

Heartland Multiple Listing Service

Activity Report December 2012

| Property Type/Area | Available Inventory | New | Avg List Price | Pending | Sales | Avg Sale Price | % SP/LP | Avg DOM | Withdrawn | Expired | BOM |
|--------------------|---------------------|-----|----------------|---------|-------|----------------|---------|---------|-----------|---------|-----|
| Residential | | | | | | | | | | | |
| Area 101 | 14 | 2 | \$153,750 | 0 | 3 | \$100,500 | 97.3% | 97 | 0 | 3 | 1 |
| Area 102 | 71 | 16 | \$78,075 | 4 | 12 | \$141,166 | 95.4% | 94 | 1 | 2 | 1 |
| Area 103 | 370 | 66 | \$124,604 | 30 | 71 | \$119,133 | 97.4% | 88 | 1 | 36 | 15 |
| Area 104 | 357 | 69 | \$228,018 | 31 | 52 | \$225,009 | 100.3% | 116 | 1 | 23 | 8 |
| Area 105 | 112 | 21 | \$96,566 | 9 | 17 | \$81,558 | 98.0% | 88 | 1 | 7 | 4 |
| Area 106 | 197 | 25 | \$179,788 | 17 | 40 | \$157,508 | 97.0% | 100 | 3 | 15 | 7 |
| Area 107 | 202 | 33 | \$112,896 | 14 | 27 | \$119,478 | 95.9% | 71 | 0 | 27 | 7 |
| Area 108 | 62 | 6 | \$59,400 | 3 | 4 | \$38,825 | 86.9% | 96 | 0 | 6 | 2 |
| Area 109 | 184 | 26 | \$105,371 | 10 | 21 | \$123,385 | 94.0% | 191 | 0 | 23 | 7 |
| Area 110 | 145 | 29 | \$206,139 | 10 | 21 | \$218,978 | 98.3% | 79 | 0 | 5 | 4 |
| Area 111 | 148 | 22 | \$112,209 | 12 | 24 | \$112,445 | 96.7% | 133 | 0 | 31 | 5 |
| Area 112 | 185 | 21 | \$132,059 | 18 | 24 | \$180,304 | 94.8% | 132 | 0 | 18 | 2 |
| Area 113 | 30 | 6 | \$142,116 | 3 | 7 | \$90,400 | 93.6% | 146 | 0 | 2 | 0 |
| Area 114 | 141 | 32 | \$197,670 | 18 | 26 | \$213,861 | 97.3% | 129 | 1 | 16 | 9 |
| Area 115 | 407 | 70 | \$218,267 | 38 | 85 | \$208,232 | 96.6% | 107 | 6 | 40 | 23 |
| Area 202 | 1,049 | 193 | \$148,239 | 65 | 144 | \$159,917 | 93.0% | 102 | 2 | 131 | 36 |
| Area 203 | 594 | 128 | \$88,287 | 50 | 123 | \$74,391 | 94.6% | 75 | 4 | 69 | 24 |
| Area 204 | 742 | 110 | \$238,110 | 53 | 120 | \$188,784 | 98.3% | 108 | 7 | 57 | 26 |
| Area 205 | 365 | 61 | \$75,623 | 34 | 54 | \$64,162 | 94.8% | 84 | 1 | 45 | 18 |
| Area 206 | 708 | 128 | \$75,418 | 52 | 107 | \$72,050 | 95.6% | 82 | 5 | 86 | 31 |
| Area 207 | 479 | 83 | \$164,496 | 48 | 79 | \$139,702 | 96.7% | 87 | 3 | 52 | 15 |
| Area 208 | 608 | 78 | \$173,076 | 55 | 102 | \$137,833 | 96.2% | 93 | 2 | 67 | 16 |
| Area 210 | 211 | 26 | \$126,280 | 13 | 12 | \$92,941 | 96.6% | 79 | 0 | 22 | 10 |
| Area 220 | 125 | 12 | \$172,041 | 6 | 8 | \$163,687 | 95.7% | 124 | 1 | 13 | 8 |
| Area 230 | 91 | 8 | \$143,725 | 5 | 9 | \$85,105 | 94.4% | 125 | 1 | 12 | 4 |
| Area 310 | 281 | 69 | \$202,894 | 29 | 77 | \$240,479 | 97.7% | 77 | 1 | 23 | 14 |
| Area 315 | 268 | 56 | \$245,516 | 17 | 64 | \$252,802 | 98.1% | 79 | 1 | 28 | 7 |
| Area 320 | 345 | 69 | \$232,958 | 37 | 104 | \$205,935 | 95.8% | 92 | 6 | 20 | 17 |
| Area 325 | 200 | 44 | \$282,674 | 21 | 46 | \$279,663 | 97.3% | 69 | 1 | 21 | 4 |
| Area 330 | 280 | 58 | \$254,950 | 48 | 88 | \$295,455 | 100.2% | 80 | 1 | 22 | 4 |
| Area 335 | 277 | 71 | \$242,169 | 37 | 85 | \$189,191 | 98.1% | 74 | 3 | 27 | 10 |
| Area 340 | 190 | 57 | \$326,842 | 23 | 96 | \$313,418 | 96.6% | 57 | 3 | 18 | 4 |
| Area 345 | 414 | 65 | \$446,325 | 41 | 93 | \$424,594 | 98.0% | 81 | 4 | 26 | 9 |
| Area 350 | 25 | 3 | \$283,333 | 3 | 9 | \$165,188 | 98.0% | 107 | 0 | 2 | 0 |
| Area 355 | 9 | 0 | | 0 | 0 | | | | 0 | 0 | 0 |
| Area 360 | 146 | 29 | \$156,363 | 14 | 18 | \$140,060 | 94.9% | 111 | 0 | 9 | 4 |
| Area 370 | 71 | 6 | \$249,131 | 1 | 9 | \$198,743 | 97.5% | 99 | 0 | 7 | 3 |
| Area 380 | 228 | 33 | \$252,342 | 9 | 37 | \$187,864 | 95.8% | 106 | 1 | 29 | 14 |
| Area 385 | 212 | 21 | \$125,930 | 8 | 12 | \$54,820 | 93.8% | 198 | 0 | 23 | 10 |
| Area 390 | 82 | 13 | \$144,534 | 2 | 4 | \$90,875 | 98.3% | 134 | 0 | 19 | 2 |
| Area 401 | 23 | 2 | \$63,450 | 2 | 7 | \$19,494 | 98.6% | 69 | 0 | 7 | 0 |
| Area 403 | 57 | 9 | \$27,477 | 1 | 4 | \$26,475 | 91.8% | 37 | 0 | 4 | 1 |
| Area 405 | 44 | 14 | \$65,592 | 3 | 8 | \$72,255 | 96.1% | 88 | 0 | 9 | 2 |
| Area 407 | 23 | 6 | \$36,150 | 3 | 7 | \$34,081 | 98.8% | 96 | 0 | 3 | 0 |
| Area 409 | 50 | 9 | \$30,855 | 2 | 6 | \$26,325 | 95.4% | 303 | 1 | 11 | 0 |
| Area 411 | 59 | 10 | \$39,890 | 5 | 9 | \$37,388 | 93.3% | 54 | 0 | 6 | 3 |
| Area 413 | 36 | 8 | \$81,550 | 10 | 14 | \$97,616 | 98.2% | 89 | 1 | 6 | 0 |
| Area 415 | 18 | 4 | \$65,032 | 2 | 3 | \$30,500 | 94.4% | 31 | 0 | 1 | 1 |
| Area 417 | 61 | 12 | \$87,575 | 6 | 12 | \$62,216 | 94.7% | 113 | 0 | 9 | 0 |
| Area 419 | 90 | 12 | \$76,412 | 4 | 20 | \$70,510 | 94.9% | 98 | 0 | 16 | 3 |
| Area 421 | 79 | 20 | \$215,026 | 9 | 9 | \$233,386 | 96.8% | 78 | 0 | 8 | 3 |

