

# Heartland Multiple Listing Service

## Activity Report November 2016

Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% SP/LP	Avg DOM	Withdrawn	Expired	BOM
<b>Residential</b>											
Area 101	4	4	\$114,737	3	3	\$125,500	93.8%	49	0	1	0
Area 102	60	25	\$200,725	15	16	\$105,545	97.5%	87	2	4	8
Area 103	215	99	\$174,865	42	141	\$161,353	99.2%	43	1	6	19
Area 104	255	100	\$279,174	58	89	\$258,504	99.6%	72	3	5	11
Area 105	76	41	\$111,524	13	28	\$105,644	97.3%	60	3	1	1
Area 106	107	39	\$211,752	15	42	\$198,477	99.2%	41	4	2	1
Area 107	128	38	\$195,105	21	38	\$179,803	97.8%	39	1	7	6
Area 108	30	6	\$80,683	5	4	\$69,375	96.5%	74	0	1	1
Area 109	98	20	\$192,960	9	23	\$124,145	92.1%	177	0	8	1
Area 110	104	34	\$261,885	20	30	\$232,326	99.3%	78	0	2	3
Area 111	116	21	\$131,658	16	27	\$143,610	97.5%	91	0	5	4
Area 112	127	32	\$119,017	14	27	\$149,306	94.8%	66	1	5	7
Area 113	87	22	\$198,035	10	19	\$157,912	93.5%	40	0	9	1
Area 114	81	24	\$273,136	14	24	\$242,552	98.1%	56	2	4	1
Area 115	288	86	\$278,811	58	112	\$250,893	99.5%	59	1	10	16
Area 202	681	213	\$169,528	65	178	\$191,750	97.4%	59	7	37	28
Area 203	323	136	\$128,190	59	131	\$134,236	97.6%	56	8	8	13
Area 204	543	156	\$272,015	68	179	\$243,079	98.8%	63	5	20	22
Area 205	205	57	\$101,224	28	74	\$104,396	97.0%	62	1	13	11
Area 206	463	167	\$124,701	56	135	\$99,262	98.2%	60	4	14	20
Area 207	359	111	\$202,063	42	126	\$187,256	98.5%	59	1	11	13
Area 208	543	155	\$217,738	64	108	\$180,733	97.4%	60	3	20	22
Area 210	123	29	\$159,231	16	14	\$120,842	97.1%	64	1	4	5
Area 220	223	44	\$161,677	19	54	\$160,677	97.9%	75	4	8	7
Area 221	51	7	\$121,742	0	3	\$197,500	96.8%	91	0	10	0
Area 222	15	2	\$188,450	0	4	\$187,125	96.7%	206	0	2	0
Area 223	41	7	\$172,400	2	5	\$62,300	98.3%	226	0	1	3
Area 224	5	2	\$149,450	0	0				0	0	0
Area 230	63	18	\$125,086	5	7	\$100,700	97.4%	82	2	5	1
Area 310	156	87	\$312,419	42	98	\$254,833	96.9%	35	3	5	11
Area 315	220	79	\$268,473	35	79	\$260,884	98.9%	44	0	14	8
Area 320	215	114	\$285,563	55	120	\$248,988	98.3%	37	6	7	14
Area 325	188	53	\$344,820	33	59	\$367,620	99.9%	72	2	7	10
Area 330	214	64	\$309,528	31	92	\$287,938	99.0%	55	1	6	12
Area 335	232	104	\$252,532	55	124	\$249,268	99.2%	32	5	3	11
Area 340	168	61	\$384,135	23	65	\$315,773	98.5%	33	6	10	13
Area 345	423	116	\$541,200	62	113	\$535,073	98.4%	102	8	11	18
Area 350	16	4	\$246,250	0	6	\$197,666	99.1%	24	0	3	1
Area 355	6	0		0	3	\$545,333	96.6%	149	0	0	0
Area 360	76	40	\$254,837	15	35	\$212,770	98.2%	51	4	2	1
Area 370	45	17	\$202,603	6	10	\$232,250	98.7%	60	0	0	2
Area 380	160	39	\$298,176	15	37	\$180,144	96.4%	69	0	7	6
Area 385	88	25	\$131,594	14	21	\$119,540	97.1%	53	0	5	2
Area 390	70	11	\$152,086	2	7	\$85,124	99.7%	81	0	6	2
Area 401	12	5	\$63,100	0	1	\$95,000	95.0%	1,039	0	0	2
Area 403	26	9	\$74,666	2	6	\$43,904	94.2%	78	0	1	1
Area 405	26	10	\$127,540	5	3	\$89,333	95.7%	70	0	0	1
Area 407	18	6	\$112,250	1	5	\$97,880	100.0%	42	0	2	1
Area 409	46	12	\$56,012	5	7	\$59,474	95.1%	39	0	2	1
Area 411	43	16	\$78,190	5	10	\$72,985	100.6%	83	0	1	2
Area 413	44	14	\$115,028	12	21	\$110,675	100.8%	43	0	0	2

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Area 415	11	5	\$90,350	3	5	\$90,920	98.5%	55	0	0	0
Area 417	47	20	\$110,641	3	12	\$112,800	94.1%	55	0	3	1
Area 419	56	27	\$100,191	11	19	\$101,444	97.9%	41	1	0	1
Area 421	97	26	\$226,157	12	23	\$236,386	98.7%	47	1	2	1
Area 423	23	9	\$187,716	4	11	\$222,131	97.7%	45	0	0	0
Area 425	117	41	\$255,824	23	33	\$249,496	98.4%	69	1	13	5
Area 427	146	39	\$154,353	25	42	\$127,835	98.0%	88	2	8	5
Area 440	38	9	\$156,877	1	13	\$147,184	97.3%	80	0	3	1
Area 450	122	42	\$221,141	20	23	\$181,760	97.5%	44	2	10	1
Area 997	1	0		0	0				0	0	0
Area 998	292	59	\$137,869	26	36	\$119,898	96.4%	87	1	12	14
Area 999	90	18	\$164,784	8	9	\$82,214	89.1%	55	1	6	1
	<b>8,946</b>	<b>2,876</b>	<b>\$189,090</b>	<b>1,291</b>	<b>2,789</b>	<b>\$177,202</b>	<b>97.5%</b>	<b>84</b>	<b>98</b>	<b>372</b>	<b>376</b>

Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% LP/SP	Avg DOM	Withdrawn	Expired	BOM
Commercial	591	43	\$451,747	4	16	\$152,187	87.4%	191	2	26	25
Lots & Land	4,406	356	\$197,189	119	101	\$167,312	98.6%	260	2	111	80
Multi-dwelling	260	87	\$227,258	29	48	\$118,655	94.1%	55	2	12	10
<b>Total</b>	<b>5,257</b>	<b>486</b>	<b>\$292,065</b>	<b>152</b>	<b>165</b>	<b>\$146,051</b>	<b>93.4%</b>	<b>169</b>	<b>6</b>	<b>149</b>	<b>115</b>
<b>Grand Total</b>	<b>12,460</b>	<b>3,362</b>	<b>\$222,755</b>	<b>1,431</b>	<b>2,954</b>	<b>\$208,856</b>	<b>98.2%</b>	<b>67</b>	<b>104</b>	<b>521</b>	<b>491</b>