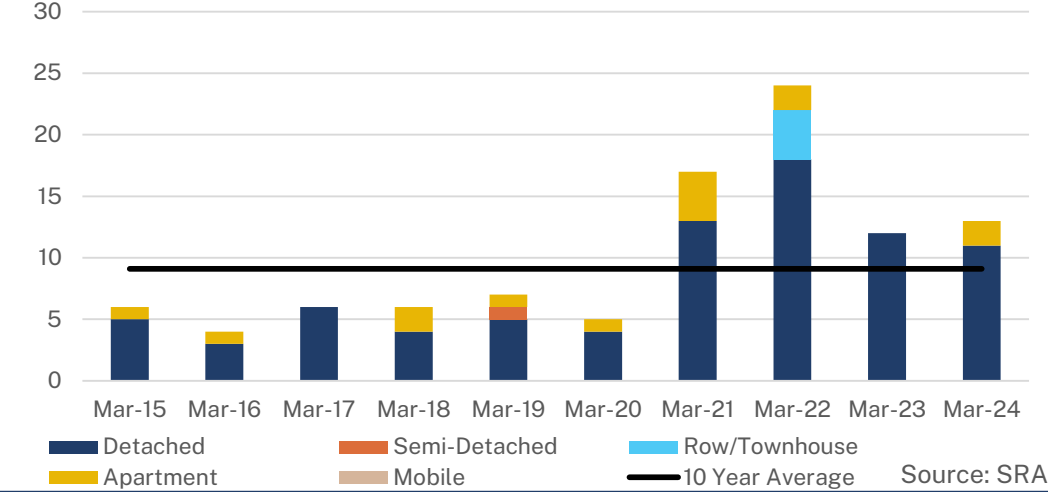




HUMBOLDT - MARCH 2024

Monthly Sales Comparison




SALES

14

↑ 16.7% Y/Y | ↑ 28.6% YTD

VS. 10-YEAR AVERAGE

↑ 53.8% | ↑ 47.5% YTD



NEW LISTINGS

13


↓ 13.3% Y/Y | ↓ 7.9% YTD

VS. 10-YEAR AVERAGE

↓ 35.3% | ↓ 25.1% YTD

TOTAL RESIDENTIAL BENCHMARK PRICE

\$ 267,500 | **↑ 8.5%** Y/Y



Monthly trend*



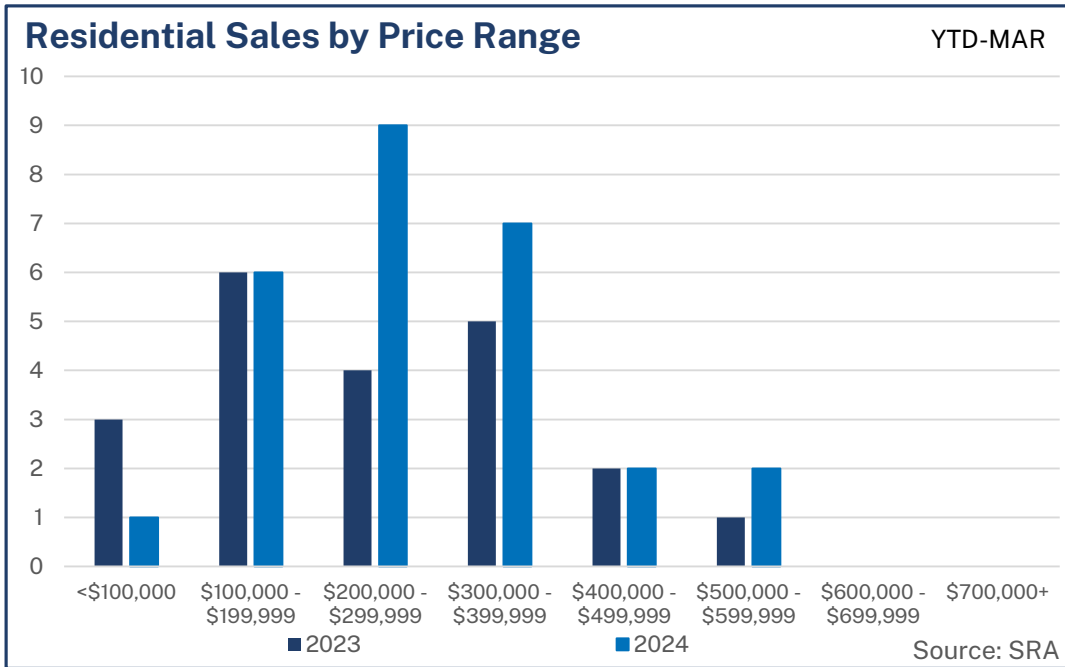
INVENTORY

33

↓ 38.9% Y/Y | Monthly trend*

VS. 10-YEAR AVERAGE

↓ 59.4% | ↓ 52.7% YTD




MONTHS OF SUPPLY

2.36

↓ 47.6% Y/Y | Monthly trend*

VS. 10-YEAR AVERAGE

↓ 81.7% | ↓ 74.3% YTD



HUMBOLDT - MARCH 2024

March 2024

	Sales		New Listings		Inventory		Months of Supply		DOM	Benchmark		Avg Price	
	Actual	Y/Y%	Actual	Y/Y%	Actual	Y/Y%	Actual	Y/Y%	Actual	Actual	Y/Y%	Actual	Y/Y%
Detached	11	-8%	9	-40%	26	-24%	2.36	-17%	70	\$275,000	10%	\$293,618	3%
Semi-Detached	0	-	2	-	3	-	-	-	-	-	-	-	-
Row/Townhouse	0	-	0	-	0	-100%	-	-	-	-	-	-	-
Apartment	2	-	1	-	3	-80%	1.50	-	15	\$236,000	8%	\$207,000	-
Acreage	0	-	0	-	0	-	-	-	-	-	-	-	-
Mobile	0	-	0	-	1	-	-	-	-	-	-	-	-
Mutli-Family	1	-	1	-	0	-100%	0.00	-	18	-	-	\$145,000	-
Total Residential	14	17%	13	-13%	33	-39%	2.36	-48%	59	\$267,500	9%	\$270,629	-5%

10-Year Averages

	Sales		New Listings		Inventory		Months of Supply		DOM	Benchmark		Avg Price	
	Avg	%Diff	Avg	%Diff	Avg	%Diff	Avg	%Diff	Avg	Avg	%Diff	Avg	%Diff
Total Residential	9	54%	20	-35%	81	-59%	12.86	-82%	112	\$222,440	20%	\$233,904	16%

