

Heartland Multiple Listing Service

Activity Report

May 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Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% SP/LP	Avg DOM	Withdrawn	Expired	BOM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	23	4	\$134,375	2	4	\$118,627	103.3%	77	0	2	0
Area 102	87	21	\$170,476	14	10	\$157,070	95.0%	53	0	7	8
Area 103	461	131	\$133,064	56	89	\$125,572	96.8%	95	1	18	18
Area 104	455	124	\$220,035	70	99	\$213,135	98.6%	115	1	10	13
Area 105	150	45	\$87,899	16	21	\$64,913	94.5%	96	1	5	6
Area 106	281	91	\$166,510	42	50	\$169,397	97.3%	98	3	12	6
Area 107	246	64	\$150,395	18	41	\$126,331	97.5%	71	2	9	6
Area 108	54	10	\$54,915	4	6	\$74,916	94.0%	50	1	8	5
Area 109	221	65	\$149,726	20	21	\$132,564	95.9%	131	1	13	9
Area 110	161	37	\$241,387	15	35	\$187,970	98.8%	97	2	2	4
Area 111	227	34	\$129,570	10	22	\$114,466	95.6%	110	0	9	6
Area 112	225	46	\$143,423	20	30	\$150,817	94.6%	115	1	9	8
Area 113	43	8	\$148,700	3	8	\$172,240	97.7%	79	0	0	3
Area 114	150	38	\$276,367	18	29	\$193,764	97.3%	100	1	4	3
Area 115	571	149	\$245,793	58	109	\$232,930	98.7%	119	1	10	14
Area 202	1,459	373	\$177,305	93	184	\$135,615	95.1%	102	10	39	51
Area 203	727	215	\$100,165	82	152	\$87,433	95.5%	97	2	28	23
Area 204	971	248	\$240,367	122	206	\$194,733	97.7%	105	6	28	22
Area 205	463	114	\$101,547	39	74	\$71,395	96.0%	125	3	16	22
Area 206	859	210	\$94,870	86	126	\$74,284	95.2%	89	3	30	20
Area 207	637	155	\$165,006	68	102	\$139,538	98.0%	96	6	19	22
Area 208	797	181	\$167,012	62	125	\$141,478	96.8%	128	3	25	41
Area 210	229	26	\$156,953	17	27	\$118,619	95.8%	96	1	15	18
Area 220	153	37	\$168,059	11	18	\$122,083	96.0%	101	2	3	14
Area 230	119	17	\$100,629	1	7	\$106,310	95.3%	163	2	2	6
Area 310	455	156	\$225,454	60	108	\$193,281	95.4%	68	3	17	15
Area 315	421	142	\$258,495	46	103	\$218,538	98.2%	92	2	16	10
Area 320	504	174	\$223,356	75	154	\$221,235	96.8%	76	11	15	17
Area 325	293	103	\$273,673	40	51	\$232,719	97.6%	92	3	5	3
Area 330	490	149	\$264,783	67	115	\$235,905	98.0%	95	1	7	15
Area 335	417	145	\$214,129	66	123	\$187,073	98.6%	80	9	8	10
Area 340	365	138	\$366,960	55	103	\$281,864	96.0%	76	2	8	13
Area 345	570	159	\$453,811	89	127	\$383,076	96.9%	97	3	7	7
Area 350	50	10	\$203,560	6	6	\$137,500	96.2%	91	0	0	2
Area 355	9	2	\$629,000	0	1	\$535,000	89.2%	196	0	1	0
Area 360	200	55	\$149,740	16	37	\$168,091	95.8%	149	2	7	12
Area 370	73	22	\$205,611	14	14	\$174,799	96.2%	230	2	1	4
Area 380	315	68	\$205,893	23	39	\$164,153	96.9%	106	0	14	6
Area 385	226	42	\$139,415	20	25	\$92,966	95.9%	119	1	9	19
Area 390	99	18	\$116,938	7	7	\$67,500	89.4%	140	0	6	3
Area 401	32	9	\$36,333	4	6	\$11,703	74.3%	170	0	4	0
Area 403	51	13	\$50,076	3	16	\$22,263	83.7%	250	2	2	1
Area 405	54	16	\$94,253	4	10	\$54,591	93.3%	44	1	5	1
Area 407	42	10	\$79,800	2	5	\$49,960	92.4%	141	0	3	1
Area 409	72	17	\$38,205	5	9	\$20,333	92.8%	58	4	4	2
Area 411	78	18	\$53,600	4	13	\$31,428	94.0%	80	1	6	6
Area 413	77	23	\$76,369	5	20	\$64,942	97.3%	69	1	0	4
Area 415	28	8	\$124,900	1	8	\$53,189	96.8%	213	0	2	3
Area 417	78	19	\$103,028	5	12	\$58,000	95.6%	86	1	0	4
Area 419	108	31	\$77,085	13	27	\$78,260	95.0%	121	1	4	5
Area 421	100	37	\$237,918	8	19	\$190,850	97.5%	91	0	1	1

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Area 423	96	19	\$168,460	10	14	\$135,682	96.3%	90	0	3	5
Area 425	212	54	\$205,885	21	29	\$168,098	94.5%	113	2	5	10
Area 427	374	86	\$153,433	42	48	\$151,194	97.3%	88	6	10	13
Area 440	62	17	\$139,964	0	8	\$178,083	99.9%	124	0	7	3
Area 450	216	56	\$218,238	25	37	\$169,726	97.0%	124	0	12	5
Area 997	0	0		0	0				0	0	0
Area 998	268	61	\$88,247	23	30	\$93,580	95.2%	133	0	12	16
Area 999	100	22	\$125,236	8	14	\$81,229	95.2%	73	3	6	7
	16,304	4,342	\$171,145	1,714	2,933	\$143,673	95.6%	108	114	530	571
Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% LP/SP	Avg DOM	Withdrawn	Expired	BOM
Commercial	685	57	\$516,440	7	5	\$72,020	73.7%	177	2	51	23
Lots & Land	5,475	296	\$192,339	51	76	\$152,685	87.4%	270	4	172	119
Multi-dwelling	438	84	\$134,160	12	42	\$92,493	92.7%	76	2	36	17
Total	6,598	437	\$280,980	70	123	\$105,733	84.6%	174	8	259	159
Grand Total	21,019	4,779	\$196,767	1,785	3,056	\$169,343	96.7%	107	122	789	730