

MARKET INSIGHTS REPORT

SEPTEMBER 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 September 2022 data, this is what our experts are saying:

“This remains a relatively tight housing market with strong year-over-year price appreciation, although it is cooling,” said Shelley Specchio, MIBOR CEO. “As the market feels the impact from both rising interest rates and a return to seasonality, average days on market increased from 22 in August to 28 in September. The percent of asking price received at sale dipped again this month, from 100.6% last year and from 99.2% in August to 98.7% in September, a sign that sellers are offering price concessions. Overall, this remains a seller’s market, though one with more opportunities and less competition for potential buyers.”

Dr. Elliot Eisenberg, an internationally acclaimed economist and public speaker says, “Year-over-year closed sales declined by 13.7% but are still meaningfully higher than pre-Covid levels for September. Pending sales compared to last year declined 15.9%, but again, are consistent or slightly higher than before the pandemic. What may be more meaningful is that new listings are down for the third month in a row. We are seeing the effects of rate “lock-in” on new listings across the country. Data from the end of July show that 90% of existing mortgages have an interest rate below 5% and more than two-thirds are below 4%. As interest rates climb, fewer potential sellers are willing to sacrifice their existing mortgage for the new, higher rates.”

Year of year data for September:

- Median sales price increased 11.8 percent to \$285,000
- Average days on market increased 55.6 percent at 28
- Current active listings increased 61.8 percent to 4,357

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MARKET SUMMARY



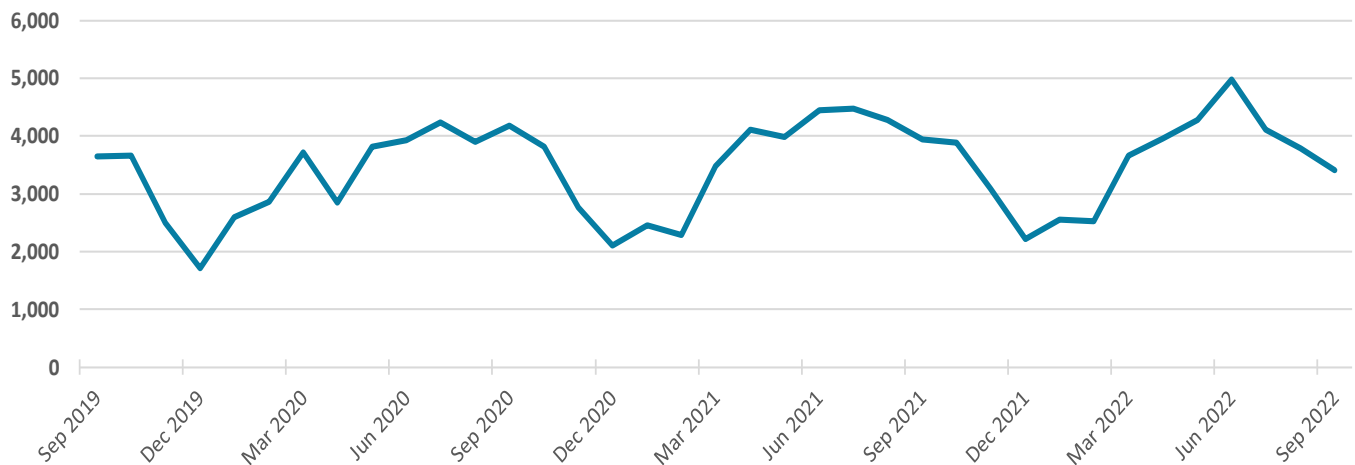
INCLUDES DATA FROM THE FOLLOWING COUNTIES FOR SINGLE FAMILY HOMES: BARTHOLOMEW, BOONE, BROWN, DECATUR, HAMILTON, HANCOCK, HENDRICKS, JACKSON, JENNINGS, JOHNSON, MADISON, MARION, MONTGOMERY, MORGAN, PUTNAM, SHELBY.

	Sep 2022	Aug 2022	MOM	Sep 2021	YOY	2022	2021	YTD
Median Sales Price	\$285,000	\$285,000	0.0%	\$255,000	11.8%	\$280,000	\$245,000	14.3%
Closed Sales	3,216	3,520	-8.6%	3,727	-13.7%	27,776	29,171	-4.8%
New Listings	3,407	3,791	-10.1%	3,947	-13.7%	33,262	33,446	-0.6%
Pending Sales	2,940	3,244	-9.4%	3,497	-15.9%	28,942	31,284	-7.5%
Days on Market	28	22	27.3%	18	55.6%	19	20	-5.0%
Price per Square Foot	\$162	\$166	-2.4%	\$149	8.7%	\$163	\$142	14.8%
% of Ask Received	98.7%	99.2%	-0.5%	100.6%	-1.9%	100.7%	100.7%	0.0%
Active Inventory	4,357	4,003	8.8%	2,693	61.8%			
Absorption Rate	1.4	1.1	27.3%	0.7	100.0%			

New Listings

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

September 2022	Month over Month Change	Year over Year Change	Year to Date Change
3,407	-10.1%	-13.7%	-0.6%

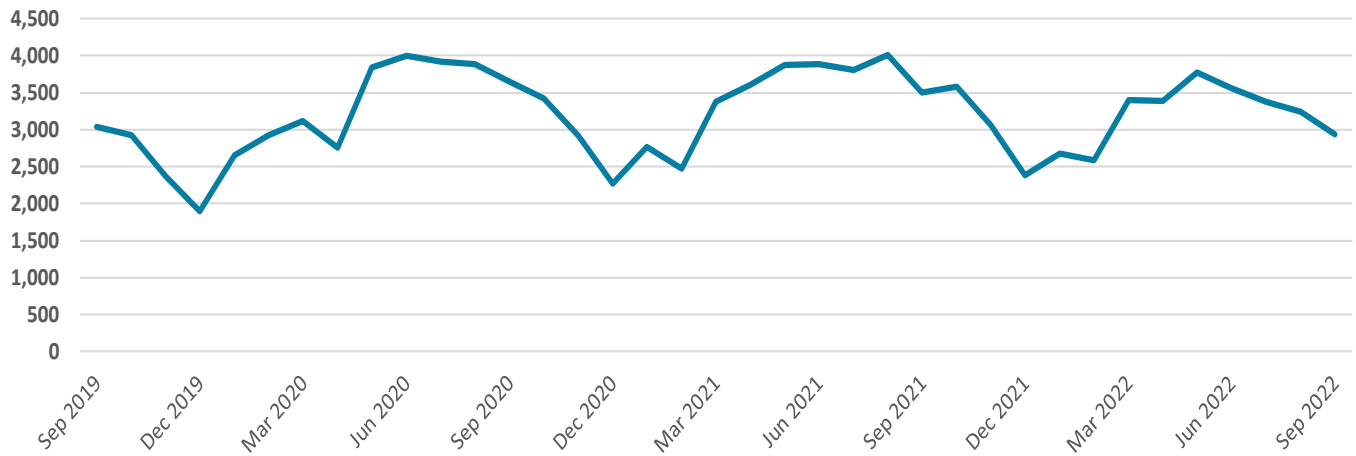


Pending Sales

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



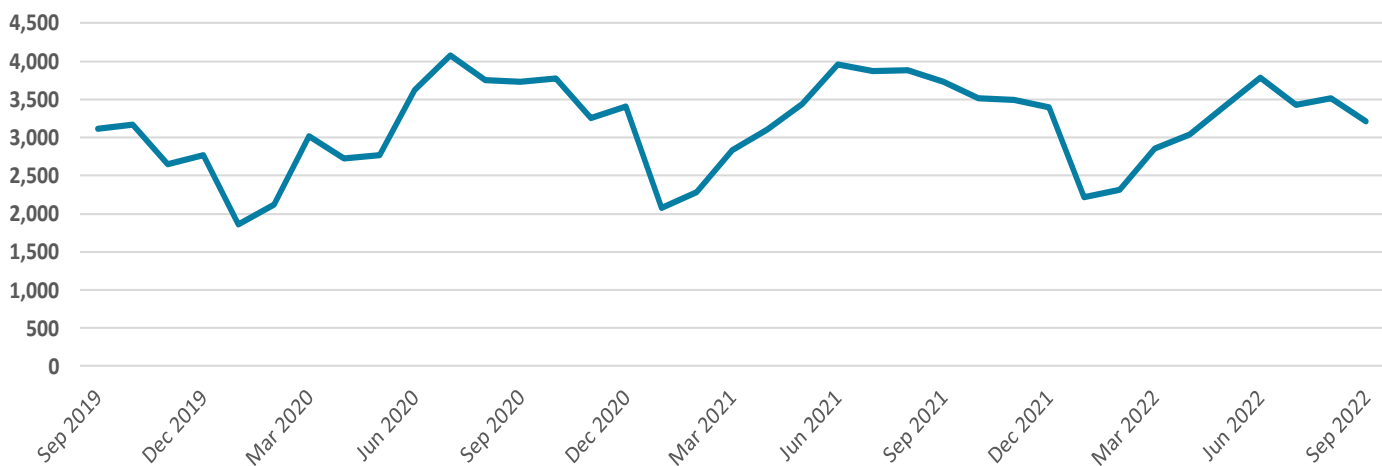
September 2022	Month over Month Change	Year over Year Change	Year to Date Change
2,940	▼ -9.4%	▼ -15.9%	▼ -7.5%



Closed Sales

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

September 2022	Month over Month Change	Year over Year Change	Year to Date Change
3,216	▼ -8.6%	▼ -13.7%	▼ -4.8%

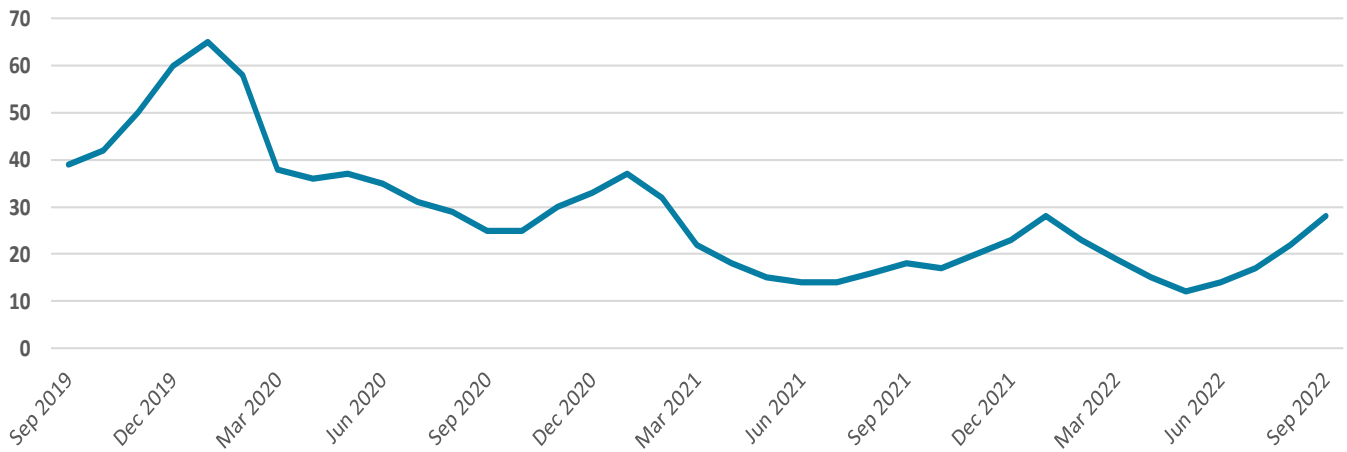


Cumulative Days on Market

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



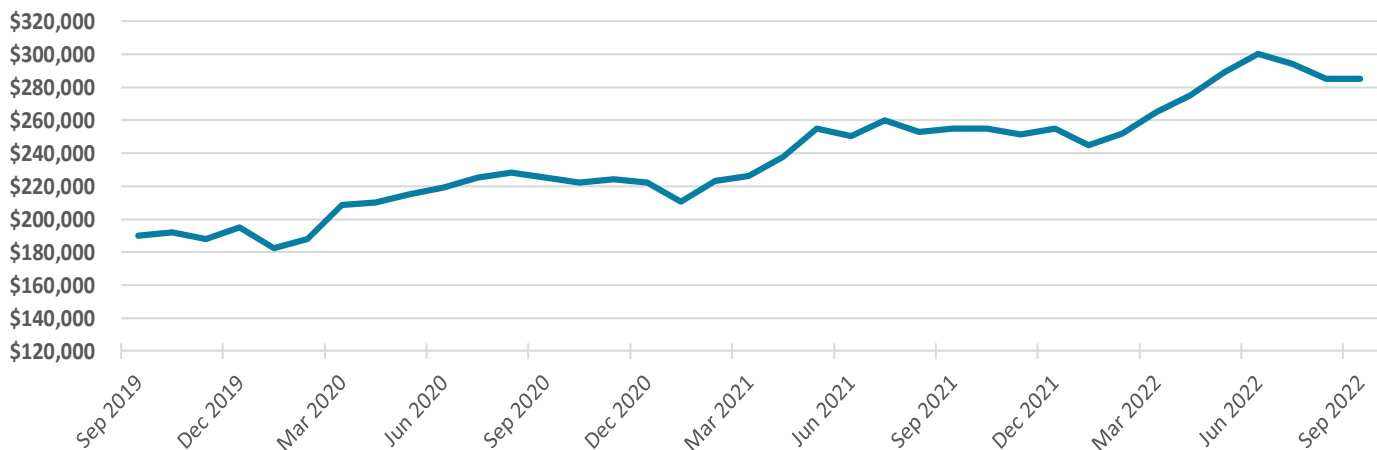
September 2022	Month over Month Change	Year over Year Change	Year to Date Change
28	27.3%	55.6%	-5.0%



