

# Heartland Multiple Listing Service

## Activity Report December 2020

Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% SP/LP	Avg DOM	Withdrawn	Expired	BOM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	4	2	\$242,450	0	4	\$247,475	103.7%	15	0	0	0
Area 102	21	16	\$154,037	16	30	\$217,070	99.1%	28	1	2	2
Area 103	63	62	\$207,986	47	112	\$216,492	100.9%	20	1	3	4
Area 104	82	77	\$337,391	66	137	\$337,230	100.0%	29	1	10	7
Area 105	12	26	\$155,255	12	36	\$158,913	101.5%	13	0	3	1
Area 106	61	39	\$288,095	28	72	\$273,763	99.7%	27	0	1	2
Area 107	44	32	\$249,261	19	43	\$279,308	99.2%	23	3	2	7
Area 108	12	8	\$106,637	4	7	\$136,828	98.4%	26	0	0	1
Area 109	36	18	\$257,622	14	25	\$182,642	100.7%	31	0	1	3
Area 110	35	23	\$279,924	31	35	\$323,862	100.1%	27	0	1	0
Area 111	20	6	\$209,316	3	15	\$233,746	96.1%	48	0	1	1
Area 112	15	7	\$147,028	9	14	\$175,460	99.6%	31	0	3	1
Area 1121	20	7	\$274,528	2	11	\$113,063	96.7%	55	0	1	0
Area 1122	21	18	\$160,872	6	16	\$259,724	98.8%	50	1	2	2
Area 113	7	9	\$215,777	7	7	\$177,164	98.6%	46	0	0	1
Area 1131	32	17	\$117,500	7	17	\$127,334	94.2%	41	1	2	2
Area 1132	69	35	\$119,671	8	38	\$129,567	97.3%	27	1	5	9
Area 114	44	18	\$324,531	13	42	\$294,594	98.7%	56	1	1	1
Area 115	138	91	\$329,927	66	167	\$327,541	99.6%	26	1	8	4
Area 120	15	10	\$178,450	7	16	\$160,678	96.8%	53	0	0	1
Area 125	10	6	\$210,808	2	1	\$135,000	100.0%	0	0	1	1
Area 130	7	1	\$75,000	1	6	\$157,604	99.0%	25	0	1	0
Area 135	6	0		1	0				0	0	0
Area 140	1	0		0	2	\$87,000	99.7%	134	0	0	0
Area 145	3	2	\$79,900	2	5	\$123,780	131.0%	32	0	0	0
Area 202	467	265	\$190,285	142	270	\$246,932	97.9%	34	7	45	43
Area 203	88	107	\$199,134	65	159	\$181,709	100.9%	17	4	6	8
Area 204	259	132	\$389,432	93	217	\$342,482	100.2%	50	1	9	11
Area 205	61	67	\$152,279	31	85	\$159,721	100.0%	19	1	4	3
Area 206	130	141	\$151,010	75	204	\$155,349	100.3%	35	1	15	11
Area 207	191	125	\$282,257	92	165	\$245,182	100.5%	26	2	3	13
Area 208	173	121	\$269,386	82	160	\$260,143	99.2%	24	0	7	10
Area 210	45	20	\$191,560	8	35	\$184,622	98.4%	43	1	5	3
Area 220	86	37	\$236,160	34	56	\$239,531	98.4%	43	1	4	3
Area 221	11	5	\$126,580	3	4	\$186,225	98.1%	69	0	0	1
Area 222	11	5	\$199,600	0	6	\$179,350	103.4%	67	1	0	1
Area 223	24	9	\$168,788	7	12	\$132,278	98.7%	46	0	6	0
Area 224	1	2	\$32,450	2	0				0	0	0
Area 230	29	6	\$146,166	7	11	\$278,404	97.6%	31	1	3	1
Area 235	50	27	\$131,140	23	22	\$109,977	98.6%	35	1	10	3
Area 310	80	75	\$377,163	53	110	\$371,816	98.8%	31	3	9	7
Area 315	51	63	\$351,927	50	109	\$321,802	100.4%	19	1	3	4
Area 320	91	98	\$375,876	64	166	\$357,362	99.5%	20	4	11	5
Area 325	92	61	\$459,404	49	81	\$438,139	100.3%	36	0	3	4
Area 330	96	82	\$361,989	59	111	\$382,577	100.5%	48	2	8	2
Area 335	97	62	\$324,251	56	138	\$327,451	101.4%	24	1	3	2
Area 340	41	52	\$397,485	40	88	\$454,639	97.2%	27	2	5	1
Area 345	205	84	\$576,821	83	123	\$624,495	99.1%	48	1	2	13
Area 350	10	7	\$210,421	4	9	\$278,146	99.9%	16	0	1	0
Area 355	2	2	\$712,500	0	4	\$648,750	96.3%	24	0	0	0
Area 360	26	18	\$228,077	14	40	\$249,606	99.5%	16	1	3	0

