

# Heartland Multiple Listing Service

## Activity Report September 2012

Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% SP/LP	Avg DOM	Withdrawn	Expired	BOM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	17	3	\$218,300	1	3	\$46,226	95.3%	48	1	3	0
Area 102	86	17	\$173,897	5	20	\$127,560	95.5%	54	1	7	8
Area 103	462	104	\$131,872	45	62	\$122,623	97.0%	95	5	10	12
Area 104	408	91	\$222,742	25	58	\$214,782	98.8%	92	3	14	5
Area 105	142	28	\$80,039	14	24	\$64,785	95.6%	113	0	11	2
Area 106	247	57	\$174,650	24	38	\$162,608	98.3%	74	3	17	3
Area 107	233	59	\$140,330	28	31	\$130,591	95.1%	75	1	17	8
Area 108	61	15	\$76,133	6	10	\$73,340	95.3%	103	1	2	1
Area 109	222	29	\$216,520	9	19	\$110,606	91.8%	87	1	15	8
Area 110	156	31	\$202,856	12	15	\$248,248	98.5%	194	0	12	5
Area 111	215	40	\$155,520	18	20	\$113,100	96.6%	138	5	9	6
Area 112	228	36	\$175,188	13	21	\$171,176	94.5%	104	2	11	5
Area 113	32	9	\$180,644	4	5	\$149,400	85.9%	272	0	0	1
Area 114	153	38	\$253,790	18	17	\$217,951	95.4%	101	1	4	4
Area 115	538	130	\$256,423	50	90	\$231,654	97.0%	116	2	19	17
Area 202	1,227	316	\$163,504	96	162	\$138,888	95.4%	93	9	84	44
Area 203	676	192	\$92,640	73	122	\$79,037	95.9%	82	5	38	27
Area 204	890	189	\$224,133	88	160	\$205,543	97.5%	84	5	46	33
Area 205	452	81	\$93,185	43	50	\$69,137	95.6%	118	4	30	18
Area 206	855	196	\$86,772	72	108	\$72,163	95.4%	96	3	49	27
Area 207	578	130	\$147,577	52	98	\$161,345	97.8%	109	2	31	13
Area 208	753	131	\$182,464	48	94	\$153,610	97.4%	102	6	49	25
Area 210	231	38	\$117,417	19	17	\$79,147	96.1%	95	2	15	12
Area 220	139	21	\$176,845	12	10	\$134,508	93.9%	123	0	10	1
Area 230	107	20	\$136,680	4	4	\$95,062	97.2%	84	0	15	1
Area 310	376	98	\$235,170	46	70	\$219,619	95.8%	99	4	19	17
Area 315	381	87	\$244,219	32	73	\$214,092	98.8%	62	3	15	12
Area 320	473	141	\$208,332	40	106	\$202,388	97.6%	71	8	20	12
Area 325	250	65	\$309,839	26	49	\$244,056	97.8%	121	2	11	10
Area 330	352	82	\$245,202	52	84	\$242,401	98.6%	67	2	16	5
Area 335	364	87	\$187,237	41	76	\$207,337	98.0%	97	3	8	5
Area 340	300	100	\$340,749	45	72	\$268,210	96.6%	69	5	15	6
Area 345	531	135	\$447,109	53	80	\$421,861	98.2%	110	3	24	10
Area 350	45	7	\$157,950	1	7	\$220,278	93.8%	119	0	4	2
Area 355	12	5	\$374,960	1	2	\$342,500	93.2%	396	0	0	0
Area 360	160	38	\$162,842	15	27	\$149,844	98.4%	69	2	13	4
Area 370	73	12	\$255,350	5	10	\$185,260	100.1%	144	0	2	3
Area 380	255	59	\$223,616	22	40	\$158,776	95.0%	162	4	30	5
Area 385	237	28	\$135,033	14	26	\$123,155	96.0%	134	0	15	9
Area 390	93	27	\$110,490	3	5	\$93,220	89.5%	311	1	8	3
Area 401	37	10	\$39,520	0	1	\$28,000	93.6%	83	0	2	0
Area 403	50	18	\$61,583	3	7	\$40,771	97.3%	33	0	5	0
Area 405	60	16	\$79,639	5	8	\$64,112	92.3%	52	0	1	2
Area 407	32	13	\$69,430	3	13	\$58,165	96.5%	80	0	1	2
Area 409	73	23	\$41,069	9	11	\$26,545	79.4%	87	0	1	1
Area 411	69	20	\$46,359	7	14	\$29,703	96.0%	70	2	9	2
Area 413	62	23	\$74,363	11	11	\$68,664	93.7%	37	1	4	3
Area 415	18	4	\$71,825	1	3	\$55,449	135.5%	71	0	2	1
Area 417	79	18	\$81,927	5	5	\$87,259	101.6%	54	1	1	2
Area 419	119	29	\$80,617	11	17	\$51,829	92.3%	67	0	7	3
Area 421	85	17	\$210,403	5	18	\$180,924	97.6%	78	1	4	3

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Area 423	87	15	\$137,970	4	9	\$141,791	95.9%	121	1	6	4
Area 425	206	43	\$197,108	24	30	\$180,785	96.7%	91	0	18	5
Area 427	315	55	\$138,226	22	32	\$130,229	95.4%	93	5	20	10
Area 440	68	14	\$111,885	4	10	\$124,910	99.6%	37	1	6	5
Area 450	182	37	\$194,508	14	27	\$149,410	95.9%	68	0	19	6
Area 997	0	0		0	0				0	0	0
Area 998	304	47	\$89,393	11	20	\$64,930	93.1%	122	1	19	18
Area 999	92	25	\$89,012	10	9	\$73,346	93.6%	88	0	10	5
	<b>14,948</b>	<b>3,399</b>	<b>\$164,363</b>	<b>1,324</b>	<b>2,230</b>	<b>\$141,774</b>	<b>96.3%</b>	<b>104</b>	<b>112</b>	<b>853</b>	<b>461</b>
Property Type/Area	Available Inventory	New	Avg List Price	Pending	Sales	Avg Sale Price	% LP/SP	Avg DOM	Withdrawn	Expired	BOM
Commercial	695	66	\$295,859	8	7	\$155,428	92.3%	165	2	33	24
Lots & Land	5,139	333	\$346,008	41	91	\$90,723	88.5%	264	7	329	174
Multi-dwelling	404	50	\$180,026	25	25	\$133,056	95.5%	67	3	32	12
<b>Total</b>	<b>6,238</b>	<b>449</b>	<b>\$273,964</b>	<b>74</b>	<b>123</b>	<b>\$126,402</b>	<b>92.1%</b>	<b>165</b>	<b>12</b>	<b>394</b>	<b>210</b>
<b>Grand Total</b>	<b>19,672</b>	<b>3,848</b>	<b>\$199,394</b>	<b>1,399</b>	<b>2,353</b>	<b>\$166,661</b>	<b>96.8%</b>	<b>102</b>	<b>124</b>	<b>1,247</b>	<b>671</b>