

Heartland Multiple Listing Service

Activity Report

March 2019

| 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Type/Area | Available Inventory | New | Avg List Price | Pending | Sales | Avg Sale Price | % SP/LP | Avg DOM | Withdrawn | Expired | BOM |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 | \$177,283 | 0 | 6 | \$188,833 | 98.9% | 38 | 0 | 0 | 0 |
| Area 102 | 42 | 24 | \$234,366 | 12 | 16 | \$264,845 | 93.4% | 94 | 0 | 0 | 3 |
| Area 103 | 139 | 120 | \$205,278 | 60 | 85 | \$198,448 | 99.8% | 46 | 0 | 2 | 7 |
| Area 104 | 283 | 136 | \$305,328 | 89 | 104 | \$293,598 | 99.9% | 66 | 0 | 2 | 14 |
| Area 105 | 35 | 41 | \$132,166 | 22 | 22 | \$125,593 | 99.9% | 49 | 0 | 2 | 4 |
| Area 106 | 97 | 66 | \$255,311 | 42 | 47 | \$234,686 | 98.6% | 48 | 1 | 3 | 7 |
| Area 107 | 111 | 45 | \$236,599 | 24 | 44 | \$225,156 | 99.3% | 76 | 0 | 2 | 6 |
| Area 108 | 23 | 6 | \$120,150 | 9 | 4 | \$59,575 | 97.0% | 223 | 0 | 1 | 1 |
| Area 109 | 87 | 27 | \$260,414 | 19 | 23 | \$147,365 | 95.8% | 116 | 0 | 2 | 3 |
| Area 110 | 100 | 50 | \$276,055 | 25 | 37 | \$258,571 | 98.6% | 65 | 0 | 4 | 5 |
| Area 111 | 38 | 14 | \$275,492 | 9 | 12 | \$172,300 | 99.1% | 62 | 0 | 0 | 3 |
| Area 112 | 16 | 8 | \$342,700 | 6 | 8 | \$269,093 | 83.5% | 100 | 0 | 1 | 2 |
| Area 1121 | 29 | 14 | \$159,442 | 6 | 15 | \$125,071 | 96.5% | 63 | 0 | 1 | 1 |
| Area 1122 | 50 | 8 | \$198,300 | 11 | 20 | \$235,765 | 97.5% | 95 | 0 | 4 | 1 |
| Area 113 | 19 | 6 | \$227,466 | 5 | 5 | \$106,500 | 95.0% | 100 | 0 | 1 | 0 |
| Area 1131 | 64 | 26 | \$100,561 | 8 | 14 | \$122,335 | 98.1% | 78 | 0 | 5 | 3 |
| Area 1132 | 110 | 42 | \$128,078 | 32 | 34 | \$81,790 | 95.0% | 110 | 0 | 4 | 7 |
| Area 114 | 90 | 34 | \$362,912 | 29 | 28 | \$302,151 | 98.1% | 124 | 1 | 1 | 3 |
| Area 115 | 344 | 153 | \$340,737 | 85 | 102 | \$295,294 | 98.8% | 78 | 5 | 4 | 30 |
| Area 120 | 34 | 10 | \$261,150 | 3 | 10 | \$150,230 | 94.9% | 81 | 0 | 4 | 1 |
| Area 125 | 29 | 10 | \$251,819 | 6 | 4 | \$174,750 | 98.5% | 73 | 1 | 1 | 0 |
| Area 130 | 13 | 2 | \$144,700 | 2 | 2 | \$107,715 | 94.3% | 10 | 0 | 0 | 0 |
| Area 135 | 11 | 1 | \$39,000 | 1 | 3 | \$60,000 | 90.7% | 33 | 0 | 1 | 1 |
| Area 140 | 8 | 3 | \$268,500 | 0 | 1 | \$81,750 | 90.9% | 128 | 0 | 0 | 0 |
