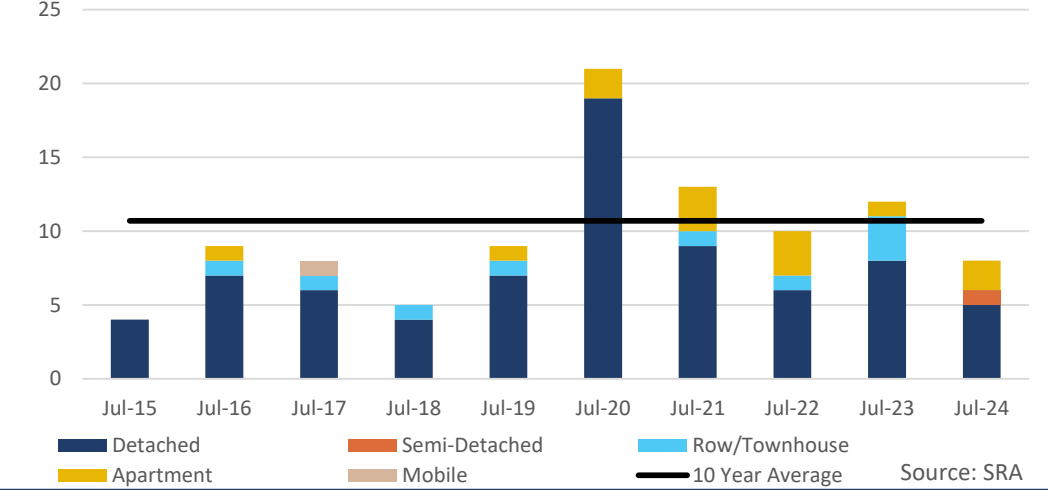


Monthly Sales Comparison



SALES

8

↓ 38.5% Y/Y | ↓ 5.1% YTD
 VS. 10-YEAR AVERAGE
 ↓ 25.2% | ↑ 15.8% YTD



NEW LISTINGS

20

↑ 42.9% Y/Y | ↓ 19.7% YTD
 VS. 10-YEAR AVERAGE
 ↓ 6.5% | ↓ 32.0% YTD

TOTAL RESIDENTIAL BENCHMARK PRICE

\$ 272,500



5.3%

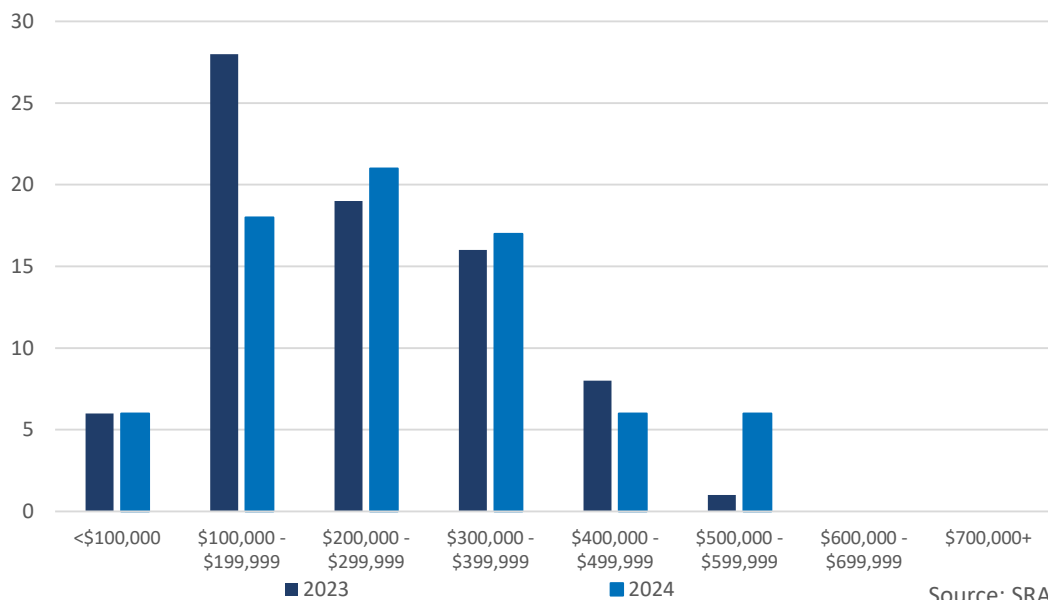
Y/Y



Monthly trend*

Residential Sales by Price Range

YTD-JUL



INVENTORY

32

↓ 38.5% Y/Y | Monthly trend*
 VS. 10-YEAR AVERAGE
 ↓ 64.4% | ↓ 59.8% YTD



MONTHS OF SUPPLY

4.00

0.0% Y/Y | Monthly trend*
 VS. 10-YEAR AVERAGE
 ↓ 64.1% | ↓ 68.6% YTD



HUMBOLDT - JULY 2024

July 2024

	Sales		New Listings		Inventory		Months of Supply		DOM	Benchmark		Avg Price	
	Actual	Y/Y%	Actual	Y/Y%	Actual	Y/Y%	Actual	Y/Y%	Actual	Actual	Y/Y%	Actual	Y/Y%
Detached	5	-38%	17	55%	27	-31%	5.40	11%	43	\$277,900	5%	\$233,000	-15%
Semi-Detached	1	-	2	-	3	-	3.00	-	27	-	-	\$309,000	-
Row/Townhouse	0	-100%	0	-100%	0	-100%	-	-	-	\$327,600	11%	-	-
Apartment	2	100%	1	-50%	1	-89%	0.50	-94%	13	\$233,900	11%	\$377,500	132%
Acreage	0	-	0	-	0	-	-	-	-	-	-	-	-
Mobile	0	-	0	-	1	-	-	-	-	-	-	-	-
Muti-Family	0	-100%	0	-	0	-100%	-	-	-	-	-	-	-
Total Residential	8	-38%	20	43%	32	-38%	4.00	0%	33	\$272,500	5%	\$278,625	12%

10-Year Averages

	Sales		New Listings		Inventory		Months of Supply		DOM	Benchmark		Avg Price	
	Avg	%Diff	Avg	%Diff	Avg	%Diff	Avg	%Diff	Avg	Avg	%Diff	Avg	%Diff
Total Residential	11	-25%	21	-7%	90	-64%	11.15	-64%	87	\$229,270	19%	\$238,746	17%

