

MARKET INSIGHTS REPORT

MARCH 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 March 2022 data, this is what our experts are saying:

“Home prices in Indianapolis continue to rise this month with an all-time high median sales price of \$265,000, a 17.3% increase from last March,” said Shelley Specchio, MIBOR CEO. “However, despite limited supply, buyers are eager to purchase a new home. The percent of list price received at sale jumped to 101.2%, well above the 99.7% we saw last March, and the average days on market of 20 was down from 23 days last month and from 22 days last year. If looking to buy or sell in this market it is important to be prepared and a REALTOR® is your best resource.”

Dr. Elliot Eisenberg, an internationally acclaimed economist and public speaker says, “The one-two punch of omicron in the first part of Q1 and the Russian invasion of Ukraine in February/March has meaningfully damaged GDP gains in this first quarter of 2022, and we will be lucky to see 1% growth, well down from what was expected. In response to the inflationary pressures on the economy, the Fed is likely to raise rates at all six remaining interest rate-setting meetings this year. Further, the FOMC is strongly hinting at several rate hikes of 50 basis points/half a percentage point increase instead of the usual 25 basis points/quarter point bumps to get ahead of the inflationary curve. Moreover, the Fed has recently signaled an intent to reduce the size of their balance sheet more rapidly in another effort to dampen inflation. However, these contractionary policies are already baked into the cake, so to speak, and are not likely to push mortgage rates much higher than they already are.”

Year over Year data for March:

- Median sales price increased 17.3 percent to \$265,000
- Average days on market decreased 9.1 percent to 20
- Current active listings decreased 6.3 percent to 1,560

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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.

	Mar 2022	Feb 2022	MOM	Mar 2021	YOY	2022	2021	YTD
Median Sales Price	\$265,000	\$252,000	▲ 5.2%	\$226,000	▲ 17.3%	\$255,000	\$221,900	▲ 14.9%
Closed Sales	2,780	2,295	▲ 21.1%	2,830	▼ -1.8%	7,276	7,193	▲ 1.2%
New Listings	3,577	2,486	▲ 43.9%	3,472	▲ 3.0%	8,587	8,211	▲ 4.6%
Pending Sales	3,609	2,605	▲ 38.5%	3,375	▲ 6.9%	8,904	8,615	▲ 3.4%
Days on Market	20	23	▼ -13.0%	22	▼ -9.1%	24	30	▼ -20.0%
Price per Square Foot	\$155	\$152	▲ 2.0%	\$133	▲ 16.5%	\$152	\$130	▲ 16.9%
% of Ask Received	101.2%	100.1%	▲ 1.1%	99.7%	▲ 1.5%	100.3%	99.0%	▲ 1.3%
Active Inventory	1,560	1,524	▲ 2.4%	1,664	▼ -6.3%			
Absorption Rate	0.6	0.7	▼ -14.3%	0.6	■ 0.0%			

New Listings

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

March 2022	Month over Month Change	Year over Year Change	Year to Date Change
3,577	▲ 43.9%	▲ 3.0%	▲ 4.6%

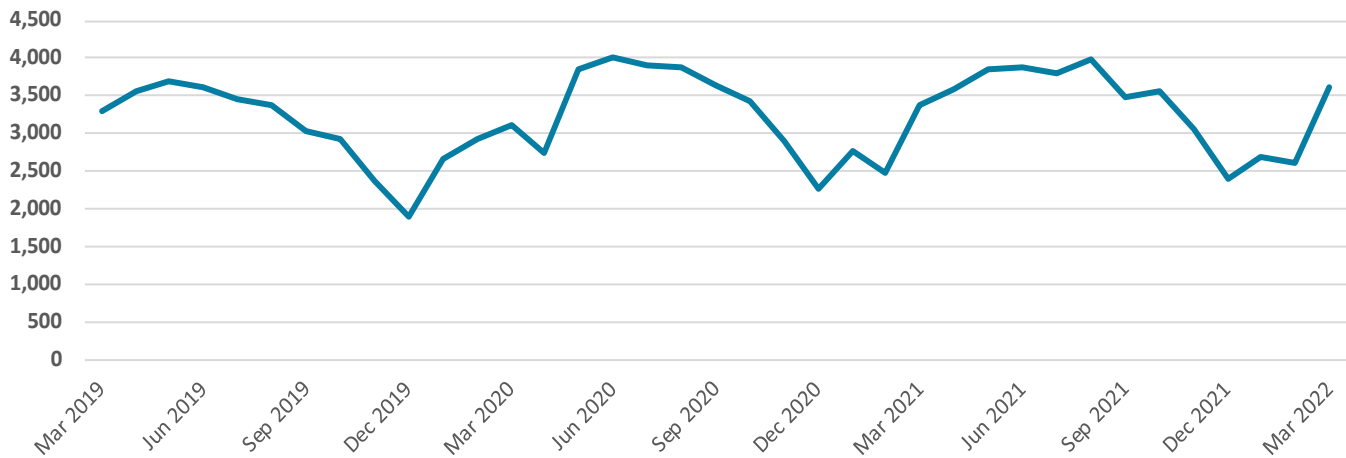


Pending Sales

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



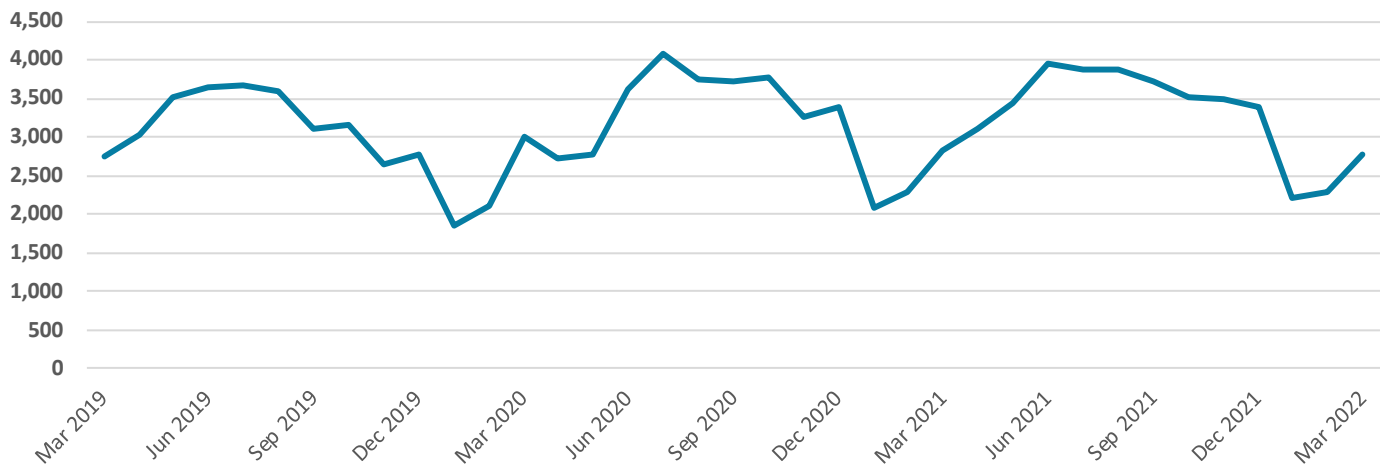
March 2022	Month over Month Change	Year over Year Change	Year to Date Change
3,609	38.5%	6.9%	3.4%



Closed Sales

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

March 2022	Month over Month Change	Year over Year Change	Year to Date Change
2,780	21.1%	-1.8%	1.2%

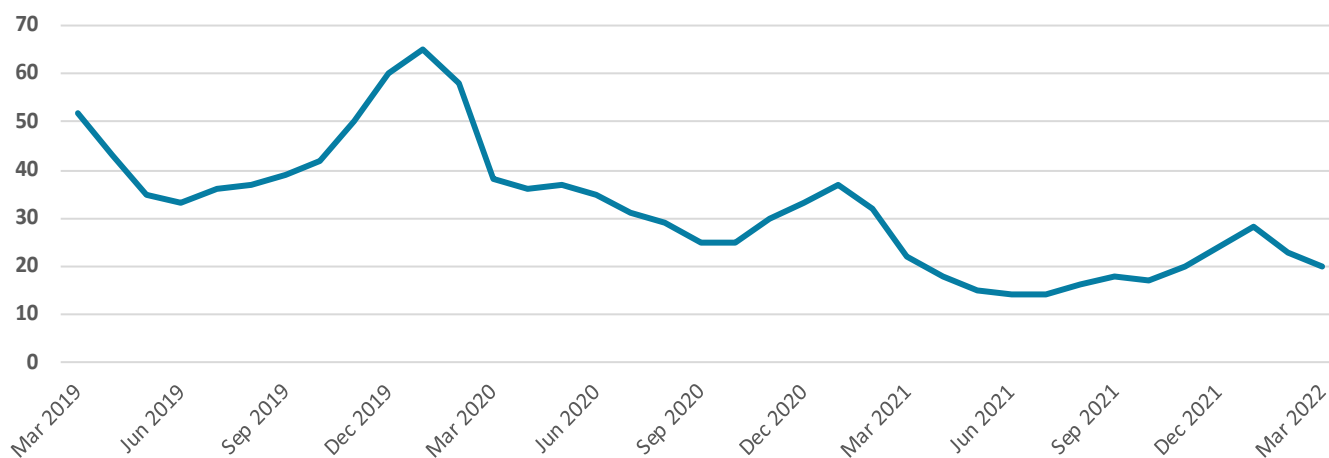


Cumulative Days on Market

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



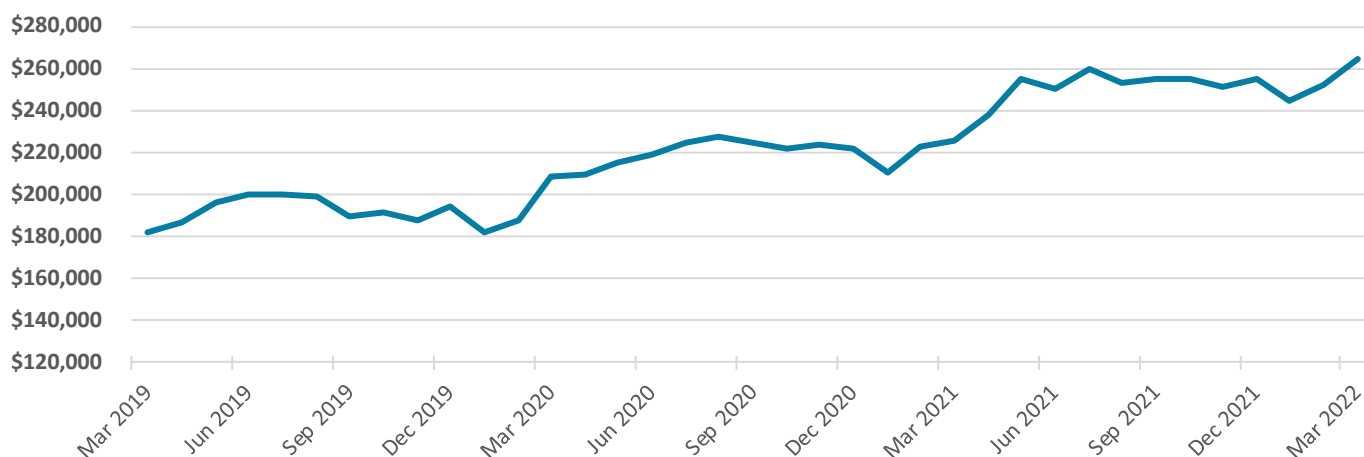
March 2022	Month over Month Change	Year over Year Change	Year to Date Change
20	▼ -13.0%	▼ -9.1%	▼ -20.0%



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.

