

Heartland Multiple Listing Service

Activity Report

January 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Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% SP/LP	Avg DOM	Withdrawn	Expired	BOM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	7	7	\$115,126	3	2	\$140,200	100.2%	3	0	0	0
Area 102	54	21	\$201,159	11	15	\$136,486	96.2%	58	0	0	4
Area 103	187	86	\$172,043	49	69	\$162,535	97.7%	57	2	6	12
Area 104	264	102	\$276,967	49	70	\$247,023	99.8%	55	2	2	10
Area 105	68	30	\$109,169	14	23	\$105,582	97.0%	75	1	3	4
Area 106	84	39	\$194,318	27	35	\$201,519	99.5%	68	0	2	4
Area 107	129	36	\$152,632	18	26	\$145,557	95.7%	80	5	1	11
Area 108	30	4	\$71,350	4	6	\$76,566	94.4%	41	0	2	3
Area 109	96	19	\$177,302	5	13	\$131,408	97.4%	145	2	4	3
Area 110	99	37	\$214,564	18	21	\$197,206	97.3%	84	3	2	3
Area 111	106	24	\$169,062	9	20	\$165,281	97.6%	114	1	4	4
Area 112	119	23	\$206,610	13	22	\$161,917	99.0%	61	1	5	7
Area 113	94	19	\$152,981	13	10	\$144,850	96.5%	47	1	3	5
Area 114	82	26	\$284,269	15	11	\$367,999	99.1%	82	0	4	1
Area 115	246	88	\$281,288	46	79	\$264,394	98.3%	70	2	1	9
Area 202	659	215	\$197,343	71	124	\$188,380	96.6%	73	5	17	52
Area 203	227	109	\$129,552	61	102	\$118,252	97.0%	53	3	9	10
Area 204	481	154	\$272,747	87	123	\$247,306	98.8%	74	2	5	22
Area 205	175	77	\$105,430	31	43	\$91,881	96.5%	70	3	8	5
Area 206	396	134	\$120,080	65	109	\$107,641	96.9%	68	4	11	17
Area 207	314	100	\$224,899	49	76	\$197,620	97.7%	76	2	10	7
Area 208	484	116	\$236,723	63	87	\$182,618	99.0%	65	6	15	20
Area 210	107	23	\$173,039	10	18	\$117,177	95.9%	115	0	8	3
Area 220	207	53	\$166,224	36	23	\$148,567	97.7%	98	2	8	8
Area 221	61	24	\$212,991	2	4	\$203,375	94.8%	88	0	5	4
Area 222	12	0		0	0				0	1	0
Area 223	38	7	\$98,328	1	4	\$76,500	94.3%	175	0	2	2
Area 224	5	2	\$132,388	1	0				0	1	0
Area 230	65	17	\$118,511	1	11	\$108,063	93.8%	56	0	5	0
Area 310	151	77	\$290,017	42	55	\$334,433	97.4%	33	1	4	8
Area 315	207	85	\$297,297	42	51	\$282,673	99.1%	54	1	11	5
Area 320	161	123	\$275,524	65	84	\$263,884	98.8%	32	1	4	10
Area 325	190	65	\$310,744	37	43	\$324,913	100.2%	51	0	1	2
Area 330	219	85	\$384,403	36	59	\$316,448	99.8%	65	0	1	8
Area 335	246	114	\$267,586	65	62	\$263,136	99.7%	37	1	4	6
Area 340	150	83	\$397,937	49	53	\$316,398	97.0%	57	0	4	7
Area 345	387	97	\$592,945	60	71	\$527,137	100.1%	61	1	3	18
Area 350	14	7	\$196,685	0	3	\$265,663	98.0%	90	1	1	0
Area 355	8	2	\$584,500	1	1	\$435,000	96.7%		0	0	1
Area 360	65	30	\$205,968	23	22	\$192,079	98.9%	36	0	3	2
Area 370	44	12	\$290,925	2	14	\$224,992	99.8%	60	0	0	0
Area 380	142	32	\$216,890	14	23	\$170,536	95.7%	92	0	6	12
Area 385	87	26	\$134,680	12	16	\$172,184	99.1%	64	0	5	5
Area 390	72	21	\$76,619	2	6	\$81,000	90.9%	132	1	1	6
Area 401	9	2	\$73,000	1	4	\$48,000	93.9%	181	0	1	0
Area 403	39	14	\$75,625	1	5	\$53,400	104.2%	47	0	0	0
Area 405	22	9	\$105,622	3	4	\$71,097	90.3%	58	2	2	0
Area 407	22	5	\$72,600	1	6	\$113,466	95.1%	81	0	0	0
Area 409	36	9	\$44,688	2	7	\$47,152	97.5%	98	2	0	5
Area 411	34	9	\$79,922	1	10	\$70,029	95.2%	75	0	1	1
Area 413	40	14	\$156,696	5	11	\$127,586	98.8%	61	0	1	4

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Area 415	9	5	\$75,400	5	3	\$73,866	99.4%	55	1	0	2
Area 417	40	13	\$115,176	7	5	\$107,520	97.2%	69	0	0	3
Area 419	58	22	\$111,722	7	13	\$104,652	96.1%	41	0	2	2
Area 421	91	27	\$250,385	11	14	\$239,803	100.8%	81	1	1	0
Area 423	27	17	\$131,447	7	6	\$150,408	96.8%	46	0	1	1
Area 425	121	36	\$258,071	24	23	\$229,388	97.0%	69	0	1	0
Area 427	146	52	\$187,833	29	36	\$131,816	97.8%	74	1	2	8
Area 440	39	10	\$233,500	2	7	\$117,842	95.2%	64	0	4	1
Area 450	116	45	\$277,483	21	26	\$218,579	96.7%	54	1	3	11
Area 997	1	0		0	0				0	0	0
Area 998	265	58	\$147,451	26	31	\$113,384	92.2%	132	3	12	10
Area 999	78	13	\$113,690	5	11	\$93,309	91.0%	102	2	6	4
	8,232	2,811	\$196,723	1,380	1,931	\$178,628	97.2%	73	67	229	372

Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% LP/SP	Avg DOM	Withdrawn	Expired	BOM
Commercial	588	49	\$339,043	10	17	\$198,979	77.3%	306	2	35	45
Lots & Land	4,141	324	\$219,658	57	112	\$154,465	93.5%	203	7	143	207
Multi-dwelling	198	69	\$317,450	38	39	\$273,564	98.9%	114	2	8	9
Total	4,927	442	\$292,050	105	168	\$209,003	89.9%	208	11	186	261
Grand Total	11,276	3,253	\$235,379	1,492	2,099	\$209,854	97.9%	81	78	415	633