

TREND REPORT

RESIDENTIAL REAL ESTATE MARKET TRENDS







1/1/24 - 1/31/24

| | | | _, _, | , | | | | |
|---------------------------|--------|-----|---------|-----------|--------|-----------|---------|-------------|
| PRICE RANGE | ACTIVE | NEW | PENDING | LP CHANGE | # SOLD | AVG SP/LP | AVG DOM | MOS OF INV. |
| \$0 - \$525,000 | 6 | 10 | 7 | -4.62 | 13 | 99.6% | 42 | 0.46 |
| \$525,100 - \$625,000 | 26 | 15 | 30 | -5.13% | 19 | 97.9% | 60 | |
| \$625,100 - \$725,000 | 57 | 21 | 29 | -4.12% | 20 | 98.8% | 58 | |
| \$725,100 - \$825,000 | 27 | 17 | 12 | -2.83% | 12 | 100.7% | 42 | |
| \$825,100 - \$925,000 | 23 | 12 | 11 | -4.25% | 7 | 97.0% | 83 | 3.29 |
| \$925,100 - \$1,025,000 | 19 | 6 | 8 | -8.30% | 4 | 98.6% | 62 | |
| \$1,025,100 - \$1,125,000 | 4 | 4 | 5 | -10.20% | 3 | 101.6% | 56 | |
| \$1,125,100 - \$1,225,000 | 11 | 2 | 4 | -5.51% | 1 | 90.2% | 78 | |
| \$1,225,100 - \$1,325,000 | 5 | 1 | 2 | N/A | 4 | 97.9% | 30 | |
| \$1,325,100 - \$1,425,000 | 5 | 1 | 1 | -9.73% | 1 | 99.3% | 2 | |
| \$1,425,100 & ABOVE | 50 | 13 | 12 | -2.56% | 6 | 98.4% | 52 | |
| TOTALS / AVGS | 233 | 102 | 121 | -5.85% | 90 | 98% | 52 | 2.59 |
| | | · | | | · | | · | |

| 12 | 11 | -4.25% | 7 | 97.0% | 83 | 3.29 | |
|-----|--------|---------|------|--------|----|------|--|
| 6 | 8 | -8.30% | 4 | 98.6% | 62 | | |
| 4 | 5 | -10.20% | 3 | 101.6% | 56 | | |
| 2 | 4 | -5.51% | 1 | 90.2% | 78 | | |
| 1 | 2 | N/A | 4 | 97.9% | 30 | | |
| 1 | 1 | -9.73% | 1 | 99.3% | 2 | | |
| 13 | 12 | -2.56% | 6 | 98.4% | 52 | | |
| 102 | 121 | -5.85% | 90 | 98% | 52 | 2.59 | |
| 0-0 | 10/1/2 | 2 12/2 | 1/22 | | | | |

