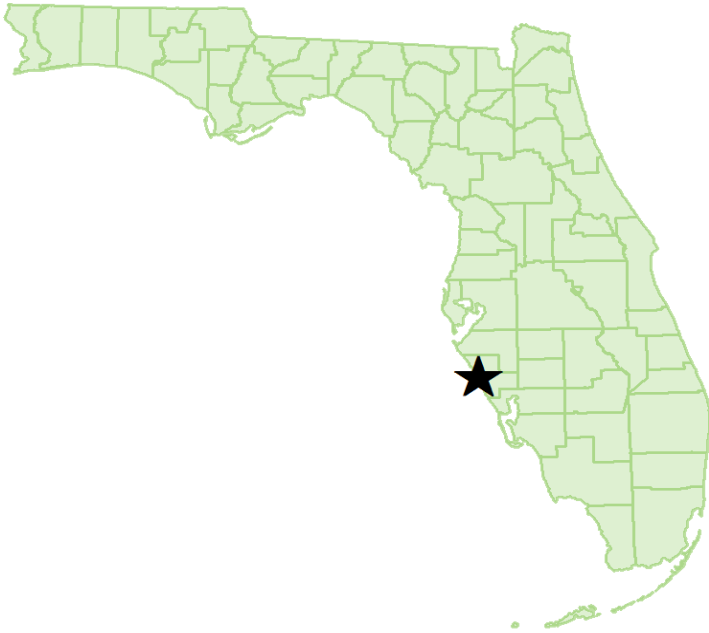


Monthly Market Detail - July 2024

Manufactured Homes

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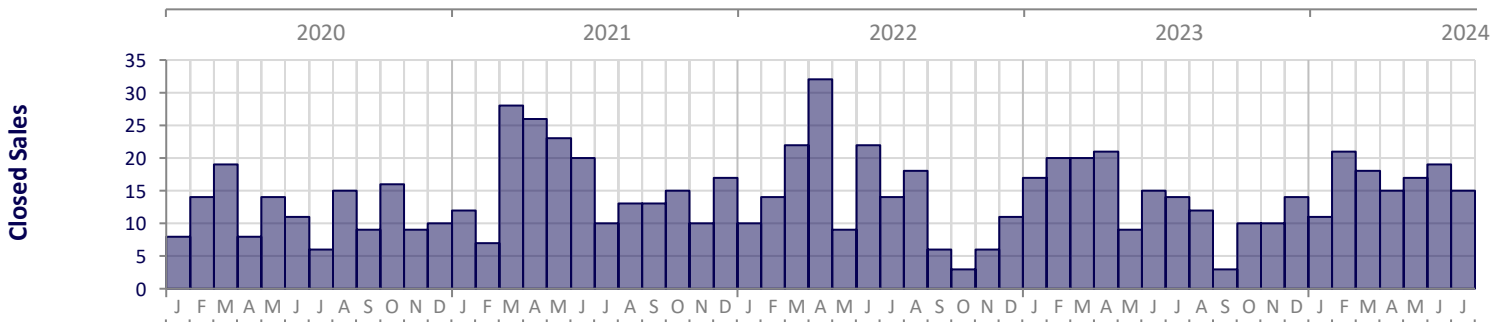
Summary Statistics	July 2024	July 2023	Percent Change Year-over-Year
Closed Sales	15	14	7.1%
Paid in Cash	14	13	7.7%
Median Sale Price	\$170,000	\$155,000	9.7%
Average Sale Price	\$150,727	\$164,179	-8.2%
Dollar Volume	\$2.3 Million	\$2.3 Million	-1.6%
Median Percent of Original List Price Received	87.2%	89.8%	-2.9%
Median Time to Contract	48 Days	22 Days	118.2%
Median Time to Sale	117 Days	62 Days	88.7%
New Pending Sales	14	12	16.7%
New Listings	22	18	22.2%
Pending Inventory	12	13	-7.7%
Inventory (Active Listings)	94	43	118.6%
Months Supply of Inventory	6.8	3.2	112.5%

Closed Sales

The number of sales transactions which closed during the month

Economists' note : Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a month's sales to the amount of sales in the same month in the previous year), rather than changes from one month to the next.

Month	Closed Sales	Percent Change Year-over-Year
Year-to-Date	116	0.0%
July 2024	15	7.1%
June 2024	19	26.7%
May 2024	17	88.9%
April 2024	15	-28.6%
March 2024	18	-10.0%
February 2024	21	5.0%
January 2024	11	-35.3%
December 2023	14	27.3%
November 2023	10	66.7%
October 2023	10	233.3%
September 2023	3	-50.0%
August 2023	12	-33.3%
July 2023	14	0.0%



Monthly Market Detail - July 2024

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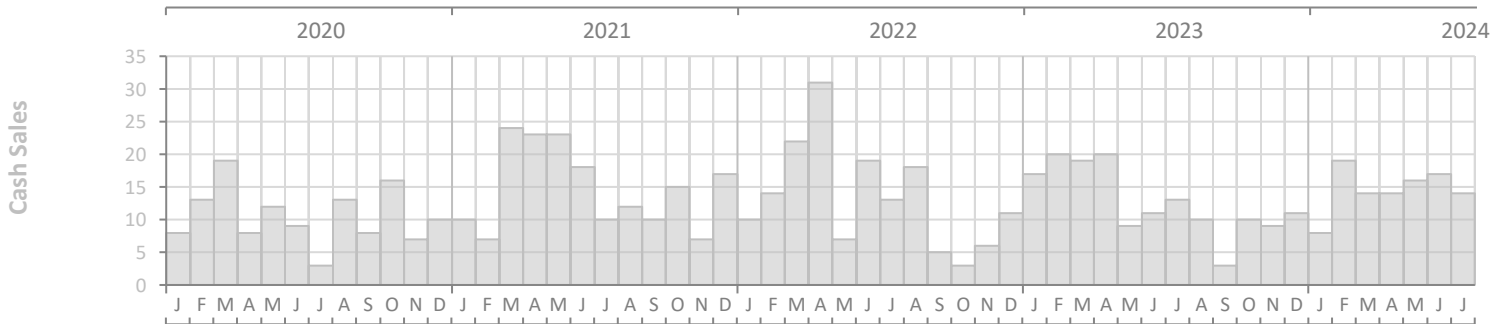


