

Heartland Multiple Listing Service

Activity Report December 2017

Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% SP/LP	Avg DOM	Withdrawn	Expired	BOM
Residential											
Area 101	10	4	\$182,475	1	3	\$173,612	97.7%	70	0	1	1
Area 102	62	25	\$176,072	8	14	\$115,732	93.8%	51	0	2	6
Area 103	192	80	\$178,858	55	87	\$181,324	99.0%	44	1	6	11
Area 104	278	76	\$320,414	41	88	\$264,704	100.7%	63	5	11	9
Area 105	38	17	\$106,838	8	30	\$117,940	97.6%	31	0	2	1
Area 106	97	32	\$205,384	12	55	\$241,297	98.0%	34	2	7	4
Area 107	147	34	\$212,607	16	36	\$169,692	97.9%	47	1	1	7
Area 108	21	9	\$86,888	2	7	\$76,498	83.5%	63	0	3	0
Area 109	78	19	\$271,989	21	21	\$152,602	96.0%	77	1	10	2
Area 110	90	24	\$287,070	14	34	\$244,813	100.6%	58	1	3	3
Area 111	73	18	\$166,094	11	17	\$147,732	96.5%	102	1	5	5
Area 112	141	41	\$154,821	15	29	\$192,039	97.0%	72	1	11	5
Area 113	75	11	\$144,318	7	20	\$163,720	96.8%	65	0	15	3
Area 114	82	12	\$298,937	9	22	\$287,557	99.4%	77	0	3	3
Area 115	250	99	\$316,698	49	105	\$292,454	98.1%	63	6	13	19
Area 202	629	216	\$183,913	52	223	\$212,808	96.8%	55	9	77	49
Area 203	225	114	\$131,004	58	124	\$140,237	97.3%	43	2	15	11
Area 204	461	123	\$329,359	57	167	\$270,314	98.2%	60	0	22	21
Area 205	134	51	\$114,050	25	76	\$110,159	97.7%	40	0	13	4
Area 206	353	138	\$122,573	56	158	\$119,885	98.2%	53	1	23	22
Area 207	289	81	\$209,099	38	120	\$201,585	98.8%	63	2	14	11
Area 208	398	109	\$230,584	42	113	\$213,582	99.1%	81	3	26	12
Area 210	106	25	\$166,224	8	16	\$104,658	94.3%	239	0	5	5
Area 220	173	54	\$208,742	28	61	\$184,116	97.7%	56	3	10	9
Area 221	37	9	\$94,377	0	5	\$127,000	96.5%	50	1	5	1
Area 222	15	2	\$289,875	0	1	\$267,600	95.6%	79	0	2	0
Area 223	29	3	\$120,666	0	3	\$153,333	97.0%	77	0	5	0
Area 224	3	2	\$97,250	0	1	\$72,000	102.9%	145	0	0	0
Area 230	57	3	\$83,166	2	10	\$190,100	96.4%	86	0	7	3
Area 310	130	59	\$335,071	30	102	\$316,278	98.1%	39	3	5	9
Area 315	163	37	\$288,580	27	85	\$267,235	98.9%	40	1	13	7
Area 320	168	69	\$327,448	39	123	\$278,200	97.9%	41	2	14	9
Area 325	177	36	\$401,083	23	48	\$337,801	99.3%	49	1	11	8
Area 330	209	64	\$338,593	29	91	\$282,021	99.2%	52	0	11	13
Area 335	205	72	\$273,601	51	114	\$268,531	100.5%	59	1	6	6
Area 340	105	41	\$394,315	25	86	\$333,225	97.8%	40	2	14	6
Area 345	426	70	\$496,004	52	117	\$527,114	99.1%	55	4	20	19
Area 350	23	4	\$297,350	1	2	\$212,500	95.1%	45	0	1	3
Area 355	4	0		0	2	\$390,000	87.6%	85	0	1	0
Area 360	85	24	\$387,616	11	35	\$210,834	99.9%	31	1	6	7
Area 370	60	18	\$262,714	12	12	\$282,819	99.1%	68	1	1	1
Area 380	102	30	\$172,131	23	36	\$268,305	105.7%	77	2	9	6
Area 385	75	22	\$130,434	13	30	\$124,976	96.3%	45	0	7	6
Area 390	54	12	\$116,916	1	12	\$99,758	92.5%	100	0	8	5
Area 401	8	5	\$89,400	0	1	\$54,500	100.0%	70	1	2	1
Area 403	23	7	\$70,568	3	6	\$65,741	90.3%	60	0	1	2
Area 405	18	10	\$133,125	2	15	\$110,341	94.6%	52	0	2	1
Area 407	7	9	\$98,311	3	9	\$69,989	102.7%	47	0	3	1
Area 409	31	8	\$57,518	0	11	\$43,036	90.0%	45	0	2	3
Area 411	23	8	\$59,843	4	16	\$69,484	97.3%	39	0	3	2
Area 413	18	9	\$123,377	1	18	\$148,727	98.0%	25	0	0	0

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Area 415	6	5	\$99,560	2	2	\$98,500	93.8%	9	0	1	0
Area 417	24	10	\$141,670	0	9	\$134,666	99.0%	26	0	3	0
Area 419	36	15	\$125,180	8	27	\$132,307	100.2%	40	1	2	1
Area 421	88	18	\$255,080	8	22	\$264,142	97.9%	60	1	8	1
Area 423	36	17	\$161,361	7	13	\$168,547	97.7%	73	0	0	2
Area 425	109	33	\$275,388	16	34	\$242,966	100.0%	75	0	6	3
Area 427	150	41	\$183,081	27	49	\$171,850	97.7%	55	3	18	7
Area 440	31	6	\$138,366	8	5	\$111,600	94.9%	29	1	5	2
Area 450	97	30	\$340,743	17	35	\$211,451	97.6%	47	4	17	5
Area 708	0	0		0	0				0	0	0
Area 997	0	0		0	0				0	0	0
Area 998	228	44	\$118,217	23	28	\$119,600	97.4%	56	2	21	10
Area 999	109	22	\$169,638	10	9	\$94,555	92.4%	79	0	15	2
Total	7,571	2,286	\$202,502	1,111	2,850	\$188,721	97.2%	61	71	553	375

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Commercial	593	54	\$329,236	28	25	\$170,696	81.2%	141	3	89	13
Lots & Land	3,515	242	\$311,696	63	144	\$179,185	92.4%	341	21	227	56
Multi-dwelling	177	63	\$301,511	15	66	\$210,633	84.4%	77	1	46	9
Total	4,285	359	\$314,148	106	235	\$186,838	86.0%	186	25	362	78
Grand Total	10,385	2,645	\$243,858	1,223	3,085	\$226,204	97.8%	62	96	915	453