

# Heartland Multiple Listing Service

Cass

Home Sales Report - Single Family New Homes

December 2019

|                             |  | SF Homes Sold # Bedrooms |           |                               | Cnd/Lft | Total               | Active    |
|-----------------------------|--|--------------------------|-----------|-------------------------------|---------|---------------------|-----------|
| Price Class                 |  | 0-2                      | 3         | 4+                            |         |                     |           |
| Under \$19,999              |  | 0                        | 0         | 0                             | 0       | 0                   | 0         |
| \$20,000 - \$29,999         |  | 0                        | 0         | 0                             | 0       | 0                   | 0         |
| \$50,000 - \$59,999         |  | 0                        | 0         | 0                             | 0       | 0                   | 0         |
| \$60,000 - \$69,999         |  | 0                        | 0         | 0                             | 0       | 0                   | 0         |
| \$70,000 - \$79,999         |  | 0                        | 0         | 0                             | 0       | 0                   | 0         |
| \$80,000 - \$89,999         |  | 0                        | 0         | 0                             | 0       | 0                   | 0         |
| \$90,000 - \$99,999         |  | 0                        | 0         | 0                             | 0       | 0                   | 0         |
| \$100,000 - \$119,999       |  | 0                        | 0         | 0                             | 0       | 0                   | 0         |
| \$120,000 - \$139,999       |  | 1                        | 0         | 0                             | 0       | 1                   | 0         |
| \$140,000 - \$159,999       |  | 0                        | 0         | 0                             | 0       | 0                   | 8         |
| \$160,000 - \$179,999       |  | 0                        | 0         | 0                             | 0       | 0                   | 1         |
| \$180,000 - \$199,999       |  | 0                        | 0         | 0                             | 0       | 0                   | 1         |
| \$200,000 - \$249,999       |  | 1                        | 1         | 3                             | 0       | 5                   | 15        |
| \$250,000 - \$299,999       |  | 0                        | 1         | 1                             | 0       | 2                   | 15        |
| \$300,000 - \$399,999       |  | 0                        | 2         | 4                             | 0       | 6                   | 44        |
| \$400,000 - \$499,999       |  | 0                        | 0         | 0                             | 0       | 0                   | 8         |
| \$500,000 - \$749,999       |  | 0                        | 0         | 2                             | 0       | 2                   | 9         |
| \$750,000 - \$999,999       |  | 0                        | 0         | 0                             | 0       | 0                   | 4         |
| \$1,000,000 +               |  | 0                        | 0         | 0                             | 0       | 0                   | 2         |
| Total Units                 |  | 2                        | 4         | 10                            | 0       | 16                  | 107       |
| Average Price               |  | \$175,950                | \$292,063 | \$356,126                     | \$0     | \$317,588           | \$368,919 |
| Total Dollar Volume Sgl Fam |  |                          |           | Total Dollar Volume Condo/Lft |         | Total Dollar Volume |           |
| \$5,081,405                 |  |                          |           |                               |         | \$5,081,405         |           |

| # Sold by Days on Market |        |             |       |
|--------------------------|--------|-------------|-------|
|                          | Houses | Condos/Loft | Total |
| 0-30                     | 2      | 0           | 2     |
| 31-60                    | 2      | 0           | 2     |
| 61-90                    | 1      | 0           | 1     |
| 91-120                   | 0      | 0           | 0     |
| 121+                     | 10     | 0           | 10    |

| # Sold by Financing |        |             |       |
|---------------------|--------|-------------|-------|
|                     | Houses | Condos/Loft | Total |
| FHA                 | 1      | 0           | 1     |
| VA                  | 0      | 0           | 0     |
| Conv                | 11     | 0           | 11    |
| Assume              | 0      | 0           | 0     |
| Cash                | 3      | 0           | 3     |
| Owner               | 0      | 0           | 0     |
| Other               | 0      | 0           | 0     |

