

Heartland Multiple Listing Service

All Areas

Year-To-Date Homes Sales Report

Through September 2018

Price Class	SF Homes Sold			SF Total Sales	Condo Loft Sold			Cnd/Lft Total Sales	Total Sales
	# Bedrooms				# Bedrooms				
	0-2	3	4+		0-2	3	4+		
Under \$19,999	146	93	15	254	0	0	0	0	254
\$20,000 - \$29,999	152	136	32	320	1	0	0	1	321
\$30,000 - \$39,999	163	142	29	334	3	0	0	3	337
\$40,000 - \$49,999	183	155	36	374	0	0	0	0	374
\$50,000 - \$59,999	156	196	41	393	9	0	0	9	402
\$60,000 - \$69,999	187	257	55	499	24	0	0	24	523
\$70,000 - \$79,999	187	242	53	482	19	0	0	19	501
\$80,000 - \$89,999	207	393	74	674	21	1	0	22	696
\$90,000 - \$99,999	177	393	64	634	41	1	1	43	677
\$100,000 - \$119,999	372	906	141	1,419	97	5	0	102	1,521
\$120,000 - \$139,999	465	1,550	256	2,271	90	12	0	102	2,373
\$140,000 - \$159,999	314	1,510	316	2,140	56	6	0	62	2,202
\$160,000 - \$179,999	229	1,560	380	2,169	54	4	0	58	2,227
\$180,000 - \$199,999	141	1,529	480	2,150	30	5	0	35	2,185
\$200,000 - \$249,999	251	2,669	1,781	4,701	68	5	1	74	4,775
\$250,000 - \$299,999	128	1,216	2,198	3,542	38	4	0	42	3,584
\$300,000 - \$399,999	82	1,013	3,069	4,164	52	6	0	58	4,222
\$400,000 - \$499,999	22	201	1,532	1,755	26	4	0	30	1,785
\$500,000 - \$749,999	11	126	1,068	1,205	20	9	0	29	1,234
\$750,000 - \$999,999	1	22	244	267	5	2	2	9	276
\$1,000,000 +	0	8	155	163	1	3	1	5	168
Total Units	3,574	14,317	12,019	29,910	655	67	5	727	30,637
Total Value				\$7,170,274,200				\$153,077,791	\$7,323,351,991
Med Price (in 1,000's)	\$114.0	\$175.0	\$300.0	\$209.0	\$148.0	\$187.0	885.00	\$150.0	\$206.0
Avg Price (in 1,000's)	\$121.9	\$186.4	\$338.3	\$239.7	\$193.0	\$325.5	\$974.0	\$210.6	\$239.0
Avg SP/OLP %	124%	105%	107%	108%	97%	94%	93%	97%	108%

Sold by Days on Market

	Houses	Condos/Loft	Total
0-30	16,722	361	17,083
31-60	5,912	129	6,041
61-90	2,598	71	2,669
91-120	1,355	51	1,406
120+	3,150	107	3,257

Sold by Financing

	Houses	Condos/Loft	Total
FHA	4,418	26	4,444
VA	2,256	8	2,264
Conv	16,684	422	17,106
Assume	0	0	0
Cash	5,459	247	5,706
Owner	25	1	26
Other	270	8	278

