

Ruhl &Ruhl REALTORS

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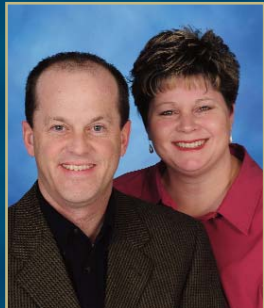
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Real Estate
Facts & Trends
 Ruhl & Ruhl REALTORS • FALL 2010



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Best Time to Buy? Bottom of a Recession!

We're there! Most economists are saying the economy has bottomed out. Seize the opportunity while interest rates are at a 50 year low. (Today, as I write this article, October 12th, interest rates are at 4.125% for a 30-year loan with no points and at 3.75% for a 15-year loan with no points. And for smart people who refinance from a 30-year loan to a 15-year loan, borrowers can pay about 60% less interest over the life of the loan and build their equity faster.)

With what we know today, how many times have you kicked yourself because you could have bought a property in the past? I just told my CFO these rates and heard him say he's considering refinancing his house at 3.75% to buy a rental property. This is an opportunity not to be missed.

The Next Six Months – Sellers Must Have Compelling Pricing

The next six months will be challenging for sellers and Realtors, but will present the best opportunities for buyers and investors. By next spring we anticipate the economy will stabilize, consumer confidence will be bolstered by job increases, and prices hopefully will have bottomed out and turned upward in some markets and price ranges.

Most of our markets are buyer's markets, which is defined as a market in which there is more than six months of inventory. Prices tend to fall if there is too much inventory. If there are 0 - 3 months of inventory, that is a seller's market and homes are appreciating, while 4 - 6 months of inventory is considered a balanced market and prices are stable.

Here is a sampling of our markets' months of inventory, also referred to as absorption rates:

Market	Months of Inventory
Cedar Rapids	8.8 months
Clinton/Camanche/Fulton	9.8 months
Dubuque	7.8 months
Iowa City	16.6 months
Iowa Quad Cities	6 months
Illinois Quad Cities	8 months
Muscatine/Wilton	8.5 months

Each market also varies significantly based on price range, new construction versus existing properties, neighborhoods, condos versus single family homes, etc. Sellers and buyers need to work with their Realtors to make educated pricing decisions based on months of inventory in their niche markets.

In Order For a Property to Sell, It Must Have Compelling (not Competitive) Pricing

Compelling pricing has a powerful and irresistible effect, it commands attention, admiration and respect. It is convincing, persuasive and undeniable, which makes it "the pick of the litter." Competitive pricing is a reasonable, viable and good price. But it's also in line with the price of many other properties with similar features, which makes it part of the "sea of sameness." Sellers must ask their Realtors how to make their price a compelling price that buyers won't be able to resist.

Be Prepared for More Negative Media

Be prepared for more negative media reports on the housing market, and do not take the headlines and stories at face value. Sales in the past 18 months have been totally manipulated by tax credits. So the media will compare unseasonably great sales last year in September, October and November – just prior to the expiration of the tax credit on November 30, 2009 – to

Time to Buy – Continued on page 2

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2010 Regional Real Estate Activity

<i>Through September</i>	Average 2010 Sales Price	% Change in Average Sales Price from 2009	2010 Number Sold	% Change in Number Sold from 2009	2010 Sales Volume	% Change in Sales Volume from 2009	Active Listing Count 2010	% Change In Active Listings from 2009
Cedar Rapids Area	\$154,100	+2%	2,922	+3%	\$450,343,500	+6%	2,394	+34%
Clinton/Camanche/Fulton	\$97,800	+1%	304	+1%	\$29,733,600	+3%	330	+21%
DeWitt	\$136,100	-2%	101	+25%	\$13,748,900	+24%	63	-2%
Dubuque Area	\$151,800	-1%	829	+16%	\$125,849,200	+15%	704	0%
Galena Area	\$207,400	+5%	93	+18%	\$19,291,200	+23%	363	NA
Illinois Quad Cities	\$111,700	-2%	1,187	-6%	\$132,628,200	-8%	1,127	+14%
Iowa Quad Cities	\$164,500	+2%	1,531	+2%	\$251,881,200	+5%	959	-1%
Iowa City Area	\$177,200	-3%	1,855	-1%	\$328,648,200	-5%	1,620	+2%
Maquoketa/Preston/Bellevue	\$104,500	-8%	99	+14%	\$10,340,900	+7%	79	+28%
Muscatine/Wilton	\$120,300	-5%	362	+7%	\$43,541,300	+3%	343	+13%
Southwest Wisconsin	\$113,000	-17%	261	-11%	\$29,492,700	-23%	405	-8%

