

# Heartland Multiple Listing Service

## Activity Report September 2019

Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% SP/LP	Avg DOM	Withdrawn	Expired	BOM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	5	7	\$181,771	3	7	\$151,756	100.7%	15	0	0	0
Area 102	59	39	\$249,643	18	13	\$193,076	97.2%	44	1	1	10
Area 103	152	118	\$198,110	58	109	\$195,216	98.9%	27	4	2	20
Area 104	298	140	\$322,501	76	140	\$301,927	99.6%	48	2	3	20
Area 105	45	35	\$123,520	18	35	\$140,451	98.9%	25	3	0	4
Area 106	123	63	\$269,606	37	73	\$253,022	98.2%	34	1	3	10
Area 107	147	63	\$237,076	32	59	\$192,414	98.2%	38	0	2	5
Area 108	30	11	\$106,290	2	14	\$106,310	97.4%	49	0	0	1
Area 109	114	37	\$200,071	11	20	\$249,996	94.8%	129	1	0	5
Area 110	115	32	\$315,985	21	30	\$260,819	98.8%	67	0	1	6
Area 111	41	23	\$167,393	10	14	\$158,228	97.9%	19	1	4	0
Area 112	22	11	\$198,245	4	9	\$164,277	96.1%	31	1	1	3
Area 1121	38	15	\$208,633	5	10	\$132,852	98.5%	32	0	1	1
Area 1122	67	22	\$182,558	10	22	\$224,737	98.1%	48	0	1	2
Area 113	15	8	\$197,962	5	5	\$270,980	96.7%	91	0	1	2
Area 1131	83	23	\$115,460	10	15	\$87,935	94.8%	110	1	2	6
Area 1132	120	39	\$170,294	29	45	\$111,133	96.7%	33	1	5	5
Area 114	100	40	\$358,435	16	28	\$312,873	99.5%	72	0	1	13
Area 115	322	133	\$346,881	62	119	\$284,695	98.4%	49	3	7	16
Area 120	40	18	\$201,995	9	16	\$201,806	96.0%	42	0	2	2
Area 125	22	8	\$187,262	6	11	\$159,572	99.6%	100	0	1	1
Area 130	8	8	\$213,075	5	5	\$180,820	97.0%	49	0	1	1
Area 135	10	2	\$196,450	1	2	\$109,250	91.0%	21	0	0	0
Area 140	7	2	\$112,450	1	2	\$92,500	94.9%	46	0	0	0
Area 145	10	1	\$149,900	3	0				0	0	0
Area 202	783	341	\$268,079	167	214	\$200,695	95.9%	43	8	38	77
Area 203	289	193	\$173,335	89	142	\$173,172	97.9%	34	4	6	24
Area 204	584	238	\$321,232	112	214	\$297,019	98.9%	59	5	4	43
Area 205	169	99	\$141,092	42	76	\$135,395	98.7%	35	1	7	12
Area 206	356	195	\$147,501	104	180	\$142,573	98.9%	32	8	11	34
Area 207	371	189	\$263,698	82	147	\$238,335	98.8%	45	2	7	32
Area 208	411	192	\$232,719	72	124	\$225,682	98.6%	47	7	8	26
Area 210	97	41	\$183,679	20	27	\$173,985	97.3%	44	0	4	3
Area 220	179	63	\$193,555	40	61	\$196,080	98.6%	47	1	7	6
Area 221	29	22	\$156,341	6	6	\$134,649	99.3%	35	1	3	0
Area 222	35	7	\$278,342	2	4	\$193,250	95.5%	108	1	1	0
Area 223	33	12	\$146,641	2	5	\$190,660	98.1%	82	4	1	2
Area 224	11	1	\$45,000	0	1	\$12,500	62.8%	16	0	0	0
Area 230	64	17	\$249,423	7	11	\$122,715	94.7%	50	1	4	1
Area 310	230	124	\$419,814	49	107	\$319,455	98.3%	23	2	6	24
Area 315	174	118	\$302,046	76	90	\$291,869	99.6%	39	7	3	18
Area 320	240	179	\$400,233	79	147	\$317,665	97.9%	32	3	16	34
Area 325	241	120	\$408,856	65	55	\$371,177	100.4%	76	2	7	22
Area 330	237	118	\$441,152	66	97	\$323,544	100.8%	38	2	10	17
Area 335	293	136	\$306,268	65	122	\$291,115	99.9%	56	1	4	11
Area 340	179	109	\$453,518	41	87	\$374,462	97.4%	40	6	7	36
Area 345	574	168	\$599,762	75	107	\$521,337	98.2%	70	7	16	45
Area 350	28	19	\$285,810	2	10	\$265,890	99.3%	32	0	1	1
Area 355	7	1	\$410,000	1	4	\$569,500	95.9%	64	1	1	0
Area 360	81	38	\$217,860	26	32	\$218,454	99.5%	19	1	0	4
Area 370	102	30	\$397,465	13	17	\$339,193	99.9%	56	0	1	6