Year-to-Date

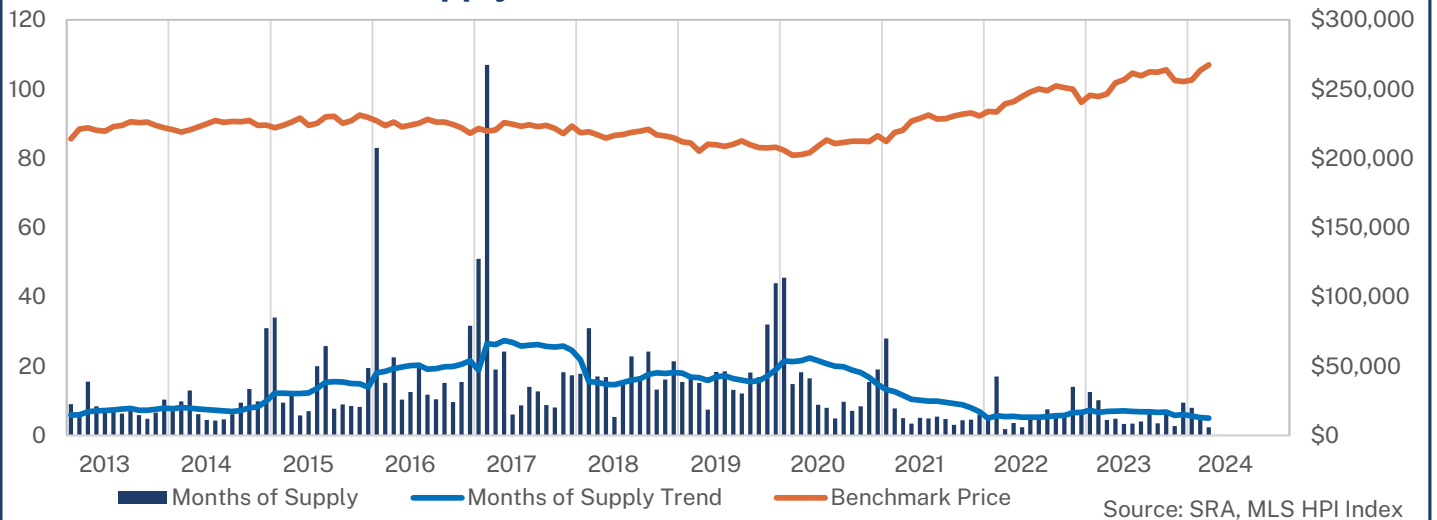
March 2024

	Sales		New Listings		Inventory		Months of Supply		DOM	Benchmark		Avg Price	
	Actual	Y/Y%	Actual	Y/Y%	Actual	Y/Y%	Actual	Y/Y%	Actual	Actual	Y/Y%	Actual	Y/Y%
Detached	24	26%	25	-17%	32	0%	4.00	-21%	83	\$270,867	8%	\$293,550	13%
Semi-Detached	0	-	3	-	2	-	-	-	-	-	-	-	-
Row/Townhouse	0	-	0	-100%	0	-86%	-	-	-	-	-	-	-
Apartment	2	0%	5	-17%	2	-84%	3.50	-84%	15	\$227,567	5%	\$207,000	25%
Acreage	0	-	0	-	0	-	-	-	-	-	-	-	-
Mobile	0	-	1	-	1	100%	-	-	-	-	-	-	-
Mutli-Family	1	-	1	-	0	-100%	0.00	-	18	-	-	\$145,000	-
Total Residential	27	29%	35	-8%	37	-28%	4.11	-44%	76	\$262,500	7%	\$281,637	13%

10-Year Averages

	Sales		New Listings		Inventory		Months of Supply		DOM	Benchmark		Avg Price	
	Avg	%Diff	Avg	%Diff	Avg	%Diff	Avg	%Diff	Avg	Avg	%Diff	Avg	%Diff
Total Residential	18	48%	47	-25%	78	-53%	15.97	-74%	119	\$221,973	18%	\$220,317	28%

