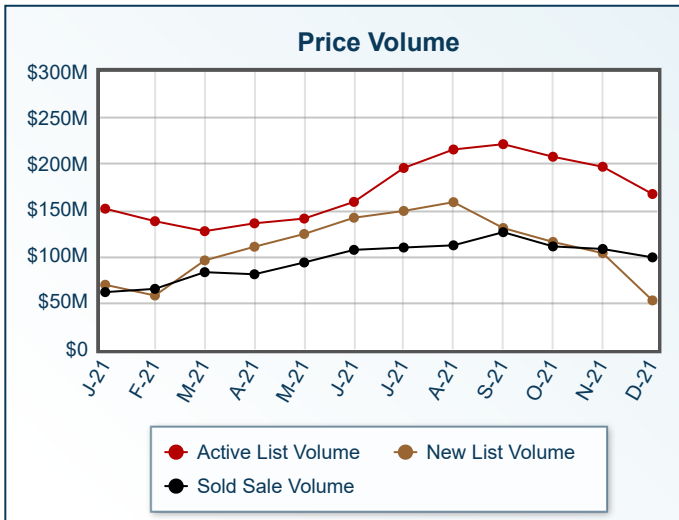
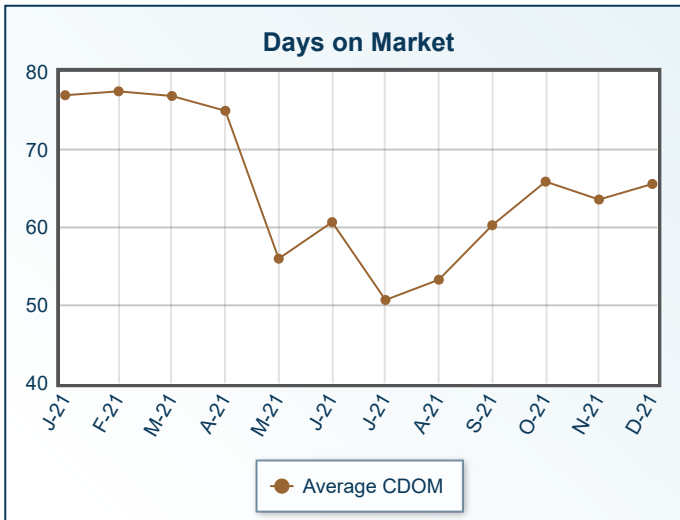
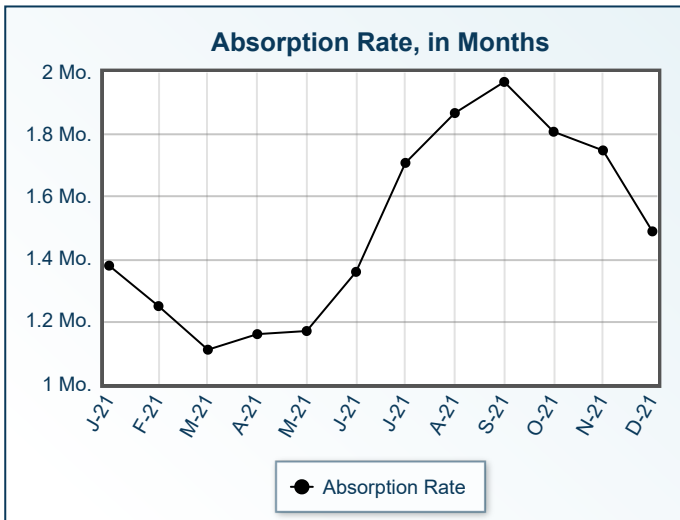
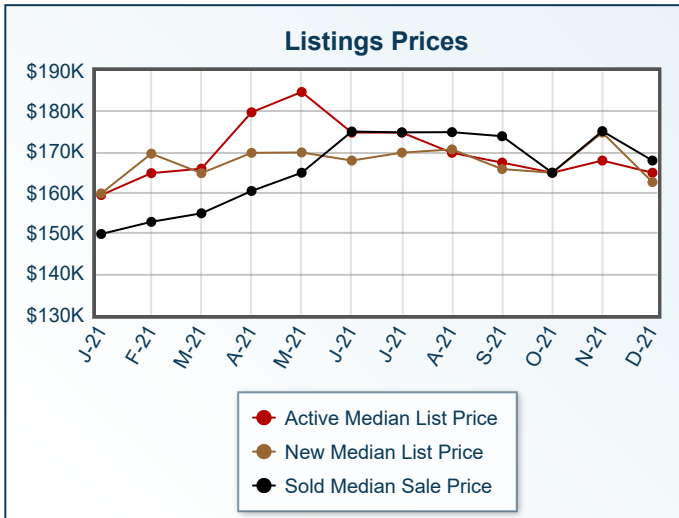
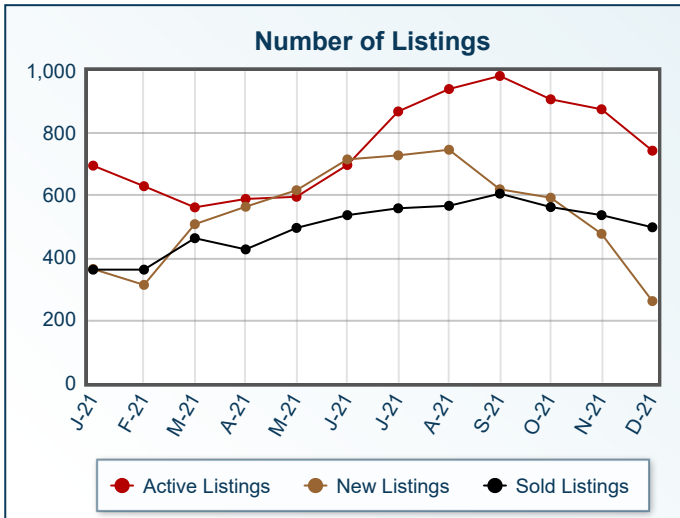


Market Summary

Residential, December 2021



Summary Statistics						
	Dec-21	Dec-20	% Chg	2021 YTD	2020 YTD	% Chg
Absorption Rate	1.49	1.57	-5.10	1.5	2.15	-30.23
Average List Price	\$225,404	\$214,773	4.95	\$203,263	\$183,117	11.00
Median List Price	\$165,000	\$154,800	6.59	\$169,000	\$149,900	12.74
Average Sale Price	\$199,203	\$183,351	8.65	\$193,912	\$172,694	12.29
Median Sale Price	\$168,000	\$154,500	8.74	\$166,500	\$147,252	13.07
Average CDOM	65	77	-15.58	N/A	N/A	N/A
Median CDOM	55	57	-3.51	49	57	-14.04

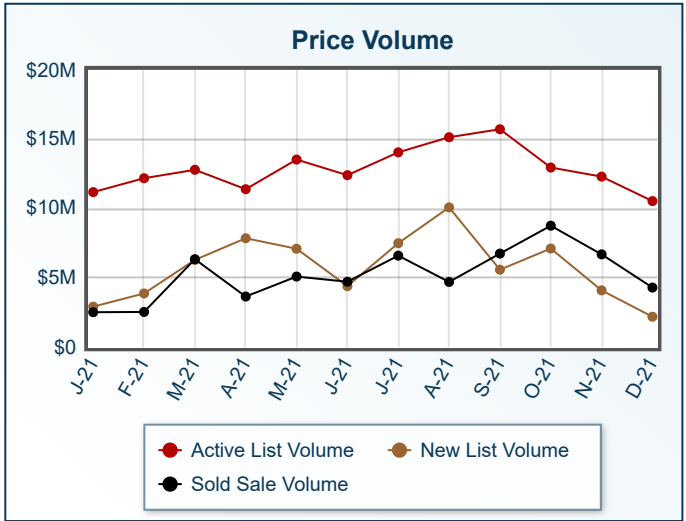
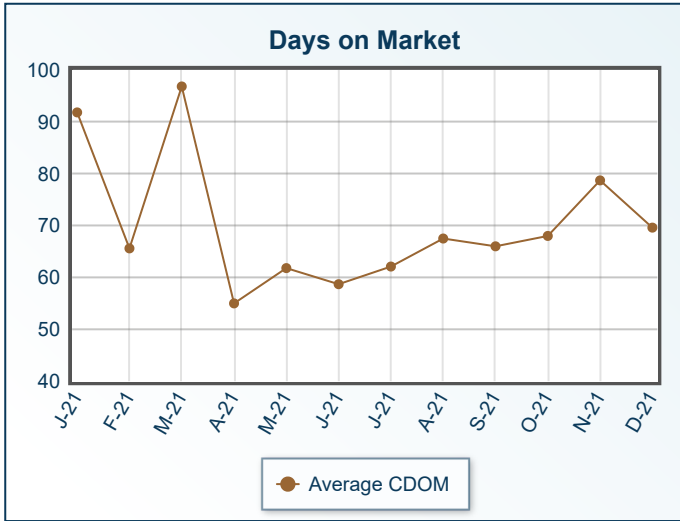
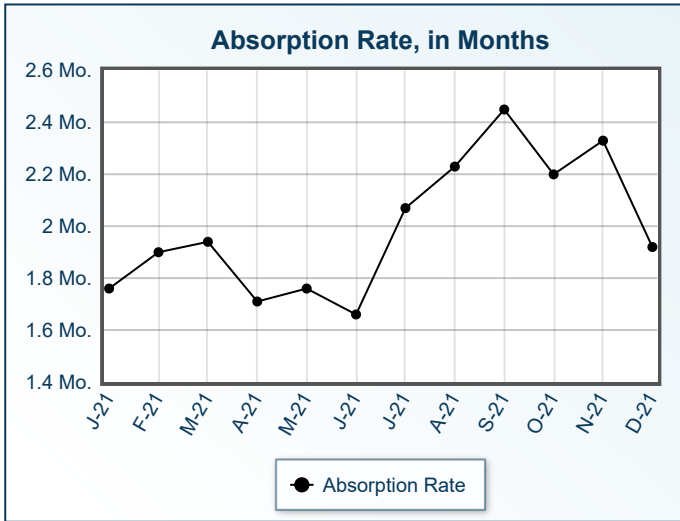
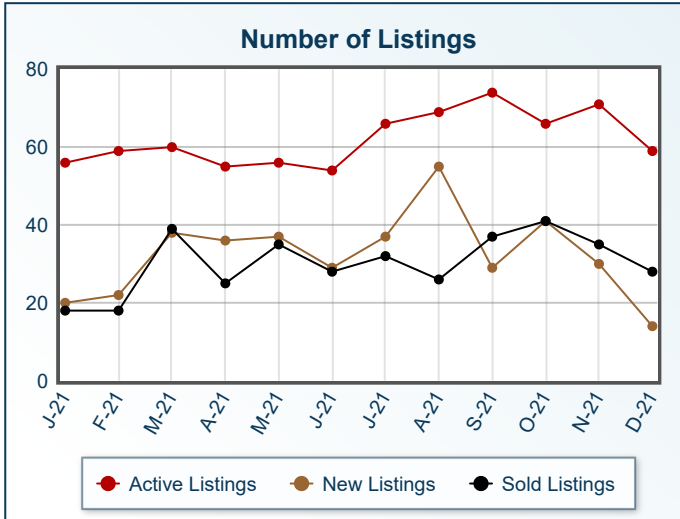
Sold Listings							Pending Listings						
	This Month			Year to Date				This Month			Year to Date		
	2021	2020	% Chg	2021	2020	% Chg		2021	2020	% Chg	2021	2020	% Chg
0-29,999	5	8	-37.5	79	211	-62.6	0-29,999	3	4	-25.0	72	191	-62.3
30,000-39,999	3	11	-72.7	82	129	-36.4	30,000-39,999	6	8	-25.0	72	131	-45.0
40,000-49,999	17	9	88.9	91	125	-27.2	40,000-49,999	5	12	-58.3	88	136	-35.3
50,000-59,999	12	10	20.0	124	173	-28.3	50,000-59,999	3	8	-62.5	100	157	-36.3
60,000-69,999	12	13	-7.7	124	167	-25.7	60,000-69,999	13	11	18.2	132	188	-29.8
70,000-79,999	13	19	-31.6	149	211	-29.4	70,000-79,999	7	16	-56.2	161	229	-29.7
80,000-89,999	13	30	-56.7	190	250	-24.0	80,000-89,999	15	16	-6.2	212	244	-13.1
90,000-99,999	19	25	-24.0	202	253	-20.2	90,000-99,999	14	15	-6.7	230	281	-18.1
100,000-119,999	37	45	-17.8	464	552	-15.9	100,000-119,999	21	31	-32.3	448	552	-18.8
120,000-139,999	47	64	-26.6	644	741	-13.1	120,000-139,999	39	52	-25.0	668	780	-14.4
140,000-159,999	54	46	17.4	623	551	13.1	140,000-159,999	37	41	-9.8	612	581	5.3
160,000-179,999	39	38	2.6	561	492	14.0	160,000-179,999	30	33	-9.1	578	501	15.4
180,000-199,999	43	35	22.9	470	370	27.0	180,000-199,999	36	19	89.5	481	379	26.9
200,000-249,999	62	52	19.2	795	632	25.8	200,000-249,999	39	49	-20.4	741	652	13.7
250,000-299,999	51	46	10.9	525	521	0.8	250,000-299,999	32	28	14.3	518	526	-1.5
300,000-399,999	30	48	-37.5	511	464	10.1	300,000-399,999	27	24	12.5	520	467	11.3
400,000-499,999	23	10	130.0	206	115	79.1	400,000-499,999	14	11	27.3	193	133	45.1
500,000+	17	14	21.4	147	96	53.1	500,000+	9	4	125.0	159	103	54.4
Totals	497	523	-5.0	5987	6053	-1.1	Totals	350	382	-8.4	5985	6231	-3.9

