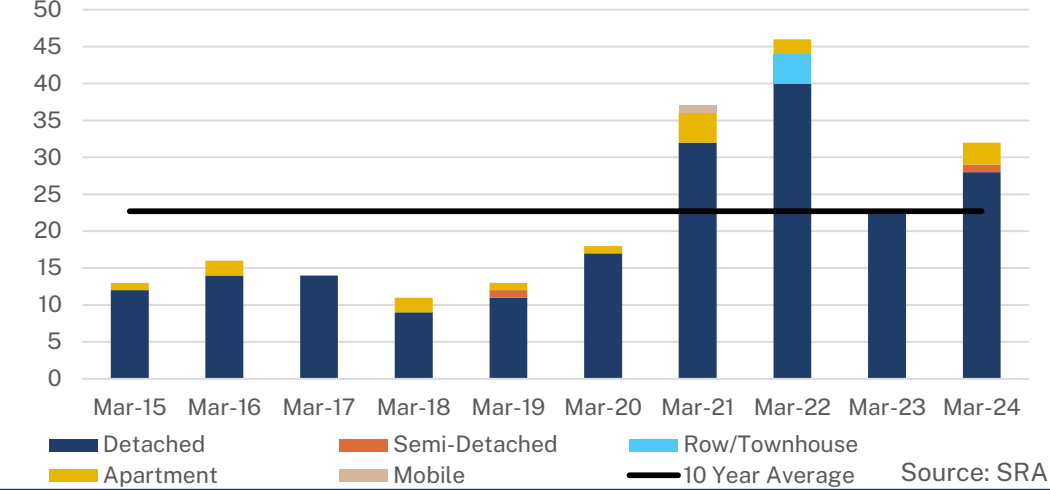




JANSEN REGION - MARCH 2024

Monthly Sales Comparison



SALES

41

↑ 64.0% Y/Y | ↑ 38.3% YTD

VS. 10-YEAR AVERAGE
↑ 80.6% | ↑ 54.9% YTD



NEW LISTINGS

44

↓ 15.4% Y/Y | ↑ 16.3% YTD

VS. 10-YEAR AVERAGE
↓ 25.2% | ↓ 19.1% YTD

TOTAL RESIDENTIAL AVERAGE PRICE

\$ 190,859



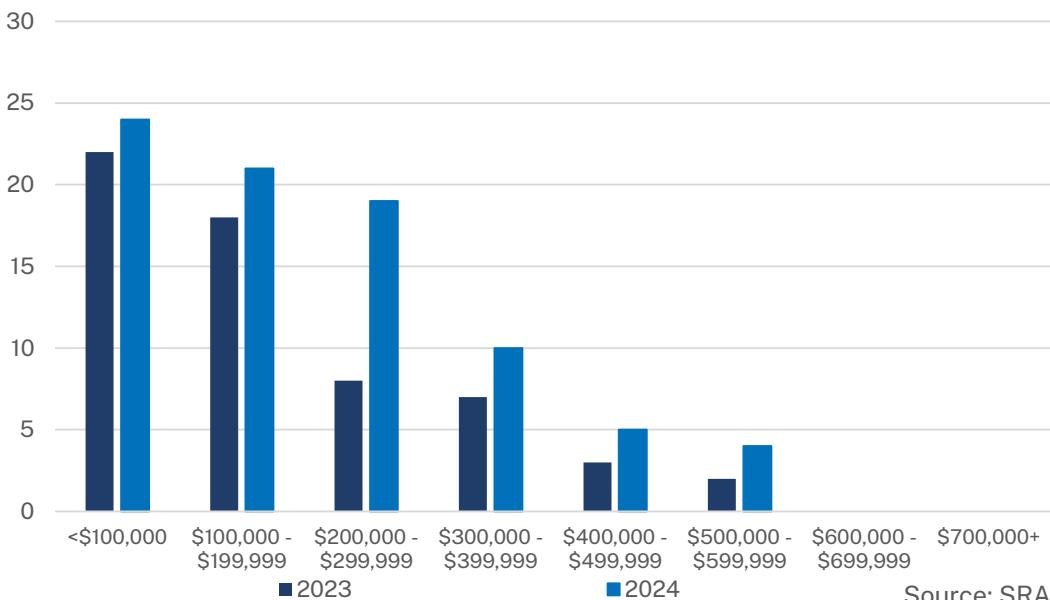
12.9% Y/Y



Monthly trend*

Residential Sales by Price Range

YTD-MAR



INVENTORY

174

↓ 17.5% Y/Y | Monthly trend*

VS. 10-YEAR AVERAGE
↓ 42.5% | ↓ 37.6% YTD



MONTHS OF SUPPLY

4.24

↓ 49.7% Y/Y | Monthly trend*

VS. 10-YEAR AVERAGE
↓ 74.8% | ↓ 63.6% YTD



JANSEN REGION - MARCH 2024

March 2024

	Sales		New Listings		Inventory		Months of Supply		DOM	Avg Price	
	Actual	Y/Y%	Actual	Y/Y%	Actual	Y/Y%	Actual	Y/Y%	Actual	Actual	Y/Y%
Detached	28	22%	33	-23%	141	-10%	5.04	-26%	113	\$203,114	2%
Semi-Detached	1	-	2	-	5	400%	5.00	-	41	\$160,000	-
Row/Townhouse	0	-	0	-	1	-75%	-	-	-	-	-
Apartment	3	-	1	-	3	-84%	1.00	-	71	\$219,667	-
Acreage	3	50%	2	-71%	18	-14%	6.00	-43%	77	\$323,333	-29%
Mobile	0	-	0	-	3	50%	-	-	-	-	-
Mutli-Family	6	-	6	200%	3	-57%	0.50	-	16	\$58,167	-
Total Residential	41	64%	44	-15%	174	-18%	4.24	-50%	91	\$190,859	-13%

10-Year Averages

	Sales		New Listings		Inventory		Months of Supply		DOM	Avg Price	
	Avg	%Diff	Avg	%Diff	Avg	%Diff	Avg	%Diff	Avg	Avg	%Diff
Total Residential	23	81%	59	-25%	303	-42%	16.87	-75%	117	\$179,694	6%