Year-to-Date

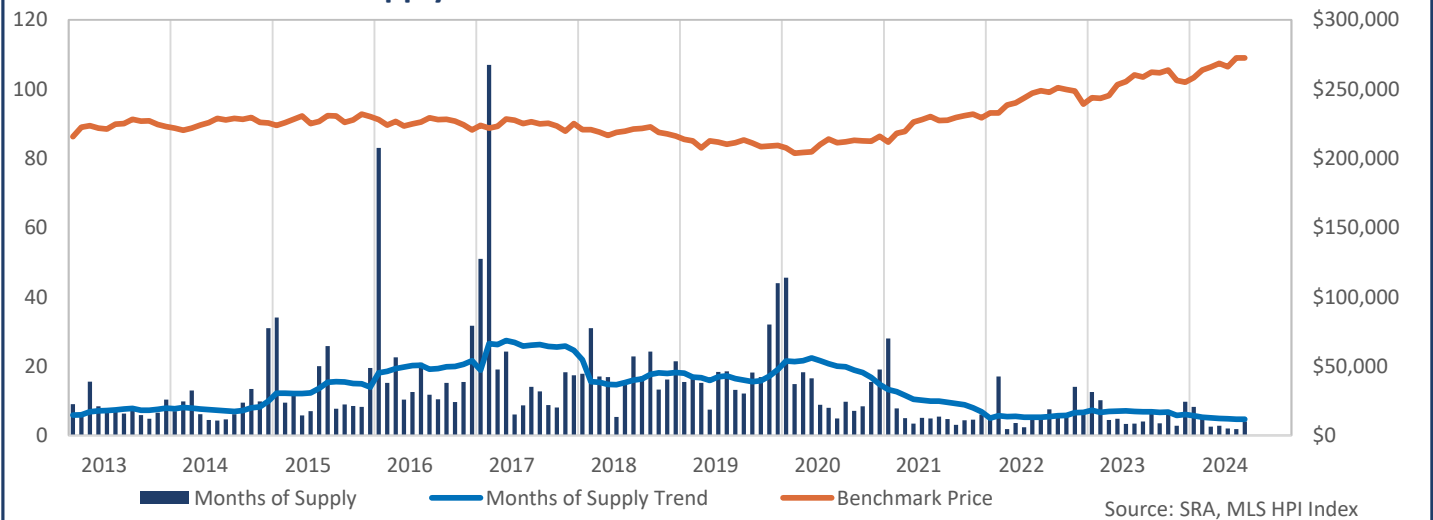
July 2024

	Sales		New Listings		Inventory		Months of Supply		DOM	Benchmark		Avg Price	
	Actual	Y/Y%	Actual	Y/Y%	Actual	Y/Y%	Actual	Y/Y%	Actual	Actual	Y/Y%	Actual	Y/Y%
Detached	61	9%	74	-14%	28	-18%	3.23	-25%	69	\$272,257	6%	\$283,687	8%
Semi-Detached	1	-	6	-	2	-	16.00	-	27	-	-	\$309,000	-
Row/Townhouse	1	-80%	1	-83%	0	-89%	2.00	-47%	27	\$317,657	10%	\$265,000	16%
Apartment	10	-33%	11	-45%	2	-88%	1.10	-81%	25	\$227,200	10%	\$216,450	32%
Acreage	0	-	0	-	0	-	-	-	-	-	-	-	-
Mobile	0	-	1	-50%	1	20%	-	-	-	-	-	-	-
Muti-Family	1	-50%	1	-67%	0	-100%	0.00	-100%	18	-	-	\$145,000	-46%
Total Residential	74	-5%	94	-20%	33	-37%	3.14	-34%	61	\$266,814	6%	\$272,816	13%

10-Year Averages

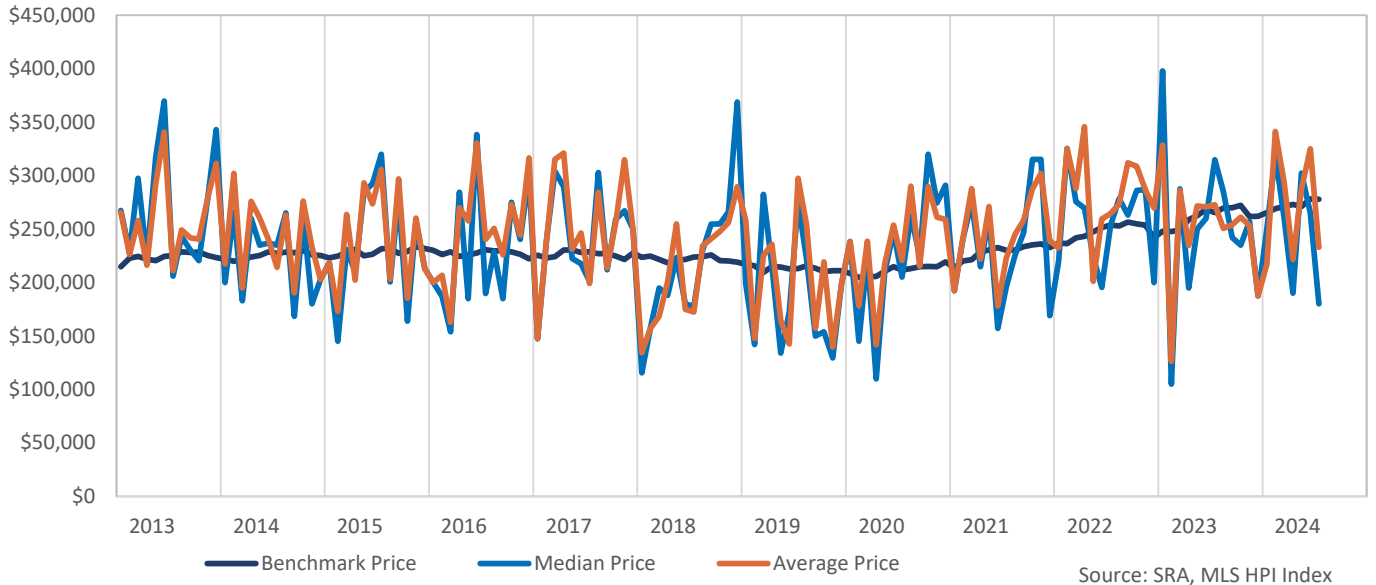
	Sales		New Listings		Inventory		Months of Supply		DOM	Benchmark		Avg Price	
	Avg	%Diff	Avg	%Diff	Avg	%Diff	Avg	%Diff	Avg	Avg	%Diff	Avg	%Diff
Total Residential	64	16%	138	-32%	82	-60%	9.97	-69%	95	\$225,651	18%	\$231,778	18%