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 2022	Month over Month Change	Year over Year Change	Year to Date Change
\$285,000	0.0%	11.8%	14.3%

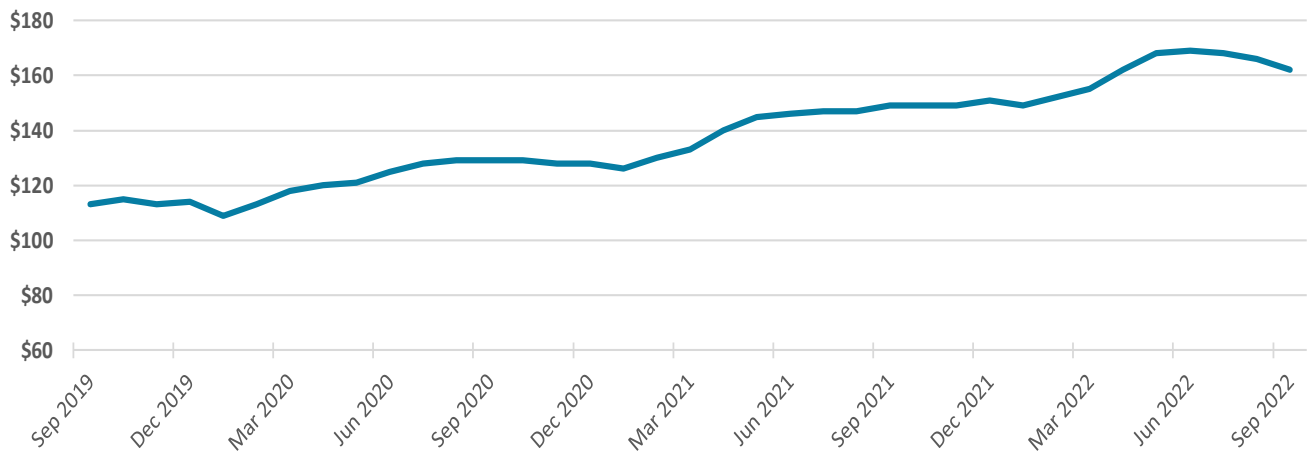


Sold Price per Square Foot

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



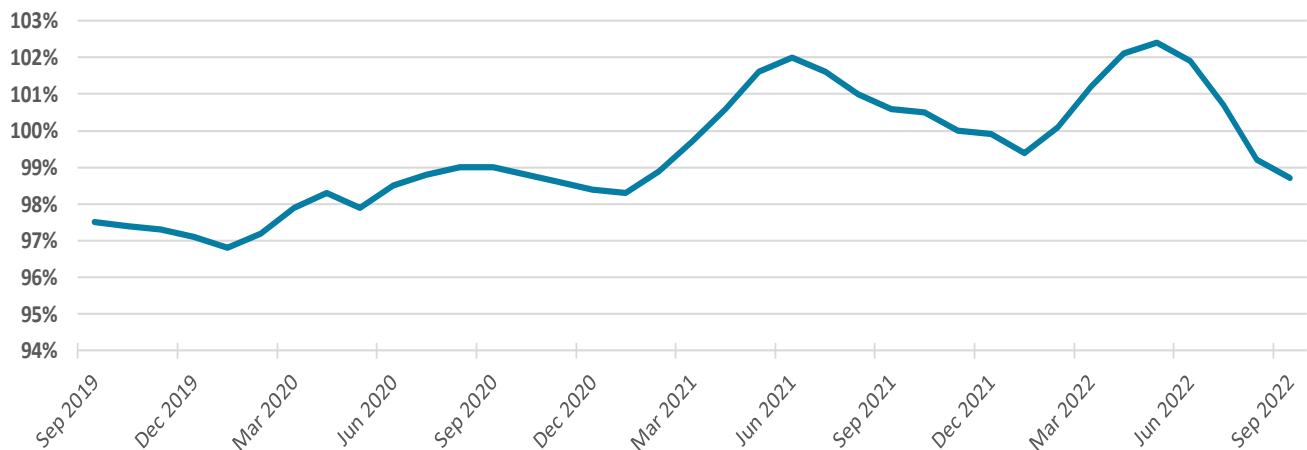
September 2022	Month over Month Change	Year over Year Change	Year to Date Change
\$162	▼ -2.4%	▲ 8.7%	▲ 14.8%



Percent of Ask Price Received

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

September 2022	Month over Month Change	Year over Year Change	Year to Date Change
98.7%	▼ -0.5%	▼ -1.9%	■ 0.0%



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 2022

4,357

Month over Month Change

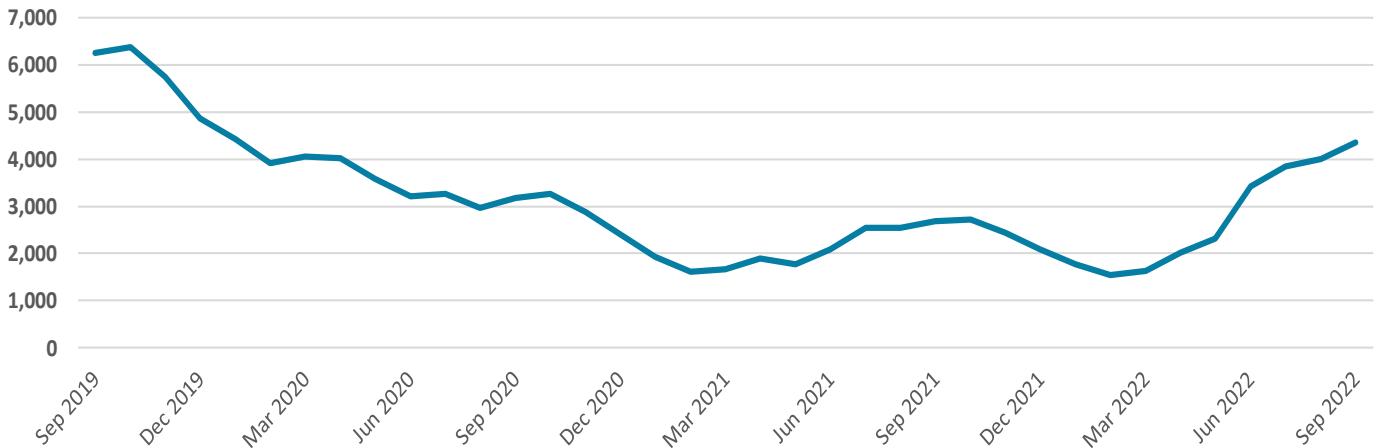


8.8%

Year over Year Change



61.8%



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 2022

1.4

Month over Month Change

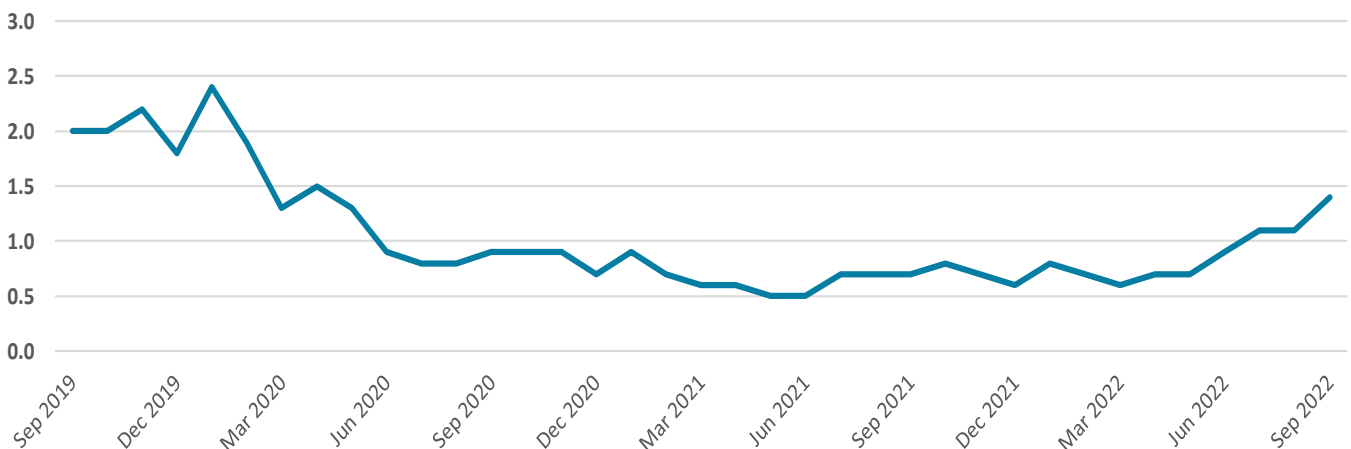


27.3%

Year over Year Change



100.0%



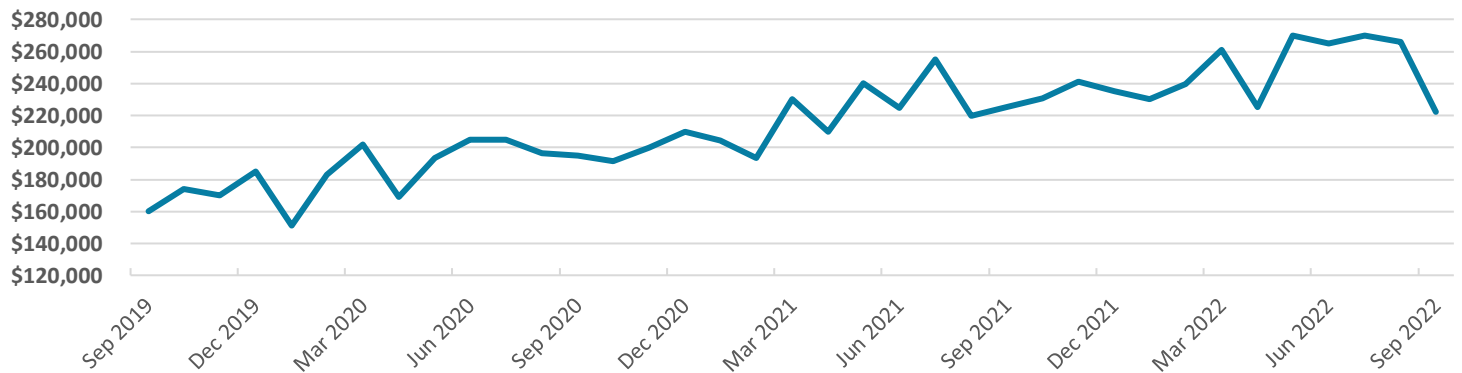
Bartholomew County

Data for single family homes in Bartholomew County.

