

# Heartland Multiple Listing Service

Johnson

Home Sales Report - Single Family New Homes

July 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 |  | 1                        | 3         | 0         | 0       | 4         | 0         |
| \$250,000 - \$299,999 |  | 0                        | 8         | 0         | 0       | 8         | 6         |
| \$300,000 - \$399,999 |  | 0                        | 19        | 18        | 0       | 37        | 102       |
| \$400,000 - \$499,999 |  | 0                        | 2         | 37        | 0       | 39        | 128       |
| \$500,000 - \$749,999 |  | 0                        | 2         | 43        | 0       | 45        | 155       |
| \$750,000 - \$999,999 |  | 0                        | 1         | 13        | 0       | 14        | 31        |
| \$1,000,000 +         |  | 0                        | 0         | 6         | 0       | 6         | 28        |
| Total Units           |  | 1                        | 35        | 117       | 0       | 153       | 450       |
| Average Price         |  | \$232,000                | \$345,993 | \$594,014 | \$0     | \$534,911 | \$565,579 |

Total Dollar Volume Sgl Fam  
\$81,841,441

Total Dollar Volume Condo/Lft

Total Dollar Volume  
\$81,841,441

|        | # Sold by Days on Market |             |       |
|--------|--------------------------|-------------|-------|
|        | Houses                   | Condos/Loft | Total |
| 0-30   | 50                       | 0           | 50    |
| 31-60  | 10                       | 0           | 10    |
| 61-90  | 4                        | 0           | 4     |
| 91-120 | 10                       | 0           | 10    |
| 121+   | 79                       | 0           | 79    |

|        | # Sold by Financing |             |       |
|--------|---------------------|-------------|-------|
|        | Houses              | Condos/Loft | Total |
| FHA    | 1                   | 0           | 1     |
| VA     | 7                   | 0           | 7     |
| Conv   | 131                 | 0           | 131   |
| Assume | 0                   | 0           | 0     |
| Cash   | 14                  | 0           | 14    |
| Owner  | 0                   | 0           | 0     |
| Other  | 0                   | 0           | 0     |

# Heartland Multiple Listing Service

Johnson

## Home Sales Report - Single Family Resales

July 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   | 0                        | 1                | 0                | 0                | 1                | 0                |
| \$80,000 - \$89,999   | 0                        | 0                | 0                | 0                | 0                | 0                |
| \$90,000 - \$99,999   | 0                        | 0                | 0                | 1                | 1                | 0                |
| \$100,000 - \$119,999 | 2                        | 0                | 0                | 2                | 4                | 0                |
| \$120,000 - \$139,999 | 4                        | 4                | 1                | 3                | 12               | 7                |
| \$140,000 - \$159,999 | 11                       | 14               | 0                | 2                | 27               | 11               |
| \$160,000 - \$179,999 | 9                        | 19               | 1                | 2                | 31               | 7                |
| \$180,000 - \$199,999 | 11                       | 27               | 2                | 0                | 40               | 9                |
| \$200,000 - \$249,999 | 17                       | 127              | 33               | 2                | 179              | 39               |
| \$250,000 - \$299,999 | 14                       | 102              | 126              | 1                | 243              | 82               |
| \$300,000 - \$399,999 | 3                        | 58               | 223              | 1                | 285              | 115              |
| \$400,000 - \$499,999 | 2                        | 18               | 138              | 2                | 160              | 111              |
| \$500,000 - \$749,999 | 0                        | 8                | 130              | 0                | 138              | 165              |
| \$750,000 - \$999,999 | 0                        | 2                | 39               | 1                | 42               | 60               |
| \$1,000,000 +         | 0                        | 2                | 22               | 0                | 24               | 110              |
| <b>Total Units</b>    | <b>73</b>                | <b>382</b>       | <b>715</b>       | <b>17</b>        | <b>1,187</b>     | <b>717</b>       |
| <b>Average Price</b>  | <b>\$210,271</b>         | <b>\$271,481</b> | <b>\$450,376</b> | <b>\$246,217</b> | <b>\$375,114</b> | <b>\$687,918</b> |

