

Buhl - AREA 2055 VITAL STATISTICS

Active Residential Listing	2016	2017	2018	2019	2020
January	59	43	31	37	36
February	56	32	31	37	32
March	57	39	41	37	32
April	65	42	42	34	21
May	67	50	41	30	23
June	72	51	43	38	28
July	60	47	43	42	21
August	59	41	42	36	23
September	52	43	38	38	24
October	51	41	40	37	20
November	47	40	41	34	16
December	43	39	34	32	14

% of Bank Owned Active	2016	2017	2018	2019	2020
January	1.7%	4.7%	0.0%	0.0%	0.0%
February	1.8%	0.0%	3.2%	0.0%	0.0%
March	3.5%	2.6%	2.4%	0.0%	0.0%
April	3.1%	4.8%	0.0%	0.0%	0.0%
May	0.0%	0.0%	2.4%	0.0%	0.0%
June	2.8%	0.0%	2.3%	0.0%	0.0%
July	3.3%	2.1%	2.3%	0.0%	0.0%
August	0.0%	0.0%	0.0%	0.0%	0.0%
September	0.0%	0.0%	2.6%	0.0%	0.0%
October	2.0%	0.0%	2.5%	0.0%	0.0%
November	0.0%	0.0%	4.9%	0.0%	0.0%
December	2.3%	0.0%	5.9%	0.0%	0.0%

Average List Price	2016	2017	2018	2019	2020
January	\$246,062	\$345,070	\$365,277	\$341,901	\$339,528
February	\$259,289	\$351,220	\$356,793	\$278,474	\$331,812
March	\$273,603	\$299,917	\$390,709	\$337,731	\$350,493
April	\$226,746	\$322,038	\$351,554	\$361,722	\$354,547
May	\$250,561	\$317,510	\$343,159	\$410,908	\$356,054
June	\$250,397	\$368,813	\$350,738	\$347,409	\$369,762
July	\$252,369	\$352,324	\$322,505	\$356,417	\$440,542
August	\$285,631	\$373,110	\$330,108	\$500,631	\$412,930
September	\$305,904	\$380,046	\$331,851	\$481,585	\$393,133
October	\$276,939	\$370,590	\$329,878	\$488,733	\$390,090
November	\$329,915	\$353,779	\$342,832	\$477,863	\$416,981
December	\$335,047	\$328,217	\$319,072	\$314,128	\$363,221



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Number of Sales Year to Date	2016	2017	2018	2019	2020
January	4	4	3	9	4
February	13	10	11	19	7
March	21	20	22	28	22
April	33	34	32	44	33
May	39	46	49	61	41
June	53	61	65	79	47
July	62	63	78	90	61
August	77	78	98	106	71
September	88	92	110	121	89
October	100	107	122	134	105
November	112	115	129	143	122
December	124	126	141	155	140

% of Bank Owned Sold	2016	2017	2018	2019	2020
January	0%	25%	0%	22%	0%
February	8%	20%	0%	16%	0%
March	5%	20%	0%	14%	0%
April	12%	12%	3%	11%	0%
May	10%	11%	2%	8%	0%
June	11%	10%	2%	6%	0%
July	11%	10%	1%	6%	0%
August	9%	8%	2%	5%	0%
September	9%	7%	3%	4%	0%
October	10%	7%	2%	4%	0%
November	10%	6%	2%	3%	0%
December	9%	6%	3%	3%	0%

Average Sales Price	2016	2017	2018	2019	2020
January	\$125,125	\$62,600	\$217,966	\$124,605	\$370,000
February	\$179,215	\$87,625	\$166,427	\$140,986	\$228,671
March	\$155,019	\$111,797	\$166,322	\$140,681	\$215,031
April	\$157,632	\$142,183	\$172,796	\$134,268	\$201,645
May	\$147,299	\$154,209	\$180,021	\$150,577	\$196,763
June	\$157,156	\$152,527	\$172,446	\$177,756	\$194,910
July	\$160,769	\$150,923	\$167,779	\$173,694	\$196,885
August	\$154,823	\$160,350	\$168,350	\$171,755	\$203,930
September	\$158,360	\$157,529	\$167,398	\$180,997	\$219,523
October	\$160,586	\$153,131	\$174,300	\$181,012	\$224,470
November	\$154,110	\$159,386	\$174,240	\$181,022	\$234,408
December	\$151,087	\$161,022	\$168,220	\$183,222	\$229,817



