

# Heartland Multiple Listing Service

## Activity Report September 2011

Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% SP/LP	Avg DOM	Withdrawn	Expired	BOM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	22	8	\$173,675	0	1	\$22,000	125.7%	59	0	1	2
Area 102	111	16	\$142,943	6	15	\$93,379	97.3%	64	2	6	4
Area 103	539	114	\$124,515	37	69	\$115,493	96.3%	119	6	43	16
Area 104	458	78	\$213,801	35	81	\$202,263	97.5%	119	3	18	8
Area 105	152	44	\$82,895	12	28	\$67,435	95.5%	74	2	8	3
Area 106	320	63	\$199,970	25	44	\$159,470	96.8%	99	6	15	10
Area 107	270	55	\$117,270	23	21	\$112,446	94.6%	128	0	24	9
Area 108	49	14	\$68,964	3	7	\$72,050	95.9%	108	0	8	3
Area 109	242	40	\$159,836	12	17	\$121,300	95.0%	85	2	16	10
Area 110	194	33	\$206,885	12	19	\$190,509	97.8%	117	2	17	6
Area 111	238	37	\$124,390	10	15	\$95,394	93.0%	120	1	15	8
Area 112	217	42	\$156,364	17	35	\$94,932	94.2%	183	4	13	4
Area 113	44	6	\$470,566	2	3	\$142,833	90.5%	131	1	3	0
Area 114	149	28	\$255,453	14	13	\$153,361	94.7%	175	0	11	1
Area 115	591	105	\$213,662	49	62	\$228,023	97.3%	151	7	32	17
Area 202	1,572	298	\$154,165	58	157	\$100,808	91.6%	109	20	108	54
Area 203	889	193	\$100,460	65	138	\$65,353	93.4%	100	10	57	34
Area 204	1,034	194	\$263,616	65	122	\$195,922	96.3%	126	4	63	40
Area 205	523	104	\$87,593	31	72	\$60,610	94.6%	108	2	30	21
Area 206	984	206	\$89,105	66	119	\$67,841	95.3%	97	5	62	38
Area 207	632	135	\$168,167	47	87	\$130,548	97.0%	100	3	35	28
Area 208	865	161	\$174,509	51	99	\$127,182	95.9%	121	13	75	39
Area 210	236	28	\$113,203	8	25	\$97,098	89.7%	166	1	19	11
Area 220	143	27	\$115,577	10	13	\$95,959	97.2%	114	2	14	4
Area 230	105	17	\$84,696	3	12	\$114,275	95.8%	164	1	7	5
Area 310	504	116	\$268,050	28	82	\$166,936	96.0%	79	6	26	20
Area 315	466	111	\$219,391	29	59	\$220,033	96.0%	104	3	20	24
Area 320	633	150	\$207,747	36	95	\$191,128	95.4%	76	7	34	26
Area 325	306	60	\$274,800	20	36	\$274,750	97.6%	100	3	17	5
Area 330	496	97	\$218,768	38	84	\$232,988	99.1%	105	2	27	11
Area 335	486	117	\$192,502	49	77	\$203,286	96.8%	88	4	35	12
Area 340	405	113	\$294,217	42	67	\$265,295	95.8%	87	6	21	19
Area 345	606	142	\$438,801	44	86	\$384,211	97.7%	110	6	24	14
Area 350	36	7	\$232,614	1	6	\$167,491	97.8%	120	0	7	1
Area 355	11	0		1	0				0	1	0
Area 360	190	32	\$158,845	18	35	\$148,131	97.6%	118	0	14	9
Area 370	90	21	\$192,402	2	7	\$141,241	95.8%	144	1	1	5
Area 380	316	40	\$252,113	13	33	\$122,776	95.6%	161	2	33	10
Area 385	204	31	\$131,145	12	22	\$82,275	94.2%	93	2	15	11
Area 390	116	11	\$121,709	9	8	\$130,795	93.1%	95	0	7	3
Area 401	25	7	\$25,842	5	3	\$36,333	93.0%	51	0	8	0
Area 403	73	17	\$45,758	6	10	\$23,655	94.5%	51	1	5	2
Area 405	62	16	\$109,821	2	8	\$91,437	91.6%	164	0	12	4
Area 407	41	6	\$48,575	2	4	\$33,315	94.2%	188	0	3	1
Area 409	124	24	\$41,464	5	17	\$14,779	88.4%	21	0	7	8
Area 411	81	21	\$63,252	10	11	\$30,900	93.3%	85	2	8	1
Area 413	95	20	\$74,320	5	13	\$60,167	97.4%	118	1	6	2
Area 415	32	8	\$92,831	3	6	\$36,900	101.2%	69	0	0	1
Area 417	98	12	\$79,733	5	15	\$71,945	94.9%	85	0	4	9
Area 419	127	29	\$84,013	11	17	\$47,230	92.4%	104	0	10	3
Area 421	108	16	\$264,968	7	21	\$182,138	96.9%	133	1	8	1

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Area 423	76	26	\$146,291	7	15	\$110,726	95.7%	151	0	10	1
Area 425	217	26	\$208,107	8	20	\$170,484	95.6%	97	1	19	6
Area 427	344	61	\$159,220	23	40	\$139,975	97.2%	93	7	19	16
Area 440	74	14	\$269,885	5	10	\$106,519	96.9%	124	1	7	3
Area 450	203	35	\$201,910	8	15	\$152,425	97.5%	64	1	22	3
Area 997	0	0		0	0				0	0	0
Area 998	259	28	\$101,416	11	16	\$71,059	121.2%	184	1	15	13
Area 999	91	22	\$148,679	3	11	\$52,727	94.2%	135	0	9	2
	<b>17,574</b>	<b>3,482</b>	<b>\$165,464</b>	<b>1,129</b>	<b>2,223</b>	<b>\$124,395</b>	<b>96.4%</b>	<b>111</b>	<b>155</b>	<b>1,154</b>	<b>621</b>
Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% LP/SP	Avg DOM	Withdrawn	Expired	BOM
Commercial	737	66	\$281,666	6	12	\$161,625	88.9%	108	1	56	25
Lots & Land	5,857	488	\$153,479	48	61	\$149,343	79.0%	289	10	273	201
Multi-dwelling	524	97	\$234,855	29	44	\$124,210	90.3%	55	2	53	11
<b>Total</b>	<b>7,118</b>	<b>651</b>	<b>\$223,333</b>	<b>83</b>	<b>117</b>	<b>\$145,059</b>	<b>86.1%</b>	<b>151</b>	<b>13</b>	<b>382</b>	<b>237</b>
<b>Grand Total</b>	<b>23,508</b>	<b>4,133</b>	<b>\$182,230</b>	<b>1,215</b>	<b>2,340</b>	<b>\$149,714</b>	<b>95.6%</b>	<b>114</b>	<b>168</b>	<b>1,536</b>	<b>858</b>