

# Heartland Multiple Listing Service

## Activity Report

April 2018

Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% SP/LP	Avg DOM	Withdrawn	Expired	BOM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	6	7	\$205,321	4	3	\$183,500	98.2%	40	0	1	0
Area 102	35	35	\$236,031	15	35	\$218,435	96.1%	53	1	1	3
Area 103	197	159	\$196,249	84	108	\$180,215	100.4%	42	1	0	10
Area 104	271	170	\$286,542	103	109	\$283,448	100.4%	60	1	1	7
Area 105	37	43	\$148,118	23	34	\$125,746	100.5%	35	0	0	2
Area 106	118	72	\$223,326	35	64	\$220,489	99.1%	33	0	2	6
Area 107	126	68	\$233,504	33	46	\$176,140	98.6%	45	25	5	7
Area 108	26	14	\$109,207	3	4	\$103,500	101.2%	54	0	0	2
Area 109	102	36	\$250,089	17	19	\$192,946	97.9%	45	1	6	8
Area 110	106	64	\$346,294	38	47	\$249,253	99.4%	56	0	2	10
Area 111	73	47	\$173,660	22	22	\$171,497	98.8%	118	1	2	8
Area 112	127	57	\$204,033	34	38	\$165,149	96.8%	67	0	1	8
Area 1121	0	0		0	0				0	0	0
Area 1122	13	1	\$719,900	2	0				0	0	0
Area 113	63	30	\$204,997	18	12	\$176,450	95.8%	108	0	1	5
Area 1131	1	0		0	0				0	0	0
Area 1132	3	0		0	1	\$137,500	94.8%	26	0	0	0
Area 114	76	42	\$347,920	24	24	\$285,065	99.1%	98	0	0	4
Area 115	341	215	\$326,748	93	134	\$270,295	99.6%	55	1	5	20
Area 120	2	0		1	1	\$1	0.0%	257	0	0	0
Area 125	1	0		0	0				0	0	0
Area 130	2	0		0	0				0	0	0
Area 140	1	0		0	0				0	0	0
Area 145	3	0		0	0				0	0	0
Area 202	770	353	\$255,077	119	215	\$209,707	98.8%	50	9	19	60
Area 203	286	196	\$162,497	78	142	\$154,819	99.8%	34	4	1	14
Area 204	589	291	\$306,784	144	186	\$275,463	99.7%	49	3	5	31
Area 205	140	113	\$126,016	42	84	\$134,357	99.7%	37	2	2	7
Area 206	339	218	\$133,561	103	181	\$130,811	98.4%	47	1	1	19
Area 207	374	247	\$248,278	104	147	\$219,548	99.3%	71	0	3	22
Area 208	481	235	\$233,022	105	171	\$227,351	98.0%	67	6	2	33
Area 210	106	46	\$154,341	15	21	\$147,150	96.6%	130	0	4	2
Area 220	208	97	\$187,224	50	56	\$187,561	98.4%	79	0	4	5
Area 221	37	10	\$83,970	1	6	\$127,516	97.1%	105	2	2	2
Area 222	14	3	\$188,266	0	2	\$88,000	95.2%	28	1	2	0
Area 223	52	16	\$186,761	4	6	\$128,100	96.7%	99	0	0	1
Area 224	2	1	\$164,900	0	0				0	0	0
Area 230	57	18	\$154,700	7	10	\$179,520	100.6%	96	0	3	3
Area 310	204	182	\$408,737	84	126	\$291,157	100.2%	24	1	5	17
Area 315	215	136	\$314,007	64	88	\$298,791	99.8%	76	0	3	15
Area 320	263	252	\$363,409	114	131	\$279,182	99.9%	29	4	4	19
Area 325	229	135	\$402,176	57	83	\$356,263	100.6%	50	1	3	15
Area 330	273	164	\$357,816	64	109	\$317,781	100.4%	57	2	2	17
Area 335	282	197	\$291,119	105	99	\$272,873	100.8%	43	0	5	8
Area 340	162	125	\$465,411	56	98	\$397,379	98.8%	30	2	4	12
Area 345	537	221	\$556,627	109	125	\$463,306	99.6%	73	0	3	40
Area 350	18	9	\$298,555	4	10	\$251,135	97.6%	44	0	1	0
Area 355	2	2	\$657,500	3	1	\$225,000	100.0%	2	0	0	0
Area 360	103	65	\$221,480	36	44	\$236,948	101.0%	54	0	3	2
Area 370	66	34	\$303,960	30	18	\$261,263	101.9%	86	0	0	3
Area 380	166	79	\$256,401	36	33	\$202,379	100.7%	42	1	6	10