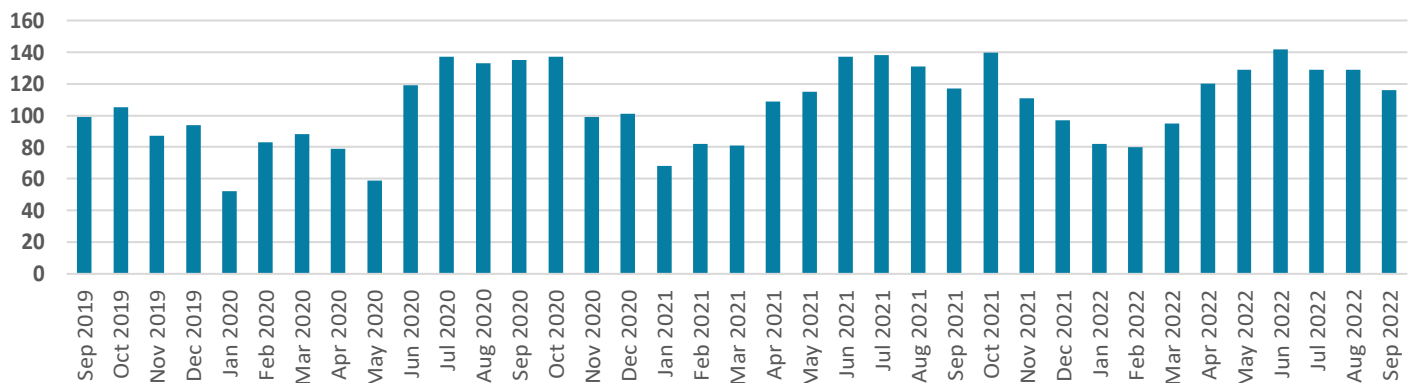


	Sep 2022	Aug 2022	MOM	Sep 2021	YOY	2022	2021	YTD
Median Sales Price	\$222,050	\$266,000	▼ -16.5%	\$225,100	▼ -1.4%	\$250,000	\$225,000	▲ 11.1%
Closed Sales	116	129	▼ -10.1%	117	▼ -0.9%	1,022	978	▲ 4.5%
New Listings	125	125	▬ 0.0%	145	▼ -13.8%	1,198	1,162	▲ 3.1%
Pending Sales	107	128	▼ -16.4%	140	▼ -23.6%	1,062	1,065	▼ -0.3%
Days on Market	23	18	▲ 27.8%	22	▲ 4.5%	16	18	▼ -11.1%
Price per Square Foot	\$152	\$168	▼ -9.5%	\$150	▲ 1.3%	\$158	\$143	▲ 10.5%
% of Ask Received	98.8%	98.1%	▲ 0.7%	99.2%	▼ -0.4%	99.7%	99.7%	▬ 0.0%
Active Inventory	133	111	▲ 19.8%	111	▲ 19.8%			
Absorption Rate	1.1	0.9	▲ 22.2%	0.9	▲ 22.2%			

Median Sales Price



Number of Closed Sales



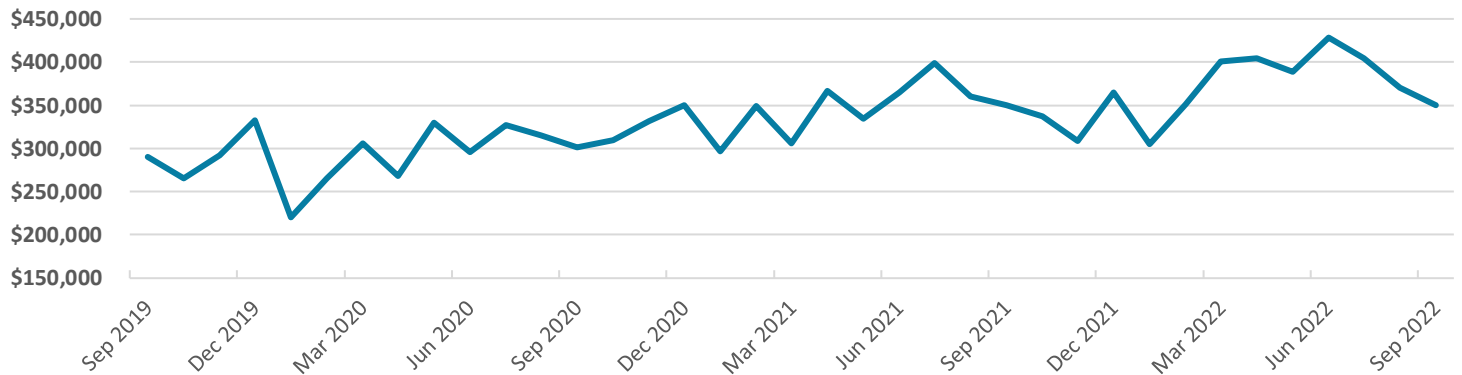
Boone County

Data for single family homes in Boone County.

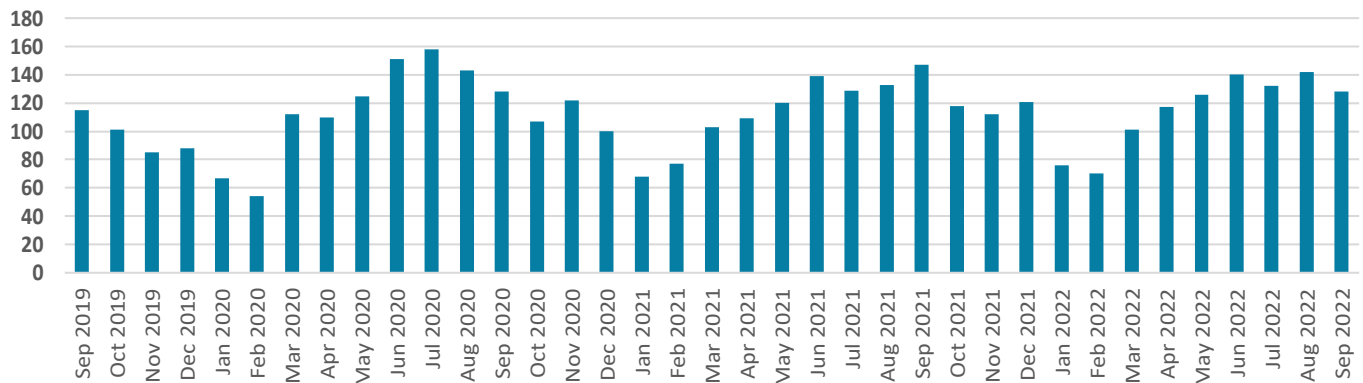


	Sep 2022	Aug 2022	MOM	Sep 2021	YOY	2022	2021	YTD
Median Sales Price	\$349,900	\$370,263	▼ -5.5%	\$350,000	▼ 0.0%	\$380,000	\$350,000	▲ 8.6%
Closed Sales	128	142	▼ -9.9%	147	▼ -12.9%	1,032	1,025	▲ 0.7%
New Listings	103	111	▼ -7.2%	138	▼ -25.4%	1,278	1,202	▲ 6.3%
Pending Sales	93	103	▼ -9.7%	127	▼ -26.8%	1,074	1,115	▼ -3.7%
Days on Market	32	29	▲ 10.3%	16	▲ 100.0%	22	19	▲ 15.8%
Price per Square Foot	\$184	\$190	▼ -3.2%	\$166	▲ 10.8%	\$187	\$166	▲ 12.7%
% of Ask Received	99.6%	99.1%	▲ 0.5%	100.9%	▼ -1.3%	101.0%	100.5%	▲ 0.5%
Active Inventory	201	198	▲ 1.5%	103	▲ 95.1%			
Absorption Rate	1.6	1.4	▲ 14.3%	0.7	▲ 128.6%			

Median Sales Price



Number of Closed Sales



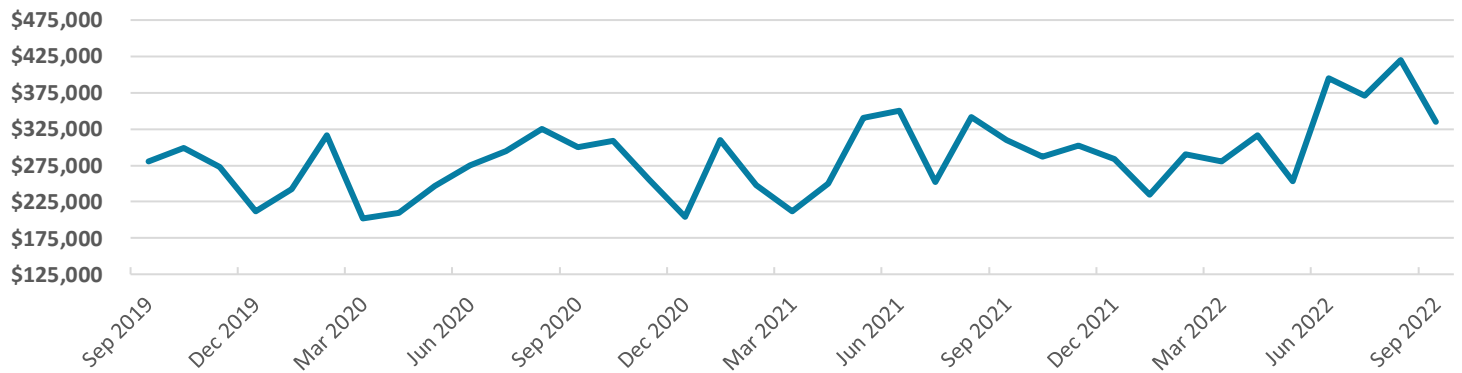
Brown County

Data for single family homes in Brown County.

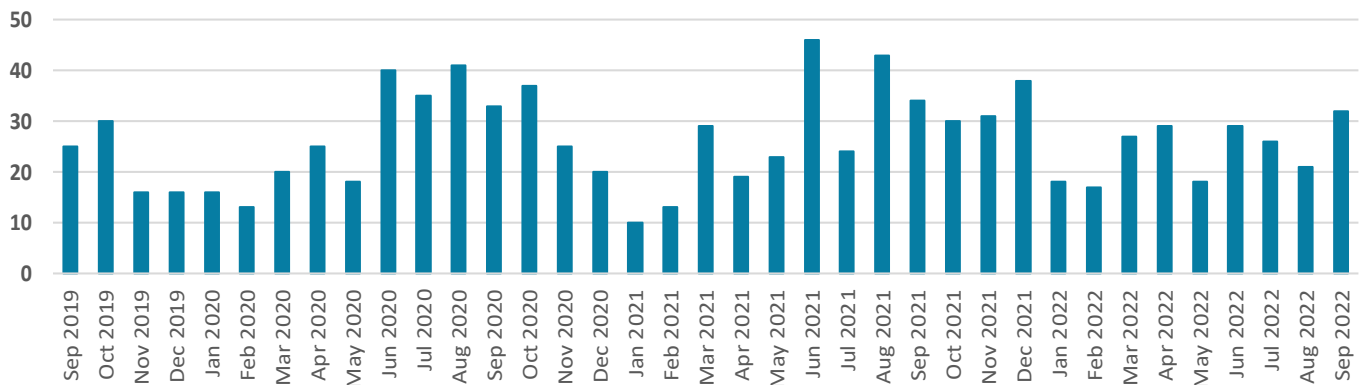


	Sep 2022	Aug 2022	MOM	Sep 2021	YOY	2022	2021	YTD
Median Sales Price	\$335,000	\$419,900	▼ -20.2%	\$309,950	▲ 8.1%	\$325,000	\$305,000	▲ 6.6%
Closed Sales	32	21	▲ 52.4%	34	▼ -5.9%	217	241	▼ -10.0%
New Listings	35	30	▲ 16.7%	42	▼ -16.7%	291	310	▼ -6.1%
Pending Sales	29	34	▼ -14.7%	38	▼ -23.7%	230	276	▼ -16.7%
Days on Market	32	57	▼ -43.9%	15	▲ 113.3%	37	32	▲ 15.6%
Price per Square Foot	\$301	\$377	▼ -20.2%	\$309	▼ -2.6%	\$269	\$247	▲ 8.9%
% of Ask Received	96.7%	95.2%	▲ 1.6%	98.8%	▼ -2.1%	97.6%	98.6%	▼ -1.0%
Active Inventory	67	63	▲ 6.3%	42	▲ 59.5%			
Absorption Rate	2.1	3.0	▼ -30.0%	1.2	▲ 75.0%			

