

Heartland Multiple Listing Service

Activity Report

January 2013

Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% SP/LP	Avg DOM	Withdrawn	Expired	BOM
Residential											
Area 101	11	5	\$137,550	1	0				0	1	0
Area 102	74	14	\$128,653	8	7	\$48,899	96.3%	45	0	4	2
Area 103	376	87	\$137,100	32	53	\$110,267	95.4%	77	2	14	17
Area 104	381	124	\$211,754	47	37	\$201,549	98.8%	109	7	14	16
Area 105	110	34	\$83,735	16	14	\$55,160	95.6%	53	0	3	7
Area 106	214	67	\$187,494	39	34	\$174,599	98.9%	106	0	8	7
Area 107	215	48	\$145,338	15	22	\$107,168	96.6%	100	2	10	16
Area 108	52	10	\$72,937	7	5	\$69,564	95.2%	72	0	4	3
Area 109	184	35	\$170,908	8	15	\$190,740	95.0%	100	0	12	7
Area 110	164	46	\$221,889	21	13	\$142,908	97.6%	95	0	7	8
Area 111	157	28	\$139,957	11	15	\$136,619	93.2%	152	0	8	8
Area 112	185	42	\$175,196	16	22	\$111,445	96.0%	101	0	4	11
Area 113	31	6	\$70,383	2	4	\$214,137	94.9%	190	0	2	2
Area 114	143	38	\$312,983	21	18	\$203,872	99.3%	93	0	6	6
Area 115	414	100	\$225,057	54	53	\$177,655	97.1%	70	4	12	19
Area 202	1,077	293	\$201,937	78	136	\$122,120	95.1%	104	5	62	52
Area 203	591	206	\$92,709	72	109	\$82,443	94.2%	81	5	27	34
Area 204	779	204	\$246,103	73	94	\$196,296	97.7%	79	4	32	37
Area 205	361	101	\$74,181	46	63	\$60,806	94.0%	101	1	17	13
Area 206	701	187	\$82,190	76	100	\$62,964	96.1%	102	3	36	30
Area 207	502	145	\$164,011	62	62	\$118,726	96.6%	75	1	17	29
Area 208	619	150	\$159,845	58	82	\$130,604	97.3%	106	1	29	43
Area 210	212	30	\$156,523	17	25	\$118,744	96.3%	114	2	8	7
Area 220	131	31	\$141,667	12	12	\$107,987	94.4%	89	0	8	8
Area 230	87	14	\$180,614	6	3	\$96,333	98.0%	73	2	1	5
Area 310	307	93	\$300,023	36	47	\$159,107	94.5%	79	3	8	13
Area 315	311	99	\$248,549	45	46	\$199,780	97.9%	87	5	8	11
Area 320	360	146	\$246,043	65	70	\$197,254	97.8%	102	2	8	16
Area 325	209	63	\$309,748	34	33	\$233,371	99.8%	77	2	5	8
Area 330	310	130	\$298,599	67	58	\$213,372	98.0%	59	1	14	12
Area 335	326	114	\$212,019	40	69	\$207,756	98.4%	87	0	3	10
Area 340	206	78	\$322,598	42	36	\$295,891	96.4%	65	4	10	13
Area 345	410	116	\$466,538	75	75	\$468,467	99.9%	69	1	12	11
Area 350	28	4	\$346,750	2	1	\$215,000	95.6%	43	0	0	0
Area 355	9	2	\$482,500	0	1	\$215,000	91.5%	112	0	0	0
Area 360	137	45	\$165,705	22	22	\$134,645	97.6%	106	0	4	4
Area 370	69	18	\$233,693	13	5	\$234,420	99.2%	102	0	8	0
Area 380	239	54	\$218,129	20	22	\$132,917	95.3%	129	1	13	19
Area 385	227	51	\$122,994	17	9	\$101,191	96.2%	114	1	10	11
Area 390	87	20	\$112,007	5	5	\$159,100	98.5%	97	0	9	6
Area 401	37	25	\$92,164	2	3	\$11,516	70.4%	74	0	2	2
Area 403	60	13	\$31,969	6	3	\$20,400	90.7%	55	0	1	3
Area 405	52	14	\$99,021	4	7	\$60,228	93.8%	97	0	4	5
Area 407	21	12	\$62,033	6	5	\$48,070	98.3%	57	0	0	3
Area 409	50	23	\$45,386	3	6	\$29,733	91.3%	101	0	10	5
Area 411	58	14	\$46,028	4	9	\$34,233	92.4%	89	0	1	2
Area 413	47	20	\$89,234	5	12	\$91,085	98.3%	70	0	2	2
Area 415	18	3	\$51,833	0	5	\$104,500	92.7%	196	0	1	1
Area 417	63	14	\$84,932	8	10	\$58,934	93.7%	87	0	4	1
Area 419	90	24	\$79,746	7	12	\$65,220	94.0%	106	1	1	6
Area 421	85	27	\$251,624	9	8	\$201,756	98.8%	117	0	4	4

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Area 423	69	25	\$147,650	6	4	\$156,031	97.5%	78	2	3	5
Area 425	179	33	\$221,150	15	16	\$131,640	96.3%	112	1	9	4
Area 427	256	61	\$149,595	33	19	\$98,310	100.9%	86	6	8	12
Area 440	54	10	\$127,705	6	8	\$97,955	87.7%	82	1	5	1
Area 450	151	49	\$189,428	12	14	\$150,850	95.7%	77	0	8	7
Area 997	0	0		0	0				0	0	0
Area 998	274	58	\$87,760	19	10	\$71,219	93.4%	107	1	12	22
Area 999	86	24	\$65,937	15	16	\$41,981	93.9%	76	0	1	0
	12,656	3,527	\$171,204	1,441	1,664	\$134,781	95.5%	93	71	534	606
Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% LP/SP	Avg DOM	Withdrawn	Expired	BOM
Commercial	710	82	\$368,199	3	6	\$151,833	82.1%	229	2	36	30
Lots & Land	4,877	520	\$153,056	51	68	\$142,692	93.6%	276	0	201	264
Multi-dwelling	368	72	\$178,433	16	16	\$158,373	95.4%	501	6	20	31
Total	5,955	674	\$233,229	70	90	\$150,966	90.4%	335	8	257	325
Grand Total	17,096	4,201	\$189,326	1,514	1,754	\$154,366	97.0%	99	79	791	931