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Area 385	78	32	\$189,943	15	32	\$160,730	98.0%	50	1	2	5
Area 390	57	15	\$157,606	4	12	\$180,666	85.6%	135	1	3	3
Area 401	13	6	\$49,686	2	2	\$93,350	98.3%	101	0	0	1
Area 403	21	16	\$83,915	7	8	\$59,917	95.8%	48	0	1	0
Area 405	15	23	\$113,828	10	13	\$111,469	100.6%	47	0	3	2
Area 407	17	13	\$109,369	3	4	\$124,000	103.8%	8	0	0	0
Area 409	35	17	\$62,279	1	10	\$72,520	100.7%	23	0	0	3
Area 411	21	12	\$113,195	7	19	\$90,384	100.7%	38	1	0	2
Area 413	22	18	\$139,083	7	18	\$131,272	100.3%	31	1	1	0
Area 415	9	10	\$133,915	6	2	\$132,500	102.0%	3	0	0	0
Area 417	22	18	\$146,000	10	12	\$103,796	101.2%	25	1	0	0
Area 419	33	25	\$132,448	13	23	\$130,745	100.0%	18	1	0	3
Area 421	94	42	\$314,162	23	21	\$268,508	98.9%	47	1	0	3
Area 423	31	22	\$242,634	8	21	\$195,228	99.3%	32	0	1	3
Area 425	130	71	\$321,428	46	39	\$283,939	99.4%	68	0	0	14
Area 427	173	95	\$183,761	64	77	\$191,988	98.7%	64	0	3	13
Area 440	30	19	\$215,336	8	11	\$123,009	96.3%	64	0	0	1
Area 450	103	78	\$261,056	41	40	\$256,500	98.4%	54	0	0	4
Area 708	0	0		0	0				0	0	0
Area 997	0	0		0	0				0	0	0
Area 998	232	69	\$225,632	29	42	\$88,504	95.3%	106	0	10	10
Area 999	128	38	\$106,862	11	14	\$99,535	92.8%	177	4	9	6
<b>Total</b>	<b>8,969</b>	<b>5,144</b>	<b>\$238,042</b>	<b>2,398</b>	<b>3,313</b>	<b>\$192,088</b>	<b>97.2%</b>	<b>61</b>	<b>81</b>	<b>147</b>	<b>530</b>
Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% LP/SP	Avg DOM	Withdrawn	Expired	BOM
Commercial	782	83	\$296,478	16	26	\$188,833	87.2%	279	3	52	17
Lots & Land	3,828	358	\$208,374	107	132	\$115,822	91.2%	194	7	109	59
Multi-dwelling	225	106	\$225,786	43	57	\$178,648	94.2%	115	3	12	24
<b>Total</b>	<b>4,835</b>	<b>547</b>	<b>\$243,546</b>	<b>166</b>	<b>215</b>	<b>\$161,101</b>	<b>90.9%</b>	<b>196</b>	<b>13</b>	<b>173</b>	<b>100</b>
<b>Grand Total</b>	<b>11,526</b>	<b>5,691</b>	<b>\$269,994</b>	<b>2,659</b>	<b>3,598</b>	<b>\$228,164</b>	<b>99.0%</b>	<b>65</b>	<b>94</b>	<b>326</b>	<b>630</b>