

# MARKET INSIGHTS REPORT

FEBRUARY 2023



## 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 are 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 February 2023 data, this is what our experts are saying:

“The housing market in central Indiana continues to show resilience, with a year-over-year price gain of 9.1% and a single-family home median price of \$275,000, up slightly over last month,” said MIBOR CEO, Shelley Specchio. “Year-over-year closed sales declined by 19.9% to 1,850, a definite improvement from the 28-30% declines we’ve seen in the last few months. Year-over-year pending sales saw the smallest decline since last May, down 4.7%. Demand remains strong as evidenced by the improved sales activity we are seeing now. This is due to the declines we saw in mortgage rates in December and January, which brought some potential homebuyers back into the market.”

Dr. Elliott Eisenberg, an internationally acclaimed economist and public speaker says, “We are seeing a great deal of turmoil in the housing market as interest rates bounce around but remain relatively high. The central Indiana market is doing much better than others nationally, with year-over-year price appreciation hovering around 10% for the last five months. In a growing number of markets across the country we are actually seeing declines in prices year-over-year. Inventories remain near historical lows as we move into the spring selling season, and that should serve to prevent meaningful price softening in markets like central Indiana, where the Covid price run-up was more measured and realistic.”

Year of year data for February:

- Median sales price increased 9.1 percent to \$275,000
- Average days on market increased 120.8 percent at 53
- Current active listings increased 80.2 percent to 2,883

## Contents

<b>MIBOR SERVICE AREA</b>	<b>(1-5)</b>
<b>BARTHOLOMEW COUNTY</b>	<b>(6)</b>
<b>BOONE COUNTY</b>	<b>(7)</b>
<b>BROWN COUNTY</b>	<b>(8)</b>
<b>DECATUR COUNTY</b>	<b>(9)</b>
<b>HAMILTON COUNTY</b>	<b>(10)</b>
<b>HANCOCK COUNTY</b>	<b>(11)</b>
<b>HENDRICKS COUNTY</b>	<b>(12)</b>
<b>JACKSON COUNTY</b>	<b>(13)</b>
<b>JENNINGS COUNTY</b>	<b>(14)</b>
<b>JOHNSON COUNTY</b>	<b>(15)</b>
<b>MADISON COUNTY</b>	<b>(16)</b>
<b>MARION COUNTY</b>	<b>(17)</b>
<b>MONTGOMERY COUNTY</b>	<b>(18)</b>
<b>MORGAN COUNTY</b>	<b>(19)</b>
<b>PUTNAM COUNTY</b>	<b>(20)</b>
<b>SHELBY COUNTY</b>	<b>(21)</b>
<b>CONDOS</b>	<b>(22)</b>

# MARKET SUMMARY



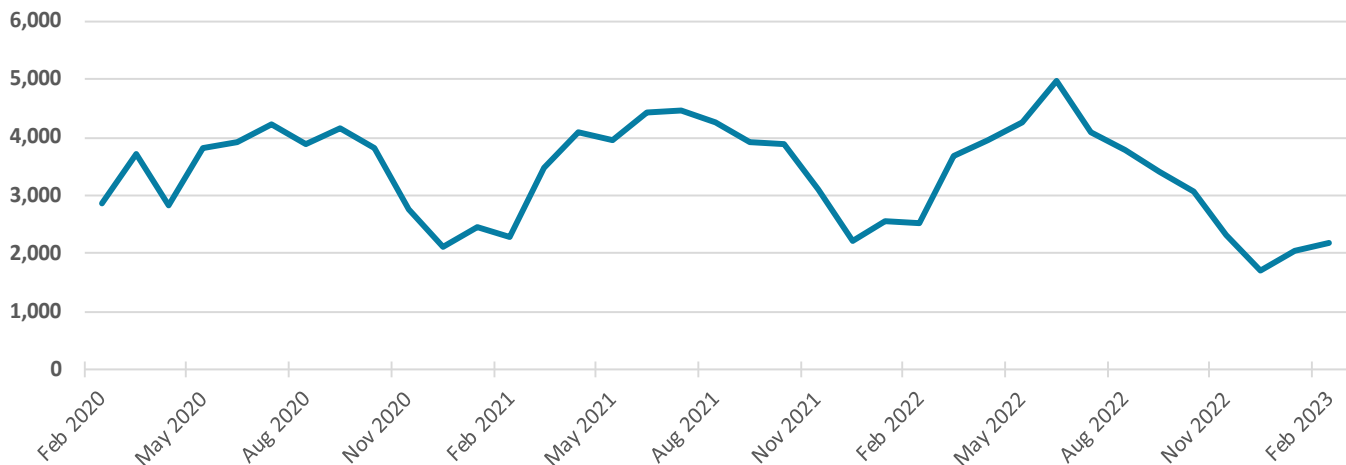
INCLUDES DATA FROM THE FOLLOWING COUNTIES FOR SINGLE FAMILY HOMES: BARTHOLOMEW, BOONE, BROWN, DECATUR, HAMILTON, HANCOCK, HENDRICKS, JACKSON, JENNINGS, JOHNSON, MADISON, MARION, MONTGOMERY, MORGAN, PUTNAM, SHELBY.

	Feb 2023	Jan 2023	MOM	Feb 2022	YOY	2023	2022	YTD
Median Sales Price	\$275,000	\$273,000	▲ 0.7%	\$252,000	▲ 9.1%	\$275,000	\$250,000	▲ 10.0%
Closed Sales	1,850	1,541	▲ 20.1%	2,309	▼ -19.9%	3,391	4,519	▼ -25.0%
New Listings	2,202	2,047	▲ 7.6%	2,541	▼ -13.3%	4,249	5,103	▼ -16.7%
Pending Sales	2,502	2,281	▲ 9.7%	2,575	▼ -2.8%	4,783	5,254	▼ -9.0%
Days on Market	53	61	▼ -13.1%	24	▲ 120.8%	57	26	▲ 119.2%
Price per Square Foot	\$146	\$156	▼ -6.4%	\$152	▼ -3.9%	\$151	\$150	▲ 0.7%
% of Ask Received	97.5%	96.9%	▲ 0.6%	100.1%	▼ -2.6%	97.2%	99.8%	▼ -2.6%
Active Inventory	2,883	3,557	▼ -18.9%	1,600	▲ 80.2%			
Absorption Rate	1.6	2.3	▼ -30.4%	0.7	▲ 128.6%			

## New Listings

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

February 2023	Month over Month Change	Year over Year Change	Year to Date Change
2,202	▲ 7.6%	▼ -13.3%	▼ -16.7%

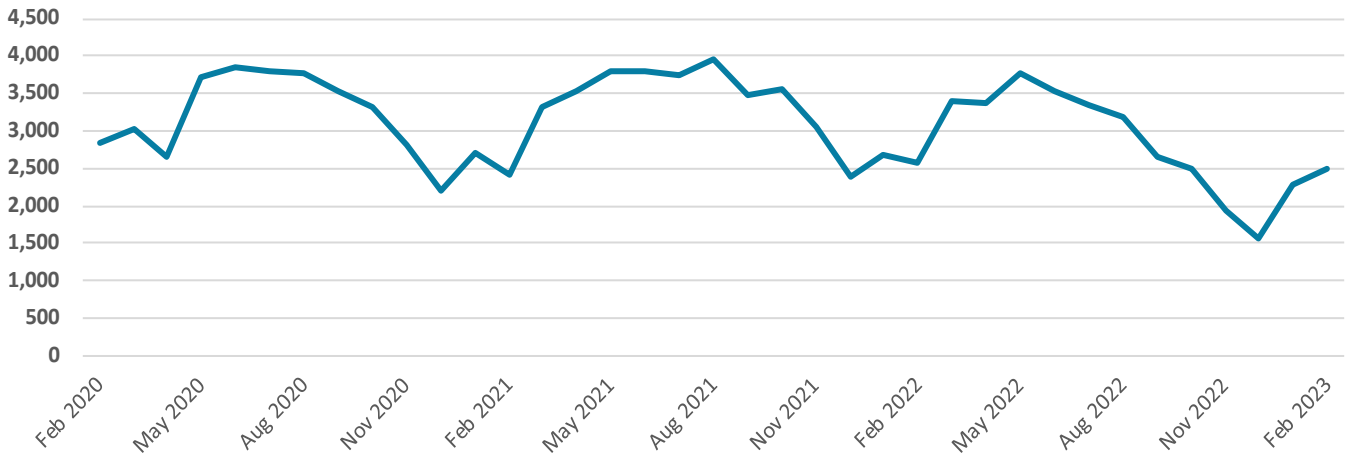


# Pending Sales

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



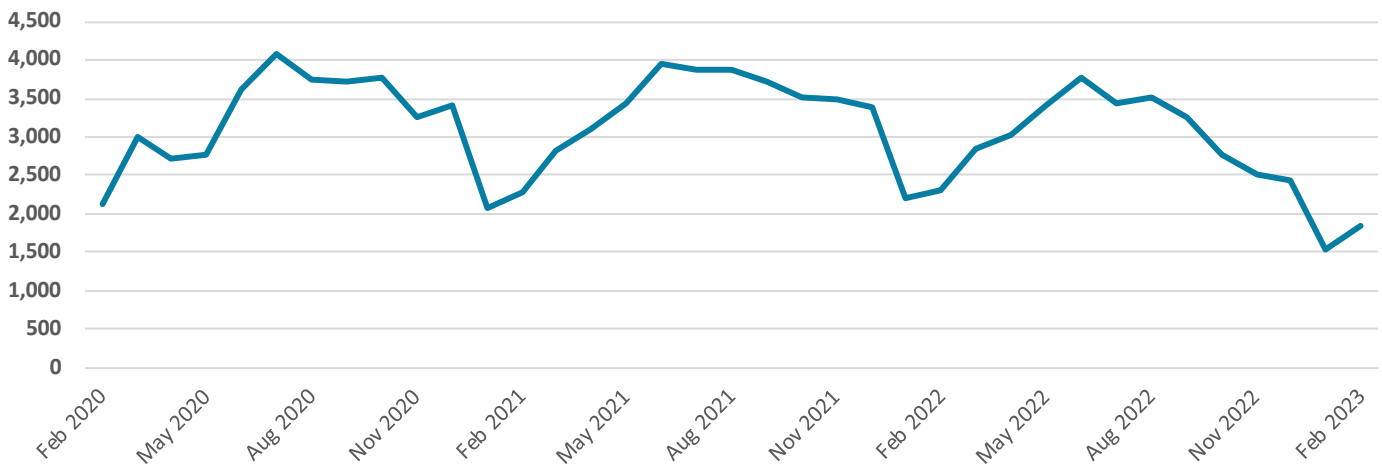
February 2023	Month over Month Change	Year over Year Change	Year to Date Change
2,502	▲ 9.7%	▼ -2.8%	▼ -9.0%



# Closed Sales

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

February 2023	Month over Month Change	Year over Year Change	Year to Date Change
1,850	▲ 20.1%	▼ -19.9%	▼ -25.0%

