

MARKET INSIGHTS REPORT

DECEMBER 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 December 2021 data, this is what our experts are saying:

“Closed sales remain strong in December 2021 with over 3,300 completed transactions. Pending sales increased year over year to 2,510 making last month the highest level of December pending sales in over a decade,” said Shelley Specchio, MIBOR CEO. “These strong numbers prove buyers are resilient in the pursuit of a new home and should look to a REALTOR® for guidance in competing in this housing market.”

Dr. Elliot Eisenberg, an internationally acclaimed economist and public speaker says, “In terms of the national housing market, it continues to go from strength to strength. While there were some hopes that available inventories would rise, that has so far not materialized, and year-over-year inventory levels continue to decline. As we enter 2022 with inventories at record seasonal lows, elevated household formation, and good job growth, all expectations are that 2022 will be yet another strong seller’s market, even in the face of slightly rising interest rates. In terms of prices, it appears that at the national level, no matter how measured, price appreciation appears to have peaked, probably 2-3 months ago, and going forward we should see price gains weaken from the upper teens like we saw for most of this year to the lower teens or upper single digits in 2022. Still, this remains a historically strong housing market.”

Year over Year data for December:

- Median sales price increased 14.9 percent to \$255,000
- Average days on market decreased 21.2 percent to 26
- Current active listings decreased 13.8 percent to 2,094

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MARKET SUMMARY



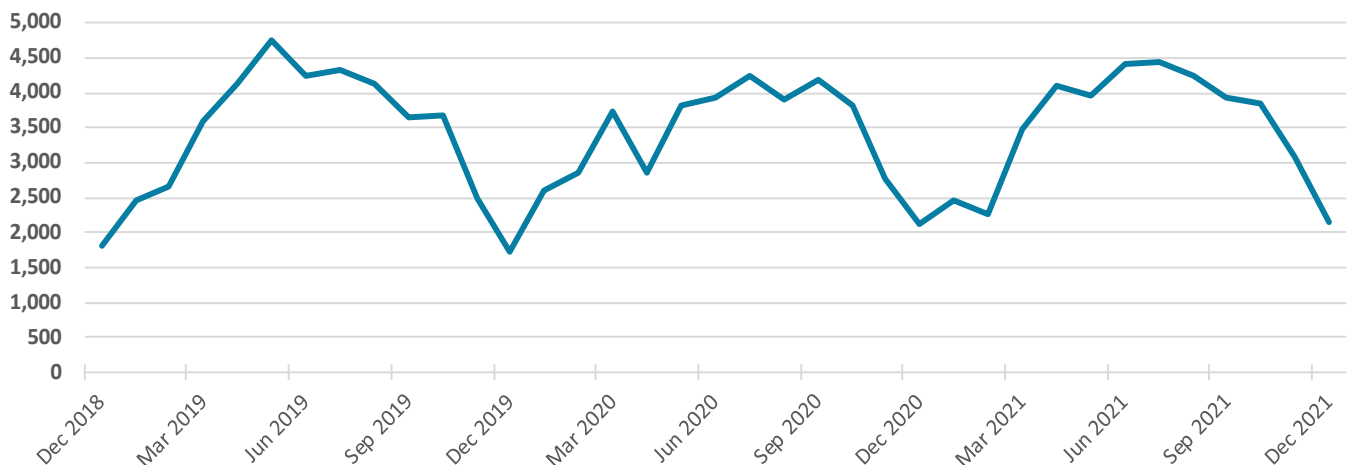
INCLUDES DATA FROM THE FOLLOWING COUNTIES FOR SINGLE FAMILY HOMES: BARTHOLOMEW, BOONE, BROWN, DECATUR, HAMILTON, HANCOCK, HENDRICKS, JACKSON, JENNINGS, JOHNSON, MADISON, MARION, MONTGOMERY, MORGAN, PUTNAM, SHELBY.

	Dec 2021	Nov 2021	MOM	Dec 2020	YOY	2021	2020	YTD
Median Sales Price	\$255,000	\$252,000	▲ 1.2%	\$222,000	▲ 14.9%	\$249,000	\$217,500	▲ 14.5%
Closed Sales	3,323	3,473	▼ -4.3%	3,402	▼ -2.3%	39,486	37,942	▲ 4.1%
New Listings	2,162	3,072	▼ -29.6%	2,113	▲ 2.3%	42,375	40,810	▲ 3.8%
Pending Sales	2,510	3,110	▼ -19.3%	2,274	▲ 10.4%	40,406	39,352	▲ 2.7%
Days on Market	26	21	▲ 23.8%	33	▼ -21.2%	20	36	▼ -44.4%
Price per Square Foot	\$151	\$149	▲ 1.3%	\$128	▲ 18.0%	\$144	\$124	▲ 16.1%
% of Ask Received	100.0%	100.0%	■ 0.0%	98.4%	▲ 1.6%	100.5%	98.4%	▲ 2.1%
Active Inventory	2,094	2,427	▼ -13.7%	2,429	▼ -13.8%			
Absorption Rate	0.6	0.7	▼ -14.3%	0.7	▼ -14.3%			

New Listings

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

December 2021	Month over Month Change	Year over Year Change	Year to Date Change
2,162	▼ -29.6%	▲ 2.3%	▲ 3.8%

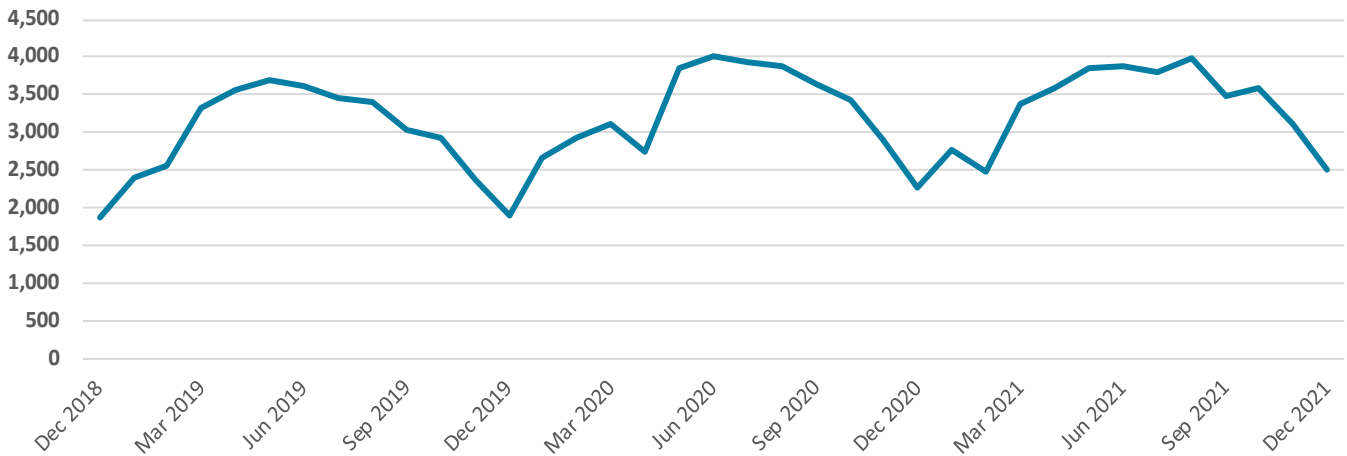


Pending Sales

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



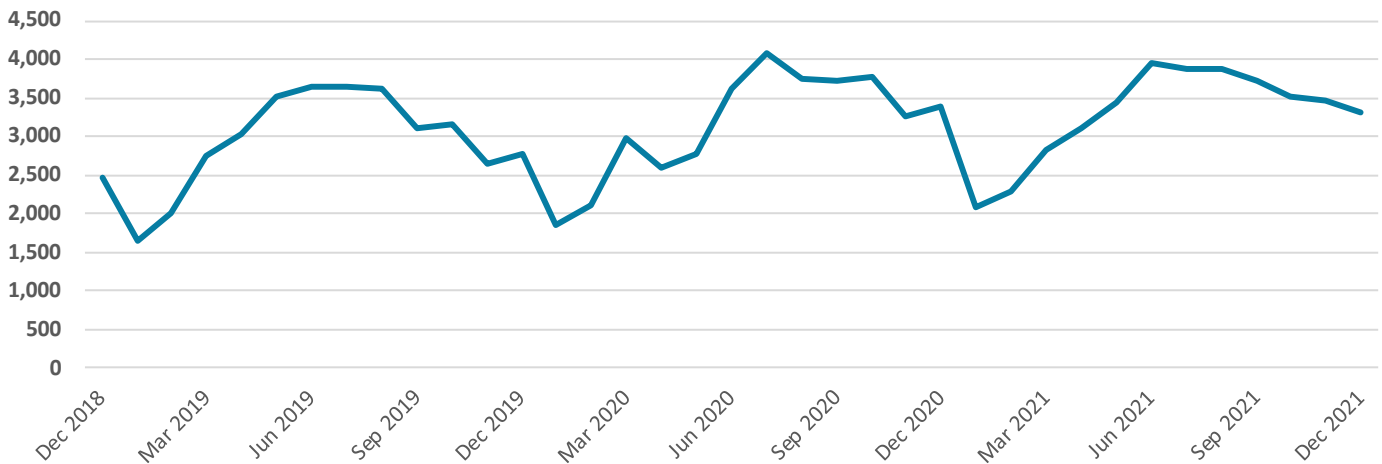
December 2021	Month over Month Change	Year over Year Change	Year to Date Change
2,510	▼ -19.3%	▲ 10.4%	▲ 2.7%



Closed Sales

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

December 2021	Month over Month Change	Year over Year Change	Year to Date Change
3,323	▼ -4.3%	▼ -2.3%	▲ 4.1%

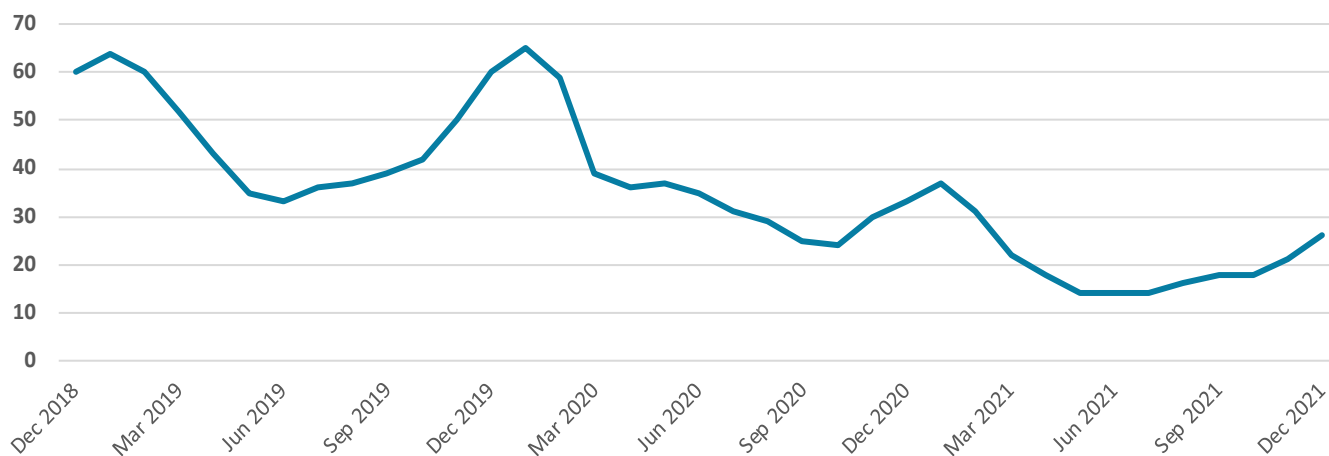


Cumulative Days on Market

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



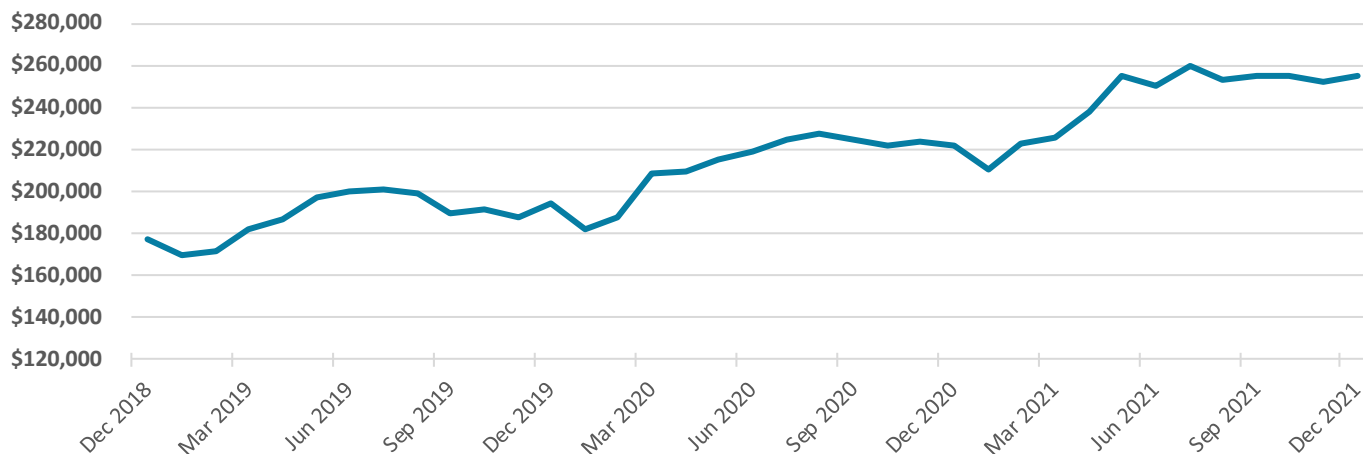
December 2021	Month over Month Change	Year over Year Change	Year to Date Change
26	23.8%	-21.2%	-44.4%