Median Sales Price



Number of Closed Sales



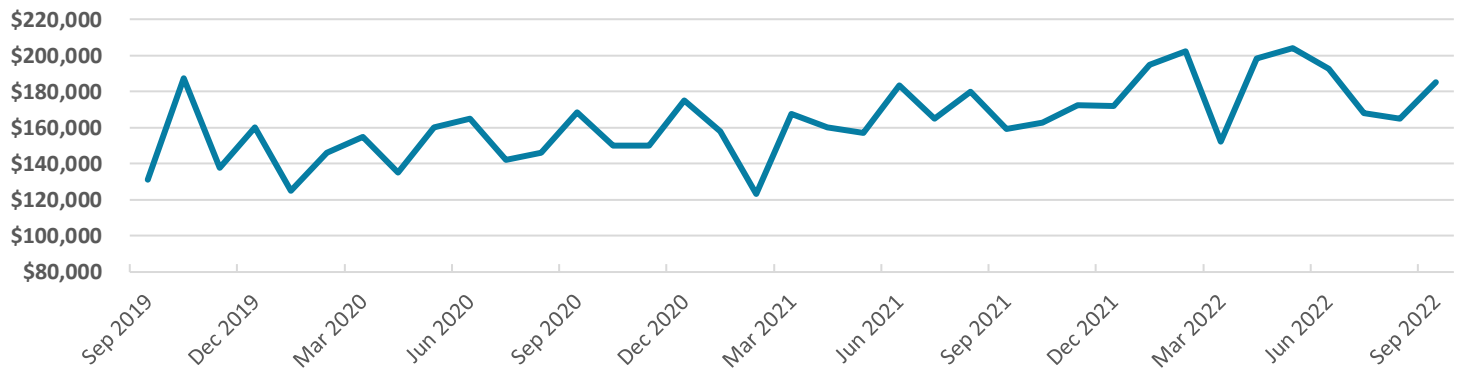
Decatur County

Data for single family homes in Decatur County.

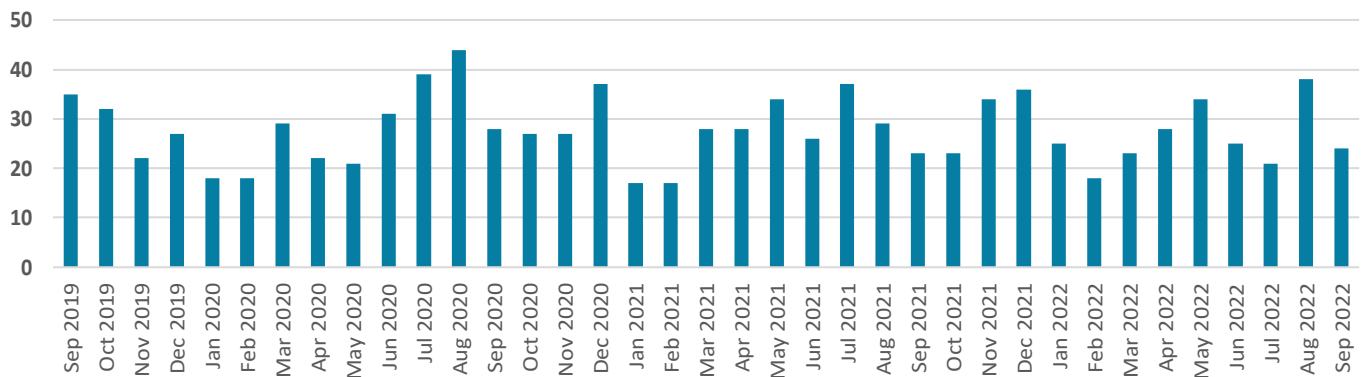


	Sep 2022	Aug 2022	MOM	Sep 2021	YOY	2022	2021	YTD
Median Sales Price	\$184,950	\$165,000	▲ 12.1%	\$159,000	▲ 16.3%	\$189,385	\$165,000	▲ 14.8%
Closed Sales	24	38	▼ -36.8%	23	▲ 4.3%	236	239	▼ -1.3%
New Listings	31	34	▼ -8.8%	29	▲ 6.9%	283	290	▼ -2.4%
Pending Sales	26	33	▼ -21.2%	21	▲ 23.8%	246	252	▼ -2.4%
Days on Market	44	28	▲ 57.1%	41	▲ 7.3%	36	27	▲ 33.3%
Price per Square Foot	\$149	\$127	▲ 17.3%	\$139	▲ 7.2%	\$139	\$121	▲ 14.9%
% of Ask Received	97.6%	96.2%	▲ 1.5%	95.7%	▲ 2.0%	97.2%	97.6%	▼ -0.4%
Active Inventory	52	52	■ 0.0%	54	▼ -3.7%			
Absorption Rate	2.2	1.4	▲ 57.1%	2.3	▼ -4.3%			

Median Sales Price



Number of Closed Sales



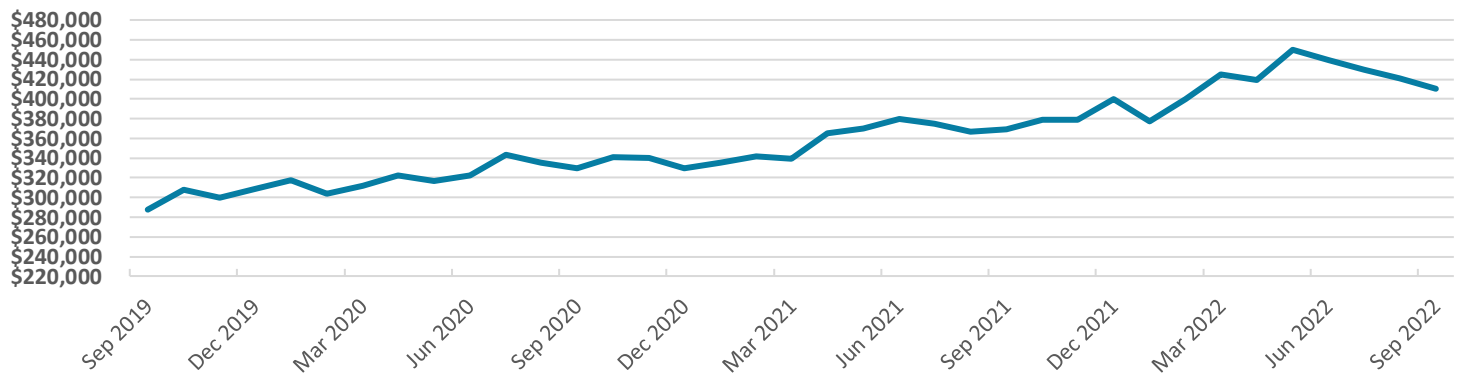
Hamilton County

Data for single family homes in Hamilton County.

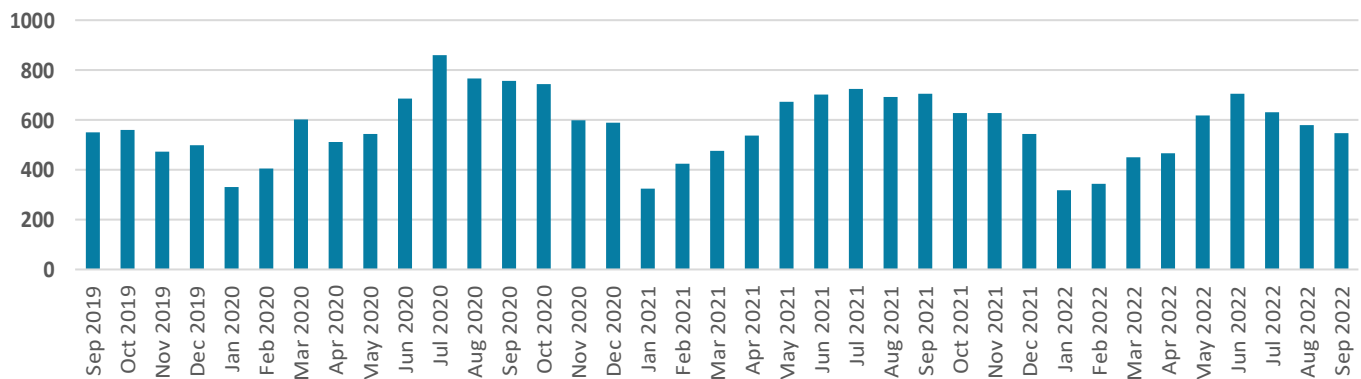


	Sep 2022	Aug 2022	MOM	Sep 2021	YOY	2022	2021	YTD
Median Sales Price	\$410,000	\$420,750	▼ -2.6%	\$369,275	▲ 11.0%	\$422,500	\$365,000	▲ 15.8%
Closed Sales	547	580	▼ -5.7%	707	▼ -22.6%	4,667	5,270	▼ -11.4%
New Listings	573	586	▼ -2.2%	621	▼ -7.7%	5,515	5,783	▼ -4.6%
Pending Sales	476	555	▼ -14.2%	613	▼ -22.3%	4,828	5,710	▼ -15.4%
Days on Market	25	18	▲ 38.9%	17	▲ 47.1%	14	19	▼ -26.3%
Price per Square Foot	\$198	\$201	▼ -1.5%	\$174	▲ 13.8%	\$196	\$168	▲ 16.7%
% of Ask Received	99.9%	100.5%	▼ -0.6%	101.9%	▼ -2.0%	102.4%	101.7%	▲ 0.7%
Active Inventory	630	540	▲ 16.7%	280	▲ 125.0%			
Absorption Rate	1.2	0.9	▲ 33.3%	0.4	▲ 200.0%			

Median Sales Price



Number of Closed Sales



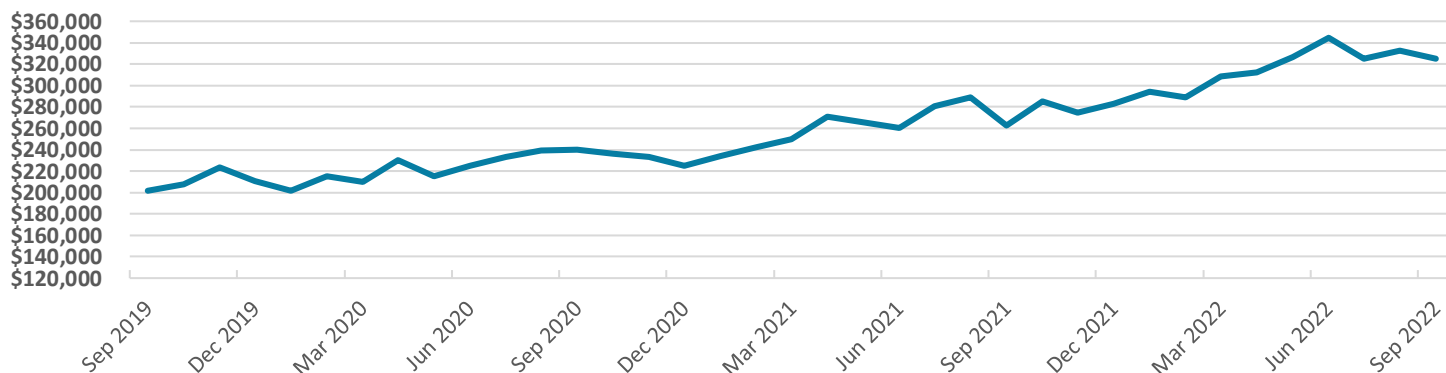
Hancock County

Data for single family homes in Hancock County.

