

# Heartland Multiple Listing Service

## Activity Report September 2020

Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% SP/LP	Avg DOM	Withdrawn	Expired	BOM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	6	9	\$235,544	5	9	\$265,583	104.0%	8	0	0	0
Area 102	28	26	\$309,761	13	24	\$223,553	99.1%	48	0	1	3
Area 103	82	143	\$208,509	92	150	\$217,646	100.7%	19	3	1	4
Area 104	123	142	\$328,259	109	148	\$331,264	100.9%	37	1	2	4
Area 105	20	35	\$146,754	20	34	\$163,455	101.9%	19	0	0	2
Area 106	77	92	\$283,937	65	56	\$260,691	100.4%	32	1	1	7
Area 107	55	55	\$228,154	35	64	\$247,771	99.7%	54	1	1	2
Area 108	11	13	\$105,592	6	11	\$136,218	98.2%	41	0	0	0
Area 109	48	31	\$264,375	18	30	\$222,395	98.8%	46	0	1	4
Area 110	50	50	\$288,155	29	57	\$329,477	99.2%	46	1	1	0
Area 111	26	23	\$233,252	18	23	\$240,121	98.7%	36	0	1	0
Area 112	26	22	\$216,200	14	18	\$174,371	99.0%	12	1	1	2
Area 1121	27	13	\$207,192	6	9	\$170,411	100.0%	61	0	0	2
Area 1122	31	20	\$217,125	15	19	\$233,497	98.8%	32	1	1	0
Area 113	16	9	\$215,566	3	5	\$325,700	97.3%	47	0	0	1
Area 1131	30	28	\$216,255	17	20	\$120,190	97.7%	51	0	0	1
Area 1132	80	51	\$116,329	22	29	\$122,296	98.1%	72	2	1	4
Area 114	65	47	\$393,119	25	45	\$338,695	99.8%	65	0	1	3
Area 115	214	203	\$339,880	125	169	\$347,793	99.8%	48	3	5	20
Area 120	26	20	\$199,642	8	15	\$191,286	99.7%	17	0	0	1
Area 125	7	8	\$131,987	5	10	\$192,105	97.0%	48	1	0	0
Area 130	10	4	\$183,625	3	2	\$190,000	104.7%	29	0	1	1
Area 135	7	2	\$161,200	1	1	\$115,000	95.1%	91	0	0	0
Area 140	1	1	\$156,000	1	2	\$192,200	99.6%	172	0	0	0
Area 145	4	4	\$85,950	2	2	\$107,450	97.8%	139	0	0	0
Area 202	615	370	\$261,251	146	282	\$258,112	98.8%	36	6	24	63
Area 203	148	201	\$186,865	112	195	\$194,458	100.5%	16	1	2	16
Area 204	354	252	\$349,056	180	290	\$337,657	100.0%	33	3	5	18
Area 205	65	100	\$158,038	72	92	\$166,390	101.4%	17	3	5	6
Area 206	206	236	\$164,485	144	199	\$165,967	100.9%	19	4	2	15
Area 207	254	197	\$282,119	127	201	\$273,760	100.2%	30	13	2	9
Area 208	203	212	\$284,584	109	192	\$282,493	99.5%	40	3	5	12
Area 210	51	38	\$224,723	21	34	\$186,907	98.6%	36	0	2	5
Area 220	95	81	\$245,841	42	81	\$243,529	110.2%	47	3	6	8
Area 221	7	2	\$277,450	4	5	\$156,200	100.9%	44	0	3	0
Area 222	11	4	\$197,475	1	8	\$270,312	96.2%	54	0	1	0
Area 223	31	15	\$326,653	8	8	\$159,037	100.1%	28	1	1	3
Area 224	1	1	\$147,000	1	1	\$190,000	102.7%	67	0	0	0
Area 230	33	24	\$248,789	6	19	\$129,657	97.5%	51	0	1	1
Area 235	56	34	\$166,717	23	34	\$123,699	96.7%	48	2	3	2
Area 310	135	128	\$399,586	72	124	\$395,148	98.4%	18	3	0	14
Area 315	110	122	\$360,743	83	121	\$325,912	100.3%	35	0	5	9
Area 320	144	200	\$375,811	115	163	\$387,146	100.1%	20	3	3	23
Area 325	149	90	\$425,687	57	88	\$433,071	101.8%	45	1	1	6
Area 330	147	125	\$356,619	95	122	\$363,081	100.8%	46	2	2	17
Area 335	141	158	\$347,038	92	164	\$328,076	100.9%	41	2	2	8
Area 340	123	131	\$505,246	64	119	\$421,109	99.7%	24	3	5	16
Area 345	314	198	\$636,459	154	176	\$583,034	98.8%	86	0	11	26
Area 350	15	15	\$292,520	7	10	\$302,541	100.3%	45	0	1	0
Area 355	3	2	\$387,500	2	2	\$620,000	97.3%	169	0	0	0
Area 360	44	46	\$269,881	40	42	\$245,026	100.4%	20	1	1	2

