

RESIDENTIAL REAL ESTATE MARKET TRENDS







4/1/24 - 4/30/24

| | | | -, -, - | ,•• | -, | | | |
|---------------------------|--------|-----|---------|-----------|--------|-----------|---------|-------------|
| PRICE RANGE | ACTIVE | NEW | PENDING | LP CHANGE | # SOLD | AVG SP/LP | AVG DOM | MOS OF INV. |
| \$0 - \$525,000 | 8 | 9 | 12 | -5.33% | 13 | 100.8% | 15 | 0.62 |
| \$525,100 - \$625,000 | 36 | 32 | 24 | -2.49% | 27 | 100.1% | 28 | |
| \$625,100 - \$725,000 | 52 | 29 | 35 | -2.30% | 46 | 99.9% | 56 | |
| \$725,100 - \$825,000 | 39 | 29 | 27 | -5.07% | 18 | 100.1% | 44 | |
| \$825,100 - \$925,000 | 22 | 18 | 18 | -4.46% | 19 | 100.4% | 33 | |
| \$925,100 - \$1,025,000 | 11 | 14 | 8 | -4.85% | 6 | 99.4% | 41 | |
| \$1,025,100 - \$1,125,000 | 4 | 11 | 5 | -3.94% | 6 | 99.7% | 32 | |
| \$1,125,100 - \$1,225,000 | 8 | 7 | 7 | -3.02% | 4 | 97.0% | 56 | |
| \$1,225,100 - \$1,325,000 | 12 | 9 | 4 | N/A | 8 | 96.9% | 55 | |
| \$1,325,100 - \$1,425,000 | 12 | 9 | 6 | N/A | 4 | 99.4% | 20 | |
| \$1,425,100 & ABOVE | 103 | 43 | 21 | -5.12% | 13 | 98.3% | 64 | 7.92 |
| TOTALS / AVGS | 307 | 210 | 167 | -3.91% | 164 | 99% | 43 | 1.87 |
| | | 0—0 |) | | | | | |



3/1/24 - 3/31/24

| PRICE RANGE | ACTIVE | NEW | PENDING | LP CHANGE | # SOLD | AVG SP/LP | AVG DOM | MOS OF INV. |
|---------------------------|--------|-----|---------|-----------|--------|-----------|---------|-------------|
| \$0 - \$525,000 | 10 | 14 | 10 | -6.28% | 6 | 95.0% | 24 | 1.67 |
| \$525,100 - \$625,000 | 32 | 30 | 36 | -8.33% | 15 | 101.5% | 13 | |
| \$625,100 - \$725,000 | 62 | 28 | 30 | -1.52% | 28 | 99.4% | 61 | |
| \$725,100 - \$825,000 | 41 | 26 | 21 | -2.91% | 17 | 100.1% | 44 | |
| \$825,100 - \$925,000 | 21 | 16 | 14 | -4.78% | 15 | 98.0% | 74 | |
| \$925,100 - \$1,025,000 | 6 | 5 | 7 | -4.22% | 9 | 96.4% | 106 | |
| \$1,025,100 - \$1,125,000 | 5 | 5 | 3 | -12.08% | 6 | 98.3% | 43 | |
| \$1,125,100 - \$1,225,000 | 10 | 6 | 3 | N/A | 5 | 93.8% | 105 | |
| \$1,225,100 - \$1,325,000 | 9 | 7 | 7 | -8.50% | 0 | N/A | N/A | |
| \$1,325,100 - \$1,425,000 | 5 | 9 | 7 | N/A | 1 | 98.9% | 83 | |
| \$1,425,100 & ABOVE | 72 | 46 | 12 | -3.84% | 12 | 97.9% | 80 | 6.00 |
| TOTALS / AVGS | 273 | 192 | 150 | -5.77% | 114 | 98% | 68 | 2.39 |



RESIDENTIAL REAL ESTATE MARKET TRENDS







2/1/24 - 2/29/24

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|---------------------------|--------|---------------|---------|-----------|--------|-----------|---------|-------------|
| 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 |
| | | ~ 0──0 | <u></u> | | | | | |



