

Heartland Multiple Listing Service

Activity Report September 2018

Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% SP/LP	Avg DOM	Withdrawn	Expired	BOM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	\$183,000	6	6	\$97,833	92.9%	20	0	0	0
Area 102	61	32	\$175,158	12	15	\$197,106	97.3%	36	1	0	5
Area 103	202	128	\$194,757	79	124	\$183,134	99.2%	29	2	4	14
Area 104	309	138	\$289,091	61	110	\$284,569	100.0%	37	2	6	25
Area 105	61	28	\$134,778	17	28	\$145,260	100.2%	29	0	4	5
Area 106	158	85	\$241,933	35	63	\$219,787	98.5%	39	2	2	16
Area 107	136	57	\$223,812	22	51	\$195,719	97.5%	49	2	6	12
Area 108	25	6	\$139,566	4	8	\$94,462	97.6%	46	1	0	1
Area 109	119	24	\$182,881	8	30	\$198,958	96.4%	69	0	3	0
Area 110	111	34	\$312,291	16	33	\$246,804	97.9%	45	6	4	11
Area 111	40	14	\$172,400	10	24	\$163,391	97.1%	82	1	5	1
Area 112	35	8	\$239,200	8	13	\$121,723	92.8%	77	1	4	1
Area 1121	37	11	\$217,018	2	11	\$104,550	95.2%	54	0	0	3
Area 1122	85	18	\$213,850	10	15	\$222,044	98.8%	51	0	0	7
Area 113	32	5	\$203,740	4	11	\$117,763	91.2%	44	0	4	1
Area 1131	75	28	\$83,876	8	16	\$110,556	96.5%	43	0	2	3
Area 1132	148	43	\$101,940	16	29	\$94,531	96.2%	57	0	1	4
Area 114	108	44	\$293,124	16	24	\$269,000	99.1%	57	0	0	7
Area 115	415	135	\$335,944	59	112	\$286,138	99.7%	49	3	4	44
Area 120	51	14	\$179,160	7	12	\$164,862	98.4%	9	0	0	2
Area 125	31	9	\$387,222	1	4	\$122,973	99.6%	48	0	1	6
Area 130	7	3	\$134,300	3	1	\$42,900	100.0%	15	0	0	0
Area 135	10	0		1	2	\$146,000	97.4%	180	0	0	0
Area 140	8	1	\$269,900	0	1	\$110,000	100.0%	22	0	0	1
Area 145	18	2	\$92,400	5	0				0	0	1
Area 202	885	335	\$232,127	90	195	\$200,400	97.5%	52	14	39	77
Area 203	356	166	\$159,961	47	153	\$152,794	99.3%	36	5	16	30
Area 204	635	234	\$306,075	81	195	\$283,983	99.0%	51	3	24	57
Area 205	188	95	\$126,704	34	76	\$122,001	98.3%	41	3	3	17
Area 206	401	182	\$154,440	81	169	\$136,199	98.0%	40	6	9	31
Area 207	417	174	\$233,092	62	145	\$213,941	99.2%	45	2	8	27
Area 208	517	175	\$256,535	72	151	\$229,831	97.4%	49	7	11	26
Area 210	96	29	\$157,368	16	40	\$154,878	99.4%	60	1	0	2
Area 220	186	66	\$192,778	31	55	\$175,069	97.4%	74	0	11	7
Area 221	37	9	\$241,400	1	3	\$139,666	98.3%	53	2	2	2
Area 222	12	2	\$214,900	1	3	\$156,300	97.6%	212	0	3	1
Area 223	31	4	\$153,725	2	4	\$130,175	96.8%	32	0	4	0
Area 224	4	1	\$94,700	0	1	\$153,500	96.0%	157	0	0	0
Area 230	62	9	\$163,866	3	10	\$118,730	97.3%	145	0	2	2
Area 310	233	143	\$379,580	59	85	\$253,616	98.9%	21	4	4	26
Area 315	225	104	\$315,744	49	83	\$271,492	98.9%	28	1	7	20
Area 320	301	175	\$358,457	65	149	\$287,783	98.0%	25	7	9	31
Area 325	259	102	\$404,325	40	65	\$340,131	99.1%	62	0	8	18
Area 330	275	97	\$320,436	53	92	\$303,473	99.5%	50	3	6	20
Area 335	287	137	\$290,668	87	124	\$286,816	99.8%	41	3	1	20
Area 340	230	114	\$464,414	42	68	\$373,841	97.0%	26	5	5	30
Area 345	557	144	\$615,308	67	97	\$487,500	99.6%	81	5	10	41
Area 350	26	11	\$256,085	3	6	\$239,416	98.5%	31	0	1	2
Area 355	6	1	\$749,950	0	0				0	0	1
Area 360	127	59	\$222,642	18	29	\$221,464	98.7%	45	1	0	7
Area 370	80	22	\$408,797	9	25	\$278,930	99.9%	75	0	1	4