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 2021	Month over Month Change	Year over Year Change	Year to Date Change
\$255,000	1.2%	14.9%	14.5%

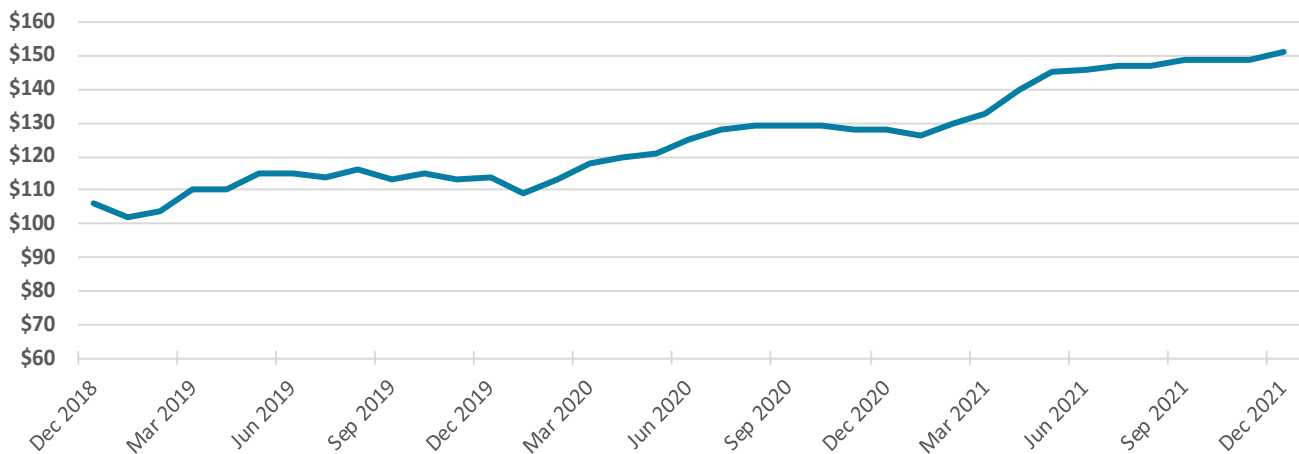


Sold Price per Square Foot

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



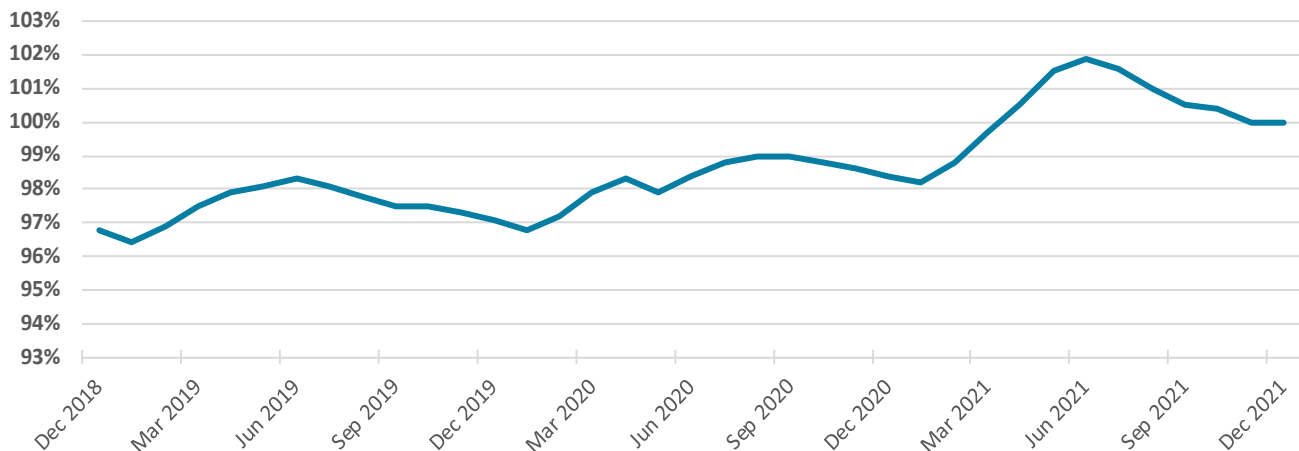
December 2021	Month over Month Change	Year over Year Change	Year to Date Change
\$151	1.3%	18.0%	16.1%



Percent of Ask Price Received

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

December 2021	Month over Month Change	Year over Year Change	Year to Date Change
100.0%	0.0%	1.6%	2.1%

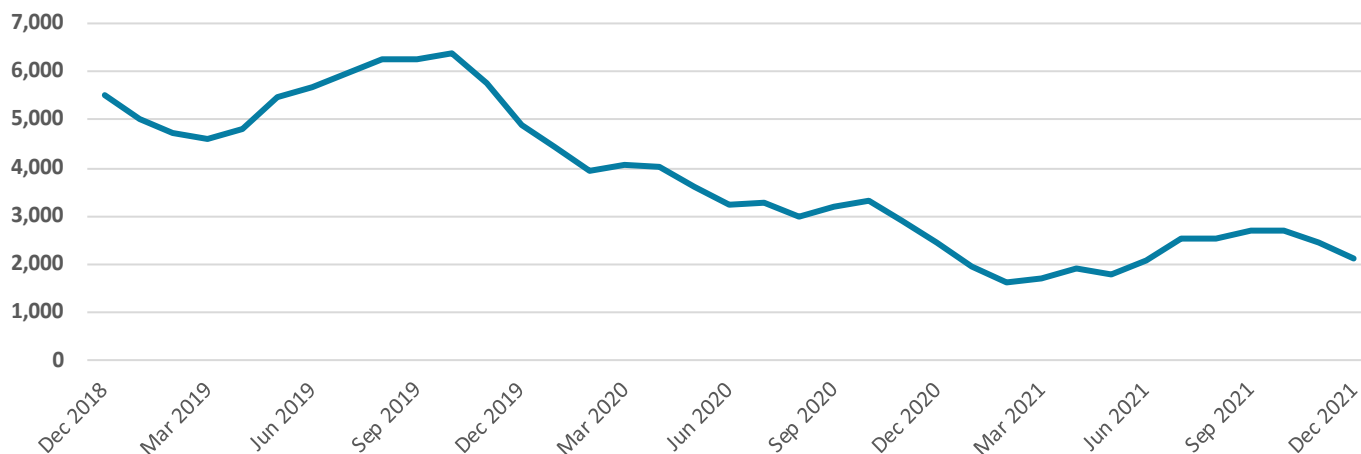


Active Inventory

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.



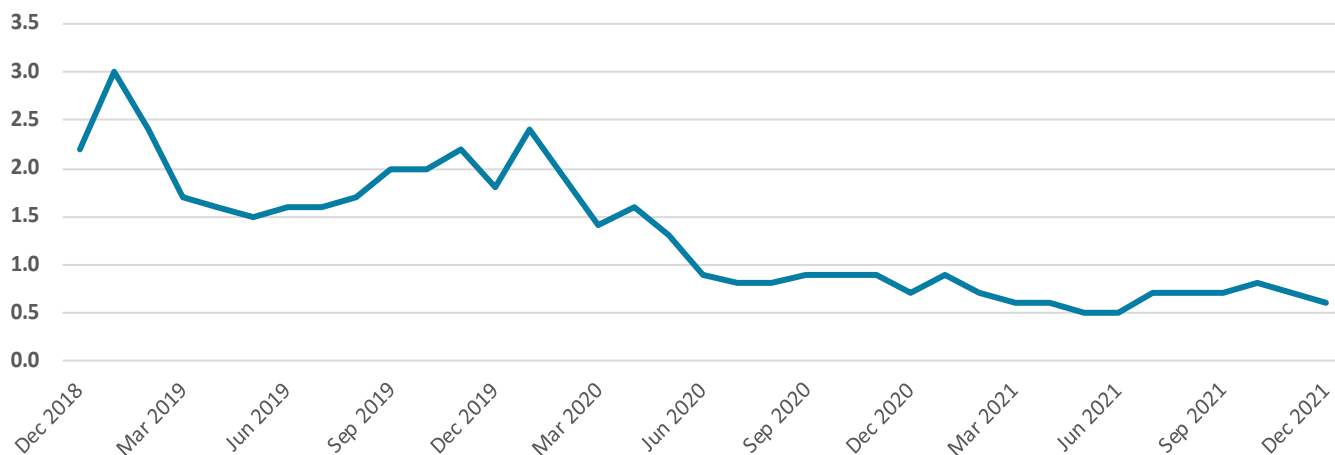
December 2021	Month over Month Change	Year over Year Change
2,094	▼ -13.7%	▼ -13.8%



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.

December 2021	Month over Month Change	Year over Year Change
0.6	▼ -14.3%	▼ -14.3%



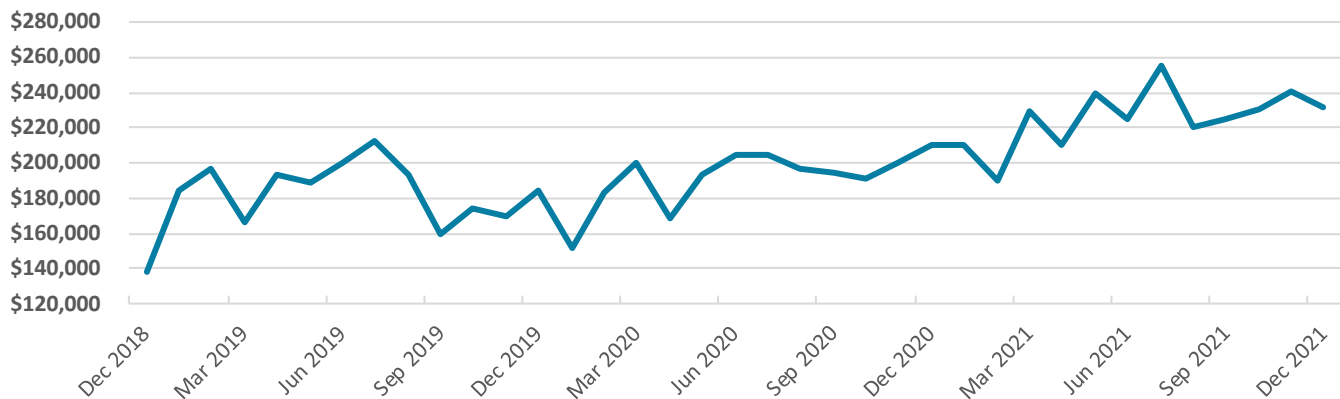
Bartholomew County

Data for single family homes in Bartholomew County.

