

Heartland Multiple Listing Service

Activity Report

March 2011

Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% SP/LP	Avg DOM	Withdrawn	Expired	BOM
Residential											
Area 101	25	2	\$97,000	1	2	\$90,000	95.0%	8	0	1	1
Area 102	109	26	\$135,203	6	11	\$109,290	95.8%	98	2	4	5
Area 103	592	159	\$132,250	47	62	\$121,454	95.4%	102	2	17	25
Area 104	524	108	\$212,763	54	60	\$200,461	97.5%	120	3	14	14
Area 105	148	37	\$81,570	22	24	\$59,845	94.2%	96	1	11	4
Area 106	328	91	\$193,222	23	43	\$149,042	94.3%	116	2	22	10
Area 107	273	66	\$152,639	22	30	\$123,039	94.4%	106	5	9	16
Area 108	57	17	\$84,152	7	4	\$48,650	90.7%	139	0	2	3
Area 109	231	58	\$137,534	11	20	\$73,557	94.8%	70	0	10	11
Area 110	208	49	\$218,870	10	15	\$133,030	97.1%	123	0	5	4
Area 111	235	44	\$164,562	11	19	\$108,205	92.6%	146	1	8	10
Area 112	236	56	\$179,706	15	20	\$108,910	94.4%	146	0	9	8
Area 113	42	5	\$162,140	1	2	\$157,500	92.1%	141	0	1	3
Area 114	169	51	\$221,832	13	20	\$184,237	95.5%	233	0	5	10
Area 115	625	167	\$254,864	42	64	\$214,784	96.2%	193	5	31	21
Area 202	1,724	443	\$156,989	81	174	\$106,019	92.6%	102	6	77	51
Area 203	944	256	\$101,125	83	112	\$75,829	94.8%	99	0	43	40
Area 204	1,094	294	\$258,311	80	124	\$182,728	95.9%	127	4	41	30
Area 205	548	136	\$93,100	40	60	\$63,813	95.9%	95	2	19	25
Area 206	899	258	\$103,720	71	107	\$74,433	95.6%	100	1	51	32
Area 207	671	194	\$172,779	78	86	\$136,536	97.0%	100	6	30	20
Area 208	890	247	\$170,801	60	96	\$146,124	94.5%	114	8	58	38
Area 210	260	51	\$138,473	21	18	\$98,472	93.4%	133	0	17	20
Area 220	147	38	\$150,258	11	12	\$103,743	94.5%	132	3	5	2
Area 230	109	17	\$104,905	2	8	\$70,237	91.1%	128	2	8	5
Area 310	541	186	\$288,807	50	50	\$204,470	95.2%	104	3	29	20
Area 315	469	130	\$240,353	35	57	\$205,072	96.5%	106	0	12	21
Area 320	674	217	\$239,314	54	85	\$170,718	96.8%	105	9	24	33
Area 325	340	108	\$304,430	30	44	\$249,995	95.1%	112	0	15	6
Area 330	489	135	\$285,206	46	59	\$196,953	97.2%	133	3	15	13
Area 335	526	160	\$206,065	66	80	\$178,803	97.1%	113	4	12	21
Area 340	422	131	\$317,558	39	48	\$309,335	96.0%	110	3	16	14
Area 345	656	233	\$433,513	63	78	\$388,663	97.3%	107	2	11	14
Area 350	43	11	\$232,409	4	4	\$116,625	101.5%	74	0	2	4
Area 355	14	4	\$613,875	0	1	\$199,000	99.5%		1	0	1
Area 360	227	55	\$163,537	19	34	\$137,968	94.9%	118	1	10	6
Area 370	79	18	\$226,016	4	9	\$160,315	98.9%	134	3	1	1
Area 380	356	78	\$198,576	20	24	\$128,270	92.5%	89	2	22	15
Area 385	230	42	\$133,344	19	21	\$80,478	97.6%	90	1	8	15
Area 390	112	22	\$121,609	4	7	\$136,409	91.3%	111	0	6	6
Area 401	32	5	\$75,170	1	6	\$7,636	71.4%	60	0	2	2
Area 403	69	17	\$43,564	1	12	\$15,574	96.0%	76	2	2	4
Area 405	104	23	\$94,323	7	6	\$75,250	92.7%	115	0	4	0
Area 407	57	12	\$70,858	7	4	\$42,500	97.3%	95	0	3	3
Area 409	83	19	\$41,242	5	8	\$23,759	91.5%	79	1	7	4
Area 411	90	24	\$56,154	7	7	\$40,693	90.3%	70	0	6	5
Area 413	105	24	\$75,139	5	9	\$41,438	97.5%	60	0	7	7
Area 415	27	4	\$68,845	4	3	\$46,166	98.9%	62	0	4	1
Area 417	100	23	\$122,995	2	19	\$61,634	95.4%	66	0	6	4
Area 419	127	36	\$74,422	8	20	\$54,077	93.4%	78	1	13	4
Area 421	122	60	\$192,422	18	20	\$247,650	92.3%	261	1	4	5

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Area 423	95	28	\$141,400	6	6	\$91,850	94.7%	87	1	5	3
Area 425	227	40	\$168,055	20	21	\$162,338	91.5%	115	2	11	9
Area 427	397	136	\$176,676	35	34	\$132,616	94.6%	85	3	13	14
Area 440	80	15	\$140,966	7	5	\$124,452	94.6%	65	4	3	6
Area 450	247	96	\$186,472	22	22	\$136,672	95.1%	87	1	16	8
Area 997	0	0		0	0				0	0	0
Area 998	231	41	\$188,261	18	15	\$97,614	95.2%	124	0	15	13
Area 999	96	20	\$92,658	7	7	\$23,796	89.1%	108	1	8	4
	18,555	5,023	\$170,569	1,445	2,018	\$124,633	94.6%	108	102	810	694
Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% LP/SP	Avg DOM	Withdrawn	Expired	BOM
Commercial	758	67	\$457,361	8	7	\$93,214	86.6%	14	2	36	21
Lots & Land	5,764	603	\$129,979	41	67	\$135,493	85.5%	303	8	424	191
Multi-dwelling	554	106	\$133,437	19	33	\$103,009	93.7%	33	2	35	14
Total	7,076	776	\$240,259	68	107	\$110,572	88.6%	117	12	495	226
Grand Total	24,304	5,799	\$191,297	1,518	2,125	\$148,611	95.2%	115	114	1,305	920