

MARKET INSIGHTS REPORT

OCTOBER 2021



Market Analysis

The housing market is one of the largest and most important sectors of the U.S. economy. To understand the trends within the market one must analyze activity both month-over-month and year-over-year. In this Market Insights Report, MIBOR REALTOR® Association (MIBOR) provides a market analysis of the 16 central Indiana counties within the MIBOR service area by creating a single, timely, reliable source of data.

In this report, MIBOR has separated townhouse/condo inventory and properties for lease from the aggregated totals. This decision was made to add clarity to the data as the single-family residential segment is typically the focus. However, as our research shows, walkable neighborhoods with mixed use property types is becoming a consumer preference and a good investment for municipalities. Given this information, we have added a section to the report to address condos and “condo lifestyle” as it is defined within our data.

To create a comprehensive view of the market, MIBOR has scheduled the data pull to happen on the 5th day of the month for the prior month. After review, the completed reports are posted by the second Friday of the month at www.mibor.com/marketinsights.

After analysis of the October 2021 data, this is what our experts are saying:

“Home prices in Indianapolis remain near all-time highs, with a median sales price of \$255,000, 14.9% higher than where we were last year at this time,” said Shelley Specchio, MIBOR CEO. “As prices typically decline during the colder months, this is a sign that the market remains very strong. And, as it builds wealth, owning a home continues to be one of the best long-term investments one can make.”

Dr. Elliot Eisenberg, an internationally acclaimed economist and public speaker says, “nationally, there is strong consumer demand out there for just about everything. Demand for services was pleasantly up, and in most cases was able to be satisfied, although not without some bumps – think airline travel. The demand for goods was not able to be satisfied so well because you simply cannot buy what is not available. There was also a reduction in government funding with the end of additional unemployment benefits in early September, further dragging down the last third of 21Q3, and the ending of the unemployment benefits did not necessarily translate into more employment, at least not immediately. Dr. Eisenberg says: “Put all of this together and it’s not necessarily surprising that GDP was a little disappointing. I think the good news is that in 21Q4 should improve and we are likely to see a doubling of GDP to at least 4%.”

Year over Year data for October:

- Median sales price increased 14.9 percent to \$255,000
- Average days on market decreased 24.0 percent to 19
- Current active listings decreased 18.7 percent to 2,682

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MARKET SUMMARY



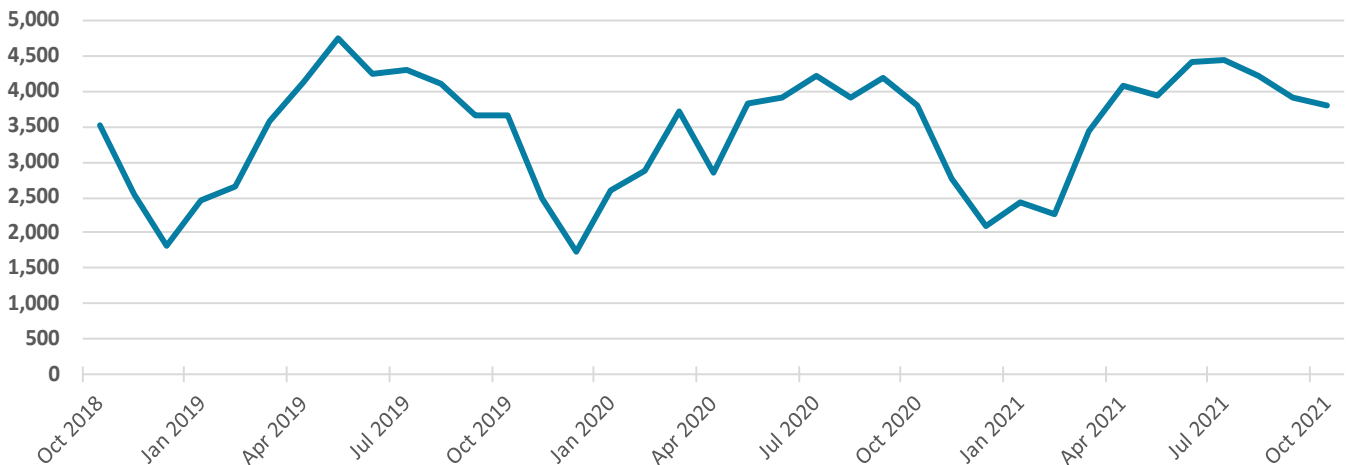
INCLUDES DATA FROM THE FOLLOWING COUNTIES FOR SINGLE FAMILY HOMES: BARTHOLOMEW, BOONE, BROWN, DECATUR, HAMILTON, HANCOCK, HENDRICKS, JACKSON, JENNINGS, JOHNSON, MADISON, MARION, MONTGOMERY, MORGAN, PUTNAM, SHELBY.

	Oct 2021	Sep 2021	MOM	Oct 2020	YOY	2021	2020	YTD
Median Sales Price	\$255,000	\$255,000	0.0%	\$222,000	14.9%	\$245,650	\$215,000	14.3%
Closed Sales	3,448	3,709	-7.0%	3,775	-8.7%	32,598	31,285	4.2%
New Listings	3,807	3,907	-2.6%	3,812	-0.1%	36,974	35,918	2.9%
Pending Sales	3,784	3,514	7.7%	3,421	10.6%	34,942	34,157	2.3%
Days on Market	19	18	5.6%	25	-24.0%	19	37	-48.6%
Price per Square Foot	\$149	\$149	0.0%	\$129	15.5%	\$143	\$124	15.3%
% of Ask Received	100.4%	100.5%	-0.1%	98.8%	1.6%	100.6%	98.4%	2.2%
Active Inventory	2,682	2,660	0.8%	3,300	-18.7%			
Absorption Rate	0.8	0.7	14.3%	0.9	-11.1%			

New Listings

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

October 2021	Month over Month Change	Year over Year Change	Year to Date Change
3,807	-2.6%	-0.1%	2.9%

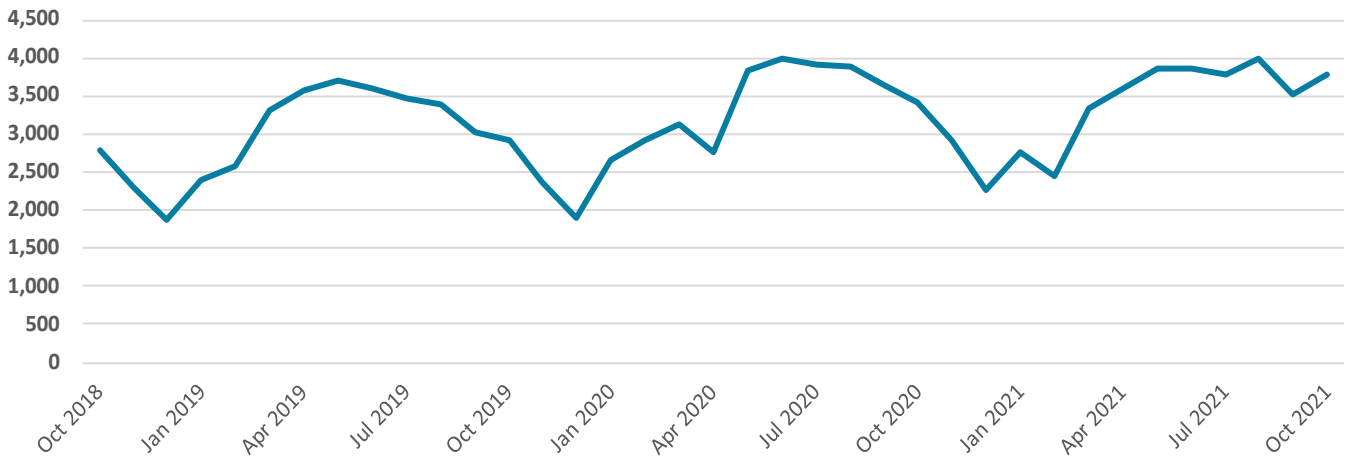


Pending Sales

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



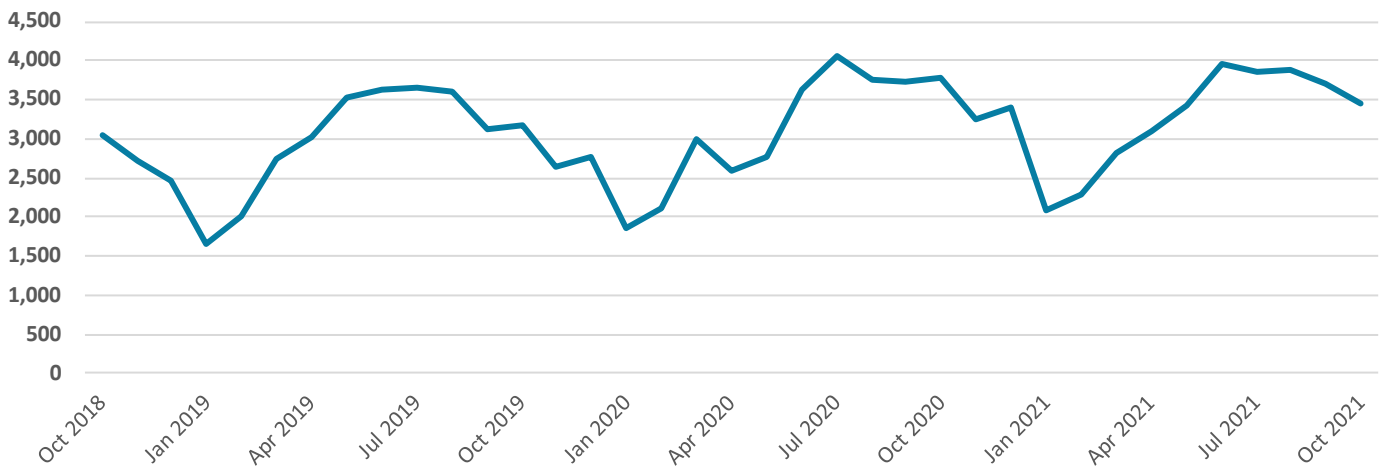
October 2021	Month over Month Change	Year over Year Change	Year to Date Change
3,784	▲ 7.7%	▲ 10.6%	▲ 2.3%



Closed Sales

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

October 2021	Month over Month Change	Year over Year Change	Year to Date Change
3,448	▼ -7.0%	▼ -8.7%	▲ 4.2%

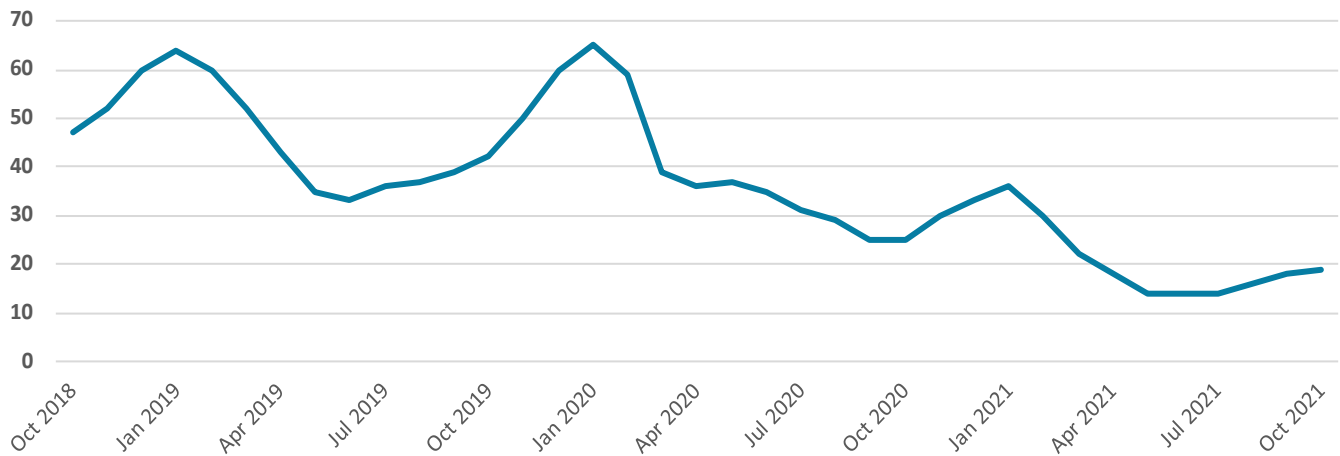


Cumulative Days on Market

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



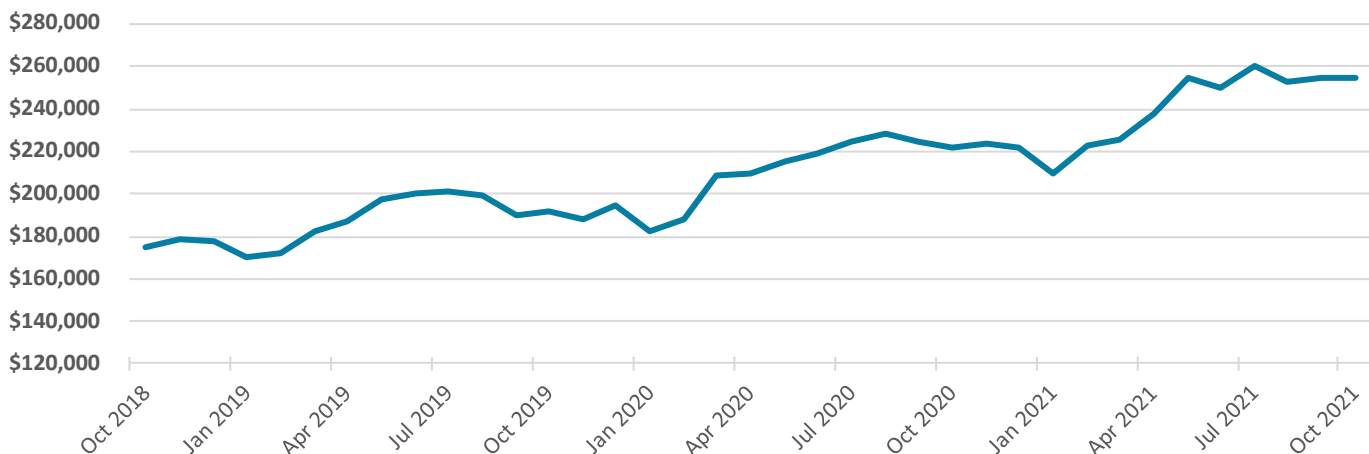
October 2021	Month over Month Change	Year over Year Change	Year to Date Change
19	▲ 5.6%	▼ -24.0%	▼ -48.6%



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.

