

MARKET INSIGHTS REPORT

MAY 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 May 2021 data, this is what our experts are saying:

“Despite this tight market, the Indianapolis region saw a gain in closed sales by 22.2% over last year’s pandemically-challenged levels, which is right in the range of what we generally see this time of year. Pending sales are at a record May level and within 20 transactions of the all-time high, even though new listings have barely improved over the last few months,” said Shelley Specchio, MIBOR CEO. “These numbers indicate that buyers are still eager. If you are in the market to buy or sell, MIBOR REALTORS® are ready and willing to help.”

Dr. Elliot Eisenberg, an internationally acclaimed economist and public speaker says, “I’m not aware of any market in the country that is quite as interesting as Indianapolis. What stands out to me is that while Indianapolis has seen huge price appreciation over the last several years given such a small pool of inventory, prices here remain relatively affordable in comparison to so many other similarly desirable cities. Because your home prices are more affordable, I speculate that perhaps buyers in your area, more so than in other higher-cost markets, were able to leverage the savings they accumulated during the pandemic, along with money from stimulus checks, to be able to pull together a down payment and buy a home.”

Year over Year data for May:

- Median sales price increased 18.6 percent to \$255,000
- Average days on market decreased 59.5 percent to 15
- Current active listings decreased 52.6 percent to 1,704

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MARKET SUMMARY



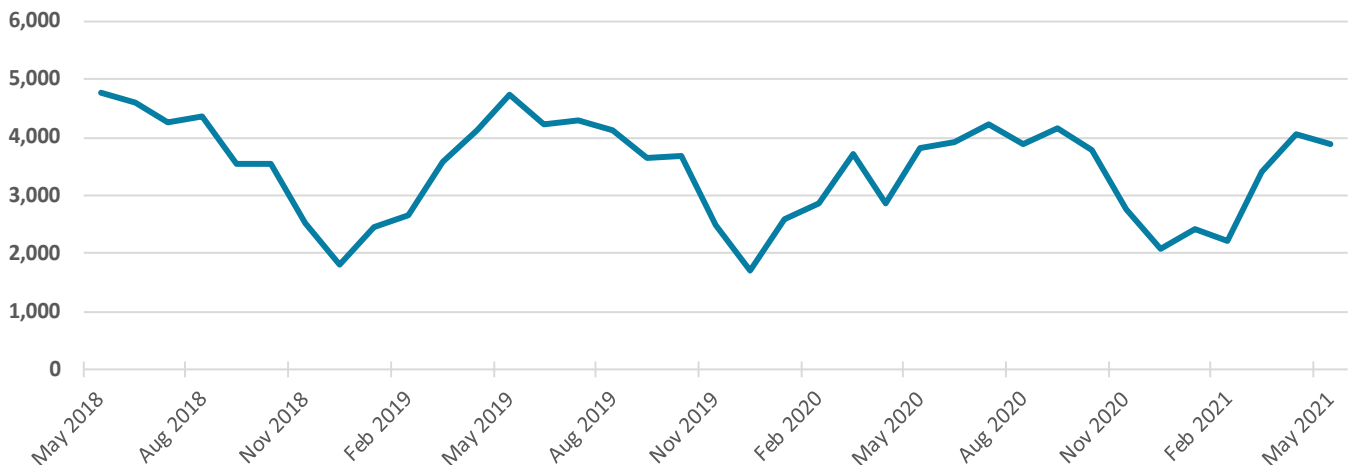
INCLUDES DATA FROM THE FOLLOWING COUNTIES FOR SINGLE FAMILY HOMES: BARTHOLOMEW, BOONE, BROWN, DECATUR, HAMILTON, HANCOCK, HENDRICKS, JACKSON, JENNINGS, JOHNSON, MADISON, MARION, MONTGOMERY, MORGAN, PUTNAM, SHELBY.

	May 2021	Apr 2021	MOM	May 2020	YOY	2021	2020	YTD
Median Sales Price	\$255,000	\$237,900	▲ 7.2%	\$215,000	▲ 18.6%	\$233,000	\$201,835	▲ 15.4%
Closed Sales	3,386	3,087	▲ 9.7%	2,770	▲ 22.2%	13,666	12,320	▲ 10.9%
New Listings	3,889	4,066	▼ -4.4%	3,823	▲ 1.7%	16,004	15,857	▲ 0.9%
Pending Sales	4,061	3,641	▲ 11.5%	3,845	▲ 5.6%	16,222	15,292	▲ 6.1%
Days on Market	15	18	▼ -16.7%	37	▼ -59.5%	23	46	▼ -50.0%
Price per Square Foot	\$146	\$140	▲ 4.3%	\$121	▲ 20.7%	\$136	\$117	▲ 16.2%
% of Ask Received	101.5%	100.6%	▲ 0.9%	97.9%	▲ 3.7%	100.0%	97.7%	▲ 2.4%
Active Inventory	1,704	1,858	▼ -8.3%	3,598	▼ -52.6%			
Absorption Rate	0.5	0.6	▼ -16.7%	1.3	▼ -61.5%			

New Listings

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

May 2021	Month over Month Change	Year over Year Change	Year to Date Change
3,889	▼ -4.4%	▲ 1.7%	▲ 0.9%

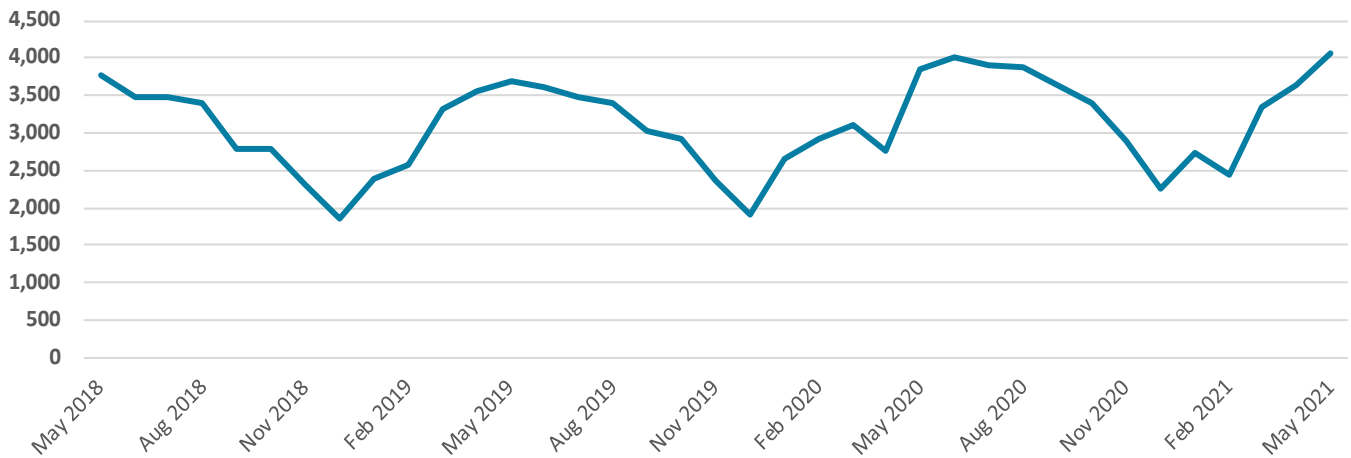


Pending Sales

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



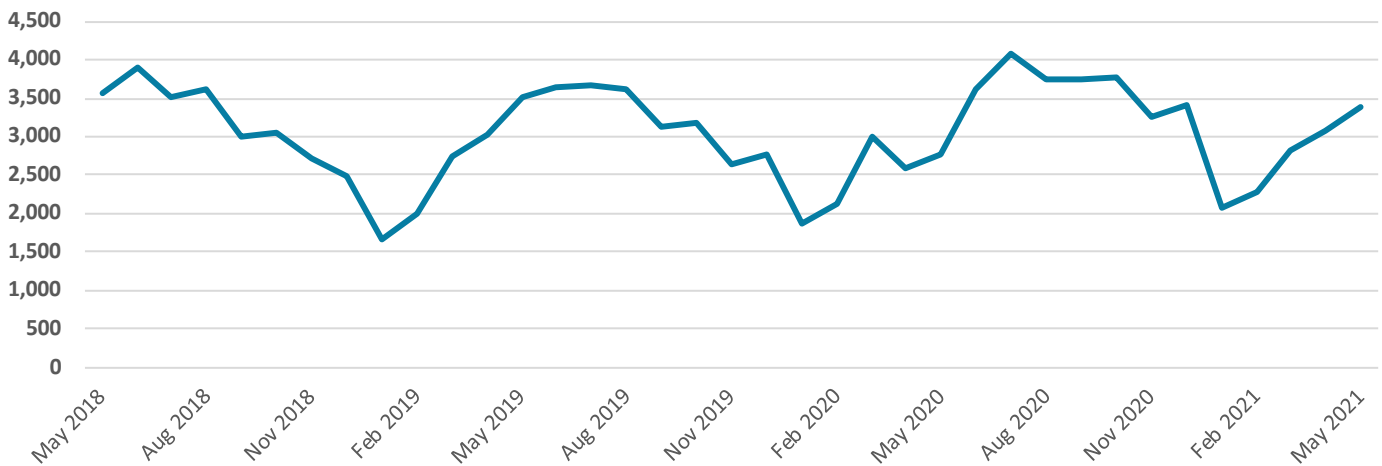
May 2021	Month over Month Change	Year over Year Change	Year to Date Change
4,061	▲ 11.5%	▲ 5.6%	▲ 6.1%



Closed Sales

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

May 2021	Month over Month Change	Year over Year Change	Year to Date Change
3,386	▲ 9.7%	▲ 22.2%	▲ 10.9%

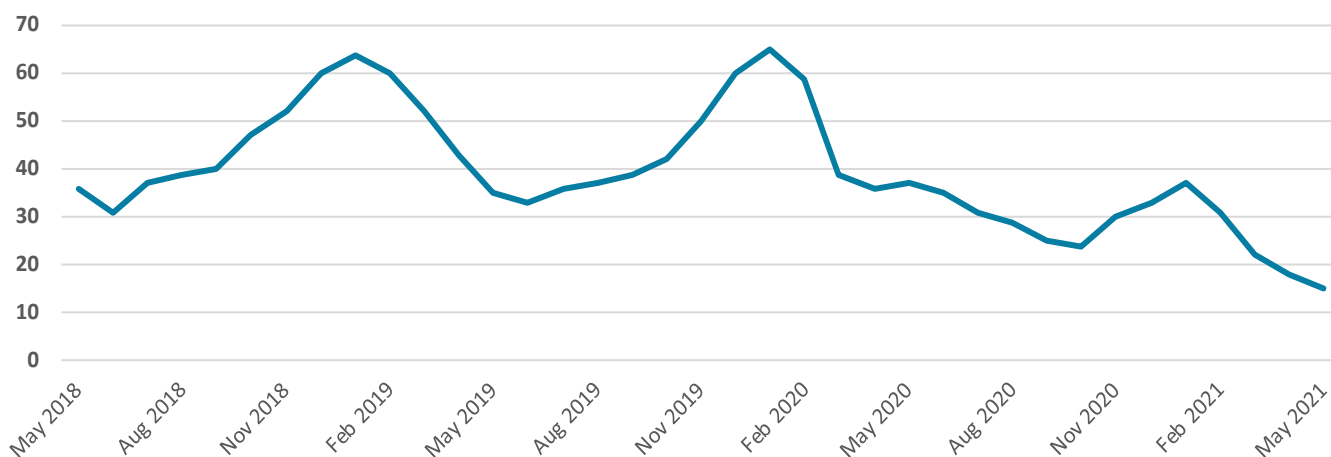


Cumulative Days on Market

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



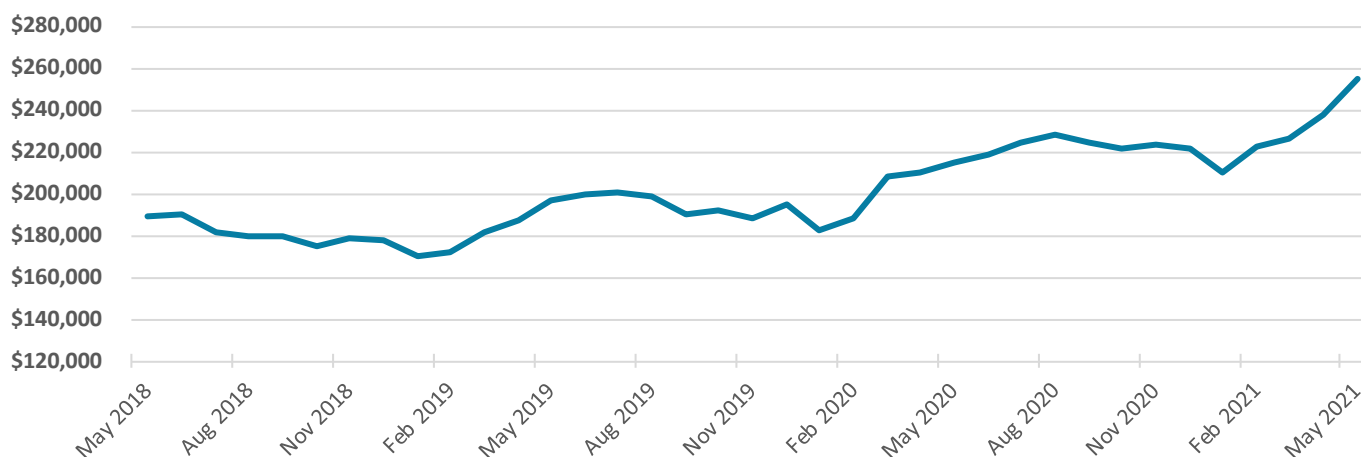
May 2021	Month over Month Change	Year over Year Change	Year to Date Change
15	▼ -16.7%	▼ -59.5%	▼ -50.0%



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.

