

Filer - AREA 2045 VITAL STATISTICS

| Active Residential Listing | 2016 | 2017 | 2018 | 2019 | 2020 |
|----------------------------|------|------|------|------|------|
| January | 33 | 14 | 12 | 15 | 15 |
| February | 28 | 13 | 12 | 16 | 12 |
| March | 33 | 20 | 17 | 29 | 15 |
| April | 36 | 24 | 9 | 23 | 17 |
| May | 38 | 23 | 22 | 29 | 17 |
| June | 40 | 24 | 24 | 24 | 13 |
| July | 39 | 21 | 30 | 26 | 12 |
| August | 30 | 21 | 23 | 26 | 10 |
| September | 27 | 19 | 22 | 27 | 9 |
| October | 25 | 21 | 19 | 21 | 6 |
| November | 21 | 17 | 17 | 18 | 7 |
| December | 16 | 19 | 13 | 21 | 8 |

| % of Bank Owned Active | 2016 | 2017 | 2018 | 2019 | 2020 |
|------------------------|-------|------|------|-------|------|
| January | 6.1% | 0.0% | 0.0% | 0.0% | 0.0% |
| February | 7.1% | 0.0% | 0.0% | 0.0% | 0.0% |
| March | 6.1% | 0.0% | 0.0% | 0.0% | 0.0% |
| April | 2.8% | 0.0% | 0.0% | 0.0% | 0.0% |
| May | 5.3% | 4.3% | 0.0% | 0.0% | 0.0% |
| June | 10.0% | 4.2% | 0.0% | 0.0% | 0.0% |
| July | 2.6% | 0.0% | 0.0% | 0.0% | 0.0% |
| August | 0.0% | 4.8% | 0.0% | 0.0% | 0.0% |
| September | 0.0% | 5.3% | 0.0% | 0.0% | 0.0% |
| October | 0.0% | 4.8% | 0.0% | 4.8% | 0.0% |
| November | 0.0% | 5.9% | 0.0% | 11.1% | 0.0% |
| December | 0.0% | 0.0% | 0.0% | 4.8% | 0.0% |

| Average List Price | 2016 | 2017 | 2018 | 2019 | 2020 |
|--------------------|-----------|-----------|-----------|-----------|-----------|
| January | \$209,100 | \$537,335 | \$491,794 | \$299,753 | \$417,640 |
| February | \$223,830 | \$570,138 | \$476,235 | \$392,750 | \$287,208 |
| March | \$276,386 | \$481,555 | \$471,491 | \$534,650 | \$376,713 |
| April | \$263,709 | \$479,711 | \$704,622 | \$633,265 | \$449,729 |
| May | \$262,519 | \$466,053 | \$556,895 | \$581,679 | \$478,199 |
| June | \$244,628 | \$467,921 | \$575,420 | \$482,450 | \$624,546 |
| July | \$250,034 | \$548,938 | \$504,473 | \$442,526 | \$598,791 |
| August | \$282,421 | \$453,591 | \$422,660 | \$440,661 | \$524,939 |
| September | \$285,402 | \$426,881 | \$410,181 | \$458,066 | \$526,077 |
| October | \$310,286 | \$404,081 | \$355,900 | \$418,252 | \$809,383 |
| November | \$329,050 | \$431,331 | \$362,000 | \$387,166 | \$639,471 |
| December | \$490,024 | \$387,038 | \$428,500 | \$377,642 | \$723,787 |



BERKSHIRE HATHAWAY | Idaho Homes & Properties
HomeServices

Filer - AREA 2045 VITAL STATISTICS

| Number of Sales Year to Date | 2016 | 2017 | 2018 | 2019 | 2020 |
|------------------------------|------|------|------|------|------|
| January | 6 | 3 | 5 | 6 | 6 |
| February | 10 | 5 | 9 | 14 | 14 |
| March | 23 | 19 | 16 | 22 | 23 |
| April | 33 | 22 | 24 | 26 | 31 |
| May | 43 | 26 | 35 | 40 | 35 |
| June | 56 | 35 | 43 | 49 | 39 |
| July | 63 | 40 | 55 | 56 | 47 |
| August | 79 | 46 | 63 | 64 | 59 |
| September | 83 | 52 | 65 | 76 | 69 |
| October | 92 | 61 | 68 | 91 | 83 |
| November | 100 | 71 | 80 | 99 | 92 |
| December | 104 | 74 | 88 | 106 | 101 |