Active Listings							New Listings						
	This Month			Year to Date				This Month			Year to Date		
	2021	2020	% Chg	2021	2020	% Chg		2021	2020	% Chg	2021	2020	% Chg
0-29,999	3	8	-62.5	96	239	-59.8	0-29,999	3	5	-40.0	88	184	-52.2
30,000-39,999	7	18	-61.1	86	170	-49.4	30,000-39,999	4	7	-42.9	74	132	-43.9
40,000-49,999	13	21	-38.1	120	184	-34.8	40,000-49,999	2	9	-77.8	104	139	-25.2
50,000-59,999	12	33	-63.6	131	223	-41.3	50,000-59,999	7	5	40.0	104	170	-38.8
60,000-69,999	26	30	-13.3	174	247	-29.6	60,000-69,999	6	12	-50.0	145	185	-21.6
70,000-79,999	23	37	-37.8	208	308	-32.5	70,000-79,999	10	13	-23.1	173	237	-27.0
80,000-89,999	32	36	-11.1	258	320	-19.4	80,000-89,999	7	19	-63.2	224	256	-12.5
90,000-99,999	38	37	2.7	276	339	-18.6	90,000-99,999	9	14	-35.7	245	276	-11.2
100,000-119,999	44	56	-21.4	531	649	-18.2	100,000-119,999	20	21	-4.8	485	526	-7.8
120,000-139,999	91	74	23.0	794	887	-10.5	120,000-139,999	36	41	-12.2	738	779	-5.3
140,000-159,999	75	64	17.2	722	682	5.9	140,000-159,999	24	30	-20.0	661	593	11.5
160,000-179,999	50	52	-3.8	664	616	7.8	160,000-179,999	30	32	-6.2	614	513	19.7
180,000-199,999	63	33	90.9	558	474	17.7	180,000-199,999	24	23	4.3	523	391	33.8
200,000-249,999	95	85	11.8	878	810	8.4	200,000-249,999	25	48	-47.9	806	698	15.5
250,000-299,999	45	54	-16.7	593	635	-6.6	250,000-299,999	17	22	-22.7	542	541	0.2
300,000-399,999	68	71	-4.2	639	604	5.8	300,000-399,999	24	15	60.0	578	506	14.2
400,000-499,999	36	26	38.5	251	186	34.9	400,000-499,999	8	6	33.3	229	141	62.4
500,000+	26	45	-42.2	230	190	21.1	500,000+	6	3	100.0	188	139	35.3
Totals	747	780	-4.2	7209	7763	-7.1	Totals	262	325	-19.4	6521	6406	1.8

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Market Summary

Auglaze Residential, December 2021



Summary Statistics						
	Dec-21	Dec-20	% Chg	2021 YTD	2020 YTD	% Chg
Absorption Rate	1.92	1.81	6.08	1.99	2.83	-29.68
Average List Price	\$178,667	\$196,664	-9.15	\$180,800	\$173,118	4.44
Median List Price	\$149,900	\$134,900	11.12	\$159,400	\$142,900	11.55
Average Sale Price	\$153,800	\$173,878	-11.55	\$173,346	\$160,452	8.04
Median Sale Price	\$137,900	\$155,000	-11.03	\$155,000	\$142,950	8.43
Average CDOM	69	93	-25.81	70	100	-30.00
Median CDOM	55	59	-6.78	51	66	-22.73

	This Month			Year to Date		
	2021	2020	% Chg	2021	2020	% Chg
	0-29,999	1	0	N/A	3	8
30,000-39,999	0	1	-100.0	2	4	-50.0
40,000-49,999	0	1	-100.0	2	4	-50.0
50,000-59,999	2	0	N/A	8	7	14.3
60,000-69,999	0	0	0.0	7	5	40.0
70,000-79,999	0	3	-100.0	7	17	-58.8
80,000-89,999	2	1	100.0	18	17	5.9
90,000-99,999	2	0	N/A	12	10	20.0
100,000-119,999	2	2	0.0	40	57	-29.8
120,000-139,999	6	5	20.0	50	50	0.0
140,000-159,999	2	6	-66.7	44	64	-31.2
160,000-179,999	2	2	0.0	42	29	44.8
180,000-199,999	2	1	100.0	34	22	54.5
200,000-249,999	3	6	-50.0	49	32	53.1
250,000-299,999	4	4	0.0	18	28	-35.7
300,000-399,999	0	2	-100.0	16	21	-23.8
400,000-499,999	0	1	-100.0	2	5	-60.0
500,000+	0	0	0.0	8	2	300.0
Totals	28	35	-20.0	362	382	-5.2

	This Month			Year to Date		
	2021	2020	% Chg	2021	2020	% Chg
	0-29,999	0	1	-100.0	2	8
30,000-39,999	0	0	0.0	3	3	0.0
40,000-49,999	0	1	-100.0	1	2	-50.0
50,000-59,999	0	0	0.0	4	7	-42.9
60,000-69,999	1	2	-50.0	7	9	-22.2
70,000-79,999	1	2	-50.0	10	12	-16.7
80,000-89,999	1	0	N/A	13	20	-35.0
90,000-99,999	3	1	200.0	20	14	42.9
100,000-119,999	3	2	50.0	34	54	-37.0
120,000-139,999	4	6	-33.3	44	57	-22.8
140,000-159,999	0	5	-100.0	48	60	-20.0
160,000-179,999	2	2	0.0	43	25	72.0
180,000-199,999	2	1	100.0	40	26	53.8
200,000-249,999	0	3	-100.0	41	33	24.2
250,000-299,999	2	0	N/A	16	23	-30.4
300,000-399,999	0	0	0.0	18	25	-28.0
400,000-499,999	0	1	-100.0	0	5	-100.0
500,000+	0	0	0.0	8	2	300.0
Totals	19	27	-29.6	352	385	-8.6

