

# MARKET INSIGHTS REPORT

DECEMBER 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](http://www.mibor.com/marketinsights).

After analysis of December 2022 data, this is what our experts are saying:

“In December, central Indiana single-family homes ended 2022 with a median price of \$280,000, up 9.8% over last year and up slightly from last month’s \$277,000. Year-over-year closed sales declined by 28.8%, while new pending sales declined 21.3% as we see sales returning to levels comparable to 2019,” said Shelley Specchio, MIBOR CEO. “New listings are down 23.3% from last year and down 27.2% from last month, marking the sixth month in a row of year-over-year declines bringing new listings to their lowest monthly level in at least a decade. If new listings remain weak, it’s unlikely that we will see much growth in inventories which should help keep home prices stable.”

Dr. Elliot Eisenberg, an internationally acclaimed economist and public speaker says, “At the national level, we have a bit more than three months of inventory on the market, which is still well below the commonly accepted healthy level of about five to six months, and that is why prices have stayed at historically high levels. Locally, in central Indiana, inventory levels declined slightly from last month, representing just 1.6 month’s supply of inventory. We are seeing the impacts of higher interest rates on not just home sales but on new listings too, as potential sellers bunkered down and celebrated the holidays with their existing low-rate mortgage, rather than venturing out into the high interest rate environment we are currently in.”

Year of year data for December:

- Median sales price increased 9.8 percent to \$280,000
- Average days on market increased 91.7 percent at 46
- Current active listings increased 82.8 percent to 3,816

## 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



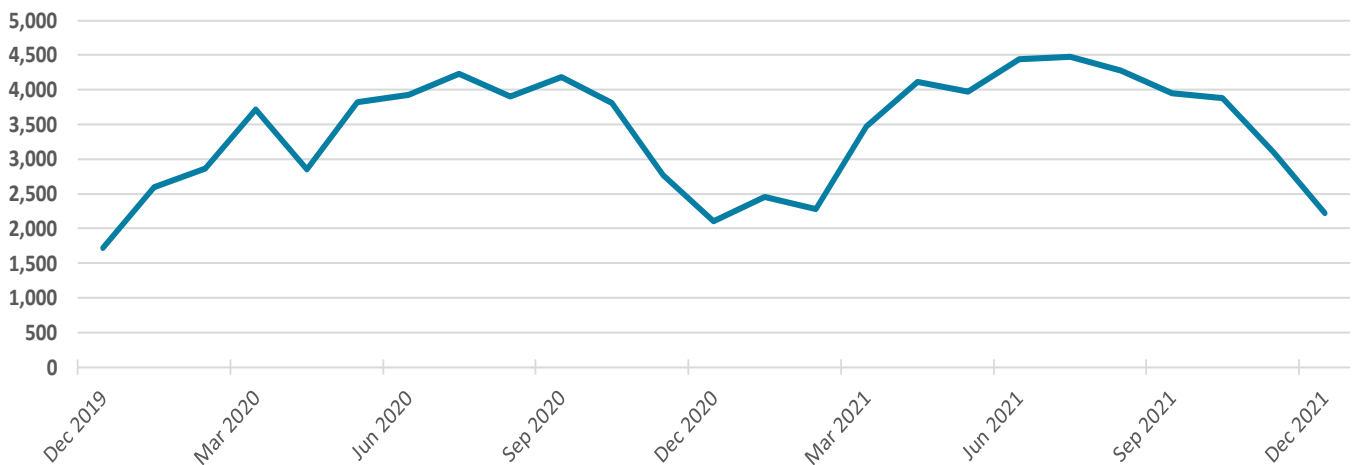
INCLUDES DATA FROM THE FOLLOWING COUNTIES FOR SINGLE FAMILY HOMES: BARTHOLOMEW, BOONE, BROWN, DECATUR, HAMILTON, HANCOCK, HENDRICKS, JACKSON, JENNINGS, JOHNSON, MADISON, MARION, MONTGOMERY, MORGAN, PUTNAM, SHELBY.

	Dec 2022	Nov 2022	MOM	Dec 2021	YOY	2022	2021	YTD
Median Sales Price	\$280,000	\$277,700	▲ 0.8%	\$255,000	▲ 9.8%	\$280,000	\$249,000	▲ 12.4%
Closed Sales	2,414	2,522	▼ -4.3%	3,392	▼ -28.8%	35,539	39,567	▼ -10.2%
New Listings	1,706	2,345	▼ -27.2%	2,225	▼ -23.3%	40,519	42,659	▼ -5.0%
Pending Sales	1,878	2,093	▼ -10.3%	2,387	▼ -21.3%	35,152	40,321	▼ -12.8%
Days on Market	46	35	▲ 31.4%	24	▲ 91.7%	22	20	▲ 10.0%
Price per Square Foot	\$160	\$160	■ 0.0%	\$151	▲ 6.0%	\$162	\$144	▲ 12.5%
% of Ask Received	97.7%	97.8%	▼ -0.1%	99.9%	▼ -2.2%	100.1%	100.6%	▼ -0.5%
Active Inventory	3,816	4,352	▼ -12.3%	2,088	▲ 82.8%			
Absorption Rate	1.6	1.7	▼ -5.9%	0.6	▲ 166.7%			

## New Listings

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

December 2022	Month over Month Change	Year over Year Change	Year to Date Change
1,706	▼ -27.2%	▼ -23.3%	▼ -5.0%

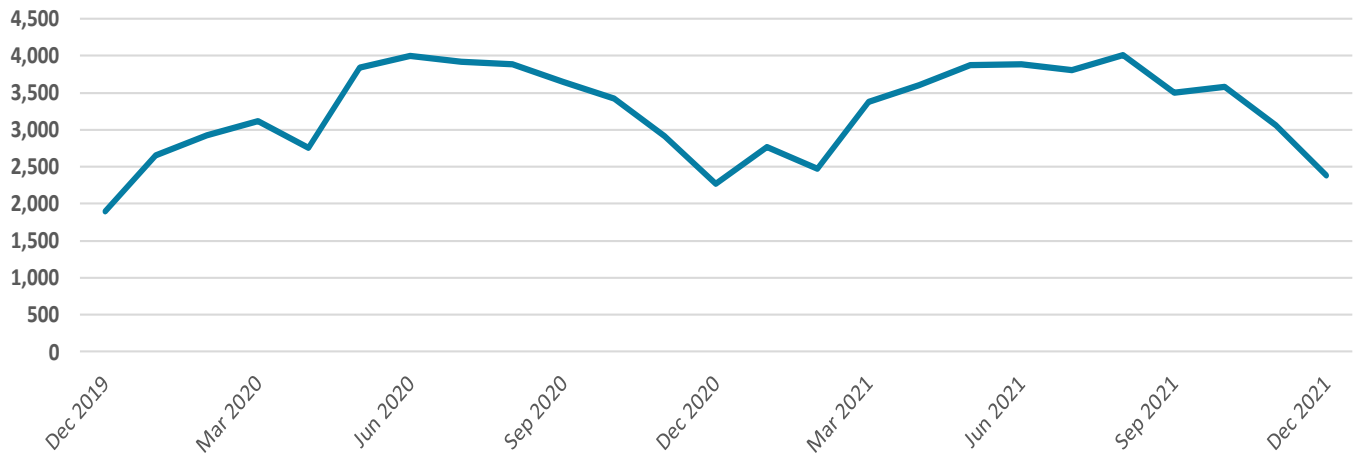


# Pending Sales

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



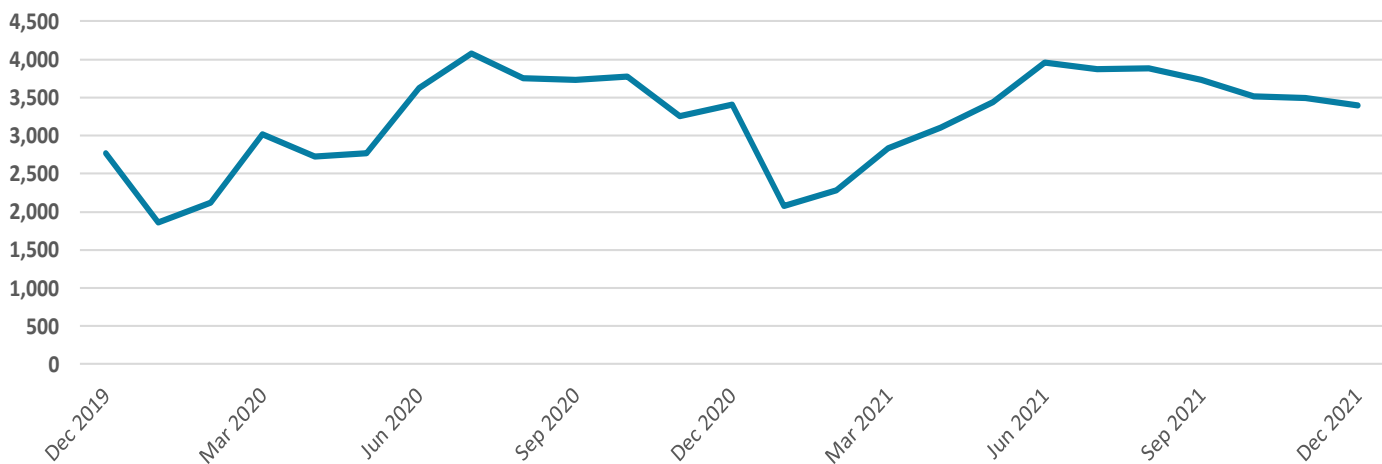
December 2022	Month over Month Change	Year over Year Change	Year to Date Change
<b>1,878</b>	<span style="color: red;">▼</span> <b>-10.3%</b>	<span style="color: red;">▼</span> <b>-21.3%</b>	<span style="color: red;">▼</span> <b>-12.8%</b>



# Closed Sales

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

December 2022	Month over Month Change	Year over Year Change	Year to Date Change
<b>2,414</b>	<span style="color: red;">▼</span> <b>-4.3%</b>	<span style="color: red;">▼</span> <b>-28.8%</b>	<span style="color: red;">▼</span> <b>-10.2%</b>

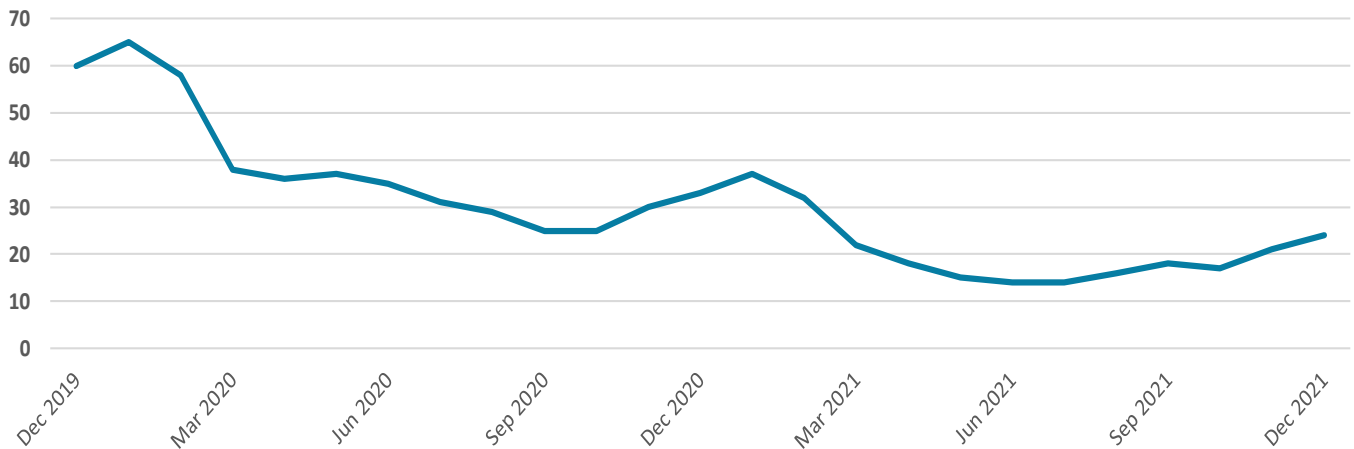


# Cumulative Days on Market

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



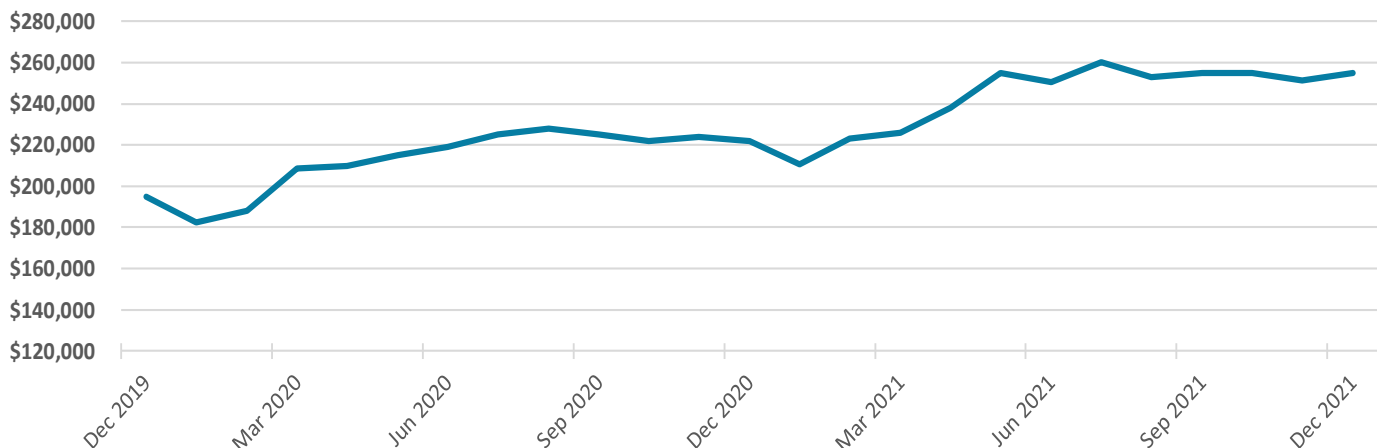
December 2022	Month over Month Change	Year over Year Change	Year to Date Change
<b>46</b>	<b>▲ 31.4%</b>	<b>▲ 91.7%</b>	<b>▲ 10.0%</b>