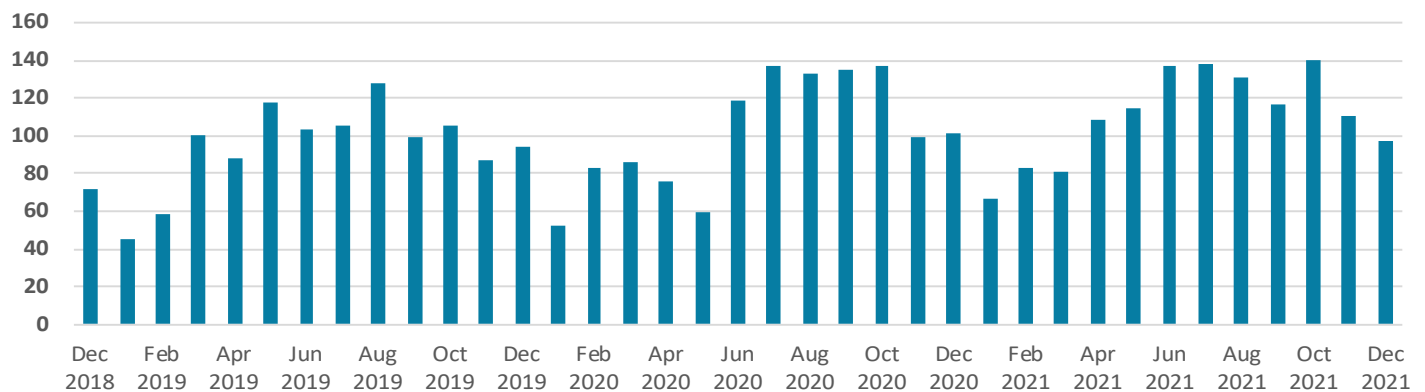


	Dec 2021	Nov 2021	MOM	Dec 2020	YOY	2021	2020	YTD
Median Sales Price	\$232,000	\$241,000	▼ -3.7%	\$210,000	▲ 10.5%	\$229,900	\$193,000	▲ 19.1%
Closed Sales	97	111	▼ -12.6%	101	▼ -4.0%	1,326	1,217	▲ 9.0%
New Listings	61	95	▼ -35.8%	61	▬ 0.0%	1,423	1,295	▲ 9.9%
Pending Sales	79	93	▼ -15.1%	61	▲ 29.5%	1,353	1,258	▲ 7.6%
Days on Market	30	22	▲ 36.4%	58	▼ -48.3%	20	39	▼ -48.7%
Price per Square Foot	\$148	\$165	▼ -10.3%	\$124	▲ 19.4%	\$145	\$126	▲ 15.1%
% of Ask Received	98.8%	97.4%	▲ 1.4%	97.7%	▲ 1.1%	99.3%	98.0%	▲ 1.3%
Active Inventory	65	83	▼ -21.7%	73	▼ -11.0%			
Absorption Rate	0.7	0.7	▬ 0.0%	0.7	▬ 0.0%			

Median Sales Price



Number of Closed Sales



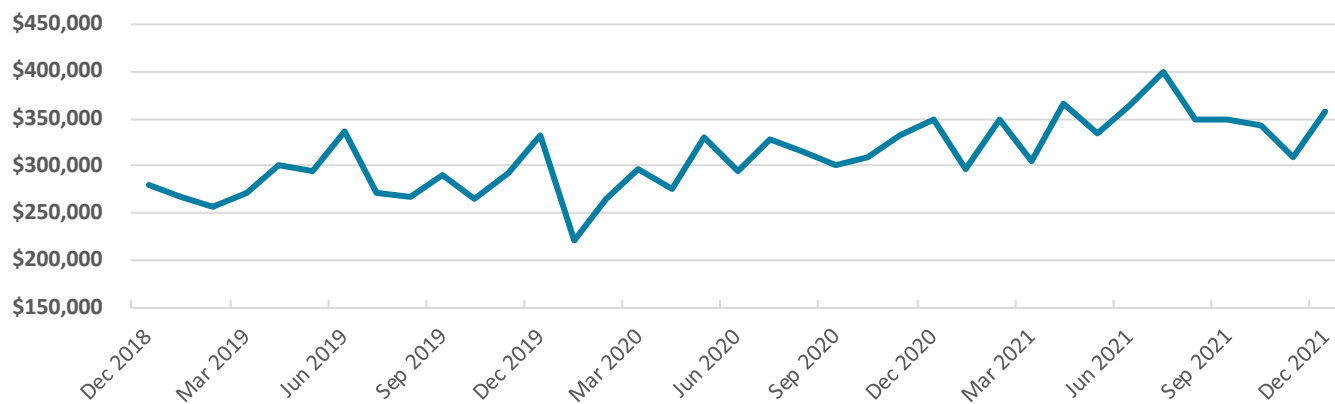
Boone County

Data for single family homes in Boone County.

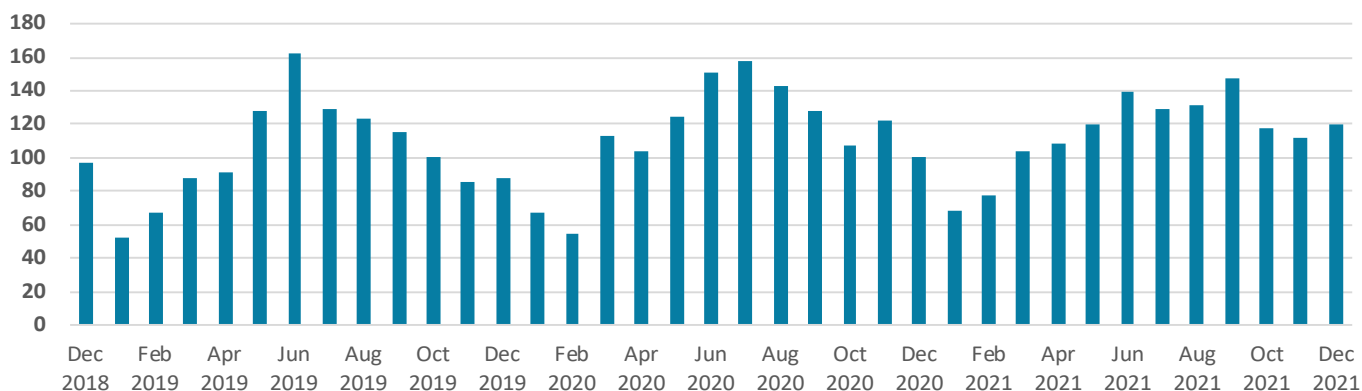


	Dec 2021	Nov 2021	MOM	Dec 2020	YOY	2021	2020	YTD
Median Sales Price	\$357,245	\$308,250	▲ 15.9%	\$350,309	▲ 2.0%	\$348,203	\$309,758	▲ 12.4%
Closed Sales	120	112	▲ 7.1%	100	▲ 20.0%	1,374	1,372	▲ 0.1%
New Listings	79	96	▼ -17.7%	52	▲ 51.9%	1,487	1,422	▲ 4.6%
Pending Sales	76	97	▼ -21.6%	80	▼ -5.0%	1,412	1,418	▼ -0.4%
Days on Market	22	22	■ 0.0%	42	▼ -47.6%	19	47	▼ -59.6%
Price per Square Foot	\$171	\$160	▲ 6.9%	\$162	▲ 5.6%	\$165	\$144	▲ 14.6%
% of Ask Received	99.3%	99.0%	▲ 0.3%	97.6%	▲ 1.7%	100.2%	98.1%	▲ 2.1%
Active Inventory	83	78	▲ 6.4%	70	▲ 18.6%			
Absorption Rate	0.7	0.7	■ 0.0%	0.7	■ 0.0%			

Median Sales Price



Number of Closed Sales



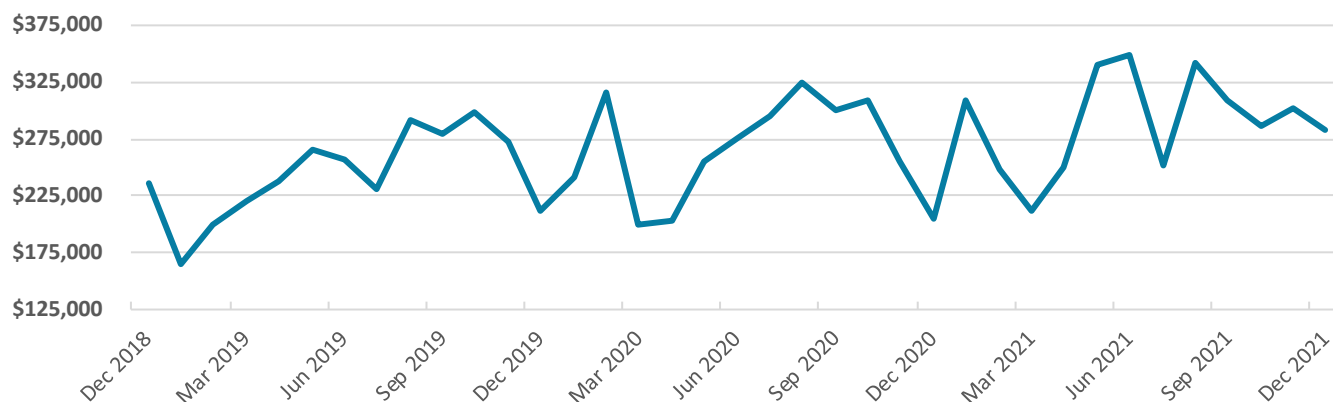
Brown County

Data for single family homes in Brown County.

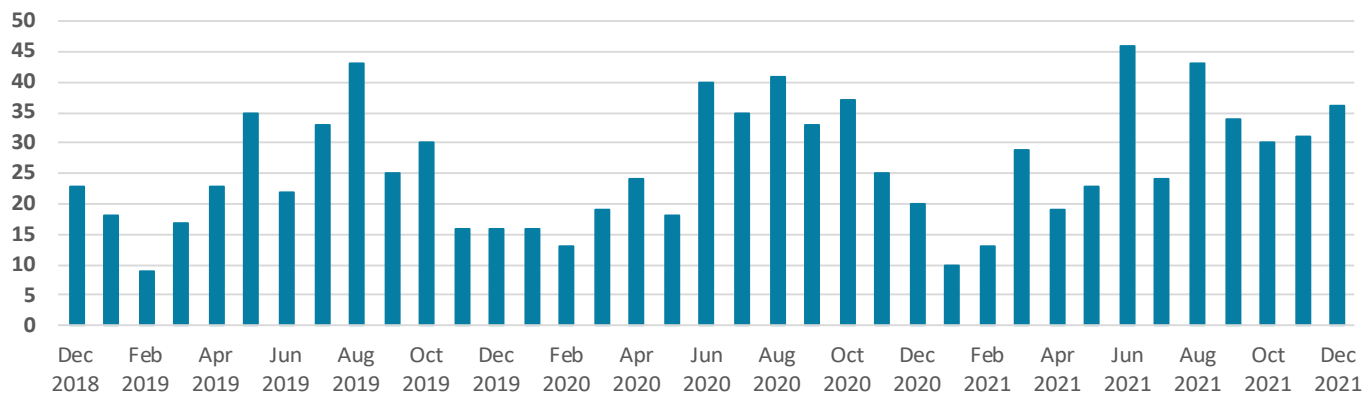


	Dec 2021	Nov 2021	MOM	Dec 2020	YOY	2021	2020	YTD
Median Sales Price	\$283,500	\$302,000	▼ -6.1%	\$204,000	▲ 39.0%	\$300,000	\$260,000	▲ 15.4%
Closed Sales	36	31	▲ 16.1%	20	▲ 80.0%	338	321	▲ 5.3%
New Listings	21	29	▼ -27.6%	12	▲ 75.0%	402	334	▲ 20.4%
Pending Sales	23	30	▼ -23.3%	8	▲ 187.5%	359	326	▲ 10.1%
Days on Market	44	32	▲ 37.5%	28	▲ 57.1%	33	68	▼ -51.5%
Price per Square Foot	\$219	\$284	▼ -22.9%	\$169	▲ 29.6%	\$246	\$217	▲ 13.4%
% of Ask Received	96.6%	97.7%	▼ -1.1%	98.9%	▼ -2.3%	98.3%	96.3%	▲ 2.1%
Active Inventory	35	41	▼ -14.6%	22	▲ 59.1%			
Absorption Rate	1.0	1.3	▼ -23.1%	1.1	▼ -9.1%			

Median Sales Price



Number of Closed Sales



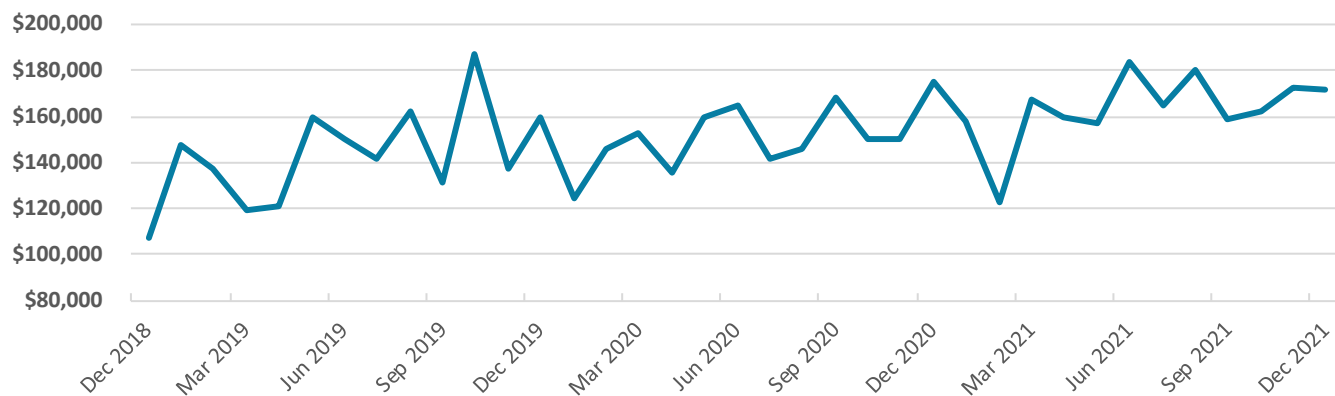
Decatur County

Data for single family homes in Decatur County.