| | | | LP | | AVG | AVG | MOS OF |
|--------|---|--|---|---|--|---|---|
| ACTIVE | NEW | PENDING CHANGE | | SOLD | SP/LP | DOM | INV. |
| 0 | 0 | 0 | N/A | 0 | N/A | N/A | |
| 0 | 0 | 0 | N/A | 0 | N/A | N/A | |
| 0 | 0 | 1 | N/A | 1 | 100.0% | | |
| 6 | 2 | 11 | -6.56% | 10 | 98.2% | 20 | |
| 35 | 14 | 22 | -4.44% | 15 | 98.7% | 49 | |
| 67 | 15 | 29 | -4.09% | 20 | 100.4% | 55 | |
| 33 | 9 | 10 | -4.26% | 11 | 98.8% | 68 | |
| 26 | 7 | 9 | -3.90% | 10 | 100.3% | 36 | 2.60 |
| 106 | 30 | 17 | -6.60% | 25 | 98.4% | 51 | 4.24 |
| 273 | 77 | 99 | -4.98% | 92 | 99% | 40 | 2.97 |
| | 0 0 0 6 35 67 33 26 106 | 0 0 0 0 0 0 0 0 0 6 2 35 14 67 15 33 9 26 7 106 30 | 0 0 0 0 0 0 0 0 1 6 2 11 35 14 22 67 15 29 33 9 10 26 7 9 106 30 17 | ACTIVE NEW PENDING CHANGE 0 0 0 N/A 0 0 0 N/A 0 0 1 N/A 6 2 11 -6.56% 35 14 22 -4.44% 67 15 29 -4.09% 33 9 10 -4.26% 26 7 9 -3.90% 106 30 17 -6.60% | ACTIVE NEW PENDING CHANGE SOLD 0 0 0 N/A 0 0 0 0 N/A 0 0 0 1 N/A 1 6 2 11 -6.56% 10 35 14 22 -4.44% 15 67 15 29 -4.09% 20 33 9 10 -4.26% 11 26 7 9 -3.90% 10 106 30 17 -6.60% 25 | ACTIVE NEW PENDING CHANGE SOLD SP/LP 0 0 0 N/A 0 N/A 0 0 0 N/A 0 N/A 0 0 1 N/A 1 100.0% 6 2 11 -6.56% 10 98.2% 35 14 22 -4.44% 15 98.7% 67 15 29 -4.09% 20 100.4% 33 9 10 -4.26% 11 98.8% 26 7 9 -3.90% 10 100.3% 106 30 17 -6.60% 25 98.4% | ACTIVE NEW PENDING CHANGE SOLD SP/LP DOM 0 0 N/A 0 N/A N/A 0 0 0 N/A 0 N/A N/A 0 0 1 N/A 1 100.0% 1 6 2 11 -6.56% 10 98.2% 20 35 14 22 -4.44% 15 98.7% 49 67 15 29 -4.09% 20 100.4% 55 33 9 10 -4.26% 11 98.8% 68 26 7 9 -3.90% 10 100.3% 36 106 30 17 -6.60% 25 98.4% 51 |



RESIDENTIAL REAL ESTATE MARKET TRENDS







11/1/23 - 11/30/23

| PRICE RANGE |
|-----------------------|
| \$125,000 - \$225,000 |
| \$225,100 - \$325,000 |
| \$325,100 - \$425,000 |
| \$425,100 - \$525,000 |
| \$525,100 - \$625,000 |
| \$625,100 - \$725,000 |
| \$725,100 - \$825,000 |
| \$825,100 - \$925,000 |
| \$925,100 & UP |
| TOTALS / AVGS |

| # ACTIVE | # NEW | # PENDING | LP CHANGE | # SOLD | AVG SP/LP | AVG DOM | MOS OF INV. |
|-------------|----------|--------------|--------------|-----------|--------------|------------|----------------|
| 0 | 0 | 0 | N/A | 0 | N/A | N/A | N/A |
| 0 | 0 | 0 | N/A | 0 | N/A | 0 | |
| 0 | 1 | 1 | N/A | 2 | 96.3% | N/A | |
| 14 | 7 | 10 | -6.75% | 6 | 97.3% | 18 | |
| 36 | 13 | 15 | -6.11% | 22 | 99.4% | 21 | |
| 86 | 21 | 23 | -5.61% | 23 | 99.0% | 45 | |
| 40 | 13 | 16 | -5.91% | 17 | 98.7% | 50 | |
| 24 | 6 | 3 | -7.29% | 5 | 96.9% | 52 | 4.80 |
| 109 | 24 | 28 | -6.23% | 30 | 97.4% | 36 | |
| 309 | 85 | 96 | -6.32% | 105 | 98% | 32 | 2.94 |