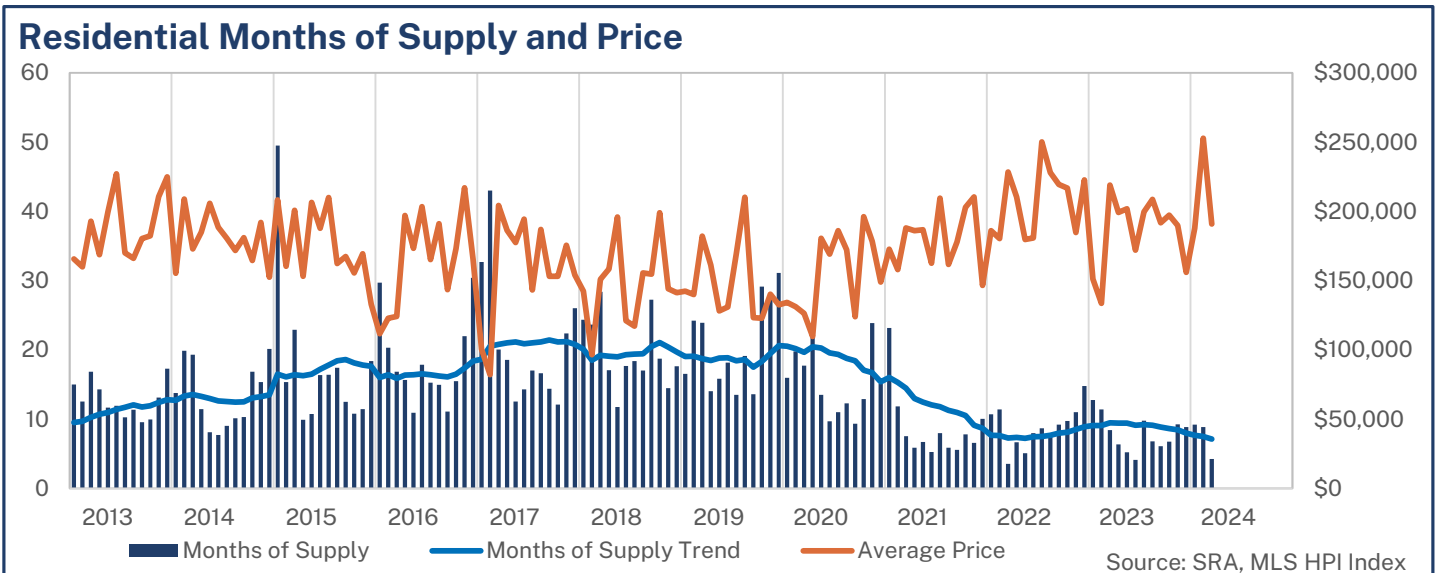
Year-to-Date

March 2024

	Sales		New Listings		Inventory		Months of Supply		DOM	Avg Price	
	Actual	Y/Y%	Actual	Y/Y%	Actual	Y/Y%	Actual	Y/Y%	Actual	Actual	Y/Y%
Detached	68	28%	87	13%	152	-6%	6.71	-27%	103	\$208,515	28%
Semi-Detached	1	-	5	-	4	333%	13.00	-	41	\$160,000	-
Row/Townhouse	0	-	0	-100%	1	-60%	-	-	-	-	-
Apartment	3	50%	5	-38%	3	-84%	3.00	-89%	71	\$219,667	33%
Acreage	5	25%	8	-11%	19	2%	11.20	-19%	157	\$346,000	-2%
Mobile	0	-	1	-	3	14%	-	-	-	-	-
Mutli-Family	6	500%	8	300%	2	-63%	1.17	-94%	16	\$58,167	-11%
Total Residential	83	38%	114	16%	184	-13%	6.66	-37%	98	\$205,747	18%

10-Year Averages

	Sales		New Listings		Inventory		Months of Supply		DOM	Avg Price	
	Avg	%Diff	Avg	%Diff	Avg	%Diff	Avg	%Diff	Avg	Avg	%Diff
Total Residential	54	55%	141	-19%	295	-38%	18.32	-64%	127	\$160,068	29%



