

# Heartland Multiple Listing Service

## Activity Report December 2019

Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% SP/LP	Avg DOM	Withdrawn	Expired	BOM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	3	6	\$277,966	2	8	\$234,036	101.0%	26	0	0	0
Area 102	54	11	\$259,136	7	23	\$201,343	98.4%	66	2	1	6
Area 103	123	59	\$198,093	42	108	\$199,228	99.6%	39	3	9	8
Area 104	226	56	\$326,771	31	111	\$300,678	99.6%	50	2	8	4
Area 105	37	12	\$147,258	10	34	\$142,827	99.2%	30	1	3	3
Area 106	68	33	\$281,387	20	51	\$244,374	98.6%	51	1	6	5
Area 107	93	28	\$193,389	19	57	\$232,483	98.2%	66	0	6	4
Area 108	21	12	\$76,258	9	5	\$88,660	95.8%	56	0	1	0
Area 109	93	25	\$335,541	9	23	\$166,397	97.6%	59	1	8	2
Area 110	73	25	\$281,368	17	34	\$263,146	99.9%	65	2	5	2
Area 111	36	8	\$143,375	9	9	\$180,433	97.0%	63	1	4	1
Area 112	20	5	\$117,396	6	6	\$166,885	97.1%	37	1	0	0
Area 1121	34	9	\$143,505	3	12	\$115,407	97.5%	40	0	3	3
Area 1122	42	9	\$231,000	7	13	\$251,346	97.5%	70	1	7	2
Area 113	16	2	\$127,400	2	5	\$214,040	96.5%	73	0	2	1
Area 1131	68	15	\$113,973	10	15	\$107,093	94.8%	66	0	5	1
Area 1132	111	17	\$106,670	11	32	\$121,757	97.9%	69	0	13	4
Area 114	88	26	\$359,869	12	29	\$404,310	101.5%	46	0	4	4
Area 115	234	65	\$288,961	42	116	\$300,103	98.4%	53	5	18	8
Area 120	29	11	\$143,127	6	14	\$193,742	98.4%	79	0	3	2
Area 125	16	3	\$192,833	2	10	\$162,872	97.1%	72	0	2	0
Area 130	9	4	\$214,950	2	4	\$154,750	92.4%	40	0	1	1
Area 135	6	0		1	1	\$285,000	96.8%	99	0	0	0
Area 140	3	0		2	2	\$80,607	83.1%	76	0	1	0
Area 145	6	2	\$62,450	0	1	\$42,000	76.5%	6	1	2	0
Area 202	610	168	\$193,973	73	195	\$211,275	96.9%	46	6	80	42
Area 203	197	81	\$174,669	39	120	\$165,060	98.4%	35	2	14	16
Area 204	450	96	\$344,299	58	199	\$286,328	98.4%	60	3	21	16
Area 205	112	49	\$138,650	28	82	\$142,387	96.3%	41	3	22	7
Area 206	263	108	\$141,705	56	167	\$147,578	98.3%	40	4	21	20
Area 207	307	81	\$243,317	60	116	\$231,689	99.1%	58	5	8	7
Area 208	332	104	\$231,341	56	130	\$225,773	97.1%	66	8	17	13
Area 210	83	26	\$142,212	13	24	\$158,691	96.4%	66	0	5	6
Area 220	142	42	\$188,048	36	56	\$173,642	94.8%	69	2	12	2
Area 221	31	5	\$205,880	3	8	\$185,537	96.2%	42	1	3	2
Area 222	15	0		0	3	\$342,666	94.6%	156	1	5	1
Area 223	25	1	\$150,000	3	4	\$150,475	98.2%	51	0	4	4
Area 224	5	0		0	0				0	0	1
Area 230	44	5	\$168,780	5	11	\$128,381	96.4%	65	2	4	2
Area 310	106	51	\$333,907	35	95	\$373,343	97.2%	43	5	13	3
Area 315	128	44	\$351,014	26	83	\$304,977	98.5%	29	3	9	6
Area 320	160	69	\$329,544	38	119	\$303,377	97.2%	36	3	16	17
Area 325	145	48	\$400,459	29	76	\$332,138	99.4%	57	3	10	5
Area 330	205	66	\$333,200	45	97	\$347,421	101.1%	39	2	10	10
Area 335	236	66	\$310,433	46	85	\$304,977	99.4%	59	1	4	11
Area 340	93	28	\$348,144	29	78	\$398,391	96.8%	32	2	11	3
Area 345	410	65	\$607,506	50	103	\$510,109	98.5%	92	2	22	12
Area 350	24	1	\$385,000	2	10	\$235,386	99.7%	23	0	0	1
Area 355	3	1	\$865,000	0	1	\$175,000	92.1%	3	0	4	0
Area 360	59	25	\$225,416	22	28	\$269,328	99.7%	40	2	2	4
Area 370	87	14	\$314,444	9	29	\$313,047	100.4%	101	1	1	2