# 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.

December 2022	Month over Month Change	Year over Year Change	Year to Date Change
<b>\$280,000</b>	<b>▲ 0.8%</b>	<b>▲ 9.8%</b>	<b>▲ 12.4%</b>

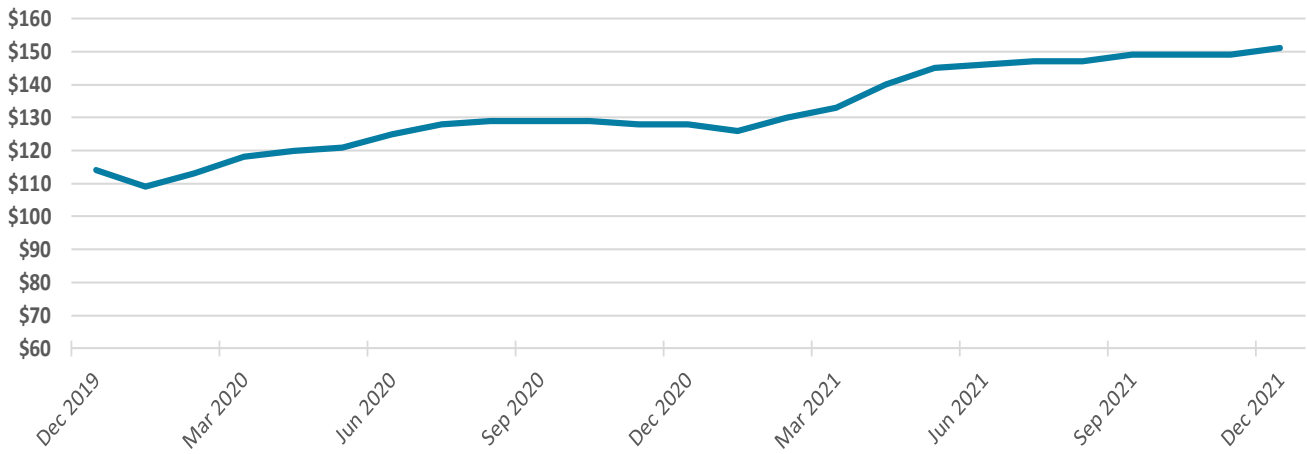


# Sold Price per Square Foot

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



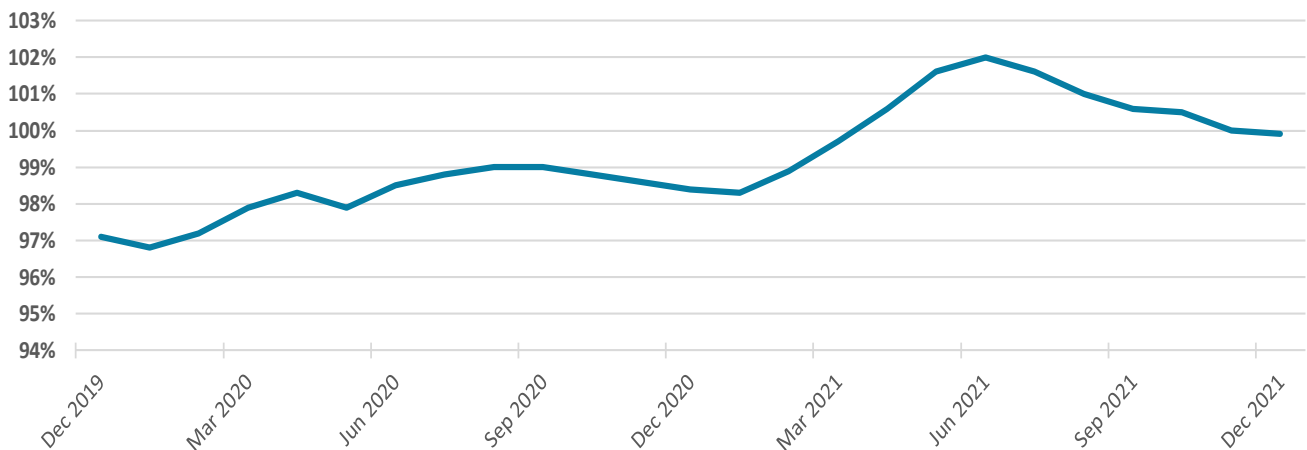
December 2022	Month over Month Change	Year over Year Change	Year to Date Change
<b>\$160</b>	<span style="color: #c49a3d;">▬</span> <b>0.0%</b>	<span style="color: #4f81bd;">▲</span> <b>6.0%</b>	<span style="color: #4f81bd;">▲</span> <b>12.5%</b>



# Percent of Ask Price Received

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

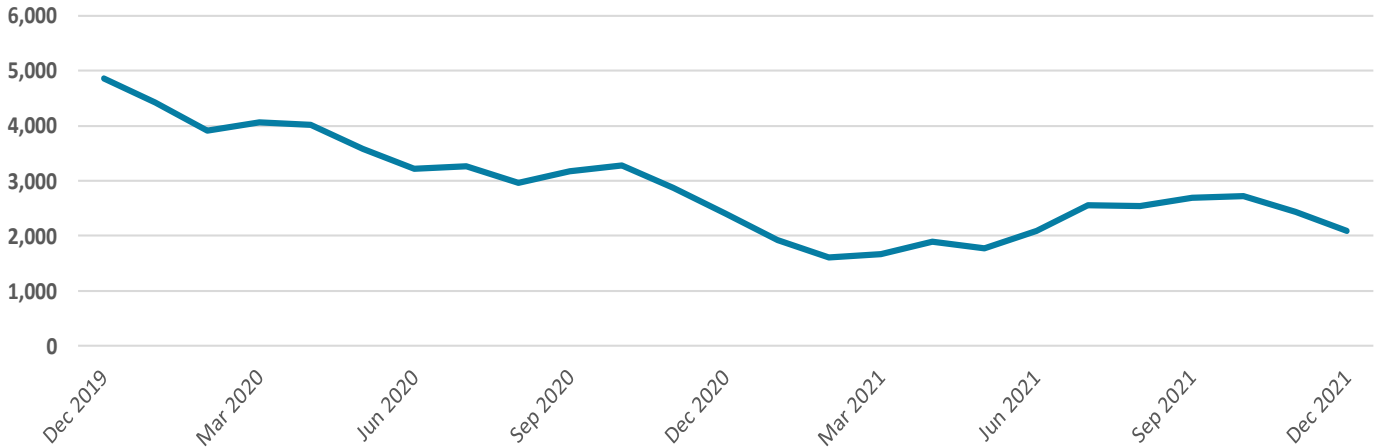
December 2022	Month over Month Change	Year over Year Change	Year to Date Change
<b>97.7%</b>	<span style="color: #c43a21;">▼</span> <b>-0.1%</b>	<span style="color: #c43a21;">▼</span> <b>-2.2%</b>	<span style="color: #c43a21;">▼</span> <b>-0.5%</b>



# Active Inventory

The number of properties available for sale at the end of the month, based on the list date, contract date and sold date. This may change over time as properties fall out of contract.

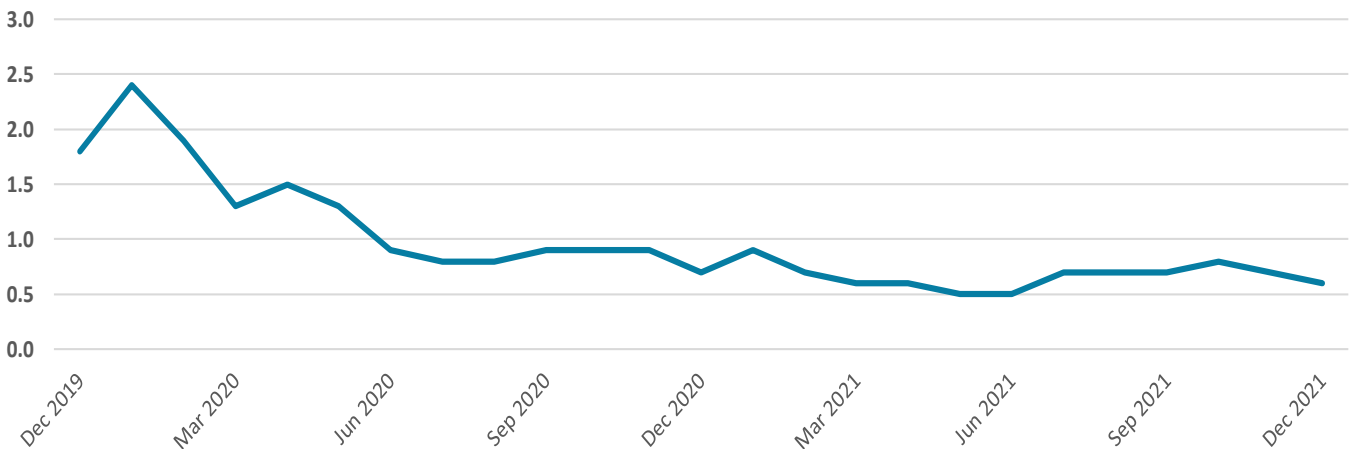
December 2022	Month over Month Change	Year over Year Change
<b>3,816</b>	<span style="color: red;">▼</span> <b>-12.3%</b>	<span style="color: green;">▲</span> <b>82.8%</b>



# 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.

December 2022	Month over Month Change	Year over Year Change
<b>1.6</b>	<span style="color: red;">▼</span> <b>-5.9%</b>	<span style="color: green;">▲</span> <b>166.7%</b>



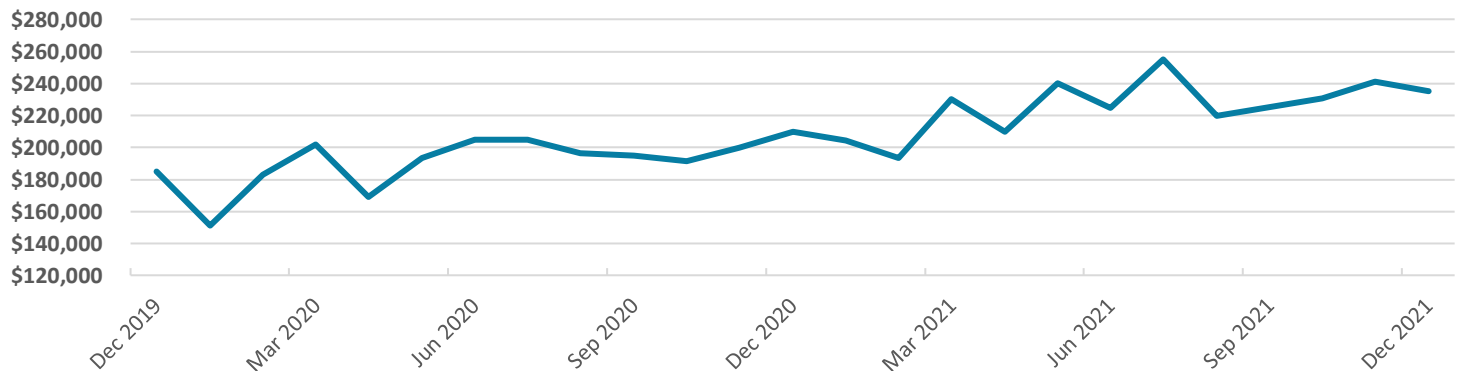
# Bartholomew County

Data for single family homes in Bartholomew County.