Time to Buy – Continued from page 1

this year's fall sales, which will be more "normal." They will make it sound awful, when in fact last fall's numbers were inflated.

Likewise, because of the 2010 tax credit that required deals be written by April 30th and closed by June 30th, many sales were accelerated into the first half of 2010, reducing the number of sales in the fall. Responsible media must do their homework and provide the necessary interpretation of the data. Realtors can help the public make good, data driven decisions.

Iowa Quad Cities

Listing Inventory: There are 959 homes and condominiums currently listed for sale in the Iowa Quad Cities, a 1% decrease from the same time last year when there were 964 properties for sale.

Properties Sold: 2% more properties sold and closed through the third quarter of 2010 compared to the same period in 2009, an increase from 1,494 sales to 1,531 sales.

Average Sales Price: The average sales price in the Iowa Quad Cities increased by 2%; from \$160,800 through September of 2009 to \$164,500 through September of 2010.

Residential Sales Volume: Sales volume went up by 5% from \$240,224,900 through the third quarter of 2009 to \$251,881,200 through the

third quarter of 2010.

Illinois Quad Cities

Listing Inventory: The number of properties for sale is up 14%; an increase from 972 listings to 1,127 listings currently on the market. This follows an 8% decrease in active listings during the same time from 2008 to 2009.

Properties Sold: Through the third quarter of 2010, 6% fewer properties sold than in the same period in 2009, comparing 1,187 sales through September this year to 1,257 sales through September last year.

Average Sales Price: The average sales price decreased 2% in the Illinois Quad Cities, from \$114,000 through September of 2009 to \$111,700 through September of 2010.

Residential Sales Volume: Sales volume decreased by 8% in the third quarter of 2010, from \$143,340,100 to \$132,628,200. This follows a 10% decrease in the same period from 2008 to 2009.

Cedar Rapids Area

Listing Inventory: There are 2,394 residential properties currently listed for sale in the Cedar Rapids area, 34% more than the same time last year when there were 1,574 properties listed. This follows a 14% decrease in active listings during the same time from 2008 to 2009.

Properties Sold: Through September

this year, 2,922 properties sold and closed, 3% more than the 2,825 that were sold through September of 2009.

Average Sales Price: The average sales price in the Cedar Rapids region was \$154,100 through September 2010, 2% more than the average sales price of \$150,400 through September of 2009.

Residential Sales Volume: Sales volume increased 6%, from \$424,799,200 through September of 2009 to \$450,343,500 through September of 2010,

Clinton, Camanche & Fulton Listing Inventory: There are 21% more properties currently listed for sale in the Clinton, Camanche and Fulton area; comparing 330 current listings to 262 properties for sale at the same time in 2009.

Properties Sold: 1% more properties sold and closed through the third quarter of 2010, an increase from 300 sales in 2009 to 304 sales in 2010.

Average Sales Price: The average sales price in Clinton, Camanche and Fulton through September 2010 was \$97,800, a 1% increase over the average sales price of \$96,600 during the same period in 2009.

Residential Sales Volume: Sales volume was up 3% through September of 2010, from \$28,985,900 through the third quarter of 2009 to \$29,733,600 through the third quarter of 2010.

