

MARKET INSIGHTS REPORT

JANUARY 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 January 2020 data, this is what our experts are saying:

The Indianapolis market is reflective of the real estate market that we’ve come to expect, one with little seasonality and with limited inventory,” said Shelley Specchio, MIBOR CEO. “This month, new listings slid 8.9%, after four months of gains, however, the Indianapolis real estate market shows itself to be amazingly strong, with no indications of weakness. Despite rapid increases in prices and steep declines in inventory, closed sales continue to rise with an increase of 10.1 percent over last year.”

Dr. Elliot Eisenberg, an internationally acclaimed economist and public speaker says, “Nationally, the housing market is expected to remain strong through 2021 due to a combination of favorable demographics, continued low interest rates, easier access to credit, and a continued lack of inventory. That said, sales are very unlikely to exceed the very strong levels of activity they have exhibited over the last half of 2020. They should, however, be able to maintain or come very close to maintaining that level of during 2021. Home prices should continue to rise, but by about half the rate they experienced in 2020. Housing is a bright spot in our recovering economy and should remain so going forward.”

Year over Year data for January:

- Median sales price increased 16.2 percent to \$212,000
- Average days on market decreased 41.5 percent to 38
- Current active listings decreased 57.0 percent to 1,908

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MARKET SUMMARY



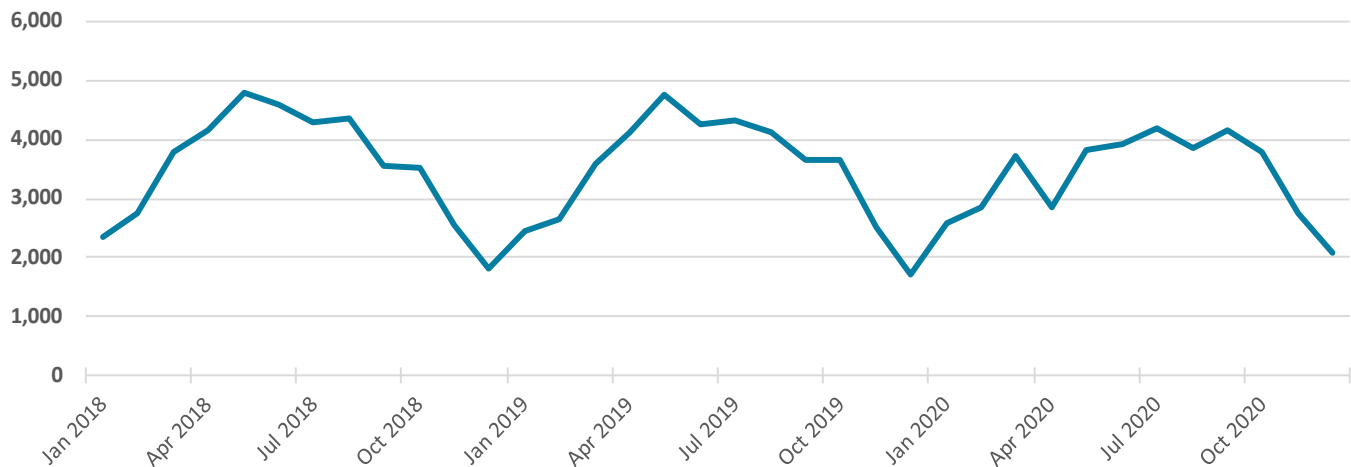
INCLUDES DATA FROM THE FOLLOWING COUNTIES FOR SINGLE FAMILY HOMES: BARTHOLOMEW, BOONE, BROWN, DECATUR, HAMILTON, HANCOCK, HENDRICKS, JACKSON, JENNINGS, JOHNSON, MADISON, MARION, MONTGOMERY, MORGAN, PUTNAM, SHELBY.

	Jan 2021	Dec 2020	MOM	Jan 2020	YOY	2021	2020	YTD
Median Sales Price	\$212,000	\$222,000	▼ -4.5%	\$182,500	▲ 16.2%	\$212,000	\$182,500	▲ 16.2%
Closed Sales	2,042	3,389	▼ -39.7%	1,854	▲ 10.1%	2,042	1,854	▲ 10.1%
New Listings	2,362	2,077	▲ 13.7%	2,593	▼ -8.9%	2,362	2,593	▼ -8.9%
Pending Sales	2,886	2,280	▲ 26.6%	2,651	▲ 8.9%	2,886	2,651	▲ 8.9%
Days on Market	38	33	▲ 15.2%	65	▼ -41.5%	38	65	▼ -41.5%
Price per Square Foot	\$126	\$128	▼ -1.6%	\$109	▲ 15.6%	\$126	\$109	▲ 15.6%
% of Ask Received	98.2%	98.4%	▼ -0.2%	96.8%	▲ 1.4%	98.2%	96.8%	▲ 1.4%
Active Inventory	1,908	2,403	▼ -20.6%	4,442	▼ -57.0%			
Absorption Rate	0.9	0.7	▲ 28.6%	2.4	▼ -62.5%			

New Listings

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

January 2021	Month over Month Change	Year over Year Change	Year to Date Change
2,362	▲ 13.7%	▼ -8.9%	▼ -8.9%

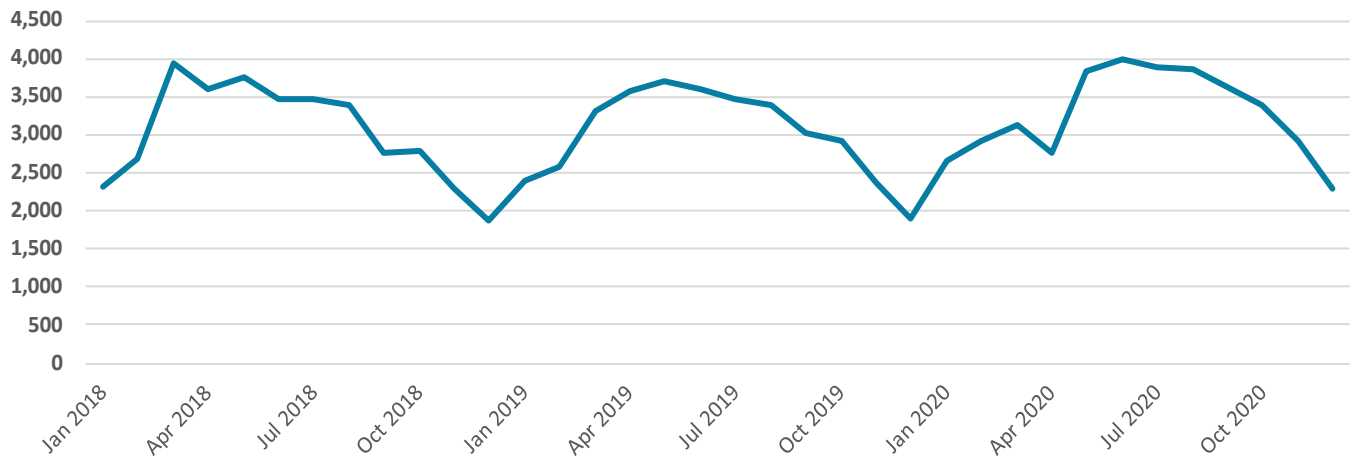


Pending Sales

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



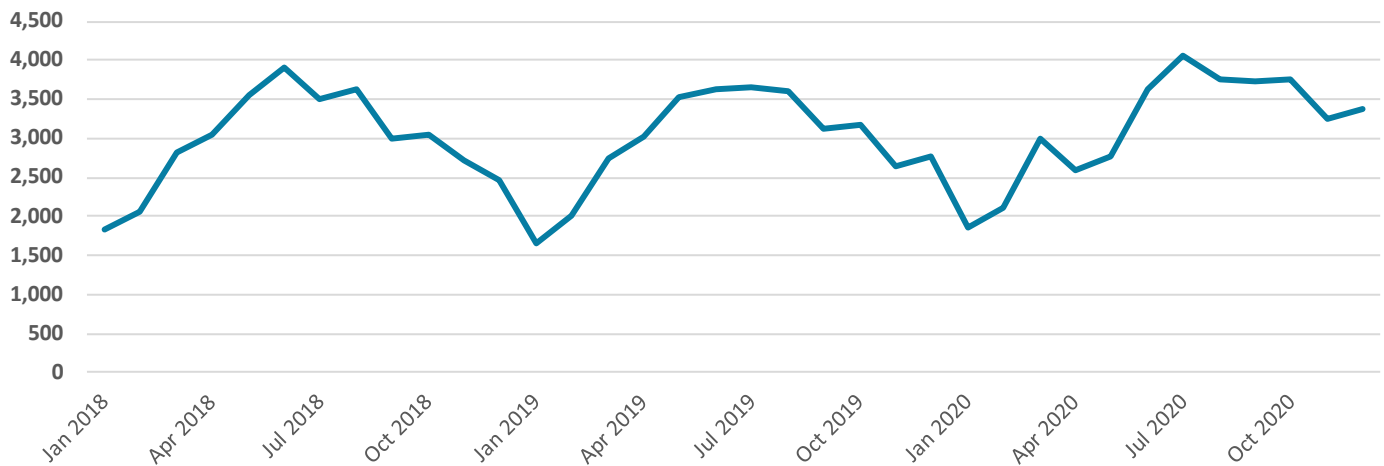
January 2021	Month over Month Change	Year over Year Change	Year to Date Change
2,886	▲ 26.6%	▲ 8.9%	▲ 8.9%



Closed Sales

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

January 2021	Month over Month Change	Year over Year Change	Year to Date Change
2,042	▼ -39.7%	▲ 10.1%	▲ 10.1%

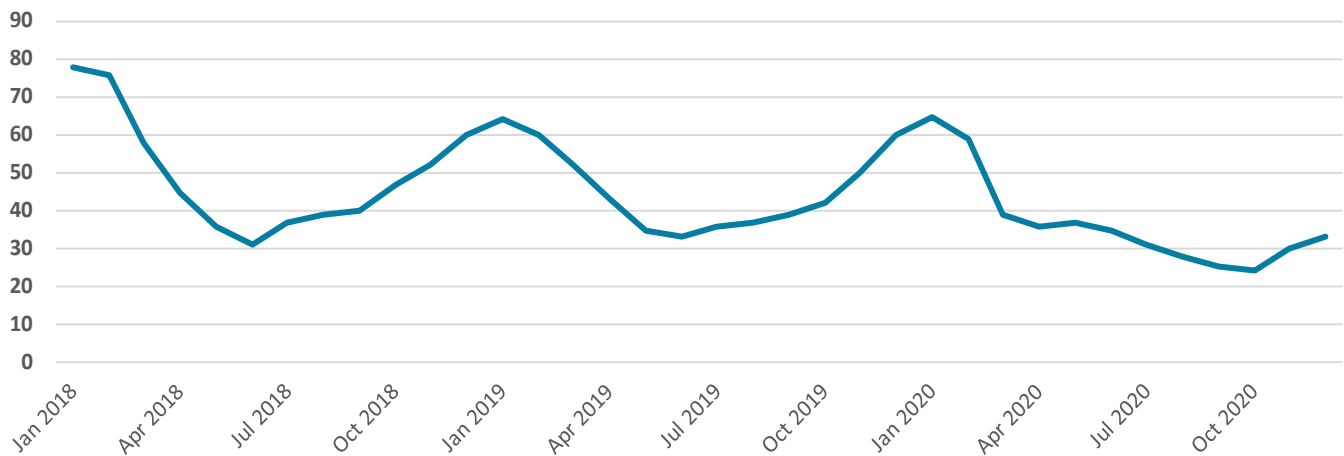


Cumulative Days on Market

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



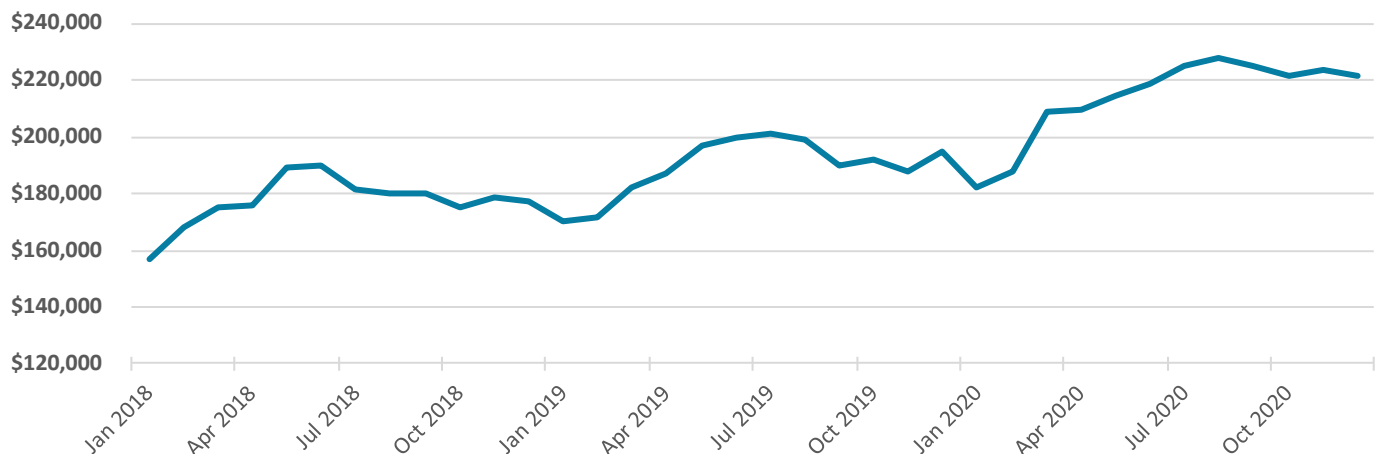
January 2021	Month over Month Change	Year over Year Change	Year to Date Change
38	▲ 15.2%	▼ -41.5%	▼ -41.5%



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.