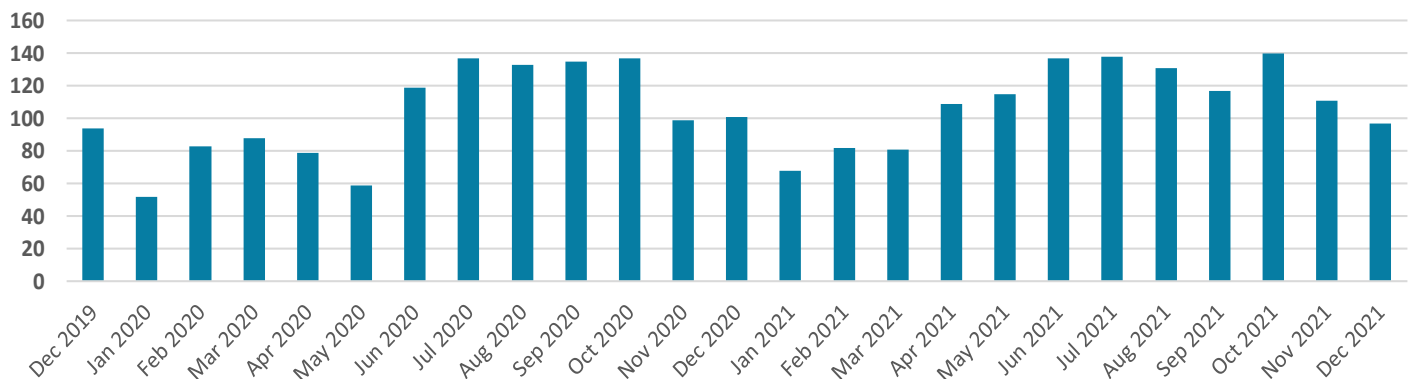


	Dec 2022	Nov 2022	MOM	Dec 2021	YOY	2022	2021	YTD
Median Sales Price	\$221,500	\$247,500	▼ -10.5%	\$235,000	▼ -5.7%	\$249,900	\$229,940	▲ 8.7%
Closed Sales	66	92	▼ -28.3%	97	▼ -32.0%	1,283	1,326	▼ -3.2%
New Listings	33	65	▼ -49.2%	61	▼ -45.9%	1,400	1,414	▼ -1.0%
Pending Sales	57	60	▼ -5.0%	75	▼ -24.0%	1,268	1,347	▼ -5.9%
Days on Market	44	31	▲ 41.9%	31	▲ 41.9%	19	20	▼ -5.0%
Price per Square Foot	\$158	\$167	▼ -5.4%	\$148	▲ 6.8%	\$158	\$145	▲ 9.0%
% of Ask Received	97.7%	97.4%	▲ 0.3%	98.9%	▼ -1.2%	99.3%	99.4%	▼ -0.1%
Active Inventory	96	130	▼ -26.2%	56	▲ 71.4%			
Absorption Rate	1.5	1.4	▲ 7.1%	0.6	▲ 150.0%			

## Median Sales Price



## Number of Closed Sales



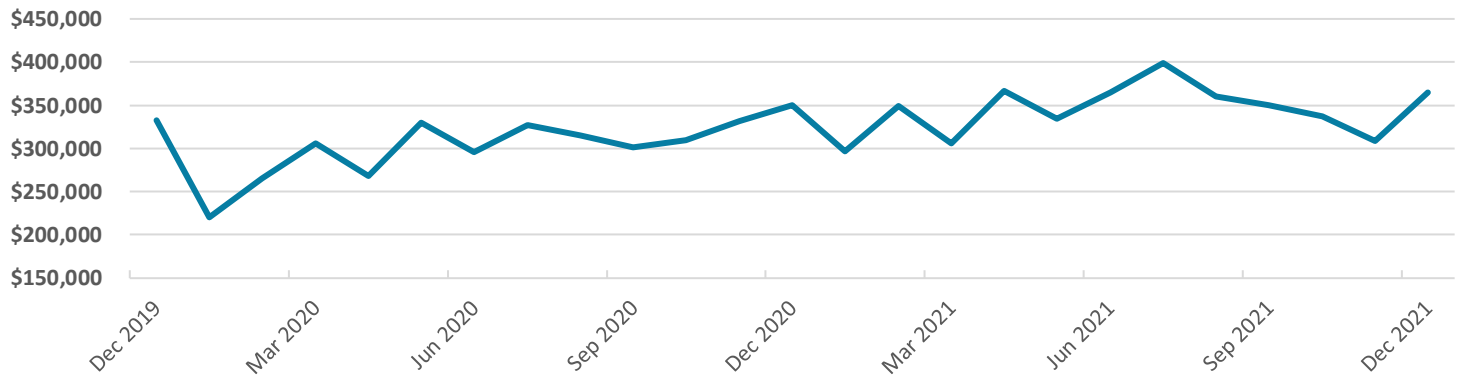
# Boone County

Data for single family homes in Boone County.

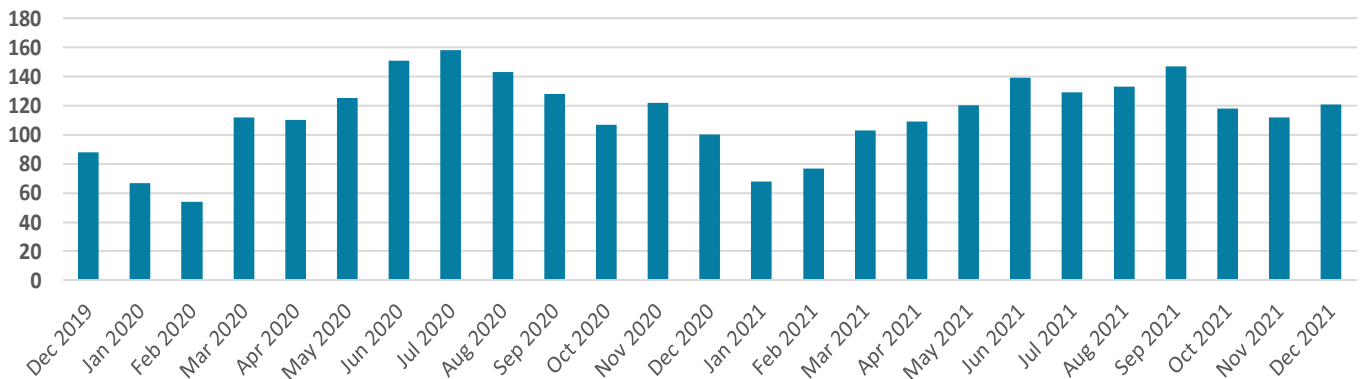


	Dec 2022	Nov 2022	MOM	Dec 2021	YOY	2022	2021	YTD
Median Sales Price	\$358,488	\$389,990	▼ -8.1%	\$364,490	▼ -1.6%	\$376,085	\$348,625	▲ 7.9%
Closed Sales	99	93	▲ 6.5%	121	▼ -18.2%	1,341	1,376	▼ -2.5%
New Listings	69	66	▲ 4.5%	81	▼ -14.8%	1,532	1,504	▲ 1.9%
Pending Sales	65	67	▼ -3.0%	78	▼ -16.7%	1,304	1,417	▼ -8.0%
Days on Market	54	31	▲ 74.2%	19	▲ 184.2%	25	20	▲ 25.0%
Price per Square Foot	\$192	\$188	▲ 2.1%	\$171	▲ 12.3%	\$187	\$166	▲ 12.7%
% of Ask Received	98.6%	98.3%	▲ 0.3%	99.3%	▼ -0.7%	100.5%	100.2%	▲ 0.3%
Active Inventory	182	184	▼ -1.1%	85	▲ 114.1%			
Absorption Rate	1.8	2.0	▼ -10.0%	0.7	▲ 157.1%			

## Median Sales Price



## Number of Closed Sales





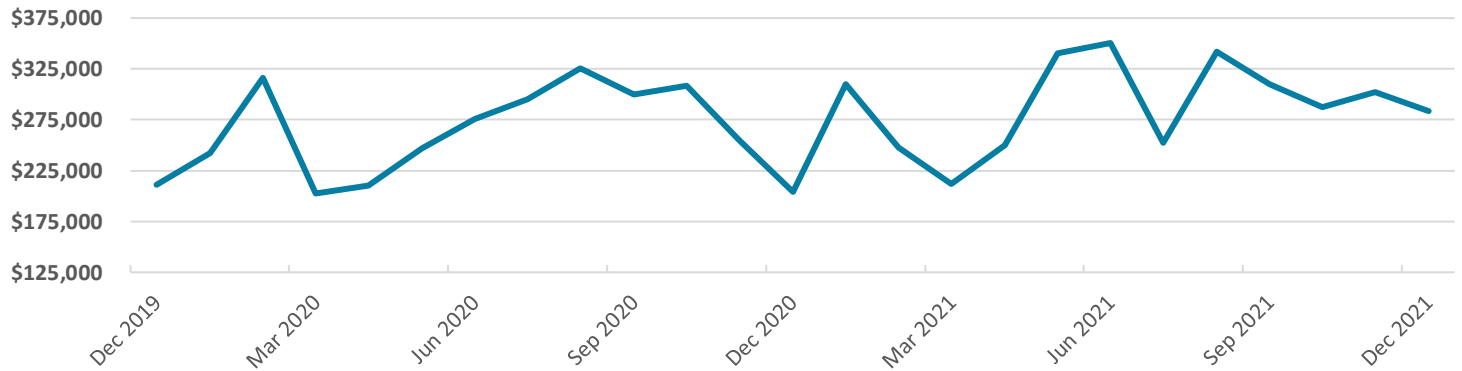
# Brown County

Data for single family homes in Brown County.

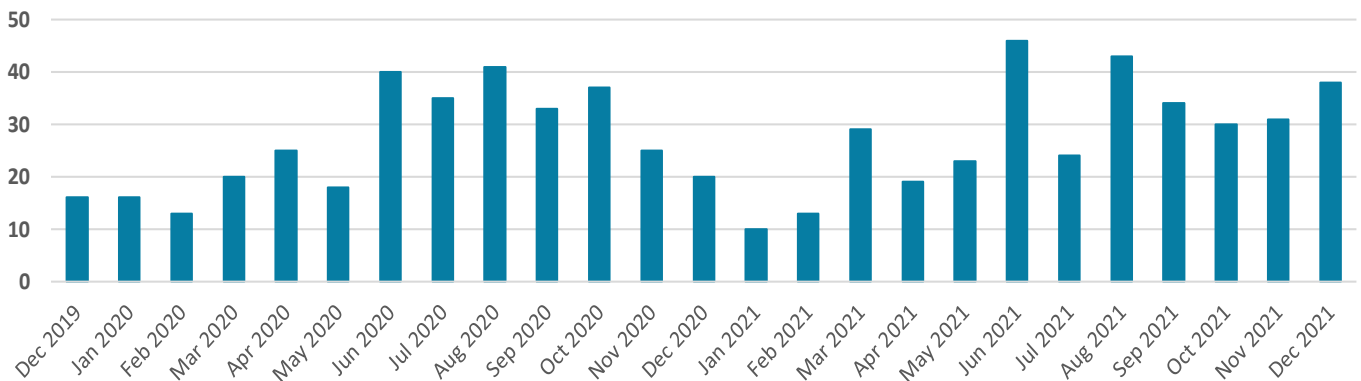


	Dec 2022	Nov 2022	MOM	Dec 2021	YOY	2022	2021	YTD
Median Sales Price	\$271,250	\$332,500	▼ -18.4%	\$283,500	▼ -4.3%	\$319,000	\$300,000	▲ 6.3%
Closed Sales	19	28	▼ -32.1%	38	▼ -50.0%	287	340	▼ -15.6%
New Listings	9	18	▼ -50.0%	21	▼ -57.1%	349	403	▼ -13.4%
Pending Sales	13	22	▼ -40.9%	20	▼ -35.0%	285	355	▼ -19.7%
Days on Market	57	64	▼ -10.9%	36	▲ 58.3%	40	32	▲ 25.0%
Price per Square Foot	\$179	\$264	▼ -32.2%	\$217	▼ -17.5%	\$261	\$246	▲ 6.1%
% of Ask Received	95.0%	95.8%	▼ -0.8%	96.6%	▼ -1.7%	97.0%	98.3%	▼ -1.3%
Active Inventory	40	47	▼ -14.9%	35	▲ 14.3%			
Absorption Rate	2.1	1.7	▲ 23.5%	0.9	▲ 133.3%			

## Median Sales Price



## Number of Closed Sales



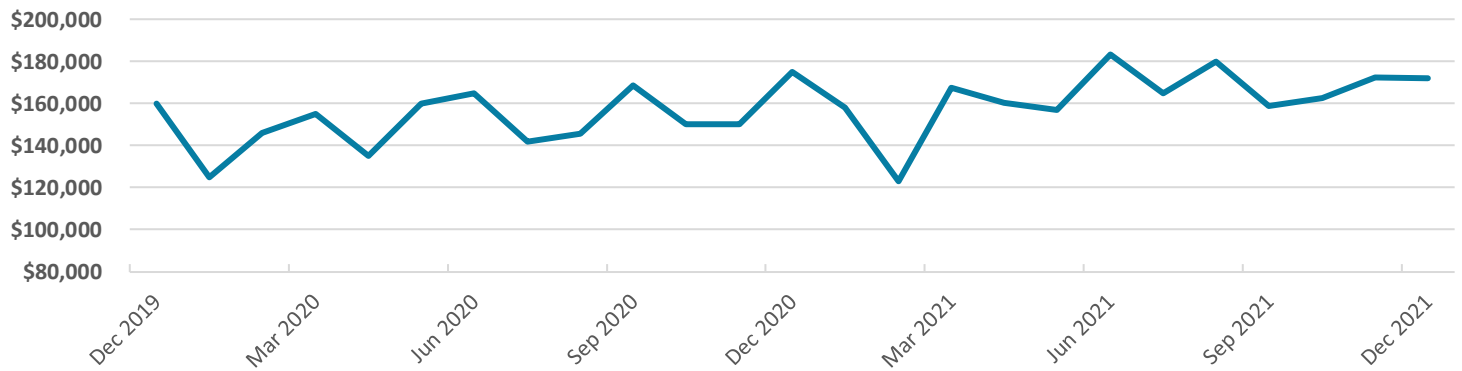
# Decatur County

Data for single family homes in Decatur County.

