

Heartland Multiple Listing Service

North

Home Sales Report - Single Family New Homes

May 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 | 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 | 1 | 0 | 1 | 3 |
| \$200,000 - \$249,999 | | 0 | 6 | 2 | 0 | 8 | 19 |
| \$250,000 - \$299,999 | | 2 | 1 | 9 | 0 | 12 | 34 |
| \$300,000 - \$399,999 | | 2 | 11 | 27 | 0 | 40 | 162 |
| \$400,000 - \$499,999 | | 0 | 2 | 18 | 0 | 20 | 73 |
| \$500,000 - \$749,999 | | 0 | 1 | 10 | 0 | 11 | 47 |
| \$750,000 - \$999,999 | | 0 | 0 | 2 | 0 | 2 | 4 |
| \$1,000,000 + | | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Units | | 4 | 21 | 69 | 0 | 94 | 342 |
| Average Price | | \$294,051 | \$317,755 | \$399,425 | \$0 | \$376,695 | \$397,895 |

Total Dollar Volume Sgl Fam
\$35,409,376

Total Dollar Volume Condo/Lft

Total Dollar Volume
\$35,409,376

| # Sold by Days on Market | | | |
|--------------------------|--------|-------------|-------|
| | Houses | Condos/Loft | Total |
| 0-30 | 42 | 0 | 42 |
| 31-60 | 2 | 0 | 2 |
| 61-90 | 6 | 0 | 6 |
| 91-120 | 3 | 0 | 3 |
| 121+ | 40 | 0 | 40 |

| # Sold by Financing | | | |
|---------------------|--------|-------------|-------|
| | Houses | Condos/Loft | Total |
| FHA | 7 | 0 | 7 |
| VA | 11 | 0 | 11 |
| Conv | 65 | 0 | 65 |
| Assume | 0 | 0 | 0 |
| Cash | 9 | 0 | 9 |
| Owner | 0 | 0 | 0 |
| Other | 1 | 0 | 1 |

Heartland Multiple Listing Service

North

Home Sales Report - Single Family Resales

May 2020

| | | SF Homes Sold # Bedrooms | | | Cnd/Lft | Total | Active |
|-----------------------|--|--------------------------|------------------|------------------|------------------|------------------|------------------|
| Price Class | | 0-2 | 3 | 4+ | | | |
| Under \$19,999 | | 0 | 0 | 0 | 0 | 0 | 2 |
| \$20,000 - \$29,999 | | 1 | 1 | 1 | 0 | 3 | 2 |
| \$30,000 - \$39,999 | | 1 | 1 | 0 | 0 | 2 | 4 |
| \$40,000 - \$49,999 | | 3 | 1 | 0 | 0 | 4 | 5 |
| \$50,000 - \$59,999 | | 3 | 0 | 1 | 0 | 4 | 9 |
| \$60,000 - \$69,999 | | 5 | 0 | 0 | 0 | 5 | 7 |
| \$70,000 - \$79,999 | | 0 | 2 | 0 | 0 | 2 | 7 |
| \$80,000 - \$89,999 | | 3 | 5 | 1 | 0 | 9 | 6 |
| \$90,000 - \$99,999 | | 2 | 2 | 0 | 1 | 5 | 2 |
| \$100,000 - \$119,999 | | 6 | 10 | 1 | 2 | 19 | 11 |
| \$120,000 - \$139,999 | | 14 | 19 | 2 | 1 | 36 | 15 |
| \$140,000 - \$159,999 | | 8 | 39 | 2 | 1 | 50 | 27 |
| \$160,000 - \$179,999 | | 4 | 45 | 6 | 0 | 55 | 18 |
| \$180,000 - \$199,999 | | 1 | 32 | 5 | 0 | 38 | 16 |
| \$200,000 - \$249,999 | | 2 | 69 | 19 | 0 | 90 | 48 |
| \$250,000 - \$299,999 | | 2 | 36 | 55 | 0 | 93 | 48 |
| \$300,000 - \$399,999 | | 0 | 15 | 52 | 0 | 67 | 96 |
| \$400,000 - \$499,999 | | 1 | 3 | 19 | 0 | 23 | 67 |
| \$500,000 - \$749,999 | | 0 | 0 | 20 | 0 | 20 | 66 |
| \$750,000 - \$999,999 | | 0 | 0 | 2 | 0 | 2 | 23 |
| \$1,000,000 + | | 0 | 0 | 2 | 0 | 2 | 30 |
| Total Units | | 56 | 280 | 188 | 5 | 529 | 509 |
| Average Price | | \$124,872 | \$198,559 | \$341,972 | \$113,000 | \$240,917 | \$435,183 |

