

MARKET INSIGHTS REPORT

FEBRUARY 2022



Market Analysis

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

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

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

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

“In February, active listings were at an all-time low of 1,506 and represented just a 0.7 month’s supply of inventory,” said Shelley Specchio, MIBOR CEO. “With inventory at a record low before the start of the spring selling season, we can expect the market to be challenging for buyers for these next few months. Working with a REALTOR® can help prospective homeowners to be prepared in making the best offer.”

Dr. Elliot Eisenberg, an internationally acclaimed economist and public speaker says, “In terms of market activity, closed sales were nearly flat compared to last year, while new pending sales were up a significant 11% over February 2021. Both closed and pending sales were well above pre-Covid levels for February. The number of new listings was up 8.0% compared to last February but are still below the normal level seen at this time of year. Comparing sales metrics now with last year when the market was in the midst of a Covid-driven frenzy may lead to skewed comparisons. Rather, we should look to long-term trends and normal seasonality that were well in place prior to the Covid-induced buying spree. When evaluated in this light, the Indianapolis market remains very active.”

Year over Year data for February:

- Median sales price increased 13.6 percent to \$253,245
- Average days on market decreased 25.0 percent to 24
- Current active listings decreased 6.3 percent to 1,506

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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.

	Feb 2022	Jan 2022	MOM	Feb 2021	YOY	2022	2021	YTD
Median Sales Price	\$253,245	\$245,500	▲ 3.2%	\$223,000	▲ 13.6%	\$250,000	\$218,500	▲ 14.4%
Closed Sales	2,270	2,198	▲ 3.3%	2,283	▼ -0.6%	4,468	4,363	▲ 2.4%
New Listings	2,458	2,516	▼ -2.3%	2,276	▲ 8.0%	4,974	4,730	▲ 5.2%
Pending Sales	2,738	2,704	▲ 1.3%	2,467	▲ 11.0%	5,442	5,237	▲ 3.9%
Days on Market	24	28	▼ -14.3%	32	▼ -25.0%	26	34	▼ -23.5%
Price per Square Foot	\$152	\$149	▲ 2.0%	\$130	▲ 16.9%	\$150	\$128	▲ 17.2%
% of Ask Received	100.1%	99.4%	▲ 0.7%	98.9%	▲ 1.2%	99.8%	98.6%	▲ 1.2%
Active Inventory	1,506	1,724	▼ -12.6%	1,608	▼ -6.3%			
Absorption Rate	0.7	0.8	▼ -12.5%	0.7	■ 0.0%			

New Listings

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

February 2022	Month over Month Change	Year over Year Change	Year to Date Change
2,458	▼ -2.3%	▲ 8.0%	▲ 5.2%

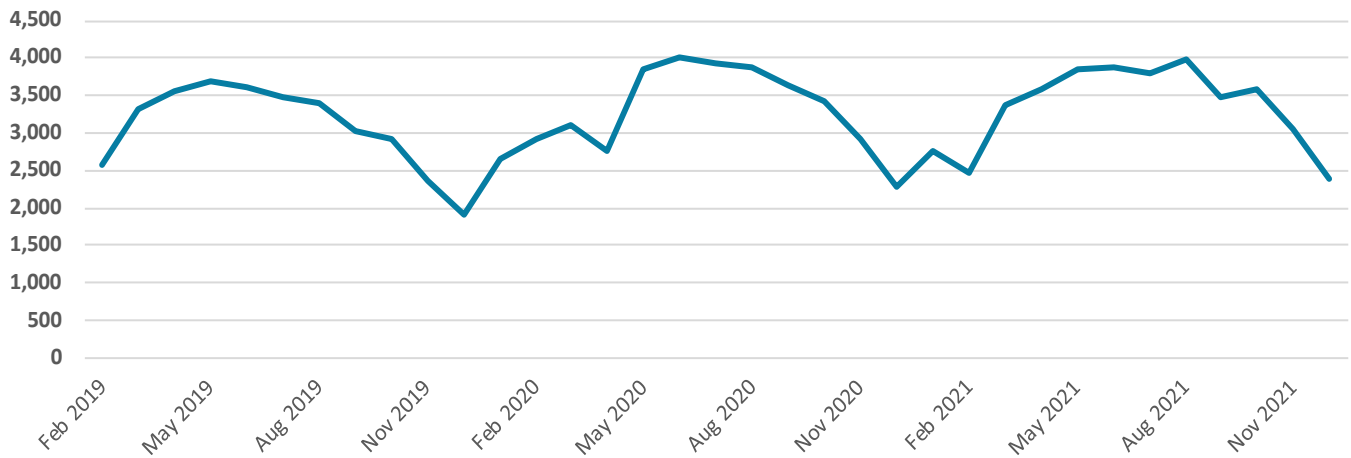


Pending Sales

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



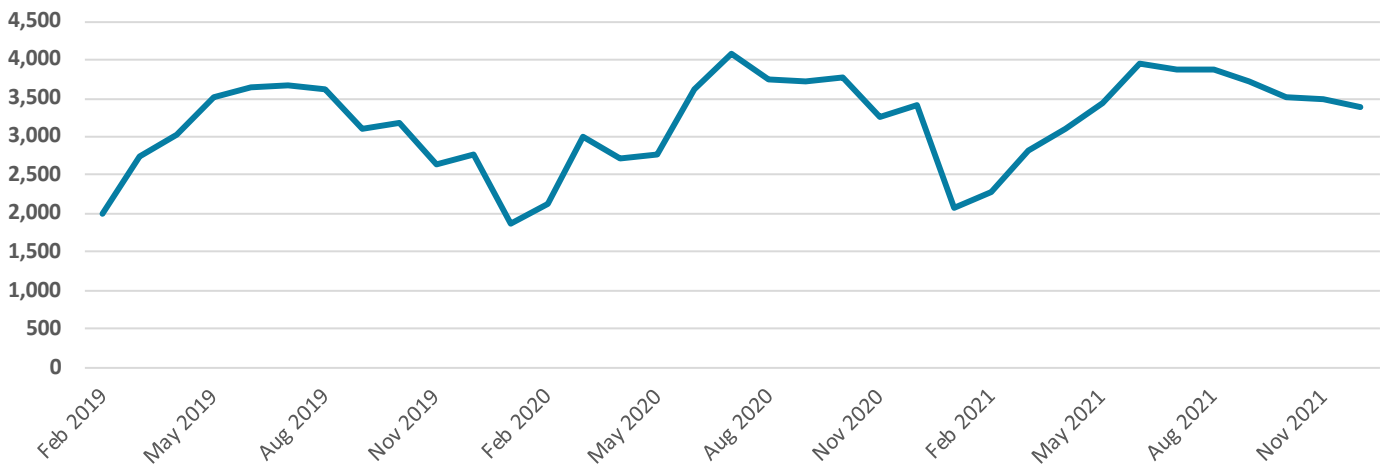
February 2022	Month over Month Change	Year over Year Change	Year to Date Change
2,738	1.3%	11.0%	3.9%



Closed Sales

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

February 2022	Month over Month Change	Year over Year Change	Year to Date Change
2,270	3.3%	-0.6%	2.4%

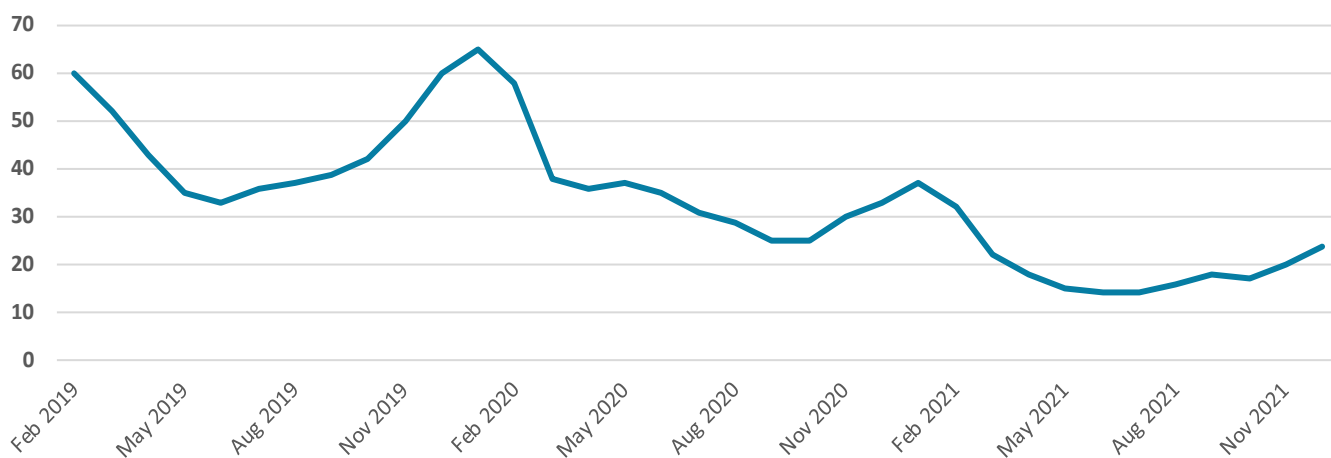


Cumulative Days on Market

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



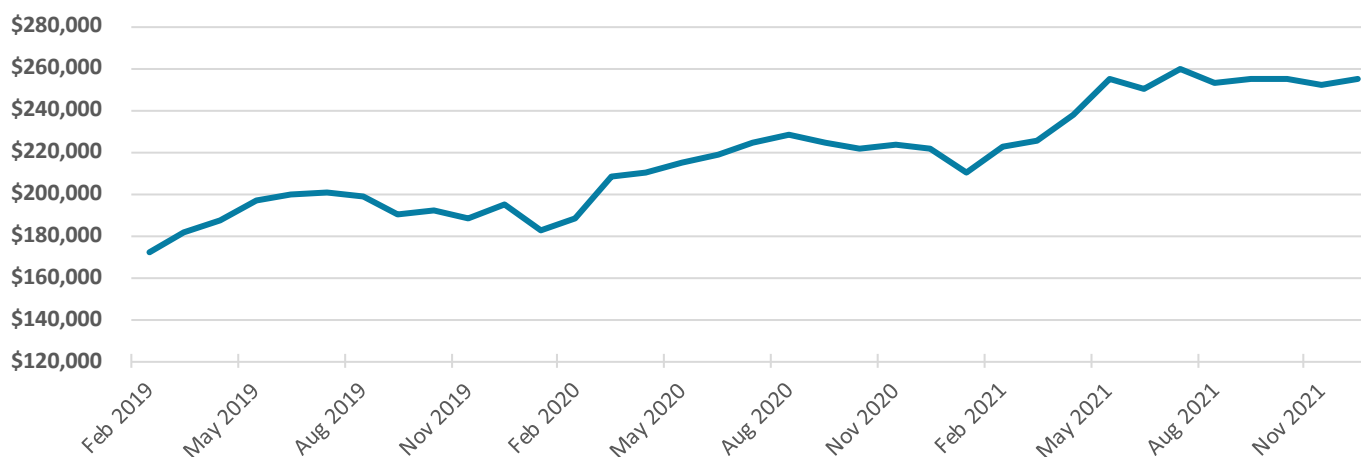
February 2022	Month over Month Change	Year over Year Change	Year to Date Change
24	▼ -14.3%	▼ -25.0%	▼ -23.5%



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 2022	Month over Month Change	Year over Year Change	Year to Date Change
\$253,245	▲ 3.2%	▲ 13.6%	▲ 14.4%

