

## Heartland MLS Statistics - Kansas Total

Month of January 2010

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Heartland
<b>Current Inventory</b>	3,417	962	515	334	16,075
<b>New Listings This Month</b>	913	273	91	56	3,935
<b>Pending Contracts</b>					
Current Month 2010	376	84	35	15	1,574
Current Month 2009	464	136	35	27	1,907
Difference	-88	-52	0	-12	-333
% Change	-19%	-38%	0%	-44%	-17%
Year To Date 2010	376	84	35	15	1,574
Year To Date 2009	464	136	35	27	1,907
Difference	-88	-52	0	-12	-333
% Change	-19%	-38%	0%	-44%	-17%
<b>Closed Sales</b>					
Current Month 2010	318	66	26	13	1,296
Current Month 2009	261	110	46	18	1,371
Difference	57	-44	-20	-5	-75
% Change	22%	-40%	-43%	-28%	-5%
Year To Date 2010	318	66	26	13	1,296
Year To Date 2009	261	110	46	18	1,371
Difference	57	-44	-20	-5	-75
% Change	22%	-40%	-43%	-28%	-5%
<b>Average Sale Price</b>					
Current Month 2010	\$264,459	\$89,288	\$163,320	\$128,809	\$157,833
Current Month 2009	\$230,045	\$64,206	\$172,932	\$153,183	\$136,741
Difference	34,414	25,082	-9,612	-24,375	21,092
% Change	15%	39%	-6%	-16%	15%
Year To Date 2010	\$264,459	\$89,288	\$163,320	\$128,809	\$157,833
Year To Date 2009	\$230,045	\$64,206	\$172,932	\$153,183	\$136,741
Difference	34,414	25,082	-9,612	-24,375	21,092
% Change	15%	39%	-6%	-16%	15%

**Pending Contracts = Pending or Sold status and Contract date within time period specified**

**Closed Sales = Sold status with Settlement Date within time period Specified**

**Heartland MLS Statistics - Kansas New Homes**  
**Month of January 2010**

	<b>Johnson Co.</b>	<b>Wyandotte Co.</b>	<b>Leav Co.</b>	<b>Miami Co.</b>	<b>Heartland</b>
<b>Current Inventory</b>	629	100	82	28	1,892
<b>New Listings This Month</b>	81	15	4	0	228
<b>Pending Contracts</b>					
Current Month 2010	56	6	3	0	136
Current Month 2009	44	12	5	2	167
Difference	12	-6	-2	0	-31
% Change	27%	-50%	-40%	0%	-19%
Year To Date 2010	56	6	3	0	136
Year To Date 2009	44	12	5	2	167
Difference	12	-6	-2	0	-31
% Change	27%	-50%	-40%	0%	-19%
<b>Closed Sales</b>					
Current Month 2010	40	6	6	2	106
Current Month 2009	46	5	11	1	146
Difference	-6	1	-5	1	-40
% Change	-13%	20%	-45%	100%	-27%
Year To Date 2010	40	6	6	2	106
Year To Date 2009	46	5	11	1	146
Difference	-6	1	-5	1	-40
% Change	-13%	20%	-45%	100%	-27%
<b>Average Sale Price</b>					
Current Month 2010	\$413,140	\$236,683	\$259,867	\$202,593	\$318,696
Current Month 2009	\$387,298	\$230,110	\$279,527	\$196,000	\$304,353
Difference	25,843	6,573	-19,660	6,593	14,343
% Change	7%	3%	-7%	3%	5%
Year To Date 2010	\$413,140	\$236,683	\$259,867	\$202,593	\$318,696
Year To Date 2009	\$387,298	\$230,110	\$279,527	\$196,000	\$304,353
Difference	25,843	6,573	-19,660	6,593	14,343
% Change	7%	3%	-7%	3%	5%

**Pending Contracts = Pending or Sold status and Contract date within time period specified**

**Closed Sales = Sold status with Settlement Date within time period Specified**

## Heartland MLS Statistics - Kansas Resale

Month of January 2010

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Heartland
<b>Current Inventory</b>	2,788	862	433	306	14,183
<b>New Listings This Month</b>	832	258	87	56	3,707
<b>Pending Contracts</b>					
Current Month 2010	320	78	32	15	1,437
Current Month 2009	420	123	30	25	1,739
Difference	-100	-45	2	-10	-302
% Change	-24%	-37%	7%	-40%	-17%
Year To Date 2010	320	78	32	15	1,437
Year To Date 2009	420	123	30	25	1,739
Difference	-100	-45	2	-10	-302
% Change	-24%	-37%	7%	-40%	-17%
<b>Closed Sales</b>					
Current Month 2010	278	60	20	11	1,189
Current Month 2009	215	105	35	17	1,225
Difference	63	-45	-15	-6	-36
% Change	29%	-43%	-43%	-35%	-3%
Year To Date 2010	278	60	20	11	1,189
Year To Date 2009	215	105	35	17	1,225
Difference	63	-45	-15	-6	-36
% Change	29%	-43%	-43%	-35%	-3%
<b>Average Sale Price</b>					
Current Month 2010	\$243,066	\$74,549	\$134,356	\$115,393	\$137,738
Current Month 2009	\$196,400	\$56,306	\$139,431	\$150,665	\$116,765
Difference	46,666	18,242	-5,075	-35,272	20,973
% Change	24%	32%	-4%	-23%	18%
Year To Date 2010	\$243,066	\$74,549	\$134,356	\$115,393	\$137,738
Year To Date 2009	\$196,400	\$56,306	\$139,431	\$150,665	\$116,765
Difference	46,666	18,242	-5,075	-35,272	20,973
% Change	24%	32%	-4%	-23%	18%

**Pending Contracts = Pending or Sold status and Contract date within time period specified**

**Closed Sales = Sold status with Settlement Date within time period Specified**