

# Heartland Multiple Listing Service

## Activity Report

April 2016

Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% SP/LP	Avg DOM	Withdrawn	Expired	BOM
<b>Residential</b>											
Area 101	14	7	\$193,252	2	4	\$202,750	96.8%	88	0	2	2
Area 102	73	34	\$172,016	16	15	\$133,000	96.3%	82	0	2	3
Area 103	258	188	\$168,717	100	115	\$155,417	98.8%	56	2	2	22
Area 104	343	183	\$259,672	134	147	\$252,056	99.1%	84	1	4	10
Area 105	70	45	\$105,695	22	39	\$109,717	99.5%	75	0	2	4
Area 106	131	90	\$201,336	54	77	\$192,303	99.0%	51	1	4	12
Area 107	120	70	\$189,452	46	54	\$141,663	98.9%	63	0	1	14
Area 108	43	11	\$94,986	4	4	\$115,725	99.2%	102	0	1	4
Area 109	131	41	\$182,825	20	30	\$144,953	96.5%	54	1	1	5
Area 110	142	69	\$252,634	28	39	\$236,925	99.3%	93	1	2	7
Area 111	143	35	\$185,598	15	24	\$138,594	96.8%	130	1	3	7
Area 112	171	71	\$168,733	37	23	\$162,706	95.8%	99	0	5	8
Area 113	101	38	\$196,450	14	9	\$147,422	96.0%	107	2	1	3
Area 114	119	48	\$299,382	27	28	\$266,872	97.5%	67	0	4	3
Area 115	389	193	\$301,265	107	130	\$258,637	99.4%	61	0	4	24
Area 202	861	344	\$234,325	128	205	\$192,761	97.3%	64	22	28	53
Area 203	380	230	\$140,342	92	144	\$129,043	97.8%	56	4	7	25
Area 204	685	309	\$284,257	151	214	\$251,215	98.8%	74	3	7	25
Area 205	231	110	\$111,500	56	82	\$105,109	96.9%	87	0	9	8
Area 206	511	215	\$114,167	80	165	\$114,298	98.0%	73	5	12	25
Area 207	447	256	\$220,029	97	183	\$178,338	99.1%	63	3	9	22
Area 208	515	216	\$236,596	96	153	\$187,095	99.1%	99	4	11	23
Area 210	152	59	\$156,369	27	35	\$121,175	95.9%	101	2	8	8
Area 220	277	95	\$166,482	48	63	\$152,523	97.3%	84	4	14	10
Area 221	49	14	\$124,700	6	7	\$124,500	93.9%	43	0	8	0
Area 222	17	5	\$110,040	0	0				0	0	1
Area 223	50	7	\$177,685	5	8	\$107,525	93.9%	119	1	2	3
Area 224	10	3	\$48,900	0	0			21	0	0	0
Area 230	53	11	\$188,718	3	8	\$116,981	93.2%	268	0	1	2
Area 310	244	199	\$346,281	97	112	\$247,839	98.8%	30	2	3	7
Area 315	302	171	\$310,369	76	102	\$260,917	99.1%	61	2	1	13
Area 320	281	193	\$299,820	86	155	\$242,617	99.4%	35	3	6	18
Area 325	243	122	\$335,387	75	78	\$315,060	99.6%	54	0	5	9
Area 330	289	162	\$346,688	67	119	\$265,347	99.4%	57	0	4	16
Area 335	288	198	\$260,238	126	99	\$241,073	100.5%	68	2	3	13
Area 340	216	145	\$405,034	80	106	\$328,526	98.6%	39	2	2	18
Area 345	566	239	\$524,944	115	137	\$474,700	99.6%	85	2	7	29
Area 350	21	13	\$248,707	7	7	\$236,014	100.0%	42	0	0	2
Area 355	6	3	\$645,000	2	2	\$734,500	84.4%	28	0	0	1
Area 360	118	86	\$227,774	35	50	\$195,940	100.1%	46	0	2	1
Area 370	55	23	\$549,037	9	17	\$257,117	100.5%	60	0	3	2
Area 380	174	73	\$219,135	36	50	\$209,812	97.7%	61	3	6	8
Area 385	94	48	\$151,642	37	23	\$121,724	97.8%	90	1	0	6
Area 390	84	24	\$106,354	10	6	\$68,983	98.9%	39	0	6	3
Area 401	17	4	\$34,100	3	1	\$17,000	56.9%	50	0	2	0
Area 403	30	11	\$69,740	4	10	\$48,455	93.4%	45	0	2	3
Area 405	23	16	\$125,684	6	7	\$106,564	97.5%	9	0	2	2
Area 407	28	10	\$59,520	3	6	\$97,908	98.4%	35	0	0	0
Area 409	39	13	\$75,957	4	11	\$36,940	92.6%	25	2	1	1
Area 411	41	18	\$87,013	6	11	\$64,850	100.2%	62	0	3	0
Area 413	48	15	\$110,203	5	17	\$139,658	97.5%	77	0	0	2

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Area 415	13	7	\$83,328	5	3	\$112,650	102.7%	44	0	0	1
Area 417	43	20	\$118,409	17	15	\$133,360	99.8%	46	0	1	1
Area 419	55	27	\$106,007	16	18	\$104,888	99.1%	57	1	3	1
Area 421	111	64	\$257,564	27	29	\$267,692	97.7%	83	1	0	0
Area 423	50	26	\$171,746	5	21	\$196,383	98.2%	92	0	0	3
Area 425	112	56	\$286,772	32	27	\$248,218	98.8%	93	0	5	6
Area 427	242	108	\$167,329	51	70	\$160,714	97.6%	88	8	0	13
Area 440	53	7	\$151,957	8	6	\$178,000	96.7%	167	0	3	3
Area 450	132	78	\$236,064	43	43	\$190,301	96.1%	56	1	2	9
Area 997	0	0		0	0				0	0	0
Area 998	321	131	\$104,525	27	24	\$134,008	96.1%	178	1	7	14
Area 999	94	25	\$147,260	7	11	\$68,381	99.1%	105	0	6	5
	<b>10,919</b>	<b>5,332</b>	<b>\$204,124</b>	<b>2,542</b>	<b>3,398</b>	<b>\$182,424</b>	<b>97.0%</b>	<b>73</b>	<b>88</b>	<b>239</b>	<b>543</b>
Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% LP/SP	Avg DOM	Withdrawn	Expired	BOM
Commercial	640	57	\$306,952	10	17	\$236,438	82.0%	254	0	33	30
Lots & Land	4,704	366	\$207,527	81	129	\$137,372	96.3%	264	12	156	94
Multi-dwelling	289	72	\$171,855	30	40	\$187,108	95.8%	62	1	21	9
<b>Total</b>	<b>5,633</b>	<b>495</b>	<b>\$228,778</b>	<b>121</b>	<b>186</b>	<b>\$186,973</b>	<b>91.4%</b>	<b>193</b>	<b>13</b>	<b>210</b>	<b>133</b>
<b>Grand Total</b>	<b>13,568</b>	<b>5,827</b>	<b>\$241,930</b>	<b>2,669</b>	<b>3,584</b>	<b>\$209,210</b>	<b>98.5%</b>	<b>78</b>	<b>101</b>	<b>449</b>	<b>676</b>