Residential Months of Supply and Price

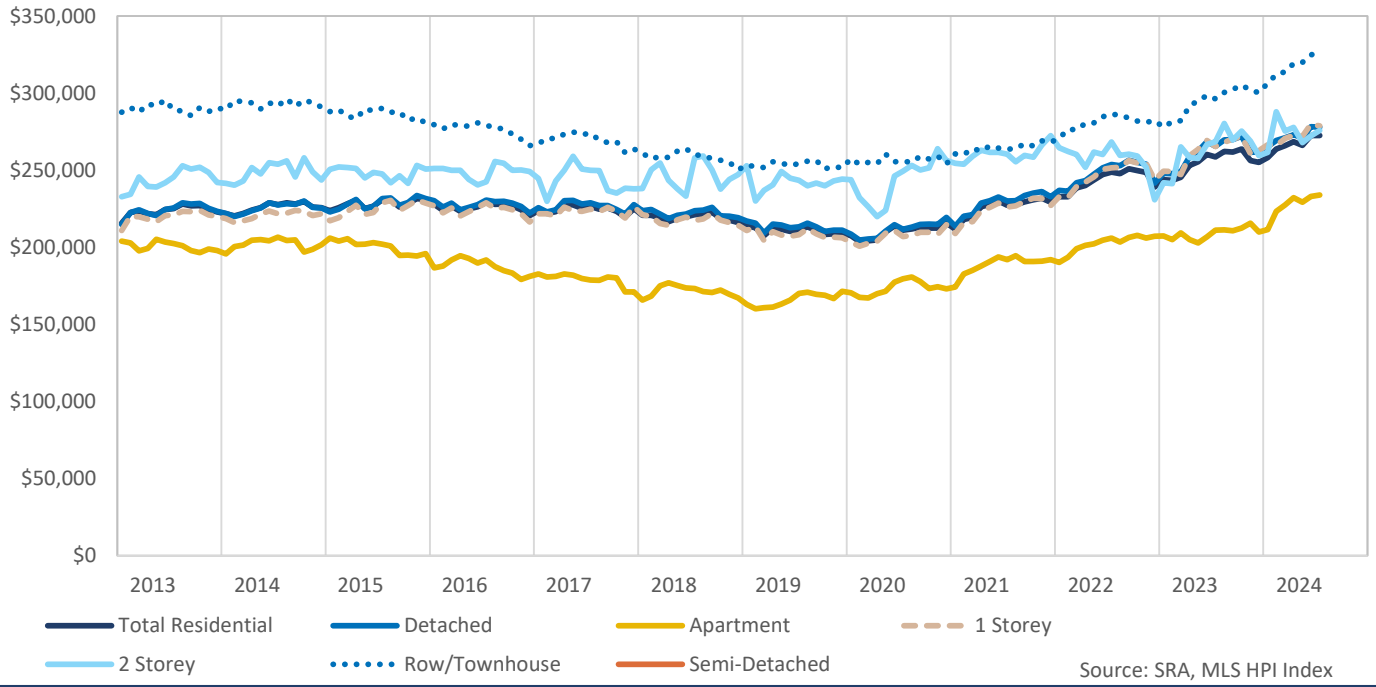




Detached Pricing



Benchmark Price





HPI Benchmark Attributes

Composite	
Bedrooms, Above Ground	2
Bathrooms, Full	2
Bathrooms, Half	0
Garage	Attached, Single width
Gross Living Area, Above Ground (Sq. Ft.)	1163
Lot Size	-
Fireplaces, Number of	0
Year Built	1983
July 2024 Benchmark Price	\$272,500
Detached Share of Sales, Last 3 Years	73%
Semi-Detached Share of Sales, Last 3 Years	2%
Apartment Share of Sales, Last 3 Years	19%
Townhouse Share of Sales, Last 3 Years	5%

	Detached	1 Storey	2 Storey
Bedrooms, Above Ground	3	3	3
Bathrooms, Full	2	2	2
Bathrooms, Half	0	0	0
Garage	Attached, Double width	Attached, Double width	Attached, Double width
Gross Living Area, Above Ground (Sq. Ft.)	1211	1184	1585
Lot Size	6894	6900	6600
Fireplaces, Number of	0	0	0
Year Built	1977	1977	1974
July 2024 Benchmark Price	\$277,900	\$278,700	\$275,800
Share of Total Sales, Last 3 Years	73%	61%	15%

	Semi-Detached	Row/Townhouse	Apartment
Bedrooms, Above Ground	-	2	2
Bathrooms, Full	-	2	1
Bathrooms, Half	-	0	0
Garage	-	Attached, Single width	Attached, Single width
Gross Living Area, Above Ground (Sq. Ft.)	-	1064	914
Fireplaces, Number of	-	0	0
Year Built	-	2001	2009
July 2024 Benchmark Price	-	\$327,600	\$233,900
Share of Total Sales, Last 3 Years	2%	5%	19%