January 2021	Month over Month Change	Year over Year Change	Year to Date Change
\$212,000	▼ -4.5%	▲ 16.2%	▲ 16.2%

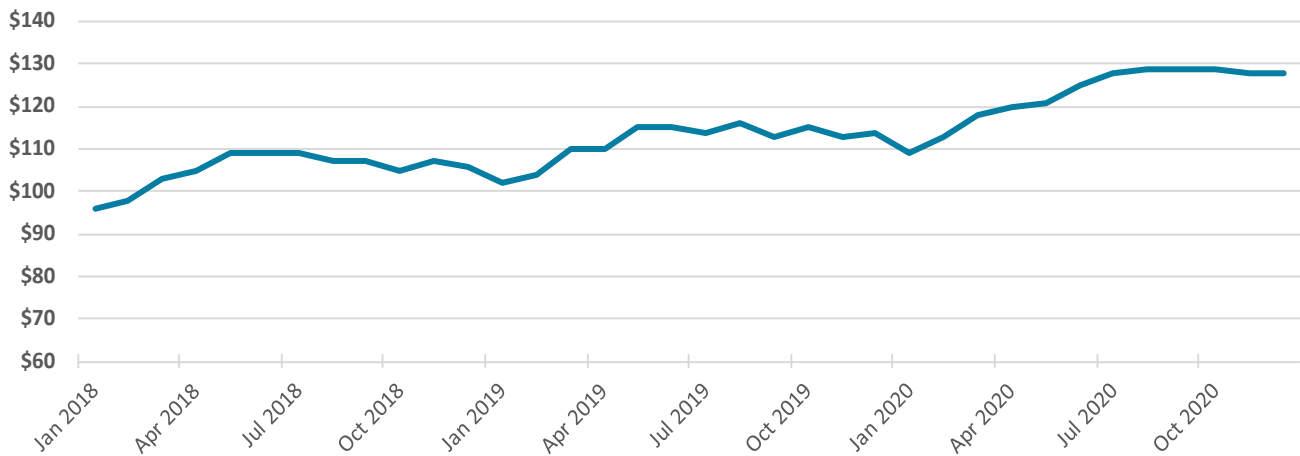


Sold Price per Square Foot

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



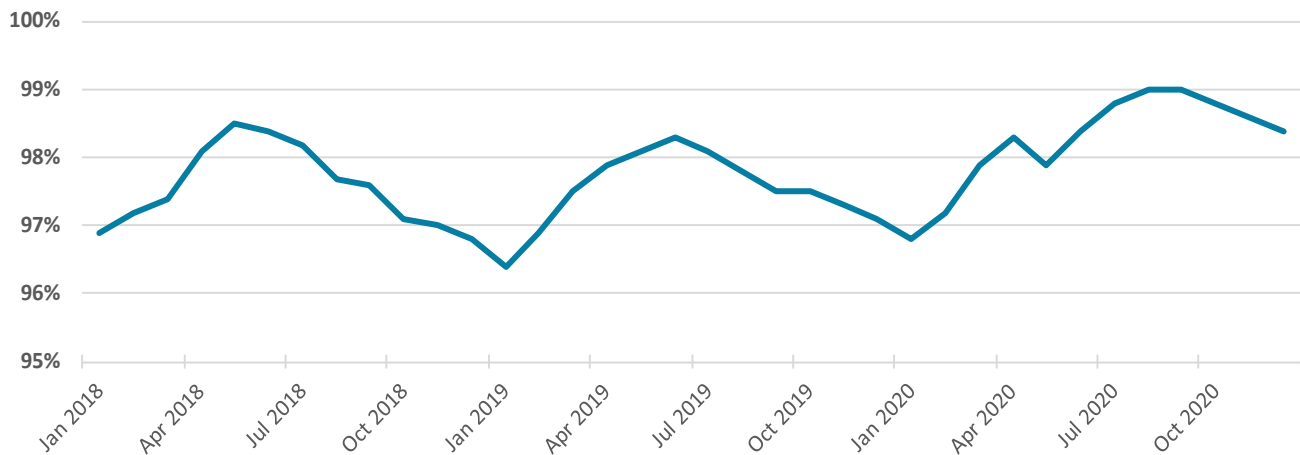
January 2021	Month over Month Change	Year over Year Change	Year to Date Change
\$126	▼ -1.6%	▲ 15.6%	▲ 15.6%



Percent of Ask Price Received

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

January 2021	Month over Month Change	Year over Year Change	Year to Date Change
98.2%	▼ -0.2%	▲ 1.4%	▲ 1.4%

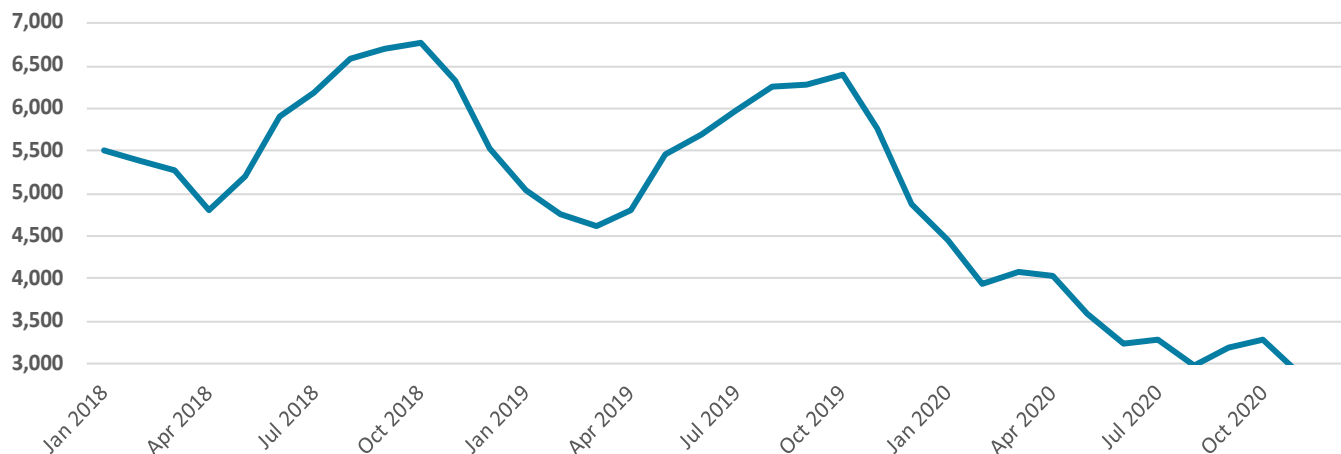


Active Inventory

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.



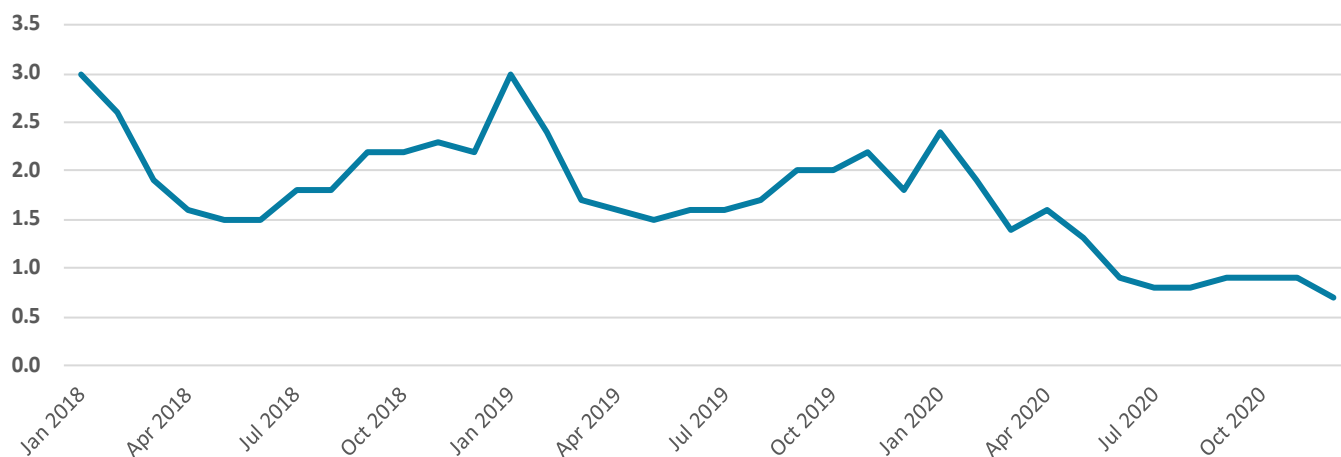
January 2021	Month over Month Change	Year over Year Change
1,908	▼ -20.6%	▼ -57.0%



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.

January 2021	Month over Month Change	Year over Year Change
0.9	▲ 28.6%	▼ -62.5%



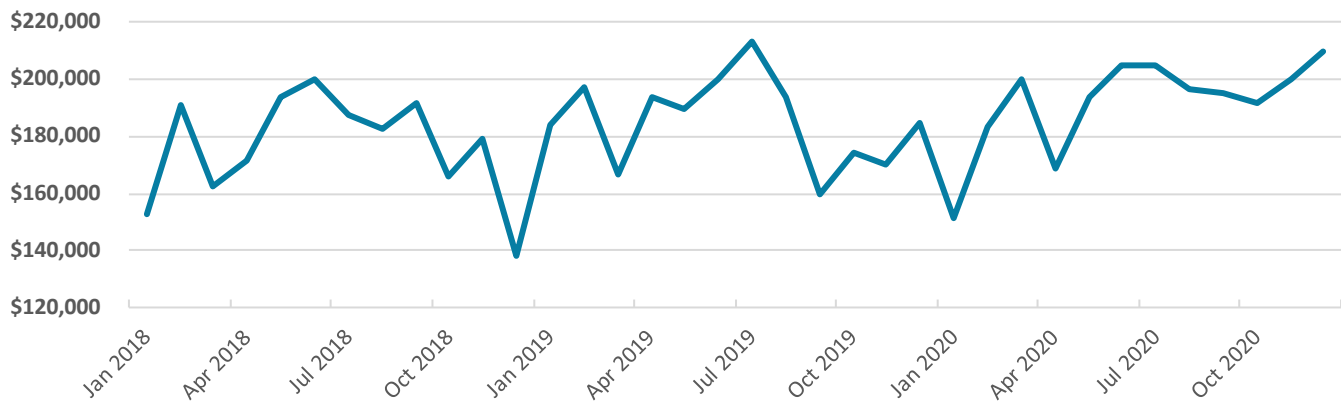
Bartholomew County

Data for single family homes in Bartholomew County.

