

Heartland Multiple Listing Service

Activity Report November 2013

Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% SP/LP	Avg DOM	Withdrawn	Expired	BOM
Residential											
Area 101	17	3	\$116,666	1	3	\$166,683	98.3%	54	1	0	2
Area 102	77	15	\$217,340	5	13	\$109,927	97.9%	68	1	9	6
Area 103	373	69	\$130,160	27	72	\$133,180	96.6%	88	4	22	17
Area 104	357	75	\$246,047	38	66	\$224,083	99.7%	86	3	11	10
Area 105	126	33	\$100,845	13	19	\$78,922	96.7%	73	1	7	4
Area 106	230	41	\$170,450	15	39	\$184,360	98.2%	81	5	9	12
Area 107	224	50	\$153,421	20	25	\$128,206	95.2%	95	0	14	14
Area 108	44	8	\$125,600	6	6	\$38,000	93.9%	133	0	3	3
Area 109	177	24	\$150,628	8	11	\$207,663	97.1%	132	0	13	6
Area 110	177	18	\$250,275	13	20	\$195,311	98.5%	85	2	12	6
Area 111	181	22	\$115,890	6	16	\$156,628	92.9%	69	1	18	8
Area 112	202	43	\$146,402	9	11	\$137,795	91.5%	114	1	4	9
Area 113	40	10	\$115,510	2	6	\$152,598	96.0%	85	0	5	3
Area 114	135	28	\$266,819	8	28	\$212,816	99.2%	69	2	2	2
Area 115	421	79	\$234,973	32	74	\$229,270	96.6%	78	6	26	19
Area 202	1,159	277	\$149,586	50	149	\$146,091	95.0%	81	6	68	47
Area 203	599	156	\$103,319	51	101	\$84,411	95.6%	82	4	35	36
Area 204	791	136	\$272,485	42	121	\$217,562	98.0%	88	13	53	29
Area 205	377	71	\$85,125	29	54	\$76,480	94.1%	96	3	27	22
Area 206	739	147	\$100,718	43	112	\$85,837	96.4%	84	4	41	27
Area 207	537	101	\$166,884	41	100	\$136,707	97.6%	80	6	35	22
Area 208	630	129	\$212,793	47	86	\$151,106	95.9%	109	12	46	34
Area 210	204	32	\$104,059	9	22	\$102,248	97.0%	51	1	17	9
Area 220	129	27	\$126,505	7	6	\$138,483	96.9%	134	5	10	5
Area 230	85	16	\$524,600	7	7	\$122,714	96.2%	131	1	1	2
Area 310	293	96	\$316,827	34	89	\$284,975	96.0%	61	4	26	13
Area 315	263	82	\$226,377	37	64	\$238,966	99.5%	66	5	13	9
Area 320	343	125	\$214,408	52	109	\$246,777	97.4%	53	4	21	22
Area 325	218	61	\$317,475	22	48	\$276,268	100.2%	62	3	15	13
Area 330	285	67	\$254,089	27	76	\$246,546	99.1%	61	4	12	7
Area 335	272	89	\$216,846	48	93	\$214,745	98.4%	56	3	15	15
Area 340	183	54	\$347,774	26	60	\$374,527	97.1%	59	4	10	9
Area 345	386	87	\$499,665	20	95	\$446,451	98.6%	68	6	18	13
Area 350	18	5	\$159,950	1	0			50	0	3	1
Area 355	4	1	\$1,475,000	0	0				0	0	0
Area 360	139	29	\$178,450	16	28	\$161,740	98.4%	42	3	9	3
Area 370	63	14	\$182,354	7	14	\$207,093	98.8%	93	1	2	1
Area 380	210	40	\$217,408	19	27	\$171,072	96.1%	100	0	23	13
Area 385	189	28	\$155,628	12	25	\$112,249	93.2%	63	1	12	6
Area 390	95	12	\$128,645	4	4	\$104,625	88.2%	172	3	10	3
Area 401	50	6	\$32,966	1	4	\$13,850	82.9%	157	0	0	1
Area 403	37	6	\$54,116	3	9	\$18,061	94.8%	80	1	4	0
Area 405	41	10	\$67,205	2	6	\$83,083	93.9%	194	0	5	0
Area 407	33	13	\$52,636	3	5	\$38,850	90.0%	165	1	4	4
Area 409	55	19	\$43,389	5	9	\$30,108	97.6%	28	0	6	2
Area 411	55	11	\$42,918	3	9	\$46,152	102.1%	53	0	3	2
Area 413	65	21	\$100,464	4	13	\$67,011	94.5%	93	0	2	4
Area 415	20	7	\$89,257	4	2	\$88,453	93.1%	68	0	0	0
Area 417	58	10	\$84,460	3	8	\$82,125	95.2%	48	1	6	2
Area 419	81	14	\$80,564	10	15	\$66,014	94.3%	90	1	2	2
Area 421	89	19	\$178,902	9	16	\$219,236	97.1%	131	2	8	5

Heartland Multiple Listing Service

Activity Report

November 2013

Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% SP/LP	Avg DOM	Withdrawn	Expired	BOM
Area 423	76	20	\$113,950	7	16	\$112,180	95.3%	106	0	5	1
Area 425	196	40	\$248,669	14	28	\$222,228	97.8%	97	1	16	1
Area 427	301	55	\$131,134	16	39	\$148,142	96.8%	107	6	22	11
Area 440	73	10	\$119,120	1	7	\$124,557	95.1%	163	2	5	0
Area 450	168	32	\$170,129	15	23	\$157,421	96.1%	76	1	16	2
Area 997	0	0		0	0				0	0	0
Area 998	296	49	\$104,296	14	17	\$74,191	94.6%	133	1	22	11
Area 999	91	19	\$154,286	12	9	\$38,811	89.2%	74	0	4	1
	12,777	2,761	\$192,180	980	2,134	\$148,814	95.9%	90	140	807	531
Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% LP/SP	Avg DOM	Withdrawn	Expired	BOM
Commercial	682	48	\$389,913	9	13	\$166,992	91.0%	284	1	33	45
Lots & Land	4,878	229	\$179,079	37	97	\$139,734	90.9%	333	19	180	124
Multi-dwelling	408	70	\$138,987	21	39	\$141,737	95.1%	82	4	42	12
Total	5,968	347	\$235,993	67	149	\$149,488	92.3%	233	24	255	181
Grand Total	17,390	3,108	\$193,590	1,052	2,283	\$184,880	97.1%	89	164	1,062	712