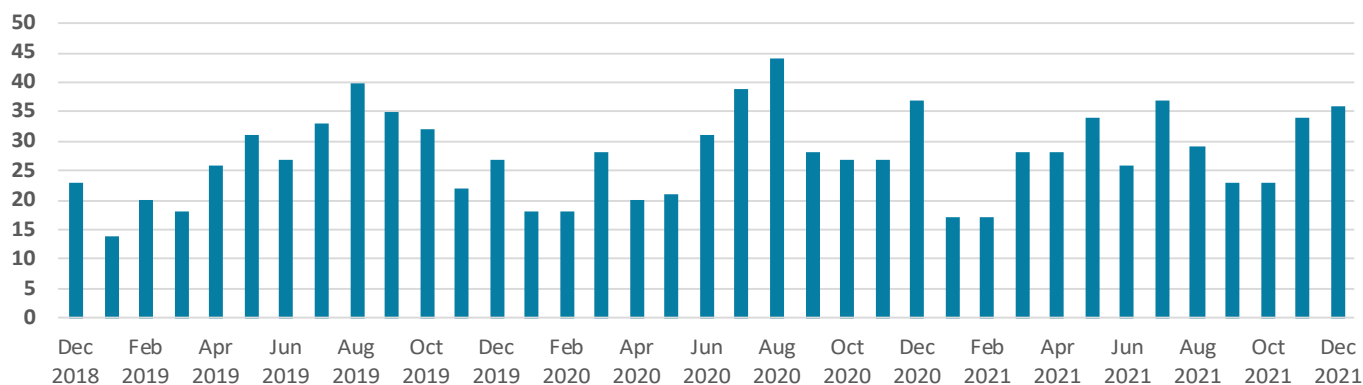


	Dec 2021	Nov 2021	MOM	Dec 2020	YOY	2021	2020	YTD
Median Sales Price	\$172,000	\$172,450	▼ -0.3%	\$175,000	▼ -1.7%	\$165,000	\$154,500	▲ 6.8%
Closed Sales	36	34	▲ 5.9%	37	▼ -2.7%	332	338	▼ -1.8%
New Listings	18	33	▼ -45.5%	17	▲ 5.9%	386	363	▲ 6.3%
Pending Sales	29	36	▼ -19.4%	16	▲ 81.3%	352	351	▲ 0.3%
Days on Market	42	46	▼ -8.7%	30	▲ 40.0%	30	45	▼ -33.3%
Price per Square Foot	\$142	\$133	▲ 6.8%	\$104	▲ 36.5%	\$125	\$105	▲ 19.0%
% of Ask Received	97.6%	95.6%	▲ 2.1%	94.3%	▲ 3.5%	97.2%	96.6%	▲ 0.6%
Active Inventory	33	48	▼ -31.3%	39	▼ -15.4%			
Absorption Rate	0.9	1.4	▼ -35.7%	1.1	▼ -18.2%			

Median Sales Price



Number of Closed Sales



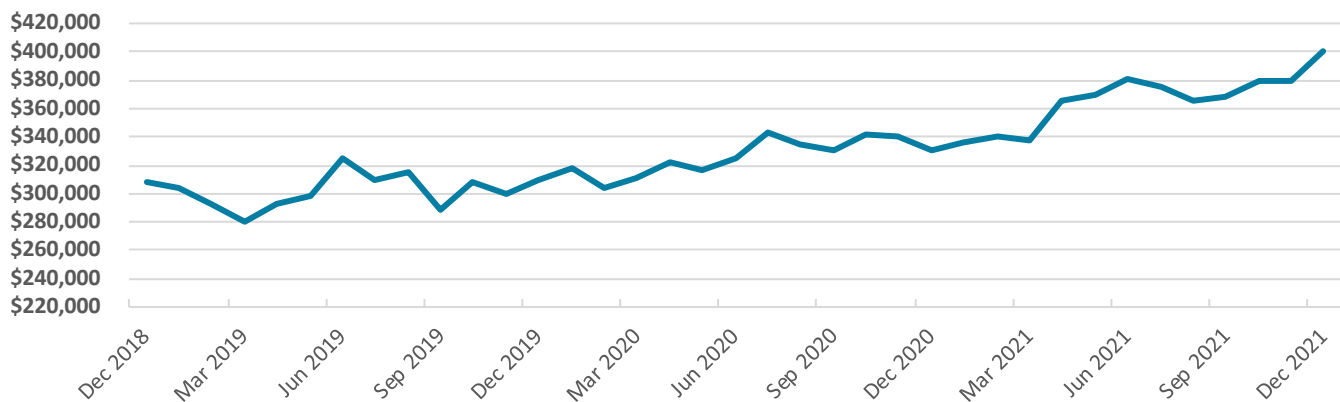
Hamilton County

Data for single family homes in Hamilton County.

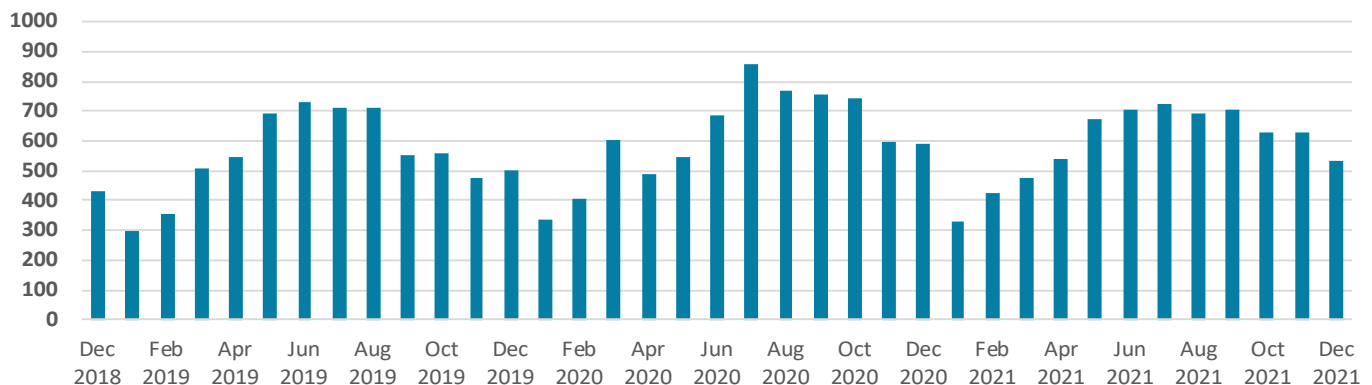


	Dec 2021	Nov 2021	MOM	Dec 2020	YOY	2021	2020	YTD
Median Sales Price	\$400,000	\$380,000	▲ 5.3%	\$330,000	▲ 21.2%	\$370,000	\$327,933	▲ 12.8%
Closed Sales	532	629	▼ -15.4%	592	▼ -10.1%	7,057	7,382	▼ -4.4%
New Listings	276	424	▼ -34.9%	354	▼ -22.0%	6,966	7,629	▼ -8.7%
Pending Sales	309	467	▼ -33.8%	372	▼ -16.9%	7,000	7,557	▼ -7.4%
Days on Market	15	16	▼ -6.3%	41	▼ -63.4%	18	42	▼ -57.1%
Price per Square Foot	\$179	\$178	▲ 0.6%	\$155	▲ 15.5%	\$171	\$147	▲ 16.3%
% of Ask Received	101.5%	101.3%	▲ 0.2%	99.2%	▲ 2.3%	101.6%	98.9%	▲ 2.7%
Active Inventory	153	178	▼ -14.0%	382	▼ -59.9%			
Absorption Rate	0.3	0.3	■ 0.0%	0.6	▼ -50.0%			

Median Sales Price



Number of Closed Sales



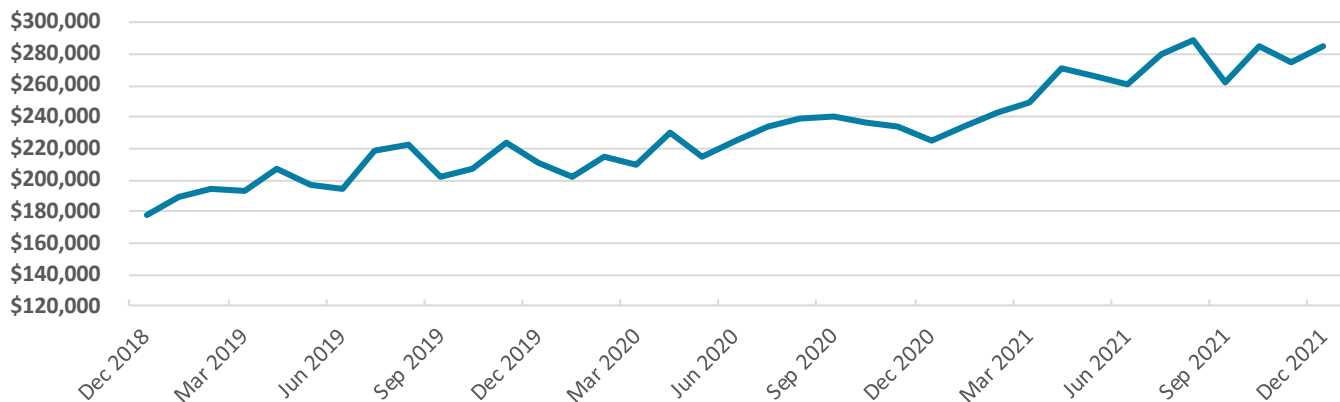
Hancock County

Data for single family homes in Hancock County.

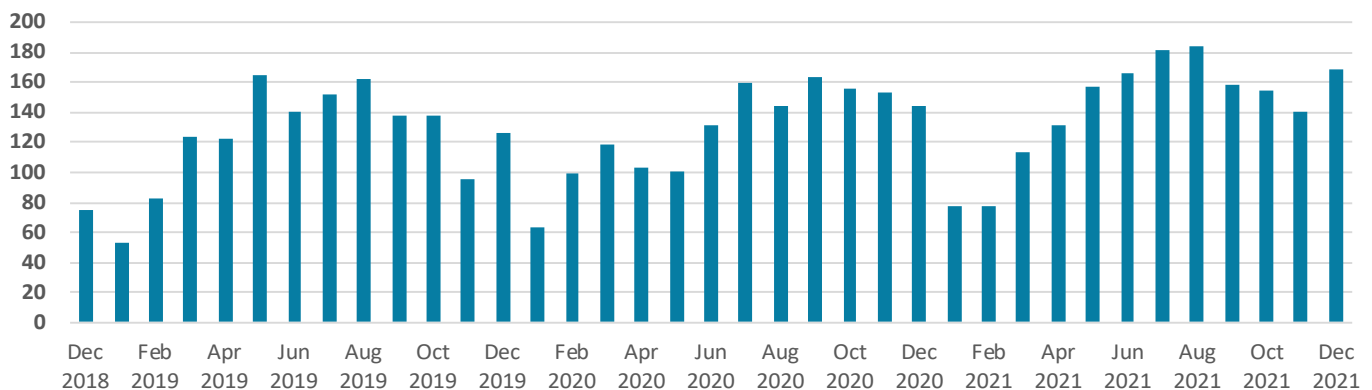


	Dec 2021	Nov 2021	MOM	Dec 2020	YOY	2021	2020	YTD
Median Sales Price	\$285,000	\$275,000	▲ 3.6%	\$225,278	▲ 26.5%	\$270,000	\$227,825	▲ 18.5%
Closed Sales	169	141	▲ 19.9%	144	▲ 17.4%	1,713	1,540	▲ 11.2%
New Listings	106	124	▼ -14.5%	69	▲ 53.6%	1,879	1,604	▲ 17.1%
Pending Sales	127	137	▼ -7.3%	83	▲ 53.0%	1,788	1,606	▲ 11.3%
Days on Market	19	21	▼ -9.5%	34	▼ -44.1%	18	36	▼ -50.0%
Price per Square Foot	\$141	\$142	▼ -0.7%	\$117	▲ 20.5%	\$136	\$115	▲ 18.3%
% of Ask Received	99.9%	100.2%	▼ -0.3%	98.9%	▲ 1.0%	100.5%	98.7%	▲ 1.8%
Active Inventory	110	128	▼ -14.1%	89	▲ 23.6%			
Absorption Rate	0.7	0.9	▼ -22.2%	0.6	▲ 16.7%			

Median Sales Price



Number of Closed Sales



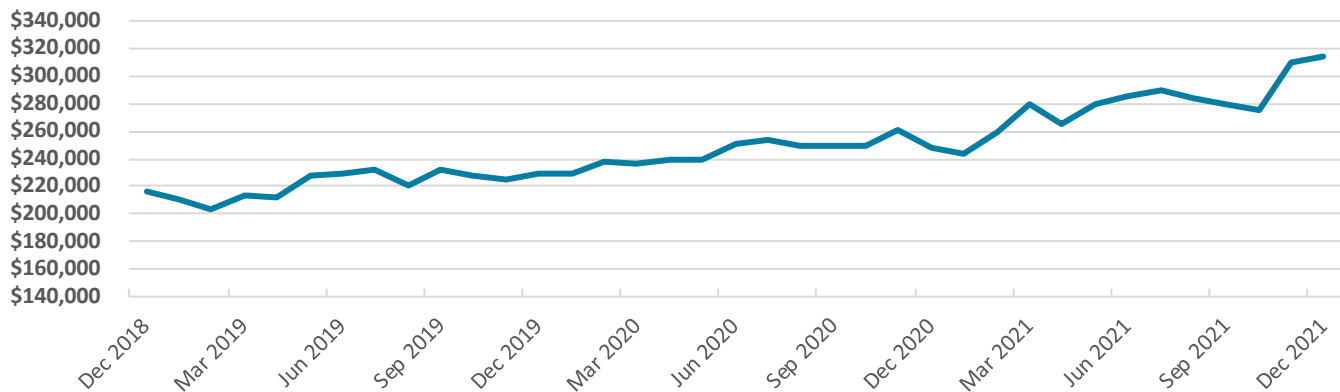
Hendricks County

Data for single family homes in Hendricks County.