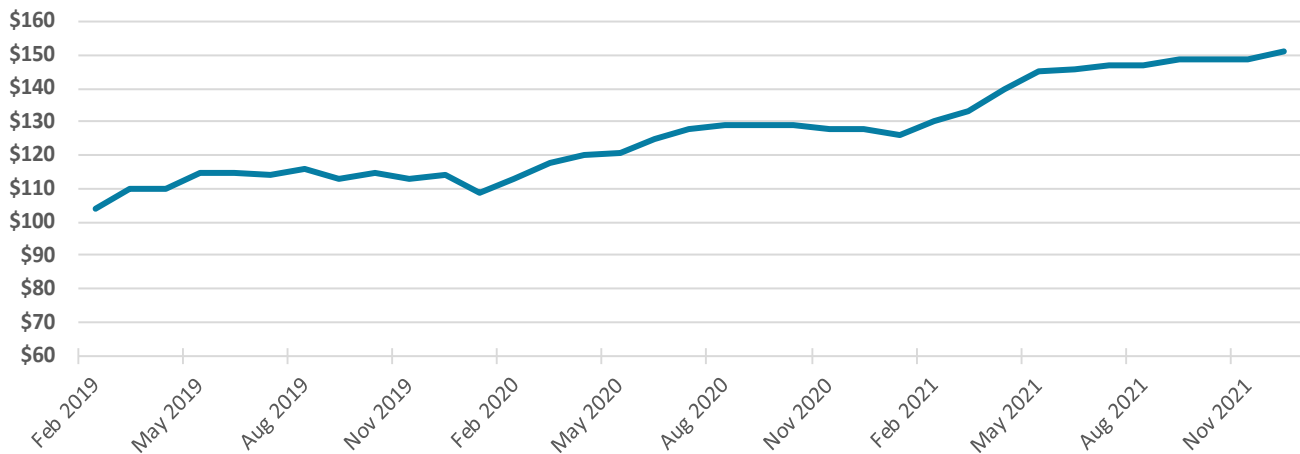


Sold Price per Square Foot

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



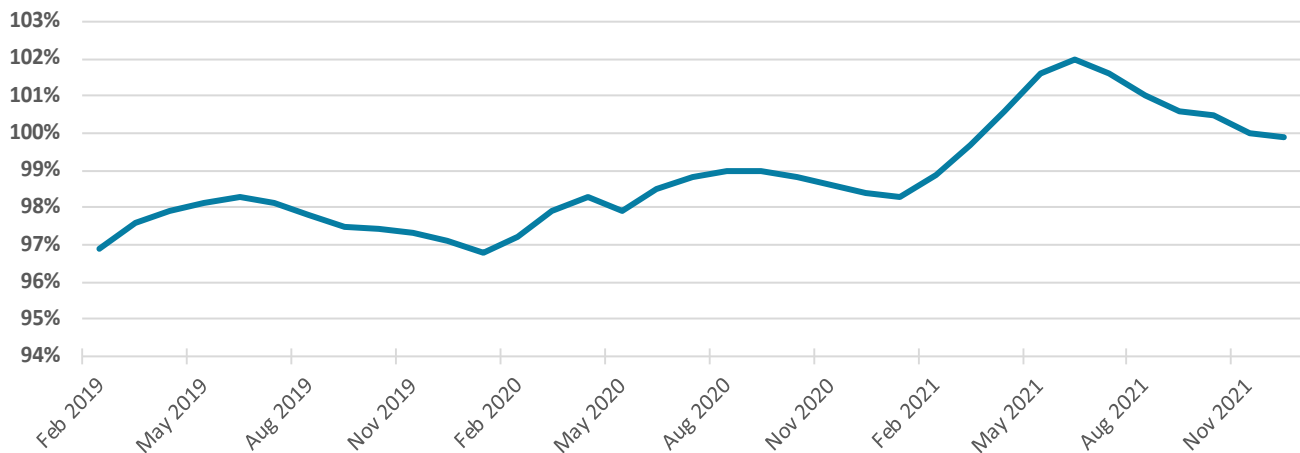
February 2022	Month over Month Change	Year over Year Change	Year to Date Change
\$152	2.0%	16.9%	17.2%



Percent of Ask Price Received

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

February 2022	Month over Month Change	Year over Year Change	Year to Date Change
100.1%	0.7%	1.2%	1.2%

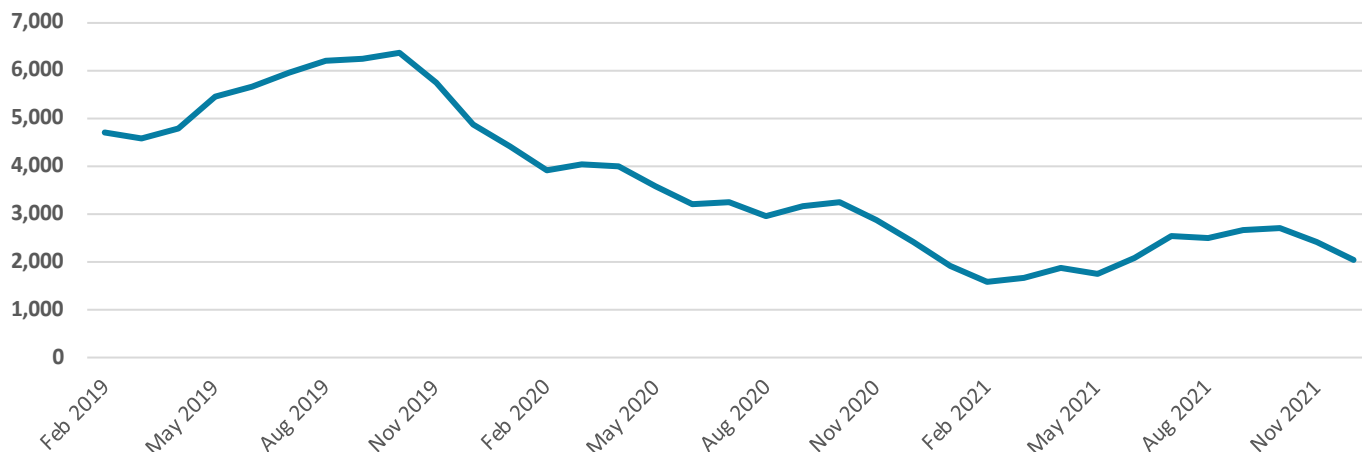


Active Inventory

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.



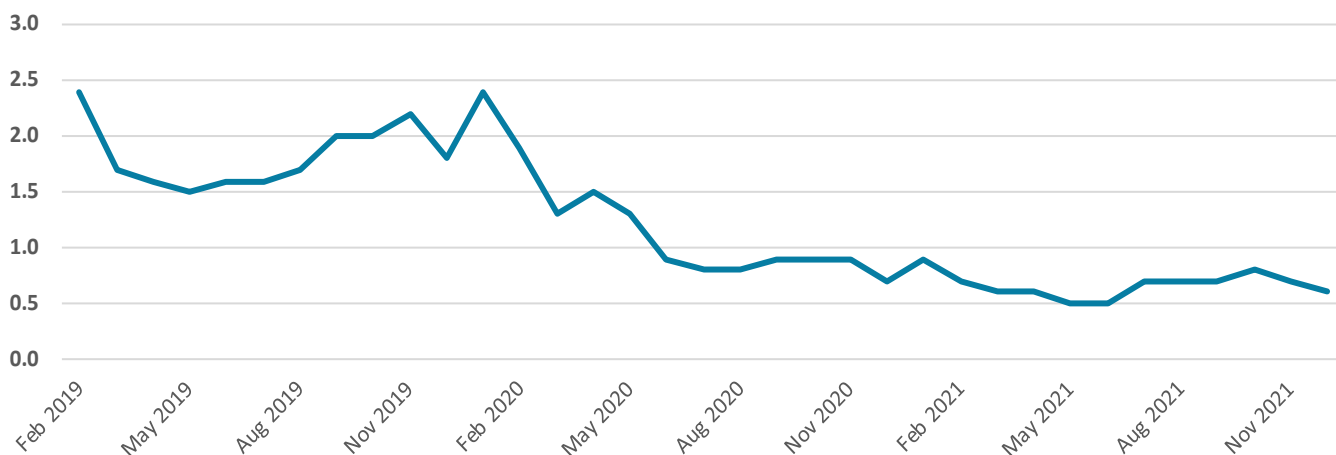
February 2022	Month over Month Change	Year over Year Change
1,506	▼ -12.6%	▼ -6.3%



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 2022	Month over Month Change	Year over Year Change
0.7	▼ -12.5%	■ 0.0%



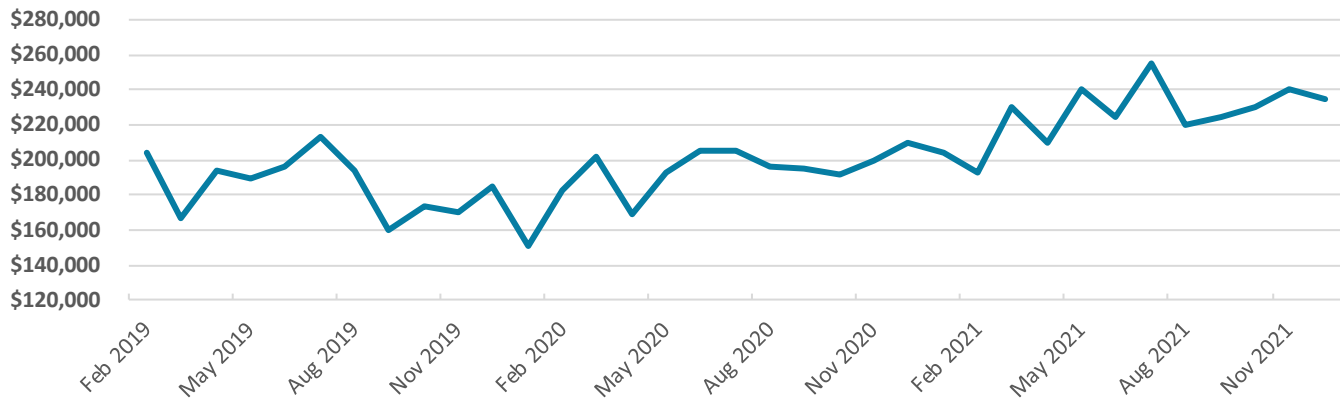
Bartholomew County

Data for single family homes in Bartholomew County.

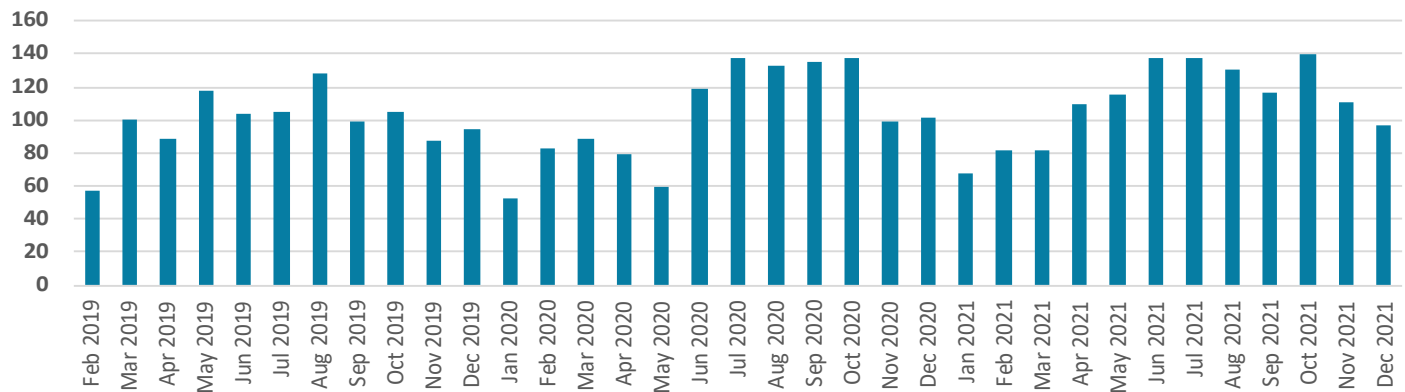


	Feb 2022	Jan 2022	MOM	Feb 2021	YOY	2022	2021	YTD
Median Sales Price	\$238,000	\$230,000	▲ 3.5%	\$193,450	▲ 23.0%	\$234,750	\$198,000	▲ 18.6%
Closed Sales	73	81	▼ -9.9%	82	▼ -11.0%	154	150	▲ 2.7%
New Listings	101	90	▲ 12.2%	78	▲ 29.5%	191	151	▲ 26.5%
Pending Sales	99	77	▲ 28.6%	66	▲ 50.0%	176	161	▲ 9.3%
Days on Market	19	21	▼ -9.5%	32	▼ -40.6%	20	34	▼ -41.2%
Price per Square Foot	\$139	\$147	▼ -5.4%	\$130	▲ 6.9%	\$143	\$132	▲ 8.3%
% of Ask Received	98.7%	97.9%	▲ 0.8%	97.5%	▲ 1.2%	98.3%	97.6%	▲ 0.7%
Active Inventory	68	68	■ 0.0%	55	▲ 23.6%			
Absorption Rate	0.9	0.8	▲ 12.5%	0.7	▲ 28.6%			

