Heartland Multiple Listing Service

All Areas

Year-To-Date Homes Sales Report

Through December 2015

Price Class	SF Homes Sold # Bedrooms 0-2	3	4+	SF Total Sales	Condo Loft Sold # Bedrooms 0-2	3	4+	Cnd/Lft Total Sales	Total Sales
Under $19,999	399	330	89	818	0	0	0	0	818
$20,000 - $29,999	307	351	78	736	7	0	0	7	743
$30,000 - $39,999	238	412	67	717	14	0	0	14	731
$40,000 - $49,999	191	376	84	651	13	2	0	15	666
$50,000 - $59,999	198	443	79	720	33	0	0	33	753
$60,000 - $69,999	241	495	84	820	42	1	0	43	863
$70,000 - $79,999	239	649	98	986	52	4	0	56	1,042
$80,000 - $89,999	251	696	109	1,056	54	1	0	55	1,111
$90,000 - $99,999	233	686	124	1,043	59	17	0	76	1,119
$100,000 - $119,999	426	1,697	266	2,389	90	7	0	97	2,486
$120,000 - $139,999	413	2,077	428	2,918	79	1	0	80	2,998
$140,000 - $159,999	267	2,085	627	2,979	51	5	0	56	3,035
$160,000 - $179,999	170	1,909	737	2,816	53	4	0	57	2,873
$180,000 - $199,999	105	1,311	911	2,327	33	7	0	40	2,367
$200,000 - $249,999	170	1,710	2,517	4,397	56	2	0	58	4,455
$250,000 - $299,999	72	809	2,250	3,131	33	1	0	34	3,165
$300,000 - $399,999	59	681	2,794	3,534	33	8	1	42	3,576
$400,000 - $499,999	4	136	1,229	1,369	17	5	0	22	1,391
$500,000 - $749,999	6	97	929	1,032	18	4	0	22	1,054
$750,000 - $999,999	0	18	207	225	4	3	0	7	232
$1,000,000 +	0	7	125	132	1	7	0	8	140
Total Units	**3,989**	**16,975**	**13,832**	**34,796**	**742**	**79**	**1**	**822**	**35,618**
Total Value				**$7,077,457,914**				**$143,921,722**	**$7,221,379,636**
Med Price (in 1,000's)	$87.0	$142.0	$260.0	$170.0	$122.0	$169.0	348.00	$123.0	$169.0
Avg Price (in 1,000's)	$97.2	$152.3	$296.8	$203.4	$159.6	$318.0	$348.5	$175.1	$202.7
Avg SP/OLP %	91%	95%	96%	95%	93%	92%	100%	93%	95%

Sold by Days on Market

	Houses	Condos/Loft	Total
0-30	13,692	259	13,951
31-60	7,259	169	7,428
61-90	4,319	97	4,416
91-120	2,670	82	2,752
120+	6,617	209	6,826

Sold by Financing

	Houses	Condos/Loft	Total
FHA	6,581	30	6,611
VA	2,320	5	2,325
Conv	17,272	457	17,729
Assume	2	1	3
Cash	6,993	311	7,304
Owner	59	2	61
Other	528	7	535

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Heartland Multiple Listing Service

