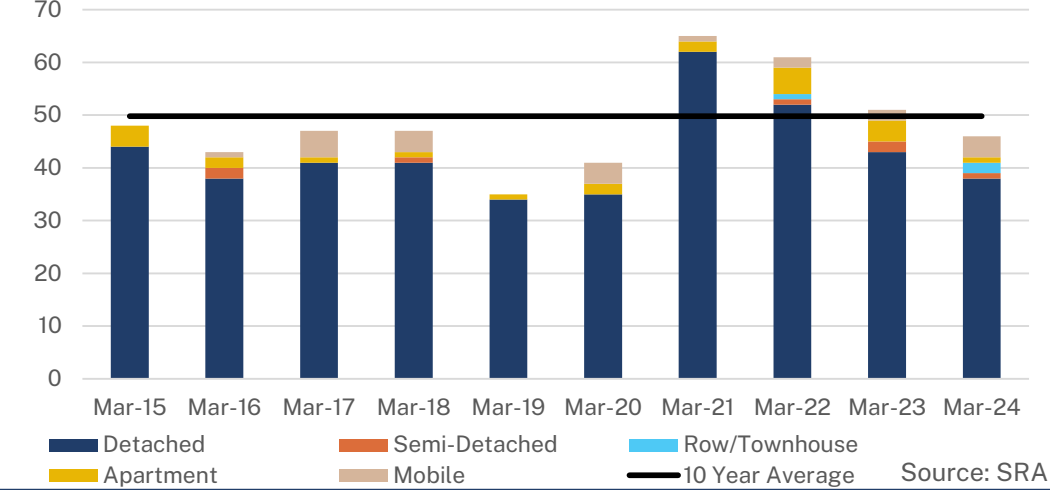





# CENSUS DIVISION 7 - MARCH 2024

## Monthly Sales Comparison


**SALES**

**47**

↓ 11.3% Y/Y | ↑ 18.2% YTD

VS. 10-YEAR AVERAGE

↓ 5.6% | ↑ 12.9% YTD



**NEW LISTINGS**

**86**


↓ 12.2% Y/Y | ↑ 13.4% YTD

VS. 10-YEAR AVERAGE

↓ 26.7% | ↓ 15.5% YTD

## TOTAL RESIDENTIAL AVERAGE PRICE

**\$ 242,532** ↓ **6.6%** Y/Y



Monthly trend\*



**INVENTORY**

**201**

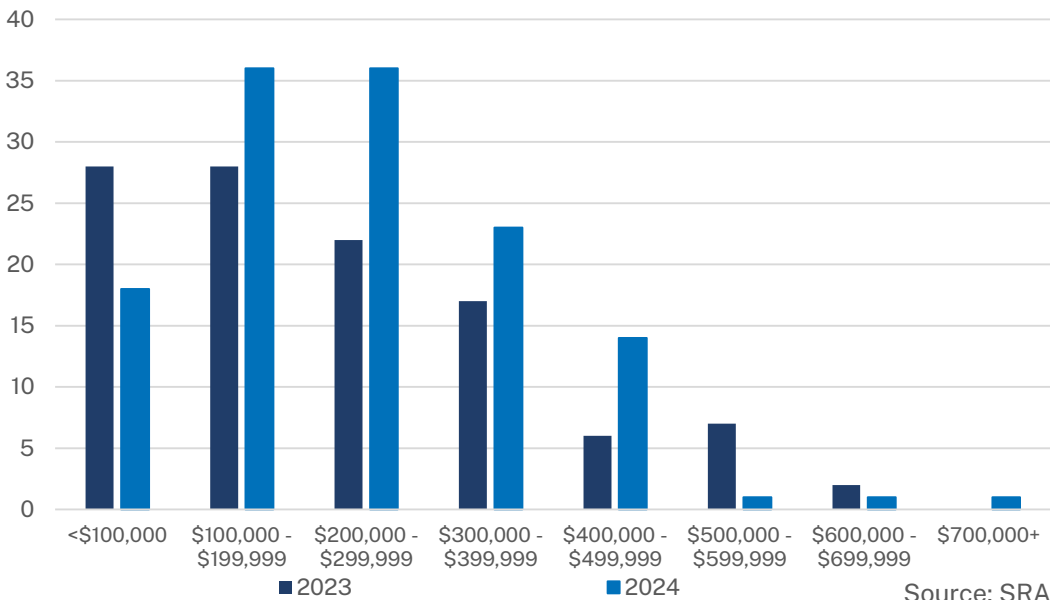
↓ 10.3% Y/Y | Monthly trend\*

VS. 10-YEAR AVERAGE

↓ 40.4% | ↓ 40.6% YTD

## Residential Sales by Price Range

YTD-MAR




**MONTHS OF SUPPLY**

**4.28**

↑ 1.2% Y/Y | Monthly trend\*

VS. 10-YEAR AVERAGE

↓ 40.1% | ↓ 49.2% YTD



# CENSUS DIVISION 7 - 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                 | 38        | -12%        | 71           | -9%         | 151        | -10%        | 3.97             | 2%        | 45        | \$247,145        | -8%        |
| Semi-Detached            | 1         | -50%        | 3            | 200%        | 2          | 100%        | 2.00             | 300%      | 13        | \$475,000        | 104%       |
| Row/Townhouse            | 2         | -           | 3            | 0%          | 6          | -14%        | 3.00             | -         | 20        | \$328,500        | -          |
| Apartment                | 1         | -75%        | 3            | -57%        | 13         | -24%        | 13.00            | 206%      | 20        | \$95,000         | -53%       |
| Acreage                  | 1         | -50%        | 5            | -17%        | 17         | -11%        | 17.00            | 79%       | 27        | \$355,000        | -6%        |
| Mobile                   | 4         | 100%        | 0            | -100%       | 10         | -17%        | 2.50             | -58%      | 40        | \$106,378        | 16%        |
| Mutli-Family             | 0         | -           | 1            | -           | 2          | -           | -                | -         | -         | -                | -          |
| <b>Total Residential</b> | <b>47</b> | <b>-11%</b> | <b>86</b>    | <b>-12%</b> | <b>201</b> | <b>-10%</b> | <b>4.28</b>      | <b>1%</b> | <b>42</b> | <b>\$242,532</b> | <b>-7%</b> |

## 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 | 50    | -6%   | 117          | -27%  | 337       | -40%  | 7.14             | -40%  | 71  | \$233,248 | 4%    |

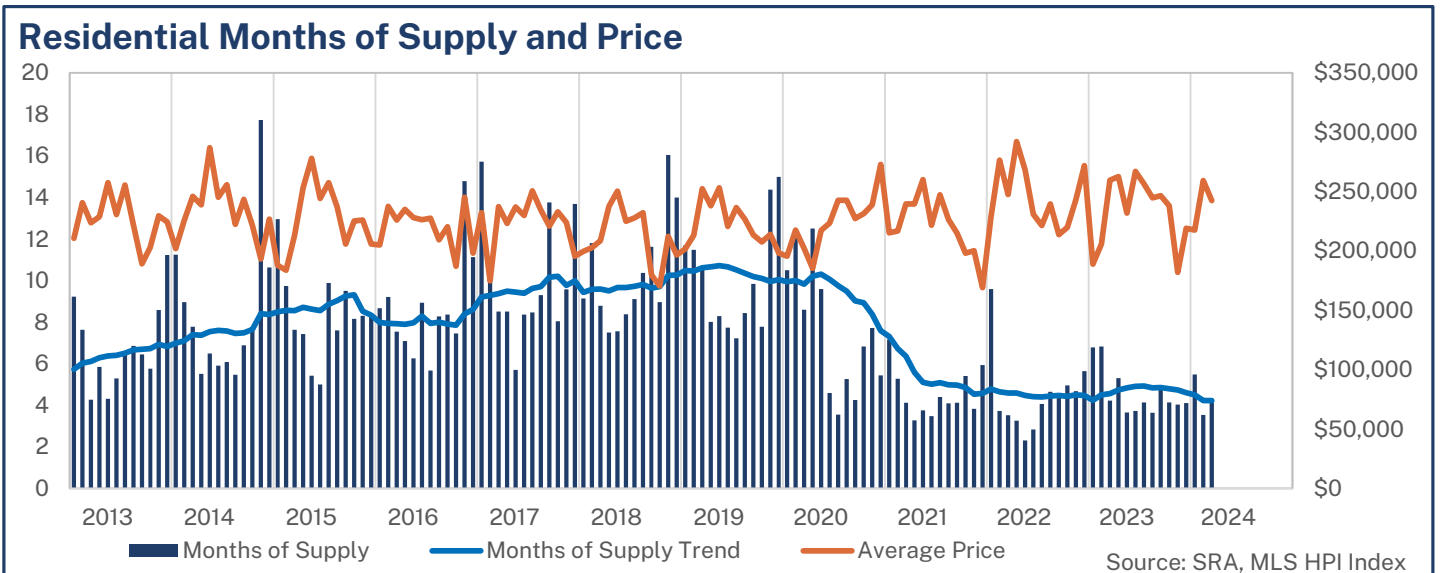
## Year-to-Date

### 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                 | 110        | 26%        | 191          | 16%        | 140        | -7%        | 3.81             | -27%        | 54        | \$251,742        | 3%        |
| Semi-Detached            | 2          | -60%       | 3            | 50%        | 1          | -75%       | 1.00             | -38%        | 59        | \$421,500        | 121%      |
| Row/Townhouse            | 5          | 400%       | 9            | 50%        | 4          | -19%       | 2.60             | -84%        | 42        | \$314,800        | 284%      |
| Apartment                | 6          | -33%       | 11           | -21%       | 12         | -30%       | 5.83             | 5%          | 42        | \$92,433         | -30%      |
| Acreage                  | 1          | -67%       | 11           | -8%        | 16         | -2%        | 49.00            | 194%        | 27        | \$355,000        | 14%       |
| Mobile                   | 6          | 50%        | 10           | 0%         | 11         | -11%       | 5.33             | -41%        | 52        | \$101,002        | 15%       |
| Mutli-Family             | 0          | -100%      | 2            | -          | 2          | 400%       | -                | -           | -         | -                | -         |
| <b>Total Residential</b> | <b>130</b> | <b>18%</b> | <b>237</b>   | <b>13%</b> | <b>185</b> | <b>-9%</b> | <b>4.27</b>      | <b>-23%</b> | <b>53</b> | <b>\$243,263</b> | <b>7%</b> |

