

Heartland Multiple Listing Service

Activity Report

June 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Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% SP/LP	Avg DOM	Withdrawn	Expired	BOM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	6	3	\$131,666	2	5	\$192,594	103.3%	80	0	0	2
Area 102	46	33	\$232,172	12	23	\$135,567	99.5%	30	2	0	3
Area 103	233	167	\$193,806	84	152	\$194,226	100.7%	34	2	4	19
Area 104	302	176	\$285,292	77	155	\$274,782	100.3%	37	1	7	25
Area 105	51	54	\$127,720	26	40	\$142,415	101.1%	27	1	0	3
Area 106	135	105	\$259,621	40	75	\$217,278	99.7%	33	0	3	13
Area 107	138	67	\$213,518	24	51	\$178,184	100.8%	49	1	1	6
Area 108	33	14	\$108,107	3	13	\$106,166	97.4%	45	0	1	3
Area 109	108	36	\$190,531	20	31	\$223,289	96.1%	61	0	2	2
Area 110	107	57	\$353,008	30	51	\$304,968	98.7%	46	3	2	13
Area 111	70	25	\$198,724	13	22	\$180,872	97.1%	51	1	3	2
Area 112	87	35	\$234,118	20	43	\$149,543	98.3%	49	1	3	9
Area 1121	22	12	\$197,208	5	8	\$187,462	98.6%	85	0	0	1
Area 1122	64	25	\$247,088	9	13	\$211,200	98.0%	68	1	2	3
Area 113	46	15	\$248,460	12	22	\$154,793	96.8%	58	0	2	2
Area 1131	38	20	\$110,700	6	18	\$103,611	96.2%	93	2	1	2
Area 1132	105	53	\$103,611	28	21	\$100,470	95.5%	91	0	5	0
Area 114	94	49	\$300,526	22	38	\$287,567	98.7%	76	1	0	8
Area 115	364	206	\$329,453	89	164	\$282,648	99.6%	45	3	6	37
Area 120	43	11	\$139,945	4	10	\$212,970	94.4%	146	0	1	0
Area 125	17	5	\$172,979	1	1	\$139,900	100.0%	14	0	0	0
Area 130	7	1	\$199,900	0	3	\$90,000	93.1%	79	0	0	1
Area 135	7	0		0	1	\$120,000	93.0%	125	0	1	0
Area 140	9	2	\$214,700	0	1	\$494,600	97.9%		0	0	1
Area 145	20	8	\$159,362	0	1	\$160,000	95.3%	294	0	0	1
Area 202	809	359	\$238,612	123	268	\$217,737	98.2%	41	10	41	60
Area 203	313	231	\$152,263	78	171	\$161,041	100.2%	25	4	12	28
Area 204	672	331	\$302,383	119	267	\$295,844	101.5%	48	4	5	29
Area 205	155	126	\$126,124	47	101	\$120,488	99.7%	36	4	3	15
Area 206	395	255	\$148,348	93	197	\$129,640	99.3%	45	2	6	28
Area 207	422	230	\$228,049	92	182	\$220,979	99.7%	40	2	5	11
Area 208	515	240	\$246,105	91	188	\$244,695	98.9%	52	3	7	36
Area 210	110	55	\$168,185	24	33	\$132,982	96.4%	45	1	2	4
Area 220	227	98	\$216,140	43	71	\$169,434	98.2%	39	2	5	11
Area 221	41	18	\$121,488	2	7	\$160,992	97.2%	44	1	4	0
Area 222	17	6	\$261,116	0	2	\$199,112	94.0%	63	0	2	1
Area 223	41	13	\$305,784	0	10	\$111,740	96.5%	124	1	3	0
Area 224	4	2	\$125,995	0	0				0	0	1
Area 230	70	16	\$171,637	3	11	\$136,440	95.6%	154	0	0	7
Area 310	225	188	\$362,284	69	176	\$336,515	99.6%	15	1	1	31
Area 315	198	148	\$301,039	71	125	\$287,765	100.4%	37	3	4	16
Area 320	279	226	\$342,882	102	203	\$327,743	100.3%	21	1	2	30
Area 325	253	110	\$363,252	52	99	\$365,440	99.9%	35	1	3	18
Area 330	284	151	\$314,575	69	144	\$318,224	100.5%	34	3	3	15
Area 335	299	188	\$295,782	89	187	\$277,224	100.6%	32	2	2	9
Area 340	211	141	\$407,702	51	116	\$361,249	99.1%	23	5	5	26
Area 345	574	196	\$569,096	82	181	\$531,966	100.5%	81	2	5	46
Area 350	25	13	\$306,284	0	5	\$241,100	99.2%	44	0	1	2
Area 355	4	0		0	3	\$347,333	98.3%	31	0	0	0
Area 360	110	62	\$258,095	28	80	\$245,471	99.9%	27	0	0	3
Area 370	70	34	\$343,958	21	25	\$312,434	101.8%	78	0	0	2

