

Heartland MLS Statistics - Kansas Total

Month of January 2011

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	3,802	1,009	551	329	203	16,651
New Listings This Month	745	214	111	64	38	3,204
Pending Contracts						
Current Month 2011	327	109	42	24	20	1,447
Current Month 2010	510	96	40	15	18	1,784
Difference	-183	13	2	9	2	-337
% Change	-36%	14%	5%	60%	11%	-19%
Year To Date 2011	327	109	42	24	20	1,447
Year To Date 2010	510	96	40	15	18	1,784
Difference	-183	13	2	9	2	-337
% Change	-36%	14%	5%	60%	11%	-19%
Closed Sales						
Current Month 2011	320	98	40	19	14	1,315
Current Month 2010	328	71	27	13	14	1,331
Difference	-8	27	13	6	0	-16
% Change	-2%	38%	48%	46%	0%	-1%
Year To Date 2011	320	98	40	19	14	1,315
Year To Date 2010	328	71	27	13	14	1,331
Difference	-8	27	13	6	0	-16
% Change	-2%	38%	48%	46%	0%	-1%
Average Sale Price						
Current Month 2011	\$238,417	\$69,540	\$148,033	\$132,779	\$98,120	\$143,626
Current Month 2010	\$264,121	\$92,817	\$159,438	\$128,809	\$120,843	\$157,180
Difference	-25,704	-23,277	-11,405	3,971	-22,723	-13,554
% Change	-10%	-25%	-7%	3%	-19%	-9%
Year To Date 2011	\$238,417	\$69,540	\$148,033	\$132,779	\$98,120	\$143,626
Year To Date 2010	\$264,121	\$92,817	\$159,438	\$128,809	\$120,843	\$157,180
Difference	-25,704	-23,277	-11,405	3,971	-22,723	-13,554
% Change	-10%	-25%	-7%	3%	-19%	-9%

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 2011

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	540	57	56	19	5	1,542
New Listings This Month	78	2	10	7	0	181
Pending Contracts						
Current Month 2011	41	1	7	1	0	99
Current Month 2010	60	6	4	0	0	142
Difference	-19	-5	3	0	0	-43
% Change	-32%	-83%	75%	0%	0%	-30%
Year To Date 2011	41	1	7	1	0	99
Year To Date 2010	60	6	4	0	0	142
Difference	-19	-5	3	0	0	-43
% Change	-32%	-83%	75%	0%	0%	-30%
Closed Sales						
Current Month 2011	42	8	5	0	0	93
Current Month 2010	40	9	6	2	1	108
Difference	2	-1	-1	0	0	-15
% Change	5%	-11%	-17%	0%	0%	-14%
Year To Date 2011	42	8	5	0	0	93
Year To Date 2010	40	9	6	2	1	108
Difference	2	-1	-1	0	0	-15
% Change	5%	-11%	-17%	0%	0%	-14%
Average Sale Price						
Current Month 2011	\$402,285	\$215,840	\$237,549			\$328,459
Current Month 2010	\$413,140	\$228,732	\$259,867	\$202,593	\$160,000	\$314,484
Difference	-10,855	-12,892	-22,318			13,976
% Change	-3%	-6%	-9%			4%
Year To Date 2011	\$402,285	\$215,840	\$237,549			\$328,459
Year To Date 2010	\$413,140	\$228,732	\$259,867	\$202,593	\$160,000	\$314,484
Difference	-10,855	-12,892	-22,318			13,976
% Change	-3%	-6%	-9%			4%

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 2011

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	3,262	952	495	310	198	15,109
New Listings This Month	667	212	101	57	38	3,023
Pending Contracts						
Current Month 2011	286	108	35	23	20	1,348
Current Month 2010	450	90	36	15	18	1,641
Difference	-164	18	-1	8	2	-293
% Change	-36%	20%	-3%	53%	11%	-18%
Year To Date 2011	286	108	35	23	20	1,348
Year To Date 2010	450	90	36	15	18	1,641
Difference	-164	18	-1	8	2	-293
% Change	-36%	20%	-3%	53%	11%	-18%
Closed Sales						
Current Month 2011	278	90	35	19	14	1,222
Current Month 2010	288	62	21	11	13	1,222
Difference	-10	28	14	8	1	0
% Change	-3%	45%	67%	73%	8%	0%
Year To Date 2011	278	90	35	19	14	1,222
Year To Date 2010	288	62	21	11	13	1,222
Difference	-10	28	14	8	1	0
% Change	-3%	45%	67%	73%	8%	0%
Average Sale Price						
Current Month 2011	\$213,659	\$56,536	\$135,245	\$132,779	\$98,120	\$129,560
Current Month 2010	\$243,424	\$73,087	\$130,743	\$115,393	\$117,831	\$137,678
Difference	-29,764	-16,552	4,501	17,386	-19,711	-8,119
% Change	-12%	-23%	3%	15%	-17%	-6%
Year To Date 2011	\$213,659	\$56,536	\$135,245	\$132,779	\$98,120	\$129,560
Year To Date 2010	\$243,424	\$73,087	\$130,743	\$115,393	\$117,831	\$137,678
Difference	-29,764	-16,552	4,501	17,386	-19,711	-8,119
% Change	-12%	-23%	3%	15%	-17%	-6%

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

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