

Heartland Multiple Listing Service

Activity Report

March 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Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% SP/LP	Avg DOM	Withdrawn	Expired	BOM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	5	\$175,390	2	2	\$132,450	100.0%	31	0	0	0
Area 102	39	36	\$232,099	18	25	\$166,222	96.6%	68	1	2	2
Area 103	196	147	\$187,620	78	116	\$179,391	99.5%	41	1	1	11
Area 104	270	156	\$315,561	103	130	\$271,521	100.7%	55	2	4	12
Area 105	35	37	\$137,525	19	35	\$121,840	99.5%	40	1	0	3
Area 106	102	77	\$240,255	42	67	\$223,181	97.8%	49	1	3	4
Area 107	120	70	\$213,249	33	53	\$180,147	99.0%	51	0	1	5
Area 108	24	13	\$95,400	7	12	\$141,683	96.0%	58	0	1	0
Area 109	91	46	\$232,820	14	15	\$176,332	99.2%	163	1	1	1
Area 110	87	57	\$278,700	31	42	\$258,179	98.9%	94	1	2	3
Area 111	82	33	\$221,896	17	20	\$190,311	96.7%	50	0	3	3
Area 112	130	67	\$196,912	29	51	\$169,754	97.0%	57	0	6	3
Area 113	63	20	\$167,100	13	16	\$157,181	97.7%	74	0	5	4
Area 114	92	43	\$285,712	20	29	\$343,109	98.6%	73	1	5	4
Area 115	298	168	\$346,460	83	133	\$292,604	99.4%	58	1	8	21
Area 202	711	375	\$240,581	126	206	\$222,219	96.2%	81	6	30	48
Area 203	280	191	\$166,049	67	144	\$146,205	99.7%	40	0	2	18
Area 204	537	300	\$317,866	146	201	\$280,831	99.2%	59	3	10	29
Area 205	132	104	\$141,956	49	71	\$109,116	99.3%	61	0	5	6
Area 206	338	228	\$140,537	84	130	\$121,409	98.7%	70	0	22	19
Area 207	311	201	\$230,856	86	137	\$216,046	99.6%	67	5	1	12
Area 208	426	207	\$264,108	111	148	\$220,170	98.9%	75	4	2	20
Area 210	94	41	\$154,192	11	26	\$151,448	96.4%	79	0	3	7
Area 220	193	105	\$213,452	39	48	\$166,573	98.4%	69	2	8	7
Area 221	36	12	\$144,475	1	4	\$193,975	95.6%	165	0	7	1
Area 222	16	4	\$123,725	1	3	\$145,133	98.6%	172	0	1	2
Area 223	48	16	\$168,643	2	4	\$149,950	92.6%	253	0	2	0
Area 224	2	0		0	1	\$38,000	87.4%	36	0	0	0
Area 230	49	14	\$110,175	4	13	\$108,038	92.7%	144	0	3	3
Area 310	175	172	\$366,389	81	99	\$262,866	98.0%	43	2	3	10
Area 315	185	131	\$295,586	59	79	\$298,651	101.1%	56	1	1	19
Area 320	249	201	\$358,181	81	129	\$285,212	99.3%	25	2	6	20
Area 325	213	117	\$351,868	61	48	\$371,627	100.1%	78	0	0	19
Area 330	249	146	\$319,613	75	95	\$321,238	99.5%	53	2	2	10
Area 335	248	174	\$295,613	85	118	\$283,723	100.8%	33	2	2	4
Area 340	156	136	\$453,408	71	64	\$339,955	99.5%	30	1	2	15
Area 345	508	231	\$552,121	108	121	\$501,711	99.5%	94	3	9	42
Area 350	23	16	\$302,303	3	10	\$307,757	99.3%	55	0	1	2
Area 355	5	4	\$329,975	2	1	\$415,000	97.6%	12	0	0	0
Area 360	87	51	\$240,244	33	45	\$233,217	99.1%	59	0	2	4
Area 370	67	38	\$351,646	26	12	\$277,440	98.5%	53	0	2	3
Area 380	154	76	\$282,239	35	34	\$202,589	98.9%	62	0	2	3
Area 385	65	41	\$185,502	23	25	\$126,684	94.9%	56	0	4	2
Area 390	48	21	\$161,585	10	14	\$127,078	92.5%	102	0	2	2
Area 401	10	6	\$41,416	1	3	\$45,116	101.0%	45	0	1	4
Area 403	27	13	\$60,642	3	8	\$91,487	101.0%	90	0	1	0
Area 405	23	22	\$151,056	3	12	\$89,925	98.2%	27	0	1	0
Area 407	14	8	\$101,300	3	6	\$92,083	100.6%	21	0	0	1
Area 409	27	13	\$73,723	8	12	\$50,462	96.5%	107	0	0	0
Area 411	22	22	\$85,590	12	11	\$93,136	99.9%	95	0	2	1
Area 413	16	16	\$134,240	10	11	\$122,743	102.9%	34	1	1	3

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Area 415	10	3	\$123,316	0	4	\$105,550	102.3%	35	0	0	0
Area 417	27	20	\$110,590	9	11	\$158,470	98.6%	73	0	1	1
Area 419	34	36	\$131,873	12	21	\$107,607	98.0%	33	0	2	3
Area 421	84	47	\$273,995	26	30	\$244,632	100.2%	85	1	5	3
Area 423	31	22	\$198,711	11	13	\$209,703	98.7%	67	0	0	0
Area 425	123	67	\$260,897	38	42	\$249,804	98.7%	87	0	2	5
Area 427	171	102	\$190,942	47	49	\$163,899	97.7%	64	1	5	14
Area 440	28	16	\$155,081	11	13	\$216,426	87.6%	93	1	0	1
Area 450	105	60	\$271,192	27	37	\$222,543	99.3%	52	2	1	0
Area 708	0	0		0	0				0	0	0
Area 997	0	0		0	0				0	0	0
Area 998	232	70	\$172,837	37	41	\$115,488	108.9%	147	0	12	14
Area 999	109	31	\$163,091	12	13	\$96,407	95.9%	67	1	6	7
	8,333	4,902	\$217,870	2,259	3,113	\$195,214	98.3%	70	50	216	460
Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% LP/SP	Avg DOM	Withdrawn	Expired	BOM
Commercial	632	58	\$714,551	14	21	\$142,192	84.6%	117	3	34	37
Lots & Land	3,567	381	\$182,998	93	158	\$151,472	95.4%	307	8	135	68
Multi-dwelling	193	105	\$302,249	40	81	\$166,756	95.3%	51	1	6	14
Total	4,392	544	\$399,933	147	260	\$153,473	91.8%	158	12	175	119
Grand Total	10,406	5,446	\$268,584	2,413	3,373	\$227,785	98.8%	70	62	391	579