JANSEN REGION														
	Sales	Y/Y%	New Listings	Y/Y%	S/NL Ratio	Inventory	Y/Y%	Months of Supply	DOM	SP/LP	Median Price	Y/Y%	Average Price	Y/Y%
Jan-13	16	0%	70	40%	0.23	240	13%	15.00	99	92.7%	162,000	51.8%	165,706	50.8%
Feb-13	19	-10%	39	-22%	0.49	238	5%	12.53	85	93.8%	144,500	-32.5%	160,029	-21.0%
Mar-13	15	-40%	58	4%	0.26	253	5%	16.87	92	95.2%	185,000	-11.9%	192,860	-2.7%
Apr-13	20	-26%	74	17%	0.27	286	13%	14.30	126	92.3%	150,000	15.4%	168,725	28.2%
May-13	29	-6%	108	54%	0.27	338	28%	11.66	89	95.0%	175,000	29.6%	199,712	20.3%
Jun-13	31	-24%	85	13%	0.36	370	35%	11.94	74	98.4%	205,000	22.8%	227,077	45.0%
Jul-13	37	-10%	79	22%	0.47	379	44%	10.24	71	94.8%	169,000	20.7%	169,959	0.4%
Aug-13	35	-5%	92	59%	0.38	397	57%	11.34	82	92.6%	150,000	0.0%	166,057	8.7%
Sep-13	39	86%	64	-18%	0.61	373	30%	9.56	75	95.1%	175,000	12.9%	180,456	10.5%
Oct-13	34	0%	59	4%	0.58	339	29%	9.97	85	93.7%	181,500	20.0%	182,393	12.2%
Nov-13	24	-27%	39	26%	0.62	315	36%	13.13	114	95.8%	180,000	21.6%	210,631	23.8%
Dec-13	17	6%	24	4%	0.71	294	46%	17.29	98	96.8%	216,500	20.3%	224,944	30.8%
2013	316	-8%	791	17%	0.40	319	29%	12.09	88	94.9%	176,250	17.5%	186,738	14.4%
Jan-14	19	19%	61	-13%	0.31	262	9%	13.79	111	92.3%	100,000	-38.3%	155,226	-6.3%
Feb-14	14	-26%	46	18%	0.30	278	17%	19.86	100	94.1%	175,250	21.3%	208,893	30.5%
Mar-14	16	7%	75	29%	0.21	309	22%	19.31	102	93.6%	160,500	-13.2%	172,988	-10.3%
Apr-14	29	45%	92	24%	0.32	332	16%	11.45	111	94.3%	180,000	20.0%	184,866	9.6%
May-14	43	48%	92	-15%	0.47	349	3%	8.12	82	94.7%	178,500	2.0%	205,834	3.1%
Jun-14	44	42%	72	-15%	0.61	340	-8%	7.73	91	95.0%	170,500	-16.8%	188,414	-17.0%
Jul-14	39	5%	96	22%	0.41	352	-7%	9.03	76	93.7%	175,000	3.6%	180,582	6.3%
Aug-14	35	0%	80	-13%	0.44	354	-11%	10.11	75	93.5%	178,000	18.7%	171,879	3.5%
Sep-14	32	-18%	60	-6%	0.53	330	-12%	10.31	91	92.6%	173,750	-0.7%	181,047	0.3%
Oct-14	18	-47%	61	3%	0.30	303	-11%	16.83	63	93.6%	161,000	-11.3%	164,567	-9.8%
Nov-14	19	-21%	58	49%	0.33	292	-7%	15.37	73	93.6%	135,000	-25.0%	192,053	-8.8%
Dec-14	14	-18%	33	38%	0.42	282	-4%	20.14	113	93.7%	142,500	-34.2%	152,457	-32.2%
2014	322	2%	826	4%	0.39	315	-1%	11.75	89	93.9%	166,500	-5.5%	182,426	-2.3%
Jan-15	6	-68%	56	-8%	0.11	297	13%	49.50	114	93.7%	218,500	118.5%	208,167	34.1%
Feb-15	18	29%	42	-9%	0.43	276	-1%	15.33	306	93.5%	147,500	-15.8%	160,444	-23.2%
Mar-15	13	-19%	64	-15%	0.20	298	-4%	22.92	84	95.1%	167,500	4.4%	200,858	16.1%
Apr-15	33	14%	100	9%	0.33	327	-2%	9.91	91	92.8%	153,500	-14.7%	153,079	-17.2%
May-15	33	-23%	91	-1%	0.36	355	2%	10.76	90	94.8%	179,900	0.8%	206,412	0.3%
Jun-15	24	-45%	94	31%	0.26	393	16%	16.38	111	94.8%	172,500	1.2%	187,783	-0.3%
Jul-15	24	-38%	71	-26%	0.34	394	12%	16.42	78	92.8%	191,000	9.1%	209,896	16.2%
Aug-15	22	-37%	57	-29%	0.39	383	8%	17.41	119	95.0%	155,000	-12.9%	162,432	-5.5%
Sep-15	29	-9%	54	-10%	0.54	362	10%	12.48	103	93.2%	145,000	-16.5%	167,310	-7.6%
Oct-15	31	72%	54	-11%	0.57	334	10%	10.77	109	91.1%	150,000	-6.8%	155,581	-5.5%
Nov-15	27	42%	53	-9%	0.51	309	6%	11.44	137	93.3%	145,000	7.4%	169,456	-11.8%
Dec-15	16	14%	32	-3%	0.50	294	4%	18.38	100	89.4%	130,950	-8.1%	132,931	-12.8%