## 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 | 115   | 13%   | 281          | -16%  | 312       | -41%  | 8.40             | -49%  | 75  | \$220,800 | 10%   |



| CENSUS DIVISION 7 |            |             |              |            |             |            |            |                  |           |              |                |              |                |              |
|-------------------|------------|-------------|--------------|------------|-------------|------------|------------|------------------|-----------|--------------|----------------|--------------|----------------|--------------|
|                   | 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            | 27         | -50%        | 73           | 12%        | 0.37        | 249        | 10%        | 9.22             | 53        | 94.9%        | 195,000        | -1.8%        | 210,722        | -8.0%        |
| Feb-13            | 35         | -38%        | 81           | -8%        | 0.43        | 267        | 16%        | 7.63             | 88        | 96.6%        | 236,000        | 24.9%        | 240,550        | 16.4%        |
| Mar-13            | 59         | -28%        | 72           | -42%       | 0.82        | 252        | -3%        | 4.27             | 79        | 96.5%        | 225,000        | 3.0%         | 223,653        | -8.2%        |
| Apr-13            | 54         | -28%        | 161          | 22%        | 0.34        | 316        | 9%         | 5.85             | 60        | 95.0%        | 213,750        | -4.8%        | 228,929        | -0.6%        |
| May-13            | 85         | -15%        | 176          | 11%        | 0.48        | 366        | 13%        | 4.31             | 63        | 96.6%        | 229,000        | 4.1%         | 257,456        | 11.9%        |
| Jun-13            | 73         | 7%          | 141          | 37%        | 0.52        | 386        | 18%        | 5.29             | 51        | 95.5%        | 224,000        | -2.6%        | 230,529        | -3.4%        |
| Jul-13            | 59         | -3%         | 129          | 42%        | 0.46        | 382        | 19%        | 6.47             | 51        | 96.1%        | 220,000        | 6.3%         | 255,576        | 11.4%        |
| Aug-13            | 54         | -21%        | 109          | -10%       | 0.50        | 370        | 11%        | 6.85             | 62        | 94.7%        | 202,000        | 2.3%         | 221,767        | 5.8%         |
| Sep-13            | 54         | 0%          | 138          | 17%        | 0.39        | 348        | 6%         | 6.44             | 42        | 94.3%        | 184,500        | -16.4%       | 189,050        | -16.2%       |
| Oct-13            | 58         | 0%          | 109          | 27%        | 0.53        | 334        | 5%         | 5.76             | 55        | 94.6%        | 193,750        | -14.3%       | 202,985        | -14.7%       |
| Nov-13            | 34         | -26%        | 68           | -3%        | 0.50        | 292        | 5%         | 8.59             | 57        | 94.8%        | 231,000        | 15.8%        | 229,585        | 6.5%         |
| Dec-13            | 22         | 16%         | 41           | 5%         | 0.54        | 247        | 4%         | 11.23            | 72        | 94.1%        | 210,500        | -6.4%        | 224,400        | 4.3%         |
| <b>2013</b>       | <b>614</b> | <b>-17%</b> | <b>1,298</b> | <b>9%</b>  | <b>0.47</b> | <b>317</b> | <b>9%</b>  | <b>6.20</b>      | <b>60</b> | <b>95.5%</b> | <b>215,000</b> | <b>0.9%</b>  | <b>228,270</b> | <b>0.3%</b>  |
| Jan-14            | 24         | -11%        | 81           | 11%        | 0.30        | 270        | 8%         | 11.25            | 75        | 92.6%        | 188,500        | -3.3%        | 202,063        | -4.1%        |
| Feb-14            | 32         | -9%         | 74           | -9%        | 0.43        | 287        | 7%         | 8.97             | 74        | 96.0%        | 210,000        | -11.0%       | 225,797        | -6.1%        |
| Mar-14            | 40         | -32%        | 93           | 29%        | 0.43        | 311        | 23%        | 7.78             | 71        | 95.9%        | 222,500        | -1.1%        | 246,023        | 10.0%        |
| Apr-14            | 66         | 22%         | 168          | 4%         | 0.39        | 364        | 15%        | 5.52             | 70        | 95.2%        | 221,250        | 3.5%         | 238,923        | 4.4%         |
| May-14            | 67         | -21%        | 191          | 9%         | 0.35        | 435        | 19%        | 6.49             | 41        | 96.1%        | 275,000        | 20.1%        | 286,906        | 11.4%        |
| Jun-14            | 79         | 8%          | 153          | 9%         | 0.52        | 467        | 21%        | 5.91             | 54        | 94.9%        | 215,000        | -4.0%        | 245,158        | 6.3%         |
| Jul-14            | 77         | 31%         | 151          | 17%        | 0.51        | 468        | 23%        | 6.08             | 60        | 95.9%        | 232,500        | 5.7%         | 255,773        | 0.1%         |
| Aug-14            | 79         | 46%         | 125          | 15%        | 0.63        | 432        | 17%        | 5.47             | 57        | 95.3%        | 225,000        | 11.4%        | 222,325        | 0.3%         |
| Sep-14            | 60         | 11%         | 135          | -2%        | 0.44        | 413        | 19%        | 6.88             | 66        | 95.3%        | 240,000        | 30.1%        | 243,545        | 28.8%        |
| Oct-14            | 53         | -9%         | 126          | 16%        | 0.42        | 403        | 21%        | 7.60             | 58        | 95.7%        | 210,000        | 8.4%         | 221,730        | 9.2%         |
| Nov-14            | 22         | -35%        | 61           | -10%       | 0.36        | 390        | 34%        | 17.73            | 65        | 92.3%        | 188,500        | -18.4%       | 193,234        | -15.8%       |
| Dec-14            | 30         | 36%         | 49           | 20%        | 0.61        | 319        | 29%        | 10.63            | 63        | 93.8%        | 206,000        | -2.1%        | 226,857        | 1.1%         |
| <b>2014</b>       | <b>629</b> | <b>2%</b>   | <b>1,407</b> | <b>8%</b>  | <b>0.45</b> | <b>380</b> | <b>20%</b> | <b>7.25</b>      | <b>61</b> | <b>95.3%</b> | <b>227,000</b> | <b>5.6%</b>  | <b>239,991</b> | <b>5.1%</b>  |
| Jan-15            | 25         | 4%          | 80           | -1%        | 0.31        | 324        | 20%        | 12.96            | 75        | 93.7%        | 175,000        | -7.2%        | 187,913        | -7.0%        |
| Feb-15            | 35         | 9%          | 96           | 30%        | 0.36        | 341        | 19%        | 9.74             | 71        | 92.9%        | 180,000        | -14.3%       | 183,810        | -18.6%       |
| Mar-15            | 51         | 28%         | 154          | 66%        | 0.33        | 389        | 25%        | 7.63             | 77        | 95.3%        | 205,000        | -7.9%        | 213,209        | -13.3%       |
| Apr-15            | 61         | -8%         | 187          | 11%        | 0.33        | 453        | 24%        | 7.43             | 61        | 96.1%        | 228,000        | 3.1%         | 253,088        | 5.9%         |
| May-15            | 88         | 31%         | 155          | -19%       | 0.57        | 478        | 10%        | 5.43             | 64        | 98.5%        | 231,000        | -16.0%       | 278,000        | -3.1%        |
| Jun-15            | 92         | 16%         | 136          | -11%       | 0.68        | 460        | -1%        | 5.00             | 59        | 95.8%        | 223,450        | 3.9%         | 244,302        | -0.3%        |
| Jul-15            | 47         | -39%        | 136          | -10%       | 0.35        | 465        | -1%        | 9.89             | 48        | 95.7%        | 238,000        | 2.4%         | 257,629        | 0.7%         |
| Aug-15            | 59         | -25%        | 124          | -1%        | 0.48        | 449        | 4%         | 7.61             | 70        | 94.6%        | 205,000        | -8.9%        | 236,947        | 6.6%         |
| Sep-15            | 45         | -25%        | 108          | -20%       | 0.42        | 428        | 4%         | 9.51             | 64        | 95.3%        | 195,000        | -18.8%       | 205,791        | -15.5%       |
| Oct-15            | 49         | -8%         | 95           | -25%       | 0.52        | 400        | -1%        | 8.16             | 50        | 94.8%        | 195,000        | -7.1%        | 225,242        | 1.6%         |
| Nov-15            | 43         | 95%         | 83           | 36%        | 0.52        | 357        | -8%        | 8.30             | 63        | 93.5%        | 207,000        | 9.8%         | 225,932        | 16.9%        |
