

Heartland Multiple Listing Service

Activity Report

March 2014

Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% SP/LP	Avg DOM	Withdrawn	Expired	BOM
Residential											
Area 101	27	5	\$157,609	3	5	\$137,800	95.2%	103	0	0	1
Area 102	99	32	\$189,846	9	15	\$102,419	97.9%	92	0	4	8
Area 103	399	115	\$157,618	46	64	\$150,864	98.0%	108	2	13	20
Area 104	423	152	\$247,824	71	93	\$224,087	100.8%	100	0	8	22
Area 105	142	39	\$101,746	16	17	\$91,070	99.5%	102	2	5	8
Area 106	255	81	\$198,677	31	42	\$177,136	96.3%	100	1	1	8
Area 107	243	64	\$136,322	24	34	\$123,371	97.1%	122	0	6	13
Area 108	49	7	\$144,800	3	4	\$43,200	88.9%	62	0	0	6
Area 109	194	43	\$181,855	10	14	\$115,178	94.6%	73	1	8	7
Area 110	184	57	\$217,638	19	23	\$175,580	97.7%	130	0	3	8
Area 111	176	35	\$162,758	10	14	\$116,707	93.4%	119	1	10	7
Area 112	185	39	\$152,748	13	31	\$148,414	96.7%	120	0	10	2
Area 113	58	17	\$159,376	5	1	\$15,000	75.0%	11	0	1	3
Area 114	139	42	\$279,821	16	24	\$255,616	99.2%	75	0	2	7
Area 115	455	163	\$271,670	86	81	\$216,372	97.2%	91	3	4	19
Area 202	1,137	335	\$229,735	89	174	\$138,967	95.0%	88	6	58	69
Area 203	564	197	\$124,833	61	110	\$94,888	96.1%	92	4	32	30
Area 204	856	277	\$270,111	105	163	\$211,974	98.0%	116	3	27	41
Area 205	333	98	\$94,953	34	53	\$78,991	97.4%	104	4	15	18
Area 206	746	223	\$109,580	66	117	\$94,265	95.5%	101	4	41	41
Area 207	584	203	\$175,652	71	117	\$144,931	97.3%	85	2	10	26
Area 208	714	207	\$192,057	71	96	\$146,802	98.0%	93	1	19	43
Area 210	218	50	\$153,082	22	18	\$115,605	95.7%	93	1	13	11
Area 220	157	36	\$125,784	14	12	\$118,750	94.5%	99	1	8	4
Area 230	72	10	\$87,090	2	8	\$119,956	95.6%	259	1	4	0
Area 310	325	159	\$231,513	59	73	\$236,893	93.5%	83	4	8	13
Area 315	319	160	\$256,595	61	72	\$244,421	99.6%	63	1	7	12
Area 320	345	198	\$229,157	78	103	\$206,025	96.9%	67	2	6	19
Area 325	246	94	\$347,364	41	47	\$303,375	99.8%	77	1	9	13
Area 330	319	138	\$281,250	63	88	\$231,723	98.3%	68	0	8	14
Area 335	299	162	\$225,692	81	72	\$219,440	98.4%	68	1	9	9
Area 340	206	125	\$385,181	59	48	\$327,776	95.9%	60	0	2	7
Area 345	513	192	\$495,209	93	74	\$416,334	98.7%	82	1	4	28
Area 350	27	12	\$213,566	5	2	\$238,168	100.1%	152	1	1	4
Area 355	10	2	\$457,500	0	0				0	0	1
Area 360	125	52	\$186,446	33	32	\$165,752	98.1%	88	1	2	5
Area 370	70	16	\$218,140	5	11	\$198,864	99.3%	104	0	1	3
Area 380	204	57	\$224,718	24	37	\$143,489	97.4%	78	0	4	12
Area 385	153	40	\$127,428	29	18	\$78,641	93.4%	102	2	10	6
Area 390	104	27	\$184,007	7	3	\$48,033	97.8%	319	0	5	6
Area 401	35	0		2	5	\$11,600	85.3%	83	0	0	4
Area 403	44	15	\$63,020	1	6	\$44,133	95.2%	55	0	2	2
Area 405	38	13	\$102,146	5	10	\$70,791	95.0%	86	0	1	1
Area 407	28	10	\$83,766	7	3	\$75,833	92.9%	84	0	2	1
Area 409	64	20	\$48,839	6	15	\$21,992	97.2%	75	0	6	5
Area 411	47	23	\$70,276	7	13	\$50,556	95.0%	152	0	4	1
Area 413	60	20	\$117,692	5	12	\$71,679	101.2%	62	1	1	1
Area 415	19	9	\$79,868	4	2	\$84,750	94.2%	120	0	0	3
Area 417	48	18	\$107,461	8	13	\$71,588	96.9%	68	1	2	4
Area 419	88	38	\$101,622	10	22	\$72,097	100.6%	110	0	3	4
Area 421	80	25	\$256,122	12	17	\$184,453	98.8%	95	1	2	2

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Area 423	59	22	\$151,515	16	8	\$112,937	94.2%	47	0	1	1
Area 425	198	52	\$233,805	23	30	\$202,042	97.2%	117	0	8	5
Area 427	330	90	\$172,135	40	40	\$140,947	96.4%	107	2	14	7
Area 440	56	16	\$121,278	5	8	\$119,937	97.3%	126	0	3	3
Area 450	188	73	\$225,230	26	30	\$153,341	97.2%	95	1	6	5
Area 997	0	0		0	0				0	0	0
Area 998	278	52	\$122,136	17	18	\$63,006	94.8%	77	1	24	17
Area 999	81	26	\$125,194	8	8	\$49,768	88.2%	51	0	5	6
	13,415	4,483	\$185,422	1,737	2,270	\$140,672	96.1%	98	58	462	646
Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% LP/SP	Avg DOM	Withdrawn	Expired	BOM
Commercial	690	81	\$344,370	12	18	\$241,097	82.5%	350	4	46	44
Lots & Land	4,842	496	\$140,226	60	71	\$209,295	95.1%	262	14	231	119
Multi-dwelling	351	69	\$194,351	22	44	\$101,387	92.4%	68	6	30	13
Total	5,883	646	\$226,316	94	133	\$183,926	90.0%	227	24	307	176
Grand Total	17,078	5,129	\$211,575	1,830	2,403	\$175,515	97.1%	100	82	769	822