

Market Analysis By County: Johnson County

| Property Type                | Closed Sales* | YoY%    | Dollar Volume   | YoY%    | Average Price | YoY%    | Median Price | YoY%    | Price/Sqft | YoY%    | DOM | New Listings | Active Listings | Pending Sales | Months Inventory | Close To OLP |
|------------------------------|---------------|---------|-----------------|---------|---------------|---------|--------------|---------|------------|---------|-----|--------------|-----------------|---------------|------------------|--------------|
| <b>All(New and Existing)</b> |               |         |                 |         |               |         |              |         |            |         |     |              |                 |               |                  |              |
| Residential (SF/COND/TH)     | 290           | 33.6%   | \$115,103,368   | 34.2%   | \$396,908     | 0.4%    | \$359,450    | -0.2%   | \$178      | -2.1%   | 94  | 258          | 1,158           | 199           | 4.7              | 93.5%        |
| <b>YTD:</b>                  | 2,980         | 4.3%    | \$1,147,350,799 | 3.3%    | \$385,017     | -0.9%   | \$350,000    | -1.4%   | \$182      | 0.4%    | 74  | 4,735        | 1,130           | 2,982         |                  | 95.0%        |
| Single Family                | 289           | 33.2%   | \$114,838,866   | 33.9%   | \$397,366     | 0.5%    | \$360,000    | 0.0%    | \$178      | -2.0%   | 94  | 258          | 1,158           | 199           | 4.7              | 93.5%        |
| <b>YTD:</b>                  | 2,974         | 4.2%    | \$1,145,770,581 | 3.3%    | \$385,262     | -0.9%   | \$350,000    | -1.4%   | \$182      | 0.4%    | 74  | 4,729        | 1,129           | 2,977         |                  | 95.0%        |
| Townhouse                    | 1             | 100.0%  | \$270,000       | 100.0%  | \$270,000     | 100.0%  | \$270,000    | 100.0%  | \$141      | 100.0%  | 124 | -            | -               | -             | -                | 98.2%        |
| <b>YTD:</b>                  | 6             | 200.0%  | \$1,583,900     | 234.9%  | \$263,983     | 11.6%   | \$269,950    | 14.1%   | \$168      | 10.1%   | 48  | 6            | 1               | 5             |                  | 96.6%        |
| Condominium                  | -             | 0.0%    | -               | 0.0%    | -             | 0.0%    | -            | 0.0%    | -          | 0.0%    | -   | -            | -               | -             | -                | 0.0%         |
| <b>YTD:</b>                  | -             | -100.0% | -               | -100.0% | -             | -100.0% | -            | -100.0% | -          | -100.0% | -   | -            | -               | -             | -                | 0.0%         |
| <b>Existing Home</b>         |               |         |                 |         |               |         |              |         |            |         |     |              |                 |               |                  |              |
| Residential (SF/COND/TH)     | 128           | 18.5%   | \$48,909,049    | 37.3%   | \$382,102     | 15.9%   | \$335,000    | 16.3%   | \$182      | 7.7%    | 77  | 126          | 605             | 100           | 3.9              | 94.0%        |
| <b>YTD:</b>                  | 1,877         | 2.8%    | \$690,819,675   | 9.3%    | \$368,045     | 6.3%    | \$325,000    | 5.6%    | \$183      | 3.3%    | 58  | 2,950        | 626             | 1,854         |                  | 95.0%        |
| Single Family                | 127           | 17.6%   | \$48,643,643    | 36.6%   | \$383,021     | 16.2%   | \$337,000    | 17.0%   | \$183      | 7.9%    | 76  | 126          | 605             | 100           | 3.9              | 94.0%        |
| <b>YTD:</b>                  | 1,871         | 2.6%    | \$689,238,120   | 9.2%    | \$368,380     | 6.4%    | \$325,000    | 5.5%    | \$183      | 3.3%    | 58  | 2,944        | 625             | 1,849         |                  | 95.0%        |
| Townhouse                    | 1             | 100.0%  | \$270,000       | 100.0%  | \$270,000     | 100.0%  | \$270,000    | 100.0%  | \$141      | 100.0%  | 124 | -            | -               | -             | -                | 98.2%        |
| <b>YTD:</b>                  | 6             | 200.0%  | \$1,583,900     | 234.9%  | \$263,983     | 11.6%   | \$269,950    | 14.1%   | \$168      | 10.1%   | 48  | 6            | 1               | 5             |                  | 96.6%        |
| Condominium                  | -             | 0.0%    | -               | 0.0%    | -             | 0.0%    | -            | 0.0%    | -          | 0.0%    | -   | -            | -               | -             | -                | 0.0%         |
| <b>YTD:</b>                  | -             | -100.0% | -               | -100.0% | -             | -100.0% | -            | -100.0% | -          | -100.0% | -   | -            | -               | -             | -                | 0.0%         |
| <b>New Construction</b>      |               |         |                 |         |               |         |              |         |            |         |     |              |                 |               |                  |              |
| Residential (SF/COND/TH)     | 161           | 47.7%   | \$65,793,877    | 31.2%   | \$408,658     | -11.2%  | \$369,990    | -16.9%  | \$174      | -10.1%  | 108 | 132          | 553             | 99            | 6.0              | 93.1%        |
| <b>YTD:</b>                  | 1,103         | 6.9%    | \$456,644,197   | -4.5%   | \$414,002     | -10.7%  | \$379,965    | -14.7%  | \$181      | -4.5%   | 102 | 1,785        | 503             | 1,128         |                  | 95.1%        |
| Single Family                | 161           | 47.7%   | \$65,793,877    | 31.2%   | \$408,658     | -11.2%  | \$369,990    | -16.9%  | \$174      | -10.1%  | 108 | 132          | 553             | 99            | 6.0              | 93.1%        |
| <b>YTD:</b>                  | 1,103         | 6.9%    | \$456,644,197   | -4.5%   | \$414,002     | -10.7%  | \$379,965    | -14.7%  | \$181      | -4.5%   | 102 | 1,785        | 503             | 1,128         |                  | 95.1%        |
| Townhouse                    | -             | 0.0%    | -               | 0.0%    | -             | 0.0%    | -            | 0.0%    | -          | 0.0%    | -   | -            | -               | -             | -                | 0.0%         |
| <b>YTD:</b>                  | -             | 0.0%    | -               | 0.0%    | -             | 0.0%    | -            | 0.0%    | -          | 0.0%    | -   | -            | -               | -             | -                | 0.0%         |
| Condominium                  | -             | 0.0%    | -               | 0.0%    | -             | 0.0%    | -            | 0.0%    | -          | 0.0%    | -   | -            | -               | -             | -                | 0.0%         |
| <b>YTD:</b>                  | -             | 0.0%    | -               | 0.0%    | -             | 0.0%    | -            | 0.0%    | -          | 0.0%    | -   | -            | -               | -             | -                | 0.0%         |

\* Closed Sale counts for most recent 3 months are Preliminary.