May 2021	Month over Month Change	Year over Year Change	Year to Date Change
\$255,000	▲ 7.2%	▲ 18.6%	▲ 15.4%

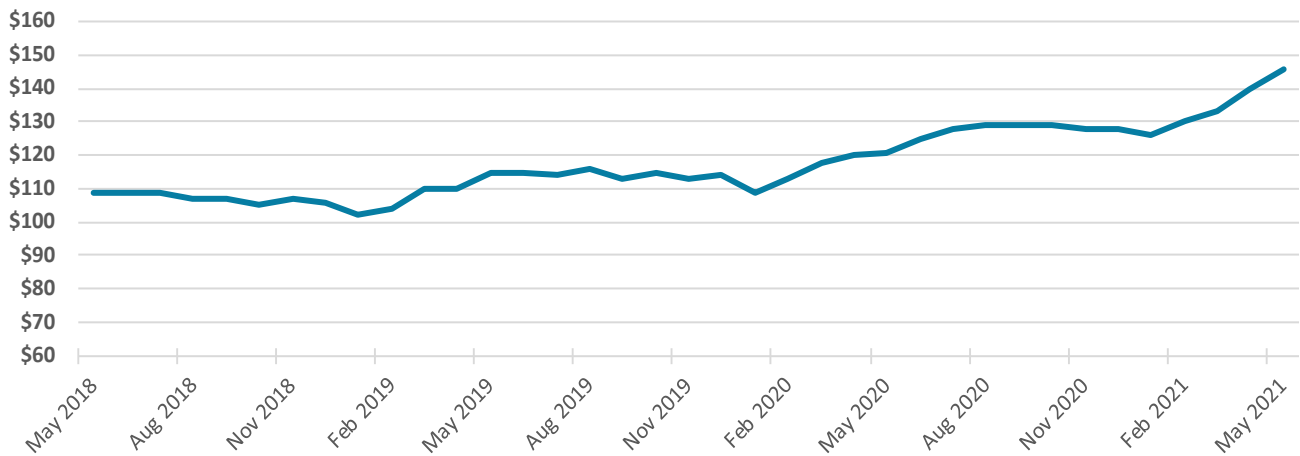


Sold Price per Square Foot

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



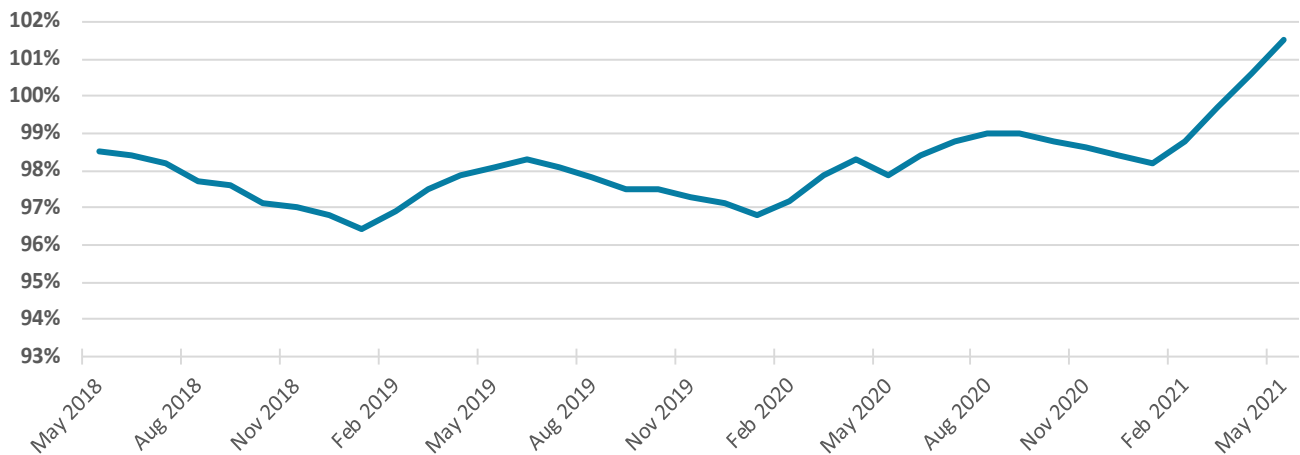
May 2021	Month over Month Change	Year over Year Change	Year to Date Change
\$146	4.3%	20.7%	16.2%



Percent of Ask Price Received

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

May 2021	Month over Month Change	Year over Year Change	Year to Date Change
101.5%	0.9%	3.7%	2.4%

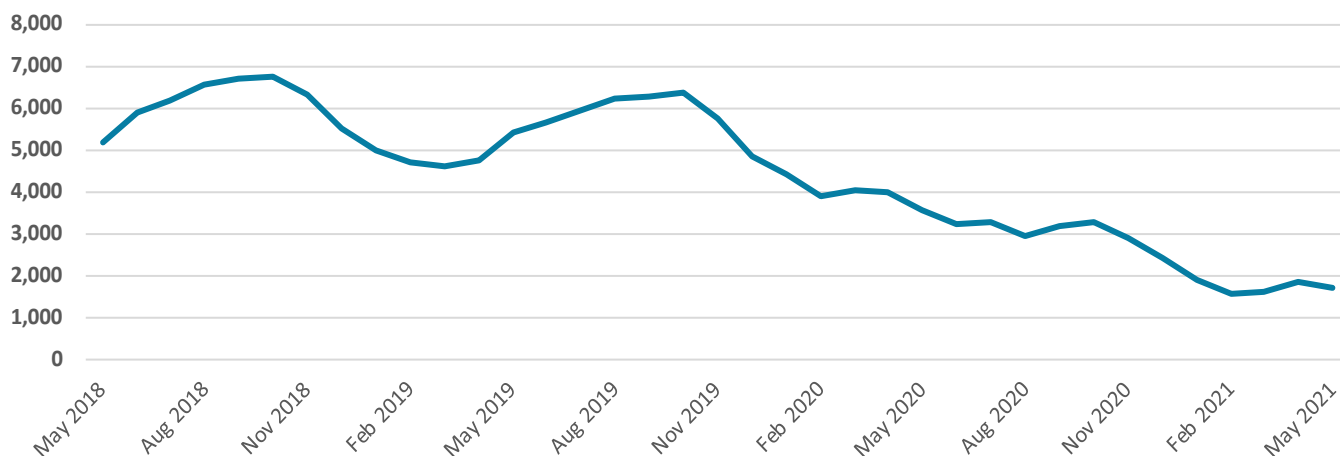


Active Inventory

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.



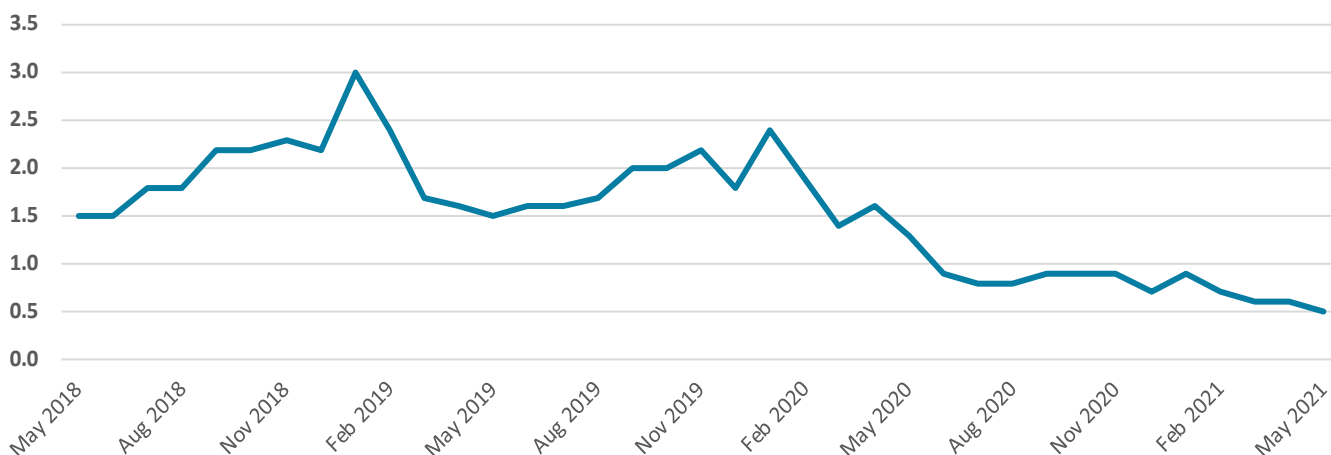
May 2021	Month over Month Change	Year over Year Change
1,704	▼ -8.3%	▼ -52.6%



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.

May 2021	Month over Month Change	Year over Year Change
0.5	▼ -16.7%	▼ -61.5%



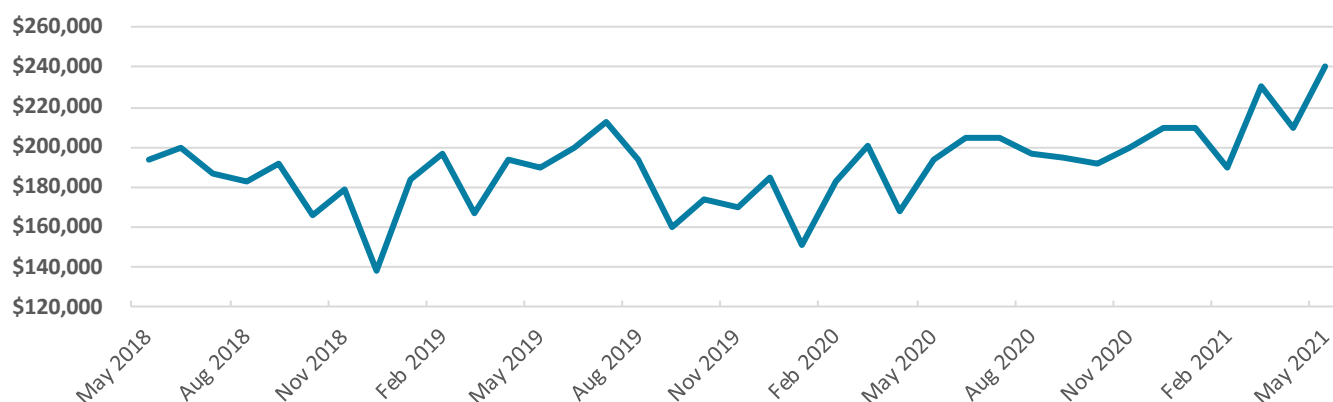
Bartholomew County

Data for single family homes in Bartholomew County.