October 2021	Month over Month Change	Year over Year Change	Year to Date Change
\$255,000	■ 0.0%	▲ 14.9%	▲ 14.3%

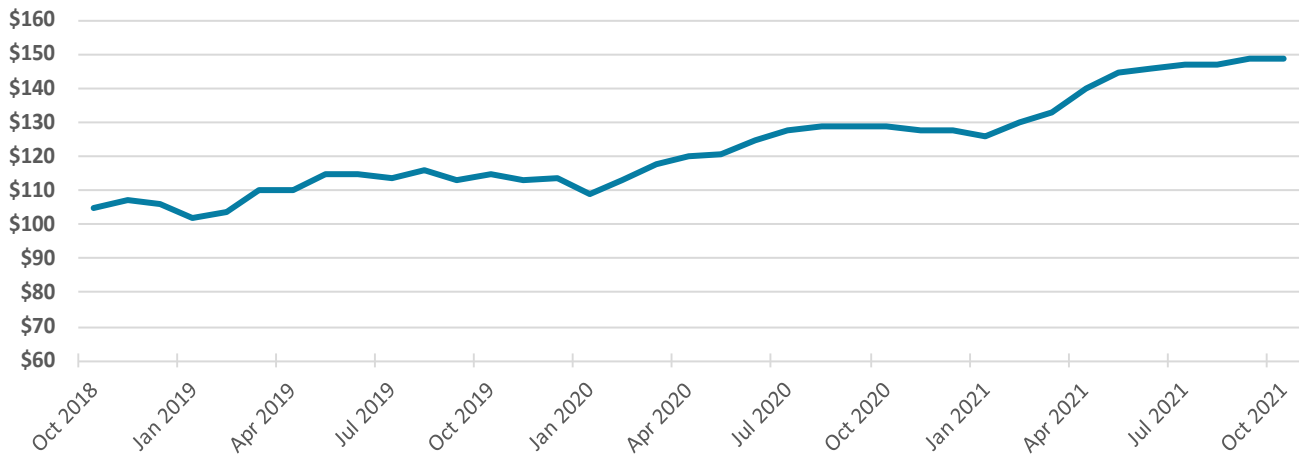


Sold Price per Square Foot

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



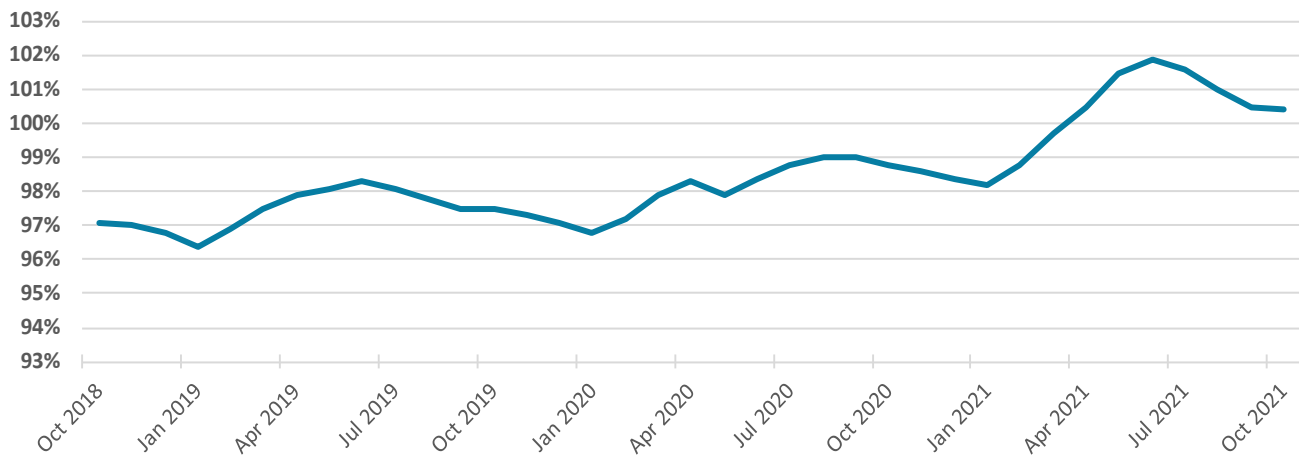
October 2021	Month over Month Change	Year over Year Change	Year to Date Change
\$149	0.0%	15.5%	15.3%



Percent of Ask Price Received

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

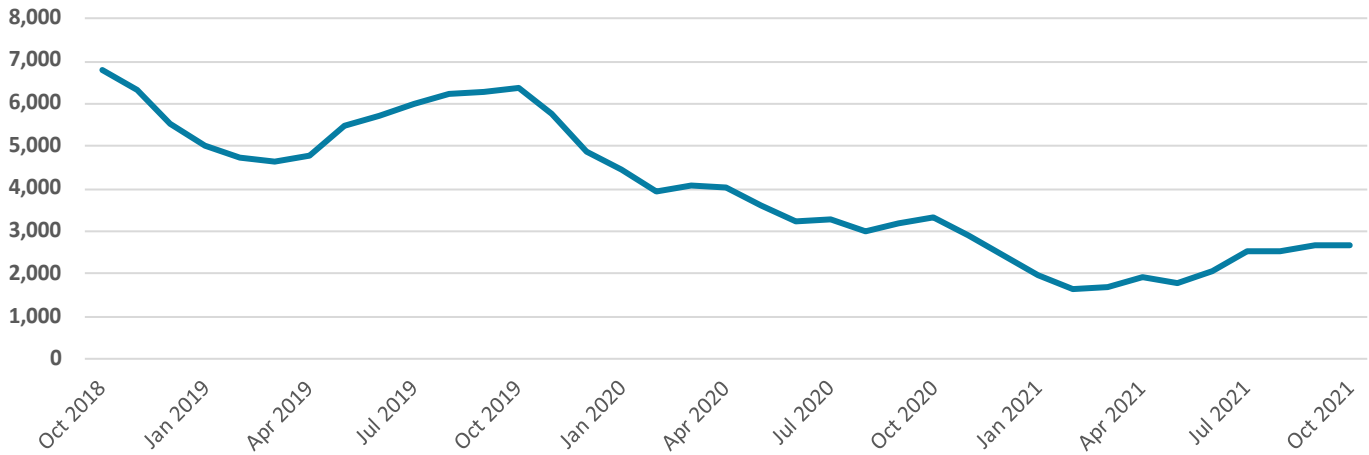
October 2021	Month over Month Change	Year over Year Change	Year to Date Change
100.4%	-0.1%	1.6%	2.2%



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.

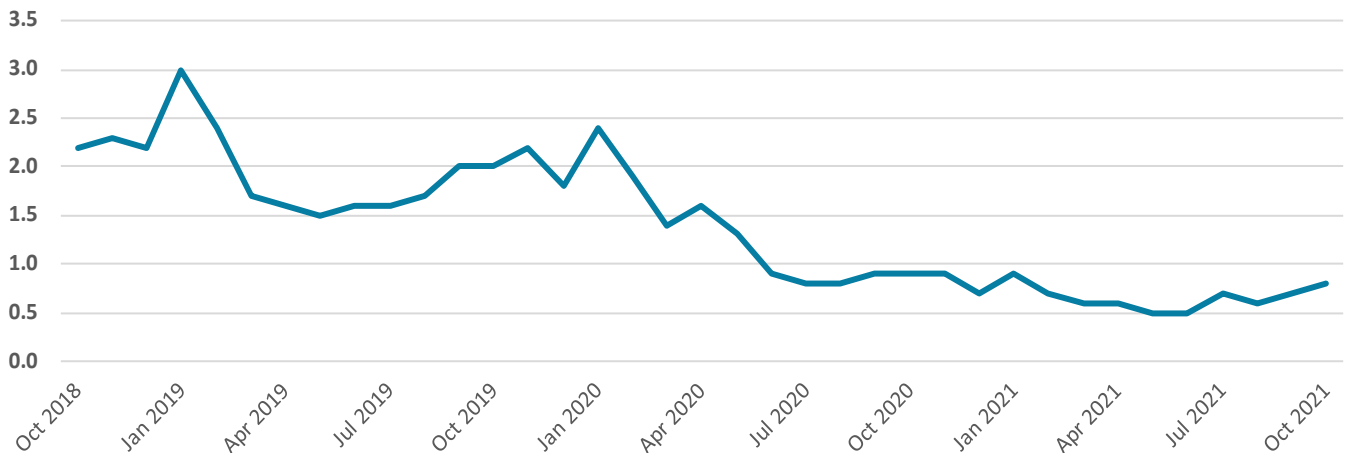
October 2021	Month over Month Change	Year over Year Change
2,682	▲ 0.8%	▼ -18.7%



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.

October 2021	Month over Month Change	Year over Year Change
0.8	▲ 14.3%	▼ -11.1%



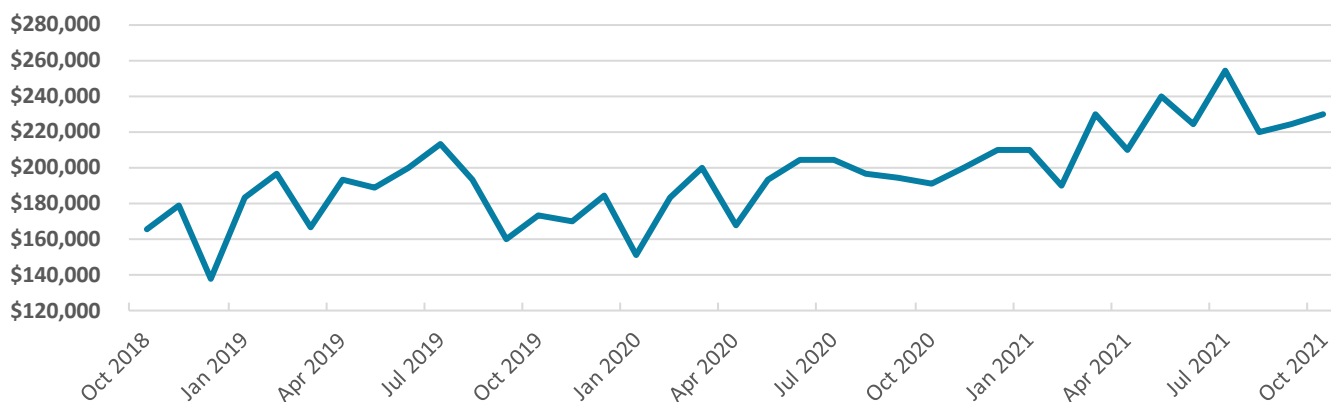
Bartholomew County

Data for single family homes in Bartholomew County.

