

# Heartland Multiple Listing Service

## Activity Report November 2012

| 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Type/Area | Available Inventory | New | Avg List Price | Pending | Sales | Avg Sale Price | % SP/LP | Avg DOM | Withdrawn | Expired | BOM |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           | 15                  | 6   | \$140,800      | 1       | 4     | \$184,825      | 96.3%   | 89      | 0         | 0       | 0   |
| Area 102           | 80                  | 19  | \$203,348      | 9       | 9     | \$82,384       | 82.1%   | 131     | 1         | 6       | 2   |
| Area 103           | 405                 | 80  | \$134,617      | 36      | 76    | \$119,703      | 96.0%   | 98      | 2         | 23      | 20  |
| Area 104           | 380                 | 66  | \$224,197      | 35      | 63    | \$214,079      | 98.9%   | 94      | 6         | 12      | 10  |
| Area 105           | 118                 | 42  | \$91,926       | 9       | 21    | \$56,596       | 93.1%   | 86      | 1         | 14      | 3   |
| Area 106           | 223                 | 50  | \$165,320      | 25      | 37    | \$156,201      | 98.3%   | 105     | 5         | 7       | 3   |
| Area 107           | 216                 | 47  | \$158,731      | 19      | 35    | \$101,061      | 98.1%   | 145     | 2         | 20      | 10  |
| Area 108           | 65                  | 10  | \$87,720       | 1       | 2     | \$94,662       | 93.8%   | 49      | 0         | 5       | 4   |
| Area 109           | 211                 | 22  | \$132,945      | 13      | 14    | \$106,535      | 95.3%   | 128     | 2         | 17      | 17  |
| Area 110           | 151                 | 32  | \$230,786      | 19      | 15    | \$212,281      | 98.8%   | 84      | 1         | 6       | 5   |
| Area 111           | 178                 | 21  | \$145,776      | 12      | 19    | \$83,376       | 90.4%   | 112     | 0         | 18      | 5   |
| Area 112           | 192                 | 22  | \$144,427      | 16      | 33    | \$149,029      | 95.0%   | 102     | 2         | 11      | 1   |
| Area 113           | 34                  | 4   | \$171,500      | 2       | 4     | \$93,450       | 96.6%   | 42      | 0         | 2       | 1   |
| Area 114           | 153                 | 31  | \$227,690      | 15      | 19    | \$255,097      | 98.5%   | 115     | 2         | 8       | 2   |
| Area 115           | 440                 | 96  | \$204,139      | 38      | 75    | \$195,174      | 96.9%   | 145     | 4         | 24      | 18  |
| Area 202           | 1,126               | 234 | \$139,197      | 77      | 159   | \$186,725      | 93.4%   | 105     | 7         | 60      | 41  |
| Area 203           | 640                 | 168 | \$94,215       | 63      | 100   | \$82,747       | 96.6%   | 69      | 4         | 27      | 19  |
| Area 204           | 784                 | 171 | \$239,856      | 58      | 134   | \$213,586      | 97.1%   | 106     | 15        | 41      | 29  |
| Area 205           | 386                 | 86  | \$81,359       | 38      | 56    | \$72,702       | 97.5%   | 66      | 2         | 31      | 20  |
| Area 206           | 780                 | 183 | \$84,230       | 73      | 110   | \$74,616       | 95.6%   | 71      | 3         | 34      | 30  |
| Area 207           | 514                 | 130 | \$151,337      | 49      | 84    | \$138,094      | 95.9%   | 90      | 4         | 32      | 15  |
| Area 208           | 666                 | 125 | \$165,044      | 55      | 89    | \$135,701      | 95.2%   | 113     | 7         | 46      | 29  |
| Area 210           | 223                 | 53  | \$83,353       | 11      | 18    | \$140,597      | 94.6%   | 100     | 2         | 14      | 10  |
| Area 220           | 131                 | 22  | \$147,170      | 7       | 12    | \$129,133      | 96.8%   | 106     | 0         | 8       | 3   |
| Area 230           | 97                  | 11  | \$104,559      | 2       | 10    | \$95,160       | 96.6%   | 196     | 1         | 12      | 4   |
| Area 310           | 307                 | 87  | \$210,735      | 27      | 89    | \$249,842      | 92.3%   | 93      | 7         | 16      | 5   |
| Area 315           | 291                 | 75  | \$219,605      | 28      | 74    | \$205,551      | 98.3%   | 104     | 5         | 33      | 9   |
| Area 320           | 383                 | 102 | \$207,873      | 44      | 104   | \$195,774      | 96.1%   | 58      | 4         | 31      | 16  |
| Area 325           | 207                 | 49  | \$268,705      | 27      | 42    | \$263,189      | 97.2%   | 106     | 2         | 20      | 6   |
| Area 330           | 303                 | 90  | \$262,468      | 47      | 71    | \$242,771      | 98.4%   | 97      | 6         | 14      | 17  |
| Area 335           | 291                 | 87  | \$197,494      | 47      | 91    | \$187,404      | 98.2%   | 83      | 6         | 13      | 12  |
| Area 340           | 207                 | 60  | \$294,848      | 39      | 77    | \$266,510      | 97.6%   | 63      | 3         | 12      | 6   |
| Area 345           | 431                 | 83  | \$446,529      | 64      | 100   | \$402,507      | 98.0%   | 115     | 5         | 14      | 10  |
| Area 350           | 34                  | 9   | \$208,527      | 4       | 3     | \$88,766       | 97.2%   | 61      | 0         | 6       | 3   |
| Area 355           | 10                  | 1   | \$239,950      | 0       | 0     |                |         |         | 0         | 0       | 0   |
| Area 360           | 155                 | 34  | \$143,274      | 7       | 24    | \$149,614      | 98.4%   | 97      | 2         | 7       | 4   |
| Area 370           | 74                  | 13  | \$138,642      | 3       | 6     | \$227,798      | 97.5%   | 117     | 1         | 5       | 0   |
| Area 380           | 225                 | 47  | \$206,712      | 19      | 35    | \$206,296      | 95.0%   | 95      | 2         | 12      | 16  |
| Area 385           | 237                 | 38  | \$124,909      | 14      | 25    | \$93,533       | 91.6%   | 155     | 2         | 14      | 12  |
| Area 390           | 87                  | 21  | \$102,464      | 3       | 7     | \$88,414       | 91.4%   | 114     | 2         | 5       | 3   |
| Area 401           | 29                  | 5   | \$15,480       | 3       | 6     | \$25,583       | 90.9%   | 75      | 1         | 3       | 0   |
| Area 403           | 59                  | 12  | \$82,941       | 2       | 7     | \$20,505       | 88.7%   | 113     | 0         | 4       | 2   |
| Area 405           | 57                  | 20  | \$48,807       | 2       | 9     | \$76,861       | 96.9%   | 104     | 1         | 4       | 0   |
| Area 407           | 23                  | 3   | \$36,270       | 2       | 7     | \$72,350       | 91.8%   | 117     | 0         | 1       | 0   |
| Area 409           | 56                  | 19  | \$29,518       | 3       | 18    | \$27,080       | 81.2%   | 87      | 0         | 5       | 0   |
| Area 411           | 68                  | 17  | \$38,223       | 6       | 11    | \$31,552       | 89.1%   | 117     | 0         | 6       | 5   |
| Area 413           | 43                  | 14  | \$90,830       | 6       | 14    | \$55,088       | 98.8%   | 85      | 1         | 3       | 0   |
| Area 415           | 24                  | 8   | \$85,631       | 1       | 3     | \$94,766       | 97.4%   | 70      | 0         | 0       | 1   |
| Area 417           | 73                  | 12  | \$74,210       | 9       | 7     | \$78,197       | 98.7%   | 82      | 0         | 4       | 2   |
| Area 419           | 88                  | 17  | \$141,479      | 9       | 22    | \$66,532       | 96.4%   | 73      | 2         | 5       | 3   |
| Area 421           | 78                  | 23  | \$270,530      | 10      | 11    | \$222,309      | 98.3%   | 104     | 0         | 8       | 3   |

