

Heartland Multiple Listing Service

Activity Report September 2016

Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% SP/LP	Avg DOM	Withdrawn	Expired	BOM
Residential											
Area 101	7	3	\$114,533	1	6	\$128,083	98.4%	15	1	0	1
Area 102	78	27	\$181,124	7	35	\$139,816	94.9%	51	1	3	7
Area 103	280	127	\$179,898	64	114	\$155,858	99.2%	45	4	9	13
Area 104	283	119	\$258,199	46	123	\$260,219	99.3%	80	1	2	7
Area 105	94	38	\$106,357	20	24	\$97,406	98.1%	41	2	1	6
Area 106	124	81	\$205,009	44	79	\$228,992	98.5%	44	2	4	7
Area 107	152	69	\$217,805	29	46	\$171,123	99.5%	60	2	3	15
Area 108	37	8	\$94,537	4	7	\$134,057	94.0%	70	0	3	4
Area 109	123	39	\$186,361	12	17	\$168,766	97.9%	65	1	7	12
Area 110	112	36	\$369,751	15	43	\$221,145	98.1%	56	1	5	6
Area 111	123	40	\$188,410	23	27	\$109,040	96.2%	99	3	4	7
Area 112	134	40	\$167,378	21	32	\$145,607	95.9%	83	0	5	5
Area 113	115	35	\$134,648	14	22	\$113,604	95.5%	70	1	5	1
Area 114	89	23	\$245,820	13	30	\$275,301	97.0%	86	0	1	5
Area 115	345	140	\$276,252	61	144	\$263,250	99.0%	54	0	6	19
Area 202	813	278	\$219,538	116	209	\$199,667	96.0%	75	10	45	47
Area 203	365	175	\$127,233	77	137	\$138,079	97.9%	49	4	18	23
Area 204	645	254	\$307,431	101	248	\$251,894	98.1%	71	2	16	36
Area 205	227	81	\$116,652	45	84	\$104,148	97.5%	71	2	15	16
Area 206	493	188	\$112,672	59	152	\$112,004	98.5%	60	4	18	26
Area 207	426	184	\$219,413	62	157	\$196,350	98.6%	60	1	11	17
Area 208	562	194	\$242,375	50	169	\$205,811	99.0%	60	3	27	30
Area 210	136	32	\$132,021	14	26	\$137,055	95.2%	96	2	4	4
Area 220	249	89	\$166,593	34	57	\$166,348	97.3%	67	4	13	8
Area 221	53	11	\$202,200	2	1	\$26,000	84.4%	262	0	4	0
Area 222	16	2	\$121,450	2	3	\$171,666	99.4%	115	0	0	1
Area 223	42	6	\$110,100	2	9	\$72,950	94.6%	113	1	2	0
Area 224	3	2	\$68,000	0	2	\$10,600	66.4%	69	0	0	0
Area 230	63	10	\$163,230	2	12	\$161,610	94.8%	120	1	3	3
Area 310	239	122	\$286,255	51	103	\$297,207	99.0%	32	1	6	14
Area 315	256	110	\$263,195	34	113	\$255,229	99.8%	38	0	6	8
Area 320	273	153	\$305,366	82	137	\$263,141	98.2%	36	4	11	18
Area 325	229	63	\$353,632	36	76	\$294,814	99.1%	45	1	7	10
Area 330	262	95	\$305,437	60	114	\$274,295	100.4%	49	0	6	8
Area 335	298	145	\$251,735	70	125	\$252,939	99.9%	50	2	8	12
Area 340	213	115	\$356,371	38	96	\$320,457	97.6%	37	3	5	17
Area 345	525	172	\$577,592	71	137	\$476,040	99.1%	74	1	16	30
Area 350	22	7	\$121,192	1	7	\$227,250	98.5%	33	0	0	0
Area 355	9	5	\$516,390	2	0				0	1	1
Area 360	94	39	\$203,757	24	53	\$195,163	99.2%	54	1	1	7
Area 370	55	14	\$200,989	8	14	\$220,538	100.5%	101	1	1	1
Area 380	179	57	\$214,503	23	45	\$196,107	97.7%	46	1	12	6
Area 385	91	24	\$131,820	17	28	\$115,651	97.0%	42	1	3	4
Area 390	75	22	\$97,193	6	14	\$93,485	93.9%	98	0	5	6
Area 401	14	8	\$53,225	0	2	\$77,000	96.3%	233	0	0	1
Area 403	39	10	\$51,290	1	8	\$62,406	95.0%	45	0	2	0
Area 405	28	16	\$116,584	7	11	\$97,036	94.4%	56	1	0	1
Area 407	17	4	\$95,450	1	8	\$93,346	95.5%	65	0	2	3
Area 409	47	18	\$67,863	4	9	\$54,344	98.8%	56	0	2	2
Area 411	43	23	\$70,289	6	11	\$81,904	95.7%	61	0	1	1
Area 413	62	22	\$109,365	8	26	\$111,683	98.9%	73	0	1	4

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Area 415	16	9	\$93,861	3	8	\$141,125	96.7%	39	1	0	2
Area 417	44	17	\$112,476	4	14	\$105,385	99.6%	20	0	1	0
Area 419	66	16	\$125,759	12	28	\$103,901	93.6%	42	0	3	2
Area 421	94	27	\$245,120	16	33	\$246,499	99.6%	55	0	2	5
Area 423	31	13	\$212,738	9	9	\$174,172	96.0%	46	0	2	2
Area 425	132	36	\$248,032	27	33	\$239,417	99.2%	61	1	7	5
Area 427	192	53	\$148,071	37	54	\$137,550	97.4%	58	3	10	7
Area 440	45	13	\$150,284	6	11	\$151,054	96.5%	94	0	4	2
Area 450	140	39	\$343,523	10	35	\$206,282	97.1%	70	2	11	1
Area 997	1	0		0	0				0	0	0
Area 998	292	57	\$137,761	32	36	\$93,259	94.0%	87	8	11	12
Area 999	96	24	\$114,385	2	11	\$61,250	92.4%	69	0	4	2
	10,408	3,879	\$192,202	1,648	3,424	\$168,629	96.7%	68	85	385	520
Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% LP/SP	Avg DOM	Withdrawn	Expired	BOM
Commercial	620	57	\$278,599	14	28	\$163,977	91.3%	126	4	35	25
Lots & Land	4,481	317	\$357,500	74	139	\$93,948	86.4%	278	4	126	141
Multi-dwelling	291	98	\$178,464	26	70	\$135,262	94.4%	60	0	14	13
Total	5,392	472	\$271,521	114	237	\$131,062	90.7%	155	8	175	179
Grand Total	13,624	4,351	\$244,684	1,762	3,661	\$209,378	98.1%	69	93	560	699