Median Sales Price



Number of Closed Sales



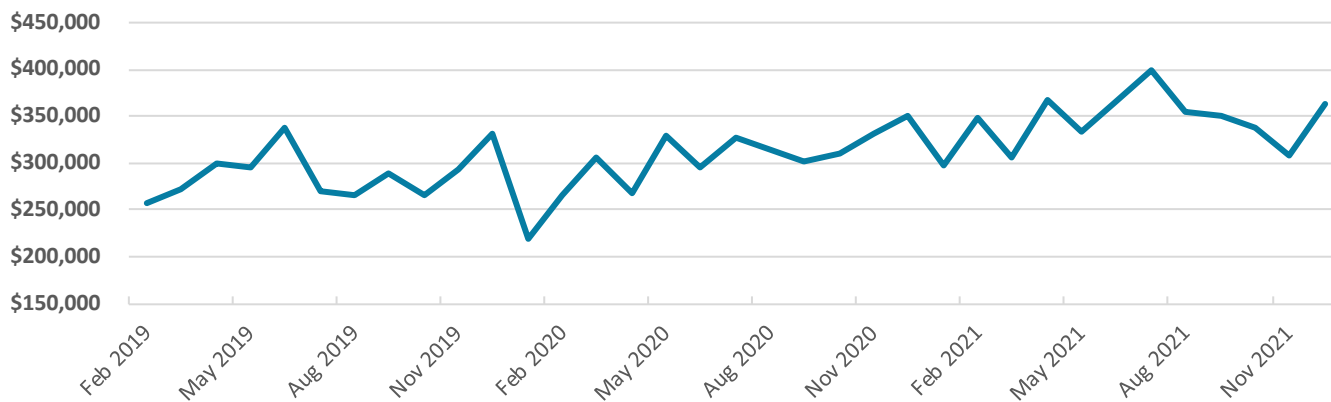
Boone County

Data for single family homes in Boone County.

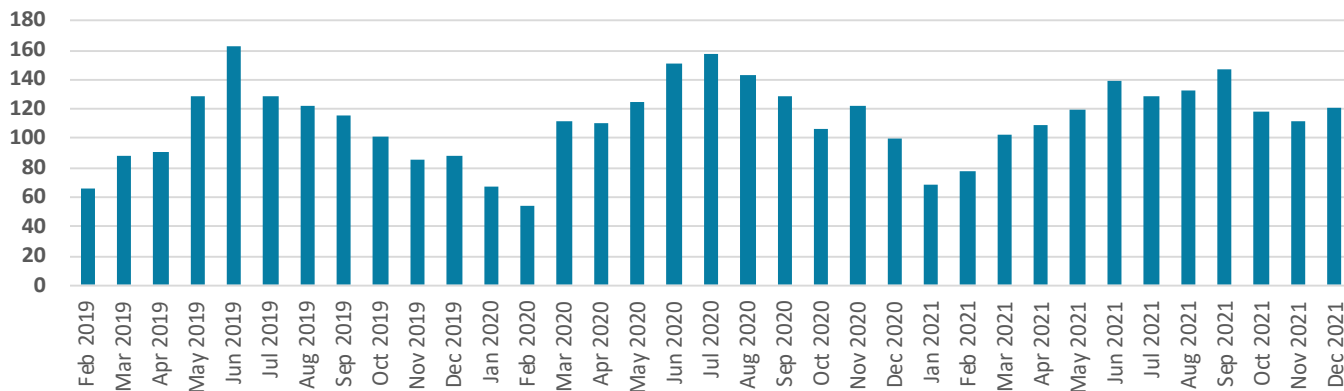


	Feb 2022	Jan 2022	MOM	Feb 2021	YOY	2022	2021	YTD
Median Sales Price	\$350,988	\$305,293	▲ 15.0%	\$348,845	▲ 0.6%	\$332,943	\$315,000	▲ 5.7%
Closed Sales	70	76	▼ -7.9%	77	▼ -9.1%	146	145	▲ 0.7%
New Listings	112	109	▲ 2.8%	81	▲ 38.3%	221	158	▲ 39.9%
Pending Sales	93	76	▲ 22.4%	91	▲ 2.2%	169	176	▼ -4.0%
Days on Market	18	31	▼ -41.9%	28	▼ -35.7%	24	39	▼ -38.5%
Price per Square Foot	\$175	\$172	▲ 1.7%	\$156	▲ 12.2%	\$173	\$151	▲ 14.6%
% of Ask Received	99.8%	100.1%	▼ -0.3%	98.4%	▲ 1.4%	99.9%	98.2%	▲ 1.7%
Active Inventory	122	110	▲ 10.9%	49	▲ 149.0%			
Absorption Rate	1.7	1.4	▲ 21.4%	0.6	▲ 183.3%			

Median Sales Price



Number of Closed Sales



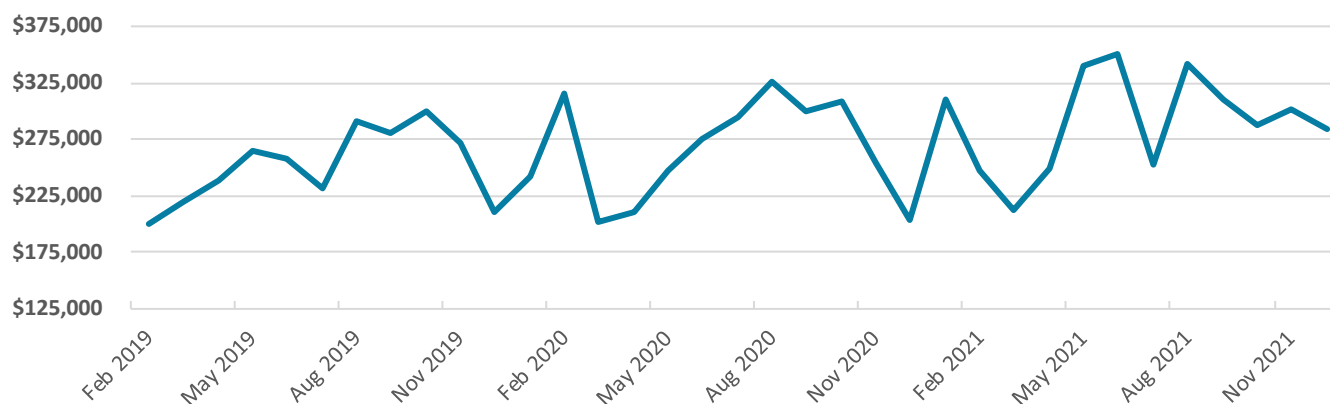
Brown County

Data for single family homes in Brown County.

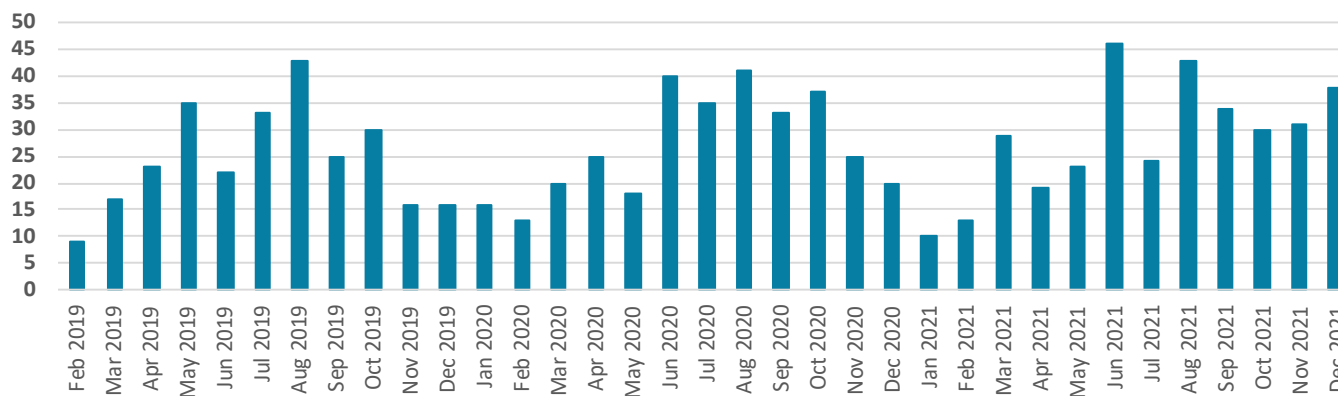


	Feb 2022	Jan 2022	MOM	Feb 2021	YOY	2022	2021	YTD
Median Sales Price	\$290,000	\$235,000	▲ 23.4%	\$248,000	▲ 16.9%	\$250,000	\$249,000	▲ 0.4%
Closed Sales	17	18	▼ -5.6%	13	▲ 30.8%	35	23	▲ 52.2%
New Listings	15	18	▼ -16.7%	23	▼ -34.8%	33	42	▼ -21.4%
Pending Sales	20	26	▼ -23.1%	16	▲ 25.0%	46	39	▲ 17.9%
Days on Market	29	49	▼ -40.8%	67	▼ -56.7%	41	56	▼ -26.8%
Price per Square Foot	\$182	\$233	▼ -21.9%	\$170	▲ 7.1%	\$209	\$184	▲ 13.6%
% of Ask Received	96.4%	98.0%	▼ -1.6%	97.0%	▼ -0.6%	97.2%	96.1%	▲ 1.1%
Active Inventory	22	24	▼ -8.3%	24	▼ -8.3%			
Absorption Rate	1.3	1.3	■ 0.0%	1.8	▼ -27.8%			

Median Sales Price



Number of Closed Sales



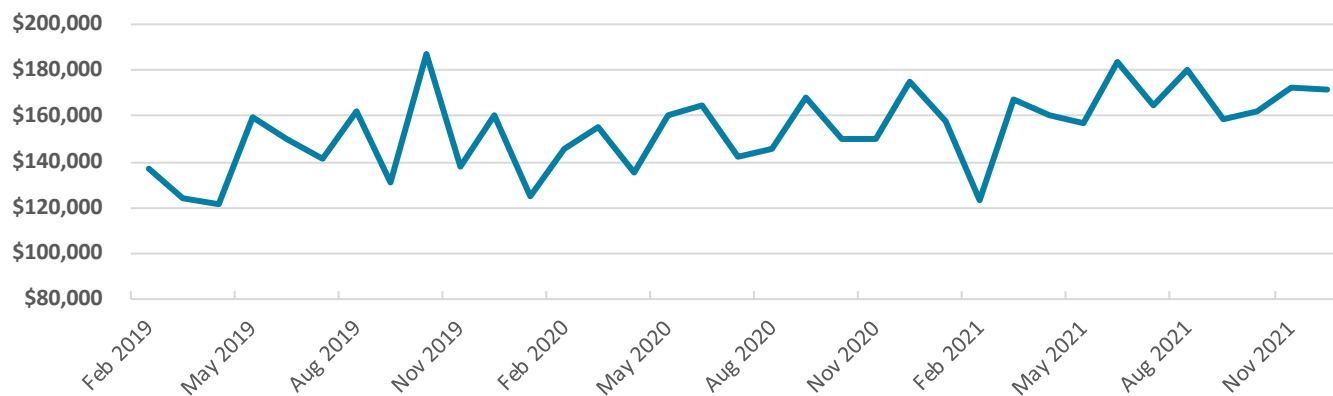
Decatur County

Data for single family homes in Decatur County.

