

Heartland Multiple Listing Service

Activity Report March, 2008

Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% LP/SP	Avg DOM	Withdrawn	Expired	BOM
Residential											
Area 101	44	8	99,984	5	4	197,116	103.1	70	3	3	0
Area 102	128	31	171,810	23	14	154,243	98.7	27	5	13	12
Area 103	621	151	168,528	115	77	129,992	94.7	31	29	42	50
Area 104	742	145	226,675	109	76	219,873	96.3	55	34	55	37
Area 105	179	40	112,956	41	26	76,656	88.5	24	20	19	15
Area 106	358	96	193,259	74	50	183,761	91.6	27	14	27	28
Area 107	383	80	169,032	46	34	122,793	93.0	33	20	27	15
Area 108	89	16	104,356	14	8	82,631	92.5	27	7	9	6
Area 109	185	42	152,693	18	12	115,825	89.2	23	7	13	8
Area 110	300	67	241,034	42	27	171,310	92.8	34	11	17	11
Area 111	333	56	154,443	28	22	118,144	83.8	36	11	31	23
Area 112	327	66	178,356	56	29	145,968	94.4	32	17	32	30
Area 113	34	5	241,740	3	3	185,000	94.7	30	3	6	2
Area 114	249	47	303,323	34	26	224,808	95.3	43	15	13	13
Area 115	760	164	272,185	124	96	208,825	94.5	46	44	47	45
Area 202	3004	575	156,965	431	231	122,284	92.1	31	207	302	271
Area 203	1244	288	114,372	253	141	85,315	84.9	28	72	103	101
Area 204	1620	343	273,061	210	153	220,237	91.2	43	77	97	81
Area 205	700	144	106,431	86	61	103,576	87.6	31	61	61	53
Area 206	1241	279	119,915	183	129	86,491	93.1	32	75	107	79
Area 207	1122	253	180,445	139	111	150,409	92.2	35	73	87	71
Area 208	1259	243	191,158	178	110	157,182	92.0	40	102	84	99
Area 210	294	57	138,349	29	22	117,950	87.5	34	21	29	28
Area 220	191	41	170,476	22	17	104,288	93.3	35	13	17	10
Area 230	151	26	113,481	8	16	117,944	87.1	31	5	18	11
Area 310	495	143	204,804	154	66	188,495	93.8	34	27	37	36
Area 315	571	123	262,657	105	60	219,787	93.7	42	43	35	23
Area 320	684	182	241,182	191	114	217,901	94.5	37	42	44	45
Area 325	427	90	306,838	91	44	268,395	94.1	57	16	16	12
Area 330	655	181	288,979	126	98	227,864	97.5	56	57	33	35
Area 335	582	147	224,990	150	94	235,586	97.4	54	30	28	29
Area 340	469	129	375,719	129	60	284,503	92.9	34	26	25	32
Area 345	914	190	508,933	144	100	396,064	94.7	57	39	40	36
Area 350	57	7	259,307	7	2	122,500	88.0	43	6	3	3
Area 355	9	4	356,375	1	0	0	0.0	0	0	1	0
Area 360	412	93	196,281	47	52	167,283	94.5	37	33	17	14
Area 370	92	16	226,693	15	6	142,874	96.2	62	4	6	7
Area 380	413	76	227,230	54	27	170,297	95.3	29	24	45	25
Area 385	236	61	162,506	35	24	113,304	95.3	39	13	18	11
Area 390	134	28	130,457	11	9	60,922	85.6	27	2	10	8
Area 401	67	6	95,717	8	5	9,500	36.7	24	4	9	6
Area 403	134	23	44,471	10	5	58,180	79.1	28	19	13	5
Area 405	119	23	87,330	16	12	66,505	91.7	33	12	14	10
Area 407	80	19	88,547	13	9	81,456	91.8	30	5	12	6

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Area 409	191	40	49,666	23	20	26,348	67.6	23	21	29	20
Area 411	151	35	70,799	24	12	48,567	80.8	33	11	12	16
Area 413	123	35	123,745	30	10	80,737	90.0	30	9	12	12
Area 415	36	10	192,750	9	3	76,833	95.6	33	4	4	6
Area 417	122	29	120,590	15	10	92,495	91.8	35	11	15	12
Area 419	164	40	112,139	24	17	99,917	91.1	35	15	32	13
Area 421	240	33	203,285	30	19	206,742	96.5	28	14	13	9
Area 423	117	23	166,739	19	13	138,948	97.9	41	13	7	7
Area 425	310	60	217,897	29	29	177,368	95.6	52	15	35	17
Area 427	397	103	187,742	69	39	124,865	78.9	31	28	31	24
Area 440	103	22	161,323	11	6	169,108	89.7	31	1	9	7
Area 450	221	69	210,199	26	14	161,624	96.0	29	12	17	8
Area 998	302	60	134,873	33	27	74,430	83.4	26	7	39	31
Area 999	219	94	123,273	76	46	63,768	81.9	40	9	12	23
Total	24804	5457	202,610	3996	2547	168,188	93.0	38	1518	1932	1647
Multi-Dwelling	796	128	241,866	59	35	130,433	88.6	33	44	73	54
Commercial	696	80	587,970	21	13	157,235	90.3	47	23	60	21
Lots & Land	6405	885	146,773	98	69	100,084	85.2	41	173	260	130
Grand Total	32701	6550	200,303	4174	2664	165,874	92.8	38	1758	2325	1852

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