Cash Sales

The number of Closed Sales during the month in which buyers exclusively paid in cash

Economists' note : Cash Sales can be a useful indicator of the extent to which investors are participating in the market. Why? Investors are far more likely to have the funds to purchase a home available up front, whereas the typical homebuyer requires a mortgage or some other form of financing. There are, of course, many possible exceptions, so this statistic should be interpreted with care.

Month	Cash Sales	Percent Change Year-over-Year
Year-to-Date	102	-6.4%
July 2024	14	7.7%
June 2024	17	54.5%
May 2024	16	77.8%
April 2024	14	-30.0%
March 2024	14	-26.3%
February 2024	19	-5.0%
January 2024	8	-52.9%
December 2023	11	0.0%
November 2023	9	50.0%
October 2023	10	233.3%
September 2023	3	-40.0%
August 2023	10	-44.4%
July 2023	13	0.0%

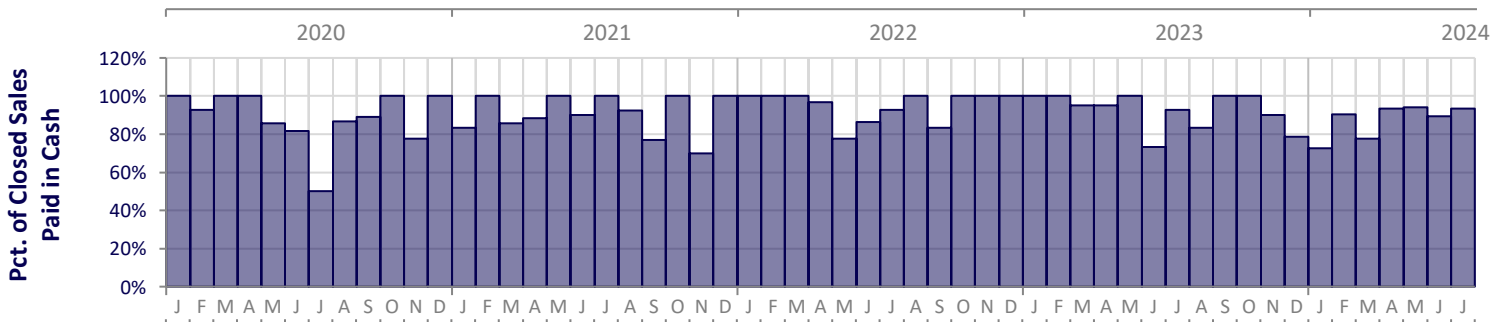


Cash Sales as a Percentage of Closed Sales

The percentage of Closed Sales during the month which were Cash Sales

Economists' note : This statistic is simply another way of viewing Cash Sales. The remaining percentages of Closed Sales (i.e. those not paid fully in cash) each month involved some sort of financing, such as mortgages, owner/seller financing, assumed loans, etc.

Month	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
Year-to-Date	87.9%	-6.5%
July 2024	93.3%	0.4%
June 2024	89.5%	22.1%
May 2024	94.1%	-5.9%
April 2024	93.3%	-2.0%
March 2024	77.8%	-18.1%
February 2024	90.5%	-9.5%
January 2024	72.7%	-27.3%
December 2023	78.6%	-21.4%
November 2023	90.0%	-10.0%
October 2023	100.0%	0.0%
September 2023	100.0%	20.0%
August 2023	83.3%	-16.7%
July 2023	92.9%	0.0%



Monthly Market Detail - July 2024

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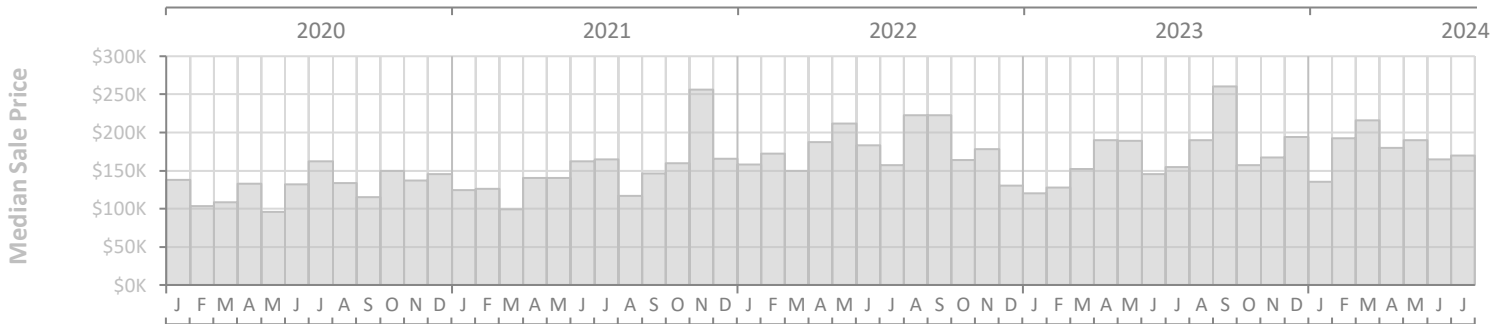


Median Sale Price

The median sale price reported for the month (i.e. 50% of sales were above and 50% of sales were below)

Economists' note : Median Sale Price is our preferred summary statistic for price activity because, unlike Average Sale Price, Median Sale Price is not sensitive to high sale prices for small numbers of homes that may not be characteristic of the market area. Keep in mind that median price trends over time are not always solely caused by changes in the general value of local real estate. Median sale price only reflects the values of the homes that *sold* each month, and the mix of the types of homes that sell can change over time.

