

Heartland Multiple Listing Service

Activity Report December, 2007

Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% LP/SP	Avg DOM	Withdrawn	Expired	BOM
Residential											
Area 101	34	2	115,000	0	2	252,500	93.5	31	1	6	1
Area 102	135	17	237,105	13	16	254,088	93.6	33	9	13	4
Area 103	581	94	149,829	63	66	146,555	93.9	52	70	65	28
Area 104	702	60	229,942	72	66	245,880	108.0	53	32	39	27
Area 105	173	24	96,522	21	23	93,715	91.5	30	9	21	9
Area 106	322	51	202,036	39	30	195,203	94.3	29	22	41	22
Area 107	358	47	190,322	20	22	121,405	95.1	33	21	41	21
Area 108	87	12	98,708	6	8	85,813	88.3	44	7	15	4
Area 109	170	23	108,543	15	7	96,840	97.7	33	5	32	15
Area 110	280	19	230,752	11	29	239,332	89.3	57	15	33	13
Area 111	285	38	143,047	14	15	107,667	88.8	27	10	46	24
Area 112	276	27	116,333	23	19	128,008	92.0	60	11	25	10
Area 113	34	4	167,725	2	2	153,500	94.9	22	3	4	1
Area 114	246	23	361,164	12	18	217,251	96.8	61	7	30	13
Area 115	726	86	705,874	62	63	242,502	25.6	45	59	91	44
Area 202	2884	381	211,978	251	217	121,423	86.1	32	226	485	244
Area 203	1144	172	176,992	133	108	98,589	89.4	35	74	193	83
Area 204	1513	199	267,639	151	151	216,225	95.9	41	124	165	80
Area 205	672	96	111,344	64	52	90,948	87.6	27	43	109	45
Area 206	1146	162	108,357	120	105	88,423	89.6	33	83	182	79
Area 207	996	114	153,564	72	68	145,261	93.5	34	71	103	47
Area 208	1155	146	183,882	88	73	202,523	94.9	43	102	146	71
Area 210	290	39	151,467	14	17	156,268	100.2	42	23	54	17
Area 220	182	27	111,330	17	19	98,472	82.4	30	10	31	11
Area 230	155	29	91,647	6	5	86,562	92.7	36	7	16	10
Area 310	454	52	289,417	67	71	217,035	87.5	34	39	43	21
Area 315	513	67	377,761	60	65	226,853	24.0	44	46	50	32
Area 320	613	73	234,257	92	68	222,610	93.7	40	45	63	41
Area 325	429	40	281,924	66	62	312,465	96.5	74	44	29	27
Area 330	545	67	251,682	78	67	248,580	104.6	64	48	40	34
Area 335	563	57	215,374	75	98	195,369	96.9	45	54	50	34
Area 340	383	47	307,927	53	61	307,838	87.4	33	32	45	23
Area 345	807	86	439,792	97	89	533,329	97.6	75	34	54	28
Area 350	56	2	224,250	4	2	237,500	84.5	41	0	4	1
Area 355	10	0	0	0	0	0	0.0	0	2	0	1
Area 360	378	43	168,583	31	30	187,494	93.9	39	27	26	14
Area 370	125	21	201,174	7	18	207,143	100.4	86	5	10	5
Area 380	373	37	220,605	29	25	148,017	94.0	48	18	55	25
Area 385	220	29	161,193	18	25	117,322	94.0	34	10	40	11
Area 390	110	6	69,833	4	5	95,880	88.4	57	4	16	4
Area 401	80	11	44,235	7	8	29,938	71.5	16	5	12	4
Area 403	125	14	61,303	8	14	33,239	70.2	37	10	32	11
Area 405	131	12	98,723	5	10	110,253	93.7	49	6	18	13
Area 407	81	10	74,720	10	7	53,643	90.0	24	9	13	5

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Area 409	182	33	54,932	14	16	32,875	73.5	20	7	20	7
Area 411	141	24	71,135	22	12	46,135	78.0	24	7	28	11
Area 413	110	10	109,845	7	12	81,875	97.9	24	6	16	8
Area 415	36	6	118,875	5	4	76,625	81.6	19	3	10	5
Area 417	103	12	119,213	14	12	87,549	86.6	29	4	18	11
Area 419	166	31	154,260	23	18	99,528	86.1	26	6	24	14
Area 421	221	24	241,373	25	20	226,440	91.7	46	4	23	17
Area 423	126	13	157,046	15	8	156,365	95.7	30	5	9	11
Area 425	295	31	251,308	26	28	160,528	95.7	61	8	58	31
Area 427	371	47	142,594	30	31	127,979	91.2	37	16	72	32
Area 440	96	8	163,275	8	9	122,211	81.1	30	6	21	8
Area 450	182	19	235,590	12	12	130,143	90.1	35	8	43	23
Area 998	258	32	120,750	11	21	124,577	88.0	30	8	49	23
Area 999	150	58	87,184	35	26	44,904	69.2	39	6	18	13
Total	22979	2914	211,347	2247	2155	184,637	77.4	42	1576	2995	1471
Multi-Dwelling	730	88	188,218	59	47	124,854	96.4	24	46	117	67
Commercial	660	59	368,338	25	16	191,625	92.2	24	23	94	27
Lots & Land	5582	422	239,761	71	63	202,179	87.6	41	113	623	213
Grand Total	29951	3483	216,865	2402	2281	183,938	78.0	42	1758	3829	1778

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