

Heartland Multiple Listing Service

Activity Report January 2016

Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% SP/LP	Avg DOM	Withdrawn	Expired	BOM
Residential											
Area 101	14	5	\$160,970	1	3	\$80,333	89.3%	45	0	0	2
Area 102	64	26	\$112,946	8	13	\$90,192	98.3%	104	0	0	4
Area 103	214	77	\$177,307	47	57	\$144,287	97.3%	66	2	10	9
Area 104	329	111	\$274,691	51	70	\$261,230	99.1%	88	0	9	12
Area 105	75	29	\$102,474	9	27	\$83,342	96.2%	81	1	2	3
Area 106	133	52	\$201,844	31	36	\$196,554	97.0%	102	0	3	3
Area 107	110	27	\$188,264	29	29	\$151,811	97.8%	101	2	9	2
Area 108	42	13	\$117,461	4	1	\$139,000	85.5%	84	0	0	6
Area 109	122	29	\$140,234	8	17	\$159,661	95.4%	154	2	3	3
Area 110	128	36	\$240,213	23	20	\$223,560	98.2%	137	1	4	2
Area 111	131	20	\$191,215	5	7	\$87,007	96.8%	83	0	4	12
Area 112	151	43	\$137,320	29	22	\$133,057	96.3%	56	0	9	12
Area 113	74	20	\$171,528	11	7	\$109,700	92.2%	32	0	2	2
Area 114	95	29	\$303,838	21	12	\$340,997	104.7%	41	2	3	5
Area 115	300	107	\$266,456	51	78	\$266,868	98.3%	70	2	7	14
Area 202	808	199	\$225,718	70	131	\$134,782	96.9%	81	4	35	49
Area 203	342	138	\$113,830	47	92	\$105,072	96.3%	65	0	17	18
Area 204	579	173	\$269,567	81	106	\$225,282	97.6%	80	1	13	28
Area 205	216	55	\$88,915	28	37	\$87,641	96.1%	85	1	7	9
Area 206	476	142	\$132,270	64	105	\$92,488	97.0%	93	5	14	17
Area 207	378	117	\$197,941	67	96	\$174,526	98.5%	75	2	8	8
Area 208	492	131	\$245,065	48	88	\$159,203	97.8%	93	3	22	15
Area 210	138	27	\$119,185	15	19	\$105,855	95.7%	74	3	24	9
Area 220	275	59	\$162,394	25	28	\$154,278	97.9%	81	1	10	12
Area 221	52	10	\$151,420	1	2	\$58,500	94.4%	100	2	3	2
Area 222	11	1	\$149,900	0	0				0	1	1
Area 223	59	15	\$108,676	1	3	\$117,833	98.8%	238	0	0	2
Area 224	4	2	\$45,700	0	0			158	0	1	1
Area 230	48	10	\$91,870	1	4	\$61,568	99.9%	207	1	11	2
Area 310	171	101	\$398,091	60	65	\$247,816	96.9%	53	2	6	7
Area 315	220	79	\$339,920	44	53	\$258,434	99.0%	71	2	5	17
Area 320	213	114	\$262,392	71	82	\$213,109	97.1%	50	4	9	6
Area 325	214	76	\$366,002	29	41	\$285,641	99.6%	53	0	6	8
Area 330	231	80	\$346,720	54	55	\$260,067	99.5%	40	2	4	13
Area 335	206	93	\$257,055	69	66	\$260,551	99.5%	56	0	3	6
Area 340	157	73	\$355,399	39	43	\$312,802	97.5%	49	2	6	6
Area 345	431	108	\$542,853	63	64	\$430,639	98.0%	74	2	9	12
Area 350	14	5	\$205,040	8	5	\$170,217	100.7%	33	0	1	2
Area 355	5	1	\$799,950	0	1	\$280,000	98.2%		0	0	1
Area 360	81	40	\$200,461	23	28	\$179,585	99.9%	57	1	3	5
Area 370	47	13	\$307,948	8	10	\$218,115	98.1%	110	0	3	0
Area 380	165	43	\$231,699	21	42	\$199,739	96.3%	60	0	12	12
Area 385	97	27	\$119,903	17	17	\$99,235	92.8%	130	0	4	5
Area 390	70	12	\$141,058	2	5	\$124,600	92.8%	48	1	4	5
Area 401	18	4	\$31,000	0	3	\$26,166	84.9%	63	0	3	1
Area 403	32	11	\$51,338	5	7	\$55,485	99.9%	119	0	3	1
Area 405	21	6	\$133,558	5	8	\$66,810	93.1%	44	0	0	2
Area 407	16	7	\$66,878	3	3	\$91,610	101.0%	60	1	0	0
Area 409	44	10	\$34,640	4	13	\$35,394	90.9%	169	0	5	2
Area 411	33	11	\$54,667	8	10	\$51,750	98.8%	66	0	4	0
Area 413	38	7	\$137,914	6	11	\$122,251	97.5%	111	0	2	3

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Area 415	16	4	\$88,237	2	5	\$87,000	98.0%	130	0	0	0
Area 417	33	11	\$70,581	7	9	\$94,886	100.4%	106	0	1	0
Area 419	51	18	\$110,891	10	12	\$94,133	99.6%	44	1	3	3
Area 421	86	16	\$222,675	12	10	\$220,577	102.6%	83	1	1	5
Area 423	43	14	\$196,128	7	9	\$157,131	98.1%	117	0	0	0
Area 425	124	43	\$246,365	26	17	\$250,777	100.5%	111	0	3	3
Area 427	219	62	\$158,535	29	28	\$148,209	96.5%	105	6	13	11
Area 440	46	7	\$153,685	2	4	\$159,250	97.7%	45	1	4	1
Area 450	118	38	\$222,467	17	19	\$216,078	97.4%	114	1	8	2
Area 997	0	0		0	0				0	0	0
Area 998	209	37	\$122,221	19	24	\$96,166	94.6%	128	1	10	13
Area 999	53	19	\$123,028	8	8	\$73,811	93.8%	126	1	5	0
	9,382	2,893	\$193,363	1,454	1,887	\$158,878	97.0%	88	64	371	416
Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% LP/SP	Avg DOM	Withdrawn	Expired	BOM
Commercial	641	47	\$691,284	17	17	\$282,794	79.3%	185	1	42	46
Lots & Land	4,709	389	\$214,599	61	79	\$165,587	103.2%	260	8	156	197
Multi-dwelling	300	62	\$235,187	23	48	\$153,476	93.1%	73	0	12	14
Total	5,650	498	\$380,357	101	144	\$200,619	91.8%	173	9	210	257
Grand Total	13,078	3,391	\$237,356	1,552	2,031	\$187,911	97.7%	90	73	581	673