

Heartland Multiple Listing Service

Activity Report January, 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Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% LP/SP	Avg DOM	Withdrawn	Expired	BOM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	39	9	95,700	3	1	105,500	84.5	13	1	6	4
Area 102	137	36	186,447	24	14	191,518	93.3	34	13	15	10
Area 103	586	156	175,792	93	68	134,214	92.2	37	41	74	53
Area 104	727	137	258,480	84	74	201,203	95.6	38	44	83	57
Area 105	161	41	106,829	37	27	90,376	87.6	32	13	23	9
Area 106	345	91	197,188	45	32	173,739	92.9	40	29	37	32
Area 107	359	70	142,510	41	23	125,756	90.7	32	14	51	35
Area 108	93	22	82,145	16	9	70,378	87.9	60	5	10	7
Area 109	169	32	175,231	21	13	153,946	89.8	28	8	30	18
Area 110	269	46	208,923	24	11	217,709	95.1	49	16	31	18
Area 111	309	55	164,317	18	10	120,855	87.7	35	17	47	37
Area 112	326	92	157,771	38	32	137,876	89.3	25	25	28	18
Area 113	42	12	250,658	3	6	166,604	89.4	52	0	5	4
Area 114	263	47	302,223	21	21	333,801	91.8	49	16	25	9
Area 115	715	149	272,954	109	66	203,308	94.1	50	54	74	55
Area 202	2935	628	184,542	363	239	97,021	83.8	33	240	576	382
Area 203	1194	297	108,842	178	116	84,176	84.6	29	84	187	150
Area 204	1514	288	245,627	174	103	193,638	94.0	46	120	163	114
Area 205	680	137	112,580	83	56	81,619	85.0	29	27	93	86
Area 206	1192	278	116,405	178	110	88,501	88.3	29	101	180	124
Area 207	1072	255	191,199	136	69	150,993	90.4	29	118	137	99
Area 208	1160	233	180,577	134	67	154,409	93.4	55	67	182	100
Area 210	271	43	124,337	20	8	124,625	85.6	44	16	38	27
Area 220	183	47	176,113	24	9	102,144	89.2	25	7	26	19
Area 230	158	25	109,284	13	6	74,550	85.5	41	8	12	7
Area 310	430	107	314,357	111	54	223,977	84.2	36	37	60	43
Area 315	513	120	271,575	75	47	258,216	97.2	43	40	59	37
Area 320	581	128	221,656	130	62	198,258	94.1	36	51	61	46
Area 325	419	86	338,172	74	45	251,106	94.9	47	26	34	29
Area 330	542	135	247,699	111	57	219,896	97.8	42	29	76	54
Area 335	533	122	236,323	114	66	203,974	96.6	45	31	76	62
Area 340	395	112	305,854	91	55	377,338	96.2	41	26	57	43
Area 345	806	163	595,020	76	58	485,388	94.1	63	61	72	51
Area 350	59	8	213,150	7	4	219,250	94.3	53	3	5	2
Area 355	9	0	0	0	1	791,000	95.9	89	0	0	0
Area 360	358	52	183,498	39	27	161,599	96.6	62	20	33	13
Area 370	112	15	225,818	12	6	185,412	79.2	102	5	8	6
Area 380	385	70	223,996	26	17	171,853	90.3	45	21	47	20
Area 385	220	46	130,854	35	17	86,676	89.6	29	12	40	26
Area 390	117	23	123,876	4	5	68,200	88.8	48	5	22	8
Area 401	74	15	37,873	12	4	13,873	64.2	19	6	12	6
Area 403	116	26	69,422	11	4	18,400	50.3	15	7	22	16
Area 405	137	22	96,883	15	9	129,066	92.6	45	30	30	17
Area 407	73	18	79,153	12	7	59,754	85.5	19	4	11	11

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Area 409	191	39	50,733	31	13	39,630	81.8	22	5	35	23
Area 411	139	36	67,420	25	18	67,328	87.1	25	5	26	17
Area 413	108	23	91,617	18	8	117,202	91.8	33	6	17	15
Area 415	35	11	91,841	6	2	62,450	79.9	16	3	6	6
Area 417	118	39	115,048	15	8	86,331	90.2	34	2	24	14
Area 419	179	41	96,717	31	23	110,602	86.3	39	13	48	40
Area 421	241	54	223,469	24	14	211,573	92.0	48	10	51	29
Area 423	122	14	173,021	15	7	104,191	90.9	31	12	14	15
Area 425	308	57	224,433	33	21	186,935	94.3	49	18	48	32
Area 427	368	63	171,032	51	27	190,307	95.6	35	24	67	40
Area 440	97	23	225,441	10	5	128,194	94.5	33	6	20	11
Area 450	182	49	199,642	28	13	153,035	91.2	18	8	50	17
Area 998	253	45	114,478	27	7	112,286	77.4	24	10	51	32
Area 999	172	68	88,247	58	27	70,886	78.6	30	2	14	12
Total	23291	5056	201,257	3207	1928	166,248	91.9	38	1622	3329	2267
Multi-Dwelling	790	180	204,563	68	41	115,004	75.9	28	53	158	82
Commercial	676	86	355,466	21	15	150,536	75.6	48	30	178	54
Lots & Land	5785	850	179,296	96	74	159,061	87.9	46	193	1120	359
Grand Total	30542	6172	200,352	3392	2058	164,861	91.3	38	1898	4785	2762

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