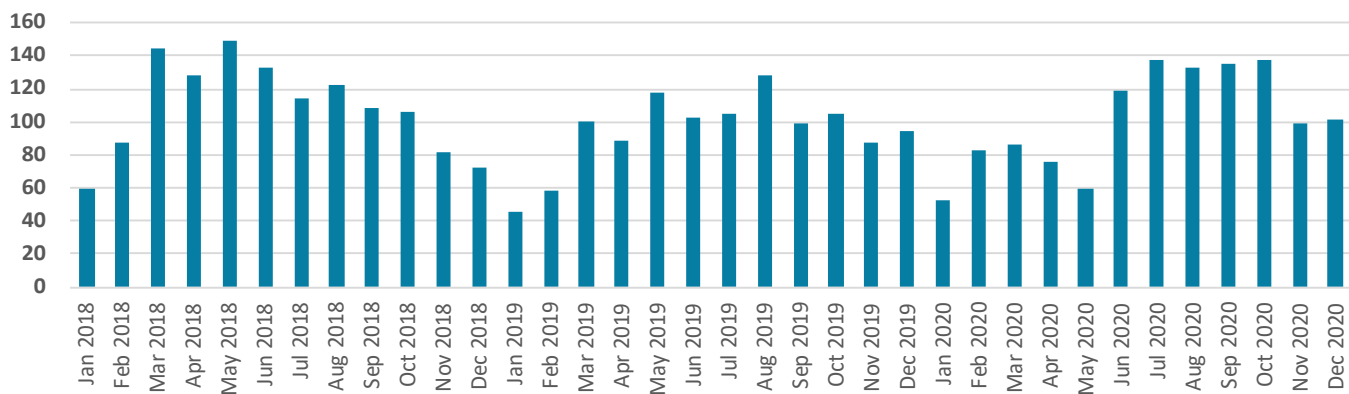


	Jan 2021	Dec 2020	MOM	Jan 2020	YOY	2021	2020	YTD
Median Sales Price	\$209,900	\$210,000	▼ 0.0%	\$151,450	▲ 38.6%	\$209,900	\$151,450	▲ 38.6%
Closed Sales	67	101	▼ -33.7%	52	▲ 28.8%	67	52	▲ 28.8%
New Listings	70	61	▲ 14.8%	104	▼ -32.7%	70	104	▼ -32.7%
Pending Sales	100	62	▲ 61.3%	96	▲ 4.2%	100	96	▲ 4.2%
Days on Market	35	57	▼ -38.6%	50	▼ -30.0%	35	50	▼ -30.0%
Price per Square Foot	\$135	\$124	▲ 8.9%	\$102	▲ 32.4%	\$135	\$102	▲ 32.4%
% of Ask Received	97.7%	97.7%	■ 0.0%	94.6%	▲ 3.3%	97.7%	94.6%	▲ 3.3%
Active Inventory	40	72	▼ -44.4%	145	▼ -72.4%			
Absorption Rate	0.6	0.7	▼ -14.3%	2.8	▼ -78.6%			

Median Sales Price



Number of Closed Sales



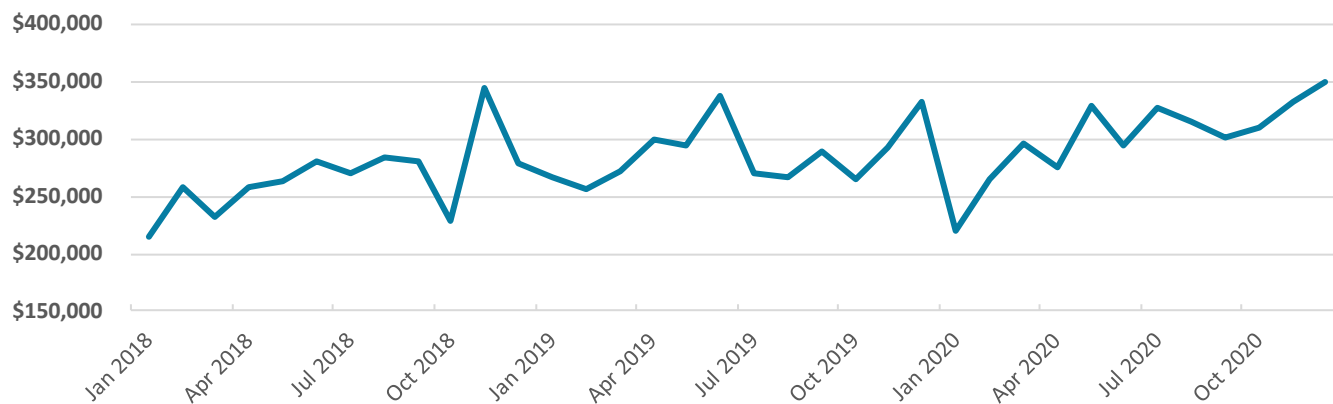
Boone County

Data for single family homes in Boone County.

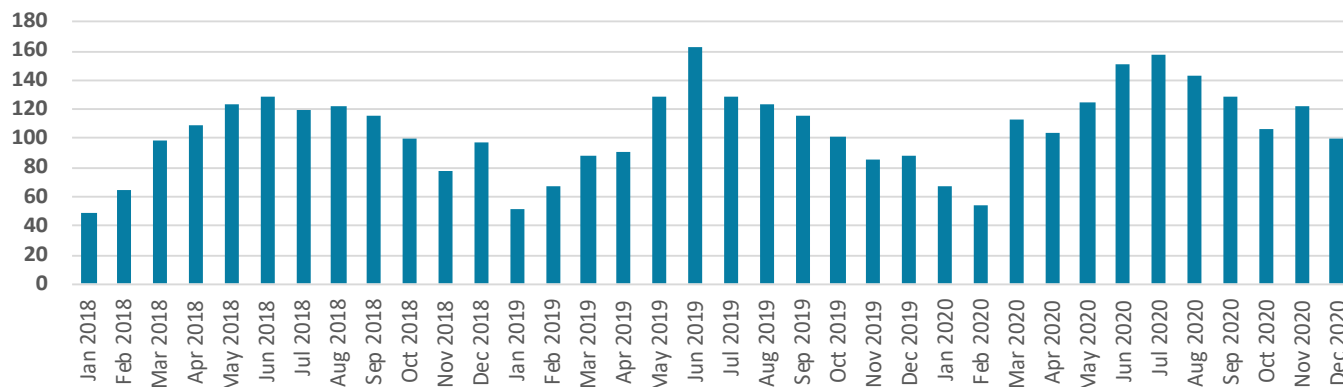


	Jan 2021	Dec 2020	MOM	Jan 2020	YOY	2021	2020	YTD
Median Sales Price	\$297,000	\$350,309	▼ -15.2%	\$219,900	▲ 35.1%	\$297,000	\$219,900	▲ 35.1%
Closed Sales	68	100	▼ -32.0%	67	▲ 1.5%	68	67	▲ 1.5%
New Listings	73	52	▲ 40.4%	97	▼ -24.7%	73	97	▼ -24.7%
Pending Sales	86	80	▲ 7.5%	93	▼ -7.5%	86	93	▼ -7.5%
Days on Market	46	42	▲ 9.5%	96	▼ -52.1%	46	96	▼ -52.1%
Price per Square Foot	\$145	\$162	▼ -10.5%	\$127	▲ 14.2%	\$145	\$127	▲ 14.2%
% of Ask Received	97.9%	97.6%	▲ 0.3%	96.1%	▲ 1.9%	97.9%	96.1%	▲ 1.9%
Active Inventory	62	70	▼ -11.4%	215	▼ -71.2%			
Absorption Rate	0.9	0.7	▲ 28.6%	3.2	▼ -71.9%			

Median Sales Price



Number of Closed Sales



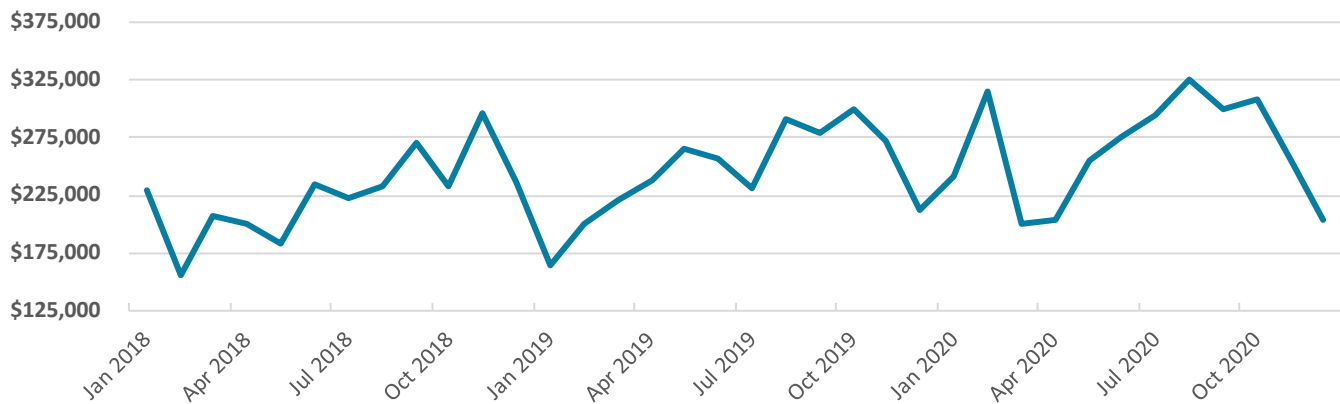
Brown County

Data for single family homes in Brown County.

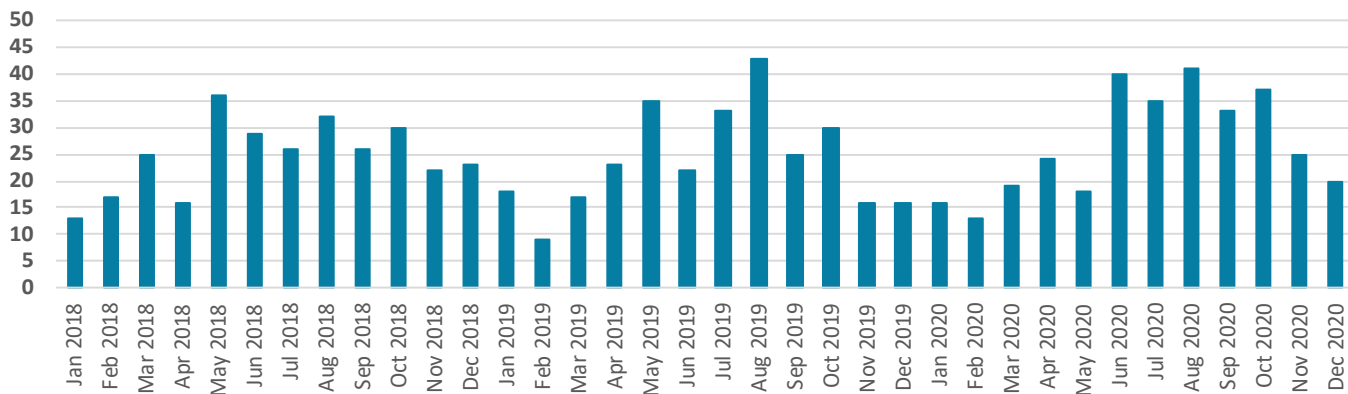


	Jan 2021	Dec 2020	MOM	Jan 2020	YOY	2021	2020	YTD
Median Sales Price	\$310,000	\$204,000	▲ 52.0%	\$242,000	▲ 28.1%	\$310,000	\$242,000	▲ 28.1%
Closed Sales	10	20	▼ -50.0%	16	▼ -37.5%	10	16	▼ -37.5%
New Listings	18	12	▲ 50.0%	26	▼ -30.8%	18	26	▼ -30.8%
Pending Sales	24	7	▲ 242.9%	23	▲ 4.3%	24	23	▲ 4.3%
Days on Market	47	5	▲ 840.0%	93	▼ -49.5%	47	93	▼ -49.5%
Price per Square Foot	\$203	\$169	▲ 20.1%	\$191	▲ 6.3%	\$203	\$191	▲ 6.3%
% of Ask Received	94.8%	98.9%	▼ -4.1%	93.8%	▲ 1.1%	94.8%	93.8%	▲ 1.1%
Active Inventory	17	22	▼ -22.7%	76	▼ -77.6%			
Absorption Rate	1.7	1.1	▲ 54.5%	4.8	▼ -64.6%			

Median Sales Price



Number of Closed Sales



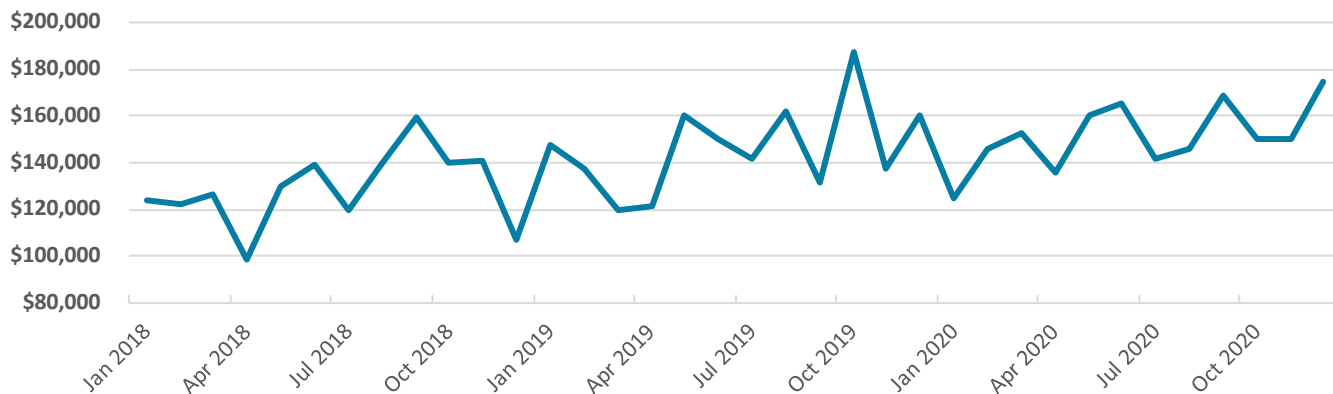
Decatur County

Data for single family homes in Decatur County.