HUMBOLDT																	
	Sales	Y/Y%	New Listings	Y/Y%	S/NL Ratio	Inventory	Y/Y%	Months of Supply	DOM	SP/LP	Benchmark Price	Y/Y%	Median Price	Y/Y%	Average Price	Y/Y%	Index
Jan-13	6	100%	23	5%	0.26	54	0%	9.00	95	96.9%	215,600	1.5%	255,000	157.6%	252,583	155.1%	201.5
Feb-13	10	-17%	17	21%	0.59	57	4%	5.70	79	94.1%	222,500	7.2%	203,450	-6.9%	207,356	-12.5%	207.9
Mar-13	4	-69%	14	-7%	0.29	62	13%	15.50	60	94.6%	223,600	7.8%	297,500	12.3%	258,000	-3.8%	209.0
Apr-13	9	0%	26	73%	0.35	76	43%	8.44	84	91.0%	221,800	6.6%	210,000	16.7%	188,889	-0.3%	207.3
May-13	12	33%	22	69%	0.55	80	57%	6.67	92	96.8%	221,100	3.0%	285,000	67.6%	272,313	38.0%	206.6
Jun-13	12	9%	21	17%	0.57	85	55%	7.08	119	97.3%	224,600	4.2%	369,750	62.2%	340,833	54.2%	209.9
Jul-13	13	-24%	16	-11%	0.81	82	58%	6.31	61	95.9%	225,100	2.9%	206,000	-20.2%	203,577	-17.7%	210.4
Aug-13	10	11%	19	27%	0.53	83	60%	8.30	54	94.0%	228,100	4.8%	243,000	-5.1%	249,100	-0.6%	213.2
Sep-13	15	200%	29	53%	0.52	88	42%	5.87	61	96.6%	226,800	5.4%	216,000	30.9%	226,027	54.6%	212.0
Oct-13	16	33%	16	-11%	1.00	77	35%	4.81	70	94.8%	227,100	4.7%	220,500	15.3%	233,311	23.0%	212.2
Nov-13	10	-33%	7	17%	1.43	66	47%	6.60	126	97.0%	224,500	3.6%	278,500	7.1%	279,100	7.3%	209.8
Dec-13	6	0%	7	17%	0.86	62	59%	10.33	84	98.2%	222,900	2.9%	343,000	76.8%	311,483	49.1%	208.3
2013	123	2%	217	21%	0.57	73	38%	7.09	82	95.8%	223,642	4.5%	230,000	5.0%	248,777	10.8%	209.0
Jan-14	6	0%	11	-52%	0.55	42	-22%	7.00	112	94.8%	221,800	2.9%	200,000	-21.6%	217,300	-14.0%	207.3
Feb-14	5	-50%	17	0%	0.29	49	-14%	9.80	160	93.2%	220,300	-1.0%	215,000	5.7%	246,200	18.7%	205.9
Mar-14	4	0%	16	14%	0.25	52	-16%	13.00	57	96.8%	221,900	-0.8%	183,000	-38.5%	194,750	-24.5%	207.4
Apr-14	10	11%	24	-8%	0.42	61	-20%	6.10	75	96.0%	224,100	1.0%	236,500	12.6%	264,200	39.9%	209.4
May-14	16	33%	33	50%	0.48	72	-10%	4.50	61	96.1%	225,700	2.1%	229,000	-19.6%	255,525	-6.2%	210.9
Jun-14	16	33%	18	-14%	0.89	68	-20%	4.25	49	97.5%	228,900	1.9%	237,000	-35.9%	233,513	-31.5%	213.9
Jul-14	15	15%	30	88%	0.50	70	-15%	4.67	89	94.4%	227,700	1.2%	235,000	14.1%	217,927	7.0%	212.8
Aug-14	12	20%	26	37%	0.46	73	-12%	6.08	43	96.0%	228,800	0.3%	264,500	8.8%	263,197	5.7%	213.8
Sep-14	8	-47%	21	-28%	0.38	76	-14%	9.50	76	92.5%	228,100	0.6%	186,000	-13.9%	212,375	-6.0%	213.2
Oct-14	5	-69%	19	19%	0.26	67	-13%	13.40	72	94.1%	229,600	1.1%	250,000	13.4%	229,780	-1.5%	214.6
Nov-14	6	-40%	20	186%	0.30	59	-11%	9.83	49	93.7%	226,000	0.7%	152,500	-45.2%	212,333	-23.9%	211.2
Dec-14	2	-67%	12	71%	0.17	62	0%	31.00	103	94.9%	225,600	1.2%	188,950	-44.9%	188,950	-39.3%	210.8
2014	105	-15%	247	14%	0.43	63	-14%	7.15	72	95.4%	225,708	0.9%	235,000	2.2%	235,309	-5.4%	210.9
Jan-15	2	-67%	18	64%	0.11	68	62%	34.00	76	93.2%	223,800	0.9%	218,500	9.3%	218,500	0.6%	209.2
Feb-15	7	40%	13	-24%	0.54	66	35%	9.43	99	95.1%	225,700	2.5%	145,000	-32.6%	178,500	-27.5%	210.9
Mar-15	6	50%	27	69%	0.22	75	44%	12.50	71	96.6%	228,200	2.8%	223,000	21.9%	255,583	31.2%	213.3
Apr-15	15	50%	36	50%	0.42	86	41%	5.73	67	94.1%	230,500	2.9%	200,000	-15.4%	193,960	-26.6%	215.4
May-15	13	-19%	22	-33%	0.59	91	26%	7.00	58	96.4%	225,100	-0.3%	257,000	12.2%	285,985	11.9%	210.4
Jun-15	5	-69%	23	28%	0.22	100	47%	20.00	42	96.0%	226,700	-1.0%	265,000	11.8%	254,000	8.8%	211.9
Jul-15	4	-73%	18	-40%	0.22	103	47%	25.75	123	94.1%	230,900	1.4%	320,000	36.2%	305,750	40.3%	215.8
Aug-15	12	0%	9	-65%	1.33	93	27%	7.75	115	96.3%	230,600	0.8%	200,500	-24.2%	202,125	-23.2%	215.5
Sep-15	10	25%	19	-10%	0.53	89	17%	8.90	94	96.5%	226,100	-0.9%	290,000	55.9%	299,150	40.9%	211.3
Oct-15	10	100%	21	11%	0.48	85	27%	8.50	79	96.6%	227,800	-0.8%	201,000	-19.6%	212,500	-7.5%	212.9