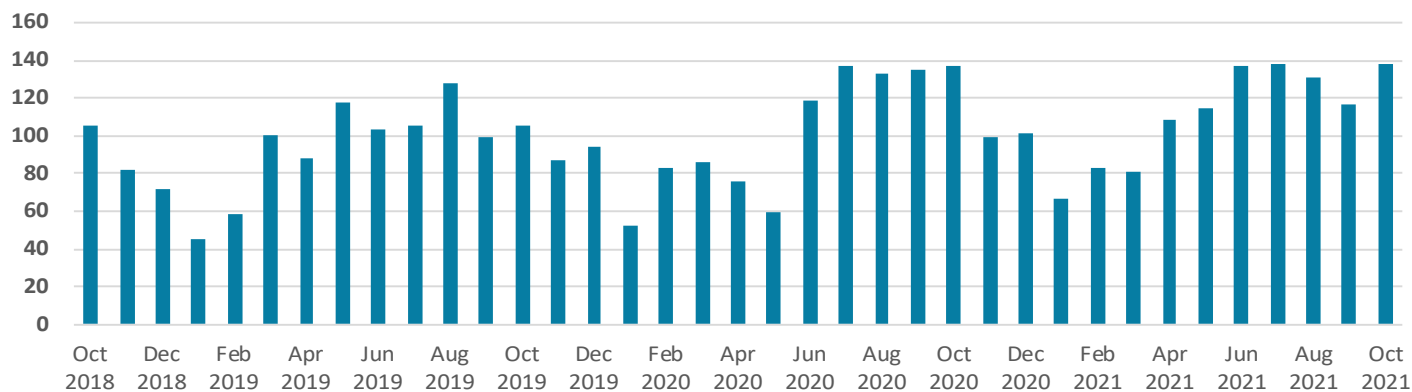


	Oct 2021	Sep 2021	MOM	Oct 2020	YOY	2021	2020	YTD
Median Sales Price	\$230,000	\$225,100	▲ 2.2%	\$191,658	▲ 20.0%	\$226,057	\$190,000	▲ 19.0%
Closed Sales	138	117	▲ 17.9%	137	▲ 0.7%	1,116	1,017	▲ 9.7%
New Listings	106	144	▼ -26.4%	113	▼ -6.2%	1,263	1,153	▲ 9.5%
Pending Sales	118	141	▼ -16.3%	105	▲ 12.4%	1,185	1,095	▲ 8.2%
Days on Market	23	23	▬ 0.0%	23	▬ 0.0%	19	38	▼ -50.0%
Price per Square Foot	\$145	\$150	▼ -3.3%	\$126	▲ 15.1%	\$143	\$126	▲ 13.5%
% of Ask Received	98.5%	99.2%	▼ -0.7%	98.5%	▬ 0.0%	99.6%	97.9%	▲ 1.7%
Active Inventory	90	109	▼ -17.4%	103	▼ -12.6%			
Absorption Rate	0.7	0.9	▼ -22.2%	0.8	▼ -12.5%			

Median Sales Price



Number of Closed Sales



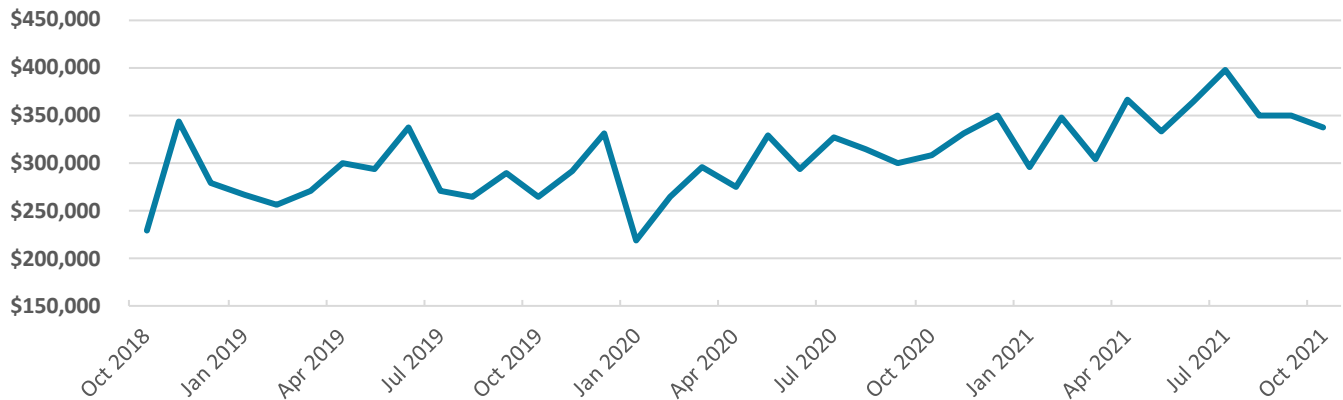
Boone County

Data for single family homes in Boone County.

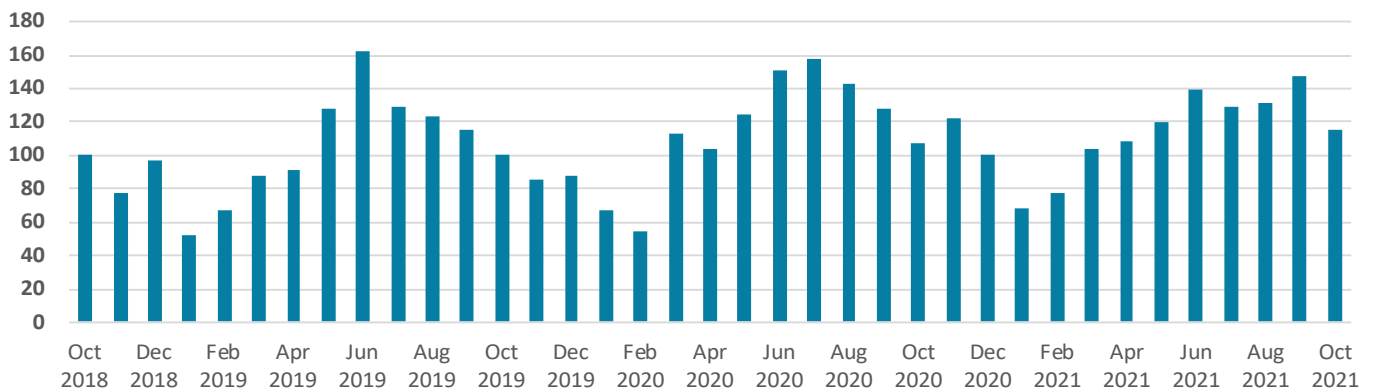


	Oct 2021	Sep 2021	MOM	Oct 2020	YOY	2021	2020	YTD
Median Sales Price	\$338,000	\$350,000	▼ -3.4%	\$309,615	▲ 9.2%	\$350,000	\$301,000	▲ 16.3%
Closed Sales	115	147	▼ -21.8%	107	▲ 7.5%	1,139	1,150	▼ -1.0%
New Listings	120	137	▼ -12.4%	97	▲ 23.7%	1,308	1,290	▲ 1.4%
Pending Sales	136	128	▲ 6.3%	110	▲ 23.6%	1,243	1,254	▼ -0.9%
Days on Market	24	15	▲ 60.0%	41	▼ -41.5%	19	47	▼ -59.6%
Price per Square Foot	\$168	\$166	▲ 1.2%	\$151	▲ 11.3%	\$165	\$142	▲ 16.2%
% of Ask Received	99.9%	100.8%	▼ -0.9%	98.9%	▲ 1.0%	100.4%	98.1%	▲ 2.3%
Active Inventory	82	100	▼ -18.0%	131	▼ -37.4%			
Absorption Rate	0.7	0.7	■ 0.0%	1.2	▼ -41.7%			

Median Sales Price



Number of Closed Sales



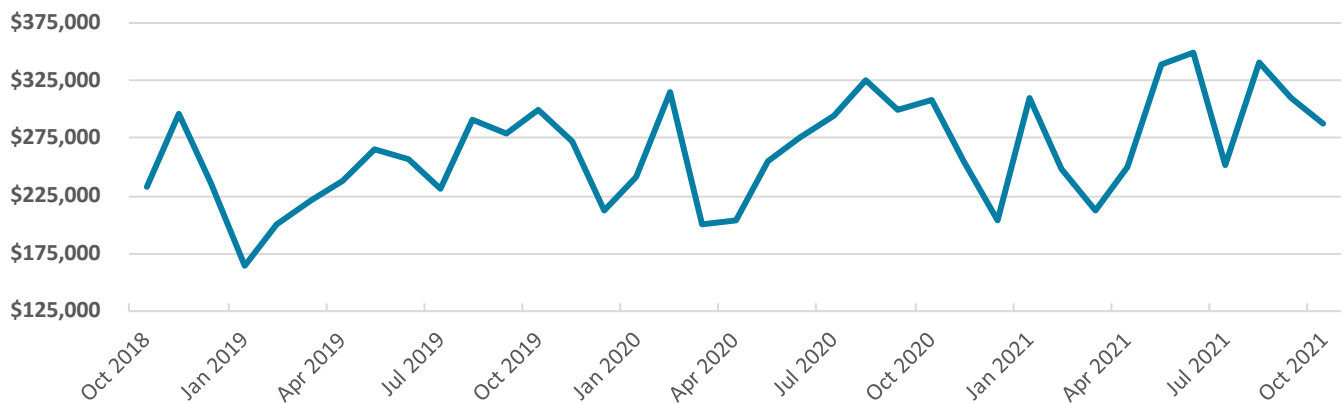
Brown County

Data for single family homes in Brown County.

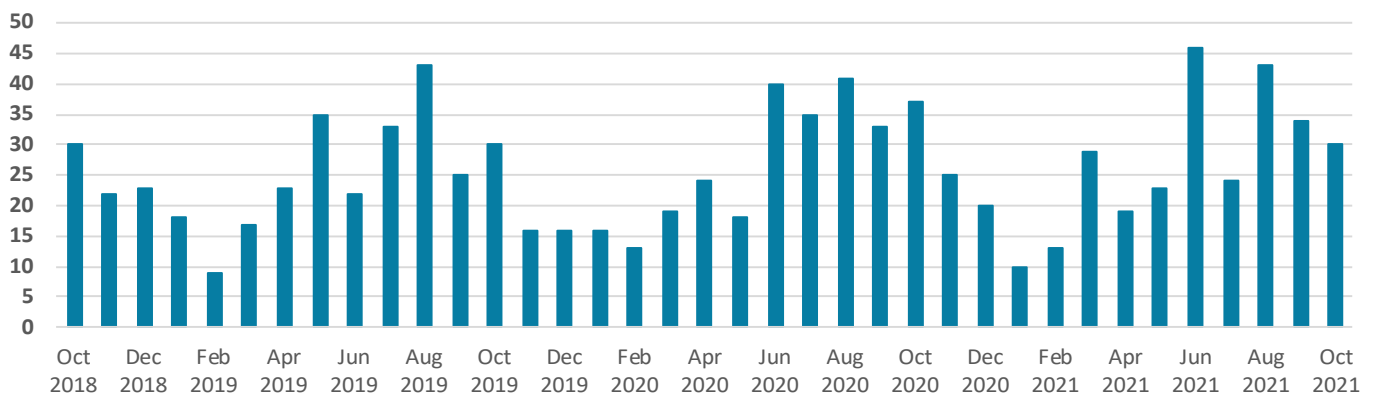


	Oct 2021	Sep 2021	MOM	Oct 2020	YOY	2021	2020	YTD
Median Sales Price	\$287,000	\$309,950	▼ -7.4%	\$308,500	▼ -7.0%	\$305,000	\$266,000	▲ 14.7%
Closed Sales	30	34	▼ -11.8%	37	▼ -18.9%	271	276	▼ -1.8%
New Listings	40	41	▼ -2.4%	27	▲ 48.1%	348	313	▲ 11.2%
Pending Sales	32	37	▼ -13.5%	32	▬ 0.0%	307	303	▲ 1.3%
Days on Market	34	15	▲ 126.7%	48	▼ -29.2%	33	68	▼ -51.5%
Price per Square Foot	\$234	\$309	▼ -24.3%	\$258	▼ -9.3%	\$245	\$222	▲ 10.4%
% of Ask Received	98.7%	98.9%	▼ -0.2%	95.5%	▲ 3.4%	98.6%	96.2%	▲ 2.5%
Active Inventory	50	41	▲ 22.0%	35	▲ 42.9%			
Absorption Rate	1.7	1.2	▲ 41.7%	0.9	▲ 88.9%			

Median Sales Price



Number of Closed Sales



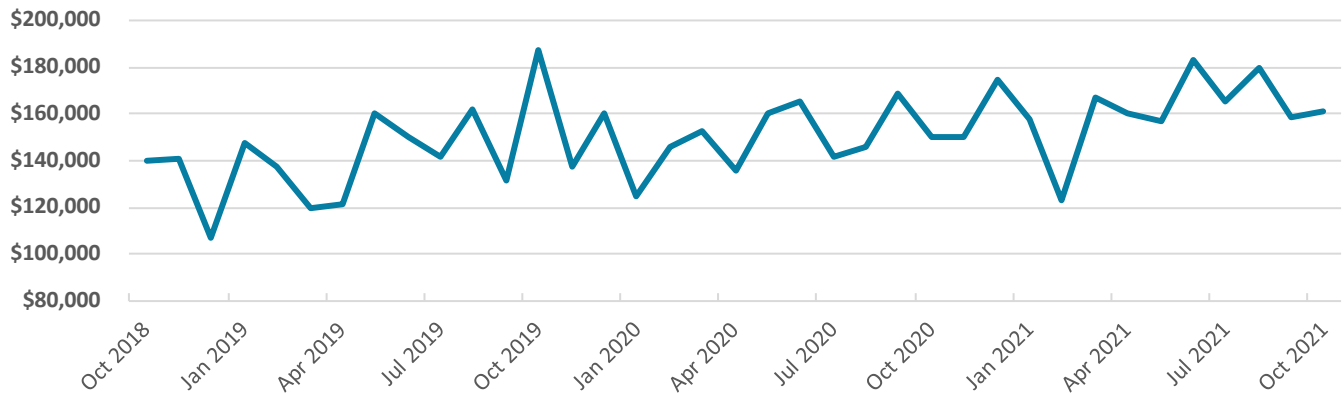
Decatur County

Data for single family homes in Decatur County.

