

Heartland Multiple Listing Service

Activity Report

March 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Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% SP/LP	Avg DOM	Withdrawn	Expired	BOM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	26	6	\$168,808	3	3	\$103,000	95.1%	76	0	1	3
Area 102	95	23	\$178,226	5	7	\$89,171	94.5%	135	0	4	1
Area 103	478	143	\$139,085	51	86	\$113,093	95.4%	113	3	16	16
Area 104	442	133	\$239,040	51	77	\$203,299	98.1%	97	4	8	13
Area 105	128	43	\$79,904	12	32	\$65,109	93.9%	74	0	6	2
Area 106	256	88	\$192,294	33	33	\$149,349	97.5%	152	2	10	8
Area 107	217	65	\$177,317	34	36	\$113,608	95.7%	109	1	9	7
Area 108	73	23	\$75,388	5	3	\$42,175	94.7%	27	1	2	2
Area 109	183	38	\$152,010	21	30	\$110,725	94.0%	115	2	14	3
Area 110	170	48	\$204,312	19	26	\$201,717	96.7%	148	1	8	6
Area 111	211	38	\$153,886	15	13	\$104,706	95.8%	125	1	10	5
Area 112	186	47	\$196,678	27	23	\$118,581	96.1%	110	2	6	5
Area 113	42	17	\$126,499	5	3	\$110,166	83.7%	102	0	3	1
Area 114	152	53	\$250,026	21	23	\$161,175	96.4%	116	1	3	11
Area 115	546	178	\$242,957	55	72	\$169,215	97.0%	137	4	14	14
Area 202	1,393	352	\$229,759	95	179	\$146,218	93.5%	142	7	89	28
Area 203	747	205	\$104,606	77	123	\$74,471	95.1%	102	2	48	31
Area 204	967	285	\$227,750	88	137	\$190,611	96.2%	131	5	24	22
Area 205	417	129	\$80,762	42	69	\$57,182	95.9%	111	2	20	16
Area 206	806	197	\$91,365	82	132	\$74,538	95.7%	86	0	32	27
Area 207	616	190	\$165,414	66	90	\$128,493	98.2%	121	3	24	18
Area 208	776	188	\$173,484	90	96	\$133,985	97.1%	105	4	28	23
Area 210	248	46	\$134,323	11	20	\$115,060	93.5%	123	2	8	9
Area 220	138	41	\$178,746	10	9	\$62,600	96.6%	94	0	8	2
Area 230	107	22	\$138,831	5	8	\$128,700	95.2%	153	2	3	4
Area 310	432	166	\$234,564	49	91	\$167,718	94.4%	85	4	11	22
Area 315	399	176	\$232,383	69	75	\$208,731	97.4%	143	4	23	9
Area 320	510	190	\$230,568	66	87	\$193,080	95.3%	102	1	12	19
Area 325	292	91	\$303,017	44	43	\$246,150	96.8%	95	1	7	5
Area 330	476	154	\$242,950	71	88	\$239,769	97.6%	114	3	14	12
Area 335	429	152	\$205,135	84	77	\$188,188	98.0%	107	4	19	12
Area 340	343	139	\$316,067	58	74	\$278,690	95.8%	84	5	9	9
Area 345	577	201	\$437,811	90	93	\$411,418	98.4%	106	6	17	14
Area 350	52	14	\$226,757	4	3	\$194,466	96.1%	70	0	1	2
Area 355	9	0		1	0				0	0	0
Area 360	176	64	\$167,260	27	25	\$136,746	97.3%	90	2	3	4
Area 370	80	14	\$149,106	2	5	\$214,345	98.2%	156	0	3	3
Area 380	330	73	\$226,105	24	28	\$116,803	91.4%	97	2	13	8
Area 385	210	38	\$162,074	21	19	\$168,258	95.9%	119	1	7	11
Area 390	99	17	\$131,952	9	2	\$83,500	83.9%	153	0	4	4
Area 401	33	5	\$16,600	3	4	\$43,787	99.5%	43	0	0	0
Area 403	63	14	\$52,479	7	7	\$32,445	81.6%	131	0	4	2
Area 405	59	17	\$78,217	9	5	\$33,282	95.2%	86	0	3	2
Area 407	34	10	\$76,030	1	10	\$24,500	92.4%	67	0	2	2
Area 409	78	15	\$26,411	5	14	\$23,428	94.4%	150	0	9	2
Area 411	75	16	\$43,780	9	11	\$31,731	92.5%	57	0	3	5
Area 413	75	22	\$87,286	11	18	\$78,988	97.1%	76	0	2	2
Area 415	28	7	\$50,414	1	5	\$41,760	96.4%	105	0	2	0
Area 417	67	20	\$85,907	8	12	\$88,054	94.7%	169	0	8	3
Area 419	112	32	\$75,682	12	22	\$55,123	93.0%	90	1	4	5
Area 421	97	28	\$243,159	17	15	\$212,926	98.0%	160	0	3	3

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Area 423	83	26	\$150,841	4	10	\$165,547	98.7%	187	1	2	2
Area 425	211	45	\$232,701	21	23	\$152,148	96.3%	99	0	6	9
Area 427	378	100	\$157,925	39	33	\$111,253	96.1%	116	4	8	11
Area 440	49	12	\$107,697	7	9	\$197,500	94.9%	166	3	1	0
Area 450	240	55	\$165,217	19	24	\$162,231	96.4%	97	0	8	3
Area 997	0	0		0	0				0	0	0
Area 998	233	39	\$107,713	19	19	\$66,010	92.4%	156	1	16	9
Area 999	100	24	\$158,000	8	6	\$23,850	91.8%	48	1	4	7
	15,849	4,574	\$162,865	1,742	2,287	\$129,112	95.1%	111	93	626	478
Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% LP/SP	Avg DOM	Withdrawn	Expired	BOM
Commercial	688	58	\$307,791	13	10	\$162,400	79.1%	505	1	36	21
Lots & Land	5,487	415	\$227,664	53	92	\$190,834	90.7%	351	4	314	155
Multi-dwelling	443	95	\$187,756	22	26	\$97,151	89.6%	100	2	26	14
Total	6,618	568	\$241,070	88	128	\$150,128	86.5%	319	7	376	190
Grand Total	20,753	5,142	\$203,122	1,836	2,415	\$157,614	95.9%	120	100	1,002	668