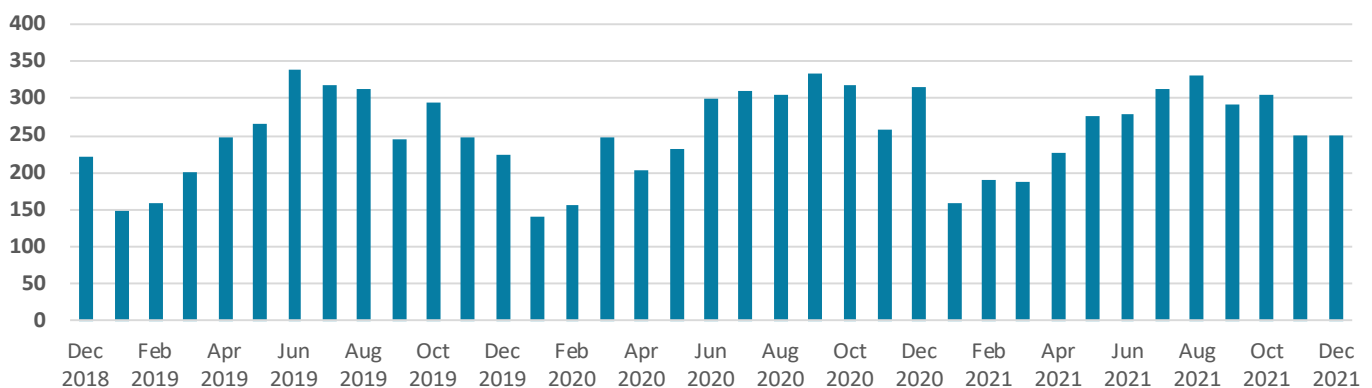


	Dec 2021	Nov 2021	MOM	Dec 2020	YOY	2021	2020	YTD
Median Sales Price	\$314,000	\$310,000	▲ 1.3%	\$247,250	▲ 27.0%	\$282,475	\$247,000	▲ 14.4%
Closed Sales	249	249	■ 0.0%	316	▼ -21.2%	3,058	3,121	▼ -2.0%
New Listings	173	212	▼ -18.4%	175	▼ -1.1%	3,182	3,251	▼ -2.1%
Pending Sales	196	231	▼ -15.2%	197	▼ -0.5%	3,101	3,237	▼ -4.2%
Days on Market	23	21	▲ 9.5%	22	▲ 4.5%	14	31	▼ -54.8%
Price per Square Foot	\$154	\$148	▲ 4.1%	\$125	▲ 23.2%	\$143	\$122	▲ 17.2%
% of Ask Received	100.6%	101.1%	▼ -0.5%	98.5%	▲ 2.1%	101.6%	99.1%	▲ 2.5%
Active Inventory	129	147	▼ -12.2%	128	▲ 0.8%			
Absorption Rate	0.5	0.6	▼ -16.7%	0.4	▲ 25.0%			

Median Sales Price



Number of Closed Sales



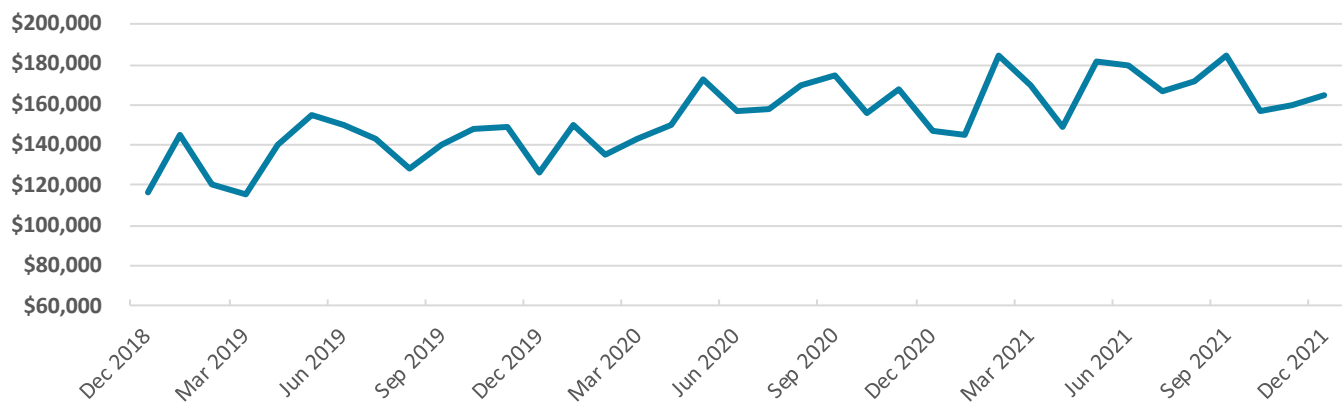
Jackson County

Data for single family homes in Jackson County.

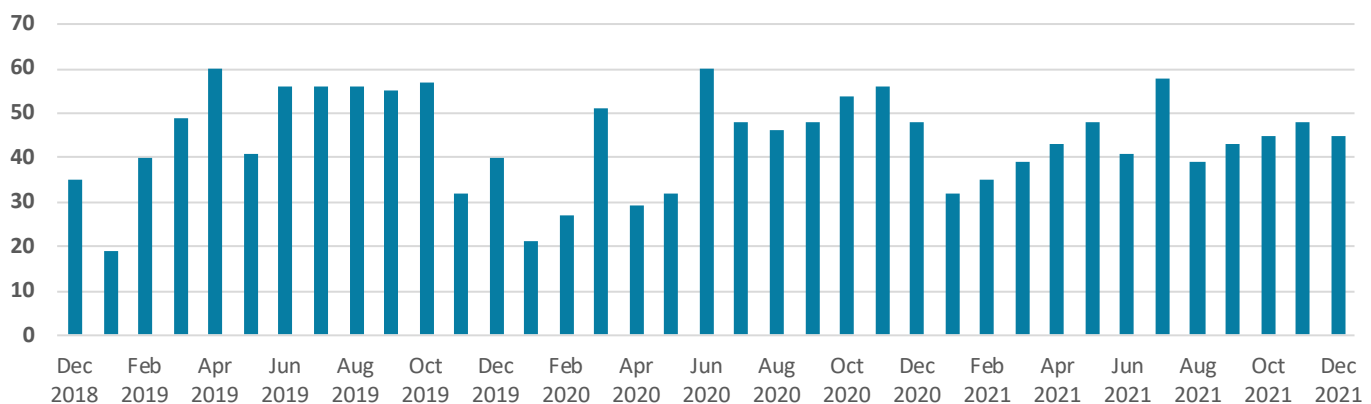


	Dec 2021	Nov 2021	MOM	Dec 2020	YOY	2021	2020	YTD
Median Sales Price	\$164,900	\$160,000	▲ 3.1%	\$147,400	▲ 11.9%	\$166,950	\$158,000	▲ 5.7%
Closed Sales	45	48	▼ -6.3%	48	▼ -6.3%	516	520	▼ -0.8%
New Listings	32	47	▼ -31.9%	37	▼ -13.5%	559	582	▼ -4.0%
Pending Sales	42	45	▼ -6.7%	35	▲ 20.0%	528	541	▼ -2.4%
Days on Market	34	22	▲ 54.5%	35	▼ -2.9%	24	41	▼ -41.5%
Price per Square Foot	\$126	\$127	▼ -0.8%	\$103	▲ 22.3%	\$119	\$106	▲ 12.3%
% of Ask Received	99.2%	98.1%	▲ 1.1%	96.4%	▲ 2.9%	98.8%	97.6%	▲ 1.2%
Active Inventory	43	54	▼ -20.4%	39	▲ 10.3%			
Absorption Rate	1.0	1.1	▼ -9.1%	0.8	▲ 25.0%			

Median Sales Price



Number of Closed Sales



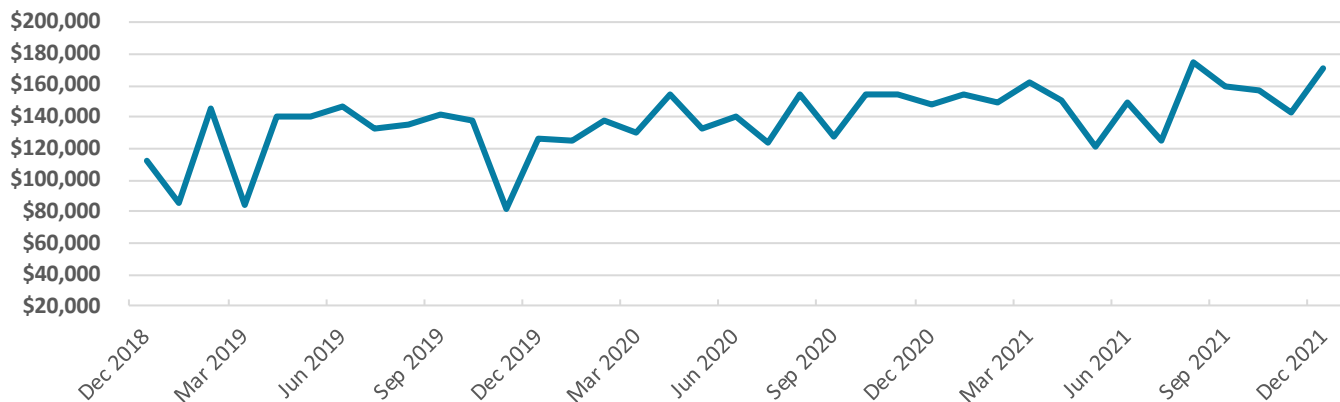
Jennings County

Data for single family homes in Jennings County.

