

Heartland Multiple Listing Service

Johnson

Home Sales Report - Single Family New Homes

February 2020

| | | SF Homes Sold # Bedrooms | | | Cnd/Lft | Total | Active |
|-----------------------|--|--------------------------|-----------|-----------|---------|-----------|-----------|
| Price Class | | 0-2 | 3 | 4+ | | | |
| Under \$19,999 | | 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 | 0 |
| \$180,000 - \$199,999 | | 0 | 0 | 0 | 0 | 0 | 0 |
| \$200,000 - \$249,999 | | 0 | 0 | 0 | 0 | 0 | 4 |
| \$250,000 - \$299,999 | | 0 | 1 | 0 | 0 | 1 | 10 |
| \$300,000 - \$399,999 | | 0 | 10 | 7 | 0 | 17 | 162 |
| \$400,000 - \$499,999 | | 0 | 2 | 18 | 0 | 20 | 185 |
| \$500,000 - \$749,999 | | 0 | 1 | 30 | 0 | 31 | 203 |
| \$750,000 - \$999,999 | | 0 | 0 | 2 | 0 | 2 | 35 |
| \$1,000,000 + | | 0 | 0 | 2 | 0 | 2 | 35 |
| Total Units | | 0 | 14 | 59 | 0 | 73 | 634 |
| Average Price | | \$0 | \$384,355 | \$564,725 | \$0 | \$530,133 | \$544,777 |

Total Dollar Volume Sgl Fam
\$38,699,744

Total Dollar Volume Condo/Lft

Total Dollar Volume
\$38,699,744

| # Sold by Days on Market | | | |
|--------------------------|--------|-------------|-------|
| | Houses | Condos/Loft | Total |
| 0-30 | 29 | 0 | 29 |
| 31-60 | 1 | 0 | 1 |
| 61-90 | 7 | 0 | 7 |
| 91-120 | 3 | 0 | 3 |
| 121+ | 33 | 0 | 33 |

| # Sold by Financing | | | |
|---------------------|--------|-------------|-------|
| | Houses | Condos/Loft | Total |
| FHA | 1 | 0 | 1 |
| VA | 2 | 0 | 2 |
| Conv | 58 | 0 | 58 |
| Assume | 0 | 0 | 0 |
| Cash | 12 | 0 | 12 |
| Owner | 0 | 0 | 0 |
| Other | 0 | 0 | 0 |

Heartland Multiple Listing Service

Johnson

Home Sales Report - Single Family Resales

February 2020

| Price Class | SF Homes Sold # Bedrooms | | | Cnd/Lft | Total | Active |
|-----------------------|--------------------------|------------------|------------------|------------------|------------------|------------------|
| | 0-2 | 3 | 4+ | | | |
| 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 | 1 |
| \$70,000 - \$79,999 | 1 | 0 | 0 | 1 | 2 | 1 |
| \$80,000 - \$89,999 | 0 | 0 | 0 | 2 | 2 | 2 |
| \$90,000 - \$99,999 | 0 | 0 | 0 | 2 | 2 | 4 |
| \$100,000 - \$119,999 | 3 | 2 | 0 | 0 | 5 | 5 |
| \$120,000 - \$139,999 | 3 | 7 | 0 | 3 | 13 | 9 |
| \$140,000 - \$159,999 | 7 | 11 | 1 | 3 | 22 | 7 |
| \$160,000 - \$179,999 | 6 | 18 | 2 | 0 | 26 | 7 |
| \$180,000 - \$199,999 | 4 | 15 | 7 | 1 | 27 | 13 |
| \$200,000 - \$249,999 | 8 | 69 | 22 | 1 | 100 | 41 |
| \$250,000 - \$299,999 | 4 | 42 | 53 | 0 | 99 | 56 |
| \$300,000 - \$399,999 | 3 | 21 | 106 | 0 | 130 | 140 |
| \$400,000 - \$499,999 | 0 | 7 | 33 | 0 | 40 | 133 |
| \$500,000 - \$749,999 | 0 | 1 | 30 | 0 | 31 | 170 |
| \$750,000 - \$999,999 | 0 | 0 | 10 | 0 | 10 | 73 |
| \$1,000,000 + | 0 | 0 | 7 | 0 | 7 | 119 |
| Total Units | 39 | 193 | 271 | 13 | 516 | 781 |
| Average Price | \$192,189 | \$238,747 | \$391,847 | \$128,308 | \$312,853 | \$689,015 |