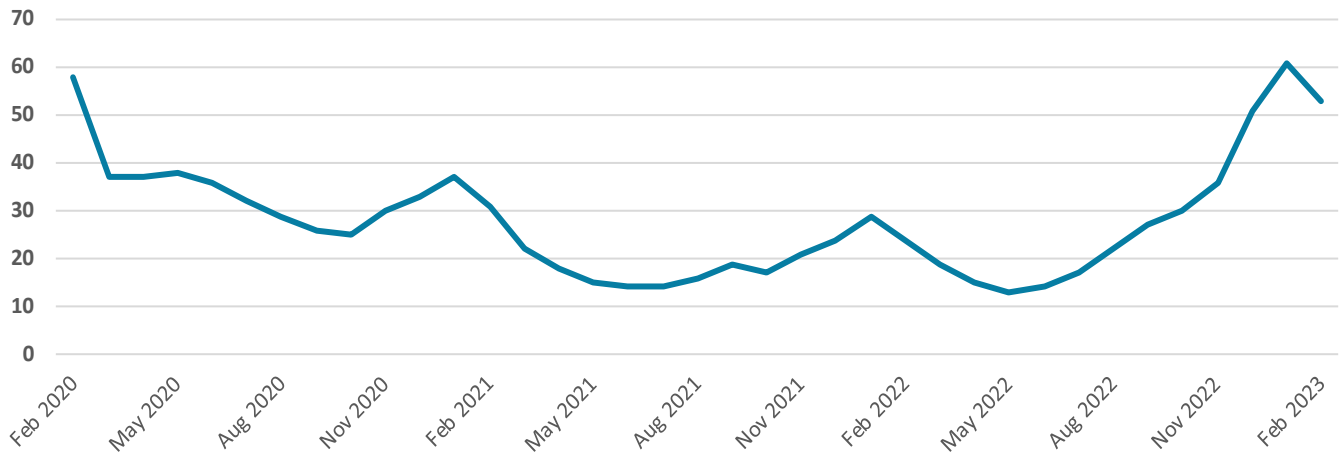


# Cumulative Days on Market

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



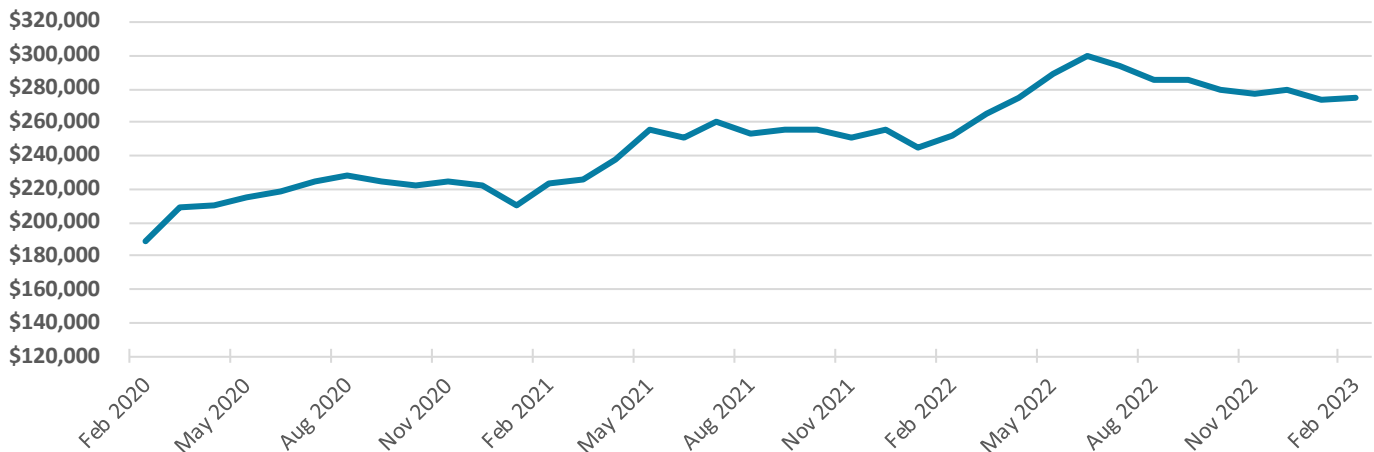
February 2023	Month over Month Change	Year over Year Change	Year to Date Change
53	▼ -13.1%	▲ 120.8%	▲ 119.2%



# 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.

February 2023	Month over Month Change	Year over Year Change	Year to Date Change
\$275,000	▲ 0.7%	▲ 9.1%	▲ 10.0%



# Sold Price per Square Foot

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



February 2023

**\$146**

Month over Month Change



**-6.4%**

Year over Year Change

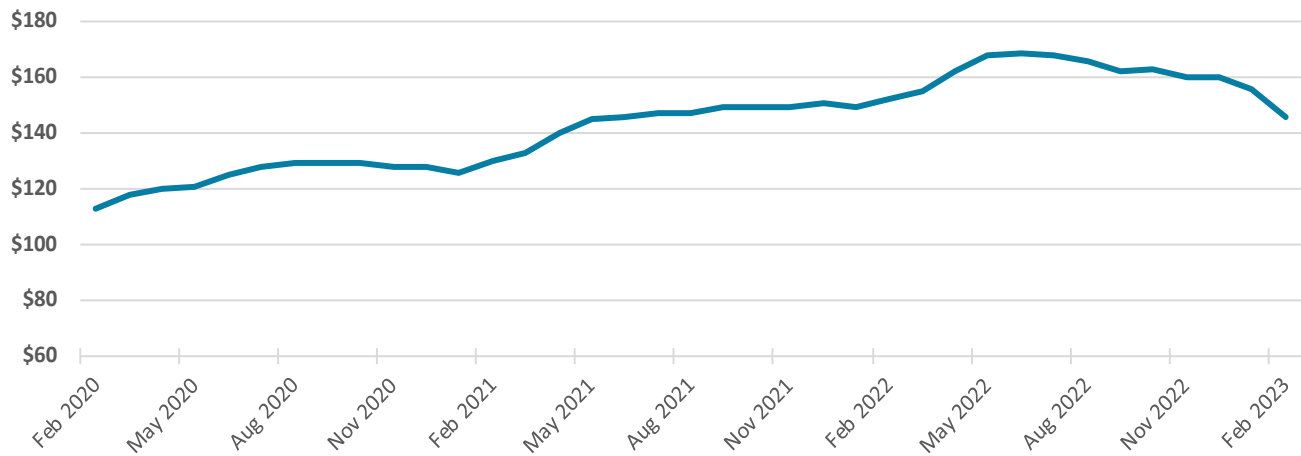


**-3.9%**

Year to Date Change



**0.7%**



# Percent of Ask Price Received

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

February 2023

**97.5%**

Month over Month Change



**0.6%**

Year over Year Change

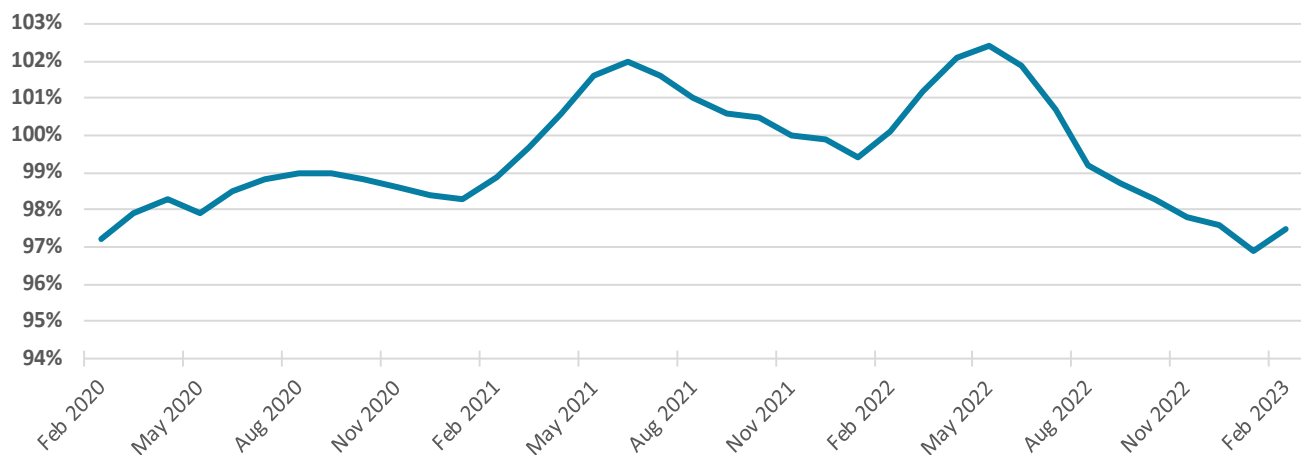


**-2.6%**

Year to Date Change



**-2.6%**

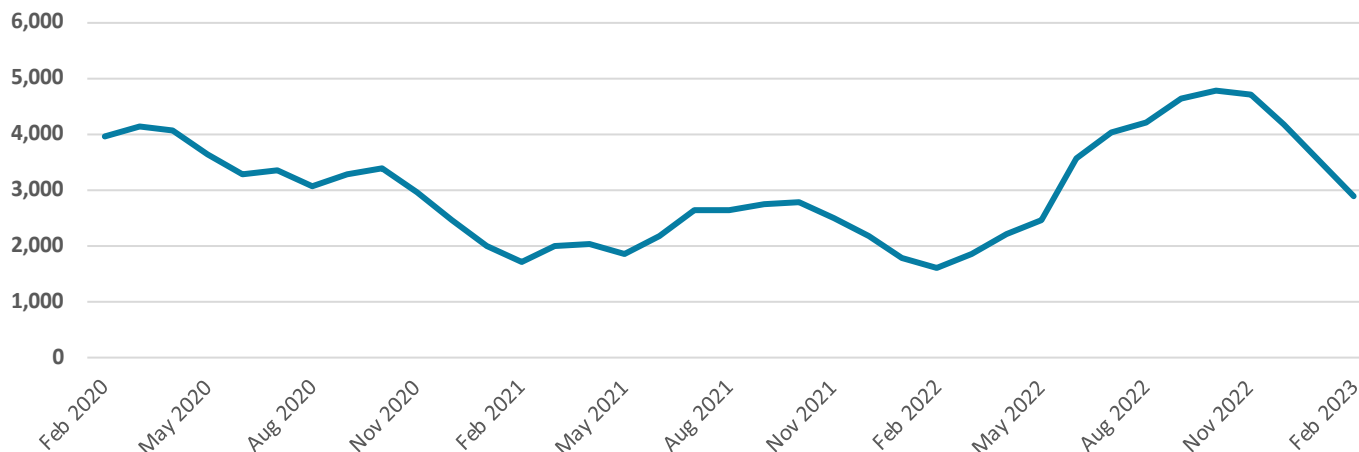


# Active Inventory

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.



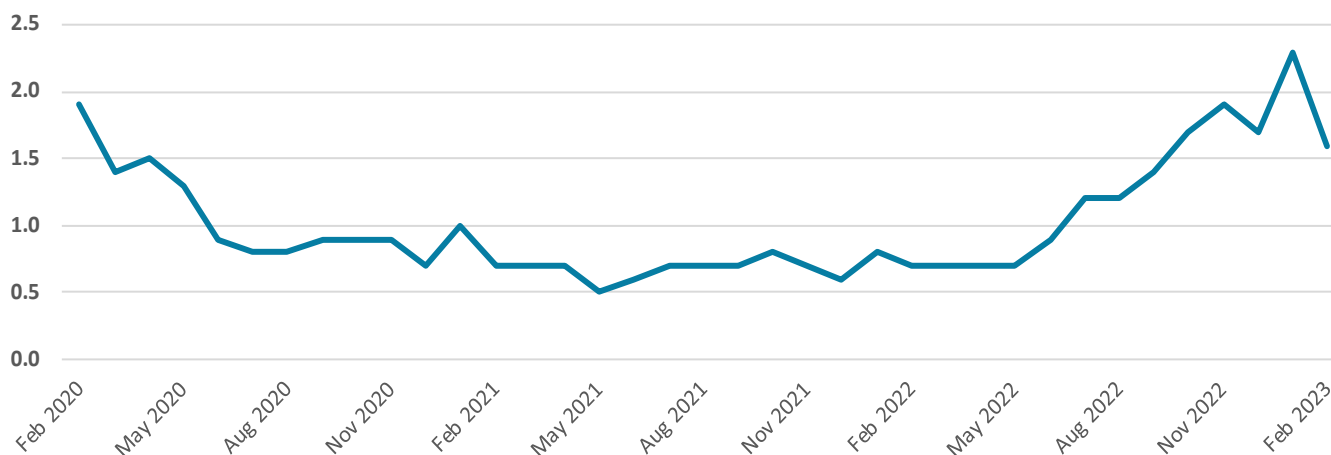
February 2023	Month over Month Change	Year over Year Change
2,883	<span style="color: red;">▼</span> -18.9%	<span style="color: green;">▲</span> 80.2%



# 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.

February 2023	Month over Month Change	Year over Year Change
1.6	<span style="color: red;">▼</span> -30.4%	<span style="color: green;">▲</span> 128.6%



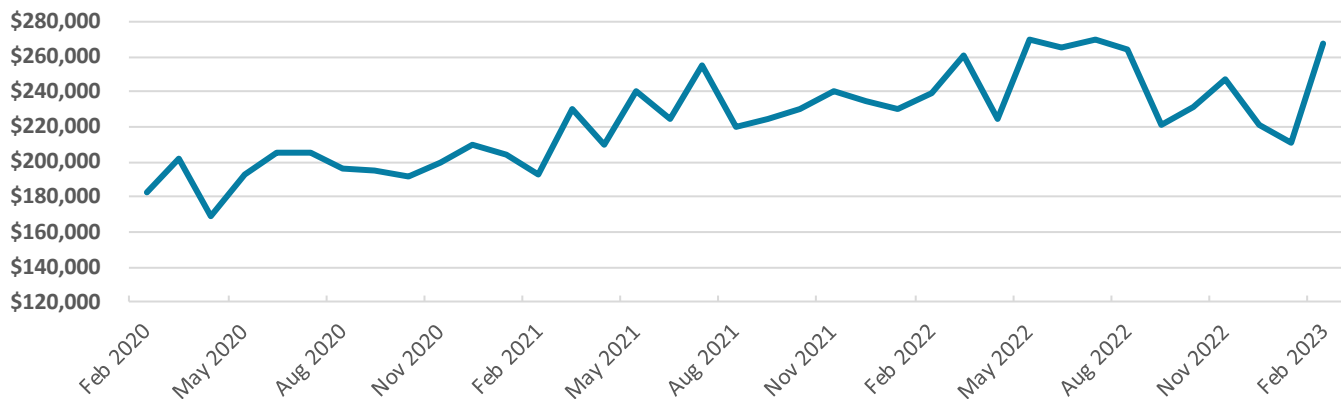
# Bartholomew County

Data for single family homes in Bartholomew County.