Nov-15	9	50%	14	-30%	0.64	74	25%	8.22	140	94.0%	231,900	2.6%	248,000	62.6%	247,889	16.7%	216.7
Dec-15	4	100%	15	25%	0.27	78	26%	19.50	89	96.4%	230,200	2.0%	213,000	12.7%	195,500	3.5%	215.1
2015	97	-8%	235	-5%	0.41	84	34%	10.39	87	95.6%	228,125	1.1%	225,000	-4.3%	236,033	0.3%	213.2
Jan-16	1	-50%	14	-22%	0.07	83	22%	83.00	62	93.9%	227,900	1.8%	200,000	-8.5%	200,000	-8.5%	213.0
Feb-16	6	-14%	20	54%	0.30	91	38%	15.17	112	95.1%	224,000	-0.8%	185,000	27.6%	185,583	4.0%	209.3
Mar-16	4	-33%	20	-26%	0.20	90	20%	22.50	123	94.2%	226,700	-0.7%	149,000	-33.2%	149,000	-41.7%	211.9
Apr-16	10	-33%	33	-8%	0.30	103	20%	10.30	89	93.8%	223,300	-3.1%	254,500	27.3%	237,750	22.6%	208.7
May-16	8	-38%	18	-18%	0.44	100	10%	12.50	93	94.5%	224,900	-0.1%	199,950	-22.2%	252,363	-11.8%	210.2
Jun-16	5	0%	24	4%	0.21	105	5%	21.00	61	95.1%	226,300	-0.2%	315,000	18.9%	317,400	25.0%	211.5
Jul-16	9	125%	25	39%	0.36	106	3%	11.78	56	95.2%	229,200	-0.7%	265,000	-17.2%	249,089	-18.5%	214.2
Aug-16	10	-17%	16	78%	0.63	104	12%	10.40	57	98.1%	227,900	-1.2%	197,000	-1.7%	241,750	19.6%	213.0
Sep-16	7	-30%	19	0%	0.37	106	19%	15.14	134	95.4%	228,100	0.9%	185,000	-36.2%	225,786	-24.5%	213.2
Oct-16	11	10%	18	-14%	0.61	106	25%	9.64	120	94.2%	226,800	-0.4%	275,000	36.8%	262,955	23.7%	212.0
Nov-16	7	-22%	19	36%	0.37	108	46%	15.43	47	95.1%	224,300	-3.3%	315,000	27.0%	264,414	6.7%	209.6
Dec-16	3	-25%	5	-67%	0.60	95	22%	31.67	109	91.0%	220,500	-4.2%	300,000	40.8%	316,667	62.0%	206.1
2016	81	-16%	231	-2%	0.35	100	19%	14.78	88	94.9%	225,825	-1.0%	225,000	0.0%	244,767	3.7%	211.1
Jan-17	2	100%	16	14%	0.13	102	23%	51.00	261	89.4%	223,700	-1.8%	147,500	-26.3%	147,500	-26.3%	209.1
Feb-17	1	-83%	12	-40%	0.08	107	18%	107.00	82	95.2%	221,900	-0.9%	238,000	28.6%	238,000	28.2%	207.4
Mar-17	6	50%	25	25%	0.24	114	27%	19.00	126	95.0%	223,100	-1.6%	304,000	104.0%	315,167	111.5%	208.5
Apr-17	5	-50%	29	-12%	0.17	121	17%	24.20	92	96.5%	228,300	2.2%	280,000	10.0%	294,480	23.9%	213.4
May-17	19	138%	22	22%	0.86	114	14%	6.00	118	95.4%	227,500	1.2%	203,000	1.5%	221,642	-12.2%	212.6
Jun-17	13	160%	29	21%	0.45	113	8%	8.69	92	94.6%	225,200	-0.5%	230,000	-27.0%	248,531	-21.7%	210.5
Jul-17	8	-11%	16	-36%	0.50	112	6%	14.00	87	92.2%	226,400	-1.2%	201,250	-24.1%	201,194	-19.2%	211.6
Aug-17	9	-10%	18	13%	0.50	114	10%	12.67	99	95.1%	224,800	-1.4%	303,000	53.8%	283,222	17.2%	210.1
Sep-17	11	57%	12	-37%	0.92	96	-9%	8.73	95	95.0%	225,400	-1.2%	190,000	2.7%	202,091	-10.5%	210.7
Oct-17	11	0%	17	-6%	0.65	89	-16%	8.09	153	93.7%	223,400	-1.5%	212,000	-22.9%	242,273	-7.9%	208.8
Nov-17	5	-29%	17	-11%	0.29	91	-16%	18.20	158	91.9%	219,600	-2.1%	360,000	14.3%	324,800	22.8%	205.2
Dec-17	5	67%	8	60%	0.63	87	-8%	17.40	110	91.5%	225,100	2.1%	210,000	-30.0%	230,200	-27.3%	210.4
2017	95	17%	221	-4%	0.43	105	5%	13.26	115	94.3%	224,533	-0.6%	223,000	-0.9%	243,790	-0.4%	209.9
Jan-18	5	150%	12	-25%	0.42	89	-13%	17.80	143	91.8%	220,700	-1.3%	145,000	-1.7%	136,500	-7.5%	206.3
Feb-18	3	200%	13	8%	0.23	93	-13%	31.00	63	93.9%	220,800	-0.5%	164,000	-31.1%	200,333	-15.8%	206.4
Mar-18	6	0%	19	-24%	0.32	102	-11%	17.00	143	90.9%	218,900	-1.9%	184,000	-39.5%	172,167	-45.4%	204.6
Apr-18	6	20%	17	-41%	0.35	101	-17%	16.83	114	93.9%	216,600	-5.1%	233,000	-16.8%	223,417	-24.1%	202.4
May-18	19	0%	31	41%	0.61	102	-11%	5.37	110	94.5%	218,800	-3.8%	220,000	8.4%	250,895	13.2%	204.5
Jun-18	7	-46%	20	-31%	0.35	109	-4%	15.57	86	94.5%	219,700	-2.4%	180,000	-21.7%	170,714	-31.3%	205.3
Jul-18	5	-38%	20	25%	0.25	114	2%	22.80	81	91.6%	221,200	-2.3%	165,000	-18.0%	166,760	-17.1%	206.7
Aug-18	7	-22%	19	6%	0.37	119	4%	17.00	110								