| Dec-15            | 36         | 20%         | 58           | 18%        | 0.62        | 302        | -5%        | 8.39             | 69        | 94.4%        | 190,000        | -7.8%        | 205,824        | -9.3%        |
| <b>2015</b>       | <b>631</b> | <b>0%</b>   | <b>1,412</b> | <b>0%</b>  | <b>0.45</b> | <b>404</b> | <b>6%</b>  | <b>7.68</b>      | <b>63</b> | <b>95.6%</b> | <b>215,000</b> | <b>-5.3%</b> | <b>234,380</b> | <b>-2.3%</b> |
| Jan-16            | 36         | 44%         | 95           | 19%        | 0.38        | 312        | -4%        | 8.67             | 79        | 94.7%        | 166,000        | -5.1%        | 204,957        | 9.1%         |
| Feb-16            | 37         | 6%          | 103          | 7%         | 0.36        | 341        | 0%         | 9.22             | 61        | 95.4%        | 200,000        | 11.1%        | 237,560        | 29.2%        |
| Mar-16            | 48         | -6%         | 109          | -29%       | 0.44        | 362        | -7%        | 7.54             | 67        | 93.9%        | 217,500        | 6.1%         | 226,113        | 6.1%         |
| Apr-16            | 60         | -2%         | 179          | -4%        | 0.34        | 426        | -6%        | 7.10             | 51        | 95.3%        | 218,250        | -4.3%        | 235,022        | -7.1%        |
| May-16            | 74         | -16%        | 144          | -7%        | 0.51        | 463        | -3%        | 6.26             | 49        | 95.0%        | 215,500        | -6.7%        | 228,111        | -17.9%       |
| Jun-16            | 53         | -42%        | 130          | -4%        | 0.41        | 474        | 3%         | 8.94             | 52        | 95.7%        | 227,500        | 1.8%         | 226,373        | -7.3%        |
| Jul-16            | 79         | 68%         | 105          | -23%       | 0.75        | 448        | -4%        | 5.67             | 55        | 95.2%        | 224,000        | -5.9%        | 227,452        | -11.7%       |
| Aug-16            | 53         | -10%        | 115          | -7%        | 0.46        | 439        | -2%        | 8.28             | 71        | 94.6%        | 188,000        | -8.3%        | 209,325        | -11.7%       |
| Sep-16            | 49         | 9%          | 93           | -14%       | 0.53        | 410        | -4%        | 8.37             | 71        | 95.4%        | 208,000        | 6.7%         | 220,437        | 7.1%         |
| Oct-16            | 50         | 2%          | 89           | -6%        | 0.56        | 373        | -7%        | 7.46             | 53        | 94.5%        | 143,250        | -26.5%       | 187,155        | -16.9%       |
| Nov-16            | 24         | -44%        | 79           | -5%        | 0.30        | 355        | -1%        | 14.79            | 92        | 96.0%        | 170,450        | -17.7%       | 245,156        | 8.5%         |
| Dec-16            | 29         | -19%        | 69           | 19%        | 0.42        | 323        | 7%         | 11.14            | 71        | 92.9%        | 151,000        | -20.5%       | 198,190        | -3.7%        |
| <b>2016</b>       | <b>592</b> | <b>-6%</b>  | <b>1,310</b> | <b>-7%</b> | <b>0.45</b> | <b>394</b> | <b>-2%</b> | <b>7.98</b>      | <b>61</b> | <b>94.9%</b> | <b>206,000</b> | <b>-4.2%</b> | <b>221,038</b> | <b>-5.7%</b> |
| Jan-17            | 22         | -39%        | 104          | 9%         | 0.21        | 346        | 11%        | 15.73            | 59        | 95.3%        | 219,000        | 31.9%        | 232,268        | 13.3%        |
| Feb-17            | 35         | -5%         | 95           | -8%        | 0.37        | 357        | 5%         | 10.20            | 70        | 93.9%        | 157,000        | -21.5%       | 174,883        | -26.4%       |
| Mar-17            | 47         | -2%         | 127          | 17%        | 0.37        | 400        | 10%        | 8.51             | 56        | 96.1%        | 225,000        | 3.4%         | 237,281        | 4.9%         |
| Apr-17            | 56         | -7%         | 175          | -2%        | 0.32        | 477        | 12%        | 8.52             | 69        | 95.4%        | 194,000        | -11.1%       | 223,150        | -5.1%        |
| May-17            | 86         | 16%         | 150          | 4%         | 0.57        | 491        | 6%         | 5.71             | 52        | 95.2%        | 213,750        | -0.8%        | 236,981        | 3.9%         |
| Jun-17            | 61         | 15%         | 146          | 12%        | 0.42        | 510        | 8%         | 8.36             | 59        | 95.3%        | 200,000        | -12.1%       | 229,873        | 1.5%         |
| Jul-17            | 60         | -24%        | 123          | 17%        | 0.49        | 508        | 13%        | 8.47             | 71        | 94.5%        | 228,000        | 1.8%         | 250,669        | 10.2%        |
| Aug-17            | 54         | 2%          | 139          | 21%        | 0.39        | 502        | 14%        | 9.30             | 79        | 94.4%        | 211,000        | 12.2%        | 234,596        | 12.1%        |
| Sep-17            | 34         | -31%        | 101          | 9%         | 0.34        | 468        | 14%        | 13.76            | 67        | 94.4%        | 230,362        | 10.8%        | 220,846        | 0.2%         |
| Oct-17            | 50         | 0%          | 82           | -8%        | 0.61        | 402        | 8%         | 8.04             | 86        | 93.7%        | 231,000        | 61.3%        | 232,946        | 24.5%        |
| Nov-17            | 38         | 58%         | 66           | -16%       | 0.58        | 364        | 3%         | 9.58             | 92        | 94.1%        | 200,500        | 17.6%        | 224,059        | -8.6%        |
| Dec-17            | 23         | -21%        | 49           | -29%       | 0.47        | 315        | -2%        | 13.70            | 56        | 95.2%        | 191,000        | 26.5%        | 195,565        | -1.3%        |
| <b>2017</b>       | <b>566</b> | <b>-4%</b>  | <b>1,357</b> | <b>4%</b>  | <b>0.42</b> | <b>428</b> | <b>9%</b>  | <b>9.08</b>      | <b>67</b> | <b>94.8%</b> | <b>210,000</b> | <b>1.9%</b>  | <b>228,196</b> | <b>3.2%</b>  |
| Jan-18            | 36         | 64%         | 86           | -17%       | 0.42        | 329        | -5%        | 9.14             | 72        | 95.2%        | 169,950        | -22.4%       | 199,530        | -14.1%       |
| Feb-18            | 30         | -14%        | 89           | -6%        | 0.34        | 354        | -1%        | 11.80            | 115       | 95.2%        | 182,500        | 16.2%        | 202,818        | 16.0%        |
| Mar-18            | 47         | 0%          | 143          | 13%        | 0.33        | 413        | 3%         | 8.79             | 82        | 95.2%        | 207,000        | -8.0%        | 208,717        | -12.0%       |
| Apr-18            | 61         | 9%          | 145          | -17%       | 0.42        | 458        | -4%        | 7.51             | 71        | 95.5%        | 225,000        | 16.0%        | 237,440        | 6.4%         |
| May-18            | 68         | -21%        | 179          | 19%        | 0.38        | 514        | 5%         | 7.56             | 82        | 93.8%        | 229,000        | 7.1%         | 250,421        | 5.7%         |
| Jun-18            | 61         | 0%          | 126          | -14%       | 0.48        | 511        | 0%         | 8.38             | 76        | 94.3%        | 216,000        | 8.0%         | 225,002        | -2.1%        |
| Jul-18            | 57         | -5%         | 134          | 9%         | 0.43        | 519        | 2%         | 9.11             | 68        | 94.6%        | 210,000        | -7.9%        | 227,891        | -9.1%        |
| Aug-18            | 49         | -9%         | 118          | -15%       | 0.42        | 508        | 1%         | 10.37            | 60        | 94.7%        | 205,000        | -2.8%        | 232,244        | -1.0%        |
| Sep-18            | 43         | 26%         | 106          | 5%         | 0.41        | 500        | 7%         | 11.63            | 77        | 93.0%        | 169,900        | -26.2%       | 179,806        | -18.6%       |
| Oct-18            | 49         | -2%         | 73           | -11%       | 0.67        | 439        | 9%         | 8.96             | 73        | 93.0%        | 165,000        | -28.6%       | 170,361        | -26.9%       |
| Nov-18            | 25         | -34%        | 65           | -2%        | 0.38        | 401        | 10%        | 16.04            | 79        | 91.9%        | 195,000        | -2.7%        | 212,140        | -5.3%        |
| Dec-18            | 25         | 9%          | 41           | -16%       | 0.61        | 350        | 11%        | 14.00            | 93        | 94.2%        | 191,000        | 0.0%         | 196,608        | 0.5%         |
| <b>2018</b>       | <b>551</b> | <b>-3%</b>  | <b>1,305</b> | <b>-4%</b> | <b>0.42</b> | <b>441</b> | <b>3%</b>  | <b>9.61</b>      | <b>77</b> | <b>94.3%</b> | <b>200,000</b> | <b>-4.8%</b> | <b>215,940</b> | <b>-5.4%</b> |