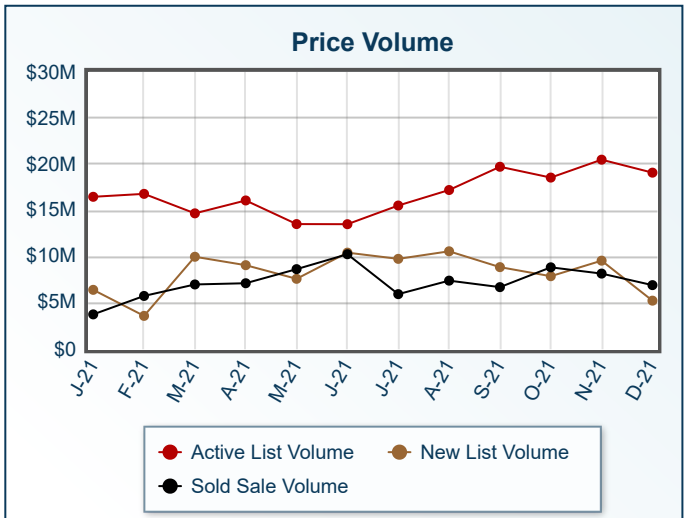
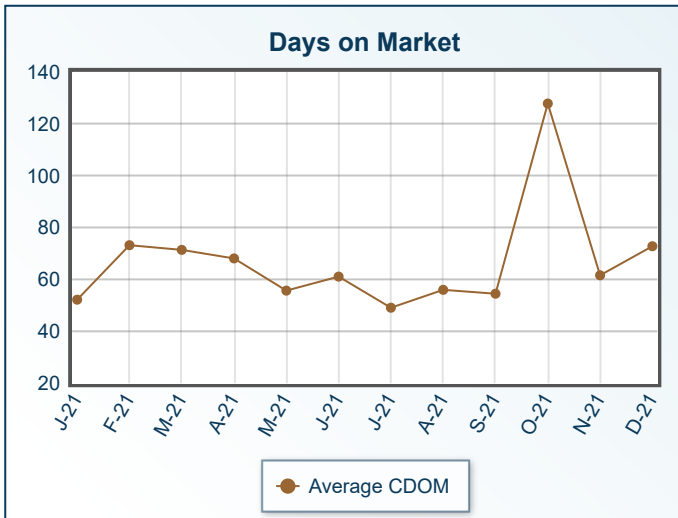
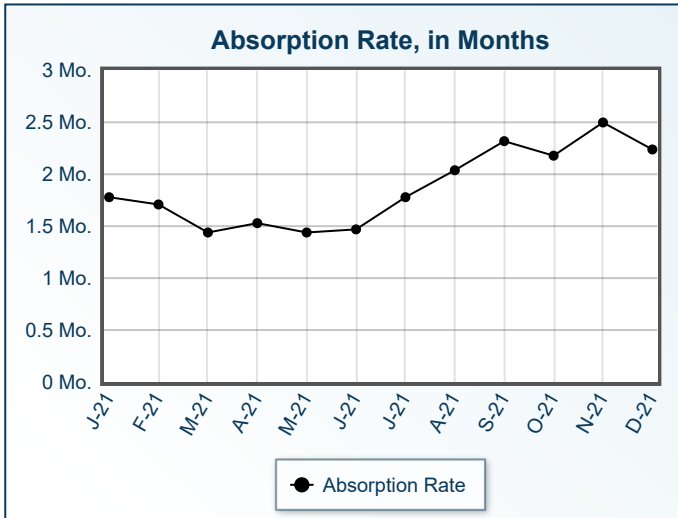
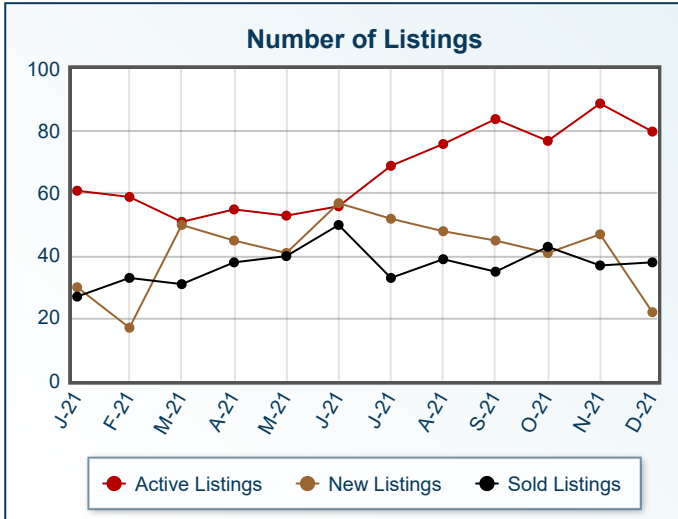
	This Month			Year to Date		
	2021	2020	% Chg	2021	2020	% Chg
	0-29,999	0	0	0.0	2	9
30,000-39,999	0	1	-100.0	3	4	-25.0
40,000-49,999	1	0	N/A	3	3	0.0
50,000-59,999	1	1	0.0	5	10	-50.0
60,000-69,999	0	3	-100.0	8	15	-46.7
70,000-79,999	1	1	0.0	11	15	-26.7
80,000-89,999	3	5	-40.0	20	27	-25.9
90,000-99,999	8	5	60.0	28	21	33.3
100,000-119,999	4	9	-55.6	43	69	-37.7
120,000-139,999	10	5	100.0	58	69	-15.9
140,000-159,999	6	6	0.0	56	67	-16.4
160,000-179,999	7	3	133.3	50	32	56.3
180,000-199,999	6	6	0.0	48	36	33.3
200,000-249,999	3	3	0.0	48	42	14.3
250,000-299,999	4	1	300.0	20	31	-35.5
300,000-399,999	1	1	0.0	22	29	-24.1
400,000-499,999	3	2	50.0	6	8	-25.0
500,000+	1	5	-80.0	12	10	20.0
Totals	59	57	3.5	443	497	-10.9

	This Month			Year to Date		
	2021	2020	% Chg	2021	2020	% Chg
	0-29,999	0	0	0.0	2	5
30,000-39,999	0	1	-100.0	2	4	-50.0
40,000-49,999	0	1	-100.0	3	2	50.0
50,000-59,999	0	0	0.0	4	10	-60.0
60,000-69,999	0	1	-100.0	5	12	-58.3
70,000-79,999	0	2	-100.0	10	11	-9.1
80,000-89,999	0	1	-100.0	15	22	-31.8
90,000-99,999	1	2	-50.0	24	16	50.0
100,000-119,999	2	2	0.0	34	55	-38.2
120,000-139,999	4	3	33.3	54	61	-11.5
140,000-159,999	2	1	100.0	51	59	-13.6
160,000-179,999	1	3	-66.7	46	29	58.6
180,000-199,999	2	2	0.0	42	26	61.5
200,000-249,999	2	2	0.0	45	29	55.2
250,000-299,999	0	0	0.0	19	23	-17.4
300,000-399,999	0	0	0.0	21	20	5.0
400,000-499,999	0	0	0.0	4	2	100.0
500,000+	0	0	0.0	7	7	0.0
Totals	14	21	-33.3	388	393	-1.3

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Market Summary

Champaign Residential, December 2021



Summary Statistics						
	Dec-21	Dec-20	% Chg	2021 YTD	2020 YTD	% Chg
Absorption Rate	2.24	1.74	28.74	1.87	2.5	-25.20
Average List Price	\$238,759	\$270,255	-11.65	\$207,235	\$189,856	9.15
Median List Price	\$176,586	\$165,000	7.02	\$174,500	\$155,000	12.58
Average Sale Price	\$182,588	\$219,185	-16.70	\$195,354	\$168,749	15.77
Median Sale Price	\$157,363	\$181,950	-13.51	\$170,000	\$149,900	13.41
Average CDOM	72	136	-47.06	N/A	N/A	N/A
Median CDOM	61	56	8.93	58	62	-6.45

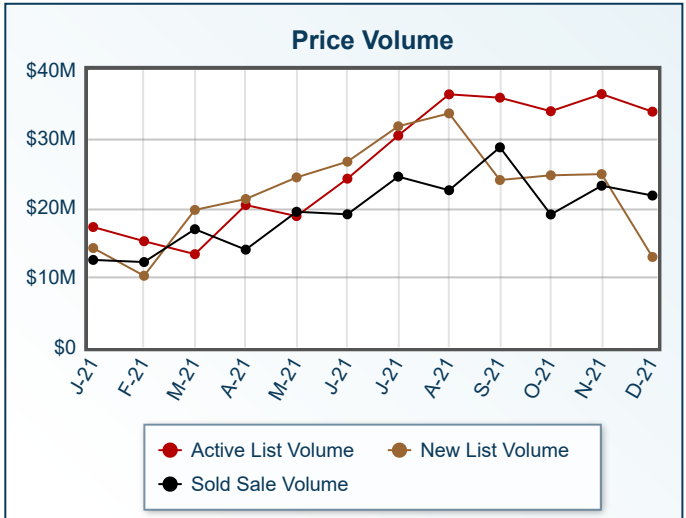
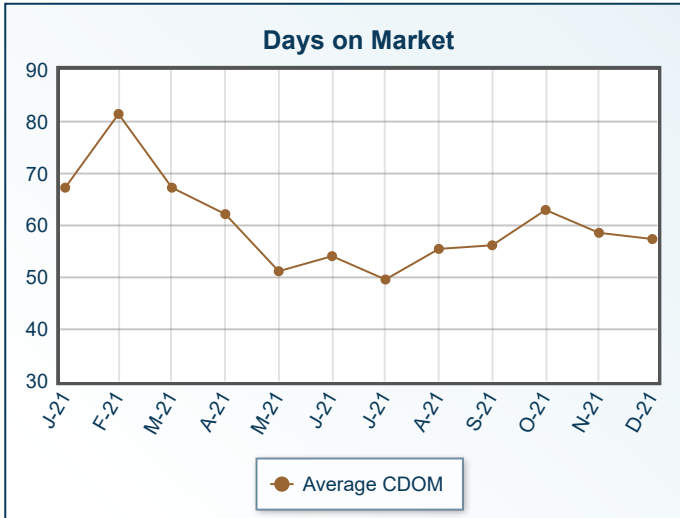
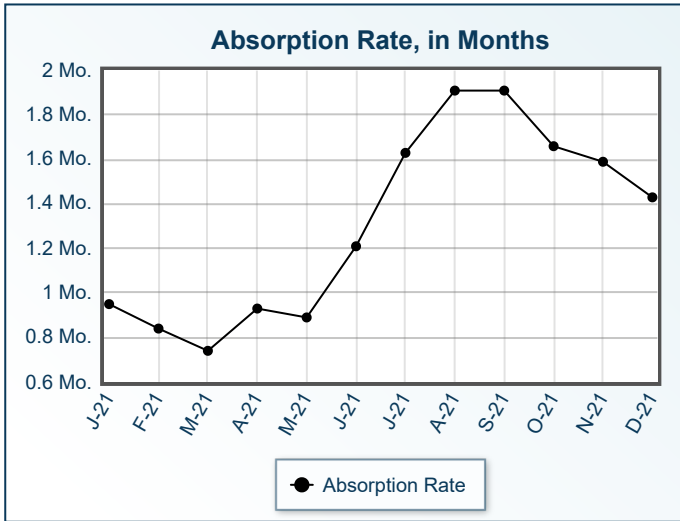
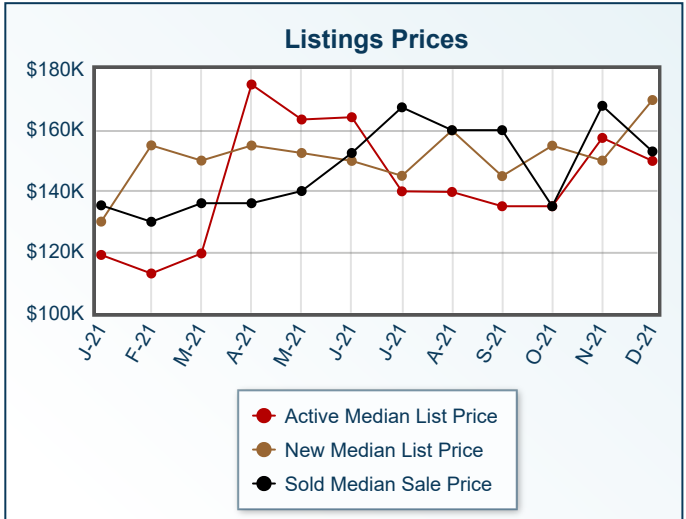
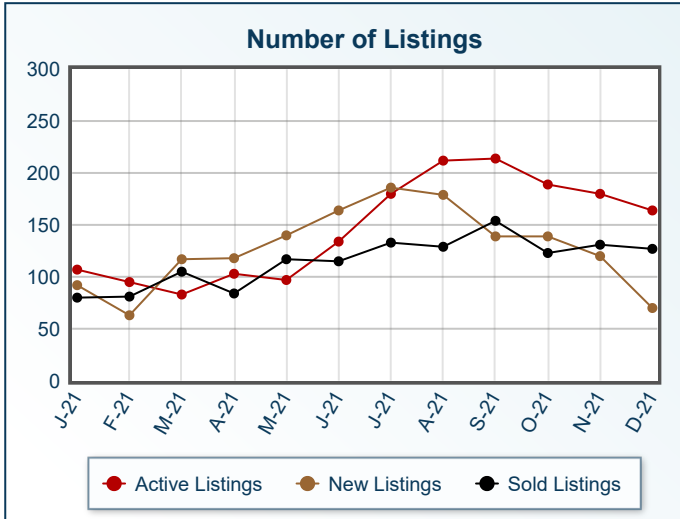
Sold Listings							Pending Listings						
	This Month			Year to Date				This Month			Year to Date		
	2021	2020	% Chg	2021	2020	% Chg		2021	2020	% Chg	2021	2020	% Chg
0-29,999	1	0	N/A	4	14	-71.4	0-29,999	0	0	0.0	5	17	-70.6
30,000-39,999	0	1	-100.0	3	10	-70.0	30,000-39,999	2	0	N/A	3	9	-66.7
40,000-49,999	0	0	0.0	2	5	-60.0	40,000-49,999	0	0	0.0	3	5	-40.0
50,000-59,999	0	0	0.0	4	9	-55.6	50,000-59,999	0	1	-100.0	5	11	-54.5
60,000-69,999	2	0	N/A	9	10	-10.0	60,000-69,999	4	2	100.0	7	10	-30.0
70,000-79,999	0	1	-100.0	4	16	-75.0	70,000-79,999	0	1	-100.0	5	16	-68.7
80,000-89,999	1	1	0.0	7	12	-41.7	80,000-89,999	2	1	100.0	5	15	-66.7
90,000-99,999	1	0	N/A	11	12	-8.3	90,000-99,999	1	0	N/A	12	11	9.1
100,000-119,999	3	4	-25.0	30	35	-14.3	100,000-119,999	2	2	0.0	23	36	-36.1
120,000-139,999	3	2	50.0	42	60	-30.0	120,000-139,999	5	5	0.0	52	71	-26.8
140,000-159,999	9	0	N/A	67	42	59.5	140,000-159,999	5	3	66.7	66	43	53.5
160,000-179,999	4	2	100.0	57	38	50.0	160,000-179,999	3	4	-25.0	55	42	31.0
180,000-199,999	2	1	100.0	33	35	-5.7	180,000-199,999	1	3	-66.7	36	35	2.9
200,000-249,999	4	3	33.3	79	52	51.9	200,000-249,999	3	4	-25.0	65	55	18.2
250,000-299,999	6	2	200.0	35	30	16.7	250,000-299,999	1	2	-50.0	35	34	2.9
300,000-399,999	1	3	-66.7	38	20	90.0	300,000-399,999	4	2	100.0	43	21	104.8
400,000-499,999	0	1	-100.0	12	5	140.0	400,000-499,999	0	1	-100.0	11	7	57.1
500,000+	1	1	0.0	7	6	16.7	500,000+	2	0	N/A	8	9	-11.1
Totals	38	22	72.7	444	411	8.0	Totals	35	31	12.9	439	447	-1.8

