

New and Used Housing Demand

January 2021-December 2023

| Sold Month | New Housing | | | Used Housing | | | TOTAL | | |
|---------------|-------------|---------------|---------------|--------------|----------------|----------------|-------|----------------|----------------|
| | Loans | Sales Price | Loans Amount | Loans | Sales Price | Loans Amount | Loans | Sales Price | Loans Amount |
| January 2021 | 53 | \$ 14,088,353 | \$ 12,229,321 | 868 | \$ 145,544,945 | \$ 131,844,279 | 921 | \$ 159,633,298 | \$ 144,073,600 |
| February | 97 | \$ 22,914,164 | \$ 19,390,821 | 1,049 | \$ 177,358,624 | \$ 158,648,928 | 1,146 | \$ 200,272,788 | \$ 178,039,749 |
| March | 113 | \$ 30,673,763 | \$ 26,078,843 | 1,106 | \$ 204,017,269 | \$ 176,396,749 | 1,219 | \$ 234,691,032 | \$ 202,475,592 |
| April | 86 | \$ 18,706,706 | \$ 16,208,349 | 977 | \$ 165,975,531 | \$ 149,003,800 | 1,063 | \$ 184,682,237 | \$ 165,212,149 |
| May | 83 | \$ 17,261,138 | \$ 15,559,374 | 1,094 | \$ 204,370,081 | \$ 175,418,399 | 1,177 | \$ 221,631,219 | \$ 190,977,773 |
| June | 70 | \$ 15,615,740 | \$ 13,318,066 | 999 | \$ 185,720,670 | \$ 160,611,933 | 1,069 | \$ 201,336,410 | \$ 173,929,999 |
| July | 88 | \$ 16,450,264 | \$ 14,630,940 | 1,124 | \$ 186,630,148 | \$ 166,711,677 | 1,212 | \$ 203,080,412 | \$ 181,342,617 |
| August | 99 | \$ 25,041,910 | \$ 21,148,363 | 1,114 | \$ 193,536,604 | \$ 171,374,389 | 1,213 | \$ 218,578,514 | \$ 192,522,752 |
| September | 95 | \$ 19,104,849 | \$ 16,863,413 | 984 | \$ 163,644,430 | \$ 144,078,956 | 1,079 | \$ 182,749,279 | \$ 160,942,369 |
| October | 77 | \$ 25,550,956 | \$ 20,615,547 | 999 | \$ 174,670,345 | \$ 151,693,333 | 1,076 | \$ 200,221,301 | \$ 172,308,880 |
| November | 102 | \$ 29,583,777 | \$ 24,092,432 | 921 | \$ 168,591,072 | \$ 148,270,842 | 1,023 | \$ 198,174,849 | \$ 172,363,274 |
| December | 56 | \$ 15,801,315 | \$ 13,614,590 | 1,030 | \$ 184,272,989 | \$ 162,151,076 | 1,086 | \$ 200,074,304 | \$ 175,765,666 |
| January 2022 | 138 | \$ 33,386,357 | \$ 27,303,686 | 679 | \$ 127,611,653 | \$ 109,835,539 | 817 | \$ 160,998,010 | \$ 137,139,225 |
| February | 73 | \$ 14,138,017 | \$ 12,740,580 | 810 | \$ 136,771,349 | \$ 118,586,544 | 883 | \$ 150,909,366 | \$ 131,327,124 |
| March | 83 | \$ 21,605,839 | \$ 16,472,432 | 993 | \$ 186,937,476 | \$ 157,680,075 | 1,076 | \$ 208,543,315 | \$ 174,152,507 |
| April | 59 | \$ 10,433,775 | \$ 8,744,387 | 809 | \$ 146,306,938 | \$ 125,966,071 | 868 | \$ 156,740,713 | \$ 134,710,458 |