March 2022	Month over Month Change	Year over Year Change	Year to Date Change
\$265,000	▲ 5.2%	▲ 17.3%	▲ 14.9%

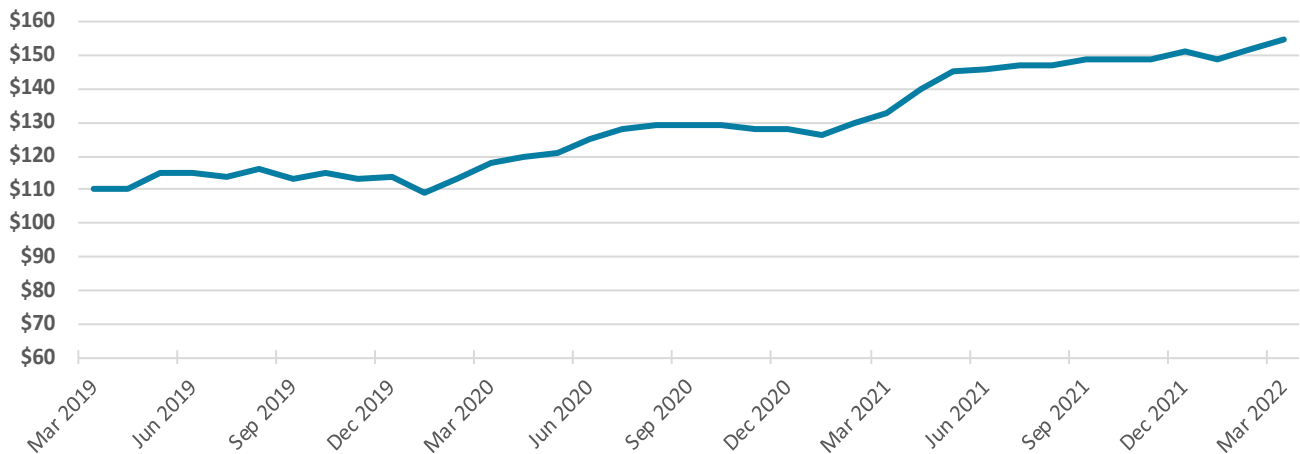


Sold Price per Square Foot

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



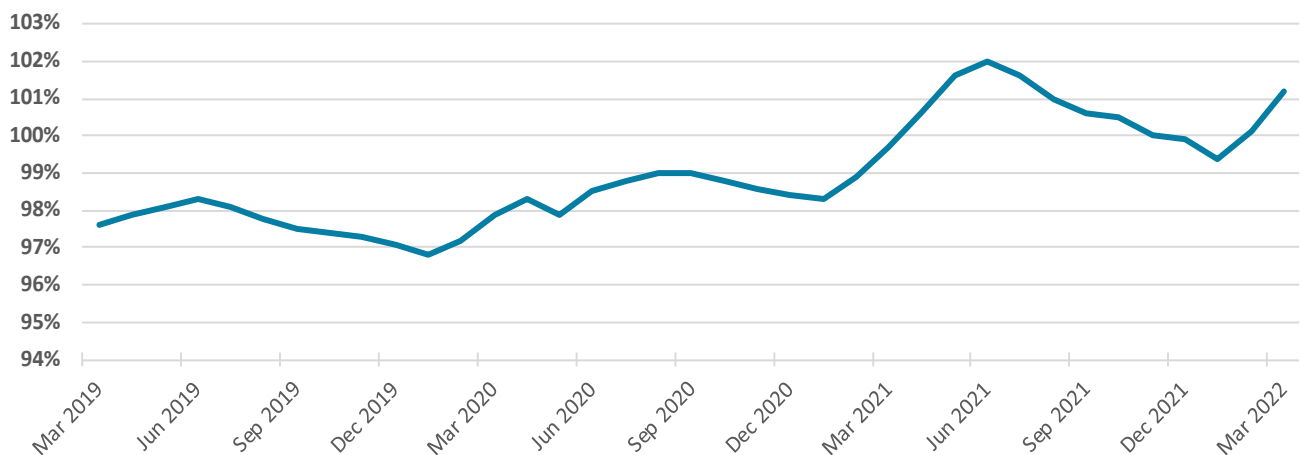
March 2022	Month over Month Change	Year over Year Change	Year to Date Change
\$155	2.0%	16.5%	16.9%



Percent of Ask Price Received

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

March 2022	Month over Month Change	Year over Year Change	Year to Date Change
101.2%	1.1%	1.5%	1.3%

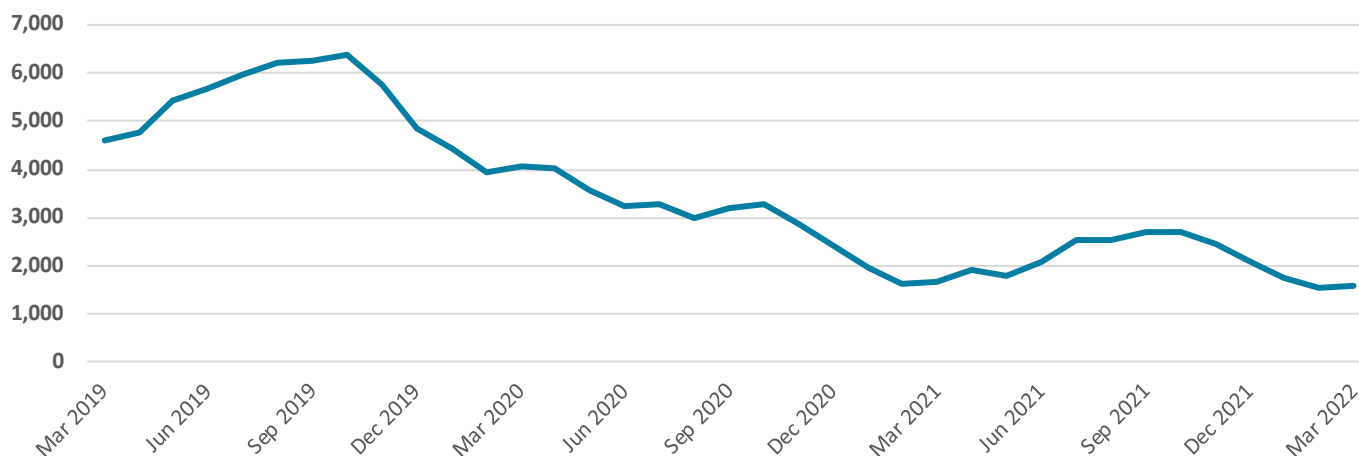


Active Inventory

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.



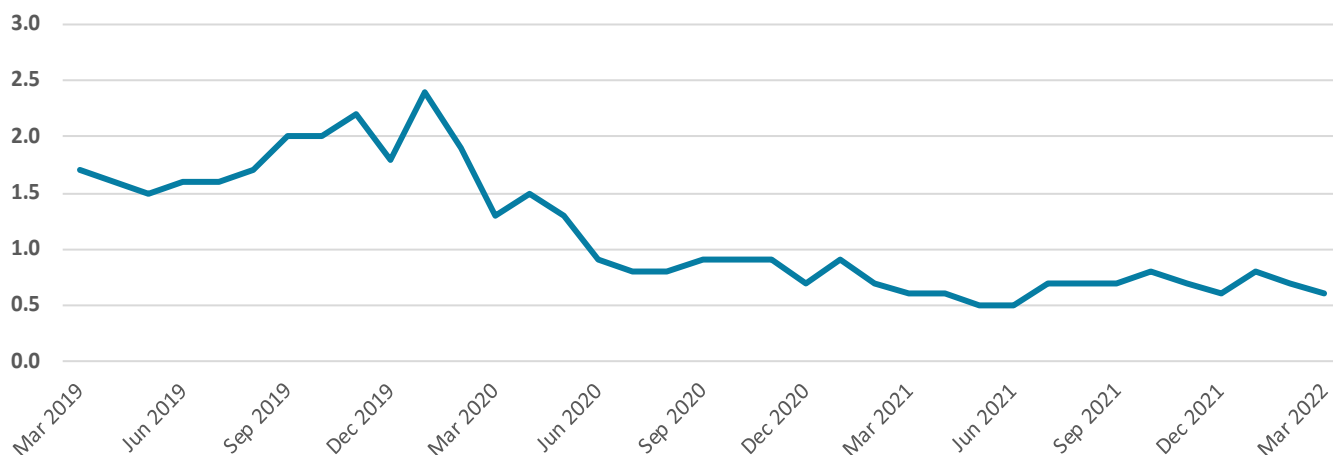
March 2022	Month over Month Change	Year over Year Change
1,560	▲ 2.4%	▼ -6.3%



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.

March 2022	Month over Month Change	Year over Year Change
0.6	▼ -14.3%	■ 0.0%



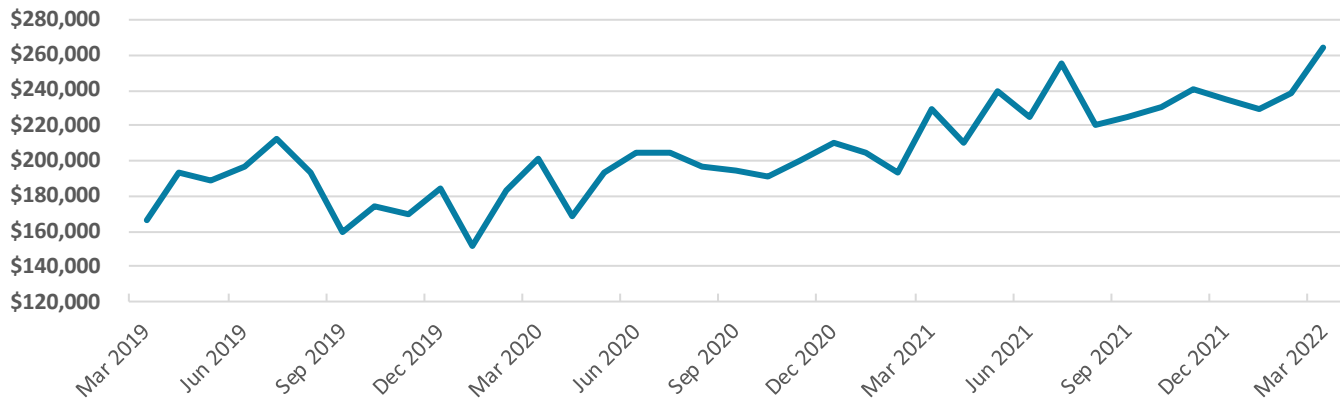
Bartholomew County

Data for single family homes in Bartholomew County.

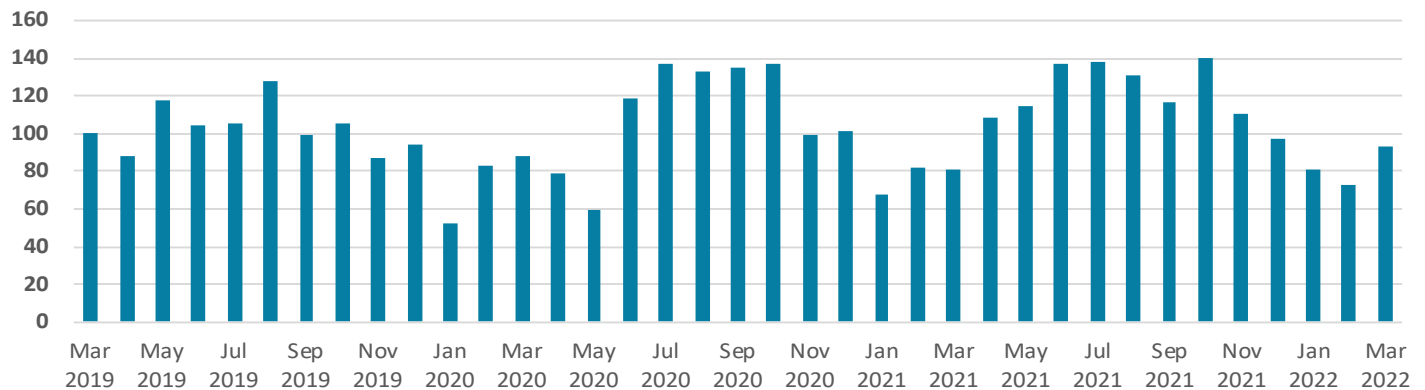


	Mar 2022	Feb 2022	MOM	Mar 2021	YOY	2022	2021	YTD
Median Sales Price	\$265,000	\$238,000	▲ 11.3%	\$230,000	▲ 15.2%	\$245,000	\$210,000	▲ 16.7%
Closed Sales	93	73	▲ 27.4%	81	▲ 14.8%	247	231	▲ 6.9%
New Listings	142	101	▲ 40.6%	123	▲ 15.4%	333	274	▲ 21.5%
Pending Sales	143	97	▲ 47.4%	116	▲ 23.3%	315	277	▲ 13.7%
Days on Market	14	19	▼ -26.3%	16	▼ -12.5%	17	26	▼ -34.6%
Price per Square Foot	\$154	\$139	▲ 10.8%	\$132	▲ 16.7%	\$147	\$132	▲ 11.4%
% of Ask Received	101.0%	98.7%	▲ 2.3%	99.3%	▲ 1.7%	99.3%	98.2%	▲ 1.1%
Active Inventory	72	68	▲ 5.9%	62	▲ 16.1%			
Absorption Rate	0.8	0.9	▼ -11.1%	0.8	■ 0.0%			

