

Heartland Multiple Listing Service

Activity Report January 2020

Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% SP/LP	Avg DOM	Withdrawn	Expired	BOM
Residential											
Area 101	4	2	\$237,500	3	2	\$248,902	100.6%	61	0	0	0
Area 102	43	17	\$177,191	14	17	\$194,264	97.1%	50	1	3	3
Area 103	104	77	\$205,872	46	73	\$198,077	98.4%	46	1	8	4
Area 104	229	102	\$324,831	59	69	\$303,019	99.4%	63	1	3	10
Area 105	46	22	\$133,508	11	23	\$137,295	97.5%	39	0	2	2
Area 106	79	36	\$302,591	21	35	\$247,438	99.6%	34	3	1	2
Area 107	88	39	\$199,316	11	34	\$175,533	97.9%	59	0	6	3
Area 108	11	1	\$137,500	7	10	\$73,015	95.7%	88	0	1	1
Area 109	91	25	\$225,330	15	18	\$181,422	97.9%	79	2	2	5
Area 110	78	36	\$316,794	21	18	\$277,427	94.3%	43	0	2	4
Area 111	43	20	\$149,522	4	12	\$197,760	97.0%	43	0	1	3
Area 112	23	6	\$208,813	5	8	\$244,175	97.5%	56	0	1	1
Area 1121	30	5	\$211,900	3	6	\$138,700	96.2%	89	0	1	1
Area 1122	32	7	\$300,292	5	10	\$168,730	94.1%	149	0	6	2
Area 113	12	3	\$211,600	4	4	\$147,750	95.4%	25	0	0	1
Area 1131	60	17	\$78,123	11	12	\$101,491	95.8%	43	2	3	3
Area 1132	96	45	\$107,532	11	20	\$77,890	93.8%	89	1	8	8
Area 114	82	19	\$279,310	19	18	\$345,062	99.4%	105	0	2	1
Area 115	225	103	\$365,913	57	65	\$267,959	98.7%	80	2	3	11
Area 120	29	6	\$189,083	5	11	\$151,865	94.9%	18	0	3	0
Area 125	14	3	\$210,633	7	4	\$127,750	96.5%	42	0	0	1
Area 130	12	4	\$79,750	1	1	\$179,900	100.0%	3	0	0	1
Area 135	5	2	\$94,450	2	0				0	0	0
Area 140	4	1	\$1,000,000	0	1	\$85,000	106.3%	61	0	0	1
Area 145	8	1	\$104,900	1	2	\$93,200	91.0%	20	0	0	0
Area 202	574	201	\$235,519	98	166	\$149,544	96.6%	61	7	37	53
Area 203	204	133	\$168,555	63	103	\$162,207	97.7%	50	5	5	17
Area 204	438	189	\$368,398	89	124	\$325,982	98.4%	64	4	12	22
Area 205	109	60	\$131,834	28	58	\$143,071	98.9%	43	3	1	9
Area 206	238	166	\$150,491	77	118	\$132,781	98.0%	46	5	9	29
Area 207	299	189	\$253,922	77	93	\$238,346	97.8%	57	2	6	14
Area 208	330	158	\$270,883	76	79	\$225,892	99.2%	56	1	10	25
Area 210	83	27	\$169,470	9	24	\$157,125	96.6%	55	0	7	8
Area 220	121	63	\$233,997	39	54	\$214,979	96.3%	68	3	8	7
Area 221	31	11	\$194,763	1	5	\$139,580	96.3%	40	2	2	1
Area 222	15	2	\$149,950	2	4	\$117,500	88.7%	167	0	3	1
Area 223	34	14	\$149,682	4	3	\$159,729	101.3%	147	1	2	1
Area 224	8	5	\$151,080	1	0				1	2	0
Area 230	45	10	\$160,470	2	11	\$176,818	94.6%	117	0	0	1
Area 235	30	11	\$90,526	0	2	\$148,750	89.2%	64	0	1	0
Area 310	119	73	\$433,245	36	54	\$348,255	97.1%	44	1	4	15
Area 315	121	71	\$371,201	42	50	\$281,255	98.8%	45	0	2	11
Area 320	154	131	\$372,178	66	71	\$345,680	97.5%	41	0	6	14
Area 325	136	55	\$465,964	40	54	\$412,638	100.3%	82	1	4	7
Area 330	204	101	\$409,628	61	51	\$296,788	99.8%	37	0	4	4
Area 335	225	88	\$307,253	61	95	\$313,879	99.9%	50	1	3	9
Area 340	107	77	\$429,857	36	61	\$373,908	97.7%	44	1	5	9
Area 345	425	159	\$646,690	93	67	\$547,192	99.0%	109	1	8	17
Area 350	21	5	\$349,990	3	10	\$283,944	96.2%	39	0	1	0
Area 355	5	2	\$552,500	2	0				0	0	0
Area 360	59	44	\$242,964	28	23	\$203,993	95.0%	54	1	2	2

