

JEROME - AREA 2030 VITAL STATISTICS

Active Residential Listing	2016	2017	2018	2019	2020
January	91	65	50	35	34
February	86	67	50	39	29
March	93	64	44	34	44
April	99	61	47	34	28
May	92	69	47	37	30
June	96	70	54	55	32
July	107	73	52	46	31
August	94	71	45	50	25
September	88	72	49	54	18
October	86	75	45	61	26
November	81	71	45	47	16
December	75	58	38	39	15

% of Bank Owned Active	2016	2017	2018	2019	2020
January	3.3%	0.0%	0.0%	0.0%	0.0%
February	0.0%	0.0%	4.0%	0.0%	0.0%
March	2.2%	0.0%	4.5%	0.0%	0.0%
April	2.0%	1.6%	4.3%	0.0%	0.0%
May	0.0%	1.4%	0.0%	0.0%	0.0%
June	0.0%	1.4%	1.9%	0.0%	0.0%
July	0.9%	0.0%	1.9%	2.2%	0.0%
August	0.0%	2.8%	2.2%	2.0%	0.0%
September	2.3%	2.8%	0.0%	0.0%	0.0%
October	2.3%	2.7%	0.0%	0.0%	0.0%
November	2.5%	4.2%	0.0%	0.0%	0.0%
December	4.0%	1.7%	0.0%	0.0%	0.0%

Average List Price	2016	2017	2018	2019	2020
January	\$198,154	\$189,135	\$261,774	\$295,161	\$232,832
February	\$202,683	\$196,608	\$248,508	\$284,746	\$255,565
March	\$198,233	\$206,510	\$228,141	\$293,464	\$279,204
April	\$209,684	\$213,200	\$226,793	\$306,193	\$278,350
May	\$194,875	\$234,908	\$280,955	\$326,175	\$332,840
June	\$196,199	\$242,289	\$258,670	\$284,340	\$331,071
July	\$194,106	\$238,954	\$259,107	\$299,986	\$277,103
August	\$195,049	\$247,933	\$284,919	\$300,961	\$292,924
September	\$196,737	\$259,005	\$277,440	\$290,191	\$355,916
October	\$198,469	\$246,705	\$287,063	\$284,655	\$400,334
November	\$192,858	\$248,045	\$282,830	\$282,355	\$468,912
December	\$191,251	\$278,340	\$302,044	\$267,568	\$460,400



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Number of Sales Year to Date	2016	2017	2018	2019	2020
January	21	19	19	15	18
February	40	34	32	34	35
March	59	47	52	53	61
April	83	72	79	77	75
May	107	102	113	92	90
June	138	134	136	118	122
July	163	153	160	134	148
August	178	172	188	166	179
September	208	209	210	192	208
October	227	227	242	214	234
November	249	247	266	237	264
December	273	264	284	258	282

% of Bank Owned Sold	2016	2017	2018	2019	2020
January	19%	16%	11%	13%	0%
February	15%	9%	13%	9%	0%
March	14%	9%	8%	6%	0%
April	16%	6%	8%	4%	0%
May	12%	5%	5%	3%	0%
June	10%	4%	5%	3%	0%
July	9%	5%	5%	2%	0%
August	8%	4%	5%	2%	0%
September	8%	4%	4%	2%	0%
October	8%	4%	4%	1%	0%
November	7%	4%	4%	1%	0%
December	8%	4%	4%	1%	0%

Average Sales Price	2016	2017	2018	2019	2020
January	\$123,151	\$182,847	\$155,415	\$176,500	\$239,079
February	\$120,116	\$163,338	\$155,159	\$189,805	\$218,808
March	\$120,672	\$152,055	\$165,638	\$189,144	\$229,362
April	\$134,461	\$146,699	\$187,003	\$188,594	\$226,550
May	\$143,986	\$149,313	\$190,953	\$188,677	\$231,285
June	\$148,491	\$156,206	\$188,046	\$197,120	\$233,808
July	\$149,706	\$155,248	\$190,484	\$199,126	\$235,405
August	\$148,898	\$156,859	\$189,737	\$205,356	\$232,383
September	\$153,265	\$157,476	\$189,441	\$202,608	\$235,258
October	\$153,136	\$157,332	\$191,194	\$203,328	\$238,627
November	\$154,688	\$159,696	\$190,586	\$202,452	\$237,518
December	\$154,405	\$160,906	\$189,972	\$203,318	\$239,675



