

Heartland Multiple Listing Service

Activity Report December 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Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% SP/LP	Avg DOM	Withdrawn	Expired	BOM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	20	5	\$154,960	1	2	\$158,500	94.0%	113	0	1	1
Area 102	92	20	\$114,650	8	8	\$93,121	97.0%	62	1	15	3
Area 103	421	82	\$115,469	47	67	\$106,784	95.1%	102	2	35	22
Area 104	398	59	\$245,715	34	62	\$177,828	98.4%	118	3	27	9
Area 105	139	22	\$84,202	9	24	\$60,799	96.5%	79	2	12	2
Area 106	221	34	\$172,884	16	33	\$151,111	97.0%	114	3	30	7
Area 107	225	38	\$116,616	11	35	\$106,080	93.8%	127	1	31	7
Area 108	55	9	\$94,466	2	3	\$38,666	87.6%	99	0	7	3
Area 109	198	26	\$116,784	8	23	\$120,778	92.0%	161	4	24	4
Area 110	141	14	\$243,632	8	25	\$206,706	95.8%	170	0	16	7
Area 111	181	20	\$79,250	8	15	\$108,878	92.2%	193	0	21	5
Area 112	187	34	\$163,241	14	35	\$121,173	93.9%	104	1	18	2
Area 113	34	1	\$110,000	4	0				1	9	1
Area 114	121	20	\$211,330	11	23	\$206,331	96.5%	140	1	10	4
Area 115	449	85	\$289,197	30	75	\$196,510	96.4%	162	2	51	14
Area 202	1,295	210	\$106,645	67	137	\$106,520	93.3%	101	11	188	47
Area 203	726	149	\$83,753	46	114	\$67,373	94.0%	80	3	95	24
Area 204	837	146	\$282,048	57	111	\$194,405	95.5%	126	4	82	15
Area 205	418	58	\$72,240	28	56	\$66,206	95.0%	113	1	40	21
Area 206	802	144	\$76,692	62	88	\$82,156	93.2%	99	4	88	38
Area 207	543	110	\$138,398	39	71	\$128,235	96.0%	81	2	45	19
Area 208	738	98	\$145,265	42	104	\$147,006	94.1%	107	7	95	36
Area 210	210	25	\$112,740	11	15	\$54,403	92.7%	104	0	29	8
Area 220	107	15	\$170,463	11	12	\$113,916	98.8%	38	2	21	4
Area 230	103	9	\$142,858	5	4	\$94,250	93.2%	212	1	12	0
Area 310	336	69	\$201,090	31	67	\$236,510	90.5%	113	6	46	12
Area 315	366	58	\$201,690	12	45	\$211,787	95.9%	139	3	39	15
Area 320	453	72	\$188,319	37	87	\$169,206	95.1%	116	5	44	25
Area 325	236	34	\$250,968	20	29	\$249,328	95.8%	74	2	32	8
Area 330	388	50	\$219,917	18	71	\$217,594	98.4%	143	2	35	8
Area 335	386	63	\$197,785	36	69	\$171,137	97.5%	115	2	36	25
Area 340	296	41	\$359,168	21	44	\$285,453	96.6%	69	4	48	11
Area 345	485	44	\$438,282	30	69	\$339,687	96.5%	110	5	38	16
Area 350	34	7	\$158,164	0	5	\$197,100	96.4%	85	0	7	1
Area 355	10	3	\$660,966	0	0				0	1	0
Area 360	140	25	\$145,981	12	31	\$131,933	96.3%	99	3	8	5
Area 370	72	9	\$180,544	3	13	\$159,566	90.2%	157	1	4	1
Area 380	264	57	\$154,549	18	28	\$158,226	92.1%	125	1	41	14
Area 385	181	35	\$145,615	10	26	\$100,953	94.9%	76	0	18	7
Area 390	84	9	\$120,450	2	6	\$103,300	90.9%	207	0	19	6
Area 401	29	10	\$39,865	1	1	\$8,000	84.2%	186	0	2	2
Area 403	66	18	\$44,970	2	5	\$44,380	95.5%	79	1	9	1
Area 405	52	10	\$61,470	4	4	\$25,062	95.3%	60	0	5	3
Area 407	39	10	\$46,470	1	4	\$38,000	101.5%	35	0	4	2
Area 409	102	23	\$40,154	4	13	\$17,771	97.7%	58	1	18	2
Area 411	77	15	\$39,053	7	11	\$28,756	93.5%	84	0	12	4
Area 413	79	22	\$71,454	3	21	\$33,069	88.4%	66	2	13	5
Area 415	23	4	\$73,050	2	4	\$66,750	91.1%	71	0	2	2
Area 417	80	19	\$67,366	1	16	\$61,824	96.7%	142	1	8	3
Area 419	98	18	\$67,114	7	22	\$75,244	94.8%	93	2	14	2
Area 421	75	9	\$202,683	6	17	\$162,468	96.9%	105	0	11	4

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Area 423	68	6	\$144,723	6	8	\$117,167	95.1%	85	0	4	2
Area 425	186	31	\$225,117	18	17	\$206,070	95.7%	156	3	17	5
Area 427	311	68	\$162,294	17	36	\$153,388	97.5%	148	5	61	3
Area 440	57	8	\$107,837	5	3	\$331,099	93.9%	44	0	12	1
Area 450	190	26	\$174,753	5	12	\$136,683	91.7%	100	2	31	2
Area 997	0	0		0	0				0	0	0
Area 998	215	14	\$52,792	13	18	\$71,188	93.5%	92	1	26	12
Area 999	88	13	\$169,607	5	11	\$85,015	95.6%	81	3	17	3
	14,227	2,333	\$156,168	936	1,955	\$130,383	94.6%	109	111	1,684	515
Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% LP/SP	Avg DOM	Withdrawn	Expired	BOM
Commercial	679	54	\$322,638	11	20	\$173,161	67.1%	207	2	89	22
Lots & Land	5,380	165	\$267,321	36	78	\$165,285	89.6%	217	34	588	116
Multi-dwelling	432	58	\$243,962	19	30	\$82,972	89.1%	73	0	89	11
Total	6,491	277	\$277,974	66	128	\$140,473	81.9%	166	36	766	149
Grand Total	19,707	2,610	\$172,289	995	2,083	\$149,317	94.5%	117	147	2,450	664