# Heartland Multiple Listing Service

## Activity Report September 2020

Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% SP/LP	Avg DOM	Withdrawn	Expired	BOM
Area 370	53	43	\$336,145	28	28	\$286,140	101.4%	33	0	3	2
Area 380	75	61	\$276,818	25	54	\$273,135	98.5%	49	0	4	4
Area 385	58	35	\$230,270	16	29	\$248,029	100.5%	26	1	1	7
Area 390	22	18	\$283,119	6	13	\$231,672	90.0%	35	0	0	0
Area 401	10	8	\$134,975	3	3	\$61,000	87.6%	34	0	1	1
Area 403	21	17	\$154,420	11	7	\$89,387	92.1%	12	1	1	3
Area 405	4	17	\$152,576	9	9	\$141,000	101.2%	10	1	0	0
Area 407	2	7	\$113,935	2	11	\$140,604	99.4%	31	0	1	0
Area 409	13	15	\$140,566	9	13	\$109,646	100.2%	20	0	0	3
Area 411	8	8	\$116,825	7	15	\$131,000	99.6%	23	1	0	0
Area 413	13	21	\$169,533	15	11	\$174,028	101.6%	23	0	0	0
Area 415	7	10	\$171,890	7	9	\$164,055	106.1%	6	0	0	0
Area 417	15	16	\$187,887	9	21	\$174,209	103.7%	26	0	1	0
Area 419	25	26	\$178,765	19	17	\$168,682	101.9%	6	0	1	3
Area 421	54	34	\$345,577	21	34	\$311,199	99.4%	35	1	3	5
Area 423	17	18	\$239,982	14	12	\$239,133	101.8%	3	0	0	1
Area 425	79	70	\$340,150	46	48	\$319,616	100.6%	37	0	2	6
Area 427	66	66	\$227,688	45	72	\$229,788	99.2%	39	1	5	6
Area 440	5	9	\$157,644	11	11	\$167,300	97.6%	25	0	0	0
Area 450	66	51	\$297,604	27	43	\$286,977	98.0%	38	1	3	3
Area 708	0	0		0	0				0	0	0
Area 997	0	0		0	0				0	0	0
Area 998	125	57	\$162,534	36	68	\$94,471	96.9%	78	3	7	9
Area 999	67	28	\$107,683	22	33	\$116,521	96.1%	77	3	5	5
<b>Total</b>	<b>5,330</b>	<b>4,668</b>	<b>\$244,892</b>	<b>2,822</b>	<b>4,285</b>	<b>\$235,056</b>	<b>99.5%</b>	<b>42</b>	<b>82</b>	<b>150</b>	<b>398</b>
Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% LP/SP	Avg DOM	Withdrawn	Expired	BOM
Commercial	675	78	\$533,390	16	22	\$244,481	84.9%	156	5	39	22
Lots & Land	2,683	332	\$274,666	147	237	\$182,118	89.0%	238	10	97	63
Multi-dwelling	164	106	\$336,792	57	60	\$284,838	95.9%	16	5	7	9
<b>Total</b>	<b>3,522</b>	<b>516</b>	<b>\$381,616</b>	<b>220</b>	<b>319</b>	<b>\$237,146</b>	<b>89.9%</b>	<b>137</b>	<b>20</b>	<b>143</b>	<b>94</b>
<b>Grand Total</b>	<b>7,436</b>	<b>5,184</b>	<b>\$300,010</b>	<b>3,047</b>	<b>4,607</b>	<b>\$281,896</b>	<b>99.4%</b>	<b>48</b>	<b>102</b>	<b>294</b>	<b>493</b>