| % of Bank Owned Sold | 2016 | 2017 | 2018 | 2019 | 2020 |
|----------------------|------|------|------|------|------|
| January | 17% | 0.0% | 20% | 17% | 17% |
| February | 10% | 0.0% | 11% | 7% | 14% |
| March | 13% | 0.0% | 6% | 5% | 9% |
| April | 12% | 0.0% | 8% | 4% | 6% |
| May | 12% | 0.0% | 6% | 3% | 6% |
| June | 9% | 3.0% | 5% | 2% | 5% |
| July | 8% | 3.0% | 4% | 2% | 4% |
| August | 11% | 7.0% | 3% | 2% | 3% |
| September | 11% | 6.0% | 3% | 1% | 3% |
| October | 10% | 5.0% | 3% | 1% | 2% |
| November | 10% | 7.0% | 3% | 1% | 2% |
| December | 10% | 7.0% | 2% | 1% | 2% |

| Average Sales Price | 2016 | 2017 | 2018 | 2019 | 2020 |
|---------------------|-----------|-----------|-----------|-----------|-----------|
| January | \$116,250 | \$190,000 | \$244,727 | \$211,483 | \$210,800 |
| February | \$134,370 | \$184,100 | \$213,548 | \$199,921 | \$214,342 |
| March | \$148,833 | \$160,615 | \$181,433 | \$192,859 | \$247,988 |
| April | \$142,244 | \$161,481 | \$193,955 | \$203,969 | \$251,754 |
| May | \$144,211 | \$170,176 | \$199,060 | \$218,121 | \$252,694 |
| June | \$145,376 | \$178,257 | \$191,088 | \$223,615 | \$249,156 |
| July | \$146,164 | \$173,319 | \$194,343 | \$214,830 | \$251,027 |
| August | \$143,726 | \$172,168 | \$204,348 | \$220,185 | \$263,447 |
| September | \$145,610 | \$172,982 | \$204,684 | \$220,715 | \$275,988 |
| October | \$147,374 | \$167,520 | \$205,256 | \$224,951 | \$278,966 |
| November | \$148,605 | \$167,213 | \$221,849 | \$220,084 | \$276,099 |
| December | \$149,912 | \$167,710 | \$215,595 | \$222,984 | \$287,911 |



BERKSHIRE HATHAWAY | Idaho Homes & Properties
HomeServices

Filer - AREA 2045 VITAL STATISTICS

| List Price Vs Sales Price Ratio | 2016 | 2017 | 2018 | 2019 | 2020 |
|---------------------------------|------|------|------|------|------|
| January | 99% | 86% | 97% | 98% | 101% |
| February | 99% | 91% | 98% | 97% | 100% |
| March | 99% | 96% | 98% | 98% | 99% |
| April | 99% | 96% | 100% | 99% | 97% |
| May | 99% | 96% | 96% | 98% | 97% |
| June | 99% | 97% | 98% | 98% | 97% |
| July | 99% | 97% | 98% | 98% | 97% |
| August | 99% | 98% | 98% | 98% | 96% |
| September | 99% | 98% | 98% | 98% | 97% |
| October | 99% | 98% | 98% | 97% | 97% |
| November | 99% | 98% | 98% | 98% | 97% |
| December | 98% | 98% | 98% | 97% | 97% |

