

Heartland Multiple Listing Service

Activity Report

April 2012

| Property Type/Area | Available Inventory | New | Avg List Price | Pending | Sales | Avg Sale Price | % SP/LP | Avg DOM | Withdrawn | Expired | BOM |
|--------------------|---------------------|-----|----------------|---------|-------|----------------|---------|---------|-----------|---------|-----|
| Residential | | | | | | | | | | | |
| Area 101 | 24 | 7 | \$99,200 | 1 | 2 | \$204,250 | 91.8% | 203 | 0 | 0 | 1 |
| Area 102 | 90 | 20 | \$151,710 | 9 | 9 | \$170,887 | 96.2% | 163 | 0 | 4 | 2 |
| Area 103 | 460 | 134 | \$144,268 | 48 | 84 | \$115,960 | 97.6% | 88 | 1 | 18 | 23 |
| Area 104 | 455 | 155 | \$236,067 | 56 | 66 | \$196,418 | 98.6% | 151 | 2 | 4 | 9 |
| Area 105 | 139 | 34 | \$96,692 | 12 | 19 | \$73,607 | 98.5% | 123 | 0 | 3 | 4 |
| Area 106 | 269 | 93 | \$214,163 | 41 | 55 | \$145,923 | 96.8% | 99 | 2 | 10 | 8 |
| Area 107 | 235 | 59 | \$135,774 | 28 | 38 | \$94,243 | 96.5% | 137 | 0 | 6 | 7 |
| Area 108 | 60 | 9 | \$74,177 | 7 | 7 | \$37,571 | 88.5% | 147 | 0 | 3 | 0 |
| Area 109 | 191 | 51 | \$139,458 | 20 | 24 | \$108,437 | 96.2% | 127 | 1 | 6 | 8 |
| Area 110 | 163 | 40 | \$279,209 | 21 | 26 | \$225,773 | 97.1% | 154 | 0 | 4 | 4 |
| Area 111 | 211 | 53 | \$133,642 | 12 | 16 | \$107,795 | 95.3% | 200 | 0 | 4 | 4 |
| Area 112 | 199 | 55 | \$144,147 | 23 | 28 | \$156,793 | 98.2% | 108 | 1 | 4 | 6 |
| Area 113 | 42 | 12 | \$155,360 | 3 | 3 | \$138,166 | 90.6% | 90 | 0 | 3 | 0 |
| Area 114 | 164 | 40 | \$204,801 | 14 | 17 | \$226,800 | 99.6% | 195 | 2 | 5 | 7 |
| Area 115 | 565 | 170 | \$258,925 | 73 | 83 | \$203,287 | 97.4% | 125 | 4 | 12 | 18 |
| Area 202 | 1,449 | 383 | \$193,572 | 110 | 159 | \$108,873 | 93.4% | 112 | 10 | 59 | 69 |
| Area 203 | 747 | 224 | \$100,915 | 68 | 126 | \$81,182 | 95.9% | 107 | 5 | 32 | 29 |
| Area 204 | 956 | 278 | \$241,513 | 116 | 129 | \$188,491 | 96.6% | 121 | 3 | 27 | 22 |
| Area 205 | 465 | 131 | \$84,444 | 42 | 63 | \$63,035 | 96.8% | 112 | 3 | 13 | 21 |
| Area 206 | 835 | 253 | \$97,579 | 94 | 115 | \$74,472 | 95.5% | 92 | 2 | 36 | 31 |
| Area 207 | 643 | 201 | \$173,449 | 53 | 112 | \$128,235 | 97.2% | 90 | 2 | 13 | 17 |
| Area 208 | 774 | 221 | \$191,727 | 81 | 121 | \$135,934 | 97.4% | 118 | 5 | 42 | 30 |
| Area 210 | 234 | 55 | \$135,172 | 19 | 12 | \$120,637 | 96.8% | 181 | 2 | 16 | 7 |
| Area 220 | 151 | 33 | \$216,630 | 8 | 16 | \$130,887 | 96.6% | 101 | 1 | 10 | 6 |
| Area 230 | 111 | 22 | \$158,336 | 5 | 7 | \$101,535 | 90.6% | 95 | 3 | 1 | 5 |
| Area 310 | 441 | 149 | \$256,934 | 58 | 80 | \$185,018 | 95.9% | 78 | 5 | 5 | 18 |
| Area 315 | 437 | 130 | \$241,624 | 47 | 76 | \$195,799 | 97.7% | 83 | 3 | 10 | 12 |
| Area 320 | 509 | 193 | \$232,361 | 77 | 109 | \$213,279 | 96.1% | 86 | 4 | 10 | 29 |
| Area 325 | 312 | 97 | \$293,639 | 32 | 54 | \$243,898 | 98.0% | 131 | 2 | 6 | 9 |
| Area 330 | 474 | 145 | \$261,420 | 78 | 71 | \$204,153 | 98.6% | 87 | 2 | 7 | 11 |
| Area 335 | 445 | 170 | \$211,216 | 64 | 100 | \$195,732 | 98.1% | 105 | 4 | 18 | 9 |
| Area 340 | 362 | 151 | \$398,689 | 52 | 93 | \$293,366 | 96.4% | 91 | 2 | 5 | 6 |
| Area 345 | 585 | 199 | \$466,492 | 72 | 112 | \$381,797 | 98.3% | 124 | 3 | 9 | 10 |
| Area 350 | 50 | 12 | \$362,432 | 4 | 11 | \$159,281 | 98.2% | 115 | 1 | 1 | 6 |
| Area 355 | 7 | 0 | | 1 | 1 | \$198,000 | 99.0% | 9 | 0 | 0 | 1 |
| Area 360 | 188 | 40 | \$176,052 | 20 | 33 | \$157,581 | 96.1% | 94 | 1 | 5 | 4 |
| Area 370 | 78 | 23 | \$241,084 | 5 | 6 | \$163,891 | 95.6% | 277 | 1 | 4 | 1 |
| Area 380 | 325 | 66 | \$211,244 | 28 | 36 | \$134,058 | 90.9% | 96 | 6 | 16 | 9 |
| Area 385 | 226 | 52 | \$149,719 | 16 | 23 | \$107,203 | 94.6% | 152 | 1 | 11 | 14 |
| Area 390 | 97 | 18 | \$88,405 | 6 | 9 | \$49,738 | 94.8% | 145 | 0 | 7 | 6 |
| Area 401 | 36 | 6 | \$148,550 | 3 | 1 | \$6,000 | 70.6% | 169 | 0 | 0 | 2 |
| Area 403 | 49 | 17 | \$48,485 | 14 | 12 | \$55,619 | 95.9% | 176 | 1 | 2 | 3 |
| Area 405 | 53 | 15 | \$79,786 | 4 | 11 | \$69,627 | 96.1% | 80 | 0 | 3 | 5 |
| Area 407 | 41 | 16 | \$55,793 | 4 | 9 | \$38,299 | 93.9% | 69 | 0 | 1 | 0 |
| Area 409 | 73 | 14 | \$50,046 | 3 | 5 | \$17,980 | 93.0% | 130 | 1 | 4 | 3 |
| Area 411 | 73 | 22 | \$48,209 | 6 | 13 | \$44,907 | 99.1% | 56 | 0 | 5 | 3 |
| Area 413 | 77 | 19 | \$76,989 | 4 | 17 | \$61,338 | 92.8% | 93 | 1 | 1 | 2 |
| Area 415 | 27 | 2 | \$98,950 | 2 | 1 | \$24,000 | 83.0% | 88 | 1 | 2 | 2 |
| Area 417 | 69 | 17 | \$69,935 | 5 | 13 | \$55,607 | 95.9% | 96 | 0 | 1 | 2 |
| Area 419 | 101 | 24 | \$95,102 | 12 | 27 | \$77,465 | 98.4% | 79 | 0 | 2 | 7 |
| Area 421 | 92 | 27 | \$208,818 | 12 | 16 | \$200,234 | 97.1% | 141 | 0 | 6 | 1 |