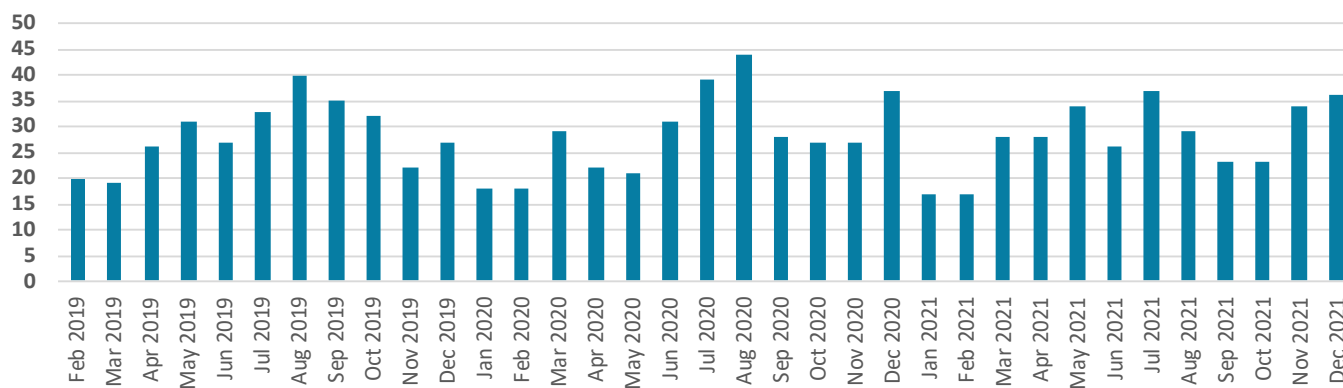


	Feb 2022	Jan 2022	MOM	Feb 2021	YOY	2022	2021	YTD
Median Sales Price	\$202,250	\$195,000	▲ 3.7%	\$123,000	▲ 64.4%	\$196,000	\$153,000	▲ 28.1%
Closed Sales	18	25	▼ -28.0%	17	▲ 5.9%	43	34	▲ 26.5%
New Listings	17	24	▼ -29.2%	26	▼ -34.6%	41	45	▼ -8.9%
Pending Sales	27	20	▲ 35.0%	25	▲ 8.0%	47	45	▲ 4.4%
Days on Market	56	47	▲ 19.1%	28	▲ 100.0%	52	43	▲ 20.9%
Price per Square Foot	\$141	\$149	▼ -5.4%	\$97	▲ 45.4%	\$145	\$106	▲ 36.8%
% of Ask Received	98.1%	98.1%	■ 0.0%	96.7%	▲ 1.4%	98.1%	96.9%	▲ 1.2%
Active Inventory	25	36	▼ -30.6%	22	▲ 13.6%			
Absorption Rate	1.4	1.4	■ 0.0%	1.3	▲ 7.7%			

Median Sales Price



Number of Closed Sales



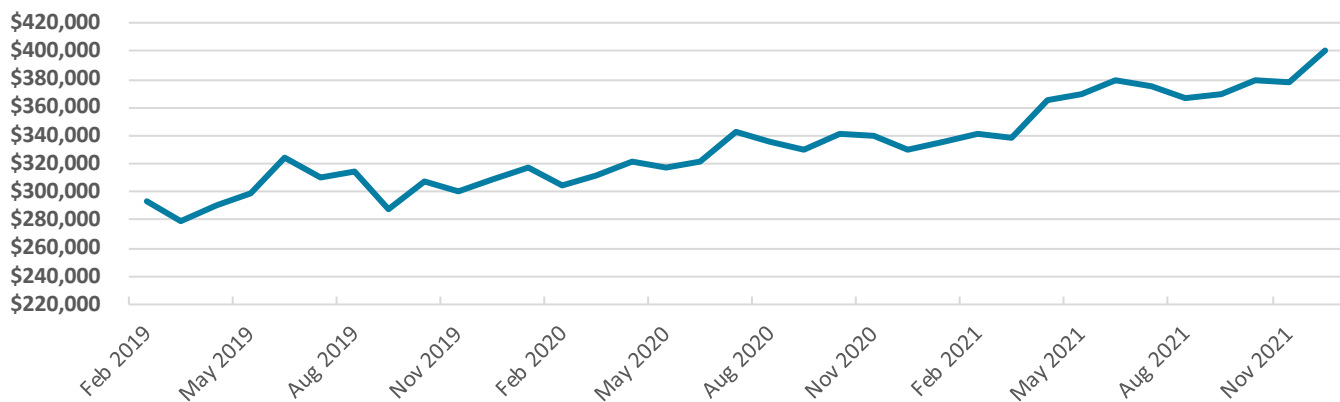
Hamilton County

Data for single family homes in Hamilton County.

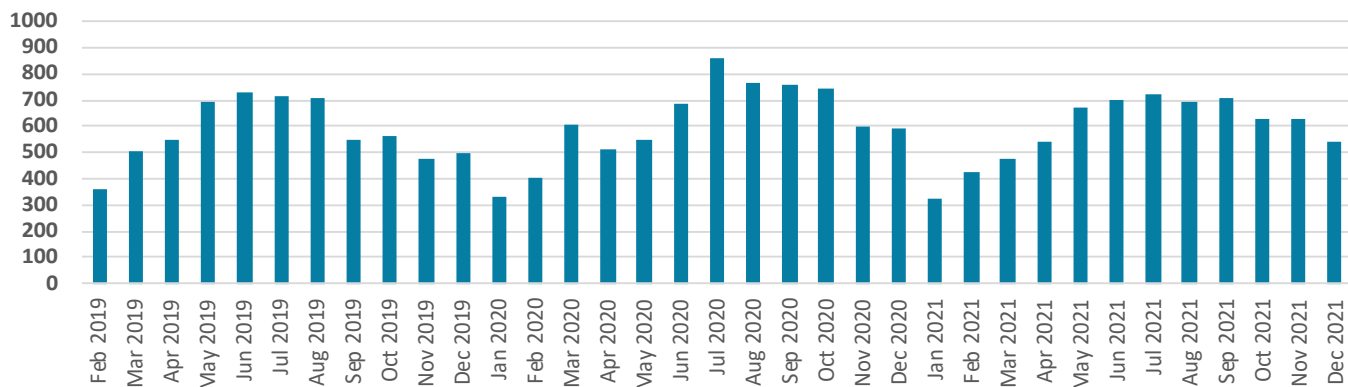


	Feb 2022	Jan 2022	MOM	Feb 2021	YOY	2022	2021	YTD
Median Sales Price	\$400,000	\$377,983	▲ 5.8%	\$341,643	▲ 17.1%	\$389,258	\$340,000	▲ 14.5%
Closed Sales	340	314	▲ 8.3%	426	▼ -20.2%	654	753	▼ -13.1%
New Listings	375	363	▲ 3.3%	436	▼ -14.0%	738	849	▼ -13.1%
Pending Sales	395	389	▲ 1.5%	482	▼ -18.0%	784	957	▼ -18.1%
Days on Market	14	17	▼ -17.6%	33	▼ -57.6%	15	35	▼ -57.1%
Price per Square Foot	\$184	\$179	▲ 2.8%	\$154	▲ 19.5%	\$182	\$154	▲ 18.2%
% of Ask Received	102.7%	100.9%	▲ 1.8%	99.7%	▲ 3.0%	101.8%	99.4%	▲ 2.4%
Active Inventory	102	125	▼ -18.4%	252	▼ -59.5%			
Absorption Rate	0.3	0.4	▼ -25.0%	0.6	▼ -50.0%			

Median Sales Price



Number of Closed Sales



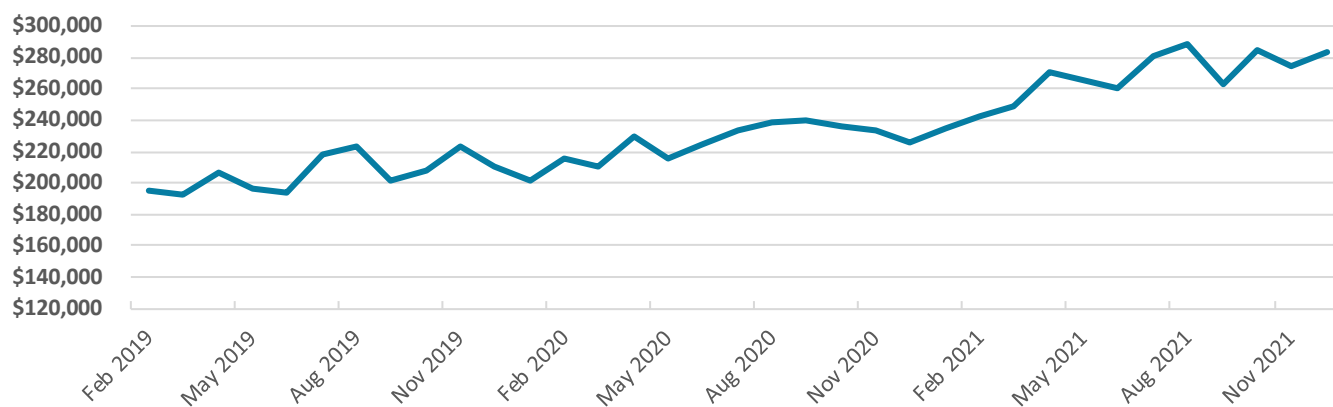
Hancock County

Data for single family homes in Hancock County.

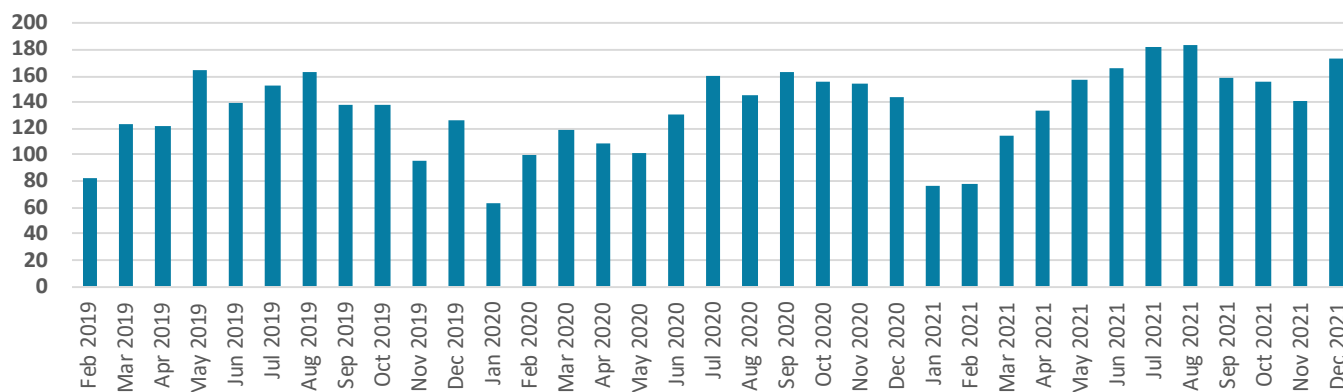


	Feb 2022	Jan 2022	MOM	Feb 2021	YOY	2022	2021	YTD
Median Sales Price	\$289,000	\$294,400	▼ -1.8%	\$242,643	▲ 19.1%	\$289,500	\$239,950	▲ 20.7%
Closed Sales	101	115	▼ -12.2%	78	▲ 29.5%	216	154	▲ 40.3%
New Listings	124	140	▼ -11.4%	89	▲ 39.3%	264	198	▲ 33.3%
Pending Sales	134	157	▼ -14.6%	105	▲ 27.6%	291	211	▲ 37.9%
Days on Market	21	30	▼ -30.0%	33	▼ -36.4%	25	36	▼ -30.6%
Price per Square Foot	\$142	\$143	▼ -0.7%	\$125	▲ 13.6%	\$143	\$123	▲ 16.3%
% of Ask Received	100.6%	99.7%	▲ 0.9%	98.6%	▲ 2.0%	100.1%	98.3%	▲ 1.8%
Active Inventory	78	84	▼ -7.1%	67	▲ 16.4%			
Absorption Rate	0.8	0.7	▲ 14.3%	0.9	▼ -11.1%			

Median Sales Price



Number of Closed Sales



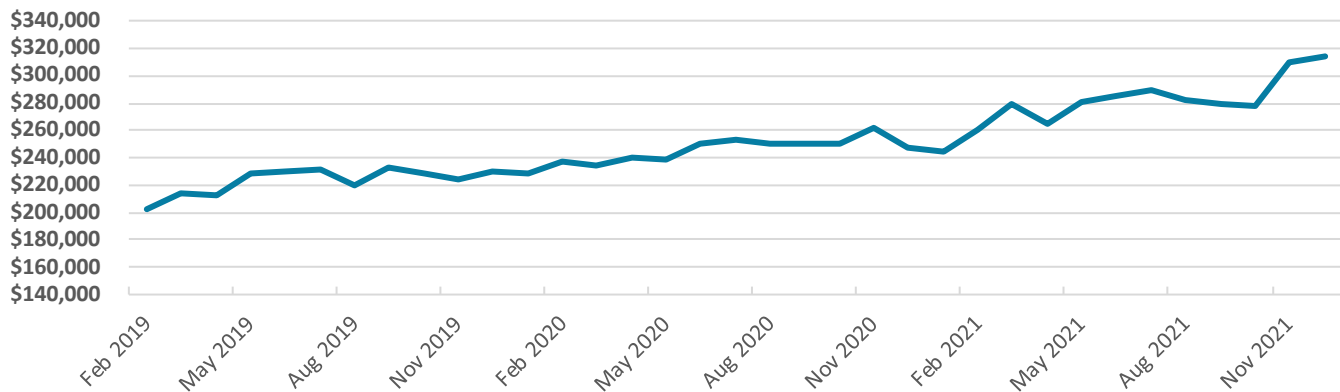
Hendricks County

Data for single family homes in Hendricks County.