# Heartland Multiple Listing Service

Cass

## Home Sales Report - Single Family Resales

December 2019

| Price Class           | SF Homes Sold # Bedrooms |                  |                  | Cnd/Lft    | Total            | Active           |
|-----------------------|--------------------------|------------------|------------------|------------|------------------|------------------|
|                       | 0-2                      | 3                | 4+               |            |                  |                  |
| Under \$19,999        | 1                        | 0                | 0                | 0          | 1                | 0                |
| \$20,000 - \$29,999   | 1                        | 0                | 0                | 0          | 1                | 1                |
| \$30,000 - \$39,999   | 0                        | 1                | 0                | 0          | 1                | 1                |
| \$40,000 - \$49,999   | 0                        | 0                | 0                | 0          | 0                | 1                |
| \$50,000 - \$59,999   | 0                        | 1                | 0                | 0          | 1                | 3                |
| \$60,000 - \$69,999   | 0                        | 3                | 0                | 0          | 3                | 2                |
| \$70,000 - \$79,999   | 1                        | 3                | 0                | 0          | 4                | 5                |
| \$80,000 - \$89,999   | 0                        | 1                | 0                | 0          | 1                | 3                |
| \$90,000 - \$99,999   | 0                        | 2                | 0                | 0          | 2                | 3                |
| \$100,000 - \$119,999 | 2                        | 6                | 0                | 0          | 8                | 9                |
| \$120,000 - \$139,999 | 1                        | 6                | 1                | 0          | 8                | 9                |
| \$140,000 - \$159,999 | 1                        | 4                | 0                | 0          | 5                | 7                |
| \$160,000 - \$179,999 | 1                        | 10               | 1                | 0          | 12               | 6                |
| \$180,000 - \$199,999 | 1                        | 7                | 2                | 0          | 10               | 15               |
| \$200,000 - \$249,999 | 1                        | 9                | 10               | 0          | 20               | 27               |
| \$250,000 - \$299,999 | 0                        | 12               | 5                | 0          | 17               | 25               |
| \$300,000 - \$399,999 | 0                        | 5                | 9                | 0          | 14               | 22               |
| \$400,000 - \$499,999 | 0                        | 1                | 3                | 0          | 4                | 15               |
| \$500,000 - \$749,999 | 0                        | 0                | 2                | 0          | 2                | 12               |
| \$750,000 - \$999,999 | 0                        | 0                | 0                | 0          | 0                | 5                |
| \$1,000,000 +         | 0                        | 0                | 0                | 0          | 0                | 11               |
| <b>Total Units</b>    | <b>10</b>                | <b>71</b>        | <b>33</b>        | <b>0</b>   | <b>114</b>       | <b>182</b>       |
| <b>Average Price</b>  | <b>\$118,510</b>         | <b>\$187,397</b> | <b>\$296,327</b> | <b>\$0</b> | <b>\$212,887</b> | <b>\$433,284</b> |

**Total Dollar Volume Sgl Fam**  
\$24,269,110

**Total Dollar Volume Condo/Lft**

**Total Dollar Volume**  
\$24,269,110

|               | # Sold by Days on Market |             |       |
|---------------|--------------------------|-------------|-------|
|               | Houses                   | Condos/Loft | Total |
| <b>0-30</b>   | 55                       | 0           | 55    |
| <b>31-60</b>  | 26                       | 0           | 26    |
| <b>61-90</b>  | 19                       | 0           | 19    |
| <b>91-120</b> | 5                        | 0           | 5     |
| <b>121+</b>   | 9                        | 0           | 9     |

|               | # Sold by Financing |             |       |
|---------------|---------------------|-------------|-------|
|               | Houses              | Condos/Loft | Total |
| <b>FHA</b>    | 15                  | 0           | 15    |
| <b>VA</b>     | 13                  | 0           | 13    |
| <b>Conv</b>   | 50                  | 0           | 50    |
| <b>Assume</b> | 0                   | 0           | 0     |
| <b>Cash</b>   | 27                  | 0           | 27    |
| <b>Owner</b>  | 0                   | 0           | 0     |
| <b>Other</b>  | 1                   | 0           | 1     |