2015	276	-14%	768	-7%	0.36	335	6%	14.57	116	93.4%	163,000	-2.1%	174,298	-4.5%
Jan-16	10	67%	38	-32%	0.26	297	0%	29.70	76	88.4%	100,000	-54.2%	111,550	-46.4%
Feb-16	15	-17%	49	17%	0.31	305	11%	20.33	142	91.5%	117,500	-20.3%	122,793	-23.5%
Mar-16	18	38%	56	-13%	0.32	303	2%	16.83	100	92.6%	138,500	-17.3%	124,167	-38.2%
Apr-16	21	-36%	91	-9%	0.23	329	1%	15.67	137	93.6%	191,000	24.4%	197,024	28.7%
May-16	31	-6%	81	-11%	0.38	339	-5%	10.94	115	92.7%	152,000	-15.5%	173,249	-16.1%
Jun-16	20	-17%	78	-17%	0.26	357	-9%	17.85	68	91.7%	211,250	22.5%	203,395	8.3%
Jul-16	23	-4%	59	-17%	0.39	351	-11%	15.26	70	92.0%	155,000	-18.8%	165,243	-21.3%
Aug-16	24	9%	67	18%	0.36	359	-6%	14.96	64	94.8%	167,000	7.7%	191,000	17.6%
Sep-16	31	7%	61	13%	0.51	344	-5%	11.10	97	92.8%	124,000	-14.5%	143,548	-14.2%
Oct-16	22	-29%	53	-2%	0.42	341	2%	15.50	112	93.1%	126,500	-15.7%	173,018	11.2%
Nov-16	15	-44%	49	-8%	0.31	330	7%	22.00	90	93.3%	220,000	51.7%	216,993	28.1%
Dec-16	10	-38%	34	6%	0.29	304	3%	30.40	138	88.1%	112,500	-14.1%	165,350	24.4%
2016	240	-13%	716	-7%	0.34	330	-2%	16.50	99	92.6%	153,500	-5.8%	167,991	-3.6%
Jan-17	10	0%	55	45%	0.18	327	10%	32.70	119	89.4%	70,500	-29.5%	100,370	-10.0%
Feb-17	8	-47%	45	-8%	0.18	344	13%	43.00	79	92.7%	47,500	-59.6%	82,113	-33.1%
Mar-17	18	0%	64	14%	0.28	361	19%	20.06	81	93.8%	186,500	34.7%	204,339	64.6%
Apr-17	21	0%	93	2%	0.23	390	19%	18.57	115	93.8%	176,000	-7.9%	186,176	-5.5%
May-17	31	0%	79	-2%	0.39	389	15%	12.55	98	95.2%	178,000	17.1%	177,568	2.5%
Jun-17	28	40%	94	21%	0.30	400	12%	14.29	116	93.5%	183,000	-13.4%	194,496	-4.4%
Jul-17	24	4%	72	22%	0.33	408	16%	17.00	88	91.4%	140,000	-9.7%	143,310	-13.3%
Aug-17	25	4%	77	15%	0.32	416	16%	16.64	91	93.9%	175,000	4.8%	186,916	-2.1%
Sep-17	27	-13%	56	-8%	0.48	389	13%	14.41	96	91.4%	145,000	16.9%	153,148	6.7%
Oct-17	30	36%	59	11%	0.51	363	6%	12.10	129	92.1%	134,500	6.3%	153,130	-11.5%
Nov-17	16	7%	44	-10%	0.36	358	8%	22.38	109	89.7%	155,000	-29.5%	175,594	-19.1%
Dec-17	13	30%	26	-24%	0.50	338	11%	26.00	136	91.4%	142,500	26.7%	153,954	-6.9%
2017	251	5%	764	7%	0.33	374	13%	17.86	105	92.8%	160,000	4.2%	166,737	-0.7%
Jan-18	14	40%	43	-22%	0.33	341	4%	24.36	151	90.0%	132,500	87.9%	142,339	41.8%
Feb-18	15	88%	47	4%	0.32	355	3%	23.67	124	90.6%	68,500	44.2%	96,493	17.5%
Mar-18	13	-28%	51	-20%	0.25	369	2%	28.38	128	90.3%	166,000	-11.0%	150,962	-26.1%
Apr-18	22	5%	68	-27%	0.32	375	-4%	17.05	92	91.9%	135,600	-23.0%	158,414	-14.9%
May-18	34	10%	93	18%	0.37	400	3%	11.76	127	93.7%	182,500	2.5%	195,838	10.3%
Jun-18	24	-14%	85	-10%	0.28	424	6%	17.67	78	91.0%	128,125	-30.0%	121,031	-37.8%
Jul-18	24	0%	81	13%	0.30	441	8%	18.38	99	89.8%	113,250	-19.1%	117,110	-18.3%
Aug-18	25	0%	61	-21%	0.41	425	2%	17.00	105	92.0%	152,000	-13.1%	155,532	-16.8%
Sep-18	15	-44%	57	2%	0.26	409	5%	27.27	146	93.3%	128,000	-11.7%	154,667	1.0%
Oct-18	21	-30%	54	-8%	0.39	393	8%	18.71	131	92.4%	212,000	57.6%	199,048	30.0%
Nov-18	26	63%	52	18%	0.50	376	5%	14.46	109	91.2%	127,500	-17.7%	144,092	-17.9%
Dec-18	20	54%	23	-12%	0.87	353	4%	17.65	117	91.7%	105,000	-26.3%	141,325	-8.2%
2018	253	1%	715	-6%	0.35	388	4%	18.42	115	91.8%	135,000	-15.6%	151,078	-9.4%