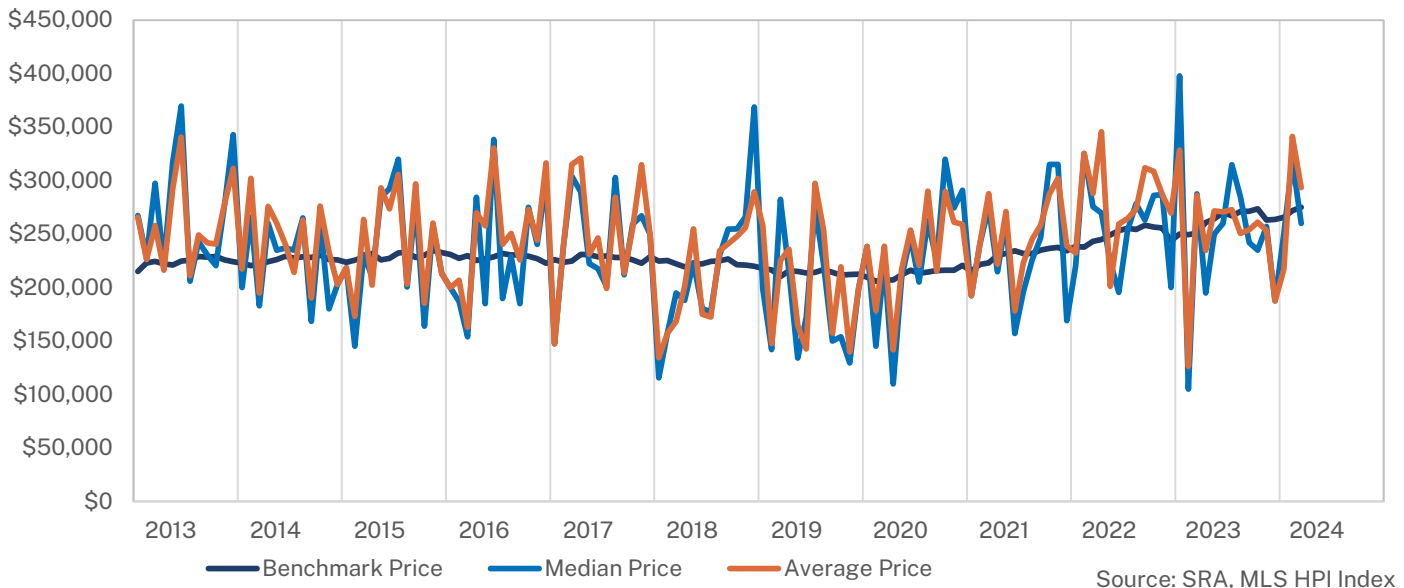
Residential Months of Supply and Price



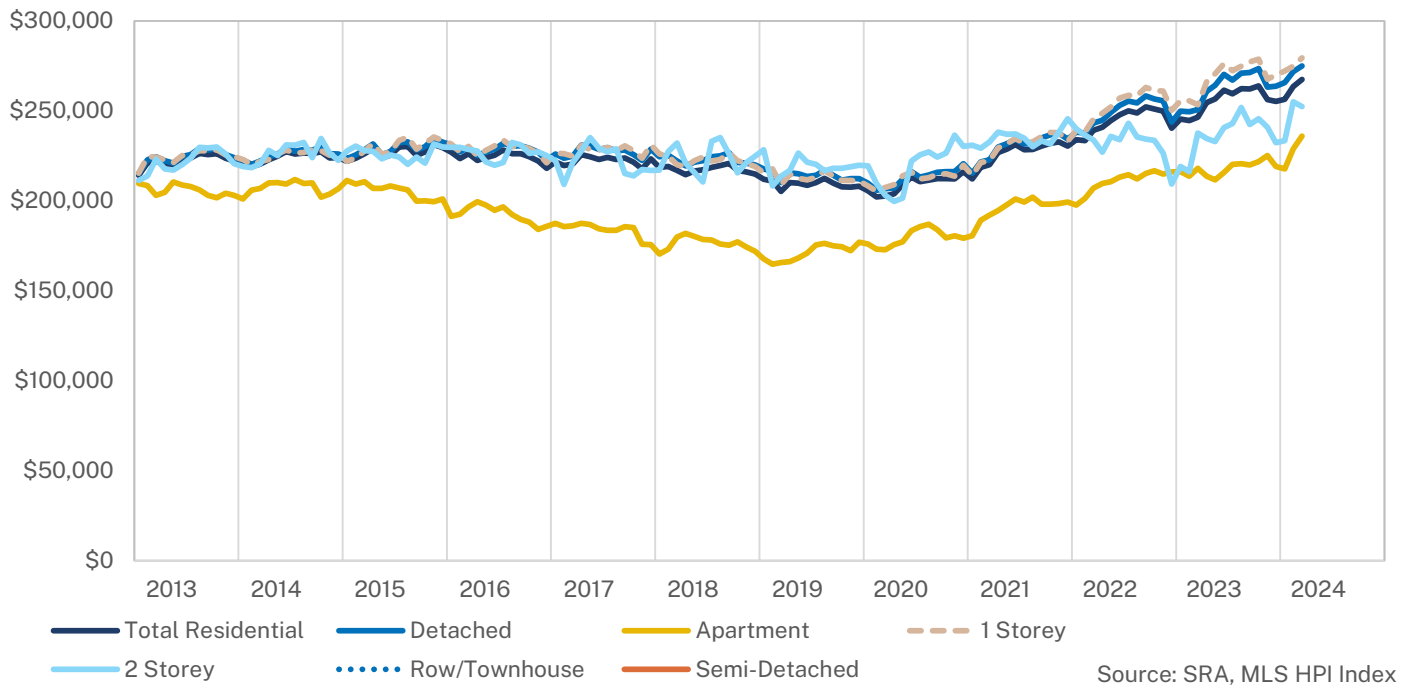


HUMBOLDT - MARCH 2024

Detached Pricing



Benchmark Price





HPI Benchmark Attributes

Composite	
Bedrooms, Above Ground	2
Bathrooms, Full	2
Bathrooms, Half	0
Garage	Attached, Single width
Gross Living Area, Above Ground (Sq. Ft.)	1185
Lot Size	-
Fireplaces, Number of	0
Year Built	1983
March 2024 Benchmark Price	\$267,500
Detached Share of Sales, Last 3 Years	79%
Semi-Detached Share of Sales, Last 3 Years	-
Apartment Share of Sales, Last 3 Years	19%
Townhouse Share of Sales, Last 3 Years	-

	Detached	1 Storey	2 Storey
Bedrooms, Above Ground	3	3	3
Bathrooms, Full	2	2	2
Bathrooms, Half	0	0	0
Garage	Attached, Double width	Attached, Double width	Attached, Single width
Gross Living Area, Above Ground (Sq. Ft.)	1218	1195	1425
Lot Size	6900	6900	6600
Fireplaces, Number of	0	0	0
Year Built	1977	1977	1969
March 2024 Benchmark Price	\$275,000	\$279,500	\$252,500
Share of Total Sales, Last 3 Years	79%	67%	14%

	Semi-Detached	Row/Townhouse	Apartment
Bedrooms, Above Ground	-	-	2
Bathrooms, Full	-	-	1
Bathrooms, Half	-	-	0
Garage	-	-	Attached, Single width
Gross Living Area, Above Ground (Sq. Ft.)	-	-	953
Fireplaces, Number of	-	-	0
Year Built	-	-	2009
March 2024 Benchmark Price	-	-	\$236,000
Share of Total Sales, Last 3 Years	-	-	19%