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Area 380	101	23	\$228,836	28	47	\$332,829	95.0%	64	2	6	3
Area 385	69	17	\$161,964	7	25	\$128,416	97.8%	41	1	11	0
Area 390	38	9	\$102,366	6	7	\$107,057	96.2%	41	1	5	0
Area 401	16	3	\$95,333	3	5	\$117,400	99.5%	14	0	2	0
Area 403	24	15	\$98,983	6	8	\$82,651	96.4%	18	0	1	2
Area 405	21	5	\$134,740	4	12	\$167,062	100.1%	34	0	4	0
Area 407	15	1	\$39,900	1	5	\$131,900	98.3%	27	0	1	1
Area 409	25	9	\$84,600	5	7	\$69,714	104.2%	49	0	3	2
Area 411	30	16	\$106,775	1	7	\$101,628	97.0%	25	0	2	2
Area 413	17	10	\$166,080	4	14	\$170,417	99.4%	23	0	3	0
Area 415	7	6	\$131,900	5	3	\$101,833	102.9%	4	0	2	0
Area 417	25	8	\$137,325	2	15	\$142,516	98.3%	37	0	1	4
Area 419	32	12	\$152,708	6	24	\$151,058	98.5%	29	1	1	4
Area 421	70	16	\$269,843	10	23	\$265,328	98.8%	60	1	5	6
Area 423	20	12	\$183,228	6	10	\$196,885	96.7%	34	0	2	0
Area 425	140	26	\$353,077	11	40	\$300,519	98.0%	65	2	4	4
Area 427	110	34	\$158,860	23	52	\$165,740	98.4%	55	0	17	3
Area 440	20	10	\$156,710	2	7	\$240,628	97.5%	61	0	4	0
Area 450	66	27	\$246,329	15	31	\$247,458	95.1%	44	2	14	4
Area 708	0	0		0	0				0	0	0
Area 997	0	0		0	0				0	0	0
Area 998	191	37	\$155,779	15	41	\$154,267	90.5%	70	1	18	6
Area 999	121	18	\$237,631	7	21	\$101,304	92.5%	91	3	16	2
	<b>6,939</b>	<b>2,001</b>	<b>\$222,832</b>	<b>1,209</b>	<b>3,046</b>	<b>\$207,706</b>	<b>97.2%</b>	<b>51</b>	<b>96</b>	<b>552</b>	<b>317</b>
Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% LP/SP	Avg DOM	Withdrawn	Expired	BOM
Commercial	663	46	\$315,669	8	30	\$199,386	85.5%	194	0	99	23
Lots & Land	3,054	217	\$278,716	75	154	\$152,326	93.8%	172	5	218	42
Multi-dwelling	159	70	\$265,330	42	65	\$290,517	93.7%	68	5	37	9
<b>Total</b>	<b>3,876</b>	<b>333</b>	<b>\$286,572</b>	<b>125</b>	<b>249</b>	<b>\$214,076</b>	<b>91.0%</b>	<b>145</b>	<b>10</b>	<b>354</b>	<b>74</b>
<b>Grand Total</b>	<b>9,777</b>	<b>2,334</b>	<b>\$255,418</b>	<b>1,337</b>	<b>3,295</b>	<b>\$246,475</b>	<b>97.8%</b>	<b>60</b>	<b>106</b>	<b>906</b>	<b>391</b>