JANSEN REGION														
	Sales	Y/Y%	New Listings	Y/Y%	S/NL Ratio	Inventory	Y/Y%	Months of Supply	DOM	SP/LP	Median Price	Y/Y%	Average Price	Y/Y%
Jan-19	21	50%	46	7%	0.46	347	2%	16.52	116	88.0%	129,999	-1.9%	142,343	0.0%
Feb-19	14	-7%	30	-36%	0.47	339	-5%	24.21	133	90.6%	138,500	102.2%	139,957	45.0%
Mar-19	15	15%	58	14%	0.26	359	-3%	23.93	148	92.5%	147,500	-11.1%	181,993	20.6%
Apr-19	27	23%	85	25%	0.32	379	1%	14.04	151	93.3%	153,000	12.8%	161,156	1.7%
May-19	26	-24%	95	2%	0.27	412	3%	15.85	107	92.2%	92,500	-49.3%	128,106	-34.6%
Jun-19	23	-4%	69	-19%	0.33	418	-1%	18.17	100	91.9%	113,000	-11.8%	130,939	8.2%
Jul-19	32	33%	83	2%	0.39	432	-2%	13.50	108	92.4%	125,500	10.8%	169,444	44.7%
Aug-19	22	-12%	54	-11%	0.41	421	-1%	19.14	120	94.6%	167,500	10.2%	210,114	35.1%
Sep-19	30	100%	62	9%	0.48	408	0%	13.60	123	88.7%	125,000	-2.3%	123,235	-20.3%
Oct-19	13	-38%	37	-31%	0.35	379	-4%	29.15	84	91.5%	65,000	-69.3%	122,827	-38.3%
Nov-19	13	-50%	36	-31%	0.36	364	-3%	28.00	112	92.5%	130,000	2.0%	140,192	-2.7%
Dec-19	11	-45%	32	39%	0.34	342	-3%	31.09	88	91.4%	80,000	-23.8%	132,400	-6.3%
2019	247	-2%	687	-4%	0.36	383	-1%	18.62	117	91.8%	130,000	-3.7%	149,755	-0.9%
Jan-20	21	0%	39	-15%	0.54	335	-3%	15.95	162	91.5%	136,000	4.6%	134,357	-5.6%
Feb-20	17	21%	40	33%	0.43	336	-1%	19.76	159	89.0%	130,000	-6.1%	131,265	-6.2%
Mar-20	19	27%	42	-28%	0.45	337	-6%	17.74	195	92.0%	105,000	-28.8%	126,289	-30.6%
Apr-20	12	-56%	45	-47%	0.27	283	-25%	23.58	114	88.7%	90,000	-41.2%	109,579	-32.0%
May-20	24	-8%	142	49%	0.17	324	-21%	13.50	82	92.0%	187,000	102.2%	180,600	41.0%
Jun-20	34	48%	82	19%	0.41	330	-21%	9.71	97	92.6%	177,500	57.1%	169,199	29.2%
Jul-20	32	0%	83	0%	0.39	352	-19%	11.00	78	93.6%	156,500	24.7%	185,978	9.8%
Aug-20	30	36%	66	22%	0.45	368	-13%	12.27	79	93.5%	129,500	-22.7%	172,155	-18.1%
Sep-20	37	23%	53	-15%	0.70	346	-15%	9.35	93	90.1%	90,000	-28.0%	124,015	0.6%
Oct-20	25	92%	51	38%	0.49	322	-15%	12.88	112	93.2%	183,000	181.5%	196,140	59.7%
Nov-20	13	0%	38	6%	0.34	310	-15%	23.85	87	94.8%	140,000	7.7%	178,362	27.2%
Dec-20	19	73%	34	6%	0.56	287	-16%	15.11	92	91.2%	128,500	60.6%	148,926	12.5%
2020	283	15%	715	4%	0.40	328	-15%	13.89	108	92.2%	138,000	6.2%	157,636	5.3%
Jan-21	13	-38%	43	10%	0.30	301	-10%	23.15	134	92.0%	185,000	36.0%	172,754	28.6%
Feb-21	24	41%	30	-25%	0.80	284	-15%	11.83	120	92.8%	102,500	-21.2%	157,929	20.3%
Mar-21	40	111%	74	76%	0.54	302	-10%	7.55	114	94.0%	183,850	75.1%	187,940	48.8%
Apr-21	50	317%	73	62%	0.68	293	4%	5.86	134	94.3%	172,750	91.9%	186,132	69.9%
May-21	44	83%	72	-49%	0.61	295	-9%	6.70	86	96.5%	187,450	0.2%	186,761	3.4%
Jun-21	52	53%	69	-16%	0.75	274	-17%	5.27	93	93.1%	155,250	-12.5%	162,667	-3.9%
Jul-21	35	9%	59	-29%	0.59	280	-20%	8.00	97	94.2%	190,000	21.4%	209,583	12.7%
Aug-21	45	50%	58	-12%	0.78	264	-28%	5.87	111	94.9%	139,500	7.7%	161,598	-6.1%
Sep-21	45	22%	51	-4%	0.88	251	-27%	5.58	91	93.2%	151,500	68.3%	177,983	43.5%
Oct-21	29	16%	37	-27%	0.78	226	-30%	7.79	90	93.3%	230,000	25.7%	202,910	3.5%
Nov-21	31	138%	32	-16%	0.97	204	-34%	6.58	100	94.0%	228,000	62.9%	210,468	18.0%
Dec-21	19	0%	26	-24%	0.73	191	-33%	10.05	102	91.9%	110,000	-14.4%	146,524	-1.6%
2021	427	51%	624	-13%	0.68	264	-19%	7.41	104	94.0%	165,000	19.6%	181,138	14.9%
Jan-22	18	38%	32	-26%	0.56	193	-36%	10.72	84	92.3%	174,000	-5.9%	186,052	7.7%
Feb-22	17	-29%	33	10%	0.52	194	-32%	11.41	94	94.5%	155,000	51.2%	180,318	14.2%
Mar-22	50	25%	52	-30%	0.96	177	-41%	3.54	109	96.5%	209,750	14.1%	228,324	21.5%
Apr-22	28	-44%	53	-27%	0.53	187	-36%	6.68	110	95.0%	174,500	1.0%	210,430	13.1%
May-22	40	-9%	66	-8%	0.61	204	-31%	5.10	85	94.6%	179,450	-4.3%	179,790	-3.7%
Jun-22	30	-42%	81	17%	0.37	239	-13%	7.97	75	94.3%	148,500	-4.3%	180,848	11.2%
Jul-22	28	-20%	52	-12%	0.54	243	-13%	8.68	64	94.6%	230,000	21.1%	250,075	19.3%
Aug-22	32	-29%	57	-2%	0.56	250	-5%	7.81	85	94.8%	193,750	38.9%	228,016	41.1%
Sep-22	26	-42%	40	-22%	0.65	239	-5%	9.19	72	94.8%	221,000	45.9%	219,319	23.2%
Oct-22	24	-17%	40	8%	0.60	234	4%	9.75	70	93.8%	170,500	-25.9%	216,758	6.8%
Nov-22	21	-32%	34	6%	0.62	231	13%	11.00	81	93.2%	165,000	-27.6%	184,810	-12.2%
Dec-22	15	-21%	29	12%	0.52	222	16%	14.80	80	93.8%	190,000	72.7%	222,767	52.0%
2022	329	-23%	569	-9%	0.58	218	-17%	7.94	86	94.7%	190,000	15.2%	209,013	15.4%
Jan-23	17	-6%	22	-31%	0.77	217	12%	12.76	104	93.6%	98,000	-43.7%	151,106	-18.8%
Feb-23	18	6%	24	-27%	0.75	205	6%	11.39	129	91.2%	118,500	-23.5%	133,506	-26.0%
Mar-23	25	-50%	52	0%	0.48	211	19%	8.44	111	94.2%	187,500	-10.6%	219,080	-4.0%
Apr-23	32	14%	47	-11%	0.68	204	9%	6.38	118	94.0%	168,500	-3.4%	199,309	-5.3%
May-23	46	15%	105	59%	0.44	240	18%	5.22	81	95.0%	190,000	5.9%	201,898	12.3%
Jun-23	56	87%	80	-1%	0.70	231	-3%	4.13	63	94.6%	161,500	8.8%	171,904	-4.9%
Jul-23	25	-11%	60	15%	0.42	244	0%	9.76	49	94.1%	166,400	-27.7%	199,682	-20.2%
Aug-23	38	19%	71	25%	0.54	258	3%	6.79	86	93.2%	185,000	-4.5%	208,550	-8.5%
Sep-23	41	58%	48	20%	0.85	249	4%	6.07	77	95.4%	171,500	-22.4%	191,795	-12.5%
Oct-23	33	38%	35	-13%	0.94	223	-5%	6.76	77	89.3%	159,000	-6.7%	197,327	-9.0%
Nov-23	23	10%	43	26%	0.53	213	-8%	9.26	80	94.9%	179,000	8.5%	189,778	2.7%
Dec-23	22	47%	26	-10%	0.85	195	-12%	8.86	98	94.7%	129,000	-32.1%	155,882	-30.0%
2023	376	14%	613	8%	0.61	224	3%	7.15	85	93.8%	165,250	-13.0%	188,371	-9.9%
Jan-24	21	24%	36	64%	0.58	193	-11%	9.19	103	92.7%	161,500	64.8%	187,781	24.3%
Feb-24	21	17%	34	42%	0.62	186	-9%	8.86	107	95.3%	268,500	126.6%	252,781	89.3%
Mar-24	41	64%	44	-15%	0.93	174	-18%	4.24	91	94.1%	148,000	-21.1%	190,859	-12.9%
Apr-24														
May-24														
Jun-24														
Jul-24														
Aug-24														
Sep-24														
Oct-24														
Nov-24														
Dec-24														
2024	83	38%	114	16%	0.73	184	-13%	6.66	98	94.2%	167,500	24.1%	205,747	18.1%