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List Price Vs Sales Price Ratio	2016	2017	2018	2019	2020
January	97%	92%	96%	96%	98%
February	94%	94%	99%	96%	98%
March	95%	95%	98%	97%	98%
April	95%	96%	100%	97%	97%
May	95%	96%	97%	97%	98%
June	96%	96%	97%	97%	98%
July	96%	97%	96%	97%	98%
August	97%	96%	97%	97%	98%
September	97%	96%	96%	97%	98%
October	97%	96%	97%	97%	98%
November	97%	96%	97%	97%	99%
December	97%	97%	97%	97%	98%

Original Price Vs Sale Price Ratio	2016	2017	2018	2019	2020
January	92%	92%	93%	93%	97%
February	92%	93%	96%	94%	97%
March	92%	93%	94%	95%	97%
April	92%	95%	95%	97%	97%
May	92%	94%	95%	97%	97%
June	93%	95%	95%	96%	99%
July	94%	95%	95%	96%	99%
August	94%	95%	95%	96%	99%
September	94%	94%	94%	95%	98%
October	94%	94%	94%	95%	97%
November	94%	94%	94%	95%	98%
December	94%	94%	95%	95%	98%

Average Market Time (Sold)	2016	2017	2018	2019	2020
January	120	14	91	27	61
February	132	32	69	40	52
March	131	68	89	47	52
April	106	67	74	49	67
May	105	85	77	73	63
June	113	79	68	69	62
July	114	78	65	72	58
August	106	105	58	65	52
September	104	95	59	68	55
October	104	89	57	66	55
November	96	88	57	64	55
December	97	90	56	64	53



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Average Price Per Sq Ft Sold	2016	2017	2018	2019	2020
January	\$82.70	\$60.48	\$125.39	\$77.26	\$160.14
February	\$105.35	\$65.76	\$105.58	\$86.95	\$105.08
March	\$90.95	\$75.18	\$93.88	\$89.66	\$113.67
April	\$87.57	\$83.38	\$87.68	\$87.23	\$112.12
May	\$83.99	\$87.59	\$102.27	\$97.73	\$112.15
June	\$84.62	\$86.69	\$100.31	\$101.57	\$112.84
July	\$85.73	\$85.40	\$96.63	\$102.59	\$115.07
August	\$84.70	\$87.05	\$96.28	\$102.31	\$114.14
September	\$84.93	\$88.09	\$96.88	\$102.19	\$117.01
October	\$84.68	\$87.57	\$101.27	\$101.63	\$120.75
November	\$83.25	\$88.51	\$102.17	\$102.23	\$122.75
December	\$82.98	\$88.65	\$100.25	\$102.75	\$123.42

Overall Months of Inventory	2016	2017	2018	2019	2020
January	15	11	10	4	9
February	9	6	6	4	9
March	8	6	6	4	4
April	8	5	5	3	3
May	9	5	4	2	3
June	8	5	4	3	4
July	7	5	4	3	2
August	6	4	3	3	3
September	5	4	3	3	2
October	5	4	3	3	2
November	5	4	3	3	1
December	4	4	3	2	1

BHHS Share of Sold Volume	2016	2017	2018	2019	2020
January	29.6%	0.00%	0.0%	10.2%	0.0%
February	10.2%	10.3%	0.0%	4.3%	0.0%
March	11.6%	18.5%	15.5%	2.9%	8.6%
April	22.0%	28.2%	13.7%	1.9%	6.1%
May	19.9%	23.1%	15.1%	1.2%	7.0%
June	18.5%	18.9%	12.5%	4.8%	6.2%
July	16.8%	18.5%	10.7%	5.8%	4.7%
August	14.4%	16.0%	9.5%	5.0%	5.6%
September	17.5%	17.3%	10.1%	8.4%	6.0%
October	15.2%	15.3%	10.7%	8.2%	11.3%
November	15.8%	15.3%	10.1%	8.4%	12.7%
December	17.0%	13.8%	9.6%	8.8%	12.6%



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Current Pending Transactions	2016	2017	2018	2019	2020
January	8	8	12	8	8
February	11	15	11	11	17
March	12	16	12	18	11
April	13	11	21	22	11
May	18	15	20	24	9
June	15	13	20	14	16
July	21	23	23	18	22
August	15	24	16	17	32
September	17	24	17	8	30
October	17	13	12	11	31
November	14	16	16	13	25
December	11	6	14	5	17

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%	4.125 - 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%	3.375 - 3.875%	4.375 - 4.75%	3.25 - 3.75%	2.25 - 3.373%
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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