# Heartland Multiple Listing Service

Cass

## Home Sales Report - Single Family Total

December 2019

| Price Class           | SF Homes Sold # Bedrooms |                  |                  | Cnd/Lft    | Total            | Active           |
|-----------------------|--------------------------|------------------|------------------|------------|------------------|------------------|
|                       | 0-2                      | 3                | 4+               |            |                  |                  |
| Under \$19,999        | 1                        | 0                | 0                | 0          | 1                | 0                |
| \$20,000 - \$29,999   | 1                        | 0                | 0                | 0          | 1                | 1                |
| \$30,000 - \$39,999   | 0                        | 1                | 0                | 0          | 1                | 1                |
| \$40,000 - \$49,999   | 0                        | 0                | 0                | 0          | 0                | 1                |
| \$50,000 - \$59,999   | 0                        | 1                | 0                | 0          | 1                | 3                |
| \$60,000 - \$69,999   | 0                        | 3                | 0                | 0          | 3                | 2                |
| \$70,000 - \$79,999   | 1                        | 3                | 0                | 0          | 4                | 5                |
| \$80,000 - \$89,999   | 0                        | 1                | 0                | 0          | 1                | 3                |
| \$90,000 - \$99,999   | 0                        | 2                | 0                | 0          | 2                | 3                |
| \$100,000 - \$119,999 | 2                        | 6                | 0                | 0          | 8                | 9                |
| \$120,000 - \$139,999 | 2                        | 6                | 1                | 0          | 9                | 9                |
| \$140,000 - \$159,999 | 1                        | 4                | 0                | 0          | 5                | 15               |
| \$160,000 - \$179,999 | 1                        | 10               | 1                | 0          | 12               | 7                |
| \$180,000 - \$199,999 | 1                        | 7                | 2                | 0          | 10               | 16               |
| \$200,000 - \$249,999 | 2                        | 10               | 13               | 0          | 25               | 42               |
| \$250,000 - \$299,999 | 0                        | 13               | 6                | 0          | 19               | 40               |
| \$300,000 - \$399,999 | 0                        | 7                | 13               | 0          | 20               | 66               |
| \$400,000 - \$499,999 | 0                        | 1                | 3                | 0          | 4                | 23               |
| \$500,000 - \$749,999 | 0                        | 0                | 4                | 0          | 4                | 21               |
| \$750,000 - \$999,999 | 0                        | 0                | 0                | 0          | 0                | 9                |
| \$1,000,000 +         | 0                        | 0                | 0                | 0          | 0                | 13               |
| <b>Total Units</b>    | <b>12</b>                | <b>75</b>        | <b>43</b>        | <b>0</b>   | <b>130</b>       | <b>289</b>       |
| <b>Average Price</b>  | <b>\$128,083</b>         | <b>\$192,979</b> | <b>\$310,234</b> | <b>\$0</b> | <b>\$225,773</b> | <b>\$409,453</b> |

**Total Dollar Volume Sgl Fam**  
\$29,350,515

**Total Dollar Volume Condo/Lft**

**Total Dollar Volume**  
\$29,350,515

|               | # Sold by Days on Market |             |       |
|---------------|--------------------------|-------------|-------|
|               | Houses                   | Condos/Loft | Total |
| <b>0-30</b>   | 57                       | 0           | 57    |
| <b>31-60</b>  | 28                       | 0           | 28    |
| <b>61-90</b>  | 20                       | 0           | 20    |
| <b>91-120</b> | 5                        | 0           | 5     |
| <b>121+</b>   | 19                       | 0           | 19    |

|               | # Sold by Financing |             |       |
|---------------|---------------------|-------------|-------|
|               | Houses              | Condos/Loft | Total |
| <b>FHA</b>    | 16                  | 0           | 16    |
| <b>VA</b>     | 13                  | 0           | 13    |
| <b>Conv</b>   | 61                  | 0           | 61    |
| <b>Assume</b> | 0                   | 0           | 0     |
| <b>Cash</b>   | 30                  | 0           | 30    |
| <b>Owner</b>  | 0                   | 0           | 0     |
| <b>Other</b>  | 1                   | 0           | 1     |