JANSEN REGION														
	Sales	Y/Y%	New Listings	Y/Y%	S/N/L Ratio	Inventory	Y/Y%	Months of Supply	DOM	SP/LP	Median Price	Y/Y%	Average Price	Y/Y%
Jan-13	13	-19%	28	-28%	0.46	183	3%	14.08	83	93.6%	155,000	45.2%	154,485	40.6%
Feb-13	17	-6%	33	-23%	0.52	179	-5%	10.53	87	93.7%	144,500	-32.8%	163,244	-19.0%
Mar-13	13	-38%	52	2%	0.25	192	-6%	14.77	104	94.2%	173,000	31.1%	181,308	-1.5%
Apr-13	18	-28%	63	13%	0.29	220	2%	12.22	132	92.4%	160,000	23.1%	177,083	35.6%
May-13	25	-11%	88	42%	0.28	261	15%	10.44	98	95.5%	180,000	33.3%	207,266	32.6%
Jun-13	29	-17%	68	6%	0.43	282	19%	9.72	77	98.9%	205,000	22.8%	233,014	45.6%
Jul-13	30	-14%	68	19%	0.44	290	26%	9.67	75	94.6%	151,000	11.9%	159,317	0.5%
Aug-13	31	-9%	77	40%	0.40	301	33%	9.71	84	92.8%	140,000	-2.4%	163,694	10.8%
Sep-13	32	68%	52	-25%	0.62	280	9%	8.75	78	95.3%	152,000	-1.9%	173,978	13.6%
Oct-13	31	-3%	53	13%	0.58	256	9%	8.26	85	93.6%	178,000	17.7%	178,512	10.2%
Nov-13	22	-29%	34	21%	0.65	235	12%	10.68	113	95.7%	184,625	32.8%	217,030	34.3%
Dec-13	13	8%	24	14%	0.54	220	20%	16.92	86	96.7%	208,500	28.7%	216,415	37.6%
2013	274	-10%	640	8%	0.43	242	12%	10.58	90	95.0%	169,500	16.9%	185,439	18.1%
Jan-14	16	23%	51	82%	0.31	222	21%	13.88	90	91.6%	100,000	-35.5%	151,081	-2.2%
Feb-14	12	-29%	40	21%	0.30	235	31%	19.58	85	94.5%	200,250	38.6%	216,625	32.7%
Mar-14	15	15%	46	-12%	0.33	242	26%	16.13	104	93.3%	160,000	-7.5%	166,587	-8.1%
Apr-14	23	28%	78	24%	0.29	262	19%	11.39	110	94.2%	155,000	-3.1%	169,713	-4.2%
May-14	34	36%	75	-15%	0.45	278	7%	8.18	77	95.0%	183,750	2.1%	205,319	-0.9%
Jun-14	41	41%	60	-12%	0.68	265	-6%	6.46	94	95.0%	166,000	-19.0%	183,737	-21.1%
Jul-14	30	0%	79	16%	0.38	275	-5%	9.17	72	93.1%	164,000	8.6%	179,240	12.5%
Aug-14	31	0%	71	-8%	0.44	274	-9%	8.84	78	93.6%	178,000	27.1%	172,318	5.3%
Sep-14	27	-16%	50	-4%	0.54	255	-9%	9.44	92	92.8%	172,500	13.5%	177,648	2.1%
Oct-14	12	-61%	52	-2%	0.23	235	-8%	19.58	44	94.5%	191,000	7.3%	187,708	5.2%
Nov-14	17	-23%	50	47%	0.34	226	-4%	13.29	75	94.3%	135,000	-26.9%	195,059	-10.1%
Dec-14	10	-23%	27	13%	0.37	219	0%	21.90	117	92.8%	132,500	-36.5%	157,540	-27.2%
2014	268	-2%	679	6%	0.39	249	3%	11.15	86	93.9%	164,250	-3.1%	181,315	-2.2%
Jan-15	6	-63%	50	-2%	0.12	234	5%	39.00	114	93.7%	218,500	118.5%	208,167	37.8%
Feb-15	16	33%	37	-8%	0.43	235	0%	14.69	332	93.2%	147,500	-26.3%	156,469	-27.8%
Mar-15	12	-20%	54	17%	0.22	250	3%	20.83	88	94.7%	160,750	0.5%	199,679	19.9%
Apr-15	29	26%	79	1%	0.37	269	3%	9.28	94	93.1%	153,500	-1.0%	155,193	-8.6%
May-15	31	-9%	73	-3%	0.42	283	2%	9.13	93	94.7%	179,000	-2.6%	204,245	-0.5%
Jun-15	21	-49%	79	32%	0.27	314	18%	14.95	112	94.6%	170,000	2.4%	180,467	-1.8%
Jul-15	20	-33%	57	-28%	0.35	313	14%	15.65	89	92.8%	203,500	24.1%	225,775	26.0%
Aug-15	18	-42%	45	-37%	0.40	308	12%	17.11	119	95.5%	154,000	-13.5%	156,750	-9.0%
Sep-15	25	-7%	47	-6%	0.53	290	14%	11.60	102	93.5%	152,000	-11.9%	170,980	-3.8%
Oct-15	24	100%	44	-15%	0.55	268	14%	11.17	114	91.9%	120,000	-37.2%	139,646	-25.6%
Nov-15	21	24%	45	-10%	0.47	250	11%	11.90	133	92.3%	125,000	-7.4%	161,210	-17.4%
Dec-15	12	20%	27	0%	0.44	239	9%	19.92	92	87.8%	134,950	1.8%	140,367	-10.9%