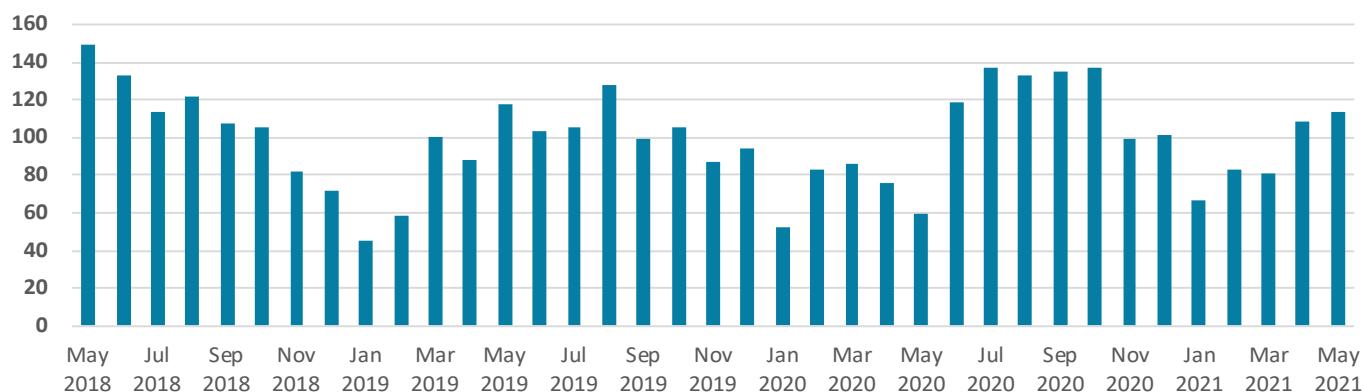


	May 2021	Apr 2021	MOM	May 2020	YOY	2021	2020	YTD
Median Sales Price	\$240,250	\$210,000	▲ 14.4%	\$193,500	▲ 24.2%	\$219,950	\$179,900	▲ 22.3%
Closed Sales	114	109	▲ 4.6%	59	▲ 93.2%	454	356	▲ 27.5%
New Listings	143	137	▲ 4.4%	128	▲ 11.7%	550	510	▲ 7.8%
Pending Sales	134	134	▬ 0.0%	125	▲ 7.2%	541	453	▲ 19.4%
Days on Market	10	13	▼ -23.1%	39	▼ -74.4%	19	44	▼ -56.8%
Price per Square Foot	\$151	\$139	▲ 8.6%	\$124	▲ 21.8%	\$138	\$121	▲ 14.0%
% of Ask Received	101.4%	100.2%	▲ 1.2%	98.3%	▲ 3.2%	99.5%	97.0%	▲ 2.6%
Active Inventory	67	59	▲ 13.6%	151	▼ -55.6%			
Absorption Rate	0.6	0.5	▲ 20.0%	2.6	▼ -76.9%			

Median Sales Price



Number of Closed Sales



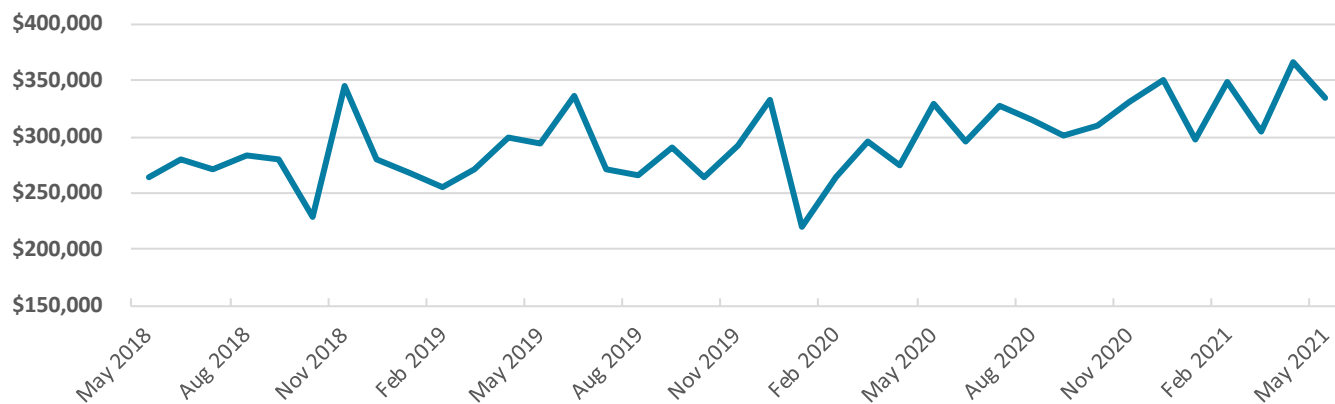
Boone County

Data for single family homes in Boone County.

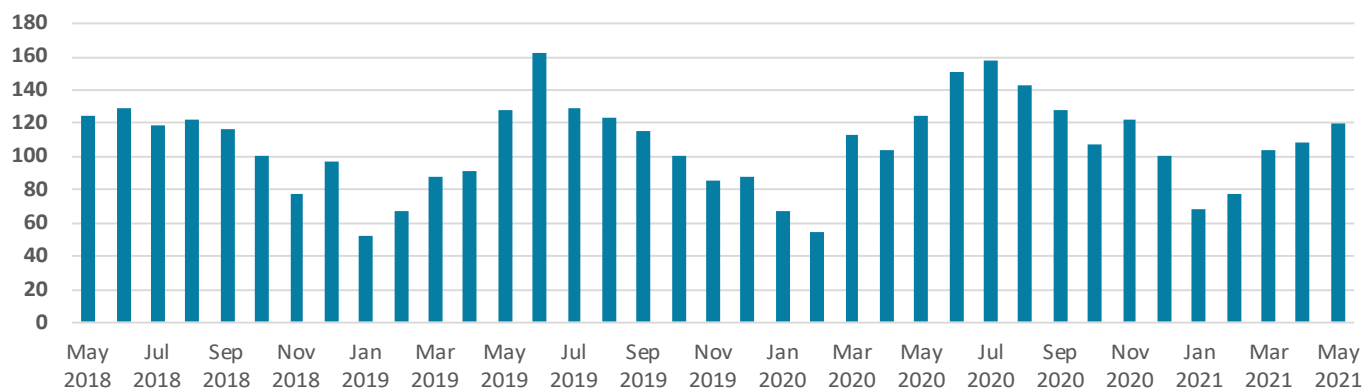


	May 2021	Apr 2021	MOM	May 2020	YOY	2021	2020	YTD
Median Sales Price	\$334,720	\$367,250	▼ -8.9%	\$330,000	▲ 1.4%	\$330,900	\$282,000	▲ 17.3%
Closed Sales	120	108	▲ 11.1%	125	▼ -4.0%	477	463	▲ 3.0%
New Listings	143	130	▲ 10.0%	154	▼ -7.1%	543	620	▼ -12.4%
Pending Sales	137	129	▲ 6.2%	155	▼ -11.6%	548	602	▼ -9.0%
Days on Market	30	10	▲ 200.0%	39	▼ -23.1%	24	53	▼ -54.7%
Price per Square Foot	\$158	\$176	▼ -10.2%	\$149	▲ 6.0%	\$159	\$137	▲ 16.1%
% of Ask Received	101.2%	100.1%	▲ 1.1%	98.2%	▲ 3.1%	99.6%	97.6%	▲ 2.0%
Active Inventory	61	59	▲ 3.4%	164	▼ -62.8%			
Absorption Rate	0.5	0.5	■ 0.0%	1.3	▼ -61.5%			

Median Sales Price



Number of Closed Sales



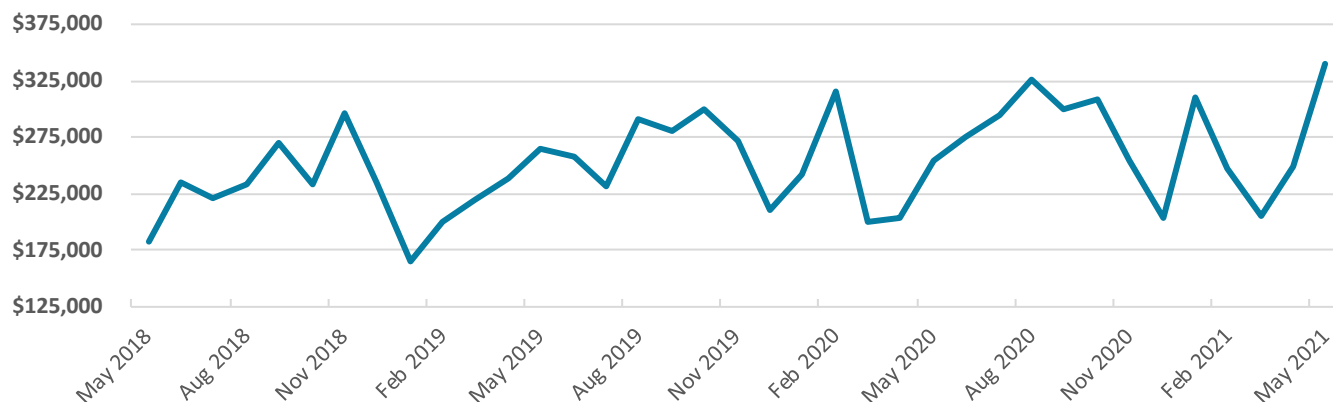
Brown County

Data for single family homes in Brown County.

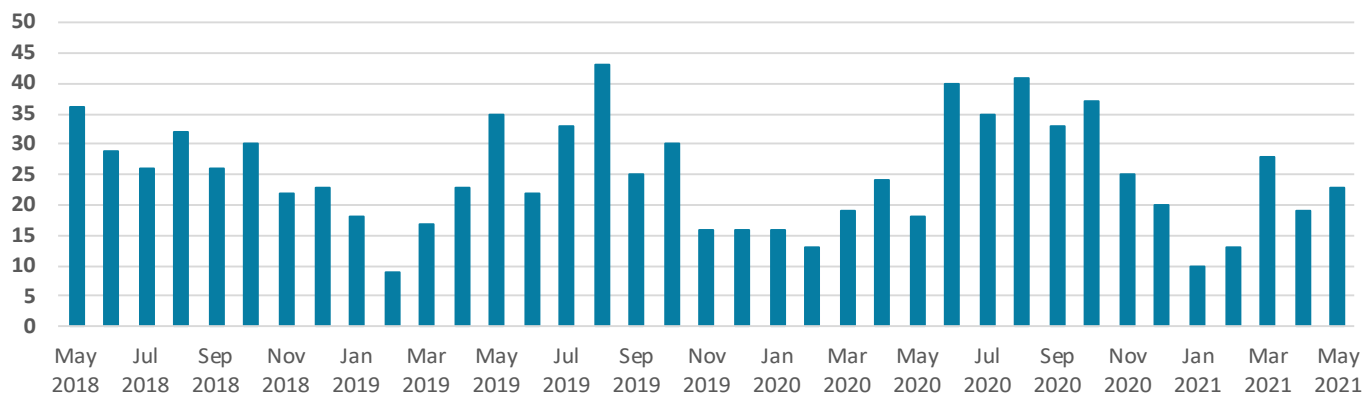


	May 2021	Apr 2021	MOM	May 2020	YOY	2021	2020	YTD
Median Sales Price	\$340,000	\$250,000	▲ 36.0%	\$254,450	▲ 33.6%	\$249,000	\$235,000	▲ 6.0%
Closed Sales	23	19	▲ 21.1%	18	▲ 27.8%	93	90	▲ 3.3%
New Listings	45	43	▲ 4.7%	27	▲ 66.7%	156	141	▲ 10.6%
Pending Sales	42	33	▲ 27.3%	36	▲ 16.7%	140	125	▲ 12.0%
Days on Market	10	37	▼ -73.0%	91	▼ -89.0%	43	93	▼ -53.8%
Price per Square Foot	\$185	\$281	▼ -34.2%	\$206	▼ -10.2%	\$210	\$180	▲ 16.7%
% of Ask Received	97.7%	99.4%	▼ -1.7%	94.3%	▲ 3.6%	98.1%	95.0%	▲ 3.3%
Active Inventory	35	32	▲ 9.4%	58	▼ -39.7%			
Absorption Rate	1.5	1.7	▼ -11.8%	3.2	▼ -53.1%			

Median Sales Price



Number of Closed Sales



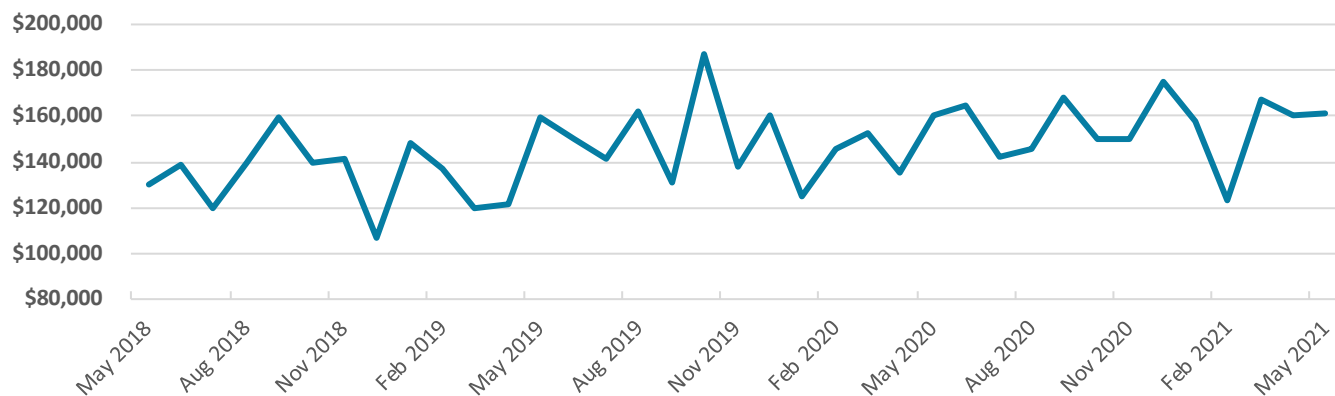
Decatur County

Data for single family homes in Decatur County.