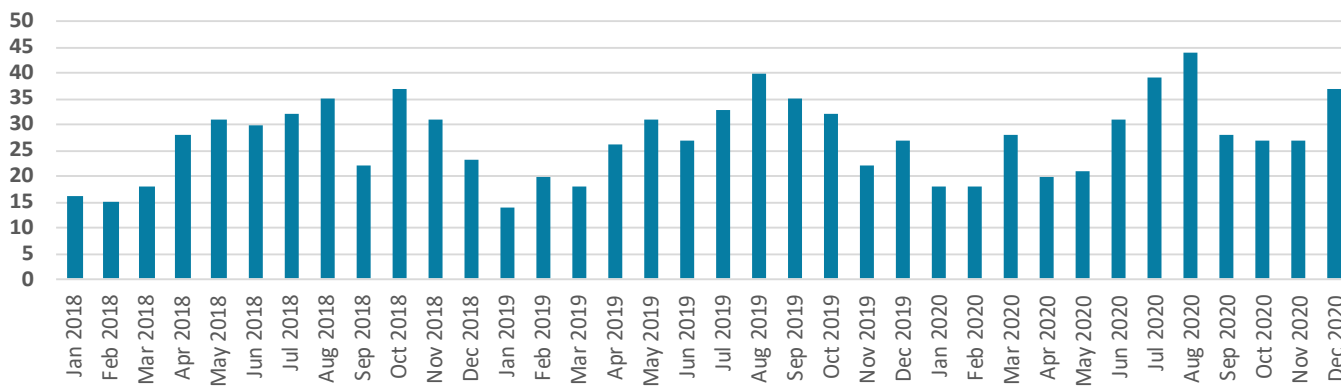


	Jan 2021	Dec 2020	MOM	Jan 2020	YOY	2021	2020	YTD
Median Sales Price	\$158,000	\$175,000	▼ -9.7%	\$124,750	▲ 26.7%	\$158,000	\$124,750	▲ 26.7%
Closed Sales	17	37	▼ -54.1%	18	▼ -5.6%	17	18	▼ -5.6%
New Listings	19	17	▲ 11.8%	18	▲ 5.6%	19	18	▲ 5.6%
Pending Sales	23	16	▲ 43.8%	25	▼ -8.0%	23	25	▼ -8.0%
Days on Market	57	30	▲ 90.0%	71	▼ -19.7%	57	71	▼ -19.7%
Price per Square Foot	\$115	\$104	▲ 10.6%	\$94	▲ 22.3%	\$115	\$94	▲ 22.3%
% of Ask Received	97.1%	94.3%	▲ 3.0%	94.7%	▲ 2.5%	97.1%	94.7%	▲ 2.5%
Active Inventory	26	39	▼ -33.3%	54	▼ -51.9%			
Absorption Rate	1.5	1.1	▲ 36.4%	3.0	▼ -50.0%			

Median Sales Price



Number of Closed Sales



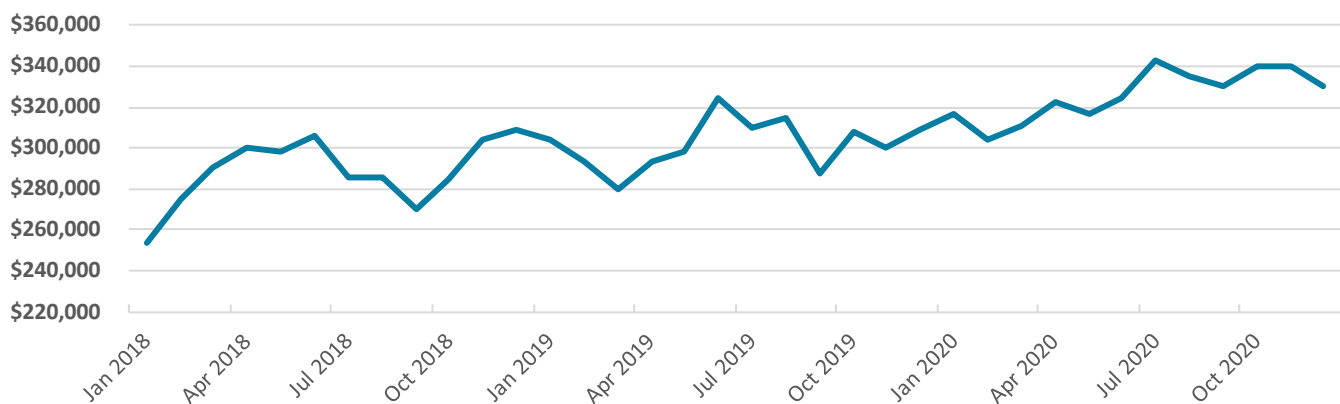
Hamilton County

Data for single family homes in Hamilton County.



	Jan 2021	Dec 2020	MOM	Jan 2020	YOY	2021	2020	YTD
Median Sales Price	\$335,750	\$330,000	▲ 1.7%	\$316,750	▲ 6.0%	\$335,750	\$316,750	▲ 6.0%
Closed Sales	320	590	▼ -45.8%	332	▼ -3.6%	320	332	▼ -3.6%
New Listings	388	338	▲ 14.8%	453	▼ -14.3%	388	453	▼ -14.3%
Pending Sales	472	361	▲ 30.7%	498	▼ -5.2%	472	498	▼ -5.2%
Days on Market	36	40	▼ -10.0%	74	▼ -51.4%	36	74	▼ -51.4%
Price per Square Foot	\$154	\$155	▼ -0.6%	\$137	▲ 12.4%	\$154	\$137	▲ 12.4%
% of Ask Received	98.9%	99.2%	▼ -0.3%	97.7%	▲ 1.2%	98.9%	97.7%	▲ 1.2%
Active Inventory	298	370	▼ -19.5%	860	▼ -65.3%			
Absorption Rate	0.9	0.6	▲ 50.0%	2.6	▼ -65.4%			

Median Sales Price



Number of Closed Sales



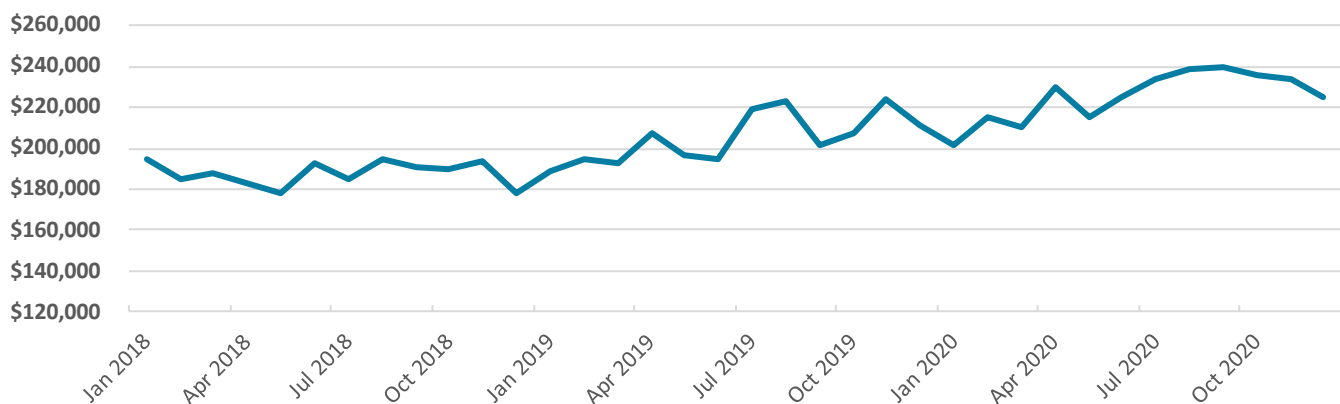
Hancock County

Data for single family homes in Hancock County.

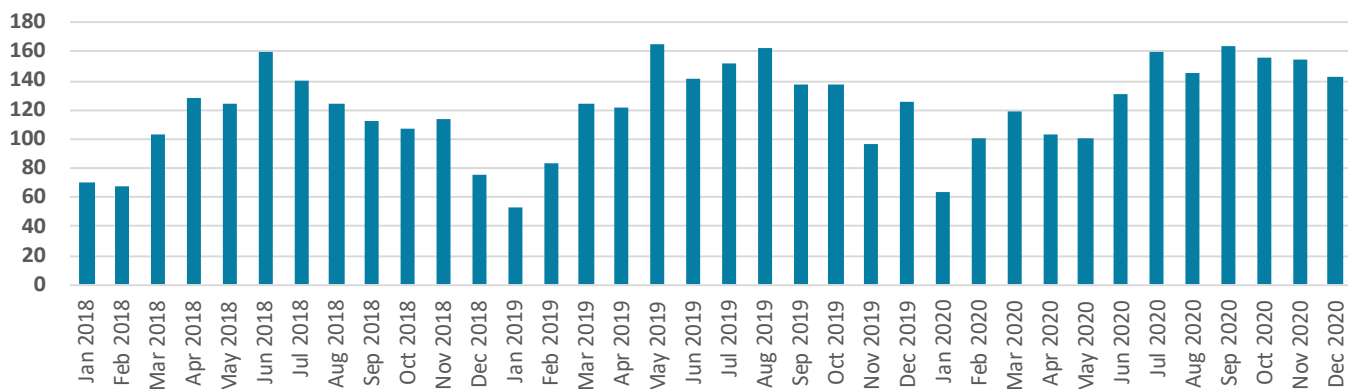


	Jan 2021	Dec 2020	MOM	Jan 2020	YOY	2021	2020	YTD
Median Sales Price	\$219,000	\$225,000	▼ -2.7%	\$201,600	▲ 8.6%	\$219,000	\$201,600	▲ 8.6%
Closed Sales	75	143	▼ -47.6%	63	▲ 19.0%	75	63	▲ 19.0%
New Listings	100	67	▲ 49.3%	116	▼ -13.8%	100	116	▼ -13.8%
Pending Sales	104	85	▲ 22.4%	109	▼ -4.6%	104	109	▼ -4.6%
Days on Market	50	35	▲ 42.9%	77	▼ -35.1%	50	77	▼ -35.1%
Price per Square Foot	\$120	\$117	▲ 2.6%	\$104	▲ 15.4%	\$120	\$104	▲ 15.4%
% of Ask Received	97.3%	98.9%	▼ -1.6%	97.5%	▼ -0.2%	97.3%	97.5%	▼ -0.2%
Active Inventory	84	88	▼ -4.5%	176	▼ -52.3%			
Absorption Rate	1.1	0.6	▲ 83.3%	2.8	▼ -60.7%			

Median Sales Price



Number of Closed Sales



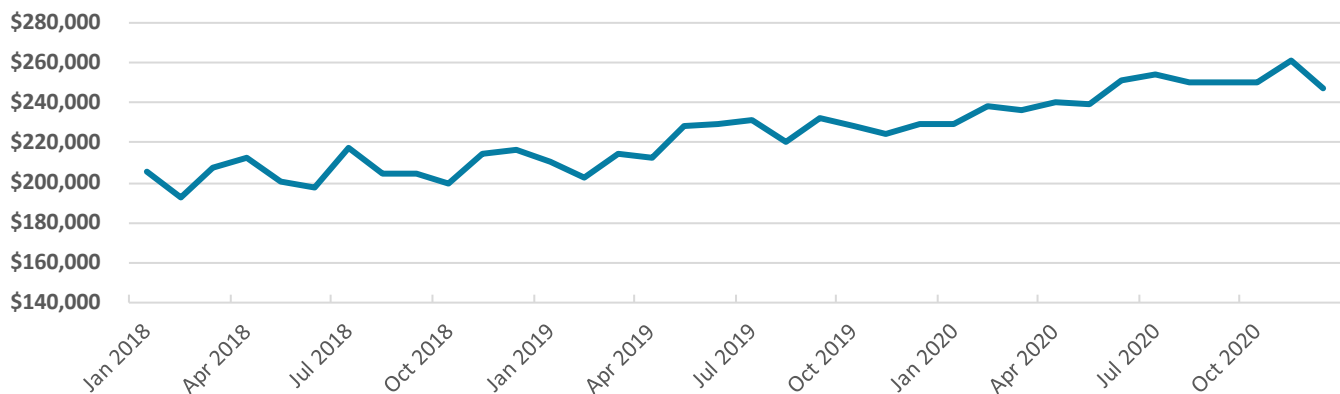
Hendricks County

Data for single family homes in Hendricks County.