HUMBOLDT																	
	Sales	Y/Y%	New Listings	Y/Y%	S/NL Ratio	Inventory	Y/Y%	Months of Supply	DOM	SP/LP	Benchmark Price	Y/Y%	Median Price	Y/Y%	Average Price	Y/Y%	Index
Jan-13	6	100%	23	5%	0.26	54	0%	9.00	95	96.9%	214,200	0.9%	255,000	157.6%	252,583	155.1%	215.3
Feb-13	10	-17%	17	21%	0.59	57	4%	5.70	79	94.1%	221,200	6.6%	203,450	-6.9%	207,356	-12.5%	222.3
Mar-13	4	-69%	14	-7%	0.29	62	13%	15.50	60	94.6%	222,000	7.0%	297,500	12.3%	258,000	-3.8%	223.1
Apr-13	9	0%	26	73%	0.35	76	43%	8.44	84	91.0%	220,300	6.0%	210,000	16.7%	188,889	-0.3%	221.4
May-13	12	33%	22	69%	0.55	80	57%	6.67	92	96.8%	219,600	2.4%	285,000	67.6%	272,313	38.0%	220.7
Jun-13	12	9%	21	17%	0.57	85	55%	7.08	119	97.3%	222,900	3.7%	369,750	62.2%	340,833	54.2%	224.0
Jul-13	13	-24%	16	-11%	0.81	82	58%	6.31	61	95.9%	223,800	2.6%	206,000	-20.2%	203,577	-17.7%	224.9
Aug-13	10	11%	19	27%	0.53	83	60%	8.30	54	94.0%	226,400	4.2%	243,000	-5.1%	249,100	-0.6%	227.5
Sep-13	15	200%	29	53%	0.52	88	42%	5.87	61	96.6%	225,800	5.5%	216,000	30.9%	226,027	54.6%	226.9
Oct-13	16	33%	16	-11%	1.00	77	35%	4.81	70	94.8%	226,200	4.8%	220,500	15.3%	233,311	23.0%	227.3
Nov-13	10	-33%	7	17%	1.43	66	47%	6.60	126	97.0%	223,700	3.6%	278,500	7.1%	279,100	7.3%	224.8
Dec-13	6	0%	7	17%	0.86	62	59%	10.33	84	98.2%	222,100	3.1%	343,000	76.8%	311,483	49.1%	223.2
2013	123	2%	217	21%	0.57	73	38%	7.09	82	95.8%	222,350	4.2%	230,000	5.0%	248,777	10.8%	223.5
Jan-14	6	0%	11	-52%	0.55	42	-22%	7.00	112	94.8%	220,700	3.0%	200,000	-21.6%	217,300	-14.0%	221.8
Feb-14	5	-50%	17	0%	0.29	49	-14%	9.80	160	93.2%	219,000	-1.0%	215,000	5.7%	246,200	18.7%	220.1
Mar-14	4	0%	16	14%	0.25	52	-16%	13.00	57	96.8%	220,500	-0.7%	183,000	-38.5%	194,750	-24.5%	221.6
Apr-14	10	11%	24	-8%	0.42	61	-20%	6.10	75	96.0%	222,800	1.1%	236,500	12.6%	264,200	39.9%	223.9
May-14	16	33%	33	50%	0.48	72	-10%	4.50	61	96.1%	224,900	2.4%	229,000	-19.6%	255,525	-6.2%	226.0
Jun-14	16	33%	18	-14%	0.89	68	-20%	4.25	49	97.5%	227,400	2.0%	237,000	-35.9%	273,513	-31.5%	228.5
Jul-14	15	15%	30	88%	0.50	70	-15%	4.67	89	94.4%	226,100	1.0%	235,000	14.1%	217,927	7.0%	227.2
Aug-14	12	20%	26	37%	0.46	73	-12%	6.08	43	96.0%	226,600	0.1%	264,500	8.8%	263,197	5.7%	227.7
Sep-14	8	-47%	21	-28%	0.38	76	-14%	9.50	76	92.5%	226,400	0.3%	186,000	-13.9%	212,375	-6.0%	227.5
Oct-14	5	-69%	19	19%	0.26	67	-13%	13.40	72	94.1%	227,300	0.5%	250,000	13.4%	229,780	-1.5%	228.4
Nov-14	6	-40%	20	186%	0.30	59	-11%	9.83	49	93.7%	223,900	0.1%	152,500	-45.2%	212,333	-23.9%	225.0
Dec-14	2	-67%	12	71%	0.17	62	0%	31.00	103	94.9%	224,100	0.9%	188,950	-44.9%	188,950	-39.3%	225.2
2014	105	-15%	247	14%	0.43	63	-14%	7.15	72	95.4%	224,142	0.8%	235,000	2.2%	235,309	-5.4%	225.2
Jan-15	2	-67%	18	64%	0.11	68	62%	34.00	76	93.2%	222,000	0.6%	218,500	9.3%	218,500	0.6%	223.1
Feb-15	7	40%	13	-24%	0.54	66	35%	9.43	99	95.1%	223,700	2.1%	145,000	-32.6%	178,500	-27.5%	224.8
Mar-15	6	50%	27	69%	0.22	75	44%	12.50	71	96.6%	226,300	2.6%	223,000	21.9%	255,583	31.2%	227.4
Apr-15	15	50%	36	50%	0.42	86	41%	5.73	67	94.1%	229,100	2.8%	200,000	-15.4%	193,960	-26.6%	230.3
May-15	13	-19%	22	-33%	0.59	91	26%	7.00	58	96.4%	223,900	-0.4%	257,000	12.2%	285,985	11.9%	225.0
Jun-15	5	-69%	23	28%	0.22	100	47%	20.00	42	96.0%	225,400	-0.9%	265,000	11.8%	254,000	8.8%	226.5
Jul-15	4	-73%	18	-40%	0.22	103	47%	25.75	123	94.1%	229,900	1.7%	320,000	36.2%	305,750	40.3%	231.1
Aug-15	12	0%	9	-65%	1.33	93	27%	7.75	115	96.3%	230,300	1.6%	200,500	-24.2%	202,125	-23.2%	231.5
Sep-15	10	25%	19	-10%	0.53	89	17%	8.90	94	96.5%	225,300	-0.5%	290,000	55.9%	299,150	40.9%	226.4
Oct-15	10	100%	21	11%	0.48	85	27%	8.50	79	96.6%	227,200	0.0%	201,000	-19.6%	212,500	-7.5%	228.3
