

JEROME - AREA 2030 VITAL STATISTICS

Active Residential Listing	2018	2019	2020	2021	2022
January	50	35	34	10	18
February	50	39	29	12	16
March	44	34	44	10	25
April	47	34	28	17	32
May	47	37	30	20	33
June	54	55	32	30	46
July	52	46	31	33	55
August	45	50	25	38	72
September	49	54	18	31	60
October	45	61	26	26	74
November	45	47	16	23	61
December	38	39	15	21	55

% of Bank Owned Active	2018	2019	2020	2021	2022
January	0.0%	0.0%	0.0%	0.0%	0.0%
February	4.0%	0.0%	0.0%	0.0%	0.0%
March	4.5%	0.0%	0.0%	0.0%	0.0%
April	4.3%	0.0%	0.0%	0.0%	0.0%
May	0.0%	0.0%	0.0%	0.0%	0.0%
June	1.9%	0.0%	0.0%	0.0%	0.0%
July	1.9%	2.2%	0.0%	0.0%	0.0%
August	2.2%	2.0%	0.0%	0.0%	0.0%
September	0.0%	0.0%	0.0%	0.0%	0.0%
October	0.0%	0.0%	0.0%	0.0%	0.0%
November	0.0%	0.0%	0.0%	0.0%	0.0%
December	0.0%	0.0%	0.0%	0.0%	0.0%

Average List Price	2018	2019	2020	2021	2022
January	\$261,774	\$295,161	\$232,832	\$569,270	\$484,605
February	\$248,508	\$284,746	\$255,565	\$532,725	\$475,131
March	\$228,141	\$293,464	\$279,204	\$452,280	\$451,455
April	\$226,793	\$306,193	\$278,350	\$462,076	\$378,109
May	\$280,955	\$326,175	\$332,840	\$446,670	\$450,920
June	\$258,670	\$284,340	\$331,071	\$391,860	\$533,447
July	\$259,107	\$299,986	\$277,103	\$425,724	\$491,538
August	\$284,919	\$300,961	\$292,924	\$426,184	\$469,883
September	\$277,440	\$290,191	\$355,916	\$472,822	\$479,626
October	\$287,063	\$284,655	\$400,334	\$531,334	\$459,249
November	\$282,830	\$282,355	\$468,912	\$523,552	\$473,393
December	\$302,044	\$267,568	\$460,400	\$578,499	\$456,185



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Number of Sales Year to Date	2018	2019	2020	2021	2022
January	19	15	18	13	13
February	32	34	35	34	28
March	52	53	61	60	44
April	79	77	75	79	60
May	113	92	90	95	83
June	136	118	122	114	108
July	160	134	148	147	127
August	188	166	179	171	147
September	210	192	208	202	161
October	242	214	234	231	183
November	266	237	264	249	197
December	284	258	282	273	211

% of Bank Owned Sold	2018	2019	2020	2021	2022
January	11%	13%	0%	0%	0%
February	13%	9%	0%	0%	0%
March	8%	6%	0%	2%	0%
April	8%	4%	0%	1%	0%
May	5%	3%	0%	1%	0%
June	5%	3%	0%	1%	0%
July	5%	2%	0%	1%	0%
August	5%	2%	0%	1%	0%
September	4%	2%	0%	0%	0%
October	4%	1%	0%	0%	1%
November	4%	1%	0%	0%	1%
December	4%	1%	0%	0%	1%

Average Sales Price	2018	2019	2020	2021	2022
January	\$155,415	\$176,500	\$239,079	\$249,177	\$340,846
February	\$155,159	\$189,805	\$218,808	\$282,356	\$363,492
March	\$165,638	\$189,144	\$229,362	\$256,952	\$346,045
April	\$187,003	\$188,594	\$226,550	\$267,359	\$378,109
May	\$190,953	\$188,677	\$231,285	\$272,698	\$363,997
June	\$188,046	\$197,120	\$233,808	\$280,247	\$355,828
July	\$190,484	\$199,126	\$235,405	\$285,685	\$355,706
August	\$189,737	\$205,356	\$232,383	\$293,359	\$361,352
September	\$189,441	\$202,608	\$235,258	\$296,193	\$357,873
October	\$191,194	\$203,328	\$238,627	\$297,805	\$354,205
November	\$190,586	\$202,452	\$237,518	\$302,452	\$352,178
December	\$189,972	\$203,318	\$239,675	\$310,960	\$351,904