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Combined Iowa & Illinois Quad Cities MLS Statistics

Through September	2006	2007	2008	2009	2010
Current MLS Listings	2,181	2,188	2,162	1,936	2,086
Average Sales Price	\$138,900	\$140,700	\$140,300	\$139,400	\$141,500
Total Sales Volume	\$498,979,000	\$481,612,000	\$431,606,200	\$383,565,000	\$384,509,400
Total # of Sales YTD	3,592	3,424	3,077	2,751	2,718

Protect Our Property Values: Short Sales Better Than Foreclosures

While our region doesn't have nearly the foreclosure problem that Florida, Nevada, Arizona and California are experiencing, we do have a substantial number of sellers who are struggling with delinquent mortgages and a growing number of foreclosure properties are coming onto the market.

At Ruhl&Ruhl, for example, we have 1,352 properties listed for sale. Of these, 71 are foreclosures, or 5.25% of our inventory. In addition, Ruhl&Ruhl is managing 88 properties that are in the foreclosure process but not yet listed for sale. So including those, foreclosures would account for 11.8% of our inventory. Further, we have 45 foreclosure properties currently pending, i.e. under

contract to sell, but not yet closed. So foreclosures are definitely negatively impacting our prices and will do so increasingly, unless we can educate sellers to opt for short sales instead.

It behooves all parties – sellers, lenders, buyers and the public – to encourage deals to get together before some prices fall further this winter, and before homes go into foreclosure. We do not want our prices to drop 50% like they did in Florida and Nevada. According to Realty Trac, bank owned properties sold for an average of 35% less than non-foreclosure sales. Foreclosures not only absorb buyers, but also negatively impact the appraisals of the homes that surround them.

Short Sale Option

Sellers who are delinquent on their mortgage and anticipate they may need to sell their property for less than the mortgage amount should contact their mortgage lender as soon as possible to see if they can structure a "short sale" instead of going through foreclosure. It is far less costly than the foreclosure process, does less damage to the homeowner's credit, and can be accomplished faster. The sooner sellers address this with their lender and Realtor, the better the options for the sellers. And short sales don't sell at nearly as discounted a price as foreclosures, and therefore don't hurt the neighborhood property values as much.

Iowa Farm Land – Continued from page 3
increased 3.7%.

"Crop land is selling very quickly in our area, especially if it is high-quality crop land," said Tom Marcus, a Ruhl&Ruhl Realtor in the Maquoketa area, adding that a good farm will sell within 30 days if priced at the current

market value.

"Land is a good investment as compared to the stock market or bank savings account or Certificate of Deposit. There is a good cash rental income off the land and it is never worthless."

Ruhl&Ruhl Farm and Land

Specialists anticipate continued strong growth in value and demand for good quality land, with some of the most attractive buys in the medium quality land class where there is more availability.

Quad Cities New Construction Home Sales

Through September	Active Inventory 9/30/08	Active Inventory 9/30/09	Active Inventory 9/30/10*	Inventory 2010 vs. 2009	Sales 2008	Sales 2009	Sales 2010	Sales 2010 vs. 2009
Scott County	195	131	108	-18%	219	160	189	+18%
Houses	105	80	71	-11%	157	104	136	+31%
Condos/Villas	90	51	37	-27%	62	56	53	-5%
Rock Island County	49	47	43	-9%	33	35	18	-49%
Houses	20	13	16	+23%	20	12	9	-25%
Condos/Villas	29	34	27	-21%	13	23	9	-61%
Scott & Rock Island Counties Combined	244	178	151	-15%	252	195	207	+6%
Houses	125	93	87	-6%	177	116	145	+25%
Condos/Villas	119	85	64	-25%	75	79	62	-22%

*Note: 2010 Active Inventory reflects only homes under construction or completed. This year it does not include homes listed as "To Be Built."
(Source: Quad City Area REALTOR Association Multiple Listing Service. Data may not reflect all real estate activity in the market.)