| May | 111 | \$ 23,623,794 | \$ 19,376,329 | 973 | \$ 173,064,464 | \$ 146,849,316 | 1,084 | \$ 196,688,258 | \$ 166,225,645 |
| June | 81 | \$ 21,221,014 | \$ 16,878,071 | 949 | \$ 174,681,630 | \$ 146,382,147 | 1,030 | \$ 195,902,644 | \$ 163,260,218 |
| July | 52 | \$ 22,518,563 | \$ 16,764,549 | 799 | \$ 134,764,043 | \$ 114,203,496 | 851 | \$ 157,282,606 | \$ 130,968,045 |
| August | 84 | \$ 23,874,140 | \$ 19,641,179 | 923 | \$ 162,144,838 | \$ 137,268,889 | 1,007 | \$ 186,018,978 | \$ 156,910,068 |
| September | 44 | \$ 11,231,821 | \$ 9,558,754 | 658 | \$ 119,272,495 | \$ 100,901,678 | 702 | \$ 130,504,316 | \$ 110,460,432 |
| October | 96 | \$ 18,668,750 | \$ 15,880,354 | 868 | \$ 151,094,634 | \$ 126,402,219 | 964 | \$ 169,763,384 | \$ 142,282,573 |
| November | 59 | \$ 13,608,002 | \$ 11,748,926 | 729 | \$ 127,235,365 | \$ 106,976,545 | 788 | \$ 140,843,367 | \$ 118,725,471 |
| December | 73 | \$ 28,484,811 | \$ 21,461,257 | 772 | \$ 141,497,039 | \$ 117,513,096 | 845 | \$ 169,981,850 | \$ 138,974,353 |
| January 2023 | 46 | \$ 16,395,435 | \$ 12,872,037 | 563 | \$ 98,569,416 | \$ 82,326,326 | 609 | \$ 114,964,851 | \$ 95,198,363 |
| February | 42 | \$ 7,869,709 | \$ 6,629,739 | 726 | \$ 124,981,585 | \$ 104,206,842 | 768 | \$ 132,851,294 | \$ 110,836,581 |
| March | 82 | \$ 19,934,946 | \$ 16,647,962 | 947 | \$ 156,262,157 | \$ 131,136,850 | 1,029 | \$ 176,197,103 | \$ 147,784,812 |
| April | 77 | \$ 20,290,996 | \$ 16,637,414 | 754 | \$ 133,060,950 | \$ 109,666,896 | 831 | \$ 153,351,946 | \$ 126,304,310 |
| May | 74 | \$ 24,684,669 | \$ 18,720,218 | 960 | \$ 173,439,788 | \$ 143,996,628 | 1,034 | \$ 198,124,457 | \$ 162,716,846 |
| June | 67 | \$ 18,411,538 | \$ 14,728,396 | 857 | \$ 163,531,264 | \$ 135,760,910 | 924 | \$ 181,942,802 | \$ 150,489,306 |
| July | 71 | \$ 25,860,076 | \$ 21,485,336 | 770 | \$ 139,859,694 | \$ 115,314,478 | 841 | \$ 165,719,770 | \$ 136,799,814 |
| August | 72 | \$ 19,925,045 | \$ 16,738,413 | 934 | \$ 175,927,609 | \$ 145,277,930 | 1,006 | \$ 195,852,654 | \$ 162,016,343 |
| September | 75 | \$ 24,653,927 | \$ 20,143,368 | 827 | \$ 167,372,471 | \$ 133,973,340 | 902 | \$ 192,026,398 | \$ 154,116,708 |
| October | 59 | \$ 18,248,782 | \$ 15,294,627 | 841 | \$ 158,945,543 | \$ 129,054,351 | 900 | \$ 177,194,325 | \$ 144,348,978 |
| November | 47 | \$ 15,426,467 | \$ 13,017,986 | 736 | \$ 145,227,018 | \$ 116,945,158 | 783 | \$ 160,653,485 | \$ 129,963,144 |
| December | 73 | \$ 33,683,676 | \$ 24,564,594 | 779 | \$ 143,618,315 | \$ 115,694,396 | 852 | \$ 177,301,991 | \$ 140,258,990 |