Heartland Multiple Listing Service

Activity Report September 2018

Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% SP/LP	Avg DOM	Withdrawn	Expired	BOM
Area 380	168	62	\$253,720	34	54	\$227,179	97.1%	48	1	5	9
Area 385	110	42	\$149,092	23	27	\$135,366	99.3%	48	0	4	5
Area 390	61	7	\$126,978	7	7	\$137,644	96.6%	37	0	4	0
Area 401	8	3	\$96,000	0	3	\$91,650	98.2%	120	0	0	0
Area 403	29	10	\$93,345	0	8	\$64,687	98.1%	71	0	0	5
Area 405	18	15	\$131,716	7	12	\$98,283	93.1%	37	0	0	1
Area 407	13	8	\$108,662	1	5	\$91,590	98.5%	9	0	0	0
Area 409	31	18	\$61,188	7	7	\$72,064	96.9%	30	0	4	2
Area 411	31	13	\$111,537	6	10	\$100,005	101.5%	24	0	0	1
Area 413	28	17	\$123,849	8	16	\$132,418	102.1%	26	0	1	3
Area 415	13	8	\$135,643	3	4	\$118,000	98.8%	11	0	0	1
Area 417	20	12	\$123,520	6	16	\$136,826	99.9%	29	0	2	0
Area 419	35	22	\$138,756	13	21	\$147,563	100.3%	29	0	2	5
Area 421	120	30	\$288,153	8	30	\$255,261	99.6%	51	2	4	15
Area 423	43	21	\$160,645	9	18	\$207,272	97.2%	33	0	1	3
Area 425	161	61	\$302,103	25	40	\$257,803	99.0%	43	0	4	15
Area 427	150	61	\$167,538	32	55	\$164,619	98.3%	45	3	8	13
Area 440	27	13	\$197,838	6	13	\$213,480	97.7%	51	2	5	0
Area 450	122	41	\$275,786	18	32	\$248,849	98.5%	42	2	5	2
Area 708	0	0		0	0				0	0	0
Area 997	0	0		0	0				0	0	0
Area 998	241	51	\$153,083	27	39	\$112,544	96.2%	71	3	18	6
Area 999	143	12	\$92,800	16	25	\$79,043	96.2%	59	1	17	6
	10,294	3,987	\$222,076	1,679	3,208	\$182,059	98.0%	52	107	318	761
Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% LP/SP	Avg DOM	Withdrawn	Expired	BOM
Commercial	752	64	\$277,449	20	12	\$630,291	95.4%	50	1	39	18
Lots & Land	3,457	276	\$267,606	67	108	\$163,489	90.7%	341	3	111	65
Multi-dwelling	220	87	\$287,992	35	59	\$352,496	96.8%	38	2	12	20
Total	4,429	427	\$277,682	122	179	\$382,092	94.3%	143	6	162	103
Grand Total	12,794	4,414	\$266,759	1,802	3,387	\$228,707	98.3%	55	113	480	864