

# Heartland Multiple Listing Service

## Activity Report October 2018

Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% SP/LP	Avg DOM	Withdrawn	Expired	BOM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	9	8	\$170,112	2	9	\$242,863	101.5%	36	0	0	0
Area 102	49	18	\$217,750	7	32	\$174,345	98.4%	35	0	2	4
Area 103	195	124	\$195,388	48	128	\$194,169	99.1%	44	2	4	23
Area 104	308	103	\$295,204	42	117	\$281,277	99.3%	43	3	4	19
Area 105	51	42	\$127,901	21	26	\$139,303	99.0%	29	1	4	7
Area 106	141	66	\$219,443	32	61	\$227,216	99.3%	29	2	6	7
Area 107	135	48	\$214,063	14	39	\$186,832	99.4%	42	1	8	12
Area 108	25	7	\$166,385	2	2	\$81,700	94.5%	53	0	0	3
Area 109	112	34	\$303,127	10	16	\$164,231	97.4%	39	0	6	2
Area 110	115	55	\$317,232	22	32	\$319,959	96.1%	44	4	4	8
Area 111	42	22	\$204,245	11	24	\$183,681	98.3%	65	1	1	6
Area 112	35	21	\$138,775	7	7	\$147,892	96.9%	18	0	1	1
Area 1121	43	13	\$168,192	0	8	\$197,475	98.3%	53	0	0	0
Area 1122	78	23	\$270,082	10	18	\$229,675	96.2%	58	1	3	3
Area 113	30	8	\$177,212	5	4	\$126,125	95.0%	122	0	0	3
Area 1131	74	37	\$87,591	14	15	\$84,700	94.3%	46	1	1	4
Area 1132	160	54	\$121,138	22	27	\$114,235	94.3%	39	0	10	12
Area 114	105	44	\$370,680	22	33	\$290,881	99.4%	41	1	0	10
Area 115	404	132	\$335,820	49	110	\$292,956	99.6%	32	6	8	29
Area 120	49	14	\$183,414	10	8	\$197,912	99.0%	50	0	2	1
Area 125	29	8	\$267,062	7	3	\$199,500	100.5%	26	0	1	3
Area 130	7	3	\$86,000	1	4	\$98,427	99.3%	61	0	1	1
Area 135	10	2	\$114,900	1	1	\$54,900	100.0%	449	0	0	0
Area 140	7	0		1	1	\$225,000	93.8%	105	0	0	0
Area 145	18	8	\$74,412	1	3	\$79,053	99.3%	48	0	2	1
Area 202	811	319	\$210,451	108	210	\$225,237	97.5%	50	11	51	81
Area 203	339	203	\$159,907	76	130	\$155,681	98.6%	38	10	12	37
Area 204	546	199	\$299,991	92	212	\$270,788	99.0%	62	5	15	33
Area 205	168	100	\$135,146	35	83	\$123,990	98.9%	37	1	4	15
Area 206	366	198	\$127,687	78	181	\$130,349	98.9%	47	3	6	26
Area 207	420	164	\$227,774	61	145	\$204,449	99.2%	52	6	4	37
Area 208	495	178	\$233,753	79	140	\$240,302	97.7%	60	6	15	39
Area 210	84	53	\$162,390	15	23	\$167,073	98.2%	35	1	3	8
Area 220	173	66	\$186,578	28	65	\$202,094	97.0%	59	1	11	8
Area 221	31	8	\$167,825	3	6	\$123,650	95.3%	141	2	5	0
Area 222	12	7	\$322,257	3	3	\$125,583	95.2%	9	0	0	1
Area 223	34	9	\$102,566	2	7	\$205,985	96.5%	120	0	2	0
Area 224	3	3	\$87,333	1	1	\$95,250	100.6%	43	0	0	0
Area 230	60	11	\$264,581	3	8	\$102,737	94.7%	71	0	2	2
Area 310	200	125	\$428,664	50	123	\$310,371	96.3%	37	4	4	14
Area 315	201	120	\$317,110	47	101	\$282,360	98.8%	49	1	3	21
Area 320	264	175	\$306,200	72	143	\$266,770	99.3%	33	4	10	29
Area 325	247	82	\$367,663	30	76	\$364,402	99.5%	55	3	5	21
Area 330	268	128	\$332,711	58	102	\$308,455	100.4%	46	2	6	15
Area 335	280	112	\$300,688	62	150	\$269,197	99.6%	32	3	8	11
Area 340	215	105	\$433,412	48	79	\$363,320	98.0%	34	3	7	25
Area 345	515	158	\$494,185	78	103	\$566,678	98.6%	72	5	18	29
Area 350	25	14	\$367,339	3	3	\$311,666	96.4%	23	0	3	3
Area 355	5	1	\$449,000	0	0				0	0	1
Area 360	93	42	\$269,853	26	40	\$225,177	99.9%	42	2	2	5
Area 370	86	27	\$337,668	8	20	\$291,237	95.7%	40	0	0	4