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

Original Price Vs Sale Price Ratio	2018	2019	2020	2021	2022
January	93%	94%	96%	96%	97%
February	94%	95%	98%	97%	98%
March	95%	96%	96%	99%	98%
April	96%	96%	97%	99%	98%
May	96%	96%	97%	99%	99%
June	96%	97%	97%	100%	99%
July	96%	97%	98%	100%	99%
August	96%	97%	97%	99%	98%
September	96%	97%	97%	99%	98%
October	96%	97%	97%	99%	97%
November	96%	97%	98%	99%	97%
December	96%	97%	98%	99%	97%

Average Market Time (Sold)	2018	2019	2020	2021	2022
January	66	60	49	44	40
February	70	61	44	32	29
March	58	51	48	24	29
April	65	54	47	24	26
May	69	50	44	24	25
June	63	48	38	23	24
July	60	47	38	21	25
August	57	46	41	22	25
September	55	46	37	23	25
October	55	45	37	23	28
November	54	46	35	24	29
December	54	46	34	24	29



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Average Price Per Sq Ft Sold	2018	2019	2020	2021	2022
January	\$90.63	\$98.06	\$120.42	\$147.41	\$202.47
February	\$89.60	\$102.47	\$116.02	\$152.32	\$186.10
March	\$96.15	\$107.38	\$119.40	\$154.20	\$188.40
April	\$98.31	\$108.74	\$120.50	\$156.47	\$198.51
May	\$102.68	\$110.52	\$125.35	\$152.49	\$200.50
June	\$104.52	\$113.02	\$127.71	\$156.60	\$198.54
July	\$105.23	\$114.26	\$126.93	\$161.30	\$200.37
August	\$106.08	\$115.78	\$125.11	\$165.14	\$203.05
September	\$106.73	\$116.08	\$126.28	\$166.49	\$202.30
October	\$107.14	\$116.04	\$128.74	\$167.18	\$201.35
November	\$107.29	\$117.52	\$131.05	\$169.46	\$200.77
December	\$108.14	\$116.88	\$132.04	\$174.32	\$200.90

Overall Months of Inventory	2018	2019	2020	2021	2022
January	3	2	4	1	1
February	3	2	2	0	1
March	3	2	2	1	1
April	2	2	1	1	1
May	2	2	2	1	1
June	2	3	2	2	3
July	2	2	1	2	3
August	2	2	1	2	4
September	2	3	1	1	3
October	2	3	1	1	4
November	2	2	1	1	3
December	2	2	1	1	3

BHHS Share of Sold Volume	2018	2019	2020	2021	2022
January	0.0%	18.6%	18.0%	36.1%	10.0%
February	0.0%	26.1%	10.1%	15.0%	8.0%
March	3.7%	16.8%	13.1%	9.3%	8.5%
April	8.3%	14.0%	10.8%	14.1%	6.0%
May	5.7%	13.4%	11.9%	18.0%	7.7%
June	6.6%	12.9%	11.0%	15.2%	7.8%
July	8.3%	15.8%	10.0%	12.3%	8.6%
August	9.0%	14.9%	9.2%	13.3%	8.0%
September	9.8%	13.1%	11.4%	13.9%	7.4%
October	10.5%	14.6%	11.3%	13.1%	7.2%
November	9.9%	14.3%	10.4%	12.0%	7.1%
December	9.8%	13.8%	10.4%	11.1%	7.4%



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Current Pending Transactions	2018	2019	2020	2021	2022
January	21	22	21	21	15
February	33	19	25	26	17
March	42	25	19	20	18
April	44	26	35	22	25
May	35	31	38	30	25
June	30	21	31	34	28
July	36	40	41	28	20
August	41	32	51	35	15
September	40	25	46	37	27
October	30	27	33	24	10
November	19	30	27	24	17
December	19	21	22	13	14

30 Fixed Rate	2018	2019	2020	2021	2022
January	3.875 - 4.25%	4.00 - 4.50%	3.12 - 3.625%	2.375-3.125%	3.75-4.00%
February	4.125 - 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%	2.87-3.25%	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%	2.375 - 3.25%	2.75-3.25%	4.990-5.083%
August	4.25 - 4.625%	3.25 - 3.75%	2.375 - 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%	3.125-3.25%	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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