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Area 380	135	68	\$242,711	30	44	\$221,823	95.4%	44	1	4	8
Area 385	78	37	\$214,422	16	30	\$158,105	98.2%	30	1	3	6
Area 390	46	18	\$95,627	3	10	\$125,076	93.9%	125	0	3	1
Area 401	12	7	\$68,500	1	6	\$68,312	100.4%	50	1	0	2
Area 403	22	9	\$95,166	2	11	\$88,731	93.7%	53	1	3	0
Area 405	23	14	\$145,280	6	7	\$113,428	99.5%	51	1	2	4
Area 407	22	9	\$107,800	2	6	\$118,416	100.5%	11	0	3	2
Area 409	23	15	\$55,913	6	10	\$101,121	96.5%	36	0	2	3
Area 411	32	21	\$105,957	7	8	\$117,750	97.9%	23	0	1	2
Area 413	17	19	\$143,147	4	13	\$152,796	101.4%	28	1	0	0
Area 415	16	6	\$168,316	6	6	\$148,825	95.3%	46	0	1	1
Area 417	31	19	\$153,152	6	16	\$137,281	98.9%	26	0	0	0
Area 419	34	21	\$137,747	13	22	\$142,398	98.9%	26	0	1	3
Area 421	85	35	\$302,471	18	14	\$289,059	99.0%	61	1	3	8
Area 423	32	19	\$195,573	11	22	\$213,702	97.4%	26	0	3	7
Area 425	159	49	\$310,097	29	43	\$309,495	97.7%	64	0	4	5
Area 427	140	73	\$198,273	46	62	\$185,403	98.5%	50	3	4	13
Area 440	31	12	\$225,887	7	5	\$200,600	95.9%	59	1	1	2
Area 450	116	53	\$260,534	17	27	\$277,184	98.2%	36	1	7	4
Area 708	0	0		0	0				0	0	0
Area 997	0	0		0	0				0	0	0
Area 998	240	77	\$168,349	23	56	\$122,955	97.5%	73	4	10	9
Area 999	141	39	\$116,351	22	25	\$205,744	82.4%	73	0	15	2
<b>Total</b>	<b>9,225</b>	<b>4,288</b>	<b>\$224,531</b>	<b>2,030</b>	<b>3,333</b>	<b>\$206,693</b>	<b>97.1%</b>	<b>48</b>	<b>110</b>	<b>282</b>	<b>693</b>
Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% LP/SP	Avg DOM	Withdrawn	Expired	BOM
Commercial	738	80	\$527,667	20	20	\$266,698	92.7%	540	4	33	8
Lots & Land	3,287	424	\$223,239	84	114	\$143,035	92.6%	101	8	152	79
Multi-dwelling	218	84	\$285,839	52	74	\$194,043	95.4%	52	7	13	12
<b>Total</b>	<b>4,243</b>	<b>588</b>	<b>\$345,582</b>	<b>156</b>	<b>208</b>	<b>\$201,259</b>	<b>93.6%</b>	<b>231</b>	<b>19</b>	<b>198</b>	<b>99</b>
<b>Grand Total</b>	<b>12,011</b>	<b>4,876</b>	<b>\$277,870</b>	<b>2,193</b>	<b>3,541</b>	<b>\$240,826</b>	<b>98.1%</b>	<b>51</b>	<b>129</b>	<b>480</b>	<b>792</b>