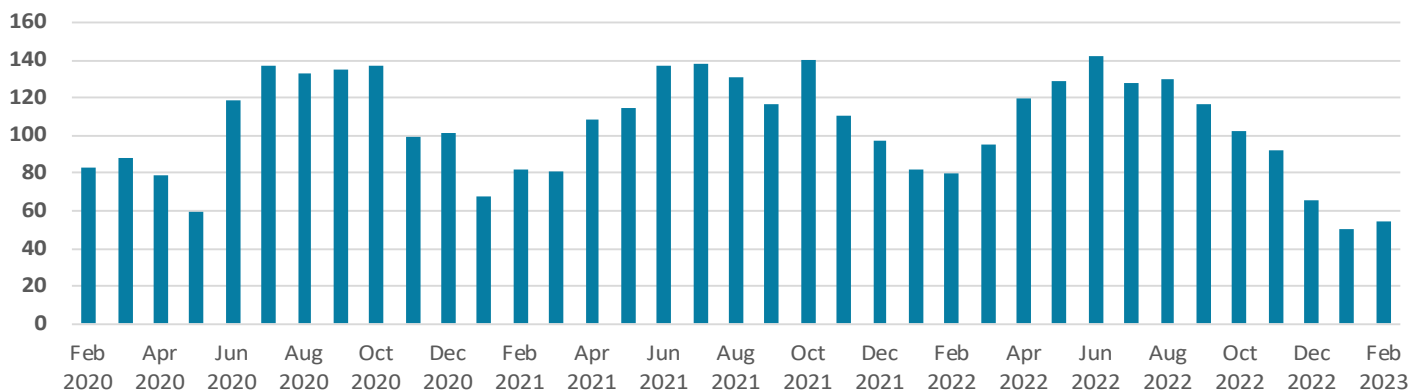


	Feb 2023	Jan 2023	MOM	Feb 2022	YOY	2023	2022	YTD
Median Sales Price	\$267,500	\$211,000	▲ 26.8%	\$239,500	▲ 11.7%	\$234,500	\$237,750	▼ -1.4%
Closed Sales	54	50	▲ 8.0%	80	▼ -32.5%	104	162	▼ -35.8%
New Listings	82	55	▲ 49.1%	108	▼ -24.1%	137	199	▼ -31.2%
Pending Sales	75	65	▲ 15.4%	103	▼ -27.2%	140	179	▼ -21.8%
Days on Market	43	63	▼ -31.7%	18	▲ 138.9%	52	19	▲ 173.7%
Price per Square Foot	\$140	\$149	▼ -6.0%	\$141	▼ -0.7%	\$144	\$144	■ 0.0%
% of Ask Received	96.7%	95.7%	▲ 1.0%	98.8%	▼ -2.1%	96.2%	98.4%	▼ -2.2%
Active Inventory	84	88	▼ -4.5%	58	▲ 44.8%			
Absorption Rate	1.6	1.8	▼ -11.1%	0.7	▲ 128.6%			

## Median Sales Price



## Number of Closed Sales



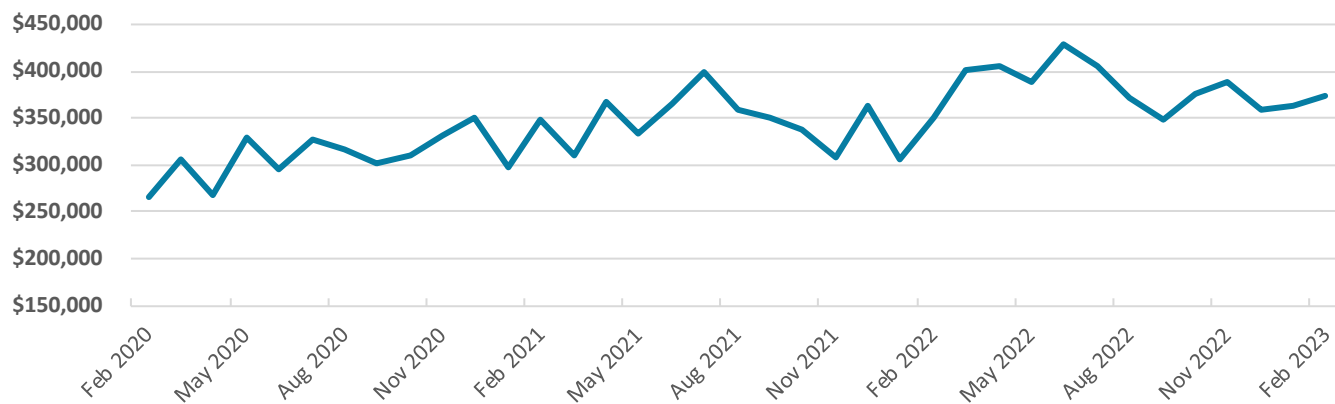
# Boone County

Data for single family homes in Boone County.

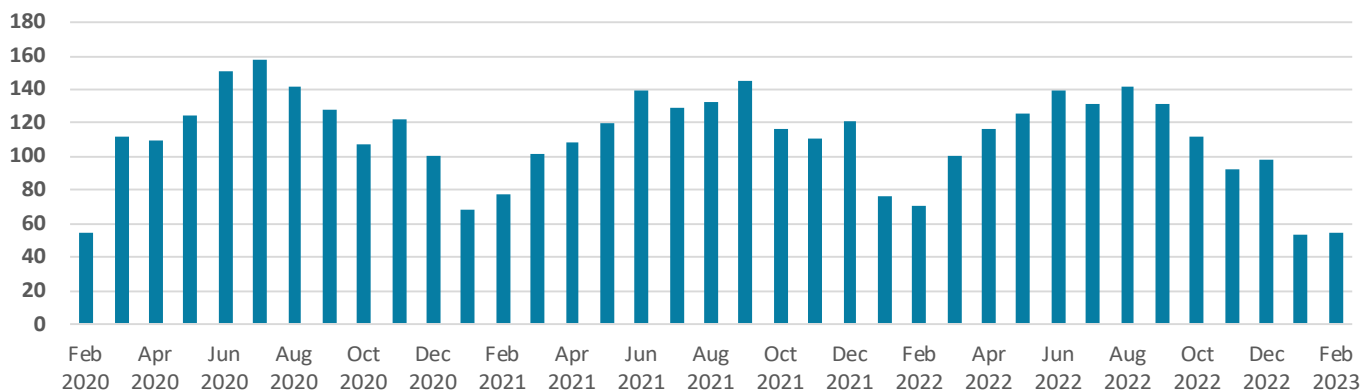


	Feb 2023	Jan 2023	MOM	Feb 2022	YOY	2023	2022	YTD
Median Sales Price	\$374,990	\$362,500	▲ 3.4%	\$350,975	▲ 6.8%	\$362,625	\$330,885	▲ 9.6%
Closed Sales	55	53	▲ 3.8%	71	▼ -22.5%	108	147	▼ -26.5%
New Listings	95	71	▲ 33.8%	114	▼ -16.7%	166	223	▼ -25.6%
Pending Sales	93	72	▲ 29.2%	93	■ 0.0%	165	168	▼ -1.8%
Days on Market	65	58	▲ 12.1%	19	▲ 242.1%	62	23	▲ 169.6%
Price per Square Foot	\$164	\$170	▼ -3.5%	\$174	▼ -5.7%	\$167	\$173	▼ -3.5%
% of Ask Received	98.7%	97.9%	▲ 0.8%	99.8%	▼ -1.1%	98.3%	99.9%	▼ -1.6%
Active Inventory	134	156	▼ -14.1%	118	▲ 13.6%			
Absorption Rate	2.4	2.9	▼ -17.2%	1.7	▲ 41.2%			

## Median Sales Price



## Number of Closed Sales





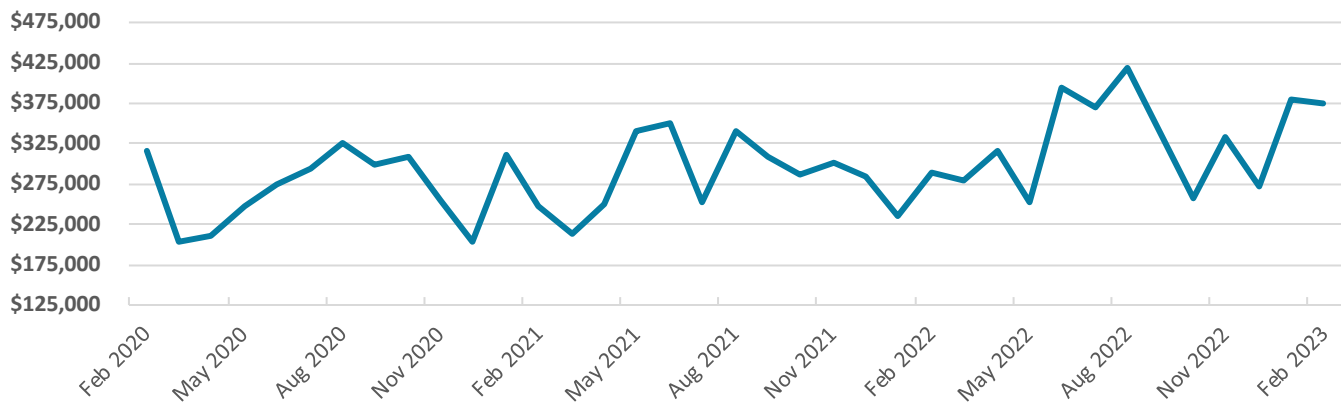
# Brown County

Data for single family homes in Brown County.

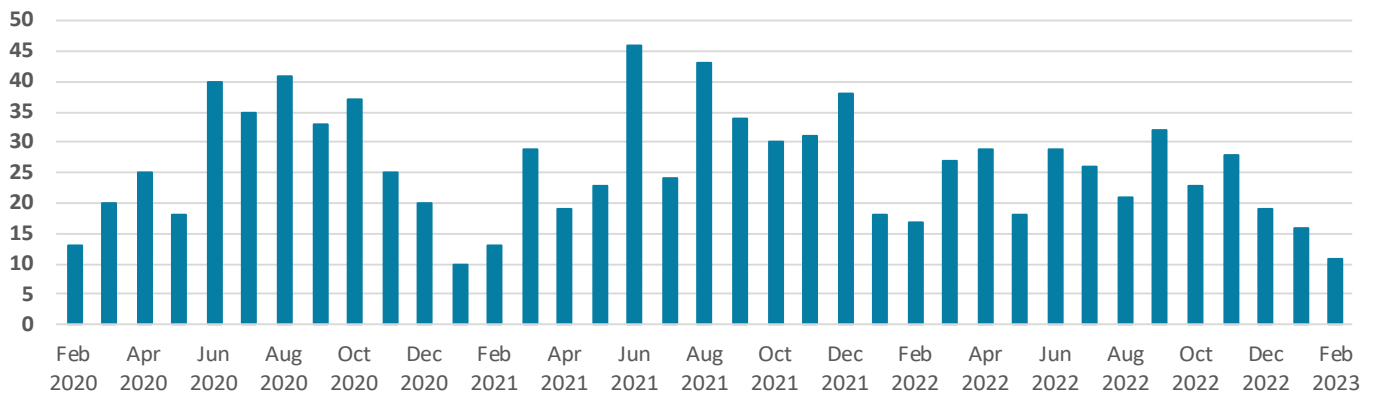


	Feb 2023	Jan 2023	MOM	Feb 2022	YOY	2023	2022	YTD
Median Sales Price	\$375,000	\$380,000	▼ -1.3%	\$290,000	▲ 29.3%	\$377,500	\$250,000	▲ 51.0%
Closed Sales	11	16	▼ -31.3%	17	▼ -35.3%	27	35	▼ -22.9%
New Listings	17	19	▼ -10.5%	16	▲ 6.3%	36	34	▲ 5.9%
Pending Sales	24	18	▲ 33.3%	20	▲ 20.0%	42	46	▼ -8.7%
Days on Market	81	107	▼ -24.3%	49	▲ 65.3%	93	49	▲ 89.8%
Price per Square Foot	\$227	\$230	▼ -1.3%	\$182	▲ 24.7%	\$229	\$209	▲ 9.6%
% of Ask Received	97.9%	94.9%	▲ 3.2%	96.4%	▲ 1.6%	96.2%	97.2%	▼ -1.0%
Active Inventory	35	46	▼ -23.9%	23	▲ 52.2%			
Absorption Rate	3.2	2.9	▲ 10.3%	1.4	▲ 128.6%			

## Median Sales Price



## Number of Closed Sales



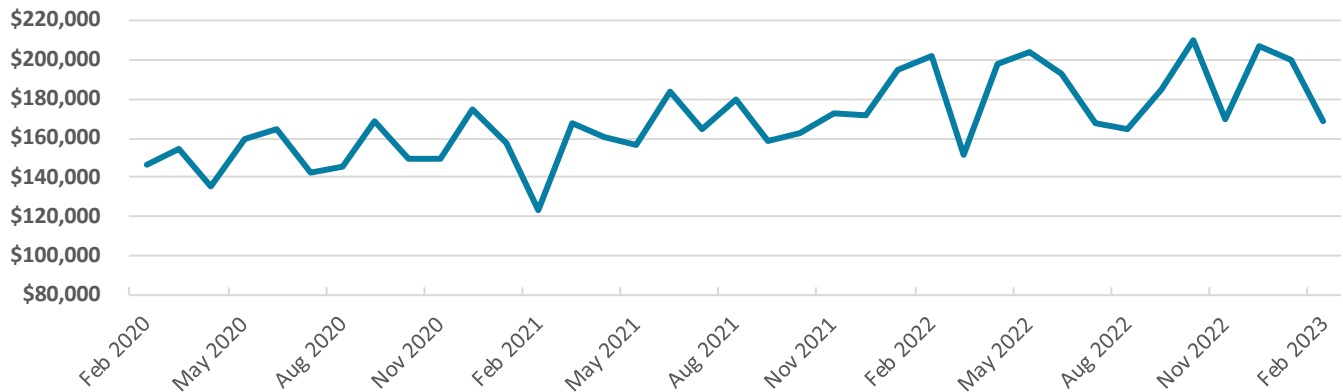
# Decatur County

Data for single family homes in Decatur County.