DeWitt

Listing Inventory: DeWitt's listing inventory is down 2%, from 64 properties listed for sale at the same time last year to 63 properties for sale currently.

Properties Sold: 101 properties sold and closed through the third quarter of 2010, compared to 76 sales in the same period in 2009, a 25% increase. This follows a 7% decrease in properties sold in the same period from 2008 to 2009.

Average Sales Price: The average sales price of homes sold through September 2010 was \$136,100, 2% less than through the third quarter of 2009, when the average sales price was \$138,300.

Residential Sales Volume: Sales volume in DeWitt increased 24% through the third quarter of 2010, from \$10,507,700 in 2009 to \$13,748,900 in 2010.

Dubuque

Listing Inventory: There are 704 residential properties currently listed for sale in the Dubuque region, which is no change from the previous year.

Properties Sold: 16% more properties sold and closed through the third quarter of 2010, an increase from 695 closings through September of 2009 to 829 closings through September of 2010.

Average Sales Price: The average sales price of homes sold through September 2010 was \$151,800, compared to the average sales price of \$153,500 through September 2009, a decrease of 1%.

Residential Sales Volume: Sales volume through the third quarter of 2010 was \$125,849,200, up 15% from \$106,682,100 through the third quarter of 2009.

Iowa City

Listing Inventory: Properties for sale in Iowa City increased 2%; from 1,580 in 2009 to 1,620 homes and condominiums currently on the market.

Properties Sold: Sales have decreased 1% from 1,881 properties sold through the third quarter of 2009 to 1,855 sales closed through the third quarter of

2010.

Average Sales Price: The average sales price of homes sold in the Iowa City region decreased 3%, from \$182,900 through the third quarter of 2009 to \$177,200 through the third quarter of 2010.

Residential Sales Volume: Sales volume decreased 5%, from \$344,125,200 through September of 2009 to \$328,648,200 through September of 2010.

Maquoketa, Preston & Bellevue Listing Inventory: There are 79 properties currently for sale in the Maquoketa, Preston, and Bellevue area, 28% more than the 57 properties listed at the same time in 2009. This follows a 34% decrease in active listings during the same time from 2008 to 2009.

Properties Sold: 14% more properties sold through September of 2010 than through September of 2009, an increase from 85 sales in 2009 to 99 sales in 2010.

Average Sales Price: The average sales price of homes sold through September of 2010 was \$104,500, 8% less than the average sales price of \$112,700 through September of 2009.

Residential Sales Volume: Sales volume grew 7%, from \$9,578,400 through the third quarter of 2009 to \$10,340,900 through the third quarter of 2010.

Muscatine & Wilton Area

Listing Inventory: There are 343 homes and condominiums listed for sale in the Muscatine and Wilton area, 13% more than the same time last year when there were 298 properties for sale.

Properties Sold: There was 7% more residential properties sold through the third quarter of 2010, comparing 336 sales last year to 362 sales through September 2010.

Average Sales Price: The average sales price in the Muscatine area was \$120,300 through September 2010, a 5% decrease from the \$125,900 average sales price through September 2009.

Residential Sales Volume: Sales volume was up 3% in the Muscatine area through September 2010, an increase from \$42,286,400 in 2009 to \$43,541,300 in 2010.

Southwest Wisconsin

Listing Inventory: There are 405 properties currently for sale in the southwest Wisconsin region, an 8% decrease from the same time last year when there were 436 listings.

Properties Sold: There was an 11% decrease in the number of residential properties sold through the third quarter of 2010, comparing 290 sales in 2009 to 261 sales in 2010.

Average Sales Price: The average sales price in the southwest Wisconsin region was \$113,000 through the third quarter of 2010, 17% lower than the \$125,200 average sales price through the third quarter of 2009. This follows a 12% decrease in average sales price from the third quarter of 2008 to the third quarter of 2009.

Residential Sales Volume: Sales volume was down 23% in the area through September 2010, a decrease from \$36,314,700 through the third quarter of 2009 to \$29,492,700 through the third quarter of 2010.