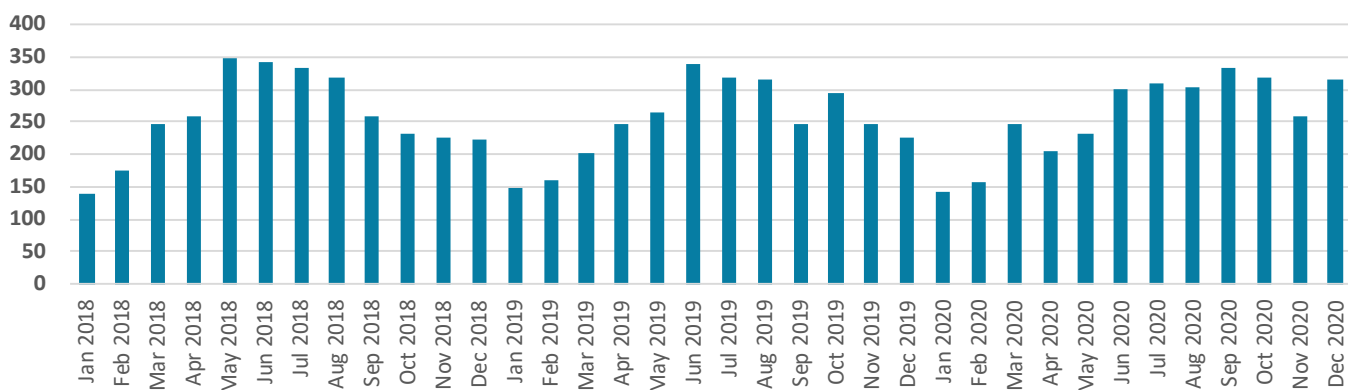


	Jan 2021	Dec 2020	MOM	Jan 2020	YOY	2021	2020	YTD
Median Sales Price	\$241,750	\$247,000	▼ -2.1%	\$228,947	▲ 5.6%	\$241,750	\$228,947	▲ 5.6%
Closed Sales	158	315	▼ -49.8%	141	▲ 12.1%	158	141	▲ 12.1%
New Listings	153	173	▼ -11.6%	191	▼ -19.9%	153	191	▼ -19.9%
Pending Sales	207	201	▲ 3.0%	206	▲ 0.5%	207	206	▲ 0.5%
Days on Market	30	22	▲ 36.4%	71	▼ -57.7%	30	71	▼ -57.7%
Price per Square Foot	\$128	\$125	▲ 2.4%	\$115	▲ 11.3%	\$128	\$115	▲ 11.3%
% of Ask Received	99.3%	98.5%	▲ 0.8%	98.2%	▲ 1.1%	99.3%	98.2%	▲ 1.1%
Active Inventory	72	126	▼ -42.9%	274	▼ -73.7%			
Absorption Rate	0.5	0.4	▲ 25.0%	1.9	▼ -73.7%			

Median Sales Price



Number of Closed Sales



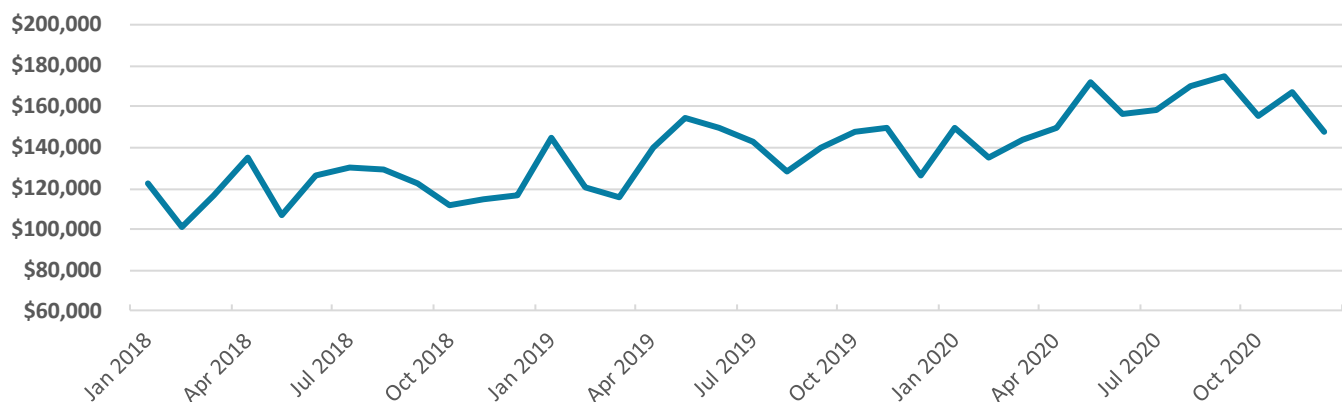
Jackson County

Data for single family homes in Jackson County.

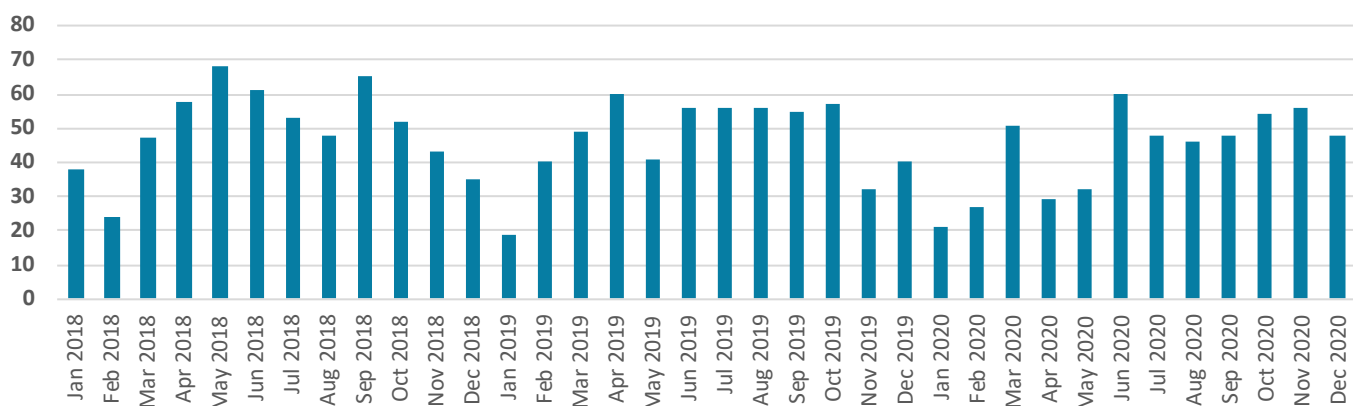


	Jan 2021	Dec 2020	MOM	Jan 2020	YOY	2021	2020	YTD
Median Sales Price	\$144,950	\$147,400	▼ -1.7%	\$149,900	▼ -3.3%	\$144,950	\$149,900	▼ -3.3%
Closed Sales	32	48	▼ -33.3%	21	▲ 52.4%	32	21	▲ 52.4%
New Listings	35	36	▼ -2.8%	43	▼ -18.6%	35	43	▼ -18.6%
Pending Sales	50	34	▲ 47.1%	39	▲ 28.2%	50	39	▲ 28.2%
Days on Market	42	36	▲ 16.7%	60	▼ -30.0%	42	60	▼ -30.0%
Price per Square Foot	\$101	\$103	▼ -1.9%	\$99	▲ 2.0%	\$101	\$99	▲ 2.0%
% of Ask Received	96.6%	96.4%	▲ 0.2%	97.1%	▼ -0.5%	96.6%	97.1%	▼ -0.5%
Active Inventory	31	41	▼ -24.4%	63	▼ -50.8%			
Absorption Rate	1.0	0.9	▲ 11.1%	3.0	▼ -66.7%			

Median Sales Price



Number of Closed Sales



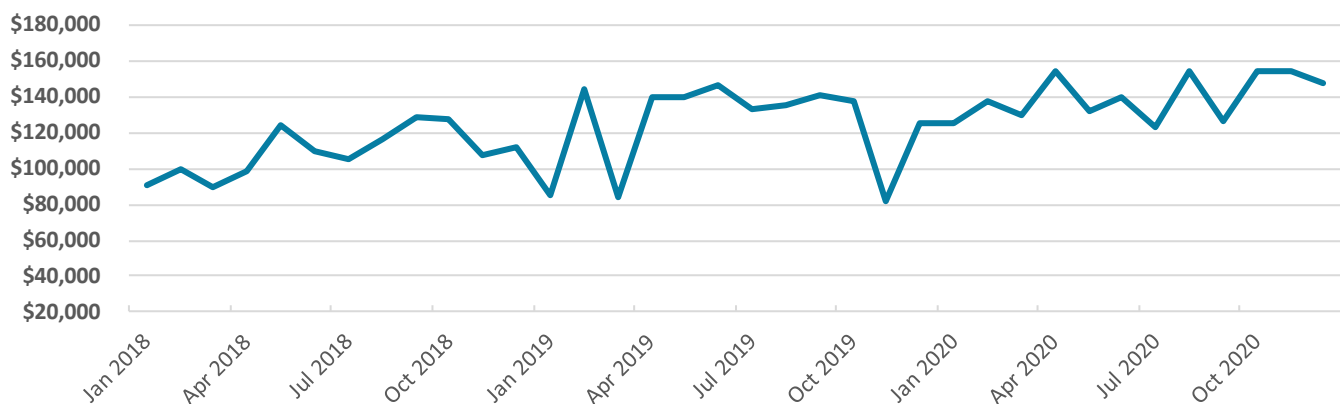
Jennings County

Data for single family homes in Jennings County.

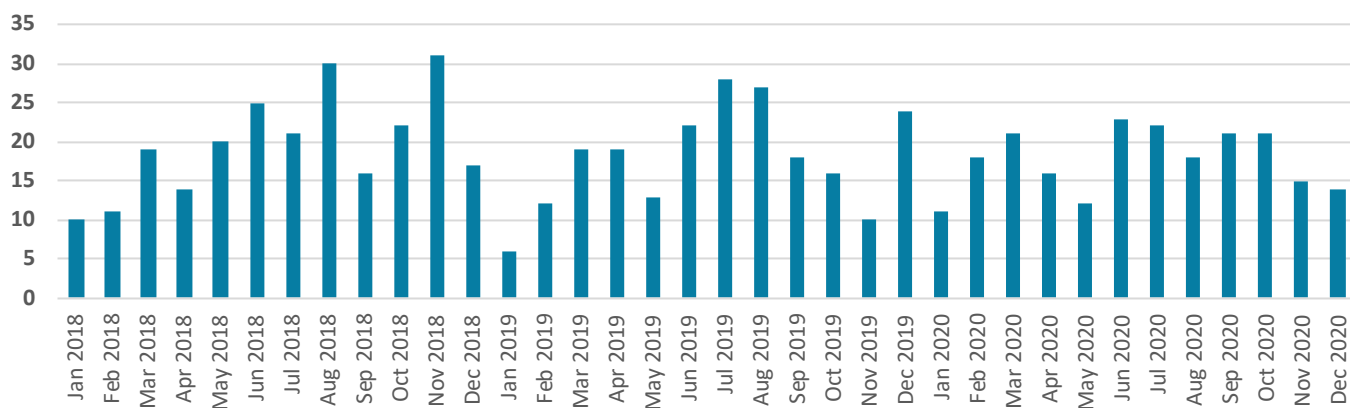


	Jan 2021	Dec 2020	MOM	Jan 2020	YOY	2021	2020	YTD
Median Sales Price	\$154,450	\$148,200	▲ 4.2%	\$125,000	▲ 23.6%	\$154,450	\$125,000	▲ 23.6%
Closed Sales	16	14	▲ 14.3%	11	▲ 45.5%	16	11	▲ 45.5%
New Listings	18	12	▲ 50.0%	29	▼ -37.9%	18	29	▼ -37.9%
Pending Sales	24	11	▲ 118.2%	26	▼ -7.7%	24	26	▼ -7.7%
Days on Market	43	28	▲ 53.6%	62	▼ -30.6%	43	62	▼ -30.6%
Price per Square Foot	\$110	\$104	▲ 5.8%	\$77	▲ 42.9%	\$110	\$77	▲ 42.9%
% of Ask Received	97.8%	98.1%	▼ -0.3%	91.6%	▲ 6.8%	97.8%	91.6%	▲ 6.8%
Active Inventory	25	32	▼ -21.9%	34	▼ -26.5%			
Absorption Rate	1.6	2.3	▼ -30.4%	3.1	▼ -48.4%			

