

Heartland Multiple Listing Service

Activity Report

January 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Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% SP/LP	Avg DOM	Withdrawn	Expired	BOM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	22	4	\$140,975	1	0				1	0	1
Area 102	94	22	\$220,027	3	13	\$112,300	96.3%	173	0	6	2
Area 103	425	100	\$146,861	45	60	\$113,445	95.5%	91	2	19	15
Area 104	383	98	\$215,298	52	34	\$199,072	97.2%	180	0	12	17
Area 105	136	32	\$77,768	18	9	\$29,044	92.8%	85	2	8	3
Area 106	226	46	\$180,038	26	29	\$156,943	96.5%	90	3	12	15
Area 107	220	52	\$114,933	32	26	\$117,230	94.5%	98	0	11	9
Area 108	54	7	\$67,185	1	4	\$56,250	82.7%	32	0	1	3
Area 109	193	31	\$137,003	14	11	\$98,045	94.7%	123	0	8	13
Area 110	162	41	\$191,443	15	8	\$186,306	98.1%	89	0	1	4
Area 111	185	29	\$155,274	12	14	\$78,259	93.5%	122	2	15	16
Area 112	187	39	\$141,225	25	14	\$140,162	91.4%	98	1	7	10
Area 113	36	6	\$259,208	3	5	\$199,740	92.8%	122	1	3	4
Area 114	123	36	\$232,598	17	5	\$118,200	97.2%	243	1	2	7
Area 115	443	95	\$236,991	45	51	\$205,809	97.0%	137	6	12	16
Area 202	1,320	303	\$170,877	61	109	\$105,573	94.0%	97	9	95	60
Area 203	733	216	\$92,142	59	95	\$73,422	94.1%	105	5	43	30
Area 204	838	178	\$234,321	73	98	\$181,817	96.1%	103	8	35	36
Area 205	410	104	\$79,406	37	44	\$50,985	94.0%	90	1	27	26
Area 206	801	188	\$91,175	58	99	\$63,857	95.6%	81	3	37	37
Area 207	538	126	\$163,250	66	55	\$152,968	95.2%	107	1	14	15
Area 208	736	163	\$180,551	61	60	\$129,237	95.8%	86	6	45	37
Area 210	202	39	\$138,403	15	14	\$56,957	89.7%	105	4	9	9
Area 220	105	16	\$140,934	13	11	\$117,168	94.2%	171	1	5	9
Area 230	98	13	\$107,138	1	4	\$19,825	82.5%	124	1	11	4
Area 310	363	109	\$350,467	30	54	\$257,081	90.6%	93	3	22	11
Area 315	348	101	\$228,960	42	30	\$173,064	95.1%	108	5	21	14
Area 320	440	112	\$204,743	49	85	\$200,410	96.3%	111	7	24	14
Area 325	236	58	\$327,543	27	26	\$225,137	97.3%	128	1	9	10
Area 330	412	114	\$264,098	55	34	\$249,361	96.8%	112	3	14	9
Area 335	388	98	\$203,899	33	60	\$177,687	96.0%	84	4	18	17
Area 340	291	82	\$321,931	37	42	\$280,492	94.6%	112	1	18	9
Area 345	500	118	\$493,480	52	52	\$377,907	97.9%	96	2	15	24
Area 350	39	14	\$164,757	3	3	\$199,500	98.1%	57	0	1	2
Area 355	13	1	\$300,000	0	0				0	0	1
Area 360	152	36	\$149,606	19	19	\$149,569	99.1%	109	0	3	4
Area 370	72	6	\$219,141	4	9	\$132,455	94.8%	150	1	5	1
Area 380	303	79	\$202,800	11	20	\$167,985	94.7%	96	4	15	20
Area 385	190	34	\$114,114	14	14	\$59,331	91.5%	104	3	15	12
Area 390	86	15	\$103,503	2	5	\$74,874	79.5%	121	0	5	5
Area 401	31	7	\$40,571	2	4	\$15,675	60.4%	89	0	1	0
Area 403	64	10	\$57,140	3	7	\$33,598	94.0%	205	0	6	5
Area 405	54	11	\$80,709	1	11	\$76,721	94.6%	81	0	5	3
Area 407	40	12	\$62,089	2	7	\$26,357	89.2%	71	0	4	3
Area 409	83	20	\$37,647	6	10	\$24,734	97.7%	66	0	8	2
Area 411	77	25	\$52,892	7	13	\$28,027	93.0%	99	0	8	2
Area 413	78	20	\$101,315	4	8	\$46,812	88.1%	69	0	5	8
Area 415	29	8	\$86,862	2	6	\$75,750	98.0%	63	0	0	0
Area 417	72	15	\$65,746	12	6	\$33,583	96.5%	157	0	4	5
Area 419	119	32	\$83,604	7	12	\$66,658	90.3%	130	1	4	6
Area 421	84	26	\$228,149	10	5	\$150,900	92.3%	122	1	1	4

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Area 423	67	13	\$192,642	6	10	\$135,100	97.3%	105	2	3	3
Area 425	182	36	\$204,818	15	18	\$159,838	93.5%	143	1	11	5
Area 427	321	84	\$171,150	26	16	\$70,504	93.9%	112	3	16	17
Area 440	55	17	\$183,250	8	7	\$137,058	92.7%	200	2	5	3
Area 450	203	51	\$213,463	15	15	\$121,193	90.4%	86	1	8	11
Area 997	0	0		0	0				0	0	0
Area 998	221	34	\$84,560	10	10	\$76,825	90.9%	172	3	13	11
Area 999	91	22	\$77,563	7	9	\$58,435	96.3%	63	0	2	6
	14,374	3,404	\$165,314	1,274	1,499	\$121,879	93.3%	112	106	727	645
Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% LP/SP	Avg DOM	Withdrawn	Expired	BOM
Commercial	679	65	\$287,426	10	15	\$102,866	81.3%	425	1	37	35
Lots & Land	5,543	577	\$134,131	73	48	\$171,820	91.7%	231	4	187	381
Multi-dwelling	436	69	\$166,856	13	29	\$130,758	89.6%	114	2	25	9
Total	6,658	711	\$196,138	96	92	\$135,148	87.5%	257	7	249	425
Grand Total	19,762	4,115	\$181,283	1,370	1,591	\$146,635	94.9%	110	113	976	1,070