

Local Market Update for September 2018

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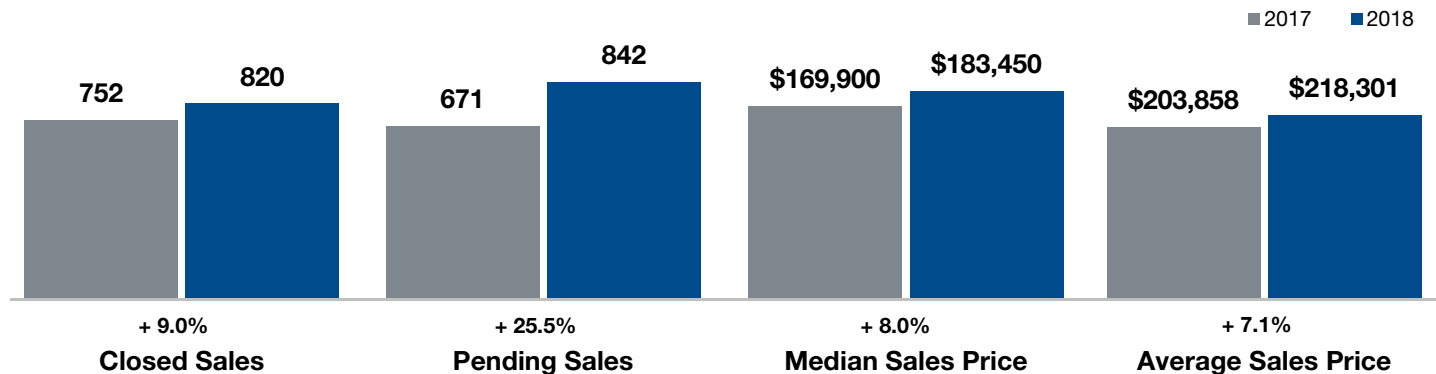


Johnson County

Key Metrics	July through September			October through September		
	2017	2018	Percent Change	Thru 9-2017	Thru 9-2018	Percent Change
New Listings	944	1,010	+ 7.0%	3,146	3,365	+ 7.0%
Closed Sales	752	820	+ 9.0%	2,732	2,943	+ 7.7%
Median Sales Price	\$169,900	\$183,450	+ 8.0%	\$165,000	\$178,450	+ 8.2%
Percent of Original List Price Received*	97.3%	96.8%	- 0.5%	96.5%	96.8%	+ 0.3%

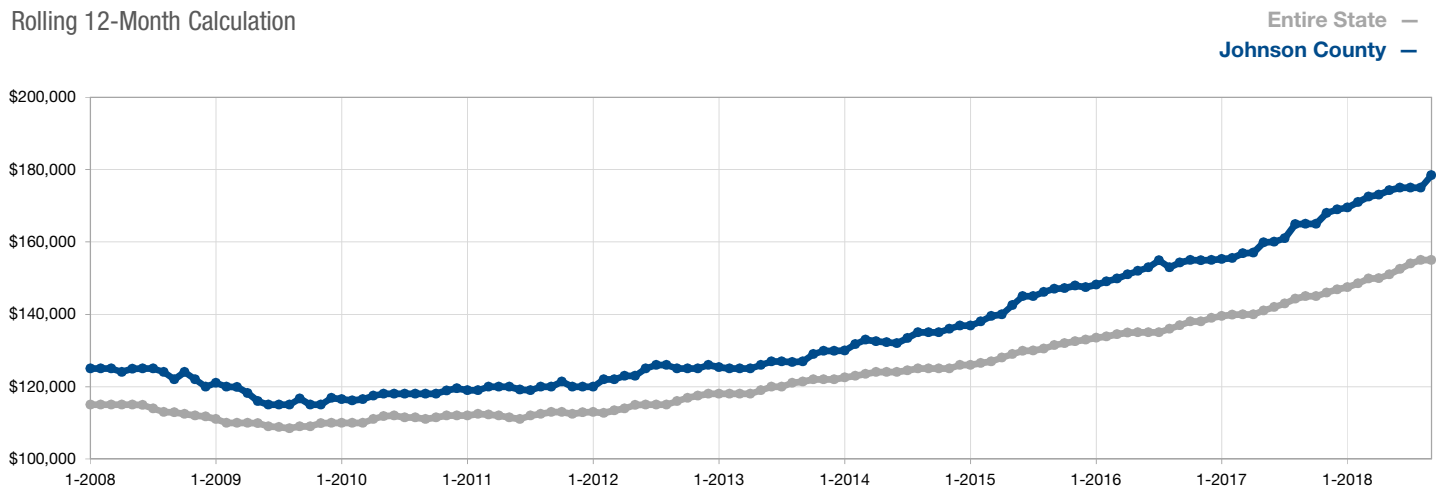
* Does not account for list price from any previous listing contracts. | Activity for one month can sometimes look extreme due to small sample size.

July through September



Median Sales Price

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.