Galena & Surrounding Area

Listing Inventory: There are 363 properties for sale in Galena, Illinois and the surrounding area.

Properties Sold: There was an 18% increase in the number of residential properties sold through the third quarter of 2010 than through the third quarter of 2009, comparing 76 sales in 2009 to 93 sales in 2010.

Average Sales Price: The average sales price was \$207,400 through September 2010, 5% higher than the \$196,700 average sales price through September 2009.

Residential Sales Volume: Sales volume was up 23% in the area through the third quarter of 2010, an increase from \$14,945,800 through September 2009 to \$19,291,200 through September 2010.

New Housing Starts

Through September	2007	2008	2009	2010	% Change from 2009
Iowa Quad Cities	366	266	189	273	+44%
Davenport	86	70	59	83	+41%
Bettendorf & Riverdale	98	75	61	89	+46%
Rural Scott County	90	58	22	43	+95%
Eldridge & Long Grove	25	23	22	26	+18%
LeClaire & Princeton	52	37	21	26	+24%
Blue Grass - City of	15	3	4	6	+50%
Illinois Quad Cities	194	118	95	110	+16%
Moline & Coal Valley	23	18	16	13	-19%
Rock Island	8	10	4	4	0%
East Moline & Hampton	10	5	4	5	+25%
Colona	18	2	2	7	+250%
Port Byron	4	3	1	5	+400%
Geneseo	13	6	4	4	0%
Rural Rock Island County & Milan	62	37	26	38	+46%
Silvis	8	3	5	5	0%
Whiteside County	48	34	33	29	-12%
Iowa City Area	534	426	383	227	-41%
Iowa City	113	85	94	92	-2%
Coralville	78	24	57	24	-58%
North Liberty	278	243	167	60	-64%
Rural Johnson County	41	45	35	28	-20%
West Branch	6	6	5	12	+140%
Williamsburg, Wellman & Kalona	14	23	19	11	-42%
West Liberty	4	0	6	0	0%
Cedar Rapids Area	499	500	468	430	-8%
Cedar Rapids	226	252	278	227	-18%
Marion	183	182	126	128	+2%
Rural Linn County	71	54	54	65	+20%
Hiawatha & Mechanicsville Areas	19	12	10	10	0%
Dubuque Area	340	229	291	264	-9%
Dubuque	72	46	54	65	+20%
East Dubuque	0	0	28	1	-96%
Galena	3	1	3	2	-33%
Jo Daviess County	80	58	30	29	-3%
Peosta	16	16	11	13	+18%
Surrounding Dubuque Area	169	108	165	154	-7%
Muscatine Area	49	37	28	26	-7%
Muscatine	15	8	14	11	-21%
Muscatine County	32	26	13	15	+15%
Wilton	2	3	1	0	0%
Other Areas – Clinton, DeWitt & Maquoketa					
Clinton	41	39	18	18	0%
DeWitt Area	4	7	2	11	+450%
Maquoketa, Preston & Bellevue	9	5	1	1	0%
Total Regional Starts	2,036	1,627	1,475	1,360	-8%

(Source: Municipal offices. There may be additional new homes built which are not included with this data.)

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Iowa Farm Land Increased 8.5% in Value

“Midwestern farm land in general and specifically in our eastern Iowa trade area has been a bright spot in real estate these past several years. Currently demand is outpacing supply especially in the high quality, all tillable farm parcels,” notes Dennis Stolk, Accredited Land Consultant with Ruhl&Ruhl’s Davenport office. “Strong commodity prices, low interest rates, strong cash rents and good crop yields are supporting this demand. Many buyers are realizing the steadiness, safety, yield and value growth of a farm land investment. Annual returns of 3.5% - 4.5% before asset growth are safe and attractive for easily managed farm land.”