| Area 145 | 11 | 2 | \$109,750 | 4 | 2 | \$69,750 | 90.3% | 100 | 0 | 2 | 1 |
| Area 202 | 755 | 311 | \$274,412 | 108 | 202 | \$208,873 | 96.8% | 61 | 13 | 36 | 67 |
| Area 203 | 200 | 189 | \$176,234 | 111 | 133 | \$155,222 | 98.1% | 39 | 3 | 8 | 16 |
| Area 204 | 517 | 245 | \$315,370 | 124 | 137 | \$293,670 | 99.2% | 63 | 4 | 15 | 31 |
| Area 205 | 141 | 99 | \$137,126 | 54 | 64 | \$131,112 | 99.0% | 48 | 2 | 6 | 11 |
| Area 206 | 261 | 212 | \$145,427 | 103 | 140 | \$147,061 | 98.9% | 50 | 4 | 5 | 16 |
| Area 207 | 323 | 194 | \$225,030 | 114 | 140 | \$234,101 | 99.0% | 71 | 4 | 7 | 13 |
| Area 208 | 333 | 166 | \$274,013 | 107 | 130 | \$215,897 | 98.2% | 86 | 0 | 11 | 21 |
| Area 210 | 86 | 41 | \$153,665 | 22 | 15 | \$119,353 | 98.7% | 66 | 2 | 0 | 8 |
| Area 220 | 163 | 85 | \$227,589 | 47 | 47 | \$178,337 | 97.4% | 52 | 2 | 7 | 9 |
| Area 221 | 27 | 10 | \$173,668 | 1 | 9 | \$155,038 | 96.6% | 56 | 1 | 6 | 1 |
| Area 222 | 21 | 6 | \$137,401 | 1 | 0 | | | | 0 | 0 | 0 |
| Area 223 | 18 | 2 | \$119,950 | 1 | 2 | \$75,778 | 92.0% | 21 | 1 | 1 | 1 |
| Area 224 | 2 | 1 | \$27,000 | 0 | 0 | | | | 0 | 0 | 1 |
| Area 230 | 51 | 15 | \$156,760 | 5 | 6 | \$182,750 | 95.0% | 99 | 1 | 1 | 0 |
| Area 310 | 195 | 164 | \$419,231 | 87 | 89 | \$316,463 | 99.3% | 28 | 4 | 5 | 20 |
| Area 315 | 190 | 113 | \$311,139 | 61 | 72 | \$274,473 | 99.1% | 32 | 0 | 3 | 19 |
| Area 320 | 251 | 226 | \$340,565 | 123 | 115 | \$285,092 | 98.8% | 36 | 0 | 4 | 28 |
| Area 325 | 228 | 113 | \$403,440 | 78 | 58 | \$347,957 | 99.5% | 60 | 2 | 4 | 16 |
| Area 330 | 252 | 149 | \$365,960 | 93 | 97 | \$309,902 | 99.2% | 58 | 0 | 5 | 13 |
| Area 335 | 278 | 152 | \$294,654 | 99 | 93 | \$280,467 | 100.5% | 53 | 3 | 3 | 14 |
| Area 340 | 179 | 143 | \$493,015 | 71 | 62 | \$351,628 | 97.6% | 44 | 0 | 5 | 25 |
| Area 345 | 575 | 220 | \$626,622 | 108 | 102 | \$531,961 | 98.9% | 89 | 6 | 6 | 61 |
| Area 350 | 25 | 12 | \$283,316 | 6 | 12 | \$408,153 | 95.9% | 94 | 0 | 0 | 2 |
| Area 355 | 5 | 2 | \$988,950 | 0 | 1 | \$500,000 | 100.0% | 6 | 0 | 1 | 0 |
| Area 360 | 87 | 49 | \$263,640 | 21 | 48 | \$237,108 | 99.7% | 45 | 0 | 1 | 1 |
| Area 370 | 80 | 26 | \$308,297 | 23 | 14 | \$296,296 | 100.2% | 105 | 0 | 0 | 8 |

