Filer - AREA 2045 VITAL STATISTICS

Active Residential Listing	2018	2019	2020	2021	2022
January	12	15	15	6	10
Febuary	12	16	12	4	11
March	17	29	15	9	12
April	9	23	17	8	13
May	22	29	17	6	13
June	24	24	13	10	22
July	30	26	12	14	24
August	23	26	10	16	21
September	22	27	9	16	22
October	19	21	6	9	27
November	17	18	7	11	27
December	13	21	8	9	22

% of Bank Owned Active	2018	2019	2020	2021	2022
January	0.0%	0.0%	0.0%	0.0%	0.0%
Febuary	0.0%	0.0%	0.0%	0.0%	0.0%
March	0.0%	0.0%	0.0%	0.0%	0.0%
April	0.0%	0.0%	0.0%	12.5%	12.5%
May	0.0%	0.0%	0.0%	0.0%	0.0%
June	0.0%	0.0%	0.0%	0.0%	0.0%
July	0.0%	0.0%	0.0%	0.0%	0.0%
August	0.0%	0.0%	0.0%	0.0%	0.0%
September	0.0%	0.0%	0.0%	0.0%	0.0%
October	0.0%	4.8%	0.0%	0.0%	0.0%
November	0.0%	11.1%	0.0%	0.0%	0.0%
December	0.0%	4.8%	0.0%	0.0%	0.0%

Average List Price	2018	2019	2020	2021	2022
January	$491,794	$299,753	$417,640	$858,583	$586,780
Febuary	$476,235	$392,750	$287,208	$801,875	$694,354
March	$471,491	$534,650	$376,713	$557,822	$478,975
April	$704,622	$633,265	$449,729	$557,187	$836,046
May	$556,895	$581,679	$478,199	$509,083	$875,284
June	$575,420	$482,450	$624,546	$566,100	$624,313
July	$504,473	$442,526	$598,791	$747,178	$691,908
August	$422,660	$440,661	$524,939	$740,481	$752,890
September	$410,181	$458,066	$526,077	$648,168	$708,940
October	$355,900	$418,252	$809,383	$860,455	$581,603
November	$362,000	$387,166	$639,471	$535,709	$551,181
December	$428,500	$377,642	$723,787	$656,422	$591,368

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Filer - AREA 2045 VITAL STATISTICS

Number of Sales Year to Date	2018	2019	2020	2021	2022
January	5	6	6	5	9
Febuary	9	14	14	11	16
March	16	22	23	16	22
April	24	26	31	27	32
May	35	40	35	36	47
June	43	49	39	42	51
July	55	56	47	56	57
August	63	64	59	66	72
September	65	76	69	71	73
October	68	91	83	83	82
November	80	99	92	92	84
December	88	106	101	101	92

% of Bank Owned Sold	2018	2019	2020	2021	2022
January	20%	17%	17%	0%	0%
Febuary	11%	7%	14%	0%	0%
March	6%	5%	9%	0%	0%
April	8%	4%	6%	0%	0%
May	6%	3%	6%	0%	0%
June	5%	2%	5%	0%	0%
July	4%	2%	4%	2%	0%
August	3%	2%	3%	2%	0%
September	3%	1%	3%	1%	0%
October	3%	1%	2%	1%	0%
November	3%	1%	2%	1%	0%
December	2%	1%	2%	1%	0%

Average Sales Price	2018	2019	2020	2021	2022
January	$244,727	$211,483	$210,800	$249,980	$400,523
Febuary	$213,548	$199,921	$214,342	$285,172	$352,955
March	$181,433	$192,859	$247,988	$312,637	$370,356
April	$193,955	$203,969	$251,754	$312,896	$341,329
May	$199,060	$218,121	$252,694	$310,561	$351,388
June	$191,088	$223,615	$249,156	$302,933	$348,005
July	$194,343	$214,830	$251,027	$298,607	$366,483
August	$204,348	$220,185	$263,447	$306,712	$379,719
September	$204,684	$220,715	$275,988	$322,745	$379,107
October	$205,256	$224,951	$278,966	$325,045	$377,069
November	$221,849	$220,084	$276,099	$337,367	$375,049
December	$215,595	$222,984	$287,911	$353,932	$373,368

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Filer - AREA 2045 VITAL STATISTICS

List Price Vs Sales Price Ratio	2018	2019	2020	2021	2022
January	97%	98%	101%	99%	100%
Febuary	98%	97%	100%	100%	100%
March	98%	98%	99%	100%	100%
April	100%	99%	97%	99%	100%
May	96%	98%	97%	99%	100%
June	98%	98%	97%	99%	100%
July	98%	98%	97%	100%	100%
August	98%	98%	96%	100%	100%
September	98%	98%	97%	100%	100%
October	98%	97%	97%	100%	99%
November	98%	98%	97%	100%	99%
December	98%	97%	97%	100%	99%