| CENSUS DIVISION 7 |            |            |              |             |             |            |             |                  |           |              |                |              |                |              |
|-------------------|------------|------------|--------------|-------------|-------------|------------|-------------|------------------|-----------|--------------|----------------|--------------|----------------|--------------|
|                   | 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            | 29         | -19%       | 67           | -22%        | 0.43        | 339        | 3%          | 11.69            | 113       | 94.4%        | 165,000        | -2.9%        | 201,770        | 1.1%         |
| Feb-19            | 31         | 3%         | 75           | -16%        | 0.41        | 356        | 1%          | 11.48            | 109       | 93.5%        | 170,000        | -6.8%        | 213,165        | 5.1%         |
| Mar-19            | 36         | -23%       | 109          | -24%        | 0.33        | 385        | -7%         | 10.69            | 92        | 94.8%        | 232,500        | 12.3%        | 252,281        | 20.9%        |
| Apr-19            | 56         | -8%        | 168          | 16%         | 0.33        | 449        | -2%         | 8.02             | 83        | 95.6%        | 242,000        | 7.6%         | 238,168        | 0.3%         |
| May-19            | 59         | -13%       | 144          | -20%        | 0.41        | 489        | -5%         | 8.29             | 82        | 94.7%        | 250,000        | 9.2%         | 253,132        | 1.1%         |
| Jun-19            | 62         | 2%         | 127          | 1%          | 0.49        | 480        | -6%         | 7.74             | 69        | 93.5%        | 197,500        | -8.6%        | 220,668        | -1.9%        |
| Jul-19            | 67         | 18%        | 140          | 4%          | 0.48        | 484        | -7%         | 7.22             | 87        | 94.2%        | 212,500        | 1.2%         | 236,614        | 3.8%         |
| Aug-19            | 57         | 16%        | 121          | 3%          | 0.47        | 481        | -5%         | 8.44             | 68        | 94.1%        | 197,000        | -3.9%        | 226,774        | -2.4%        |
| Sep-19            | 44         | 2%         | 100          | -6%         | 0.44        | 433        | -13%        | 9.84             | 80        | 94.3%        | 175,000        | 3.0%         | 213,498        | 18.7%        |
| Oct-19            | 50         | 2%         | 89           | 22%         | 0.56        | 389        | -11%        | 7.78             | 65        | 95.0%        | 209,000        | 26.7%        | 207,653        | 21.9%        |
| Nov-19            | 26         | 4%         | 67           | 3%          | 0.39        | 374        | -7%         | 14.38            | 90        | 94.1%        | 201,250        | 3.2%         | 213,994        | 0.9%         |
| Dec-19            | 22         | -12%       | 49           | 20%         | 0.45        | 330        | -6%         | 15.00            | 86        | 93.5%        | 160,500        | -16.0%       | 198,155        | 0.8%         |
| <b>2019</b>       | <b>539</b> | <b>-2%</b> | <b>1,256</b> | <b>-4%</b>  | <b>0.43</b> | <b>416</b> | <b>-6%</b>  | <b>9.26</b>      | <b>82</b> | <b>94.4%</b> | <b>205,000</b> | <b>2.5%</b>  | <b>226,297</b> | <b>4.8%</b>  |
| Jan-20            | 32         | 10%        | 91           | 36%         | 0.35        | 336        | -1%         | 10.50            | 92        | 93.1%        | 191,500        | 16.1%        | 195,680        | -3.0%        |
| Feb-20            | 29         | -6%        | 89           | 19%         | 0.33        | 354        | -1%         | 12.21            | 88        | 95.3%        | 215,000        | 26.5%        | 217,671        | 2.1%         |
| Mar-20            | 45         | 25%        | 120          | 10%         | 0.38        | 387        | 1%          | 8.60             | 87        | 92.5%        | 182,000        | -21.7%       | 202,202        | -19.9%       |
| Apr-20            | 30         | -46%       | 63           | -63%        | 0.48        | 375        | -16%        | 12.50            | 84        | 92.6%        | 186,500        | -22.9%       | 185,198        | -22.2%       |
| May-20            | 40         | -32%       | 90           | -38%        | 0.44        | 384        | -21%        | 9.60             | 89        | 94.1%        | 211,500        | -15.4%       | 217,258        | -14.2%       |
| Jun-20            | 83         | 34%        | 134          | 6%          | 0.62        | 381        | -21%        | 4.59             | 77        | 94.8%        | 212,000        | 7.3%         | 223,384        | 1.2%         |
| Jul-20            | 105        | 57%        | 140          | 0%          | 0.75        | 373        | -23%        | 3.55             | 74        | 95.6%        | 230,000        | 8.2%         | 242,721        | 2.6%         |
| Aug-20            | 71         | 25%        | 104          | -14%        | 0.68        | 374        | -22%        | 5.27             | 76        | 94.9%        | 219,000        | 11.2%        | 242,540        | 7.0%         |
| Sep-20            | 83         | 89%        | 121          | 21%         | 0.69        | 353        | -18%        | 4.25             | 67        | 95.1%        | 212,500        | 21.4%        | 227,400        | 6.5%         |
| Oct-20            | 48         | -4%        | 81           | -9%         | 0.59        | 328        | -16%        | 6.83             | 58        | 95.1%        | 217,500        | 4.1%         | 231,418        | 11.4%        |
| Nov-20            | 39         | 50%        | 48           | -28%        | 0.81        | 301        | -20%        | 7.72             | 71        | 96.3%        | 220,000        | 9.3%         | 238,790        | 11.6%        |
| Dec-20            | 45         | 105%       | 55           | 12%         | 0.82        | 245        | -26%        | 5.44             | 84        | 95.7%        | 250,000        | 55.8%        | 272,820        | 37.7%        |
| <b>2020</b>       | <b>650</b> | <b>21%</b> | <b>1,136</b> | <b>-10%</b> | <b>0.57</b> | <b>349</b> | <b>-16%</b> | <b>6.45</b>      | <b>77</b> | <b>94.9%</b> | <b>211,375</b> | <b>3.1%</b>  | <b>228,828</b> | <b>1.1%</b>  |
| Jan-21            | 36         | 13%        | 74           | -19%        | 0.49        | 258        | -23%        | 7.17             | 77        | 95.4%        | 170,000        | -11.2%       | 215,178        | 10.0%        |
| Feb-21            | 50         | 72%        | 85           | -4%         | 0.59        | 264        | -25%        | 5.28             | 74        | 94.3%        | 176,750        | -17.8%       | 216,921        | -0.3%        |
| Mar-21            | 68         | 51%        | 117          | -3%         | 0.58        | 280        | -28%        | 4.12             | 64        | 95.7%        | 235,000        | 29.1%        | 239,551        | 18.5%        |
| Apr-21            | 92         | 207%       | 146          | 132%        | 0.63        | 301        | -20%        | 3.27             | 59        | 96.4%        | 232,500        | 24.7%        | 239,688        | 29.4%        |
| May-21            | 89         | 123%       | 147          | 63%         | 0.61        | 335        | -13%        | 3.76             | 56        | 96.1%        | 243,000        | 14.9%        | 260,168        | 19.8%        |
| Jun-21            | 95         | 14%        | 129          | -4%         | 0.74        | 330        | -13%        | 3.47             | 59        | 95.4%        | 206,000        | -2.8%        | 221,695        | -0.8%        |
| Jul-21            | 78         | -26%       | 125          | -11%        | 0.62        | 343        | -8%         | 4.40             | 53        | 94.5%        | 229,750        | -0.1%        | 247,191        | 1.8%         |
| Aug-21            | 78         | 10%        | 96           | -8%         | 0.81        | 319        | -15%        | 4.09             | 60        | 95.7%        | 211,450        | -3.4%        | 226,523        | -6.6%        |
| Sep-21            | 70         | -16%       | 95           | -21%        | 0.74        | 289        | -18%        | 4.13             | 65        | 94.9%        | 207,500        | -2.4%        | 214,900        | -5.5%        |
| Oct-21            | 53         | 10%        | 97           | 20%         | 0.55        | 287        | -13%        | 5.42             | 72        | 95.2%        | 195,000        | -10.3%       | 198,116        | -14.4%       |
| Nov-21            | 63         | 62%        | 67           | 40%         | 0.94        | 241        | -20%        | 3.83             | 71        | 94.2%        | 207,500        | -5.7%        | 200,075        | -16.2%       |
| Dec-21            | 33         | -27%       | 36           | -35%        | 0.92        | 196        | -20%        | 5.94             | 62        | 93.6%        | 162,000        | -35.2%       | 169,088        | -38.0%       |