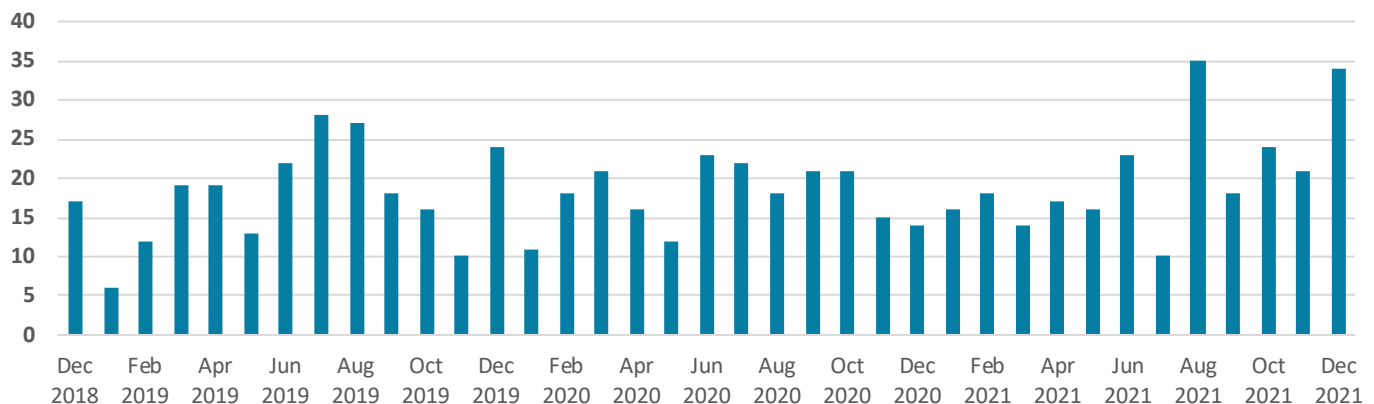


	Dec 2021	Nov 2021	MOM	Dec 2020	YOY	2021	2020	YTD
Median Sales Price	\$170,500	\$142,500	▲ 19.6%	\$148,200	▲ 15.0%	\$150,000	\$139,950	▲ 7.2%
Closed Sales	34	21	▲ 61.9%	14	▲ 142.9%	246	212	▲ 16.0%
New Listings	11	28	▼ -60.7%	13	▼ -15.4%	270	256	▲ 5.5%
Pending Sales	14	25	▼ -44.0%	12	▲ 16.7%	248	226	▲ 9.7%
Days on Market	31	33	▼ -6.1%	26	▲ 19.2%	30	35	▼ -14.3%
Price per Square Foot	\$124	\$115	▲ 7.8%	\$104	▲ 19.2%	\$115	\$99	▲ 16.2%
% of Ask Received	96.6%	96.9%	▼ -0.3%	98.1%	▼ -1.5%	97.5%	96.6%	▲ 0.9%
Active Inventory	27	30	▼ -10.0%	32	▼ -15.6%			
Absorption Rate	0.8	1.4	▼ -42.9%	2.3	▼ -65.2%			

Median Sales Price



Number of Closed Sales



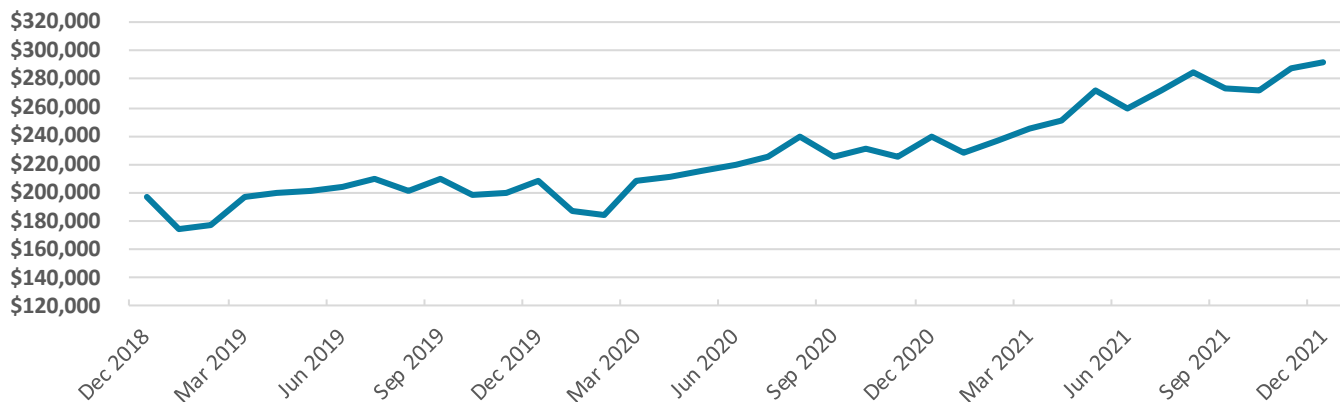
Johnson County

Data for single family homes in Johnson County.

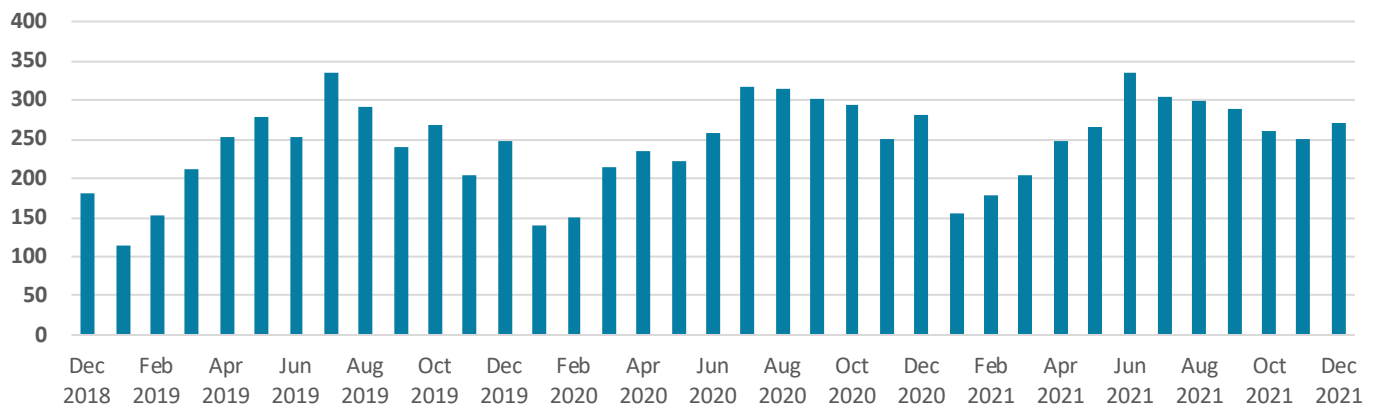


	Dec 2021	Nov 2021	MOM	Dec 2020	YOY	2021	2020	YTD
Median Sales Price	\$291,813	\$288,100	▲ 1.3%	\$240,000	▲ 21.6%	\$268,500	\$220,000	▲ 22.0%
Closed Sales	272	251	▲ 8.4%	282	▼ -3.5%	3,061	2,975	▲ 2.9%
New Listings	174	246	▼ -29.3%	194	▼ -10.3%	3,200	3,105	▲ 3.1%
Pending Sales	192	262	▼ -26.7%	189	▲ 1.6%	3,124	3,075	▲ 1.6%
Days on Market	19	14	▲ 35.7%	22	▼ -13.6%	13	30	▼ -56.7%
Price per Square Foot	\$156	\$157	▼ -0.6%	\$134	▲ 16.4%	\$148	\$126	▲ 17.5%
% of Ask Received	101.4%	101.5%	▼ -0.1%	99.5%	▲ 1.9%	101.2%	99.0%	▲ 2.2%
Active Inventory	102	117	▼ -12.8%	129	▼ -20.9%			
Absorption Rate	0.4	0.5	▼ -20.0%	0.5	▼ -20.0%			

Median Sales Price



Number of Closed Sales



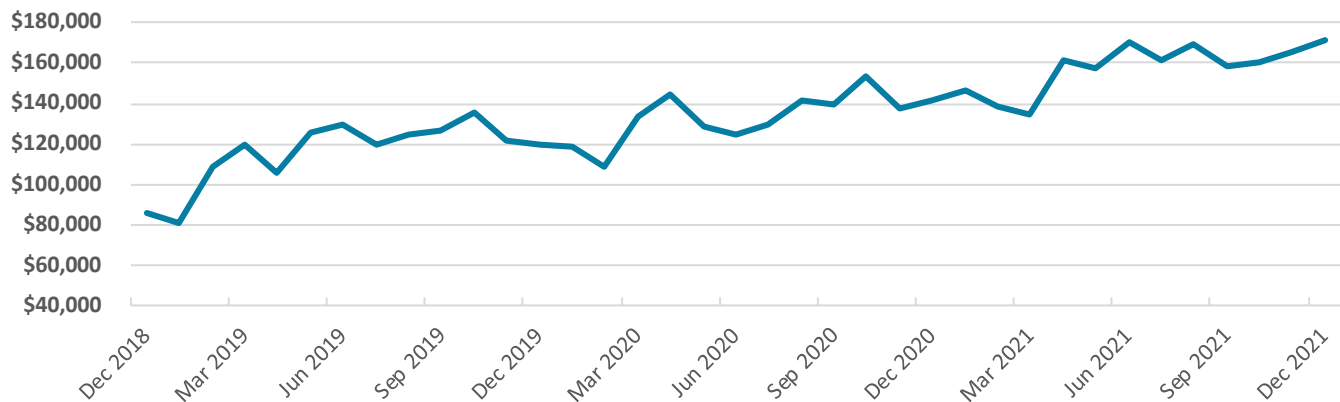
Madison County

Data for single family homes in Madison County.

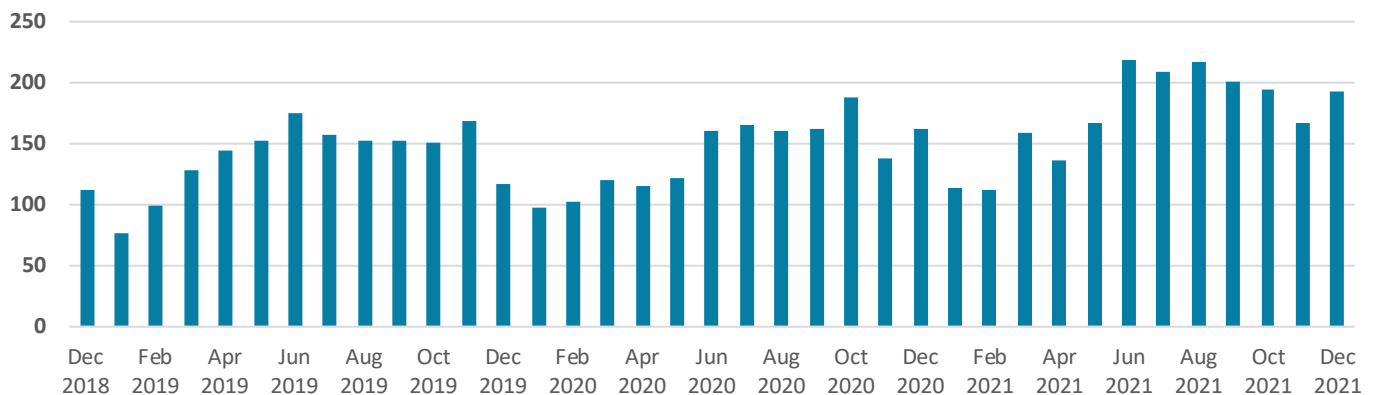


	Dec 2021	Nov 2021	MOM	Dec 2020	YOY	2021	2020	YTD
Median Sales Price	\$171,000	\$165,000	▲ 3.6%	\$141,450	▲ 20.9%	\$158,650	\$138,500	▲ 14.5%
Closed Sales	193	167	▲ 15.6%	162	▲ 19.1%	2,092	1,698	▲ 23.2%
New Listings	140	198	▼ -29.3%	115	▲ 21.7%	2,333	1,879	▲ 24.2%
Pending Sales	158	186	▼ -15.1%	116	▲ 36.2%	2,178	1,804	▲ 20.7%
Days on Market	27	19	▲ 42.1%	34	▼ -20.6%	23	39	▼ -41.0%
Price per Square Foot	\$111	\$106	▲ 4.7%	\$92	▲ 20.7%	\$101	\$86	▲ 17.4%
% of Ask Received	98.2%	98.6%	▼ -0.4%	96.9%	▲ 1.3%	98.5%	96.8%	▲ 1.8%
Active Inventory	183	197	▼ -7.1%	150	▲ 22.0%			
Absorption Rate	0.9	1.2	▼ -25.0%	0.9	■ 0.0%			

Median Sales Price



Number of Closed Sales



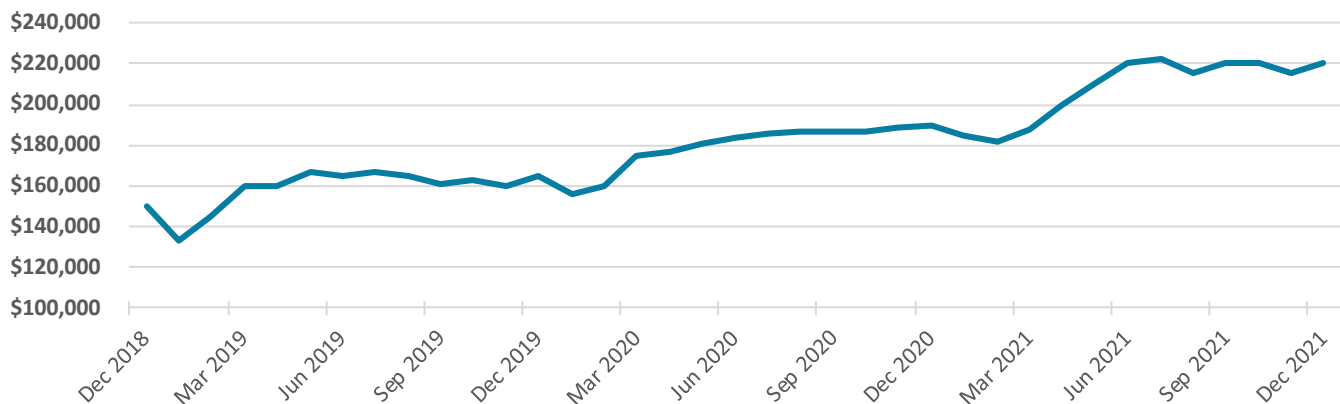
Marion County

Data for single family homes in Marion County.