The Land Trends and Value Survey, presented by the Iowa Farm and Land Chapter #2 REALTORS Land Institute, reported a statewide average increase of 8.5% for the year from September 2009 to September 2010. An increase of 5.7% occurred statewide in just the last six months, measuring the March 2010 to September 2010 period.

The survey attributed the increase to several contributing factors, including limited amount of land offered for sale, higher commodity prices, lack of alternative investments, strong cash rents, and favorable long-term interest rates.

For the survey, participants are asked to estimate the average value of farm land as of September 1, 2010. These estimates are for bare, unimproved land with a sale price on a cash basis. Pasture and timber land values were also requested as supplemental information.

All nine Iowa crop reporting districts showed an increase. The districts varied from a 9.8% increase in Northwest Iowa, to a 2.4% increase in South Central Iowa for the March 2010 to September 2010 period. The East Central district, where the majority of Ruhl&Ruhl offices are located, increased 5.8% in the past six months and the Northeast district, where the company’s Dubuque office is located,

Iowa Farm Land – Continued on page 7

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Ranked by Appreciation: Our Markets are in Top 14% in Nation

Our local markets continue to provide much more stable home prices than the rest of the country. Real estate continues to be a great investment in our region - based on the appreciation in our markets over the past five years.

While nationally home prices have fallen 4.41%, **over the past five years our markets prices are up: 5.69% in Cedar Rapids, 7.83% in the Quad Cities, 13.67% in Dubuque, and 5.83% in Iowa City.**

According to the Federal Housing Finance Agency, of the 303 MSA's

(Metropolitan Statistical Areas) **ranked by home price appreciation, all of our markets ranked in the top 14% in the nation - Dubuque at 2nd; Cedar Rapids at 10th; the Quad Cities at 41st; and Iowa City at 42nd.**

Comparing the second quarter of 2010 to the second quarter of 2009, home prices increased 0.94% in Cedar Rapids and 2.41% in Dubuque; and decreased 0.81% in the Quad Cities and 0.86% in Iowa City. Nationally, prices fell 1.6%.

Metropolitan Statistical Areas (MSA's)	2010 2nd Quarter National Ranking of 303 MSA's*	Percent Change in House Prices	
		1 Year	5 Years
Cedar Rapids, IA	10	+ 0.94%	+ 5.69%
Davenport - Moline - Rock Island, IA - IL	41	- 0.81%	+ 7.83%
Des Moines - West Des Moines, IA	101	- 2.78%	+ 1.67%
Dubuque, IA	2	+ 2.41%	+ 13.67%
Iowa City, IA	42	- 0.86%	+ 5.83%
USA		- 1.60%	- 4.41%

Information courtesy of Federal Housing Finance Agency (FHFA) for second quarter 2010. FHFA stats always run one quarter behind. Their full report is accessible at www.fhfa.gov.

*Rankings based on annual percentage change in house prices.

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Ruhl&Ruhl REALTORS Announces New Cedar Rapids Office

Caroline Ruhl, President of Ruhl&Ruhl REALTORS, is pleased to announce the addition of a Cedar Rapids Office. Cedar Rapids will be Ruhl&Ruhl's 10th sales office.

"We are excited to open an office in Cedar Rapids so we can better serve our current and future clients in the area," said Ruhl.

Ruhl&Ruhl has been marketing homes in Cedar Rapids for four years from their Iowa City office and

currently has 20 agents who belong to the Cedar Rapids MLS with two more in pre-licensing classes. The company recently opened a temporary office located at 383 Collins Road, NE, Suite 100, Cedar Rapids.

Ruhl&Ruhl plans to have a grand opening at their new office at 5805 Council Street, NE, Cedar Rapids in December. This state-of-the-art facility is currently being built out, with occupancy expected in November.

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Regi

2010 Through September

Iowa Quad Cities (Quad City Area Realtor Assoc.)

- Davenport
- Bettendorf & Riverdale
- Blue Grass, Buffalo, Durant & Walcott
- LeClaire, Pleasant Valley & Princeton
- North Scott
- Miscellaneous
- Condominiums

Illinois Quad Cities (Quad City Area Realtor Assoc.)