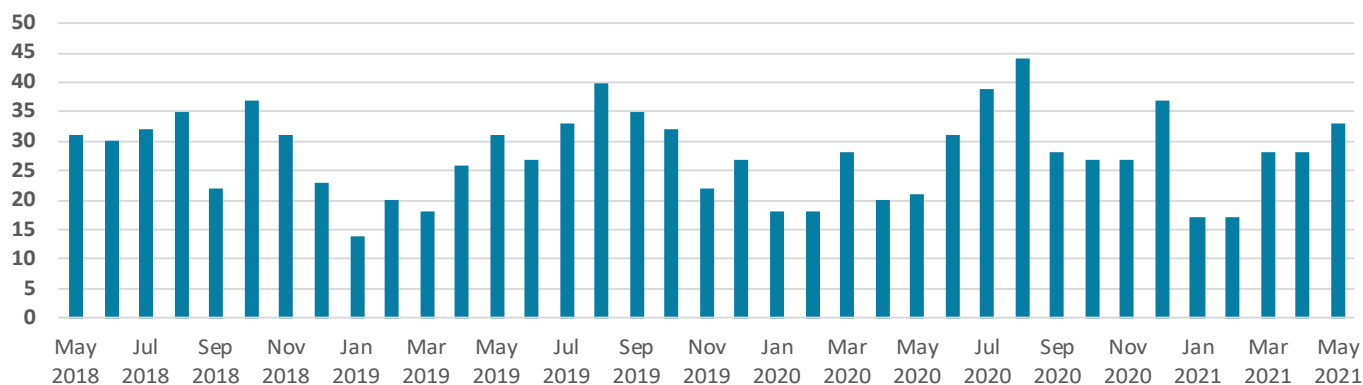


	May 2021	Apr 2021	MOM	May 2020	YOY	2021	2020	YTD
Median Sales Price	\$161,000	\$160,150	▲ 0.5%	\$160,000	▲ 0.6%	\$161,000	\$152,000	▲ 5.9%
Closed Sales	33	28	▲ 17.9%	21	▲ 57.1%	123	105	▲ 17.1%
New Listings	44	32	▲ 37.5%	31	▲ 41.9%	150	131	▲ 14.5%
Pending Sales	38	29	▲ 31.0%	31	▲ 22.6%	147	141	▲ 4.3%
Days on Market	17	18	▼ -5.6%	48	▼ -64.6%	28	55	▼ -49.1%
Price per Square Foot	\$119	\$110	▲ 8.2%	\$107	▲ 11.2%	\$114	\$102	▲ 11.8%
% of Ask Received	97.5%	99.1%	▼ -1.6%	98.0%	▼ -0.5%	97.7%	96.7%	▲ 1.0%
Active Inventory	27	20	▲ 35.0%	37	▼ -27.0%			
Absorption Rate	0.8	0.7	▲ 14.3%	1.8	▼ -55.6%			

Median Sales Price



Number of Closed Sales



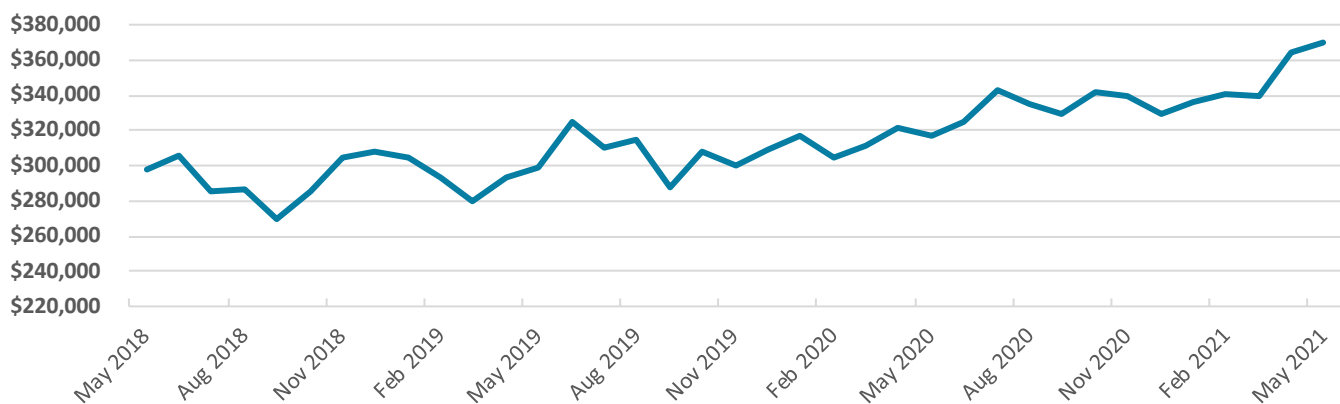
Hamilton County

Data for single family homes in Hamilton County.

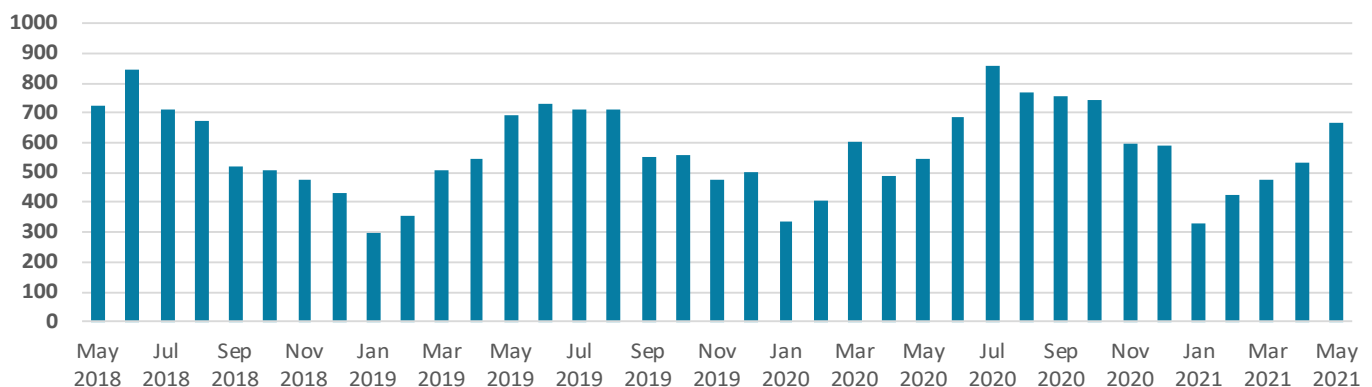


	May 2021	Apr 2021	MOM	May 2020	YOY	2021	2020	YTD
Median Sales Price	\$370,000	\$364,900	▲ 1.4%	\$317,000	▲ 16.7%	\$352,183	\$315,000	▲ 11.8%
Closed Sales	667	533	▲ 25.1%	545	▲ 22.4%	2,427	2,374	▲ 2.2%
New Listings	655	664	▼ -1.4%	768	▼ -14.7%	2,738	3,041	▼ -10.0%
Pending Sales	692	626	▲ 10.5%	760	▼ -8.9%	2,850	2,925	▼ -2.6%
Days on Market	13	11	▲ 18.2%	41	▼ -68.3%	20	54	▼ -63.0%
Price per Square Foot	\$172	\$168	▲ 2.4%	\$142	▲ 21.1%	\$163	\$140	▲ 16.4%
% of Ask Received	102.6%	101.4%	▲ 1.2%	98.6%	▲ 4.1%	100.9%	98.4%	▲ 2.5%
Active Inventory	220	251	▼ -12.4%	807	▼ -72.7%			
Absorption Rate	0.3	0.5	▼ -40.0%	1.5	▼ -80.0%			

Median Sales Price



Number of Closed Sales



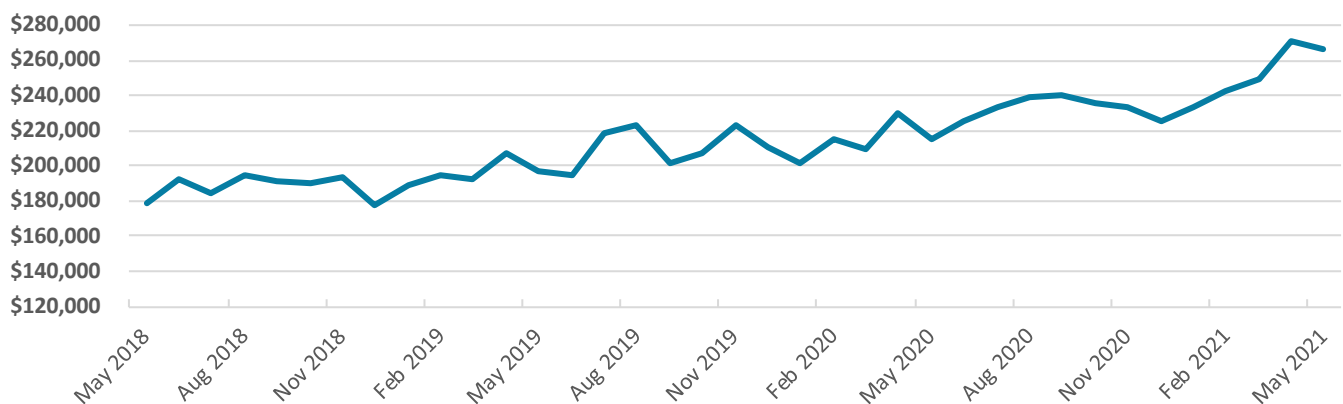
Hancock County

Data for single family homes in Hancock County.

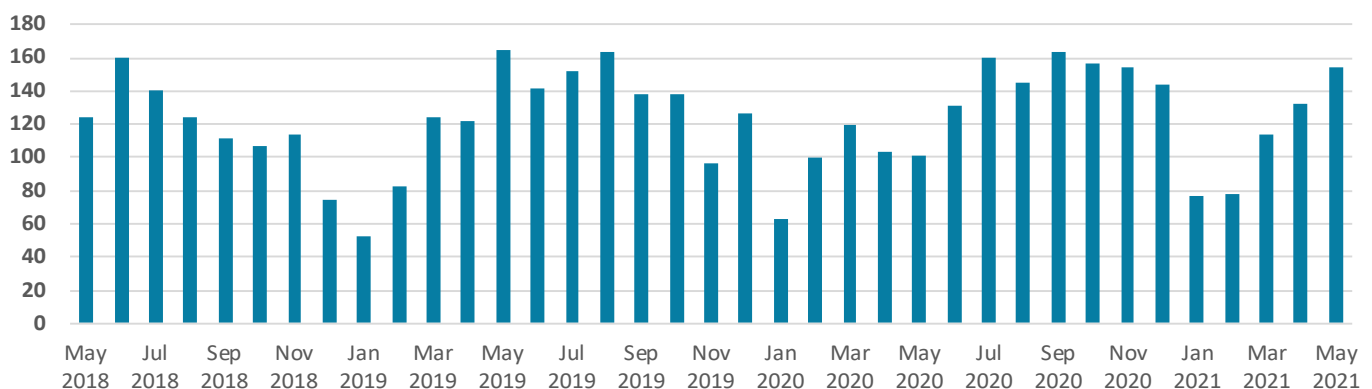


	May 2021	Apr 2021	MOM	May 2020	YOY	2021	2020	YTD
Median Sales Price	\$266,628	\$270,789	▼ -1.5%	\$215,000	▲ 24.0%	\$253,000	\$214,995	▲ 17.7%
Closed Sales	154	132	▲ 16.7%	101	▲ 52.5%	555	486	▲ 14.2%
New Listings	168	164	▲ 2.4%	141	▲ 19.1%	670	586	▲ 14.3%
Pending Sales	179	149	▲ 20.1%	151	▲ 18.5%	691	609	▲ 13.5%
Days on Market	11	12	▼ -8.3%	26	▼ -57.7%	21	45	▼ -53.3%
Price per Square Foot	\$131	\$132	▼ -0.8%	\$114	▲ 14.9%	\$128	\$111	▲ 15.3%
% of Ask Received	100.6%	100.6%	■ 0.0%	98.6%	▲ 2.0%	99.7%	98.4%	▲ 1.3%
Active Inventory	53	67	▼ -20.9%	121	▼ -56.2%			
Absorption Rate	0.3	0.5	▼ -40.0%	1.2	▼ -75.0%			

Median Sales Price



Number of Closed Sales



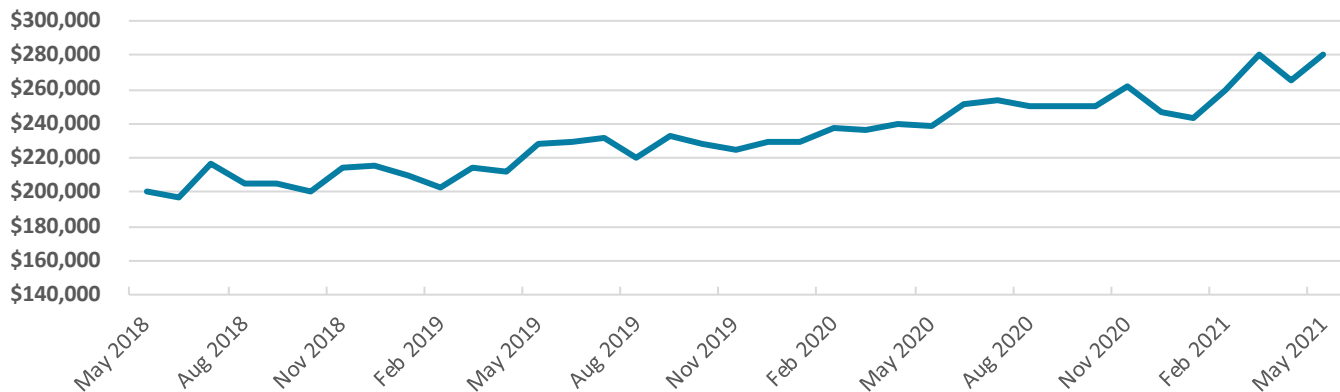
Hendricks County

Data for single family homes in Hendricks County.