Active Listings							New Listings						
	This Month			Year to Date				This Month			Year to Date		
	2021	2020	% Chg	2021	2020	% Chg		2021	2020	% Chg	2021	2020	% Chg
0-29,999	0	0	0.0	7	19	-63.2	0-29,999	0	1	-100.0	6	17	-64.7
30,000-39,999	1	0	N/A	3	10	-70.0	30,000-39,999	1	0	N/A	3	7	-57.1
40,000-49,999	0	0	0.0	5	5	0.0	40,000-49,999	0	0	0.0	5	5	0.0
50,000-59,999	0	1	-100.0	6	11	-45.5	50,000-59,999	0	0	0.0	6	9	-33.3
60,000-69,999	2	1	100.0	7	11	-36.4	60,000-69,999	1	1	0.0	7	8	-12.5
70,000-79,999	0	3	-100.0	7	20	-65.0	70,000-79,999	0	0	0.0	5	15	-66.7
80,000-89,999	1	0	N/A	7	18	-61.1	80,000-89,999	0	0	0.0	7	14	-50.0
90,000-99,999	2	0	N/A	15	13	15.4	90,000-99,999	0	1	-100.0	14	9	55.6
100,000-119,999	5	7	-28.6	29	47	-38.3	100,000-119,999	0	4	-100.0	22	40	-45.0
120,000-139,999	13	10	30.0	66	83	-20.5	120,000-139,999	3	5	-40.0	59	68	-13.2
140,000-159,999	11	7	57.1	80	54	48.1	140,000-159,999	2	5	-60.0	70	44	59.1
160,000-179,999	7	5	40.0	68	48	41.7	160,000-179,999	5	4	25.0	64	46	39.1
180,000-199,999	7	2	250.0	45	43	4.7	180,000-199,999	2	3	-33.3	43	36	19.4
200,000-249,999	12	4	200.0	82	65	26.2	200,000-249,999	1	5	-80.0	77	56	37.5
250,000-299,999	3	7	-57.1	41	42	-2.4	250,000-299,999	0	0	0.0	34	35	-2.9
300,000-399,999	11	8	37.5	57	36	58.3	300,000-399,999	3	0	N/A	51	31	64.5
400,000-499,999	2	2	0.0	14	9	55.6	400,000-499,999	3	0	N/A	14	8	75.0
500,000+	3	4	-25.0	12	16	-25.0	500,000+	1	0	N/A	8	10	-20.0
Totals	80	61	31.1	551	550	0.2	Totals	22	29	-24.1	495	458	8.1

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Market Summary

Clark Residential, December 2021



Summary Statistics						
	Dec-21	Dec-20	% Chg	2021 YTD	2020 YTD	% Chg
Absorption Rate	1.43	1.15	24.35	1.31	1.57	-16.56
Average List Price	\$207,163	\$169,902	21.93	\$175,837	\$150,619	16.74
Median List Price	\$149,900	\$132,100	13.47	\$149,900	\$130,000	15.31
Average Sale Price	\$172,263	\$153,747	12.04	\$170,492	\$145,142	17.47
Median Sale Price	\$153,000	\$135,500	12.92	\$150,000	\$130,750	14.72
Average CDOM	57	60	-5.00	N/A	80	N/A
Median CDOM	48	54	-11.11	48	56	-14.29

	This Month			Year to Date		
	2021	2020	% Chg	2021	2020	% Chg
	0-29,999	0	3	-100.0	22	77
30,000-39,999	2	4	-50.0	31	37	-16.2
40,000-49,999	3	1	200.0	27	47	-42.6
50,000-59,999	7	3	133.3	40	57	-29.8
60,000-69,999	2	4	-50.0	36	53	-32.1
70,000-79,999	4	5	-20.0	45	73	-38.4
80,000-89,999	5	17	-70.6	67	71	-5.6
90,000-99,999	8	6	33.3	78	51	52.9
100,000-119,999	14	8	75.0	134	123	8.9
120,000-139,999	13	15	-13.3	148	161	-8.1
140,000-159,999	9	13	-30.8	117	128	-8.6
160,000-179,999	11	11	0.0	119	107	11.2
180,000-199,999	15	9	66.7	121	83	45.8
200,000-249,999	13	9	44.4	142	107	32.7
250,000-299,999	9	9	0.0	117	83	41.0
300,000-399,999	7	9	-22.2	93	73	27.4
400,000-499,999	4	2	100.0	30	14	114.3
500,000+	1	0	N/A	12	7	71.4
Totals	127	128	-0.8	1379	1352	2.0

	This Month			Year to Date		
	2021	2020	% Chg	2021	2020	% Chg
	0-29,999	1	0	N/A	24	69
30,000-39,999	2	4	-50.0	24	37	-35.1
40,000-49,999	2	3	-33.3	27	50	-46.0
50,000-59,999	1	4	-75.0	35	62	-43.5
60,000-69,999	1	2	-50.0	41	53	-22.6
70,000-79,999	2	4	-50.0	49	79	-38.0
80,000-89,999	1	6	-83.3	79	75	5.3
90,000-99,999	5	2	150.0	82	65	26.2
100,000-119,999	7	3	133.3	126	120	5.0
120,000-139,999	10	11	-9.1	148	172	-14.0
140,000-159,999	4	7	-42.9	115	133	-13.5
160,000-179,999	5	6	-16.7	130	98	32.7
180,000-199,999	13	2	550.0	115	77	49.4
200,000-249,999	7	8	-12.5	139	117	18.8
250,000-299,999	7	4	75.0	108	87	24.1
300,000-399,999	9	3	200.0	99	75	32.0
400,000-499,999	4	1	300.0	28	16	75.0
500,000+	0	0	0.0	13	8	62.5
Totals	81	70	15.7	1382	1393	-0.8