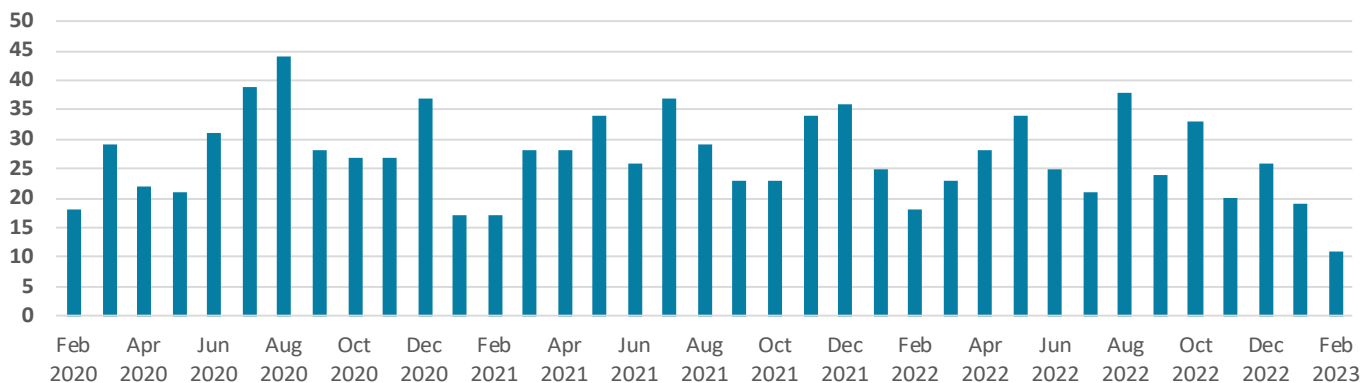


	Feb 2023	Jan 2023	MOM	Feb 2022	YOY	2023	2022	YTD
Median Sales Price	\$169,000	\$200,100	▼ -15.5%	\$202,250	▼ -16.4%	\$172,500	\$196,000	▼ -12.0%
Closed Sales	11	19	▼ -42.1%	18	▼ -38.9%	30	43	▼ -30.2%
New Listings	16	10	▲ 60.0%	17	▼ -5.9%	26	41	▼ -36.6%
Pending Sales	26	10	▲ 160.0%	21	▲ 23.8%	36	41	▼ -12.2%
Days on Market	65	55	▲ 18.2%	39	▲ 66.7%	62	43	▲ 44.2%
Price per Square Foot	\$115	\$148	▼ -22.3%	\$141	▼ -18.4%	\$136	\$145	▼ -6.2%
% of Ask Received	97.0%	96.6%	▲ 0.4%	98.1%	▼ -1.1%	96.7%	98.1%	▼ -1.4%
Active Inventory	21	33	▼ -36.4%	26	▼ -19.2%			
Absorption Rate	1.9	1.7	▲ 11.8%	1.4	▲ 35.7%			

## Median Sales Price



## Number of Closed Sales



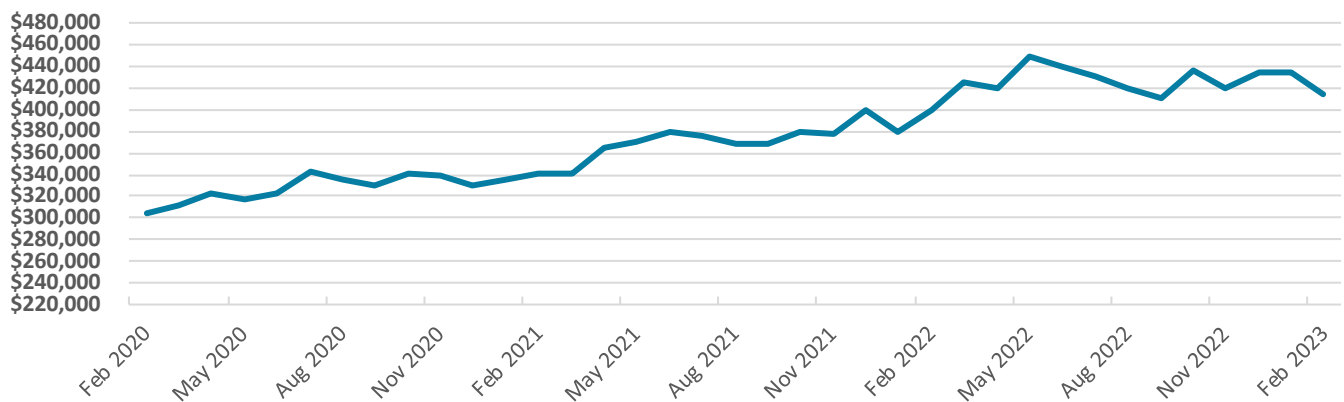
# Hamilton County

Data for single family homes in Hamilton County.

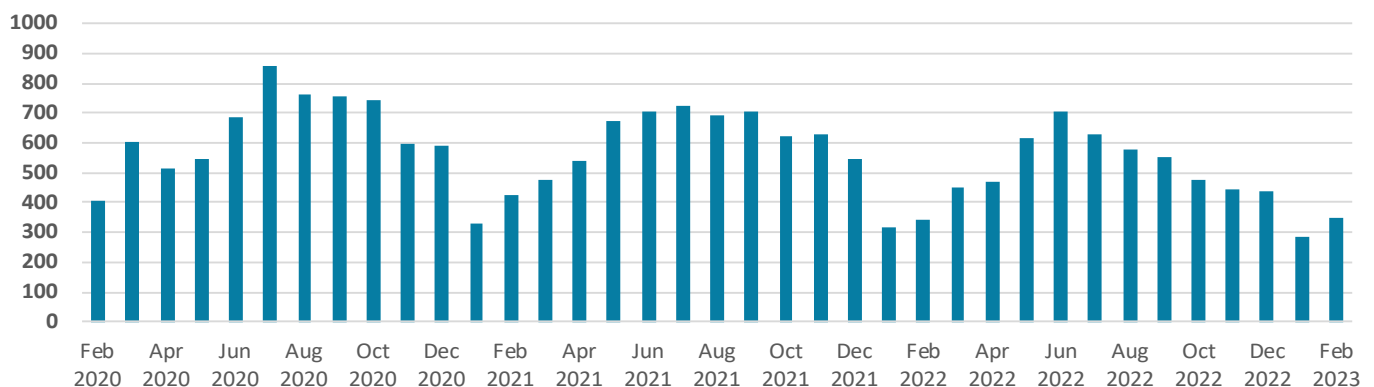


	Feb 2023	Jan 2023	MOM	Feb 2022	YOY	2023	2022	YTD
Median Sales Price	\$415,000	\$434,995	▼ -4.6%	\$399,500	▲ 3.9%	\$425,000	\$389,000	▲ 9.3%
Closed Sales	346	285	▲ 21.4%	344	▲ 0.6%	631	661	▼ -4.5%
New Listings	337	330	▲ 2.1%	401	▼ -16.0%	667	789	▼ -15.5%
Pending Sales	380	412	▼ -7.8%	400	▼ -5.0%	792	808	▼ -2.0%
Days on Market	45	52	▼ -13.5%	16	▲ 181.3%	49	20	▲ 145.0%
Price per Square Foot	\$172	\$190	▼ -9.5%	\$183	▼ -6.0%	\$180	\$182	▼ -1.1%
% of Ask Received	98.4%	97.8%	▲ 0.6%	102.7%	▼ -4.2%	98.2%	101.9%	▼ -3.6%
Active Inventory	360	433	▼ -16.9%	130	▲ 176.9%			
Absorption Rate	1.0	1.5	▼ -33.3%	0.4	▲ 150.0%			

## Median Sales Price



## Number of Closed Sales



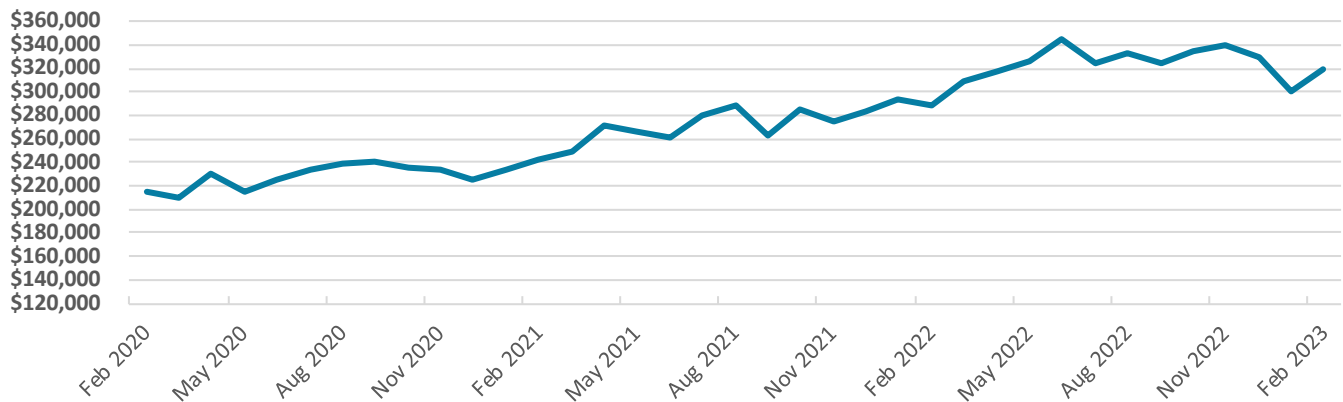
# Hancock County

Data for single family homes in Hancock County.

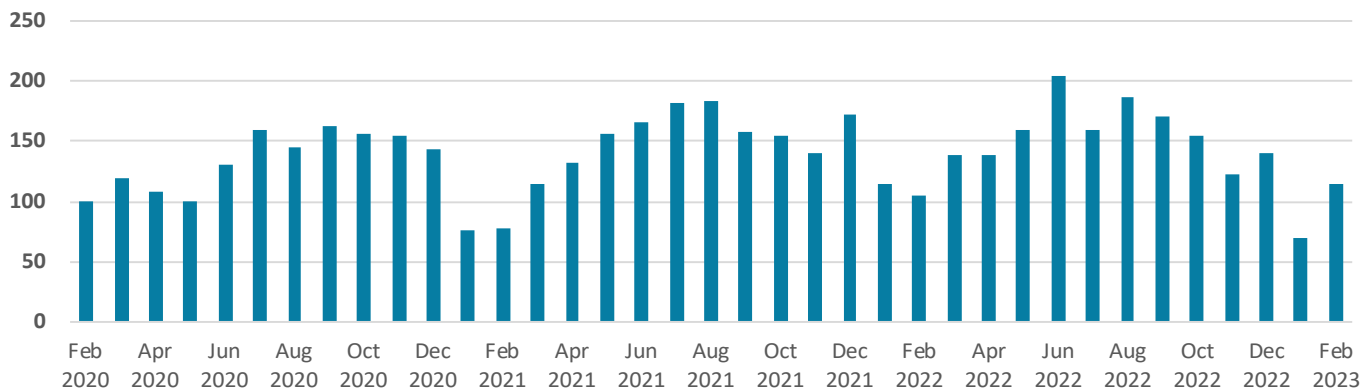


	Feb 2023	Jan 2023	MOM	Feb 2022	YOY	2023	2022	YTD
Median Sales Price	\$320,000	\$301,195	▲ 6.2%	\$289,000	▲ 10.7%	\$319,900	\$289,500	▲ 10.5%
Closed Sales	115	69	▲ 66.7%	105	▲ 9.5%	184	220	▼ -16.4%
New Listings	91	108	▼ -15.7%	134	▼ -32.1%	199	277	▼ -28.2%
Pending Sales	118	140	▼ -15.7%	135	▼ -12.6%	258	292	▼ -11.6%
Days on Market	77	85	▼ -9.4%	21	▲ 266.7%	81	25	▲ 224.0%
Price per Square Foot	\$150	\$161	▼ -6.8%	\$143	▲ 4.9%	\$154	\$143	▲ 7.7%
% of Ask Received	98.2%	97.8%	▲ 0.4%	100.6%	▼ -2.4%	98.0%	100.1%	▼ -2.1%
Active Inventory	161	216	▼ -25.5%	84	▲ 91.7%			
Absorption Rate	1.4	3.1	▼ -54.8%	0.8	▲ 75.0%			