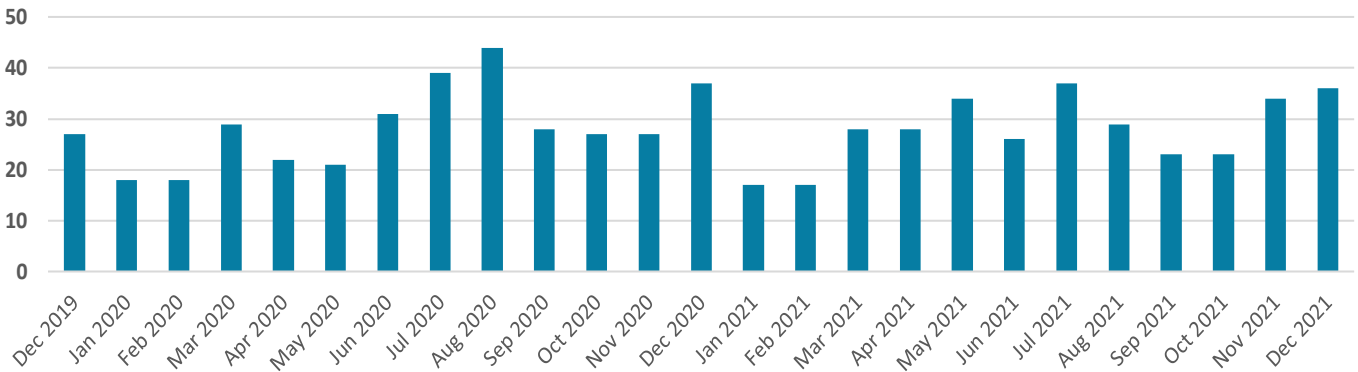


	Dec 2022	Nov 2022	MOM	Dec 2021	YOY	2022	2021	YTD
Median Sales Price	\$206,625	\$170,000	▲ 21.5%	\$172,000	▲ 20.1%	\$190,000	\$165,000	▲ 15.2%
Closed Sales	26	20	▲ 30.0%	36	▼ -27.8%	315	332	▼ -5.1%
New Listings	21	18	▲ 16.7%	19	▲ 10.5%	345	388	▼ -11.1%
Pending Sales	22	23	▼ -4.3%	26	▼ -15.4%	310	347	▼ -10.7%
Days on Market	45	38	▲ 18.4%	39	▲ 15.4%	39	30	▲ 30.0%
Price per Square Foot	\$116	\$117	▼ -0.9%	\$142	▼ -18.3%	\$135	\$125	▲ 8.0%
% of Ask Received	93.0%	95.3%	▼ -2.4%	97.7%	▼ -4.8%	96.6%	97.1%	▼ -0.5%
Active Inventory	37	41	▼ -9.8%	35	▲ 5.7%			
Absorption Rate	1.4	2.1	▼ -33.3%	1.0	▲ 40.0%			

## Median Sales Price



## Number of Closed Sales



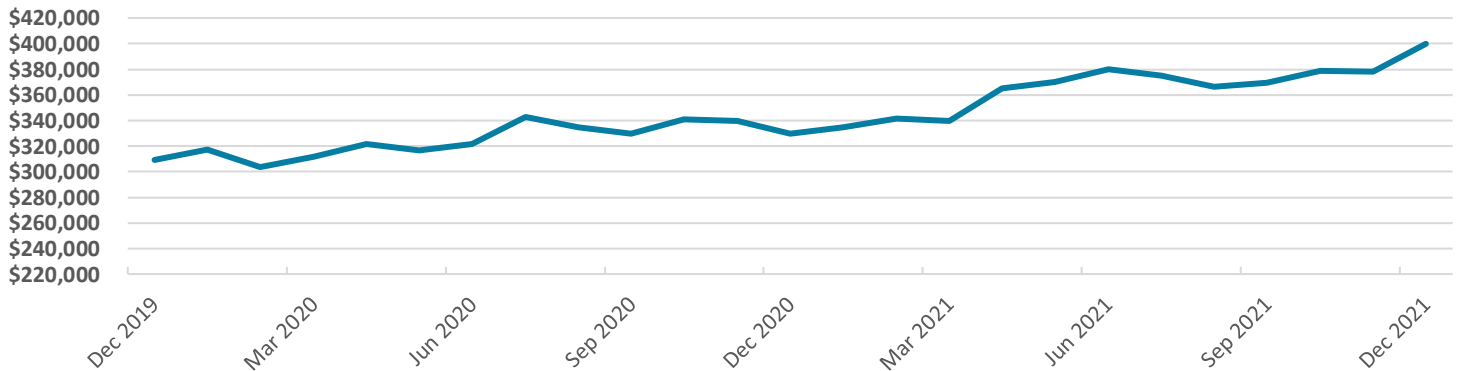
# Hamilton County

Data for single family homes in Hamilton County.

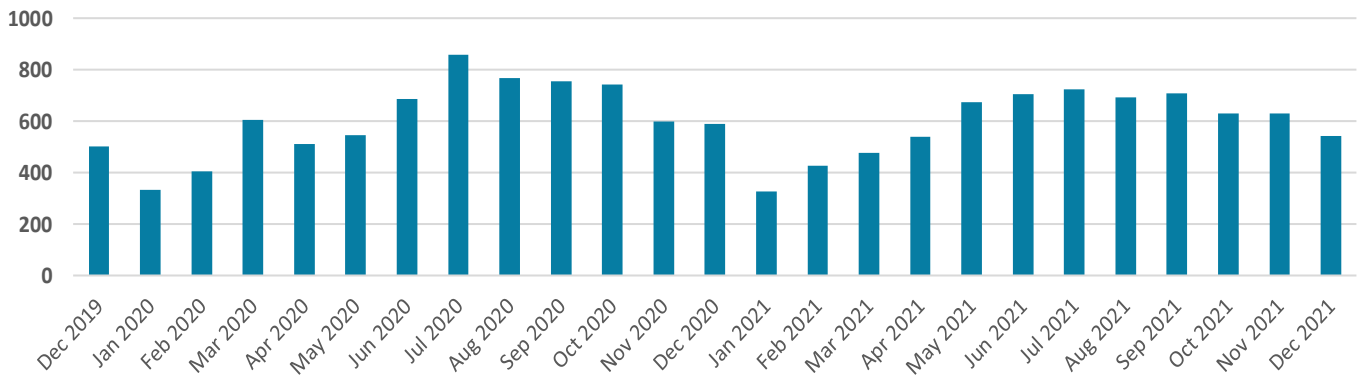


	Dec 2022	Nov 2022	MOM	Dec 2021	YOY	2022	2021	YTD
Median Sales Price	\$431,380	\$420,000	▲ 2.7%	\$400,000	▲ 7.8%	\$424,900	\$370,000	▲ 14.8%
Closed Sales	434	447	▼ -2.9%	544	▼ -20.2%	6,036	7,072	▼ -14.6%
New Listings	270	377	▼ -28.4%	297	▼ -9.1%	6,692	7,128	▼ -6.1%
Pending Sales	332	338	▼ -1.8%	322	▲ 3.1%	5,927	7,126	▼ -16.8%
Days on Market	44	35	▲ 25.7%	16	▲ 175.0%	19	18	▲ 5.6%
Price per Square Foot	\$193	\$193	■ 0.0%	\$179	▲ 7.8%	\$196	\$171	▲ 14.6%
% of Ask Received	98.6%	99.1%	▼ -0.5%	101.5%	▼ -2.9%	101.7%	101.7%	■ 0.0%
Active Inventory	510	625	▼ -18.4%	161	▲ 216.8%			
Absorption Rate	1.2	1.4	▼ -14.3%	0.3	▲ 300.0%			

## Median Sales Price



## Number of Closed Sales



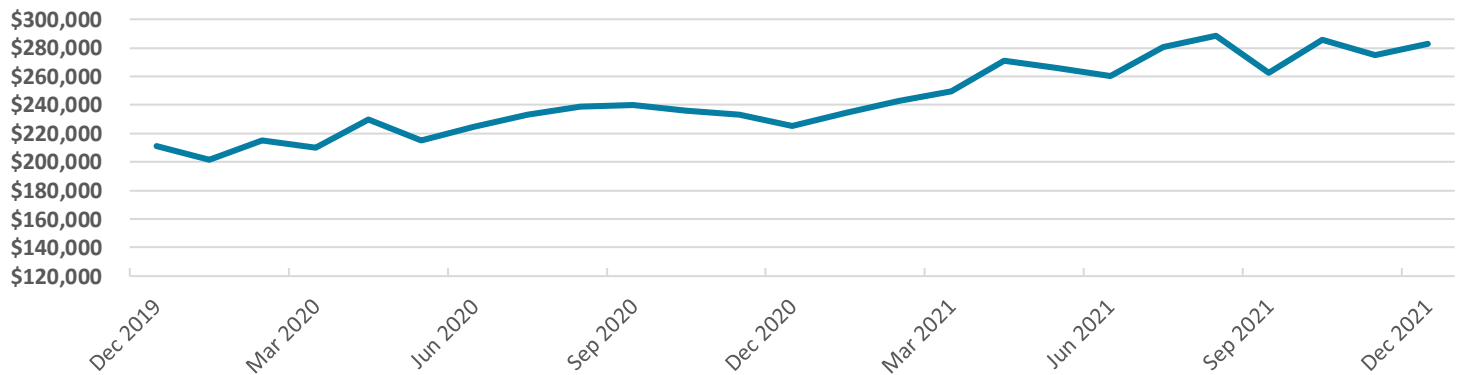
# Hancock County

Data for single family homes in Hancock County.

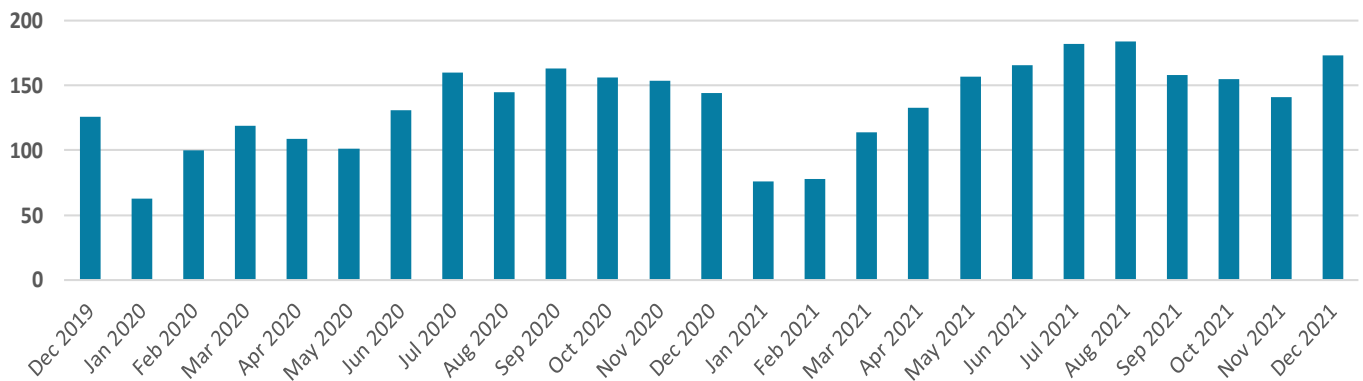


	Dec 2022	Nov 2022	MOM	Dec 2021	YOY	2022	2021	YTD
Median Sales Price	\$328,950	\$340,000	▼ -3.3%	\$283,000	▲ 16.2%	\$323,585	\$270,000	▲ 19.8%
Closed Sales	140	123	▲ 13.8%	173	▼ -19.1%	1,798	1,717	▲ 4.7%
New Listings	73	115	▼ -36.5%	110	▼ -33.6%	1,978	1,904	▲ 3.9%
Pending Sales	89	114	▼ -21.9%	124	▼ -28.2%	1,744	1,798	▼ -3.0%
Days on Market	77	48	▲ 60.4%	19	▲ 305.3%	26	18	▲ 44.4%
Price per Square Foot	\$159	\$161	▼ -1.2%	\$141	▲ 12.8%	\$153	\$136	▲ 12.5%
% of Ask Received	98.6%	98.2%	▲ 0.4%	99.9%	▼ -1.3%	100.0%	100.6%	▼ -0.6%
Active Inventory	242	261	▼ -7.3%	109	▲ 122.0%			
Absorption Rate	1.7	2.1	▼ -19.0%	0.6	▲ 183.3%			