Month	Median Sale Price	Percent Change Year-over-Year
Year-to-Date	\$175,000	15.1%
July 2024	\$170,000	9.7%
June 2024	\$165,000	13.8%
May 2024	\$190,000	0.5%
April 2024	\$180,000	-5.3%
March 2024	\$216,250	41.8%
February 2024	\$192,000	50.6%
January 2024	\$135,000	12.5%
December 2023	\$194,000	49.2%
November 2023	\$167,250	-6.0%
October 2023	\$157,500	-4.0%
September 2023	\$260,000	16.9%
August 2023	\$189,750	-14.7%
July 2023	\$155,000	-1.3%

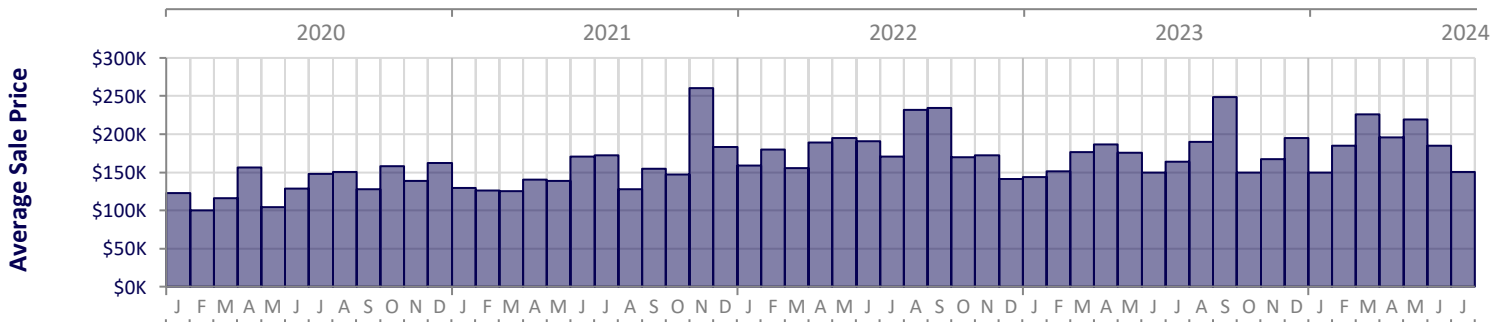


Average Sale Price

The average sale price reported for the month (i.e. total sales in dollars divided by the number of sales)

Economists' note : Usually, we prefer Median Sale Price over Average Sale Price as a summary statistic for home prices. However, Average Sale Price does have its uses—particularly when it is analyzed alongside the Median Sale Price. For one, the relative difference between the two statistics can provide some insight into the market for higher-end homes in an area.

Month	Average Sale Price	Percent Change Year-over-Year
Year-to-Date	\$190,069	15.8%
July 2024	\$150,727	-8.2%
June 2024	\$185,126	23.9%
May 2024	\$219,147	25.0%
April 2024	\$196,140	5.0%
March 2024	\$226,217	28.3%
February 2024	\$185,033	22.3%
January 2024	\$149,500	4.2%
December 2023	\$194,862	37.7%
November 2023	\$167,240	-3.1%
October 2023	\$149,730	-11.9%
September 2023	\$249,000	6.1%
August 2023	\$190,158	-18.1%
July 2023	\$164,179	-3.7%



Monthly Market Detail - July 2024

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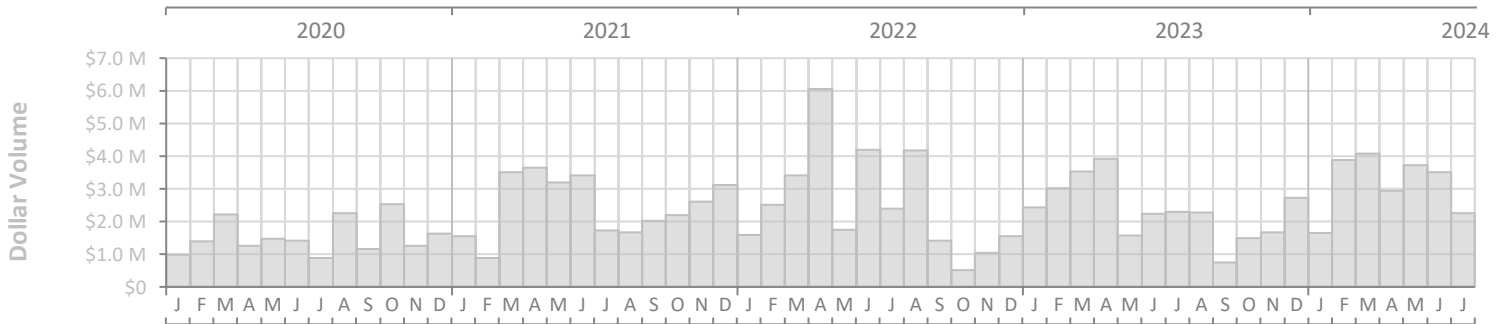


Dollar Volume

The sum of the sale prices for all sales which closed during the month

Economists' note : Dollar Volume is simply the sum of all sale prices in a given time period, and can quickly be calculated by multiplying Closed Sales by Average Sale Price. It is a strong indicator of the health of the real estate industry in a market, and is of particular interest to real estate professionals, investors, analysts, and government agencies. Potential home sellers and home buyers, on the other hand, will likely be better served by paying attention to trends in the two components of Dollar Volume (i.e. sales and prices) individually.