10/1/23 - 10/31/23

| PRICE RANGE |
|-----------------------|
| \$125,000 - \$225,000 |
| \$225,100 - \$325,000 |
| \$325,100 - \$425,000 |
| \$425,100 - \$525,000 |
| \$525,100 - \$625,000 |
| \$625,100 - \$725,000 |
| \$725,100 - \$825,000 |
| \$825,100 - \$925,000 |
| \$925,100 & UP |
| TOTALS / AVGS |

| # ACTIVE | # NEW | # PENDING | LP CHANGE | # SOLD | AVG SP/LP | AVG DOM | MOS OF INV. |
|-------------|----------|--------------|--------------|-----------|--------------|------------|----------------|
| 0 | 0 | 0 | N/A | 0 | N/A | N/A | N/A |
| 0 | 0 | 0 | N/A | 1 | 100.0% | 0 | |
| 1 | 0 | 0 | -6.90% | 0 | N/A | N/A | |
| 14 | 11 | 13 | -5.59% | 10 | 98.0% | 18 | |
| 44 | 23 | 22 | -5.36% | 28 | 99.6% | 21 | |
| 69 | 36 | 24 | -4.26% | 23 | 99.2% | 45 | |
| 56 | 13 | 18 | -6.20% | 16 | 98.7% | 50 | |
| 24 | 10 | 7 | -7.49% | 18 | 99.4% | 52 | |
| 133 | 51 | 37 | -6.38% | 31 | 98.5% | 36 | 4.29 |
| 341 | 144 | 121 | -6.03% | 127 | 99% | 32 | 2.69 |



ACREAGE REAL ESTATE MARKET TRENDS





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1/1/23 - 1/31/24

| | # | # | # | LP | # | AVG | AVG | MOS OF |
|---------------------------|--------|-----|---------|--------|------|--------|-----|--------|
| PRICE RANGE | ACTIVE | NEW | PENDING | CHANGE | SOLD | SP/LP | DOM | INV. |
| \$0 - \$625,000 | 1 | 2 | 3 | N/A | 1 | 100.0% | 2 | |
| \$625,100 - \$725,000 | 2 | 0 | 1 | N/A | 4 | 93.8% | 55 | |
| \$725,100 - \$825,000 | 3 | 2 | 5 | N/A | 3 | 107.0% | 24 | |
| \$825,100 - \$925,000 | 1 | 0 | 1 | N/A | 2 | 95.4% | 64 | |
| \$925,100 - \$1,025,000 | 2 | 1 | 1 | N/A | 2 | 95.6% | 66 | |
| \$1,025,100 - \$1,125,000 | 4 | 1 | 2 | N/A | 1 | 98.8% | 236 | |
| \$1,125,100-\$1,225,000 | 6 | 1 | 5 | -4.72% | 0 | N/A | N/A | |
| \$1,225,100 - \$1,325,000 | 3 | 2 | 0 | N/A | 0 | N/A | N/A | |
| \$1,325,100 & UP | 37 | 7 | 4 | -8.60% | 7 | 95.0% | 98 | 5.29 |
| TOTALS / AVGS | 59 | 16 | 22 | -6.66% | 20 | 98% | 91 | 2.95 |

12/1/23 - 12/31/23

| | # | # | # | LP | # | AVG | AVG | MOS OF | |
|-------------------------|--------|-----|---------|---------|------|--------|-----|--------|--|
| PRICE RANGE | ACTIVE | NEW | PENDING | CHANGE | SOLD | SP/LP | DOM | INV. | |
| \$225,100 - \$325,000 | 0 | 0 | 0 | N/A | 0 | N/A | N/A | | |
| \$325,100 - \$425,000 | 0 | 0 | 1 | N/A | 0 | N/A | N/A | | |
| \$425,100 - \$525,000 | 1 | 1 | 1 | -4.95% | 0 | N/A | N/A | | |
| \$525,100 - \$625,000 | 3 | 0 | 0 | -6.46% | 0 | N/A | N/A | | |
| \$625,100 - \$725,000 | 3 | 0 | 3 | -12.29% | 2 | 94.1% | 77 | | |
| \$725,100 - \$825,000 | 7 | 3 | 6 | -7.18% | 1 | 102.7% | 25 | | |
| \$825,100 - \$925,000 | 4 | 0 | 1 | N/A | 2 | 97.8% | 27 | | |
| \$925,100 - \$1,025,000 | 4 | 0 | 2 | N/A | 0 | N/A | N/A | | |
| \$1,025,100 & UP | 57 | 3 | 6 | 4.66% | 4 | 94.6% | 165 | 14.25 | |
| TOTALS / AVGS | 79 | 7 | 20 | -5.24% | 9 | 97% | 74 | 8.78 | |