Nov-15	9	50%	14	-30%	0.64	74	25%	8.22	140	94.0%	231,300	3.3%	248,000	62.6%	247,889	16.7%	232.5
Dec-15	4	100%	15	25%	0.27	78	26%	19.50	89	96.4%	229,600	2.5%	213,000	12.7%	195,500	3.5%	230.8
2015	97	-8%	235	-5%	0.41	84	34%	10.39	87	95.6%	227,000	1.3%	225,000	-4.3%	236,033	0.3%	228.1
Jan-16	1	-50%	14	-22%	0.07	83	22%	83.00	62	93.9%	227,100	2.3%	200,000	-8.5%	200,000	-8.5%	228.2
Feb-16	6	-14%	20	54%	0.30	91	38%	15.17	112	95.1%	223,600	0.0%	185,000	27.6%	185,583	4.0%	224.7
Mar-16	4	-33%	20	-26%	0.20	90	20%	22.50	123	94.2%	226,200	0.0%	149,000	-33.2%	149,000	-41.7%	227.3
Apr-16	10	-33%	33	-8%	0.30	103	20%	10.30	89	93.8%	222,600	-2.8%	254,500	27.3%	237,750	22.6%	227.0
May-16	8	-38%	18	-18%	0.44	100	10%	12.50	93	94.5%	224,100	0.1%	199,950	-22.2%	252,363	-11.8%	225.2
Jun-16	5	0%	24	4%	0.21	105	5%	21.00	61	95.1%	225,400	0.0%	315,000	18.9%	317,400	25.0%	226.5
Jul-16	9	125%	25	39%	0.36	106	3%	11.78	56	95.2%	228,200	-0.7%	265,000	-17.2%	249,089	-18.5%	229.3
Aug-16	10	-17%	16	78%	0.63	104	12%	10.40	57	98.1%	226,300	-1.7%	197,000	-1.7%	241,750	19.6%	227.4
Sep-16	7	-30%	19	0%	0.37	106	19%	15.14	134	95.4%	226,300	0.4%	185,000	-36.2%	225,786	-24.5%	227.4
Oct-16	11	10%	18	-14%	0.61	106	25%	9.64	120	94.2%	224,500	-1.2%	275,000	36.8%	262,955	23.7%	225.6
Nov-16	7	-22%	19	36%	0.37	108	46%	15.43	47	95.1%	222,100	-4.0%	315,000	27.0%	264,414	6.7%	223.2
Dec-16	3	-25%	5	-67%	0.60	95	22%	31.67	109	91.0%	218,100	-5.0%	300,000	40.8%	316,667	62.0%	219.2
2016	81	-16%	231	-2%	0.35	100	19%	14.78	88	94.9%	224,542	-1.1%	225,000	0.0%	244,767	3.7%	225.6
Jan-17	2	100%	16	14%	0.13	102	23%	51.00	261	89.4%	221,700	-2.4%	147,500	-26.3%	147,500	-26.3%	222.8
Feb-17	1	-83%	12	-40%	0.08	107	18%	107.00	82	95.2%	219,700	-1.7%	238,000	28.6%	238,000	28.2%	220.8
Mar-17	6	50%	25	25%	0.24	114	27%	19.00	126	95.0%	220,500	-2.5%	304,000	104.0%	315,167	111.5%	221.6
Apr-17	5	-50%	29	-12%	0.17	121	17%	24.20	92	96.5%	225,800	1.4%	280,000	10.0%	294,480	23.9%	226.9
May-17	19	138%	22	22%	0.86	114	14%	6.00	118	95.4%	224,600	0.2%	203,000	1.5%	221,642	-12.2%	225.7
Jun-17	13	160%	29	21%	0.45	113	8%	8.69	92	94.6%	223,100	-1.0%	230,000	-27.0%	248,531	-21.7%	224.2
Jul-17	8	-11%	16	-36%	0.50	112	6%	14.00	87	92.2%	224,200	-1.8%	201,250	-24.1%	201,194	-19.2%	225.3
Aug-17	9	-10%	18	13%	0.50	114	10%	12.67	99	95.1%	223,000	-1.5%	303,000	53.8%	283,222	17.2%	224.1
Sep-17	11	57%	12	-37%	0.92	96	-9%	8.73	95	95.0%	223,800	-1.1%	190,000	2.7%	202,091	-10.5%	224.9
Oct-17	11	0%	17	-6%	0.65	89	-16%	8.09	153	93.7%	221,500	-1.3%	212,000	-22.9%	242,273	-7.9%	222.6
Nov-17	5	-29%	17	-11%	0.29	91	-16%	18.20	158	91.9%	217,800	-1.9%	360,000	14.3%	324,800	22.8%	218.9
Dec-17	5	67%	8	60%	0.63	87	-8%	17.40	110	91.5%	223,300	2.4%	210,000	-30.0%	230,200	-27.3%	224.4
2017	95	17%	221	-4%	0.43	105	5%	13.26	115	94.3%	222,417	-0.9%	223,000	-0.9%	243,790	-0.4%	223.5
Jan-18	5	150%	12	-25%	0.42	89	-13%	17.80	143	91.8%	218,600	-1.4%	145,000	-1.7%	136,500	-7.5%	219.7
Feb-18	3	200%	13	8%	0.23	93	-13%	31.00	63	93.9%	219,200	-0.2%	164,000	-31.1%	200,333	-15.8%	220.3
Mar-18	6	0%	19	-24%	0.32	102	-11%	17.00	143	90.9%	216,900	-1.6%	184,000	-39.5%	172,167	-45.4%	218.0
Apr-18	6	20%	17	-41%	0.35	101	-17%	16.83	114	93.9%	214,600	-5.0%	233,000	-16.8%	223,417	-24.1%	215.7
May-18	19	0%	31	41%	0.61	102	-11%	5.37	110	94.5%	216,600	-3.6%	220,000	8.4%	250,895	13.2%	217.7
Jun-18	7	-46%	20	-31%	0.35	109	-4%	15.57	86	94.5%	217,300	-2.6%	180,000	-21.7%	170,714	-31.3%	218.4
Jul-18	5	-38%	20	25%	0.25	114	2%	22.80	81	91.6%	218,700	-2.5%	165,000	-18.0%	166,760	-17.1%	219.8
Aug-18	7	-22%	19	6%	0.37	119	4%	17.00	110								

