

Heartland Multiple Listing Service

Johnson

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 |
| \$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 | | 2 | 0 | 0 | 0 | 2 | 10 |
| \$250,000 - \$299,999 | | 0 | 3 | 0 | 1 | 4 | 21 |
| \$300,000 - \$399,999 | | 1 | 9 | 20 | 0 | 30 | 182 |
| \$400,000 - \$499,999 | | 0 | 4 | 28 | 0 | 32 | 206 |
| \$500,000 - \$749,999 | | 2 | 1 | 37 | 0 | 40 | 224 |
| \$750,000 - \$999,999 | | 0 | 0 | 14 | 0 | 14 | 35 |
| \$1,000,000 + | | 0 | 0 | 4 | 0 | 4 | 35 |
| Total Units | | 5 | 17 | 103 | 1 | 126 | 713 |
| Average Price | | \$383,243 | \$364,888 | \$570,641 | \$252,000 | \$532,916 | \$533,497 |
| Total Dollar Volume Sgl Fam | | | | Total Dollar Volume Condo/Lft | | Total Dollar Volume | |
| \$66,895,365 | | | | \$252,000 | | \$67,147,365 | |

| # Sold by Days on Market | | | |
|--------------------------|--------|-------------|-------|
| | Houses | Condos/Loft | Total |
| 0-30 | 60 | 0 | 60 |
| 31-60 | 6 | 0 | 6 |
| 61-90 | 10 | 0 | 10 |
| 91-120 | 6 | 0 | 6 |
| 121+ | 43 | 1 | 44 |

| # Sold by Financing | | | |
|---------------------|--------|-------------|-------|
| | Houses | Condos/Loft | Total |
| FHA | 2 | 0 | 2 |
| VA | 5 | 0 | 5 |
| Conv | 100 | 1 | 101 |
| Assume | 0 | 0 | 0 |
| Cash | 18 | 0 | 18 |
| Owner | 0 | 0 | 0 |
| Other | 0 | 0 | 0 |

Heartland Multiple Listing Service

Johnson

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 | 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 | 1 | 0 | 0 | 1 | 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 | 1 | 0 | 0 | 1 | 2 | 0 |
| \$80,000 - \$89,999 | 0 | 0 | 0 | 0 | 0 | 3 |
| \$90,000 - \$99,999 | 1 | 1 | 0 | 1 | 3 | 3 |
| \$100,000 - \$119,999 | 1 | 2 | 1 | 5 | 9 | 7 |
| \$120,000 - \$139,999 | 8 | 8 | 0 | 5 | 21 | 7 |
| \$140,000 - \$159,999 | 8 | 9 | 2 | 2 | 21 | 10 |
| \$160,000 - \$179,999 | 4 | 23 | 2 | 1 | 30 | 18 |
| \$180,000 - \$199,999 | 8 | 17 | 4 | 0 | 29 | 9 |
| \$200,000 - \$249,999 | 13 | 80 | 41 | 0 | 134 | 38 |
| \$250,000 - \$299,999 | 2 | 59 | 89 | 0 | 150 | 57 |
| \$300,000 - \$399,999 | 3 | 31 | 118 | 0 | 152 | 139 |
| \$400,000 - \$499,999 | 1 | 9 | 53 | 0 | 63 | 107 |
| \$500,000 - \$749,999 | 0 | 1 | 40 | 0 | 41 | 128 |
| \$750,000 - \$999,999 | 0 | 1 | 11 | 0 | 12 | 51 |
| \$1,000,000 + | 0 | 0 | 10 | 0 | 10 | 101 |
| Total Units | 50 | 242 | 371 | 15 | 678 | 678 |
| Average Price | \$192,762 | \$245,792 | \$394,769 | \$119,067 | \$320,597 | \$682,497 |

Total Dollar Volume Sgl Fam
\$215,579,011

Total Dollar Volume Condo/Lft
\$1,786,000

Total Dollar Volume
\$217,365,011

| | # Sold by Days on Market | | |
|---------------|--------------------------|-------------|-------|
| | Houses | Condos/Loft | Total |
| 0-30 | 381 | 10 | 391 |
| 31-60 | 137 | 3 | 140 |
| 61-90 | 79 | 1 | 80 |
| 91-120 | 24 | 0 | 24 |
| 121+ | 35 | 0 | 35 |

| | # Sold by Financing | | |
|---------------|---------------------|-------------|-------|
| | Houses | Condos/Loft | Total |
| FHA | 59 | 1 | 60 |
| VA | 25 | 2 | 27 |
| Conv | 457 | 9 | 466 |
| Assume | 0 | 0 | 0 |
| Cash | 108 | 3 | 111 |
| Owner | 0 | 0 | 0 |
| Other | 4 | 0 | 4 |

Heartland Multiple Listing Service

Johnson

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 | 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 | 1 | 0 | 0 | 1 | 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 | 1 | 0 | 0 | 1 | 2 | 0 |
| \$80,000 - \$89,999 | 0 | 0 | 0 | 0 | 0 | 3 |
| \$90,000 - \$99,999 | 1 | 1 | 0 | 1 | 3 | 3 |
| \$100,000 - \$119,999 | 1 | 2 | 1 | 5 | 9 | 7 |
| \$120,000 - \$139,999 | 8 | 8 | 0 | 5 | 21 | 7 |
| \$140,000 - \$159,999 | 8 | 9 | 2 | 2 | 21 | 10 |
| \$160,000 - \$179,999 | 4 | 23 | 2 | 1 | 30 | 18 |
| \$180,000 - \$199,999 | 8 | 17 | 4 | 0 | 29 | 9 |
| \$200,000 - \$249,999 | 15 | 80 | 41 | 0 | 136 | 48 |
| \$250,000 - \$299,999 | 2 | 62 | 89 | 1 | 154 | 78 |
| \$300,000 - \$399,999 | 4 | 40 | 138 | 0 | 182 | 321 |
| \$400,000 - \$499,999 | 1 | 13 | 81 | 0 | 95 | 313 |
| \$500,000 - \$749,999 | 2 | 2 | 77 | 0 | 81 | 352 |
| \$750,000 - \$999,999 | 0 | 1 | 25 | 0 | 26 | 86 |
| \$1,000,000 + | 0 | 0 | 14 | 0 | 14 | 136 |
| Total Units | 55 | 259 | 474 | 16 | 804 | 1,391 |
| Average Price | \$210,079 | \$253,609 | \$432,986 | \$127,375 | \$353,871 | \$606,122 |

Total Dollar Volume Sgl Fam
\$282,474,376

Total Dollar Volume Condo/Lft
\$2,038,000

Total Dollar Volume
\$284,512,376

| | # Sold by Days on Market | | |
|---------------|--------------------------|-------------|-------|
| | Houses | Condos/Loft | Total |
| 0-30 | 441 | 10 | 451 |
| 31-60 | 143 | 3 | 146 |
| 61-90 | 89 | 1 | 90 |
| 91-120 | 30 | 0 | 30 |
| 121+ | 78 | 1 | 79 |

| | # Sold by Financing | | |
|---------------|---------------------|-------------|-------|
| | Houses | Condos/Loft | Total |
| FHA | 61 | 1 | 62 |
| VA | 30 | 2 | 32 |
| Conv | 557 | 10 | 567 |
| Assume | 0 | 0 | 0 |
| Cash | 126 | 3 | 129 |
| Owner | 0 | 0 | 0 |
| Other | 4 | 0 | 4 |