Heartland Multiple Listing Service

Activity Report

March 2019

| Property Type/Area | Available Inventory | New | Avg List Price | Pending | Sales | Avg Sale Price | % SP/LP | Avg DOM | Withdrawn | Expired | BOM |
|--------------------|---------------------|--------------|------------------|--------------|--------------|------------------|--------------|-----------|-----------|------------|------------|
| Area 380 | 103 | 56 | \$368,856 | 34 | 26 | \$223,686 | 97.2% | 107 | 0 | 7 | 7 |
| Area 385 | 60 | 33 | \$165,369 | 23 | 29 | \$161,051 | 97.3% | 78 | 0 | 2 | 5 |
| Area 390 | 39 | 17 | \$173,679 | 14 | 5 | \$105,400 | 92.9% | 54 | 0 | 6 | 3 |
| Area 401 | 10 | 5 | \$59,580 | 1 | 4 | \$123,625 | 96.5% | 53 | 1 | 1 | 3 |
| Area 403 | 21 | 9 | \$81,016 | 5 | 10 | \$81,501 | 95.2% | 36 | 0 | 1 | 3 |
| Area 405 | 17 | 10 | \$169,735 | 5 | 6 | \$129,915 | 97.6% | 65 | 0 | 1 | 0 |
| Area 407 | 14 | 12 | \$118,000 | 7 | 3 | \$97,250 | 101.4% | 38 | 1 | 1 | 1 |
| Area 409 | 23 | 18 | \$109,850 | 8 | 14 | \$66,392 | 92.4% | 44 | 1 | 0 | 2 |
| Area 411 | 18 | 9 | \$110,322 | 8 | 11 | \$94,478 | 98.2% | 32 | 1 | 0 | 4 |
| Area 413 | 16 | 9 | \$143,500 | 6 | 20 | \$131,412 | 99.7% | 34 | 1 | 2 | 2 |
| Area 415 | 11 | 13 | \$165,019 | 5 | 4 | \$157,500 | 92.0% | 18 | 0 | 1 | 1 |
| Area 417 | 15 | 17 | \$108,738 | 8 | 18 | \$143,025 | 97.8% | 30 | 0 | 1 | 0 |
| Area 419 | 34 | 32 | \$162,159 | 16 | 12 | \$161,041 | 99.4% | 38 | 0 | 0 | 2 |
| Area 421 | 77 | 34 | \$315,359 | 33 | 15 | \$277,726 | 98.5% | 72 | 0 | 1 | 2 |
| Area 423 | 24 | 15 | \$217,683 | 13 | 10 | \$184,820 | 100.2% | 46 | 0 | 1 | 1 |
| Area 425 | 136 | 60 | \$327,127 | 45 | 46 | \$292,341 | 99.9% | 85 | 2 | 2 | 10 |
| Area 427 | 149 | 89 | \$209,182 | 39 | 62 | \$162,709 | 97.5% | 79 | 1 | 2 | 8 |
| Area 440 | 18 | 13 | \$184,492 | 6 | 5 | \$149,700 | 94.9% | 23 | 0 | 2 | 1 |
| Area 450 | 96 | 65 | \$277,649 | 28 | 39 | \$216,087 | 99.0% | 77 | 1 | 2 | 3 |
| Area 708 | 0 | 0 | | 0 | 0 | | | | 0 | 0 | 0 |
| Area 997 | 0 | 0 | | 0 | 0 | | | | 0 | 0 | 0 |
| Area 998 | 221 | 87 | \$145,544 | 30 | 38 | \$103,678 | 95.0% | 126 | 3 | 11 | 13 |
| Area 999 | 114 | 30 | \$230,284 | 16 | 15 | \$107,260 | 95.5% | 75 | 2 | 5 | 1 |
| | 8,248 | 4,429 | \$234,711 | 2,427 | 2,828 | \$196,549 | 97.1% | 66 | 74 | 236 | 577 |

| Property Type/Area | Available Inventory | New | Avg List Price | Pending | Sales | Avg Sale Price | % LP/SP | Avg DOM | Withdrawn | Expired | BOM |
|--------------------|---------------------|--------------|------------------|--------------|--------------|------------------|--------------|------------|-----------|------------|------------|
| Commercial | 763 | 86 | \$426,306 | 18 | 19 | \$133,973 | 90.8% | 356 | 5 | 37 | 24 |
| Lots & Land | 3,063 | 358 | \$243,445 | 78 | 121 | \$152,364 | 90.3% | 183 | 12 | 121 | 64 |
| Multi-dwelling | 240 | 118 | \$401,899 | 31 | 47 | \$266,591 | 94.2% | 80 | 5 | 17 | 22 |
| Total | 4,066 | 562 | \$357,217 | 127 | 187 | \$184,309 | 91.8% | 206 | 22 | 175 | 110 |
| Grand Total | 10,686 | 4,991 | \$289,929 | 2,558 | 3,015 | \$234,676 | 98.2% | 137 | 96 | 411 | 687 |