## Median Sales Price



## Number of Closed Sales



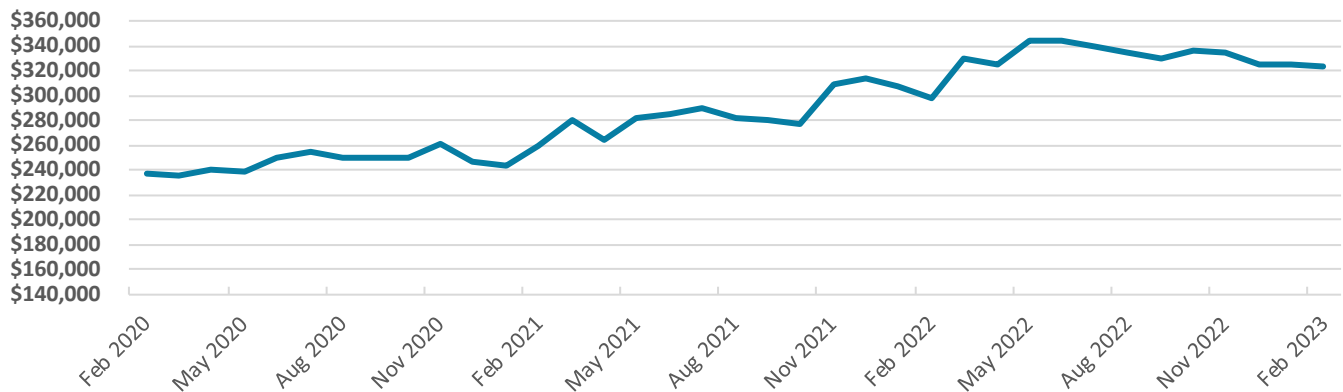
# Hendricks County

Data for single family homes in Hendricks County.

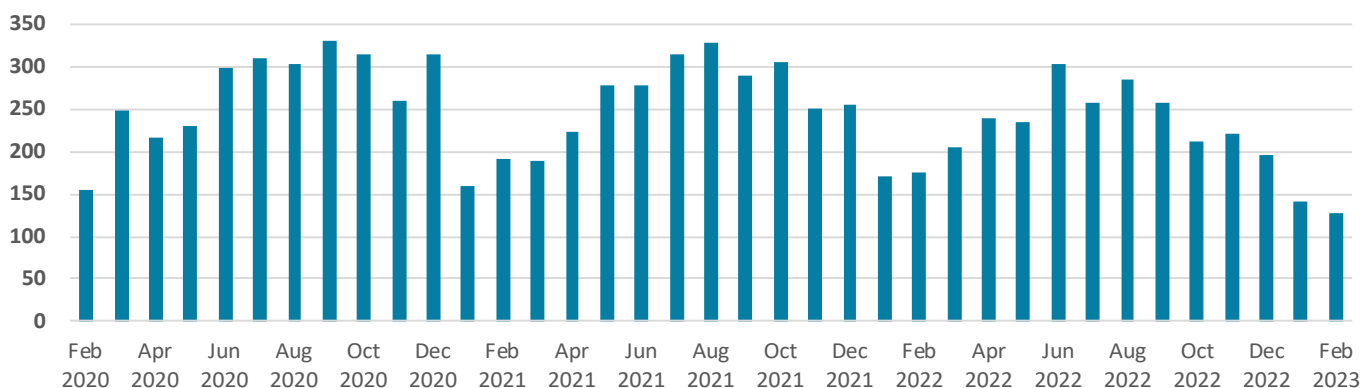


	Feb 2023	Jan 2023	MOM	Feb 2022	YOY	2023	2022	YTD
Median Sales Price	\$323,000	\$325,000	▼ -0.6%	\$297,338	▲ 8.6%	\$325,000	\$304,736	▲ 6.6%
Closed Sales	128	141	▼ -9.2%	176	▼ -27.3%	269	347	▼ -22.5%
New Listings	170	113	▲ 50.4%	192	▼ -11.5%	283	350	▼ -19.1%
Pending Sales	180	153	▲ 17.6%	194	▼ -7.2%	333	361	▼ -7.8%
Days on Market	49	52	▼ -5.8%	18	▲ 172.2%	51	22	▲ 131.8%
Price per Square Foot	\$160	\$166	▼ -3.6%	\$155	▲ 3.2%	\$163	\$153	▲ 6.5%
% of Ask Received	97.9%	98.4%	▼ -0.5%	100.8%	▼ -2.9%	98.2%	100.8%	▼ -2.6%
Active Inventory	172	190	▼ -9.5%	106	▲ 62.3%			
Absorption Rate	1.3	1.3	■ 0.0%	0.6	▲ 116.7%			

## Median Sales Price



## Number of Closed Sales



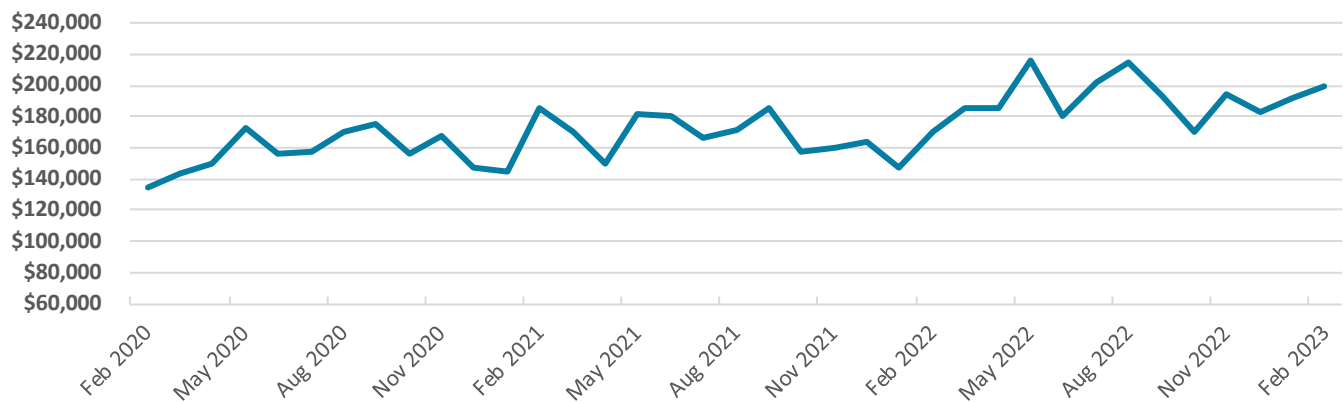
# Jackson County

Data for single family homes in Jackson County.

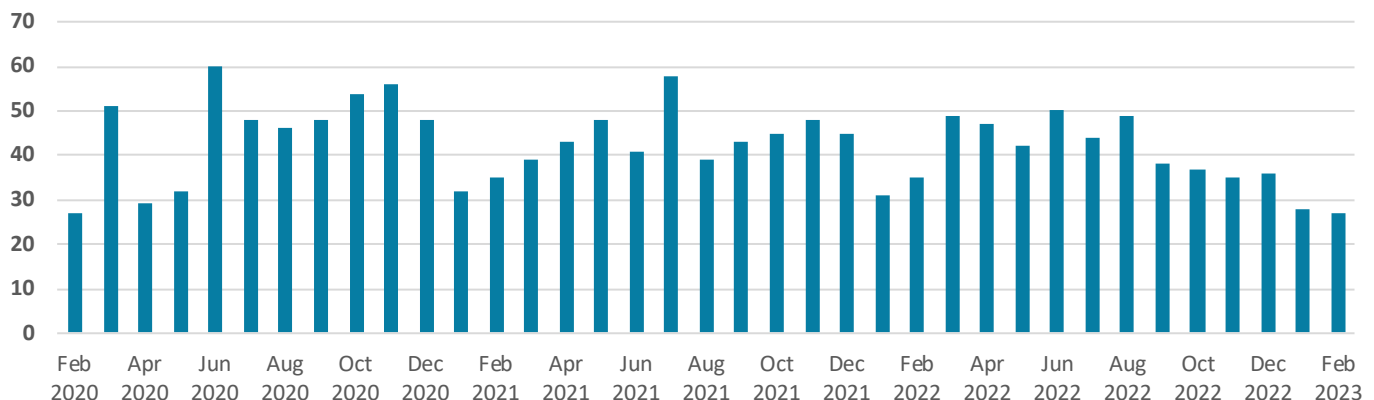


	Feb 2023	Jan 2023	MOM	Feb 2022	YOY	2023	2022	YTD
Median Sales Price	\$200,000	\$192,000	▲ 4.2%	\$170,000	▲ 17.6%	\$200,000	\$167,000	▲ 19.8%
Closed Sales	27	28	▼ -3.6%	35	▼ -22.9%	55	66	▼ -16.7%
New Listings	28	39	▼ -28.2%	40	▼ -30.0%	67	73	▼ -8.2%
Pending Sales	44	34	▲ 29.4%	35	▲ 25.7%	78	78	▬ 0.0%
Days on Market	43	48	▼ -10.4%	29	▲ 48.3%	45	36	▲ 25.0%
Price per Square Foot	\$130	\$148	▼ -12.2%	\$105	▲ 23.8%	\$139	\$111	▲ 25.2%
% of Ask Received	97.3%	97.6%	▼ -0.3%	96.7%	▲ 0.6%	97.5%	96.4%	▲ 1.1%
Active Inventory	36	58	▼ -37.9%	31	▲ 16.1%			
Absorption Rate	1.3	2.1	▼ -38.1%	0.9	▲ 44.4%			

## Median Sales Price



## Number of Closed Sales



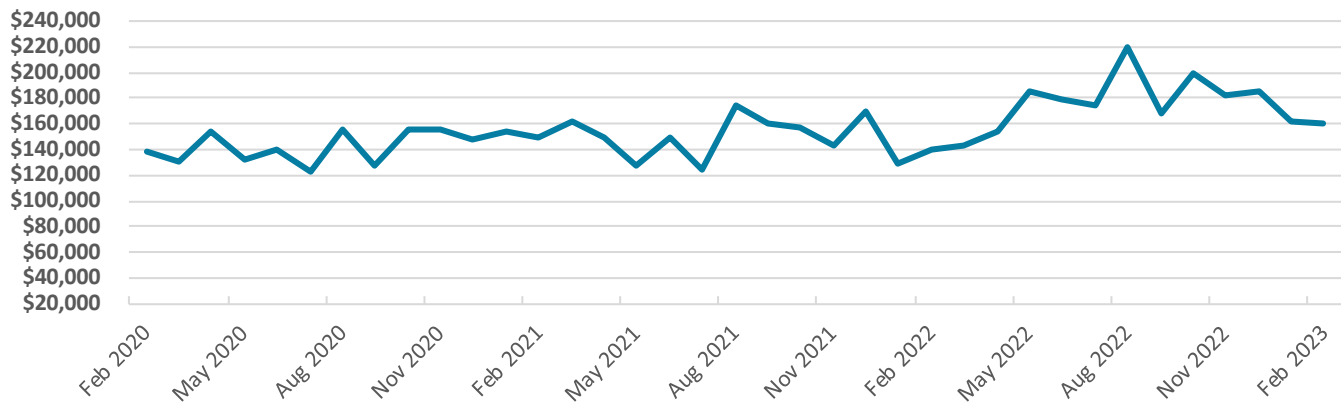
# Jennings County

Data for single family homes in Jennings County.