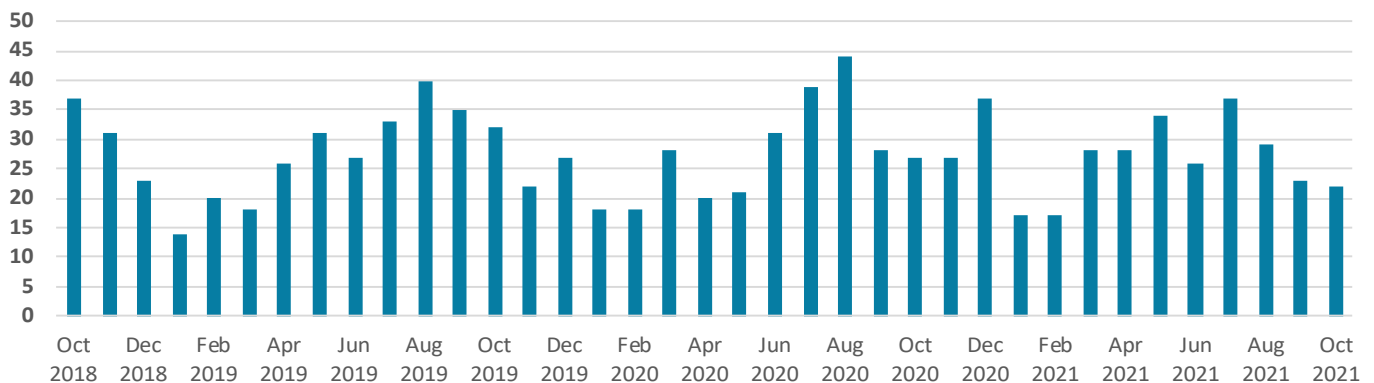


	Oct 2021	Sep 2021	MOM	Oct 2020	YOY	2021	2020	YTD
Median Sales Price	\$161,250	\$159,000	▲ 1.4%	\$150,000	▲ 7.5%	\$165,000	\$153,000	▲ 7.8%
Closed Sales	22	23	▼ -4.3%	27	▼ -18.5%	261	274	▼ -4.7%
New Listings	45	30	▲ 50.0%	49	▼ -8.2%	335	320	▲ 4.7%
Pending Sales	35	22	▲ 59.1%	33	▲ 6.1%	288	306	▼ -5.9%
Days on Market	30	40	▼ -25.0%	26	▲ 15.4%	27	44	▼ -38.6%
Price per Square Foot	\$135	\$139	▼ -2.9%	\$111	▲ 21.6%	\$122	\$106	▲ 15.1%
% of Ask Received	94.2%	95.7%	▼ -1.6%	96.1%	▼ -2.0%	97.3%	97.0%	▲ 0.3%
Active Inventory	58	54	▲ 7.4%	47	▲ 23.4%			
Absorption Rate	2.6	2.3	▲ 13.0%	1.7	▲ 52.9%			

Median Sales Price



Number of Closed Sales



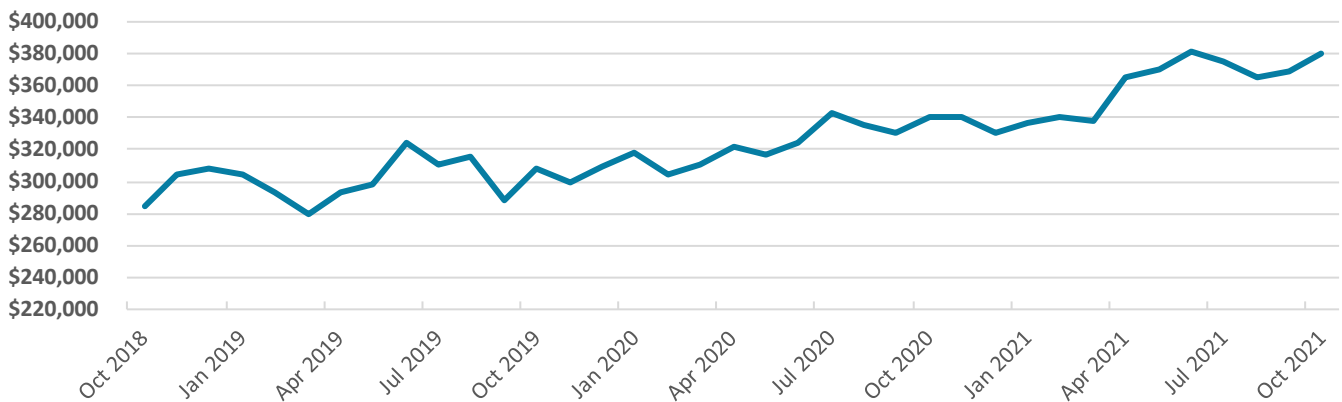
Hamilton County

Data for single family homes in Hamilton County.

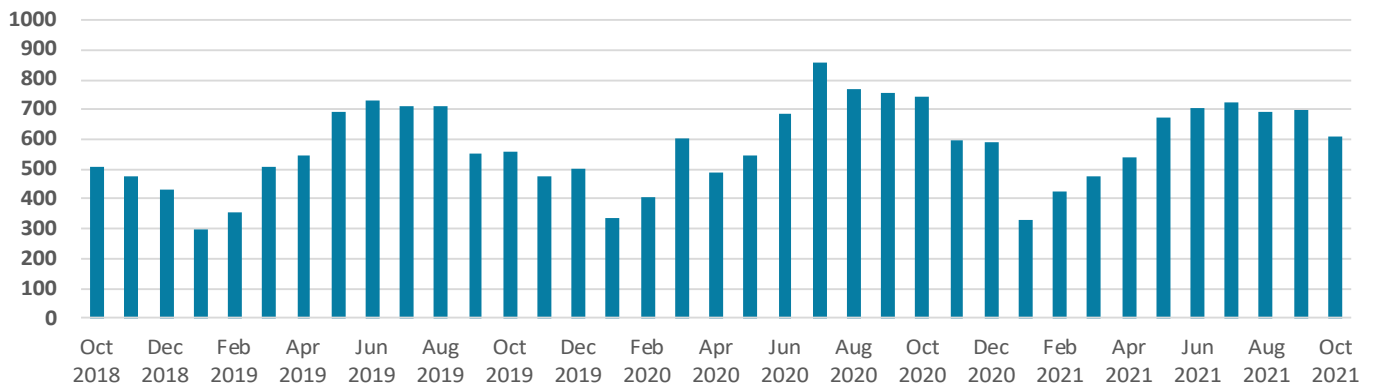


	Oct 2021	Sep 2021	MOM	Oct 2020	YOY	2021	2020	YTD
Median Sales Price	\$379,948	\$369,275	▲ 2.9%	\$340,998	▲ 11.4%	\$365,000	\$325,000	▲ 12.3%
Closed Sales	608	699	▼ -13.0%	744	▼ -18.3%	5,866	6,191	▼ -5.2%
New Listings	570	602	▼ -5.3%	689	▼ -17.3%	6,189	6,814	▼ -9.2%
Pending Sales	612	600	▲ 2.0%	650	▼ -5.8%	6,180	6,694	▼ -7.7%
Days on Market	15	17	▼ -11.8%	25	▼ -40.0%	17	43	▼ -60.5%
Price per Square Foot	\$180	\$174	▲ 3.4%	\$154	▲ 16.9%	\$169	\$146	▲ 15.8%
% of Ask Received	101.7%	102.0%	▼ -0.3%	99.2%	▲ 2.5%	101.7%	98.8%	▲ 2.9%
Active Inventory	233	264	▼ -11.7%	506	▼ -54.0%			
Absorption Rate	0.4	0.4	■ 0.0%	0.7	▼ -42.9%			

Median Sales Price



Number of Closed Sales



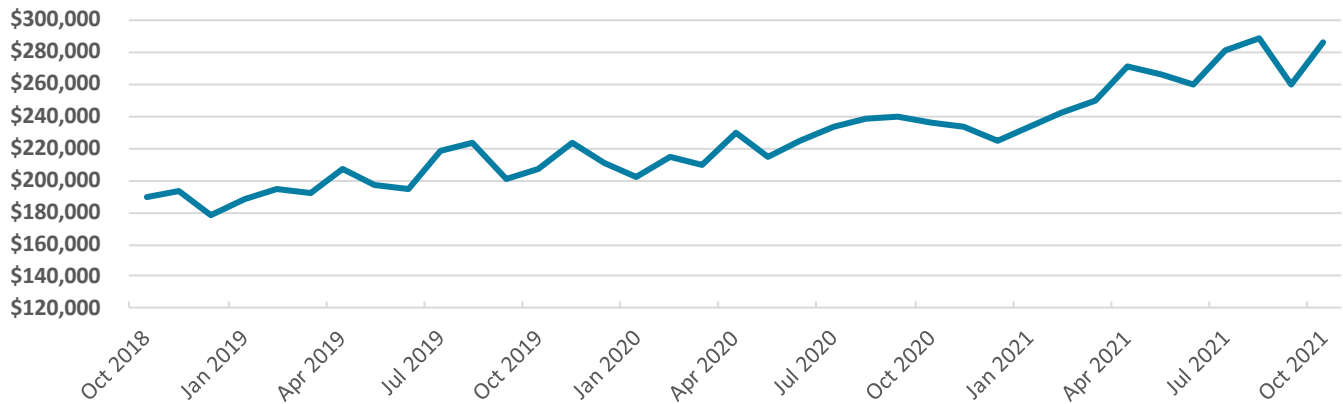
Hancock County

Data for single family homes in Hancock County.

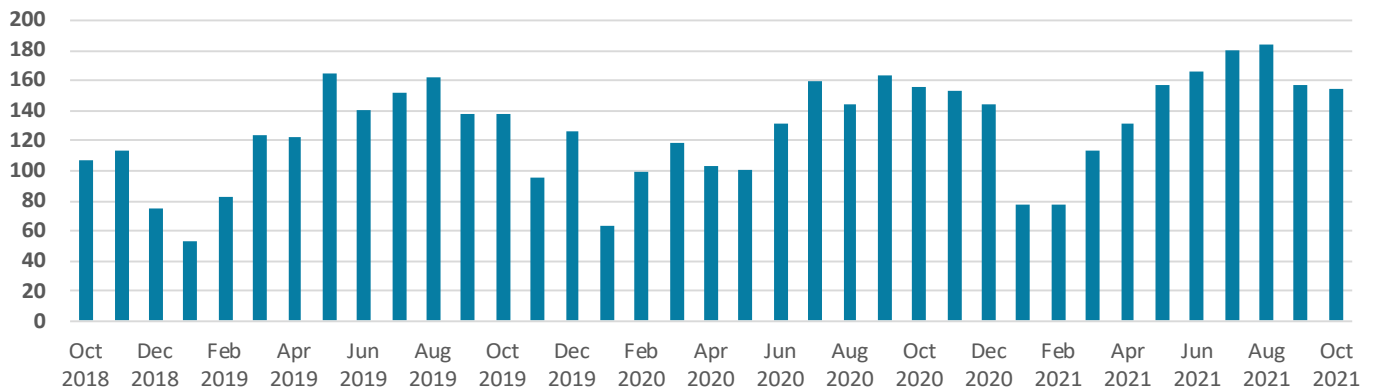


	Oct 2021	Sep 2021	MOM	Oct 2020	YOY	2021	2020	YTD
Median Sales Price	\$286,000	\$260,000	▲ 10.0%	\$236,250	▲ 21.1%	\$269,900	\$227,000	▲ 18.9%
Closed Sales	155	157	▼ -1.3%	156	▼ -0.6%	1,401	1,242	▲ 12.8%
New Listings	221	169	▲ 30.8%	173	▲ 27.7%	1,630	1,427	▲ 14.2%
Pending Sales	189	139	▲ 36.0%	165	▲ 14.5%	1,526	1,403	▲ 8.8%
Days on Market	18	10	▲ 80.0%	15	▲ 20.0%	17	37	▼ -54.1%
Price per Square Foot	\$146	\$137	▲ 6.6%	\$116	▲ 25.9%	\$134	\$115	▲ 16.5%
% of Ask Received	100.4%	101.1%	▼ -0.7%	98.9%	▲ 1.5%	100.6%	98.8%	▲ 1.8%
Active Inventory	145	106	▲ 36.8%	116	▲ 25.0%			
Absorption Rate	0.9	0.7	▲ 28.6%	0.7	▲ 28.6%			