HUMBOLDT																	
	Sales	Y/Y%	New Listings	Y/Y%	S/NL Ratio	Inventory	Y/Y%	Months of Supply	DOM	SP/LP	Benchmark Price	Y/Y%	Median Price	Y/Y%	Average Price	Y/Y%	Index
Jan-19	7	40%	16	33%	0.44	108	21%	15.43	145	89.8%	213,800	-3.1%	192,000	32.4%	230,357	68.8%	199.8
Feb-19	6	100%	8	-38%	0.75	101	9%	16.83	129	89.1%	212,700	-3.7%	138,500	-15.5%	145,483	-27.4%	198.8
Mar-19	7	17%	18	-5%	0.39	106	4%	15.14	129	93.0%	207,500	-5.2%	282,500	53.5%	229,343	33.2%	193.9
Apr-19	14	133%	18	6%	0.78	104	3%	7.43	110	94.8%	212,500	-1.9%	216,000	-7.3%	241,893	8.3%	198.6
May-19	6	-68%	26	-16%	0.23	110	8%	18.33	128	91.9%	211,700	-3.2%	171,500	-22.0%	170,667	-32.0%	197.9
Jun-19	6	-14%	19	-5%	0.32	111	2%	18.50	84	95.4%	210,300	-4.3%	173,500	-3.6%	174,000	1.9%	196.5
Jul-19	9	80%	26	30%	0.35	118	4%	13.11	135	95.2%	211,300	-4.5%	275,000	66.7%	285,333	71.1%	197.5
Aug-19	9	29%	17	-11%	0.53	109	-8%	12.11	85	95.4%	213,300	-3.7%	170,000	-26.1%	218,833	-6.6%	199.3
Sep-19	6	20%	20	11%	0.30	109	-10%	18.17	75	94.0%	211,000	-5.3%	151,000	-39.6%	158,583	-27.4%	197.2
Oct-19	6	-33%	7	-42%	0.86	101	-15%	16.83	77	92.4%	208,400	-4.7%	185,750	-21.6%	218,958	-8.3%	194.8
Nov-19	3	-57%	7	-50%	0.43	96	-15%	32.00	145	91.3%	208,800	-4.1%	129,500	-42.2%	139,833	-39.0%	195.1
Dec-19	2	-60%	6	-33%	0.33	88	-18%	44.00	66	93.6%	209,400	-3.1%	198,750	-11.7%	198,750	-18.5%	195.7
2019	81	-4%	188	-8%	0.43	105	-2%	15.57	111	93.5%	210,892	-3.9%	175,000	-18.0%	211,914	-2.0%	197.1
Jan-20	2	-71%	14	-13%	0.14	91	-16%	45.50	311	95.4%	207,500	-2.9%	238,250	24.1%	238,250	3.4%	193.9
Feb-20	6	0%	9	13%	0.67	89	-12%	14.83	157	90.8%	203,700	-4.2%	145,000	4.7%	178,333	22.6%	190.4
Mar-20	5	-29%	15	-17%	0.33	91	-14%	18.20	222	94.9%	204,200	-1.6%	192,000	-32.0%	213,300	-7.0%	190.8
Apr-20	4	-71%	9	-50%	0.44	66	-37%	16.50	111	89.3%	204,800	-3.6%	177,500	-17.8%	175,000	-27.7%	191.4
May-20	11	83%	63	142%	0.17	97	-12%	8.82	113	93.7%	210,000	-0.8%	210,000	22.4%	223,173	30.8%	196.3
Jun-20	12	100%	19	0%	0.63	96	-14%	8.00	65	94.5%	213,900	1.7%	256,500	47.8%	255,250	46.7%	199.9
Jul-20	21	133%	33	27%	0.64	102	-14%	4.86	64	94.5%	211,200	0.0%	203,000	-26.2%	210,548	-26.2%	197.4
Aug-20	11	22%	19	12%	0.58	107	-2%	9.73	67	95.2%	211,900	-0.7%	240,000	41.2%	275,909	26.1%	198.0
Sep-20	13	117%	12	-40%	1.08	92	-16%	7.08	85	92.6%	213,100	1.0%	188,000	24.5%	194,773	22.8%	199.2
Oct-20	10	67%	22	214%	0.45	84	-17%	8.40	126	94.4%	212,500	2.0%	273,000	47.0%	240,250	9.7%	198.6
Nov-20	5	67%	9	29%	0.56	77	-20%	15.40	38	96.0%	212,400	1.7%	229,000	76.8%	236,400	69.1%	198.5
Dec-20	4	100%	12	100%	0.33	76	-14%	19.00	63	93.0%	215,900	3.1%	291,000	46.4%	259,250	30.4%	201.8
2020	104	28%	236	26%	0.44	89	-15%	10.27	96	94.0%	210,092	-0.4%	216,000	23.4%	225,394	6.4%	196.4
Jan-21	3	50%	15	7%	0.20	84	-8%	28.00	186	90.8%	211,700	2.0%	194,900	-18.2%	196,633	-17.5%	197.9
Feb-21	10	67%	9	0%	1.11	78	-12%	7.80	105	95.0%	218,100	7.1%	240,250	65.7%	240,840	35.1%	203.8
Mar-21	17	240%	26	73%	0.65	85	-7%	5.00	107	94.6%	219,400	7.4%	245,000	27.6%	255,353	19.7%	205.0
Apr-21	21	425%	20	122%	1.05	71	8%	3.38	121	95.9%	226,200	10.4%	214,900	21.1%	216,319	23.6%	211.4
May-21	14	27%	15	-76%	0.93	71	-27%	5.07	71	98.0%	227,900	8.5%	251,250	19.6%	265,521	19.0%	213.0
Jun-21	14	17%	17	-11%	0.82	69	-28%	4.93	100	94.1%	230,100	7.6%	149,500	-41.7%	169,879	-33.4%	215.0
Jul-21	13	-38%	19	-42%	0.68	71	-30%	5.46	134	94.8%	227,300	7.6%	215,000	5.9%	223,808	6.3%	212.4
Aug-21	14	27%	13	-32%	1.08	66	-38%	4.71	121	96.8%	227,600	7.4%	155,395	-35.3%	226,535	-17.9%	212.7
Sep-21	18	38%	10	-17%	1.80	55	-40%	3.06	76	95.5%	229,500	7.7%	238,250	26.7%	243,486	25.0%	214.5
Oct-21	10	0%	9	-59%	1.11	44	-48%	4.40	96	94.8%	230,800	8.6%	317,500	16.3%	290,850	21.1%	215.7
Nov-21	9	80%	10	11%	0.90	41	-47%	4.56	95	96.2%	231,900	9.2%	306,000	33.6%	277,833	17.5%	216.7
Dec-21	7	75%	13	8%	0.54	42	-45%	6.00	77	94.3%	229,300	6.2%	169,000	-41.9%	239,000	-7.8%	214.3
2021	150	44%	176	-25%	0.85	65	-27%	5.18	103	95.5%	225,817	7.5%	230,000	6.5%	236,822	5.1%	211.0
Jan-22	8	167%	10	-33%	0.80	41	-51%	5.13	42	96.1%	232,700	9.9%	230,000	18.0%	237,806	20.9%	217.5
Feb-22	3	-70%	16	78%	0.19	51	-35%	17.00	22	97.9%	232,700	6.7%	315,900	31.5%	239,467	-0.6%	217.5
Mar-22	24	41%	20	-23%	1.20	43	-49%	1.79	78	97.6%	238,500	8.7%	252,000	2.9%	268,250	5.1%	222.9
Apr-22	10	-52%	7	-65%	1.43	36	-49%	3.60	79	97.7%	240,000	6.1%	269,650	25.5%	345,580	59.8%	224.3
May-22	16	14%	18	20%	0.89	37	-48%	2.31	99	96.1%	243,600	6.9%	229,500	-8.7%	208,456	-21.5%	227.7
Jun-22	10	-29%	26	53%	0.38	51	-26%	5.10	40	95.8%	247,100	7.4%	156,500	4.7%	226,704	33.5%	230.9
Jul-22	10	-23%	13	-32%	0.77	51	-28%	5.10	66	96.6%	248,800	9.5%	271,000	26.0%	277,890	24.2%	232.5
Aug-22	8	-43%	20	54%	0.40	60	-9%	7.50	27	97.4%	247,800	8.9%	269,250	73.3%	266,750	17.8%	231.6
Sep-22	10	-44%	13	30%	0.77	57	4%	5.70	55	96.5%	251,000	9.4%	255,750	7.3%	290,190	19.2%	234.6
Oct-22	10	0%	9	0%	1.11	54	23%	5.40	83	95.0%	249,800	8.2%	240,000	-24.4%	266,500	-8.4%	233.5
Nov-22	4	-56%	9	-10%	0.44	56	37%	14.00	77	95.0%	248,600	7.2%	287,000	-6.2%	287,000	3.3%	232.3
Dec-22	7	0%	8	-38%	0.88	48	14%	6.86	68	95.4%	239,100	4.3%	200,000	18.3%	269,714	12.9%	223.5
2022	120	-20%	169	-4%	0.71	49	-25%	4.88	67	96.8%	243,308	7.7%	248,250	7.9%	263,607	11.3%	227.4
Jan-23	4	-50%	9	-10%	0.44	50	22%	12.50	62	97.9%	243,800	4.8%	283,950	23.5%	288,850	21.5%	227.9
Feb-23	5	67%	14	-13%	0.36	51	0%	10.20	158	93.8%	243,400	4.6%	160,000	-49.4%	133,000	-44.5%	227.5
Mar-23	12	-50%	15	-25%	0.80	54	26%	4.50	58	96.4%	245,400	2.9%	287,500	14.1%	286,125	6.7%	229.3
Apr-23	11	10%	17	143%	0.65	53	47%	4.82	131	95.4%	253,100	5.5%	195,000	-27.7%	228,636	-33.8%	236.5
May-23	17	6%	26	44%	0.65	56	51%	3.29	111	96.2%	255,400	4.8%	235,000	2.4%	244,876	17.5%	238.7
Jun-23	16	60%	22	-15%	0.73	55	8%	3.44	75	96.7%	260,200	5.3%	221,500	41.5%	225,425	-0.6%	243.2
Jul-23	13	30%	14	8%	0.93	52	2%	4.00	39	95.8%	258,700	4.0%	257,500	-5.0%	249,165	-10.3%	241.8
Aug-23	9	13%	23	15%	0.39	63	5%	7.00	67	94.8%	262,200	5.8%	260,000	-3.4%	239,722	-10.1%	245.0
Sep-23	15	50%	10	-23%	1.50	53	-7%	3.53	69	97.3%	261,800	4.3%	239,000	-6.5%	247,360	-14.8%	244.7
Oct-23	7	-30%	6	-33%	1.17	47	-13%	6.71	90	94.3%	263,800	5.6%	205,000	-14.6%	238,000	-10.7%	246.5
Nov-23	13	225%	10	11%	1.30	36	-36%	2.77	84	95.8%	256,200	3.1%	257,000	-10.5%	244,992	-14.6%	239.4
Dec-23	4	-43%	9	13%	0.44	39	-19%	9.75	78	97.5%	255,000	6.6%	140,000	-30.0%	151,000	-44.0%	238.3
2023	126	5%	175	4%	0.72	51	4%	4.83	83	96.1%	254,917	4.8%	232,500	-6.3%	238,893	-9.4%	238.2
Jan-24	5	25%	10	11%	0.50	41	-18%	8.20	66	94.7%	258,300	5.9%	250,000	-12.0%	216,980	-24.9%	241.4
Feb-24	8	60%	12	-14%	0.67	40	-22%	5.00	112	95.4%	263,800	8.4%	319,000	99.4%	341,313	156.6%	246.5
Mar-24	14	17%	13	-13%	1.08	35	-35%	2.50	59	96.4%	266,000	8.4%	255,250	-11.2%	270,629	-5.4%	248.6
Apr-24	11	0%	11	-35%	1.00	31	-42%	2.82	58	95.6%	268,500	6.1%	191,000	-2.1%	222,664	-2.6%	250.9
May-24	14	-18%	13	-50%	1.08	28	-50%	2.00	27	97.3%	266,100	4.2%	240,000	2.1%	251,100	2.5%	248.7
Jun-24	14	-13%	15	-32%	0.93	25	-55%	1.79	84	99.0%	272,500	4.7%	265,000	19.6%	313,607	39.1%	254.7
Jul-24	8	-38%	20	43%	0.40	32	-38%	4.00	33	100.5%	272,500	5.3%	307,000	19.2%	278,625	11.8%	254.7
Aug-24																	
Sep-24																	