## Median Sales Price



## Number of Closed Sales



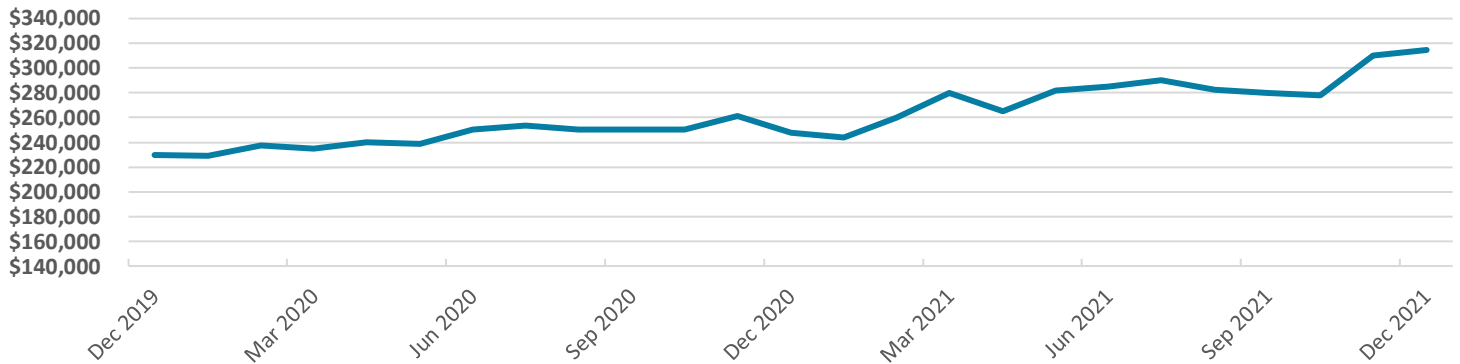
# Hendricks County

Data for single family homes in Hendricks County.

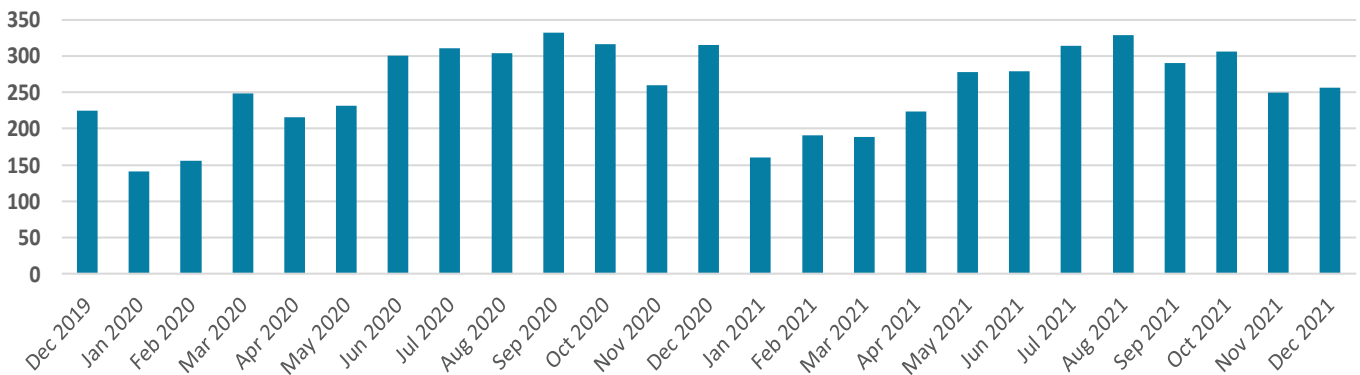


	Dec 2022	Nov 2022	MOM	Dec 2021	YOY	2022	2021	YTD
Median Sales Price	\$325,000	\$335,000	▼ -3.0%	\$314,500	▲ 3.3%	\$330,000	\$282,225	▲ 16.9%
Closed Sales	195	222	▼ -12.2%	256	▼ -23.8%	2,768	3,066	▼ -9.7%
New Listings	118	184	▼ -35.9%	182	▼ -35.2%	2,979	3,224	▼ -7.6%
Pending Sales	148	185	▼ -20.0%	194	▼ -23.7%	2,726	3,115	▼ -12.5%
Days on Market	48	43	▲ 11.6%	22	▲ 118.2%	23	15	▲ 53.3%
Price per Square Foot	\$158	\$162	▼ -2.5%	\$154	▲ 2.6%	\$164	\$143	▲ 14.7%
% of Ask Received	98.6%	98.8%	▼ -0.2%	100.6%	▼ -2.0%	100.9%	101.6%	▼ -0.7%
Active Inventory	222	269	▼ -17.5%	129	▲ 72.1%			
Absorption Rate	1.1	1.2	▼ -8.3%	0.5	▲ 120.0%			

## Median Sales Price



## Number of Closed Sales



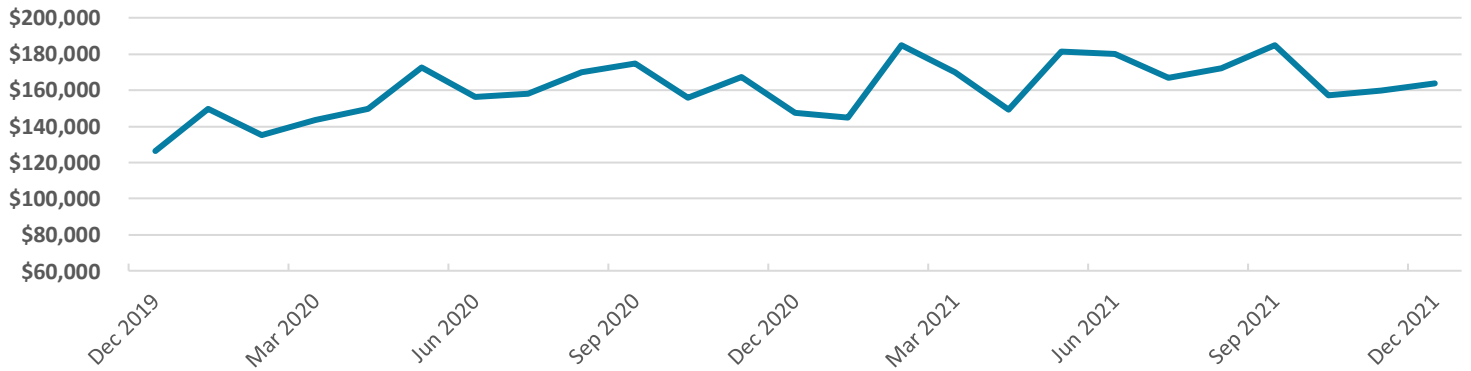
# Jackson County

Data for single family homes in Jackson County.

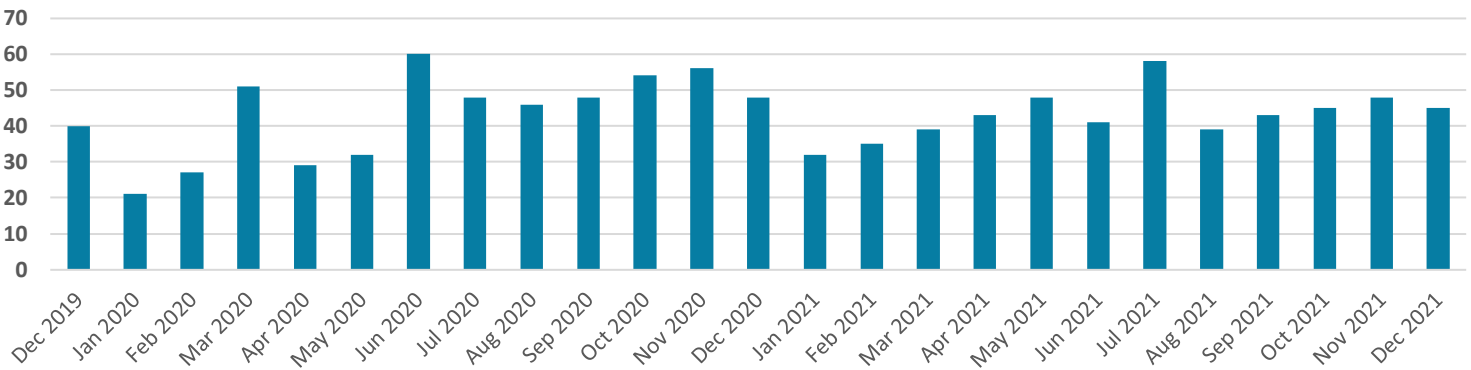


	Dec 2022	Nov 2022	MOM	Dec 2021	YOY	2022	2021	YTD
Median Sales Price	\$182,500	\$195,000	▼ -6.4%	\$164,000	▲ 11.3%	\$189,000	\$166,450	▲ 13.5%
Closed Sales	36	35	▲ 2.9%	45	▼ -20.0%	493	516	▼ -4.5%
New Listings	27	32	▼ -15.6%	32	▼ -15.6%	547	559	▼ -2.1%
Pending Sales	29	38	▼ -23.7%	39	▼ -25.6%	500	523	▼ -4.4%
Days on Market	53	20	▲ 165.0%	32	▲ 65.6%	26	24	▲ 8.3%
Price per Square Foot	\$148	\$127	▲ 16.5%	\$126	▲ 17.5%	\$132	\$119	▲ 10.9%
% of Ask Received	97.9%	96.6%	▲ 1.3%	99.4%	▼ -1.5%	98.0%	98.8%	▼ -0.8%
Active Inventory	52	56	▼ -7.1%	41	▲ 26.8%			
Absorption Rate	1.4	1.6	▼ -12.5%	0.9	▲ 55.6%			

## Median Sales Price



## Number of Closed Sales



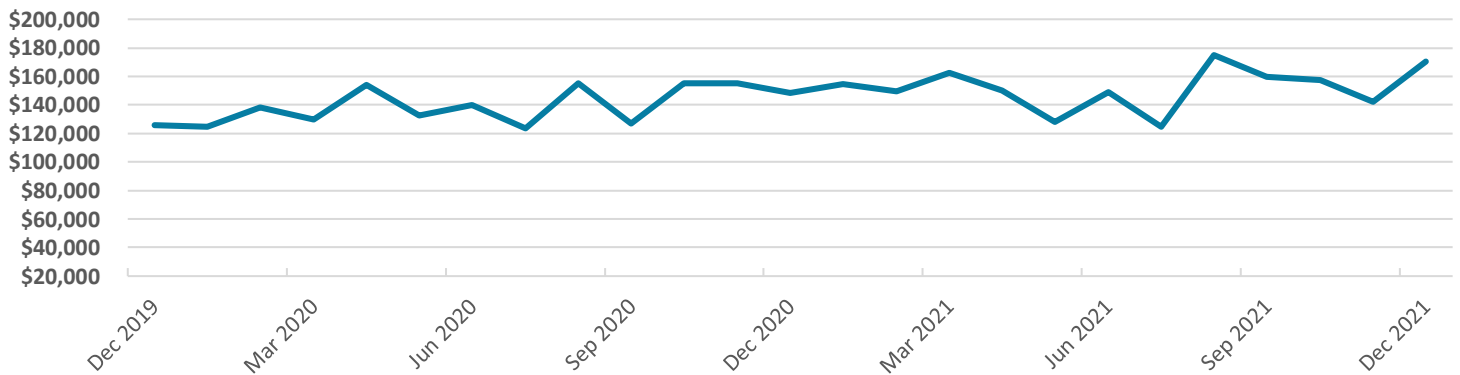
# Jennings County

Data for single family homes in Jennings County.