HUMBOLDT																	
	Sales	Y/Y%	New Listings	Y/Y%	S/NL Ratio	Inventory	Y/Y%	Months of Supply	DOM	SP/LP	Benchmark Price	Y/Y%	Median Price	Y/Y%	Average Price	Y/Y%	Index
Jan-13	4	33%	10	-41%	0.40	38	6%	9.50	70	96.7%	215,200	0.6%	267,500	170.2%	265,625	168.3%	204.6
Feb-13	8	-20%	16	33%	0.50	42	11%	5.25	83	93.9%	222,900	6.9%	228,500	4.6%	226,019	-5.6%	211.9
Mar-13	4	-60%	10	-29%	0.40	43	8%	10.75	60	94.6%	224,500	7.9%	297,500	5.9%	258,000	-5.0%	213.4
Apr-13	7	0%	26	117%	0.27	59	51%	8.43	87	91.0%	222,300	6.5%	222,000	23.3%	216,143	6.8%	211.3
May-13	10	25%	16	23%	0.63	59	51%	5.90	102	96.8%	221,000	2.5%	317,500	98.4%	292,275	67.4%	210.1
Jun-13	12	50%	18	13%	0.67	61	33%	5.08	119	97.3%	224,700	3.8%	369,750	53.1%	340,833	42.2%	213.6
Jul-13	11	-27%	16	33%	0.69	60	43%	5.45	54	95.9%	225,700	2.7%	206,000	-20.2%	211,045	-16.1%	214.5
Aug-13	10	25%	15	0%	0.67	59	31%	5.90	54	94.0%	229,100	4.7%	243,000	-4.9%	249,100	0.8%	217.8
Sep-13	12	140%	24	33%	0.50	64	16%	5.33	64	96.9%	228,300	5.8%	230,500	39.7%	241,658	65.3%	217.0
Oct-13	14	27%	15	7%	0.93	56	12%	4.00	69	94.8%	229,100	5.4%	220,500	14.5%	240,748	21.1%	217.8
Nov-13	10	-23%	5	25%	2.00	45	15%	4.50	126	97.0%	225,800	3.8%	278,500	19.0%	279,100	10.1%	214.6
Dec-13	6	50%	7	40%	0.86	41	21%	6.83	84	98.2%	224,100	3.4%	343,000	78.0%	311,483	57.8%	213.0
2013	108	6%	178	17%	0.61	52	25%	5.81	82	95.8%	224,392	4.5%	247,500	15.4%	260,844	16.2%	213.3
Jan-14	6	50%	11	10%	0.55	33	-13%	5.50	112	94.8%	222,700	3.5%	200,000	-25.2%	217,300	-18.2%	211.7
Feb-14	3	-63%	15	-6%	0.20	40	-5%	13.33	140	94.0%	220,400	-1.1%	266,000	16.4%	302,000	33.6%	209.5
Mar-14	4	0%	15	50%	0.27	45	5%	11.25	57	96.8%	222,100	-1.1%	183,000	-38.5%	194,750	-24.5%	211.1
Apr-14	9	29%	22	-15%	0.41	53	-10%	5.89	76	96.1%	224,300	0.9%	260,000	17.1%	275,778	27.6%	213.2
May-14	15	50%	29	81%	0.52	63	7%	4.20	64	96.0%	226,100	2.3%	235,000	-26.0%	260,227	-11.0%	214.9
Jun-14	14	17%	16	-11%	0.88	60	-2%	4.29	48	97.9%	229,200	2.0%	237,000	-35.9%	239,943	-29.6%	217.9
Jul-14	11	0%	27	69%	0.41	63	5%	5.73	73	93.7%	227,600	0.8%	235,000	14.1%	214,264	1.5%	216.3
Aug-14	11	10%	25	67%	0.44	67	14%	6.09	44	95.9%	228,600	-0.2%	265,000	9.1%	263,124	5.6%	217.3
Sep-14	6	-50%	16	-33%	0.38	69	8%	11.50	84	92.6%	228,100	-0.1%	168,500	-26.9%	190,333	-21.2%	216.8
Oct-14	4	-71%	15	0%	0.27	58	4%	14.50	71	94.4%	230,300	0.5%	262,500	19.0%	276,250	14.7%	218.9
Nov-14	5	-50%	17	240%	0.29	49	9%	9.80	47	94.3%	226,200	0.2%	180,000	-35.4%	233,200	-16.4%	215.0
Dec-14	1	-83%	9	29%	0.11	52	27%	52.00	122	92.6%	226,000	0.8%	202,900	-40.8%	202,900	-34.9%	214.8
2014	89	-18%	217	22%	0.41	54	4%	7.33	68	95.5%	225,967	0.7%	235,000	-5.1%	242,703	-7.0%	214.8
Jan-15	2	-67%	14	27%	0.14	56	70%	28.00	76	93.2%	223,600	0.4%	218,500	9.3%	218,500	0.2%	212.5
Feb-15	5	67%	12	-20%	0.42	55	38%	11.00	101	94.7%	225,500	2.3%	145,000	-45.5%	173,000	-46.7%	214.4
Mar-15	5	25%	24	60%	0.21	64	42%	12.80	78	96.0%	228,500	2.9%	231,000	26.2%	263,700	35.4%	217.2
Apr-15	12	33%	31	41%	0.39	75	42%	6.25	69	94.6%	231,700	3.3%	210,000	-19.2%	202,200	-26.7%	220.2
May-15	12	-20%	15	-48%	0.80	74	17%	6.17	62	96.4%	225,800	-0.1%	284,750	21.2%	293,150	12.7%	214.6
Jun-15	4	-71%	18	13%	0.22	79	32%	19.75	29	95.8%	227,400	-0.8%	292,500	23.4%	273,750	14.1%	216.2
Jul-15	4	-64%	15	-44%	0.27	81	29%	20.25	123	94.1%	232,500	2.2%	320,000	36.2%	305,750	42.7%	221.0
Aug-15	10	-9%	7	-72%	1.43	71	6%	7.10	96	97.2%	232,900	1.9%	200,500	-24.3%	203,150	-22.8%	221.4
Sep-15	9	50%	18	13%	0.50	67	-3%	7.44	94	96.4%	228,200	0.0%	280,000	66.2%	296,833	56.0%	216.9
Oct-15	6	50%	17	13%	0.35	66	14%	11.00	71	96.9%	230,100	-0.1%	164,000	-37.5%	185,167	-33.0%	218.7