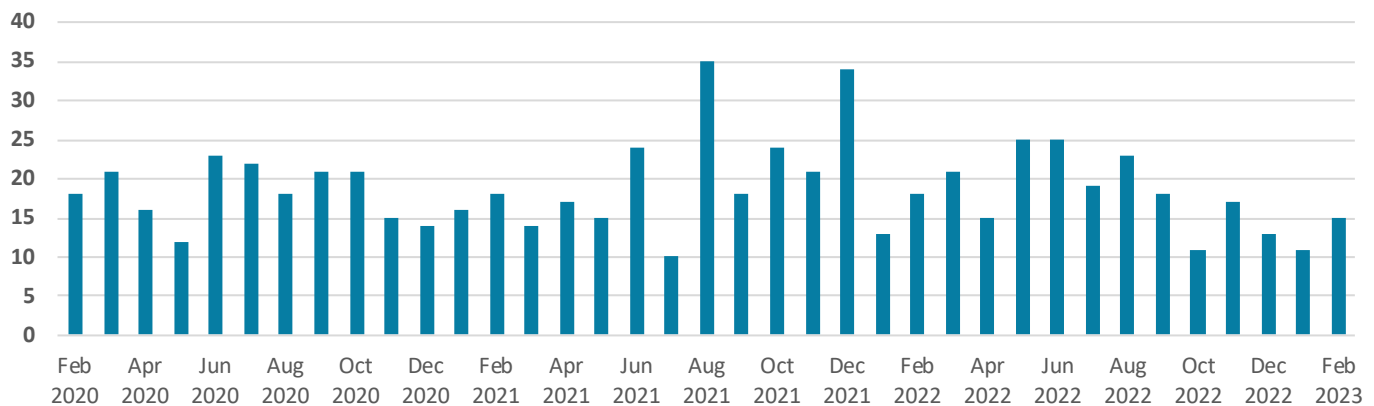


	Feb 2023	Jan 2023	MOM	Feb 2022	YOY	2023	2022	YTD
Median Sales Price	\$159,900	\$162,400	▼ -1.5%	\$139,950	▲ 14.3%	\$161,150	\$134,900	▲ 19.5%
Closed Sales	15	11	▲ 36.4%	18	▼ -16.7%	26	31	▼ -16.1%
New Listings	11	20	▼ -45.0%	20	▼ -45.0%	31	38	▼ -18.4%
Pending Sales	14	16	▼ -12.5%	23	▼ -39.1%	30	43	▼ -30.2%
Days on Market	61	41	▲ 48.8%	25	▲ 144.0%	51	27	▲ 88.9%
Price per Square Foot	\$115	\$119	▼ -3.4%	\$115	▬ 0.0%	\$117	\$111	▲ 5.4%
% of Ask Received	95.7%	93.2%	▲ 2.7%	95.9%	▼ -0.2%	94.6%	95.3%	▼ -0.7%
Active Inventory	15	20	▼ -25.0%	20	▼ -25.0%			
Absorption Rate	1.0	1.8	▼ -44.4%	1.1	▼ -9.1%			

## Median Sales Price



## Number of Closed Sales



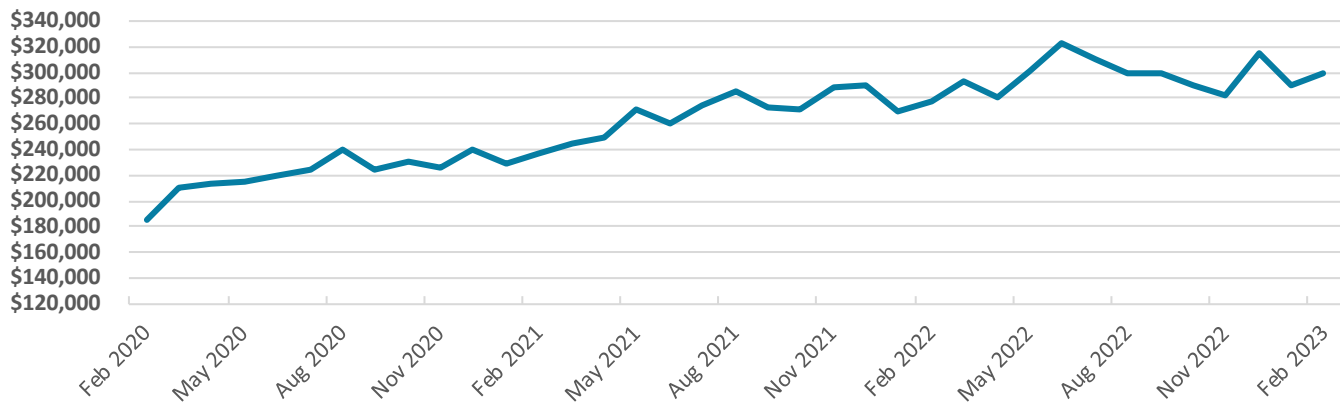
# Johnson County

Data for single family homes in Johnson County.

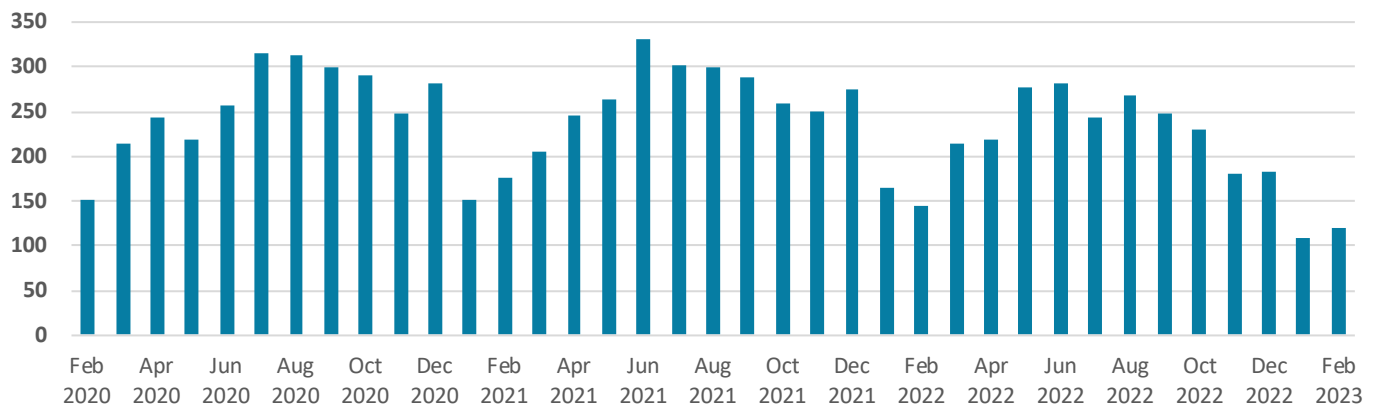


	Feb 2023	Jan 2023	MOM	Feb 2022	YOY	2023	2022	YTD
Median Sales Price	\$299,950	\$290,000	▲ 3.4%	\$277,750	▲ 8.0%	\$295,000	\$275,100	▲ 7.2%
Closed Sales	120	109	▲ 10.1%	145	▼ -17.2%	229	311	▼ -26.4%
New Listings	171	169	▲ 1.2%	188	▼ -9.0%	340	386	▼ -11.9%
Pending Sales	186	159	▲ 17.0%	184	▲ 1.1%	345	380	▼ -9.2%
Days on Market	55	63	▼ -12.7%	16	▲ 243.8%	58	17	▲ 241.2%
Price per Square Foot	\$145	\$160	▼ -9.4%	\$158	▼ -8.2%	\$152	\$157	▼ -3.2%
% of Ask Received	97.5%	97.8%	▼ -0.3%	101.1%	▼ -3.6%	97.6%	101.0%	▼ -3.4%
Active Inventory	233	270	▼ -13.7%	88	▲ 164.8%			
Absorption Rate	1.9	2.5	▼ -24.0%	0.6	▲ 216.7%			

## Median Sales Price



## Number of Closed Sales





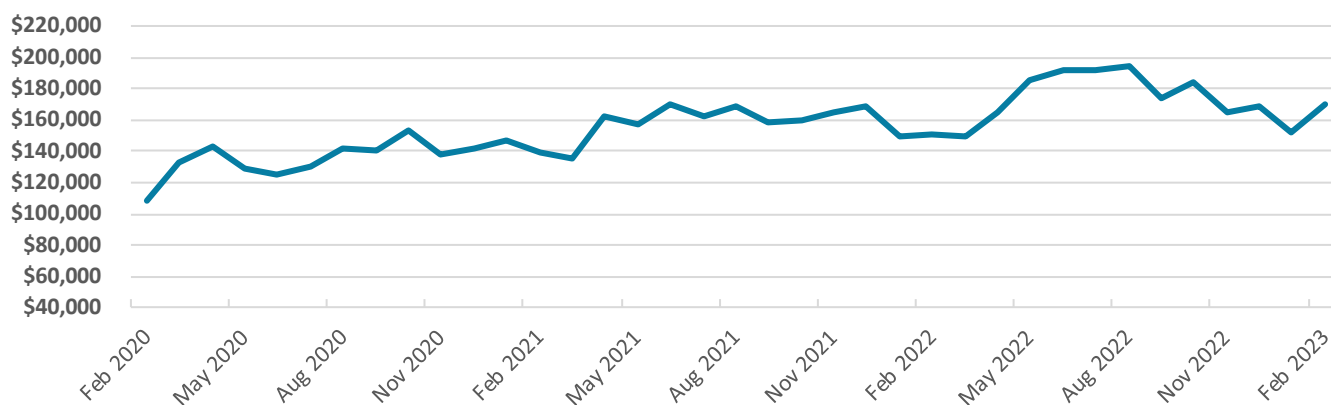
# Madison County

Data for single family homes in Madison County.

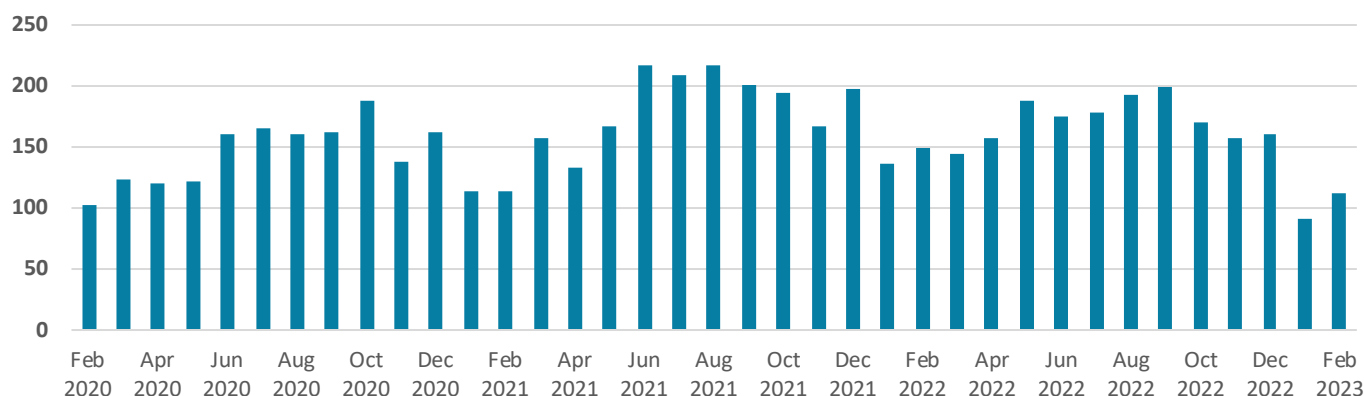


	Feb 2023	Jan 2023	MOM	Feb 2022	YOY	2023	2022	YTD
Median Sales Price	\$170,000	\$152,000	▲ 11.8%	\$151,500	▲ 12.2%	\$158,750	\$150,000	▲ 5.8%
Closed Sales	113	91	▲ 24.2%	149	▼ -24.2%	204	285	▼ -28.4%
New Listings	134	128	▲ 4.7%	110	▲ 21.8%	262	270	▼ -3.0%
Pending Sales	154	130	▲ 18.5%	137	▲ 12.4%	284	320	▼ -11.3%
Days on Market	55	69	▼ -20.3%	29	▲ 89.7%	61	30	▲ 103.3%
Price per Square Foot	\$103	\$103	■ 0.0%	\$110	▼ -6.4%	\$103	\$104	▼ -1.0%
% of Ask Received	95.6%	96.1%	▼ -0.5%	97.5%	▼ -1.9%	95.8%	96.9%	▼ -1.1%
Active Inventory	185	237	▼ -21.9%	117	▲ 58.1%			
Absorption Rate	1.7	2.6	▼ -34.6%	0.8	▲ 112.5%			

## Median Sales Price



## Number of Closed Sales



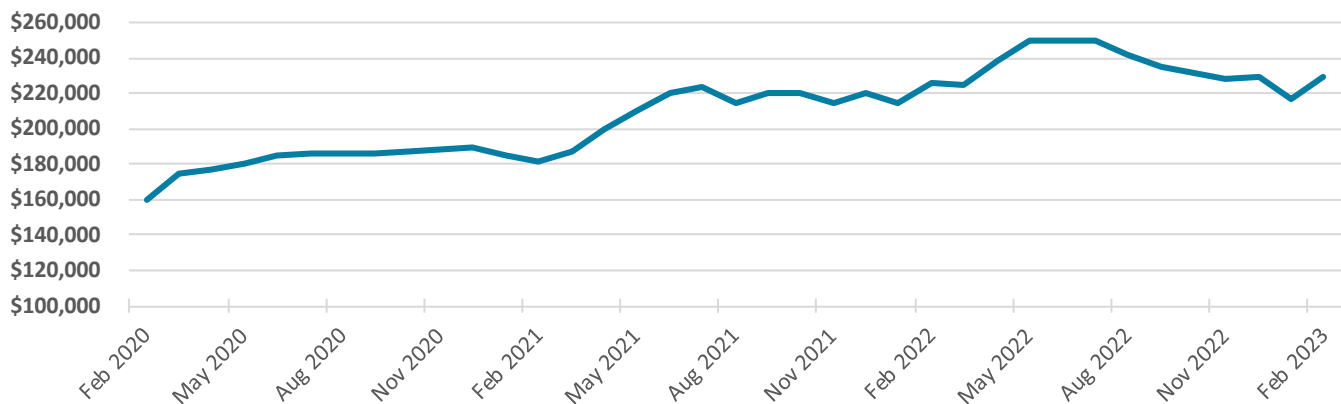
# Marion County

Data for single family homes in Marion County.

