

Heartland Multiple Listing Service

Activity Report

October 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Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% SP/LP	Avg DOM	Withdrawn	Expired	BOM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	14	2	\$116,350	1	4	\$99,792	99.4%	38	1	0	0
Area 102	94	29	\$146,741	6	12	\$104,136	95.9%	58	1	6	3
Area 103	408	118	\$157,596	39	72	\$135,417	97.2%	70	4	16	16
Area 104	386	112	\$237,777	43	85	\$227,021	100.0%	88	2	5	12
Area 105	120	52	\$96,125	10	27	\$74,839	97.3%	91	1	3	12
Area 106	251	69	\$185,188	24	41	\$170,695	96.9%	70	1	12	17
Area 107	247	53	\$125,095	20	31	\$123,128	96.4%	97	1	16	11
Area 108	41	8	\$77,531	2	11	\$69,781	90.9%	119	0	3	3
Area 109	182	39	\$212,201	15	18	\$138,887	95.5%	110	0	14	11
Area 110	196	41	\$198,196	16	19	\$210,051	97.2%	97	3	9	10
Area 111	189	31	\$137,529	9	22	\$108,854	96.9%	80	1	12	8
Area 112	186	29	\$168,610	12	23	\$167,159	96.8%	96	0	11	6
Area 113	43	10	\$219,230	7	6	\$183,133	100.1%	40	0	3	1
Area 114	142	39	\$286,347	14	25	\$201,404	98.4%	94	1	4	5
Area 115	465	134	\$251,136	40	81	\$189,242	98.0%	76	4	19	15
Area 202	1,149	294	\$186,951	77	190	\$158,597	93.5%	72	11	72	56
Area 203	624	185	\$93,059	60	123	\$102,441	95.1%	68	6	29	40
Area 204	855	213	\$244,439	67	162	\$214,253	97.6%	75	7	46	37
Area 205	413	121	\$85,645	36	60	\$75,703	95.6%	74	4	30	20
Area 206	796	221	\$99,107	56	127	\$74,249	94.6%	73	1	44	35
Area 207	588	168	\$164,180	63	100	\$158,899	97.0%	99	4	24	22
Area 208	674	165	\$196,103	55	116	\$166,436	96.4%	90	15	38	25
Area 210	223	36	\$129,548	12	17	\$116,576	94.4%	169	1	25	11
Area 220	133	30	\$154,080	8	20	\$163,800	95.0%	105	3	5	8
Area 230	91	15	\$154,173	2	6	\$125,450	94.1%	139	1	9	5
Area 310	352	113	\$255,289	30	93	\$206,910	96.5%	69	6	22	16
Area 315	295	109	\$279,738	26	89	\$241,319	98.6%	80	3	13	14
Area 320	400	150	\$242,628	55	117	\$221,877	96.8%	51	1	23	32
Area 325	248	83	\$307,246	27	74	\$269,076	98.3%	42	2	7	7
Area 330	300	102	\$244,139	45	95	\$266,678	99.6%	56	4	15	11
Area 335	321	132	\$249,304	58	98	\$220,020	98.4%	48	2	12	11
Area 340	219	93	\$362,293	28	80	\$325,926	99.2%	41	0	17	12
Area 345	412	120	\$460,197	56	104	\$455,680	98.7%	62	3	14	18
Area 350	20	4	\$86,975	0	6	\$172,750	96.9%	39	0	1	0
Area 355	6	1	\$554,950	0	2	\$442,500	98.3%	128	0	0	0
Area 360	156	56	\$167,704	10	41	\$157,064	98.3%	76	6	8	5
Area 370	71	17	\$227,276	5	19	\$207,587	99.6%	116	0	3	2
Area 380	230	45	\$330,087	12	25	\$154,896	90.9%	80	3	23	10
Area 385	215	51	\$122,915	11	22	\$114,824	95.8%	127	3	17	7
Area 390	96	11	\$175,300	2	12	\$101,083	92.6%	107	1	8	6
Area 401	48	10	\$44,220	1	2	\$45,715	79.2%	131	0	2	2
Area 403	46	16	\$49,365	5	8	\$47,977	94.4%	35	0	1	3
Area 405	52	13	\$80,580	2	7	\$59,457	95.7%	94	1	3	2
Area 407	36	11	\$53,959	3	5	\$72,400	96.6%	49	0	3	1
Area 409	50	16	\$44,442	3	15	\$39,814	97.5%	57	0	4	3
Area 411	59	17	\$52,367	9	10	\$33,966	98.9%	65	0	4	1
Area 413	61	20	\$75,942	5	17	\$75,055	96.2%	80	1	1	6
Area 415	23	5	\$71,060	2	5	\$84,400	89.3%	31	0	2	1
Area 417	59	17	\$85,923	2	5	\$63,690	95.8%	39	0	5	6
Area 419	87	23	\$104,760	7	21	\$83,740	95.3%	83	0	7	4
Area 421	96	26	\$210,924	8	19	\$191,680	98.9%	111	4	9	2

Heartland Multiple Listing Service

Activity Report

October 2013

Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% SP/LP	Avg DOM	Withdrawn	Expired	BOM
Area 423	78	20	\$196,655	6	15	\$151,795	96.9%	91	0	2	2
Area 425	203	49	\$209,020	15	32	\$203,966	98.9%	83	1	18	8
Area 427	315	92	\$128,011	21	26	\$116,898	96.1%	105	7	26	7
Area 440	78	9	\$124,466	5	6	\$162,750	96.4%	66	1	6	4
Area 450	191	31	\$182,245	14	25	\$165,586	95.8%	58	1	11	7
Area 997	0	0		0	0				0	0	0
Area 998	303	49	\$87,670	8	34	\$122,607	93.8%	185	2	18	14
Area 999	99	25	\$131,767	10	18	\$50,350	95.1%	96	1	8	3
	13,735	3,750	\$174,523	1,185	2,545	\$153,276	96.2%	82	126	768	616
Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% LP/SP	Avg DOM	Withdrawn	Expired	BOM
Commercial	702	61	\$290,634	17	18	\$452,616	85.3%	212	0	48	32
Lots & Land	4,933	397	\$169,658	98	113	\$73,326	81.4%	247	1	178	129
Multi-dwelling	416	76	\$175,999	23	37	\$185,229	82.5%	82	1	25	13
Total	6,051	534	\$212,097	138	168	\$237,057	83.0%	180	2	251	174
Grand Total	18,245	4,284	\$194,822	1,331	2,713	\$181,685	96.5%	80	128	1,019	790