

Heartland Multiple Listing Service

Activity Report

June 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Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% SP/LP	Avg DOM	Withdrawn	Expired	BOM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	21	9	\$202,994	3	2	\$235,750	97.2%	10	0	0	0
Area 102	87	29	\$186,522	14	21	\$122,703	90.8%	77	1	5	6
Area 103	429	129	\$150,651	58	102	\$151,339	97.1%	82	2	10	25
Area 104	391	138	\$219,918	65	102	\$217,390	98.9%	105	4	8	22
Area 105	119	52	\$90,889	13	20	\$74,624	98.5%	130	0	11	8
Area 106	263	75	\$199,412	43	57	\$193,307	97.9%	109	1	9	12
Area 107	229	62	\$159,337	23	39	\$141,048	97.5%	61	2	7	10
Area 108	53	19	\$93,436	4	4	\$76,600	93.4%	103	0	2	0
Area 109	198	51	\$180,499	14	21	\$128,466	96.7%	108	0	10	9
Area 110	204	57	\$282,831	29	34	\$198,330	98.5%	91	1	8	8
Area 111	193	44	\$138,890	8	16	\$146,847	94.3%	85	2	12	5
Area 112	173	50	\$170,730	26	33	\$180,033	97.3%	154	1	8	8
Area 113	56	15	\$194,530	2	5	\$50,310	103.5%	82	0	1	5
Area 114	141	47	\$276,213	22	24	\$268,477	99.5%	122	1	3	6
Area 115	525	160	\$265,343	54	129	\$240,130	97.4%	96	1	14	13
Area 202	1,220	323	\$185,372	107	196	\$182,222	97.2%	70	4	71	61
Area 203	656	236	\$113,337	62	118	\$117,521	96.6%	80	3	19	25
Area 204	1,008	304	\$259,351	113	196	\$211,891	98.2%	83	8	25	35
Area 205	407	103	\$92,652	31	68	\$75,844	95.7%	96	2	11	26
Area 206	807	263	\$92,768	71	133	\$86,373	97.8%	93	4	36	27
Area 207	618	176	\$165,020	71	127	\$149,922	97.8%	81	2	25	28
Area 208	732	207	\$190,362	67	125	\$166,549	97.8%	107	6	27	22
Area 210	203	47	\$159,243	19	25	\$103,972	95.8%	57	0	7	8
Area 220	151	32	\$176,984	17	18	\$98,794	93.8%	116	1	8	9
Area 230	92	9	\$139,588	4	4	\$73,600	99.9%	44	2	3	2
Area 310	423	171	\$249,387	57	124	\$237,725	97.4%	57	2	6	33
Area 315	340	134	\$298,245	65	126	\$229,032	98.7%	56	2	7	15
Area 320	437	194	\$230,461	63	199	\$245,692	98.0%	45	1	14	26
Area 325	259	93	\$309,213	33	83	\$275,066	98.6%	60	3	3	11
Area 330	360	157	\$244,570	81	122	\$242,165	99.9%	61	5	8	32
Area 335	351	166	\$228,056	65	129	\$204,803	99.5%	60	2	8	18
Area 340	290	137	\$334,998	52	124	\$301,383	97.6%	38	7	3	22
Area 345	512	203	\$506,222	84	163	\$394,672	98.6%	79	3	7	28
Area 350	38	15	\$252,320	5	5	\$204,590	99.0%	22	0	0	2
Area 355	12	2	\$670,000	1	0				0	0	2
Area 360	172	47	\$190,049	21	41	\$151,289	98.3%	62	2	2	4
Area 370	73	20	\$277,939	11	21	\$180,721	98.7%	100	0	1	4
Area 380	250	56	\$284,545	32	42	\$194,548	98.1%	129	3	15	5
Area 385	228	60	\$102,597	19	31	\$125,284	94.9%	103	1	25	9
Area 390	110	15	\$89,356	4	10	\$106,100	91.1%	108	0	12	7
Area 401	46	11	\$56,681	1	3	\$76,166	100.3%	284	0	2	0
Area 403	35	8	\$48,000	2	13	\$68,512	94.7%	84	0	4	1
Area 405	49	13	\$129,987	0	8	\$72,375	93.0%	88	1	1	3
Area 407	33	13	\$51,108	5	9	\$49,882	98.5%	42	0	2	1
Area 409	48	21	\$55,025	8	10	\$46,960	99.8%	39	0	1	2
Area 411	65	28	\$48,235	5	10	\$38,854	94.8%	65	1	5	2
Area 413	71	20	\$64,975	5	14	\$58,541	96.8%	43	0	2	5
Area 415	23	9	\$104,422	2	2	\$84,500	99.7%	103	0	1	0
Area 417	57	7	\$102,857	1	10	\$69,647	95.1%	93	0	2	4
Area 419	110	37	\$83,817	12	21	\$81,604	98.0%	74	2	6	4
Area 421	130	35	\$209,188	7	28	\$183,148	97.5%	63	1	5	4

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Area 423	91	28	\$160,096	10	17	\$135,332	97.9%	86	0	2	2
Area 425	209	51	\$265,574	25	27	\$199,677	97.9%	87	0	10	14
Area 427	313	74	\$152,164	40	45	\$175,245	97.1%	64	16	19	14
Area 440	77	23	\$182,345	2	6	\$130,666	91.8%	256	0	4	1
Area 450	193	57	\$214,060	23	40	\$178,788	97.3%	88	0	9	7
Area 997	1	0		0	0				0	0	0
Area 998	279	50	\$103,183	22	33	\$79,129	94.6%	87	0	23	9
Area 999	85	25	\$98,850	5	15	\$80,403	96.3%	104	0	8	5
	14,746	4,617	\$185,955	1,708	3,150	\$150,781	97.2%	87	100	557	676
Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% LP/SP	Avg DOM	Withdrawn	Expired	BOM
Commercial	710	54	\$305,626	9	16	\$150,795	86.5%	247	3	39	26
Lots & Land	4,996	358	\$152,283	67	108	\$125,261	84.5%	300	23	276	89
Multi-dwelling	386	105	\$161,784	24	54	\$229,495	90.5%	89	2	34	15
Total	6,092	517	\$206,564	100	178	\$168,517	87.2%	212	28	349	130
Grand Total	18,649	5,134	\$205,171	1,822	3,328	\$194,029	97.4%	88	128	906	806