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Area 370	79	16	\$328,165	16	14	\$314,514	100.0%	112	0	2	1
Area 380	112	42	\$280,802	18	31	\$217,065	98.7%	71	2	5	10
Area 385	62	35	\$226,591	18	15	\$160,580	93.4%	44	0	5	3
Area 390	38	10	\$121,060	11	7	\$155,071	96.3%	46	0	0	3
Area 401	17	7	\$87,671	3	3	\$54,983	89.2%	84	0	2	3
Area 403	24	8	\$86,600	6	8	\$81,752	100.4%	32	0	1	3
Area 405	18	12	\$142,391	6	10	\$159,830	97.4%	29	0	0	0
Area 407	16	5	\$106,500	0	0				0	0	1
Area 409	34	22	\$87,547	6	11	\$83,753	96.5%	18	1	1	1
Area 411	20	4	\$88,000	7	6	\$74,787	95.3%	57	0	1	1
Area 413	22	21	\$141,809	6	6	\$127,983	100.2%	40	0	0	3
Area 415	5	4	\$114,973	0	6	\$191,075	96.8%	25	0	0	1
Area 417	20	12	\$154,504	7	9	\$156,444	98.1%	42	0	1	0
Area 419	35	18	\$146,247	13	12	\$130,116	98.0%	50	0	2	3
Area 421	63	31	\$280,839	18	13	\$268,723	99.3%	64	0	2	5
Area 423	19	13	\$186,665	6	8	\$158,375	98.6%	64	1	2	2
Area 425	123	48	\$304,702	30	21	\$288,077	99.5%	41	1	3	5
Area 427	114	59	\$213,916	34	28	\$158,596	96.6%	71	0	0	3
Area 440	16	8	\$245,784	7	3	\$216,000	94.2%	75	1	0	1
Area 450	72	40	\$290,671	18	23	\$293,610	98.8%	53	1	4	1
Area 708	0	0		0	0				0	0	0
Area 997	0	0		0	0				0	0	0
Area 998	203	71	\$160,445	31	35	\$129,753	93.9%	90	1	11	11
Area 999	123	22	\$168,633	12	9	\$157,615	98.8%	152	3	8	3
Total	6,818	3,152	\$236,682	1,650	2,131	\$200,611	97.2%	61	64	250	408
Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% LP/SP	Avg DOM	Withdrawn	Expired	BOM
Commercial	730	96	\$281,246	23	16	\$245,781	75.9%	256	4	29	36
Lots & Land	3,126	375	\$222,222	95	140	\$191,626	93.8%	352	8	112	137
Multi-dwelling	172	66	\$304,966	46	42	\$267,113	95.7%	28	3	9	10
Total	4,028	537	\$269,478	164	198	\$234,840	88.5%	212	15	150	183
Grand Total	9,734	3,812	\$274,326	1,824	2,361	\$235,679	97.7%	70	79	425	591