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|--------------------|---------------------|--------------|------------------|--------------|--------------|------------------|--------------|------------|------------|------------|------------|
| Area 423 | 92 | 31 | \$141,372 | 9 | 8 | \$79,428 | 98.5% | 103 | 0 | 5 | 3 |
| Area 425 | 214 | 42 | \$216,660 | 16 | 26 | \$201,665 | 95.2% | 124 | 0 | 7 | 13 |
| Area 427 | 376 | 103 | \$188,303 | 37 | 45 | \$121,948 | 98.3% | 85 | 3 | 11 | 19 |
| Area 440 | 48 | 7 | \$121,950 | 5 | 7 | \$119,000 | 93.3% | 73 | 0 | 5 | 3 |
| Area 450 | 225 | 72 | \$207,807 | 28 | 26 | \$157,233 | 96.3% | 115 | 4 | 10 | 7 |
| Area 997 | 0 | 0 | | 0 | 0 | | | | 0 | 0 | 0 |
| Area 998 | 242 | 46 | \$131,429 | 13 | 13 | \$132,381 | 92.9% | 266 | 0 | 13 | 14 |
| Area 999 | 101 | 19 | \$59,026 | 13 | 4 | \$298,937 | 98.2% | 333 | 1 | 4 | 5 |
| | 16,157 | 4,677 | \$170,166 | 1,714 | 2,405 | \$137,649 | 95.4% | 124 | 96 | 531 | 577 |
| Property Type/Area | Available Inventory | New | Avg List Price | Pending | Sales | Avg Sale Price | % LP/SP | Avg DOM | Withdrawn | Expired | BOM |
| Commercial | 693 | 45 | \$419,957 | 8 | 14 | \$224,857 | 78.0% | 188 | 2 | 27 | 23 |
| Lots & Land | 5,385 | 348 | \$167,408 | 46 | 98 | \$133,937 | 93.9% | 396 | 4 | 275 | 138 |
| Multi-dwelling | 433 | 71 | \$194,026 | 26 | 31 | \$107,385 | 91.7% | 95 | 1 | 27 | 15 |
| Total | 6,511 | 464 | \$260,464 | 80 | 143 | \$155,393 | 87.9% | 226 | 7 | 329 | 176 |
| Grand Total | 20,751 | 5,141 | \$203,548 | 1,796 | 2,548 | \$159,944 | 96.5% | 121 | 103 | 860 | 753 |