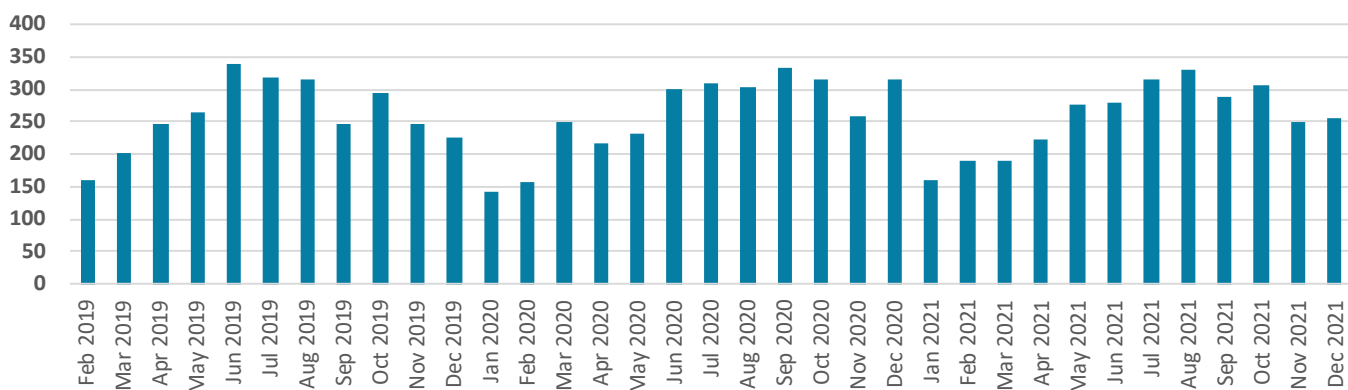


	Feb 2022	Jan 2022	MOM	Feb 2021	YOY	2022	2021	YTD
Median Sales Price	\$300,000	\$307,858	▼ -2.6%	\$260,000	▲ 15.4%	\$306,000	\$255,309	▲ 19.9%
Closed Sales	171	170	▲ 0.6%	191	▼ -10.5%	341	351	▼ -2.8%
New Listings	182	153	▲ 19.0%	162	▲ 12.3%	335	328	▲ 2.1%
Pending Sales	196	173	▲ 13.3%	166	▲ 18.1%	369	370	▼ -0.3%
Days on Market	20	27	▼ -25.9%	26	▼ -23.1%	23	28	▼ -17.9%
Price per Square Foot	\$156	\$151	▲ 3.3%	\$129	▲ 20.9%	\$154	\$128	▲ 20.3%
% of Ask Received	100.8%	100.8%	■ 0.0%	100.1%	▲ 0.7%	100.8%	99.7%	▲ 1.1%
Active Inventory	95	96	▼ -1.0%	70	▲ 35.7%			
Absorption Rate	0.6	0.6	■ 0.0%	0.4	▲ 50.0%			

Median Sales Price



Number of Closed Sales



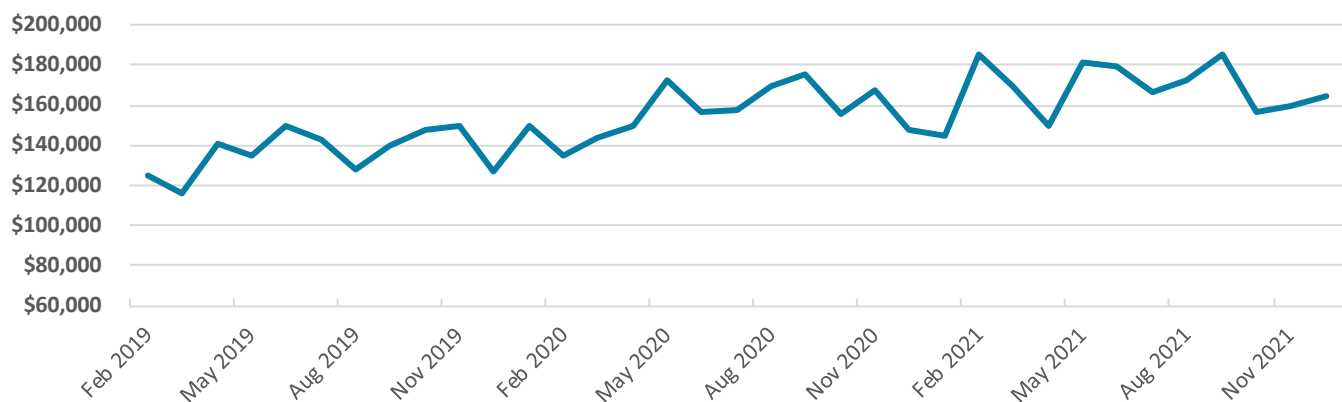
Jackson County

Data for single family homes in Jackson County.

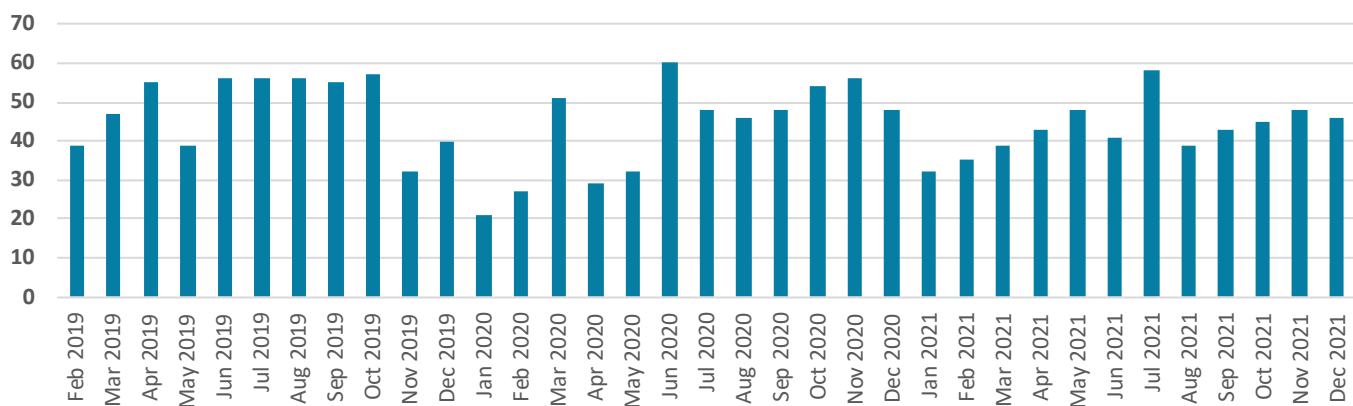


	Feb 2022	Jan 2022	MOM	Feb 2021	YOY	2022	2021	YTD
Median Sales Price	\$170,000	\$147,400	▲ 15.3%	\$184,900	▼ -8.1%	\$169,000	\$158,400	▲ 6.7%
Closed Sales	34	31	▲ 9.7%	35	▼ -2.9%	65	67	▼ -3.0%
New Listings	40	33	▲ 21.2%	29	▲ 37.9%	73	65	▲ 12.3%
Pending Sales	40	44	▼ -9.1%	32	▲ 25.0%	84	79	▲ 6.3%
Days on Market	26	42	▼ -38.1%	37	▼ -29.7%	35	39	▼ -10.3%
Price per Square Foot	\$106	\$117	▼ -9.4%	\$113	▼ -6.2%	\$111	\$107	▲ 3.7%
% of Ask Received	96.8%	96.0%	▲ 0.8%	98.1%	▼ -1.3%	96.4%	97.4%	▼ -1.0%
Active Inventory	31	29	▲ 6.9%	23	▲ 34.8%			
Absorption Rate	0.9	0.9	■ 0.0%	0.7	▲ 28.6%			

Median Sales Price



Number of Closed Sales



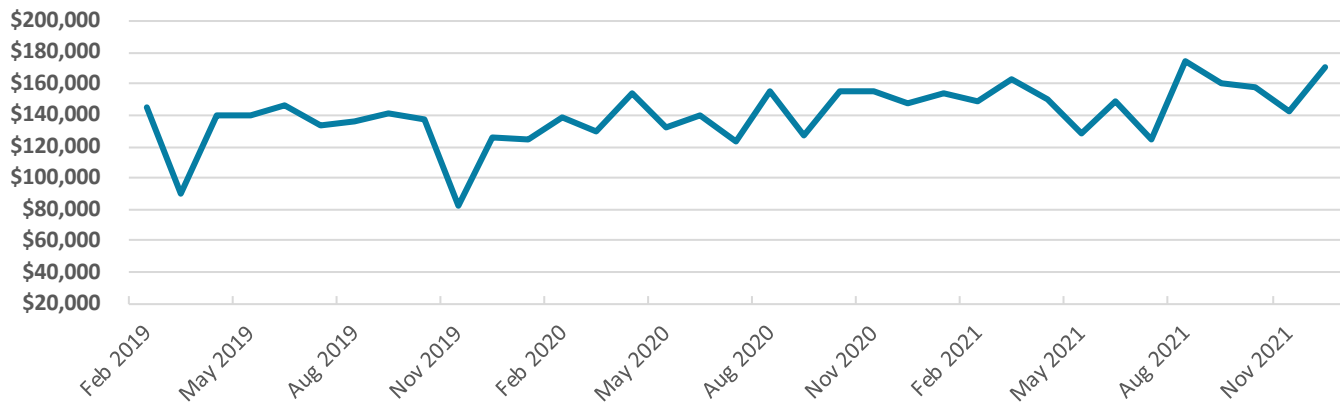
Jennings County

Data for single family homes in Jennings County.