Median Sales Price



Number of Closed Sales



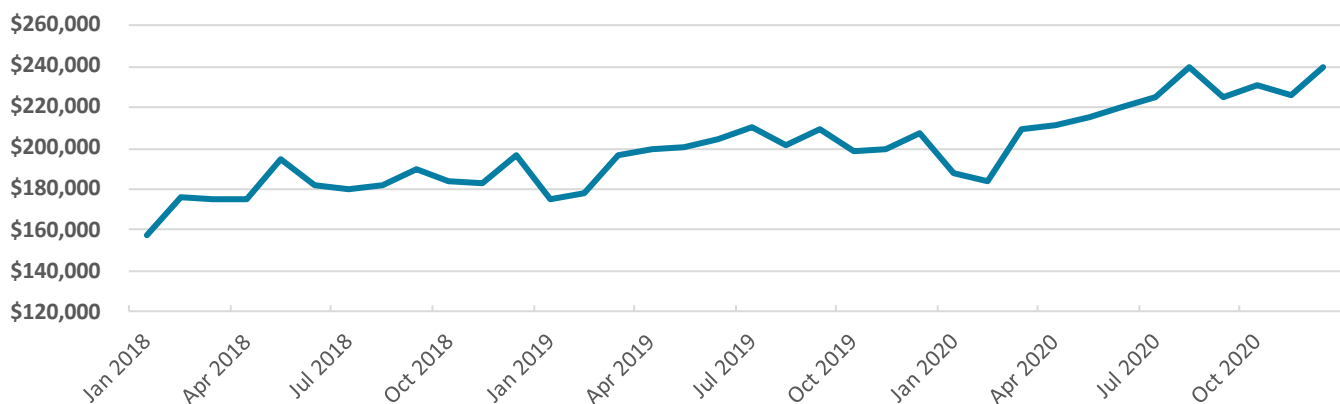
Johnson County

Data for single family homes in Johnson County.

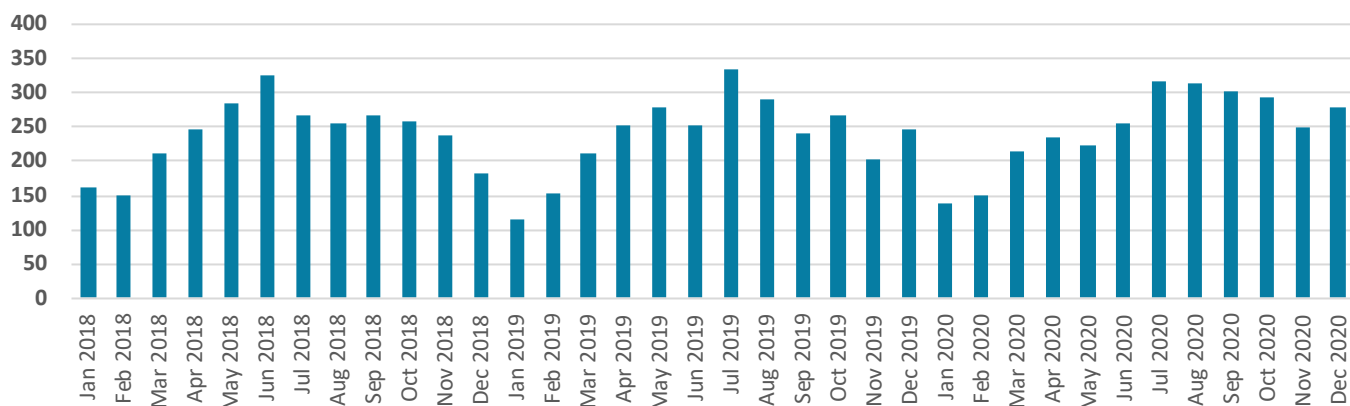


	Jan 2021	Dec 2020	MOM	Jan 2020	YOY	2021	2020	YTD
Median Sales Price	\$228,500	\$240,000	▼ -4.8%	\$187,500	▲ 21.9%	\$228,500	\$187,500	▲ 21.9%
Closed Sales	151	280	▼ -46.1%	139	▲ 8.6%	151	139	▲ 8.6%
New Listings	163	190	▼ -14.2%	185	▼ -11.9%	163	185	▼ -11.9%
Pending Sales	208	188	▲ 10.6%	186	▲ 11.8%	208	186	▲ 11.8%
Days on Market	27	21	▲ 28.6%	61	▼ -55.7%	27	61	▼ -55.7%
Price per Square Foot	\$134	\$134	▬ 0.0%	\$114	▲ 17.5%	\$134	\$114	▲ 17.5%
% of Ask Received	98.6%	99.5%	▼ -0.9%	97.8%	▲ 0.8%	98.6%	97.8%	▲ 0.8%
Active Inventory	86	126	▼ -31.7%	279	▼ -69.2%			
Absorption Rate	0.6	0.5	▲ 20.0%	2.0	▼ -70.0%			

Median Sales Price



Number of Closed Sales



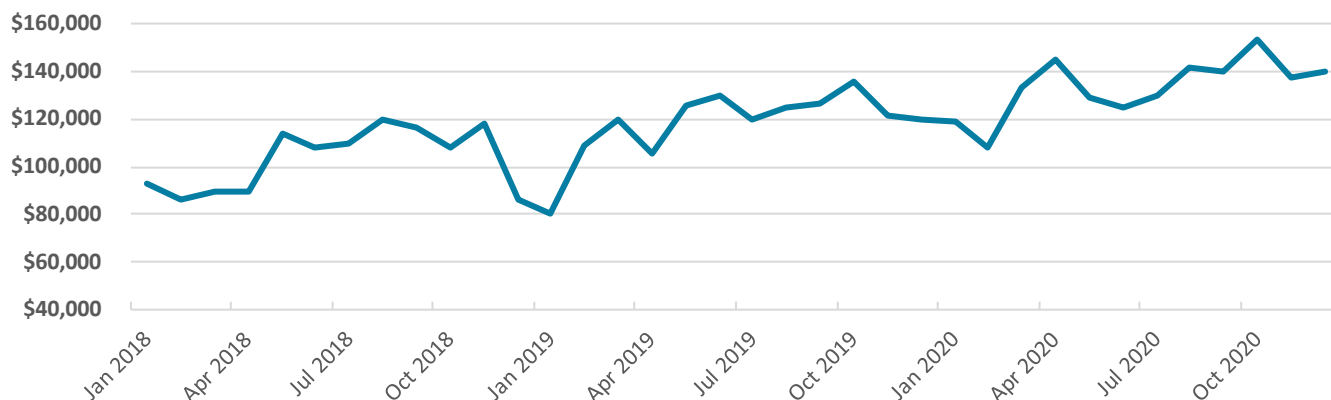
Madison County

Data for single family homes in Madison County.

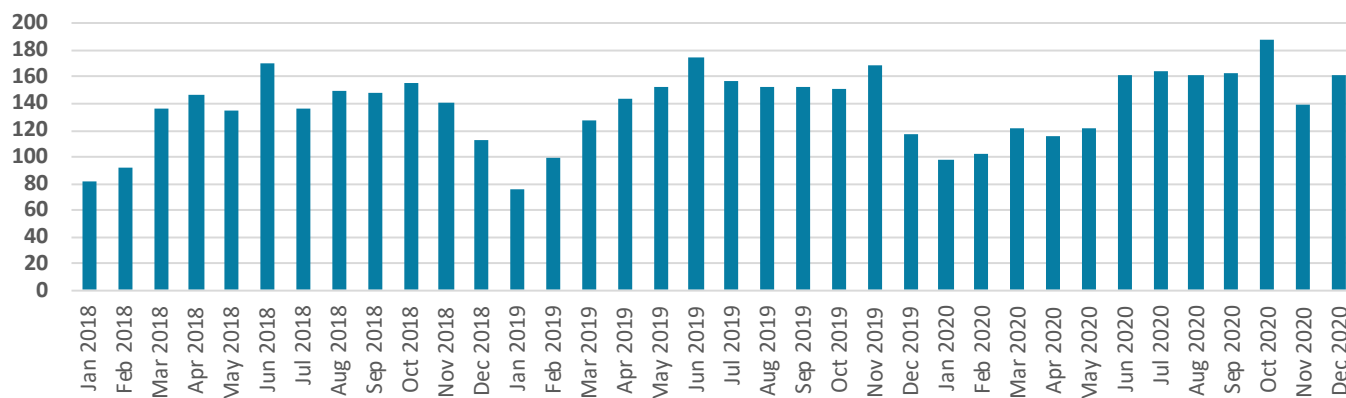


	Jan 2021	Dec 2020	MOM	Jan 2020	YOY	2021	2020	YTD
Median Sales Price	\$146,750	\$140,450	▲ 4.5%	\$119,000	▲ 23.3%	\$146,750	\$119,000	▲ 23.3%
Closed Sales	114	162	▼ -29.6%	98	▲ 16.3%	114	98	▲ 16.3%
New Listings	130	113	▲ 15.0%	118	▲ 10.2%	130	118	▲ 10.2%
Pending Sales	159	117	▲ 35.9%	125	▲ 27.2%	159	125	▲ 27.2%
Days on Market	37	34	▲ 8.8%	58	▼ -36.2%	37	58	▼ -36.2%
Price per Square Foot	\$89	\$92	▼ -3.3%	\$77	▲ 15.6%	\$89	\$77	▲ 15.6%
% of Ask Received	97.1%	96.9%	▲ 0.2%	95.9%	▲ 1.3%	97.1%	95.9%	▲ 1.3%
Active Inventory	129	148	▼ -12.8%	243	▼ -46.9%			
Absorption Rate	1.1	0.9	▲ 22.2%	2.5	▼ -56.0%			

Median Sales Price



Number of Closed Sales



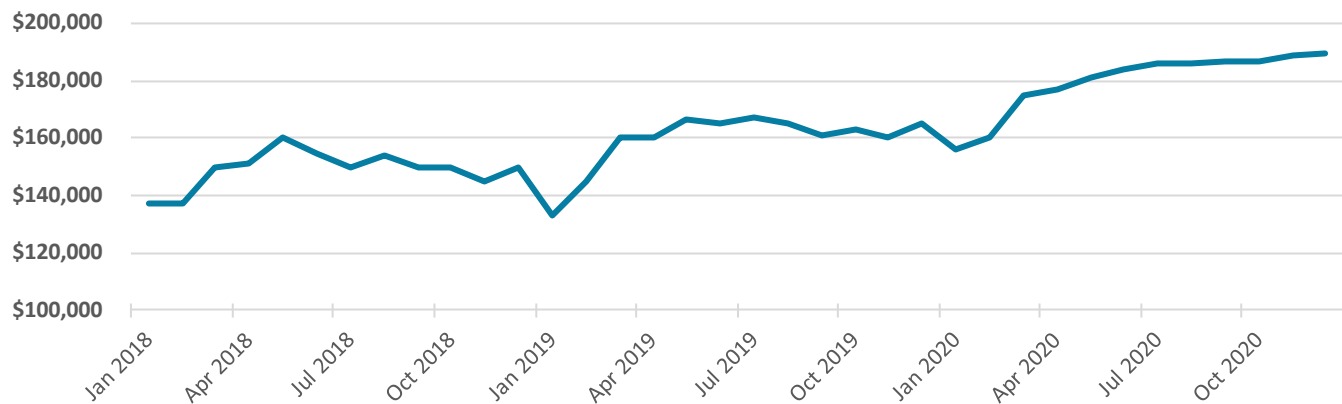
Marion County

Data for single family homes in Marion County.

