

# Heartland Multiple Listing Service

## Activity Report July, 2007

Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% LP/SP	Avg DOM	Withdrawn	Expired	BOM
Residential											
Area 101	57	9	148,095	8	6	185,713	96.2	53	3	8	8
Area 102	188	52	105,494	21	18	168,883	96.5	30	9	28	19
Area 103	748	188	160,891	144	117	142,561	95.3	37	51	60	47
Area 104	927	167	228,592	110	129	219,464	99.1	54	78	56	55
Area 105	222	65	104,865	41	28	107,208	94.6	32	21	20	13
Area 106	431	91	198,078	80	81	192,833	96.6	44	29	38	30
Area 107	421	88	160,527	58	40	132,636	95.3	35	20	35	21
Area 108	115	14	131,740	12	10	111,035	93.1	35	9	26	23
Area 109	234	41	173,429	35	15	145,300	86.9	54	15	24	11
Area 110	372	72	246,315	44	37	244,998	95.8	53	35	24	14
Area 111	314	51	157,762	27	26	133,154	92.8	28	17	31	18
Area 112	267	67	177,546	47	29	127,172	95.0	41	16	17	18
Area 113	41	8	169,913	8	6	206,188	95.6	26	1	4	2
Area 114	293	37	283,497	38	29	273,373	96.3	59	16	14	18
Area 115	905	170	247,203	120	107	239,456	99.0	43	56	62	43
Area 202	3372	695	169,153	463	322	143,619	94.3	36	230	334	256
Area 203	1374	328	125,112	234	179	139,304	110.1	34	102	154	143
Area 204	1784	365	262,083	248	199	235,068	96.6	45	112	155	117
Area 205	811	187	122,574	123	85	105,788	93.6	27	72	69	72
Area 206	1548	326	129,869	203	159	107,004	93.4	30	121	143	117
Area 207	1221	238	182,715	176	146	156,358	87.6	34	73	93	78
Area 208	1453	260	185,989	207	144	189,368	92.6	42	76	151	99
Area 210	358	70	157,504	41	40	124,998	94.8	33	19	63	40
Area 220	203	43	153,627	23	14	115,103	96.3	42	14	17	14
Area 230	146	29	107,473	18	8	157,688	97.1	35	12	25	13
Area 310	592	150	349,771	161	131	238,726	94.1	38	45	29	38
Area 315	662	137	246,507	164	116	244,988	96.7	38	46	50	50
Area 320	768	211	348,165	213	176	238,625	95.3	38	83	47	45
Area 325	575	135	289,354	113	84	282,556	96.1	50	52	21	22
Area 330	760	159	274,558	171	143	241,693	97.6	55	34	50	23
Area 335	771	220	226,247	163	139	220,749	98.1	37	65	39	43
Area 340	584	137	366,978	137	126	318,696	95.4	42	46	42	39
Area 345	938	172	492,760	135	126	474,738	97.8	68	81	50	41
Area 350	79	10	252,225	8	7	270,500	96.0	45	5	2	1
Area 355	13	2	280,500	4	3	395,000	87.8	85	0	1	1
Area 360	416	75	202,133	60	75	181,258	98.4	58	22	26	17
Area 370	136	18	270,246	18	22	191,710	99.9	57	7	10	10
Area 380	458	87	196,092	63	41	165,883	93.3	44	30	37	22
Area 385	278	60	135,859	49	41	126,231	94.6	40	14	29	22
Area 390	139	20	202,834	12	15	120,585	87.8	33	6	18	15
Area 401	81	20	41,880	4	1	10,000	62.9	30	8	12	7
Area 403	145	38	67,730	23	13	68,226	92.5	36	15	24	15
Area 405	148	24	141,292	17	15	70,610	90.3	25	6	10	9
Area 407	85	22	92,132	15	9	82,789	96.1	26	8	8	4

Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% LP/SP	Avg DOM	Withdrawn	Expired	BOM
Area 409	188	62	189,760	36	20	59,281	89.7	26	8	30	14
Area 411	174	40	81,710	24	10	55,340	82.0	31	14	25	18
Area 413	148	32	100,722	29	13	95,588	93.0	30	6	14	9
Area 415	42	6	107,300	6	7	97,537	95.5	25	2	6	5
Area 417	122	37	118,411	25	14	114,314	91.4	34	9	16	10
Area 419	208	44	120,416	34	29	122,259	94.1	43	14	21	16
Area 421	281	36	245,460	42	35	198,335	98.2	52	8	18	14
Area 423	130	29	167,328	14	15	166,575	102.3	47	8	5	8
Area 425	375	63	221,672	55	41	176,980	97.3	49	22	32	24
Area 427	468	85	172,470	53	68	166,993	83.2	34	33	57	43
Area 440	118	21	149,633	14	11	164,800	97.2	45	5	16	9
Area 450	288	59	274,539	41	40	160,661	95.5	36	25	47	16
Area 998	308	71	97,901	45	28	84,039	91.6	35	6	35	22
Area 999	150	24	100,473	16	28	60,005	71.3	30	6	21	13
<b>Total</b>	<b>28433</b>	<b>5967</b>	<b>206,937</b>	<b>4493</b>	<b>3616</b>	<b>195,369</b>	<b>95.8</b>	<b>41</b>	<b>1946</b>	<b>2499</b>	<b>1934</b>
Multi-Dwelling	831	170	301,586	98	62	173,025	91.7	31	56	95	54
Commercial	691	75	274,084	28	15	178,808	67.4	40	28	68	27
Lots & Land	6284	638	167,328	146	109	143,242	94.7	45	161	861	330
<b>Grand Total</b>	<b>36239</b>	<b>6850</b>	<b>206,278</b>	<b>4765</b>	<b>3802</b>	<b>193,458</b>	<b>95.6</b>	<b>41</b>	<b>2191</b>	<b>3523</b>	<b>2345</b>

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