Nov-15	6	20%	11	-35%	0.55	60	22%	10.00	152	93.5%	234,700	3.8%	257,500	43.1%	260,167	11.6%	223.1
Dec-15	2	100%	13	44%	0.15	65	25%	32.50	115	96.0%	232,700	3.0%	213,000	5.0%	213,000	5.0%	221.2
2015	77	-13%	195	-10%	0.39	68	25%	10.56	86	95.6%	229,467	1.5%	236,000	0.4%	242,645	0.0%	218.1
Jan-16	1	-50%	12	-14%	0.08	68	21%	68.00	62	93.9%	231,100	3.4%	200,000	-8.5%	200,000	-8.5%	219.7
Feb-16	4	-20%	17	42%	0.24	76	38%	19.00	98	94.8%	227,200	0.8%	187,000	29.0%	206,750	19.5%	216.0
Mar-16	3	-40%	18	-25%	0.17	76	19%	25.33	149	94.2%	229,800	0.6%	154,000	-33.3%	162,667	-38.3%	218.4
Apr-16	8	-33%	28	-10%	0.29	87	16%	10.88	62	94.3%	225,400	-2.7%	284,500	35.5%	270,000	33.5%	214.3
May-16	7	-42%	15	0%	0.47	83	12%	11.86	98	94.4%	227,000	0.5%	185,000	-35.0%	257,714	-12.1%	215.8
Jun-16	4	0%	20	11%	0.20	88	11%	22.00	65	95.5%	228,700	0.6%	338,500	15.7%	330,500	20.7%	217.4
Jul-16	7	75%	17	13%	0.41	84	4%	12.00	58	94.4%	231,900	-0.3%	189,900	-40.7%	240,271	-21.4%	220.4
Aug-16	9	-10%	15	114%	0.60	83	17%	9.22	61	98.3%	230,500	-1.0%	229,000	14.2%	250,611	23.4%	219.1
Sep-16	7	-22%	17	-6%	0.41	84	25%	12.00	134	95.4%	230,700	1.1%	185,000	-33.9%	225,786	-23.9%	219.3
Oct-16	9	50%	15	-12%	0.60	86	30%	9.56	122	93.9%	229,200	-0.4%	275,000	67.7%	273,056	47.5%	217.9
Nov-16	6	0%	17	55%	0.35	88	47%	14.67	48	94.8%	227,100	-3.2%	240,250	-6.7%	244,317	-6.1%	215.9
Dec-16	3	50%	4	-69%	0.75	75	15%	25.00	109	91.0%	222,600	-4.3%	300,000	40.8%	316,667	48.7%	211.6
2016	68	-12%	195	0%	0.35	82	20%	14.38	87	94.8%	228,433	-0.5%	230,750	-2.2%	252,828	4.2%	217.2
Jan-17	2	100%	13	8%	0.15	80	18%	40.00	261	89.4%	226,100	-2.2%	147,500	-26.3%	147,500	-26.3%	214.9
Feb-17	1	-75%	8	-53%	0.13	83	9%	83.00	82	95.2%	223,700	-1.5%	238,000	27.3%	238,000	15.1%	212.6
Mar-17	6	100%	20	11%	0.30	86	13%	14.33	126	95.0%	224,800	-2.2%	304,000	97.4%	315,167	93.8%	213.7
Apr-17	4	-50%	18	-36%	0.22	87	0%	21.75	69	96.8%	230,900	2.4%	289,500	1.8%	321,100	18.9%	219.5
May-17	13	86%	19	27%	0.68	83	0%	6.38	94	95.5%	230,600	1.6%	222,500	20.3%	231,338	-10.2%	219.2
Jun-17	12	200%	21	5%	0.57	77	-13%	6.42	98	94.3%	228,600	0.0%	217,500	-35.7%	246,325	-25.5%	217.3
Jul-17	6	-14%	15	-12%	0.40	81	-4%	13.50	86	91.4%	229,600	-1.0%	201,250	6.0%	199,108	-17.1%	218.3
Aug-17	7	-22%	15	0%	0.47	84	1%	12.00	100	95.2%	228,000	-1.1%	303,000	32.3%	284,500	13.5%	216.7
Sep-17	9	29%	10	-41%	0.90	67	-20%	7.44	89	95.1%	228,200	-1.1%	212,000	14.6%	213,667	-5.4%	216.9
Oct-17	9	0%	14	-7%	0.64	64	-26%	7.11	143	93.8%	225,800	-1.5%	259,000	-5.8%	255,611	-6.4%	214.6
Nov-17	4	-33%	10	-41%	0.40	65	-26%	16.25	155	91.3%	222,600	-2.0%	267,000	11.1%	314,750	28.8%	211.6
Dec-17	2	-33%	6	50%	0.33	64	-15%	32.00	114	94.4%	228,700	2.7%	250,000	-16.7%	250,000	-21.1%	217.4
2017	75	10%	169	-13%	0.44	77	-6%	12.28	109	94.4%	227,300	-0.5%	233,500	1.2%	251,205	-0.6%	216.1
Jan-18	4	100%	7	-46%	0.57	65	-19%	16.25	126	91.4%	224,600	-0.7%	115,500	-21.7%	134,375	-8.9%	213.5
Feb-18	2	100%	12	50%	0.17	71	-14%	35.50	62	92.4%	225,400	0.8%	157,000	-34.0%	157,000	-34.0%	214.3
Mar-18	4	-33%	13	-35%	0.31	76	-12%	19.00	140	89.0%	222,200	-1.2%	195,000	-35.9%	168,500	-46.5%	211.2
Apr-18	4	0%	12	-33%	0.33	74	-15%	18.50	55	93.5%	219,400	-5.0%	188,000	-35.1%	200,875	-37.4%	208.6
May-18	18	38%	26	37%	0.69	72	-13%	4.00	98	94.7%	221,500	-3.9%	223,250	0.3%	254,833	10.2%	210.6
Jun-18	5	-58%	16	-24%	0.31	79	3%	15.80	105	95.2%	222,300	-2.8%	180,000	-17.2%	175,000	-29.0%	211.3
Jul-18	4	-33%	20	33%	0.20	87	7%	21.75	96	90.7%	224,500	-2.2%	177,500	-11.8%	172,475	-13.4%	213.4
Aug-18	7	0%	16	7%	0.44	92	10%	13.14	110	94.1%	225,000	-1.3%	230,000	-2			