**Total Dollar Volume Sgl Fam**  
\$441,074,215

**Total Dollar Volume Condo/Lft**  
\$4,185,691

**Total Dollar Volume**  
\$445,259,906

|               | # Sold by Days on Market |             |       |
|---------------|--------------------------|-------------|-------|
|               | Houses                   | Condos/Loft | Total |
| <b>0-30</b>   | 894                      | 14          | 908   |
| <b>31-60</b>  | 156                      | 0           | 156   |
| <b>61-90</b>  | 43                       | 0           | 43    |
| <b>91-120</b> | 31                       | 0           | 31    |
| <b>121+</b>   | 40                       | 2           | 42    |

|               | # Sold by Financing |             |       |
|---------------|---------------------|-------------|-------|
|               | Houses              | Condos/Loft | Total |
| <b>FHA</b>    | 72                  | 0           | 72    |
| <b>VA</b>     | 41                  | 0           | 41    |
| <b>Conv</b>   | 886                 | 13          | 899   |
| <b>Assume</b> | 0                   | 0           | 0     |
| <b>Cash</b>   | 138                 | 4           | 142   |
| <b>Owner</b>  | 0                   | 0           | 0     |
| <b>Other</b>  | 12                  | 0           | 12    |

# Heartland Multiple Listing Service

Johnson

Home Sales Report - Single Family Total

July 2020

|                       |  | 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                |
| \$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   |  | 0                        | 1                | 0                | 0                | 1                | 0                |
| \$80,000 - \$89,999   |  | 0                        | 0                | 0                | 0                | 0                | 0                |
| \$90,000 - \$99,999   |  | 0                        | 0                | 0                | 1                | 1                | 0                |
| \$100,000 - \$119,999 |  | 2                        | 0                | 0                | 2                | 4                | 0                |
| \$120,000 - \$139,999 |  | 4                        | 4                | 1                | 3                | 12               | 7                |
| \$140,000 - \$159,999 |  | 11                       | 14               | 0                | 2                | 27               | 11               |
| \$160,000 - \$179,999 |  | 9                        | 19               | 1                | 2                | 31               | 7                |
| \$180,000 - \$199,999 |  | 11                       | 27               | 2                | 0                | 40               | 9                |
| \$200,000 - \$249,999 |  | 18                       | 130              | 33               | 2                | 183              | 39               |
| \$250,000 - \$299,999 |  | 14                       | 110              | 126              | 1                | 251              | 88               |
| \$300,000 - \$399,999 |  | 3                        | 77               | 241              | 1                | 322              | 217              |
| \$400,000 - \$499,999 |  | 2                        | 20               | 175              | 2                | 199              | 239              |
| \$500,000 - \$749,999 |  | 0                        | 10               | 173              | 0                | 183              | 320              |
| \$750,000 - \$999,999 |  | 0                        | 3                | 52               | 1                | 56               | 91               |
| \$1,000,000 +         |  | 0                        | 2                | 28               | 0                | 30               | 138              |
| <b>Total Units</b>    |  | <b>74</b>                | <b>417</b>       | <b>832</b>       | <b>17</b>        | <b>1,340</b>     | <b>1,167</b>     |
| <b>Average Price</b>  |  | <b>\$210,565</b>         | <b>\$277,735</b> | <b>\$470,575</b> | <b>\$246,217</b> | <b>\$393,359</b> | <b>\$640,743</b> |

**Total Dollar Volume Sgl Fam**  
\$522,915,656

**Total Dollar Volume Condo/Lft**  
\$4,185,691

**Total Dollar Volume**  
\$527,101,347

| # Sold by Days on Market |        |             |       |
|--------------------------|--------|-------------|-------|
|                          | Houses | Condos/Loft | Total |
| <b>0-30</b>              | 944    | 14          | 958   |
| <b>31-60</b>             | 166    | 0           | 166   |
| <b>61-90</b>             | 47     | 0           | 47    |
| <b>91-120</b>            | 41     | 0           | 41    |
| <b>121+</b>              | 119    | 2           | 121   |

| # Sold by Financing |        |             |       |
|---------------------|--------|-------------|-------|
|                     | Houses | Condos/Loft | Total |
| <b>FHA</b>          | 73     | 0           | 73    |
| <b>VA</b>           | 48     | 0           | 48    |
| <b>Conv</b>         | 1,017  | 13          | 1,030 |
| <b>Assume</b>       | 0      | 0           | 0     |
| <b>Cash</b>         | 152    | 4           | 156   |
| <b>Owner</b>        | 0      | 0           | 0     |
| <b>Other</b>        | 12     | 0           | 12    |