| <b>2021</b>       | <b>805</b> | <b>24%</b> | <b>1,214</b> | <b>7%</b>   | <b>0.66</b> | <b>287</b> | <b>-18%</b> | <b>4.28</b>      | <b>63</b> | <b>95.3%</b> | <b>214,000</b> | <b>1.2%</b>  | <b>225,872</b> | <b>-1.3%</b> |
| Jan-22            | 22         | -39%       | 72           | -3%         | 0.31        | 211        | -18%        | 9.59             | 75        | 93.6%        | 206,250        | 21.3%        | 229,150        | 6.5%         |
| Feb-22            | 55         | 10%        | 64           | -25%        | 0.86        | 205        | -22%        | 3.73             | 64        | 95.5%        | 235,000        | 33.0%        | 276,340        | 27.4%        |
| Mar-22            | 63         | -7%        | 104          | -11%        | 0.61        | 222        | -21%        | 3.52             | 49        | 96.4%        | 225,000        | -4.3%        | 247,555        | 3.3%         |
| Apr-22            | 75         | -18%       | 115          | -21%        | 0.65        | 245        | -19%        | 3.27             | 47        | 98.2%        | 262,000        | 12.7%        | 292,097        | 21.9%        |
| May-22            | 102        | 15%        | 125          | -15%        | 0.82        | 236        | -30%        | 2.31             | 50        | 96.8%        | 241,200        | -0.7%        | 268,251        | 3.1%         |
| Jun-22            | 88         | -7%        | 130          | 1%          | 0.68        | 250        | -24%        | 2.84             | 43        | 97.3%        | 215,000        | 4.4%         | 230,981        | 4.2%         |
| Jul-22            | 72         | -8%        | 128          | 2%          | 0.56        | 293        | -15%        | 4.07             | 54        | 96.1%        | 204,450        | -11.0%       | 221,297        | -10.5%       |
| Aug-22            | 62         | -21%       | 94           | -2%         | 0.66        | 288        | -10%        | 4.65             | 45        | 95.1%        | 217,000        | 2.6%         | 239,557        | 5.8%         |
| Sep-22            | 64         | -9%        | 103          | 8%          | 0.62        | 286        | -1%         | 4.47             | 58        | 95.2%        | 197,500        | -4.8%        | 213,806        | -0.5%        |
| Oct-22            | 54         | 2%         | 88           | -9%         | 0.61        | 268        | -7%         | 4.96             | 57        | 94.9%        | 201,250        | 3.2%         | 219,915        | 11.0%        |
| Nov-22            | 49         | -22%       | 51           | -24%        | 0.96        | 229        | -5%         | 4.67             | 53        | 94.5%        | 215,000        | 3.6%         | 243,229        | 21.6%        |
| Dec-22            | 34         | 3%         | 42           | 17%         | 0.81        | 192        | -2%         | 5.65             | 64        | 95.3%        | 212,750        | 31.3%        | 271,837        | 60.8%        |
| <b>2022</b>       | <b>740</b> | <b>-8%</b> | <b>1,116</b> | <b>-8%</b>  | <b>0.66</b> | <b>244</b> | <b>-15%</b> | <b>3.95</b>      | <b>53</b> | <b>96.1%</b> | <b>220,000</b> | <b>2.8%</b>  | <b>247,212</b> | <b>9.4%</b>  |
| Jan-23            | 28         | 27%        | 55           | -24%        | 0.51        | 190        | -10%        | 6.79             | 76        | 93.8%        | 163,500        | -20.7%       | 188,939        | -17.5%       |
| Feb-23            | 29         | -47%       | 56           | -13%        | 0.52        | 198        | -3%         | 6.83             | 56        | 94.7%        | 197,900        | -15.8%       | 205,676        | -25.6%       |
| Mar-23            | 53         | -16%       | 98           | -6%         | 0.54        | 224        | 1%          | 4.23             | 67        | 96.0%        | 240,000        | 6.7%         | 259,547        | 4.8%         |
| Apr-23            | 48         | -36%       | 100          | -13%        | 0.48        | 255        | 4%          | 5.31             | 47        | 96.0%        | 257,500        | -1.7%        | 262,537        | -10.1%       |
| May-23            | 79         | -23%       | 135          | 8%          | 0.59        | 289        | 22%         | 3.66             | 52        | 96.6%        | 210,000        | -12.9%       | 232,028        | -13.5%       |
| Jun-23            | 83         | -6%        | 134          | 3%          | 0.62        | 309        | 24%         | 3.72             | 49        | 97.3%        | 264,000        | 22.8%        | 266,888        | 15.5%        |
| Jul-23            | 71         | -1%        | 92           | -28%        | 0.77        | 294        | 0%          | 4.14             | 47        | 95.6%        | 244,900        | 19.8%        | 256,584        | 15.9%        |
| Aug-23            | 79         | 27%        | 112          | 19%         | 0.71        | 287        | 0%          | 3.63             | 53        | 95.5%        | 220,000        | 1.4%         | 244,822        | 2.2%         |
| Sep-23            | 56         | -13%       | 91           | -12%        | 0.62        | 265        | -7%         | 4.73             | 61        | 96.0%        | 226,000        | 14.4%        | 246,618        | 15.3%        |
| Oct-23            | 57         | 6%         | 75           | -15%        | 0.76        | 236        | -12%        | 4.14             | 49        | 95.1%        | 207,000        | 2.9%         | 238,074        | 8.3%         |
| Nov-23            | 49         | 0%         | 61           | 20%         | 0.80        | 198        | -14%        | 4.04             | 74        | 94.1%        | 150,000        | -30.2%       | 182,073        | -25.1%       |
| Dec-23            | 38         | 12%        | 46           | 10%         | 0.83        | 156        | -19%        | 4.11             | 62        | 95.1%        | 209,500        | -1.5%        | 219,008        | -19.4%       |
| <b>2023</b>       | <b>670</b> | <b>-9%</b> | <b>1,055</b> | <b>-5%</b>  | <b>0.64</b> | <b>242</b> | <b>-1%</b>  | <b>4.33</b>      | <b>56</b> | <b>95.8%</b> | <b>220,000</b> | <b>0.0%</b>  | <b>239,221</b> | <b>-3.2%</b> |
| Jan-24            | 31         | 11%        | 70           | 27%         | 0.44        | 170        | -11%        | 5.48             | 56        | 93.6%        | 180,000        | 10.1%        | 217,496        | 15.1%        |
| Feb-24            | 52         | 79%        | 81           | 45%         | 0.64        | 184        | -7%         | 3.54             | 62        | 96.7%        | 247,000        | 24.8%        | 259,285        | 26.1%        |
| Mar-24            | 47         | -11%       | 86           | -12%        | 0.55        | 201        | -10%        | 4.28             | 42        | 96.4%        | 219,000        | -8.8%        | 242,532        | -6.6%        |
| Apr-24            |            |            |              |             |             |            |             |                  |           |              |                |              |                |              |
| May-24            |            |            |              |             |             |            |             |                  |           |              |                |              |                |              |
| Jun-24            |            |            |              |             |             |            |             |                  |           |              |                |              |                |              |
| Jul-24            |            |            |              |             |             |            |             |                  |           |              |                |              |                |              |
| Aug-24            |            |            |              |             |             |            |             |                  |           |              |                |              |                |              |
| Sep-24            |            |            |              |             |             |            |             |                  |           |              |                |              |                |              |
| Oct-24            |            |            |              |             |             |            |             |                  |           |              |                |              |                |              |
| Nov-24            |            |            |              |             |             |            |             |                  |           |              |                |              |                |              |
| Dec-24            |            |            |              |             |             |            |             |                  |           |              |                |              |                |              |
| <b>2024</b>       | <b>130</b> | <b>18%</b> | <b>237</b>   | <b>13%</b>  | <b>0.55</b> | <b>185</b> | <b>-9%</b>  | <b>4.27</b>      | <b>53</b> | <b>95.9%</b> | <b>218,250</b> | <b>10.3%</b> | <b>243,263</b> | <b>7.0%</b>  |