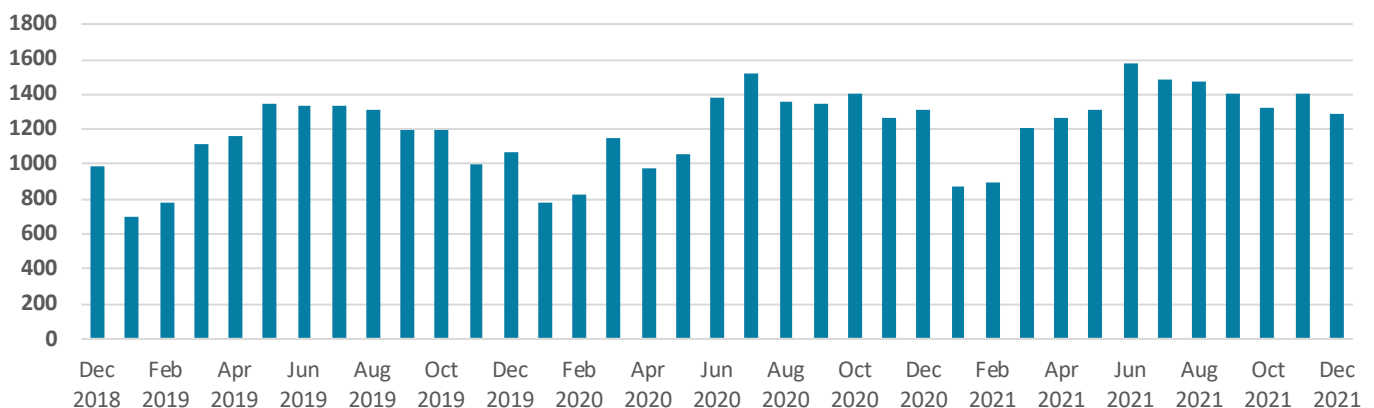


	Dec 2021	Nov 2021	MOM	Dec 2020	YOY	2021	2020	YTD
Median Sales Price	\$220,000	\$215,000	▲ 2.3%	\$190,000	▲ 15.8%	\$210,000	\$180,340	▲ 16.4%
Closed Sales	1,291	1,408	▼ -8.3%	1316	▼ -1.9%	15,507	14,393	▲ 7.7%
New Listings	855	1,263	▼ -32.3%	867	▼ -1.4%	17,009	16,031	▲ 6.1%
Pending Sales	1,046	1,255	▼ -16.7%	936	▲ 11.8%	15,980	14,974	▲ 6.7%
Days on Market	31	21	▲ 47.6%	33	▼ -6.1%	22	33	▼ -33.3%
Price per Square Foot	\$148	\$139	▲ 6.5%	\$122	▲ 21.3%	\$138	\$119	▲ 16.0%
% of Ask Received	99.9%	100.1%	▼ -0.2%	98.4%	▲ 1.5%	100.6%	98.3%	▲ 2.3%
Active Inventory	858	1,039	▼ -17.4%	1063	▼ -19.3%			
Absorption Rate	0.7	0.7	■ 0.0%	0.8	▼ -12.5%			

Median Sales Price



Number of Closed Sales



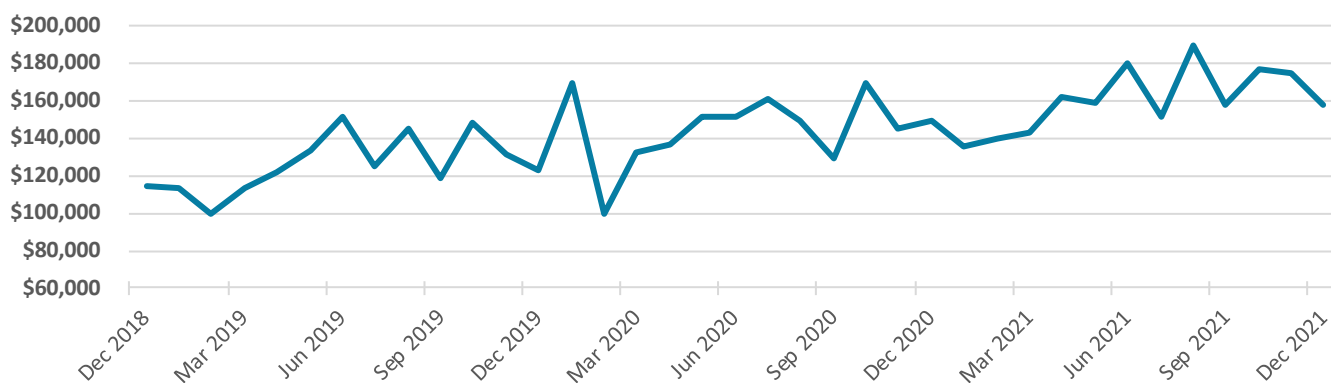
Montgomery County

Data for single family homes in Montgomery County.

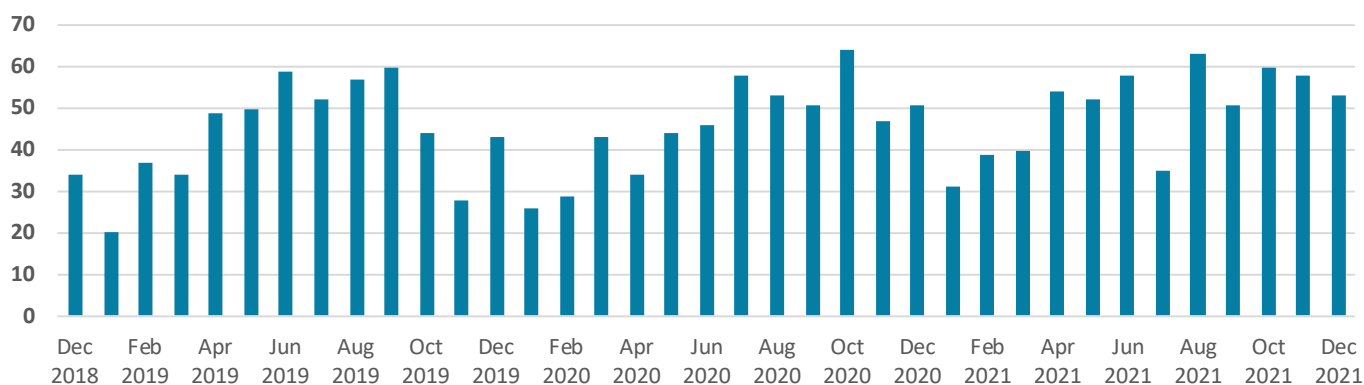


	Dec 2021	Nov 2021	MOM	Dec 2020	YOY	2021	2020	YTD
Median Sales Price	\$158,000	\$174,500	▼ -9.5%	\$149,000	▲ 6.0%	\$160,000	\$145,000	▲ 10.3%
Closed Sales	53	58	▼ -8.6%	51	▲ 3.9%	594	546	▲ 8.8%
New Listings	36	59	▼ -39.0%	29	▲ 24.1%	651	579	▲ 12.4%
Pending Sales	43	54	▼ -20.4%	33	▲ 30.3%	610	575	▲ 6.1%
Days on Market	27	24	▲ 12.5%	23	▲ 17.4%	23	40	▼ -42.5%
Price per Square Foot	\$128	\$109	▲ 17.4%	\$100	▲ 28.0%	\$115	\$97	▲ 18.6%
% of Ask Received	98.6%	94.9%	▲ 3.9%	96.3%	▲ 2.4%	98.5%	97.3%	▲ 1.2%
Active Inventory	40	52	▼ -23.1%	42	▼ -4.8%			
Absorption Rate	0.8	0.9	▼ -11.1%	0.8	■ 0.0%			

Median Sales Price



Number of Closed Sales



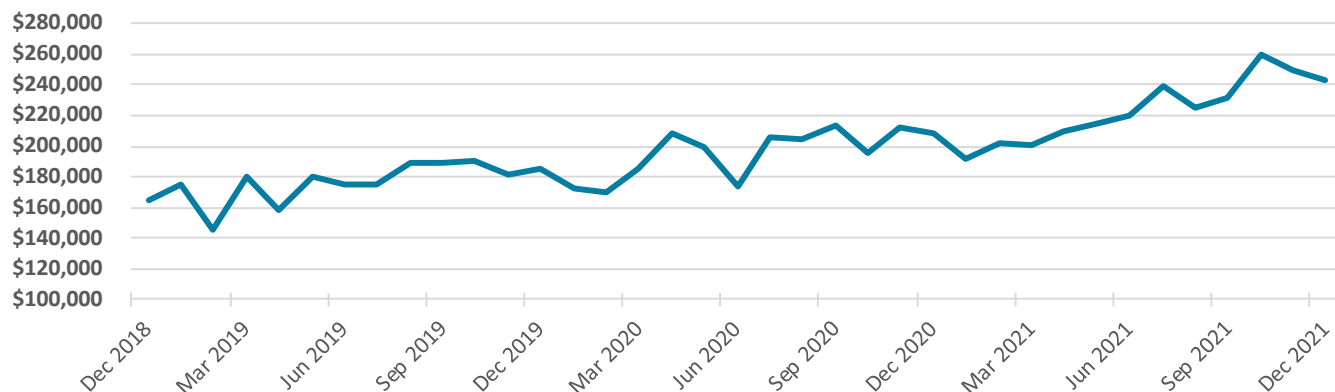
Morgan County

Data for single family homes in Morgan County.

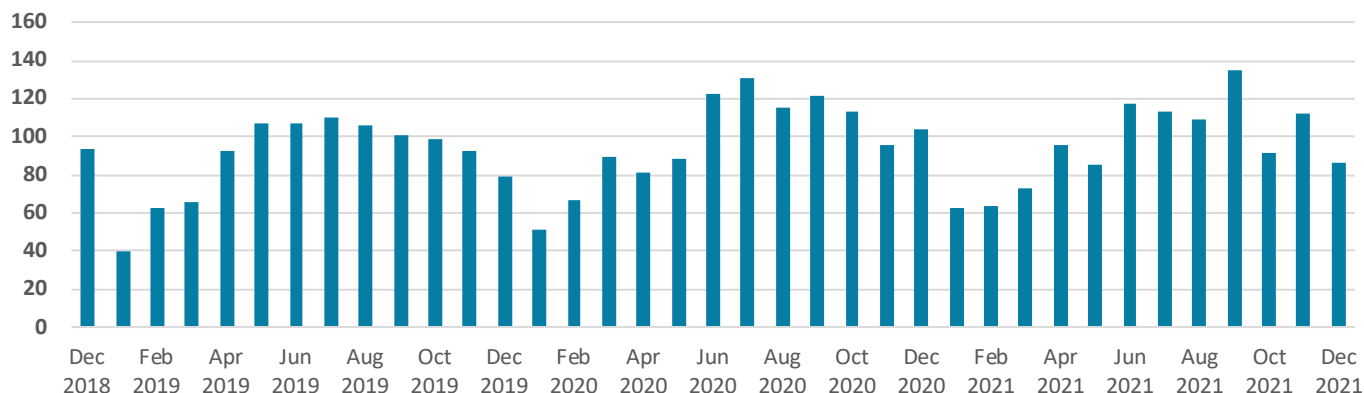


	Dec 2021	Nov 2021	MOM	Dec 2020	YOY	2021	2020	YTD
Median Sales Price	\$242,500	\$250,000	▼ -3.0%	\$208,988	▲ 16.0%	\$227,000	\$197,700	▲ 14.8%
Closed Sales	86	112	▼ -23.2%	104	▼ -17.3%	1,143	1,178	▼ -3.0%
New Listings	93	109	▼ -14.7%	63	▲ 47.6%	1,339	1,240	▲ 8.0%
Pending Sales	78	95	▼ -17.9%	72	▲ 8.3%	1,191	1,223	▼ -2.6%
Days on Market	21	26	▼ -19.2%	33	▼ -36.4%	22	36	▼ -38.9%
Price per Square Foot	\$143	\$153	▼ -6.5%	\$125	▲ 14.4%	\$142	\$123	▲ 15.4%
% of Ask Received	98.1%	99.3%	▼ -1.2%	98.7%	▼ -0.6%	99.7%	98.6%	▲ 1.1%
Active Inventory	124	115	▲ 7.8%	78	▲ 59.0%			
Absorption Rate	1.4	1.0	▲ 40.0%	0.8	▲ 75.0%			