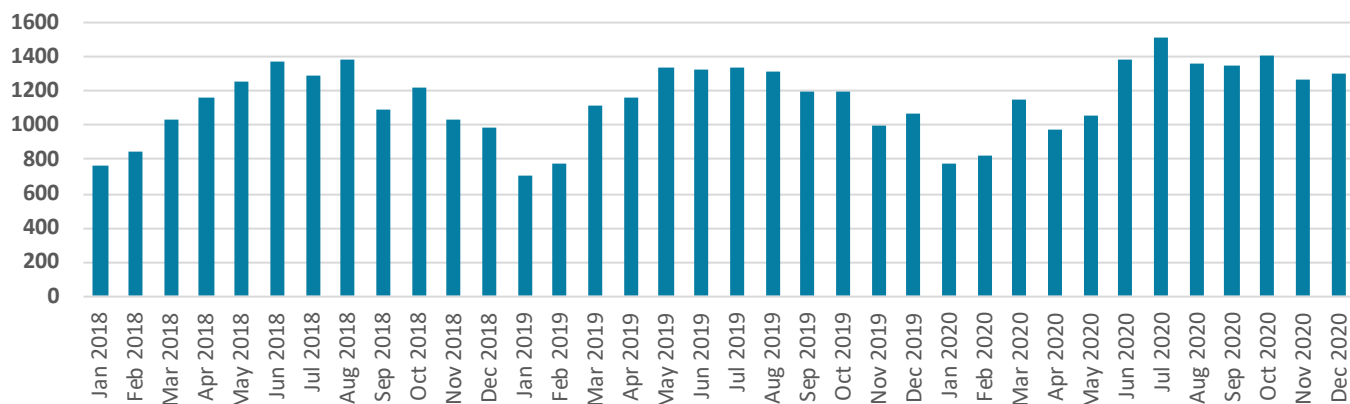


	Jan 2021	Dec 2020	MOM	Jan 2020	YOY	2021	2020	YTD
Median Sales Price	\$185,000	\$190,000	▼ -2.6%	\$156,000	▲ 18.6%	\$185,000	\$156,000	▲ 18.6%
Closed Sales	848	1,309	▼ -35.2%	781	▲ 8.6%	848	781	▲ 8.6%
New Listings	1,003	859	▲ 16.8%	1003	■ 0.0%	1,003	1,003	■ 0.0%
Pending Sales	1,202	948	▲ 26.8%	1033	▲ 16.4%	1,202	1,033	▲ 16.4%
Days on Market	40	33	▲ 21.2%	57	▼ -29.8%	40	57	▼ -29.8%
Price per Square Foot	\$121	\$122	▼ -0.8%	\$100	▲ 21.0%	\$121	\$100	▲ 21.0%
% of Ask Received	98.2%	98.4%	▼ -0.2%	96.4%	▲ 1.9%	98.2%	96.4%	▲ 1.9%
Active Inventory	872	1,057	▼ -17.5%	1609	▼ -45.8%			
Absorption Rate	1.0	0.8	▲ 25.0%	2.1	▼ -52.4%			

Median Sales Price



Number of Closed Sales



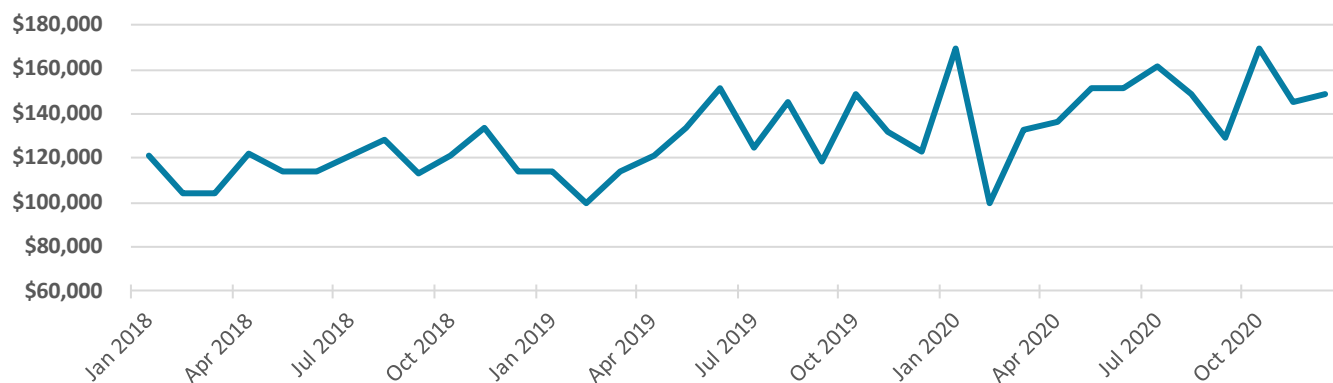
Montgomery County

Data for single family homes in Montgomery County.

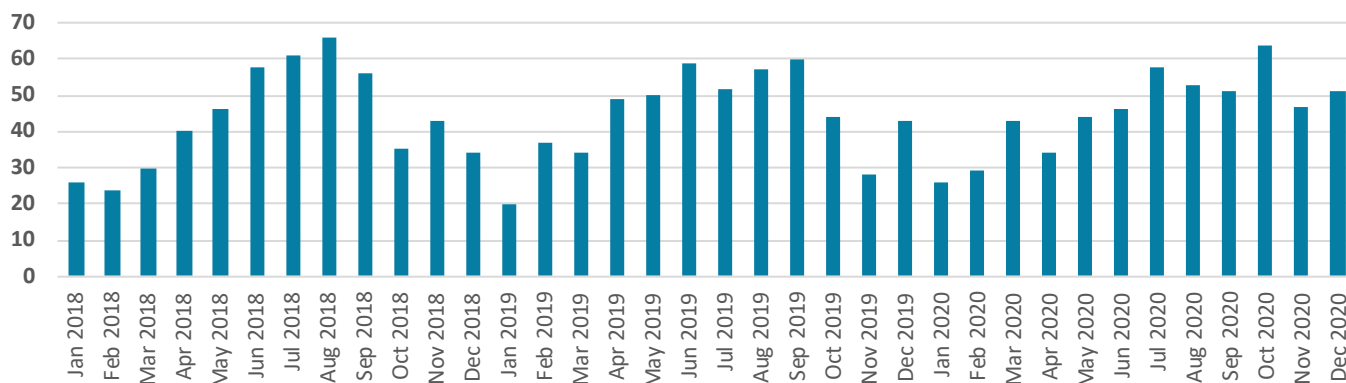


	Jan 2021	Dec 2020	MOM	Jan 2020	YOY	2021	2020	YTD
Median Sales Price	\$135,400	\$149,000	▼ -9.1%	\$169,450	▼ -20.1%	\$135,400	\$169,450	▼ -20.1%
Closed Sales	31	51	▼ -39.2%	26	▲ 19.2%	31	26	▲ 19.2%
New Listings	34	29	▲ 17.2%	48	▼ -29.2%	34	48	▼ -29.2%
Pending Sales	45	33	▲ 36.4%	43	▲ 4.7%	45	43	▲ 4.7%
Days on Market	33	23	▲ 43.5%	65	▼ -49.2%	33	65	▼ -49.2%
Price per Square Foot	\$100	\$100	■ 0.0%	\$111	▼ -9.9%	\$100	\$111	▼ -9.9%
% of Ask Received	97.5%	96.3%	▲ 1.2%	97.6%	▼ -0.1%	97.5%	97.6%	▼ -0.1%
Active Inventory	29	42	▼ -31.0%	95	▼ -69.5%			
Absorption Rate	0.9	0.8	▲ 12.5%	3.7	▼ -75.7%			

Median Sales Price



Number of Closed Sales



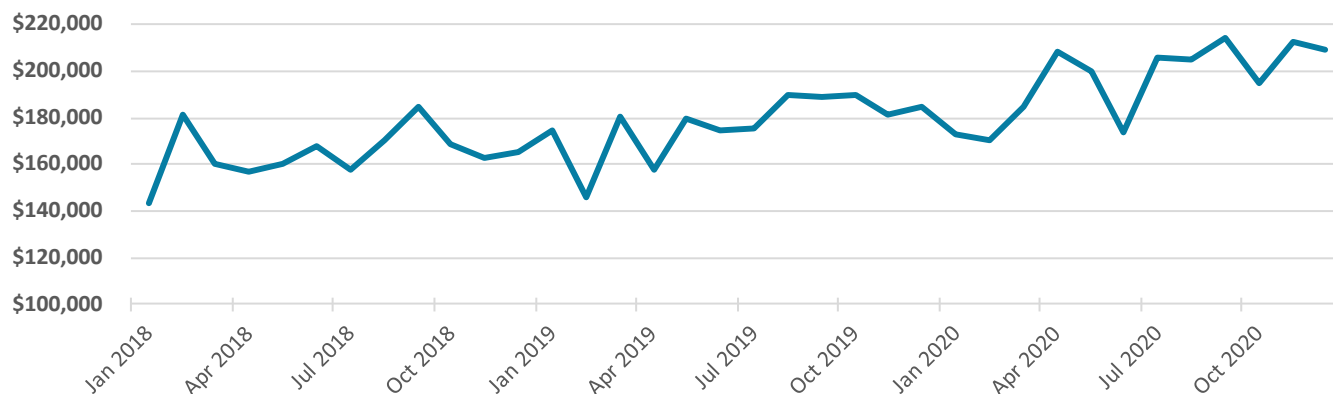
Morgan County

Data for single family homes in Morgan County.

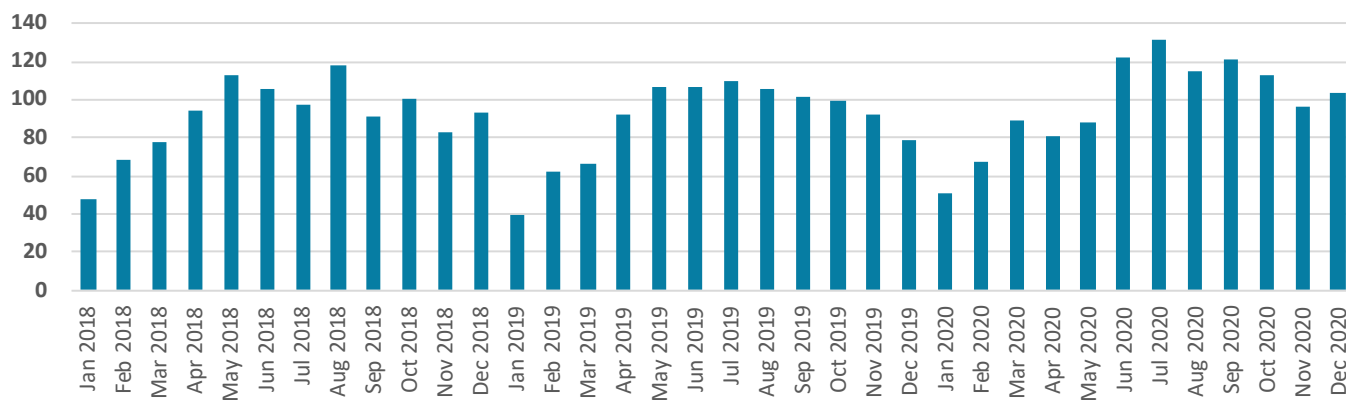


	Jan 2021	Dec 2020	MOM	Jan 2020	YOY	2021	2020	YTD
Median Sales Price	\$189,000	\$208,988	▼ -9.6%	\$172,500	▲ 9.6%	\$189,000	\$172,500	▲ 9.6%
Closed Sales	61	104	▼ -41.3%	51	▲ 19.6%	61	51	▲ 19.6%
New Listings	76	63	▲ 20.6%	79	▼ -3.8%	76	79	▼ -3.8%
Pending Sales	86	72	▲ 19.4%	81	▲ 6.2%	86	81	▲ 6.2%
Days on Market	39	33	▲ 18.2%	79	▼ -50.6%	39	79	▼ -50.6%
Price per Square Foot	\$122	\$125	▼ -2.4%	\$104	▲ 17.3%	\$122	\$104	▲ 17.3%
% of Ask Received	98.3%	98.7%	▼ -0.4%	98.2%	▲ 0.1%	98.3%	98.2%	▲ 0.1%
Active Inventory	64	78	▼ -17.9%	155	▼ -58.7%			
Absorption Rate	1.0	0.8	▲ 25.0%	3.0	▼ -66.7%			

Median Sales Price



Number of Closed Sales



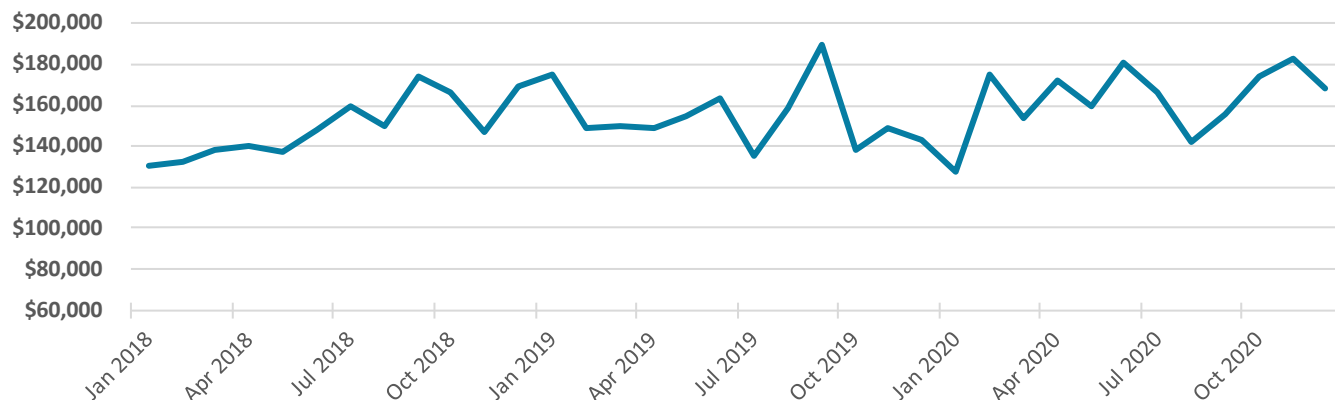
Putnam County

Data for single family homes in Putnam County.