Median Sales Price



Number of Closed Sales



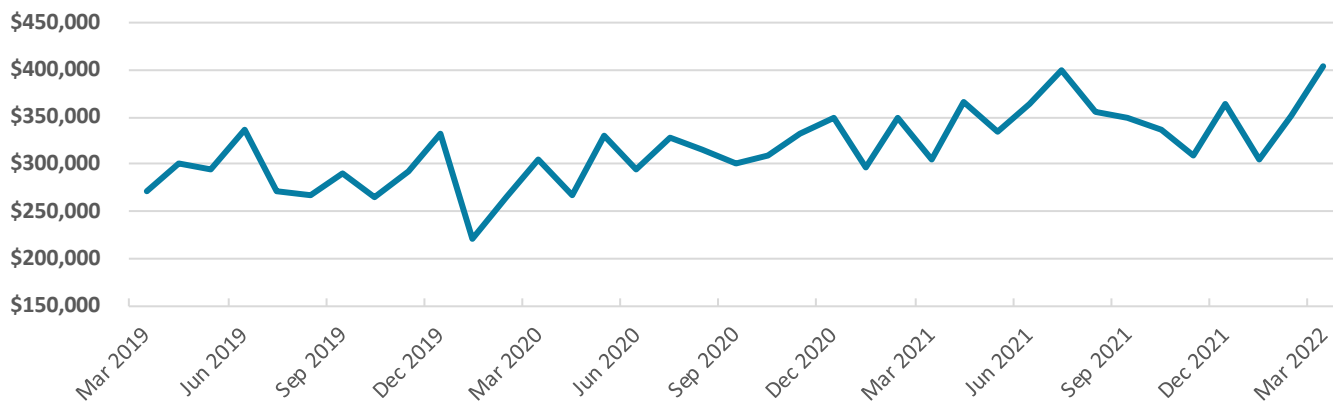
Boone County

Data for single family homes in Boone County.

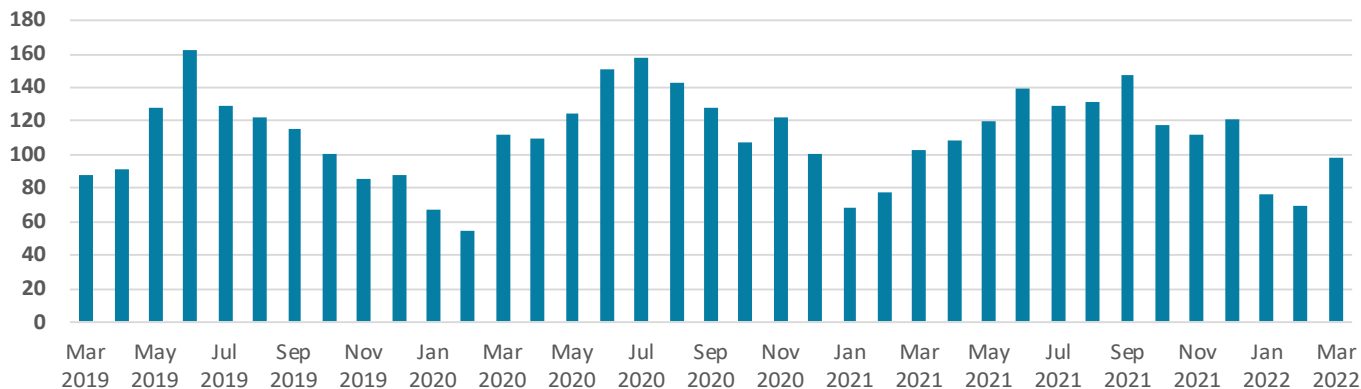


	Mar 2022	Feb 2022	MOM	Mar 2021	YOY	2022	2021	YTD
Median Sales Price	\$403,500	\$350,988	▲ 15.0%	\$306,000	▲ 31.9%	\$366,975	\$315,000	▲ 16.5%
Closed Sales	98	70	▲ 40.0%	103	▼ -4.9%	244	248	▼ -1.6%
New Listings	135	113	▲ 19.5%	119	▲ 13.4%	358	277	▲ 29.2%
Pending Sales	140	94	▲ 48.9%	111	▲ 26.1%	311	287	▲ 8.4%
Days on Market	23	19	▲ 21.1%	13	▲ 76.9%	24	29	▼ -17.2%
Price per Square Foot	\$191	\$175	▲ 9.1%	\$154	▲ 24.0%	\$181	\$152	▲ 19.1%
% of Ask Received	101.8%	99.8%	▲ 2.0%	99.5%	▲ 2.3%	100.7%	98.8%	▲ 1.9%
Active Inventory	115	122	▼ -5.7%	57	▲ 101.8%			
Absorption Rate	1.2	1.7	▼ -29.4%	0.6	▲ 100.0%			

Median Sales Price



Number of Closed Sales



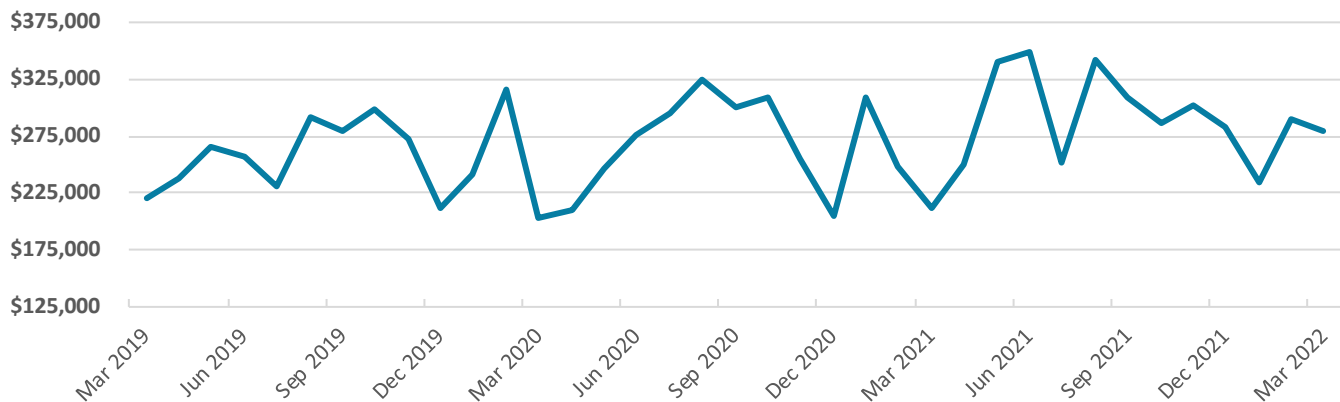
Brown County

Data for single family homes in Brown County.

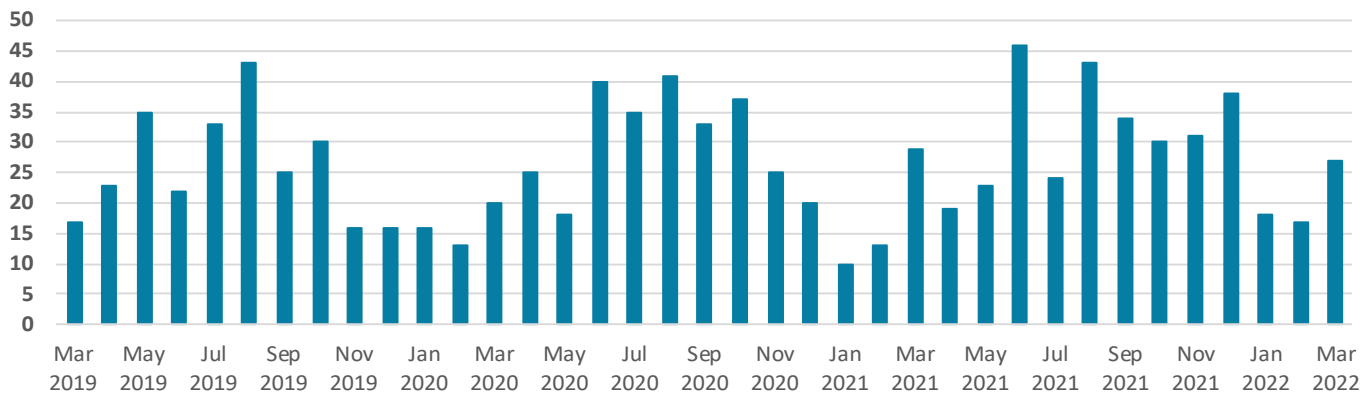


	Mar 2022	Feb 2022	MOM	Mar 2021	YOY	2022	2021	YTD
Median Sales Price	\$280,000	\$290,000	▼ -3.4%	\$212,000	▲ 32.1%	\$257,500	\$243,000	▲ 6.0%
Closed Sales	27	17	▲ 58.8%	29	▼ -6.9%	62	52	▲ 19.2%
New Listings	35	16	▲ 118.8%	27	▲ 29.6%	69	70	▼ -1.4%
Pending Sales	31	21	▲ 47.6%	27	▲ 14.8%	78	66	▲ 18.2%
Days on Market	40	47	▼ -14.9%	84	▼ -52.4%	45	68	▼ -33.8%
Price per Square Foot	\$231	\$182	▲ 26.9%	\$202	▲ 14.4%	\$219	\$194	▲ 12.9%
% of Ask Received	96.7%	96.4%	▲ 0.3%	99.0%	▼ -2.3%	97.0%	97.7%	▼ -0.7%
Active Inventory	26	22	▲ 18.2%	26	■ 0.0%			
Absorption Rate	1.0	1.3	▼ -23.1%	0.9	▲ 11.1%			

Median Sales Price



Number of Closed Sales



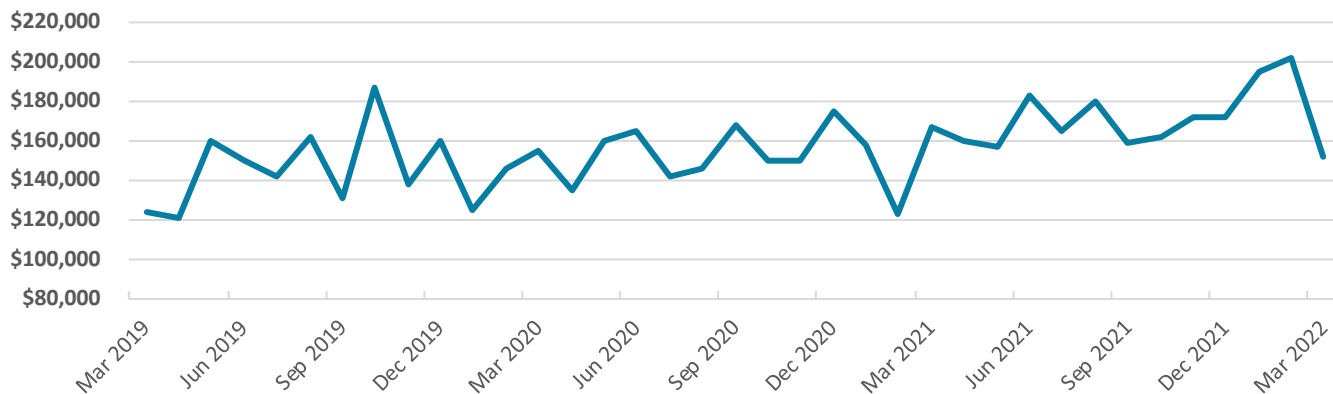
Decatur County

Data for single family homes in Decatur County.

