

Heartland Multiple Listing Service

Activity Report October 2011

| 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Type/Area | Available Inventory | New | Avg List Price | Pending | Sales | Avg Sale Price | % SP/LP | Avg DOM | Withdrawn | Expired | BOM |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 | 5 | \$100,860 | 4 | 3 | \$66,966 | 96.7% | 39 | 0 | 3 | 1 |
| Area 102 | 108 | 25 | \$139,686 | 4 | 15 | \$93,538 | 94.6% | 117 | 4 | 8 | 1 |
| Area 103 | 483 | 102 | \$140,461 | 37 | 72 | \$100,279 | 96.0% | 80 | 4 | 39 | 16 |
| Area 104 | 440 | 92 | \$216,756 | 29 | 63 | \$173,806 | 98.1% | 138 | 1 | 26 | 12 |
| Area 105 | 157 | 42 | \$79,152 | 17 | 16 | \$63,263 | 93.6% | 91 | 1 | 10 | 4 |
| Area 106 | 280 | 51 | \$149,813 | 18 | 40 | \$151,257 | 97.6% | 131 | 4 | 27 | 8 |
| Area 107 | 251 | 42 | \$136,103 | 12 | 25 | \$123,742 | 95.5% | 72 | 7 | 21 | 15 |
| Area 108 | 51 | 6 | \$88,949 | 4 | 6 | \$105,741 | 87.3% | 195 | 0 | 1 | 5 |
| Area 109 | 226 | 34 | \$139,055 | 13 | 20 | \$109,270 | 95.1% | 107 | 2 | 25 | 9 |
| Area 110 | 162 | 25 | \$210,612 | 14 | 21 | \$197,716 | 95.9% | 155 | 2 | 17 | 8 |
| Area 111 | 212 | 25 | \$134,228 | 9 | 17 | \$86,464 | 98.0% | 116 | 2 | 34 | 9 |
| Area 112 | 209 | 49 | \$146,883 | 19 | 24 | \$137,475 | 96.0% | 92 | 2 | 15 | 3 |
| Area 113 | 48 | 11 | \$151,018 | 1 | 7 | \$225,842 | 87.9% | 134 | 0 | 3 | 3 |
| Area 114 | 130 | 31 | \$212,332 | 18 | 21 | \$223,490 | 97.7% | 169 | 1 | 10 | 13 |
| Area 115 | 557 | 107 | \$250,911 | 35 | 70 | \$199,646 | 96.8% | 138 | 2 | 37 | 18 |
| Area 202 | 1,483 | 288 | \$133,899 | 65 | 138 | \$122,239 | 91.9% | 156 | 25 | 105 | 58 |
| Area 203 | 877 | 187 | \$91,929 | 47 | 124 | \$89,986 | 94.8% | 98 | 1 | 54 | 24 |
| Area 204 | 967 | 210 | \$221,148 | 51 | 110 | \$208,993 | 95.2% | 118 | 4 | 65 | 30 |
| Area 205 | 485 | 93 | \$74,758 | 28 | 52 | \$67,926 | 93.5% | 104 | 5 | 42 | 15 |
| Area 206 | 919 | 193 | \$91,354 | 57 | 124 | \$78,426 | 94.5% | 92 | 1 | 77 | 19 |
| Area 207 | 588 | 148 | \$154,062 | 44 | 68 | \$129,520 | 96.3% | 105 | 3 | 37 | 16 |
| Area 208 | 861 | 168 | \$179,334 | 49 | 82 | \$130,031 | 96.1% | 135 | 5 | 58 | 34 |
| Area 210 | 234 | 32 | \$126,587 | 10 | 16 | \$108,382 | 93.3% | 99 | 3 | 15 | 11 |
| Area 220 | 141 | 19 | \$125,973 | 8 | 16 | \$107,042 | 95.8% | 95 | 0 | 12 | 10 |
| Area 230 | 112 | 17 | \$132,070 | 1 | 8 | \$96,250 | 94.5% | 84 | 0 | 9 | 2 |
| Area 310 | 462 | 94 | \$264,419 | 33 | 64 | \$211,176 | 92.9% | 88 | 7 | 32 | 15 |
| Area 315 | 427 | 76 | \$232,786 | 18 | 49 | \$210,420 | 95.1% | 94 | 5 | 35 | 13 |
| Area 320 | 601 | 142 | \$205,483 | 40 | 87 | \$196,364 | 94.4% | 84 | 10 | 40 | 18 |
| Area 325 | 282 | 60 | \$296,209 | 26 | 41 | \$235,558 | 96.6% | 101 | 3 | 23 | 8 |
| Area 330 | 432 | 102 | \$257,290 | 36 | 73 | \$240,873 | 97.0% | 98 | 3 | 28 | 21 |
| Area 335 | 476 | 95 | \$283,631 | 28 | 63 | \$179,316 | 97.5% | 88 | 2 | 27 | 10 |
| Area 340 | 382 | 86 | \$326,292 | 21 | 53 | \$324,278 | 94.3% | 119 | 7 | 33 | 10 |
| Area 345 | 573 | 106 | \$407,913 | 45 | 73 | \$405,428 | 95.9% | 110 | 2 | 22 | 13 |
| Area 350 | 42 | 8 | \$192,875 | 2 | 4 | \$139,987 | 97.4% | 94 | 0 | 1 | 0 |
| Area 355 | 9 | 1 | \$325,000 | 0 | 1 | \$450,000 | 90.0% | 271 | 0 | 1 | 0 |
| Area 360 | 178 | 38 | \$161,123 | 18 | 16 | \$129,178 | 98.0% | 125 | 1 | 19 | 6 |
| Area 370 | 86 | 13 | \$227,792 | 8 | 8 | \$208,471 | 99.2% | 162 | 2 | 4 | 1 |
| Area 380 | 300 | 51 | \$245,618 | 20 | 21 | \$118,959 | 94.3% | 165 | 3 | 34 | 14 |
| Area 385 | 191 | 42 | \$126,546 | 18 | 28 | \$100,409 | 91.3% | 115 | 0 | 40 | 10 |
| Area 390 | 114 | 15 | \$139,343 | 3 | 10 | \$90,250 | 94.2% | 80 | 0 | 8 | 7 |
| Area 401 | 23 | 2 | \$57,499 | 1 | 5 | \$15,010 | 89.4% | 125 | 0 | 1 | 0 |
| Area 403 | 75 | 16 | \$49,946 | 1 | 12 | \$18,354 | 86.7% | 82 | 0 | 3 | 2 |
| Area 405 | 55 | 13 | \$78,980 | 2 | 6 | \$91,533 | 96.2% | 146 | 0 | 6 | 0 |
| Area 407 | 39 | 7 | \$55,607 | 0 | 11 | \$43,598 | 95.2% | 70 | 0 | 2 | 1 |
| Area 409 | 108 | 21 | \$42,205 | 6 | 14 | \$14,764 | 79.7% | 71 | 1 | 10 | 6 |
| Area 411 | 82 | 20 | \$54,827 | 6 | 10 | \$34,790 | 95.9% | 57 | 0 | 7 | 3 |
| Area 413 | 94 | 24 | \$64,847 | 4 | 11 | \$42,905 | 91.0% | 52 | 0 | 9 | 0 |
| Area 415 | 28 | 4 | \$95,012 | 1 | 3 | \$57,150 | 100.3% | 36 | 0 | 5 | 0 |
| Area 417 | 95 | 21 | \$107,404 | 7 | 8 | \$54,856 | 89.3% | 59 | 0 | 8 | 3 |
| Area 419 | 135 | 33 | \$86,055 | 10 | 16 | \$48,400 | 97.7% | 59 | 1 | 9 | 6 |
| Area 421 | 99 | 16 | \$234,746 | 7 | 13 | \$190,093 | 97.9% | 120 | 1 | 2 | 3 |