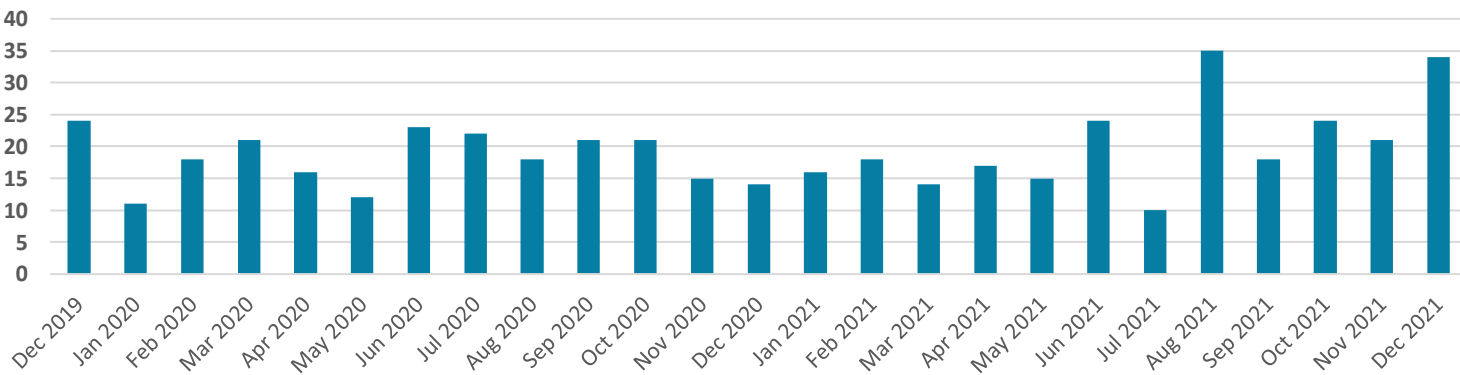


	Dec 2022	Nov 2022	MOM	Dec 2021	YOY	2022	2021	YTD
Median Sales Price	\$185,000	\$182,000	▲ 1.6%	\$170,500	▲ 8.5%	\$175,000	\$150,000	▲ 16.7%
Closed Sales	13	17	▼ -23.5%	34	▼ -61.8%	218	246	▼ -11.4%
New Listings	7	15	▼ -53.3%	11	▼ -36.4%	247	270	▼ -8.5%
Pending Sales	14	12	▲ 16.7%	11	▲ 27.3%	223	244	▼ -8.6%
Days on Market	43	40	▲ 7.5%	28	▲ 53.6%	32	29	▲ 10.3%
Price per Square Foot	\$124	\$147	▼ -15.6%	\$124	■ 0.0%	\$130	\$115	▲ 13.0%
% of Ask Received	95.5%	93.0%	▲ 2.7%	96.7%	▼ -1.2%	96.3%	97.4%	▼ -1.1%
Active Inventory	17	23	▼ -26.1%	27	▼ -37.0%			
Absorption Rate	1.3	1.4	▼ -7.1%	0.8	▲ 62.5%			

## Median Sales Price



## Number of Closed Sales



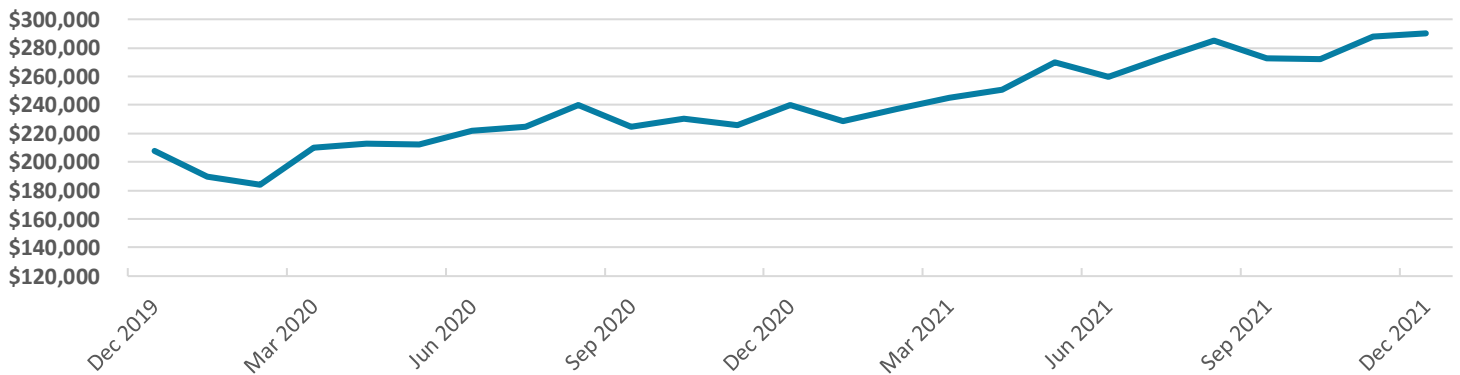
# Johnson County

Data for single family homes in Johnson County.

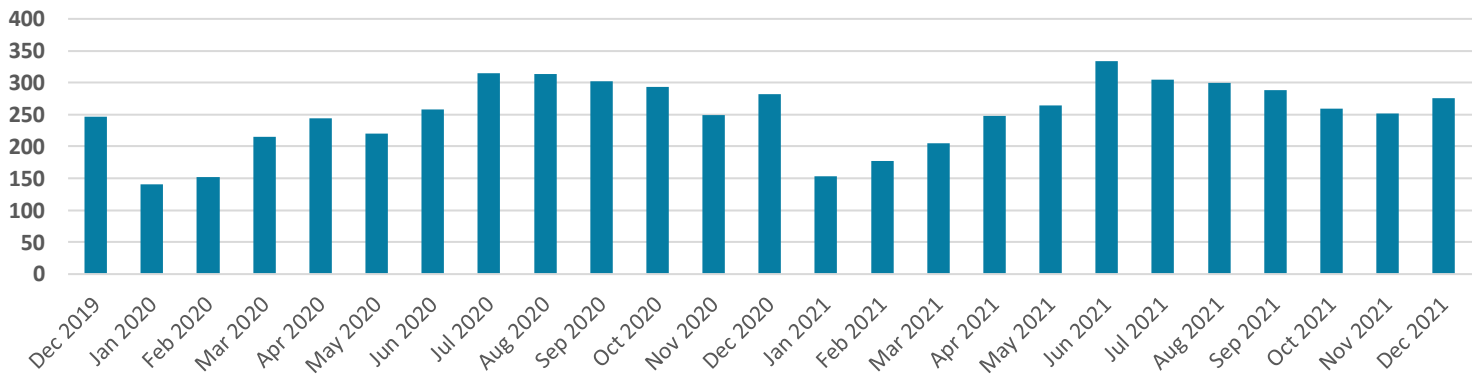


	Dec 2022	Nov 2022	MOM	Dec 2021	YOY	2022	2021	YTD
Median Sales Price	\$316,000	\$283,500	▲ 11.5%	\$290,000	▲ 9.0%	\$297,000	\$268,000	▲ 10.8%
Closed Sales	180	180	▬ 0.0%	276	▼ -34.8%	2,661	3,064	▼ -13.2%
New Listings	114	168	▼ -32.1%	179	▼ -36.3%	2,968	3,207	▼ -7.5%
Pending Sales	140	143	▼ -2.1%	183	▼ -23.5%	2,600	3,109	▼ -16.4%
Days on Market	49	39	▲ 25.6%	19	▲ 157.9%	18	13	▲ 38.5%
Price per Square Foot	\$159	\$161	▼ -1.2%	\$155	▲ 2.6%	\$166	\$148	▲ 12.2%
% of Ask Received	98.3%	98.7%	▼ -0.4%	101.0%	▼ -2.7%	100.5%	101.2%	▼ -0.7%
Active Inventory	266	311	▼ -14.5%	100	▲ 166.0%			
Absorption Rate	1.5	1.7	▼ -11.8%	0.4	▲ 275.0%			

## Median Sales Price



## Number of Closed Sales





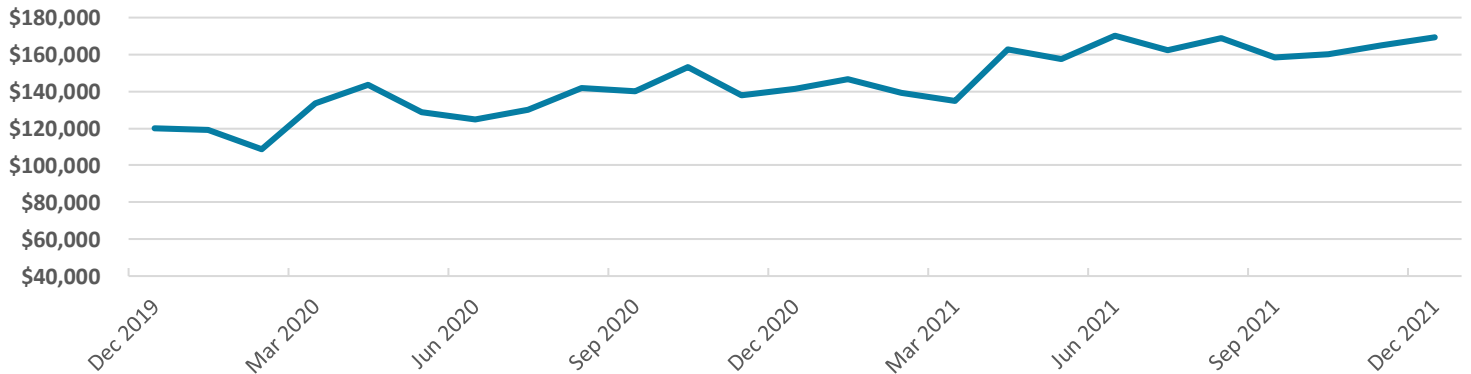
# Madison County

Data for single family homes in Madison County.

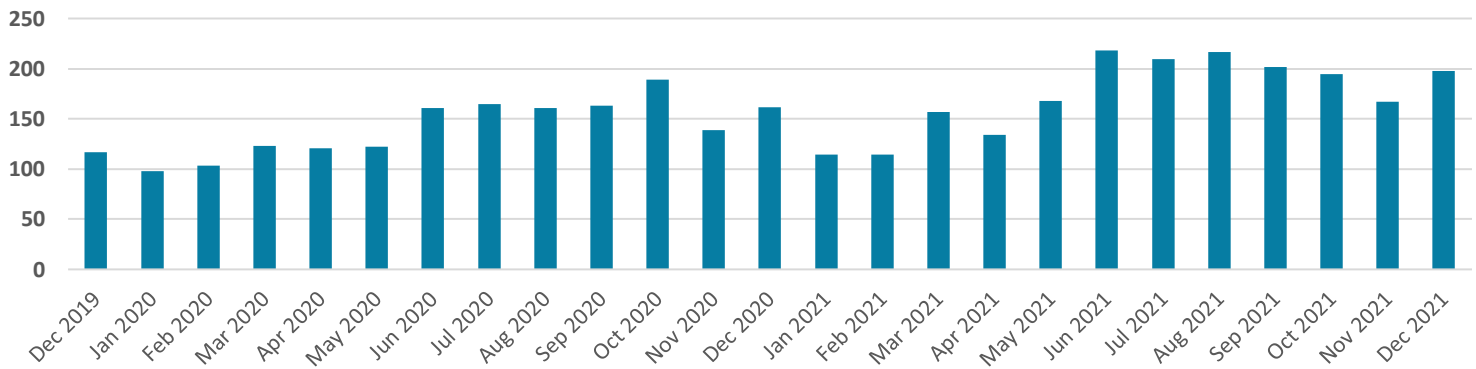


	Dec 2022	Nov 2022	MOM	Dec 2021	YOY	2022	2021	YTD
Median Sales Price	\$169,000	\$165,000	▲ 2.4%	\$169,200	▼ -0.1%	\$175,000	\$158,900	▲ 10.1%
Closed Sales	162	157	▲ 3.2%	198	▼ -18.2%	2,011	2,094	▼ -4.0%
New Listings	122	155	▼ -21.3%	144	▼ -15.3%	2,350	2,347	▲ 0.1%
Pending Sales	124	147	▼ -15.6%	143	▼ -13.3%	1,987	2,156	▼ -7.8%
Days on Market	52	31	▲ 67.7%	30	▲ 73.3%	26	23	▲ 13.0%
Price per Square Foot	\$112	\$114	▼ -1.8%	\$110	▲ 1.8%	\$113	\$101	▲ 11.9%
% of Ask Received	96.0%	95.7%	▲ 0.3%	98.3%	▼ -2.3%	98.0%	98.5%	▼ -0.5%
Active Inventory	236	275	▼ -14.2%	190	▲ 24.2%			
Absorption Rate	1.5	1.8	▼ -16.7%	1.0	▲ 50.0%			

## Median Sales Price



## Number of Closed Sales



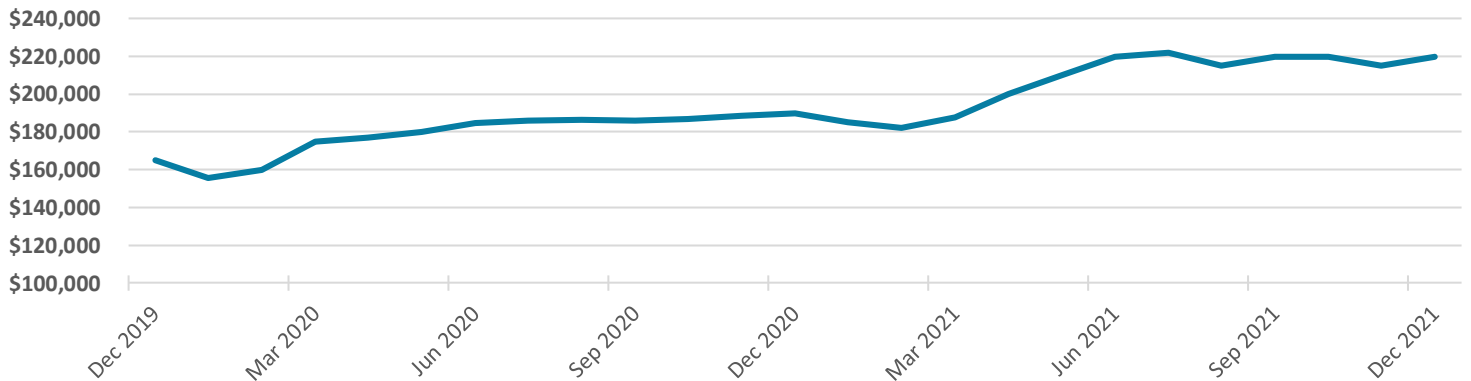
# Marion County

Data for single family homes in Marion County.