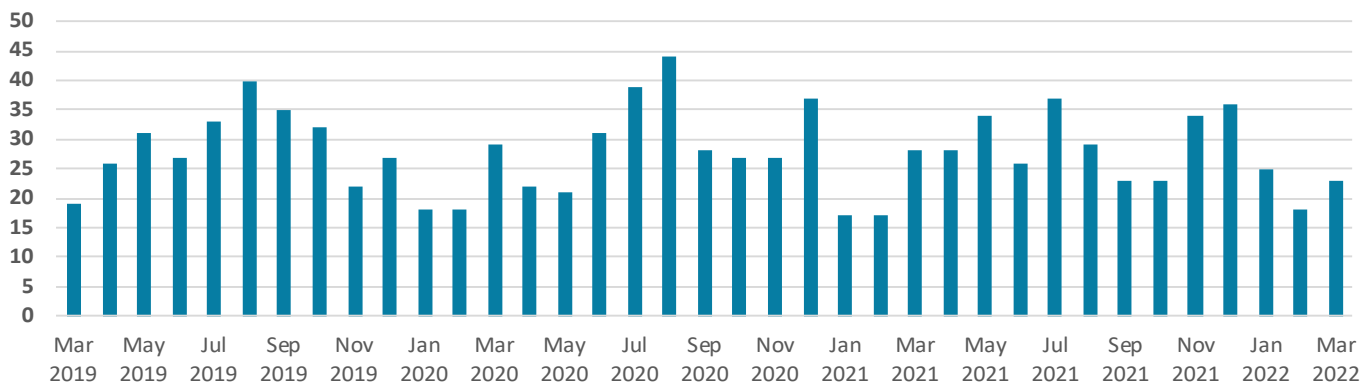


	Mar 2022	Feb 2022	MOM	Mar 2021	YOY	2022	2021	YTD
Median Sales Price	\$152,000	\$202,250	▼ -24.8%	\$167,500	▼ -9.3%	\$187,500	\$160,500	▲ 16.8%
Closed Sales	23	18	▲ 27.8%	28	▼ -17.9%	66	62	▲ 6.5%
New Listings	43	17	▲ 152.9%	29	▲ 48.3%	84	74	▲ 13.5%
Pending Sales	36	22	▲ 63.6%	35	▲ 2.9%	78	80	▼ -2.5%
Days on Market	38	44	▼ -13.6%	30	▲ 26.7%	42	37	▲ 13.5%
Price per Square Foot	\$131	\$141	▼ -7.1%	\$121	▲ 8.3%	\$140	\$113	▲ 23.9%
% of Ask Received	96.4%	98.1%	▼ -1.7%	97.7%	▼ -1.3%	97.5%	97.2%	▲ 0.3%
Active Inventory	30	25	▲ 20.0%	20	▲ 50.0%			
Absorption Rate	1.3	1.4	▼ -7.1%	0.7	▲ 85.7%			

Median Sales Price



Number of Closed Sales



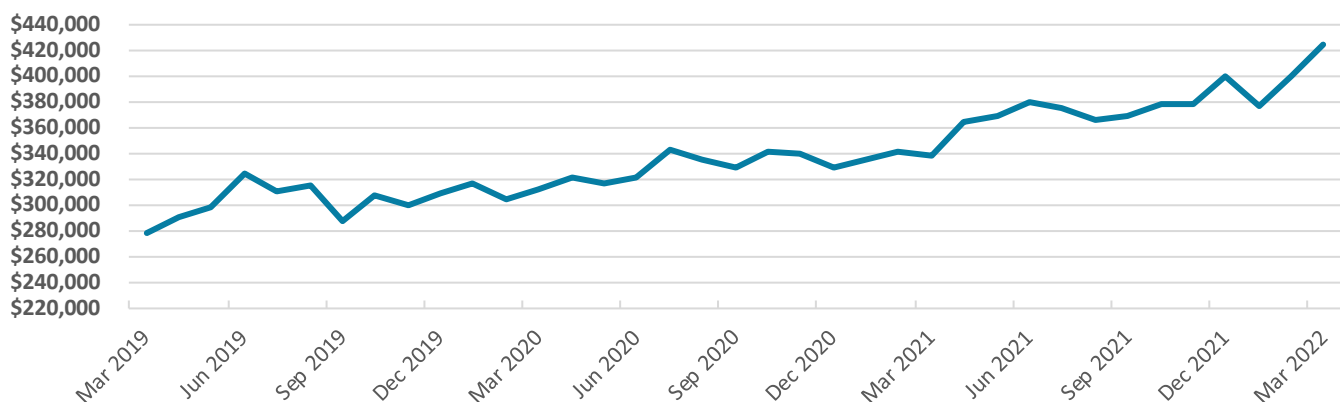
Hamilton County

Data for single family homes in Hamilton County.

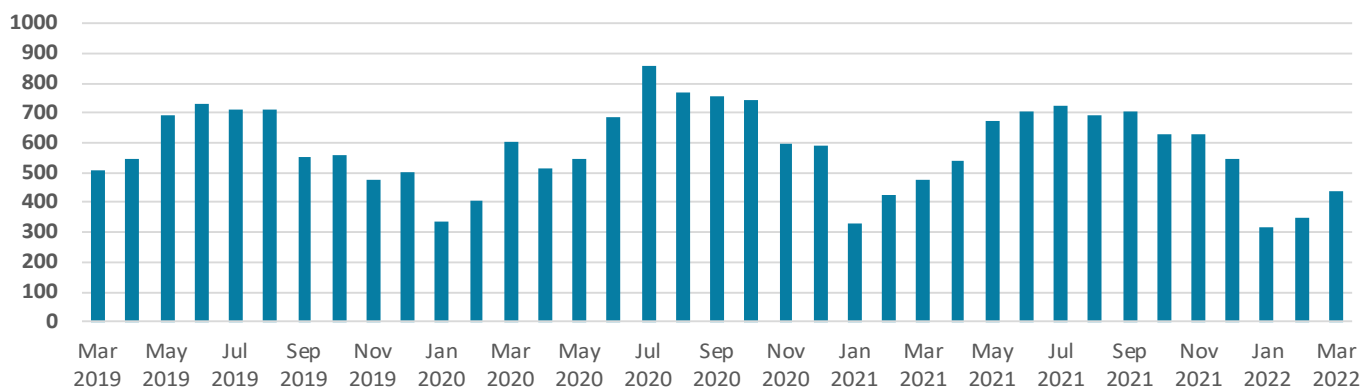


	Mar 2022	Feb 2022	MOM	Mar 2021	YOY	2022	2021	YTD
Median Sales Price	\$425,000	\$399,500	▲ 6.4%	\$339,000	▲ 25.4%	\$399,500	\$340,000	▲ 17.5%
Closed Sales	435	346	▲ 25.7%	475	▼ -8.4%	1,096	1,228	▼ -10.7%
New Listings	564	383	▲ 47.3%	663	▼ -14.9%	1,314	1,515	▼ -13.3%
Pending Sales	519	390	▲ 33.1%	647	▼ -19.8%	1,302	1,605	▼ -18.9%
Days on Market	13	14	▼ -7.1%	20	▼ -35.0%	15	29	▼ -48.3%
Price per Square Foot	\$187	\$183	▲ 2.2%	\$160	▲ 16.9%	\$184	\$156	▲ 17.9%
% of Ask Received	103.3%	102.7%	▲ 0.6%	100.5%	▲ 2.8%	102.4%	99.8%	▲ 2.6%
Active Inventory	165	109	▲ 51.4%	253	▼ -34.8%			
Absorption Rate	0.4	0.3	▲ 33.3%	0.5	▼ -20.0%			

Median Sales Price



Number of Closed Sales



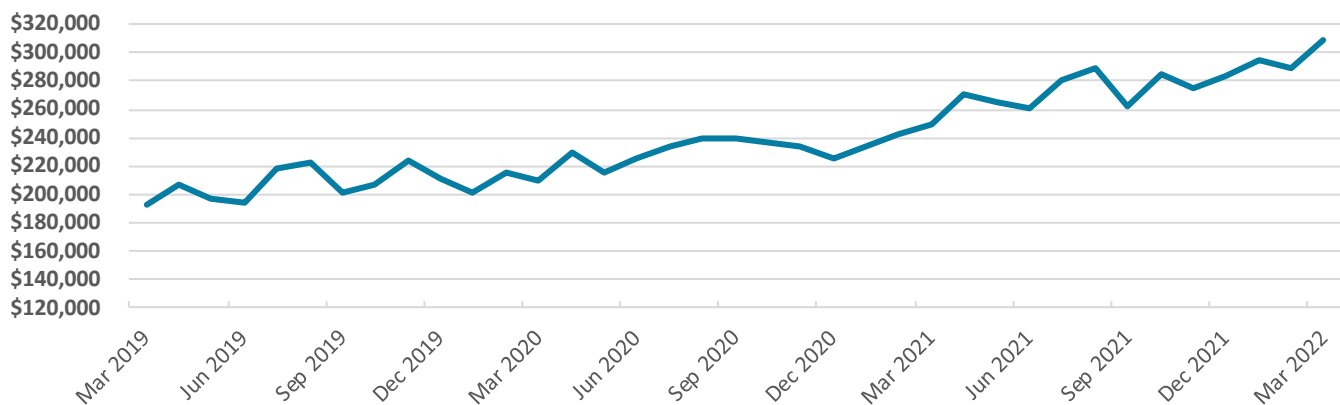
Hancock County

Data for single family homes in Hancock County.

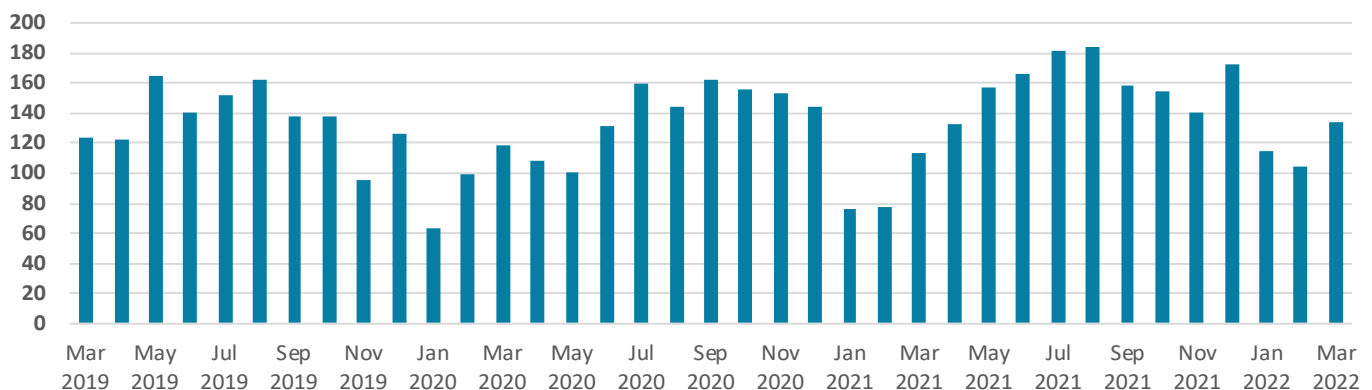


	Mar 2022	Feb 2022	MOM	Mar 2021	YOY	2022	2021	YTD
Median Sales Price	\$308,489	\$289,500	▲ 6.6%	\$249,500	▲ 23.6%	\$299,557	\$242,893	▲ 23.3%
Closed Sales	134	104	▲ 28.8%	114	▲ 17.5%	353	268	▲ 31.7%
New Listings	160	126	▲ 27.0%	160	■ 0.0%	426	359	▲ 18.7%
Pending Sales	171	131	▲ 30.5%	168	▲ 1.8%	459	380	▲ 20.8%
Days on Market	25	19	▲ 31.6%	27	▼ -7.4%	25	32	▼ -21.9%
Price per Square Foot	\$151	\$143	▲ 5.6%	\$126	▲ 19.8%	\$146	\$124	▲ 17.7%
% of Ask Received	101.7%	100.6%	▲ 1.1%	99.8%	▲ 1.9%	100.7%	99.0%	▲ 1.7%
Active Inventory	76	78	▼ -2.6%	60	▲ 26.7%			
Absorption Rate	0.6	0.8	▼ -25.0%	0.5	▲ 20.0%			

Median Sales Price



Number of Closed Sales



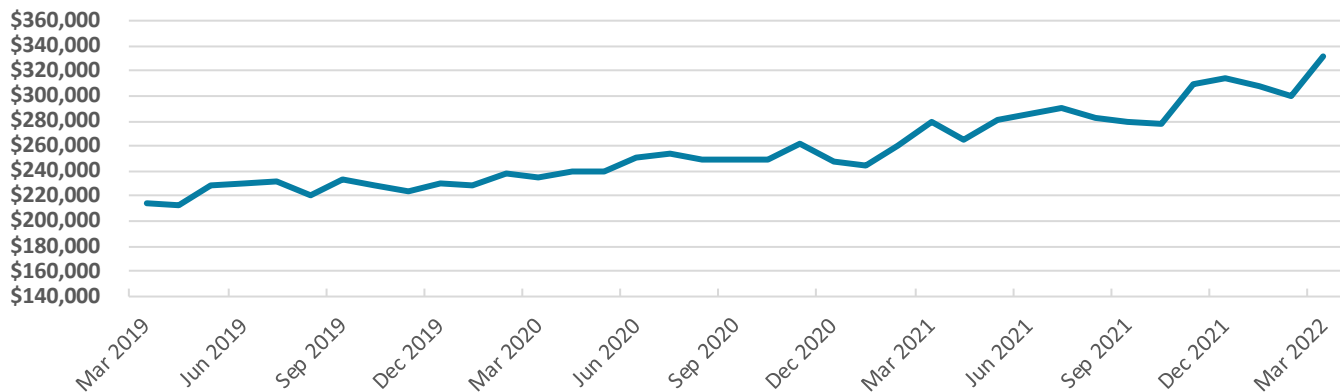
Hendricks County

Data for single family homes in Hendricks County.