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September 2018

Price Class	SF Homes Sold # Bedrooms			SF Total Sales	Condo Loft Sold # Bedrooms			Cnd/Lft Total Sales	Total Sales
	0-2	3	4+		0-2	3	4+		
Under \$19,999	19	8	0	27	0	0	0	0	27
\$20,000 - \$29,999	14	12	2	28	0	0	0	0	28
\$30,000 - \$39,999	19	9	2	30	0	0	0	0	30
\$40,000 - \$49,999	12	12	5	29	0	0	0	0	29
\$50,000 - \$59,999	19	22	6	47	1	0	0	1	48
\$60,000 - \$69,999	23	18	4	45	1	0	0	1	46
\$70,000 - \$79,999	17	26	9	52	3	0	0	3	55
\$80,000 - \$89,999	20	42	8	70	2	0	0	2	72
\$90,000 - \$99,999	17	35	9	61	8	0	0	8	69
\$100,000 - \$119,999	47	104	14	165	9	0	0	9	174
\$120,000 - \$139,999	43	147	26	216	13	0	0	13	229
\$140,000 - \$159,999	31	167	45	243	7	0	0	7	250
\$160,000 - \$179,999	27	174	39	240	7	1	0	8	248
\$180,000 - \$199,999	11	181	43	235	2	0	0	2	237
\$200,000 - \$249,999	37	277	173	487	5	1	0	6	493
\$250,000 - \$299,999	10	134	228	372	4	1	0	5	377
\$300,000 - \$399,999	8	100	267	375	1	0	0	1	376
\$400,000 - \$499,999	2	18	144	164	3	0	0	3	167
\$500,000 - \$749,999	0	8	98	106	4	1	0	5	111
\$750,000 - \$999,999	0	4	20	24	1	0	0	1	25
\$1,000,000 +	0	1	11	12	0	0	0	0	12
Total Units	376	1,499	1,153	3,028	71	4	0	75	3,103
Total Value				\$700,163,238				\$14,336,795	\$714,500,033
Med Price (in 1,000's)	\$110.0	\$176.0	\$287.0	\$201.0	\$137.0	\$228.0		\$141.0	\$200.0
Avg Price (in 1,000's)	\$120.5	\$186.9	\$325.0	\$231.2	\$185.2	\$296.5		\$191.2	\$230.3
Avg SP/OLP %	94%	97%	97%	97%	96%	88%		95%	97%

	# Sold by Days on Market		
	Houses	Condos/Loft	Total
0-30	1,644	41	1,685
31-60	674	10	684
61-90	305	6	311
91-120	132	9	141
120+	248	9	257

	# Sold by Financing		
	Houses	Condos/Loft	Total
FHA	436	3	439
VA	233	0	233
Conv	1,681	48	1,729
Assume	0	0	0
Cash	550	23	573
Owner	4	0	4
Other	23	0	23

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All Areas

Active Listing Report

September 2018

Price Class	SF Homes Sold			SF Total	Condo Loft Sold			Cnd/Lft Total	Total
	# Bedrooms				# Bedrooms				
	0-2	3	4+		0-2	3	4+		
Under \$19,999	21	17	2	40	0	0	0	0	40
\$20,000 - \$29,999	46	25	9	80	0	0	0	0	80
\$30,000 - \$39,999	64	36	14	114	0	0	0	0	114
\$40,000 - \$49,999	69	48	16	133	1	1	0	2	135
\$50,000 - \$59,999	56	57	13	126	0	0	0	0	126
\$60,000 - \$69,999	68	71	20	159	1	1	0	2	161
\$70,000 - \$79,999	55	79	27	161	5	0	0	5	166
\$80,000 - \$89,999	54	79	15	148	4	0	0	4	152
\$90,000 - \$99,999	37	72	17	126	8	0	0	8	134
\$100,000 - \$119,999	54	159	30	243	27	2	0	29	272
\$120,000 - \$139,999	56	215	52	323	21	0	0	21	344
\$140,000 - \$159,999	47	177	46	270	15	1	0	16	286
\$160,000 - \$179,999	24	201	72	297	24	0	1	25	322
\$180,000 - \$199,999	20	207	71	298	14	0	0	14	312
\$200,000 - \$249,999	81	412	293	786	27	3	0	30	816
\$250,000 - \$299,999	35	326	479	840	24	2	0	26	866
\$300,000 - \$399,999	56	329	1,139	1,524	24	2	0	26	1,550
\$400,000 - \$499,999	16	112	771	899	12	7	1	20	919
\$500,000 - \$749,999	16	80	687	783	10	2	0	12	795
\$750,000 - \$999,999	6	23	174	203	2	8	0	10	213
\$1,000,000 +	5	23	243	271	0	4	0	4	275
Total Units	886	2,748	4,190	7,824	219	33	2	254	8,078
Total Value				\$2,752,624,716				\$70,433,038	\$2,823,057,754
Med Price (in 1,000's)	\$94.0	\$195.0	\$385.0	\$288.0	\$186.0	\$437.0	335.00	\$204.0	\$285.0
Avg Price (in 1,000's)	\$150.7	\$230.7	\$473.8	\$351.8	\$231.3	\$579.2	\$335.0	\$277.3	\$349.5