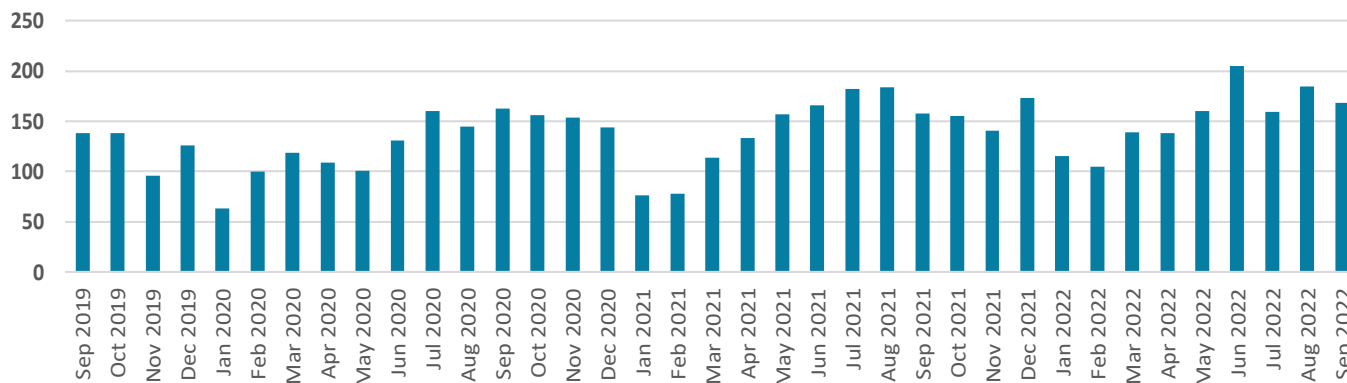


	Sep 2022	Aug 2022	MOM	Sep 2021	YOY	2022	2021	YTD
Median Sales Price	\$325,000	\$333,000	▼ -2.4%	\$262,500	▲ 23.8%	\$319,998	\$265,833	▲ 20.4%
Closed Sales	168	185	▼ -9.2%	158	▲ 6.3%	1,374	1,248	▲ 10.1%
New Listings	131	174	▼ -24.7%	173	▼ -24.3%	1,658	1,437	▲ 15.4%
Pending Sales	134	164	▼ -18.3%	142	▼ -5.6%	1,450	1,362	▲ 6.5%
Days on Market	35	24	▲ 45.8%	12	▲ 191.7%	20	18	▲ 11.1%
Price per Square Foot	\$150	\$152	▼ -1.3%	\$137	▲ 9.5%	\$151	\$133	▲ 13.5%
% of Ask Received	98.6%	98.8%	▼ -0.2%	101.2%	▼ -2.6%	100.5%	100.8%	▼ -0.3%
Active Inventory	271	267	▲ 1.5%	106	▲ 155.7%			
Absorption Rate	1.6	1.4	▲ 14.3%	0.7	▲ 128.6%			

Median Sales Price



Number of Closed Sales



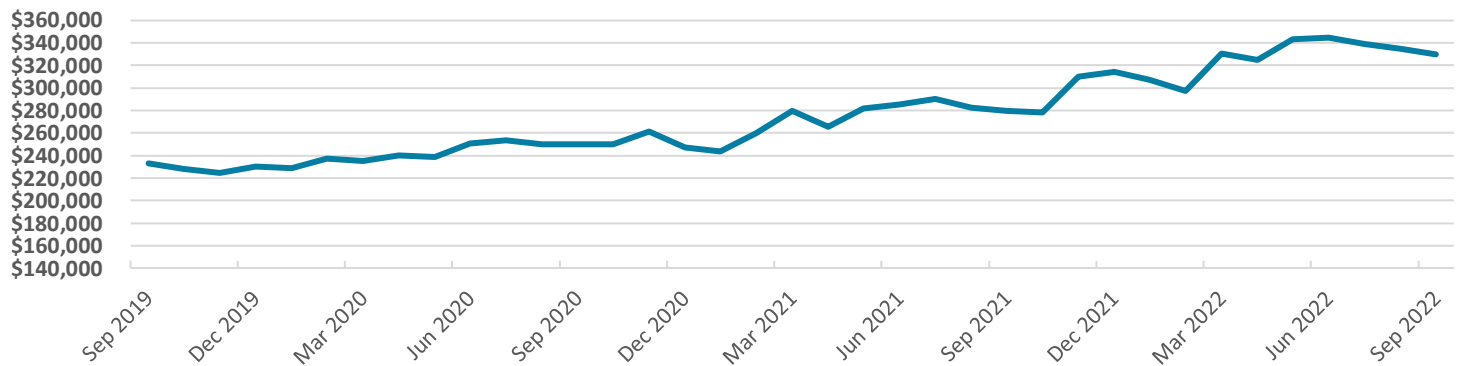
Hendricks County

Data for single family homes in Hendricks County.

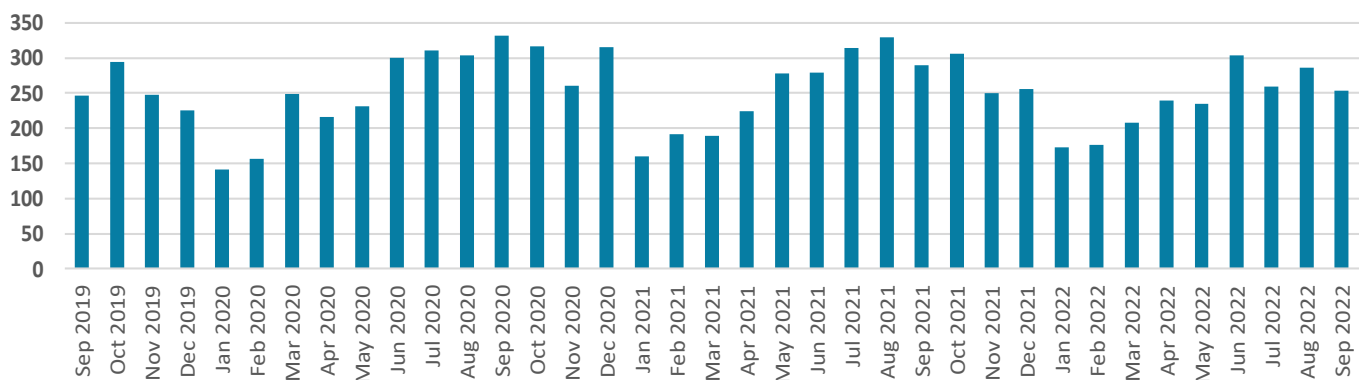


	Sep 2022	Aug 2022	MOM	Sep 2021	YOY	2022	2021	YTD
Median Sales Price	\$329,900	\$334,755	▼ -1.5%	\$279,950	▲ 17.8%	\$329,900	\$276,000	▲ 19.5%
Closed Sales	253	286	▼ -11.5%	290	▼ -12.8%	2,133	2,254	▼ -5.4%
New Listings	248	289	▼ -14.2%	321	▼ -22.7%	2,456	2,559	▼ -4.0%
Pending Sales	227	250	▼ -9.2%	294	▼ -22.8%	2,188	2,431	▼ -10.0%
Days on Market	30	24	▲ 25.0%	13	▲ 130.8%	19	14	▲ 35.7%
Price per Square Foot	\$164	\$172	▼ -4.7%	\$148	▲ 10.8%	\$164	\$140	▲ 17.1%
% of Ask Received	99.4%	100.6%	▼ -1.2%	101.5%	▼ -2.1%	101.5%	101.8%	▼ -0.3%
Active Inventory	313	279	▲ 12.2%	158	▲ 98.1%			
Absorption Rate	1.2	1.0	▲ 20.0%	0.5	▲ 140.0%			

Median Sales Price



Number of Closed Sales



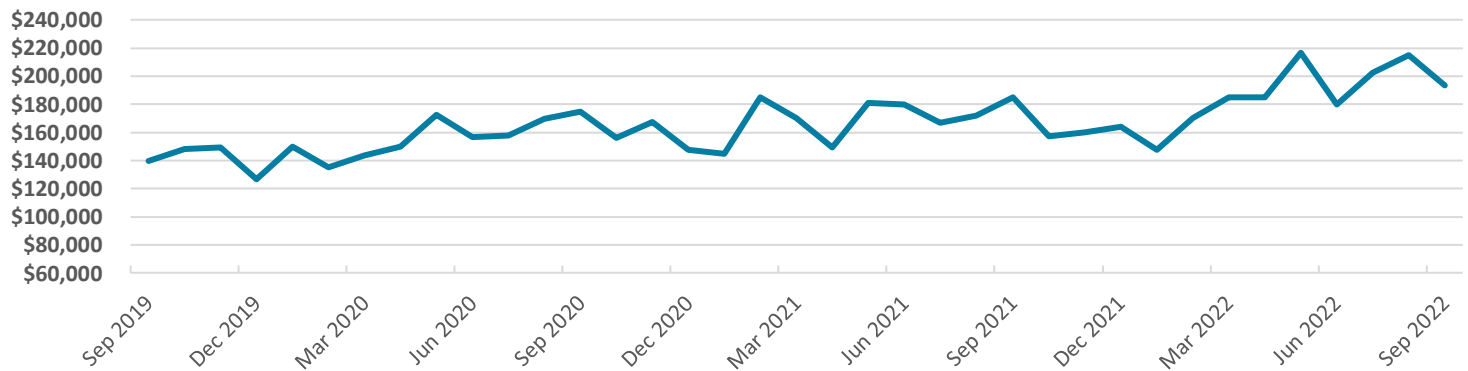
Jackson County

Data for single family homes in Jackson County.



	Sep 2022	Aug 2022	MOM	Sep 2021	YOY	2022	2021	YTD
Median Sales Price	\$193,450	\$214,900	▼ -10.0%	\$184,900	▲ 4.6%	\$189,900	\$168,450	▲ 12.7%
Closed Sales	38	49	▼ -22.4%	43	▼ -11.6%	385	378	▲ 1.9%
New Listings	46	51	▼ -9.8%	52	▼ -11.5%	442	424	▲ 4.2%
Pending Sales	46	46	▬ 0.0%	41	▲ 12.2%	406	391	▲ 3.8%
Days on Market	31	22	▲ 40.9%	41	▼ -24.4%	24	24	▬ 0.0%
Price per Square Foot	\$134	\$142	▼ -5.6%	\$126	▲ 6.3%	\$132	\$117	▲ 12.8%
% of Ask Received	98.4%	98.7%	▼ -0.3%	100.7%	▼ -2.3%	98.4%	99.0%	▼ -0.6%
Active Inventory	57	50	▲ 14.0%	58	▼ -1.7%			
Absorption Rate	1.5	1.0	▲ 50.0%	1.3	▲ 15.4%			

Median Sales Price



Number of Closed Sales



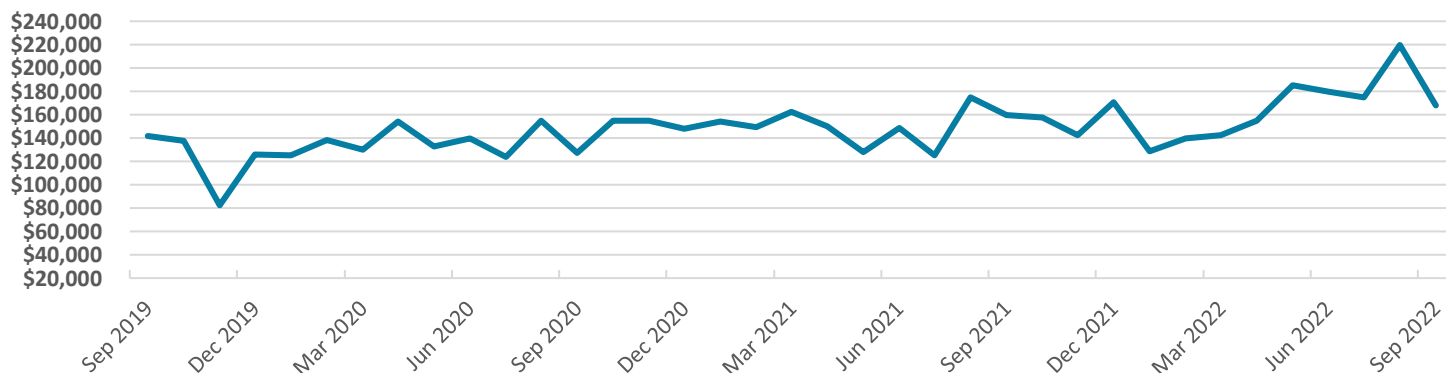
Jennings County

Data for single family homes in Jennings County.