| Original Price Vs Sale Price Ratio | 2016 | 2017 | 2018 | 2019 | 2020 |
|------------------------------------|------|------|------|------|------|
| January | 99% | 85% | 92% | 97% | 94% |
| February | 99% | 90% | 95% | 97% | 96% |
| March | 98% | 95% | 95% | 98% | 97% |
| April | 98% | 96% | 97% | 98% | 95% |
| May | 99% | 94% | 96% | 98% | 95% |
| June | 98% | 95% | 96% | 97% | 95% |
| July | 98% | 96% | 97% | 97% | 96% |
| August | 98% | 96% | 97% | 97% | 95% |
| September | 98% | 96% | 97% | 97% | 95% |
| October | 97% | 96% | 97% | 97% | 95% |
| November | 97% | 96% | 97% | 96% | 95% |
| December | 97% | 96% | 96% | 96% | 95% |

| Average Market Time (Sold) | 2016 | 2017 | 2018 | 2019 | 2020 |
|----------------------------|------|------|------|------|------|
| January | 53 | 97 | 174 | 62 | 90 |
| February | 41 | 61 | 108 | 45 | 74 |
| March | 52 | 57 | 88 | 45 | 61 |
| April | 52 | 67 | 67 | 40 | 57 |
| May | 46 | 77 | 63 | 34 | 59 |
| June | 53 | 66 | 60 | 39 | 56 |
| July | 52 | 60 | 50 | 37 | 52 |
| August | 52 | 57 | 51 | 38 | 46 |
| September | 56 | 54 | 50 | 40 | 33 |
| October | 60 | 49 | 49 | 40 | 46 |
| November | 61 | 46 | 52 | 40 | 44 |
| December | 61 | 46 | 52 | 42 | 44 |



BERKSHIRE HATHAWAY | Idaho Homes & Properties
HomeServices

Filer - AREA 2045 VITAL STATISTICS

| Average Price Per Sq Ft Sold | 2016 | 2017 | 2018 | 2019 | 2020 |
|------------------------------|---------|---------|----------|----------|----------|
| January | \$78.64 | \$88.47 | \$94.09 | \$94.86 | \$96.40 |
| February | \$90.92 | \$95.16 | \$100.21 | \$106.13 | \$99.57 |
| March | \$88.48 | \$87.48 | \$91.91 | \$112.84 | \$120.26 |
| April | \$88.44 | \$89.60 | \$101.26 | \$116.76 | \$130.61 |
| May | \$89.34 | \$90.44 | \$106.69 | \$123.16 | \$132.84 |
| June | \$89.14 | \$94.61 | \$104.34 | \$126.70 | \$132.04 |
| July | \$88.81 | \$93.81 | \$107.68 | \$125.70 | \$134.46 |
| August | \$87.85 | \$93.93 | \$109.51 | \$123.95 | \$138.02 |
| September | \$87.84 | \$95.61 | \$108.84 | \$124.69 | \$137.22 |
| October | \$89.66 | \$94.38 | \$110.10 | \$126.13 | \$140.27 |
| November | \$89.39 | \$96.17 | \$112.94 | \$124.69 | \$141.94 |
| December | \$89.39 | \$97.23 | \$110.81 | \$126.57 | \$144.10 |

| Overall Months of Inventory | 2016 | 2017 | 2018 | 2019 | 2020 |
|-----------------------------|------|------|------|------|------|
| January | 6 | 5 | 2 | 3 | 3 |
| February | 6 | 5 | 3 | 2 | 2 |
| March | 4 | 3 | 3 | 4 | 2 |
| April | 4 | 4 | 2 | 4 | 2 |
| May | 4 | 4 | 3 | 4 | 2 |
| June | 4 | 4 | 3 | 3 | 2 |
| July | 4 | 4 | 4 | 3 | 2 |
| August | 3 | 4 | 3 | 3 | 1 |
| September | 3 | 3 | 3 | 3 | 1 |
| October | 3 | 3 | 3 | 2 | 1 |
| November | 2 | 3 | 2 | 2 | 1 |
| December | 2 | 3 | 2 | 2 | 1 |

