

# Heartland Multiple Listing Service

## Activity Report

June 2011

Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% SP/LP	Avg DOM	Withdrawn	Expired	BOM
<b>Residential</b>											
Area 101	23	2	\$99,950	0	0				0	1	0
Area 102	114	23	\$181,600	6	16	\$86,996	92.0%	72	0	2	2
Area 103	618	154	\$133,837	41	80	\$132,421	95.7%	121	9	15	23
Area 104	537	118	\$200,636	44	83	\$193,532	97.1%	134	1	26	12
Area 105	152	40	\$84,618	11	28	\$67,574	97.8%	89	2	6	4
Area 106	356	78	\$191,416	27	62	\$159,106	97.2%	108	3	12	6
Area 107	269	53	\$130,701	22	31	\$127,461	98.2%	107	6	14	10
Area 108	56	11	\$83,745	5	9	\$101,759	96.7%	58	0	3	3
Area 109	229	46	\$155,261	16	27	\$109,816	92.3%	122	5	13	9
Area 110	245	52	\$226,322	12	16	\$172,851	96.9%	70	0	6	8
Area 111	260	51	\$124,217	14	13	\$110,942	94.7%	137	2	12	12
Area 112	237	51	\$172,160	18	31	\$148,630	95.9%	83	2	8	6
Area 113	48	9	\$229,188	4	3	\$141,333	92.4%	183	0	3	2
Area 114	179	28	\$224,917	11	27	\$178,697	97.3%	173	0	4	3
Area 115	634	136	\$233,861	69	81	\$248,043	94.6%	130	2	28	14
Area 202	1,741	384	\$172,330	72	167	\$138,070	93.8%	107	18	103	58
Area 203	956	232	\$104,962	69	146	\$87,531	94.9%	104	4	55	34
Area 204	1,077	241	\$231,548	62	166	\$209,550	96.6%	108	4	41	30
Area 205	560	126	\$87,715	43	86	\$67,676	94.7%	99	3	30	12
Area 206	1,014	260	\$96,397	70	107	\$79,289	94.1%	92	3	38	30
Area 207	693	152	\$187,836	52	102	\$147,170	97.4%	103	3	21	25
Area 208	942	206	\$189,609	68	93	\$159,129	95.9%	135	8	59	34
Area 210	250	35	\$125,197	10	29	\$95,843	95.0%	106	2	17	13
Area 220	150	35	\$123,757	7	13	\$118,923	96.3%	156	0	10	9
Area 230	115	18	\$111,227	4	7	\$75,528	95.4%	187	1	8	4
Area 310	562	138	\$196,888	42	111	\$235,592	94.9%	108	4	16	20
Area 315	503	105	\$228,897	33	69	\$214,775	97.2%	97	3	16	15
Area 320	706	200	\$258,606	55	128	\$203,950	95.7%	92	5	27	33
Area 325	346	78	\$298,522	34	62	\$269,393	95.9%	85	3	12	8
Area 330	541	136	\$231,750	60	77	\$245,555	98.7%	118	4	19	14
Area 335	529	124	\$202,610	48	110	\$187,660	97.7%	92	5	21	21
Area 340	463	129	\$345,258	46	94	\$298,620	96.7%	88	4	18	21
Area 345	636	144	\$407,533	50	116	\$376,788	98.0%	93	6	19	12
Area 350	50	12	\$198,958	4	3	\$212,733	95.4%	157	0	1	1
Area 355	14	1	\$175,000	0	3	\$1,326,200	95.0%	109	0	2	0
Area 360	237	51	\$160,901	15	30	\$154,065	97.5%	93	0	6	5
Area 370	75	12	\$162,508	4	8	\$258,078	86.9%	296	0	3	0
Area 380	369	61	\$256,412	19	26	\$154,778	98.0%	149	2	21	14
Area 385	215	39	\$150,202	12	23	\$121,776	96.7%	126	20	13	10
Area 390	126	25	\$133,248	7	11	\$196,213	95.3%	244	2	10	4
Area 401	33	8	\$45,859	1	1	\$18,800	94.5%	77	0	1	0
Area 403	76	18	\$42,991	3	11	\$42,245	93.8%	104	0	1	1
Area 405	69	13	\$65,053	3	11	\$73,552	93.7%	60	1	17	3
Area 407	44	14	\$52,485	5	6	\$47,683	92.1%	58	0	5	2
Area 409	100	49	\$36,401	6	12	\$24,800	99.7%	44	1	9	5
Area 411	103	30	\$58,080	5	21	\$26,788	93.7%	63	1	9	4
Area 413	92	29	\$83,449	6	21	\$48,196	96.1%	105	0	12	3
Area 415	30	11	\$57,086	1	7	\$50,665	95.5%	76	0	4	2
Area 417	97	22	\$87,452	2	8	\$47,637	91.5%	60	0	10	3
Area 419	134	38	\$86,816	14	17	\$67,364	95.0%	113	1	5	5
Area 421	121	29	\$246,207	8	12	\$194,899	98.4%	85	0	9	3

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Area 423	82	11	\$156,959	3	15	\$128,603	98.0%	134	0	8	4
Area 425	242	44	\$207,989	17	27	\$169,137	95.1%	148	1	12	8
Area 427	374	82	\$155,333	31	49	\$162,430	97.5%	106	13	20	14
Area 440	92	16	\$191,781	9	7	\$77,585	97.0%	59	1	2	4
Area 450	235	61	\$174,383	34	34	\$174,169	95.6%	86	6	30	8
Area 997	0	0		0	0				0	0	0
Area 998	263	44	\$90,413	20	24	\$137,058	95.9%	152	2	17	17
Area 999	84	21	\$165,402	12	11	\$67,036	109.8%	91	0	10	3
	<b>19,098</b>	<b>4,336</b>	<b>\$160,594</b>	<b>1,366</b>	<b>2,588</b>	<b>\$160,924</b>	<b>95.9%</b>	<b>111</b>	<b>163</b>	<b>920</b>	<b>630</b>
Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% LP/SP	Avg DOM	Withdrawn	Expired	BOM
Commercial	735	71	\$346,724	4	10	\$121,450	88.9%	481	2	51	37
Lots & Land	5,859	446	\$136,082	41	55	\$164,326	80.6%	299	19	382	209
Multi-dwelling	562	111	\$174,086	16	38	\$201,868	94.2%	58	3	43	26
<b>Total</b>	<b>7,156</b>	<b>628</b>	<b>\$218,964</b>	<b>61</b>	<b>103</b>	<b>\$162,548</b>	<b>87.9%</b>	<b>279</b>	<b>24</b>	<b>476</b>	<b>272</b>
<b>Grand Total</b>	<b>24,878</b>	<b>4,964</b>	<b>\$182,174</b>	<b>1,430</b>	<b>2,691</b>	<b>\$173,659</b>	<b>95.8%</b>	<b>110</b>	<b>187</b>	<b>1,396</b>	<b>902</b>