| CENSUS DIVISION 7 |            |             |              |            |             |            |            |                  |           |              |                |              |                |              |
|-------------------|------------|-------------|--------------|------------|-------------|------------|------------|------------------|-----------|--------------|----------------|--------------|----------------|--------------|
|                   | 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            | 22         | -53%        | 69           | 15%        | 0.32        | 213        | 9%         | 9.68             | 52        | 94.4%        | 203,500        | -9.6%        | 221,750        | -11.9%       |
| Feb-13            | 32         | -38%        | 68           | -16%       | 0.47        | 228        | 17%        | 7.13             | 90        | 96.6%        | 237,500        | 22.3%        | 244,696        | 14.1%        |
| Mar-13            | 54         | -25%        | 61           | -47%       | 0.89        | 214        | -5%        | 3.96             | 81        | 96.5%        | 227,500        | 2.9%         | 233,417        | -6.1%        |
| Apr-13            | 47         | -34%        | 129          | 0%         | 0.36        | 257        | -1%        | 5.47             | 61        | 94.9%        | 222,000        | -1.1%        | 240,152        | 4.3%         |
| May-13            | 73         | -22%        | 155          | 13%        | 0.47        | 302        | 8%         | 4.14             | 60        | 96.4%        | 238,000        | 8.2%         | 265,951        | 12.8%        |
| Jun-13            | 60         | -6%         | 125          | 29%        | 0.48        | 324        | 14%        | 5.40             | 46        | 95.6%        | 229,500        | -1.1%        | 242,928        | -1.3%        |
| Jul-13            | 52         | -5%         | 115          | 40%        | 0.45        | 332        | 20%        | 6.38             | 48        | 96.2%        | 227,450        | 11.0%        | 267,463        | 17.6%        |
| Aug-13            | 48         | -25%        | 96           | -13%       | 0.50        | 321        | 13%        | 6.69             | 64        | 94.7%        | 207,500        | 2.5%         | 227,613        | 6.2%         |
| Sep-13            | 47         | -6%         | 110          | 15%        | 0.43        | 294        | 5%         | 6.26             | 38        | 94.5%        | 189,900        | -15.1%       | 200,974        | -11.7%       |
| Oct-13            | 48         | -6%         | 81           | 14%        | 0.59        | 269        | 0%         | 5.60             | 58        | 94.3%        | 199,950        | -12.1%       | 212,597        | -11.3%       |
| Nov-13            | 30         | -19%        | 59           | -3%        | 0.51        | 236        | 0%         | 7.87             | 56        | 95.1%        | 235,000        | 13.5%        | 238,413        | 5.8%         |
| Dec-13            | 18         | 29%         | 36           | 16%        | 0.50        | 197        | -1%        | 10.94            | 74        | 94.0%        | 217,500        | -5.4%        | 236,994        | 5.0%         |
| <b>2013</b>       | <b>531</b> | <b>-21%</b> | <b>1,104</b> | <b>3%</b>  | <b>0.48</b> | <b>266</b> | <b>7%</b>  | <b>6.00</b>      | <b>59</b> | <b>95.5%</b> | <b>224,500</b> | <b>2.0%</b>  | <b>238,216</b> | <b>2.1%</b>  |
| Jan-14            | 20         | -9%         | 73           | 6%         | 0.27        | 218        | 2%         | 10.90            | 74        | 92.2%        | 201,500        | -1.0%        | 213,275        | -3.8%        |
| Feb-14            | 29         | -9%         | 62           | -9%        | 0.47        | 229        | 0%         | 7.90             | 73        | 96.0%        | 225,000        | -5.3%        | 230,603        | -5.8%        |
| Mar-14            | 35         | -35%        | 82           | 34%        | 0.43        | 251        | 17%        | 7.17             | 71        | 95.9%        | 230,000        | 1.1%         | 251,783        | 7.9%         |
| Apr-14            | 60         | 28%         | 127          | -2%        | 0.47        | 278        | 8%         | 4.63             | 68        | 95.1%        | 223,250        | 0.6%         | 240,866        | 0.3%         |
| May-14            | 64         | -12%        | 163          | 5%         | 0.39        | 333        | 10%        | 5.20             | 39        | 96.2%        | 275,000        | 15.5%        | 289,731        | 8.9%         |
| Jun-14            | 72         | 20%         | 128          | 2%         | 0.56        | 354        | 9%         | 4.92             | 54        | 95.3%        | 217,500        | -5.2%        | 246,140        | 1.3%         |
| Jul-14            | 64         | 23%         | 117          | 2%         | 0.55        | 363        | 9%         | 5.67             | 59        | 96.1%        | 239,450        | 5.3%         | 272,391        | 1.8%         |
| Aug-14            | 67         | 40%         | 103          | 7%         | 0.65        | 332        | 3%         | 4.96             | 55        | 95.3%        | 230,000        | 10.8%        | 238,958        | 5.0%         |
| Sep-14            | 54         | 15%         | 109          | -1%        | 0.50        | 315        | 7%         | 5.83             | 67        | 95.3%        | 240,000        | 26.4%        | 247,978        | 23.4%        |
| Oct-14            | 49         | 2%          | 100          | 23%        | 0.49        | 295        | 10%        | 6.02             | 58        | 95.4%        | 210,000        | 5.0%         | 223,477        | 5.1%         |
| Nov-14            | 21         | -30%        | 58           | -2%        | 0.36        | 292        | 24%        | 13.90            | 65        | 92.7%        | 175,000        | -25.5%       | 186,436        | -21.8%       |
| Dec-14            | 29         | 61%         | 40           | 11%        | 0.73        | 232        | 18%        | 8.00             | 65        | 93.9%        | 203,000        | -6.7%        | 226,645        | -4.4%        |
| <b>2014</b>       | <b>564</b> | <b>6%</b>   | <b>1,162</b> | <b>5%</b>  | <b>0.49</b> | <b>291</b> | <b>10%</b> | <b>6.19</b>      | <b>60</b> | <b>95.3%</b> | <b>230,000</b> | <b>2.4%</b>  | <b>246,019</b> | <b>3.3%</b>  |
| Jan-15            | 23         | 15%         | 67           | -8%        | 0.34        | 235        | 8%         | 10.22            | 73        | 93.5%        | 165,000        | -18.1%       | 180,992        | -15.1%       |
| Feb-15            | 33         | 14%         | 79           | 27%        | 0.42        | 249        | 9%         | 7.55             | 66        | 92.9%        | 185,000        | -17.8%       | 187,526        | -18.7%       |
| Mar-15            | 44         | 26%         | 125          | 52%        | 0.35        | 289        | 15%        | 6.57             | 72        | 95.8%        | 202,500        | -12.0%       | 215,833        | -14.3%       |
| Apr-15            | 54         | -10%        | 134          | 6%         | 0.40        | 331        | 19%        | 6.13             | 61        | 96.2%        | 232,000        | 3.9%         | 263,168        | 9.3%         |
| May-15            | 72         | 13%         | 136          | -17%       | 0.53        | 363        | 9%         | 5.04             | 66        | 99.0%        | 243,500        | -11.5%       | 302,076        | 4.3%         |
| Jun-15            | 82         | 14%         | 108          | -16%       | 0.76        | 339        | -4%        | 4.13             | 57        | 95.9%        | 232,950        | 7.1%         | 251,242        | 2.1%         |
| Jul-15            | 42         | -34%        | 117          | 0%         | 0.36        | 351        | -3%        | 8.36             | 41        | 95.7%        | 236,000        | -1.4%        | 254,561        | -6.5%        |
| Aug-15            | 53         | -21%        | 102          | -1%        | 0.52        | 336        | 1%         | 6.34             | 67        | 94.7%        | 210,000        | -8.7%        | 240,686        | 0.7%         |
| Sep-15            | 40         | -26%        | 91           | -17%       | 0.44        | 324        | 3%         | 8.10             | 67        | 95.6%        | 191,250        | -20.3%       | 206,128        | -16.9%       |
| Oct-15            | 44         | -10%        | 73           | -27%       | 0.60        | 293        | -1%        | 6.66             | 49        | 94.7%        | 182,750        | -13.0%       | 219,019        | -2.0%        |
| Nov-15            | 41         | 95%         | 69           | 19%        | 0.59        | 257        | -12%       | 6.27             | 61        | 93.5%        | 207,000        | 18.3%        | 227,490        | 22.0%        |
| Dec-15            | 31         | 7%          | 51           | 28%        | 0.61        | 215        | -7%        | 6.94             | 66        | 94.8%        | 215,000        | 5.9%         | 222,916        | -1.6%        |