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

Original Price Vs Sale Price Ratio	2016	2017	2018	2019	2020
January	93%	92%	93%	94%	96%
February	94%	93%	94%	95%	98%
March	94%	94%	95%	96%	96%
April	95%	95%	96%	96%	97%
May	96%	95%	96%	96%	97%
June	96%	96%	96%	97%	97%
July	96%	96%	96%	97%	98%
August	96%	96%	96%	97%	97%
September	96%	96%	96%	97%	97%
October	96%	96%	96%	97%	97%
November	96%	96%	96%	97%	98%
December	96%	96%	96%	97%	98%

Average Market Time (Sold)	2016	2017	2018	2019	2020
January	94	102	66	60	49
February	94	105	70	61	44
March	95	93	58	51	48
April	94	93	65	54	47
May	85	89	69	50	44
June	86	79	63	48	38
July	85	74	60	47	38
August	83	71	57	46	41
September	81	65	55	46	37
October	88	63	55	45	37
November	90	63	54	46	35
December	88	67	54	46	34



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Average Price Per Sq Ft Sold	2016	2017	2018	2019	2020
January	\$72.31	\$81.48	\$90.63	\$98.06	\$120.42
February	\$77.01	\$82.26	\$89.60	\$102.47	\$116.02
March	\$75.94	\$85.79	\$96.15	\$107.38	\$119.40
April	\$76.42	\$88.42	\$98.31	\$108.74	\$120.50
May	\$81.02	\$90.07	\$102.68	\$110.52	\$125.35
June	\$83.76	\$93.21	\$104.52	\$113.02	\$127.71
July	\$84.29	\$93.00	\$105.23	\$114.26	\$126.93
August	\$84.25	\$92.69	\$106.08	\$115.78	\$125.11
September	\$85.87	\$93.24	\$106.73	\$116.08	\$126.28
October	\$85.06	\$93.71	\$107.14	\$116.04	\$128.74
November	\$86.58	\$95.22	\$107.29	\$117.52	\$131.05
December	\$87.07	\$96.08	\$108.14	\$116.88	\$132.04

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

BHHS Share of Sold Volume	2016	2017	2018	2019	2020
January	10.4%	8.2%	0.0%	18.6%	18.0%
February	9.3%	10.3%	0.0%	26.1%	10.1%
March	11.1%	9.2%	3.7%	16.8%	13.1%
April	10.2%	10.3%	8.3%	14.0%	10.8%
May	12.7%	9.4%	5.7%	13.4%	11.9%
June	13.5%	7.4%	6.6%	12.9%	11.0%
July	13.6%	7.3%	8.3%	15.8%	10.0%
August	13.5%	8.9%	9.0%	14.9%	9.2%
September	15.1%	8.7%	9.8%	13.1%	11.4%
October	16.3%	8.0%	10.5%	14.6%	11.3%
November	15.1%	10.3%	9.9%	14.3%	10.4%
December	14.5%	11.2%	9.8%	13.8%	10.4%



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Current Pending Transactions	2016	2017	2018	2019	2020
January	19	15	21	22	21
February	26	22	33	19	25
March	30	34	42	25	19
April	37	46	44	26	35
May	45	42	35	31	38
June	35	29	30	21	31
July	30	36	36	40	41
August	39	48	41	32	51
September	41	29	40	25	46
October	35	29	30	27	33
November	31	20	19	30	27
December	19	20	19	21	22

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%	3.12 - 3.625%
February	3.25 - 4.125%	3.75 - 4.00%	4.125 - 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%	2.375 - 3.25%
August	3.25 - 4.00%	3.375 - 3.75%	4.25 - 4.625%	3.25 - 3.75%	2.375 - 3.25%
September	3.25 - 4.00%	3.37 - 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%



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