

Heartland Multiple Listing Service

Activity Report December, 2008

Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% LP/SP	Avg DOM	Withdrawn	Expired	BOM
Residential											
Area 101	27	2	116,287	1	3	238,095	95.5	52	1	1	0
Area 102	123	15	145,677	21	18	107,006	91.8	29	6	18	7
Area 103	484	73	134,392	39	48	132,544	90.8	35	32	48	23
Area 104	601	73	262,757	51	61	245,211	95.4	66	67	37	29
Area 105	142	24	83,467	20	25	81,376	87.6	35	10	14	9
Area 106	292	34	163,229	29	31	161,974	91.6	31	18	32	25
Area 107	316	41	127,426	30	35	111,252	91.0	36	16	43	31
Area 108	75	13	75,035	3	3	51,967	88.1	28	4	10	5
Area 109	199	29	155,300	14	9	74,361	81.7	22	10	40	17
Area 110	239	23	215,011	14	29	168,436	92.6	53	14	29	19
Area 111	273	21	106,619	18	11	96,580	85.2	27	14	40	16
Area 112	257	30	129,195	15	26	104,468	95.3	49	17	23	10
Area 113	32	2	158,250	3	3	149,667	80.9	26	0	3	0
Area 114	198	17	222,306	16	17	223,387	92.3	47	9	24	15
Area 115	623	76	278,602	60	64	240,604	92.3	42	67	59	52
Area 202	2400	279	133,675	223	217	91,174	84.1	32	235	365	182
Area 203	980	143	95,089	116	97	74,818	84.7	36	71	114	92
Area 204	1225	145	279,224	92	105	231,833	94.4	47	118	161	95
Area 205	545	81	85,053	65	49	70,565	83.8	33	50	66	55
Area 206	1084	139	115,700	128	136	68,672	83.2	29	62	125	74
Area 207	917	129	152,677	78	76	145,698	90.9	35	91	102	65
Area 208	988	133	175,093	73	88	145,264	92.0	45	66	136	80
Area 210	245	26	119,577	14	14	203,582	178.0	26	3	32	20
Area 220	198	36	116,922	12	13	77,269	89.5	47	17	25	17
Area 230	140	14	137,279	7	4	83,825	97.4	25	5	21	11
Area 310	425	59	248,260	76	66	199,749	89.7	37	40	52	34
Area 315	485	72	272,667	40	47	222,230	91.4	31	43	50	25
Area 320	542	97	277,175	86	70	200,941	89.7	30	95	68	44
Area 325	373	45	318,197	26	35	295,150	94.3	55	23	40	23
Area 330	590	117	249,638	63	62	225,292	96.9	62	74	39	22
Area 335	567	86	204,152	80	63	192,940	95.1	40	41	41	23
Area 340	394	57	345,774	47	46	248,738	92.9	39	48	41	26
Area 345	823	105	387,996	56	55	452,928	92.8	51	99	83	58
Area 350	34	0	0	1	4	178,750	94.2	66	0	4	2
Area 355	11	2	325,000	2	1	229,000	95.5	1	2	2	1
Area 360	297	34	177,506	35	27	145,740	90.8	38	19	23	12
Area 370	66	9	186,364	10	5	124,480	89.1	36	3	5	6
Area 380	375	53	185,006	31	22	171,106	83.5	43	35	59	34
Area 385	210	31	188,741	17	20	116,893	86.5	29	7	33	23
Area 390	79	7	95,500	5	6	71,467	74.4	21	4	16	2
Area 401	44	8	77,988	3	6	18,917	75.1	30	4	11	5
Area 403	117	16	53,541	18	15	36,181	87.9	25	6	22	9
Area 405	93	24	101,360	10	8	63,188	92.4	39	6	5	6
Area 407	59	9	50,278	10	6	66,959	131.1	20	3	14	8

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Area 409	156	26	46,162	30	20	21,430	64.2	23	7	30	13
Area 411	140	23	48,175	24	19	36,501	72.1	35	8	13	14
Area 413	93	13	77,031	15	16	58,246	87.0	29	14	23	10
Area 415	29	2	125,450	2	6	65,925	85.7	42	3	5	2
Area 417	98	13	80,662	14	9	85,333	88.1	30	7	12	9
Area 419	122	17	87,340	22	12	59,167	77.1	30	10	18	12
Area 421	194	20	226,024	14	16	199,095	94.1	34	7	12	8
Area 423	107	9	139,656	8	9	138,547	89.8	35	7	14	10
Area 425	259	25	215,792	21	20	199,617	97.5	58	16	34	14
Area 427	297	41	138,035	32	43	130,833	89.9	43	12	35	19
Area 440	68	10	116,899	2	3	68,000	84.9	26	2	12	2
Area 450	167	20	212,085	17	13	179,827	94.4	30	15	39	9
Area 998	277	38	144,020	16	21	82,051	73.0	28	12	32	17
Area 999	188	46	86,824	57	46	48,555	73.7	41	9	11	18
Total	20382	2732	183,794	2032	1999	152,498	91.1	39	1684	2466	1469
Multi-Dwelling	732	75	147,623	37	30	88,425	81.5	28	35	95	37
Commercial	670	53	313,930	12	6	217,500	84.5	42	13	68	27
Lots & Land	5918	267	184,899	35	33	135,971	95.5	53	248	663	284
Grand Total	27702	3127	185,185	2116	2068	151,494	91.1	39	1980	3292	1817

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