

# Heartland Multiple Listing Service

## Activity Report

August 2013

Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% SP/LP	Avg DOM	Withdrawn	Expired	BOM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	22	10	\$177,600	2	5	\$154,650	98.4%	57	0	0	0
Area 102	108	35	\$95,504	6	20	\$121,625	97.1%	101	1	2	7
Area 103	426	139	\$148,130	50	117	\$139,225	97.2%	81	4	10	19
Area 104	383	131	\$255,546	65	116	\$215,240	98.4%	84	2	10	8
Area 105	128	36	\$86,234	12	20	\$72,540	93.3%	93	2	4	7
Area 106	264	75	\$206,404	28	61	\$209,754	96.8%	89	3	8	13
Area 107	236	62	\$155,105	26	32	\$136,681	97.5%	87	1	13	10
Area 108	50	11	\$106,293	7	8	\$71,612	96.2%	126	0	0	2
Area 109	180	29	\$161,322	12	31	\$132,919	95.3%	111	0	10	10
Area 110	200	43	\$233,209	17	40	\$227,952	97.9%	98	0	4	10
Area 111	205	44	\$126,046	5	28	\$112,773	94.3%	106	2	8	12
Area 112	185	39	\$151,105	21	27	\$151,540	96.4%	117	0	6	6
Area 113	56	10	\$152,980	3	5	\$167,227	98.0%	12	1	3	0
Area 114	144	38	\$336,476	21	27	\$246,670	99.7%	95	1	3	5
Area 115	475	136	\$318,953	58	117	\$243,792	98.5%	63	4	16	14
Area 202	1,243	368	\$169,690	96	196	\$197,565	94.5%	78	7	57	69
Area 203	659	219	\$108,099	60	130	\$99,659	96.6%	69	4	28	37
Area 204	943	272	\$269,095	100	218	\$223,041	96.5%	91	4	24	41
Area 205	426	137	\$87,241	37	73	\$84,653	94.8%	92	7	14	19
Area 206	754	202	\$99,139	88	170	\$74,805	95.6%	92	4	34	34
Area 207	629	177	\$157,362	75	121	\$150,857	97.6%	85	4	16	35
Area 208	732	197	\$194,460	87	117	\$157,596	97.4%	101	7	27	39
Area 210	224	52	\$125,826	14	38	\$115,541	95.6%	125	3	12	9
Area 220	143	38	\$168,960	7	21	\$132,228	94.6%	89	2	6	8
Area 230	91	15	\$158,606	1	4	\$214,875	97.7%	153	3	5	5
Area 310	398	139	\$243,323	49	136	\$216,109	97.9%	50	6	11	22
Area 315	316	113	\$277,256	42	106	\$249,838	98.0%	58	2	3	18
Area 320	447	207	\$255,218	70	162	\$211,950	96.9%	62	5	17	28
Area 325	264	91	\$280,286	37	64	\$256,639	99.1%	50	2	5	6
Area 330	329	140	\$265,754	59	99	\$233,437	98.8%	61	2	12	18
Area 335	350	139	\$224,449	49	124	\$215,226	99.1%	50	2	17	20
Area 340	246	96	\$341,455	38	107	\$305,474	97.5%	52	2	7	17
Area 345	446	149	\$473,281	72	159	\$419,075	99.0%	76	8	10	26
Area 350	23	1	\$219,950	2	14	\$212,279	97.6%	82	0	1	0
Area 355	9	0		1	2	\$291,249	97.2%	73	0	1	0
Area 360	159	48	\$159,271	18	40	\$173,279	98.9%	82	1	6	5
Area 370	78	20	\$483,552	8	20	\$194,337	99.4%	141	2	1	2
Area 380	275	73	\$214,690	19	42	\$196,220	95.3%	127	2	19	6
Area 385	195	38	\$138,739	12	35	\$112,109	96.1%	105	6	14	8
Area 390	116	24	\$101,354	10	7	\$221,000	92.8%	35	0	11	4
Area 401	47	8	\$73,424	1	0				0	0	0
Area 403	45	26	\$64,273	4	10	\$49,666	98.4%	37	1	5	0
Area 405	52	16	\$74,824	2	7	\$101,000	94.3%	67	3	6	0
Area 407	38	7	\$68,400	2	6	\$50,665	91.7%	54	0	1	2
Area 409	61	29	\$51,091	5	18	\$55,886	96.4%	79	0	3	3
Area 411	60	18	\$60,916	2	17	\$46,416	92.3%	78	0	5	2
Area 413	68	17	\$97,379	6	17	\$82,234	99.5%	80	1	3	4
Area 415	24	5	\$86,760	2	4	\$85,738	97.8%	178	0	2	1
Area 417	52	10	\$73,610	11	6	\$72,000	95.8%	80	1	4	2
Area 419	99	28	\$93,669	13	27	\$75,922	97.0%	83	0	4	7
Area 421	102	24	\$211,347	9	17	\$174,376	97.4%	89	1	6	2

# Heartland Multiple Listing Service

## Activity Report

August 2013

Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% SP/LP	Avg DOM	Withdrawn	Expired	BOM
Area 423	80	15	\$156,040	10	14	\$142,369	99.0%	53	0	0	1
Area 425	224	56	\$232,925	23	38	\$222,141	98.4%	129	0	4	4
Area 427	327	72	\$153,681	33	41	\$127,995	94.4%	73	4	18	8
Area 440	73	20	\$139,060	8	9	\$127,211	96.2%	48	0	7	1
Area 450	195	50	\$204,065	18	44	\$219,526	94.5%	70	1	14	4
Area 997	0	0		0	1	\$76,100	68.6%	103	0	0	0
Area 998	299	55	\$115,749	18	28	\$78,014	91.7%	112	4	18	19
Area 999	100	24	\$87,145	12	10	\$70,916	95.7%	109	1	6	7
	<b>14,503</b>	<b>4,273</b>	<b>\$174,953</b>	<b>1,563</b>	<b>3,173</b>	<b>\$158,990</b>	<b>96.2%</b>	<b>85</b>	<b>123</b>	<b>561</b>	<b>666</b>
Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% LP/SP	Avg DOM	Withdrawn	Expired	BOM
Commercial	722	70	\$324,589	9	8	\$162,062	80.7%	169	2	51	29
Lots & Land	5,151	487	\$158,447	60	92	\$127,880	97.7%	516	3	158	107
Multi-dwelling	435	93	\$187,685	17	43	\$174,744	96.3%	76	7	28	10
<b>Total</b>	<b>6,308</b>	<b>650</b>	<b>\$223,574</b>	<b>86</b>	<b>143</b>	<b>\$154,895</b>	<b>91.6%</b>	<b>254</b>	<b>12</b>	<b>237</b>	<b>146</b>
<b>Grand Total</b>	<b>19,051</b>	<b>4,923</b>	<b>\$199,662</b>	<b>1,654</b>	<b>3,316</b>	<b>\$189,517</b>	<b>97.3%</b>	<b>88</b>	<b>135</b>	<b>798</b>	<b>812</b>