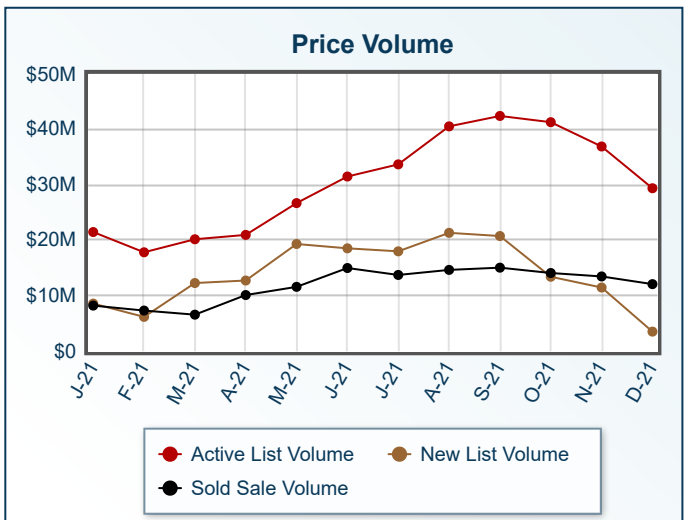
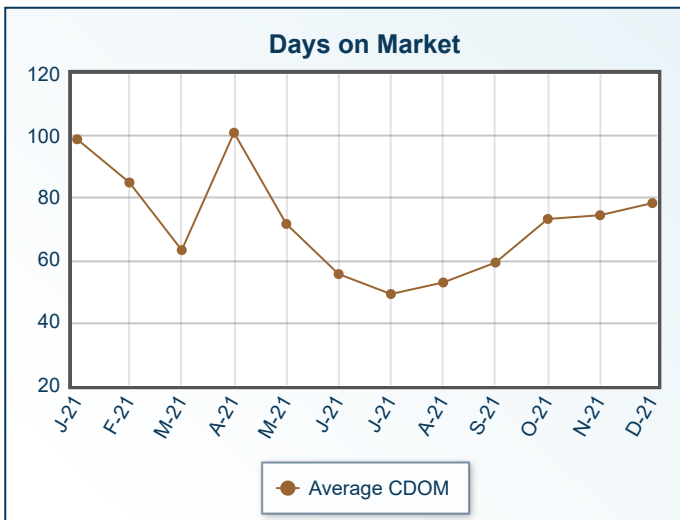
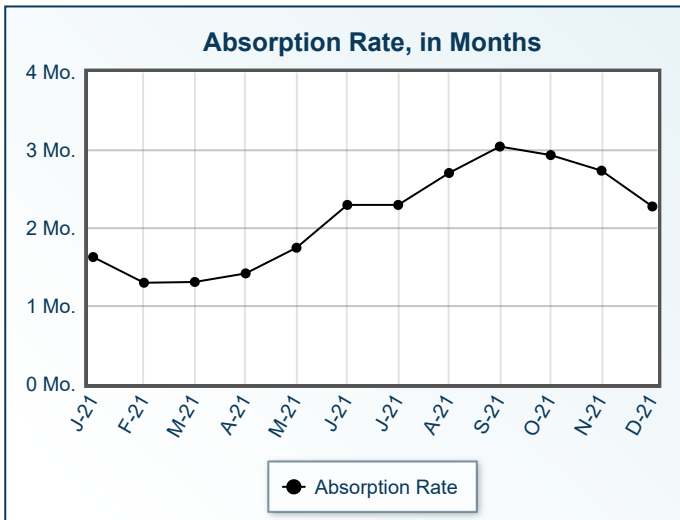
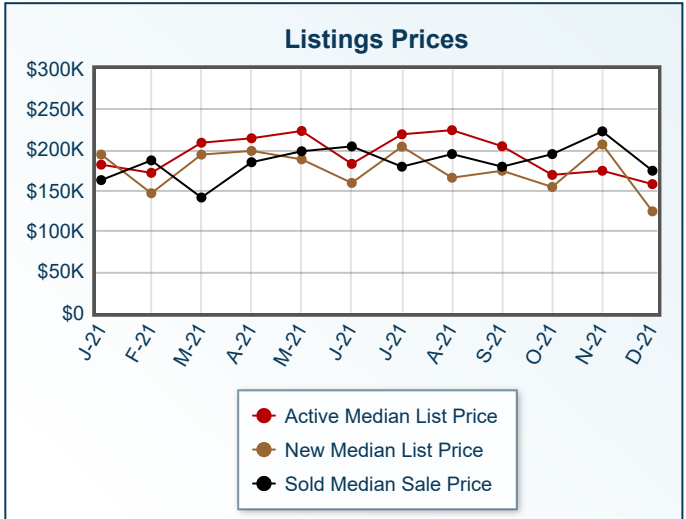
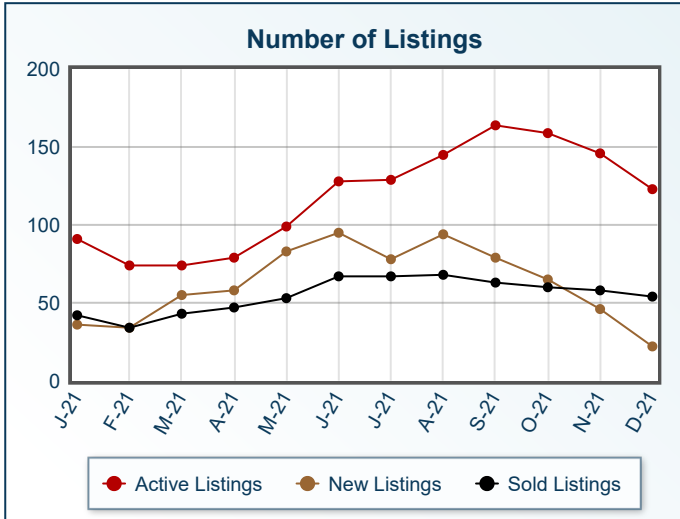
	This Month			Year to Date		
	2021	2020	% Chg	2021	2020	% Chg
	0-29,999	0	1	-100.0	28	75
30,000-39,999	3	5	-40.0	29	45	-35.6
40,000-49,999	4	8	-50.0	39	62	-37.1
50,000-59,999	5	6	-16.7	43	74	-41.9
60,000-69,999	10	5	100.0	54	67	-19.4
70,000-79,999	10	11	-9.1	63	100	-37.0
80,000-89,999	9	10	-10.0	90	92	-2.2
90,000-99,999	10	7	42.9	94	76	23.7
100,000-119,999	9	4	125.0	147	135	8.9
120,000-139,999	18	15	20.0	178	187	-4.8
140,000-159,999	7	9	-22.2	130	146	-11.0
160,000-179,999	7	6	16.7	140	111	26.1
180,000-199,999	15	5	200.0	130	89	46.1
200,000-249,999	24	14	71.4	177	160	10.6
250,000-299,999	11	9	22.2	127	100	27.0
300,000-399,999	11	6	83.3	110	87	26.4
400,000-499,999	5	2	150.0	34	20	70.0
500,000+	6	5	20.0	23	14	64.3
Totals	164	128	28.1	1636	1640	-0.2

	This Month			Year to Date		
	2021	2020	% Chg	2021	2020	% Chg
	0-29,999	1	0	N/A	27	59
30,000-39,999	1	2	-50.0	27	35	-22.9
40,000-49,999	0	4	-100.0	33	49	-32.7
50,000-59,999	2	2	0.0	38	53	-28.3
60,000-69,999	2	6	-66.7	46	50	-8.0
70,000-79,999	3	3	0.0	53	80	-33.7
80,000-89,999	2	5	-60.0	81	75	8.0
90,000-99,999	1	4	-75.0	87	65	33.8
100,000-119,999	7	4	75.0	143	112	27.7
120,000-139,999	8	12	-33.3	168	171	-1.8
140,000-159,999	5	4	25.0	123	130	-5.4
160,000-179,999	7	5	40.0	136	93	46.2
180,000-199,999	8	5	60.0	123	74	66.2
200,000-249,999	8	8	0.0	164	134	22.4
250,000-299,999	5	3	66.7	120	83	44.6
300,000-399,999	8	0	N/A	106	74	43.2
400,000-499,999	2	0	N/A	33	17	94.1
500,000+	0	0	0.0	19	13	46.2
Totals	70	67	4.5	1527	1367	11.7

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Market Summary

Logan Residential, December 2021



Summary Statistics						
	Dec-21	Dec-20	% Chg	2021 YTD	2020 YTD	% Chg
Absorption Rate	2.28	1.77	28.81	2.14	2.64	-18.94
Average List Price	\$238,907	\$219,446	8.87	\$224,712	\$195,896	14.71
Median List Price	\$158,500	\$161,150	-1.64	\$179,900	\$149,900	20.01
Average Sale Price	\$224,164	\$180,619	24.11	\$216,670	\$185,062	17.08
Median Sale Price	\$175,000	\$129,900	34.72	\$183,000	\$147,250	24.28
Average CDOM	78	87	-10.34	69	95	-27.37
Median CDOM	59	64	-7.81	50	60	-16.67

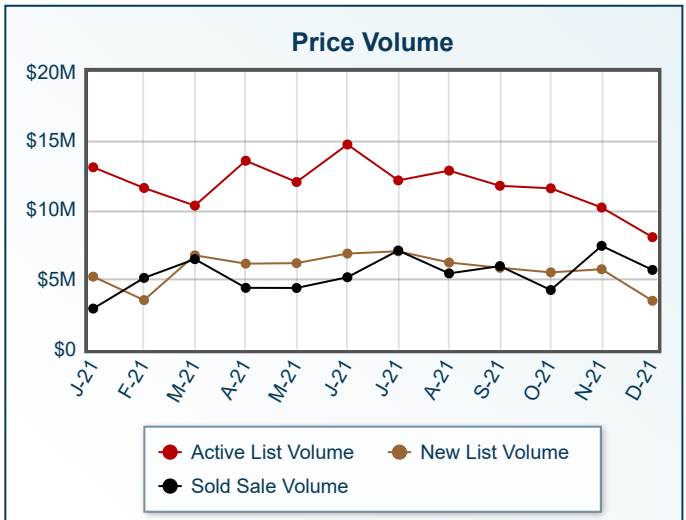
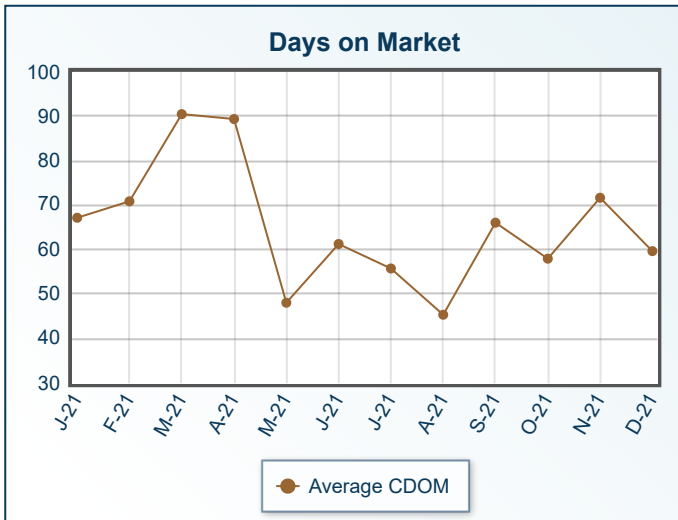
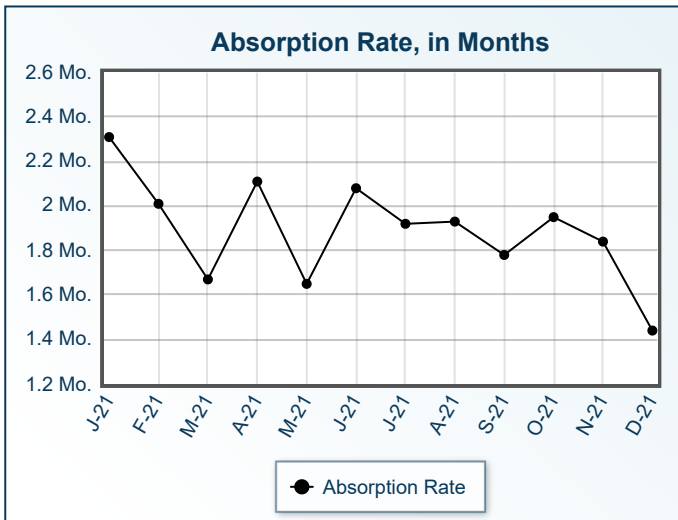
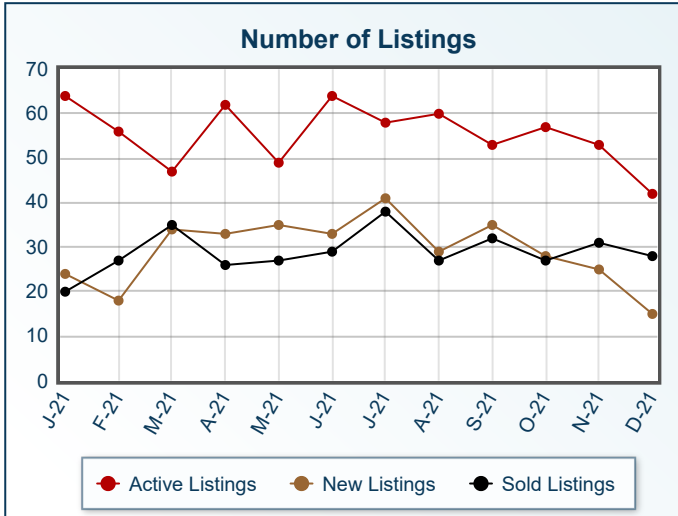
Sold Listings							Pending Listings						
	This Month			Year to Date				This Month			Year to Date		
	2021	2020	% Chg	2021	2020	% Chg		2021	2020	% Chg	2021	2020	% Chg
0-29,999	2	1	100.0	12	27	-55.6	0-29,999	1	2	-50.0	8	21	-61.9
30,000-39,999	1	0	N/A	5	21	-76.2	30,000-39,999	1	1	0.0	6	26	-76.9
40,000-49,999	0	2	-100.0	11	14	-21.4	40,000-49,999	0	0	0.0	9	12	-25.0
50,000-59,999	0	0	0.0	11	24	-54.2	50,000-59,999	0	1	-100.0	7	22	-68.2
60,000-69,999	2	3	-33.3	12	24	-50.0	60,000-69,999	2	1	100.0	15	25	-40.0
70,000-79,999	2	1	100.0	13	21	-38.1	70,000-79,999	0	1	-100.0	13	23	-43.5
80,000-89,999	1	3	-66.7	22	20	10.0	80,000-89,999	3	4	-25.0	20	24	-16.7
90,000-99,999	2	2	0.0	22	30	-26.7	90,000-99,999	1	2	-50.0	30	33	-9.1
100,000-119,999	2	5	-60.0	35	52	-32.7	100,000-119,999	4	1	300.0	39	39	0.0
120,000-139,999	4	8	-50.0	66	85	-22.4	120,000-139,999	3	1	200.0	64	84	-23.8
140,000-159,999	9	4	125.0	67	47	42.6	140,000-159,999	2	5	-60.0	60	59	1.7
160,000-179,999	2	3	-33.3	42	55	-23.6	160,000-179,999	2	4	-50.0	48	58	-17.2
180,000-199,999	3	3	0.0	45	45	0.0	180,000-199,999	3	1	200.0	48	43	11.6
200,000-249,999	7	3	133.3	109	59	84.7	200,000-249,999	7	5	40.0	102	62	64.5
250,000-299,999	6	0	N/A	58	57	1.8	250,000-299,999	3	1	200.0	55	54	1.9
300,000-399,999	3	2	50.0	58	45	28.9	300,000-399,999	2	2	0.0	56	46	21.7
400,000-499,999	5	2	150.0	34	22	54.5	400,000-499,999	4	1	300.0	34	25	36.0
500,000+	3	3	0.0	34	24	41.7	500,000+	3	1	200.0	31	25	24.0
Totals	54	45	20.0	656	672	-2.4	Totals	41	34	20.6	645	681	-5.3

