Heartland Multiple Listing Service

Jackson

Home Sales Report - Single Family New Homes

June 2020

| эг пог | nes Sold # Bec | Irooms | | | |
|-----------|---|--|--|--|---|
| 0-2 | 3 | 4+ | Cnd/Lft | Total | Active |
| 0 | 0 | 0 | 0 | 0 | 0 |
| 0 | 0 | 0 | 0 | 0 | 0 |
| 0 | 0 | 0 | 0 | 0 | 0 |
| 0 | 0 | 0 | 0 | 0 | 0 |
| 0 | 0 | 0 | 0 | 0 | 0 |
| 0 | 0 | 0 | 0 | 0 | 0 |
| 0 | 0 | 0 | 0 | 0 | 0 |
| 0 | 0 | 0 | 0 | 0 | 0 |
| 0 | 0 | 0 | 0 | 0 | 0 |
| 0 | 0 | 0 | 0 | 0 | 0 |
| 0 | 0 | 0 | 0 | 0 | 0 |
| 0 | 0 | 0 | 0 | 0 | 0 |
| 0 | 0 | 0 | 0 | 0 | 0 |
| 0 | 0 | 0 | 0 | 0 | 0 |
| 1 | 7 | 8 | 0 | 16 | 23 |
| 1 | 3 | 6 | 0 | 10 | 48 |
| 2 | 10 | 33 | 0 | 45 | 144 |
| 0 | 3 | 27 | 0 | 30 | 69 |
| 0 | 0 | 10 | 0 | 10 | 28 |
| 0 | 0 | 0 | 0 | 0 | 2 |
| 0 | 0 | 0 | 0 | 0 | 5 |
| 4 | 23 | 84 | 0 | 111 | 319 |
| \$313,999 | \$313,989 | \$388,958 | \$0 | \$370,723 | \$391,493 |
| _ | 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 | 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 1 7 1 3 2 10 0 3 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 | 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 1 7 8 1 3 6 2 10 33 0 3 27 0 0 10 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 <td>0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 1 3 6 0 0 0 0 0 10 0 0 0 0 0 0 10 0 0 0 0 0 0</td> <td>0 0</td> | 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 1 3 6 0 0 0 0 0 10 0 0 0 0 0 0 10 0 0 0 0 0 0 | 0 0 |

Total Dollar Volume Sgl Fam \$41,150,229 Total Dollar Volume Condo/Lft

Total Dollar Volume \$41,150,229

| | # Sold by Days on Market | | | | # Sold by Financing | | | |
|--------|--------------------------|-------------|-------|--------|---------------------|-------------|-------|--|
| | Houses | Condos/Loft | Total | | Houses | Condos/Loft | Total | |
| 0-30 | 28 | 0 | 28 | FHA | 13 | 0 | 13 | |
| 31-60 | 13 | 0 | 13 | VA | 12 | 0 | 12 | |
| 61-90 | 11 | 0 | 11 | Conv | 81 | 0 | 81 | |
| 91-120 | 5 | 0 | 5 | Assume | 0 | 0 | 0 | |
| 121+ | 54 | 0 | 54 | Cash | 3 | 0 | 3 | |
| | | | | Owner | 0 | 0 | 0 | |
| | | | | Other | 1 | 0 | 1 | |

Heartland Multiple Listing Service

Jackson

Home Sales Report - Single Family Resales

June 2020

| | SF Hor | nes Sold # Bed | drooms | | | |
|------------------------------|----------------------------|----------------|--------------------------------|-----------|-----------|---------------------------|
| Price Class | 0-2 | 3 | 4+ | Cnd/Lft | Total | Active |
| Under \$19,999 | 2 | 2 | 0 | 0 | 4 | 4 |
| \$20,000 - \$29,999 | 10 | 4 | 0 | 0 | 14 | 11 |
| \$30,000 - \$39,999 | 12 | 5 | 1 | 0 | 18 | 19 |
| \$40,000 - \$49,999 | 2 | 10 | 0 | 0 | 12 | 5 |
| \$50,000 - \$59,999 | 7 | 7 | 0 | 0 | 14 | 11 |
| \$60,000 - \$69,999 | 7 | 11 | 0 | 0 | 18 | 15 |
| \$70,000 - \$79,999 | 9 | 10 | 1 | 1 | 21 | 22 |
| \$80,000 - \$89,999 | 5 | 16 | 4 | 0 | 25 | 27 |
| \$90,000 - \$99,999 | 9 | 18 | 1 | 0 | 28 | 19 |
| \$100,000 - \$119,999 | 12 | 28 | 2 | 6 | 48 | 50 |
| \$120,000 - \$139,999 | 16 | 56 | 17 | 12 | 101 | 55 |
| \$140,000 - \$159,999 | 11 | 47 | 8 | 8 | 74 | 30 |
| \$160,000 - \$179,999 | 7 | 53 | 14 | 2 | 76 | 27 |
| \$180,000 - \$199,999 | 9 | 65 | 13 | 3 | 90 | 35 |
| 200,000 - \$249,999 | 16 | 111 | 31 | 4 | 162 | 62 |
| 250,000 - \$299,999 | 4 | 58 | 48 | 3 | 113 | 79 |
| 300,000 - \$399,999 | 3 | 54 | 88 | 3 | 148 | 117 |
| \$400,000 - \$499,999 | 0 | 16 | 36 | 1 | 53 | 78 |
| \$500,000 - \$749,999 | 2 | 6 | 17 | 2 | 27 | 65 |
| \$750,000 - \$999,999 | 0 | 2 | 7 | 1 | 10 | 44 |
| \$1,000,000 + | 0 | 0 | 5 | 0 | 5 | 39 |
| Total Units | 143 | 579 | 293 | 46 | 1,061 | 814 |
| Average Price | \$128,412 | \$199,901 | \$338,091 | \$202,734 | \$228,550 | \$377,264 |
| | olume Sgl Fam 3,166,251 | Тс | otal Dollar Volun \$9,325,7 | | | ollar Volume 2,492,001 |