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Area 380	170	92	\$256,727	33	62	\$246,779	97.6%	46	0	5	12
Area 385	93	44	\$184,656	20	36	\$186,727	98.5%	48	2	2	8
Area 390	59	17	\$230,691	9	11	\$182,366	92.7%	96	1	2	2
Area 401	12	5	\$62,490	3	5	\$27,580	96.3%	52	0	0	2
Area 403	19	8	\$89,600	2	7	\$71,335	99.5%	33	0	0	0
Area 405	19	13	\$128,365	6	13	\$107,716	101.4%	38	0	0	2
Area 407	13	7	\$108,971	3	17	\$105,923	100.9%	27	0	0	2
Area 409	33	16	\$82,025	3	12	\$71,033	96.8%	88	1	0	4
Area 411	20	12	\$90,270	5	11	\$88,994	99.7%	20	0	0	0
Area 413	30	21	\$111,157	7	9	\$133,666	99.3%	17	0	2	2
Area 415	14	8	\$152,556	2	6	\$150,666	101.7%	12	0	1	1
Area 417	22	18	\$150,836	13	8	\$132,112	98.1%	29	0	1	1
Area 419	42	27	\$148,885	18	23	\$131,991	100.2%	21	1	0	2
Area 421	103	42	\$268,383	22	39	\$279,082	99.4%	61	1	3	4
Area 423	40	22	\$184,197	8	14	\$177,025	99.1%	38	0	0	1
Area 425	153	68	\$282,517	33	47	\$276,864	99.3%	54	0	2	5
Area 427	174	91	\$184,567	39	99	\$189,392	99.2%	51	2	3	12
Area 440	38	19	\$184,471	6	8	\$139,000	100.1%	67	1	3	2
Area 450	142	73	\$291,700	21	49	\$237,743	99.1%	48	1	3	11
Area 708	0	0		0	0				0	0	0
Area 997	0	0		0	0				0	0	0
Area 998	238	75	\$128,504	35	41	\$110,974	96.1%	100	2	11	9
Area 999	140	39	\$136,650	13	27	\$105,014	92.2%	60	5	4	8
	10,049	5,333	\$215,537	2,177	4,358	\$200,714	98.5%	56	88	207	675
Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% LP/SP	Avg DOM	Withdrawn	Expired	BOM
Commercial	724	78	\$580,718	11	28	\$230,784	82.2%	107	2	50	10
Lots & Land	3,643	328	\$255,123	67	147	\$119,508	91.8%	301	6	143	54
Multi-dwelling	227	109	\$211,988	38	83	\$166,830	95.5%	25	3	16	17
Total	4,594	515	\$349,276	116	258	\$172,374	89.8%	144	11	209	81
Grand Total	12,260	5,848	\$263,783	2,297	4,650	\$243,161	99.4%	53	99	420	756