Heartland Multiple Listing Service

Jackson

Home Sales Report - Single Family New Homes March 2019

| SF | Homes | Sold # | Bedrooms |
|----|-------|--------|----------|
|----|-------|--------|----------|

| Price Class | 0-2 | 3 | 4+ | Cnd/Lft | Total | Active | |
|-----------------------|-----------|-----------|-----------|---------|-----------|-----------|--|
| Under \$19,999 | 0 | 0 | 0 | 0 | 0 | 0 | |
| \$20,000 - \$29,999 | 0 | 0 | 0 | 0 | 0 | 0 | |
| \$30,000 - \$39,999 | 0 | 0 | 0 | 0 | 0 | 0 | |
| \$40,000 - \$49,999 | 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 | 0 | 0 | 0 | 0 | 0 | 0 | |
| \$140,000 - \$159,999 | 0 | 0 | 0 | 0 | 0 | 0 | |
| \$160,000 - \$179,999 | 0 | 0 | 0 | 0 | 0 | 3 | |
| \$180,000 - \$199,999 | 0 | 0 | 1 | 0 | 1 | 9 | |
| \$200,000 - \$249,999 | 0 | 6 | 6 | 0 | 12 | 25 | |
| \$250,000 - \$299,999 | 2 | 2 | 5 | 0 | 9 | 77 | |
| \$300,000 - \$399,999 | 1 | 3 | 14 | 0 | 18 | 169 | |
| \$400,000 - \$499,999 | 0 | 0 | 10 | 0 | 10 | 85 | |
| \$500,000 - \$749,999 | 0 | 0 | 2 | 0 | 2 | 12 | |
| \$750,000 - \$999,999 | 0 | 0 | 0 | 0 | 0 | 1 | |
| \$1,000,000 + | 0 | 0 | 0 | 0 | 0 | 1 | |
| Total Units | 3 | 11 | 38 | 0 | 52 | 382 | |
| Average Price | \$301,832 | \$269,050 | \$357,800 | \$0 | \$335,797 | \$358,051 | |

Total Dollar Volume Sgl Fam \$17,461,458

Total Dollar Volume Condo/Lft

Total Dollar Volume \$17,461,458

| # Sold by Days on Market | | | | |
|--------------------------|-------------|-------|--|--|
| ouses | Condos/Loft | Total | | |
| 14 | 0 | 14 | | |
| 0 | 0 | 0 | | |

| | Houses | Condos/Loft | Total |
|--------|--------|-------------|-------|
| 0-30 | 14 | 0 | 14 |
| 31-60 | 0 | 0 | 0 |
| 61-90 | 3 | 0 | 3 |
| 91-120 | 3 | 0 | 3 |
| 121+ | 32 | 0 | 32 |

| | # | Sold by Financing | l |
|--------|--------|-------------------|-------|
| | Houses | Condos/Loft | Total |
| FHA | 9 | 0 | 9 |
| VA | 4 | 0 | 4 |
| Conv | 32 | 0 | 32 |
| Assume | 0 | 0 | 0 |
| Cash | 5 | 0 | 5 |
| Owner | 0 | 0 | 0 |
| Other | 2 | 0 | 2 |
| | | | |

Heartland Multiple Listing Service

Jackson

Home Sales Report - Single Family Resales March 2019

| SF | Homes | Sold # | Bedrooms |
|----|-------|--------|----------|
|----|-------|--------|----------|

| Price Class | 0-2 | 3 | 4+ | Cnd/Lft | Total | Active |
|-----------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| Under \$19,999 | 6 | 3 | 1 | 0 | 10 | 14 |
| \$20,000 - \$29,999 | 6 | 2 | 1 | 0 | 9 | 18 |
| \$30,000 - \$39,999 | 6 | 10 | 2 | 0 | 18 | 40 |
| \$40,000 - \$49,999 | 4 | 12 | 3 | 0 | 19 | 55 |
| \$50,000 - \$59,999 | 5 | 7 | 0 | 1 | 13 | 67 |
| \$60,000 - \$69,999 | 8 | 19 | 5 | 2 | 34 | 36 |
| \$70,000 - \$79,999 | 10 | 10 | 0 | 2 | 22 | 52 |
| \$80,000 - \$89,999 | 6 | 10 | 4 | 1 | 21 | 45 |
| \$90,000 - \$99,999 | 2 | 12 | 0 | 4 | 18 | 42 |
| \$100,000 - \$119,999 | 6 | 37 | 3 | 6 | 52 | 55 |
| \$120,000 - \$139,999 | 11 | 46 | 8 | 11 | 76 | 89 |
| \$140,000 - \$159,999 | 8 | 40 | 11 | 5 | 64 | 63 |
| \$160,000 - \$179,999 | 4 | 44 | 14 | 3 | 65 | 54 |
| \$180,000 - \$199,999 | 5 | 41 | 16 | 2 | 64 | 45 |
| \$200,000 - \$249,999 | 9 | 55 | 41 | 4 | 109 | 116 |
| \$250,000 - \$299,999 | 2 | 26 | 24 | 3 | 55 | 134 |
| \$300,000 - \$399,999 | 1 | 28 | 39 | 3 | 71 | 198 |
| \$400,000 - \$499,999 | 0 | 4 | 14 | 0 | 18 | 97 |
| \$500,000 - \$749,999 | 0 | 0 | 13 | 3 | 16 | 95 |
| \$750,000 - \$999,999 | 0 | 2 | 3 | 1 | 6 | 26 |
| \$1,000,000 + | 0 | 0 | 3 | 0 | 3 | 30 |
| Total Units | 99 | 408 | 205 | 51 | 763 | 1,371 |
| Average Price | \$106,962 | \$168,364 | \$284,376 | \$189,771 | \$192,998 | \$282,960 |

