

Heartland Multiple Listing Service

Activity Report

October 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Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% SP/LP	Avg DOM	Withdrawn	Expired	BOM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	9	4	\$128,444	1	6	\$196,075	99.8%	45	0	0	0
Area 102	61	27	\$203,019	9	24	\$189,513	97.9%	58	1	4	4
Area 103	228	122	\$185,585	57	127	\$175,174	99.2%	45	3	5	15
Area 104	303	127	\$309,803	68	113	\$265,631	99.7%	56	3	4	11
Area 105	62	33	\$124,792	16	29	\$111,633	99.6%	23	0	1	4
Area 106	122	76	\$210,919	26	56	\$213,716	99.6%	38	1	6	7
Area 107	158	77	\$202,519	34	38	\$160,589	98.3%	56	0	4	9
Area 108	15	9	\$82,216	3	5	\$106,522	94.7%	30	0	0	2
Area 109	115	39	\$189,928	13	24	\$196,955	97.4%	101	1	8	4
Area 110	104	50	\$302,468	25	45	\$279,331	97.9%	61	2	4	3
Area 111	83	28	\$159,200	8	25	\$151,720	97.9%	55	0	9	5
Area 112	153	45	\$184,264	13	32	\$151,293	97.4%	42	1	7	8
Area 113	94	33	\$188,434	14	8	\$86,687	96.4%	34	0	3	3
Area 114	94	38	\$253,477	21	26	\$270,110	99.3%	64	0	2	1
Area 115	312	145	\$276,338	71	116	\$298,686	97.8%	53	4	5	17
Area 202	756	320	\$208,320	94	192	\$219,310	96.8%	57	5	29	47
Area 203	278	154	\$137,528	77	140	\$149,932	98.0%	44	3	10	21
Area 204	582	232	\$306,780	75	178	\$257,266	98.6%	50	6	25	27
Area 205	185	93	\$114,398	39	84	\$114,766	97.0%	48	2	10	8
Area 206	418	194	\$123,203	65	160	\$117,791	97.4%	47	5	7	24
Area 207	358	138	\$199,247	53	148	\$192,596	98.0%	52	3	7	12
Area 208	469	152	\$320,061	71	136	\$243,098	99.5%	67	5	17	24
Area 210	106	26	\$110,088	12	29	\$123,798	95.3%	79	1	7	7
Area 220	205	65	\$205,654	38	45	\$200,645	98.1%	107	3	8	4
Area 221	43	14	\$132,235	1	8	\$151,237	96.3%	142	0	6	1
Area 222	15	3	\$218,233	0	1	\$24,000	92.3%		0	3	1
Area 223	36	4	\$137,950	0	6	\$82,816	95.4%	74	0	2	1
Area 224	6	0		0	2	\$50,000	99.6%	43	0	0	0
Area 230	73	17	\$222,015	3	4	\$118,000	91.2%	117	1	5	2
Area 310	203	122	\$389,298	55	96	\$288,854	98.2%	32	0	8	13
Area 315	226	116	\$303,164	54	103	\$277,167	99.1%	72	5	7	8
Area 320	280	155	\$307,808	63	134	\$272,533	98.7%	29	2	9	23
Area 325	187	72	\$375,612	44	67	\$327,601	99.3%	65	0	4	12
Area 330	255	122	\$357,666	56	105	\$306,204	100.0%	57	1	9	14
Area 335	262	100	\$269,383	56	127	\$282,132	99.6%	42	4	8	24
Area 340	185	113	\$409,493	53	92	\$336,819	96.8%	45	0	6	15
Area 345	491	159	\$556,409	76	104	\$487,506	98.4%	98	1	11	32
Area 350	17	11	\$359,977	3	5	\$218,660	97.7%	41	1	4	2
Area 355	6	1	\$395,000	0	0				0	0	0
Area 360	106	47	\$219,906	26	40	\$202,714	99.6%	37	0	0	6
Area 370	65	31	\$299,833	13	17	\$312,210	98.8%	43	2	3	0
Area 380	135	65	\$289,910	25	38	\$226,137	96.2%	50	0	7	10
Area 385	88	30	\$184,708	13	29	\$143,312	102.1%	50	2	3	5
Area 390	57	13	\$234,496	5	9	\$100,277	97.8%	69	0	5	3
Area 401	10	11	\$45,190	1	4	\$30,250	90.5%	9	1	1	1
Area 403	25	11	\$57,022	3	3	\$26,666	86.6%	22	0	2	0
Area 405	20	13	\$98,071	6	12	\$130,983	99.1%	34	1	0	1
Area 407	16	5	\$82,480	3	4	\$111,600	99.2%	13	1	1	0
Area 409	31	17	\$57,864	5	8	\$71,993	99.6%	85	0	2	2
Area 411	28	21	\$77,978	9	14	\$87,418	100.8%	32	0	0	3
Area 413	26	18	\$132,866	6	13	\$113,369	101.1%	21	0	0	1

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Area 415	7	6	\$114,741	4	5	\$137,672	99.8%	48	0	0	0
Area 417	23	15	\$114,696	3	14	\$114,755	99.9%	51	1	2	1
Area 419	45	24	\$113,241	10	29	\$136,603	100.0%	61	0	0	3
Area 421	110	29	\$260,343	14	25	\$301,206	100.2%	106	0	2	3
Area 423	31	14	\$173,146	11	13	\$155,703	98.1%	70	0	2	2
Area 425	128	26	\$284,988	19	43	\$251,995	101.5%	60	1	3	2
Area 427	180	64	\$167,752	29	47	\$167,190	98.1%	59	3	9	11
Area 440	35	6	\$145,166	2	6	\$124,500	95.1%	43	1	2	1
Area 450	127	38	\$246,419	14	36	\$206,180	97.7%	53	3	11	2
Area 708	0	0		0	0				0	0	0
Area 997	0	0		0	0				0	0	0
Area 998	230	41	\$105,026	25	43	\$124,551	96.8%	97	1	17	9
Area 999	104	28	\$238,163	7	17	\$100,999	91.6%	80	1	2	2
	9,182	3,809	\$211,556	1,620	3,109	\$181,552	97.8%	56	82	338	483
Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% LP/SP	Avg DOM	Withdrawn	Expired	BOM
Commercial	655	55	\$382,482	14	15	\$195,063	93.0%	149	2	46	21
Lots & Land	3,767	303	\$330,184	82	142	\$174,166	96.3%	331	14	169	65
Multi-dwelling	247	64	\$241,773	30	65	\$195,965	92.3%	34	2	12	19
Total	4,669	422	\$318,146	126	222	\$188,398	93.9%	171	18	227	105
Grand Total	11,919	4,231	\$260,233	1,749	3,331	\$225,218	98.3%	63	100	565	588