| BHHS Share of Sold Volume | 2016 | 2017 | 2018 | 2019 | 2020 |
|---------------------------|-------|-------|-------|-------|-------|
| January | 0.0% | 14.0% | 18.6% | 23.3% | 0.0% |
| February | 8.5% | 27.7% | 22.8% | 10.5% | 11.0% |
| March | 9.9% | 36.1% | 34.2% | 7.0% | 29.1% |
| April | 14.2% | 31.0% | 21.3% | 9.9% | 21.3% |
| May | 10.9% | 24.9% | 24.0% | 9.5% | 18.8% |
| June | 16.3% | 25.2% | 28.9% | 10.0% | 17.0% |
| July | 14.4% | 22.7% | 24.0% | 9.1% | 16.7% |
| August | 14.7% | 25.6% | 24.0% | 10.4% | 25.4% |
| September | 16.5% | 25.0% | 23.2% | 9.0% | 36.4% |
| October | 16.3% | 24.4% | 22.1% | 7.4% | 31.3% |
| November | 16.1% | 23.0% | 32.2% | 6.9% | 31.2% |
| December | 18.9% | 22.0% | 31.0% | 7.1% | 35.3% |



BERKSHIRE HATHAWAY | Idaho Homes & Properties
HomeServices

Filer - AREA 2045 VITAL STATISTICS

| Current Pending Transactions | 2016 | 2017 | 2018 | 2019 | 2020 |
|------------------------------|------|------|------|------|------|
| January | 7 | 5 | 6 | 10 | 7 |
| February | 13 | 15 | 7 | 7 | 11 |
| March | 14 | 3 | 10 | 5 | 10 |
| April | 17 | 6 | 15 | 17 | 6 |
| May | 18 | 8 | 11 | 10 | 9 |
| June | 12 | 5 | 15 | 10 | 15 |
| July | 15 | 11 | 9 | 12 | 15 |
| August | 16 | 11 | 7 | 17 | 19 |
| September | 16 | 9 | 9 | 13 | 20 |
| October | 12 | 10 | 12 | 12 | 15 |
| November | 5 | 5 | 9 | 11 | 10 |
| December | 6 | 4 | 8 | 7 | 9 |

| 30 Fixed Rate | 2016 | 2017 | 2018 | 2019 | 2020 |
|---------------|---------------|----------------|----------------|----------------|----------------|
| January | 3.25 - 4.125% | 3.75 - 4.125% | 3.875 - 4.25% | 4.00 - 4.50% | 3.125 - 3.625% |
| February | 3.25 - 4.125% | 3.75 - 4.00% | 4.12 - 4.50% | 4.00 - 4.50% | 3.00 - 3.25% |
| March | 3.25 - 4.00% | 3.625 - 4.125% | 4.00 - 4.50% | 3.625 - 4.00% | 3.375 - 3.625% |
| April | 3.25 - 4.00% | 3.50 - 4.00% | 4.25 - 4.50% | 3.875 - 4.25% | 3.25 - 3.50% |
| May | 3.25 - 4.00% | 3.50 - 3.875% | 4.125 - 4.625% | 3.625 - 4.00% | 3.00 - 3.375% |
| June | 3.125 - 4.00% | 3.375 - 3.875% | 4.125 - 4.625% | 3.375 - 3.75% | 3.00 - 3.375% |
| July | 3.125 - 4.00% | 3.50 - 3.875% | 4.25 - 4.625% | 3.375 - 3.75% | 2.37 - 3.25% |
| August | 3.25 - 4.00% | 3.375 - 3.75% | 4.25 - 4.625% | 3.25 - 3.75% | 2.37 - 3.25% |
| September | 3.25 - 4.00% | 3.375 - 3.875% | 4.375 - 4.75% | 3.25 - 3.75% | 2.25 - 3.375% |
| October | 3.25 - 4.00% | 3.50 - 3.875% | 4.50 - 4.875% | 3.125 - 3.625% | 2.25 - 2.75% |
| November | 3.50 - 4.00% | 3.43 - 3.875% | 4.375 - 5.00% | 3.25 - 3.75% | 2.25 - 3.125% |
| December | 3.75 - 4.125% | 3.625 - 4.00% | 4.125 - 5.00% | 3.25 - 3.625% | 2.375 - 3.125% |



BERKSHIRE HATHAWAY | Idaho Homes & Properties
HomeServices