2015	235	-12%	637	-6%	0.37	271	9%	13.84	120	93.4%	160,000	-2.6%	173,632	-4.2%
Jan-16	9	50%	29	-42%	0.31	238	2%	26.44	82	88.4%	95,000	-56.5%	112,278	-46.1%
Feb-16	13	-19%	42	14%	0.31	246	5%	18.92	142	90.8%	91,000	-38.3%	119,646	-23.5%
Mar-16	14	17%	49	-9%	0.29	248	-1%	17.71	104	92.4%	126,000	-21.6%	120,143	-39.8%
Apr-16	16	-45%	75	-5%	0.21	271	1%	16.94	113	93.6%	197,000	28.3%	196,875	26.9%
May-16	27	-13%	66	-10%	0.41	274	-3%	10.15	108	92.4%	152,000	-15.1%	175,900	-13.9%
Jun-16	18	-14%	65	-18%	0.28	288	-8%	16.00	71	91.7%	211,250	24.3%	203,772	12.9%
Jul-16	18	-10%	41	-28%	0.44	280	-11%	15.56	66	92.4%	152,250	-25.2%	158,378	-29.9%
Aug-16	21	17%	55	22%	0.38	287	-7%	13.67	63	95.4%	165,000	7.1%	185,810	18.5%
Sep-16	27	8%	54	15%	0.50	274	-6%	10.15	100	92.6%	115,000	-24.3%	134,500	-21.3%
Oct-16	20	-17%	42	-5%	0.48	272	1%	13.60	112	92.7%	98,000	-18.3%	168,569	20.7%
Nov-16	9	-57%	43	-4%	0.21	266	6%	29.56	76	92.3%	165,500	32.4%	208,711	29.5%
Dec-16	10	-17%	25	-7%	0.40	237	-1%	23.70	138	88.1%	112,500	-16.6%	165,350	17.8%
2016	202	-14%	586	-8%	0.34	265	-2%	15.75	97	92.4%	149,750	-6.4%	163,875	-5.6%
Jan-17	10	11%	43	48%	0.23	252	6%	25.20	119	89.4%	70,500	-25.8%	100,370	-10.6%
Feb-17	6	-54%	32	-24%	0.19	262	7%	43.67	91	92.0%	57,500	-36.8%	94,500	-21.0%
Mar-17	14	0%	53	8%	0.26	275	11%	19.64	83	93.9%	186,500	48.0%	222,921	85.5%
Apr-17	16	0%	70	-7%	0.23	297	10%	18.56	96	93.5%	168,000	-14.7%	181,394	-7.9%
May-17	23	-15%	69	5%	0.33	303	11%	13.17	70	95.1%	176,000	15.8%	175,817	0.0%
Jun-17	26	44%	73	12%	0.36	310	8%	11.92	111	93.2%	177,500	-16.0%	186,265	-8.6%
Jul-17	21	17%	55	34%	0.38	315	13%	15.00	83	91.2%	128,650	-15.5%	136,645	-13.7%
Aug-17	20	-5%	61	11%	0.33	319	11%	15.95	94	93.7%	170,000	3.0%	180,670	-2.8%
Sep-17	22	-19%	44	-19%	0.50	298	9%	13.55	93	92.0%	125,750	9.3%	144,091	7.1%
Oct-17	22	10%	46	10%	0.48	283	4%	12.86	134	92.0%	103,750	5.9%	154,314	-8.5%
Nov-17	12	33%	32	-26%	0.38	278	5%	23.17	117	88.6%	110,000	-33.5%	153,875	-26.3%
Dec-17	9	-10%	23	-8%	0.39	263	11%	29.22	158	92.1%	130,000	15.6%	134,211	-18.8%
2017	201	0%	601	3%	0.33	288	9%	17.19	101	92.7%	150,000	0.2%	162,104	-1.1%
Jan-18	13	30%	34	-21%	0.38	267	6%	20.54	146	89.7%	120,000	70.2%	142,135	41.6%
Feb-18	14	133%	42	31%	0.33	282	8%	20.14	129	89.5%	61,750	7.4%	82,886	-12.3%
Mar-18	9	-36%	39	-26%	0.23	293	7%	32.56	115	88.8%	112,500	-39.7%	133,278	-40.2%
Apr-18	18	13%	52	-26%	0.35	297	0%	16.50	76	91.2%	94,000	-44.0%	136,289	-24.9%
May-18	31	35%	75	9%	0.41	312	3%	10.06	118	94.0%	180,000	2.3%	189,629	7.9%
Jun-18	21	-19%	68	-7%	0.31	329	6%	15.67	81	90.9%	90,000	-49.3%	115,298	-38.1%
Jul-18	23	10%	75	36%	0.31	349	11%	15.17	102	89.5%	105,000	-18.4%	115,946	-15.1%
Aug-18	22	10%	47	-23%	0.47	334	5%	15.18	112	93.1%	160,000	-5.9%	152,605	-15.5%
Sep-18	13	-41%	45	2%	0.29	322	8%	24.77	143	93.4%	106,000	-15.7%	148,808	3.3%
Oct-18	16	-27%	44	-4%	0.36	312	10%	19.50	135	91.8%	167,500	61.4%	186,156	20.6%
Nov-18	19	58%	42	31%	0.45	301	8%	15.84	104	90.8%	109,900	-0.1%	136,553	-11.3%
Dec-18	15	67%	18	-22%	0.83	282	7%	18.80	101	92.5%	82,500	-36.5%	133,300	-0.7%
2018	214	6%	581	-3%	0.37	307	7%	17.20	111	91.7%	119,250	-20.5%	142,484	-12.1%