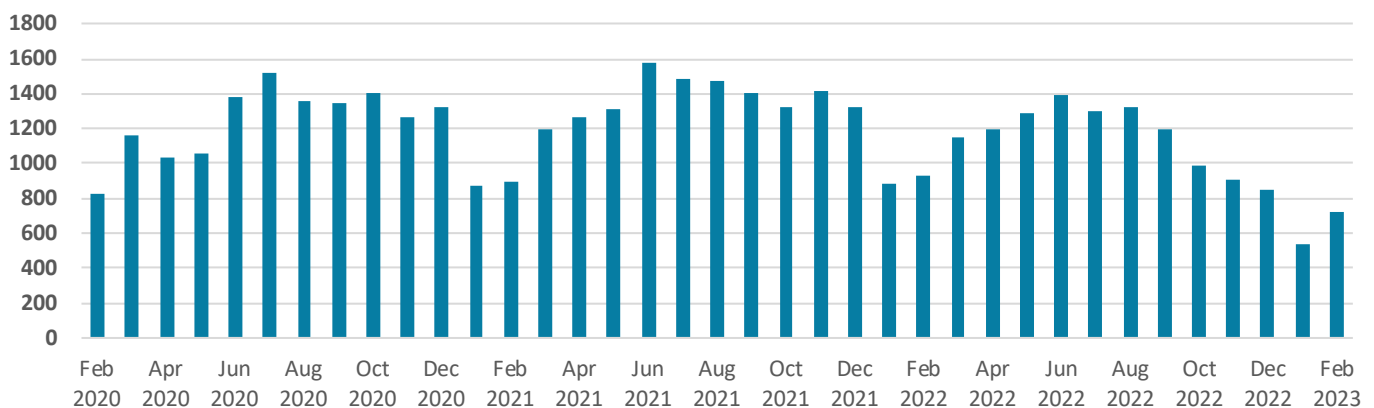


	Feb 2023	Jan 2023	MOM	Feb 2022	YOY	2023	2022	YTD
Median Sales Price	\$230,000	\$216,900	▲ 6.0%	\$226,000	▲ 1.8%	\$225,000	\$220,000	▲ 2.3%
Closed Sales	719	541	▲ 32.9%	935	▼ -23.1%	1,260	1,818	▼ -30.7%
New Listings	883	843	▲ 4.7%	989	▼ -10.7%	1,726	1,998	▼ -13.6%
Pending Sales	1,000	898	▲ 11.4%	1036	▼ -3.5%	1,898	2,102	▼ -9.7%
Days on Market	52	59	▼ -11.9%	27	▲ 92.6%	55	30	▲ 83.3%
Price per Square Foot	\$138	\$144	▼ -4.2%	\$151	▼ -8.6%	\$140	\$147	▼ -4.8%
% of Ask Received	97.1%	96.1%	▲ 1.0%	100.2%	▼ -3.1%	96.7%	99.8%	▼ -3.1%
Active Inventory	1,209	1,506	▼ -19.7%	583	▲ 107.4%			
Absorption Rate	1.7	2.8	▼ -39.3%	0.6	▲ 183.3%			

## Median Sales Price



## Number of Closed Sales



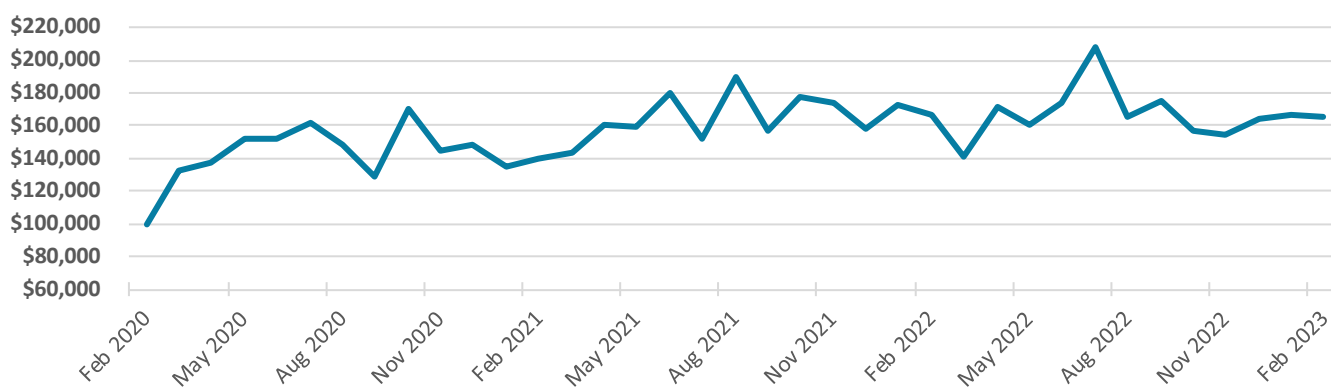
# Montgomery County

Data for single family homes in Montgomery County.

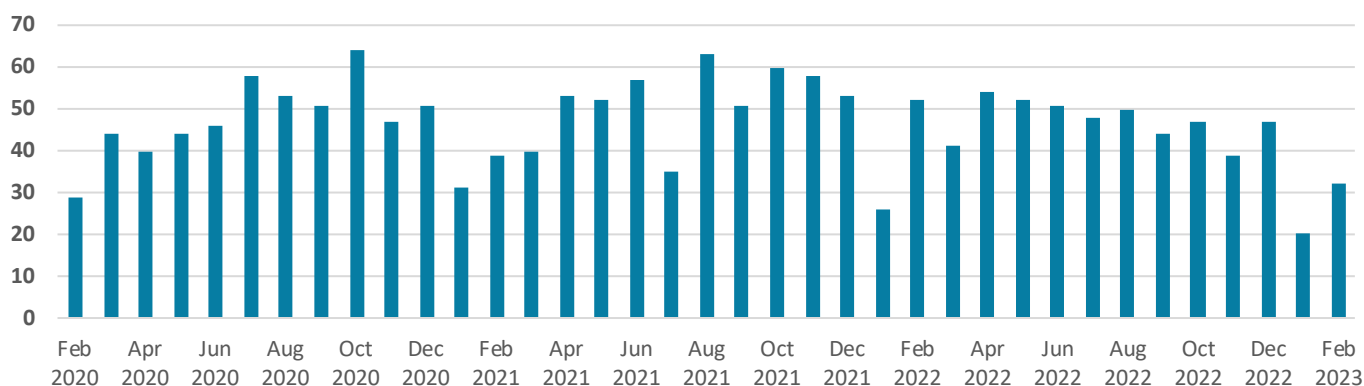


	Feb 2023	Jan 2023	MOM	Feb 2022	YOY	2023	2022	YTD
Median Sales Price	\$165,000	\$166,500	▼ -0.9%	\$166,950	▼ -1.2%	\$165,000	\$170,000	▼ -2.9%
Closed Sales	32	20	▲ 60.0%	52	▼ -38.5%	52	78	▼ -33.3%
New Listings	31	27	▲ 14.8%	39	▼ -20.5%	58	80	▼ -27.5%
Pending Sales	39	38	▲ 2.6%	35	▲ 11.4%	77	87	▼ -11.5%
Days on Market	65	56	▲ 16.1%	26	▲ 150.0%	60	26	▲ 130.8%
Price per Square Foot	\$125	\$112	▲ 11.6%	\$127	▼ -1.6%	\$120	\$124	▼ -3.2%
% of Ask Received	98.2%	97.8%	▲ 0.4%	97.3%	▲ 0.9%	98.1%	97.5%	▲ 0.6%
Active Inventory	46	57	▼ -19.3%	21	▲ 119.0%			
Absorption Rate	1.4	2.9	▼ -51.7%	0.4	▲ 250.0%			

## Median Sales Price



## Number of Closed Sales



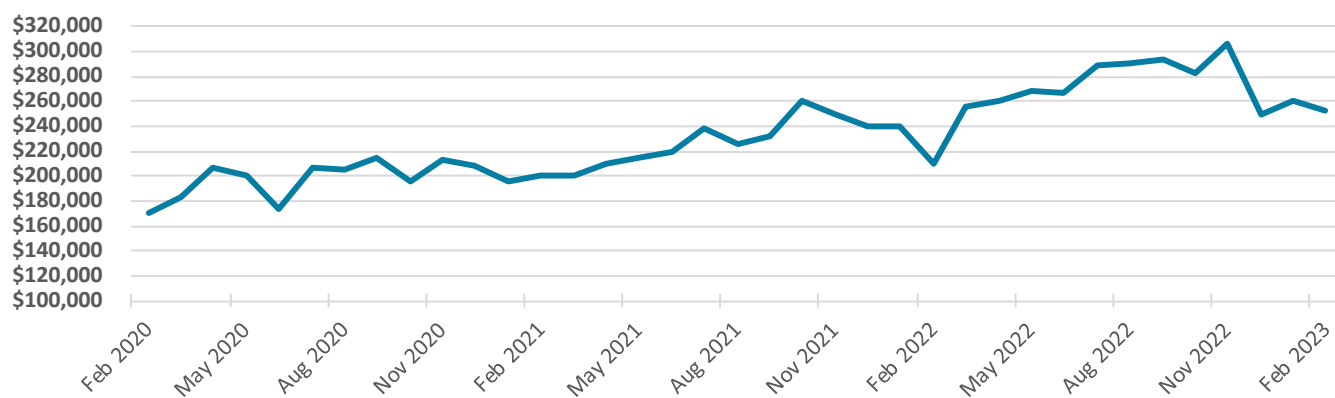
# Morgan County

Data for single family homes in Morgan County.

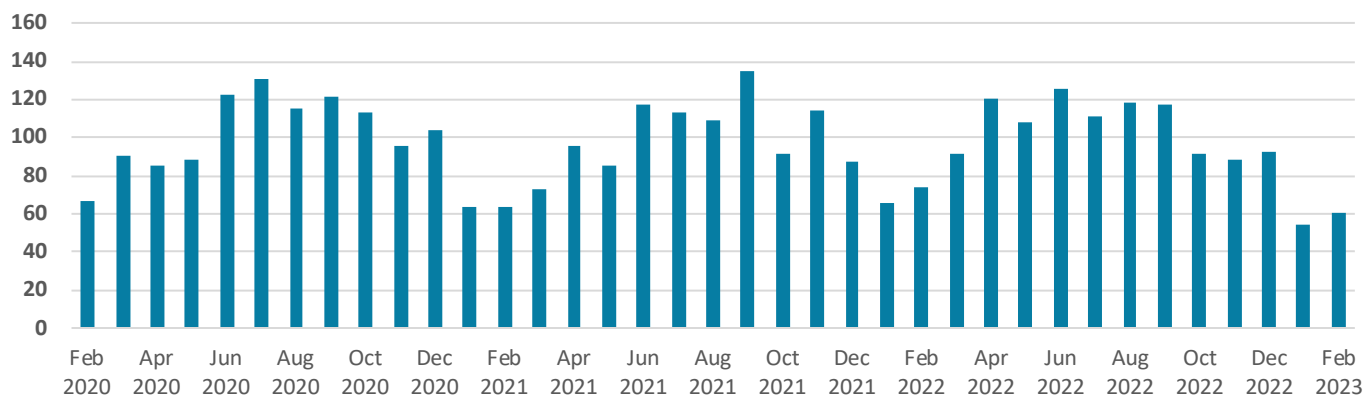


	Feb 2023	Jan 2023	MOM	Feb 2022	YOY	2023	2022	YTD
Median Sales Price	\$252,500	\$260,000	▼ -2.9%	\$210,000	▲ 20.2%	\$255,000	\$222,000	▲ 14.9%
Closed Sales	60	54	▲ 11.1%	74	▼ -18.9%	114	140	▼ -18.6%
New Listings	69	63	▲ 9.5%	96	▼ -28.1%	132	183	▼ -27.9%
Pending Sales	89	75	▲ 18.7%	84	▲ 6.0%	164	179	▼ -8.4%
Days on Market	65	82	▼ -20.7%	39	▲ 66.7%	72	32	▲ 125.0%
Price per Square Foot	\$161	\$155	▲ 3.9%	\$154	▲ 4.5%	\$158	\$150	▲ 5.3%
% of Ask Received	97.2%	95.0%	▲ 2.3%	99.8%	▼ -2.6%	96.2%	99.0%	▼ -2.8%
Active Inventory	94	126	▼ -25.4%	112	▼ -16.1%			
Absorption Rate	1.6	2.3	▼ -30.4%	1.5	▲ 6.7%			