Active Listings							New Listings						
	This Month			Year to Date				This Month			Year to Date		
	2021	2020	% Chg	2021	2020	% Chg		2021	2020	% Chg	2021	2020	% Chg
0-29,999	1	2	-50.0	9	25	-64.0	0-29,999	1	1	0.0	9	18	-50.0
30,000-39,999	0	4	-100.0	9	32	-71.9	30,000-39,999	1	1	0.0	7	26	-73.1
40,000-49,999	1	3	-66.7	10	18	-44.4	40,000-49,999	0	0	0.0	7	12	-41.7
50,000-59,999	3	3	0.0	14	30	-53.3	50,000-59,999	1	0	N/A	13	23	-43.5
60,000-69,999	6	1	500.0	24	28	-14.3	60,000-69,999	1	0	N/A	23	23	0.0
70,000-79,999	4	4	0.0	19	34	-44.1	70,000-79,999	1	0	N/A	15	26	-42.3
80,000-89,999	8	4	100.0	31	32	-3.1	80,000-89,999	1	0	N/A	28	21	33.3
90,000-99,999	7	5	40.0	41	39	5.1	90,000-99,999	2	3	-33.3	37	31	19.4
100,000-119,999	3	4	-25.0	43	47	-8.5	100,000-119,999	1	0	N/A	40	33	21.2
120,000-139,999	16	10	60.0	83	99	-16.2	120,000-139,999	4	4	0.0	73	91	-19.8
140,000-159,999	15	9	66.7	83	76	9.2	140,000-159,999	2	4	-50.0	73	60	21.7
160,000-179,999	7	6	16.7	58	67	-13.4	160,000-179,999	2	3	-33.3	53	59	-10.2
180,000-199,999	8	5	60.0	61	50	22.0	180,000-199,999	0	2	-100.0	56	44	27.3
200,000-249,999	15	15	0.0	123	78	57.7	200,000-249,999	1	3	-66.7	114	64	78.1
250,000-299,999	5	9	-44.4	62	70	-11.4	250,000-299,999	1	3	-66.7	52	60	-13.3
300,000-399,999	7	8	-12.5	65	62	4.8	300,000-399,999	1	1	0.0	58	46	26.1
400,000-499,999	11	4	175.0	47	30	56.7	400,000-499,999	1	0	N/A	44	25	76.0
500,000+	6	2	200.0	46	32	43.8	500,000+	1	1	0.0	43	21	104.8
Totals	123	98	25.5	828	849	-2.5	Totals	22	26	-15.4	745	683	9.1

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Market Summary

Mercer Residential, December 2021



Summary Statistics						
	Dec-21	Dec-20	% Chg	2021 YTD	2020 YTD	% Chg
Absorption Rate	1.44	2.62	-45.04	1.89	3.01	-37.21
Average List Price	\$192,471	\$190,393	1.09	\$196,333	\$179,925	9.12
Median List Price	\$182,500	\$147,450	23.77	\$169,900	\$149,900	13.34
Average Sale Price	\$204,418	\$192,101	6.41	\$186,363	\$171,422	8.72
Median Sale Price	\$171,500	\$169,900	0.94	\$165,000	\$150,750	9.45
Average CDOM	59	45	31.11	65	N/A	N/A
Median CDOM	60	53	13.21	49	63	-22.22

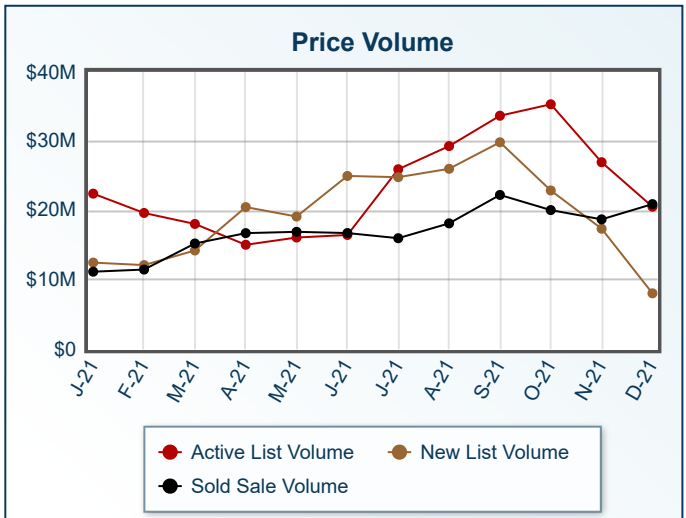
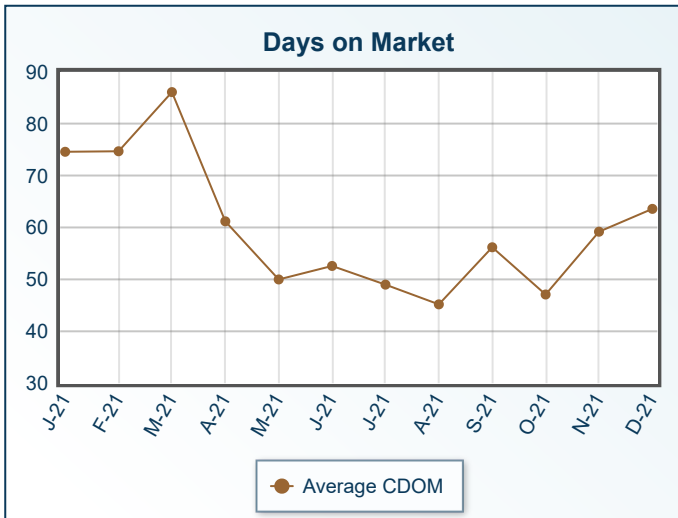
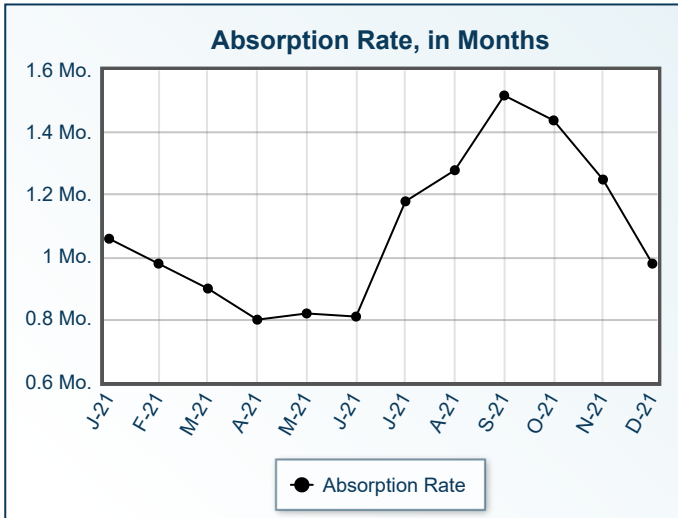
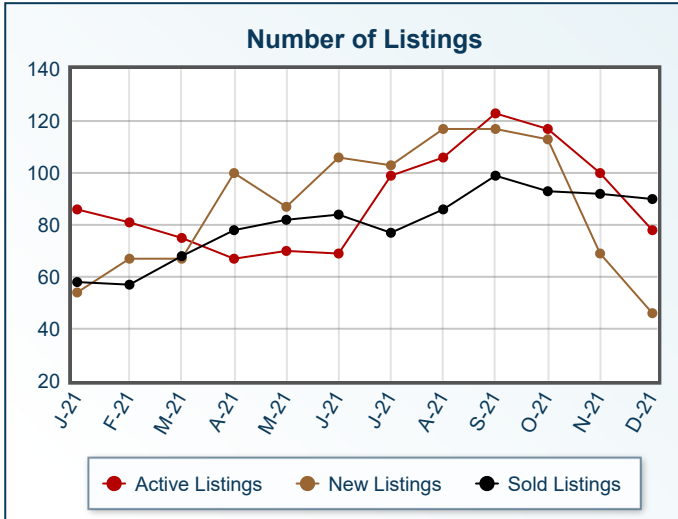
Sold Listings							Pending Listings						
	This Month			Year to Date				This Month			Year to Date		
	2021	2020	% Chg	2021	2020	% Chg		2021	2020	% Chg	2021	2020	% Chg
0-29,999	0	1	-100.0	8	8	0.0	0-29,999	1	1	0.0	5	9	-44.4
30,000-39,999	0	0	0.0	4	7	-42.9	30,000-39,999	0	1	-100.0	6	8	-25.0
40,000-49,999	0	0	0.0	7	7	0.0	40,000-49,999	0	1	-100.0	5	6	-16.7
50,000-59,999	0	0	0.0	5	12	-58.3	50,000-59,999	0	0	0.0	7	10	-30.0
60,000-69,999	0	1	-100.0	6	4	50.0	60,000-69,999	0	1	-100.0	4	8	-50.0
70,000-79,999	0	0	0.0	9	5	80.0	70,000-79,999	0	3	-100.0	6	7	-14.3
80,000-89,999	0	0	0.0	5	11	-54.5	80,000-89,999	1	0	N/A	5	10	-50.0
90,000-99,999	0	1	-100.0	10	14	-28.6	90,000-99,999	0	1	-100.0	20	12	66.7
100,000-119,999	3	4	-25.0	32	25	28.0	100,000-119,999	1	6	-83.3	27	32	-15.6
120,000-139,999	2	3	-33.3	38	50	-24.0	120,000-139,999	2	1	100.0	36	45	-20.0
140,000-159,999	4	5	-20.0	38	41	-7.3	140,000-159,999	3	5	-40.0	36	42	-14.3
160,000-179,999	6	1	500.0	37	29	27.6	160,000-179,999	5	3	66.7	36	34	5.9
180,000-199,999	3	3	0.0	33	13	153.8	180,000-199,999	4	2	100.0	36	15	140.0
200,000-249,999	1	4	-75.0	47	48	-2.1	200,000-249,999	1	3	-66.7	47	42	11.9
250,000-299,999	6	3	100.0	27	22	22.7	250,000-299,999	2	3	-33.3	25	25	0.0
300,000-399,999	3	3	0.0	23	29	-20.7	300,000-399,999	2	5	-60.0	23	30	-23.3
400,000-499,999	0	1	-100.0	11	6	83.3	400,000-499,999	0	1	-100.0	10	6	66.7
500,000+	0	0	0.0	7	1	600.0	500,000+	0	0	0.0	8	2	300.0
Totals	28	30	-6.7	347	332	4.5	Totals	22	37	-40.5	342	343	-0.3