JANSEN REGION														
	Sales	Y/Y%	New Listings	Y/Y%	S/NL Ratio	Inventory	Y/Y%	Months of Supply	DOM	SP/LP	Median Price	Y/Y%	Average Price	Y/Y%
Jan-19	19	46%	38	12%	0.50	278	4%	14.63	109	88.5%	130,000	8.3%	147,326	3.7%
Feb-19	12	-14%	28	-33%	0.43	273	-3%	22.75	135	90.1%	128,500	108.1%	139,950	68.8%
Mar-19	11	22%	50	28%	0.22	296	1%	26.91	106	92.4%	114,000	1.3%	178,491	33.9%
Apr-19	24	33%	66	27%	0.36	310	4%	12.92	141	93.1%	151,500	61.2%	160,571	17.8%
May-19	21	-32%	80	7%	0.26	334	7%	15.90	117	91.1%	85,000	-52.8%	129,155	-31.9%
Jun-19	20	-5%	63	-7%	0.32	345	5%	17.25	106	91.5%	100,750	11.9%	111,980	-2.9%
Jul-19	25	9%	60	-20%	0.42	348	0%	13.92	101	93.1%	130,000	23.8%	169,413	46.1%
Aug-19	16	-27%	46	-2%	0.35	344	3%	21.50	111	93.1%	174,000	8.8%	186,594	22.3%
Sep-19	28	115%	49	9%	0.57	326	1%	11.64	130	87.5%	117,500	10.8%	114,895	-22.8%
Oct-19	12	-25%	30	-32%	0.40	303	-3%	25.25	85	91.5%	60,500	-63.9%	114,938	-38.3%
Nov-19	11	-42%	27	-36%	0.41	288	-4%	26.18	111	92.8%	130,000	18.3%	149,318	9.3%
Dec-19	11	-27%	22	22%	0.50	268	-5%	24.36	88	91.4%	80,000	-3.0%	132,400	-0.7%
2019	210	-2%	559	-4%	0.38	309	1%	17.68	114	91.4%	123,375	3.5%	143,636	0.8%
Jan-20	17	-11%	31	-18%	0.55	264	-5%	15.53	164	91.4%	115,000	-11.5%	125,529	-14.8%
Feb-20	15	25%	31	11%	0.48	259	-5%	17.27	156	89.8%	130,000	1.2%	133,433	-4.7%
Mar-20	17	55%	35	-30%	0.49	257	-13%	15.12	195	91.8%	105,000	-7.9%	131,441	-26.4%
Apr-20	11	-54%	40	-39%	0.28	221	-29%	20.09	119	88.0%	70,000	-53.8%	94,541	-41.1%
May-20	18	-14%	105	31%	0.17	248	-26%	13.78	88	92.0%	177,500	108.8%	160,161	24.0%
Jun-20	27	35%	67	6%	0.40	255	-26%	9.44	100	91.9%	130,000	29.0%	152,698	36.4%
Jul-20	28	12%	69	15%	0.41	275	-21%	9.82	80	93.8%	172,500	32.7%	196,279	15.9%
Aug-20	26	63%	58	26%	0.45	289	-16%	11.12	70	93.2%	129,500	-25.6%	176,198	-5.6%
Sep-20	31	11%	46	-6%	0.67	273	-16%	8.81	93	90.0%	80,000	-31.9%	123,502	7.5%
Oct-20	21	75%	39	30%	0.54	250	-17%	11.90	101	94.1%	236,000	290.1%	209,452	82.2%
Nov-20	12	9%	28	4%	0.43	242	-16%	20.17	92	94.7%	150,000	15.4%	181,725	21.7%
Dec-20	17	55%	25	14%	0.68	219	-18%	12.88	82	91.4%	128,500	60.6%	151,329	14.3%
2020	240	14%	574	3%	0.42	254	-18%	12.72	107	92.3%	140,000	13.5%	156,138	8.7%
Jan-21	8	-53%	37	19%	0.22	234	-11%	29.25	108	92.5%	162,500	41.3%	157,550	25.5%
Feb-21	21	40%	27	-13%	0.78	221	-15%	10.52	126	92.6%	105,000	-19.2%	162,371	21.7%
Mar-21	32	88%	62	77%	0.52	236	-8%	7.38	103	94.3%	183,850	75.1%	187,463	42.6%
Apr-21	43	291%	63	58%	0.68	234	6%	5.44	123	94.4%	180,000	157.1%	190,619	101.6%
May-21	37	106%	56	-47%	0.66	230	-7%	6.22	83	96.5%	179,900	1.4%	185,689	15.9%
Jun-21	44	63%	55	-18%	0.80	209	-18%	4.75	85	92.6%	161,000	23.8%	163,198	6.9%
Jul-21	25	-11%	46	-33%	0.54	214	-22%	8.56	85	95.6%	170,000	-1.4%	181,276	-7.6%
Aug-21	35	35%	46	-21%	0.76	199	-31%	5.69	103	94.9%	125,000	-3.5%	160,726	-8.8%
Sep-21	34	10%	40	-13%	0.85	189	-31%	5.56	91	93.4%	155,000	93.8%	181,338	46.8%
Oct-21	24	14%	33	-15%	0.73	171	-32%	7.13	90	93.9%	182,500	-22.7%	182,767	-12.7%
Nov-21	21	75%	29	4%	0.72	163	-33%	7.76	76	95.0%	187,000	24.7%	206,452	13.6%
Dec-21	18	6%	16	-36%	1.13	149	-32%	8.28	100	92.6%	105,000	-18.3%	147,858	-2.3%
2021	342	43%	510	-11%	0.67	204	-20%	7.16	97	94.2%	161,000	15.0%	177,260	13.5%
Jan-22	16	100%	30	-19%	0.53	153	-35%	9.56	87	91.8%	174,000	7.1%	186,150	18.2%
Feb-22	16	-24%	25	-7%	0.64	148	-33%	9.25	98	94.3%	180,250	71.7%	187,369	15.4%
Mar-22	40	25%	40	-35%	1.00	133	-44%	3.33	108	96.4%	202,500	10.1%	221,368	18.1%
Apr-22	24	-44%	43	-32%	0.56	142	-39%	5.92	107	94.7%	158,125	-12.2%	203,835	6.9%
May-22	29	-22%	51	-9%	0.57	157	-32%	5.41	75	93.9%	160,000	-11.1%	170,079	-8.4%
Jun-22	26	-41%	60	9%	0.43	181	-13%	6.96	84	94.3%	148,500	-7.8%	184,259	12.9%
Jul-22	18	-28%	43	-7%	0.42	191	-11%	10.61	61	94.1%	178,500	5.0%	208,544	15.0%
Aug-22	26	-26%	45	-2%	0.58	195	-2%	7.50	88	94.4%	186,250	49.0%	199,462	24.1%
Sep-22	20	-41%	29	-28%	0.69	185	-2%	9.25	62	95.4%	221,000	42.6%	214,365	18.2%
Oct-22	18	-25%	28	-15%	0.64	179	5%	9.94	66	93.6%	150,400	-17.6%	190,706	4.3%
Nov-22	17	-19%	29	0%	0.59	178	9%	10.47	75	92.1%	162,000	-13.4%	166,471	-19.4%
Dec-22	13	-28%	25	56%	0.52	174	17%	13.38	85	94.3%	190,000	81.0%	229,346	55.1%
2022	263	-23%	448	-12%	0.59	168	-18%	7.67	85	94.4%	179,000	11.2%	197,405	11.4%
Jan-23	14	-13%	18	-40%	0.78	170	11%	12.14	105	93.4%	84,000	-51.7%	141,343	-24.1%
Feb-23	16	0%	16	-36%	1.00	157	6%	9.81	113	91.5%	99,750	-44.7%	130,819	-30.2%
Mar-23	23	-43%	43	8%	0.53	157	18%	6.83	100	94.3%	180,000	-11.1%	198,565	-10.3%
Apr-23	26	8%	35	-19%	0.74	152	7%	5.85	123	93.6%	162,500	2.8%	197,573	-3.1%
May-23	37	28%	78	53%	0.47	176	12%	4.76	56	95.2%	190,000	18.8%	200,076	17.6%
Jun-23	40	54%	63	5%	0.63	174	-4%	4.35	53	95.2%	145,750	-1.9%	147,503	-19.9%
Jul-23	17	-6%	48	12%	0.35	187	-2%	11.00	53	94.5%	120,000	-32.8%	186,876	-10.4%
Aug-23	29	12%	60	33%	0.48	207	6%	7.14	83	93.0%	146,000	-21.6%	180,048	-9.7%
Sep-23	32	60%	37	28%	0.86	200	8%	6.25	77	94.1%	150,000	-32.1%	179,350	-16.3%
Oct-23	25	39%	31	11%	0.81	187	4%	7.48	72	91.7%	159,000	5.7%	171,276	-10.2%
Nov-23	21	24%	38	31%	0.55	181	2%	8.62	79	95.1%	179,000	10.5%	188,805	13.4%
Dec-23	20	54%	25	0%	0.80	168	-3%	8.40	97	94.6%	131,500	-30.8%	160,020	-30.2%
2023	300	14%	492	10%	0.61	176	5%	7.05	80	94.0%	155,000	-13.4%	175,545	-11.1%
Jan-24	19	36%	30	67%	0.63	165	-3%	8.68	85	92.9%	136,000	61.9%	167,547	18.5%
Feb-24	21	31%	24	50%	0.88	150	-4%	7.14	107	95.3%	268,500	169.2%	252,781	93.2%
Mar-24	28	22%	33	-23%	0.85	141	-10%	5.04	113	93.8%	152,000	-15.6%	203,114	2.3%
Apr-24														
May-24														
Jun-24														
Jul-24														
Aug-24														
Sep-24														
Oct-24														
Nov-24														
Dec-24														
2024	68	28%	87	13%	0.78	152	-6%	6.71	103	94.2%	168,750	39.5%	208,515	27.9%