Month	Dollar Volume	Percent Change Year-over-Year
Year-to-Date	\$22.0 Million	15.8%
July 2024	\$2.3 Million	-1.6%
June 2024	\$3.5 Million	56.9%
May 2024	\$3.7 Million	136.1%
April 2024	\$2.9 Million	-25.0%
March 2024	\$4.1 Million	15.5%
February 2024	\$3.9 Million	28.4%
January 2024	\$1.6 Million	-32.6%
December 2023	\$2.7 Million	75.2%
November 2023	\$1.7 Million	61.4%
October 2023	\$1.5 Million	193.6%
September 2023	\$747,000	-47.0%
August 2023	\$2.3 Million	-45.4%
July 2023	\$2.3 Million	-3.7%

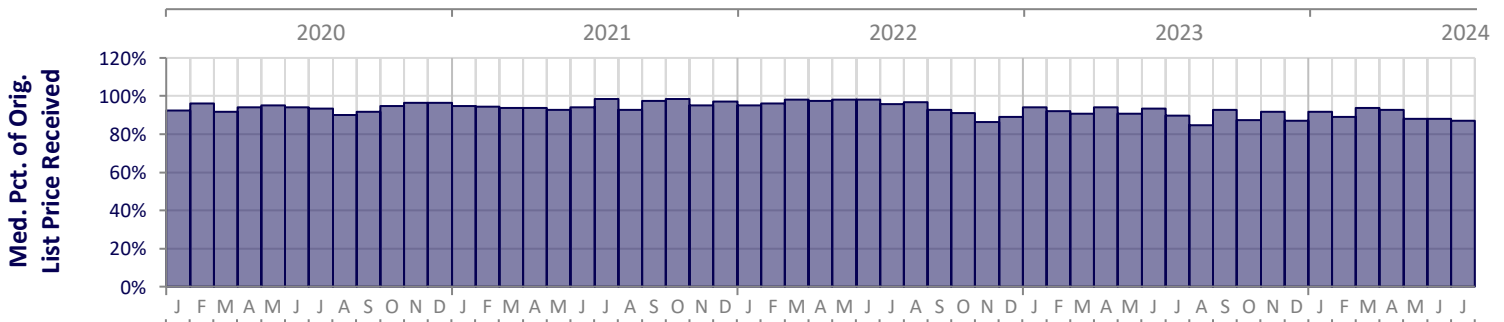


Median Percent of Original List Price Received

The median of the sale price (as a percentage of the original list price) across all properties selling during the month

Economists' note : The Median Percent of Original List Price Received is useful as an indicator of market recovery, since it typically rises as buyers realize that the market may be moving away from them and they need to match the selling price (or better it) in order to get a contract on the house. This is usually the last measure to indicate a market has shifted from down to up, so it is what we would call a *lagging* indicator.

Month	Med. Pct. of Orig. List Price Received	Percent Change Year-over-Year
Year-to-Date	91.7%	-0.9%
July 2024	87.2%	-2.9%
June 2024	88.1%	-5.6%
May 2024	88.0%	-3.0%
April 2024	92.7%	-1.4%
March 2024	93.9%	3.4%
February 2024	89.0%	-3.5%
January 2024	91.7%	-2.6%
December 2023	86.9%	-2.2%
November 2023	91.9%	6.5%
October 2023	87.4%	-4.1%
September 2023	92.9%	0.2%
August 2023	84.6%	-12.6%
July 2023	89.8%	-6.4%



Monthly Market Detail - July 2024

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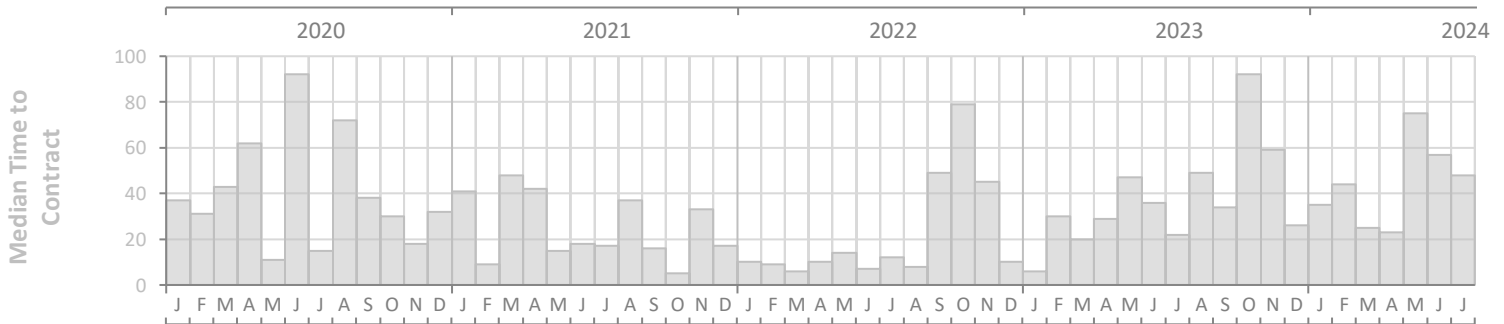


Median Time to Contract

The median number of days between the listing date and contract date for all Closed Sales during the month

Economists' note : Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the month. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