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 | 4 | 9 | 9 | -4.75% | 9 | 100.8% | 48 | 0.67 |
| \$525,100 - \$625,000 | 23 | 20 | 17 | -2.61% | 25 | 99.2% | 60 | 0.92 |
| \$625,100 - \$725,000 | 61 | 34 | 29 | -4.25% | 31 | 99.4% | 74 | 1.97 |
| \$725,100 - \$825,000 | 28 | 21 | 21 | -3.08% | 12 | 101.3% | 60 | |
| \$825,100 - \$925,000 | 21 | 9 | 16 | -2.40% | 13 | 98.3% | 92 | 1.62 |
| \$925,100 - \$1,025,000 | 11 | 6 | 10 | -13.93% | 4 | 99.6% | 72 | |
| \$1,025,100 - \$1,125,000 | 6 | 3 | 5 | N/A | 2 | 100.7% | 19 | |
| \$1,125,100 - \$1,225,000 | 9 | 3 | 5 | -5.23% | 3 | 97.6% | 70 | |
| \$1,225,100 - \$1,325,000 | 6 | 1 | 0 | -11.50% | 3 | 95.6% | 66 | |
| \$1,325,100 - \$1,425,000 | 4 | 3 | 3 | -3.34% | 0 | N/A | N/A | |
| \$1,425,100 & ABOVE | 54 | 24 | 15 | -4.50% | 9 | 99.9% | 43 | |
| TOTALS / AVGS | 227 | 133 | 130 | -5.65% | 111 | 99% | 62 | 2.05 |



ACREAGE REAL ESTATE MARKET TRENDS





4/1/23 - 4/30/24

| | # | # | # | LP | # | AVG | AVG | MOS OF |
|---------------------------|--------|-----|---------|---------|------|--------|-----|--------|
| PRICE RANGE | ACTIVE | NEW | PENDING | CHANGE | SOLD | SP/LP | DOM | INV. |
| \$0 - \$625,000 | 1 | 1 | 0 | N/A | 2 | 100.4% | 3 | |
| \$625,100 - \$725,000 | 1 | 4 | 2 | N/A | 1 | 102.4% | 5 | |
| \$725,100 - \$825,000 | 3 | 2 | 2 | -5.89% | 0 | N/A | N/A | |
| \$825,100 - \$925,000 | 4 | 2 | 2 | N/A | 2 | 95.4% | 138 | |
| \$925,100 - \$1,025,000 | 3 | 2 | 2 | -5.82% | 2 | 99.6% | 12 | |
| \$1,025,100 - \$1,125,000 | 3 | 4 | 1 | -10.20% | 3 | 98.1% | 126 | |
| \$1,125,100-\$1,225,000 | 5 | 11 | 2 | N/A | 2 | 98.2% | 49 | |
| \$1,225,100 - \$1,325,000 | 3 | 3 | 1 | -4.18% | 2 | 97.2% | 28 | |
| \$1,325,100 & UP | 55 | 26 | 13 | -10.12% | 4 | 96.1% | 41 | 13.75 |
| TOTALS / AVGS | 78 | 55 | 25 | -7.24% | 18 | 98% | 57 | 4.33 |

3/1/23 - 3/31/24

| | # | # | # | LP | # | AVG | AVG | MOS OF |
|-------------------------|--------|-----|---------|---------|------|--------|-----|--------|
| PRICE RANGE | ACTIVE | NEW | PENDING | CHANGE | SOLD | SP/LP | DOM | INV. |
| \$225,100 - \$325,000 | 4 | 2 | 2 | N/A | 2 | 96.6% | 38 | |
| \$325,100 - \$425,000 | 0 | 0 | 0 | N/A | 0 | N/A | N/A | |
| \$425,100 - \$525,000 | 1 | 1 | 2 | N/A | 3 | 98.4% | 98 | |
| \$525,100 - \$625,000 | 3 | 3 | 1 | N/A | 0 | N/A | N/A | |
| \$625,100 - \$725,000 | 6 | 1 | 2 | -4.86% | 0 | N/A | N/A | |
| \$725,100 - \$825,000 | 0 | 0 | 3 | -6.69% | 4 | 100.0% | 33 | |
| \$825,100 - \$925,000 | 3 | 2 | 2 | -8.85% | 1 | 95.8% | 235 | |
| \$925,100 - \$1,025,000 | 2 | 0 | 0 | N/A | 2 | 97.4% | 118 | |
| \$1,025,100 & UP | 48 | 21 | 7 | -10.04% | 7 | 94.3% | 148 | 6.86 |
| TOTALS / AVGS | 67 | 30 | 19 | -7.61% | 19 | 97% | 126 | 3.53 |