Total Dollar Volume Sgl Fam
\$126,880,202

Total Dollar Volume Condo/Lft
\$565,000

Total Dollar Volume
\$127,445,202

| # Sold by Days on Market | | | |
|--------------------------|--------|-------------|-------|
| | Houses | Condos/Loft | Total |
| 0-30 | 406 | 5 | 411 |
| 31-60 | 51 | 0 | 51 |
| 61-90 | 27 | 0 | 27 |
| 91-120 | 7 | 0 | 7 |
| 121+ | 31 | 0 | 31 |

| # Sold by Financing | | | |
|---------------------|--------|-------------|-------|
| | Houses | Condos/Loft | Total |
| FHA | 96 | 0 | 96 |
| VA | 38 | 0 | 38 |
| Conv | 320 | 4 | 324 |
| Assume | 0 | 0 | 0 |
| Cash | 47 | 1 | 48 |
| Owner | 0 | 0 | 0 |
| Other | 5 | 0 | 5 |

Heartland Multiple Listing Service

North

Home Sales Report - Single Family Total

May 2020

| | | SF Homes Sold # Bedrooms | | | Cnd/Lft | Total | Active |
|-----------------------|--|--------------------------|------------------|------------------|------------------|------------------|------------------|
| Price Class | | 0-2 | 3 | 4+ | | | |
| Under \$19,999 | | 0 | 0 | 0 | 0 | 0 | 2 |
| \$20,000 - \$29,999 | | 1 | 1 | 1 | 0 | 3 | 2 |
| \$30,000 - \$39,999 | | 1 | 1 | 0 | 0 | 2 | 4 |
| \$40,000 - \$49,999 | | 3 | 1 | 0 | 0 | 4 | 5 |
| \$50,000 - \$59,999 | | 3 | 0 | 1 | 0 | 4 | 9 |
| \$60,000 - \$69,999 | | 5 | 0 | 0 | 0 | 5 | 7 |
| \$70,000 - \$79,999 | | 0 | 2 | 0 | 0 | 2 | 7 |
| \$80,000 - \$89,999 | | 3 | 5 | 1 | 0 | 9 | 6 |
| \$90,000 - \$99,999 | | 2 | 2 | 0 | 1 | 5 | 2 |
| \$100,000 - \$119,999 | | 6 | 10 | 1 | 2 | 19 | 11 |
| \$120,000 - \$139,999 | | 14 | 19 | 2 | 1 | 36 | 15 |
| \$140,000 - \$159,999 | | 8 | 39 | 2 | 1 | 50 | 27 |
| \$160,000 - \$179,999 | | 4 | 45 | 6 | 0 | 55 | 18 |
| \$180,000 - \$199,999 | | 1 | 32 | 6 | 0 | 39 | 19 |
| \$200,000 - \$249,999 | | 2 | 75 | 21 | 0 | 98 | 67 |
| \$250,000 - \$299,999 | | 4 | 37 | 64 | 0 | 105 | 82 |
| \$300,000 - \$399,999 | | 2 | 26 | 79 | 0 | 107 | 258 |
| \$400,000 - \$499,999 | | 1 | 5 | 37 | 0 | 43 | 140 |
| \$500,000 - \$749,999 | | 0 | 1 | 30 | 0 | 31 | 113 |
| \$750,000 - \$999,999 | | 0 | 0 | 4 | 0 | 4 | 27 |
| \$1,000,000 + | | 0 | 0 | 2 | 0 | 2 | 30 |
| Total Units | | 60 | 301 | 257 | 5 | 623 | 851 |
| Average Price | | \$136,151 | \$206,875 | \$357,397 | \$113,000 | \$261,404 | \$420,198 |

Total Dollar Volume Sgl Fam
\$162,289,578

Total Dollar Volume Condo/Lft
\$565,000

Total Dollar Volume
\$162,854,578

| # Sold by Days on Market | | | |
|--------------------------|--------|-------------|-------|
| | Houses | Condos/Loft | Total |
| 0-30 | 448 | 5 | 453 |
| 31-60 | 53 | 0 | 53 |
| 61-90 | 33 | 0 | 33 |
| 91-120 | 10 | 0 | 10 |
| 121+ | 71 | 0 | 71 |

| # Sold by Financing | | | |
|---------------------|--------|-------------|-------|
| | Houses | Condos/Loft | Total |
| FHA | 103 | 0 | 103 |
| VA | 49 | 0 | 49 |
| Conv | 385 | 4 | 389 |
| Assume | 0 | 0 | 0 |
| Cash | 56 | 1 | 57 |
| Owner | 0 | 0 | 0 |
| Other | 6 | 0 | 6 |