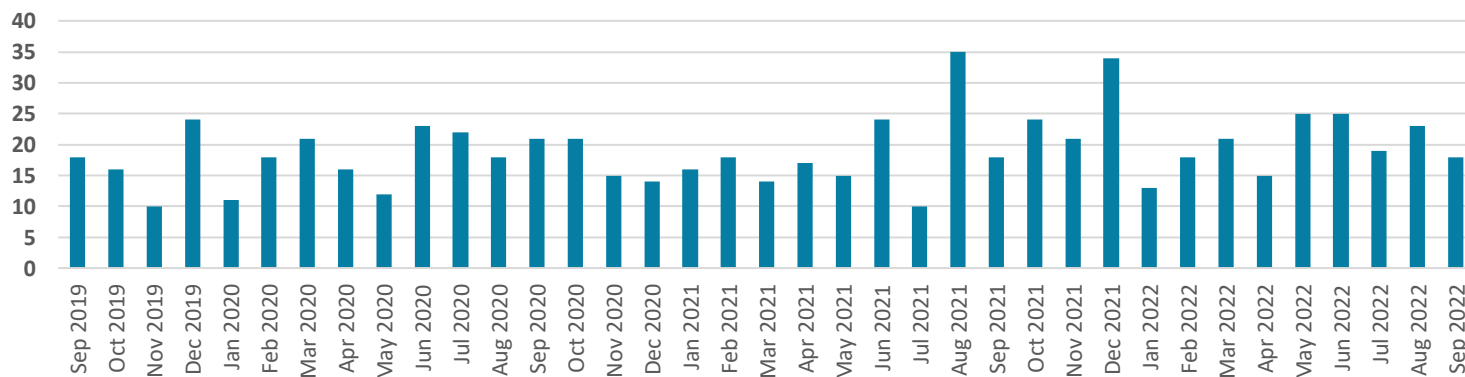


	Sep 2022	Aug 2022	MOM	Sep 2021	YOY	2022	2021	YTD
Median Sales Price	\$167,700	\$219,900	▼ -23.7%	\$160,000	▲ 4.8%	\$175,000	\$150,000	▲ 16.7%
Closed Sales	18	23	▼ -21.7%	18	■ 0.0%	177	167	▲ 6.0%
New Listings	10	28	▼ -64.3%	26	▼ -61.5%	202	207	▼ -2.4%
Pending Sales	9	21	▼ -57.1%	24	▼ -62.5%	180	185	▼ -2.7%
Days on Market	42	33	▲ 27.3%	27	▲ 55.6%	29	26	▲ 11.5%
Price per Square Foot	\$127	\$166	▼ -23.5%	\$136	▼ -6.6%	\$128	\$113	▲ 13.3%
% of Ask Received	96.8%	98.1%	▼ -1.3%	97.8%	▼ -1.0%	96.8%	98.0%	▼ -1.2%
Active Inventory	28	29	▼ -3.4%	28	■ 0.0%			
Absorption Rate	1.6	1.3	▲ 23.1%	1.6	■ 0.0%			

Median Sales Price



Number of Closed Sales



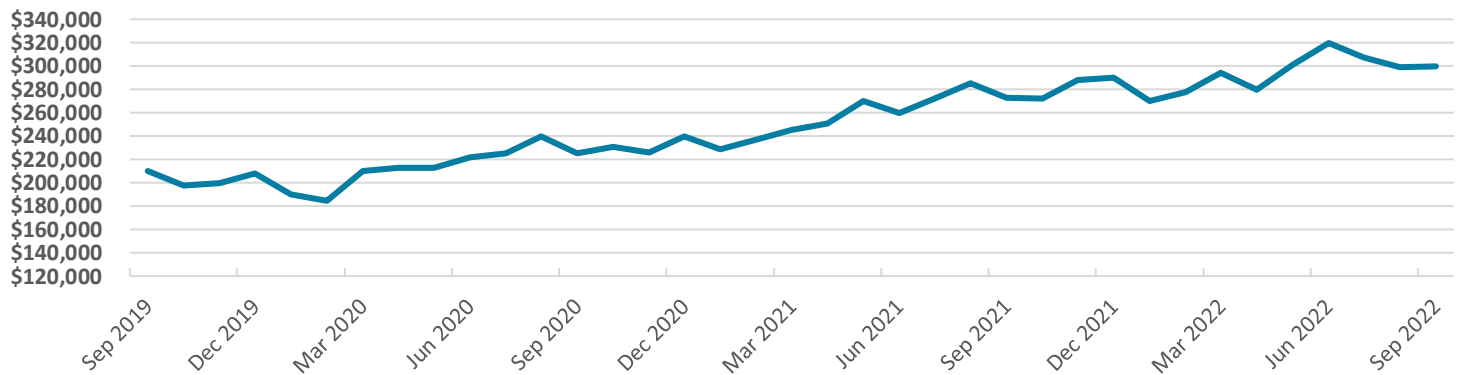
Johnson County

Data for single family homes in Johnson County.

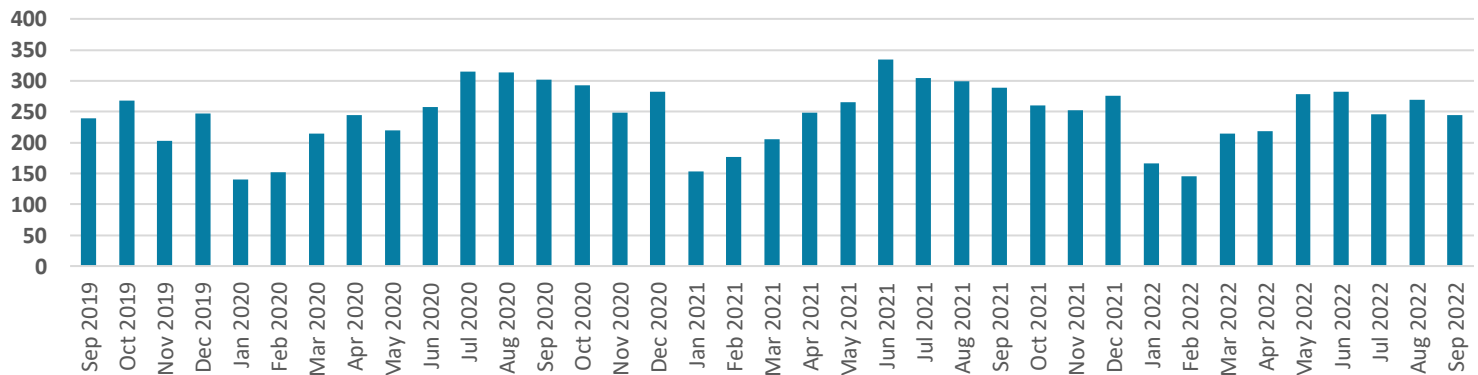


	Sep 2022	Aug 2022	MOM	Sep 2021	YOY	2022	2021	YTD
Median Sales Price	\$300,000	\$299,000	▲ 0.3%	\$273,000	▲ 9.9%	\$297,000	\$260,000	▲ 14.2%
Closed Sales	244	269	▼ -9.3%	289	▼ -15.6%	2,067	2,275	▼ -9.1%
New Listings	260	294	▼ -11.6%	271	▼ -4.1%	2,475	2,506	▼ -1.2%
Pending Sales	219	248	▼ -11.7%	250	▼ -12.4%	2,159	2,400	▼ -10.0%
Days on Market	22	17	▲ 29.4%	12	▲ 83.3%	14	12	▲ 16.7%
Price per Square Foot	\$169	\$171	▼ -1.2%	\$157	▲ 7.6%	\$167	\$146	▲ 14.4%
% of Ask Received	98.8%	100.1%	▼ -1.3%	100.5%	▼ -1.7%	101.1%	101.2%	▼ -0.1%
Active Inventory	315	272	▲ 15.8%	149	▲ 111.4%			
Absorption Rate	1.3	1.0	▲ 30.0%	0.5	▲ 160.0%			

Median Sales Price



Number of Closed Sales



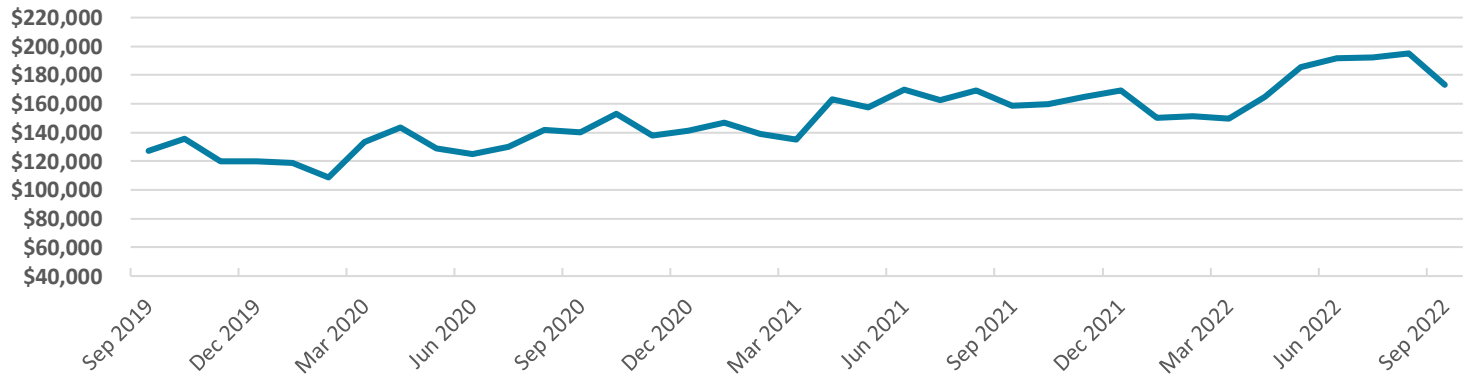
Madison County

Data for single family homes in Madison County.

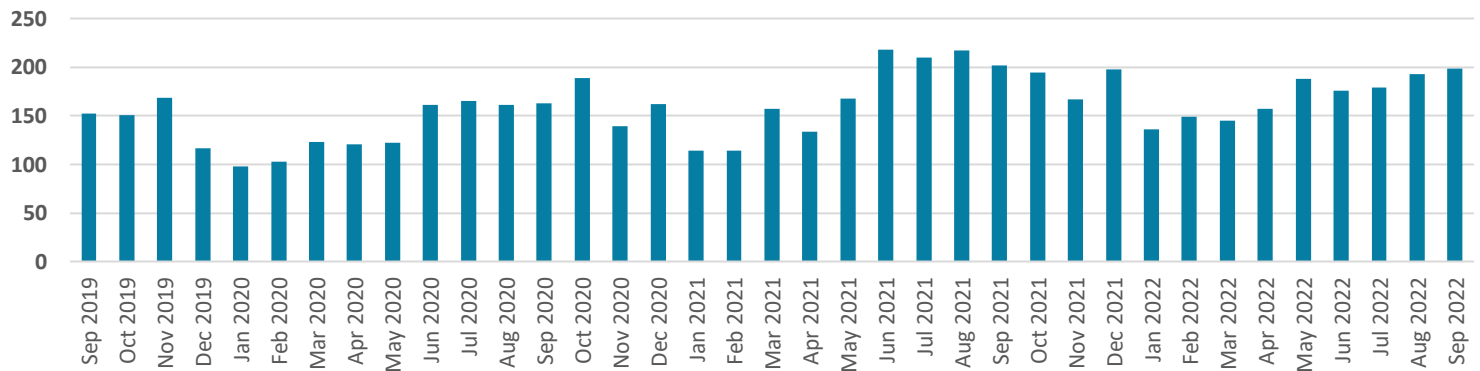


	Sep 2022	Aug 2022	MOM	Sep 2021	YOY	2022	2021	YTD
Median Sales Price	\$173,000	\$195,000	▼ -11.3%	\$158,500	▲ 9.1%	\$174,950	\$156,300	▲ 11.9%
Closed Sales	199	193	▲ 3.1%	202	▼ -1.5%	1,522	1,534	▼ -0.8%
New Listings	238	243	▼ -2.1%	215	▲ 10.7%	1,859	1,762	▲ 5.5%
Pending Sales	206	191	▲ 7.9%	169	▲ 21.9%	1,582	1,642	▼ -3.7%
Days on Market	33	23	▲ 43.5%	20	▲ 65.0%	22	24	▼ -8.3%
Price per Square Foot	\$112	\$120	▼ -6.7%	\$104	▲ 7.7%	\$113	\$100	▲ 13.0%
% of Ask Received	97.0%	98.1%	▼ -1.1%	98.6%	▼ -1.6%	98.4%	98.6%	▼ -0.2%
Active Inventory	287	282	▲ 1.8%	180	▲ 59.4%			
Absorption Rate	1.4	1.5	▼ -6.7%	0.9	▲ 55.6%			

