

# Heartland Multiple Listing Service

## Activity Report

October 2015

Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% SP/LP	Avg DOM	Withdrawn	Expired	BOM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	16	5	\$142,380	1	3	\$139,166	101.1%	64	0	0	1
Area 102	77	27	\$194,540	6	30	\$134,254	97.8%	38	1	5	1
Area 103	275	103	\$166,112	39	97	\$153,577	98.3%	47	1	10	18
Area 104	349	101	\$255,417	41	113	\$255,777	99.6%	67	3	6	13
Area 105	108	42	\$101,557	17	27	\$90,758	96.9%	44	0	5	5
Area 106	159	52	\$220,994	20	50	\$202,917	100.4%	47	1	5	12
Area 107	163	41	\$176,149	24	39	\$122,894	96.9%	81	2	10	8
Area 108	50	13	\$104,100	4	8	\$109,551	94.4%	97	0	4	3
Area 109	132	35	\$169,099	8	22	\$127,521	95.4%	214	1	8	1
Area 110	145	53	\$262,042	23	29	\$209,724	97.7%	59	1	8	4
Area 111	144	23	\$191,246	9	25	\$129,716	95.1%	140	0	7	4
Area 112	209	57	\$148,058	20	24	\$141,988	98.9%	79	0	3	6
Area 113	69	15	\$392,540	9	10	\$186,820	95.3%	81	0	4	0
Area 114	110	42	\$356,171	20	30	\$240,371	98.5%	55	0	4	9
Area 115	394	133	\$250,959	65	94	\$238,248	98.4%	70	6	15	18
Area 202	906	272	\$188,600	61	225	\$170,505	95.8%	84	11	73	43
Area 203	424	165	\$117,330	64	146	\$112,298	96.3%	62	3	24	20
Area 204	698	194	\$272,651	75	192	\$238,938	98.2%	83	6	34	38
Area 205	275	83	\$95,328	34	59	\$102,419	96.3%	77	2	18	15
Area 206	601	190	\$100,059	59	139	\$96,176	97.2%	104	5	33	22
Area 207	476	149	\$195,486	76	130	\$176,855	98.2%	59	0	18	17
Area 208	567	148	\$206,685	57	117	\$175,986	97.9%	73	5	23	25
Area 210	185	45	\$138,422	9	23	\$148,624	96.8%	82	1	12	4
Area 220	290	69	\$174,998	24	47	\$153,093	97.4%	92	2	20	5
Area 221	66	15	\$161,453	0	4	\$162,375	93.2%	79	1	8	1
Area 222	8	1	\$139,900	0	1	\$39,050	88.3%	126	0	0	0
Area 223	51	10	\$117,994	4	4	\$66,675	96.0%	168	0	5	1
Area 224	5	1	\$77,500	1	0				0	0	0
Area 230	61	11	\$130,618	4	7	\$122,285	92.6%	169	2	4	4
Area 310	230	99	\$282,058	42	92	\$233,996	98.6%	30	3	7	10
Area 315	272	113	\$278,685	48	88	\$229,386	97.9%	70	1	6	10
Area 320	313	170	\$282,738	66	142	\$257,219	97.9%	34	6	9	22
Area 325	224	111	\$340,421	50	70	\$268,271	99.7%	63	3	4	15
Area 330	251	106	\$266,090	59	76	\$271,361	99.4%	70	3	6	16
Area 335	267	109	\$237,795	51	116	\$245,196	99.6%	43	2	4	6
Area 340	203	82	\$369,460	33	87	\$353,309	98.1%	47	3	9	13
Area 345	509	138	\$533,310	54	120	\$441,675	99.5%	77	3	23	22
Area 350	14	6	\$267,798	3	6	\$255,766	98.7%	45	0	1	0
Area 355	11	1	\$190,000	0	3	\$242,096	94.3%	61	0	1	1
Area 360	105	48	\$216,564	17	34	\$169,648	98.4%	43	2	7	7
Area 370	61	14	\$321,007	8	16	\$218,401	99.3%	57	0	2	1
Area 380	202	67	\$253,238	17	41	\$219,023	94.0%	98	2	13	10
Area 385	126	29	\$140,977	21	23	\$141,584	104.5%	82	1	8	7
Area 390	77	16	\$106,714	6	7	\$48,500	85.1%	188	0	11	0
Area 401	27	4	\$45,600	2	5	\$41,750	88.5%	70	0	1	0
Area 403	32	17	\$71,467	2	7	\$66,571	97.2%	91	1	1	5
Area 405	27	13	\$89,796	2	12	\$98,935	89.1%	52	0	0	3
Area 407	20	6	\$78,083	5	7	\$63,100	95.3%	144	1	1	0
Area 409	58	15	\$58,093	5	9	\$51,131	99.4%	32	0	1	6
Area 411	42	15	\$55,760	1	11	\$64,039	98.9%	37	1	1	4
Area 413	59	23	\$119,878	4	14	\$93,739	95.7%	77	0	3	3

# Heartland Multiple Listing Service

## Activity Report

October 2015

Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% SP/LP	Avg DOM	Withdrawn	Expired	BOM
Area 415	24	4	\$57,725	3	4	\$101,812	100.7%	92	0	0	1
Area 417	35	14	\$106,667	7	8	\$78,424	98.0%	51	0	2	2
Area 419	78	28	\$98,696	8	23	\$106,743	96.8%	76	0	2	6
Area 421	98	17	\$244,952	5	24	\$217,325	90.0%	63	0	4	6
Area 423	48	13	\$223,019	1	15	\$144,890	97.9%	85	1	4	2
Area 425	141	33	\$216,658	17	44	\$217,177	98.2%	96	0	10	1
Area 427	273	57	\$148,879	32	43	\$154,597	97.4%	75	4	32	11
Area 440	62	19	\$185,826	3	7	\$219,250	96.2%	121	1	3	0
Area 450	148	35	\$216,754	21	23	\$187,778	96.9%	66	2	9	4
Area 997	0	0		0	0				0	0	0
Area 998	257	56	\$126,843	25	37	\$102,467	96.9%	102	0	16	4
Area 999	71	19	\$148,919	3	8	\$51,903	91.9%	33	0	1	2
	<b>11,378</b>	<b>3,592</b>	<b>\$187,562</b>	<b>1,395</b>	<b>2,917</b>	<b>\$162,387</b>	<b>96.7%</b>	<b>79</b>	<b>94</b>	<b>568</b>	<b>498</b>

Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% LP/SP	Avg DOM	Withdrawn	Expired	BOM
Commercial	715	69	\$345,840	18	10	\$163,850	87.0%	44	1	42	31
Lots & Land	4,743	362	\$179,949	57	104	\$145,280	89.0%	163	33	148	123
Multi-dwelling	321	88	\$228,711	22	39	\$128,599	93.5%	104	2	35	16
<b>Total</b>	<b>5,779</b>	<b>519</b>	<b>\$251,500</b>	<b>97</b>	<b>153</b>	<b>\$145,910</b>	<b>89.8%</b>	<b>104</b>	<b>36</b>	<b>225</b>	<b>170</b>
<b>Grand Total</b>	<b>15,302</b>	<b>4,111</b>	<b>\$219,148</b>	<b>1,499</b>	<b>3,070</b>	<b>\$197,780</b>	<b>97.7%</b>	<b>74</b>	<b>130</b>	<b>793</b>	<b>668</b>