HUMBOLDT

	Sales	Y/Y%	New Listings	Y/Y%	S/NL Ratio	Inventory	Y/Y%	Months of Supply	DOM	SP/LP	Benchmark Price	Y/Y%	Median Price	Y/Y%	Average Price	Y/Y%	Index
Jan-13	4	33%	10	-41%	0.40	38	6%	9.50	70	96.7%	214,800	0.6%	267,500	170.2%	265,625	168.3%	200.2
Feb-13	8	-20%	16	33%	0.50	42	11%	5.25	83	93.9%	222,600	7.0%	228,000	4.6%	226,019	-5.6%	207.5
Mar-13	4	-60%	10	-29%	0.40	43	8%	10.75	60	94.6%	224,400	8.2%	297,500	5.9%	258,000	-5.0%	209.1
Apr-13	7	0%	26	117%	0.27	59	51%	8.43	87	91.0%	221,900	6.6%	222,000	23.3%	216,143	6.8%	206.8
May-13	10	25%	16	23%	0.63	59	51%	5.90	102	96.8%	220,600	2.5%	317,500	98.4%	292,275	67.4%	205.6
Jun-13	12	50%	18	13%	0.67	61	33%	5.08	119	97.3%	224,500	4.0%	369,750	53.1%	340,833	42.2%	209.2
Jul-13	11	-27%	16	33%	0.69	60	43%	5.45	54	95.9%	225,400	2.8%	206,000	-20.2%	211,045	-16.1%	210.1
Aug-13	10	25%	15	0%	0.67	59	31%	5.90	54	94.0%	228,800	4.9%	243,000	-4.9%	249,100	0.8%	213.2
Sep-13	12	140%	24	33%	0.50	64	16%	5.33	64	96.9%	228,000	5.8%	230,500	39.7%	241,658	65.3%	212.5
Oct-13	14	27%	15	7%	0.93	56	12%	4.00	69	94.8%	228,400	5.3%	220,500	14.5%	240,748	21.1%	212.9
Nov-13	10	-23%	5	25%	2.00	45	15%	4.50	126	97.0%	225,300	3.7%	278,500	19.0%	279,100	10.1%	210.0
Dec-13	6	50%	7	40%	0.86	41	21%	6.83	84	98.2%	223,400	3.3%	343,000	78.0%	311,483	57.8%	208.2
2013	108	6%	178	17%	0.61	52	25%	5.81	82	95.8%	224,008	4.5%	247,500	15.4%	260,844	16.2%	208.8
Jan-14	6	50%	11	10%	0.55	33	-13%	5.50	112	94.8%	222,000	3.4%	200,000	-25.2%	217,300	-18.2%	206.9
Feb-14	3	-63%	15	-6%	0.20	40	-5%	13.33	140	94.0%	219,900	-1.2%	266,000	16.4%	302,000	33.6%	204.9
Mar-14	4	0%	15	50%	0.27	45	5%	11.25	57	96.8%	221,600	-1.2%	183,000	-38.5%	194,750	-24.5%	206.5
Apr-14	9	29%	22	-15%	0.41	53	-10%	5.89	76	96.1%	223,800	0.9%	260,000	17.1%	275,778	27.6%	208.6
May-14	15	50%	29	81%	0.52	63	7%	4.20	64	96.0%	225,400	2.2%	235,000	-26.0%	260,227	-11.0%	210.1
Jun-14	14	17%	16	-11%	0.88	60	-2%	4.29	48	97.9%	228,800	1.9%	237,000	-35.9%	239,943	-29.6%	213.2
Jul-14	11	0%	27	69%	0.41	63	5%	5.73	73	93.7%	227,400	0.9%	235,000	14.1%	214,264	1.5%	211.9
Aug-14	11	10%	25	67%	0.44	67	14%	6.09	44	95.9%	228,300	-0.2%	265,000	9.1%	263,124	5.6%	212.8
Sep-14	6	-50%	16	-33%	0.38	69	8%	11.50	84	92.6%	227,800	-0.1%	168,500	-26.9%	190,333	-21.2%	212.3
Oct-14	4	-71%	15	0%	0.27	58	4%	14.50	71	94.4%	230,000	0.7%	262,500	19.0%	276,250	14.7%	214.4
Nov-14	5	-50%	17	240%	0.29	49	9%	9.80	47	94.3%	225,900	0.3%	180,000	-35.4%	233,200	-16.4%	210.5
Dec-14	1	-83%	9	29%	0.11	52	27%	52.00	122	92.6%	225,400	0.9%	202,900	-40.8%	202,900	-34.9%	210.1
2014	89	-18%	217	22%	0.41	54	4%	7.33	68	95.5%	225,525	0.7%	235,000	-5.1%	242,703	-7.0%	210.2
Jan-15	2	-67%	14	27%	0.14	56	70%	28.00	76	93.2%	223,000	0.5%	218,500	9.3%	218,500	0.6%	207.8
Feb-15	5	67%	12	-20%	0.42	55	38%	11.00	101	94.7%	224,800	2.2%	145,000	-45.5%	173,000	-42.7%	209.5
Mar-15	5	25%	24	60%	0.21	64	42%	12.80	78	96.0%	228,100	2.9%	231,000	26.2%	263,700	35.4%	212.6
Apr-15	12	33%	31	41%	0.39	75	42%	6.25	69	94.6%	231,100	3.3%	210,000	-19.2%	202,200	-26.7%	215.4
May-15	12	-20%	15	-48%	0.80	74	17%	6.17	62	96.4%	224,900	-0.2%	284,750	21.2%	293,150	12.7%	209.6
Jun-15	4	-71%	18	13%	0.22	79	32%	19.75	29	95.8%	226,500	-1.0%	292,500	23.4%	273,750	14.1%	211.1
Jul-15	4	-64%	15	-44%	0.27	81	29%	20.25	123	94.1%	231,600	1.8%	320,000	36.2%	305,750	42.7%	215.8
Aug-15	10	-9%	7	-72%	1.43	71	6%	7.10	96	97.2%	232,000	1.6%	200,500	-24.3%	203,150	-22.8%	216.2
Sep-15	9	50%	18	13%	0.50	67	-3%	7.44	94	96.4%	227,200	-0.3%	280,000	66.2%	296,833	56.0%	211.7
Oct-15	6	50%	17	13%	0.35	66	14%	11.00	71	96.9%	229,000	-0.4%	164,000	-37.5%	185,167	-33.0%	213.4