| <b>2015</b>       | <b>559</b> | <b>-1%</b>  | <b>1,152</b> | <b>-1%</b> | <b>0.49</b> | <b>299</b> | <b>3%</b>  | <b>6.41</b>      | <b>62</b> | <b>95.7%</b> | <b>218,000</b> | <b>-5.2%</b> | <b>239,674</b> | <b>-2.6%</b> |
| Jan-16            | 32         | 39%         | 70           | 4%         | 0.46        | 218        | -7%        | 6.81             | 79        | 95.1%        | 177,500        | 7.6%         | 216,545        | 19.6%        |
| Feb-16            | 34         | 3%          | 80           | 1%         | 0.43        | 240        | -4%        | 7.06             | 54        | 97.1%        | 197,500        | 6.8%         | 209,771        | 11.9%        |
| Mar-16            | 38         | -14%        | 94           | -25%       | 0.40        | 266        | -8%        | 7.00             | 65        | 94.2%        | 212,500        | 4.9%         | 220,932        | 2.4%         |
| Apr-16            | 54         | 0%          | 138          | 3%         | 0.39        | 320        | -3%        | 5.93             | 50        | 95.4%        | 232,750        | 0.3%         | 242,561        | -7.8%        |
| May-16            | 70         | -3%         | 125          | -8%        | 0.56        | 347        | -4%        | 4.96             | 48        | 95.0%        | 215,500        | -11.5%       | 229,433        | -24.0%       |
| Jun-16            | 47         | -43%        | 111          | 3%         | 0.42        | 358        | 6%         | 7.62             | 52        | 95.8%        | 227,500        | -2.3%        | 229,367        | -8.7%        |
| Jul-16            | 69         | 64%         | 86           | -26%       | 0.80        | 343        | -2%        | 4.97             | 56        | 95.2%        | 215,000        | -8.9%        | 226,246        | -11.1%       |
| Aug-16            | 48         | -9%         | 100          | -2%        | 0.48        | 334        | -1%        | 6.96             | 64        | 94.7%        | 207,000        | -1.4%        | 218,422        | -9.3%        |
| Sep-16            | 42         | 5%          | 73           | -20%       | 0.58        | 304        | -6%        | 7.24             | 68        | 94.9%        | 209,000        | 9.3%         | 215,762        | 4.7%         |
| Oct-16            | 45         | 2%          | 67           | -8%        | 0.67        | 276        | -6%        | 6.13             | 52        | 94.6%        | 142,500        | -22.0%       | 187,850        | -14.2%       |
| Nov-16            | 23         | -44%        | 64           | -7%        | 0.36        | 260        | 1%         | 11.30            | 94        | 96.4%        | 166,000        | -19.8%       | 244,728        | 7.6%         |
| Dec-16            | 27         | -13%        | 55           | 8%         | 0.49        | 240        | 12%        | 8.89             | 65        | 92.7%        | 151,000        | -29.8%       | 194,907        | -12.6%       |
| <b>2016</b>       | <b>529</b> | <b>-5%</b>  | <b>1,063</b> | <b>-8%</b> | <b>0.50</b> | <b>292</b> | <b>-2%</b> | <b>6.63</b>      | <b>59</b> | <b>95.1%</b> | <b>206,000</b> | <b>-5.5%</b> | <b>220,979</b> | <b>-7.8%</b> |
| Jan-17            | 20         | -38%        | 83           | 19%        | 0.24        | 260        | 19%        | 13.00            | 59        | 94.9%        | 219,000        | 23.4%        | 228,845        | 5.7%         |
| Feb-17            | 32         | -6%         | 69           | -14%       | 0.46        | 265        | 10%        | 8.28             | 70        | 94.1%        | 157,500        | -20.3%       | 178,403        | -15.0%       |
| Mar-17            | 41         | 8%          | 108          | 15%        | 0.38        | 303        | 14%        | 7.39             | 53        | 96.3%        | 247,000        | 16.2%        | 256,215        | 16.0%        |
| Apr-17            | 49         | -9%         | 153          | 11%        | 0.32        | 374        | 17%        | 7.63             | 67        | 95.8%        | 190,000        | -18.4%       | 227,946        | -6.0%        |
| May-17            | 71         | 1%          | 128          | 2%         | 0.55        | 388        | 12%        | 5.46             | 49        | 95.5%        | 202,500        | -6.0%        | 232,141        | 1.2%         |
| Jun-17            | 55         | 17%         | 126          | 14%        | 0.44        | 405        | 13%        | 7.36             | 55        | 95.5%        | 210,000        | -7.7%        | 239,988        | 4.6%         |
| Jul-17            | 52         | -25%        | 101          | 17%        | 0.51        | 401        | 17%        | 7.71             | 61        | 94.6%        | 228,000        | 6.0%         | 252,070        | 11.4%        |
| Aug-17            | 46         | -4%         | 122          | 22%        | 0.38        | 407        | 22%        | 8.85             | 71        | 94.7%        | 213,500        | 3.1%         | 244,578        | 12.0%        |
| Sep-17            | 30         | -29%        | 80           | 10%        | 0.38        | 377        | 24%        | 12.57            | 66        | 94.3%        | 227,862        | 9.0%         | 220,459        | 2.2%         |
| Oct-17            | 45         | 0%          | 72           | 7%         | 0.63        | 325        | 18%        | 7.22             | 82        | 93.8%        | 250,000        | 75.4%        | 239,009        | 27.2%        |
| Nov-17            | 35         | 52%         | 50           | -22%       | 0.70        | 280        | 8%         | 8.00             | 95        | 93.6%        | 197,000        | 18.7%        | 216,825        | -11.4%       |
| Dec-17            | 20         | -26%        | 40           | -27%       | 0.50        | 244        | 2%         | 12.20            | 46        | 95.6%        | 179,000        | 18.5%        | 198,650        | 1.9%         |
| <b>2017</b>       | <b>496</b> | <b>-6%</b>  | <b>1,132</b> | <b>6%</b>  | <b>0.44</b> | <b>336</b> | <b>15%</b> | <b>8.12</b>      | <b>64</b> | <b>95.0%</b> | <b>213,000</b> | <b>3.4%</b>  | <b>231,715</b> | <b>4.9%</b>  |
| Jan-18            | 31         | 55%         | 66           | -20%       | 0.47        | 252        | -3%        | 8.13             | 74        | 94.6%        | 169,900        | -22.4%       | 193,229        | -15.6%       |
| Feb-18            | 28         | -13%        | 74           | 7%         | 0.38        | 272        | 3%         | 9.71             | 110       | 95.2%        | 213,500        | 35.6%        | 214,564        | 20.3%        |
| Mar-18            | 41         | 0%          | 126          | 17%        | 0.33        | 326        | 8%         | 7.95             | 79        | 95.3%        | 217,000        | -12.1%       | 222,907        | -13.0%       |
| Apr-18            | 59         | 20%         | 126          | -18%       | 0.47        | 360        | -4%        | 6.10             | 69        | 95.4%        | 225,000        | 18.4%        | 236,845        | 3.9%         |
| May-18            | 61         | -14%        | 158          | 23%        | 0.39        | 413        | 6%         | 6.77             | 78        | 93.8%        | 220,000        | 8.6%         | 248,582        | 7.1%         |
| Jun-18            | 51         | -7%         | 106          | -16%       | 0.48        | 418        | 3%         | 8.20             | 75        | 94.4%        | 220,000        | 4.8%         | 235,345        | -1.9%        |
| Jul-18            | 51         | -2%         | 119          | 18%        | 0.43        | 426        | 6%         | 8.35             | 53        | 94.7%        | 212,000        | -7.0%        | 235,888        | -6.4%        |
| Aug-18            | 44         | -4%         | 99           | -19%       | 0.44        | 413        | 1%         | 9.39             | 63        | 94.8%        | 219,450        | 2.8%         | 244,111        | -0.2%        |
| Sep-18            | 42         | 40%         | 87           | 9%         | 0.48        | 397        | 5%         | 9.45             | 74        | 92.8%        | 174,950        | -23.2%       | 180,111        | -18.3%       |
| Oct-18            | 44         | -2%         | 58           | -19%       | 0.76        | 341        | 5%         | 7.75             | 68        | 93.1%        | 167,450        | -33.0%       | 173,300        | -27.5%       |
| Nov-18            | 19         | -46%        | 53           | 6%         | 0.36        | 314        | 12%        | 16.53            | 82        | 92.2%        | 205,000        | 4.1%         | 242,500        | 11.8%        |
| Dec-18            | 21         | 5%          | 27           | -33%       | 0.78        | 267        | 9%         | 12.71            | 99        | 94.7%        | 200,000        | 11.7%        | 209,962        | 5.7%         |
| <b>2018</b>       | <b>492</b> | <b>-1%</b>  | <b>1,099</b> | <b>-3%</b> | <b>0.45</b> | <b>350</b> | <b>4%</b>  | <b>8.53</b>      | <b>74</b> | <b>94.4%</b> | <b>205,000</b> | <b>-3.8%</b> | <b>222,063</b> | <b>-4.2%</b> |