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Area 380	157	52	\$215,173	18	51	\$250,408	96.6%	55	4	7	10
Area 385	104	40	\$187,686	19	35	\$161,200	97.4%	41	0	6	9
Area 390	44	10	\$150,916	5	18	\$140,944	95.8%	78	1	7	2
Area 401	10	5	\$51,960	2	2	\$124,750	105.3%	43	0	3	1
Area 403	20	5	\$73,080	5	10	\$108,493	97.9%	57	0	1	4
Area 405	25	9	\$124,427	2	10	\$131,010	92.0%	28	0	1	5
Area 407	14	8	\$106,487	2	5	\$115,260	97.8%	19	0	0	1
Area 409	25	19	\$53,581	10	12	\$64,116	98.4%	30	1	2	3
Area 411	24	23	\$96,741	15	12	\$80,047	97.2%	20	1	2	2
Area 413	30	18	\$128,080	7	16	\$135,196	97.6%	44	0	0	3
Area 415	10	4	\$208,200	1	5	\$92,416	102.0%	28	0	1	2
Area 417	26	19	\$154,247	4	8	\$124,199	102.7%	27	1	1	4
Area 419	39	26	\$185,799	9	20	\$136,585	99.6%	37	1	1	5
Area 421	111	41	\$282,558	11	22	\$251,381	98.2%	62	2	4	1
Area 423	39	17	\$201,588	6	19	\$190,810	95.6%	56	0	0	3
Area 425	156	40	\$287,982	22	38	\$267,438	98.9%	74	2	1	5
Area 427	140	62	\$184,108	35	55	\$172,083	97.5%	77	0	7	10
Area 440	26	9	\$300,855	5	10	\$187,600	102.1%	56	0	0	0
Area 450	122	52	\$272,998	27	25	\$257,488	97.3%	61	2	9	5
Area 708	0	0		0	0				0	0	0
Area 997	0	0		0	0				0	0	0
Area 998	239	77	\$158,576	25	46	\$104,683	95.1%	108	0	13	11
Area 999	138	33	\$174,721	13	30	\$142,279	95.8%	66	3	5	4
	<b>9,671</b>	<b>4,070</b>	<b>\$218,572</b>	<b>1,670</b>	<b>3,331</b>	<b>\$193,035</b>	<b>98.0%</b>	<b>56</b>	<b>114</b>	<b>335</b>	<b>714</b>
Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% LP/SP	Avg DOM	Withdrawn	Expired	BOM
Commercial	735	86	\$349,608	12	22	\$212,171	83.3%	147	6	51	15
Lots & Land	3,339	281	\$276,529	82	133	\$146,255	89.2%	169	7	126	62
Multi-dwelling	211	115	\$295,931	33	71	\$259,836	95.5%	52	4	40	8
<b>Total</b>	<b>4,285</b>	<b>482</b>	<b>\$307,356</b>	<b>127</b>	<b>226</b>	<b>\$206,087</b>	<b>89.3%</b>	<b>123</b>	<b>17</b>	<b>217</b>	<b>85</b>
<b>Grand Total</b>	<b>12,510</b>	<b>4,552</b>	<b>\$256,923</b>	<b>1,801</b>	<b>3,557</b>	<b>\$234,762</b>	<b>98.1%</b>	<b>55</b>	<b>131</b>	<b>552</b>	<b>799</b>