

# Heartland Multiple Listing Service

## Activity Report November 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Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% SP/LP	Avg DOM	Withdrawn	Expired	BOM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	18	3	\$111,300	2	6	\$86,825	98.0%	47	0	0	0
Area 102	98	20	\$153,377	6	7	\$103,912	96.5%	102	3	9	6
Area 103	441	96	\$115,288	30	63	\$123,651	95.7%	93	5	39	15
Area 104	419	94	\$208,577	37	68	\$226,075	100.2%	132	1	21	11
Area 105	141	39	\$83,465	10	24	\$61,242	93.8%	81	2	8	1
Area 106	252	50	\$162,977	21	38	\$158,906	97.7%	73	3	19	8
Area 107	238	42	\$118,413	19	26	\$101,488	96.4%	145	1	16	13
Area 108	57	13	\$81,338	4	2	\$138,375	86.8%	68	0	3	4
Area 109	212	36	\$122,909	6	16	\$88,128	96.3%	109	3	20	8
Area 110	140	22	\$243,245	14	28	\$230,311	95.3%	103	2	16	4
Area 111	206	21	\$148,435	8	14	\$79,164	94.7%	170	2	19	12
Area 112	206	36	\$124,891	17	21	\$155,997	95.8%	112	1	10	5
Area 113	43	6	\$111,900	3	2	\$23,000	76.8%	65	0	2	2
Area 114	121	25	\$175,755	11	13	\$185,971	98.3%	130	0	12	0
Area 115	505	79	\$270,551	43	66	\$225,503	93.0%	148	5	34	16
Area 202	1,365	222	\$130,876	66	129	\$139,277	92.2%	94	13	92	38
Area 203	788	167	\$91,294	52	103	\$69,098	94.8%	79	9	55	21
Area 204	910	158	\$214,956	61	94	\$204,566	96.8%	131	8	55	30
Area 205	441	98	\$80,724	38	51	\$57,667	94.2%	96	5	29	13
Area 206	859	146	\$100,268	52	96	\$79,047	92.5%	80	6	64	19
Area 207	559	102	\$157,237	47	73	\$132,507	97.5%	87	4	29	23
Area 208	790	142	\$153,348	52	79	\$131,506	95.3%	147	4	66	24
Area 210	226	35	\$117,117	15	15	\$99,595	95.7%	172	3	12	13
Area 220	135	24	\$138,347	5	11	\$94,672	98.9%	199	0	8	2
Area 230	110	15	\$129,064	3	1	\$63,000	90.1%	102	0	6	4
Area 310	387	63	\$211,654	26	69	\$205,277	96.0%	87	8	29	11
Area 315	378	53	\$225,916	19	35	\$198,718	96.2%	133	2	43	17
Area 320	500	97	\$224,402	36	73	\$204,641	94.6%	89	6	33	15
Area 325	261	34	\$275,425	8	44	\$218,007	96.3%	85	4	22	10
Area 330	416	69	\$301,130	35	57	\$257,677	100.1%	116	8	18	9
Area 335	432	87	\$212,109	32	57	\$203,238	97.2%	108	9	28	11
Area 340	335	62	\$325,737	21	54	\$291,577	94.8%	85	11	16	11
Area 345	514	106	\$378,032	38	81	\$369,723	97.1%	120	6	35	10
Area 350	37	5	\$226,240	3	3	\$153,000	97.3%	167	1	2	2
Area 355	8	1	\$949,900	0	2	\$242,500	97.3%	43	1	1	0
Area 360	161	24	\$155,926	15	23	\$139,379	96.8%	132	1	20	5
Area 370	78	9	\$307,605	4	8	\$238,218	96.1%	55	2	4	1
Area 380	283	48	\$194,152	18	22	\$114,635	96.7%	111	4	33	16
Area 385	188	31	\$110,241	13	15	\$97,644	93.6%	129	1	22	5
Area 390	96	6	\$107,800	6	4	\$53,375	82.2%	277	1	15	6
Area 401	22	5	\$33,280	0	8	\$34,350	92.2%	57	0	2	0
Area 403	76	8	\$52,150	1	5	\$40,100	95.2%	125	0	3	1
Area 405	56	26	\$95,613	2	6	\$45,873	93.1%	200	3	11	0
Area 407	43	11	\$39,490	3	4	\$36,725	98.7%	80	1	1	1
Area 409	100	25	\$36,258	7	17	\$22,214	90.6%	106	1	7	1
Area 411	90	20	\$51,622	2	12	\$33,395	95.4%	103	2	6	4
Area 413	83	16	\$54,331	11	12	\$82,016	94.9%	135	1	8	3
Area 415	28	7	\$70,271	2	3	\$61,666	98.5%	181	1	2	2
Area 417	83	15	\$51,726	3	12	\$62,571	93.1%	129	0	5	3
Area 419	117	22	\$77,050	12	21	\$75,283	95.6%	99	0	6	4
Area 421	82	14	\$228,817	3	7	\$147,649	97.0%	171	1	9	4

# Heartland Multiple Listing Service

## Activity Report

November 2011

Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% SP/LP	Avg DOM	Withdrawn	Expired	BOM
Area 423	82	9	\$137,805	3	5	\$121,980	97.6%	152	2	0	2
Area 425	191	33	\$181,978	11	24	\$169,666	95.7%	116	2	15	4
Area 427	323	52	\$154,848	21	33	\$139,831	95.1%	121	8	26	18
Area 440	68	8	\$140,428	4	3	\$75,000	90.7%	183	0	5	5
Area 450	204	34	\$162,666	10	11	\$183,206	92.7%	57	3	24	7
Area 997	0	0		0	0				0	0	0
Area 998	236	34	\$95,964	9	14	\$77,500	97.0%	126	0	20	7
Area 999	96	26	\$80,775	5	5	\$36,220	93.1%	120	0	2	3
	<b>15,334</b>	<b>2,751</b>	<b>\$163,741</b>	<b>1,005</b>	<b>1,795</b>	<b>\$129,178</b>	<b>94.9%</b>	<b>117</b>	<b>170</b>	<b>1,117</b>	<b>490</b>
Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% LP/SP	Avg DOM	Withdrawn	Expired	BOM
Commercial	731	68	\$387,562	4	10	\$154,950	84.2%	150	2	43	21
Lots & Land	5,677	327	\$141,712	33	75	\$114,818	86.1%	264	4	161	144
Multi-dwelling	499	78	\$183,666	11	48	\$86,884	87.0%	72	6	37	11
<b>Total</b>	<b>6,907</b>	<b>473</b>	<b>\$237,647</b>	<b>48</b>	<b>133</b>	<b>\$118,884</b>	<b>85.8%</b>	<b>162</b>	<b>12</b>	<b>241</b>	<b>176</b>
<b>Grand Total</b>	<b>21,172</b>	<b>3,224</b>	<b>\$169,245</b>	<b>1,062</b>	<b>1,928</b>	<b>\$157,232</b>	<b>95.4%</b>	<b>111</b>	<b>182</b>	<b>1,358</b>	<b>666</b>