## Median Sales Price



## Number of Closed Sales



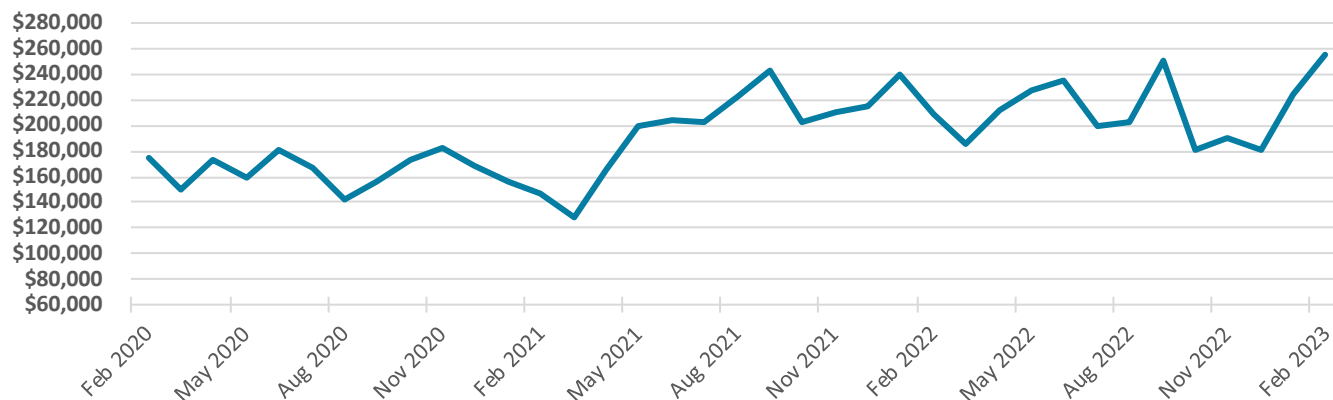
# Putnam County

Data for single family homes in Putnam County.

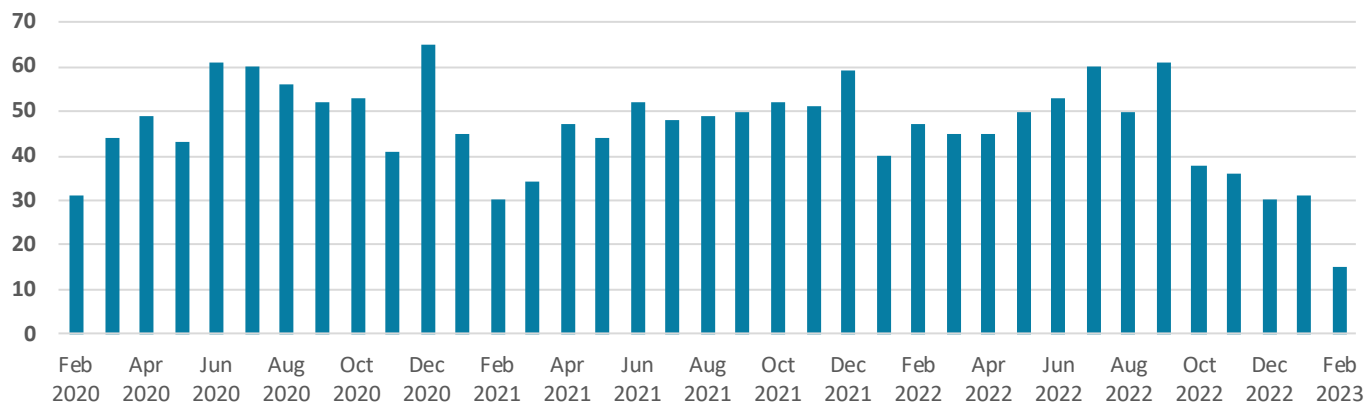


	Feb 2023	Jan 2023	MOM	Feb 2022	YOY	2023	2022	YTD
Median Sales Price	\$255,000	\$225,000	▲ 13.3%	\$209,000	▲ 22.0%	\$227,450	\$235,000	▼ -3.2%
Closed Sales	15	31	▼ -51.6%	47	▼ -68.1%	46	87	▼ -47.1%
New Listings	35	20	▲ 75.0%	28	▲ 25.0%	55	72	▼ -23.6%
Pending Sales	41	22	▲ 86.4%	33	▲ 24.2%	63	81	▼ -22.2%
Days on Market	52	64	▼ -18.8%	44	▲ 18.2%	56	39	▲ 43.6%
Price per Square Foot	\$135	\$179	▼ -24.6%	\$140	▼ -3.6%	\$165	\$154	▲ 7.1%
% of Ask Received	99.4%	95.6%	▲ 4.0%	95.8%	▲ 3.8%	96.9%	96.8%	▲ 0.1%
Active Inventory	53	62	▼ -14.5%	39	▲ 35.9%			
Absorption Rate	3.5	2.0	▲ 75.0%	0.8	▲ 337.5%			

## Median Sales Price



## Number of Closed Sales



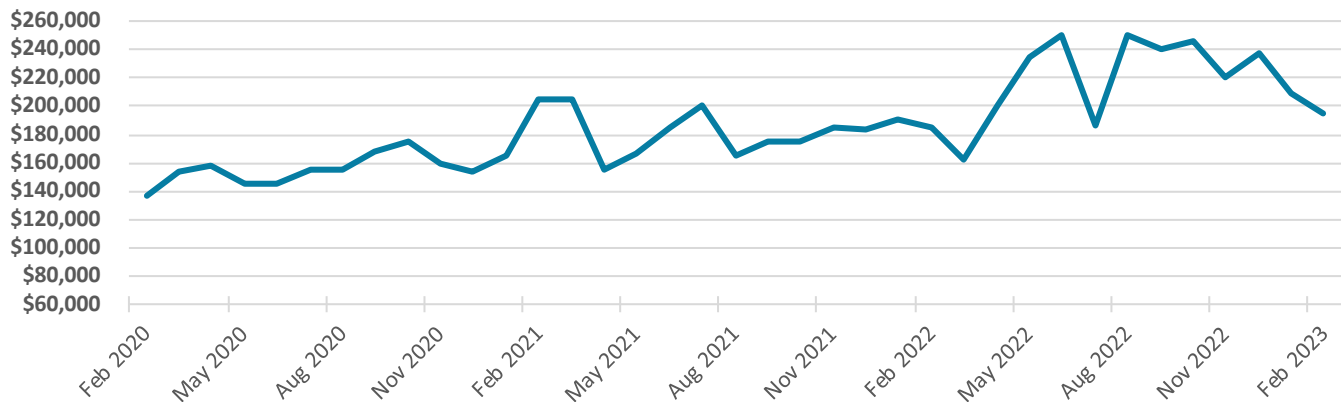
# Shelby County

Data for single family homes in Shelby County.

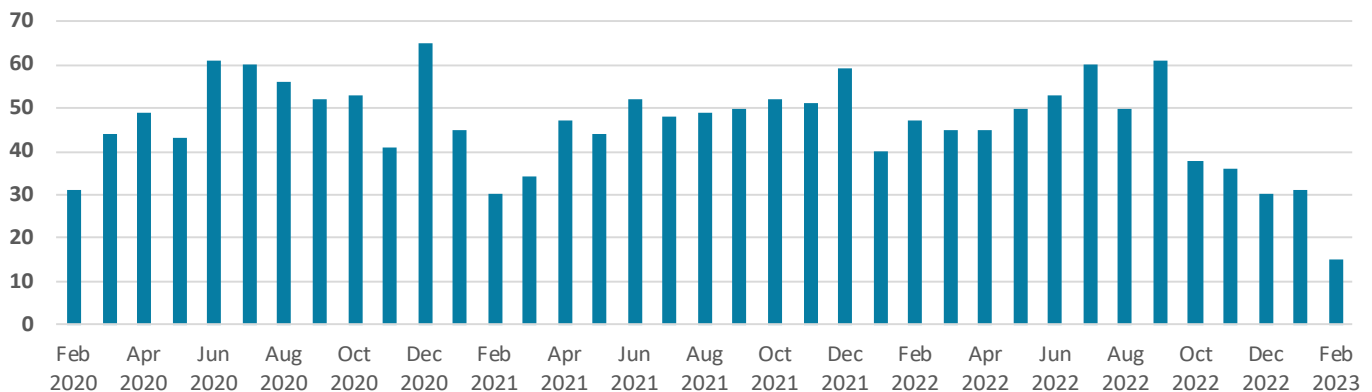


	Feb 2023	Jan 2023	MOM	Feb 2022	YOY	2023	2022	YTD
Median Sales Price	\$195,000	\$208,750	▼ -6.6%	\$185,000	▲ 5.4%	\$205,000	\$185,500	▲ 10.5%
Closed Sales	29	23	▲ 26.1%	43	▼ -32.6%	52	88	▼ -40.9%
New Listings	32	32	▬ 0.0%	49	▼ -34.7%	64	90	▼ -28.9%
Pending Sales	39	39	▬ 0.0%	42	▼ -7.1%	78	89	▼ -12.4%
Days on Market	48	71	▼ -32.4%	26	▲ 84.6%	59	25	▲ 136.0%
Price per Square Foot	\$116	\$130	▼ -10.8%	\$124	▼ -6.5%	\$122	\$126	▼ -3.2%
% of Ask Received	96.6%	97.7%	▼ -1.1%	97.5%	▼ -0.9%	97.1%	98.3%	▼ -1.2%
Active Inventory	45	59	▼ -23.7%	44	▲ 2.3%			
Absorption Rate	1.6	2.6	▼ -38.5%	1.0	▲ 60.0%			

## Median Sales Price



## Number of Closed Sales



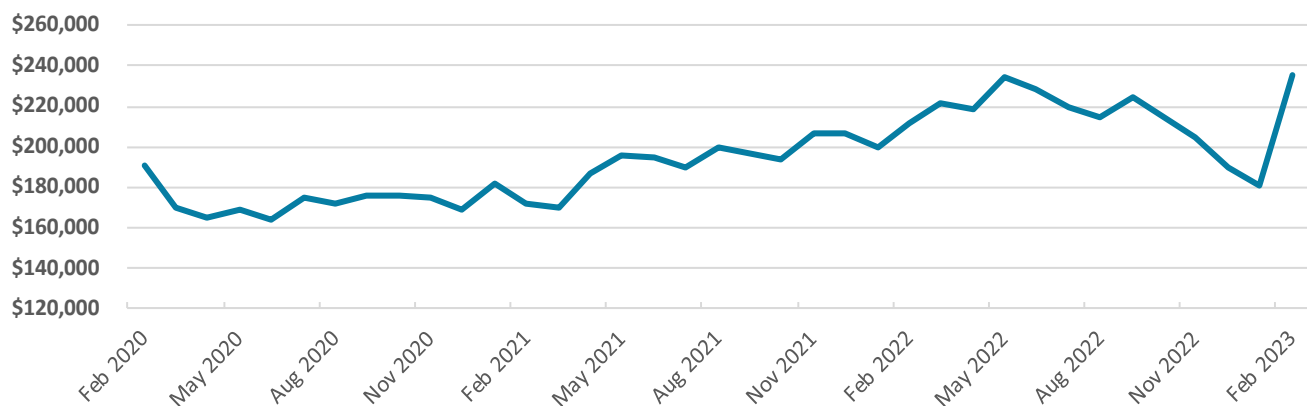
# Condominiums

Data for Condominiums across all MIBOR Counties.



	Feb 2023	Jan 2023	MOM	Feb 2022	YOY	2023	2022	YTD
Median Sales Price	\$235,000	\$180,500	▲ 30.2%	\$211,250	▲ 11.2%	\$205,500	\$209,250	▼ -1.8%
Closed Sales	115	48	▲ 139.6%	192	▼ -40.1%	163	338	▼ -51.8%
New Listings	149	155	▼ -3.9%	176	▼ -15.3%	304	365	▼ -16.7%
Pending Sales	161	129	▲ 24.8%	179	▼ -10.1%	290	376	▼ -22.9%
Days on Market	41	63	▼ -34.9%	34	▲ 20.6%	51	32	▲ 59.4%
Price per Square Foot	\$161	\$145	▲ 11.0%	\$159	▲ 1.3%	\$156	\$154	▲ 1.3%
% of Ask Received	97.5%	97.1%	▲ 0.4%	100.3%	▼ -2.8%	97.4%	99.7%	▼ -2.3%
Active Inventory	229	258	▼ -11.2%	157	▲ 45.9%			
Absorption Rate	2.0	5.4	▼ -63.0%	0.8	▲ 150.0%			

## Median Sales Price



## Number of Closed Sales