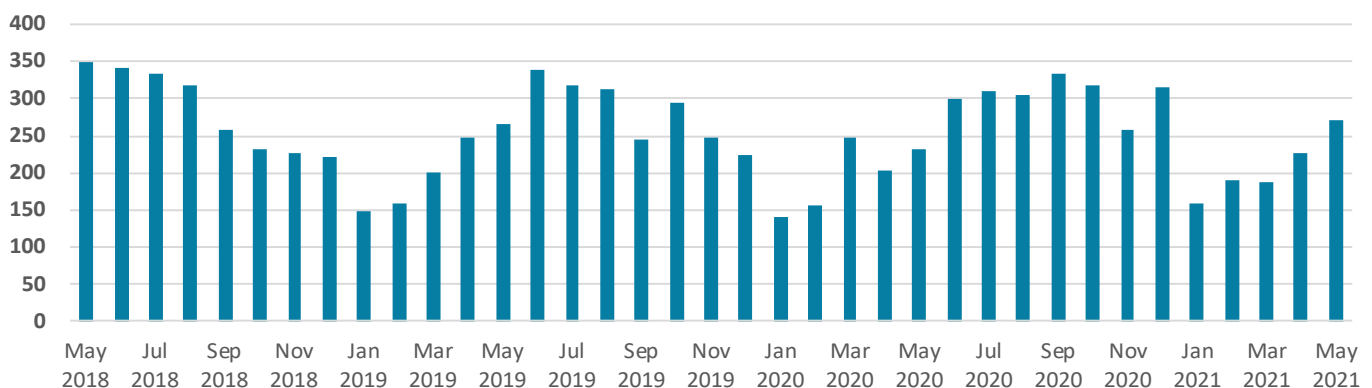


	May 2021	Apr 2021	MOM	May 2020	YOY	2021	2020	YTD
Median Sales Price	\$280,000	\$265,241	▲ 5.6%	\$239,000	▲ 17.2%	\$267,852	\$236,000	▲ 13.5%
Closed Sales	271	226	▲ 19.9%	232	▲ 16.8%	1,035	981	▲ 5.5%
New Listings	272	308	▼ -11.7%	338	▼ -19.5%	1,132	1,270	▼ -10.9%
Pending Sales	288	275	▲ 4.7%	325	▼ -11.4%	1,169	1,235	▼ -5.3%
Days on Market	10	7	▲ 42.9%	30	▼ -66.7%	16	42	▼ -61.9%
Price per Square Foot	\$139	\$141	▼ -1.4%	\$116	▲ 19.8%	\$135	\$116	▲ 16.4%
% of Ask Received	102.4%	102.1%	▲ 0.3%	98.7%	▲ 3.7%	101.2%	98.7%	▲ 2.5%
Active Inventory	77	81	▼ -4.9%	247	▼ -68.8%			
Absorption Rate	0.3	0.4	▼ -25.0%	1.1	▼ -72.7%			

Median Sales Price



Number of Closed Sales



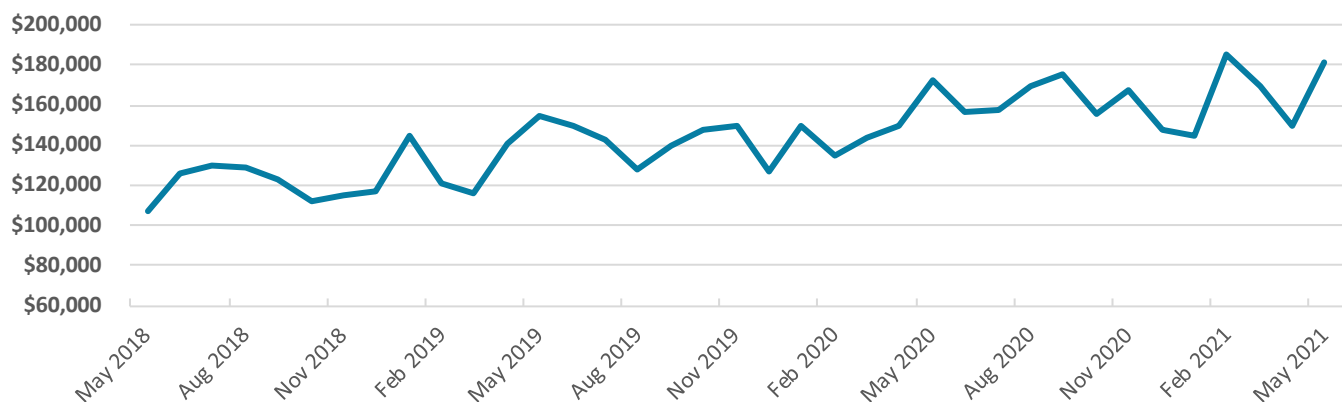
Jackson County

Data for single family homes in Jackson County.

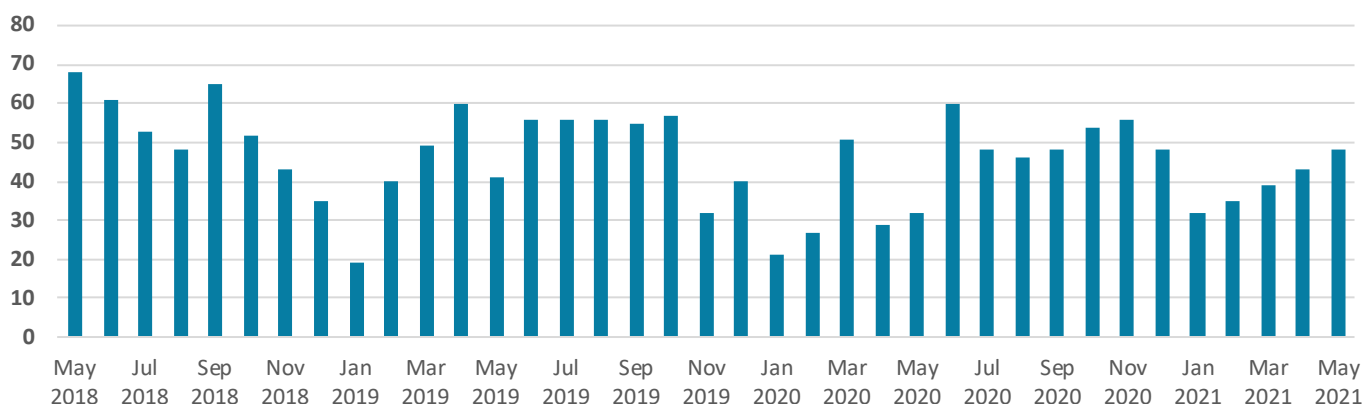


	May 2021	Apr 2021	MOM	May 2020	YOY	2021	2020	YTD
Median Sales Price	\$181,250	\$149,400	▲ 21.3%	\$172,450	▲ 5.1%	\$165,000	\$147,000	▲ 12.2%
Closed Sales	48	43	▲ 11.6%	32	▲ 50.0%	197	160	▲ 23.1%
New Listings	48	48	▬ 0.0%	50	▼ -4.0%	213	221	▼ -3.6%
Pending Sales	49	48	▲ 2.1%	54	▼ -9.3%	228	211	▲ 8.1%
Days on Market	13	21	▼ -38.1%	37	▼ -64.9%	27	60	▼ -55.0%
Price per Square Foot	\$125	\$98	▲ 27.6%	\$104	▲ 20.2%	\$112	\$100	▲ 12.0%
% of Ask Received	100.0%	98.9%	▲ 1.1%	98.3%	▲ 1.7%	98.3%	97.4%	▲ 0.9%
Active Inventory	23	24	▼ -4.2%	47	▼ -51.1%			
Absorption Rate	0.5	0.6	▼ -16.7%	1.5	▼ -66.7%			

Median Sales Price



Number of Closed Sales



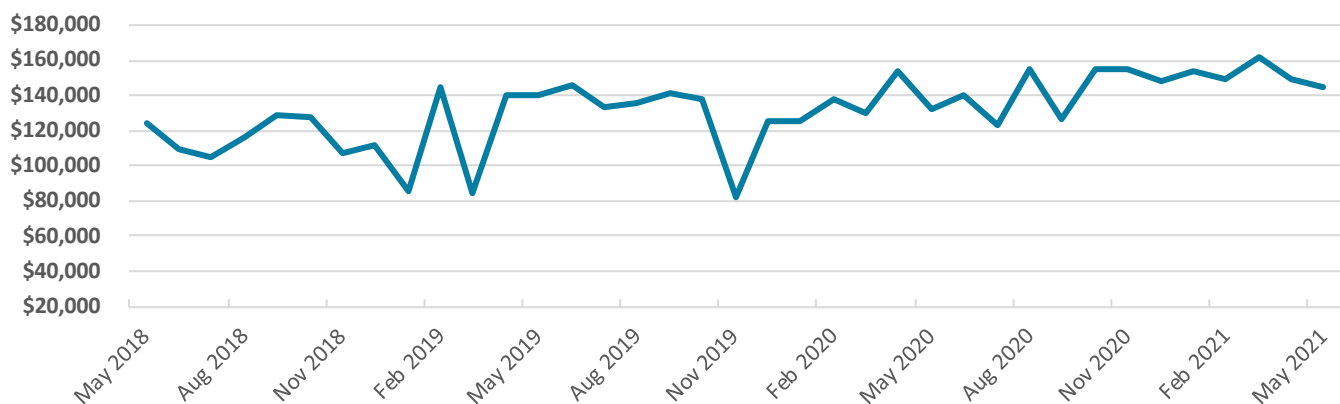
Jennings County

Data for single family homes in Jennings County.

