

Heartland Multiple Listing Service

Activity Report October 2012

Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% SP/LP	Avg DOM	Withdrawn	Expired	BOM
Residential											
Area 101	16	4	\$151,875	0	3	\$120,966	97.1%	98	0	0	0
Area 102	92	29	\$262,246	9	17	\$99,643	97.8%	90	2	4	3
Area 103	445	139	\$127,942	51	86	\$113,500	97.2%	84	3	22	12
Area 104	390	101	\$216,766	39	78	\$241,570	100.5%	141	0	19	14
Area 105	119	25	\$73,554	11	31	\$66,324	96.9%	70	1	16	2
Area 106	236	69	\$165,254	24	41	\$172,091	98.4%	94	0	14	8
Area 107	241	47	\$133,102	19	32	\$136,187	97.5%	97	2	18	11
Area 108	63	16	\$83,612	3	8	\$55,512	95.7%	40	0	1	1
Area 109	219	36	\$176,179	9	19	\$123,928	90.7%	146	1	12	2
Area 110	154	36	\$218,086	13	16	\$199,331	97.1%	133	2	6	6
Area 111	199	26	\$141,484	13	26	\$92,826	94.3%	109	3	20	7
Area 112	218	57	\$180,522	20	16	\$131,528	98.4%	130	0	9	5
Area 113	32	10	\$189,740	5	7	\$139,400	89.6%	146	0	2	1
Area 114	166	39	\$205,220	17	22	\$239,335	98.7%	109	0	7	9
Area 115	483	121	\$224,177	58	99	\$189,513	97.4%	83	4	32	14
Area 202	1,184	263	\$167,045	91	217	\$147,190	92.5%	89	18	76	56
Area 203	667	186	\$93,165	67	136	\$82,616	95.8%	66	7	31	28
Area 204	858	179	\$223,904	84	162	\$210,817	97.6%	98	5	44	32
Area 205	417	115	\$76,189	47	56	\$66,230	94.0%	98	4	24	8
Area 206	816	204	\$86,378	72	131	\$72,168	96.2%	83	4	50	32
Area 207	564	147	\$159,218	64	101	\$160,193	96.7%	96	3	38	22
Area 208	713	154	\$155,875	81	96	\$148,890	96.3%	100	5	55	45
Area 210	241	49	\$100,427	12	26	\$97,230	94.0%	117	3	16	7
Area 220	142	25	\$134,696	7	19	\$122,517	96.9%	87	0	9	3
Area 230	104	14	\$111,742	7	2	\$40,790	94.9%	66	1	7	3
Area 310	355	101	\$235,917	45	83	\$236,502	95.4%	73	4	24	14
Area 315	336	89	\$242,739	39	72	\$216,500	98.2%	98	5	14	12
Area 320	437	131	\$223,813	57	112	\$209,813	96.4%	81	7	22	16
Area 325	231	68	\$353,526	22	52	\$229,653	96.9%	80	2	16	3
Area 330	327	106	\$271,496	57	74	\$234,725	98.9%	79	3	21	9
Area 335	320	91	\$273,252	47	75	\$199,274	98.1%	95	4	16	12
Area 340	254	113	\$353,623	46	99	\$275,596	96.2%	69	3	18	7
Area 345	509	157	\$466,582	60	90	\$407,704	97.4%	90	3	17	20
Area 350	36	8	\$228,718	4	3	\$130,966	97.3%	114	0	3	1
Area 355	9	0		0	3	\$267,450	92.7%	89	0	1	2
Area 360	156	39	\$166,045	11	27	\$148,976	98.0%	68	2	13	4
Area 370	77	16	\$241,026	4	5	\$171,900	98.5%	123	1	1	6
Area 380	245	50	\$194,506	25	34	\$162,831	96.2%	112	1	21	11
Area 385	229	36	\$103,441	12	19	\$118,834	94.6%	101	1	25	12
Area 390	81	12	\$101,245	5	7	\$75,164	91.3%	72	0	11	3
Area 401	38	11	\$26,305	3	3	\$8,933	82.3%	150	0	2	0
Area 403	58	26	\$58,475	8	5	\$50,080	88.0%	149	0	2	0
Area 405	60	12	\$101,616	3	9	\$82,955	95.7%	105	0	3	4
Area 407	28	7	\$79,614	3	6	\$55,546	96.0%	53	0	0	1
Area 409	65	22	\$29,839	8	13	\$22,230	93.7%	23	1	8	3
Area 411	63	21	\$80,637	3	12	\$40,187	91.8%	53	0	8	2
Area 413	50	15	\$67,146	5	16	\$56,667	92.2%	77	3	5	4
Area 415	22	7	\$97,685	2	2	\$90,750	94.5%	72	0	1	0
Area 417	83	17	\$85,494	1	9	\$76,100	92.8%	64	0	6	3
Area 419	111	26	\$86,713	12	14	\$52,521	91.6%	43	0	10	11
Area 421	81	10	\$243,015	6	17	\$244,382	98.6%	97	1	5	3

Heartland Multiple Listing Service

Activity Report

October 2012

Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% SP/LP	Avg DOM	Withdrawn	Expired	BOM
Area 423	72	15	\$151,296	9	12	\$103,724	95.5%	86	0	4	3
Area 425	192	46	\$188,794	11	24	\$184,469	97.4%	148	1	21	6
Area 427	298	52	\$123,084	31	32	\$152,562	94.7%	102	6	18	8
Area 440	66	9	\$128,394	7	5	\$83,800	94.3%	82	1	6	3
Area 450	167	35	\$214,361	17	20	\$140,968	94.3%	60	2	26	10
Area 997	0	0		0	0				0	0	0
Area 998	302	37	\$93,663	18	20	\$55,258	92.5%	73	1	10	13
Area 999	93	25	\$103,300	14	14	\$47,753	90.2%	129	2	6	2
	14,230	3,501	\$162,698	1,418	2,435	\$136,294	95.2%	93	122	896	539
Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% LP/SP	Avg DOM	Withdrawn	Expired	BOM
Commercial	695	63	\$260,003	13	15	\$85,457	72.7%	99	2	44	27
Lots & Land	5,091	313	\$203,824	79	82	\$156,463	90.5%	425	6	192	200
Multi-dwelling	400	88	\$212,280	30	50	\$121,811	91.2%	108	2	28	12
Total	6,186	464	\$225,369	122	147	\$121,244	84.8%	211	10	264	239
Grand Total	18,951	3,965	\$190,613	1,543	2,582	\$167,099	96.2%	95	132	1,160	778