

Heartland Multiple Listing Service

Activity Report

March 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Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% SP/LP	Avg DOM	Withdrawn	Expired	BOM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	12	6	\$147,375	4	3	\$170,894	101.6%	1	0	0	0
Area 102	77	37	\$319,457	10	17	\$168,000	98.3%	121	0	1	7
Area 103	258	158	\$168,244	89	103	\$144,495	98.3%	65	1	6	5
Area 104	336	193	\$274,111	133	104	\$259,877	100.2%	65	2	4	6
Area 105	62	25	\$92,536	18	34	\$98,490	98.3%	79	0	3	0
Area 106	140	96	\$218,876	50	51	\$173,249	99.1%	59	2	2	10
Area 107	114	70	\$163,934	41	37	\$151,175	97.6%	70	1	4	5
Area 108	46	11	\$95,004	3	7	\$70,635	94.4%	69	0	1	3
Area 109	127	33	\$204,484	26	22	\$128,025	97.2%	92	0	2	4
Area 110	118	48	\$227,713	42	45	\$225,277	98.3%	93	0	5	6
Area 111	129	46	\$165,734	23	16	\$106,359	100.2%	134	2	6	8
Area 112	177	51	\$154,873	24	34	\$123,051	98.0%	78	0	6	7
Area 113	86	28	\$151,510	10	5	\$91,840	99.0%	101	0	4	1
Area 114	121	46	\$320,625	21	26	\$255,263	100.0%	87	0	1	5
Area 115	352	204	\$311,780	103	121	\$243,731	99.1%	89	1	3	15
Area 202	826	316	\$224,565	108	205	\$190,502	96.8%	76	7	44	27
Area 203	368	194	\$136,809	76	162	\$115,448	96.9%	64	1	11	15
Area 204	640	289	\$282,201	130	186	\$261,446	98.7%	81	2	7	21
Area 205	229	103	\$118,976	53	66	\$90,905	97.5%	88	1	8	16
Area 206	492	236	\$113,137	84	170	\$98,169	97.0%	94	6	13	20
Area 207	433	226	\$206,206	118	142	\$169,372	98.6%	73	3	6	23
Area 208	502	208	\$237,516	86	142	\$170,221	97.8%	89	5	19	20
Area 210	147	43	\$148,952	22	23	\$140,753	96.7%	128	2	5	9
Area 220	293	103	\$167,182	55	46	\$161,261	97.4%	109	1	7	6
Area 221	53	12	\$116,883	5	1	\$55,000	91.7%	57	6	6	1
Area 222	15	3	\$272,966	0	0				1	1	0
Area 223	52	10	\$104,259	5	7	\$123,992	96.2%	121	1	1	0
Area 224	8	2	\$23,750	0	1	\$42,000	90.5%		0	0	0
Area 230	50	12	\$155,475	1	8	\$94,925	95.3%	222	1	0	0
Area 310	215	151	\$450,552	69	106	\$284,534	96.3%	48	0	3	9
Area 315	256	142	\$281,963	61	97	\$246,409	99.6%	62	0	0	7
Area 320	272	206	\$294,606	97	130	\$236,014	98.5%	47	0	11	20
Area 325	263	130	\$367,279	64	77	\$285,683	99.2%	52	0	1	12
Area 330	264	154	\$313,142	86	106	\$290,843	99.6%	57	0	4	8
Area 335	289	192	\$261,298	94	113	\$251,612	99.9%	54	1	6	6
Area 340	200	137	\$425,712	70	78	\$270,735	97.8%	49	1	2	12
Area 345	556	246	\$562,009	128	79	\$472,772	98.4%	93	2	6	30
Area 350	18	10	\$225,075	1	8	\$155,975	97.6%	85	0	2	1
Area 355	6	3	\$865,000	1	0				0	0	0
Area 360	110	73	\$229,897	32	31	\$180,831	98.5%	60	0	2	2
Area 370	49	14	\$316,956	8	19	\$235,710	98.5%	110	0	0	0
Area 380	161	72	\$508,696	37	42	\$213,611	92.4%	113	0	10	9
Area 385	95	41	\$207,053	25	29	\$79,271	94.3%	73	2	5	5
Area 390	86	24	\$141,585	3	11	\$132,814	94.6%	107	0	4	4
Area 401	20	4	\$26,000	1	2	\$25,750	99.0%	44	0	0	0
Area 403	33	11	\$72,245	2	9	\$73,928	99.3%	84	0	0	2
Area 405	22	8	\$90,525	4	8	\$98,875	95.7%	28	1	2	0
Area 407	22	9	\$72,994	2	6	\$52,575	101.7%	26	0	0	1
Area 409	35	23	\$47,502	4	16	\$32,524	93.3%	55	0	2	1
Area 411	28	17	\$62,508	11	16	\$57,262	101.4%	96	1	1	4
Area 413	44	21	\$106,692	7	11	\$112,363	99.9%	58	0	0	2

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Area 415	24	8	\$100,737	2	4	\$105,500	98.6%	35	0	0	1
Area 417	37	21	\$118,769	11	12	\$72,016	99.8%	49	0	4	2
Area 419	56	32	\$122,309	14	29	\$99,569	98.9%	69	0	1	2
Area 421	108	53	\$260,832	23	30	\$239,039	99.5%	114	0	2	2
Area 423	47	25	\$161,238	14	12	\$207,499	100.0%	46	1	0	3
Area 425	119	50	\$254,607	32	38	\$238,015	99.8%	62	1	0	2
Area 427	261	122	\$190,386	72	56	\$180,314	97.6%	91	1	12	22
Area 440	55	15	\$153,520	3	4	\$277,250	94.9%	220	1	5	2
Area 450	128	73	\$243,845	53	45	\$201,570	96.7%	78	0	5	2
Area 997	0	0		0	0				0	0	0
Area 998	228	62	\$138,063	19	35	\$88,766	93.9%	106	0	12	11
Area 999	72	36	\$185,513	5	12	\$92,700	95.2%	140	0	5	2
	10,442	4,994	\$212,649	2,395	3,055	\$161,945	97.7%	82	58	283	426
Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% LP/SP	Avg DOM	Withdrawn	Expired	BOM
Commercial	640	51	\$476,680	9	17	\$139,023	84.0%	136	0	34	18
Lots & Land	4,743	325	\$215,961	88	127	\$124,361	88.7%	487	5	164	121
Multi-dwelling	284	78	\$268,509	37	42	\$242,028	112.7%	40	2	18	9
Total	5,667	454	\$320,383	134	186	\$168,471	95.1%	221	7	216	148
Grand Total	13,190	5,448	\$255,237	2,534	3,241	\$196,662	98.1%	87	65	499	574