Median Sales Price



Number of Closed Sales



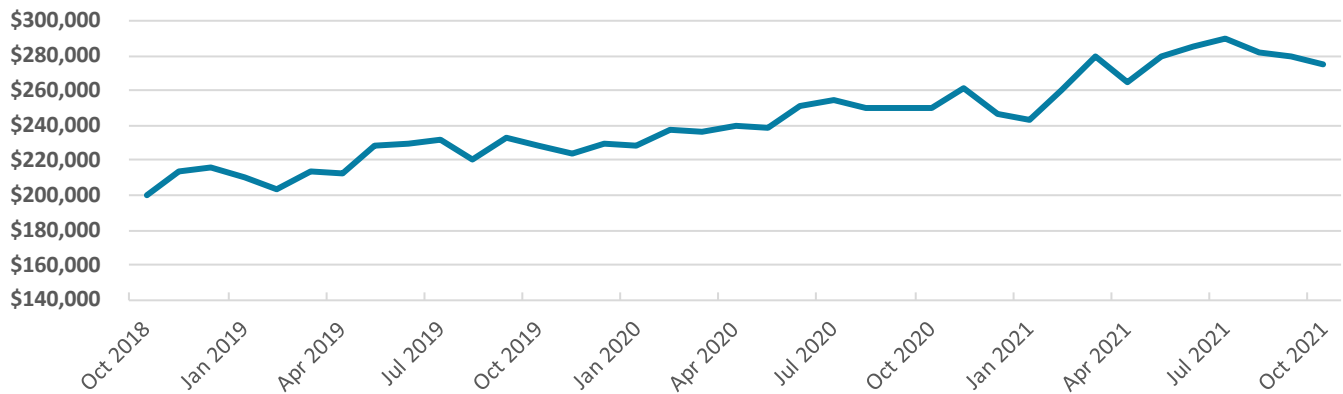
Hendricks County

Data for single family homes in Hendricks County.

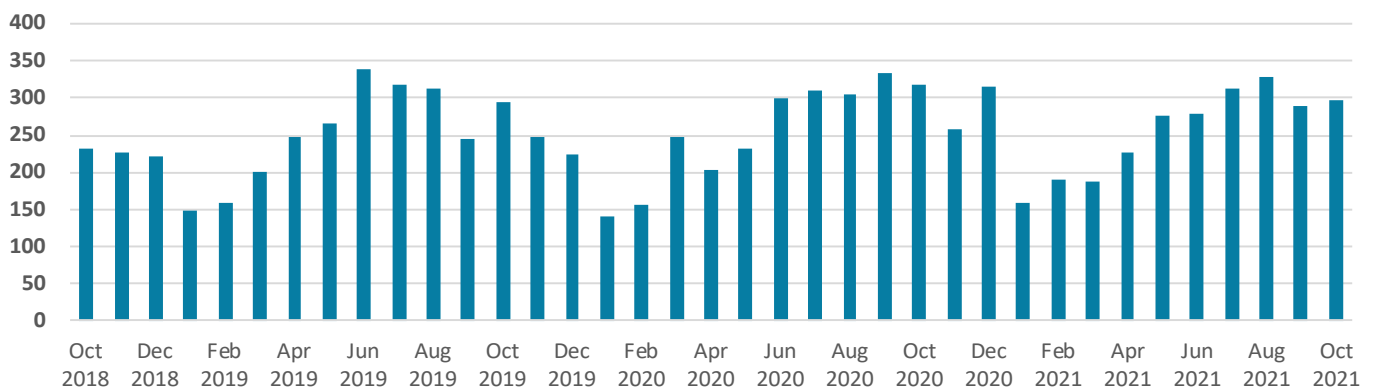


	Oct 2021	Sep 2021	MOM	Oct 2020	YOY	2021	2020	YTD
Median Sales Price	\$275,500	\$280,000	▼ -1.6%	\$250,000	▲ 10.2%	\$276,000	\$245,000	▲ 12.7%
Closed Sales	298	290	▲ 2.8%	317	▼ -6.0%	2,551	2,546	▲ 0.2%
New Listings	259	317	▼ -18.3%	290	▼ -10.7%	2,776	2,859	▼ -2.9%
Pending Sales	266	299	▼ -11.0%	260	▲ 2.3%	2,675	2,788	▼ -4.1%
Days on Market	15	12	▲ 25.0%	21	▼ -28.6%	13	32	▼ -59.4%
Price per Square Foot	\$149	\$148	▲ 0.7%	\$125	▲ 19.2%	\$141	\$121	▲ 16.5%
% of Ask Received	101.2%	101.6%	▼ -0.4%	99.4%	▲ 1.8%	101.8%	99.2%	▲ 2.6%
Active Inventory	156	149	▲ 4.7%	200	▼ -22.0%			
Absorption Rate	0.5	0.5	■ 0.0%	0.6	▼ -16.7%			

Median Sales Price



Number of Closed Sales



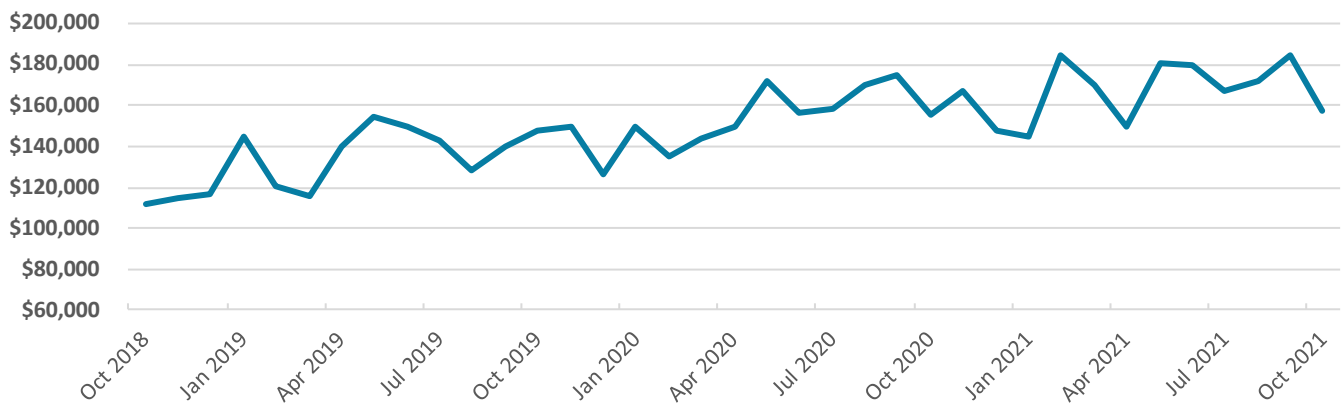
Jackson County

Data for single family homes in Jackson County.

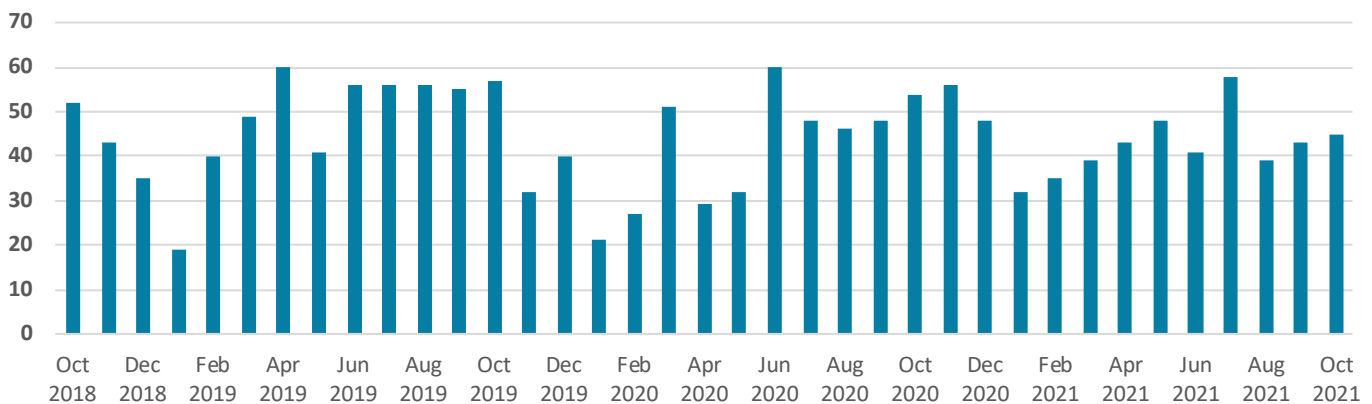


	Oct 2021	Sep 2021	MOM	Oct 2020	YOY	2021	2020	YTD
Median Sales Price	\$157,000	\$184,900	▼ -15.1%	\$155,950	▲ 0.7%	\$168,000	\$157,200	▲ 6.9%
Closed Sales	45	43	▲ 4.7%	54	▼ -16.7%	423	416	▲ 1.7%
New Listings	56	51	▲ 9.8%	68	▼ -17.6%	480	515	▼ -6.8%
Pending Sales	52	40	▲ 30.0%	55	▼ -5.5%	443	470	▼ -5.7%
Days on Market	21	42	▼ -50.0%	28	▼ -25.0%	23	43	▼ -46.5%
Price per Square Foot	\$120	\$126	▼ -4.8%	\$112	▲ 7.1%	\$117	\$105	▲ 11.4%
% of Ask Received	96.8%	100.7%	▼ -3.9%	98.9%	▼ -2.1%	98.8%	97.8%	▲ 1.0%
Active Inventory	50	59	▼ -15.3%	54	▼ -7.4%			
Absorption Rate	1.1	1.4	▼ -21.4%	1.0	▲ 10.0%			

Median Sales Price



Number of Closed Sales



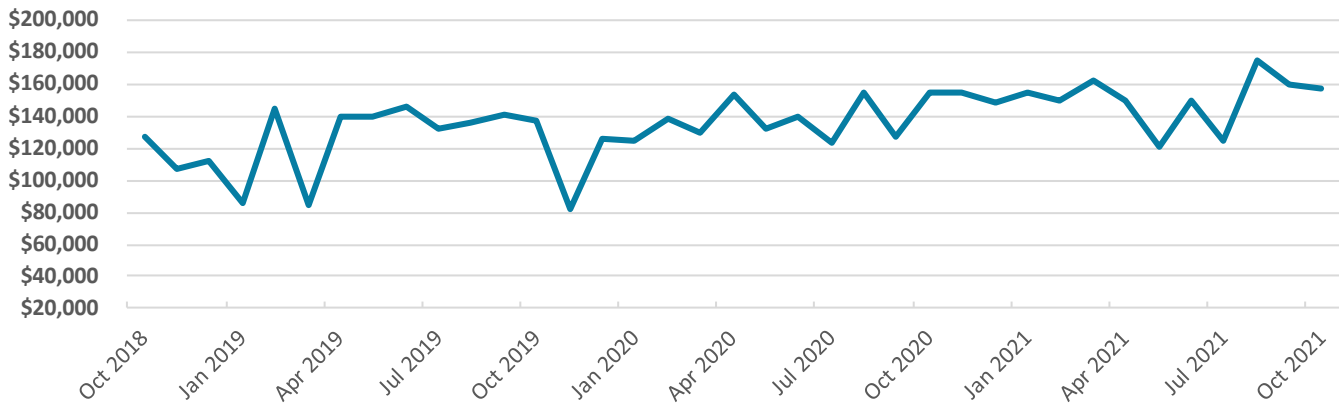
Jennings County

Data for single family homes in Jennings County.

