

# Heartland Multiple Listing Service

## Activity Report

October 2009

Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% SP/LP	Avg DOM	Withdrawn	Expired	BOM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	32	6	\$172,058	3	5	\$104,780	96.5%	73	0	0	3
Area 102	119	25	\$131,487	8	18	\$137,916	96.3%	100	2	5	7
Area 103	457	150	\$144,498	55	90	\$123,847	97.5%	94	6	24	15
Area 104	479	117	\$206,334	53	72	\$196,976	98.4%	111	2	17	19
Area 105	137	41	\$108,025	24	26	\$96,744	98.2%	63	3	12	7
Area 106	257	64	\$207,182	30	62	\$170,881	97.2%	150	5	77	10
Area 107	263	46	\$140,005	23	33	\$133,770	94.9%	74	2	18	17
Area 108	58	14	\$78,621	5	8	\$66,175	92.4%	181	1	7	1
Area 109	196	34	\$157,679	12	22	\$128,269	95.6%	84	6	21	8
Area 110	194	36	\$222,233	12	35	\$179,133	98.3%	101	2	15	6
Area 111	240	35	\$140,257	12	25	\$90,719	89.4%	91	0	22	17
Area 112	210	42	\$171,554	21	31	\$155,470	97.0%	66	0	9	8
Area 113	56	12	\$264,775	4	6	\$152,875	91.5%	45	1	2	4
Area 114	164	33	\$231,376	19	32	\$228,483	96.5%	122	0	10	12
Area 115	578	106	\$237,845	46	76	\$180,620	97.0%	99	6	36	25
Area 202	2,209	428	\$148,478	93	205	\$115,089	95.5%	88	14	120	88
Area 203	877	221	\$101,691	66	152	\$90,527	96.4%	73	6	46	40
Area 204	1,022	240	\$225,754	101	155	\$199,923	96.2%	119	8	61	30
Area 205	461	132	\$94,802	54	74	\$85,290	96.4%	102	0	32	25
Area 206	908	201	\$114,061	87	150	\$85,737	96.2%	76	11	63	44
Area 207	703	162	\$176,957	57	128	\$138,290	96.6%	92	9	39	20
Area 208	884	145	\$182,786	48	119	\$146,605	104.0%	111	14	75	44
Area 210	236	42	\$120,544	13	31	\$114,834	95.0%	96	0	18	16
Area 220	146	28	\$149,324	14	15	\$91,896	96.3%	85	4	19	4
Area 230	124	22	\$130,395	3	7	\$117,928	93.5%	44	1	14	7
Area 310	434	132	\$283,405	36	112	\$177,182	96.2%	69	5	30	23
Area 315	379	110	\$269,071	36	98	\$210,318	97.3%	123	8	19	21
Area 320	583	177	\$229,073	64	132	\$193,922	96.7%	64	6	28	31
Area 325	331	72	\$287,044	34	50	\$231,868	97.1%	112	5	21	6
Area 330	484	108	\$252,926	40	92	\$216,597	98.0%	107	9	29	12
Area 335	488	150	\$205,431	51	102	\$190,919	98.7%	82	2	18	14
Area 340	374	95	\$329,975	26	78	\$271,899	96.6%	63	7	25	11
Area 345	632	103	\$448,695	35	92	\$346,372	95.7%	191	5	35	16
Area 350	44	7	\$164,471	2	3	\$184,447	97.9%	151	0	3	3
Area 355	19	5	\$660,569	0	1	\$125,000	80.7%	121	1	1	1
Area 360	201	42	\$166,499	17	45	\$159,002	99.0%	107	3	18	9
Area 370	69	16	\$157,561	7	8	\$178,425	85.4%	86	2	6	1
Area 380	352	71	\$234,349	19	35	\$170,620	95.6%	126	3	38	24
Area 385	190	25	\$133,810	19	22	\$130,302	94.2%	91	0	17	17
Area 390	102	14	\$295,939	4	8	\$69,237	95.8%	170	1	13	4
Area 401	42	11	\$33,890	2	1	\$10,000	100.0%		1	6	3
Area 403	113	29	\$48,385	2	18	\$53,736	95.4%	131	1	5	3
Area 405	78	28	\$113,955	5	6	\$64,500	92.3%	123	0	5	5
Area 407	69	16	\$63,868	4	12	\$60,516	94.4%	155	0	2	4
Area 409	115	30	\$47,619	5	14	\$35,800	93.6%	136	2	10	4
Area 411	96	27	\$69,789	11	9	\$39,138	93.8%	105	0	7	4
Area 413	89	19	\$90,728	10	8	\$85,323	99.8%	67	2	3	3
Area 415	33	5	\$86,360	0	1	\$87,000	100.0%	23	0	1	1
Area 417	83	18	\$94,838	7	12	\$118,316	99.0%	125	2	7	5
Area 419	148	37	\$95,320	10	14	\$94,635	95.4%	69	1	8	8
Area 421	168	25	\$230,323	11	24	\$200,699	97.4%	216	0	12	6

Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% SP/LP	Avg DOM	Withdrawn	Expired	BOM
Area 423	78	12	\$171,870	10	12	\$120,475	95.6%	136	0	6	1
Area 425	241	50	\$208,075	13	30	\$206,405	97.0%	137	3	7	15
Area 427	321	89	\$160,533	19	40	\$137,828	96.3%	120	5	16	18
Area 440	80	17	\$151,976	5	7	\$123,435	89.0%	175	0	3	4
Area 450	194	50	\$207,824	18	20	\$165,760	94.9%	83	3	22	8
Area 997	0	0		0	0				0	0	0
Area 998	270	50	\$102,957	16	22	\$65,633	91.2%	72	2	25	20
Area 999	152	46	\$95,713	33	41	\$56,058	95.6%	93	1	4	8
	<b>18,062</b>	<b>4,068</b>	<b>\$176,751</b>	<b>1,434</b>	<b>2,746</b>	<b>\$136,451</b>	<b>95.7%</b>	<b>105</b>	<b>183</b>	<b>1,212</b>	<b>790</b>

Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% LP/SP	Avg DOM	Withdrawn	Expired	BOM
Commercial	683	73	\$629,506	9	11	\$210,090	87.8%	58	4	57	25
Lots & Land	6,329	517	\$135,155	23	56	\$111,207	86.1%	190	16	305	166
Multi-dwelling	612	90	\$172,168	22	47	\$79,522	86.2%	126	10	45	31
<b>Total</b>	<b>7,624</b>	<b>680</b>	<b>\$312,276</b>	<b>54</b>	<b>114</b>	<b>\$133,606</b>	<b>86.7%</b>	<b>125</b>	<b>30</b>	<b>407</b>	<b>222</b>
<b>Grand Total</b>	<b>24,496</b>	<b>4,748</b>	<b>\$185,990</b>	<b>1,487</b>	<b>2,860</b>	<b>\$156,065</b>	<b>96.5%</b>	<b>103</b>	<b>213</b>	<b>1,619</b>	<b>1,012</b>