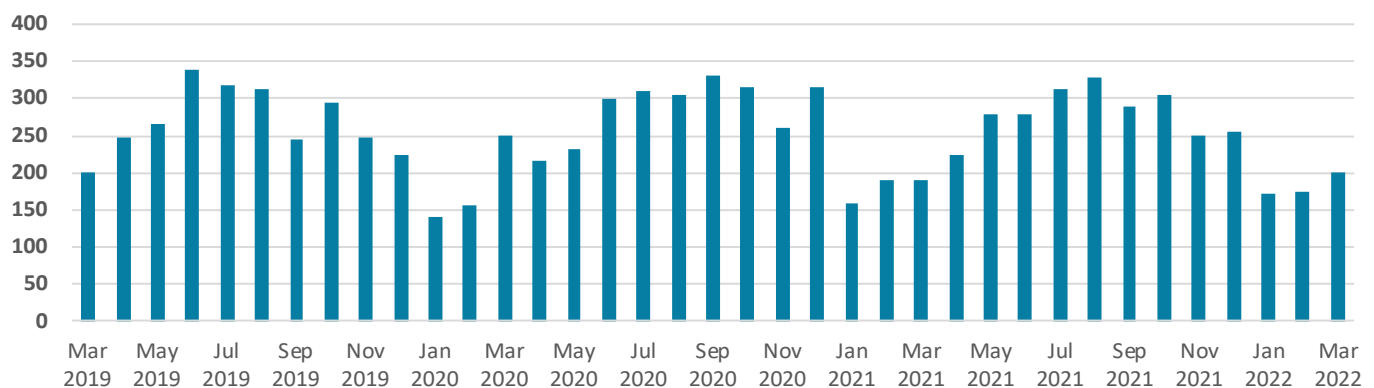


	Mar 2022	Feb 2022	MOM	Mar 2021	YOY	2022	2021	YTD
Median Sales Price	\$332,245	\$300,000	▲ 10.7%	\$280,000	▲ 18.7%	\$315,000	\$263,500	▲ 19.5%
Closed Sales	201	175	▲ 14.9%	189	▲ 6.3%	547	540	▲ 1.3%
New Listings	256	184	▲ 39.1%	238	▲ 7.6%	594	567	▲ 4.8%
Pending Sales	271	195	▲ 39.0%	248	▲ 9.3%	636	618	▲ 2.9%
Days on Market	23	20	▲ 15.0%	18	▲ 27.8%	23	24	▼ -4.2%
Price per Square Foot	\$158	\$156	▲ 1.3%	\$134	▲ 17.9%	\$155	\$130	▲ 19.2%
% of Ask Received	101.8%	100.9%	▲ 0.9%	100.7%	▲ 1.1%	101.2%	100.1%	▲ 1.1%
Active Inventory	87	96	▼ -9.4%	64	▲ 35.9%			
Absorption Rate	0.4	0.5	▼ -20.0%	0.3	▲ 33.3%			

Median Sales Price



Number of Closed Sales



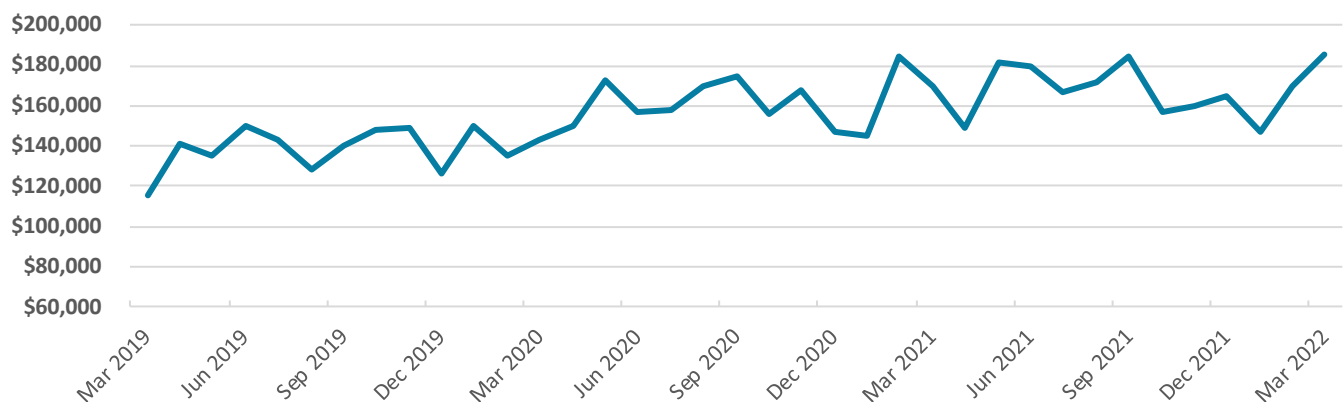
Jackson County

Data for single family homes in Jackson County.

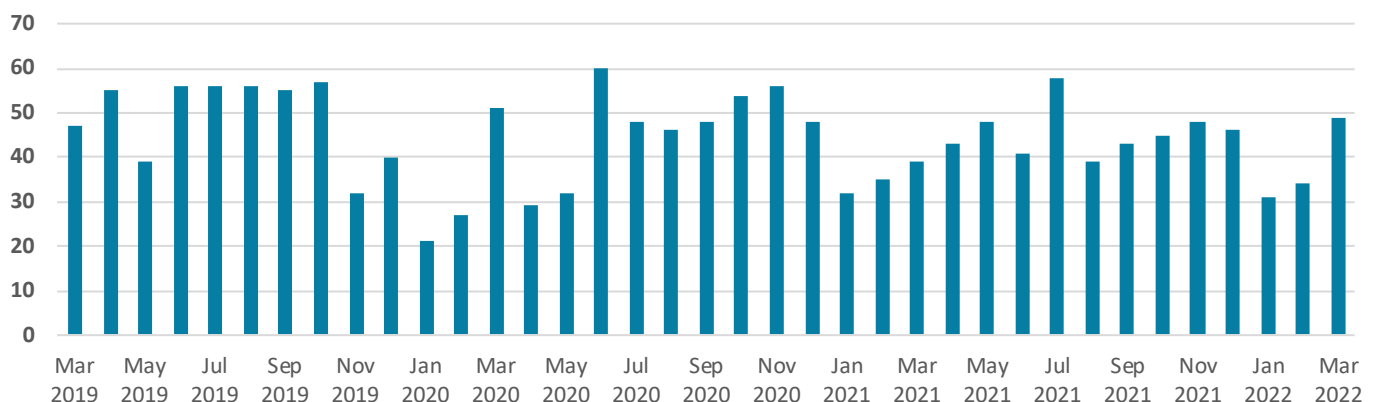


	Mar 2022	Feb 2022	MOM	Mar 2021	YOY	2022	2021	YTD
Median Sales Price	\$185,000	\$170,000	▲ 8.8%	\$170,000	▲ 8.8%	\$173,500	\$165,000	▲ 5.2%
Closed Sales	49	34	▲ 44.1%	39	▲ 25.6%	114	106	▲ 7.5%
New Listings	48	40	▲ 20.0%	52	▼ -7.7%	121	117	▲ 3.4%
Pending Sales	51	36	▲ 41.7%	51	▬ 0.0%	130	130	▬ 0.0%
Days on Market	17	29	▼ -41.4%	26	▼ -34.6%	29	34	▼ -14.7%
Price per Square Foot	\$126	\$106	▲ 18.9%	\$118	▲ 6.8%	\$117	\$111	▲ 5.4%
% of Ask Received	98.3%	96.8%	▲ 1.5%	97.3%	▲ 1.0%	97.2%	97.4%	▼ -0.2%
Active Inventory	31	31	▬ 0.0%	28	▲ 10.7%			
Absorption Rate	0.6	0.9	▼ -33.3%	0.7	▼ -14.3%			

Median Sales Price



Number of Closed Sales



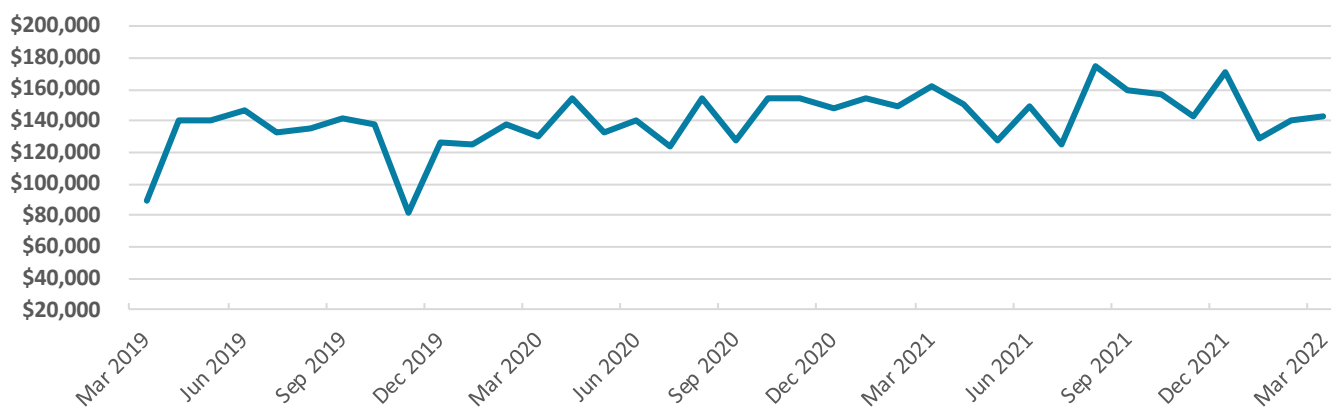
Jennings County

Data for single family homes in Jennings County.

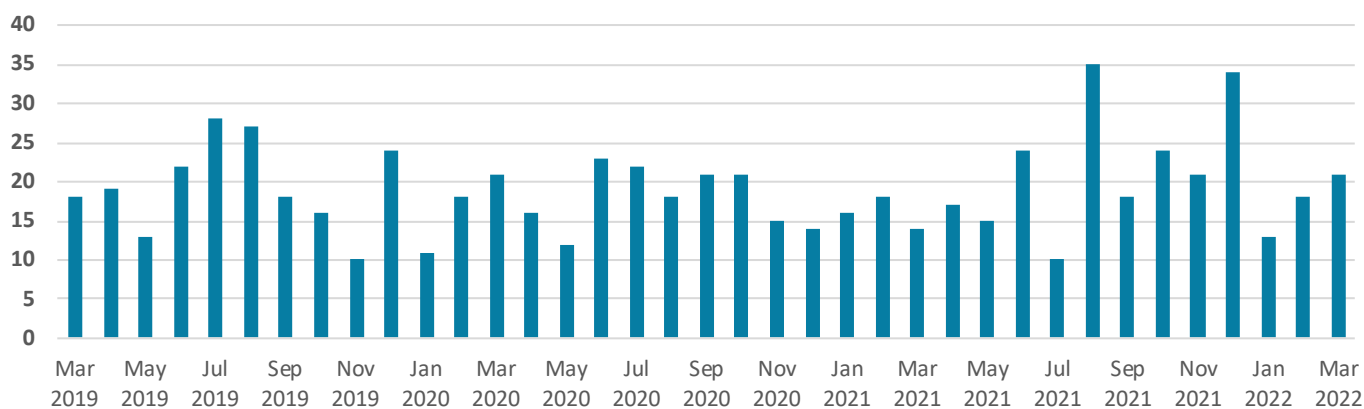


	Mar 2022	Feb 2022	MOM	Mar 2021	YOY	2022	2021	YTD
Median Sales Price	\$142,500	\$139,950	▲ 1.8%	\$162,500	▼ -12.3%	\$138,750	\$152,500	▼ -9.0%
Closed Sales	21	18	▲ 16.7%	14	▲ 50.0%	52	48	▲ 8.3%
New Listings	19	20	▼ -5.0%	23	▼ -17.4%	57	48	▲ 18.8%
Pending Sales	19	23	▼ -17.4%	18	▲ 5.6%	62	48	▲ 29.2%
Days on Market	48	28	▲ 71.4%	36	▲ 33.3%	35	40	▼ -12.5%
Price per Square Foot	\$129	\$115	▲ 12.2%	\$113	▲ 14.2%	\$118	\$113	▲ 4.4%
% of Ask Received	96.3%	95.9%	▲ 0.4%	95.8%	▲ 0.5%	95.7%	96.6%	▼ -0.9%
Active Inventory	19	20	▼ -5.0%	22	▼ -13.6%			
Absorption Rate	0.9	1.1	▼ -18.2%	1.6	▼ -43.8%			