Total Dollar Volume Sgl Fam
\$159,763,939

Total Dollar Volume Condo/Lft
\$1,668,000

Total Dollar Volume
\$161,431,939

| | # Sold by Days on Market | | |
|---------------|--------------------------|-------------|-------|
| | Houses | Condos/Loft | Total |
| 0-30 | 274 | 10 | 284 |
| 31-60 | 101 | 0 | 101 |
| 61-90 | 64 | 2 | 66 |
| 91-120 | 31 | 0 | 31 |
| 121+ | 32 | 1 | 33 |

| | # Sold by Financing | | |
|---------------|---------------------|-------------|-------|
| | Houses | Condos/Loft | Total |
| FHA | 39 | 0 | 39 |
| VA | 22 | 1 | 23 |
| Conv | 345 | 9 | 354 |
| Assume | 0 | 0 | 0 |
| Cash | 82 | 3 | 85 |
| Owner | 1 | 0 | 1 |
| Other | 7 | 0 | 7 |

Heartland Multiple Listing Service

Johnson

Home Sales Report - Single Family Total

February 2020

| Price Class | SF Homes Sold # Bedrooms | | | Cnd/Lft | Total | Active |
|-----------------------|--------------------------|------------------|------------------|------------------|------------------|------------------|
| | 0-2 | 3 | 4+ | | | |
| 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 | 1 |
| \$70,000 - \$79,999 | 1 | 0 | 0 | 1 | 2 | 1 |
| \$80,000 - \$89,999 | 0 | 0 | 0 | 2 | 2 | 2 |
| \$90,000 - \$99,999 | 0 | 0 | 0 | 2 | 2 | 4 |
| \$100,000 - \$119,999 | 3 | 2 | 0 | 0 | 5 | 5 |
| \$120,000 - \$139,999 | 3 | 7 | 0 | 3 | 13 | 9 |
| \$140,000 - \$159,999 | 7 | 11 | 1 | 3 | 22 | 7 |
| \$160,000 - \$179,999 | 6 | 18 | 2 | 0 | 26 | 7 |
| \$180,000 - \$199,999 | 4 | 15 | 7 | 1 | 27 | 13 |
| \$200,000 - \$249,999 | 8 | 69 | 22 | 1 | 100 | 45 |
| \$250,000 - \$299,999 | 4 | 43 | 53 | 0 | 100 | 66 |
| \$300,000 - \$399,999 | 3 | 31 | 113 | 0 | 147 | 302 |
| \$400,000 - \$499,999 | 0 | 9 | 51 | 0 | 60 | 318 |
| \$500,000 - \$749,999 | 0 | 2 | 60 | 0 | 62 | 373 |
| \$750,000 - \$999,999 | 0 | 0 | 12 | 0 | 12 | 108 |
| \$1,000,000 + | 0 | 0 | 9 | 0 | 9 | 154 |
| Total Units | 39 | 207 | 330 | 13 | 589 | 1,415 |
| Average Price | \$192,189 | \$248,595 | \$422,755 | \$128,308 | \$339,782 | \$624,388 |

Total Dollar Volume Sgl Fam
\$198,463,683

Total Dollar Volume Condo/Lft
\$1,668,000

Total Dollar Volume
\$200,131,683

| | # Sold by Days on Market | | |
|---------------|--------------------------|-------------|-------|
| | Houses | Condos/Loft | Total |
| 0-30 | 303 | 10 | 313 |
| 31-60 | 102 | 0 | 102 |
| 61-90 | 71 | 2 | 73 |
| 91-120 | 34 | 0 | 34 |
| 121+ | 65 | 1 | 66 |

| | # Sold by Financing | | |
|---------------|---------------------|-------------|-------|
| | Houses | Condos/Loft | Total |
| FHA | 40 | 0 | 40 |
| VA | 24 | 1 | 25 |
| Conv | 403 | 9 | 412 |
| Assume | 0 | 0 | 0 |
| Cash | 94 | 3 | 97 |
| Owner | 1 | 0 | 1 |
| Other | 7 | 0 | 7 |