Month	Median Time to Contract	Percent Change Year-over-Year
Year-to-Date	35 Days	66.7%
July 2024	48 Days	118.2%
June 2024	57 Days	58.3%
May 2024	75 Days	59.6%
April 2024	23 Days	-20.7%
March 2024	25 Days	25.0%
February 2024	44 Days	46.7%
January 2024	35 Days	483.3%
December 2023	26 Days	160.0%
November 2023	59 Days	31.1%
October 2023	92 Days	16.5%
September 2023	34 Days	-30.6%
August 2023	49 Days	512.5%
July 2023	22 Days	83.3%

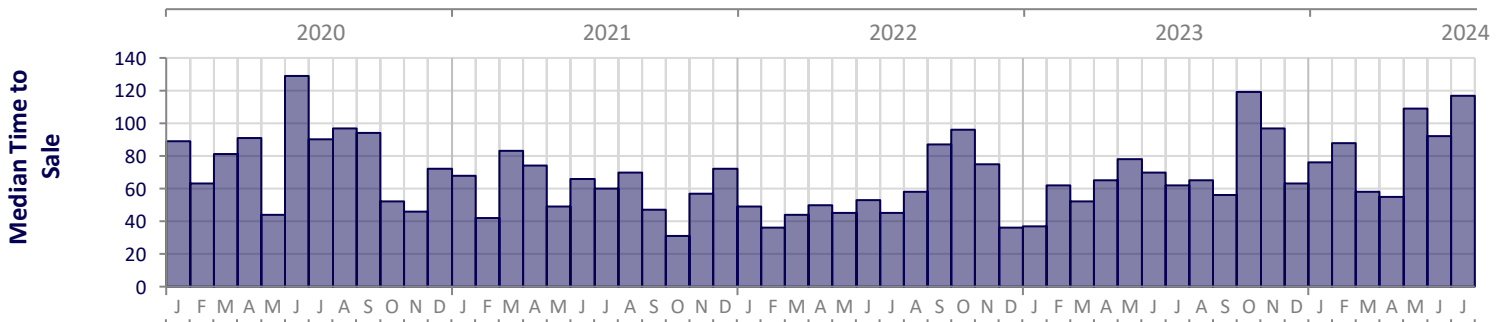


Median Time to Sale

The median number of days between the listing date and closing date for all Closed Sales during the month

Economists' note : Time to Sale is a measure of the length of the home selling process, calculated as the number of days between the initial listing of a property and the closing of the sale. *Median* Time to Sale is the amount of time the "middle" property selling this month was on the market. That is, 50% of homes selling this month took *less* time to sell, and 50% of homes took *more* time to sell. Median Time to Sale gives a more accurate picture than Average Time to Sale, which can be skewed upward by small numbers of properties taking an abnormally long time to sell.

Month	Median Time to Sale	Percent Change Year-over-Year
Year-to-Date	74 Days	25.4%
July 2024	117 Days	88.7%
June 2024	92 Days	31.4%
May 2024	109 Days	39.7%
April 2024	55 Days	-15.4%
March 2024	58 Days	11.5%
February 2024	88 Days	41.9%
January 2024	76 Days	105.4%
December 2023	63 Days	75.0%
November 2023	97 Days	29.3%
October 2023	119 Days	24.0%
September 2023	56 Days	-35.6%
August 2023	65 Days	12.1%
July 2023	62 Days	37.8%



Monthly Market Detail - July 2024

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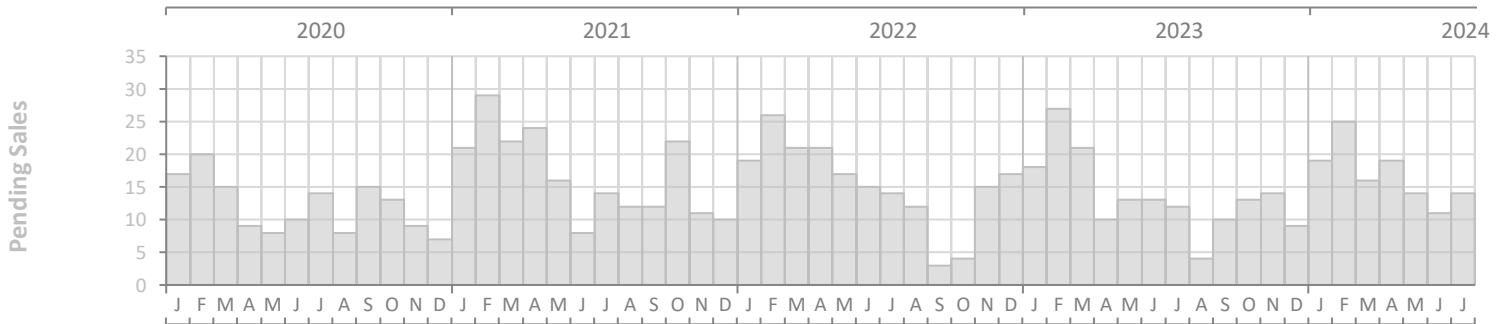


New Pending Sales

The number of listed properties that went under contract during the month

Economists' note : Because of the typical length of time it takes for a sale to close, economists consider Pending Sales to be a decent indicator of potential future Closed Sales. It is important to bear in mind, however, that not all Pending Sales will be closed successfully. So, the effectiveness of Pending Sales as a future indicator of Closed Sales is susceptible to changes in market conditions such as the availability of financing for homebuyers and the inventory of distressed properties for sale.