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Area 370	51	16	\$318,680	12	25	\$349,790	100.6%	75	0	0	0
Area 380	70	28	\$577,312	16	43	\$500,337	96.8%	34	2	3	7
Area 385	35	23	\$133,789	23	37	\$210,857	96.4%	18	0	1	2
Area 390	24	16	\$168,428	6	10	\$240,050	87.9%	23	0	1	1
Area 401	6	2	\$142,500	6	4	\$108,225	95.1%	26	0	1	0
Area 403	16	16	\$148,821	7	8	\$159,125	98.3%	32	0	4	2
Area 405	8	9	\$161,433	3	10	\$170,337	98.4%	16	0	1	1
Area 407	3	3	\$142,333	1	6	\$140,333	105.3%	13	0	0	0
Area 409	22	14	\$108,142	5	19	\$111,242	98.7%	18	1	2	2
Area 411	14	13	\$142,634	6	12	\$128,733	102.7%	9	1	0	1
Area 413	11	13	\$165,096	7	20	\$156,279	101.5%	10	0	0	2
Area 415	3	4	\$188,225	3	7	\$211,714	99.4%	29	0	0	0
Area 417	7	8	\$184,618	7	11	\$164,768	102.7%	18	1	0	0
Area 419	14	22	\$161,473	12	24	\$173,175	99.4%	25	1	1	0
Area 421	34	23	\$326,308	13	32	\$315,380	99.3%	44	1	3	1
Area 423	7	14	\$208,807	7	11	\$238,686	100.6%	23	0	0	0
Area 425	96	52	\$347,409	35	54	\$305,968	100.1%	49	1	2	0
Area 427	61	49	\$281,591	29	63	\$197,974	97.6%	35	1	3	2
Area 440	8	8	\$157,525	7	8	\$265,425	96.9%	57	0	0	1
Area 450	34	18	\$268,100	19	35	\$268,237	99.5%	28	2	1	0
Area 708	0	0		0	0				0	0	0
Area 997	0	0		0	0				0	0	0
Area 998	114	51	\$157,617	30	55	\$134,298	99.4%	68	1	19	9
Area 999	77	22	\$161,313	9	15	\$126,764	91.6%	94	3	4	5
	<b>3,910</b>	<b>2,627</b>	<b>\$234,032</b>	<b>1,770</b>	<b>3,752</b>	<b>\$238,172</b>	<b>99.5%</b>	<b>35</b>	<b>62</b>	<b>259</b>	<b>235</b>

Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% LP/SP	Avg DOM	Withdrawn	Expired	BOM
Commercial	623	68	\$433,426	16	34	\$211,674	86.8%	209	2	95	10
Lots & Land	2,347	250	\$261,087	129	212	\$259,445	94.3%	167	8	252	41
Multi-dwelling	135	67	\$247,588	38	80	\$203,856	97.5%	46	3	16	10
<b>Total</b>	<b>3,105</b>	<b>385</b>	<b>\$314,034</b>	<b>183</b>	<b>326</b>	<b>\$224,992</b>	<b>92.9%</b>	<b>141</b>	<b>13</b>	<b>363</b>	<b>61</b>
<b>Grand Total</b>	<b>6,084</b>	<b>3,012</b>	<b>\$274,925</b>	<b>1,961</b>	<b>4,080</b>	<b>\$279,387</b>	<b>99.1%</b>	<b>40</b>	<b>75</b>	<b>622</b>	<b>296</b>