| CENSUS DIVISION 7 |            |             |              |             |             |            |             |                  |           |              |                |             |                |              |
|-------------------|------------|-------------|--------------|-------------|-------------|------------|-------------|------------------|-----------|--------------|----------------|-------------|----------------|--------------|
|                   | 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            | 23         | -26%        | 53           | -20%        | 0.43        | 255        | 1%          | 11.09            | 108       | 95.2%        | 159,000        | -6.4%       | 197,319        | 2.1%         |
| Feb-19            | 24         | -14%        | 65           | -12%        | 0.37        | 274        | 1%          | 11.42            | 117       | 93.9%        | 169,950        | -20.4%      | 219,130        | 2.1%         |
| Mar-19            | 34         | -17%        | 95           | -25%        | 0.36        | 307        | -6%         | 9.03             | 88        | 95.0%        | 239,000        | 10.1%       | 260,327        | 16.8%        |
| Apr-19            | 52         | -12%        | 134          | 6%          | 0.39        | 355        | -1%         | 6.83             | 84        | 95.9%        | 247,500        | 10.0%       | 243,902        | 3.0%         |
| May-19            | 53         | -13%        | 119          | -25%        | 0.45        | 387        | -6%         | 7.30             | 74        | 94.8%        | 250,000        | 13.6%       | 261,001        | 5.0%         |
| Jun-19            | 50         | -2%         | 100          | -6%         | 0.50        | 377        | -10%        | 7.54             | 71        | 94.5%        | 198,471        | -9.8%       | 223,650        | -5.0%        |
| Jul-19            | 62         | 22%         | 102          | -14%        | 0.61        | 365        | -14%        | 5.89             | 88        | 94.3%        | 211,750        | -0.1%       | 235,263        | -0.3%        |
| Aug-19            | 47         | 7%          | 101          | 2%          | 0.47        | 370        | -10%        | 7.87             | 73        | 94.2%        | 205,000        | -6.6%       | 243,273        | -0.3%        |
| Sep-19            | 38         | -10%        | 80           | -8%         | 0.48        | 336        | -15%        | 8.84             | 83        | 94.7%        | 175,000        | 0.0%        | 217,734        | 20.9%        |
| Oct-19            | 44         | 0%          | 75           | 29%         | 0.59        | 307        | -10%        | 6.98             | 65        | 95.2%        | 223,500        | 33.5%       | 214,787        | 23.9%        |
| Nov-19            | 24         | 26%         | 60           | 13%         | 0.40        | 297        | -5%         | 12.38            | 87        | 94.2%        | 211,750        | 3.3%        | 226,931        | -6.4%        |
| Dec-19            | 17         | -19%        | 38           | 41%         | 0.45        | 264        | -1%         | 15.53            | 76        | 93.7%        | 169,900        | -15.1%      | 225,171        | 7.2%         |
| <b>2019</b>       | <b>468</b> | <b>-5%</b>  | <b>1,022</b> | <b>-7%</b>  | <b>0.46</b> | <b>325</b> | <b>-7%</b>  | <b>8.32</b>      | <b>82</b> | <b>94.7%</b> | <b>211,750</b> | <b>3.3%</b> | <b>233,688</b> | <b>5.2%</b>  |
| Jan-20            | 25         | 9%          | 71           | 34%         | 0.35        | 267        | 5%          | 10.68            | 99        | 92.9%        | 186,000        | 17.0%       | 192,000        | -2.7%        |
| Feb-20            | 27         | 13%         | 77           | 18%         | 0.35        | 278        | 1%          | 10.30            | 80        | 95.4%        | 217,900        | 28.2%       | 228,873        | 4.4%         |
| Mar-20            | 35         | 3%          | 98           | 3%          | 0.36        | 301        | -2%         | 8.60             | 80        | 94.1%        | 187,000        | -21.8%      | 202,703        | -22.1%       |
| Apr-20            | 25         | -52%        | 54           | -60%        | 0.46        | 293        | -17%        | 11.72            | 76        | 92.1%        | 185,000        | -25.3%      | 169,422        | -30.5%       |
| May-20            | 37         | -30%        | 79           | -34%        | 0.47        | 302        | -22%        | 8.16             | 91        | 94.4%        | 225,000        | -10.0%      | 224,035        | -14.2%       |
| Jun-20            | 73         | 46%         | 110          | 10%         | 0.66        | 300        | -20%        | 4.11             | 76        | 95.2%        | 212,000        | 6.8%        | 228,382        | 2.1%         |
| Jul-20            | 93         | 50%         | 122          | 20%         | 0.76        | 292        | -20%        | 3.14             | 68        | 95.8%        | 239,900        | 13.3%       | 254,011        | 8.0%         |
| Aug-20            | 63         | 34%         | 86           | -15%        | 0.73        | 287        | -22%        | 4.56             | 63        | 95.1%        | 219,000        | 6.8%        | 243,236        | 0.0%         |
| Sep-20            | 72         | 89%         | 93           | 16%         | 0.77        | 265        | -21%        | 3.68             | 67        | 94.8%        | 213,250        | 21.9%       | 227,633        | 4.5%         |
| Oct-20            | 38         | -14%        | 69           | -8%         | 0.55        | 247        | -20%        | 6.50             | 57        | 95.4%        | 247,500        | 10.7%       | 245,311        | 14.2%        |
| Nov-20            | 34         | 42%         | 38           | -37%        | 0.89        | 222        | -25%        | 6.53             | 67        | 96.6%        | 222,500        | 5.1%        | 245,847        | 8.3%         |
| Dec-20            | 38         | 124%        | 47           | 24%         | 0.81        | 180        | -32%        | 4.74             | 76        | 96.1%        | 269,250        | 58.5%       | 277,524        | 23.3%        |
| <b>2020</b>       | <b>560</b> | <b>20%</b>  | <b>944</b>   | <b>-8%</b>  | <b>0.59</b> | <b>270</b> | <b>-17%</b> | <b>5.78</b>      | <b>73</b> | <b>95.1%</b> | <b>215,000</b> | <b>1.5%</b> | <b>233,632</b> | <b>0.0%</b>  |
| Jan-21            | 34         | 36%         | 58           | -18%        | 0.59        | 184        | -31%        | 5.41             | 70        | 95.4%        | 174,250        | -6.3%       | 225,438        | 17.4%        |
| Feb-21            | 38         | 41%         | 68           | -12%        | 0.56        | 194        | -30%        | 5.11             | 62        | 94.4%        | 195,250        | -10.4%      | 202,356        | -11.6%       |
| Mar-21            | 62         | 77%         | 94           | -4%         | 0.66        | 200        | -34%        | 3.23             | 63        | 95.7%        | 235,000        | 25.7%       | 234,623        | 15.7%        |
| Apr-21            | 74         | 196%        | 127          | 135%        | 0.58        | 226        | -23%        | 3.05             | 56        | 96.8%        | 239,375        | 29.4%       | 259,438        | 53.1%        |
| May-21            | 76         | 105%        | 117          | 48%         | 0.65        | 250        | -17%        | 3.29             | 53        | 96.3%        | 244,000        | 8.4%        | 254,624        | 13.7%        |
| Jun-21            | 77         | 5%          | 110          | 0%          | 0.70        | 254        | -15%        | 3.30             | 53        | 95.2%        | 215,000        | 1.4%        | 229,068        | 0.3%         |
| Jul-21            | 63         | -32%        | 106          | -13%        | 0.59        | 276        | -5%         | 4.38             | 42        | 94.7%        | 255,000        | 6.3%        | 271,524        | 6.9%         |
| Aug-21            | 68         | 8%          | 78           | -9%         | 0.87        | 254        | -11%        | 3.74             | 56        | 95.6%        | 205,925        | -6.0%       | 225,197        | -7.4%        |
| Sep-21            | 58         | -19%        | 80           | -14%        | 0.73        | 236        | -11%        | 4.07             | 60        | 95.2%        | 231,500        | 8.6%        | 243,353        | 6.9%         |
| Oct-21            | 48         | 26%         | 81           | 17%         | 0.59        | 227        | -8%         | 4.73             | 72        | 95.4%        | 196,250        | -20.7%      | 200,347        | -18.3%       |
| Nov-21            | 51         | 50%         | 48           | 26%         | 1.06        | 180        | -19%        | 3.53             | 67        | 94.8%        | 225,000        | 1.1%        | 224,376        | -8.7%        |
| Dec-21            | 30         | -21%        | 35           | -26%        | 0.86        | 144        | -20%        | 4.80             | 64        | 93.8%        | 163,500        | -39.3%      | 173,900        | -37.3%       |
| <b>2021</b>       | <b>679</b> | <b>21%</b>  | <b>1,002</b> | <b>6%</b>   | <b>0.68</b> | <b>219</b> | <b>-19%</b> | <b>3.87</b>      | <b>58</b> | <b>95.5%</b> | <b>220,000</b> | <b>2.3%</b> | <b>234,020</b> | <b>0.2%</b>  |
| Jan-22            | 18         | -47%        | 60           | 3%          | 0.30        | 158        | -14%        | 8.78             | 72        | 94.8%        | 256,500        | 47.2%       | 249,697        | 10.8%        |
| Feb-22            | 48         | 26%         | 53           | -22%        | 0.91        | 153        | -21%        | 3.19             | 65        | 95.5%        | 247,750        | 26.9%       | 283,912        | 40.3%        |
| Mar-22            | 52         | -16%        | 75           | -20%        | 0.69        | 162        | -19%        | 3.12             | 51        | 96.7%        | 235,000        | 0.0%        | 260,961        | 11.2%        |
| Apr-22            | 62         | -16%        | 96           | -24%        | 0.65        | 181        | -20%        | 2.92             | 42        | 98.7%        | 275,000        | 14.9%       | 303,216        | 16.9%        |
| May-22            | 80         | 5%          | 101          | -14%        | 0.79        | 179        | -28%        | 2.24             | 42        | 97.4%        | 260,000        | 6.6%        | 285,341        | 12.1%        |
| Jun-22            | 74         | -4%         | 101          | -8%         | 0.73        | 187        | -26%        | 2.53             | 36        | 97.7%        | 217,500        | 1.2%        | 240,282        | 4.9%         |
| Jul-22            | 57         | -10%        | 103          | -3%         | 0.55        | 221        | -20%        | 3.88             | 47        | 97.0%        | 215,000        | -15.7%      | 243,248        | -10.4%       |
| Aug-22            | 52         | -24%        | 80           | 3%          | 0.65        | 218        | -14%        | 4.19             | 45        | 94.8%        | 217,000        | 5.4%        | 231,411        | 2.8%         |
| Sep-22            | 55         | -5%         | 79           | -1%         | 0.70        | 214        | -9%         | 3.89             | 58        | 95.7%        | 209,900        | -9.3%       | 219,301        | -9.9%        |
| Oct-22            | 45         | -6%         | 74           | -9%         | 0.61        | 199        | -12%        | 4.42             | 56        | 95.5%        | 197,500        | 0.6%        | 212,886        | 6.3%         |
| Nov-22            | 36         | -29%        | 41           | -15%        | 0.88        | 173        | -4%         | 4.81             | 56        | 95.1%        | 216,750        | -3.7%       | 240,717        | 7.3%         |
| Dec-22            | 30         | 0%          | 31           | -11%        | 0.97        | 144        | 0%          | 4.80             | 61        | 95.6%        | 218,750        | 33.8%       | 286,182        | 64.6%        |
| <b>2022</b>       | <b>609</b> | <b>-10%</b> | <b>894</b>   | <b>-11%</b> | <b>0.68</b> | <b>182</b> | <b>-17%</b> | <b>3.59</b>      | <b>50</b> | <b>96.6%</b> | <b>224,500</b> | <b>2.0%</b> | <b>255,979</b> | <b>9.4%</b>  |
| Jan-23            | 25         | 39%         | 42           | -30%        | 0.60        | 137        | -13%        | 5.48             | 74        | 94.1%        | 159,000        | -38.0%      | 195,092        | -21.9%       |
| Feb-23            | 19         | -60%        | 45           | -15%        | 0.42        | 146        | -5%         | 7.68             | 43        | 95.4%        | 238,000        | -3.9%       | 251,374        | -11.5%       |
| Mar-23            | 43         | -17%        | 78           | 4%          | 0.55        | 168        | 4%          | 3.91             | 56        | 96.3%        | 240,000        | 2.1%        | 268,295        | 2.8%         |
| Apr-23            | 41         | -34%        | 84           | -13%        | 0.49        | 197        | 9%          | 4.80             | 39        | 96.0%        | 260,000        | -5.5%       | 275,787        | -9.0%        |
| May-23            | 66         | -18%        | 105          | 4%          | 0.63        | 219        | 22%         | 3.32             | 47        | 96.8%        | 242,000        | -6.9%       | 250,928        | -12.1%       |
| Jun-23            | 70         | -5%         | 115          | 14%         | 0.61        | 239        | 28%         | 3.41             | 45        | 97.4%        | 267,700        | 23.1%       | 279,304        | 16.2%        |
| Jul-23            | 58         | 2%          | 75           | -27%        | 0.77        | 224        | 1%          | 3.86             | 42        | 95.8%        | 245,000        | 14.0%       | 270,525        | 11.2%        |
| Aug-23            | 65         | 25%         | 89           | 11%         | 0.73        | 218        | 0%          | 3.35             | 53        | 95.7%        | 229,000        | 5.5%        | 256,883        | 11.0%        |
| Sep-23            | 48         | -13%        | 72           | -9%         | 0.67        | 197        | -8%         | 4.10             | 50        | 96.0%        | 228,700        | 9.0%        | 261,054        | 19.0%        |
| Oct-23            | 38         | -16%        | 61           | -18%        | 0.62        | 182        | -9%         | 4.79             | 42        | 95.5%        | 220,000        | 11.4%       | 258,532        | 21.4%        |
| Nov-23            | 37         | 3%          | 48           | 17%         | 0.77        | 153        | -12%        | 4.14             | 56        | 94.9%        | 160,000        | -26.2%      | 180,719        | -24.9%       |
| Dec-23            | 32         | 7%          | 38           | 23%         | 0.84        | 119        | -17%        | 3.72             | 64        | 94.7%        | 226,000        | 3.3%        | 225,813        | -21.1%       |
| <b>2023</b>       | <b>542</b> | <b>-11%</b> | <b>852</b>   | <b>-5%</b>  | <b>0.64</b> | <b>183</b> | <b>0%</b>   | <b>4.06</b>      | <b>50</b> | <b>96.0%</b> | <b>236,167</b> | <b>5.2%</b> | <b>253,257</b> | <b>-1.1%</b> |
| Jan-24            | 26         | 4%          | 60           | 43%         | 0.43        | 133        | -3%         | 5.12             | 54        | 93.5%        | 185,000        | 16.4%       | 228,841        | 17.3%        |
| Feb-24            | 46         | 142%        | 60           | 33%         | 0.77        | 135        | -8%         | 2.93             | 62        | 96.7%        | 255,500        | 7.4%        | 268,483        | 6.8%         |
| Mar-24            | 38         | -12%        | 71           | -9%         | 0.54        | 151        | -10%        | 3.97             | 45        | 96.8%        | 221,750        | -7.6%       | 247,145        | -7.9%        |
| Apr-24            |            |             |              |             |             |            |             |                  |           |              |                |             |                |              |
| May-24            |            |             |              |             |             |            |             |                  |           |              |                |             |                |              |
| Jun-24            |            |             |              |             |             |            |             |                  |           |              |                |             |                |              |
| Jul-24            |            |             |              |             |             |            |             |                  |           |              |                |             |                |              |
| Aug-24            |            |             |              |             |             |            |             |                  |           |              |                |             |                |              |
| Sep-24            |            |             |              |             |             |            |             |                  |           |              |                |             |                |              |
| Oct-24            |            |             |              |             |             |            |             |                  |           |              |                |             |                |              |
| Nov-24            |            |             |              |             |             |            |             |                  |           |              |                |             |                |              |
| Dec-24            |            |             |              |             |             |            |             |                  |           |              |                |             |                |              |
| <b>2024</b>       | <b>110</b> | <b>26%</b>  | <b>191</b>   | <b>16%</b>  | <b>0.58</b> | <b>140</b> | <b>-7%</b>  | <b>3.81</b>      | <b>54</b> | <b>96.0%</b> | <b>222,500</b> | <b>6.0%</b> | <b>251,742</b> | <b>3.4%</b>  |