Median Sales Price



Number of Closed Sales



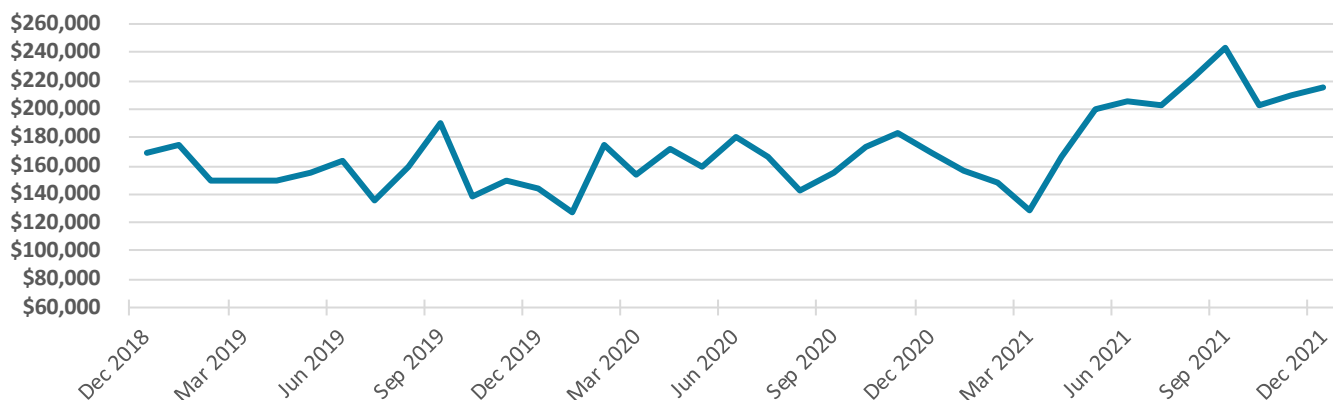
Putnam County

Data for single family homes in Putnam County.

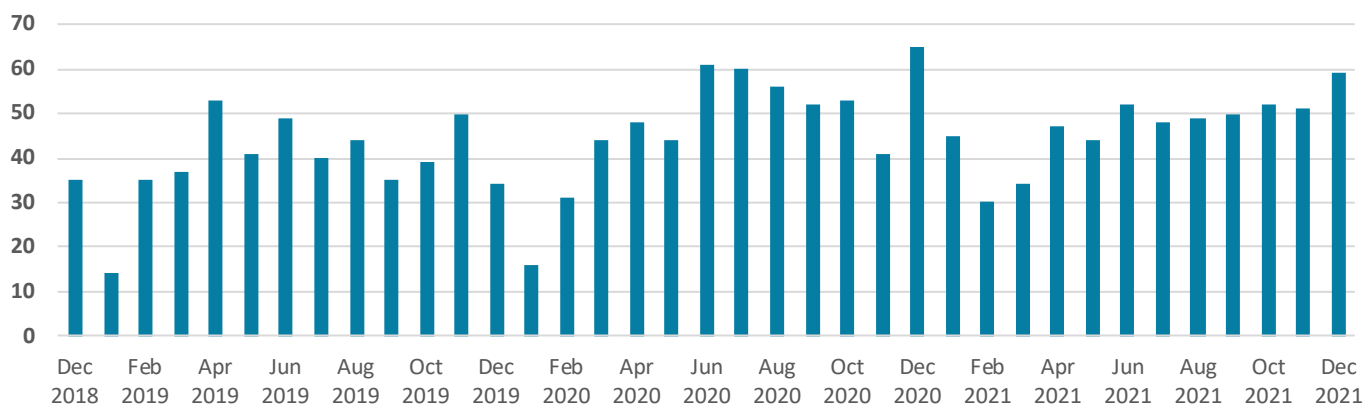


	Dec 2021	Nov 2021	MOM	Dec 2020	YOY	2021	2020	YTD
Median Sales Price	\$215,000	\$210,000	▲ 2.4%	\$168,700	▲ 27.4%	\$200,000	\$168,400	▲ 18.8%
Closed Sales	59	51	▲ 15.7%	65	▼ -9.2%	561	571	▼ -1.8%
New Listings	45	47	▼ -4.3%	36	▲ 25.0%	627	626	▲ 0.2%
Pending Sales	46	44	▲ 4.5%	36	▲ 27.8%	565	597	▼ -5.4%
Days on Market	22	37	▼ -40.5%	24	▼ -8.3%	21	48	▼ -56.3%
Price per Square Foot	\$140	\$142	▼ -1.4%	\$114	▲ 22.8%	\$131	\$112	▲ 17.0%
% of Ask Received	98.7%	97.9%	▲ 0.8%	97.3%	▲ 1.4%	98.8%	97.4%	▲ 1.4%
Active Inventory	58	62	▼ -6.5%	51	▲ 13.7%			
Absorption Rate	1.0	1.2	▼ -16.7%	0.8	▲ 25.0%			

Median Sales Price



Number of Closed Sales



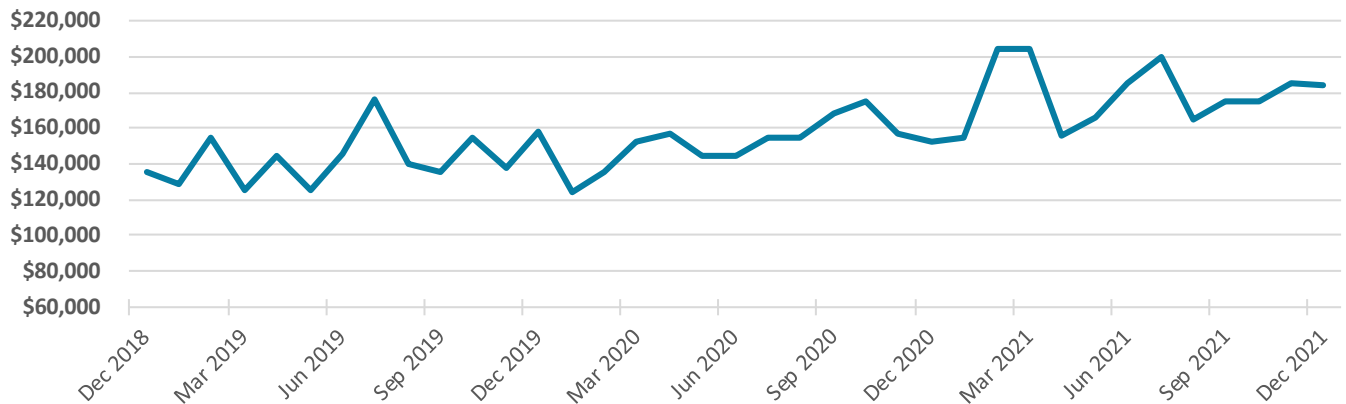
Shelby County

Data for single family homes in Shelby County.

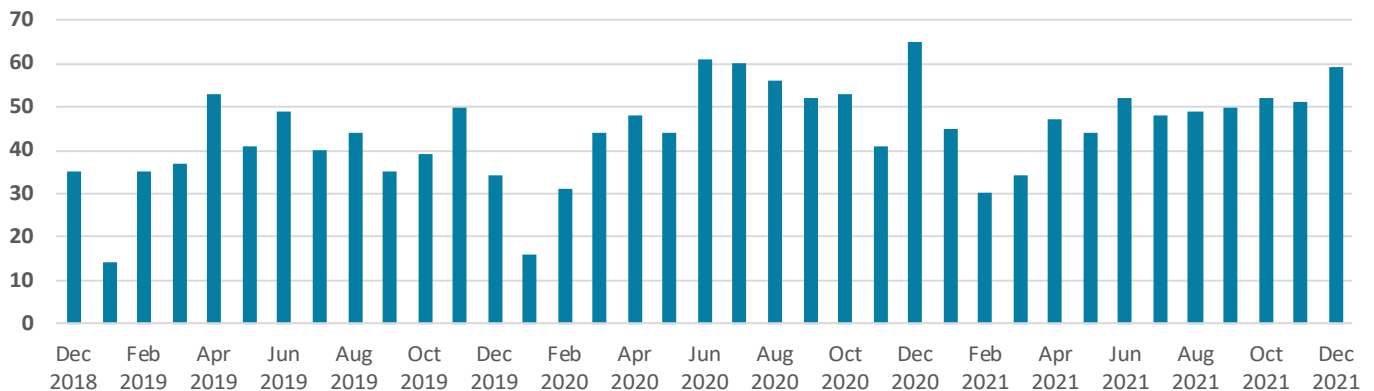


	Dec 2021	Nov 2021	MOM	Dec 2020	YOY	2021	2020	YTD
Median Sales Price	\$184,000	\$185,000	▼ -0.5%	\$153,000	▲ 20.3%	\$180,950	\$151,750	▲ 19.2%
Closed Sales	51	50	▲ 2.0%	50	▲ 2.0%	568	558	▲ 1.8%
New Listings	42	62	▼ -32.3%	19	▲ 121.1%	662	614	▲ 7.8%
Pending Sales	52	53	▼ -1.9%	28	▲ 85.7%	617	584	▲ 5.7%
Days on Market	22	17	▲ 29.4%	35	▼ -37.1%	24	32	▼ -25.0%
Price per Square Foot	\$121	\$130	▼ -6.9%	\$103	▲ 17.5%	\$120	\$101	▲ 18.8%
% of Ask Received	98.8%	99.7%	▼ -0.9%	94.5%	▲ 4.6%	99.0%	96.8%	▲ 2.3%
Active Inventory	51	58	▼ -12.1%	42	▲ 21.4%			
Absorption Rate	1.0	1.2	▼ -16.7%	0.8	▲ 25.0%			

Median Sales Price



Number of Closed Sales



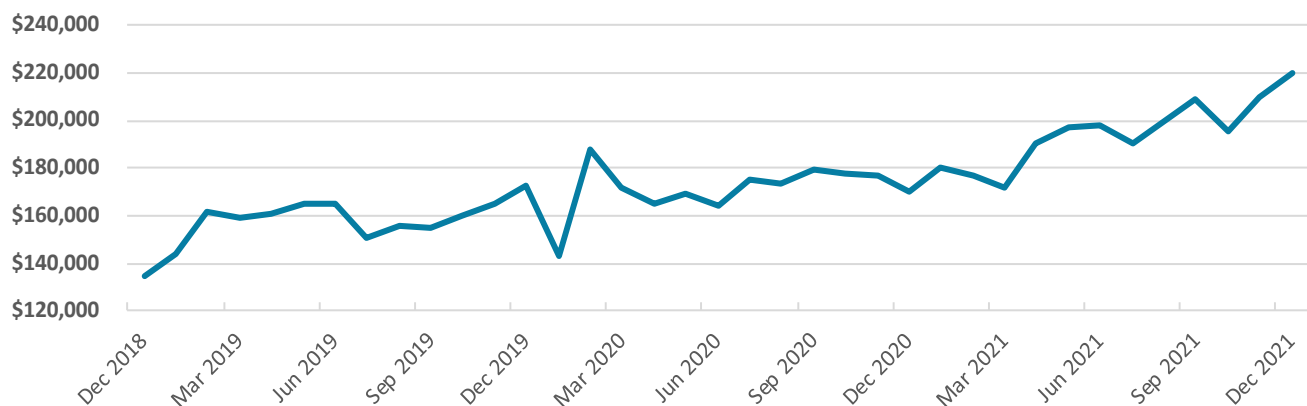
Condominiums

Data for Condominiums across all MIBOR Counties.



	Dec 2021	Nov 2021	MOM	Dec 2020	YOY	2021	2020	YTD
Median Sales Price	\$220,000	\$210,000	▲ 4.8%	\$170,000	▲ 29.4%	\$195,000	\$172,000	▲ 13.4%
Closed Sales	252	244	▲ 3.3%	255	▼ -1.2%	2,930	2,884	▲ 1.6%
New Listings	145	239	▼ -39.3%	165	▼ -12.1%	3,100	3,240	▼ -4.3%
Pending Sales	171	256	▼ -33.2%	165	▲ 3.6%	3,006	2,934	▲ 2.5%
Days on Market	33	24	▲ 37.5%	43	▼ -23.3%	28	35	▼ -20.0%
Price per Square Foot	\$145	\$144	▲ 0.7%	\$126	▲ 15.1%	\$140	\$123	▲ 13.8%
% of Ask Received	100.4%	100.3%	▲ 0.1%	98.2%	▲ 2.2%	99.9%	98.1%	▲ 1.8%
Active Inventory	167	208	▼ -19.7%	294	▼ -43.2%			
Absorption Rate	0.7	0.9	▼ -22.2%	1.2	▼ -41.7%			

Median Sales Price



Number of Closed Sales