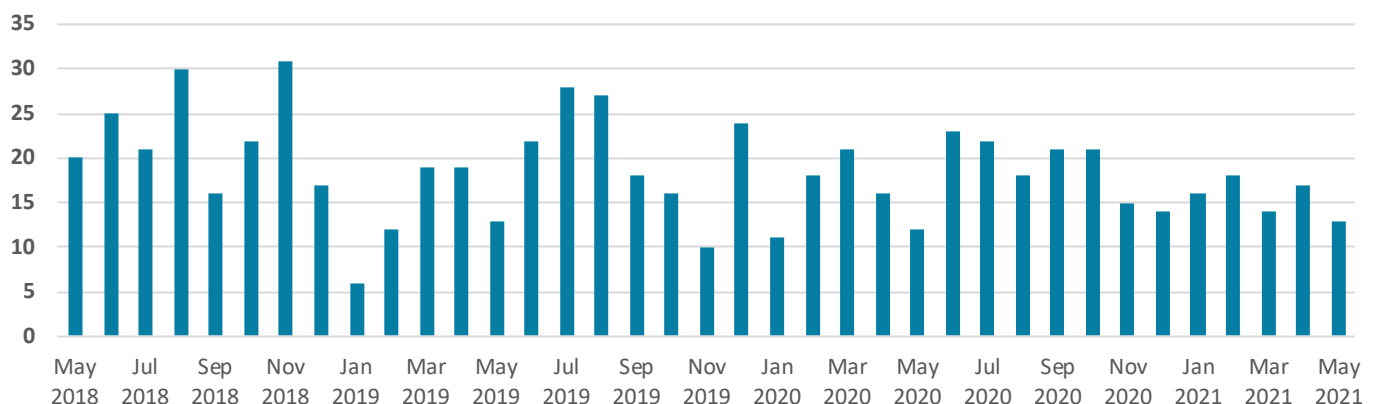


	May 2021	Apr 2021	MOM	May 2020	YOY	2021	2020	YTD
Median Sales Price	\$145,000	\$150,000	▼ -3.3%	\$132,500	▲ 9.4%	\$150,000	\$136,025	▲ 10.3%
Closed Sales	13	17	▼ -23.5%	12	▲ 8.3%	78	78	■ 0.0%
New Listings	17	21	▼ -19.0%	19	▼ -10.5%	86	110	▼ -21.8%
Pending Sales	23	25	▼ -8.0%	19	▲ 21.1%	98	100	▼ -2.0%
Days on Market	21	41	▼ -48.8%	22	▼ -4.5%	35	38	▼ -7.9%
Price per Square Foot	\$96	\$116	▼ -17.2%	\$104	▼ -7.7%	\$111	\$92	▲ 20.7%
% of Ask Received	96.9%	99.4%	▼ -2.5%	96.0%	▲ 0.9%	97.3%	95.6%	▲ 1.8%
Active Inventory	14	17	▼ -17.6%	23	▼ -39.1%			
Absorption Rate	1.1	1.0	▲ 10.0%	1.9	▼ -42.1%			

Median Sales Price



Number of Closed Sales



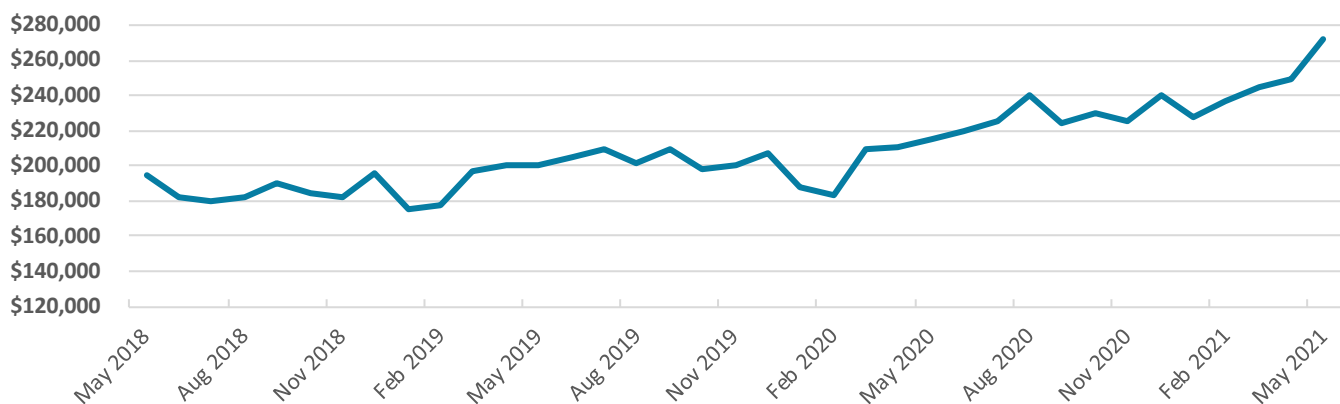
Johnson County

Data for single family homes in Johnson County.

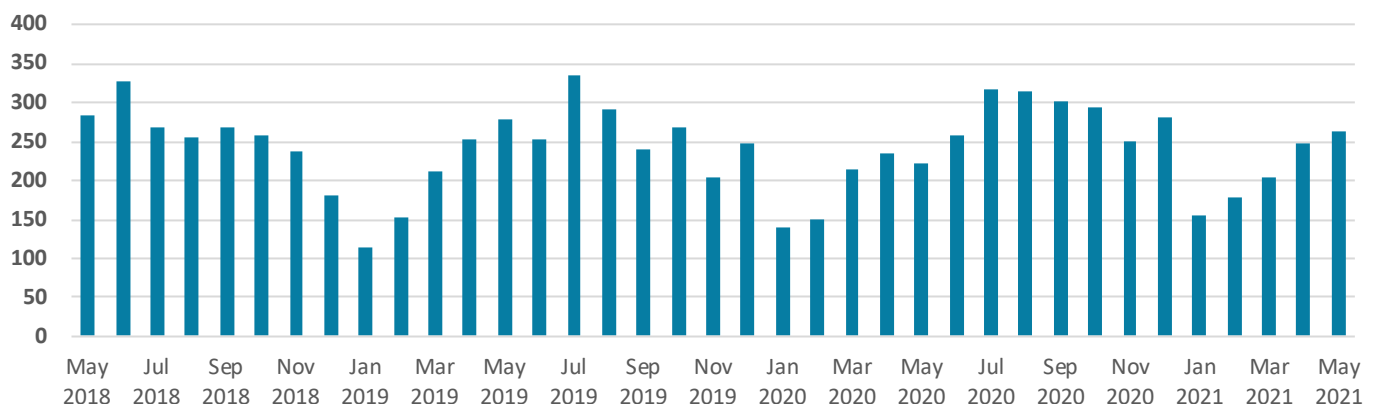


	May 2021	Apr 2021	MOM	May 2020	YOY	2021	2020	YTD
Median Sales Price	\$272,190	\$250,000	▲ 8.9%	\$215,000	▲ 26.6%	\$249,990	\$204,750	▲ 22.1%
Closed Sales	263	247	▲ 6.5%	223	▲ 17.9%	1,047	962	▲ 8.8%
New Listings	299	319	▼ -6.3%	297	▲ 0.7%	1,205	1,214	▼ -0.7%
Pending Sales	313	289	▲ 8.3%	280	▲ 11.8%	1,234	1,170	▲ 5.5%
Days on Market	7	10	▼ -30.0%	32	▼ -78.1%	15	39	▼ -61.5%
Price per Square Foot	\$147	\$145	▲ 1.4%	\$123	▲ 19.5%	\$140	\$118	▲ 18.6%
% of Ask Received	102.3%	100.9%	▲ 1.4%	99.0%	▲ 3.3%	100.6%	98.6%	▲ 2.0%
Active Inventory	93	100	▼ -7.0%	237	▼ -60.8%			
Absorption Rate	0.4	0.4	■ 0.0%	1.1	▼ -63.6%			

Median Sales Price



Number of Closed Sales



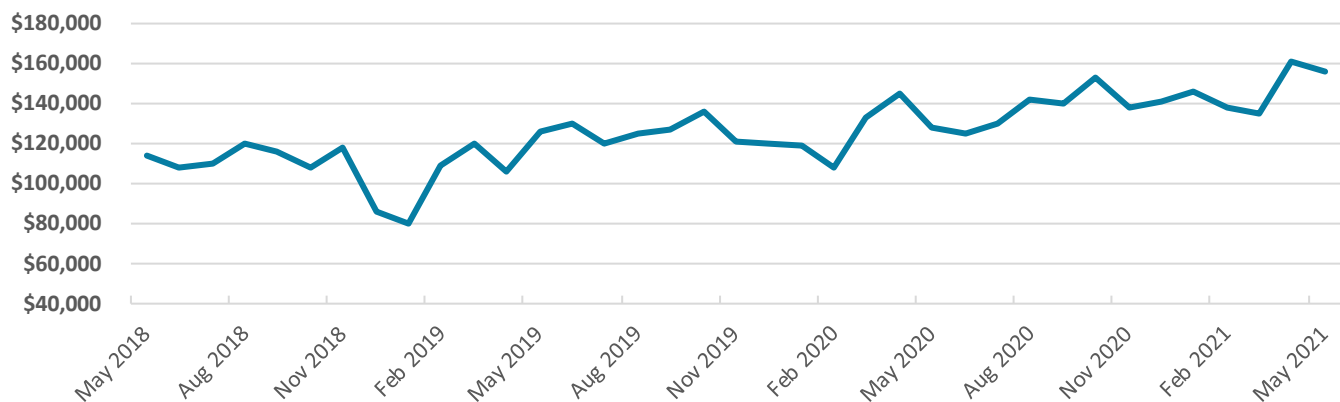
Madison County

Data for single family homes in Madison County.

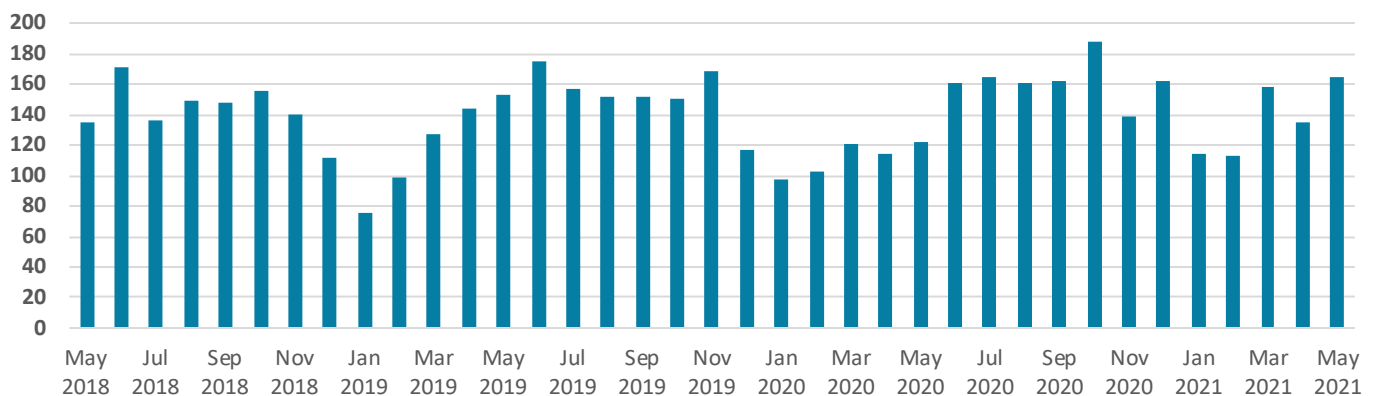


	May 2021	Apr 2021	MOM	May 2020	YOY	2021	2020	YTD
Median Sales Price	\$156,100	\$161,000	▼ -3.0%	\$128,750	▲ 21.2%	\$146,750	\$133,400	▲ 10.0%
Closed Sales	165	135	▲ 22.2%	122	▲ 35.2%	686	559	▲ 22.7%
New Listings	215	179	▲ 20.1%	172	▲ 25.0%	779	694	▲ 12.2%
Pending Sales	221	163	▲ 35.6%	182	▲ 21.4%	819	693	▲ 18.2%
Days on Market	12	22	▼ -45.5%	40	▼ -70.0%	27	48	▼ -43.8%
Price per Square Foot	\$102	\$99	▲ 3.0%	\$77	▲ 32.5%	\$95	\$78	▲ 21.8%
% of Ask Received	99.8%	97.9%	▲ 1.9%	94.5%	▲ 5.6%	97.9%	96.1%	▲ 1.9%
Active Inventory	100	105	▼ -4.8%	159	▼ -37.1%			
Absorption Rate	0.6	0.8	▼ -25.0%	1.3	▼ -53.8%			

Median Sales Price



Number of Closed Sales



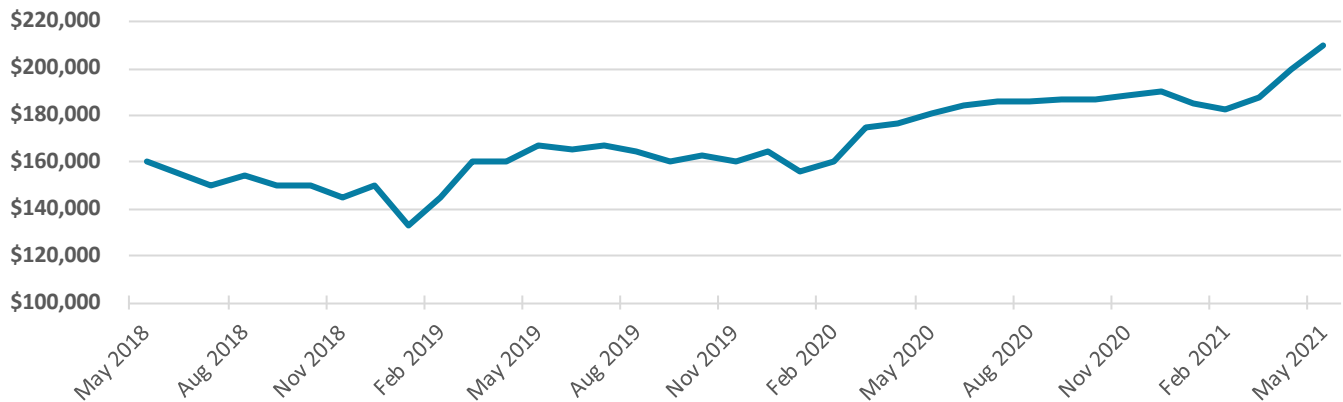
Marion County

Data for single family homes in Marion County.

