

Heartland Multiple Listing Service

Activity Report

July 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Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% SP/LP	Avg DOM	Withdrawn	Expired	BOM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	10	10	\$155,790	5	4	\$130,000	96.5%	186	0	1	2
Area 102	84	35	\$159,900	18	21	\$165,502	97.1%	32	0	2	2
Area 103	326	175	\$162,629	57	126	\$160,567	98.8%	45	2	4	19
Area 104	323	142	\$254,997	74	147	\$257,896	99.7%	46	4	5	19
Area 105	85	60	\$112,043	15	33	\$98,544	97.6%	55	1	1	3
Area 106	137	87	\$196,508	49	64	\$199,241	98.3%	50	2	3	6
Area 107	143	47	\$151,356	25	38	\$185,168	98.5%	43	0	0	5
Area 108	36	13	\$77,067	5	13	\$119,561	97.1%	101	0	4	4
Area 109	120	29	\$150,038	17	21	\$206,542	98.4%	58	1	8	4
Area 110	126	50	\$267,867	22	49	\$243,355	99.0%	53	1	3	5
Area 111	129	27	\$188,362	15	15	\$151,486	97.2%	82	0	5	3
Area 112	149	37	\$200,566	16	44	\$153,201	96.7%	89	0	3	4
Area 113	96	30	\$200,590	12	20	\$160,837	97.0%	52	0	4	3
Area 114	119	46	\$259,890	24	39	\$266,614	98.3%	81	0	0	12
Area 115	393	152	\$283,560	75	152	\$254,299	99.0%	44	0	9	18
Area 202	835	265	\$252,117	93	224	\$213,580	96.8%	51	10	50	30
Area 203	406	180	\$145,571	70	160	\$120,498	97.3%	41	2	11	27
Area 204	704	288	\$254,981	122	260	\$244,811	98.8%	59	1	7	32
Area 205	263	109	\$123,081	33	71	\$111,062	98.2%	55	3	4	15
Area 206	523	207	\$116,323	61	161	\$112,626	98.2%	67	4	13	24
Area 207	414	177	\$201,531	87	187	\$195,789	99.4%	54	4	3	21
Area 208	544	213	\$207,556	82	144	\$201,762	98.1%	60	7	16	29
Area 210	133	28	\$152,965	17	28	\$133,594	97.3%	76	0	7	9
Area 220	256	85	\$185,660	26	71	\$150,092	96.7%	77	3	13	8
Area 221	49	13	\$221,376	1	5	\$156,000	94.7%	98	10	5	0
Area 222	17	3	\$100,333	1	1	\$94,000	99.1%	609	0	0	1
Area 223	42	11	\$108,468	1	4	\$159,500	99.6%	107	0	5	3
Area 224	3	0		1	2	\$51,500	98.1%	148	0	1	0
Area 230	63	15	\$232,260	1	10	\$104,700	97.0%	188	0	4	1
Area 310	240	156	\$306,708	58	129	\$313,136	98.9%	22	3	3	14
Area 315	267	118	\$273,492	59	149	\$258,341	99.6%	46	4	1	13
Area 320	291	173	\$272,419	78	142	\$265,305	98.9%	34	4	10	19
Area 325	276	108	\$335,714	43	91	\$337,031	98.8%	70	1	5	11
Area 330	295	139	\$292,786	74	120	\$274,355	100.2%	41	1	6	12
Area 335	280	164	\$265,631	81	171	\$247,971	100.3%	41	2	4	13
Area 340	243	110	\$346,414	44	115	\$329,165	98.3%	36	0	8	9
Area 345	554	167	\$522,824	74	153	\$476,864	99.4%	101	4	5	21
Area 350	22	10	\$263,289	4	8	\$226,419	100.3%	55	0	0	2
Area 355	11	4	\$1,598,750	0	1	\$325,000	100.0%	103	0	0	1
Area 360	131	79	\$208,386	29	59	\$206,897	99.9%	43	0	3	10
Area 370	41	19	\$281,421	9	16	\$277,604	100.6%	64	0	1	1
Area 380	187	50	\$187,421	27	50	\$212,024	97.8%	56	0	6	9
Area 385	103	55	\$139,710	25	27	\$143,677	97.2%	36	0	4	7
Area 390	77	9	\$111,572	4	15	\$105,338	98.2%	67	3	1	4
Area 401	9	5	\$38,320	2	4	\$31,625	81.6%	286	1	2	0
Area 403	35	13	\$89,961	3	5	\$39,040	97.4%	49	0	1	2
Area 405	28	11	\$112,877	5	9	\$129,555	100.0%	26	0	2	1
Area 407	18	14	\$70,960	5	10	\$55,800	96.5%	64	1	1	1
Area 409	43	27	\$56,037	9	16	\$50,490	94.6%	39	0	3	2
Area 411	41	15	\$65,130	7	12	\$75,612	98.3%	51	0	1	3
Area 413	61	27	\$105,372	10	12	\$105,070	100.3%	26	0	1	3

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Area 415	17	2	\$92,500	2	0				0	0	1
Area 417	45	16	\$131,596	7	12	\$102,621	99.3%	49	0	4	4
Area 419	76	32	\$112,117	13	14	\$129,546	97.5%	54	0	0	2
Area 421	112	39	\$249,941	14	38	\$245,255	100.9%	81	0	2	5
Area 423	37	20	\$174,411	8	20	\$156,815	97.9%	92	0	0	3
Area 425	140	54	\$272,303	17	36	\$257,812	100.2%	53	5	2	5
Area 427	212	79	\$151,043	49	46	\$172,700	98.4%	75	7	16	9
Area 440	51	15	\$180,360	7	5	\$126,180	99.4%	41	0	1	1
Area 450	154	59	\$219,966	22	48	\$226,795	98.4%	58	1	9	6
Area 997	1	1	\$410,000	0	0				0	0	0
Area 998	298	71	\$102,953	25	41	\$99,544	94.3%	77	4	10	12
Area 999	94	13	\$165,842	4	12	\$113,487	97.6%	57	3	4	1
	11,018	4,408	\$215,026	1,843	3,700	\$179,007	98.0%	77	99	307	516

Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% LP/SP	Avg DOM	Withdrawn	Expired	BOM
Commercial	631	68	\$381,457	7	9	\$248,061	97.9%	119	3	31	20
Lots & Land	4,473	265	\$209,882	74	101	\$126,177	90.4%	288	10	185	150
Multi-dwelling	271	95	\$242,851	41	42	\$213,301	95.6%	39	2	20	8
Total	5,375	428	\$278,063	122	152	\$195,846	94.6%	149	15	236	178
Grand Total	13,712	4,836	\$229,807	1,970	3,852	\$220,833	98.6%	65	114	543	694