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## Activity Report

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| Property Type/Area | Available Inventory | New          | Avg List Price   | Pending      | Sales        | Avg Sale Price   | % SP/LP      | Avg DOM    | Withdrawn  | Expired      | BOM        |
|--------------------|---------------------|--------------|------------------|--------------|--------------|------------------|--------------|------------|------------|--------------|------------|
| Area 423           | 71                  | 10           | \$170,480        | 5            | 9            | \$66,470         | 86.7%        | 212        | 2          | 3            | 3          |
| Area 425           | 173                 | 22           | \$239,515        | 10           | 29           | \$181,486        | 96.5%        | 97         | 1          | 11           | 4          |
| Area 427           | 281                 | 39           | \$158,410        | 22           | 32           | \$147,384        | 95.5%        | 140        | 6          | 20           | 8          |
| Area 440           | 65                  | 8            | \$112,175        | 2            | 9            | \$117,872        | 95.8%        | 104        | 1          | 2            | 3          |
| Area 450           | 143                 | 30           | \$167,758        | 12           | 25           | \$180,919        | 96.6%        | 127        | 2          | 8            | 2          |
| Area 997           | 0                   | 0            |                  | 0            | 0            |                  |              |            | 0          | 0            | 0          |
| Area 998           | 277                 | 38           | \$111,277        | 14           | 20           | \$65,887         | 88.5%        | 95         | 1          | 14           | 11         |
| Area 999           | 87                  | 22           | \$71,272         | 9            | 12           | \$78,120         | 96.3%        | 75         | 1          | 9            | 4          |
|                    | <b>13,145</b>       | <b>2,846</b> | <b>\$154,686</b> | <b>1,183</b> | <b>2,197</b> | <b>\$137,727</b> | <b>95.1%</b> | <b>101</b> | <b>139</b> | <b>790</b>   | <b>471</b> |
| Property Type/Area | Available Inventory | New          | Avg List Price   | Pending      | Sales        | Avg Sale Price   | % LP/SP      | Avg DOM    | Withdrawn  | Expired      | BOM        |
| Commercial         | 720                 | 59           | \$408,829        | 12           | 17           | \$171,208        | 83.8%        | 387        | 2          | 45           | 17         |
| Lots & Land        | 5,021               | 298          | \$205,941        | 55           | 112          | \$114,299        | 89.6%        | 185        | 0          | 177          | 162        |
| Multi-dwelling     | 385                 | 66           | \$173,612        | 27           | 36           | \$126,296        | 99.6%        | 90         | 0          | 20           | 11         |
| <b>Total</b>       | <b>6,126</b>        | <b>423</b>   | <b>\$262,794</b> | <b>94</b>    | <b>165</b>   | <b>\$137,268</b> | <b>91.0%</b> | <b>221</b> | <b>2</b>   | <b>242</b>   | <b>190</b> |
| <b>Grand Total</b> | <b>17,976</b>       | <b>3,269</b> | <b>\$177,938</b> | <b>1,339</b> | <b>2,362</b> | <b>\$169,014</b> | <b>96.0%</b> | <b>107</b> | <b>141</b> | <b>1,032</b> | <b>661</b> |