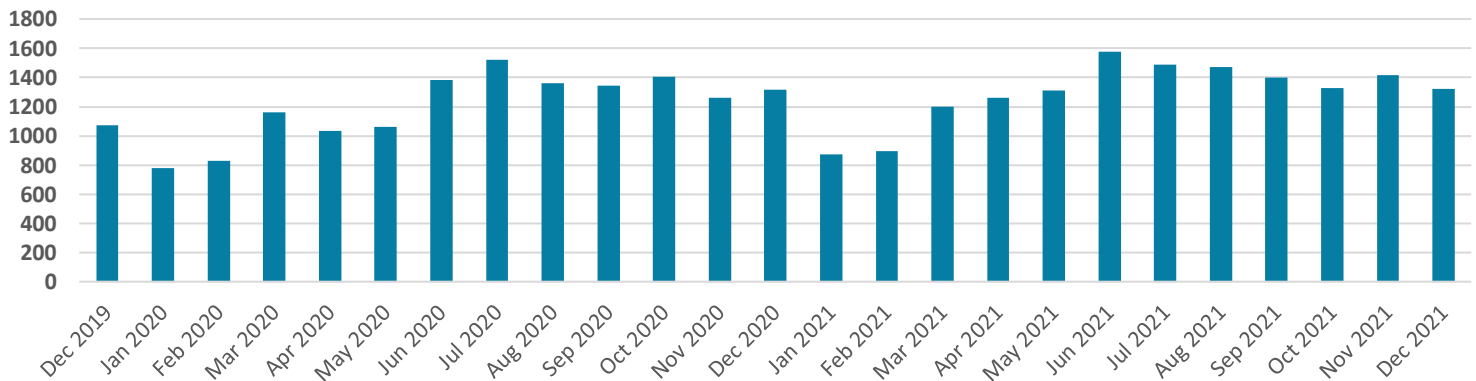


	Dec 2022	Nov 2022	MOM	Dec 2021	YOY	2022	2021	YTD
Median Sales Price	\$230,000	\$227,950	▲ 0.9%	\$220,000	▲ 4.5%	\$237,000	\$210,000	▲ 12.9%
Closed Sales	836	912	▼ -8.3%	1324	▼ -36.9%	13,401	15,552	▼ -13.8%
New Listings	709	951	▼ -25.4%	866	▼ -18.1%	15,903	17,028	▼ -6.6%
Pending Sales	702	759	▼ -7.5%	962	▼ -27.0%	13,391	15,829	▼ -15.4%
Days on Market	41	33	▲ 24.2%	26	▲ 57.7%	22	21	▲ 4.8%
Price per Square Foot	\$156	\$151	▲ 3.3%	\$147	▲ 6.1%	\$156	\$138	▲ 13.0%
% of Ask Received	97.4%	97.7%	▼ -0.3%	99.9%	▼ -2.5%	100.2%	100.6%	▼ -0.4%
Active Inventory	1,575	1,752	▼ -10.1%	852	▲ 84.9%			
Absorption Rate	1.9	1.9	■ 0.0%	0.6	▲ 216.7%			

## Median Sales Price



## Number of Closed Sales



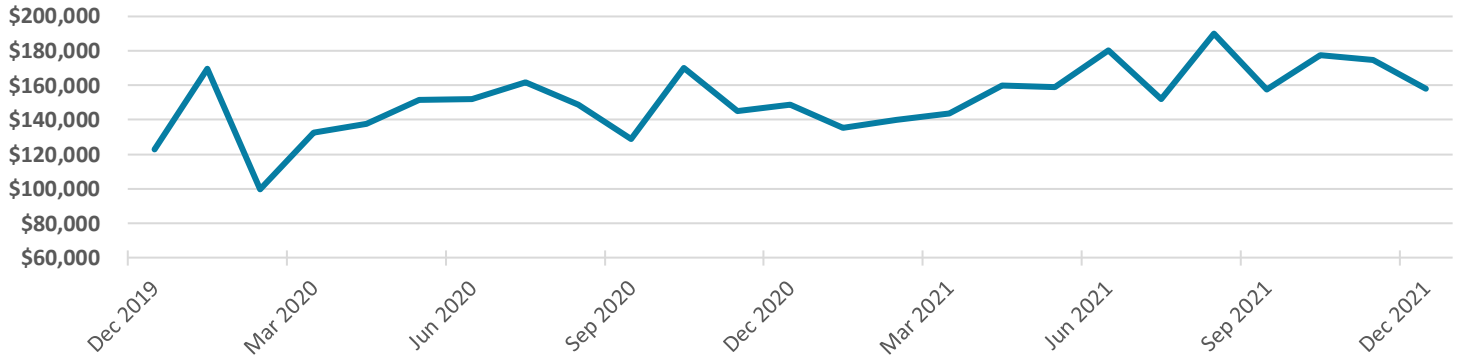
# Montgomery County

Data for single family homes in Montgomery County.

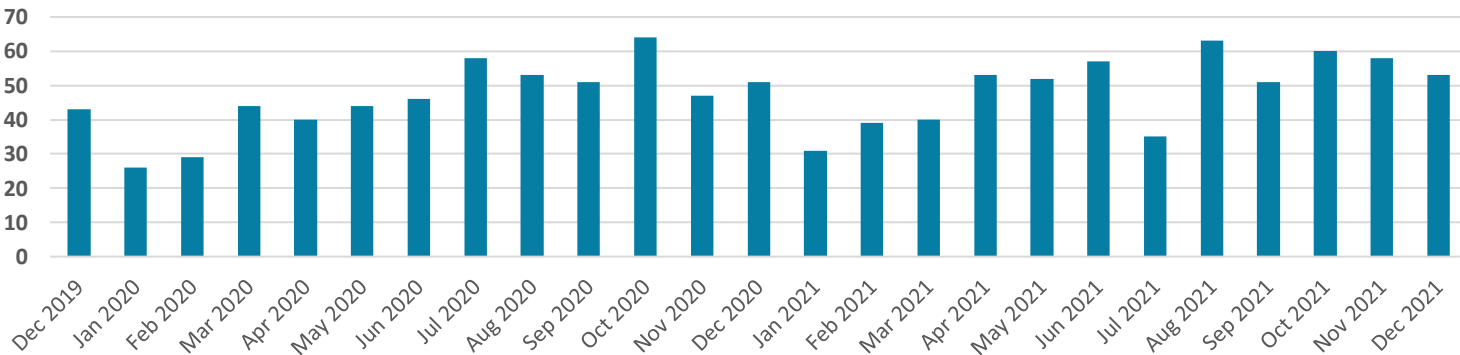


	Dec 2022	Nov 2022	MOM	Dec 2021	YOY	2022	2021	YTD
Median Sales Price	\$163,900	\$155,000	▲ 5.7%	\$158,000	▲ 3.7%	\$170,000	\$160,000	▲ 6.3%
Closed Sales	47	39	▲ 20.5%	53	▼ -11.3%	551	592	▼ -6.9%
New Listings	31	35	▼ -11.4%	36	▼ -13.9%	614	649	▼ -5.4%
Pending Sales	28	44	▼ -36.4%	41	▼ -31.7%	542	605	▼ -10.4%
Days on Market	33	31	▲ 6.5%	29	▲ 13.8%	22	23	▼ -4.3%
Price per Square Foot	\$125	\$116	▲ 7.8%	\$128	▼ -2.3%	\$124	\$115	▲ 7.8%
% of Ask Received	95.8%	94.0%	▲ 1.9%	98.7%	▼ -2.9%	97.7%	98.4%	▼ -0.7%
Active Inventory	63	66	▼ -4.5%	36	▲ 75.0%			
Absorption Rate	1.3	1.7	▼ -23.5%	0.7	▲ 85.7%			

## Median Sales Price



## Number of Closed Sales



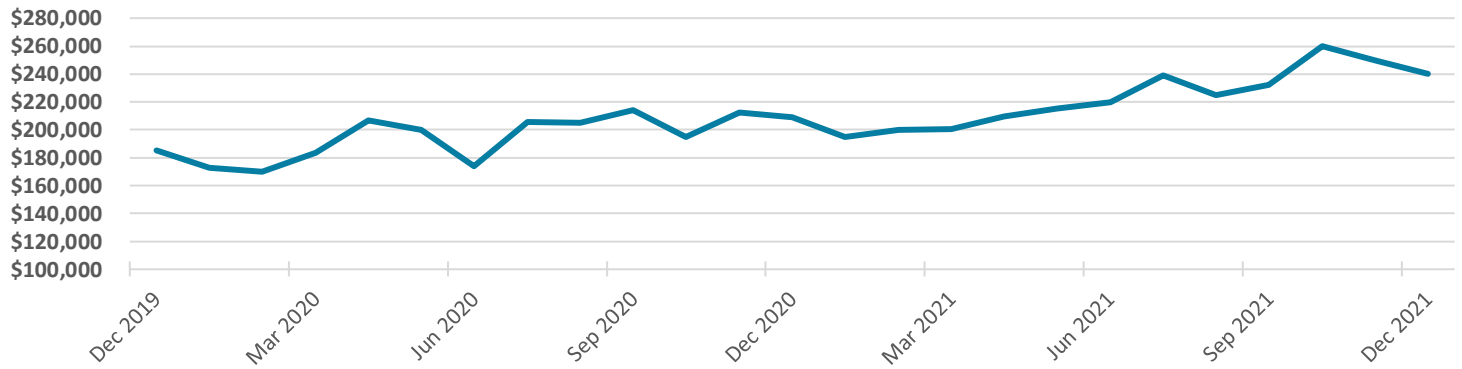
# Morgan County

Data for single family homes in Morgan County.

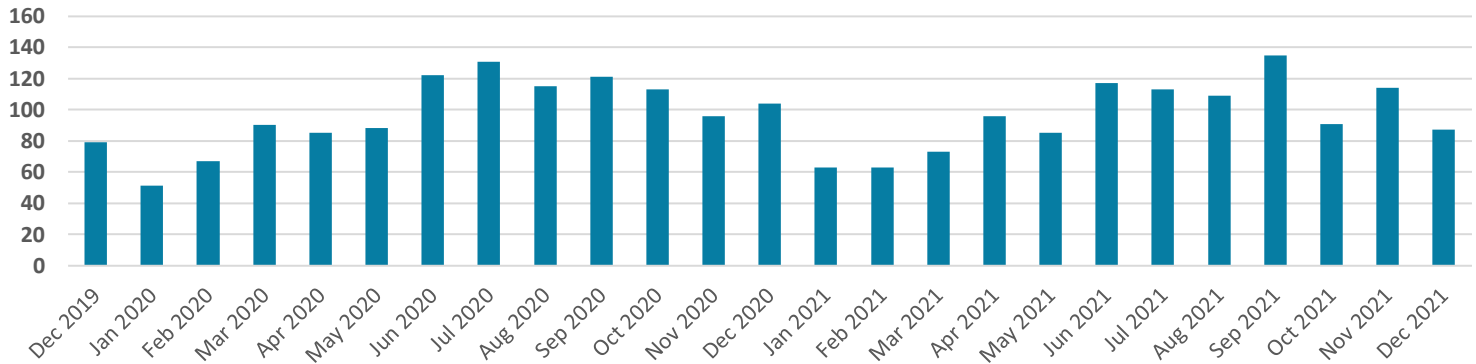


	Dec 2022	Nov 2022	MOM	Dec 2021	YOY	2022	2021	YTD
Median Sales Price	\$250,000	\$305,500	▼ -18.2%	\$240,000	▲ 4.2%	\$270,500	\$227,500	▲ 18.9%
Closed Sales	93	87	▲ 6.9%	87	▲ 6.9%	1,204	1,146	▲ 5.1%
New Listings	49	69	▼ -29.0%	95	▼ -48.4%	1,331	1,342	▼ -0.8%
Pending Sales	53	84	▼ -36.9%	70	▼ -24.3%	1,200	1,176	▲ 2.0%
Days on Market	42	33	▲ 27.3%	21	▲ 100.0%	25	19	▲ 31.6%
Price per Square Foot	\$157	\$158	▼ -0.6%	\$143	▲ 9.8%	\$161	\$142	▲ 13.4%
% of Ask Received	98.0%	96.9%	▲ 1.1%	98.2%	▼ -0.2%	99.3%	99.8%	▼ -0.5%
Active Inventory	143	160	▼ -10.6%	127	▲ 12.6%			
Absorption Rate	1.5	1.8	▼ -16.7%	1.5	■ 0.0%			