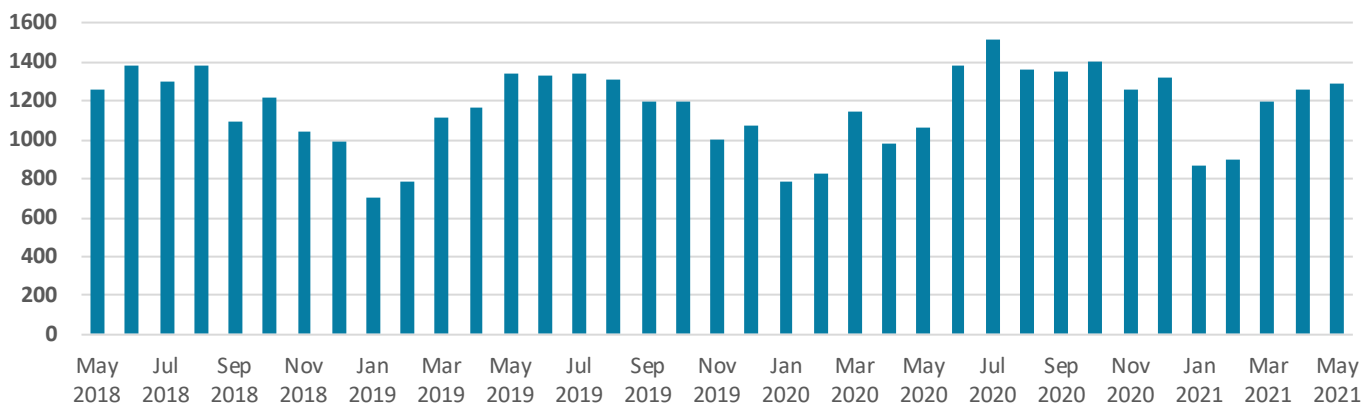


	May 2021	Apr 2021	MOM	May 2020	YOY	2021	2020	YTD
Median Sales Price	\$210,000	\$200,000	▲ 5.0%	\$181,000	▲ 16.0%	\$195,000	\$170,000	▲ 14.7%
Closed Sales	1,288	1,254	▲ 2.7%	1058	▲ 21.7%	5,511	4,796	▲ 14.9%
New Listings	1,533	1,744	▼ -12.1%	1407	▲ 9.0%	6,605	6,160	▲ 7.2%
Pending Sales	1,651	1,500	▲ 10.1%	1426	▲ 15.8%	6,597	5,876	▲ 12.3%
Days on Market	18	25	▼ -28.0%	37	▼ -51.4%	26	42	▼ -38.1%
Price per Square Foot	\$143	\$134	▲ 6.7%	\$116	▲ 23.3%	\$131	\$111	▲ 18.0%
% of Ask Received	101.5%	100.4%	▲ 1.1%	97.8%	▲ 3.8%	99.9%	97.4%	▲ 2.6%
Active Inventory	780	906	▼ -13.9%	1293	▼ -39.7%			
Absorption Rate	0.6	0.7	▼ -14.3%	1.2	▼ -50.0%			

Median Sales Price



Number of Closed Sales



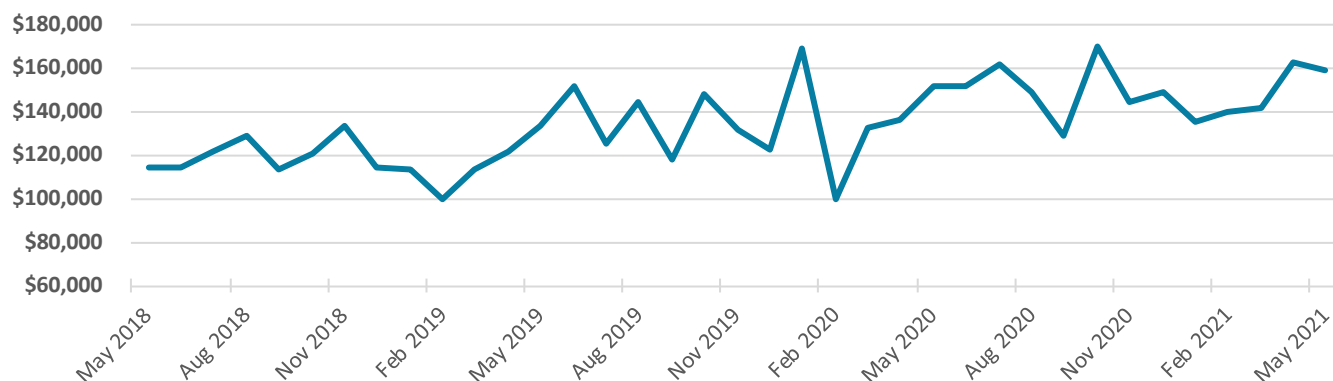
Montgomery County

Data for single family homes in Montgomery County.

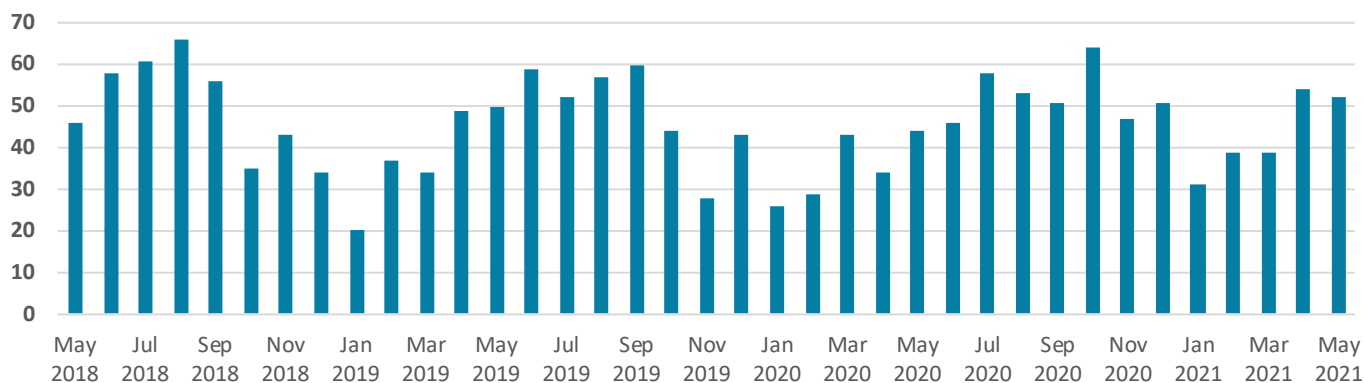


	May 2021	Apr 2021	MOM	May 2020	YOY	2021	2020	YTD
Median Sales Price	\$158,950	\$162,500	▼ -2.2%	\$151,500	▲ 4.9%	\$149,000	\$138,000	▲ 8.0%
Closed Sales	52	54	▼ -3.7%	44	▲ 18.2%	215	176	▲ 22.2%
New Listings	58	64	▼ -9.4%	53	▲ 9.4%	252	219	▲ 15.1%
Pending Sales	70	45	▲ 55.6%	55	▲ 27.3%	256	220	▲ 16.4%
Days on Market	15	6	▲ 150.0%	48	▼ -68.8%	24	59	▼ -59.3%
Price per Square Foot	\$117	\$108	▲ 8.3%	\$96	▲ 21.9%	\$110	\$90	▲ 22.2%
% of Ask Received	100.8%	99.0%	▲ 1.8%	97.7%	▲ 3.2%	99.3%	96.7%	▲ 2.7%
Active Inventory	29	32	▼ -9.4%	57	▼ -49.1%			
Absorption Rate	0.6	0.6	■ 0.0%	1.3	▼ -53.8%			

Median Sales Price



Number of Closed Sales



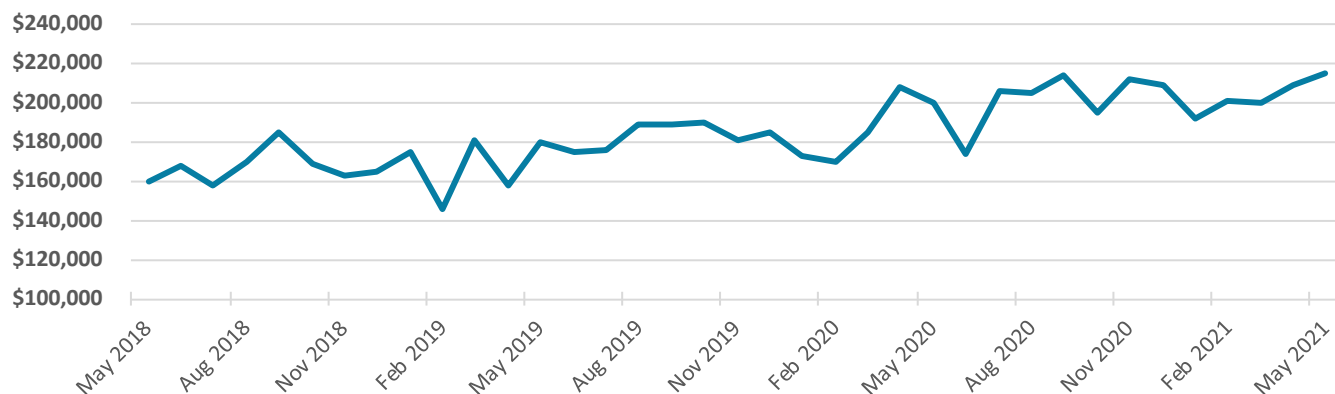
Morgan County

Data for single family homes in Morgan County.

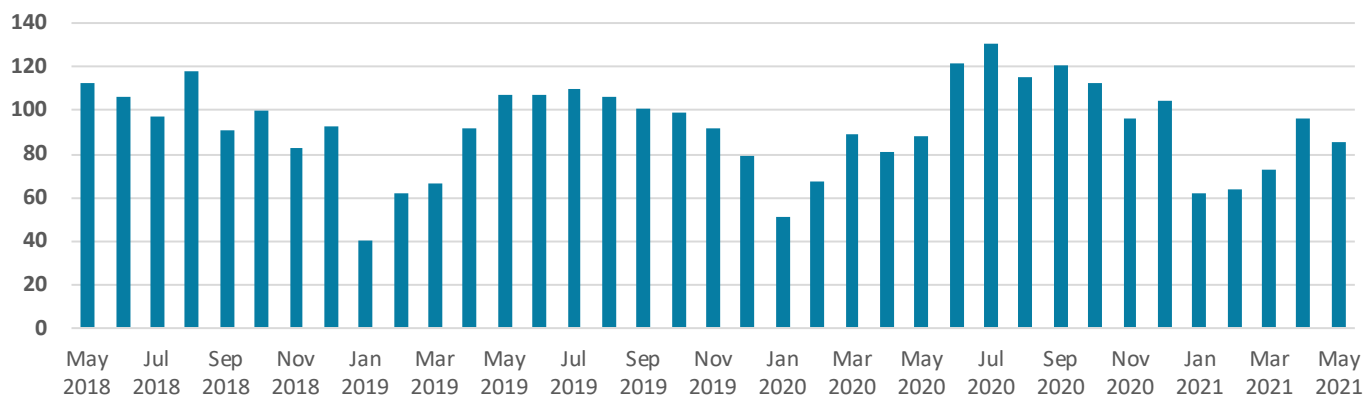


	May 2021	Apr 2021	MOM	May 2020	YOY	2021	2020	YTD
Median Sales Price	\$215,000	\$209,450	▲ 2.6%	\$199,950	▲ 7.5%	\$205,500	\$185,000	▲ 11.1%
Closed Sales	85	96	▼ -11.5%	88	▼ -3.4%	380	376	▲ 1.1%
New Listings	136	113	▲ 20.4%	122	▲ 11.5%	494	468	▲ 5.6%
Pending Sales	116	104	▲ 11.5%	131	▼ -11.5%	463	476	▼ -2.7%
Days on Market	16	22	▼ -27.3%	42	▼ -61.9%	24	49	▼ -51.0%
Price per Square Foot	\$143	\$132	▲ 8.3%	\$121	▲ 18.2%	\$132	\$117	▲ 12.8%
% of Ask Received	101.0%	100.3%	▲ 0.7%	97.2%	▲ 3.9%	99.7%	97.8%	▲ 1.9%
Active Inventory	71	54	▲ 31.5%	93	▼ -23.7%			
Absorption Rate	0.8	0.6	▲ 33.3%	1.1	▼ -27.3%			