Active Listings							New Listings						
	This Month			Year to Date				This Month			Year to Date		
	2021	2020	% Chg	2021	2020	% Chg		2021	2020	% Chg	2021	2020	% Chg
0-29,999	0	0	0.0	10	13	-23.1	0-29,999	1	2	-50.0	9	7	28.6
30,000-39,999	0	3	-100.0	7	10	-30.0	30,000-39,999	0	1	-100.0	5	7	-28.6
40,000-49,999	2	1	100.0	8	11	-27.3	40,000-49,999	1	1	0.0	7	8	-12.5
50,000-59,999	2	4	-50.0	10	18	-44.4	50,000-59,999	0	0	0.0	6	11	-45.5
60,000-69,999	0	3	-100.0	5	10	-50.0	60,000-69,999	0	1	-100.0	4	6	-33.3
70,000-79,999	0	4	-100.0	8	15	-46.7	70,000-79,999	0	3	-100.0	4	11	-63.6
80,000-89,999	1	1	0.0	6	15	-60.0	80,000-89,999	1	2	-50.0	4	9	-55.6
90,000-99,999	0	10	-100.0	21	23	-8.7	90,000-99,999	0	1	-100.0	12	15	-20.0
100,000-119,999	3	5	-40.0	31	38	-18.4	100,000-119,999	2	1	100.0	29	34	-14.7
120,000-139,999	1	4	-75.0	38	52	-26.9	120,000-139,999	0	3	-100.0	33	39	-15.4
140,000-159,999	6	7	-14.3	43	49	-12.2	140,000-159,999	1	2	-50.0	39	43	-9.3
160,000-179,999	5	6	-16.7	44	46	-4.3	160,000-179,999	4	4	0.0	36	37	-2.7
180,000-199,999	6	4	50.0	42	21	100.0	180,000-199,999	0	2	-100.0	37	20	85.0
200,000-249,999	8	9	-11.1	58	51	13.7	200,000-249,999	3	2	50.0	51	44	15.9
250,000-299,999	3	4	-25.0	30	31	-3.2	250,000-299,999	1	1	0.0	27	23	17.4
300,000-399,999	4	1	300.0	29	36	-19.4	300,000-399,999	0	1	-100.0	28	29	-3.4
400,000-499,999	1	1	0.0	12	8	50.0	400,000-499,999	0	1	-100.0	11	5	120.0
500,000+	0	5	-100.0	13	10	30.0	500,000+	1	0	N/A	8	6	33.3
Totals	42	72	-41.7	415	457	-9.2	Totals	15	28	-46.4	350	354	-1.1

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Market Summary

Miami Residential, December 2021



Summary Statistics						
	Dec-21	Dec-20	% Chg	2021 YTD	2020 YTD	% Chg
Absorption Rate	0.98	1.23	-20.33	1.09	1.7	-35.88
Average List Price	\$263,556	\$258,228	2.06	\$225,432	\$215,982	4.38
Median List Price	\$159,950	\$221,250	-27.71	\$175,000	\$179,900	-2.72
Average Sale Price	\$232,586	\$186,493	24.72	\$212,184	\$205,422	3.29
Median Sale Price	\$189,950	\$158,750	19.65	\$174,950	\$176,950	-1.13
Average CDOM	63	75	-16.00	58	77	-24.68
Median CDOM	58	53	9.43	46	51	-9.80

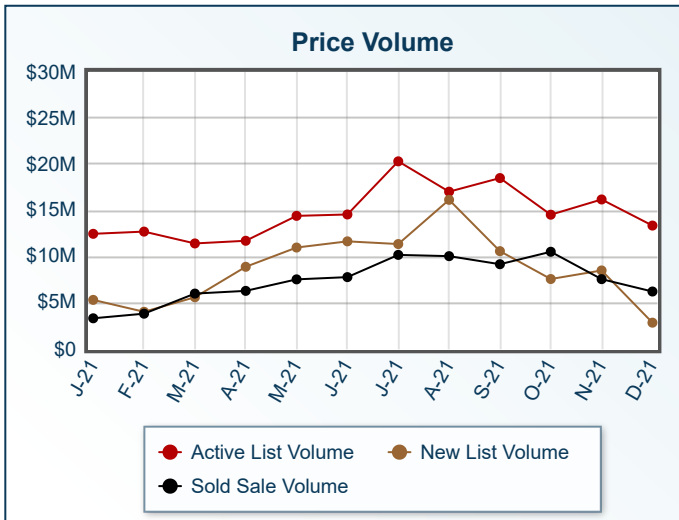
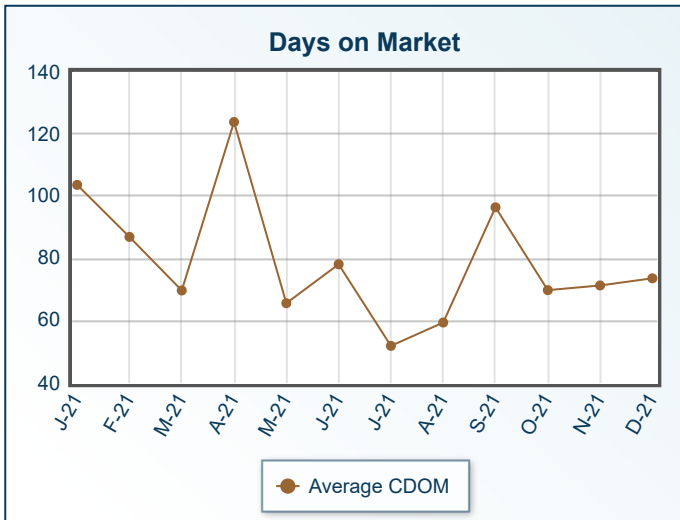
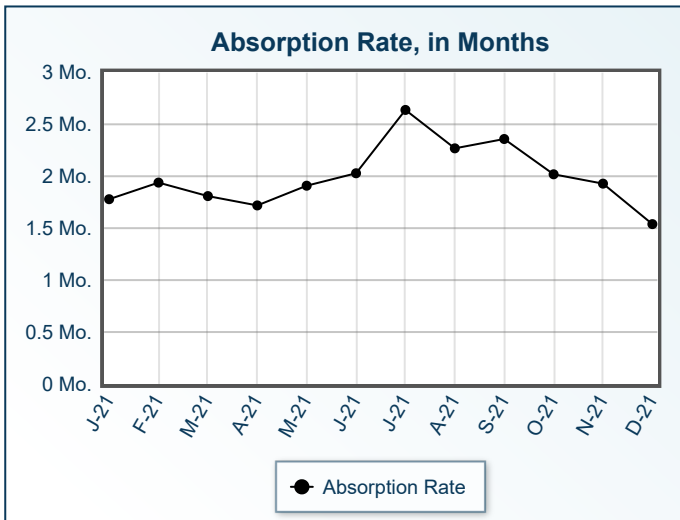
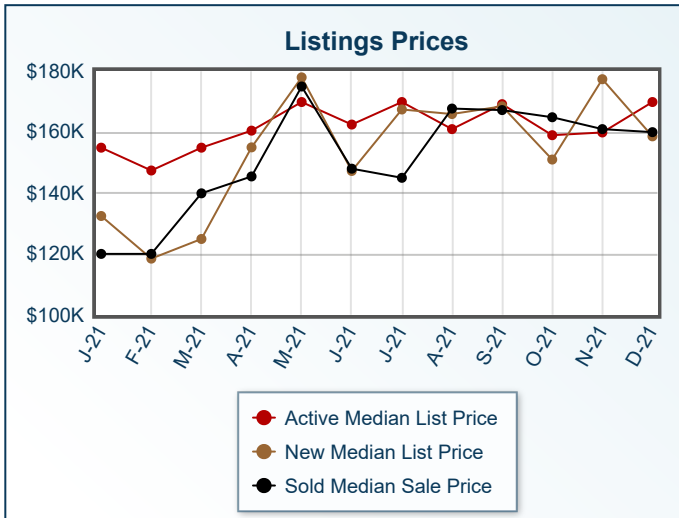
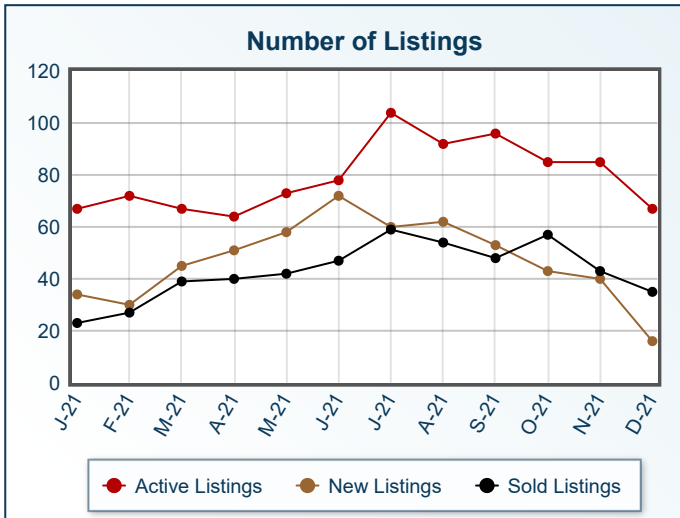
Sold Listings							Pending Listings						
	This Month			Year to Date				This Month			Year to Date		
	2021	2020	% Chg	2021	2020	% Chg		2021	2020	% Chg	2021	2020	% Chg
0-29,999	0	1	-100.0	2	16	-87.5	0-29,999	0	0	0.0	3	19	-84.2
30,000-39,999	0	2	-100.0	8	15	-46.7	30,000-39,999	0	0	0.0	6	16	-62.5
40,000-49,999	13	1	1200.0	23	14	64.3	40,000-49,999	2	1	100.0	20	17	17.6
50,000-59,999	0	4	-100.0	13	17	-23.5	50,000-59,999	0	0	0.0	15	10	50.0
60,000-69,999	2	2	0.0	17	25	-32.0	60,000-69,999	3	1	200.0	18	27	-33.3
70,000-79,999	2	4	-50.0	26	29	-10.3	70,000-79,999	1	1	0.0	31	30	3.3
80,000-89,999	2	5	-60.0	29	30	-3.3	80,000-89,999	4	1	300.0	36	28	28.6
90,000-99,999	4	4	0.0	23	48	-52.1	90,000-99,999	1	3	-66.7	23	54	-57.4
100,000-119,999	2	5	-60.0	56	71	-21.1	100,000-119,999	2	1	100.0	71	68	4.4
120,000-139,999	6	7	-14.3	117	87	34.5	120,000-139,999	6	10	-40.0	112	103	8.7
140,000-159,999	7	4	75.0	105	74	41.9	140,000-159,999	11	6	83.3	109	82	32.9
160,000-179,999	3	5	-40.0	80	70	14.3	160,000-179,999	6	4	50.0	81	76	6.6
180,000-199,999	11	2	450.0	63	46	37.0	180,000-199,999	2	3	-33.3	58	40	45.0
200,000-249,999	8	9	-11.1	120	122	-1.6	200,000-249,999	3	9	-66.7	123	131	-6.1
250,000-299,999	10	8	25.0	89	133	-33.1	250,000-299,999	6	5	20.0	89	132	-32.6
300,000-399,999	4	12	-66.7	110	120	-8.3	300,000-399,999	5	5	0.0	106	120	-11.7
400,000-499,999	9	3	200.0	50	36	38.9	400,000-499,999	3	3	0.0	47	40	17.5
500,000+	7	0	N/A	33	23	43.5	500,000+	1	0	N/A	40	22	81.8
Totals	90	78	15.4	964	976	-1.2	Totals	56	53	5.7	988	1015	-2.7