Month	New Pending Sales	Percent Change Year-over-Year
Year-to-Date	118	3.5%
July 2024	14	16.7%
June 2024	11	-15.4%
May 2024	14	7.7%
April 2024	19	90.0%
March 2024	16	-23.8%
February 2024	25	-7.4%
January 2024	19	5.6%
December 2023	9	-47.1%
November 2023	14	-6.7%
October 2023	13	225.0%
September 2023	10	233.3%
August 2023	4	-66.7%
July 2023	12	-14.3%

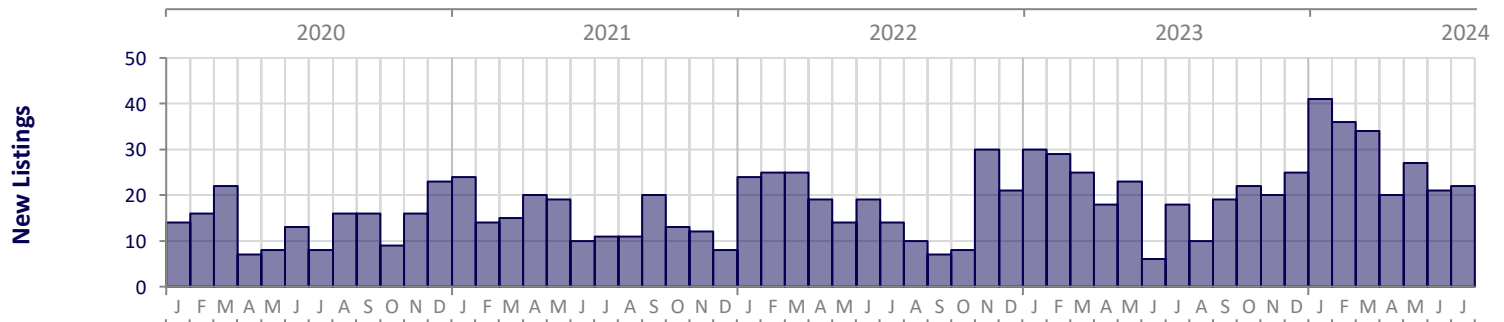


New Listings

The number of properties put onto the market during the month

Economists' note : New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

Month	New Listings	Percent Change Year-over-Year
Year-to-Date	201	34.9%
July 2024	22	22.2%
June 2024	21	250.0%
May 2024	27	17.4%
April 2024	20	11.1%
March 2024	34	36.0%
February 2024	36	24.1%
January 2024	41	36.7%
December 2023	25	19.0%
November 2023	20	-33.3%
October 2023	22	175.0%
September 2023	19	171.4%
August 2023	10	0.0%
July 2023	18	28.6%



Monthly Market Detail - July 2024

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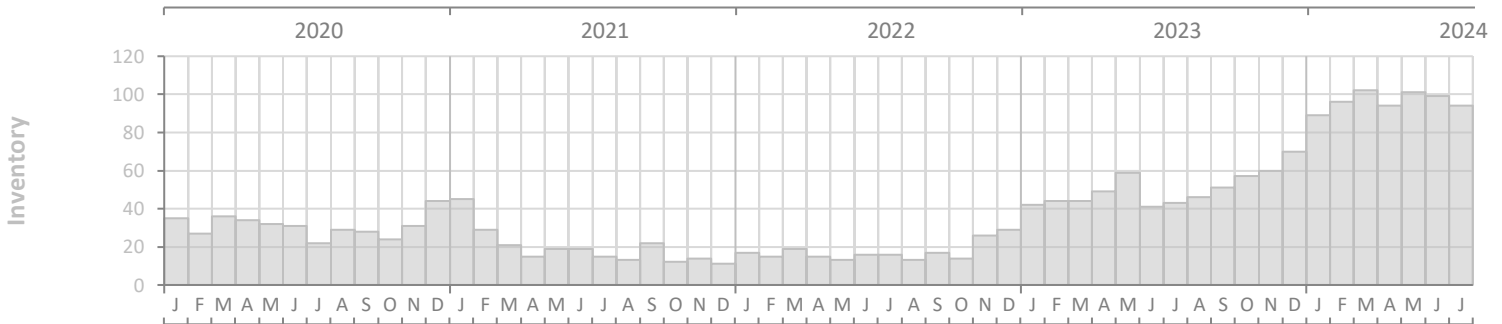


Inventory (Active Listings)

The number of property listings active at the end of the month

Economists' note : There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the month, and hold this number to compare with the same month the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

Month	Inventory	Percent Change Year-over-Year
YTD (Monthly Avg)	96	109.6%
July 2024	94	118.6%
June 2024	99	141.5%
May 2024	101	71.2%
April 2024	94	91.8%
March 2024	102	131.8%
February 2024	96	118.2%
January 2024	89	111.9%
December 2023	70	141.4%
November 2023	60	130.8%
October 2023	57	307.1%
September 2023	51	200.0%
August 2023	46	253.8%
July 2023	43	168.8%

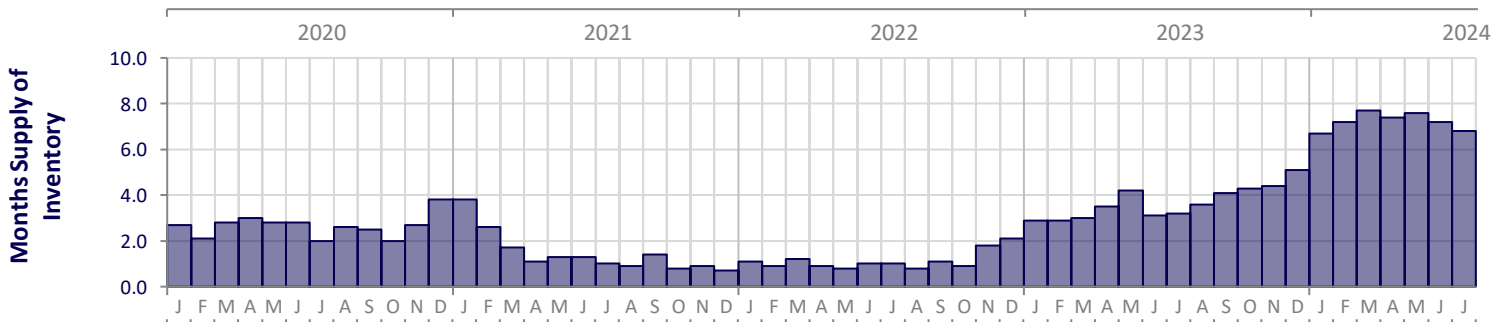


Months Supply of Inventory

An estimate of the number of months it will take to deplete the current Inventory given recent sales rates