| | # Sold by Days on Market | | | | # Sold by Financing | | | |
|--------|--------------------------|-------------|-------|--------|---------------------|-------------|-------|--|
| | Houses | Condos/Loft | Total | | Houses | Condos/Loft | Total | |
| 0-30 | 717 | 25 | 742 | FHA | 177 | 1 | 178 | |
| 31-60 | 153 | 7 | 160 | VA | 54 | 0 | 54 | |
| 61-90 | 62 | 5 | 67 | Conv | 589 | 28 | 617 | |
| 91-120 | 27 | 3 | 30 | Assume | 0 | 0 | 0 | |
| 121+ | 52 | 6 | 58 | Cash | 168 | 16 | 184 | |
| | | | | Owner | 2 | 0 | 2 | |
| | | | | Other | 16 | 0 | 16 | |

Heartland Multiple Listing Service

Jackson

Home Sales Report - Single Family Total

June 2020

| | SF Homes Sold # Bedrooms | | | | | | |
|-----------------------|--------------------------|-----------|-----------|-----------|-----------|-----------|--|
| Price Class | 0-2 | 3 | 4+ | Cnd/Lft | Total | Active | |
| Under \$19,999 | 2 | 2 | 0 | 0 | 4 | 4 | |
| \$20,000 - \$29,999 | 10 | 4 | 0 | 0 | 14 | 11 | |
| \$30,000 - \$39,999 | 12 | 5 | 1 | 0 | 18 | 19 | |
| \$40,000 - \$49,999 | 2 | 10 | 0 | 0 | 12 | 5 | |
| \$50,000 - \$59,999 | 7 | 7 | 0 | 0 | 14 | 11 | |
| \$60,000 - \$69,999 | 7 | 11 | 0 | 0 | 18 | 15 | |
| \$70,000 - \$79,999 | 9 | 10 | 1 | 1 | 21 | 22 | |
| \$80,000 - \$89,999 | 5 | 16 | 4 | 0 | 25 | 27 | |
| \$90,000 - \$99,999 | 9 | 18 | 1 | 0 | 28 | 19 | |
| \$100,000 - \$119,999 | 12 | 28 | 2 | 6 | 48 | 50 | |
| \$120,000 - \$139,999 | 16 | 56 | 17 | 12 | 101 | 55 | |
| \$140,000 - \$159,999 | 11 | 47 | 8 | 8 | 74 | 30 | |
| \$160,000 - \$179,999 | 7 | 53 | 14 | 2 | 76 | 27 | |
| \$180,000 - \$199,999 | 9 | 65 | 13 | 3 | 90 | 35 | |
| \$200,000 - \$249,999 | 17 | 118 | 39 | 4 | 178 | 85 | |
| \$250,000 - \$299,999 | 5 | 61 | 54 | 3 | 123 | 127 | |
| \$300,000 - \$399,999 | 5 | 64 | 121 | 3 | 193 | 261 | |
| \$400,000 - \$499,999 | 0 | 19 | 63 | 1 | 83 | 147 | |
| \$500,000 - \$749,999 | 2 | 6 | 27 | 2 | 37 | 93 | |
| \$750,000 - \$999,999 | 0 | 2 | 7 | 1 | 10 | 46 | |
| \$1,000,000 + | 0 | 0 | 5 | 0 | 5 | 44 | |
| Total Units | 147 | 602 | 377 | 46 | 1,172 | 1,133 | |
| Average Price | \$133,462 | \$204,260 | \$349,425 | \$202,734 | \$242,016 | \$381,271 | |

Total Dollar Volume Sgl Fam \$274,316,480 Total Dollar Volume Condo/Lft \$9,325,750 Total Dollar Volume \$283,642,230

| | # Sol | ld by Days on Ma | rket | | # | Sold by Financing | 9 |
|--------|--------|------------------|-------|--------|--------|-------------------|-------|
| | Houses | Condos/Loft | Total | | Houses | Condos/Loft | Total |
| 0-30 | 745 | 25 | 770 | FHA | 190 | 1 | 191 |
| 31-60 | 166 | 7 | 173 | VA | 66 | 0 | 66 |
| 61-90 | 73 | 5 | 78 | Conv | 670 | 28 | 698 |
| 91-120 | 32 | 3 | 35 | Assume | 0 | 0 | 0 |
| 121+ | 106 | 6 | 112 | Cash | 171 | 16 | 187 |
| | | | Owner | 2 | 0 | 2 | |
| | | | | Other | 17 | 0 | 17 |