Active Listings							New Listings						
	This Month			Year to Date				This Month			Year to Date		
	2021	2020	% Chg	2021	2020	% Chg		2021	2020	% Chg	2021	2020	% Chg
0-29,999	0	0	0.0	5	25	-80.0	0-29,999	0	0	0.0	5	22	-77.3
30,000-39,999	0	0	0.0	7	19	-63.2	30,000-39,999	1	0	N/A	7	17	-58.8
40,000-49,999	2	2	0.0	24	20	20.0	40,000-49,999	1	2	-50.0	22	17	29.4
50,000-59,999	0	4	-100.0	21	18	16.7	50,000-59,999	2	1	100.0	17	15	13.3
60,000-69,999	2	3	-33.3	21	33	-36.4	60,000-69,999	2	0	N/A	18	31	-41.9
70,000-79,999	3	5	-40.0	37	38	-2.6	70,000-79,999	3	1	200.0	32	32	0.0
80,000-89,999	5	4	25.0	39	39	0.0	80,000-89,999	3	5	-40.0	34	32	6.3
90,000-99,999	2	2	0.0	26	59	-55.9	90,000-99,999	0	0	0.0	26	48	-45.8
100,000-119,999	7	4	75.0	81	76	6.6	100,000-119,999	4	1	300.0	78	62	25.8
120,000-139,999	11	8	37.5	122	112	8.9	120,000-139,999	5	6	-16.7	118	102	15.7
140,000-159,999	7	9	-22.2	117	93	25.8	140,000-159,999	4	8	-50.0	109	86	26.7
160,000-179,999	4	5	-20.0	89	86	3.5	160,000-179,999	4	3	33.3	85	77	10.4
180,000-199,999	5	1	400.0	68	50	36.0	180,000-199,999	2	2	0.0	67	43	55.8
200,000-249,999	5	15	-66.7	131	154	-14.9	200,000-249,999	4	11	-63.6	119	138	-13.8
250,000-299,999	6	6	0.0	102	151	-32.5	250,000-299,999	4	5	-20.0	95	134	-29.1
300,000-399,999	10	18	-44.4	131	158	-17.1	300,000-399,999	7	4	75.0	116	136	-14.7
400,000-499,999	3	5	-40.0	55	53	3.8	400,000-499,999	0	2	-100.0	50	42	19.0
500,000+	6	9	-33.3	56	42	33.3	500,000+	0	1	-100.0	48	34	41.2
Totals	78	100	-22.0	1132	1226	-7.7	Totals	46	52	-11.5	1046	1068	-2.1

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Market Summary

Shelby Residential, December 2021



Summary Statistics						
	Dec-21	Dec-20	% Chg	2021 YTD	2020 YTD	% Chg
Absorption Rate	1.54	2.02	-23.76	2	2.61	-23.37
Average List Price	\$199,676	\$183,628	8.74	\$184,151	\$157,184	17.16
Median List Price	\$169,900	\$150,400	12.97	\$159,900	\$129,900	23.09
Average Sale Price	\$178,505	\$157,918	13.04	\$172,696	\$155,637	10.96
Median Sale Price	\$160,000	\$136,800	16.96	\$156,500	\$135,000	15.93
Average CDOM	73	90	-18.89	76	97	-21.65
Median CDOM	55	71	-22.54	54	62	-12.90

	This Month			Year to Date		
	2021	2020	% Chg	2021	2020	% Chg
	0-29,999	1	0	N/A	17	18
30,000-39,999	0	1	-100.0	10	11	-9.1
40,000-49,999	0	1	-100.0	8	11	-27.3
50,000-59,999	1	1	0.0	11	17	-35.3
60,000-69,999	1	0	N/A	11	8	37.5
70,000-79,999	1	2	-50.0	14	11	27.3
80,000-89,999	2	0	N/A	14	20	-30.0
90,000-99,999	1	4	-75.0	15	31	-51.6
100,000-119,999	4	9	-55.6	42	57	-26.3
120,000-139,999	1	6	-83.3	66	59	11.9
140,000-159,999	5	5	0.0	58	39	48.7
160,000-179,999	3	6	-50.0	55	38	44.7
180,000-199,999	2	2	0.0	45	28	60.7
200,000-249,999	7	2	250.0	55	33	66.7
250,000-299,999	2	2	0.0	42	30	40.0
300,000-399,999	2	2	0.0	36	34	5.9
400,000-499,999	2	0	N/A	12	2	500.0
500,000+	0	1	-100.0	3	4	-25.0
Totals	35	44	-20.5	514	451	14.0

	This Month			Year to Date		
	2021	2020	% Chg	2021	2020	% Chg
	0-29,999	0	0	0.0	14	19
30,000-39,999	0	1	-100.0	15	8	87.5
40,000-49,999	0	0	0.0	8	9	-11.1
50,000-59,999	0	2	-100.0	6	15	-60.0
60,000-69,999	0	0	0.0	13	10	30.0
70,000-79,999	0	2	-100.0	11	15	-26.7
80,000-89,999	3	0	N/A	16	16	0.0
90,000-99,999	1	1	0.0	16	23	-30.4
100,000-119,999	0	10	-100.0	33	68	-51.5
120,000-139,999	2	6	-66.7	77	58	32.8
140,000-159,999	5	4	25.0	57	42	35.7
160,000-179,999	3	4	-25.0	58	39	48.7
180,000-199,999	4	1	300.0	45	25	80.0
200,000-249,999	1	1	0.0	46	36	27.8
250,000-299,999	3	4	-25.0	50	31	61.3
300,000-399,999	0	1	-100.0	30	30	0.0
400,000-499,999	1	1	0.0	11	2	450.0
500,000+	0	1	-100.0	5	5	0.0
Totals	23	39	-41.0	511	451	13.3

	This Month			Year to Date		
	2021	2020	% Chg	2021	2020	% Chg
	0-29,999	1	1	0.0	18	29
30,000-39,999	0	1	-100.0	16	16	0.0
40,000-49,999	2	1	100.0	12	18	-33.3
50,000-59,999	1	3	-66.7	9	22	-59.1
60,000-69,999	1	3	-66.7	19	20	-5.0
70,000-79,999	1	4	-75.0	16	21	-23.8
80,000-89,999	3	3	0.0	20	26	-23.1
90,000-99,999	4	3	33.3	21	32	-34.4
100,000-119,999	4	9	-55.6	43	77	-44.2
120,000-139,999	5	4	25.0	85	66	28.8
140,000-159,999	9	9	0.0	68	55	23.6
160,000-179,999	6	8	-25.0	68	51	33.3
180,000-199,999	6	2	200.0	50	29	72.4
200,000-249,999	7	2	250.0	56	42	33.3
250,000-299,999	6	7	-14.3	57	41	39.0
300,000-399,999	6	9	-33.3	45	43	4.7
400,000-499,999	4	1	300.0	17	3	466.7
500,000+	1	2	-50.0	7	8	-12.5
Totals	67	72	-6.9	627	599	4.7

	This Month			Year to Date		
	2021	2020	% Chg	2021	2020	% Chg
	0-29,999	0	0	0.0	17	22
30,000-39,999	0	2	-100.0	14	11	27.3
40,000-49,999	0	1	-100.0	11	11	0.0
50,000-59,999	1	1	0.0	7	16	-56.2
60,000-69,999	0	1	-100.0	16	12	33.3
70,000-79,999	1	0	N/A	14	16	-12.5
80,000-89,999	0	1	-100.0	17	23	-26.1
90,000-99,999	0	1	-100.0	18	25	-28.0
100,000-119,999	2	1	100.0	39	55	-29.1
120,000-139,999	3	3	0.0	81	51	58.8
140,000-159,999	1	2	-50.0	60	49	22.4
160,000-179,999	4	5	-20.0	58	43	34.9
180,000-199,999	2	0	N/A	49	24	104.2
200,000-249,999	1	2	-50.0	53	36	47.2
250,000-299,999	0	2	-100.0	51	39	30.8
300,000-399,999	0	0	0.0	37	36	2.8
400,000-499,999	0	0	0.0	17	2	750.0
500,000+	1	0	N/A	5	5	0.0
Totals	16	22	-27.3	564	476	18.5

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