$186,000	\$250,000	▼ -25.6%	\$200,000	▼ -7.0%	\$200,000	\$185,000	▲ 8.1%
Closed Sales	62	67	▼ -7.5%	55	▲ 12.7%	378	286	▲ 32.2%
New Listings	59	82	▼ -28.0%	56	▲ 5.4%	433	350	▲ 23.7%
Pending Sales	65	58	▲ 12.1%	59	▲ 10.2%	411	330	▲ 24.5%
Days on Market	26	21	▲ 23.8%	19	▲ 36.8%	23	30	▼ -23.3%
Price per Square Foot	\$140	\$153	▼ -8.5%	\$130	▲ 7.7%	\$136	\$117	▲ 16.2%
% of Ask Received	98.4%	99.7%	▼ -1.3%	100.0%	▼ -1.6%	99.1%	99.2%	▼ -0.1%
Active Inventory	64	67	▼ -4.5%	41	▲ 56.1%			
Absorption Rate	1.0	1.0	■ 0.0%	0.7	▲ 42.9%			

Median Sales Price



Number of Closed Sales



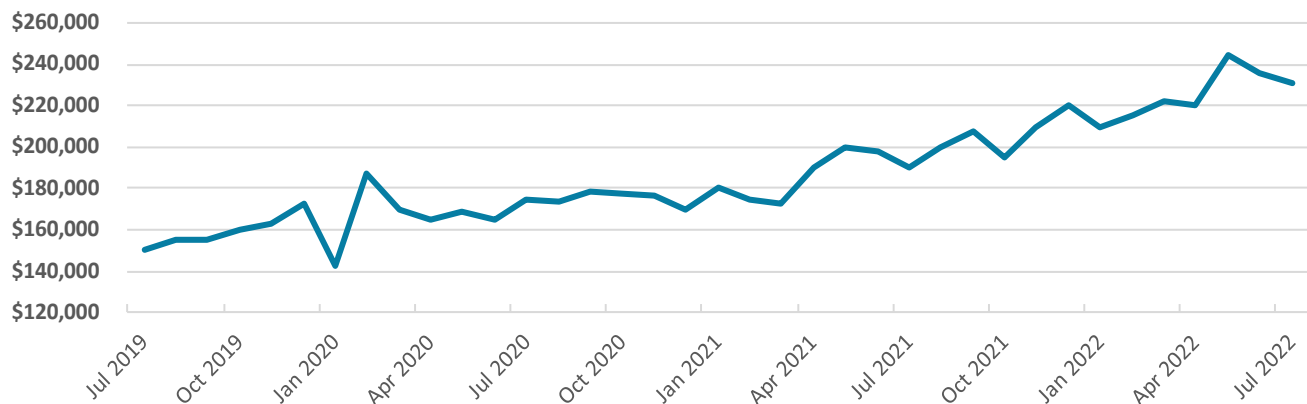
Condominiums

Data for Condominiums across all MIBOR Counties.



	Jul 2022	Jun 2022	MOM	Jul 2021	YOY	2022	2021	YTD
Median Sales Price	\$231,500	\$235,500	▼ -1.7%	\$190,000	▲ 21.8%	\$225,000	\$187,250	▲ 20.2%
Closed Sales	244	274	▼ -10.9%	288	▼ -15.3%	1,648	1,640	▲ 0.5%
New Listings	283	299	▼ -5.4%	301	▼ -6.0%	1,856	1,857	▼ -0.1%
Pending Sales	231	268	▼ -13.8%	279	▼ -17.2%	1,726	1,800	▼ -4.1%
Days on Market	17	21	▼ -19.0%	25	▼ -32.0%	27	29	▼ -6.9%
Price per Square Foot	\$170	\$170	▬ 0.0%	\$144	▲ 18.1%	\$165	\$136	▲ 21.3%
% of Ask Received	101.2%	102.0%	▼ -0.8%	100.4%	▲ 0.8%	101.4%	99.7%	▲ 1.7%
Active Inventory	243	200	▲ 21.5%	245	▼ -0.8%			
Absorption Rate	1.0	0.7	▲ 42.9%	0.9	▲ 11.1%			

Median Sales Price



Number of Closed Sales