Total Dollar Volume Sgl Fam \$137,578,851

Total Dollar Volume Condo/Lft \$9,678,302

Total Dollar Volume \$147,257,153

| # Sol | d by Days on Ma | rket |
|--------|-----------------|------|
| Houses | Condos/Loft | T |

| | Houses | Condos/Loft | Total |
|--------|--------|-------------|-------|
| 0-30 | 380 | 26 | 406 |
| 31-60 | 129 | 7 | 136 |
| 61-90 | 65 | 4 | 69 |
| 91-120 | 54 | 4 | 58 |
| 121+ | 76 | 10 | 86 |

Sold by Financing

| | Houses | Condos/Loft | Total |
|--------|--------|-------------|-------|
| FHA | 129 | 0 | 129 |
| VA | 42 | 1 | 43 |
| Conv | 361 | 28 | 389 |
| Assume | 0 | 0 | 0 |
| Cash | 149 | 20 | 169 |
| Owner | 0 | 0 | 0 |
| Other | 11 | 1 | 12 |

Heartland Multiple Listing Service

Jackson

Home Sales Report - Single Family Total March 2019

| SF | Homes | Sold # | Bedrooms |
|----|-------|--------|-----------------|
| | | | |

| Price Class | 0-2 | 3 | 4+ | Cnd/Lft | Total | Active |
|-----------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| Under \$19,999 | 6 | 3 | 1 | 0 | 10 | 14 |
| \$20,000 - \$29,999 | 6 | 2 | 1 | 0 | 9 | 18 |
| \$30,000 - \$39,999 | 6 | 10 | 2 | 0 | 18 | 40 |
| \$40,000 - \$49,999 | 4 | 12 | 3 | 0 | 19 | 55 |
| \$50,000 - \$59,999 | 5 | 7 | 0 | 1 | 13 | 67 |
| \$60,000 - \$69,999 | 8 | 19 | 5 | 2 | 34 | 36 |
| \$70,000 - \$79,999 | 10 | 10 | 0 | 2 | 22 | 52 |
| \$80,000 - \$89,999 | 6 | 10 | 4 | 1 | 21 | 45 |
| \$90,000 - \$99,999 | 2 | 12 | 0 | 4 | 18 | 42 |
| \$100,000 - \$119,999 | 6 | 37 | 3 | 6 | 52 | 55 |
| \$120,000 - \$139,999 | 11 | 46 | 8 | 11 | 76 | 89 |
| \$140,000 - \$159,999 | 8 | 40 | 11 | 5 | 64 | 63 |
| \$160,000 - \$179,999 | 4 | 44 | 14 | 3 | 65 | 57 |
| \$180,000 - \$199,999 | 5 | 41 | 17 | 2 | 65 | 54 |
| \$200,000 - \$249,999 | 9 | 61 | 47 | 4 | 121 | 141 |
| \$250,000 - \$299,999 | 4 | 28 | 29 | 3 | 64 | 211 |
| \$300,000 - \$399,999 | 2 | 31 | 53 | 3 | 89 | 367 |
| \$400,000 - \$499,999 | 0 | 4 | 24 | 0 | 28 | 182 |
| \$500,000 - \$749,999 | 0 | 0 | 15 | 3 | 18 | 107 |
| \$750,000 - \$999,999 | 0 | 2 | 3 | 1 | 6 | 27 |
| \$1,000,000 + | 0 | 0 | 3 | 0 | 3 | 31 |
| Total Units | 102 | 419 | 243 | 51 | 815 | 1,753 |
| Average Price | \$112,693 | \$171,008 | \$295,858 | \$189,771 | \$202,109 | \$299,324 |

Total Dollar Volume Sgl Fam \$155,040,309

Total Dollar Volume Condo/Lft \$9,678,302 **Total Dollar Volume** \$164,718,611

| | # Sold by Days on Market | | | | # Sold by Financing | | |
|--------|--------------------------|-------------|-------|--------|---------------------|-------------|-------|
| | Houses | Condos/Loft | Total | | Houses | Condos/Loft | Total |
| 0-30 | 394 | 26 | 420 | FHA | 138 | 0 | 138 |
| 31-60 | 129 | 7 | 136 | VA | 46 | 1 | 47 |
| 61-90 | 68 | 4 | 72 | Conv | 393 | 28 | 421 |
| 91-120 | 57 | 4 | 61 | Assume | 0 | 0 | 0 |
| 121+ | 108 | 10 | 118 | Cash | 154 | 20 | 174 |
| | | | | Owner | 0 | 0 | 0 |
| | | | | Other | 13 | 1 | 14 |