TWIN FALLS - AREA 2015 VITAL STATISTICS

Active Residential Listing	2018	2019	2020	2021	2022
January	204	196	193	60	70
Febuary	173	179	178	44	83
March	174	194	194	34	86
April	206	207	202	50	122
May	219	241	182	63	156
June	246	240	173	99	202
July	240	263	145	142	249
August	244	272	112	133	275
September	244	263	106	125	227
October	224	241	94	107	247
November	208	222	85	83	212
December	196	206	71	74	204

% of Bank Owned Active	2018	2019	2020	2021	2022
January	0.5%	1.0%	0.5%	0.0%	0.0%
Febuary	1.2%	0.0%	0.0%	0.0%	0.0%
March	1.7%	0.0%	0.0%	0.0%	0.0%
April	1.9%	0.0%	0.5%	0.0%	0.0%
May	0.5%	0.0%	0.0%	0.0%	0.0%
June	0.0%	0.0%	0.0%	0.0%	0.0%
July	0.0%	0.4%	0.0%	0.0%	0.0%
August	0.4%	0.4%	0.0%	0.0%	0.0%
September	0.8%	0.0%	0.0%	0.0%	0.0%
October	0.4%	0.0%	0.0%	0.0%	0.0%
November	0.5%	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	$274,891	$302,931	$329,205	$447,624	$509,830
Febuary	$282,719	$318,285	$331,064	$432,059	$469,262
March	$290,615	$291,901	$325,140	$558,466	$488,418
April	$284,893	$301,455	$334,871	$512,427	$489,043
May	$292,212	$312,634	$363,411	$506,144	$483,431
June	$282,307	$290,290	$375,479	$508,629	$504,411
July	$280,335	$280,741	$387,520	$468,111	$499,066
August	$294,860	$282,230	$408,342	$455,239	$484,296
September	$293,655	$290,058	$362,942	$481,565	$483,648
October	$309,492	$304,475	$424,191	$486,943	$452,575
November	$307,754	$311,143	$436,926	$500,159	$436,620
December	$303,409	$316,617	$433,228	$520,794	$456,370

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TWIN FALLS - AREA 2015 VITAL STATISTICS

Number of Sales Year to Date	2018	2019	2020	2021	2022
January	62	63	61	71	60
Febuary	130	119	138	137	114
March	230	198	255	248	196
April	327	303	355	323	300
May	426	426	439	404	385
June	539	542	577	506	490
July	646	662	716	612	596
August	745	790	843	737	674
September	836	910	977	852	766
October	953	1025	1114	974	847
November	1046	1133	1241	1081	907
December	1122	1218	1355	1187	983

% of Bank Owned Sold	2018	2019	2020	2021	2022
January	3.0%	4.8%	0.0%	0.0%	0.0%
Febuary	2.0%	2.5%	1.4%	0.0%	0.0%
March	1.0%	2.5%	0.8%	0.0%	0.0%
April	0.6%	2.0%	0.8%	0.0%	0.0%
May	1.2%	1.4%	0.7%	0.0%	0.0%
June	1.1%	1.1%	0.7%	0.0%	0.0%
July	1.5%	0.9%	0.6%	0.0%	0.0%
August	1.3%	0.9%	0.5%	0.3%	0.0%
September	1.2%	0.9%	0.4%	0.0%	0.0%
October	1.4%	0.9%	0.4%	0.0%	1.0%
November	1.2%	0.8%	0.3%	0.0%	1.0%
December	1.2%	0.8%	0.3%	0.0%	1.0%

Average Sales Price	2018	2019	2020	2021	2022
January	$196,499	$224,714	$241,802	$293,362	$344,667
Febuary	$197,696	$225,588	$241,178	$312,012	$368,105
March	$209,791	$218,915	$243,671	$329,227	$362,326
April	$209,607	$218,415	$251,831	$336,128	$378,298
May	$210,652	$223,382	$249,610	$329,917	$382,117
June	$216,034	$225,136	$248,907	$332,134	$384,084
July	$218,230	$226,489	$253,642	$335,274	$388,563
August	$217,427	$228,196	$257,238	$344,427	$388,445
September	$216,144	$229,736	$260,327	$348,807	$379,932
October	$219,329	$230,885	$262,249	$351,516	$382,306
November	$220,172	$231,420	$264,982	$351,234	$383,610
December	$219,639	$230,862	$267,515	$354,047	$382,446

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TWIN FALLS - AREA 2015 VITAL STATISTICS

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

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

Average Market Time (Sold)	2018	2019	2020	2021	2022
January	74	61	69	45	20
Febuary	77	54	71	39	22
March	73	62	68	33	24
April	69	58	62	31	23
May	65	55	58	28	23
June	59	53	56	25	23
July	56	52	53	23	24
August	54	51	50	22	25
September	53	50	49	22	26
October	53	50	46	23	29
November	52	50	45	23	31
December	54	51	44	24	33

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TWIN FALLS - AREA 2015 VITAL STATISTICS

Average Price Per Sq Ft Solds	2018	2019	2020	2021	2022
January	$105.69	$121.68	$134.46	$154.56	$198.99
Febuary	$106.32	$121.00	$133.38	$157.68	$200.82
March	$109.14	$118.87	$133.71	$163.65	$198.32
April	$107.32	$118.84	$134.54	$165.38	$207.44
May	$110.04	$121.01	$135.38	$166.56	$208.55
June	$111.75	$122.19	$135.09	$169.74	$211.68
July	$112.28	$123.08	$135.86	$173.05	$214.02
August	$112.71	$123.66	$136.47	$176.89	$214.96
September	$113.23	$124.21	$138.46	$179.23	$213.95
October	$114.28	$124.50	$140.19	$181.35	$213.54
November	$114.93	$124.73	$142.34	$183.13	$213.64
December	$114.83	$125.10	$143.65	$184.33	$212.90

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

BHHS Share of Sold Volume	2018	2019	2020	2021	2022
January	10.2%	18.1%	18.8%	16.1%	8.9%
Febuary	15.2%	18.1%	16.4%	21.2%	12.0%
March	16.0%	13.9%	19.1%	27.4%	8.6%
April	18.7%	16.5%	21.4%	25.0%	14.2%
May	18.6%	20.6%	20.2%	23.0%	13.6%
June	21.1%	20.0%	21.1%	21.4%	13.1%
July	20.4%	21.2%	22.0%	20.4%	13.7%
August	20.1%	21.4%	22.2%	19.3%	15.1%
September	20.6%	21.7%	21.9%	19.3%	15.4%
October	21.1%	21.6%	20.5%	17.8%	16.0%
November	20.8%	22.3%	20.6%	17.4%	15.7%
December	20.5%	22.9%	20.6%	16.5%	17.5%

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TWIN FALLS - AREA 2015 VITAL STATISTICS

Current Pending Transactions	2018	2019	2020	2021	2022
January	77	57	79	80	53
Febuary	121	87	137	129	98
March	122	128	112	95	77
April	116	148	120	121	75
May	130	139	176	147	86
June	123	133	157	137	82
July	115	137	170	147	61
August	124	131	189	156	66
September	133	118	187	155	79
October	128	118	187	132	39
November	94	109	144	123	54
December	72	87	110	82	45

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	4.125 - 4.50%	4.00 - 4.50%	3.00 - 3.25%	2.875-3.375%	5.000-5.375%
March	4.00 - 4.50%	3.625 - 4.00%	3.375 - 3.625%	3.00-3.50%	3.625-4.00%
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 to 3.25%	6.375-6.415%
November	4.375 - 5.00%	3.25 - 3.75%	2.25-3.125%	3.125 to 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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