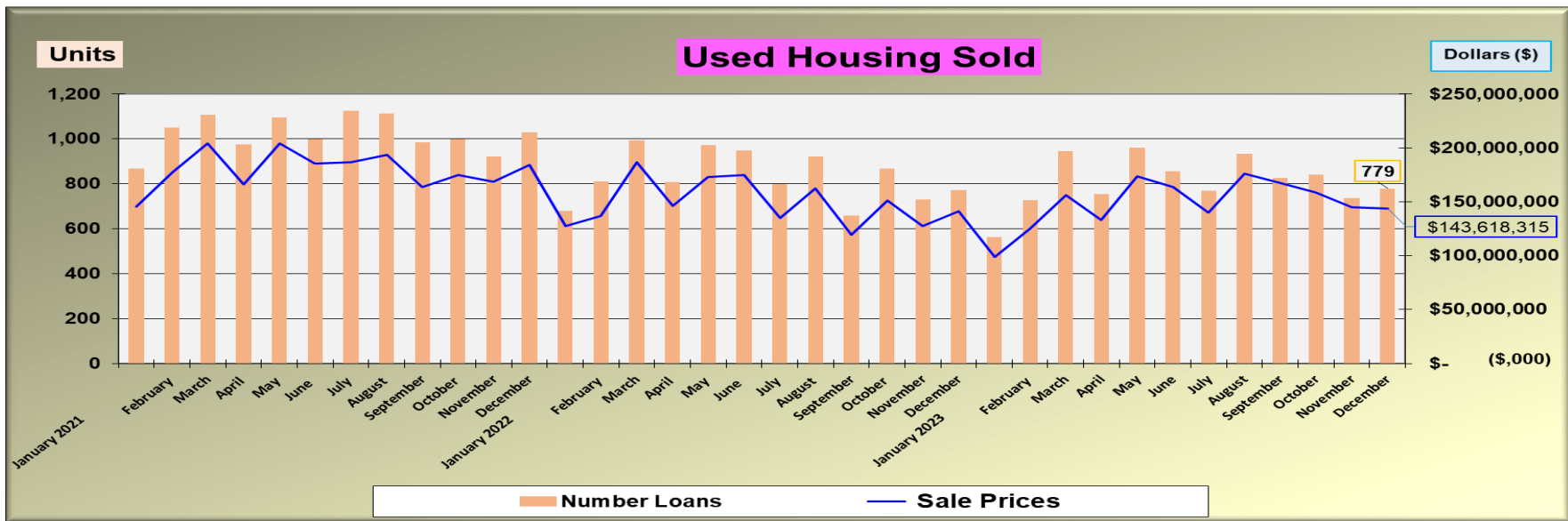
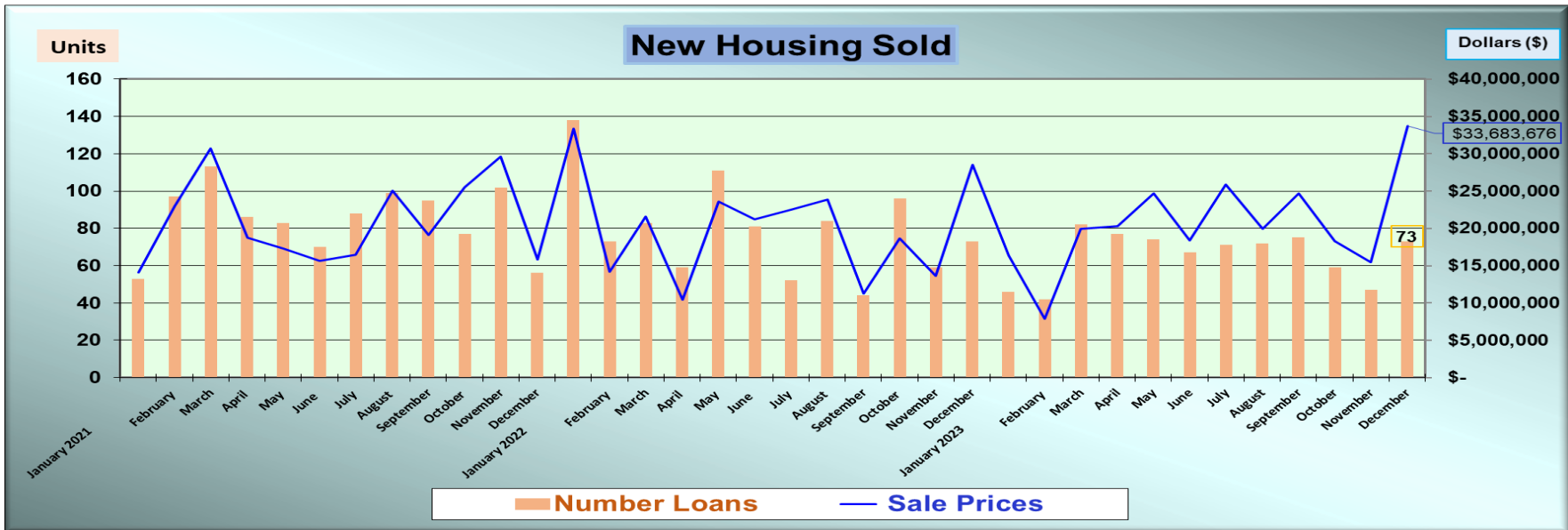
| New Housing | |
|----------------|----------------------|
| Total | 2,757 \$ 738,973,084 |
| Average prices | 7.95% \$ 268,035 |