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| Property Type/Area | Available Inventory | New | Avg List Price | Pending | Sales | Avg Sale Price | % SP/LP | Avg DOM | Withdrawn | Expired | BOM |
|--------------------|---------------------|--------------|------------------|--------------|--------------|------------------|--------------|------------|-----------|--------------|------------|
| Area 423 | 68 | 10 | \$115,235 | 4 | 12 | \$136,066 | 98.0% | 95 | 2 | 7 | 5 |
| Area 425 | 173 | 26 | \$266,811 | 10 | 16 | \$192,231 | 95.4% | 96 | 0 | 19 | 2 |
| Area 427 | 259 | 47 | \$128,440 | 12 | 49 | \$140,967 | 96.9% | 121 | 3 | 36 | 8 |
| Area 440 | 55 | 9 | \$181,776 | 3 | 2 | \$179,000 | 267.2% | 74 | 0 | 6 | 1 |
| Area 450 | 142 | 16 | \$172,721 | 8 | 26 | \$163,169 | 96.2% | 147 | 0 | 23 | 2 |
| Area 997 | 0 | 0 | | 0 | 0 | | | | 0 | 0 | 0 |
| Area 998 | 261 | 26 | \$96,734 | 9 | 25 | \$66,427 | 90.7% | 112 | 1 | 35 | 12 |
| Area 999 | 73 | 17 | \$78,517 | 8 | 15 | \$84,506 | 93.1% | 78 | 1 | 18 | 5 |
| | 12,196 | 2,122 | \$154,867 | 989 | 2,178 | \$140,720 | 99.1% | 101 | 70 | 1,306 | 433 |
| Property Type/Area | Available Inventory | New | Avg List Price | Pending | Sales | Avg Sale Price | % LP/SP | Avg DOM | Withdrawn | Expired | BOM |
| Commercial | 691 | 66 | \$301,418 | 6 | 16 | \$110,218 | 88.1% | 339 | 1 | 84 | 24 |
| Lots & Land | 4,846 | 320 | \$166,062 | 23 | 118 | \$226,399 | 88.9% | 257 | 6 | 426 | 127 |
| Multi-dwelling | 323 | 55 | \$190,491 | 12 | 50 | \$121,916 | 94.1% | 54 | 1 | 73 | 9 |
| Total | 5,860 | 441 | \$219,324 | 41 | 184 | \$152,844 | 90.3% | 217 | 8 | 583 | 160 |
| Grand Total | 16,898 | 2,563 | \$178,423 | 1,035 | 2,362 | \$178,245 | 96.4% | 101 | 78 | 1,889 | 593 |