KIMBERLY - AREA 2025 VITAL STATISTICS

Active Residential Listing	2018	2019	2020	2021	2022
January	27	34	25	11	18
Febuary	27	34	24	7	23

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March	28	38	28	11	23
April	27	34	25	7	31
May	35	40	21	6	47
June	40	41	20	11	65
July	47	31	21	22	77
August	43	30	20	17	76
September	40	30	18	19	93
October	42	35	18	10	89
November	41	27	19	11	87
December	38	22	16	11	77

% of Bank Owned Active	2018	2019	2020	2021	2022
January	3.7%	0.0%	0.0%	0.0%	0.0%
Febuary	3.7%	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%	0.0%	0.0%
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%	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	$368,203	$325,751	$450,216	$613,790	$647,251
Febuary	$395,712	$352,279	$484,087	$743,542	$620,452
March	$413,792	$363,793	$464,803	$616,154	$638,060
April	$414,679	$359,638	$473,563	$587,114	$595,212
May	$391,235	$404,222	$482,751	$494,833	$579,269
June	$365,566	$422,197	$558,564	$439,172	$555,757
July	$326,429	$440,164	$602,742	$455,313	$545,565
August	$336,879	$426,182	$569,675	$485,747	$550,720
September	$359,482	$481,175	$531,055	$554,789	$524,524
October	$322,264	$431,105	$429,350	$632,459	$518,938
November	$348,307	$502,199	$529,536	$499,000	$500,584
December	$299,572	$485,367	$530,774	$531,972	$489,440

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KIMBERLY - AREA 2025 VITAL STATISTICS

Number of Sales Year to Date	2018	2019	2020	2021	2022
January	13	4	7	11	12
Febuary	26	14	13	23	27
March	42	23	29	38	38
April	55	32	42	55	62
May	64	50	53	72	73
June	77	66	68	82	92
July	98	84	86	89	106
August	115	105	96	100	123
September	125	124	109	120	140
October	136	137	130	137	154
November	149	145	151	151	165
December	158	155	172	163	177

% of Bank Owned Sold	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	5.0%	0.0%	0.0%	0.0%	0.0%
April	4.0%	0.0%	0.0%	0.0%	0.0%
May	3.0%	0.0%	0.0%	0.0%	0.0%
June	4.0%	0.0%	0.0%	0.0%	0.0%
July	3.0%	0.0%	0.0%	0.0%	0.0%
August	3.0%	0.0%	0.0%	0.0%	0.0%
September	2.0%	1.0%	0.0%	0.0%	0.0%
October	2.0%	1.0%	0.0%	0.0%	0.0%
November	2.0%	1.0%	0.0%	0.0%	0.0%
December	2.0%	1.0%	0.0%	0.0%	0.0%

Average Sales Price	2018	2019	2020	2021	2022
January	$250,484	$168,625	$352,057	$401,409	$387,750
Febuary	$243,776	$190,596	$313,538	$342,315	$410,459
March	$248,173	$215,891	$292,565	$372,283	$423,443
April	$241,817	$232,856	$304,269	$368,737	$438,018
May	$240,425	$249,106	$283,616	$398,847	$463,755
June	$237,527	$256,568	$289,526	$394,376	$456,168
July	$237,527	$261,663	$292,157	$395,479	$468,873
August	$234,815	$274,080	$302,789	$397,550	$472,947
September	$232,020	$269,466	$304,309	$382,900	$468,855
October	$230,983	$265,046	$316,172	$395,894	$465,953
November	$236,193	$268,819	$326,200	$391,270	$465,294
December	$238,283	$267,095	$327,332	$401,464	$465,371

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KIMBERLY - AREA 2025 VITAL STATISTICS

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

Original Price Vs Sale Price Ratio	2018	2019	2020	2021	2022
January	107%	96%	98%	97%	99%
Febuary	100%	97%	99%	98%	99%
March	98%	97%	97%	98%	99%
April	98%	96%	97%	99%	100%
May	98%	97%	97%	98%	97%
June	98%	96%	97%	99%	99%
July	98%	96%	98%	99%	98%
August	98%	96%	98%	99%	97%
September	98%	98%	98%	99%	100%
October	98%	96%	98%	99%	98%
November	97%	96%	98%	98%	97%
December	97%	97%	99%	98%	97%

Average Market Time (Sold)	2018	2019	2020	2021	2022
January	52	17	91	35	16
Febuary	59	31	71	38	18
March	62	57	71	28	26
April	54	72	59	28	25
May	52	64	51	25	27
June	50	62	47	24	25
July	44	66	42	23	26
August	45	63	39	22	29
September	45	60	39	21	30
October	46	58	37	22	31
November	47	59	35	22	35
December	47	57	34	22	41

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KIMBERLY - AREA 2025 VITAL STATISTICS

Average Price Per Sq Ft Solds	2018	2019	2020	2021	2022
January	$103.62	$107.09	$134.54	$163.87	$200.13
Febuary	$106.52	$112.70	$135.86	$158.56	$214.29
March	$107.38	$117.55	$139.22	$162.96	$215.76
April	$97.63	$120.27	$141.82	$165.06	$213.52
May	$110.52	$120.56	$140.64	$170.49	$216.72
June	$109.74	$123.03	$141.38	$173.04	$216.76
July	$111.87	$125.38	$143.73	$177.71	$221.63
August	$112.29	$130.71	$144.31	$179.90	$222.46
September	$112.44	$130.37	$144.48	$181.20	$222.56
October	$112.21	$130.77	$147.54	$189.24	$222.23
November	$113.66	$130.55	$150.04	$190.12	$222.00
December	$113.73	$131.28	$151.70	$192.32	$222.34

Overall Months of Inventory	2018	2019	2020	2021	2022
January	2	9	4	1	2
Febuary	2	5	4	1	2
March	2	5	3	1	1
April	2	4	2	1	1
May	3	4	2	0	1
June	3	4	2	1	4
July	3	3	2	2	5
August	3	2	2	1	5
September	3	2	1	1	6
October	3	3	1	1	6
November	3	2	1	1	6
December	3	2	1	1	5

BHHS Share of Sold Volume	2018	2019	2020	2021	2022
January	7.5%	0.0%	41.7%	6.2%	27.1%
Febuary	10.3%	0.0%	30.5%	11.2%	14.3%
March	21.8%	5.5%	20.4%	25.4%	13.2%
April	20.1%	20.6%	14.7%	19.7%	7.8%
May	19.1%	27.5%	13.0%	16.0%	7.7%
June	17.2%	35.0%	22.5%	20.9%	15.2%
July	21.0%	27.5%	21.4%	19.2%	17.8%
August	21.9%	23.0%	25.4%	18.7%	16.0%
September	21.5%	23.2%	23.8%	18.3%	15.2%
October	21.9%	22.9%	22.0%	18.6%	14.5%
November	20.9%	21.8%	20.1%	17.7%	14.6%
December	20.4%	20.6%	19.9%	17.2%	15.9%

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KIMBERLY - AREA 2025 VITAL STATISTICS

Current Pending Transactions	2018	2019	2020	2021	2022
January	18	9	6	17	11
Febuary	14	9	14	17	12
March	14	13	16	14	19
April	12	25	10	21	8
May	11	22	18	14	19
June	20	20	20	14	10
July	18	27	12	18	11
August	15	24	22	29	17
September	13	9	25	25	10
October	17	10	26	25	10
November	14	15	28	20	10
December	9	7	18	21	14

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%	3.375-4.00%
Febuary	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%	2.875-3.25%	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%	2.375 - 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%	3.123-3.25%	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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