Nov-15	6	20%	11	-35%	0.55	60	22%	10.00	152	93.5%	233,600	3.4%	257,500	43.1%	260,167	11.6%	217.7
Dec-15	2	100%	13	44%	0.15	65	25%	32.50	115	96.0%	231,700	2.8%	213,000	5.0%	213,000	5.0%	215.9
2015	77	-13%	195	-10%	0.39	68	25%	10.56	86	95.6%	228,625	1.4%	236,000	0.4%	242,645	0.0%	213.1
Jan-16	1	-50%	12	-14%	0.08	68	21%	68.00	62	93.9%	230,200	3.2%	200,000	-8.5%	200,000	-8.5%	214.5
Feb-16	4	-20%	17	42%	0.24	76	38%	19.00	98	94.8%	226,100	0.6%	187,000	29.0%	206,750	19.5%	210.7
Mar-16	3	-40%	18	-25%	0.17	76	19%	25.33	149	94.2%	228,700	0.3%	154,000	-33.3%	162,667	-38.3%	213.1
Apr-16	8	-33%	28	-10%	0.29	87	16%	10.88	62	94.3%	224,400	-2.9%	284,500	35.5%	270,000	33.5%	209.1
May-16	7	-42%	15	0%	0.47	83	12%	11.86	98	94.4%	225,900	0.4%	185,000	-35.0%	257,714	-12.1%	210.5
Jun-16	4	0%	20	11%	0.20	88	11%	22.00	65	95.5%	227,600	0.5%	338,500	15.7%	330,500	20.7%	212.1
Jul-16	7	75%	17	13%	0.41	84	4%	12.00	58	94.4%	230,600	-0.4%	189,900	-40.7%	240,271	-21.4%	214.9
Aug-16	9	-10%	15	114%	0.60	83	17%	9.22	61	98.3%	229,700	-1.0%	229,000	14.2%	250,611	23.4%	214.1
Sep-16	7	-22%	17	-6%	0.41	84	25%	12.00	134	95.4%	229,900	1.2%	185,000	-33.9%	225,786	-23.9%	214.3
Oct-16	9	50%	15	-12%	0.60	86	30%	9.56	122	93.9%	228,600	-0.2%	275,000	67.7%	273,056	47.5%	213.0
Nov-16	6	0%	17	55%	0.35	88	47%	14.67	48	94.8%	226,400	-3.1%	240,250	-6.7%	244,317	-6.1%	211.0
Dec-16	3	50%	4	-69%	0.75	75	15%	25.00	109	91.0%	222,100	-4.1%	300,000	40.8%	316,667	48.7%	207.0
2016	68	-12%	195	0%	0.35	82	20%	14.38	87	94.8%	227,517	-0.5%	230,750	-2.2%	252,828	4.2%	212.0
Jan-17	2	100%	13	8%	0.15	80	18%	40.00	261	89.4%	225,600	-2.0%	147,500	-26.3%	147,500	-26.3%	210.3
Feb-17	1	-75%	8	-53%	0.13	83	9%	83.00	82	95.2%	222,900	-1.4%	238,000	27.3%	238,000	15.1%	207.7
Mar-17	6	100%	20	11%	0.30	86	13%	14.33	126	95.0%	224,300	-1.9%	304,000	97.4%	315,167	93.8%	209.0
Apr-17	4	-50%	18	-36%	0.22	87	0%	21.75	69	96.8%	230,300	2.6%	289,500	1.8%	321,100	18.9%	214.6
May-17	13	86%	19	27%	0.68	83	0%	6.38	94	95.5%	230,400	2.0%	222,500	20.3%	231,338	-10.2%	214.7
Jun-17	12	200%	21	5%	0.57	77	-13%	6.42	98	94.3%	228,000	0.2%	217,500	-35.7%	246,325	-25.5%	212.5
Jul-17	6	-14%	15	-12%	0.40	81	-4%	13.50	86	91.4%	228,800	-0.8%	201,250	6.0%	199,108	-17.1%	213.2
Aug-17	7	-22%	15	0%	0.47	84	1%	12.00	100	95.2%	227,000	-1.2%	303,000	32.3%	284,500	13.5%	211.6
Sep-17	9	29%	10	-41%	0.90	67	-20%	7.44	89	95.1%	227,100	-1.2%	212,000	14.6%	213,667	-5.4%	211.6
Oct-17	9	0%	14	-7%	0.64	64	-26%	7.11	143	93.8%	224,600	-1.7%	259,000	-5.8%	255,611	-6.4%	209.3
Nov-17	4	-33%	10	-41%	0.40	65	-26%	16.25	155	91.3%	221,600	-2.1%	267,000	11.1%	314,750	28.8%	206.5
Dec-17	2	-33%	6	50%	0.33	64	-15%	32.00	114	94.4%	227,700	2.5%	250,000	-16.7%	250,000	-21.1%	212.2
2017	75	10%	169	-13%	0.44	77	-6%	12.28	109	94.4%	226,525	-0.4%	233,500	1.2%	251,205	-0.6%	211.1
Jan-18	4	100%	7	-46%	0.57	65	-19%	16.25	126	91.4%	223,700	-0.8%	115,500	-21.7%	134,375	-8.9%	208.5
Feb-18	2	100%	12	50%	0.17	71	-14%	35.50	62	92.4%	224,600	0.8%	157,000	-34.0%	157,000	-34.0%	209.3
Mar-18	4	-33%	13	-35%	0.31	76	-12%	19.00	140	89.0%	221,500	-1.2%	195,000	-35.9%	168,500	-46.5%	206.4
Apr-18	4	0%	12	-33%	0.33	74	-15%	18.50	55	93.5%	218,500	-5.1%	188,000	-35.1%	200,875	-37.4%	203.6
May-18	18	38%	26	37%	0.69	72	-13%	4.00	98	94.7%	220,700	-4.2%	223,250	0.3%	254,833	10.2%	205.7
Jun-18	5	-58%	16	-24%	0.31	79	3%	15.80	105	95.2%	221,600	-2.8%	180,000	-17.2%	175,000	-29.0%	206.5
Jul-18	4	-33%	20	33%	0.20	87	7%	21.75	96	90.7%	223,800	-2.2%	177,500	-11.8%	172,475	-13.4%	208.6
Aug-18	7	0%	16	7%	0.44	92	10%	13.14	110	94.1%	224,100	-1.3					