## Median Sales Price



## Number of Closed Sales



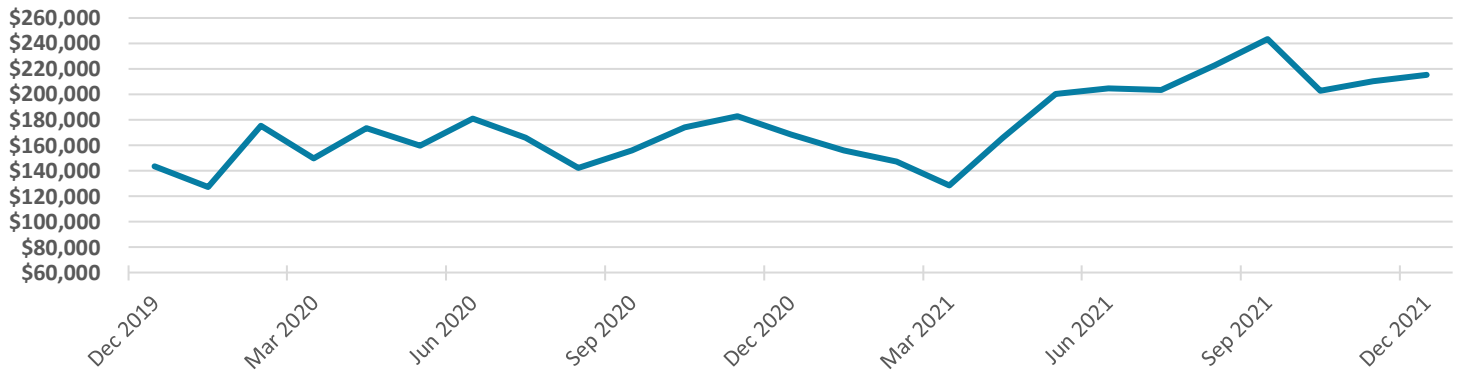
# Putnam County

Data for single family homes in Putnam County.

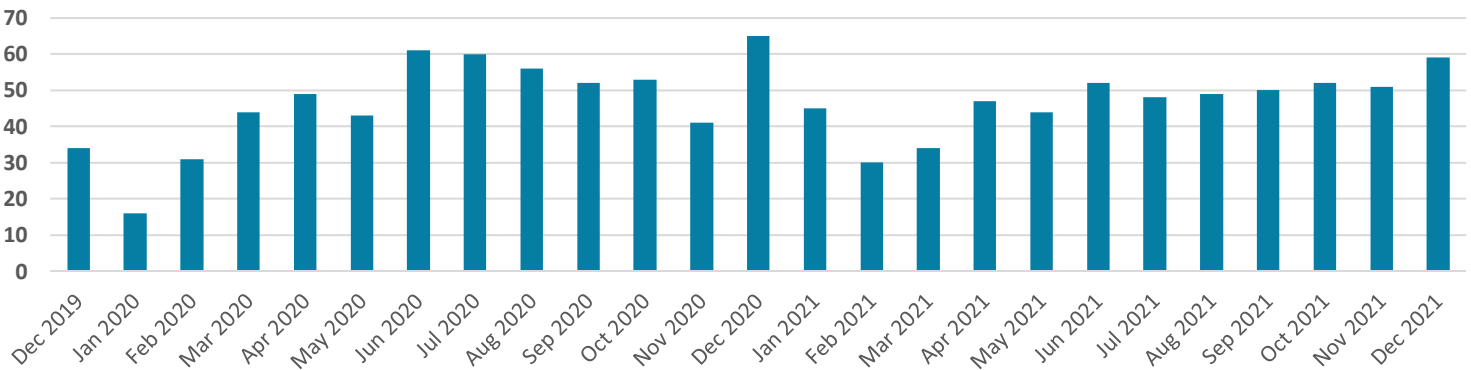


	Dec 2022	Nov 2022	MOM	Dec 2021	YOY	2022	2021	YTD
Median Sales Price	\$180,500	\$190,750	▼ -5.4%	\$215,000	▼ -16.0%	\$208,000	\$200,000	▲ 4.0%
Closed Sales	30	36	▼ -16.7%	59	▼ -49.2%	555	561	▼ -1.1%
New Listings	23	44	▼ -47.7%	48	▼ -52.1%	635	629	▲ 1.0%
Pending Sales	29	31	▼ -6.5%	49	▼ -40.8%	546	566	▼ -3.5%
Days on Market	34	30	▲ 13.3%	23	▲ 47.8%	26	21	▲ 23.8%
Price per Square Foot	\$160	\$155	▲ 3.2%	\$140	▲ 14.3%	\$146	\$131	▲ 11.5%
% of Ask Received	96.5%	96.6%	▼ -0.1%	98.7%	▼ -2.2%	97.4%	99.0%	▼ -1.6%
Active Inventory	73	84	▼ -13.1%	56	▲ 30.4%			
Absorption Rate	2.4	2.3	▲ 4.3%	0.9	▲ 166.7%			

## Median Sales Price



## Number of Closed Sales



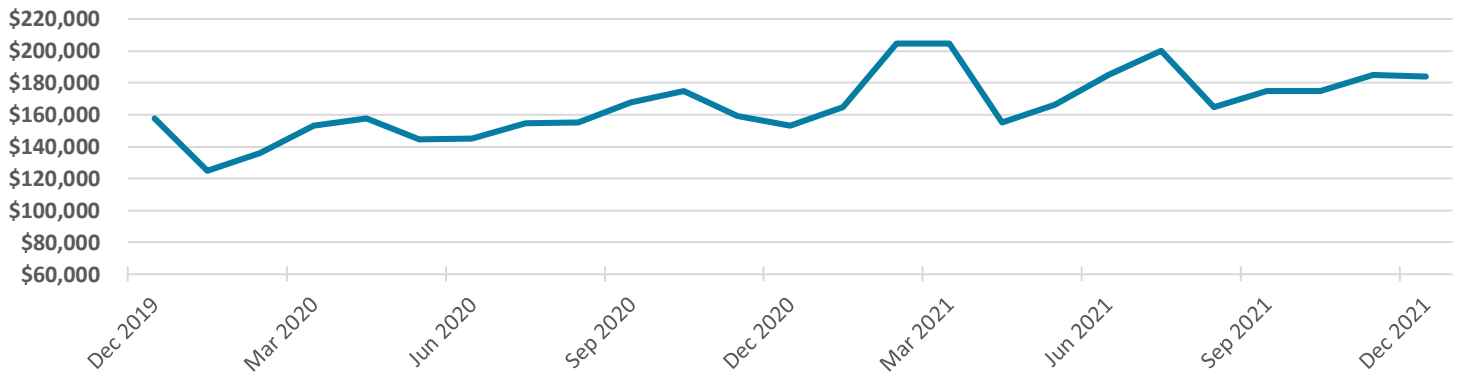
# Shelby County

Data for single family homes in Shelby County.

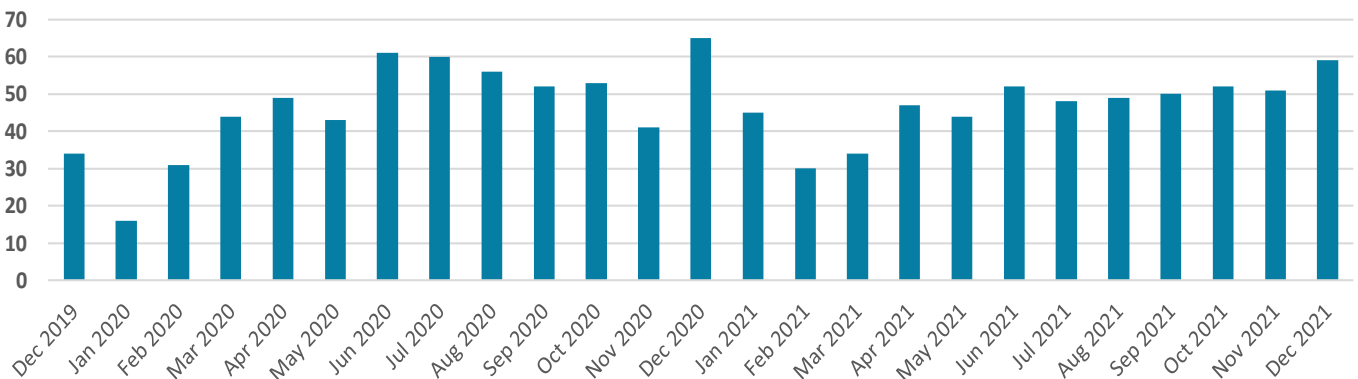


	Dec 2022	Nov 2022	MOM	Dec 2021	YOY	2022	2021	YTD
Median Sales Price	\$237,488	\$220,250	▲ 7.8%	\$184,000	▲ 29.1%	\$213,000	\$180,715	▲ 17.9%
Closed Sales	38	34	▲ 11.8%	51	▼ -25.5%	617	567	▲ 8.8%
New Listings	31	33	▼ -6.1%	43	▼ -27.9%	649	663	▼ -2.1%
Pending Sales	33	26	▲ 26.9%	50	▼ -34.0%	599	608	▼ -1.5%
Days on Market	46	33	▲ 39.4%	22	▲ 109.1%	27	24	▲ 12.5%
Price per Square Foot	\$145	\$123	▲ 17.9%	\$121	▲ 19.8%	\$136	\$120	▲ 13.3%
% of Ask Received	96.0%	97.3%	▼ -1.3%	98.8%	▼ -2.8%	98.4%	99.1%	▼ -0.7%
Active Inventory	62	68	▼ -8.8%	49	▲ 26.5%			
Absorption Rate	1.6	2.0	▼ -20.0%	1.0	▲ 60.0%			

## Median Sales Price



## Number of Closed Sales



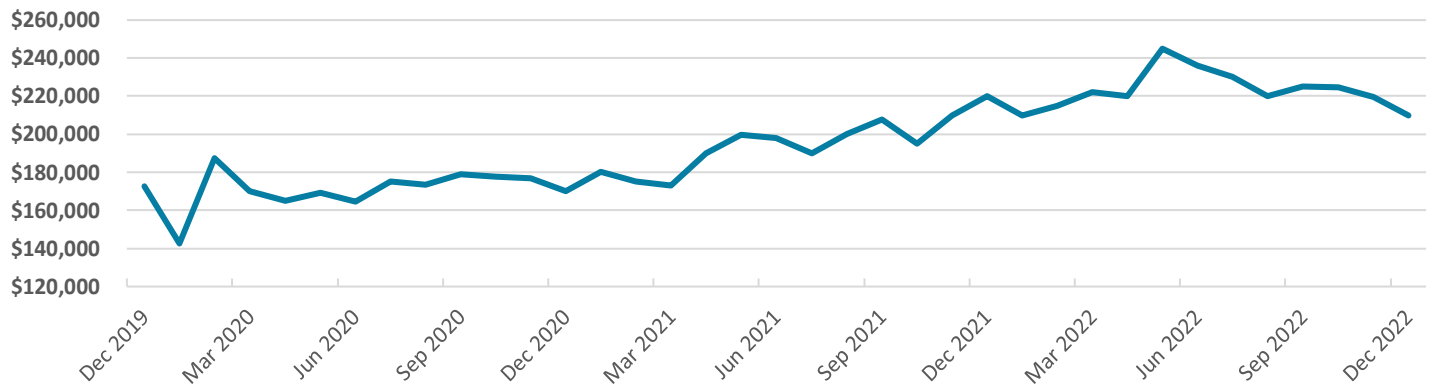
# Condominiums

Data for Condominiums across all MIBOR Counties.



	Dec 2022	Nov 2022	MOM	Dec 2021	YOY	2022	2021	YTD
Median Sales Price	\$210,000	\$219,500	▼ -4.3%	\$220,000	▼ -4.5%	\$225,000	\$195,000	▲ 15.4%
Closed Sales	177	207	▼ -14.5%	259	▼ -31.7%	2,741	2,941	▼ -6.8%
New Listings	129	183	▼ -29.5%	150	▼ -14.0%	3,000	3,138	▼ -4.4%
Pending Sales	132	180	▼ -26.7%	160	▼ -17.5%	2,712	3,003	▼ -9.7%
Days on Market	37	26	▲ 42.3%	34	▲ 8.8%	26	28	▼ -7.1%
Price per Square Foot	\$160	\$159	▲ 0.6%	\$145	▲ 10.3%	\$163	\$140	▲ 16.4%
% of Ask Received	97.1%	98.2%	▼ -1.1%	100.3%	▼ -3.2%	100.3%	99.9%	▲ 0.4%
Active Inventory	287	321	▼ -10.6%	180	▲ 59.4%			
Absorption Rate	1.6	1.6	■ 0.0%	0.7	▲ 128.6%			

## Median Sales Price



## Number of Closed Sales