ACREAGE REAL ESTATE MARKET TRENDS





2/1/23 - 2/29/24

| 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. |
| 3 | 0 | 1 | -3.76% | 1 | 100.0% | 66 | 3.0 |
| 0 | 0 | 1 | N/A | 0 | N/A | N/A | |
| 1 | 2 | 1 | N/A | 4 | 97.1% | 100 | |
| 1 | 0 | 0 | N/A | 0 | N/A | N/A | |
| 3 | 2 | 1 | N/A | 1 | 98.0% | 112 | |
| 4 | 2 | 5 | -6.69% | 5 | 96.2% | 103 | |
| 2 | 0 | 1 | -7.69% | 1 | 98.3% | 74 | |
| 4 | 1 | 2 | N/A | 0 | N/A | N/A | |
| 41 | 12 | 8 | -7.14% | 2 | 92.0% | 122 | |
| 59 | 19 | 20 | -6.32% | 14 | 96% | 102 | 4.21 |

1/1/23 - 1/31/24

| 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. |
|-------------|----------|--------------|--------------|-----------|--------------|------------|----------------|
| 1 | 2 | 3 | N/A | 1 | 100.0% | 2 | |
| 2 | 0 | 1 | N/A | 4 | 93.8% | 55 | |
| 3 | 2 | 5 | N/A | 3 | 107.0% | 24 | |
| 1 | 0 | 1 | N/A | 2 | 95.4% | 64 | |
| 2 | 1 | 1 | N/A | 2 | 95.6% | 66 | |
| 4 | 1 | 2 | N/A | 1 | 98.8% | 236 | |
| 6 | 1 | 5 | -4.72% | 0 | N/A | N/A | |
| 3 | 2 | 0 | N/A | 0 | N/A | N/A | |
| 37 | 7 | 4 | -8.60% | 7 | 95.0% | 98 | 5.29 |
| 59 | 16 | 22 | -6.66% | 20 | 98% | 91 | 2.95 |



BARE LAND REAL ESTATE MARKET TRENDS





4/1/24 - 4/30/24

| 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. |
| 2 | 1 | 0 | N/A | 0 | N/A | N/A | |
| 12 | 2 | 1 | -35.50% | 0 | N/A | N/A | |
| 18 | 5 | 1 | -7.06% | 1 | 96.8% | 11 | |
| 27 | 4 | 7 | -4.37% | 3 | 100.0% | 400 | |
| 12 | 1 | 2 | N/A | 0 | N/A | N/A | |
| 23 | 1 | 0 | -12.64% | 1 | 97.1% | 10 | 23.00 |
| 94 | 14 | 11 | -14.89% | 5 | 98.0% | 140 | 18.80 |

3/1/24 - 3/31/24

| 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 | 1 | 0 | N/A | 0 | N/A | N/A | |
| 10 | 8 | 0 | N/A | 1 | 88.9% | 351 | |
| 16 | 6 | 3 | -15.79% | 1 | 100.0% | 10 | 16.00 |
| 24 | 8 | 2 | -5.05% | 0 | N/A | N/A | |
| 16 | 3 | 1 | -35.62% | 2 | 100.0% | 634 | |
| 22 | 3 | 0 | -5.27% | 2 | 100.0% | | |
| 89 | 29 | 6 | -15.43% | 6 | 97.2% | 249 | 14.83 |



BARE LAND REAL ESTATE MARKET TRENDS





2/1/24 - 2/29/24

| 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 | |
| 12 | 0 | 2 | -11.96% | 1 | 93.0% | 109 | |
| 12 | 3 | 0 | -6.78% | 0 | N/A | N/A | |
| 25 | 1 | 4 | -6.25% | 1 | 100.0% | 166 | |
| 14 | 1 | 2 | -7.13% | 0 | N/A | N/A | |
| 17 | 5 | 3 | -30.48% | 0 | N/A | N/A | N/A |
| 81 | 10 | 11 | -12.52% | 2 | 96.5% | 138 | 40.50 |

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 | |
| 71 | 2 | 2 | -9.81% | 8 | 98.4% | 283 | 8.88 |