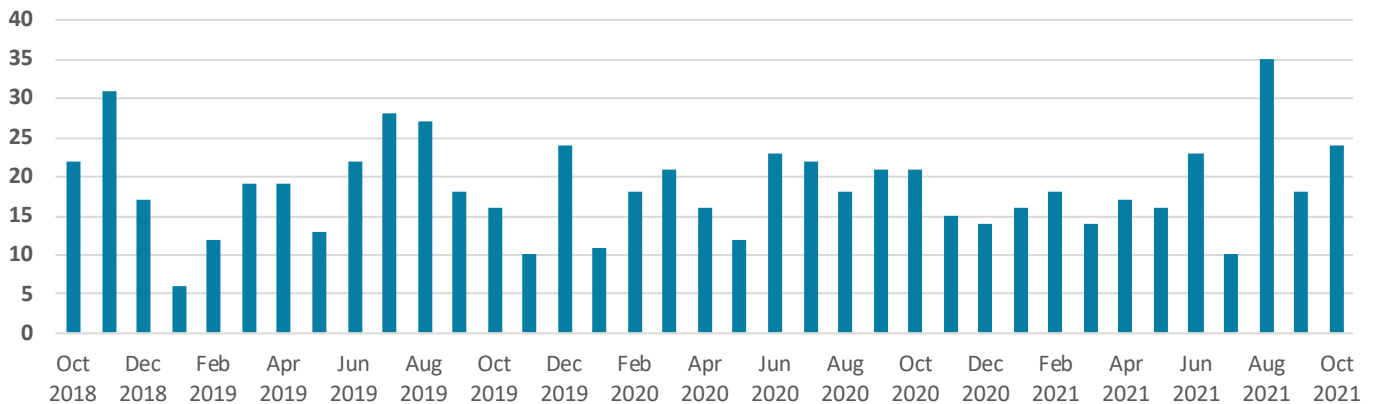


	Oct 2021	Sep 2021	MOM	Oct 2020	YOY	2021	2020	YTD
Median Sales Price	\$157,450	\$160,000	▼ -1.6%	\$155,000	▲ 1.6%	\$150,000	\$137,000	▲ 9.5%
Closed Sales	24	18	▲ 33.3%	21	▲ 14.3%	191	183	▲ 4.4%
New Listings	24	26	▼ -7.7%	23	▲ 4.3%	231	221	▲ 4.5%
Pending Sales	27	24	▲ 12.5%	18	▲ 50.0%	213	202	▲ 5.4%
Days on Market	46	27	▲ 70.4%	42	▲ 9.5%	29	35	▼ -17.1%
Price per Square Foot	\$116	\$136	▼ -14.7%	\$103	▲ 12.6%	\$114	\$98	▲ 16.3%
% of Ask Received	95.0%	97.7%	▼ -2.8%	96.5%	▼ -1.6%	97.7%	96.4%	▲ 1.3%
Active Inventory	30	28	▲ 7.1%	27	▲ 11.1%			
Absorption Rate	1.3	1.6	▼ -18.8%	1.3	■ 0.0%			

Median Sales Price



Number of Closed Sales



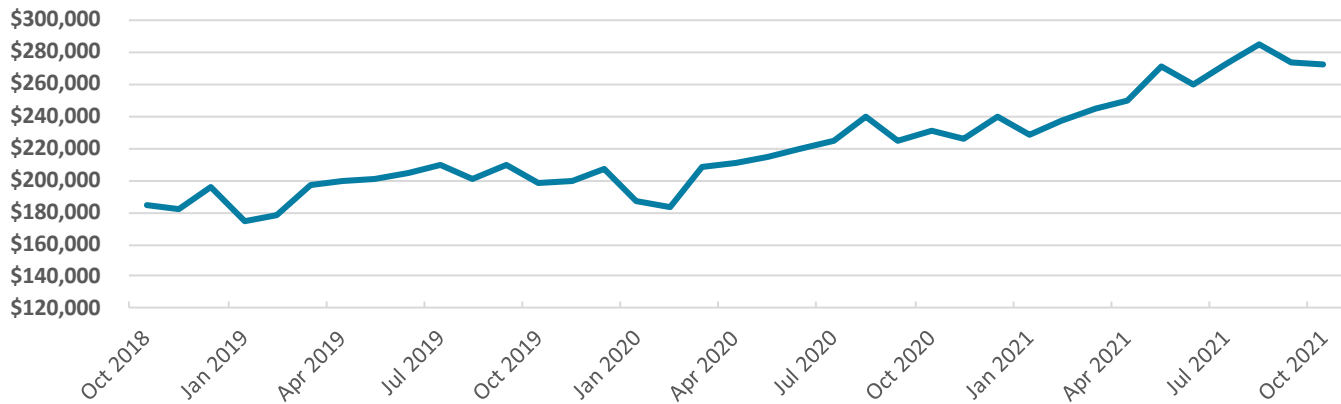
Johnson County

Data for single family homes in Johnson County.

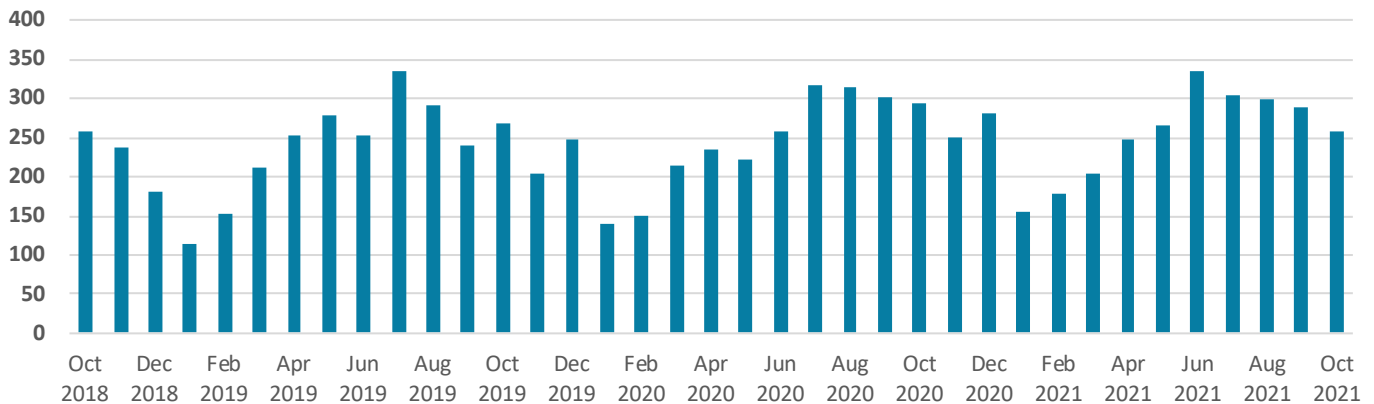


	Oct 2021	Sep 2021	MOM	Oct 2020	YOY	2021	2020	YTD
Median Sales Price	\$272,000	\$273,750	▼ -0.6%	\$230,500	▲ 18.0%	\$261,000	\$218,500	▲ 19.5%
Closed Sales	259	288	▼ -10.1%	293	▼ -11.6%	2,534	2,444	▲ 3.7%
New Listings	271	270	▲ 0.4%	266	▲ 1.9%	2,775	2,696	▲ 2.9%
Pending Sales	273	252	▲ 8.3%	245	▲ 11.4%	2,677	2,650	▲ 1.0%
Days on Market	13	12	▲ 8.3%	15	▼ -13.3%	12	31	▼ -61.3%
Price per Square Foot	\$155	\$156	▼ -0.6%	\$132	▲ 17.4%	\$147	\$124	▲ 18.5%
% of Ask Received	101.5%	100.4%	▲ 1.1%	99.1%	▲ 2.4%	101.2%	99.0%	▲ 2.2%
Active Inventory	149	150	▼ -0.7%	179	▼ -16.8%			
Absorption Rate	0.6	0.5	▲ 20.0%	0.6	■ 0.0%			

Median Sales Price



Number of Closed Sales



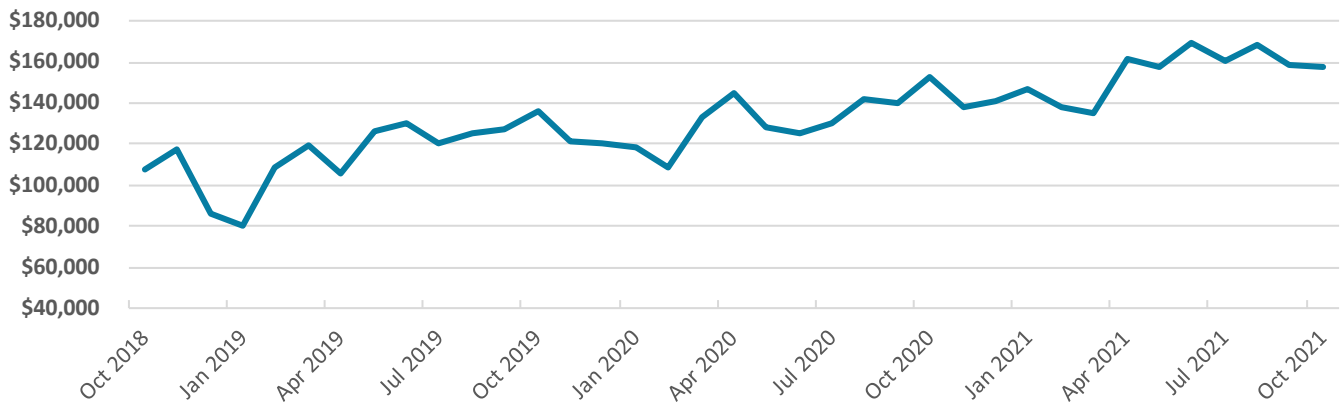
Madison County

Data for single family homes in Madison County.

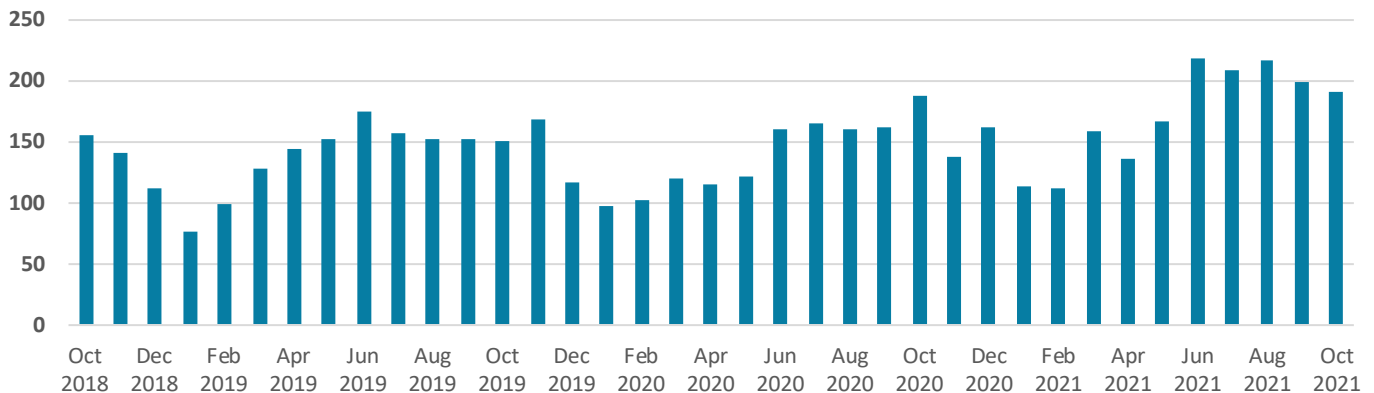


	Oct 2021	Sep 2021	MOM	Oct 2020	YOY	2021	2020	YTD
Median Sales Price	\$158,000	\$158,500	▼ -0.3%	\$153,250	▲ 3.1%	\$156,000	\$138,000	▲ 13.0%
Closed Sales	191	200	▼ -4.5%	188	▲ 1.6%	1,727	1,397	▲ 23.6%
New Listings	236	212	▲ 11.3%	163	▲ 44.8%	1,991	1,610	▲ 23.7%
Pending Sales	212	177	▲ 19.8%	155	▲ 36.8%	1,866	1,537	▲ 21.4%
Days on Market	16	20	▼ -20.0%	44	▼ -63.6%	23	40	▼ -42.5%
Price per Square Foot	\$100	\$103	▼ -2.9%	\$98	▲ 2.0%	\$100	\$85	▲ 17.6%
% of Ask Received	98.0%	98.6%	▼ -0.6%	98.3%	▼ -0.3%	98.5%	96.8%	▲ 1.8%
Active Inventory	190	176	▲ 8.0%	183	▲ 3.8%			
Absorption Rate	1.0	0.9	▲ 11.1%	1.0	■ 0.0%			

Median Sales Price



Number of Closed Sales



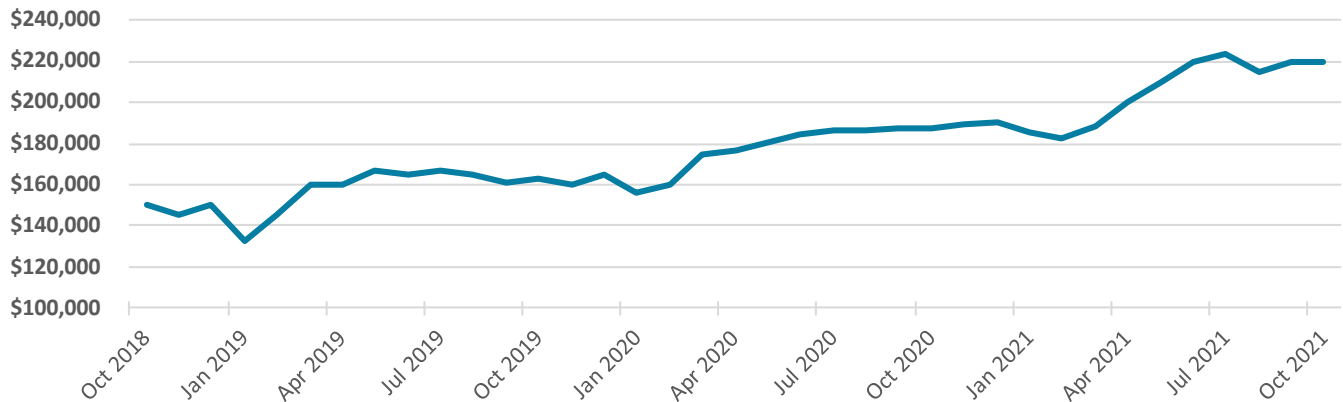
Marion County

Data for single family homes in Marion County.