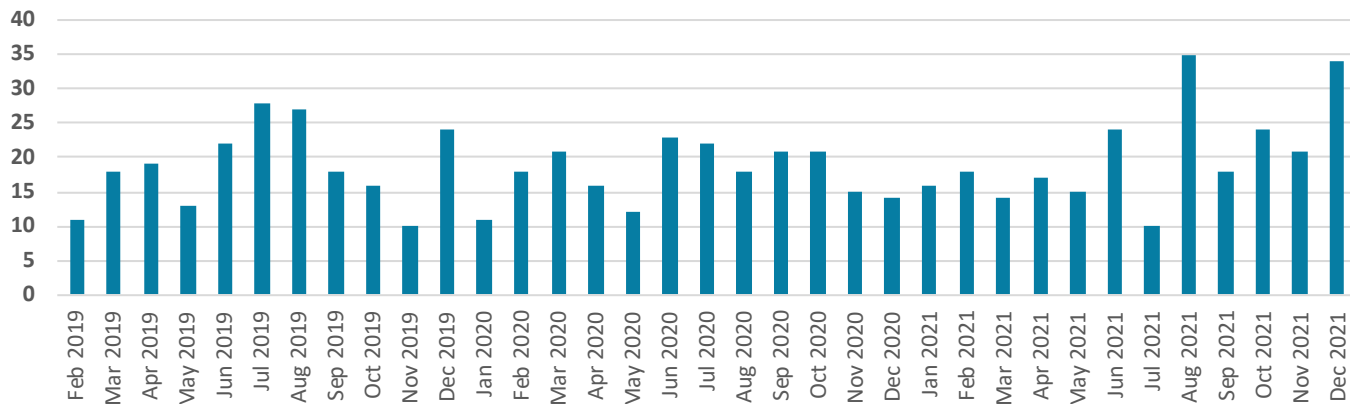


	Feb 2022	Jan 2022	MOM	Feb 2021	YOY	2022	2021	YTD
Median Sales Price	\$139,950	\$129,000	▲ 8.5%	\$149,500	▼ -6.4%	\$134,900	\$149,500	▼ -9.8%
Closed Sales	18	13	▲ 38.5%	18	▬ 0.0%	31	34	▼ -8.8%
New Listings	19	18	▲ 5.6%	7	▲ 171.4%	37	25	▲ 48.0%
Pending Sales	24	20	▲ 20.0%	8	▲ 200.0%	44	30	▲ 46.7%
Days on Market	31	30	▲ 3.3%	38	▼ -18.4%	30	43	▼ -30.2%
Price per Square Foot	\$115	\$106	▲ 8.5%	\$116	▼ -0.9%	\$111	\$113	▼ -1.8%
% of Ask Received	95.9%	94.4%	▲ 1.6%	96.2%	▼ -0.3%	95.3%	97.0%	▼ -1.8%
Active Inventory	20	26	▼ -23.1%	23	▼ -13.0%			
Absorption Rate	1.1	2.0	▼ -45.0%	1.3	▼ -15.4%			

Median Sales Price



Number of Closed Sales



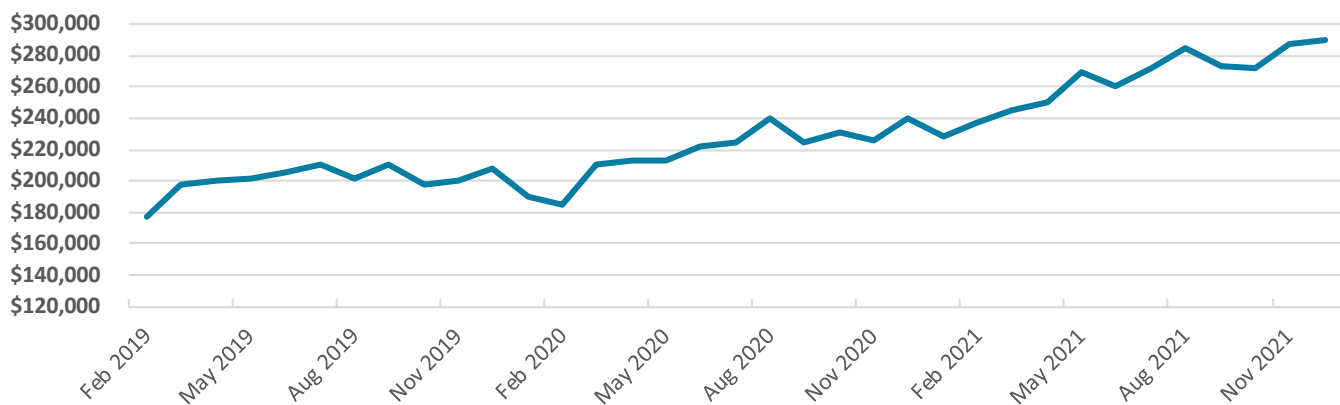
Johnson County

Data for single family homes in Johnson County.

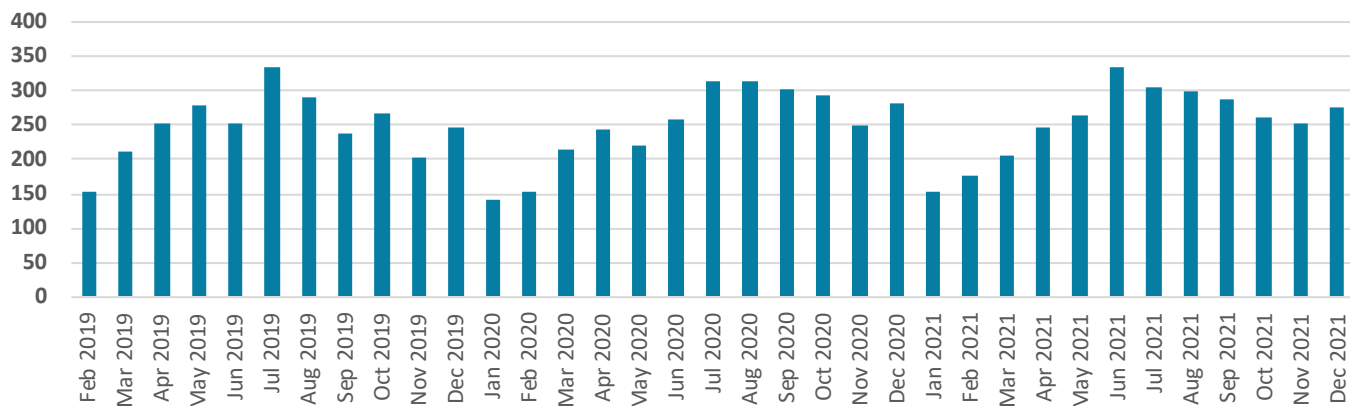


	Feb 2022	Jan 2022	MOM	Feb 2021	YOY	2022	2021	YTD
Median Sales Price	\$277,750	\$270,000	▲ 2.9%	\$237,000	▲ 17.2%	\$275,100	\$234,700	▲ 17.2%
Closed Sales	145	166	▼ -12.7%	177	▼ -18.1%	311	330	▼ -5.8%
New Listings	181	199	▼ -9.0%	151	▲ 19.9%	380	315	▲ 20.6%
Pending Sales	198	206	▼ -3.9%	166	▲ 19.3%	404	363	▲ 11.3%
Days on Market	15	19	▼ -21.1%	20	▼ -25.0%	17	24	▼ -29.2%
Price per Square Foot	\$158	\$156	▲ 1.3%	\$132	▲ 19.7%	\$157	\$133	▲ 18.0%
% of Ask Received	101.0%	100.9%	▲ 0.1%	99.7%	▲ 1.3%	100.9%	99.2%	▲ 1.7%
Active Inventory	77	87	▼ -11.5%	72	▲ 6.9%			
Absorption Rate	0.5	0.5	■ 0.0%	0.4	▲ 25.0%			

Median Sales Price



Number of Closed Sales



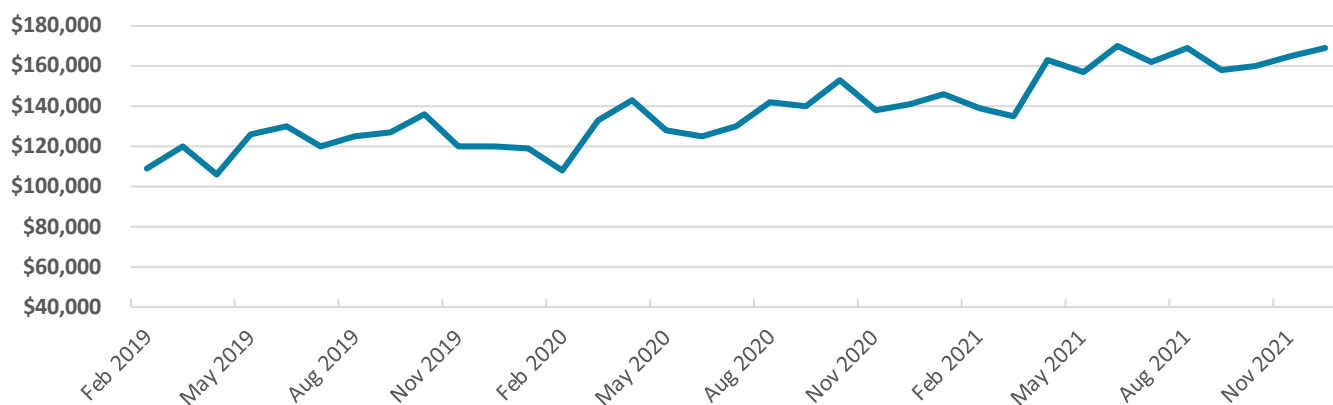
Madison County

Data for single family homes in Madison County.

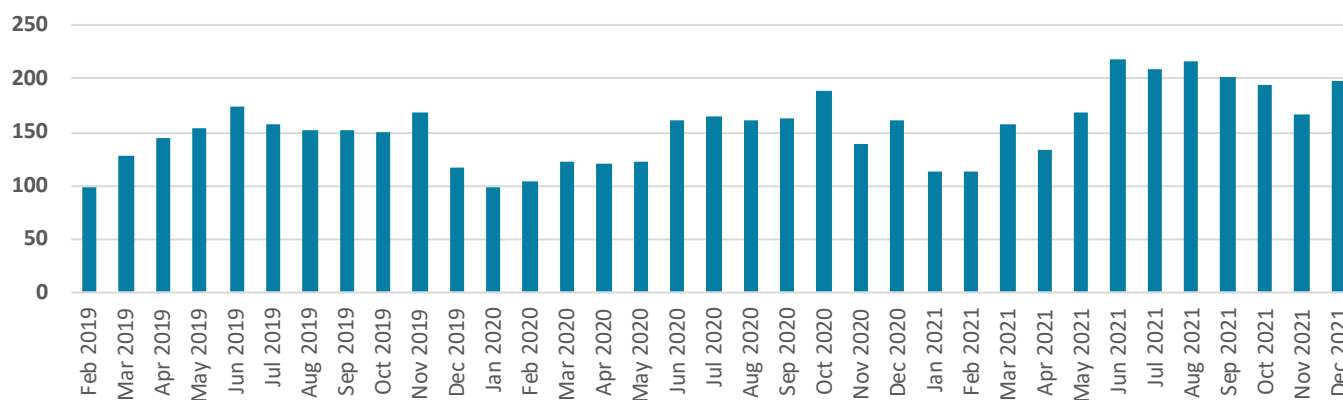


	Feb 2022	Jan 2022	MOM	Feb 2021	YOY	2022	2021	YTD
Median Sales Price	\$151,500	\$150,000	▲ 1.0%	\$139,150	▲ 8.9%	\$150,000	\$143,000	▲ 4.9%
Closed Sales	149	136	▲ 9.6%	114	▲ 30.7%	285	228	▲ 25.0%
New Listings	108	157	▼ -31.2%	103	▲ 4.9%	265	239	▲ 10.9%
Pending Sales	143	188	▼ -23.9%	148	▼ -3.4%	331	296	▲ 11.8%
Days on Market	28	30	▼ -6.7%	36	▼ -22.2%	29	36	▼ -19.4%
Price per Square Foot	\$110	\$99	▲ 11.1%	\$93	▲ 18.3%	\$104	\$91	▲ 14.3%
% of Ask Received	97.5%	96.2%	▲ 1.4%	96.4%	▲ 1.1%	96.9%	96.8%	▲ 0.1%
Active Inventory	107	132	▼ -18.9%	69	▲ 55.1%			
Absorption Rate	0.7	1.0	▼ -30.0%	0.6	▲ 16.7%			

Median Sales Price



Number of Closed Sales



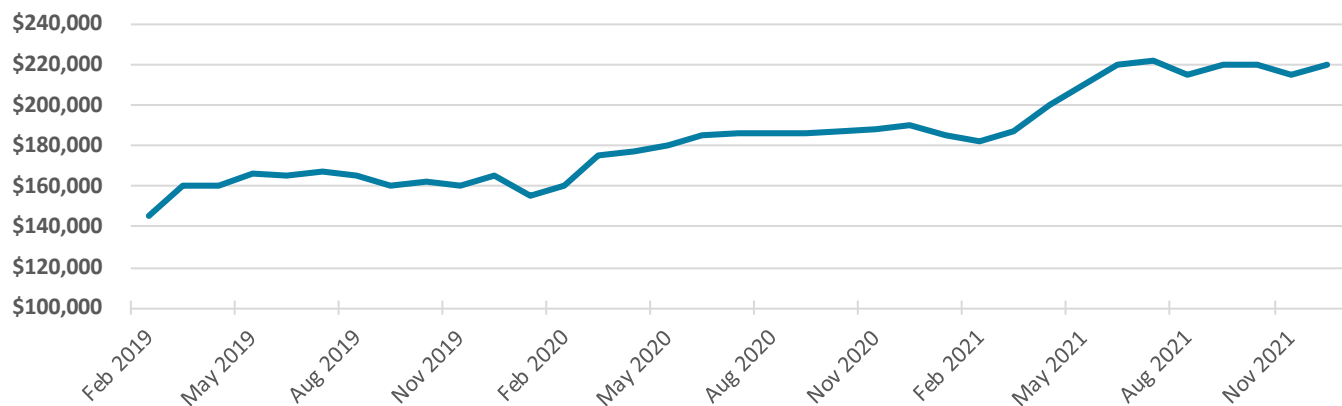
Marion County

Data for single family homes in Marion County.