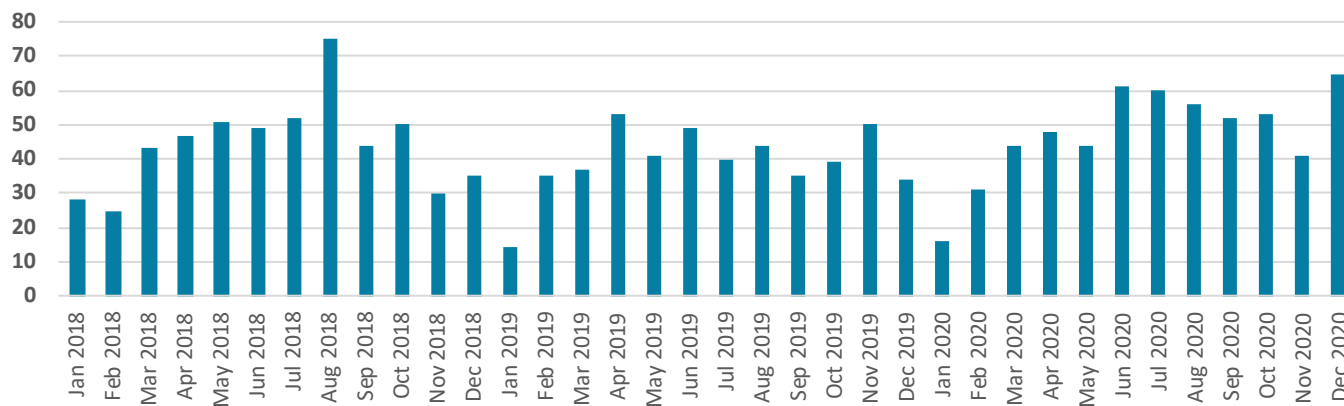


	Jan 2021	Dec 2020	MOM	Jan 2020	YOY	2021	2020	YTD
Median Sales Price	\$156,000	\$168,700	▼ -7.5%	\$127,200	▲ 22.6%	\$156,000	\$127,200	▲ 22.6%
Closed Sales	45	65	▼ -30.8%	16	▲ 181.3%	45	16	▲ 181.3%
New Listings	38	36	▲ 5.6%	42	▼ -9.5%	38	42	▼ -9.5%
Pending Sales	51	36	▲ 41.7%	32	▲ 59.4%	51	32	▲ 59.4%
Days on Market	41	24	▲ 70.8%	88	▼ -53.4%	41	88	▼ -53.4%
Price per Square Foot	\$108	\$114	▼ -5.3%	\$95	▲ 13.7%	\$108	\$95	▲ 13.7%
% of Ask Received	98.3%	97.3%	▲ 1.0%	96.3%	▲ 2.1%	98.3%	96.3%	▲ 2.1%
Active Inventory	33	50	▼ -34.0%	96	▼ -65.6%			
Absorption Rate	0.7	0.8	▼ -12.5%	6.0	▼ -88.3%			

Median Sales Price



Number of Closed Sales



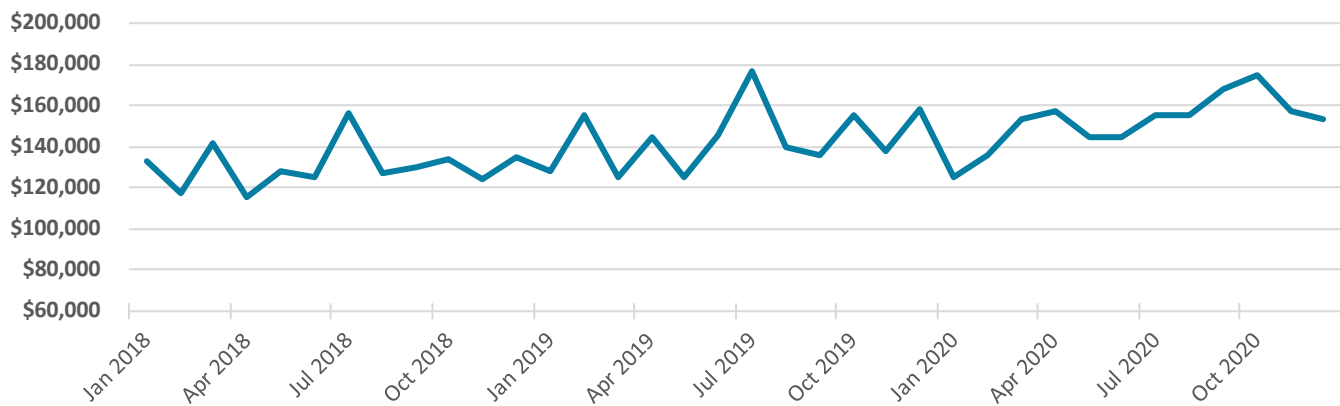
Shelby County

Data for single family homes in Shelby County.

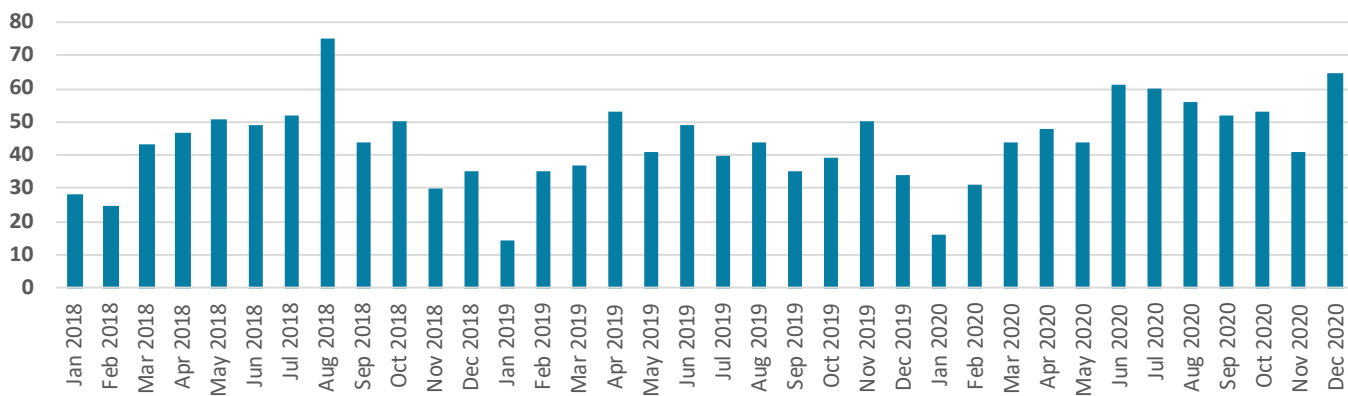


	Jan 2021	Dec 2020	MOM	Jan 2020	YOY	2021	2020	YTD
Median Sales Price	\$155,000	\$153,000	▲ 1.3%	\$124,700	▲ 24.3%	\$155,000	\$124,700	▲ 24.3%
Closed Sales	29	50	▼ -42.0%	22	▲ 31.8%	29	22	▲ 31.8%
New Listings	44	19	▲ 131.6%	41	▲ 7.3%	44	41	▲ 7.3%
Pending Sales	45	29	▲ 55.2%	36	▲ 25.0%	45	36	▲ 25.0%
Days on Market	36	36	■ 0.0%	69	▼ -47.8%	36	69	▼ -47.8%
Price per Square Foot	\$107	\$103	▲ 3.9%	\$102	▲ 4.9%	\$107	\$102	▲ 4.9%
% of Ask Received	95.2%	94.5%	▲ 0.7%	95.0%	▲ 0.2%	95.2%	95.0%	▲ 0.2%
Active Inventory	40	42	▼ -4.8%	68	▼ -41.2%			
Absorption Rate	1.4	0.8	▲ 75.0%	3.1	▼ -54.8%			

Median Sales Price



Number of Closed Sales



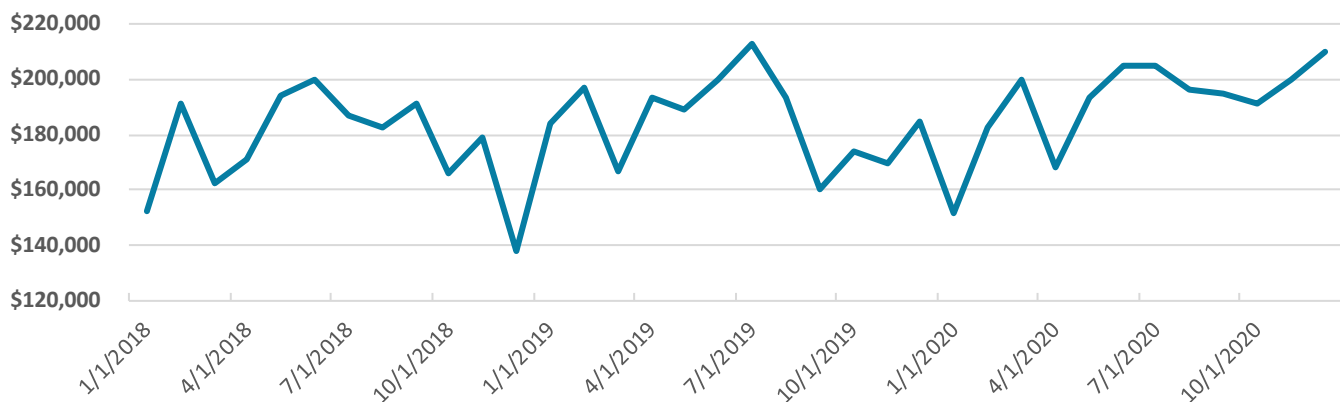
Condominiums

Data for Condominiums across all MIBOR Counties.



	Jan 2021	Dec 2020	MOM	Jan 2020	YOY	2021	2020	YTD
Median Sales Price	\$180,000	\$170,000	▲ 5.9%	\$142,750	▲ 26.1%	\$172,000	\$159,250	▲ 8.0%
Closed Sales	131	255	▼ -48.6%	154	▼ -14.9%	2,620	2,562	▲ 2.3%
New Listings	192	163	▲ 17.8%	210	▼ -8.6%	3,054	2,953	▲ 3.4%
Pending Sales	219	170	▲ 28.8%	199	▲ 10.1%	2,778	2,654	▲ 4.7%
Days on Market	40	41	▼ -2.4%	48	▼ -16.7%	34	40	▼ -15.0%
Price per Square Foot	\$130	\$126	▲ 3.2%	\$115	▲ 13.0%	\$123	\$116	▲ 6.0%
% of Ask Received	98.2%	98.2%	■ 0.0%	97.2%	▲ 1.0%	98.1%	97.8%	▲ 0.3%
Active Inventory	267	292	▼ -8.6%	332	▼ -19.6%			
Absorption Rate	2.0	1.1	▲ 81.8%	2.2	▼ -9.1%			

Median Sales Price



Number of Closed Sales