Median Sales Price



Number of Closed Sales



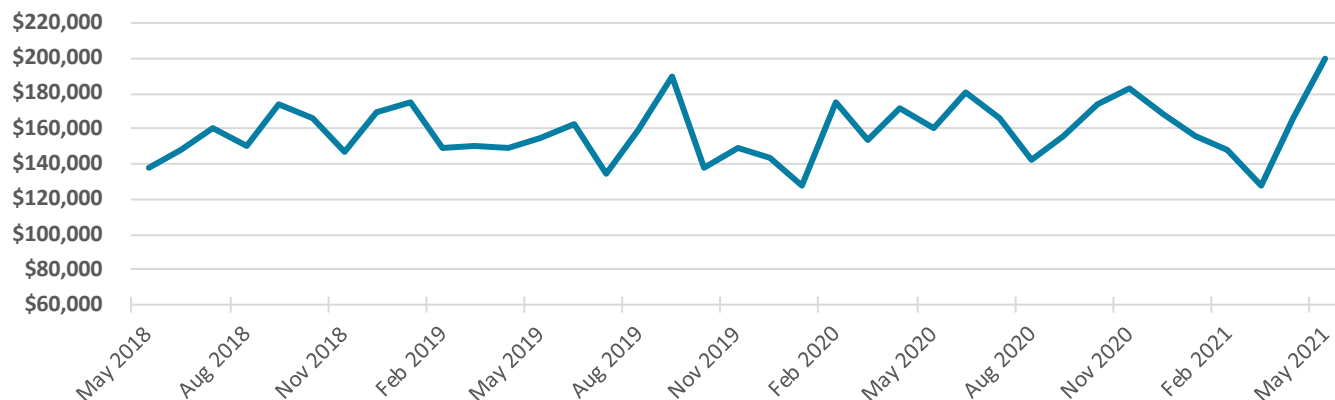
Putnam County

Data for single family homes in Putnam County.

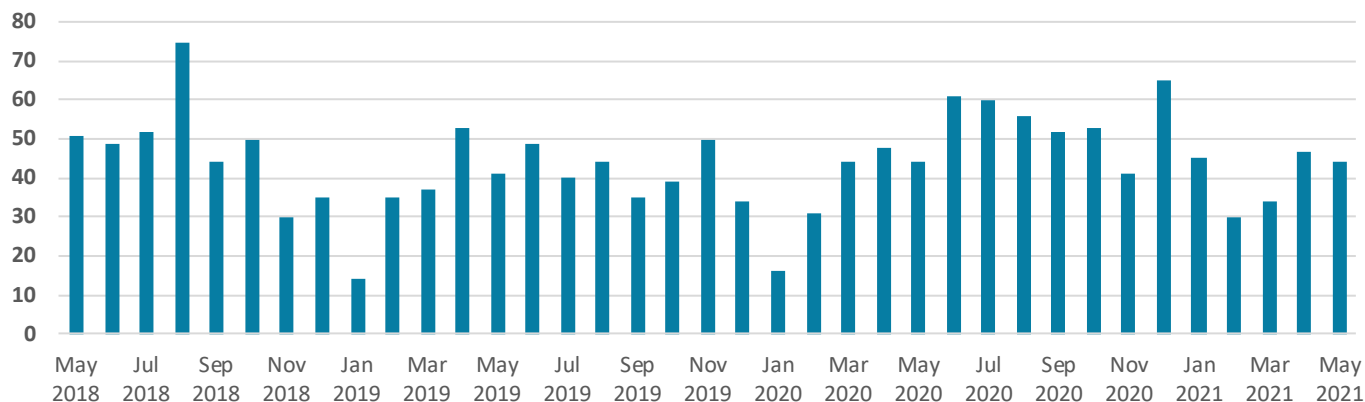


	May 2021	Apr 2021	MOM	May 2020	YOY	2021	2020	YTD
Median Sales Price	\$200,000	\$166,060	▲ 20.4%	\$159,950	▲ 25.0%	\$165,000	\$163,000	▲ 1.2%
Closed Sales	44	47	▼ -6.4%	44	■ 0.0%	200	183	▲ 9.3%
New Listings	58	47	▲ 23.4%	69	▼ -15.9%	212	238	▼ -10.9%
Pending Sales	57	41	▲ 39.0%	64	▼ -10.9%	218	234	▼ -6.8%
Days on Market	10	23	▼ -56.5%	32	▼ -68.8%	24	70	▼ -65.7%
Price per Square Foot	\$135	\$116	▲ 16.4%	\$109	▲ 23.9%	\$116	\$106	▲ 9.4%
% of Ask Received	98.4%	99.7%	▼ -1.3%	96.0%	▲ 2.5%	98.3%	97.5%	▲ 0.8%
Active Inventory	25	24	▲ 4.2%	54	▼ -53.7%			
Absorption Rate	0.6	0.5	▲ 20.0%	1.2	▼ -50.0%			

Median Sales Price



Number of Closed Sales



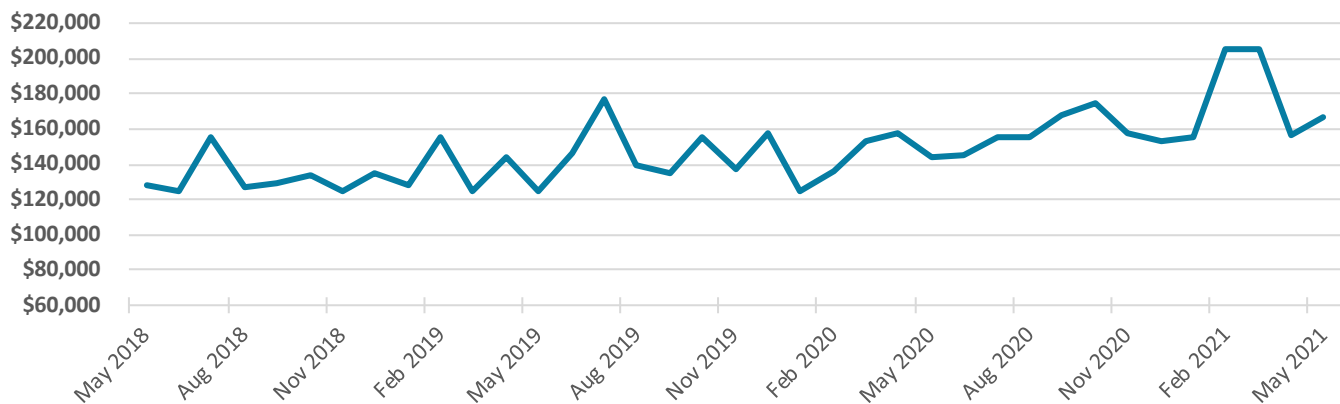
Shelby County

Data for single family homes in Shelby County.

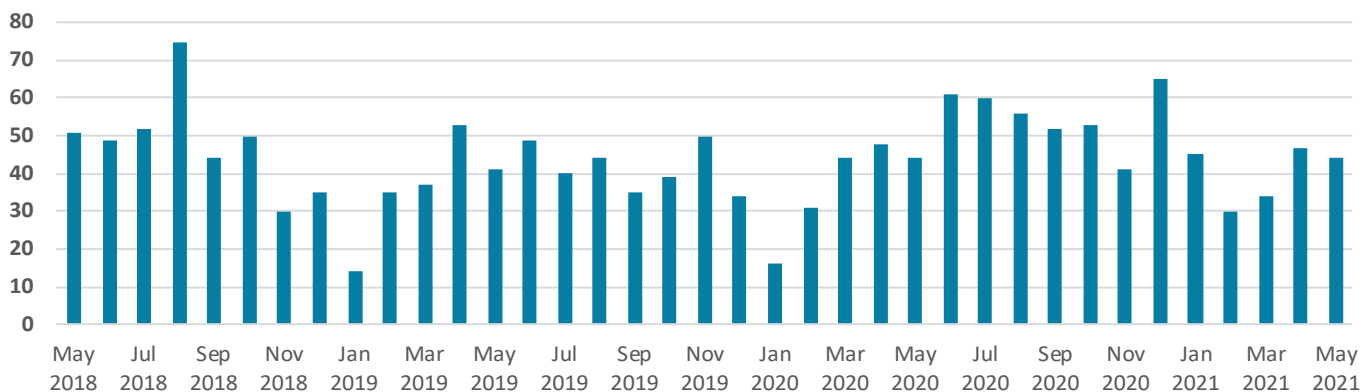


	May 2021	Apr 2021	MOM	May 2020	YOY	2021	2020	YTD
Median Sales Price	\$166,500	\$156,170	▲ 6.6%	\$144,500	▲ 15.2%	\$175,000	\$144,000	▲ 21.5%
Closed Sales	46	39	▲ 17.9%	46	▬ 0.0%	188	175	▲ 7.4%
New Listings	55	53	▲ 3.8%	47	▲ 17.0%	219	234	▼ -6.4%
Pending Sales	51	51	▬ 0.0%	51	▬ 0.0%	223	222	▲ 0.5%
Days on Market	14	55	▼ -74.5%	38	▼ -63.2%	32	46	▼ -30.4%
Price per Square Foot	\$114	\$111	▲ 2.7%	\$99	▲ 15.2%	\$112	\$95	▲ 17.9%
% of Ask Received	98.3%	100.8%	▼ -2.5%	95.6%	▲ 2.8%	98.7%	95.7%	▲ 3.1%
Active Inventory	29	27	▲ 7.4%	50	▼ -42.0%			
Absorption Rate	0.6	0.7	▼ -14.3%	1.1	▼ -45.5%			

Median Sales Price



Number of Closed Sales



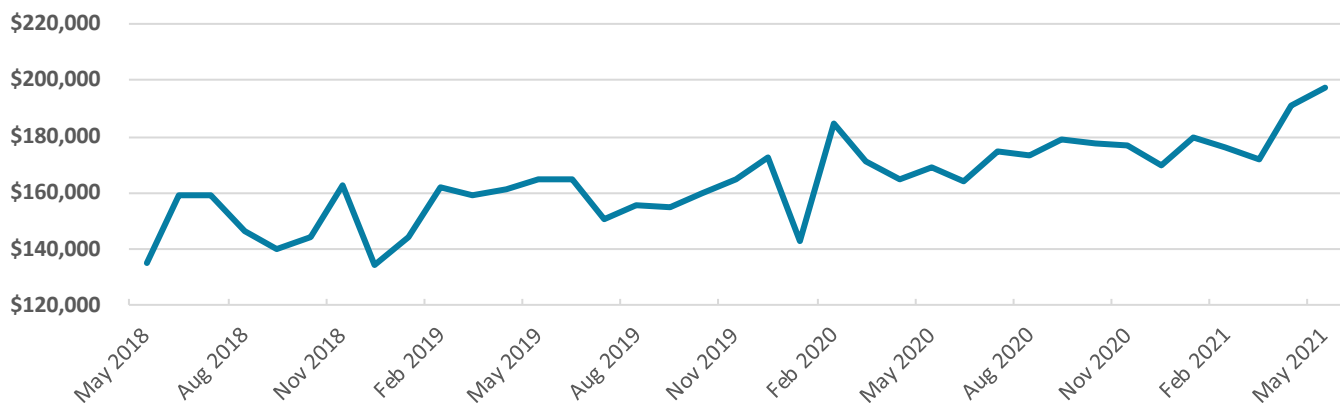
Condominiums

Data for Condominiums across all MIBOR Counties.



	May 2021	Apr 2021	MOM	May 2020	YOY	2021	2020	YTD
Median Sales Price	\$197,500	\$190,979	▲ 3.4%	\$169,000	▲ 16.9%	\$184,975	\$165,000	▲ 12.1%
Closed Sales	225	286	▼ -21.3%	207	▲ 8.7%	1,052	955	▲ 10.2%
New Listings	287	281	▲ 2.1%	301	▼ -4.7%	1,214	1,283	▼ -5.4%
Pending Sales	302	253	▲ 19.4%	279	▲ 8.2%	1,239	1,120	▲ 10.6%
Days on Market	22	22	■ 0.0%	30	▼ -26.7%	32	41	▼ -22.0%
Price per Square Foot	\$135	\$138	▼ -2.2%	\$127	▲ 6.3%	\$133	\$121	▲ 9.9%
% of Ask Received	100.6%	99.2%	▲ 1.4%	97.6%	▲ 3.1%	99.0%	97.7%	▲ 1.3%
Active Inventory	222	247	▼ -10.1%	377	▼ -41.1%			
Absorption Rate	1.0	0.9	▲ 11.1%	1.8	▼ -44.4%			

Median Sales Price



Number of Closed Sales