- Rock Island
- Milan & Rural Rock Island County
- Moline
- Coal Valley, Rural Moline, Miscellaneous
- East Moline & Silvis
- Port Byron, Upper Rock Island Co.
- Mercer County
- Henry County South
- Henry County North, Colona, Geneseo, Whiteside
- Condominiums

Iowa City Area (Iowa City Area Assoc. of Realtors)

- Iowa City
- Coralville
- North Liberty, Oxford, Tiffin & Conroy
- Tipton & West Branch
- West Liberty, Lone Tree & Hills
- Williamsburg, Kalona, Wellman & Riverside
- Corridor Area
- Miscellaneous
- Condominiums

Cedar Rapids Area (Cedar Rapids Area Assoc. of Realtors)

- Southeast Cedar Rapids
- Northeast Cedar Rapids
- Southwest Cedar Rapids
- Northwest Cedar Rapids (including Hiawatha & Robin)
- Marion
- East of I-380: Mechanicsville, Anamosa, Mt. Vernon,
- West of I-380: Walford, Fairfax, Atkins, etc.
- Corridor Area: Solon, Ely, Swisher
- Condominiums

Dubuque Area (Dubuque Board of Realtors)

- Dubuque
- North, South and West Dubuque
- Illinois
- Wisconsin

Muscatine Area (Muscatine Board of Realtors)

- Muscatine
- Wilton
- Muscatine Outlying
- Condominiums

Wisconsin (South Central Wisconsin MLS)

- Grant County
- Lafayette County

Clinton, Camanche, Fulton Areas (Clinton Board of Realtors)

DeWitt Area (Quad City Area Realtor Assoc.)

Galena & Surrounding Area

Maquoketa, Preston & Bellevue Area (Jackson Co. Board of Realtors)

(This representation is based in part on data supplied by the REALTOR's Multiple Listing Service. REALTOR's do not warrant, guarantee or is in any way responsible for its accuracy. Data maintained by the REALTOR's Multiple Listing Service.)