Median Sales Price



Number of Closed Sales



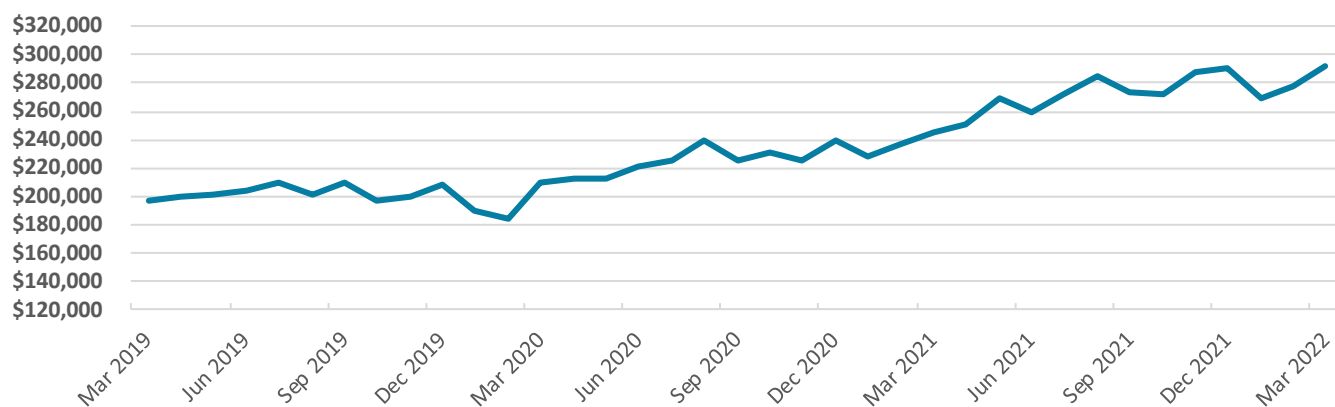
Johnson County

Data for single family homes in Johnson County.

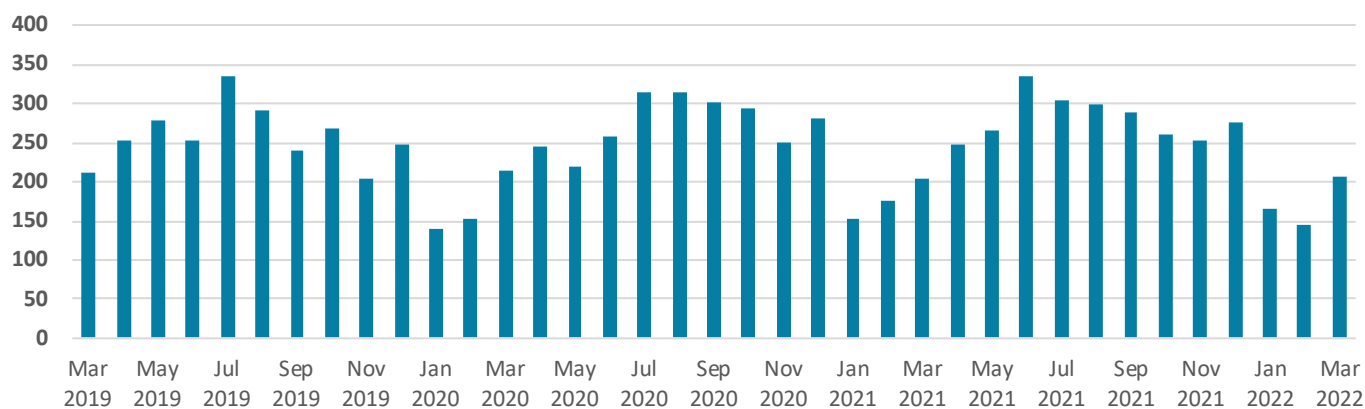


	Mar 2022	Feb 2022	MOM	Mar 2021	YOY	2022	2021	YTD
Median Sales Price	\$291,500	\$277,625	▲ 5.0%	\$245,000	▲ 19.0%	\$280,000	\$236,000	▲ 18.6%
Closed Sales	207	146	▲ 41.8%	205	▲ 1.0%	519	535	▼ -3.0%
New Listings	251	185	▲ 35.7%	275	▼ -8.7%	635	590	▲ 7.6%
Pending Sales	253	191	▲ 32.5%	273	▼ -7.3%	647	636	▲ 1.7%
Days on Market	14	15	▼ -6.7%	15	▼ -6.7%	16	20	▼ -20.0%
Price per Square Foot	\$163	\$158	▲ 3.2%	\$138	▲ 18.1%	\$159	\$135	▲ 17.8%
% of Ask Received	101.6%	101.1%	▲ 0.5%	100.5%	▲ 1.1%	101.2%	99.7%	▲ 1.5%
Active Inventory	83	80	▲ 3.8%	85	▼ -2.4%			
Absorption Rate	0.4	0.5	▼ -20.0%	0.4	■ 0.0%			

Median Sales Price



Number of Closed Sales



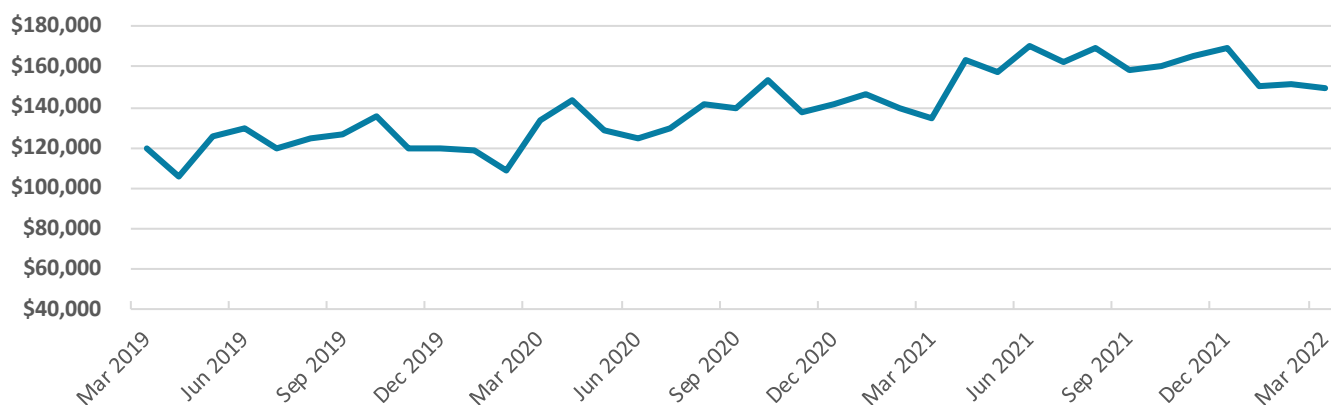
Madison County

Data for single family homes in Madison County.

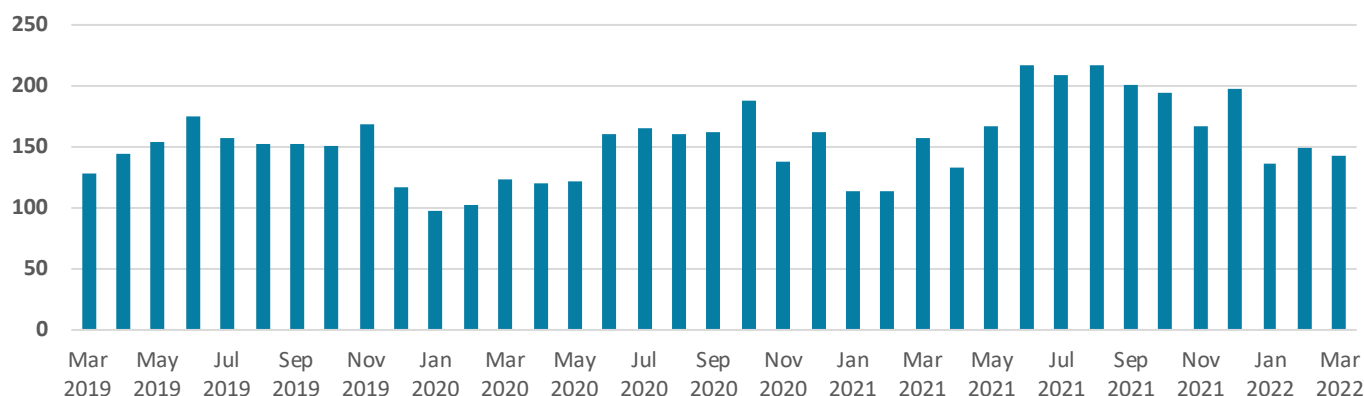


	Mar 2022	Feb 2022	MOM	Mar 2021	YOY	2022	2021	YTD
Median Sales Price	\$149,900	\$151,500	▼ -1.1%	\$134,900	▲ 11.1%	\$150,000	\$139,900	▲ 7.2%
Closed Sales	143	149	▼ -4.0%	157	▼ -8.9%	428	385	▲ 11.2%
New Listings	175	109	▲ 60.6%	151	▲ 15.9%	441	390	▲ 13.1%
Pending Sales	192	138	▲ 39.1%	138	▲ 39.1%	516	434	▲ 18.9%
Days on Market	27	27	▬ 0.0%	35	▼ -22.9%	28	36	▼ -22.2%
Price per Square Foot	\$100	\$110	▼ -9.1%	\$89	▲ 12.4%	\$103	\$90	▲ 14.4%
% of Ask Received	97.9%	97.5%	▲ 0.4%	97.7%	▲ 0.2%	97.2%	97.2%	▬ 0.0%
Active Inventory	83	108	▼ -23.1%	88	▼ -5.7%			
Absorption Rate	0.6	0.7	▼ -14.3%	0.6	▬ 0.0%			

Median Sales Price



Number of Closed Sales



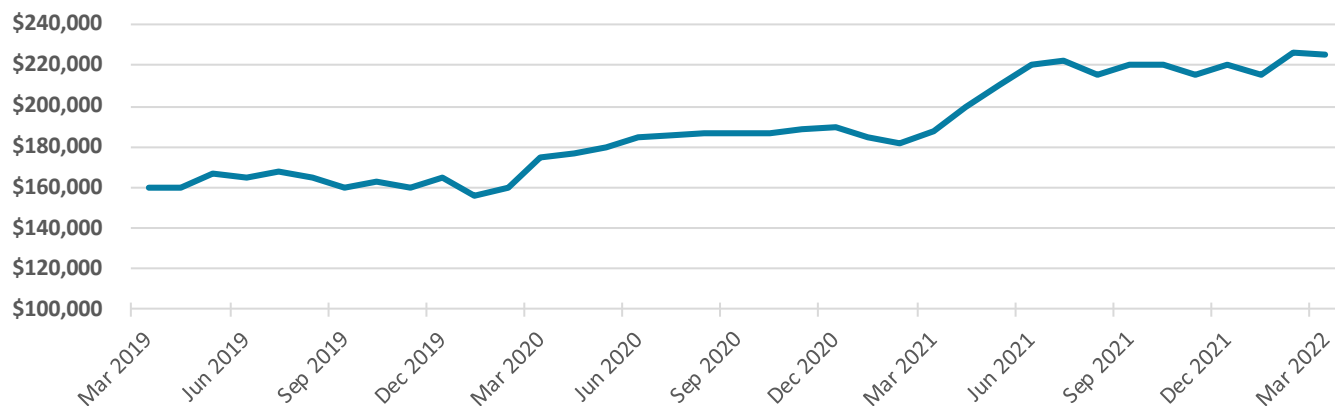
Marion County

Data for single family homes in Marion County.

