

# Heartland Multiple Listing Service

## Activity Report December 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Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% SP/LP	Avg DOM	Withdrawn	Expired	BOM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	8	6	\$156,550	2	6	\$143,665	98.6%	109	0	0	0
Area 102	51	13	\$123,088	9	25	\$124,286	98.7%	46	1	3	1
Area 103	187	56	\$159,593	38	98	\$159,864	98.7%	64	1	10	10
Area 104	251	52	\$293,725	40	101	\$270,055	99.5%	53	0	10	10
Area 105	67	16	\$109,771	14	32	\$103,478	98.8%	61	0	6	2
Area 106	97	28	\$212,608	17	41	\$213,706	99.0%	47	2	4	5
Area 107	119	30	\$142,230	17	49	\$159,470	94.4%	71	2	8	5
Area 108	25	8	\$74,225	2	8	\$82,479	98.9%	78	0	3	0
Area 109	90	11	\$136,973	11	26	\$126,646	99.7%	91	2	10	4
Area 110	86	16	\$220,512	9	37	\$238,722	97.5%	55	0	7	2
Area 111	105	8	\$171,375	6	19	\$131,939	96.4%	40	1	8	5
Area 112	125	30	\$135,310	11	21	\$172,928	98.7%	70	0	7	8
Area 113	82	20	\$180,250	9	20	\$123,509	97.4%	61	1	7	4
Area 114	76	12	\$322,097	10	23	\$226,208	97.6%	84	0	7	2
Area 115	271	68	\$304,032	39	104	\$264,610	99.2%	65	3	11	15
Area 202	605	173	\$152,477	55	189	\$170,295	97.3%	67	5	102	24
Area 203	273	106	\$114,158	55	127	\$133,143	97.5%	56	6	32	20
Area 204	482	115	\$293,987	56	166	\$252,623	98.4%	67	3	20	19
Area 205	181	61	\$99,493	18	64	\$99,459	95.8%	70	0	21	9
Area 206	394	131	\$101,321	48	133	\$106,436	97.1%	62	2	31	14
Area 207	293	73	\$208,123	47	130	\$199,019	98.7%	59	6	14	13
Area 208	481	102	\$220,903	47	145	\$192,381	99.3%	53	3	39	20
Area 210	106	14	\$96,285	8	34	\$135,411	95.0%	72	0	13	8
Area 220	206	31	\$182,437	13	55	\$153,333	96.5%	93	1	17	10
Area 221	47	10	\$126,960	3	3	\$190,800	93.9%	66	1	20	2
Area 222	16	3	\$127,800	1	1	\$315,000	96.9%	84	0	0	1
Area 223	38	6	\$162,300	1	3	\$64,820	91.0%	147	0	3	0
Area 224	4	0		0	1	\$47,000	100.0%	15	0	0	0
Area 230	54	9	\$253,594	1	9	\$159,500	96.1%	81	3	2	3
Area 310	153	56	\$348,752	26	94	\$295,865	97.5%	40	1	11	6
Area 315	200	54	\$301,710	29	81	\$252,104	99.4%	50	1	9	9
Area 320	158	71	\$329,664	36	138	\$258,320	97.5%	35	3	14	10
Area 325	181	37	\$397,621	17	71	\$344,965	98.8%	55	0	17	4
Area 330	195	46	\$333,696	30	73	\$285,731	99.7%	65	1	16	6
Area 335	215	64	\$268,377	35	132	\$252,399	100.0%	44	0	14	9
Area 340	141	45	\$326,031	22	71	\$338,533	97.6%	55	3	11	5
Area 345	385	59	\$542,825	32	108	\$469,873	98.2%	76	1	31	15
Area 350	9	5	\$207,000	3	3	\$80,000	90.1%	61	0	2	0
Area 355	8	0		1	0			31	0	1	0
Area 360	60	26	\$198,887	16	42	\$206,608	98.9%	56	2	3	2
Area 370	30	4	\$203,821	6	16	\$245,823	100.3%	55	1	3	1
Area 380	145	20	\$250,445	12	32	\$223,356	97.6%	66	0	14	8
Area 385	87	18	\$118,433	8	18	\$145,283	97.2%	46	1	8	2
Area 390	66	6	\$106,391	3	8	\$108,425	86.9%	93	0	7	2
Area 401	10	1	\$114,000	1	5	\$51,920	97.6%	55	0	2	1
Area 403	27	4	\$52,950	2	2	\$30,500	101.8%	54	0	1	0
Area 405	19	7	\$75,857	3	10	\$78,283	97.9%	54	0	1	1
Area 407	16	7	\$100,035	1	5	\$101,900	99.0%	43	0	1	1
Area 409	39	13	\$40,457	4	6	\$36,266	97.5%	46	0	3	1
Area 411	31	7	\$69,218	8	19	\$58,197	97.9%	46	0	3	2
Area 413	39	7	\$132,271	4	18	\$131,982	98.6%	60	0	2	1

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Area 415	13	1	\$158,900	0	4	\$93,250	95.9%	36	0	3	3
Area 417	41	8	\$95,600	3	10	\$103,700	96.9%	56	0	3	4
Area 419	56	16	\$114,284	11	24	\$119,686	98.6%	56	0	3	4
Area 421	83	16	\$244,040	9	29	\$216,114	99.2%	59	1	0	1
Area 423	30	9	\$124,377	3	9	\$199,380	97.2%	89	0	1	1
Area 425	113	23	\$257,758	10	41	\$261,614	100.6%	58	0	11	3
Area 427	133	34	\$134,175	19	37	\$162,583	96.3%	84	4	21	6
Area 440	33	6	\$196,050	9	7	\$131,000	94.8%	56	0	3	1
Area 450	114	26	\$232,642	12	29	\$220,025	98.2%	48	0	18	3
Area 997	1	0		0	0				0	0	0
Area 998	274	34	\$102,403	23	41	\$107,683	91.3%	92	2	19	4
Area 999	70	9	\$266,083	4	10	\$94,660	94.3%	191	1	14	1
	<b>7,995</b>	<b>1,947</b>	<b>\$188,782</b>	<b>989</b>	<b>2,863</b>	<b>\$171,587</b>	<b>97.4%</b>	<b>64</b>	<b>65</b>	<b>685</b>	<b>333</b>
Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% LP/SP	Avg DOM	Withdrawn	Expired	BOM
Commercial	553	54	\$294,049	15	18	\$279,111	93.8%	293	5	59	13
Lots & Land	4,213	225	\$192,397	48	157	\$114,165	83.3%	454	12	277	82
Multi-dwelling	232	48	\$189,673	25	66	\$149,522	94.7%	58	0	36	8
<b>Total</b>	<b>4,998</b>	<b>327</b>	<b>\$225,373</b>	<b>88</b>	<b>241</b>	<b>\$180,933</b>	<b>90.6%</b>	<b>268</b>	<b>17</b>	<b>372</b>	<b>103</b>
<b>Grand Total</b>	<b>11,543</b>	<b>2,274</b>	<b>\$214,984</b>	<b>1,076</b>	<b>3,104</b>	<b>\$206,997</b>	<b>97.7%</b>	<b>78</b>	<b>82</b>	<b>1,057</b>	<b>436</b>