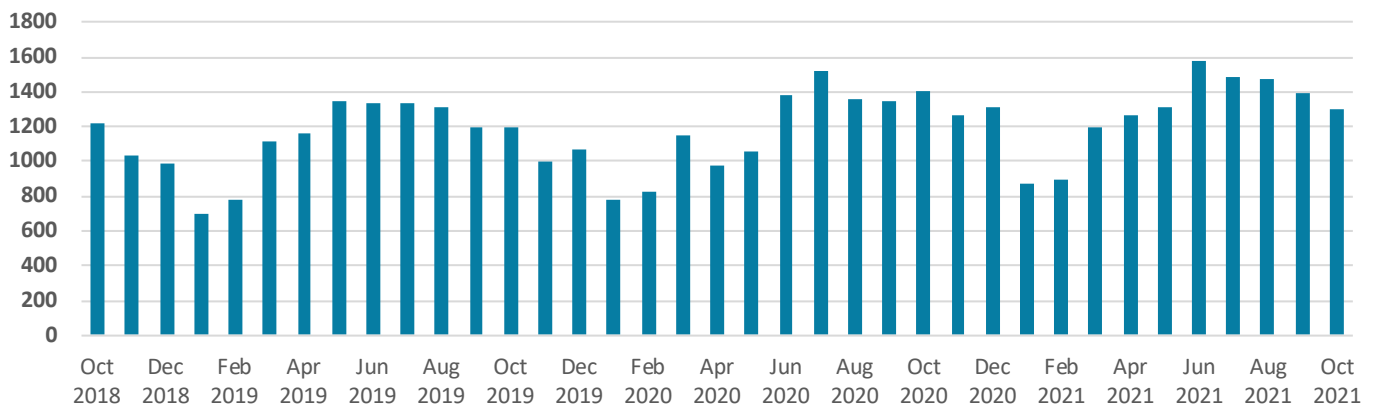


	Oct 2021	Sep 2021	MOM	Oct 2020	YOY	2021	2020	YTD
Median Sales Price	\$220,000	\$220,000	▲ 0.0%	\$187,000	▲ 17.6%	\$210,000	\$180,000	▲ 16.7%
Closed Sales	1,303	1,396	▼ -6.7%	1406	▼ -7.3%	12,777	11,813	▲ 8.2%
New Listings	1,526	1,594	▼ -4.3%	1566	▼ -2.6%	14,866	13,990	▲ 6.3%
Pending Sales	1,536	1,373	▲ 11.9%	1321	▲ 16.3%	13,799	12,862	▲ 7.3%
Days on Market	18	22	▼ -18.2%	23	▼ -21.7%	21	33	▼ -36.4%
Price per Square Foot	\$143	\$141	▲ 1.4%	\$120	▲ 19.2%	\$137	\$118	▲ 16.1%
% of Ask Received	100.7%	100.4%	▲ 0.3%	98.8%	▲ 1.9%	100.7%	98.3%	▲ 2.4%
Active Inventory	1,171	1,185	▼ -1.2%	1437	▼ -18.5%			
Absorption Rate	0.9	0.8	▲ 12.5%	1.0	▼ -10.0%			

Median Sales Price



Number of Closed Sales



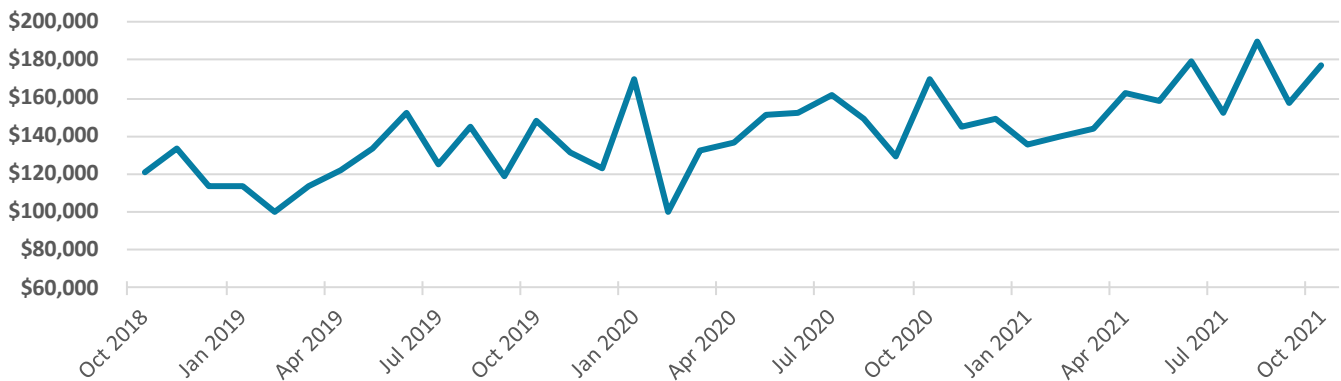
Montgomery County

Data for single family homes in Montgomery County.

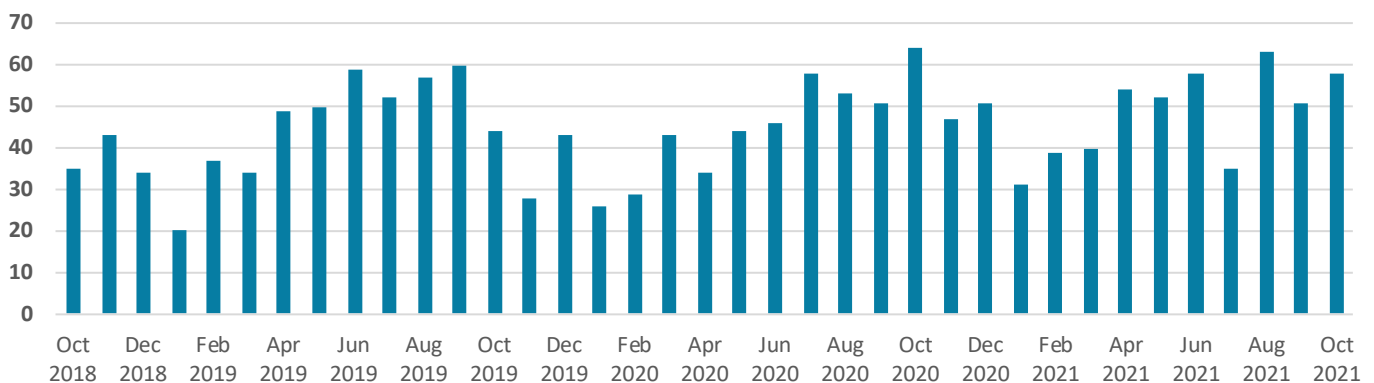


	Oct 2021	Sep 2021	MOM	Oct 2020	YOY	2021	2020	YTD
Median Sales Price	\$177,450	\$157,500	▲ 12.7%	\$169,900	▲ 4.4%	\$160,000	\$145,000	▲ 10.3%
Closed Sales	58	51	▲ 13.7%	64	▼ -9.4%	481	448	▲ 7.4%
New Listings	52	59	▼ -11.9%	62	▼ -16.1%	556	514	▲ 8.2%
Pending Sales	54	59	▼ -8.5%	55	▼ -1.8%	515	504	▲ 2.2%
Days on Market	28	22	▲ 27.3%	35	▼ -20.0%	23	43	▼ -46.5%
Price per Square Foot	\$119	\$119	▬ 0.0%	\$104	▲ 14.4%	\$115	\$96	▲ 19.8%
% of Ask Received	97.7%	97.9%	▼ -0.2%	98.2%	▼ -0.5%	98.9%	97.5%	▲ 1.4%
Active Inventory	46	49	▼ -6.1%	53	▼ -13.2%			
Absorption Rate	0.8	1.0	▼ -20.0%	0.8	▬ 0.0%			

Median Sales Price



Number of Closed Sales



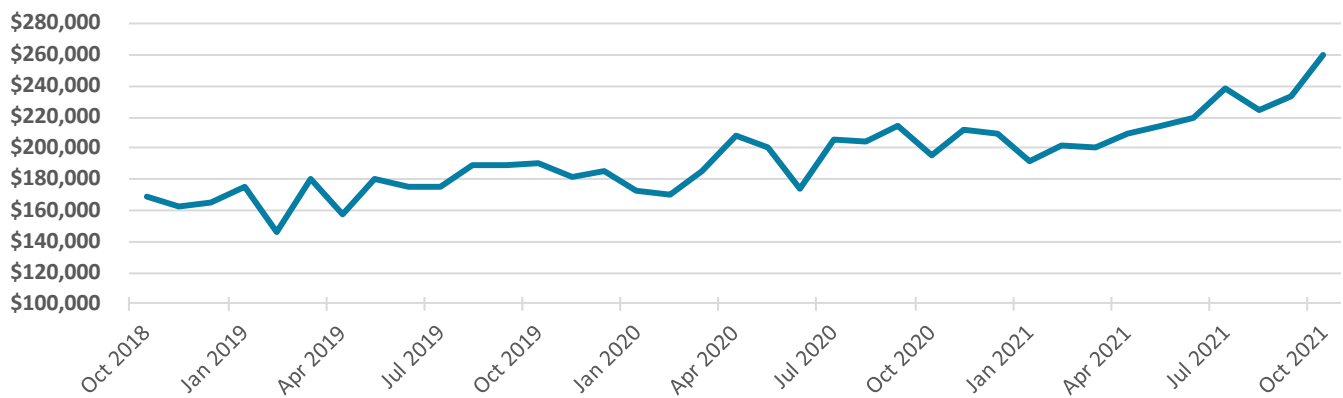
Morgan County

Data for single family homes in Morgan County.

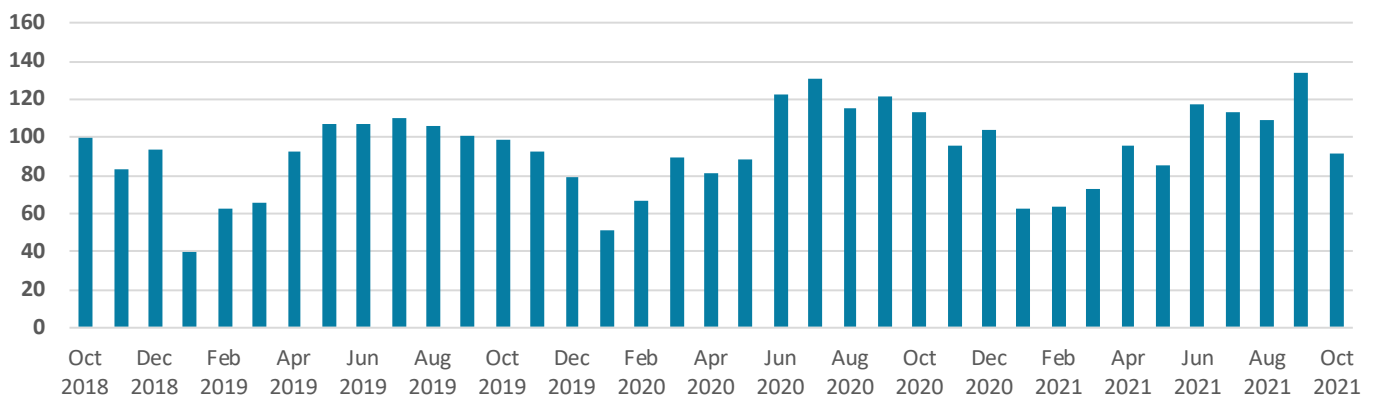


	Oct 2021	Sep 2021	MOM	Oct 2020	YOY	2021	2020	YTD
Median Sales Price	\$260,000	\$233,000	▲ 11.6%	\$195,000	▲ 33.3%	\$223,750	\$193,750	▲ 15.5%
Closed Sales	91	134	▼ -32.1%	113	▼ -19.5%	944	978	▼ -3.5%
New Listings	141	121	▲ 16.5%	103	▲ 36.9%	1,135	1,106	▲ 2.6%
Pending Sales	115	105	▲ 9.5%	104	▲ 10.6%	1,024	1,067	▼ -4.0%
Days on Market	44	12	▲ 266.7%	24	▲ 83.3%	22	37	▼ -40.5%
Price per Square Foot	\$153	\$145	▲ 5.5%	\$130	▲ 17.7%	\$141	\$122	▲ 15.6%
% of Ask Received	100.1%	99.9%	▲ 0.2%	98.3%	▲ 1.8%	99.9%	98.5%	▲ 1.4%
Active Inventory	117	89	▲ 31.5%	114	▲ 2.6%			
Absorption Rate	1.3	0.7	▲ 85.7%	1.0	▲ 30.0%			