onal Residential Real Estate Activity

	Current MLS Listings	% of Active Listings	2010 Avg. Sales Price	2010 Sales Volume	2010 # Sold	% of Unit Sales	Sale/ List	2009 # Sold	2009 Avg. Sales Price	2009 Sales Volume
	959		\$164,500	\$251,881,200	1,531		97%	1,494	\$160,800	\$240,224,900
	477	50%	127,600	102,601,100	804	53%	97%	794	124,400	98,748,900
	173	18%	243,500	81,801,400	336	22%	97%	302	249,500	75,360,000
	44	5%	179,700	11,501,600	64	4%	97%	58	172,800	10,024,900
	45	5%	215,100	10,325,600	48	3%	98%	51	223,800	11,414,600
	63	7%	211,000	17,298,400	82	5%	96%	77	205,600	15,827,400
	40	4%	106,100	2,333,200	22	1%	97%	23	99,500	2,287,600
	117	11%	148,700	26,020,000	175	12%	98%	189	140,500	26,561,500
c.)	1,127		\$111,700	\$132,628,200	1,187		95%	1,257	\$114,000	\$143,340,100
	186	17%	87,500	17,328,000	198	17%	95%	212	94,800	20,087,300
	82	7%	126,200	11,227,900	89	7%	97%	80	129,400	10,348,800
	207	18%	111,500	32,562,300	292	25%	95%	306	103,200	31,585,800
	42	4%	146,500	5,858,600	40	3%	95%	46	190,000	8,742,000
	132	12%	99,700	15,450,400	155	13%	95%	140	100,700	14,096,500
	67	6%	157,300	8,654,200	55	5%	96%	57	167,900	9,571,200
	95	8%	108,300	9,746,100	90	8%	95%	104	93,200	9,694,200
	63	6%	104,300	4,798,200	46	4%	94%	67	100,600	6,737,400
	147	13%	121,900	16,826,800	138	12%	95%	169	129,500	21,878,400
	106	9%	121,100	10,175,800	84	6%	96%	76	139,500	10,598,500
)	1,620		\$177,200	\$328,648,200	1,855		97%	1,881	\$182,900	\$344,125,200
	323	20%	216,200	82,577,500	382	21%	97%	469	227,300	106,624,200
	109	7%	282,500	40,398,000	143	8%	97%	128	279,300	35,746,400
	129	8%	232,100	40,615,100	175	9%	98%	172	225,500	38,792,900
	60	4%	154,400	6,021,800	39	2%	97%	44	136,500	6,005,700
	33	2%	134,400	4,838,800	36	2%	95%	34	142,700	4,852,400
	131	8%	151,600	13,791,400	91	5%	95%	94	151,600	14,248,300
	63	4%	232,400	10,688,500	46	2%	94%	45	227,200	10,222,300
	230	14%	126,600	28,985,200	229	12%	97%	165	145,800	24,063,400
	542	33%	141,100	100,732,000	714	39%	98%	730	141,900	103,569,600
Realtors)	2,394		\$154,100	\$450,343,500	2,922		98%	2,825	\$150,400	\$424,799,200
	245	10%	139,500	34,870,600	250	9%	96%	272	138,900	37,769,300
	298	12%	160,400	65,286,300	407	14%	97%	450	161,400	72,633,500
	192	8%	130,100	37,592,200	289	10%	99%	286	144,100	41,205,000
is)	227	9%	206,100	46,791,800	306	10%	97%	293	151,100	44,278,400
	267	11%	184,100	60,024,600	326	11%	98%	367	177,600	65,177,100
Lisbon, etc.	420	18%	166,200	65,640,900	395	14%	96%	367	141,100	51,772,000
	244	10%	139,600	33,086,200	237	8%	97%	204	138,800	28,312,300
	112	5%	219,500	28,321,000	129	4%	97%	78	236,000	18,406,000
	389	17%	135,000	78,729,800	583	20%	99%	508	128,400	65,245,500
	704		\$151,800	\$125,849,200	829		95%	695	\$153,500	\$106,682,100
	474	67%	156,600	92,698,700	592	71%	96%	512	157,700	74,262,400
	160	23%	143,700	25,581,100	178	22%	95%	127	150,800	18,957,900
	29	4%	150,500	3,763,400	25	3%	87%	18	96,700	1,741,300
	41	6%	111,900	3,806,000	34	4%	91%	38	111,700	4,244,000
	343		\$120,300	\$43,541,300	362		93%	336	\$125,900	\$42,286,400
	230	67%	118,100	29,060,000	246	68%	94%	233	121,400	28,282,700
	20	6%	116,300	3,489,900	30	8%	93%	30	140,000	4,199,200
	73	21%	127,800	9,330,900	73	20%	92%	61	118,500	7,347,100
	20	6%	127,700	1,660,500	13	4%	97%	12	213,500	2,561,500
	405		\$113,000	\$29,492,700	261		88%	290	\$125,200	\$36,314,700
	272	67%	116,000	22,970,000	198	76%	89%	224	114,700	25,960,000
	133	33%	103,500	6,522,700	63	24%	86%	66	156,900	10,354,700
of Realtors)	330	N/A	\$97,800	\$29,733,600	304	N/A	95%	300	\$96,600	\$28,985,900
	63	N/A	\$136,100	\$13,748,900	101	N/A	93%	76	\$138,300	\$10,507,700
	363	N/A	\$207,400	\$19,291,200	93	N/A	83%	76	\$196,700	\$14,945,800
ounty MLS)	79	N/A	\$104,500	\$10,340,900	99	N/A	96%	85	\$112,700	\$9,578,400

R Associations or their Multiple Listing Services. Neither the Boards nor their MLS
 ed by the Boards or their MLS may not reflect all real estate activity in the market.)