Median Sales Price



Number of Closed Sales



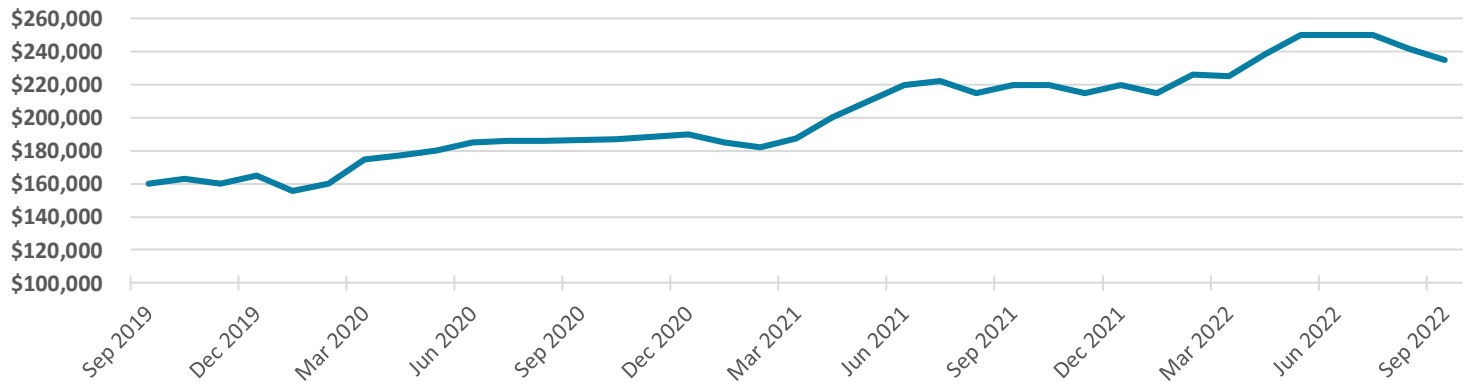
Marion County

Data for single family homes in Marion County.



	Sep 2022	Aug 2022	MOM	Sep 2021	YOY	2022	2021	YTD
Median Sales Price	\$235,000	\$242,000	▼ -2.9%	\$220,000	▲ 6.8%	\$240,000	\$208,000	▲ 15.4%
Closed Sales	1,176	1,320	▼ -10.9%	1401	▼ -16.1%	10,646	11,483	▼ -7.3%
New Listings	1,358	1,530	▼ -11.2%	1599	▼ -15.1%	12,969	13,357	▼ -2.9%
Pending Sales	1,130	1,197	▼ -5.6%	1360	▼ -16.9%	11,119	12,221	▼ -9.0%
Days on Market	27	22	▲ 22.7%	22	▲ 22.7%	20	21	▼ -4.8%
Price per Square Foot	\$154	\$158	▼ -2.5%	\$141	▲ 9.2%	\$157	\$136	▲ 15.4%
% of Ask Received	98.5%	99.2%	▼ -0.7%	100.5%	▼ -2.0%	100.8%	100.7%	▲ 0.1%
Active Inventory	1,685	1,547	▲ 8.9%	1185	▲ 42.2%			
Absorption Rate	1.4	1.2	▲ 16.7%	0.8	▲ 75.0%			

Median Sales Price



Number of Closed Sales



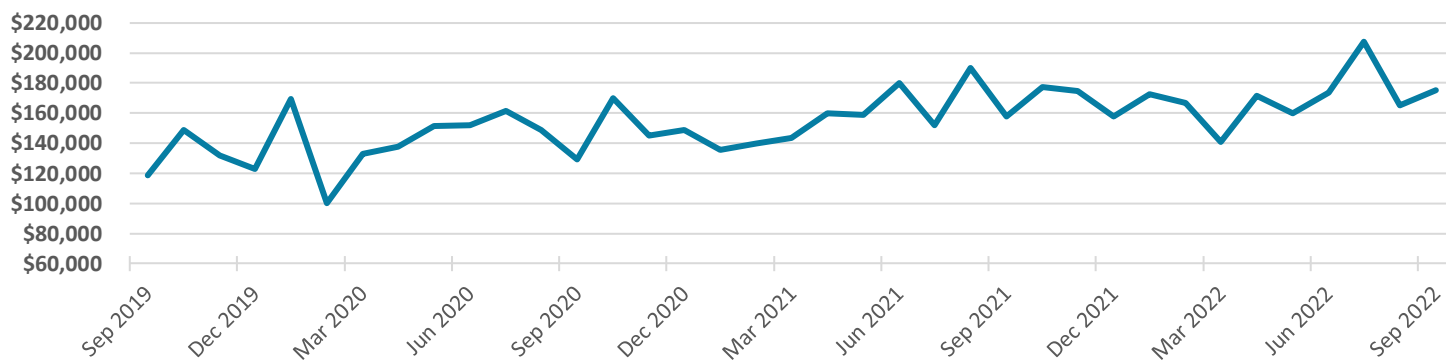
Montgomery County

Data for single family homes in Montgomery County.



	Sep 2022	Aug 2022	MOM	Sep 2021	YOY	2022	2021	YTD
Median Sales Price	\$175,250	\$165,000	▲ 6.2%	\$157,500	▲ 11.3%	\$170,350	\$158,000	▲ 7.8%
Closed Sales	44	50	▼ -12.0%	51	▼ -13.7%	418	421	▼ -0.7%
New Listings	50	58	▼ -13.8%	59	▼ -15.3%	487	502	▼ -3.0%
Pending Sales	38	60	▼ -36.7%	59	▼ -35.6%	438	459	▼ -4.6%
Days on Market	26	25	▲ 4.0%	22	▲ 18.2%	20	22	▼ -9.1%
Price per Square Foot	\$126	\$126	■ 0.0%	\$119	▲ 5.9%	\$126	\$114	▲ 10.5%
% of Ask Received	97.3%	97.8%	▼ -0.5%	98.0%	▼ -0.7%	98.4%	99.0%	▼ -0.6%
Active Inventory	53	47	▲ 12.8%	48	▲ 10.4%			
Absorption Rate	1.2	0.9	▲ 33.3%	0.9	▲ 33.3%			

Median Sales Price



Number of Closed Sales



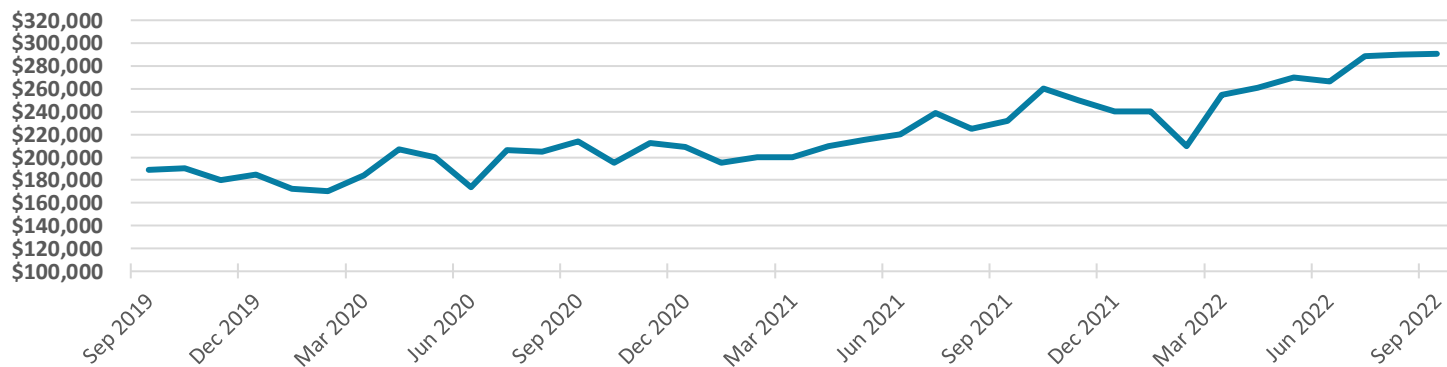
Morgan County

Data for single family homes in Morgan County.

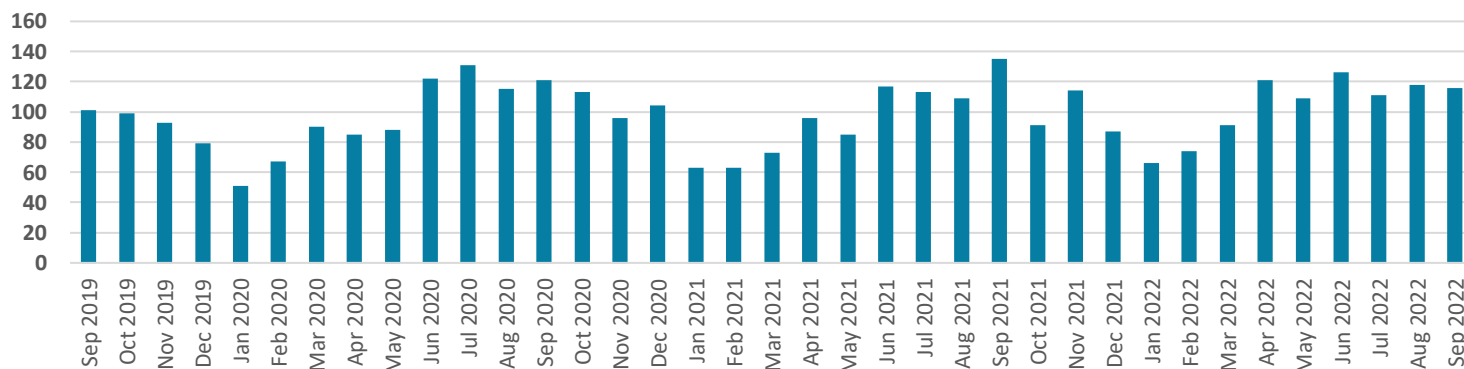


	Sep 2022	Aug 2022	MOM	Sep 2021	YOY	2022	2021	YTD
Median Sales Price	\$291,000	\$289,950	▲ 0.4%	\$232,000	▲ 25.4%	\$270,000	\$220,000	▲ 22.7%
Closed Sales	116	118	▼ -1.7%	135	▼ -14.1%	932	854	▲ 9.1%
New Listings	99	125	▼ -20.8%	122	▼ -18.9%	1,098	995	▲ 10.4%
Pending Sales	107	101	▲ 5.9%	105	▲ 1.9%	1,015	907	▲ 11.9%
Days on Market	30	22	▲ 36.4%	13	▲ 130.8%	24	19	▲ 26.3%
Price per Square Foot	\$168	\$160	▲ 5.0%	\$145	▲ 15.9%	\$161	\$140	▲ 15.0%
% of Ask Received	98.0%	98.3%	▼ -0.3%	99.9%	▼ -1.9%	99.7%	100.0%	▼ -0.3%
Active Inventory	139	145	▼ -4.1%	91	▲ 52.7%			
Absorption Rate	1.2	1.2	■ 0.0%	0.7	▲ 71.4%			

Median Sales Price



Number of Closed Sales



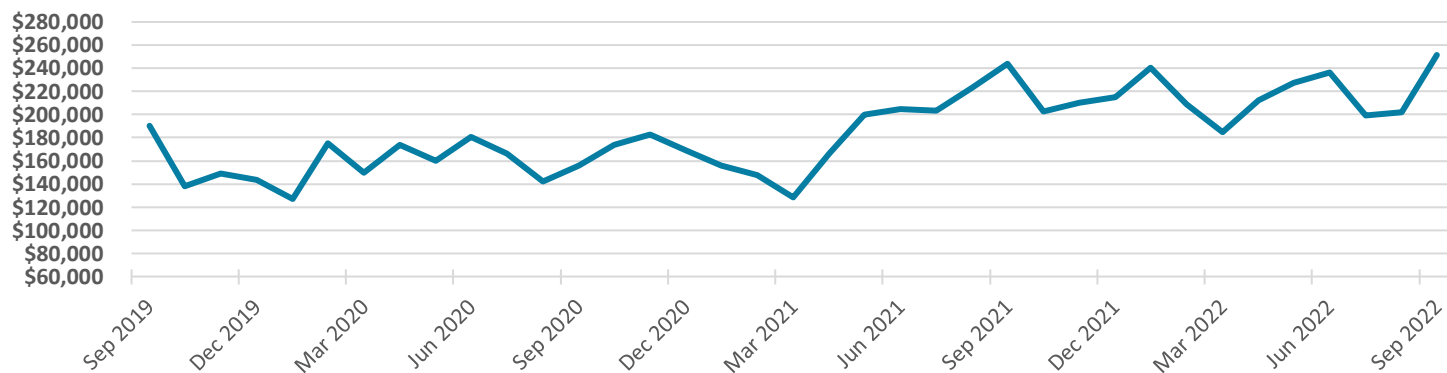
Putnam County

Data for single family homes in Putnam County.

