

Heartland Multiple Listing Service

Activity Report January 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Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% SP/LP	Avg DOM	Withdrawn	Expired	BOM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	21	1	\$224,900	0	2	\$36,362	99.1%	50	1	3	1
Area 102	98	24	\$191,162	10	12	\$82,310	89.1%	140	0	10	8
Area 103	506	110	\$124,800	43	38	\$96,164	96.6%	127	4	25	24
Area 104	487	104	\$192,732	30	40	\$221,116	97.6%	109	3	9	15
Area 105	162	34	\$86,786	6	17	\$66,561	90.9%	157	1	11	6
Area 106	271	62	\$184,115	27	22	\$134,162	95.9%	102	3	14	13
Area 107	274	52	\$111,766	12	18	\$155,686	100.5%	127	2	16	15
Area 108	52	6	\$65,316	2	4	\$71,400	93.1%	97	0	8	8
Area 109	213	38	\$135,059	15	15	\$74,702	93.0%	41	1	16	11
Area 110	162	30	\$172,256	5	18	\$151,527	96.1%	127	1	9	4
Area 111	203	24	\$127,302	10	8	\$97,525	95.3%	52	1	12	17
Area 112	216	43	\$104,228	11	16	\$124,775	94.7%	98	0	4	3
Area 113	41	6	\$144,483	2	3	\$131,666	93.2%	79	0	2	2
Area 114	172	26	\$217,957	8	13	\$251,207	95.4%	196	1	4	7
Area 115	549	95	\$229,924	29	40	\$198,814	95.2%	119	5	27	22
Area 202	1,530	267	\$176,463	62	126	\$91,141	94.9%	83	9	102	87
Area 203	870	186	\$86,018	45	82	\$69,318	93.6%	93	4	55	42
Area 204	939	169	\$201,333	52	76	\$205,449	96.6%	147	2	48	46
Area 205	508	91	\$81,476	29	34	\$58,521	91.7%	92	2	17	24
Area 206	855	194	\$93,064	58	76	\$57,286	94.0%	84	11	83	48
Area 207	672	141	\$150,765	53	43	\$131,225	96.2%	86	5	31	27
Area 208	776	144	\$165,563	50	59	\$105,710	94.8%	133	7	43	39
Area 210	254	31	\$196,442	6	10	\$74,197	95.2%	83	1	17	18
Area 220	130	24	\$135,341	4	7	\$54,185	93.3%	39	1	8	8
Area 230	106	25	\$164,616	3	1	\$42,500	77.3%	44	1	11	6
Area 310	443	88	\$265,365	27	45	\$160,223	95.4%	114	3	24	22
Area 315	393	74	\$236,795	22	22	\$238,385	96.2%	138	3	18	14
Area 320	537	91	\$236,331	23	47	\$196,191	95.6%	82	2	32	15
Area 325	279	53	\$293,689	20	15	\$268,346	97.0%	117	0	11	14
Area 330	432	81	\$249,736	40	46	\$259,850	100.7%	65	2	15	20
Area 335	485	103	\$204,836	38	47	\$184,276	95.9%	114	6	21	26
Area 340	356	79	\$343,327	20	33	\$270,721	95.6%	102	2	19	14
Area 345	546	116	\$458,398	35	47	\$396,417	98.2%	142	8	23	19
Area 350	42	7	\$227,985	0	2	\$160,104	98.9%	78	0	3	3
Area 355	10	3	\$365,000	1	0				0	1	0
Area 360	204	35	\$167,321	11	12	\$117,604	93.3%	124	4	9	7
Area 370	75	15	\$233,866	3	4	\$170,387	91.6%	103	2	9	10
Area 380	329	64	\$167,536	19	19	\$132,779	91.3%	115	1	23	22
Area 385	203	38	\$132,739	13	14	\$98,119	95.1%	67	0	15	11
Area 390	94	15	\$124,673	5	4	\$190,000	91.3%	205	0	8	6
Area 401	32	5	\$44,040	0	2	\$10,000	84.0%	61	0	3	2
Area 403	77	17	\$49,465	4	12	\$25,268	93.9%	52	2	3	7
Area 405	99	16	\$57,165	2	12	\$52,131	90.5%	61	1	2	4
Area 407	60	12	\$60,714	3	1	\$18,000	94.7%	245	0	2	3
Area 409	103	23	\$38,715	6	10	\$28,375	91.4%	53	1	5	1
Area 411	95	18	\$65,828	3	10	\$46,682	95.6%	77	1	6	7
Area 413	96	30	\$61,506	11	13	\$64,333	96.3%	106	2	12	5
Area 415	23	5	\$80,290	1	2	\$29,750	88.9%	40	2	2	1
Area 417	91	11	\$72,540	5	4	\$68,725	98.1%	76	1	6	6
Area 419	134	42	\$79,834	8	7	\$41,957	96.8%	176	3	8	11
Area 421	108	19	\$240,228	3	12	\$172,766	96.9%	152	1	5	3

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Area 423	91	16	\$171,537	3	13	\$119,996	92.1%	185	1	3	4
Area 425	227	39	\$286,807	14	20	\$170,350	96.1%	176	1	11	11
Area 427	324	72	\$172,247	16	20	\$125,715	95.4%	102	1	19	15
Area 440	78	10	\$107,065	5	3	\$24,266	81.1%	177	1	7	5
Area 450	187	34	\$196,810	11	15	\$184,646	96.2%	105	2	12	14
Area 997	0	0		0	0				0	0	0
Area 998	238	32	\$125,124	4	12	\$60,970	90.2%	120	1	13	21
Area 999	92	14	\$73,540	5	10	\$47,105	89.3%	75	1	9	8
	16,650	3,204	\$163,016	953	1,315	\$121,367	94.0%	107	121	944	832

Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% LP/SP	Avg DOM	Withdrawn	Expired	BOM
Commercial	699	71	\$386,391	5	15	\$132,391	78.2%	131	4	43	45
Lots & Land	5,862	328	\$185,584	34	56	\$121,374	56.1%	233	10	222	231
Multi-dwelling	520	72	\$195,344	10	28	\$109,642	91.2%	105	3	38	34
Total	7,081	471	\$255,773	49	99	\$121,136	75.1%	156	17	303	310
Grand Total	22,720	3,675	\$182,750	1,008	1,414	\$141,952	93.5%	114	138	1,247	1,142