

Heartland Multiple Listing Service

Activity Report

August 2011

Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% SP/LP	Avg DOM	Withdrawn	Expired	BOM
Residential											
Area 101	22	5	\$60,420	1	2	\$146,200	95.9%	242	0	3	1
Area 102	115	32	\$167,028	8	15	\$106,500	95.1%	73	1	4	6
Area 103	568	115	\$131,064	55	92	\$110,176	96.4%	100	6	19	26
Area 104	482	91	\$198,985	56	61	\$187,336	96.4%	119	0	15	8
Area 105	142	33	\$75,214	17	16	\$64,293	97.9%	72	0	9	8
Area 106	335	61	\$173,536	23	44	\$152,347	96.8%	105	5	16	14
Area 107	284	61	\$130,884	19	38	\$110,013	95.5%	122	1	16	12
Area 108	50	14	\$107,535	5	7	\$31,185	86.9%	75	0	2	3
Area 109	246	55	\$150,796	7	29	\$127,189	95.8%	98	2	17	9
Area 110	214	30	\$207,250	17	25	\$184,372	96.3%	143	1	15	5
Area 111	260	41	\$102,396	14	28	\$120,473	93.3%	123	0	16	7
Area 112	213	46	\$186,932	22	27	\$110,000	93.7%	148	1	5	9
Area 113	45	7	\$241,928	3	4	\$143,850	89.2%	165	0	0	1
Area 114	158	24	\$218,266	10	19	\$242,761	96.4%	206	3	6	8
Area 115	616	139	\$249,355	28	79	\$199,478	94.5%	153	4	21	16
Area 202	1,602	297	\$144,907	73	167	\$123,878	94.0%	112	9	105	68
Area 203	894	242	\$106,038	72	152	\$67,896	93.1%	97	6	52	35
Area 204	1,038	195	\$241,328	62	142	\$184,198	96.3%	86	7	43	43
Area 205	539	113	\$84,084	40	77	\$64,505	95.8%	101	3	32	24
Area 206	1,018	222	\$102,113	66	127	\$72,228	98.0%	90	4	60	59
Area 207	649	135	\$153,412	57	113	\$140,991	97.1%	80	5	27	26
Area 208	907	170	\$170,252	69	103	\$142,767	95.4%	105	5	49	33
Area 210	243	45	\$162,144	17	28	\$103,116	93.4%	110	2	19	13
Area 220	150	29	\$161,110	12	8	\$160,250	94.8%	97	3	13	3
Area 230	114	25	\$125,136	5	5	\$33,660	69.7%	217	0	9	10
Area 310	547	129	\$209,470	39	87	\$207,465	94.7%	103	5	21	15
Area 315	465	88	\$235,188	37	65	\$208,618	96.0%	121	5	13	15
Area 320	666	173	\$214,044	54	122	\$204,374	96.3%	73	14	31	22
Area 325	349	75	\$279,224	12	65	\$247,974	97.0%	101	1	11	5
Area 330	491	116	\$248,506	48	79	\$210,774	97.8%	88	2	24	11
Area 335	510	128	\$204,408	31	91	\$186,908	97.4%	100	9	21	19
Area 340	428	94	\$347,830	34	77	\$326,892	95.8%	75	7	22	12
Area 345	586	130	\$444,640	35	100	\$426,855	96.6%	111	4	32	17
Area 350	46	6	\$211,400	2	3	\$169,833	96.5%	73	0	3	4
Area 355	12	3	\$532,833	0	0				1	0	0
Area 360	219	44	\$180,281	15	38	\$140,519	96.8%	130	2	10	9
Area 370	87	21	\$216,749	5	8	\$181,556	96.3%	108	0	1	1
Area 380	347	52	\$332,929	16	30	\$157,061	95.1%	162	2	29	19
Area 385	211	36	\$115,067	20	23	\$100,718	95.7%	121	2	16	14
Area 390	118	21	\$109,433	5	8	\$181,787	75.6%	161	1	10	4
Area 401	34	10	\$23,460	0	0				1	1	0
Area 403	73	14	\$45,064	4	10	\$16,365	85.9%	52	0	4	1
Area 405	57	16	\$63,853	3	6	\$77,366	95.1%	213	1	8	4
Area 407	49	9	\$81,100	2	6	\$59,513	91.5%	96	1	1	0
Area 409	107	31	\$38,793	2	10	\$19,298	100.9%	29	1	9	2
Area 411	101	17	\$46,607	7	7	\$41,228	104.2%	79	3	9	5
Area 413	98	23	\$72,843	8	15	\$61,145	91.2%	85	0	5	3
Area 415	34	9	\$68,694	5	1	\$35,000	97.2%		1	3	3
Area 417	102	28	\$83,512	6	11	\$66,950	95.4%	102	0	5	5
Area 419	140	25	\$94,326	9	21	\$74,927	94.6%	71	4	6	8
Area 421	107	19	\$216,607	10	16	\$191,578	100.4%	83	0	5	6

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Area 423	82	12	\$163,658	5	10	\$135,251	98.7%	69	0	4	1
Area 425	234	42	\$188,913	12	19	\$159,618	96.1%	139	0	14	5
Area 427	369	57	\$139,332	27	45	\$131,939	95.2%	121	4	12	13
Area 440	80	16	\$154,550	5	5	\$144,800	98.5%	32	0	12	6
Area 450	194	49	\$183,552	16	30	\$153,990	96.0%	84	0	29	3
Area 997	0	0		0	0				0	0	0
Area 998	269	49	\$102,255	7	19	\$87,057	91.9%	116	0	17	11
Area 999	82	16	\$124,715	3	17	\$75,183	96.1%	115	0	3	2
	18,198	3,785	\$165,965	1,242	2,452	\$135,932	94.7%	110	139	964	692
Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% LP/SP	Avg DOM	Withdrawn	Expired	BOM
Commercial	740	71	\$325,078	13	13	\$159,917	77.0%	299	0	45	22
Lots & Land	5,810	361	\$378,449	37	69	\$127,233	93.4%	145	19	252	290
Multi-dwelling	521	94	\$233,543	28	34	\$100,299	84.5%	101	1	36	15
Total	7,071	526	\$312,357	78	116	\$129,150	85.0%	182	20	333	327
Grand Total	23,966	4,311	\$200,982	1,315	2,568	\$158,907	95.6%	105	159	1,297	1,019