

Heartland Multiple Listing Service

Activity Report

March 2017

Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% SP/LP	Avg DOM	Withdrawn	Expired	BOM
Residential											
Area 101	5	7	\$180,000	4	7	\$177,653	101.8%	11	0	0	0
Area 102	53	34	\$164,894	15	22	\$128,421	97.9%	76	1	3	2
Area 103	181	135	\$179,151	82	107	\$170,412	98.2%	44	1	1	6
Area 104	291	163	\$287,817	93	107	\$252,831	100.5%	59	3	0	8
Area 105	47	40	\$114,757	21	47	\$108,764	100.0%	65	0	1	3
Area 106	97	90	\$239,359	56	58	\$211,596	98.6%	42	0	3	5
Area 107	123	57	\$169,639	39	44	\$160,132	98.2%	60	2	1	5
Area 108	27	5	\$56,540	7	4	\$101,750	98.0%	75	0	1	0
Area 109	117	50	\$204,433	17	20	\$134,205	97.4%	75	2	3	9
Area 110	103	52	\$272,505	29	31	\$249,816	96.0%	78	0	1	4
Area 111	115	32	\$155,396	21	16	\$126,244	98.1%	60	0	1	3
Area 112	118	42	\$178,169	25	37	\$144,048	97.1%	72	0	6	6
Area 113	78	45	\$168,527	25	20	\$118,832	96.9%	110	0	7	2
Area 114	107	39	\$290,251	20	29	\$258,146	98.9%	54	2	2	6
Area 115	279	166	\$362,520	64	92	\$301,578	98.9%	63	1	6	14
Area 202	670	322	\$267,053	127	204	\$203,631	96.5%	61	3	31	37
Area 203	254	174	\$150,474	72	142	\$134,019	98.5%	54	2	20	10
Area 204	552	303	\$314,253	146	194	\$266,220	97.9%	80	5	5	25
Area 205	167	129	\$120,165	61	74	\$97,998	96.6%	58	1	9	10
Area 206	359	168	\$120,636	94	177	\$118,682	98.0%	70	4	12	16
Area 207	370	211	\$220,619	99	142	\$200,472	99.4%	85	2	5	8
Area 208	504	235	\$265,490	110	167	\$196,494	98.3%	86	2	14	24
Area 210	109	35	\$179,352	17	34	\$121,609	97.4%	97	0	2	5
Area 220	241	107	\$172,054	42	60	\$144,489	96.6%	112	0	12	5
Area 221	69	22	\$148,679	6	7	\$138,528	98.1%	80	1	5	4
Area 222	10	2	\$195,750	0	0				0	1	1
Area 223	40	9	\$75,238	3	6	\$158,250	84.9%	127	0	0	3
Area 224	4	1	\$89,900	0	0			161	0	0	0
Area 230	70	18	\$158,252	4	10	\$148,990	96.3%	102	2	5	1
Area 310	187	164	\$428,639	72	109	\$286,278	97.9%	51	3	3	11
Area 315	245	152	\$294,021	60	93	\$259,238	98.7%	60	3	4	33
Area 320	217	214	\$306,454	89	141	\$263,717	99.5%	31	4	8	10
Area 325	226	119	\$356,595	56	79	\$305,806	99.6%	69	0	1	12
Area 330	238	136	\$347,803	76	86	\$276,379	100.0%	54	1	3	9
Area 335	279	191	\$287,502	110	125	\$277,044	100.5%	47	1	3	13
Area 340	157	125	\$409,265	69	98	\$360,030	96.9%	48	2	4	14
Area 345	492	239	\$594,240	104	120	\$476,800	99.1%	81	1	10	40
Area 350	21	13	\$240,618	8	4	\$202,598	96.3%	170	0	1	1
Area 355	7	5	\$408,800	1	2	\$281,000	89.9%	78	0	1	0
Area 360	96	69	\$222,161	36	42	\$203,276	99.4%	49	0	4	2
Area 370	48	29	\$255,363	15	9	\$233,689	100.4%	112	0	2	4
Area 380	144	60	\$259,487	39	39	\$186,511	95.6%	77	1	7	10
Area 385	72	40	\$150,891	22	32	\$124,854	96.4%	77	0	1	1
Area 390	61	25	\$115,584	13	12	\$112,846	91.8%	100	0	6	4
Area 401	11	5	\$72,400	2	1	\$33,000	94.3%	130	0	2	0
Area 403	29	16	\$71,837	5	8	\$87,437	95.8%	45	0	2	0
Area 405	18	12	\$124,291	5	11	\$96,152	96.9%	45	0	0	0
Area 407	18	11	\$85,336	2	9	\$73,488	98.3%	86	0	0	2
Area 409	33	14	\$54,885	4	9	\$36,177	92.8%	66	0	1	1
Area 411	28	16	\$75,465	4	13	\$74,723	97.7%	87	0	4	2
Area 413	40	18	\$118,680	17	13	\$144,903	98.2%	84	1	1	0

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Area 415	9	5	\$92,960	1	5	\$82,000	96.0%	121	0	2	0
Area 417	43	28	\$132,950	10	12	\$125,023	99.3%	99	1	0	1
Area 419	65	30	\$122,011	15	29	\$120,232	97.9%	42	0	0	1
Area 421	109	51	\$233,792	23	27	\$237,974	99.5%	69	0	0	2
Area 423	32	24	\$164,091	12	15	\$145,626	99.7%	34	1	0	0
Area 425	123	65	\$263,345	27	35	\$236,588	100.3%	71	2	10	6
Area 427	171	107	\$196,842	53	50	\$169,711	98.2%	89	3	4	16
Area 440	33	15	\$283,846	11	5	\$156,580	95.3%	206	0	1	1
Area 450	125	74	\$261,583	47	41	\$212,080	99.5%	57	0	5	3
Area 997	1	0		0	0				0	0	0
Area 998	269	100	\$130,589	36	53	\$109,550	94.1%	74	4	12	18
Area 999	73	20	\$258,564	4	12	\$90,755	95.5%	84	2	8	5
	8,880	4,885	\$208,432	2,347	3,197	\$177,598	97.4%	77	64	267	444

Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% LP/SP	Avg DOM	Withdrawn	Expired	BOM
Commercial	613	85	\$344,735	11	17	\$106,235	85.8%	166	3	36	28
Lots & Land	4,111	397	\$220,430	100	153	\$131,795	101.5%	333	26	152	139
Multi-dwelling	207	93	\$256,968	34	75	\$191,056	94.5%	51	0	14	11
Total	4,931	575	\$274,044	145	245	\$143,029	94.0%	183	29	202	178
Grand Total	11,386	5,460	\$263,101	2,500	3,442	\$211,743	98.4%	82	93	469	622