

Heartland Multiple Listing Service

Activity Report

July 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Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% SP/LP	Avg DOM	Withdrawn	Expired	BOM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	23	6	\$134,560	1	1	\$115,000	100.0%	35	1	1	1
Area 102	96	32	\$178,771	9	15	\$86,876	93.6%	63	1	3	5
Area 103	466	124	\$141,464	45	72	\$120,005	97.0%	102	5	20	11
Area 104	421	104	\$226,640	61	85	\$222,243	98.4%	87	2	12	10
Area 105	159	38	\$80,811	19	24	\$64,477	97.3%	95	0	8	9
Area 106	246	68	\$210,377	32	66	\$157,129	97.3%	82	0	6	4
Area 107	238	65	\$139,043	24	34	\$114,808	95.8%	94	5	11	7
Area 108	56	15	\$67,146	4	6	\$69,225	104.1%	44	0	4	2
Area 109	226	43	\$150,040	14	26	\$101,803	97.2%	166	1	14	10
Area 110	158	38	\$201,556	15	31	\$217,920	97.0%	149	0	4	3
Area 111	222	37	\$119,983	9	21	\$113,748	95.4%	82	1	13	4
Area 112	226	47	\$171,048	25	28	\$140,254	95.7%	146	0	7	8
Area 113	39	5	\$127,540	5	7	\$180,100	95.2%	131	0	2	0
Area 114	153	42	\$277,444	19	25	\$187,690	98.2%	141	3	4	2
Area 115	549	140	\$241,515	60	93	\$178,746	96.4%	89	4	16	23
Area 202	1,344	277	\$181,379	94	203	\$162,449	96.1%	100	8	72	46
Area 203	751	218	\$96,185	68	152	\$88,330	96.7%	82	6	34	23
Area 204	934	252	\$229,878	110	179	\$192,023	98.2%	109	7	30	33
Area 205	454	106	\$91,026	41	57	\$65,723	92.9%	105	3	17	17
Area 206	863	229	\$95,274	80	135	\$69,107	95.7%	98	4	33	29
Area 207	633	184	\$155,601	69	96	\$144,872	97.1%	95	4	20	17
Area 208	806	186	\$176,342	68	110	\$141,939	97.0%	105	7	43	32
Area 210	216	45	\$133,660	22	18	\$138,888	95.2%	85	0	9	11
Area 220	139	30	\$156,648	4	19	\$112,050	96.4%	106	0	9	5
Area 230	106	16	\$162,004	6	11	\$104,900	92.0%	173	3	5	4
Area 310	415	109	\$229,162	39	125	\$219,115	96.5%	72	5	12	8
Area 315	396	100	\$235,127	44	107	\$219,653	98.1%	75	5	11	11
Area 320	492	181	\$231,641	59	144	\$204,976	97.0%	75	9	8	13
Area 325	278	88	\$263,595	35	69	\$251,793	97.4%	116	1	9	6
Area 330	439	118	\$247,910	63	110	\$242,407	102.2%	96	6	14	16
Area 335	394	126	\$210,382	49	112	\$207,312	97.8%	79	4	9	11
Area 340	339	120	\$324,664	49	93	\$271,119	97.1%	60	4	9	9
Area 345	524	173	\$482,753	77	122	\$372,528	97.3%	88	4	11	12
Area 350	47	10	\$205,475	5	10	\$259,826	97.1%	160	2	1	1
Area 355	10	2	\$867,250	0	2	\$287,500	91.3%	496	1	0	0
Area 360	180	51	\$160,397	24	33	\$147,675	97.1%	89	3	3	8
Area 370	71	16	\$241,814	8	15	\$208,893	98.1%	125	0	1	3
Area 380	290	52	\$213,811	28	36	\$173,559	96.4%	111	2	18	17
Area 385	245	57	\$128,480	18	14	\$83,539	96.1%	95	0	13	8
Area 390	85	14	\$116,285	8	9	\$83,922	91.0%	171	0	10	5
Area 401	34	5	\$24,780	0	0				0	3	2
Area 403	37	7	\$34,900	3	6	\$21,749	91.9%	83	1	1	1
Area 405	56	20	\$71,617	4	9	\$37,266	90.1%	52	0	4	0
Area 407	33	7	\$46,264	5	7	\$60,393	94.5%	68	0	1	0
Area 409	62	17	\$38,332	7	14	\$32,135	92.7%	80	1	2	3
Area 411	73	20	\$46,077	9	13	\$40,212	93.1%	78	0	4	4
Area 413	71	17	\$71,329	4	14	\$58,109	94.8%	72	0	1	6
Area 415	20	4	\$148,950	0	7	\$75,142	100.4%	62	0	0	0
Area 417	71	21	\$89,355	4	10	\$64,255	97.6%	79	1	5	2
Area 419	132	32	\$108,869	6	20	\$70,955	95.6%	64	1	6	3
Area 421	104	30	\$251,040	12	18	\$199,249	96.3%	157	1	2	2

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Area 423	104	25	\$157,897	7	11	\$146,256	92.4%	93	2	1	4
Area 425	227	50	\$226,787	15	30	\$175,659	99.1%	107	0	8	9
Area 427	320	64	\$142,316	38	59	\$135,867	96.1%	100	3	24	9
Area 440	73	18	\$143,788	7	6	\$125,958	95.8%	74	0	3	4
Area 450	219	63	\$180,967	19	26	\$196,567	96.5%	70	2	21	4
Area 997	0	0		0	0				0	0	0
Area 998	260	44	\$93,326	24	28	\$87,881	92.8%	80	1	12	16
Area 999	99	18	\$104,777	9	9	\$102,372	94.6%	129	0	11	3
	15,724	4,026	\$173,897	1,583	2,802	\$143,055	96.2%	104	124	635	516
Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% LP/SP	Avg DOM	Withdrawn	Expired	BOM
Commercial	669	75	\$293,475	10	14	\$139,571	75.5%	194	2	34	27
Lots & Land	5,472	423	\$134,881	42	85	\$215,897	93.4%	328	2	192	186
Multi-dwelling	459	98	\$123,734	11	38	\$131,491	92.7%	147	0	24	25
Total	6,600	596	\$184,030	63	137	\$162,320	87.2%	223	4	250	238
Grand Total	20,690	4,622	\$187,018	1,648	2,939	\$173,056	96.9%	102	128	885	754