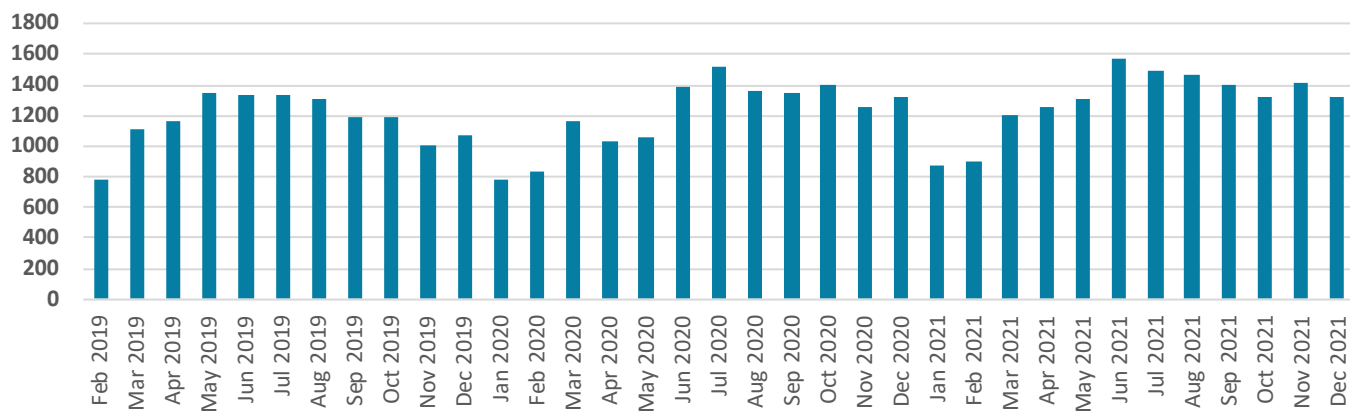


	Feb 2022	Jan 2022	MOM	Feb 2021	YOY	2022	2021	YTD
Median Sales Price	\$227,000	\$215,000	▲ 5.6%	\$182,000	▲ 24.7%	\$220,000	\$184,000	▲ 19.6%
Closed Sales	923	878	▲ 5.1%	897	▲ 2.9%	1,801	1,768	▲ 1.9%
New Listings	980	1,000	▼ -2.0%	939	▲ 4.4%	1,980	1,966	▲ 0.7%
Pending Sales	1,135	1,080	▲ 5.1%	995	▲ 14.1%	2,215	2,123	▲ 4.3%
Days on Market	27	33	▼ -18.2%	32	▼ -15.6%	30	35	▼ -14.3%
Price per Square Foot	\$151	\$143	▲ 5.6%	\$125	▲ 20.8%	\$147	\$123	▲ 19.5%
% of Ask Received	100.2%	99.3%	▲ 0.9%	98.8%	▲ 1.4%	99.8%	98.5%	▲ 1.3%
Active Inventory	557	693	▼ -19.6%	760	▼ -26.7%			
Absorption Rate	0.6	0.8	▼ -25.0%	0.8	▼ -25.0%			

Median Sales Price



Number of Closed Sales



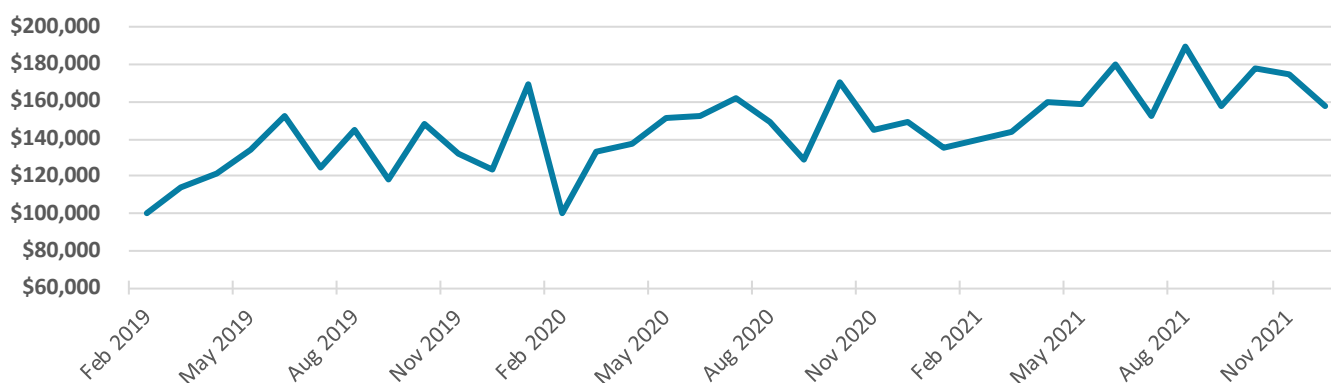
Montgomery County

Data for single family homes in Montgomery County.

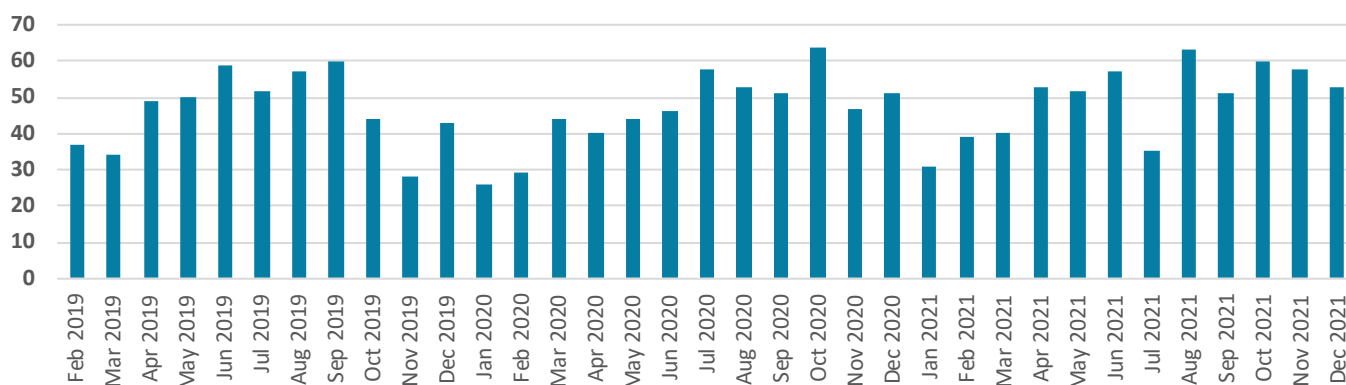


	Feb 2022	Jan 2022	MOM	Feb 2021	YOY	2022	2021	YTD
Median Sales Price	\$166,950	\$172,500	▼ -3.2%	\$140,000	▲ 19.3%	\$170,000	\$139,200	▲ 22.1%
Closed Sales	52	26	▲ 100.0%	39	▲ 33.3%	78	70	▲ 11.4%
New Listings	38	41	▼ -7.3%	38	▬ 0.0%	79	72	▲ 9.7%
Pending Sales	41	54	▼ -24.1%	39	▲ 5.1%	95	84	▲ 13.1%
Days on Market	25	28	▼ -10.7%	60	▼ -58.3%	26	46	▼ -43.5%
Price per Square Foot	\$127	\$119	▲ 6.7%	\$115	▲ 10.4%	\$124	\$109	▲ 13.8%
% of Ask Received	97.3%	97.7%	▼ -0.4%	98.1%	▼ -0.8%	97.5%	97.8%	▼ -0.3%
Active Inventory	20	22	▼ -9.1%	21	▼ -4.8%			
Absorption Rate	0.4	0.8	▼ -50.0%	0.5	▼ -20.0%			

Median Sales Price



Number of Closed Sales



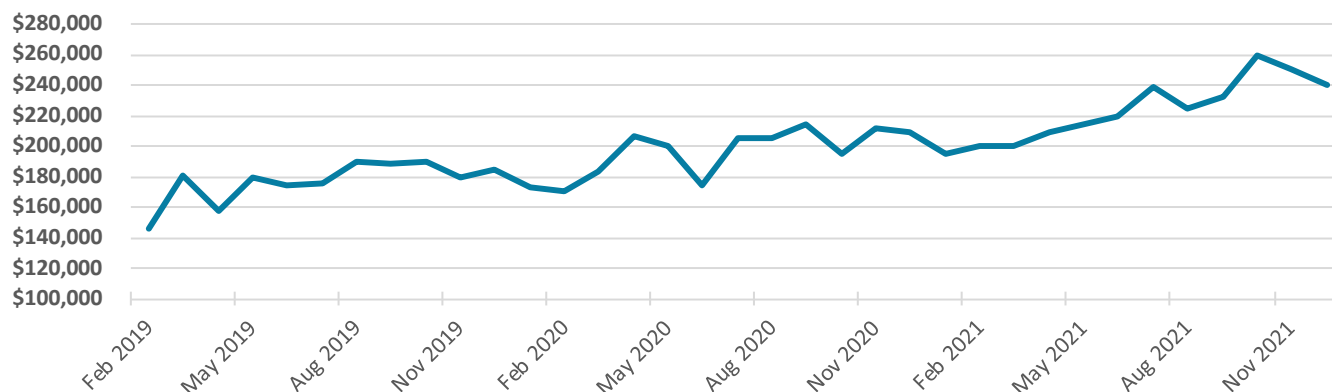
Morgan County

Data for single family homes in Morgan County.

