

Heartland Multiple Listing Service

Activity Report January 2018

Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% SP/LP	Avg DOM	Withdrawn	Expired	BOM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	3	\$176,616	1	2	\$182,000	101.1%	43	0	0	0
Area 102	44	17	\$208,750	14	17	\$181,933	97.4%	57	0	2	5
Area 103	196	111	\$190,008	56	88	\$175,187	99.2%	46	1	2	8
Area 104	257	119	\$292,696	82	89	\$318,100	100.9%	56	0	4	11
Area 105	39	30	\$120,560	14	20	\$102,143	96.7%	55	0	1	1
Area 106	90	55	\$234,044	30	46	\$200,217	97.7%	56	1	2	4
Area 107	138	43	\$200,579	26	32	\$159,894	97.0%	59	1	5	7
Area 108	24	9	\$126,955	5	1	\$80,000	94.2%	5	0	0	2
Area 109	78	14	\$384,617	6	26	\$171,616	95.9%	75	0	3	4
Area 110	83	41	\$261,806	32	22	\$249,859	99.4%	60	1	3	5
Area 111	71	22	\$164,904	12	16	\$159,489	96.0%	86	0	3	4
Area 112	132	35	\$157,741	21	22	\$166,543	98.3%	75	1	6	8
Area 113	78	32	\$152,959	13	16	\$198,668	95.8%	75	1	6	3
Area 114	88	29	\$319,616	19	22	\$236,571	99.1%	90	0	0	5
Area 115	270	110	\$328,930	53	92	\$259,815	98.8%	41	2	9	13
Area 202	625	220	\$231,957	80	129	\$210,235	95.8%	76	2	35	53
Area 203	222	169	\$149,697	58	108	\$121,396	96.5%	39	1	13	18
Area 204	470	159	\$292,686	76	142	\$287,681	98.2%	73	4	10	9
Area 205	117	56	\$122,004	24	53	\$109,179	94.4%	44	2	6	8
Area 206	323	140	\$120,634	65	119	\$117,254	97.3%	51	4	8	17
Area 207	265	106	\$231,081	57	94	\$216,884	98.7%	50	4	7	3
Area 208	406	142	\$262,171	74	102	\$200,341	99.0%	57	5	6	17
Area 210	95	17	\$148,235	7	16	\$132,104	97.5%	68	0	2	4
Area 220	178	56	\$200,041	29	52	\$167,977	95.4%	58	1	1	4
Area 221	36	4	\$135,475	1	1	\$125,000	86.3%	83	0	1	1
Area 222	19	5	\$166,860	0	0				0	1	4
Area 223	33	11	\$151,308	0	1	\$108,000	83.1%	84	0	1	3
Area 224	3	1	\$43,500	1	1	\$14,000	46.7%	73	0	0	0
Area 230	50	9	\$135,488	3	5	\$86,900	91.8%	158	0	1	1
Area 310	135	93	\$376,226	38	79	\$321,628	96.2%	29	3	4	4
Area 315	142	73	\$306,578	39	42	\$309,011	97.4%	50	0	6	8
Area 320	161	140	\$301,212	53	100	\$271,344	97.8%	40	2	3	11
Area 325	169	62	\$401,383	46	29	\$398,766	99.2%	39	2	3	5
Area 330	203	95	\$362,073	56	60	\$374,132	98.9%	59	0	5	5
Area 335	186	127	\$293,898	72	86	\$269,418	99.1%	56	0	0	6
Area 340	119	74	\$417,642	26	56	\$383,254	98.0%	47	1	4	7
Area 345	430	127	\$539,317	62	71	\$524,852	99.4%	82	3	13	25
Area 350	25	12	\$333,666	1	4	\$250,975	87.7%	66	0	1	1
Area 355	2	1	\$425,000	0	0				0	1	0
Area 360	87	45	\$326,518	21	26	\$222,257	100.0%	34	0	2	4
Area 370	54	17	\$271,867	18	8	\$221,366	103.2%	22	0	2	3
Area 380	117	42	\$239,955	18	30	\$223,295	95.9%	62	1	12	9
Area 385	68	26	\$161,036	17	16	\$165,856	98.7%	37	0	3	3
Area 390	56	10	\$214,659	4	4	\$129,387	96.3%	46	1	2	0
Area 401	7	3	\$63,300	1	2	\$77,000	94.5%	93	0	1	0
Area 403	21	10	\$78,950	3	5	\$53,900	95.0%	71	0	3	1
Area 405	16	5	\$105,970	5	6	\$103,333	98.0%	34	0	0	0
Area 407	9	7	\$93,471	1	6	\$93,466	99.0%	42	0	2	0
Area 409	34	14	\$65,582	3	5	\$58,510	102.7%	70	0	1	1
Area 411	19	11	\$79,690	3	5	\$74,700	95.2%	83	0	0	0
Area 413	23	12	\$105,579	5	6	\$166,525	99.5%	56	0	0	0

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Area 415	6	4	\$168,200	3	4	\$57,762	89.0%	21	0	1	0
Area 417	17	6	\$118,300	7	6	\$138,244	97.9%	37	0	1	2
Area 419	26	12	\$116,366	10	16	\$126,025	98.6%	44	0	3	1
Area 421	84	28	\$253,086	22	13	\$275,318	97.4%	88	0	2	3
Area 423	30	13	\$185,993	5	17	\$168,229	98.9%	45	0	3	1
Area 425	91	32	\$329,912	28	25	\$284,518	97.5%	91	0	2	1
Area 427	146	55	\$179,387	28	48	\$169,248	97.4%	82	3	6	10
Area 440	27	5	\$136,940	8	6	\$320,250	91.7%	101	0	0	3
Area 450	89	38	\$263,651	22	20	\$239,098	98.1%	85	1	8	4
Area 708	0	0		0	0				0	0	0
Area 997	0	0		0	0				0	0	0
Area 998	230	57	\$141,020	13	35	\$117,228	96.0%	129	2	12	14
Area 999	100	17	\$224,561	10	18	\$67,994	91.1%	111	3	3	6
	7,366	3,038	\$216,015	1,507	2,188	\$189,931	95.9%	62	53	247	360
Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% LP/SP	Avg DOM	Withdrawn	Expired	BOM
Commercial	613	80	\$513,267	18	23	\$251,900	89.6%	115	2	32	32
Lots & Land	3,561	344	\$234,127	77	128	\$181,379	94.6%	270	6	94	171
Multi-dwelling	180	100	\$233,720	27	58	\$262,340	96.7%	30	0	12	16
Total	4,354	524	\$327,038	122	209	\$231,873	93.7%	138	8	138	219
Grand Total	9,920	3,562	\$259,846	1,638	2,397	\$229,203	97.7%	73	61	385	579