

# Heartland Multiple Listing Service

## Activity Report September 2017

Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% SP/LP	Avg DOM	Withdrawn	Expired	BOM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	11	6	\$155,881	2	3	\$168,333	96.6%	148	0	1	0
Area 102	69	37	\$187,165	10	26	\$172,703	97.7%	53	0	2	11
Area 103	244	147	\$183,266	73	124	\$167,977	99.1%	27	1	5	14
Area 104	294	122	\$280,832	69	138	\$270,555	99.8%	48	1	7	16
Area 105	56	46	\$117,996	16	37	\$120,251	98.4%	44	0	4	6
Area 106	133	62	\$218,212	27	43	\$226,374	100.2%	28	1	2	7
Area 107	152	43	\$212,773	10	52	\$186,274	98.9%	71	1	7	5
Area 108	23	8	\$95,481	7	10	\$102,290	100.7%	211	0	1	1
Area 109	104	26	\$227,232	18	30	\$202,587	96.5%	71	1	4	2
Area 110	112	33	\$285,172	18	42	\$215,107	99.0%	65	2	1	5
Area 111	91	27	\$189,170	9	23	\$262,311	95.2%	102	1	6	3
Area 112	144	46	\$185,552	23	44	\$176,716	95.8%	61	1	1	6
Area 113	94	29	\$175,648	16	22	\$145,859	97.2%	71	0	3	7
Area 114	106	30	\$249,714	14	35	\$254,823	99.0%	107	0	3	3
Area 115	316	146	\$300,315	67	127	\$269,247	99.0%	38	2	12	29
Area 202	796	321	\$229,504	70	167	\$204,432	96.5%	48	4	31	57
Area 203	310	178	\$144,960	61	145	\$149,245	98.7%	36	2	11	21
Area 204	618	247	\$302,643	81	187	\$265,453	99.2%	59	5	21	36
Area 205	212	100	\$116,746	38	75	\$119,596	97.8%	47	2	7	14
Area 206	459	204	\$125,120	63	165	\$130,037	97.7%	42	0	7	30
Area 207	380	170	\$224,180	63	130	\$205,896	99.1%	53	5	7	17
Area 208	494	160	\$245,634	65	174	\$204,861	98.0%	53	1	12	22
Area 210	114	42	\$121,178	14	35	\$135,948	99.3%	73	1	3	4
Area 220	203	81	\$201,228	27	67	\$183,015	97.8%	50	1	14	7
Area 221	51	9	\$176,166	0	7	\$128,714	96.5%	162	0	5	3
Area 222	14	5	\$132,160	0	4	\$109,750	92.5%	131	1	1	0
Area 223	39	8	\$106,915	0	7	\$111,742	91.6%	160	0	2	0
Area 224	8	5	\$49,700	0	0				0	0	1
Area 230	66	16	\$140,825	2	15	\$132,986	97.8%	69	0	1	4
Area 310	228	143	\$322,091	45	110	\$324,209	98.0%	34	1	9	20
Area 315	245	135	\$287,034	61	96	\$255,457	99.7%	29	2	1	18
Area 320	282	197	\$306,167	74	153	\$258,310	99.9%	26	3	12	19
Area 325	201	86	\$376,127	37	56	\$342,088	99.2%	37	1	7	9
Area 330	277	129	\$333,273	55	82	\$302,512	99.3%	47	3	6	15
Area 335	274	161	\$283,108	77	153	\$264,479	100.2%	36	3	5	18
Area 340	193	121	\$403,811	60	84	\$336,675	98.4%	26	1	5	15
Area 345	472	171	\$502,605	74	120	\$446,427	99.7%	77	4	11	28
Area 350	25	8	\$298,168	7	7	\$237,214	97.8%	28	0	0	0
Area 355	7	2	\$549,925	0	1	\$517,500	94.3%	139	0	1	0
Area 360	100	42	\$240,220	14	51	\$214,601	100.2%	40	0	1	5
Area 370	67	20	\$294,570	6	12	\$298,377	100.1%	53	0	0	1
Area 380	132	53	\$319,777	25	60	\$166,491	98.2%	74	2	5	9
Area 385	87	39	\$188,606	12	27	\$155,348	99.2%	43	1	1	5
Area 390	58	14	\$82,871	8	9	\$173,155	94.1%	114	0	4	4
Area 401	14	4	\$25,164	2	3	\$22,500	89.1%	37	0	2	0
Area 403	26	6	\$89,125	2	4	\$42,000	98.7%	82	0	2	2
Area 405	26	21	\$109,219	5	15	\$122,880	100.5%	25	0	2	1
Area 407	16	10	\$101,980	2	8	\$100,075	95.8%	35	0	0	0
Area 409	38	11	\$42,109	0	12	\$59,220	93.2%	52	0	1	0
Area 411	31	15	\$87,636	5	8	\$73,250	93.8%	57	1	3	0
Area 413	28	19	\$125,294	6	16	\$134,738	97.5%	43	0	1	2

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Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% SP/LP	Avg DOM	Withdrawn	Expired	BOM
Area 415	8	6	\$113,150	2	2	\$74,000	97.4%	69	0	0	0
Area 417	32	12	\$115,845	1	18	\$119,167	96.5%	85	0	0	1
Area 419	54	27	\$129,162	13	22	\$113,672	97.6%	47	0	3	4
Area 421	116	34	\$282,853	13	30	\$270,371	100.8%	67	0	1	7
Area 423	34	18	\$179,111	7	13	\$163,587	98.1%	34	0	1	1
Area 425	141	61	\$270,067	25	33	\$239,965	100.5%	65	0	6	9
Area 427	183	66	\$160,794	31	45	\$165,292	97.7%	45	3	9	10
Area 440	31	13	\$180,045	7	8	\$111,175	94.6%	90	0	1	3
Area 450	138	48	\$258,783	14	28	\$199,523	99.2%	39	3	7	2
Area 708	0	0		0	0				0	0	0
Area 997	0	0		0	0				0	0	0
Area 998	253	57	\$123,513	22	49	\$122,111	96.6%	86	1	19	5
Area 999	91	24	\$160,316	10	14	\$119,811	97.3%	77	2	2	1
	<b>9,621</b>	<b>4,127</b>	<b>\$205,224</b>	<b>1,585</b>	<b>3,283</b>	<b>\$189,660</b>	<b>97.7%</b>	<b>65</b>	<b>64</b>	<b>309</b>	<b>545</b>
Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% LP/SP	Avg DOM	Withdrawn	Expired	BOM
Commercial	679	69	\$367,240	11	25	\$192,552	87.6%	225	0	34	25
Lots & Land	3,948	286	\$196,856	86	132	\$127,446	90.3%	310	7	130	66
Multi-dwelling	210	90	\$218,375	28	69	\$206,789	109.6%	29	3	16	15
<b>Total</b>	<b>4,837</b>	<b>445</b>	<b>\$260,824</b>	<b>125</b>	<b>226</b>	<b>\$175,596</b>	<b>95.8%</b>	<b>188</b>	<b>10</b>	<b>180</b>	<b>106</b>
<b>Grand Total</b>	<b>12,443</b>	<b>4,572</b>	<b>\$245,980</b>	<b>1,716</b>	<b>3,509</b>	<b>\$218,834</b>	<b>98.7%</b>	<b>61</b>	<b>74</b>	<b>489</b>	<b>651</b>