ACREAGE REAL ESTATE MARKET TRENDS





11/1/23 - 11/30/23

| PRICE RANGE |
|-------------------------|
| \$225,100 - \$325,000 |
| \$325,100 - \$425,000 |
| \$425,100 - \$525,000 |
| \$525,100 - \$625,000 |
| \$625,100 - \$725,000 |
| \$725,100 - \$825,000 |
| \$825,100 - \$925,000 |
| \$925,100 - \$1,025,000 |
| \$1,025,100 & UP |
| TOTALS / AVGS |

| # | # | # | LP | # | AVG | AVG | MOS OF |
|--------|-----|---------|---------|------|-------|-----|--------|
| ACTIVE | NEW | PENDING | CHANGE | SOLD | SP/LP | DOM | INV. |
| 0 | 0 | 0 | N/A | 0 | N/A | N/A | |
| 1 | 0 | 0 | N/A | 0 | N/A | N/A | |
| 1 | 0 | 0 | N/A | 0 | N/A | N/A | |
| 3 | 2 | 0 | -3.41% | 0 | N/A | N/A | |
| 4 | 0 | 1 | -5.25% | 2 | 97.1% | 27 | |
| 10 | 1 | 1 | -8.66% | 0 | N/A | N/A | |
| 4 | 2 | 1 | N/A | 1 | 90.0% | 53 | |
| 5 | 1 | 0 | N/A | 3 | 96.9% | 132 | |
| 72 | 11 | 8 | -14.18% | 10 | 95.6% | 94 | |
| 100 | 17 | 11 | -7.88% | 16 | 95% | 77 | 6.25 |

10/1/23 - 10/31/23

| PRICE RANGE |
|-------------------------|
| \$225,100 - \$325,000 |
| \$325,100 - \$425,000 |
| \$425,100 - \$525,000 |
| \$525,100 - \$625,000 |
| \$625,100 - \$725,000 |
| \$725,100 - \$825,000 |
| \$825,100 - \$925,000 |
| \$925,100 - \$1,025,000 |
| \$1,025,100 & UP |
| TOTALS / AVGS |

| # ACTIVE | # NEW | # PENDING | LP CHANGE | # SOLD | AVG SP/LP | AVG DOM | MOS OF INV. |
|-------------|----------|--------------|--------------|-----------|--------------|------------|----------------|
| 0 | 0 | 0 | N/A | 0 | N/A | N/A | N/A |
| 1 | 1 | 0 | N/A | 0 | N/A | N/A | |
| 0 | 1 | 0 | N/A | 0 | N/A | N/A | |
| 2 | 0 | 0 | -6.10% | 1 | 95.7% | | |
| 5 | 3 | 2 | -6.59% | 2 | 96.2% | 32 | |
| 6 | 0 | 1 | -13.66% | 3 | 95.6% | 39 | |
| 2 | 4 | 0 | -8.13% | 1 | 99.5% | 4 | |
| 9 | 0 | 3 | -20.14% | 1 | 97.0% | 3 | |
| 77 | 14 | 14 | -12.02% | 9 | 95.1% | 100 | |
| 102 | 23 | 20 | -11.11% | 17 | 97% | 31 | 6.00 |



BARE LAND REAL ESTATE MARKET TRENDS





1/1/24 - 1/31/24

| PRICE RANGE |
|-----------------------|
| \$0 - \$125,000 |
| \$125,100 - \$225,000 |
| \$225,100 - \$325,000 |
| \$325,100 - \$425,000 |
| \$425,100 - \$525,000 |
| \$525,100 & UP |
| TOTALS / AVGS |

| # | # | # | LP | # | AVG | AVG | MOS OF |
|--------|-----|---------|---------|------|--------|-----|--------|
| ACTIVE | NEW | PENDING | CHANGE | SOLD | SP/LP | DOM | INV. |
| 1 | 0 | 0 | N/A | 0 | N/A | N/A | |
| 3 | 1 | 1 | -2.93% | 0 | N/A | N/A | |
| 12 | 1 | 0 | N/A | 0 | N/A | N/A | |
| 24 | 0 | 0 | N/A | 5 | 96.4% | 284 | |
| 14 | 0 | 0 | -16.69% | 1 | 100.0% | 525 | |
| 17 | 0 | 1 | N/A | 2 | 98.7% | 39 | 8.50 |
| 71 | 2 | 2 | -9.81% | 8 | 98.4% | 283 | 8.88 |

