

# Heartland Multiple Listing Service

## Activity Report

May 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Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% SP/LP	Avg DOM	Withdrawn	Expired	BOM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	22	2	\$99,950	1	1	\$100,000	105.3%	181	1	1	0
Area 102	109	29	\$155,811	8	12	\$72,571	95.5%	151	1	4	2
Area 103	607	122	\$139,161	53	72	\$117,861	96.3%	102	7	13	23
Area 104	565	111	\$223,364	48	63	\$194,463	97.6%	141	1	10	16
Area 105	157	43	\$81,094	21	20	\$53,839	96.8%	114	2	6	4
Area 106	348	85	\$178,178	38	42	\$185,743	97.8%	91	2	11	11
Area 107	274	53	\$146,984	10	40	\$104,413	96.3%	163	4	7	11
Area 108	57	13	\$93,353	3	8	\$62,356	93.6%	153	0	6	2
Area 109	238	52	\$144,878	13	23	\$113,259	92.9%	88	3	13	5
Area 110	234	51	\$219,162	9	20	\$160,671	96.7%	98	0	3	6
Area 111	257	52	\$158,894	7	20	\$113,895	91.4%	145	0	14	14
Area 112	237	52	\$172,509	20	22	\$104,907	95.9%	115	0	11	8
Area 113	44	9	\$254,855	5	5	\$213,580	89.8%	194	0	1	1
Area 114	181	30	\$312,638	16	23	\$162,617	96.8%	107	1	2	8
Area 115	642	144	\$234,866	63	55	\$235,360	97.6%	108	6	20	17
Area 202	1,775	334	\$171,426	89	160	\$127,078	94.1%	91	14	89	63
Area 203	975	230	\$105,948	79	131	\$72,232	94.6%	86	5	37	40
Area 204	1,085	257	\$242,389	82	135	\$188,446	95.6%	105	8	38	39
Area 205	607	147	\$98,783	38	62	\$65,235	94.9%	76	2	29	11
Area 206	1,000	253	\$101,242	69	144	\$74,024	96.0%	80	1	36	21
Area 207	717	154	\$177,490	54	102	\$134,580	96.8%	103	1	20	16
Area 208	933	204	\$164,462	69	101	\$147,638	97.0%	108	7	49	32
Area 210	245	44	\$131,234	16	20	\$84,370	94.3%	170	1	16	10
Area 220	157	26	\$157,551	8	11	\$117,263	94.3%	168	2	11	2
Area 230	120	14	\$153,442	0	5	\$128,340	94.7%	84	0	4	4
Area 310	558	175	\$293,685	51	83	\$235,650	94.5%	94	3	18	10
Area 315	516	134	\$234,093	42	74	\$202,645	97.6%	118	4	20	18
Area 320	690	201	\$258,668	62	115	\$218,633	96.7%	84	9	24	20
Area 325	358	81	\$277,304	35	46	\$246,353	96.9%	81	0	6	15
Area 330	542	132	\$251,971	45	70	\$258,424	96.3%	119	3	13	13
Area 335	537	141	\$200,039	60	93	\$200,720	97.4%	111	3	12	12
Area 340	460	139	\$410,235	38	86	\$325,410	93.1%	72	3	11	8
Area 345	642	134	\$504,465	74	88	\$353,666	96.7%	129	6	24	14
Area 350	54	12	\$209,058	1	6	\$133,416	98.5%	146	1	1	4
Area 355	14	0		0	0				0	0	1
Area 360	240	48	\$211,793	14	31	\$151,796	99.0%	101	5	8	7
Area 370	63	20	\$217,849	7	11	\$158,045	98.2%	119	0	4	2
Area 380	363	71	\$237,935	15	26	\$155,864	95.7%	126	1	30	19
Area 385	219	32	\$110,637	14	29	\$96,764	95.4%	128	0	9	8
Area 390	125	22	\$140,954	6	5	\$133,400	101.2%	133	0	7	4
Area 401	30	2	\$47,500	0	3	\$17,600	93.8%	205	0	3	2
Area 403	65	10	\$42,950	4	8	\$30,061	93.1%	77	0	7	6
Area 405	73	12	\$88,441	4	14	\$77,882	97.7%	100	1	2	3
Area 407	48	12	\$55,395	4	15	\$44,390	93.0%	84	0	4	1
Area 409	75	20	\$27,190	8	13	\$19,334	98.7%	54	0	8	4
Area 411	99	34	\$47,225	11	16	\$40,992	92.5%	79	1	8	4
Area 413	101	23	\$91,202	8	16	\$73,201	94.5%	68	0	4	6
Area 415	29	5	\$67,760	4	3	\$50,000	86.7%	43	1	1	2
Area 417	92	14	\$77,989	5	8	\$57,090	97.4%	134	0	6	6
Area 419	132	30	\$87,236	11	14	\$48,701	98.8%	66	1	2	6
Area 421	122	29	\$253,280	13	20	\$193,061	96.7%	106	0	3	12

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Area 423	81	16	\$142,406	5	15	\$105,208	97.1%	92	0	2	6
Area 425	220	41	\$251,260	17	25	\$181,322	95.8%	161	1	10	10
Area 427	376	87	\$145,576	30	45	\$148,954	93.6%	116	3	8	16
Area 440	85	19	\$126,868	11	5	\$176,200	94.5%	88	1	6	3
Area 450	261	62	\$187,149	21	33	\$177,306	96.3%	57	0	6	3
Area 997	0	0		0	0				0	0	0
Area 998	271	55	\$126,841	18	21	\$80,836	92.8%	150	2	10	6
Area 999	91	19	\$126,355	5	8	\$75,034	95.3%	81	3	7	3
	<b>19,218</b>	<b>4,343</b>	<b>\$169,666</b>	<b>1,462</b>	<b>2,342</b>	<b>\$133,381</b>	<b>95.8%</b>	<b>111</b>	<b>121</b>	<b>735</b>	<b>620</b>
Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% LP/SP	Avg DOM	Withdrawn	Expired	BOM
Commercial	740	66	\$297,688	4	8	\$107,362	86.0%	165	5	56	19
Lots & Land	5,880	397	\$162,748	38	79	\$104,624	86.5%	154	18	178	152
Multi-dwelling	564	88	\$266,536	23	45	\$91,328	89.5%	128	1	33	12
<b>Total</b>	<b>7,184</b>	<b>551</b>	<b>\$242,324</b>	<b>65</b>	<b>132</b>	<b>\$101,105</b>	<b>87.3%</b>	<b>149</b>	<b>24</b>	<b>267</b>	<b>183</b>
<b>Grand Total</b>	<b>25,057</b>	<b>4,894</b>	<b>\$198,330</b>	<b>1,528</b>	<b>2,474</b>	<b>\$158,300</b>	<b>95.6%</b>	<b>107</b>	<b>145</b>	<b>1,002</b>	<b>803</b>