Median Sales Price



Number of Closed Sales



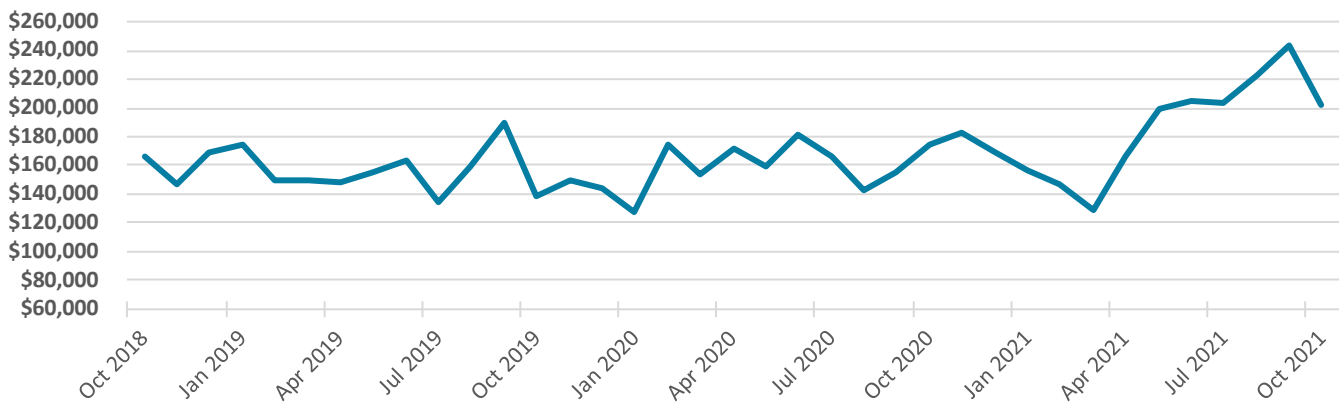
Putnam County

Data for single family homes in Putnam County.

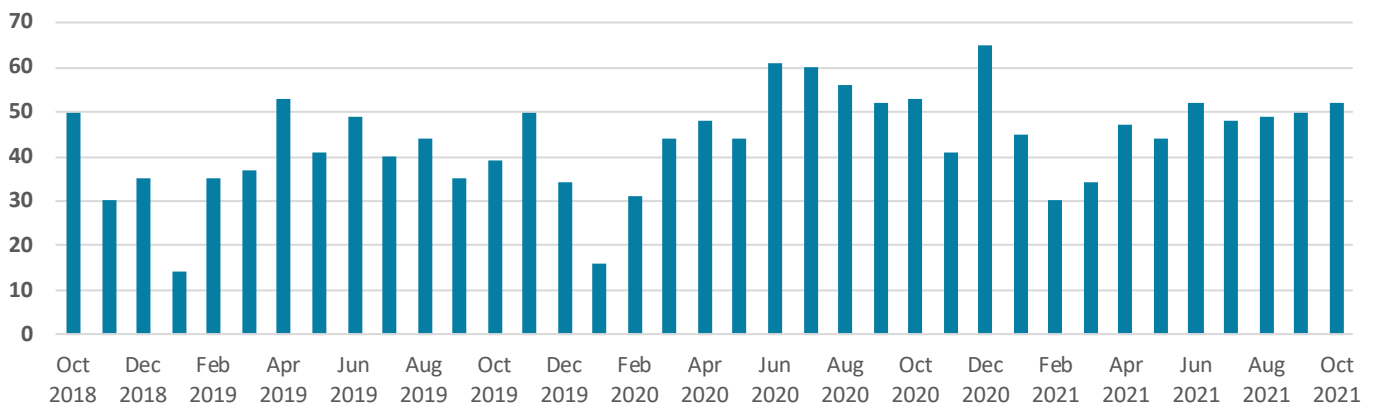


	Oct 2021	Sep 2021	MOM	Oct 2020	YOY	2021	2020	YTD
Median Sales Price	\$202,500	\$243,500	▼ -16.8%	\$173,900	▲ 16.4%	\$196,000	\$167,500	▲ 17.0%
Closed Sales	52	50	▲ 4.0%	53	▼ -1.9%	451	465	▼ -3.0%
New Listings	70	72	▼ -2.8%	52	▲ 34.6%	534	540	▼ -1.1%
Pending Sales	67	53	▲ 26.4%	56	▲ 19.6%	485	518	▼ -6.4%
Days on Market	20	12	▲ 66.7%	30	▼ -33.3%	19	51	▼ -62.7%
Price per Square Foot	\$130	\$151	▼ -13.9%	\$115	▲ 13.0%	\$128	\$112	▲ 14.3%
% of Ask Received	99.0%	99.4%	▼ -0.4%	97.9%	▲ 1.1%	98.9%	97.4%	▲ 1.5%
Active Inventory	61	58	▲ 5.2%	52	▲ 17.3%			
Absorption Rate	1.2	1.2	■ 0.0%	1.0	▲ 20.0%			

Median Sales Price



Number of Closed Sales



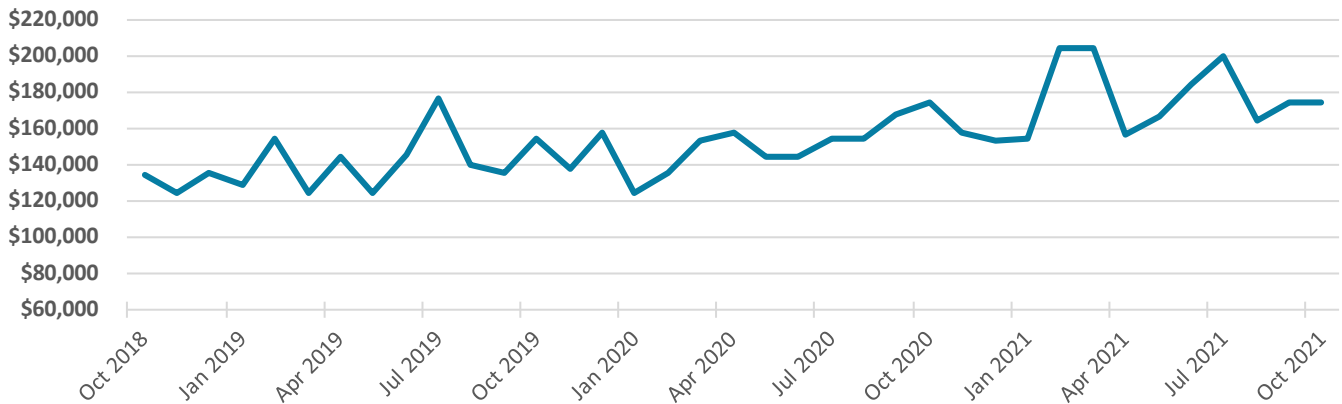
Shelby County

Data for single family homes in Shelby County.

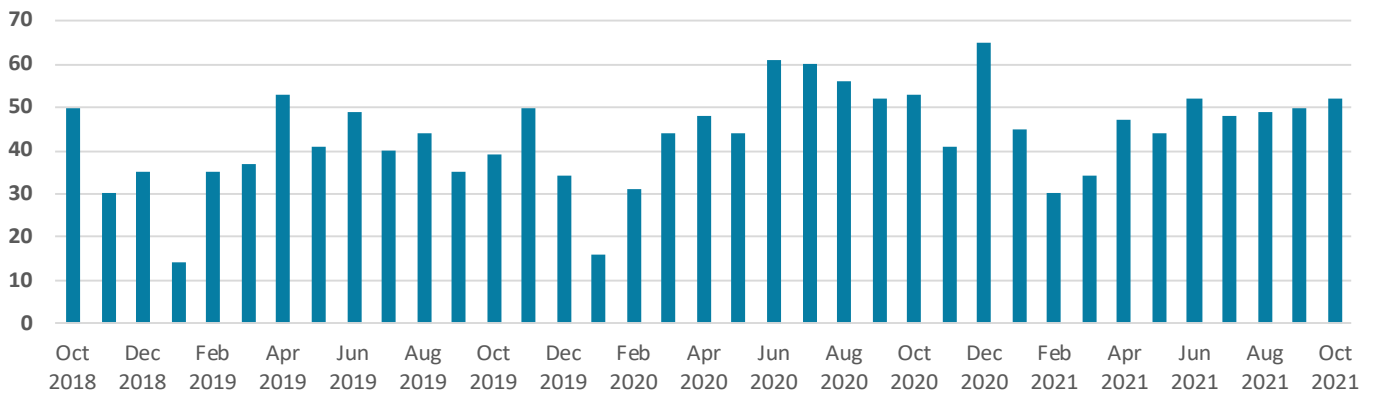


	Oct 2021	Sep 2021	MOM	Oct 2020	YOY	2021	2020	YTD
Median Sales Price	\$175,000	\$175,000	▲ 0.0%	\$174,950	▲ 0.0%	\$180,000	\$150,000	▲ 20.0%
Closed Sales	59	62	▼ -4.8%	58	▲ 1.7%	465	445	▲ 4.5%
New Listings	70	62	▲ 12.9%	71	▼ -1.4%	557	550	▲ 1.3%
Pending Sales	60	65	▼ -7.7%	57	▲ 5.3%	516	504	▲ 2.4%
Days on Market	16	19	▼ -15.8%	24	▼ -33.3%	25	32	▼ -21.9%
Price per Square Foot	\$127	\$119	▲ 6.7%	\$105	▲ 21.0%	\$119	\$101	▲ 17.8%
% of Ask Received	99.3%	96.1%	▲ 3.3%	99.1%	▲ 0.2%	98.9%	97.3%	▲ 1.6%
Active Inventory	54	43	▲ 25.6%	63	▼ -14.3%			
Absorption Rate	0.9	0.7	▲ 28.6%	1.1	▼ -18.2%			

Median Sales Price



Number of Closed Sales



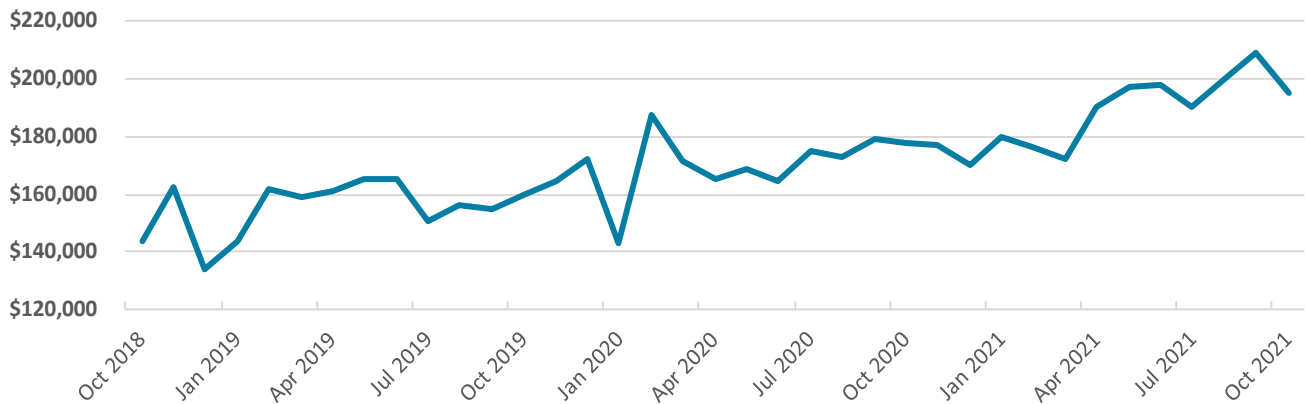
Condominiums

Data for Condominiums across all MIBOR Counties.



	Oct 2021	Sep 2021	MOM	Oct 2020	YOY	2021	2020	YTD
Median Sales Price	\$195,000	\$209,000	▼ -6.7%	\$177,500	▲ 9.9%	\$192,000	\$171,500	▲ 12.0%
Closed Sales	245	266	▼ -7.9%	303	▼ -19.1%	2,433	2,377	▲ 2.4%
New Listings	267	278	▼ -4.0%	317	▼ -15.8%	2,704	2,877	▼ -6.0%
Pending Sales	278	225	▲ 23.6%	265	▲ 4.9%	2,585	2,554	▲ 1.2%
Days on Market	24	30	▼ -20.0%	29	▼ -17.2%	28	35	▼ -20.0%
Price per Square Foot	\$148	\$145	▲ 2.1%	\$125	▲ 18.4%	\$139	\$122	▲ 13.9%
% of Ask Received	99.9%	100.0%	▼ -0.1%	98.1%	▲ 1.8%	99.8%	98.1%	▲ 1.7%
Active Inventory	248	268	▼ -7.5%	396	▼ -37.4%			
Absorption Rate	1.0	1.0	■ 0.0%	1.3	▼ -23.1%			

Median Sales Price



Number of Closed Sales