Economists' note : MSI is a useful indicator of market conditions. The benchmark for a balanced market (favoring neither buyer nor seller) is 5.5 months of inventory. Anything higher is traditionally a buyers' market, and anything lower is a sellers' market. There is no single accepted way of calculating MSI. A common method is to divide current Inventory by the most recent month's Closed Sales count, but this count is a usually poor predictor of future Closed Sales due to seasonal cycles. To eliminate seasonal effects, we use the 12-month average of monthly Closed Sales instead.

Month	Months Supply	Percent Change Year-over-Year
YTD (Monthly Avg)	7.2	118.2%
July 2024	6.8	112.5%
June 2024	7.2	132.3%
May 2024	7.6	81.0%
April 2024	7.4	111.4%
March 2024	7.7	156.7%
February 2024	7.2	148.3%
January 2024	6.7	131.0%
December 2023	5.1	142.9%
November 2023	4.4	144.4%
October 2023	4.3	377.8%
September 2023	4.1	272.7%
August 2023	3.6	350.0%
July 2023	3.2	220.0%



Monthly Market Detail - July 2024

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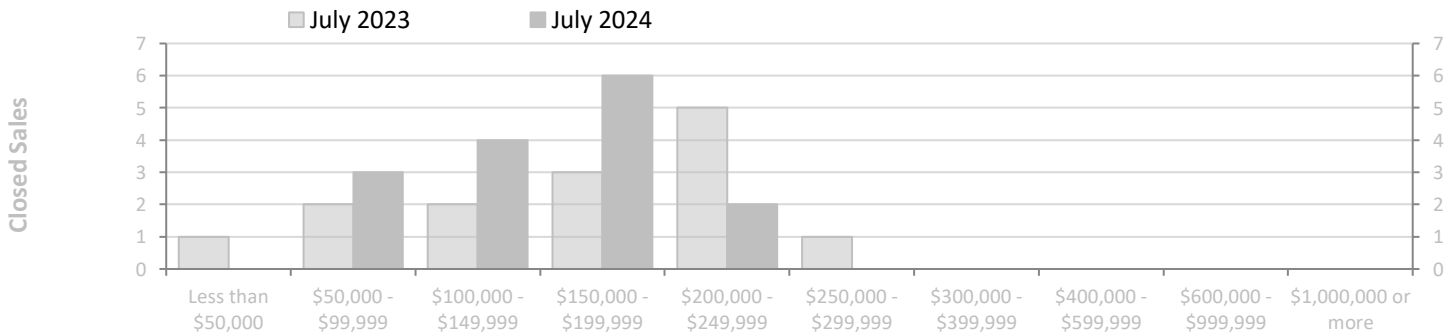
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Closed Sales by Sale Price

The number of sales transactions which closed during the month

Economists' note: Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a month's sales to the amount of sales in the same month in the previous year), rather than changes from one month to the next.

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	0	-100.0%
\$50,000 - \$99,999	3	50.0%
\$100,000 - \$149,999	4	100.0%
\$150,000 - \$199,999	6	100.0%
\$200,000 - \$249,999	2	-60.0%
\$250,000 - \$299,999	0	-100.0%
\$300,000 - \$399,999	0	N/A
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

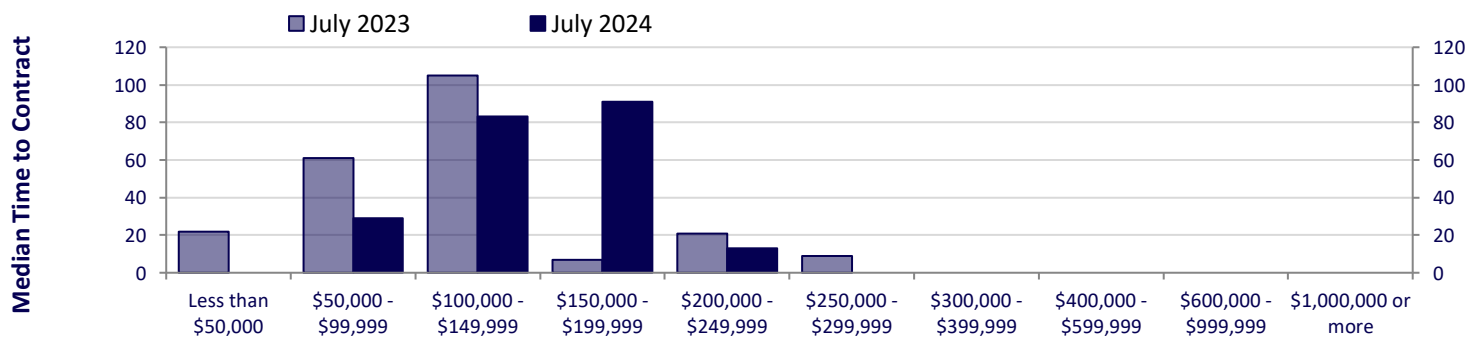


Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the month

Economists' note: Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the month. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than \$50,000	(No Sales)	N/A
\$50,000 - \$99,999	29 Days	-52.5%
\$100,000 - \$149,999	83 Days	-21.0%
\$150,000 - \$199,999	91 Days	1200.0%
\$200,000 - \$249,999	13 Days	-38.1%
\$250,000 - \$299,999	(No Sales)	N/A
\$300,000 - \$399,999	(No Sales)	N/A
\$400,000 - \$599,999	(No Sales)	N/A
\$600,000 - \$999,999	(No Sales)	N/A
\$1,000,000 or more	(No Sales)	N/A