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Activity Report

October 2011

| Property Type/Area | Available Inventory | New | Avg List Price | Pending | Sales | Avg Sale Price | % SP/LP | Avg DOM | Withdrawn | Expired | BOM |
|--------------------|---------------------|--------------|------------------|--------------|--------------|------------------|--------------|------------|------------|--------------|------------|
| Area 423 | 80 | 22 | \$127,786 | 3 | 12 | \$120,037 | 92.5% | 88 | 0 | 2 | 1 |
| Area 425 | 208 | 40 | \$230,958 | 10 | 19 | \$163,178 | 95.2% | 228 | 0 | 17 | 12 |
| Area 427 | 343 | 67 | \$131,798 | 18 | 35 | \$149,760 | 97.3% | 116 | 8 | 29 | 10 |
| Area 440 | 72 | 5 | \$155,640 | 4 | 4 | \$101,382 | 93.9% | 124 | 0 | 12 | 1 |
| Area 450 | 216 | 63 | \$209,953 | 5 | 15 | \$196,606 | 95.2% | 105 | 2 | 19 | 4 |
| Area 997 | 0 | 0 | | 0 | 0 | | | | 0 | 0 | 0 |
| Area 998 | 250 | 29 | \$116,058 | 14 | 13 | \$92,157 | 94.6% | 165 | 2 | 25 | 15 |
| Area 999 | 91 | 17 | \$119,079 | 5 | 6 | \$44,955 | 87.8% | 120 | 0 | 10 | 2 |
| | 16,646 | 3,351 | \$161,011 | 1,014 | 1,962 | \$136,508 | 94.4% | 112 | 139 | 1,273 | 559 |
| Property Type/Area | Available Inventory | New | Avg List Price | Pending | Sales | Avg Sale Price | % LP/SP | Avg DOM | Withdrawn | Expired | BOM |
| Commercial | 740 | 56 | \$560,352 | 10 | 9 | \$94,488 | 84.4% | 515 | 4 | 53 | 26 |
| Lots & Land | 5,716 | 205 | \$248,976 | 29 | 68 | \$134,008 | 93.1% | 194 | 3 | 229 | 197 |
| Multi-dwelling | 505 | 71 | \$253,899 | 16 | 43 | \$213,484 | 92.4% | 157 | 0 | 26 | 15 |
| Total | 6,961 | 332 | \$354,409 | 55 | 120 | \$147,327 | 89.9% | 289 | 7 | 308 | 238 |
| Grand Total | 22,453 | 3,683 | \$189,615 | 1,075 | 2,082 | \$157,071 | 95.1% | 115 | 146 | 1,581 | 797 |