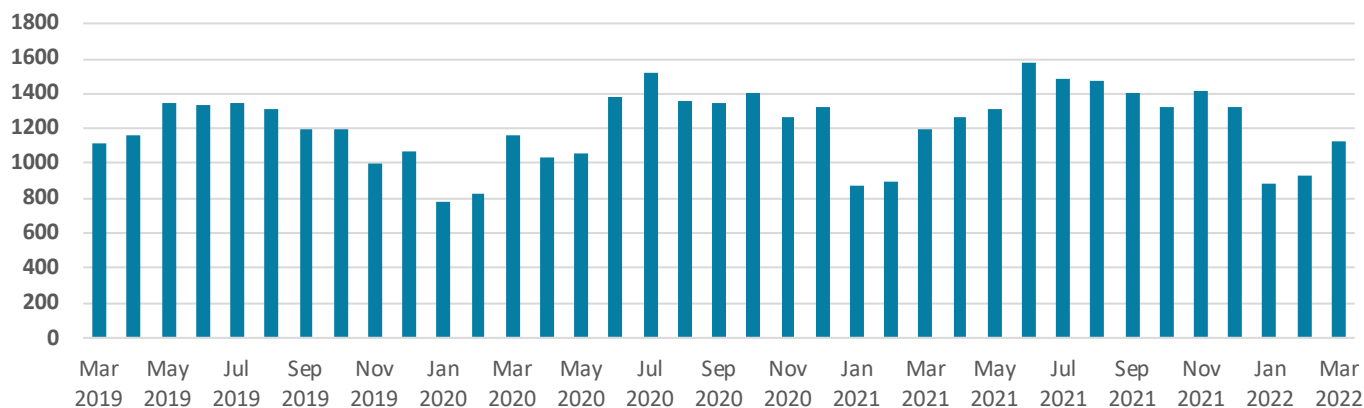


	Mar 2022	Feb 2022	MOM	Mar 2021	YOY	2022	2021	YTD
Median Sales Price	\$225,000	\$226,000	▼ -0.4%	\$187,500	▲ 20.0%	\$220,100	\$185,000	▲ 19.0%
Closed Sales	1,130	931	▲ 21.4%	1201	▼ -5.9%	2,940	2,969	▼ -1.0%
New Listings	1,417	983	▲ 44.2%	1368	▲ 3.6%	3,402	3,336	▲ 2.0%
Pending Sales	1,431	1,056	▲ 35.5%	1308	▲ 9.4%	3,564	3,432	▲ 3.8%
Days on Market	19	27	▼ -29.6%	23	▼ -17.4%	25	31	▼ -19.4%
Price per Square Foot	\$150	\$151	▼ -0.7%	\$127	▲ 18.1%	\$148	\$124	▲ 19.4%
% of Ask Received	101.3%	100.2%	▲ 1.1%	99.7%	▲ 1.6%	100.4%	99.0%	▲ 1.4%
Active Inventory	582	560	▲ 3.9%	784	▼ -25.8%			
Absorption Rate	0.5	0.6	▼ -16.7%	0.7	▼ -28.6%			

Median Sales Price



Number of Closed Sales



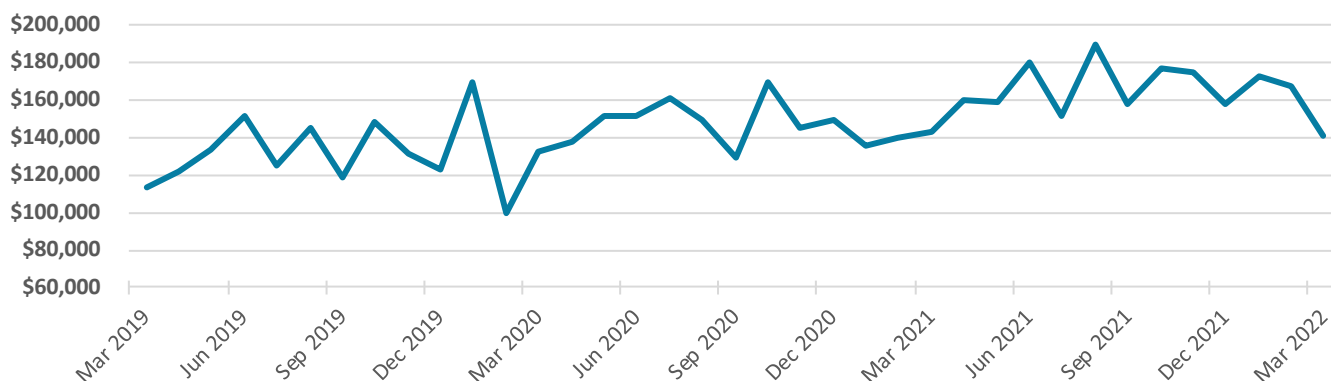
Montgomery County

Data for single family homes in Montgomery County.

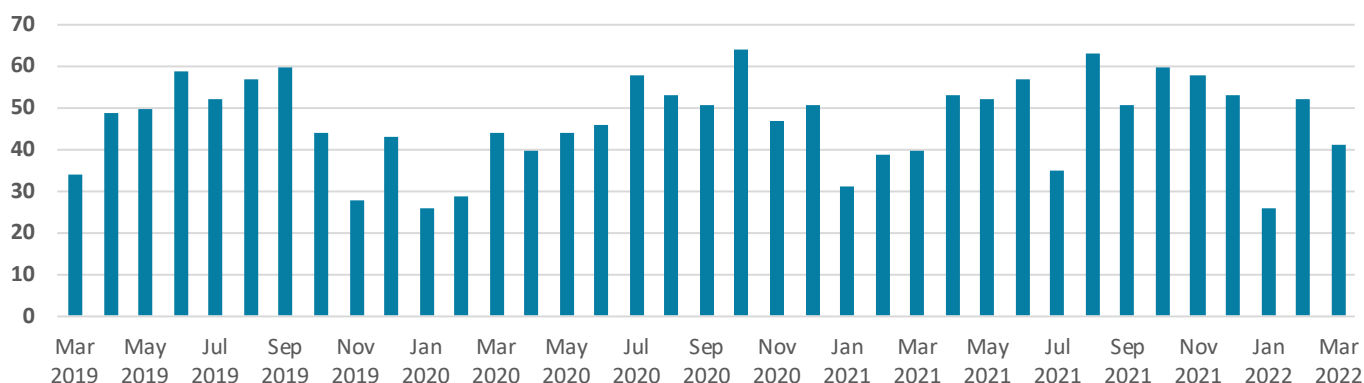


	Mar 2022	Feb 2022	MOM	Mar 2021	YOY	2022	2021	YTD
Median Sales Price	\$141,000	\$166,950	▼ -15.5%	\$143,500	▼ -1.7%	\$164,000	\$140,000	▲ 17.1%
Closed Sales	41	52	▼ -21.2%	40	▲ 2.5%	119	110	▲ 8.2%
New Listings	53	38	▲ 39.5%	56	▼ -5.4%	132	128	▲ 3.1%
Pending Sales	55	37	▲ 48.6%	56	▼ -1.8%	144	140	▲ 2.9%
Days on Market	25	25	▬ 0.0%	20	▲ 25.0%	26	35	▼ -25.7%
Price per Square Foot	\$122	\$127	▼ -3.9%	\$105	▲ 16.2%	\$124	\$107	▲ 15.9%
% of Ask Received	98.5%	97.3%	▲ 1.2%	99.5%	▼ -1.0%	97.8%	98.4%	▼ -0.6%
Active Inventory	20	20	▬ 0.0%	19	▲ 5.3%			
Absorption Rate	0.5	0.4	▲ 25.0%	0.5	▬ 0.0%			

Median Sales Price



Number of Closed Sales



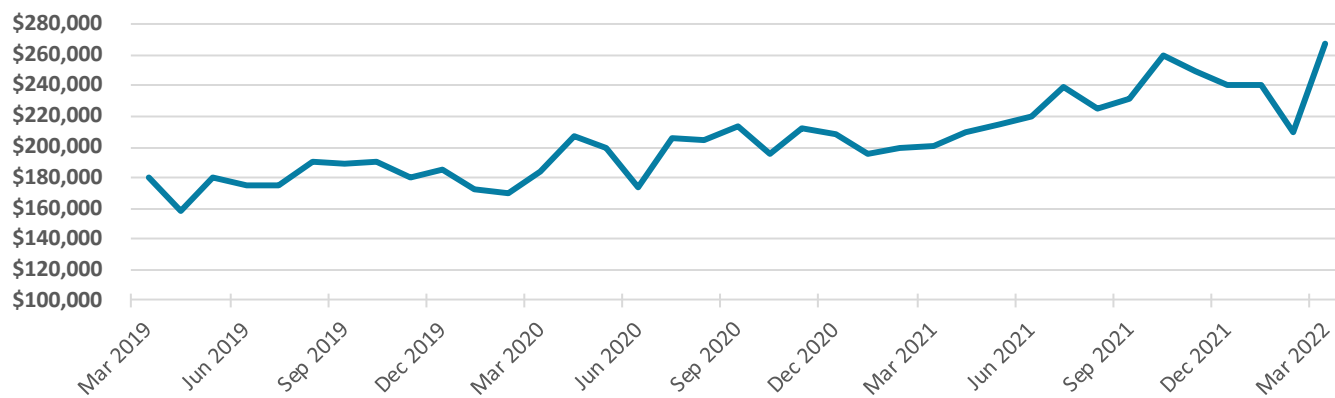
Morgan County

Data for single family homes in Morgan County.

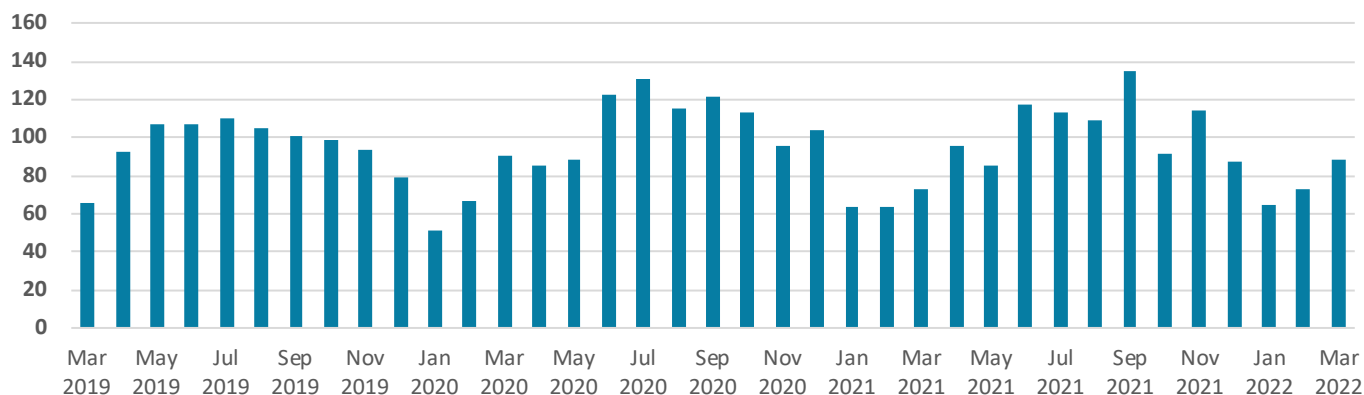


	Mar 2022	Feb 2022	MOM	Mar 2021	YOY	2022	2021	YTD
Median Sales Price	\$267,450	\$210,000	▲ 27.4%	\$200,250	▲ 33.6%	\$245,000	\$200,000	▲ 22.5%
Closed Sales	88	73	▲ 20.5%	73	▲ 20.5%	226	199	▲ 13.6%
New Listings	153	95	▲ 61.1%	100	▲ 53.0%	335	248	▲ 35.1%
Pending Sales	157	95	▲ 65.3%	93	▲ 68.8%	348	242	▲ 43.8%
Days on Market	25	37	▼ -32.4%	24	▲ 4.2%	29	29	▬ 0.0%
Price per Square Foot	\$153	\$154	▼ -0.6%	\$130	▲ 17.7%	\$151	\$127	▲ 18.9%
% of Ask Received	100.4%	99.9%	▲ 0.5%	99.5%	▲ 0.9%	99.6%	98.8%	▲ 0.8%
Active Inventory	95	103	▼ -7.8%	51	▲ 86.3%			
Absorption Rate	1.1	1.4	▼ -21.4%	0.7	▲ 57.1%			

Median Sales Price



Number of Closed Sales



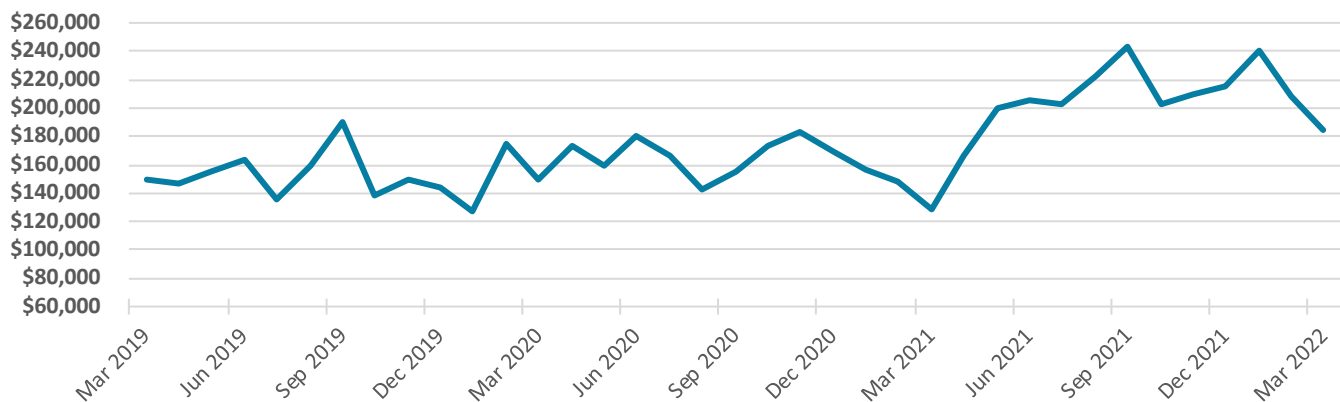
Putnam County

Data for single family homes in Putnam County.