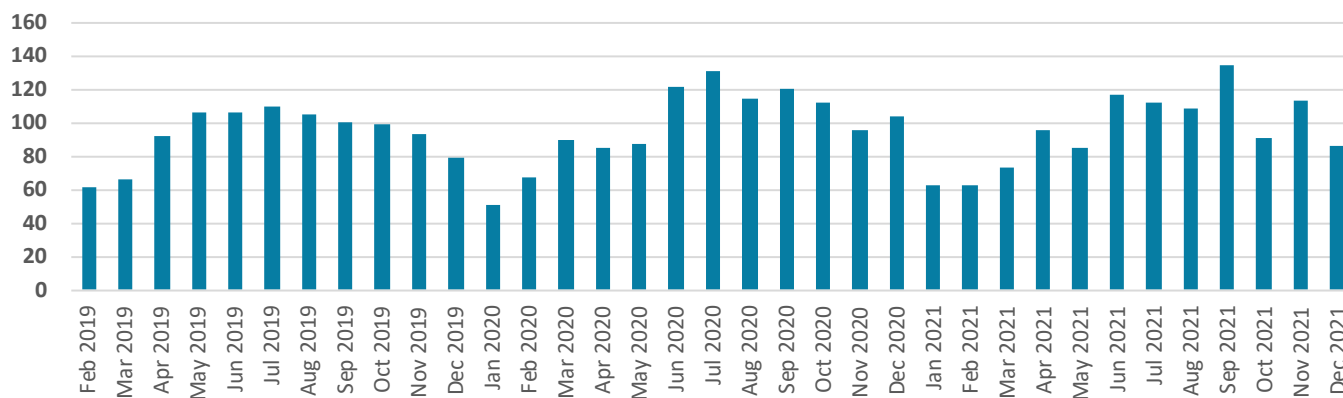


	Feb 2022	Jan 2022	MOM	Feb 2021	YOY	2022	2021	YTD
Median Sales Price	\$210,000	\$240,000	▼ -12.5%	\$200,000	▲ 5.0%	\$222,000	\$198,250	▲ 12.0%
Closed Sales	71	65	▲ 9.2%	63	▲ 12.7%	136	126	▲ 7.9%
New Listings	94	87	▲ 8.0%	66	▲ 42.4%	181	147	▲ 23.1%
Pending Sales	109	97	▲ 12.4%	65	▲ 67.7%	206	149	▲ 38.3%
Days on Market	33	27	▲ 22.2%	26	▲ 26.9%	30	32	▼ -6.3%
Price per Square Foot	\$154	\$146	▲ 5.5%	\$126	▲ 22.2%	\$150	\$125	▲ 20.0%
% of Ask Received	99.8%	98.2%	▲ 1.6%	98.6%	▲ 1.2%	99.0%	98.4%	▲ 0.6%
Active Inventory	103	109	▼ -5.5%	49	▲ 110.2%			
Absorption Rate	1.5	1.7	▼ -11.8%	0.8	▲ 87.5%			

Median Sales Price



Number of Closed Sales



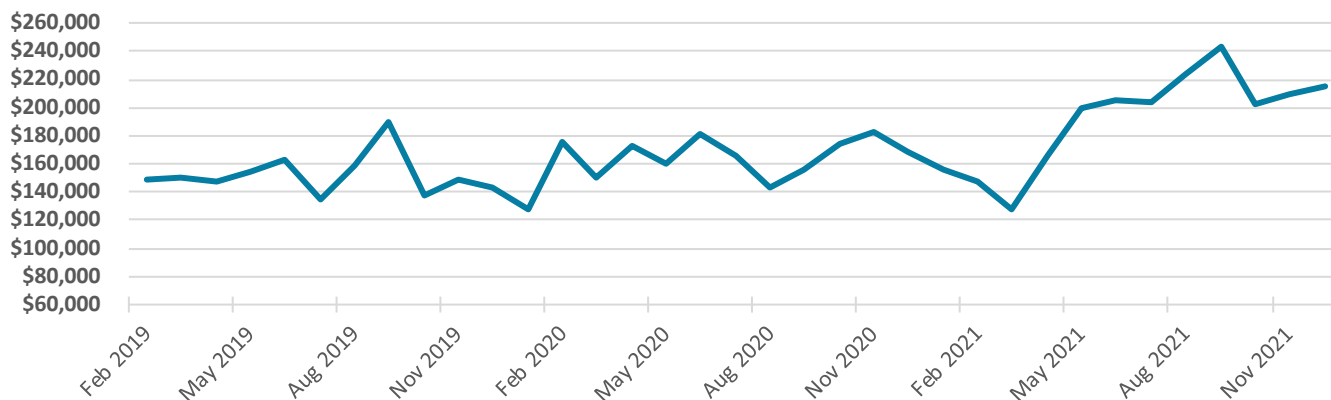
Putnam County

Data for single family homes in Putnam County.



	Feb 2022	Jan 2022	MOM	Feb 2021	YOY	2022	2021	YTD
Median Sales Price	\$222,000	\$240,500	▼ -7.7%	\$147,450	▲ 50.6%	\$237,000	\$155,000	▲ 52.9%
Closed Sales	46	40	▲ 15.0%	30	▲ 53.3%	86	75	▲ 14.7%
New Listings	26	44	▼ -40.9%	23	▲ 13.0%	70	61	▲ 14.8%
Pending Sales	35	49	▼ -28.6%	27	▲ 29.6%	84	76	▲ 10.5%
Days on Market	46	37	▲ 24.3%	37	▲ 24.3%	40	39	▲ 2.6%
Price per Square Foot	\$140	\$170	▼ -17.6%	\$115	▲ 21.7%	\$154	\$111	▲ 38.7%
% of Ask Received	95.7%	98.0%	▼ -2.3%	97.2%	▼ -1.5%	96.8%	97.8%	▼ -1.0%
Active Inventory	38	44	▼ -13.6%	25	▲ 52.0%			
Absorption Rate	0.8	1.1	▼ -27.3%	0.8	■ 0.0%			

Median Sales Price



Number of Closed Sales



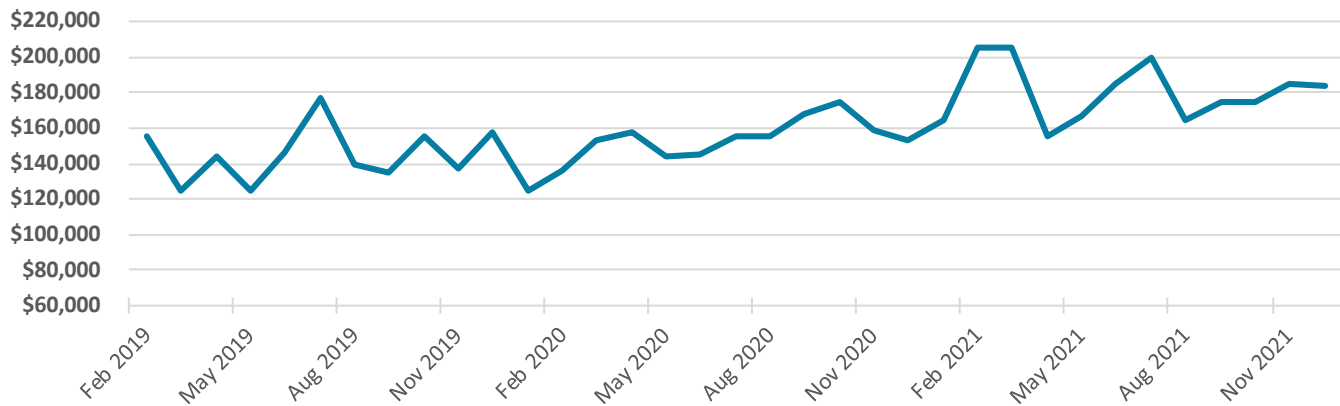
Shelby County

Data for single family homes in Shelby County.

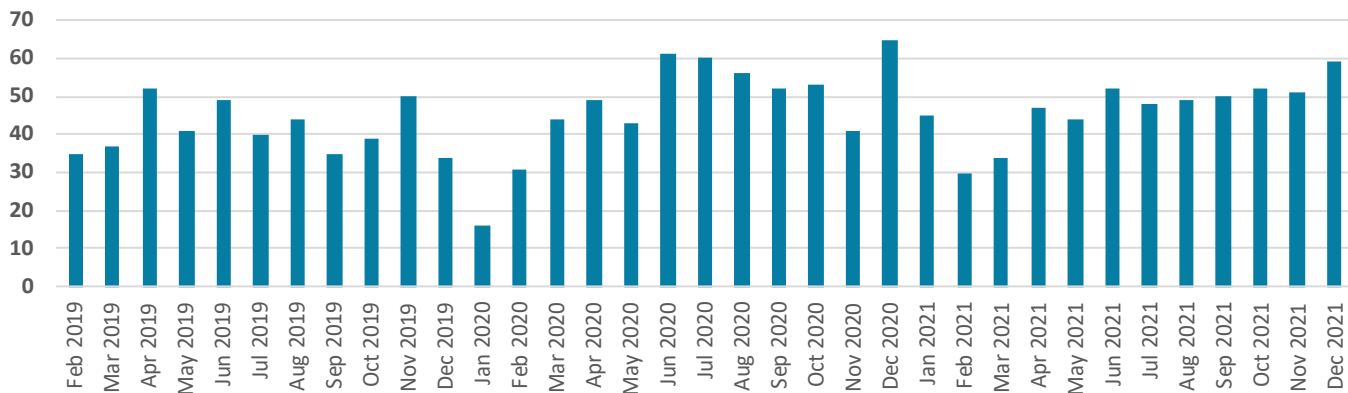


	Feb 2022	Jan 2022	MOM	Feb 2021	YOY	2022	2021	YTD
Median Sales Price	\$182,500	\$193,000	▼ -5.4%	\$204,950	▼ -11.0%	\$185,500	\$169,500	▲ 9.4%
Closed Sales	42	44	▼ -4.5%	26	▲ 61.5%	86	55	▲ 56.4%
New Listings	46	40	▲ 15.0%	25	▲ 84.0%	86	69	▲ 24.6%
Pending Sales	49	48	▲ 2.1%	36	▲ 36.1%	97	78	▲ 24.4%
Days on Market	27	25	▲ 8.0%	29	▼ -6.9%	26	33	▼ -21.2%
Price per Square Foot	\$124	\$128	▼ -3.1%	\$102	▲ 21.6%	\$126	\$106	▲ 18.9%
% of Ask Received	97.4%	99.0%	▼ -1.6%	99.6%	▼ -2.2%	98.2%	98.8%	▼ -0.6%
Active Inventory	41	39	▲ 5.1%	27	▲ 51.9%			
Absorption Rate	1.0	0.9	▲ 11.1%	1.0	■ 0.0%			

Median Sales Price



Number of Closed Sales



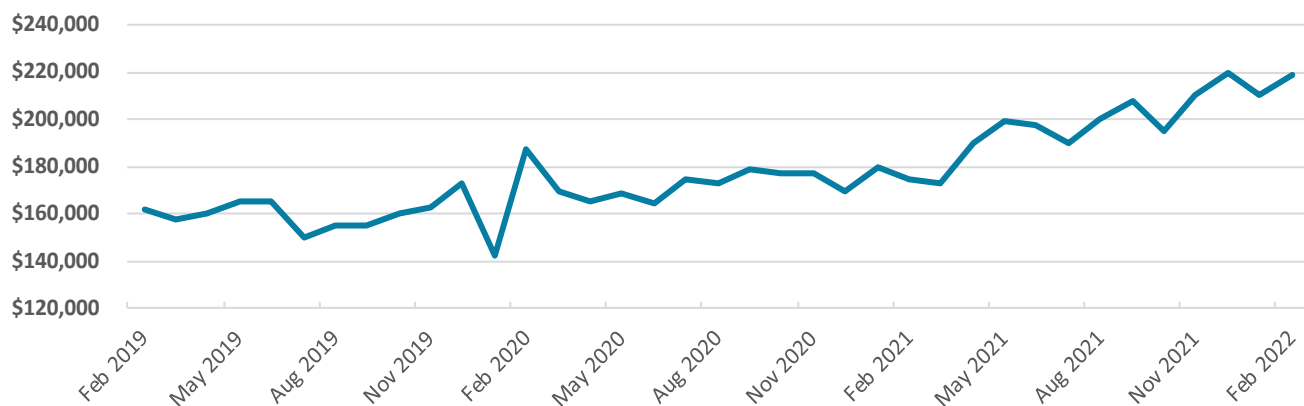
Condominiums

Data for Condominiums across all MIBOR Counties.



	Feb 2022	Jan 2022	MOM	Feb 2021	YOY	2022	2021	YTD
Median Sales Price	\$218,700	\$210,000	▲ 4.1%	\$175,000	▲ 25.0%	\$215,000	\$180,000	▲ 19.4%
Closed Sales	214	156	▲ 37.2%	199	▲ 7.5%	370	335	▲ 10.4%
New Listings	198	225	▼ -12.0%	164	▲ 20.7%	423	363	▲ 16.5%
Pending Sales	209	220	▼ -5.0%	181	▲ 15.5%	429	394	▲ 8.9%
Days on Market	30	28	▲ 7.1%	40	▼ -25.0%	29	40	▼ -27.5%
Price per Square Foot	\$181	\$148	▲ 22.3%	\$133	▲ 36.1%	\$167	\$131	▲ 27.5%
% of Ask Received	100.3%	99.1%	▲ 1.2%	98.1%	▲ 2.2%	99.8%	98.1%	▲ 1.7%
Active Inventory	161	167	▼ -3.6%	238	▼ -32.4%			
Absorption Rate	0.8	1.1	▼ -27.3%	1.2	▼ -33.3%			

Median Sales Price



Number of Closed Sales