| Used Housing | |
|----------------|-------------------------|
| Total | 31,921 \$ 5,716,510,442 |
| Average prices | 92.05% \$ 179,083 |

| TOTAL | |
|-------------|------------------|
| Number | 34,678 |
| Amount (\$) | \$ 6,455,483,526 |

*Only Purchase and Sale, not Refinancing or Commercial

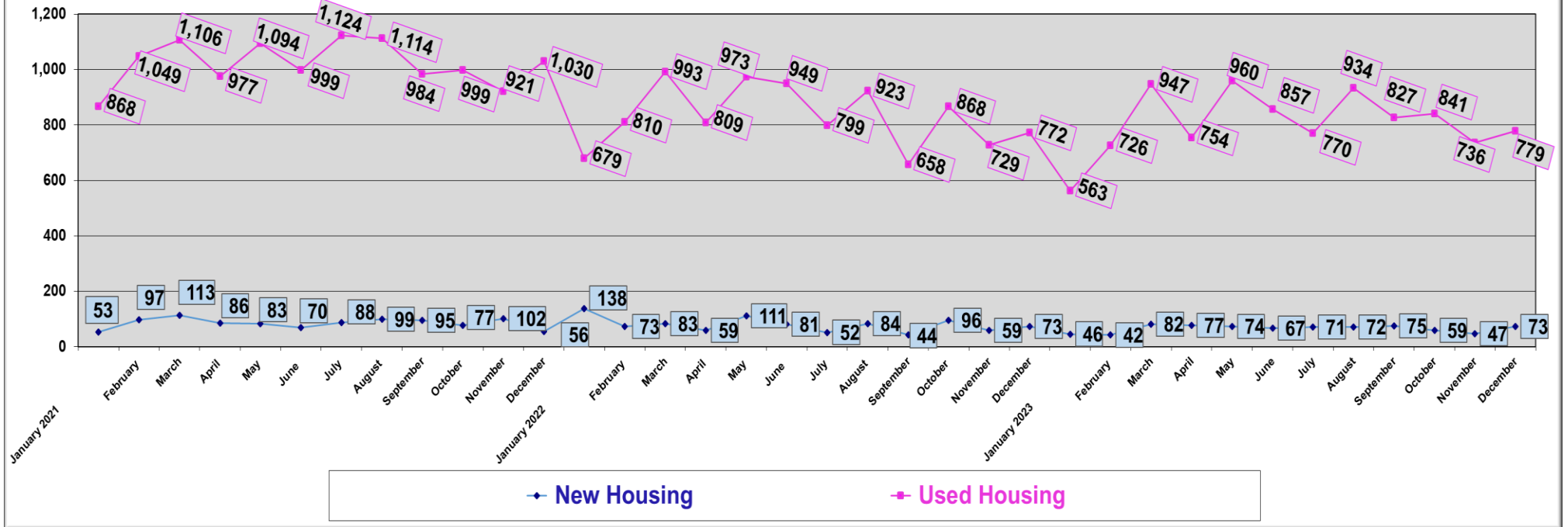
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Number of Units Sold New and Used



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