All Areas

December 2015

Price Class	SF Homes Sold # Bedrooms 0-2	3	4+	SF Total Sales	Condo Loft Sold # Bedrooms 0-2	3	4+	Cnd/Lft Total Sales	Total Sales
Under $19,999	35	27	6	68	0	0	0	0	68
$20,000 - $29,999	22	33	7	62	0	0	0	0	62
$30,000 - $39,999	20	32	4	56	0	0	0	0	56
$40,000 - $49,999	16	33	7	56	0	0	0	0	56
$50,000 - $59,999	17	34	9	60	4	0	0	4	64
$60,000 - $69,999	20	33	11	64	3	0	0	3	67
$70,000 - $79,999	20	54	8	82	3	1	0	4	86
$80,000 - $89,999	22	52	9	83	4	0	0	4	87
$90,000 - $99,999	20	49	5	74	3	0	0	3	77
$100,000 - $119,999	28	118	16	162	7	1	0	8	170
$120,000 - $139,999	23	161	30	214	4	0	0	4	218
$140,000 - $159,999	21	177	40	238	4	0	0	4	242
$160,000 - $179,999	11	134	59	204	0	0	0	0	204
$180,000 - $199,999	7	92	75	174	5	0	0	5	179
$200,000 - $249,999	22	104	161	287	5	0	0	5	292
$250,000 - $299,999	1	65	121	187	3	0	0	3	190
$300,000 - $399,999	6	70	206	282	2	0	1	3	285
$400,000 - $499,999	0	13	100	113	0	0	0	0	113
$500,000 - $749,999	1	11	70	82	1	1	0	2	84
$750,000 - $999,999	0	3	21	24	0	0	0	0	24
$1,000,000 +	0	2	10	12	1	1	0	2	14
Total Units	**312**	**1,297**	**975**	**2,584**	**49**	**4**	**1**	**54**	**2,638**
Total Value				**$528,018,349**				**$11,341,076**	**$539,359,425**
Med Price (in 1,000's)	$81.0	$142.0	$267.0	$166.0	$123.0	$365.0	348.00	$123.0	$165.0
Avg Price (in 1,000's)	$95.9	$156.5	$302.8	$204.4	$180.8	$533.3	$348.5	$210.0	$204.5
Avg SP/OLP %	89%	94%	96%	94%	92%	94%	100%	92%	94%

 # Sold by Days on Market

	Houses	Condos/Loft	Total
0-30	974	17	991
31-60	520	14	534
61-90	344	5	349
91-120	246	5	251
120+	476	13	489

 # Sold by Financing

	Houses	Condos/Loft	Total
FHA	470	1	471
VA	158	0	158
Conv	1,220	29	1,249
Assume	1	0	1
Cash	554	22	576
Owner	2	0	2
Other	89	1	90

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Heartland Multiple Listing Service

All Areas

Active Listing Report

December 2015

	SF Homes Sold # Bedrooms				Condo Loft Sold # Bedrooms				
Price Class	**0-2**	**3**	**4+**	**SF Total**	**0-2**	**3**	**4+**	**Cnd/Lft Total**	**Total**
Under $19,999	56	46	6	108	0	0	0	0	108
$20,000 - $29,999	92	68	15	175	0	0	0	0	175
$30,000 - $39,999	95	73	13	181	1	0	0	1	182
$40,000 - $49,999	116	99	35	250	3	1	0	4	254
$50,000 - $59,999	109	118	22	249	0	0	0	0	249
$60,000 - $69,999	109	143	28	280	7	0	0	7	287
$70,000 - $79,999	69	159	37	265	6	0	0	6	271
$80,000 - $89,999	75	168	24	267	7	1	0	8	275
$90,000 - $99,999	53	169	35	257	11	1	0	12	269
$100,000 - $119,999	71	304	61	436	21	6	0	27	463
$120,000 - $139,999	61	307	95	463	14	1	0	15	478
$140,000 - $159,999	39	263	86	388	10	1	0	11	399
$160,000 - $179,999	35	237	95	367	14	2	0	16	383
$180,000 - $199,999	30	172	106	308	9	3	0	12	320
$200,000 - $249,999	33	299	340	672	25	0	0	25	697
$250,000 - $299,999	31	155	403	589	22	2	0	24	613
$300,000 - $399,999	29	197	827	1,053	17	7	0	24	1,077
$400,000 - $499,999	3	68	473	544	24	3	0	27	571
$500,000 - $749,999	4	29	422	455	22	6	0	28	483
$750,000 - $999,999	2	24	112	138	9	6	2	17	155
$1,000,000 +	3	15	156	174	2	4	1	7	181
Total Units	**1,115**	**3,113**	**3,391**	**7,619**	**224**	**44**	**3**	**271**	**7,890**
Total Value				**$2,049,582,079**				**$89,089,037**	**$2,138,671,116**
Med Price (in 1,000's)	$69.0	$134.0	$339.0	$189.0	$219.0	$349.0	925.00	$229.0	$189.0
Avg Price (in 1,000's)	$99.5	$167.6	$417.8	$269.1	$291.9	$474.1	$949.7	$328.7	$271.1

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