12/1/23 - 12/31/23

| PRICE RANGE |
|-----------------------|
| \$0 - \$125,000 |
| \$125,100 - \$225,000 |
| \$225,100 - \$325,000 |
| \$325,100 - \$425,000 |
| \$425,100 - \$525,000 |
| \$525,100 & UP |
| TOTALS / AVGS |

| # ACTIVE | # NEW | # PENDING | LP CHANGE | # SOLD | AVG SP/LP | AVG DOM | MOS OF INV. |
|-------------|----------|--------------|--------------|-----------|--------------|------------|----------------|
| 1 | 0 | 0 | N/A | 1 | 72.0% | 107 | |
| 13 | 1 | 0 | -25.50% | 0 | N/A | N/A | |
| 13 | 1 | 1 | N/A | 1 | 92.3% | 4 | |
| 29 | 1 | 6 | N/A | 1 | 95.1% | 26 | |
| 14 | 1 | 0 | N/A | 2 | 105.1% | 2 | |
| 23 | 2 | 0 | -12.84% | 1 | 100.0% | 0 | 23.0 |
| 93 | 6 | 7 | -19.17% | 6 | 92.9% | 28 | 15.50 |



BARE LAND REAL ESTATE MARKET TRENDS





11/1/23 - 11/30/23

| PRICE RANGE |
|-----------------------|
| \$0 - \$125,000 |
| \$125,100 - \$225,000 |
| \$225,100 - \$325,000 |
| \$325,100 - \$425,000 |
| \$425,100 - \$525,000 |
| \$525,100 & UP |
| TOTALS / AVGS |

| # | # | # | LP | # | AVG | AVG | MOS OF |
|--------|-----|---------|---------|------|--------|-----|--------|
| ACTIVE | NEW | PENDING | CHANGE | SOLD | SP/LP | DOM | INV. |
| 1 | 0 | 2 | N/A | 1 | 100.0% | 11 | |
| 13 | 0 | 0 | -16.61% | 0 | N/A | N/A | |
| 14 | 1 | 0 | -32.50% | 0 | N/A | N/A | |
| 34 | 3 | 4 | 5.33% | 0 | N/A | N/A | |
| 17 | 1 | 2 | -4.95% | 0 | N/A | N/A | |
| 25 | 1 | 1 | -22.15% | 1 | 91.6% | 212 | 25.0 |
| 104 | 6 | 9 | -14.18% | 2 | 95.8% | 112 | 52.00 |

10/1/23 - 10/31/23

| PRICE RANGE |
|-----------------------|
| \$0 - \$125,000 |
| \$125,100 - \$225,000 |
| \$225,100 - \$325,000 |
| \$325,100 - \$425,000 |
| \$425,100 - \$525,000 |
| \$525,100 & UP |
| TOTALS / AVGS |

| # ACTIVE | # NEW | # PENDING | LP CHANGE | # SOLD | AVG SP/LP | AVG DOM | MOS OF INV. |
|-------------|----------|--------------|--------------|-----------|--------------|------------|----------------|
| 2 | 1 | 1 | N/A | 0 | N/A | N/A | N/A |
| 10 | 2 | 0 | N/A | 2 | 91.6% | 100 | |
| 15 | 0 | 0 | N/A | 1 | 96.3% | 35 | |
| 37 | 2 | 2 | N/A | 1 | 100.0% | 88 | |
| 17 | 0 | 0 | N/A | 1 | 98.0% | 26 | |
| 21 | 5 | 1 | -9.67% | 0 | N/A | N/A | |
| 102 | 10 | 4 | -9.67% | 5 | 96.5% | 62 | 20.40 |