HUMBOLDT																	
	Sales	Y/Y%	New Listings	Y/Y%	S/NL Ratio	Inventory	Y/Y%	Months of Supply	DOM	SP/LP	Benchmark Price	Y/Y%	Median Price	Y/Y%	Average Price	Y/Y%	Index
Jan-19	6	50%	11	57%	0.55	84	29%	14.00	122	90.1%	217,800	-3.0%	198,500	71.9%	257,917	91.9%	207.0
Feb-19	5	150%	8	-33%	0.63	79	11%	15.80	149	87.7%	216,500	-3.9%	142,000	-9.6%	147,580	-6.0%	205.8
Mar-19	5	25%	15	15%	0.33	85	12%	17.00	83	92.5%	210,100	-5.4%	282,500	44.9%	225,280	33.7%	199.7
Apr-19	13	225%	13	8%	1.00	81	9%	6.23	111	94.5%	215,600	-1.7%	215,000	14.4%	235,885	17.4%	204.9
May-19	4	-78%	22	-15%	0.18	86	19%	21.50	181	92.1%	215,100	-2.9%	134,000	-40.0%	164,750	-35.3%	204.5
Jun-19	5	0%	18	13%	0.28	88	11%	17.60	96	95.6%	213,500	-4.0%	172,000	-4.4%	142,700	-18.5%	202.9
Jul-19	7	75%	19	-5%	0.37	90	3%	12.86	126	96.6%	214,200	-4.6%	275,000	54.9%	297,571	72.5%	203.6
Aug-19	6	-14%	14	-13%	0.43	84	-9%	14.00	58	94.8%	216,900	-3.6%	221,750	-3.6%	253,750	8.3%	206.2
Sep-19	5	25%	14	-13%	0.36	81	-16%	16.20	87	93.2%	214,300	-5.5%	150,000	-41.1%	157,300	-34.7%	203.7
Oct-19	5	-29%	7	-22%	0.71	77	-17%	15.40	77	92.7%	211,600	-4.4%	154,000	-39.6%	219,250	-11.5%	201.1
Nov-19	3	-40%	4	-67%	0.75	70	-23%	23.33	145	91.3%	212,300	-3.9%	129,500	-51.3%	139,833	-45.4%	201.8
Dec-19	2	-33%	2	-50%	1.00	64	-25%	32.00	66	93.6%	212,400	-3.4%	198,750	-46.1%	198,750	-31.4%	201.9
2019	66	-1%	147	-10%	0.45	81	-1%	14.68	108	93.4%	214,192	-3.9%	185,000	-15.9%	214,486	-4.0%	203.6
Jan-20	2	-67%	9	-18%	0.22	65	-23%	32.50	311	95.4%	209,800	-3.7%	238,250	20.0%	238,250	-7.6%	199.4
Feb-20	6	20%	7	-13%	0.86	61	-23%	10.17	157	90.8%	205,900	-4.9%	145,000	2.1%	178,333	20.8%	195.7
Mar-20	4	-20%	12	-20%	0.33	61	-28%	15.25	189	94.6%	206,800	-1.6%	224,750	-20.4%	238,625	5.9%	196.6
Apr-20	3	-77%	8	-38%	0.38	45	-44%	15.00	129	87.8%	207,200	-3.9%	110,000	-48.8%	141,667	-39.9%	197.0
May-20	9	125%	46	109%	0.20	68	-21%	7.56	111	93.6%	212,000	-1.4%	210,000	56.7%	217,211	31.8%	201.5
Jun-20	10	100%	17	-6%	0.59	69	-22%	6.90	34	94.5%	216,300	1.3%	247,500	43.9%	253,800	77.9%	205.6
Jul-20	19	171%	29	53%	0.66	75	-17%	3.95	64	94.6%	213,300	-0.4%	205,000	-25.5%	220,789	-25.8%	202.8
Aug-20	10	67%	15	7%	0.67	77	-8%	7.70	41	95.1%	214,400	-1.2%	262,500	18.4%	290,000	14.3%	203.8
Sep-20	11	120%	12	-14%	0.92	65	-20%	5.91	82	93.7%	216,000	0.8%	225,000	50.0%	215,459	37.0%	205.3
Oct-20	8	60%	17	143%	0.47	57	-26%	7.13	124	94.8%	216,200	2.2%	320,000	107.8%	289,688	32.1%	205.5
Nov-20	4	33%	7	75%	0.57	53	-24%	13.25	41	96.1%	216,300	1.9%	274,500	112.0%	261,000	86.7%	205.6
Dec-20	4	100%	4	100%	1.00	48	-25%	12.00	63	93.0%	220,700	3.9%	291,000	46.4%	259,250	30.4%	209.8
2020	90	36%	183	24%	0.49	62	-23%	8.27	89	94.2%	212,908	-0.6%	225,000	21.6%	236,472	10.3%	202.4
Jan-21	2	0%	12	33%	0.17	55	-15%	27.50	151	96.3%	215,400	2.7%	192,450	-19.2%	192,450	-19.2%	204.8
Feb-21	10	67%	9	29%	1.11	49	-20%	4.90	105	95.0%	221,700	7.7%	240,250	65.7%	240,840	35.1%	210.7
Mar-21	13	225%	22	83%	0.59	57	-7%	4.38	90	95.6%	222,900	7.8%	275,000	22.4%	287,777	20.6%	211.9
Apr-21	19	533%	18	125%	1.06	50	11%	2.63	113	95.9%	230,000	11.0%	214,900	95.4%	221,984	56.7%	218.6
May-21	13	44%	11	-76%	1.18	47	-31%	3.62	64	98.1%	231,800	9.3%	262,500	25.0%	270,946	24.7%	220.3
Jun-21	11	10%	14	-18%	0.79	45	-35%	4.09	84	94.1%	234,300	8.3%	157,000	-36.6%	178,073	-29.8%	222.7
Jul-21	9	-53%	15	-48%	0.60	48	-36%	5.33	90	96.2%	231,700	8.6%	196,000	-4.4%	222,944	1.0%	220.2
Aug-21	10	0%	9	-40%	1.11	45	-42%	4.50	75	96.9%	231,900	8.2%	226,000	-13.9%	245,100	-15.5%	220.4
Sep-21	15	36%	7	-42%	2.14	34	-48%	2.27	72	95.9%	235,000	8.8%	246,500	9.6%	258,300	19.9%	223.4
Oct-21	9	13%	8	-53%	1.13	25	-56%	2.78	95	95.2%	236,700	9.5%	315,000	-1.6%	287,611	-0.7%	225.0
Nov-21	5	25%	10	43%	0.50	27	-49%	5.40	81	97.7%	237,600	9.8%	315,000	14.8%	302,100	15.7%	225.9
Dec-21	7	75%	6	50%	1.17	25	-48%	3.57	77	94.3%	234,300	6.2%	169,000	-41.9%	239,000	-7.8%	222.7
2021	123	37%	141	-23%	0.87	42	-32%	4.12	88	95.9%	230,275	8.2%	240,000	6.7%	246,644	4.3%	218.9
Jan-22	7	250%	9	-25%	0.78	25	-55%	3.57	45	95.6%	238,300	10.6%	220,000	14.3%	232,414	20.8%	226.5
Feb-22	2	-80%	12	33%	0.17	32	-35%	16.00	16	97.6%	237,700	7.2%	325,450	35.5%	325,450	35.1%	226.0
Mar-22	18	38%	14	-36%	1.29	26	-54%	1.44	71	97.7%	243,300	9.2%	275,500	0.2%	287,944	0.1%	231.3
Apr-22	8	-58%	5	-72%	1.60	21	-58%	2.63	62	98.0%	244,800	6.4%	269,650	25.5%	345,725	55.7%	232.7
May-22	9	-31%	10	-9%	0.90	21	-55%	2.33	101	95.2%	249,200	7.5%	224,000	-14.7%	201,100	-25.8%	236.9
Jun-22	8	-27%	18	29%	0.44	30	-33%	3.75	44	95.5%	253,100	8.0%	195,500	24.5%	259,293	45.6%	240.6
Jul-22	6	-33%	12	-20%	0.50	35	-27%	5.83	47	96.8%	255,400	10.2%	253,500	29.3%	264,500	18.6%	242.8
Aug-22	7	-30%	13	44%	0.54	38	-16%	5.43	21	97.6%	254,400	9.7%	278,500	23.2%	273,429	11.6%	241.8
Sep-22	6	-60%	8	14%	0.75	36	6%	6.00	48	96.8%	258,300	9.9%	263,000	6.7%	311,983	20.8%	245.5
Oct-22	7	-22%	8	0%	0.88	36	44%	5.14	78	95.5%	256,700	8.4%	286,000	-9.2%	308,643	7.3%	244.0
Nov-22	4	-20%	7	-30%	0.57	37	37%	9.25	77	95.0%	255,700	7.6%	287,000	-8.9%	287,000	-5.0%	243.1
Dec-22	7	0%	5	-17%	1.40	30	20%	4.29	68	95.4%	243,800	4.1%	200,000	18.3%	269,714	12.9%	231.7
2022	89	-28%	121	-14%	0.74	31	-28%	4.12	61	96.6%	249,225	8.2%	261,000	8.8%	277,306	12.4%	236.9
Jan-23	3	-57%	7	-22%	0.43	31	24%	10.33	36	98.5%	249,900	4.9%	397,900	80.9%	328,467	41.3%	237.5
Feb-23	4	100%	8	-33%	0.50	31	-3%	7.75	138	93.7%	249,600	5.0%	105,000	-67.7%	126,250	-61.2%	237.3
Mar-23	12	-33%	15	7%	0.80	34	31%	2.83	58	96.4%	250,800	3.1%	287,500	4.4%	286,125	-0.6%	238.4
Apr-23	9	13%	10	100%	0.90	31	48%	3.44	143	95.3%	260,900	6.6%	195,000	-27.7%	234,778	-32.1%	248.0
May-23	11	22%	20	100%	0.55	36	71%	3.27	46	96.8%	264,300	6.1%	250,000	11.6%	271,673	35.1%	251.2
Jun-23	9	13%	15	-17%	0.60	39	30%	4.33	44	97.3%	270,300	6.8%	260,000	33.0%	270,756	4.4%	256.9
Jul-23	8	33%	11	-8%	0.73	39	11%	4.88	42	95.5%	267,200	4.6%	314,750	24.2%	272,813	3.1%	254.0
Aug-23	7	0%	17	31%	0.41	48	26%	6.86	72	95.2%	271,000	6.5%	285,000	2.3%	250,571	-8.4%	257.6
Sep-23	10	67%	8	0%	1.25	41	14%	4.10	70	96.7%	271,400	5.1%	242,000	-8.0%	254,090	-18.6%	258.0
Oct-23	5	-29%	6	-25%	0.83	38	6%	7.60	87	93.8%	273,500	6.5%	235,000	-17.8%	261,200	-15.4%	260.0
Nov-23	11	175%	9	29%	1.22	30	-19%	2.73	82	96.1%	263,200	2.9%	257,000	-10.5%	253,173	-11.8%	250.2
Dec-23	2	-71%	9	80%	0.22	37	23%	18.50	44	98.7%	263,700	8.2%	187,500	-6.3%	187,500	-30.5%	250.7
2023	91	2%	135	12%	0.67	36	19%	4.78	72	96.2%	262,983	5.5%	257,000	-1.5%	257,202	-7.2%	250.0
Jan-24	5	67%	9	29%	0.56	38	23%	7.60	66	94.7%	265,700	6.3%	250,000	-37.2%	216,980	-33.9%	252.6
Feb-24	8	100%	7	-13%	1.14	32	3%	4.00	112	95.4%	271,900	8.9%	319,000	203.8%	341,313	170.3%	258.5
Mar-24	11	-8%	9	-40%	1.22	26	-24%	2.36	70	96.8%	275,000	9.6%	260,000	-9.6%	293,618	2.6%	261.4
Apr-24																	
May-24																	
Jun-24																	
Jul-24																	
Aug-24																	
Sep-24																	
Oct-24																	
Nov-24																	
Dec-24																	
2024	24	26%	25														