Monthly Market Detail - July 2024

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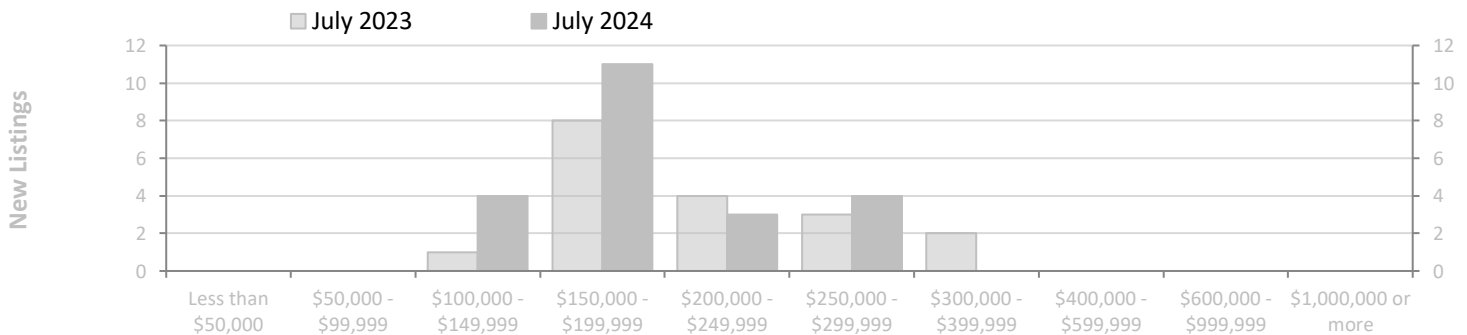


New Listings by Initial Listing Price

The number of properties put onto the market during the month

Economists' note: New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	0	N/A
\$100,000 - \$149,999	4	300.0%
\$150,000 - \$199,999	11	37.5%
\$200,000 - \$249,999	3	-25.0%
\$250,000 - \$299,999	4	33.3%
\$300,000 - \$399,999	0	-100.0%
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

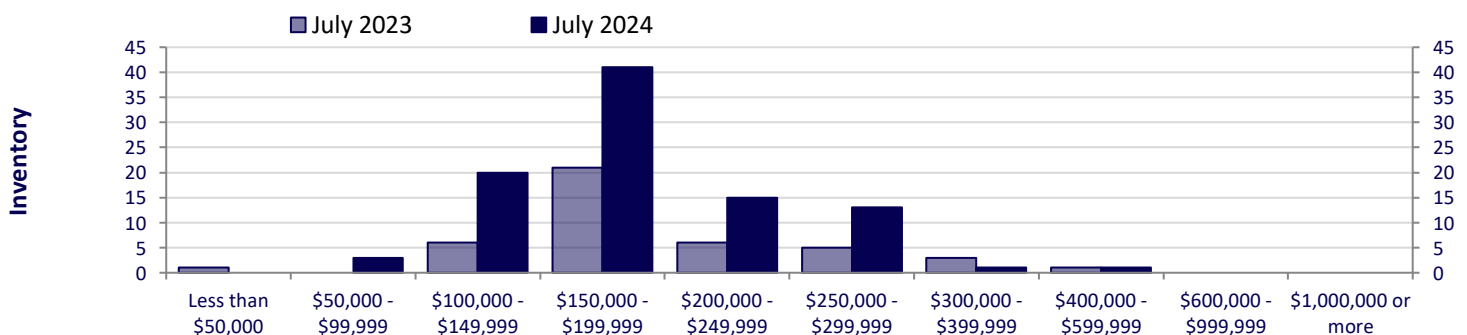


Inventory by Current Listing Price

The number of property listings active at the end of the month

Economists' note: There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the month, and hold this number to compare with the same month the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	0	-100.0%
\$50,000 - \$99,999	3	N/A
\$100,000 - \$149,999	20	233.3%
\$150,000 - \$199,999	41	95.2%
\$200,000 - \$249,999	15	150.0%
\$250,000 - \$299,999	13	160.0%
\$300,000 - \$399,999	1	-66.7%
\$400,000 - \$599,999	1	0.0%
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

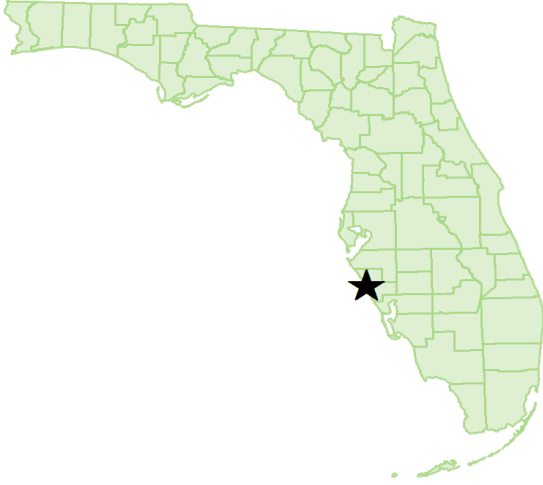


Monthly Distressed Market - July 2024

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		July 2024	July 2023	Percent Change Year-over-Year
Traditional	Closed Sales	15	14	7.1%
	Median Sale Price	\$170,000	\$155,000	9.7%
Foreclosure/REO	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