Original Price Vs Sale Price Ratio	2018	2019	2020	2021	2022
January	92%	97%	94%	99%	101%
Febuary	95%	97%	96%	99%	99%
March	95%	98%	97%	99%	98%
April	97%	98%	95%	99%	100%
May	96%	98%	95%	99%	99%
June	96%	97%	95%	99%	98%
July	97%	97%	96%	99%	98%
August	97%	97%	95%	99%	98%
September	97%	97%	95%	98%	98%
October	97%	97%	95%	98%	97%
November	97%	96%	95%	98%	97%
December	96%	96%	95%	98%	97%

Average Market Time (Sold)	2018	2019	2020	2021	2022
January	174	62	90	11	18
Febuary	108	45	74	27	26
March	88	45	61	43	25
April	67	40	57	31	25
May	63	34	59	28	47
June	60	39	56	26	23
July	50	37	52	24	29
August	51	38	46	22	28
September	50	40	33	24	28
October	49	40	46	24	30
November	52	40	44	25	30
December	52	42	44	24	33

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Filer - AREA 2045 VITAL STATISTICS

Average Price Per Sq Ft Solds	2018	2019	2020	2021	2022
January	$94.09	$94.86	$96.40	$156.89	$208.34
Febuary	$100.21	$106.13	$99.57	$156.97	$201.63
March	$91.91	$112.84	$120.26	$162.69	$206.30
April	$101.26	$116.76	$130.61	$161.61	$209.77
May	$106.69	$123.16	$132.84	$160.20	$205.82
June	$104.34	$126.70	$132.04	$161.47	$203.99
July	$107.68	$125.70	$134.46	$163.24	$205.88
August	$109.51	$123.95	$138.02	$166.60	$208.71
September	$108.84	$124.69	$137.22	$172.45	$209.05
October	$110.10	$126.13	$140.27	$174.23	$203.97
November	$112.94	$124.69	$141.94	$178.18	$203.00
December	$110.81	$126.57	$144.10	$181.29	$204.02

Overall Months of Inventory	2018	2019	2020	2021	2022
January	2	3	3	1	1
Febuary	3	2	2	1	1
March	3	4	2	2	1
April	2	4	2	1	1
May	3	4	2	1	1
June	3	3	2	1	3
July	4	3	2	2	3
August	3	3	1	2	2
September	3	3	1	2	3
October	3	2	1	1	3
November	2	2	1	1	4
December	2	2	1	1	3

BHHS Share of Sold Volume	2018	2019	2020	2021	2022
January	18.6%	23.3%	0.0%	0.0%	0.0%
Febuary	22.8%	10.5%	11.0%	0.0%	20.4%
March	34.2%	7.0%	29.1%	28.4%	15.6%
April	21.3%	9.9%	21.3%	16.8%	20.7%
May	24.0%	9.5%	18.8%	15.6%	17.2%
June	28.9%	10.0%	17.0%	13.7%	16.0%
July	24.0%	9.1%	16.7%	13.4%	23.2%
August	24.0%	10.4%	25.4%	12.2%	17.7%
September	23.2%	9.0%	36.4%	13.2%	17.5%
October	22.1%	7.4%	31.3%	12.1%	16.5%
November	32.2%	6.9%	31.2%	19.2%	16.2%
December	31.0%	7.1%	35.3%	19.5%	16.5%

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Filer - AREA 2045 VITAL STATISTICS

Current Pending Transactions	2018	2019	2020	2021	2022
January	6	10	7	6	4
Febuary	7	7	11	9	4
March	10	5	10	13	12
April	15	17	6	13	9
May	11	10	9	9	7
June	15	10	15	15	4
July	9	12	15	11	6
August	7	17	19	13	4
September	9	13	20	16	7
October	12	12	15	15	3
November	9	11	10	13	4
December	8	7	9	12	1

30 Fixed Rate	2018	2019	2020	2021	2022
January	3.875 - 4.25%	4.00 - 4.50%	3.125 - 3.625%	2.375-3.125%	3.75-4.00%
Febuary	4.12 - 4.50%	4.00 - 4.50%	3.00 - 3.25%	2.875-3.375%	3.625-4.00
March	4.00 - 4.50%	3.625 - 4.00%	3.375 - 3.625%	3.00-3.50%	5.000-5.375%
April	4.25 - 4.50%	3.875 - 4.25%	3.25 - 3.50%	2.875-3.25%	5.125-5.625%
May	4.125 - 4.625%	3.625 - 4.00%	3.00 - 3.375%	2.75-3.25%	4.875-5.250%
June	4.125 - 4.625%	3.375 - 3.75%	3.00 - 3.375%	2.79-3.53%	5.250-5.750%
July	4.25 - 4.625%	3.375 - 3.75%	2.37 - 3.25%	2.75-3.25%	4.990-5.083%
August	4.25 - 4.625%	3.25 - 3.75%	2.37 - 3.25%	2.95-3.04%	5.375-5.875%
September	4.375 - 4.75%	3.25 - 3.75%	2.25 -3.375%	3.00-3.125%	6.250-6.750%
October	4.50 - 4.875%	3.125 - 3.625%	2.25-2.75%	3.00-3.25%	6.375-6.415%
November	4.375 - 5.00%	3.25 - 3.75%	2.25-3.125%	3.12-3.25%	6.125-6.165%
December	4.125 - 5.00%	3.25 - 3.625%	2.375-3.125%	3.375-3.50%	5.625-6.000%

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