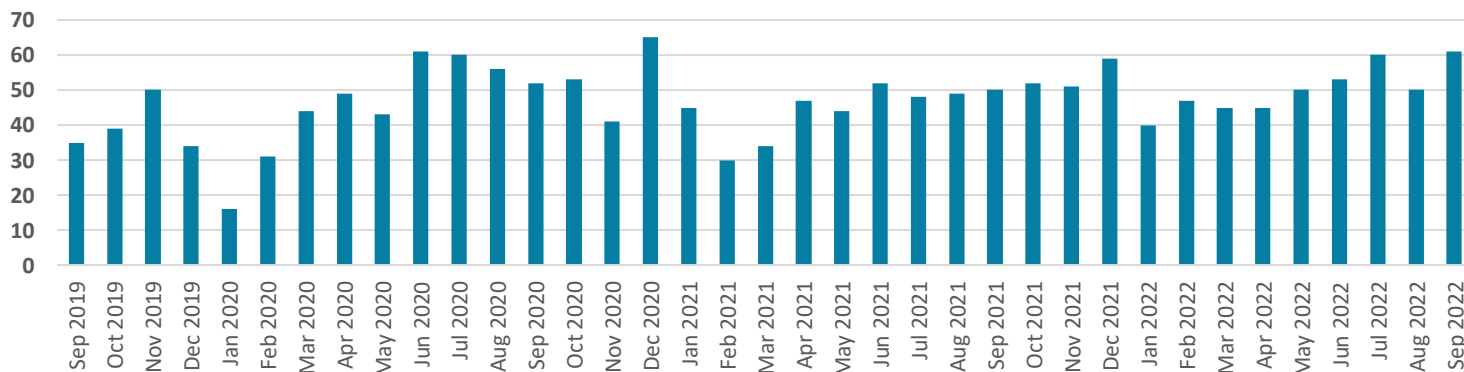


	Sep 2022	Aug 2022	MOM	Sep 2021	YOY	2022	2021	YTD
Median Sales Price	\$251,050	\$202,000	▲ 24.3%	\$243,500	▲ 3.1%	\$215,000	\$195,000	▲ 10.3%
Closed Sales	61	50	▲ 22.0%	50	▲ 22.0%	451	399	▲ 13.0%
New Listings	44	59	▼ -25.4%	72	▼ -38.9%	508	463	▲ 9.7%
Pending Sales	42	56	▼ -25.0%	50	▼ -16.0%	452	413	▲ 9.4%
Days on Market	29	19	▲ 52.6%	11	▲ 163.6%	26	19	▲ 36.8%
Price per Square Foot	\$149	\$156	▼ -4.5%	\$151	▼ -1.3%	\$144	\$128	▲ 12.5%
% of Ask Received	97.4%	95.4%	▲ 2.1%	99.4%	▼ -2.0%	97.7%	99.1%	▼ -1.4%
Active Inventory	64	65	▼ -1.5%	58	▲ 10.3%			
Absorption Rate	1.0	1.3	▼ -23.1%	1.2	▼ -16.7%			

Median Sales Price



Number of Closed Sales



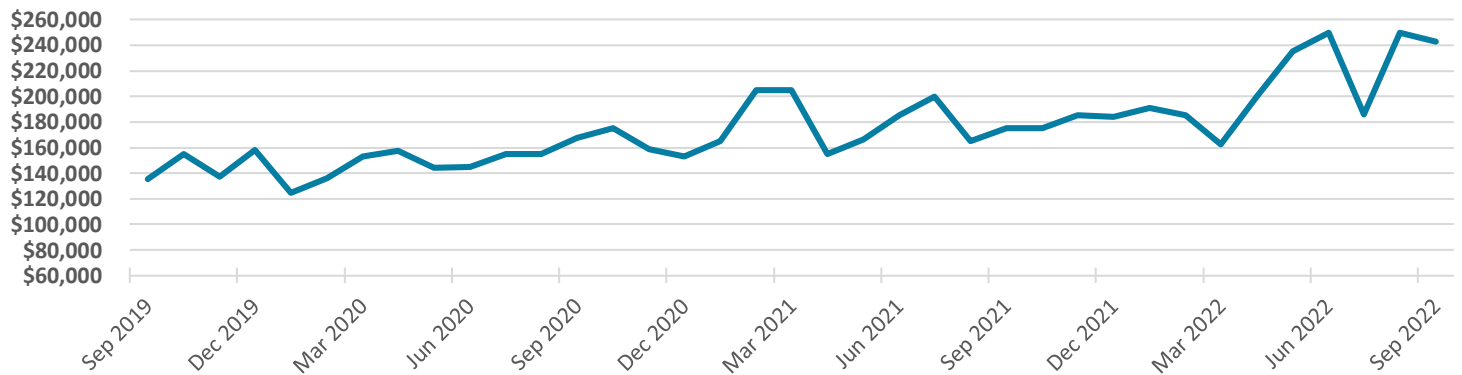
Shelby County

Data for single family homes in Shelby County.

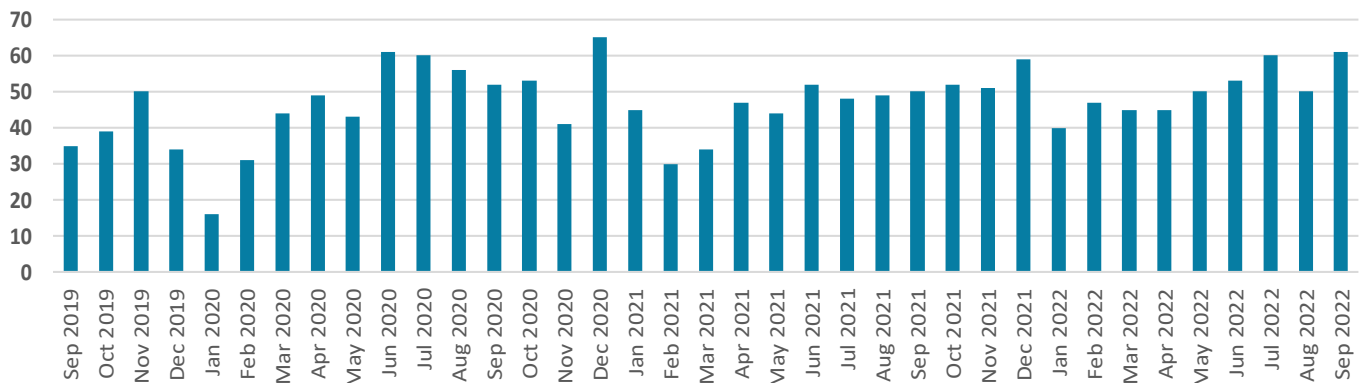


	Sep 2022	Aug 2022	MOM	Sep 2021	YOY	2022	2021	YTD
Median Sales Price	\$242,500	\$250,000	▼ -3.0%	\$175,000	▲ 38.6%	\$210,000	\$180,000	▲ 16.7%
Closed Sales	52	67	▼ -22.4%	62	▼ -16.1%	497	405	▲ 22.7%
New Listings	56	54	▲ 3.7%	62	▼ -9.7%	543	487	▲ 11.5%
Pending Sales	51	57	▼ -10.5%	64	▼ -20.3%	513	455	▲ 12.7%
Days on Market	31	30	▲ 3.3%	18	▲ 72.2%	25	26	▼ -3.8%
Price per Square Foot	\$139	\$137	▲ 1.5%	\$120	▲ 15.8%	\$136	\$118	▲ 15.3%
% of Ask Received	98.8%	96.5%	▲ 2.4%	97.3%	▲ 1.5%	98.7%	99.0%	▼ -0.3%
Active Inventory	62	56	▲ 10.7%	42	▲ 47.6%			
Absorption Rate	1.2	0.8	▲ 50.0%	0.7	▲ 71.4%			

Median Sales Price



Number of Closed Sales



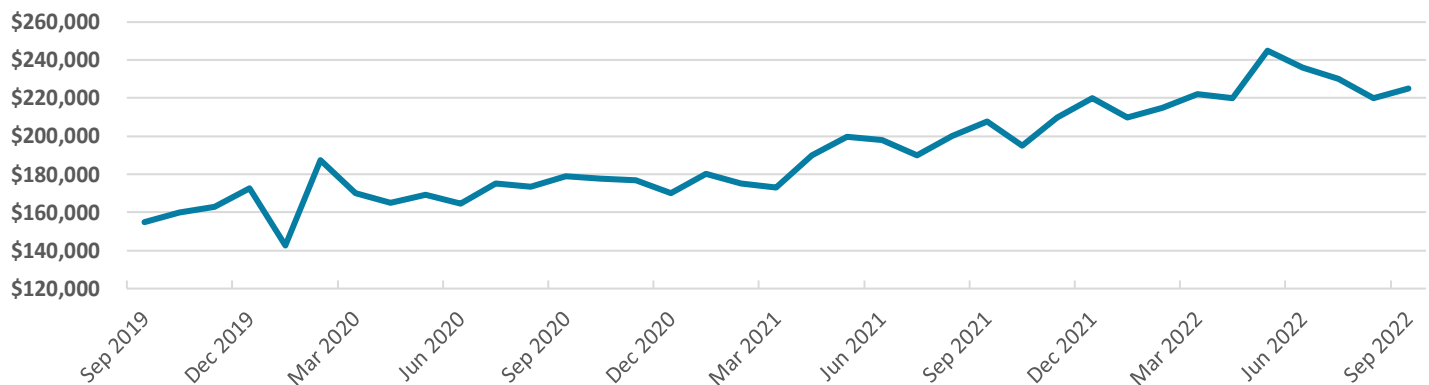
Condominiums

Data for Condominiums across all MIBOR Counties.



	Sep 2022	Aug 2022	MOM	Sep 2021	YOY	2022	2021	YTD
Median Sales Price	\$225,000	\$220,000	▲ 2.3%	\$207,750	▲ 8.3%	\$225,000	\$192,000	▲ 17.2%
Closed Sales	210	268	▼ -21.6%	268	▼ -21.6%	2,128	2,191	▼ -2.9%
New Listings	252	293	▼ -14.0%	281	▼ -10.3%	2,415	2,459	▼ -1.8%
Pending Sales	213	267	▼ -20.2%	227	▼ -6.2%	2,196	2,320	▼ -5.3%
Days on Market	31	17	▲ 82.4%	30	▲ 3.3%	25	28	▼ -10.7%
Price per Square Foot	\$162	\$161	▲ 0.6%	\$144	▲ 12.5%	\$164	\$138	▲ 18.8%
% of Ask Received	99.2%	100.3%	▼ -1.1%	100.0%	▼ -0.8%	101.0%	99.8%	▲ 1.2%
Active Inventory	311	273	▲ 13.9%	270	▲ 15.2%			
Absorption Rate	1.5	1.0	▲ 50.0%	1.0	▲ 50.0%			

Median Sales Price



Number of Closed Sales

