

# Heartland Multiple Listing Service

## Activity Report

February 2014

Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% SP/LP	Avg DOM	Withdrawn	Expired	BOM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	24	8	\$176,180	2	2	\$61,724	91.6%	61	0	2	0
Area 102	85	11	\$230,472	8	5	\$105,479	94.9%	73	0	4	2
Area 103	362	85	\$152,347	26	60	\$126,850	97.9%	91	2	9	19
Area 104	402	98	\$249,892	40	62	\$198,566	99.2%	104	1	12	22
Area 105	133	27	\$102,009	8	19	\$79,020	95.3%	66	1	3	3
Area 106	218	54	\$199,033	22	35	\$161,522	97.9%	98	0	7	10
Area 107	213	49	\$136,256	28	24	\$134,924	95.8%	97	1	8	8
Area 108	49	5	\$66,500	1	2	\$123,250	93.8%	66	0	3	2
Area 109	157	30	\$117,968	9	15	\$196,023	93.1%	86	1	3	4
Area 110	159	36	\$224,836	10	20	\$223,575	94.5%	120	1	6	6
Area 111	165	19	\$96,936	7	8	\$100,718	90.0%	172	1	11	7
Area 112	170	30	\$197,866	21	29	\$114,369	97.1%	80	1	6	6
Area 113	50	6	\$157,833	1	2	\$53,375	86.8%	185	0	2	2
Area 114	118	19	\$232,431	10	11	\$188,600	96.8%	128	2	2	3
Area 115	401	104	\$244,636	50	59	\$207,654	98.4%	89	0	10	17
Area 202	1,097	283	\$151,567	84	141	\$135,037	95.4%	99	2	53	43
Area 203	550	153	\$99,903	51	85	\$84,927	95.4%	77	4	21	27
Area 204	783	150	\$252,154	59	112	\$224,518	97.9%	105	2	11	20
Area 205	311	81	\$84,822	27	50	\$61,271	95.7%	87	3	15	10
Area 206	709	142	\$93,115	48	99	\$75,290	95.3%	82	0	25	24
Area 207	530	145	\$180,121	61	71	\$152,444	97.2%	128	0	16	18
Area 208	654	132	\$191,270	47	66	\$137,079	95.5%	117	0	25	26
Area 210	206	23	\$130,195	17	13	\$86,692	96.4%	102	1	7	9
Area 220	148	35	\$161,265	8	11	\$103,506	95.4%	104	4	12	9
Area 230	70	6	\$134,066	5	5	\$56,100	94.5%	77	2	1	2
Area 310	274	100	\$234,659	36	54	\$212,538	97.8%	68	1	10	12
Area 315	298	79	\$259,444	30	51	\$198,050	98.3%	77	0	9	12
Area 320	303	101	\$273,356	50	74	\$216,786	95.7%	71	2	12	16
Area 325	219	73	\$320,898	33	27	\$230,454	99.0%	79	2	2	12
Area 330	282	105	\$271,315	61	53	\$250,370	99.9%	62	2	4	8
Area 335	259	109	\$218,127	50	67	\$198,340	98.1%	55	1	4	13
Area 340	190	73	\$337,515	28	48	\$267,380	97.1%	62	2	4	12
Area 345	457	163	\$518,961	63	70	\$451,013	98.7%	63	1	7	18
Area 350	18	6	\$214,150	1	1	\$403,000	89.6%	265	0	1	2
Area 355	4	2	\$299,500	1	0				0	0	0
Area 360	117	43	\$189,403	21	35	\$152,083	98.2%	90	0	3	1
Area 370	68	12	\$183,066	7	4	\$343,500	100.1%	184	0	2	1
Area 380	204	41	\$220,425	23	28	\$166,436	94.8%	88	1	8	5
Area 385	167	28	\$136,330	16	18	\$95,579	92.2%	109	0	3	7
Area 390	90	14	\$111,009	8	2	\$90,000	92.8%	242	0	6	7
Area 401	40	5	\$37,960	1	2	\$54,700	99.5%	97	0	1	0
Area 403	39	12	\$54,226	2	6	\$37,316	101.2%	106	0	5	3
Area 405	41	15	\$97,683	2	4	\$66,562	101.5%	89	0	2	1
Area 407	31	9	\$82,072	3	7	\$37,127	97.5%	72	0	5	0
Area 409	69	17	\$41,250	8	5	\$54,400	93.8%	71	0	4	6
Area 411	51	10	\$82,300	7	10	\$54,396	101.3%	67	1	3	3
Area 413	49	13	\$88,142	5	15	\$57,809	98.4%	44	0	1	4
Area 415	17	6	\$95,416	3	4	\$52,750	97.2%	35	0	0	1
Area 417	58	15	\$98,290	2	9	\$92,488	96.2%	146	0	0	3
Area 419	78	17	\$89,511	10	14	\$87,785	94.9%	125	0	3	3
Area 421	81	20	\$249,344	8	9	\$197,694	95.6%	101	0	3	6

# Heartland Multiple Listing Service

## Activity Report

February 2014

Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% SP/LP	Avg DOM	Withdrawn	Expired	BOM
Area 423	62	16	\$154,543	7	12	\$140,045	98.8%	114	1	3	4
Area 425	191	38	\$252,931	13	24	\$182,426	96.4%	114	0	6	5
Area 427	289	58	\$160,505	26	27	\$108,248	96.2%	86	1	8	11
Area 440	52	7	\$291,342	4	9	\$91,694	93.2%	184	0	5	0
Area 450	168	58	\$212,801	22	23	\$159,442	96.4%	81	2	9	5
Area 997	0	0		0	0				0	0	0
Area 998	270	50	\$97,057	15	20	\$89,210	85.1%	109	3	15	10
Area 999	83	10	\$332,619	5	9	\$86,436	92.4%	95	1	5	6
	<b>12,383</b>	<b>3,056</b>	<b>\$178,790</b>	<b>1,221</b>	<b>1,747</b>	<b>\$142,431</b>	<b>96.0%</b>	<b>101</b>	<b>50</b>	<b>427</b>	<b>496</b>
Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% LP/SP	Avg DOM	Withdrawn	Expired	BOM
Commercial	695	54	\$501,644	15	20	\$157,465	78.7%	217	2	34	23
Lots & Land	4,940	320	\$168,844	35	102	\$138,105	92.8%	288	11	167	183
Multi-dwelling	342	79	\$132,858	18	29	\$347,859	95.0%	63	0	17	8
<b>Total</b>	<b>5,977</b>	<b>453</b>	<b>\$267,782</b>	<b>68</b>	<b>151</b>	<b>\$214,476</b>	<b>88.8%</b>	<b>189</b>	<b>13</b>	<b>218</b>	<b>214</b>
<b>Grand Total</b>	<b>16,604</b>	<b>3,509</b>	<b>\$205,328</b>	<b>1,297</b>	<b>1,898</b>	<b>\$168,566</b>	<b>96.6%</b>	<b>105</b>	<b>63</b>	<b>645</b>	<b>710</b>