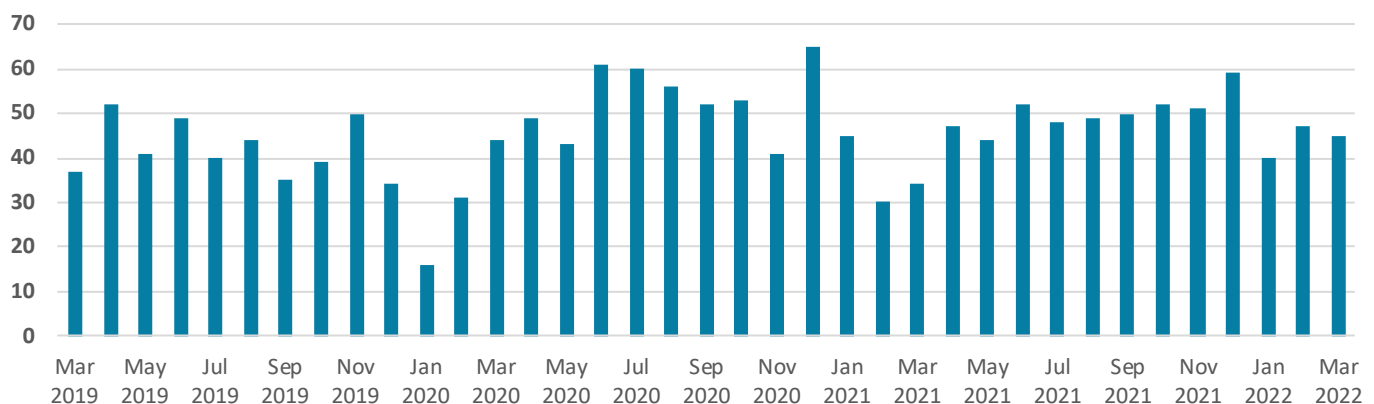


	Mar 2022	Feb 2022	MOM	Mar 2021	YOY	2022	2021	YTD
Median Sales Price	\$185,000	\$209,000	▼ -11.5%	\$128,200	▲ 44.3%	\$209,000	\$145,500	▲ 43.6%
Closed Sales	45	47	▼ -4.3%	34	▲ 32.4%	132	109	▲ 21.1%
New Listings	61	28	▲ 117.9%	46	▲ 32.6%	133	107	▲ 24.3%
Pending Sales	63	34	▲ 85.3%	43	▲ 46.5%	146	119	▲ 22.7%
Days on Market	30	45	▼ -33.3%	18	▲ 66.7%	36	32	▲ 12.5%
Price per Square Foot	\$124	\$140	▼ -11.4%	\$106	▲ 17.0%	\$144	\$109	▲ 32.1%
% of Ask Received	96.5%	95.8%	▲ 0.7%	97.4%	▼ -0.9%	96.7%	97.7%	▼ -1.0%
Active Inventory	34	39	▼ -12.8%	27	▲ 25.9%			
Absorption Rate	0.8	0.8	■ 0.0%	0.8	■ 0.0%			

Median Sales Price



Number of Closed Sales



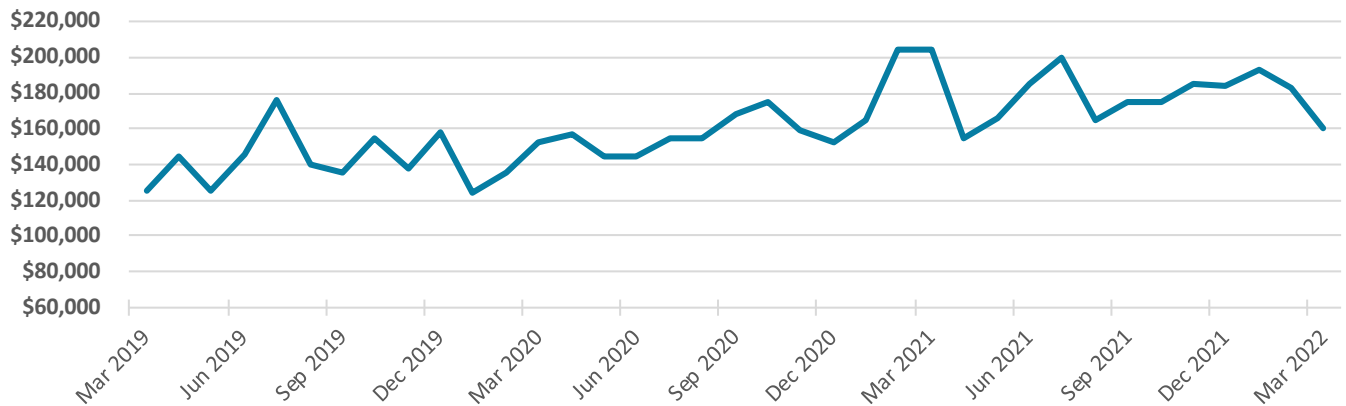
Shelby County

Data for single family homes in Shelby County.

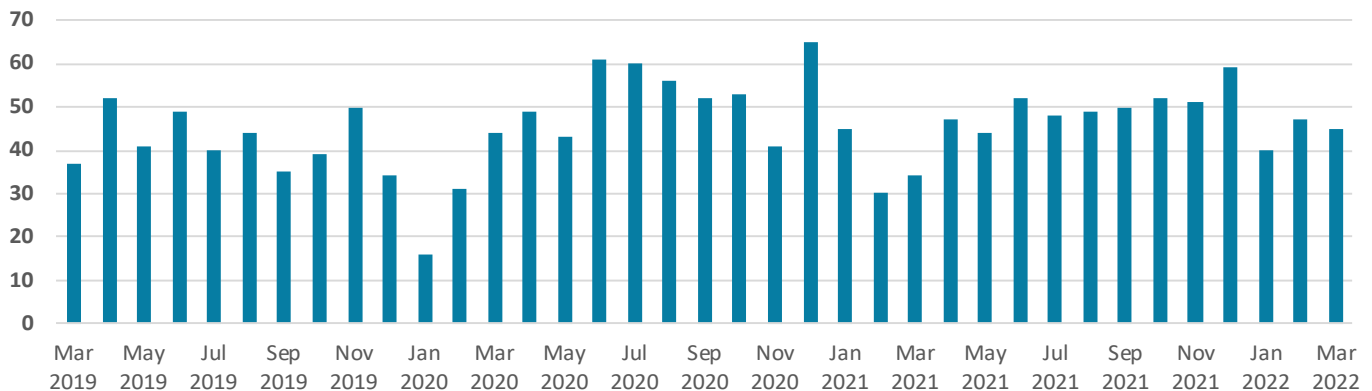


	Mar 2022	Feb 2022	MOM	Mar 2021	YOY	2022	2021	YTD
Median Sales Price	\$160,000	\$182,500	▼ -12.3%	\$204,950	▼ -21.9%	\$185,000	\$189,900	▼ -2.6%
Closed Sales	45	42	▲ 7.1%	48	▼ -6.3%	131	103	▲ 27.2%
New Listings	65	48	▲ 35.4%	42	▲ 54.8%	153	111	▲ 37.8%
Pending Sales	77	45	▲ 71.1%	43	▲ 79.1%	168	121	▲ 38.8%
Days on Market	28	27	▲ 3.7%	26	▲ 7.7%	27	31	▼ -12.9%
Price per Square Foot	\$120	\$124	▼ -3.2%	\$119	▲ 0.8%	\$124	\$112	▲ 10.7%
% of Ask Received	100.8%	97.4%	▲ 3.5%	99.1%	▲ 1.7%	99.1%	98.9%	▲ 0.2%
Active Inventory	42	43	▼ -2.3%	18	▲ 133.3%			
Absorption Rate	0.9	1.0	▼ -10.0%	0.4	▲ 125.0%			

Median Sales Price



Number of Closed Sales



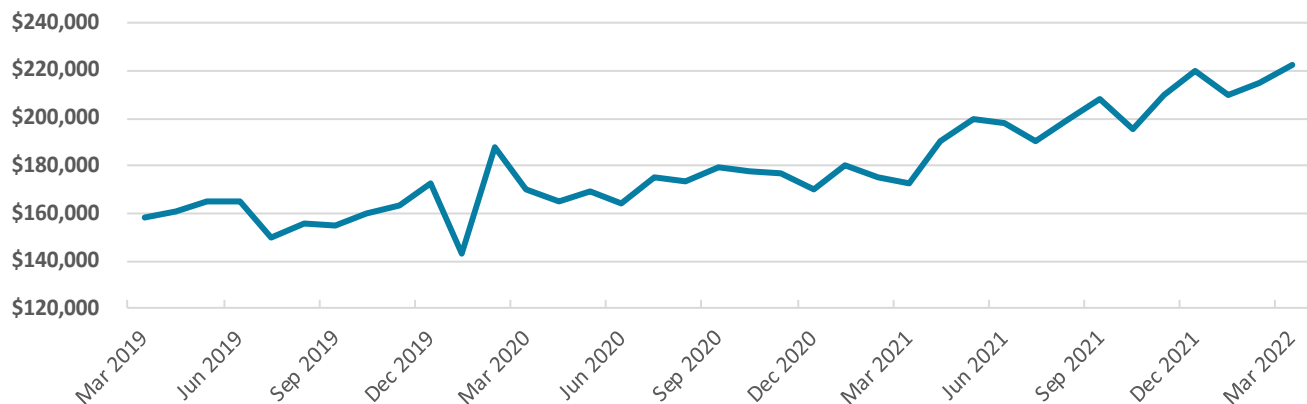
Condominiums

Data for Condominiums across all MIBOR Counties.



	Mar 2022	Feb 2022	MOM	Mar 2021	YOY	2022	2021	YTD
Median Sales Price	\$222,250	\$215,000	▲ 3.4%	\$173,000	▲ 28.5%	\$215,000	\$175,500	▲ 22.5%
Closed Sales	215	208	▲ 3.4%	207	▲ 3.9%	580	542	▲ 7.0%
New Listings	298	195	▲ 52.8%	286	▲ 4.2%	722	649	▲ 11.2%
Pending Sales	292	197	▲ 48.2%	290	▲ 0.7%	711	684	▲ 3.9%
Days on Market	26	32	▼ -18.8%	42	▼ -38.1%	28	41	▼ -31.7%
Price per Square Foot	\$166	\$159	▲ 4.4%	\$128	▲ 29.7%	\$159	\$130	▲ 22.3%
% of Ask Received	101.1%	100.3%	▲ 0.8%	99.0%	▲ 2.1%	100.3%	98.5%	▲ 1.8%
Active Inventory	171	161	▲ 6.2%	243	▼ -29.6%			
Absorption Rate	0.8	0.8	■ 0.0%	1.2	▼ -33.3%			

Median Sales Price



Number of Closed Sales

