

## Heartland MLS Statistics - Kansas Total

Month of January 2012

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
<b>Current Inventory</b>	3,254	798	503	303	190	14,374
<b>New Listings This Month</b>	849	199	120	79	34	3,404
<b>Pending Contracts</b>						
Current Month 2012	472	105	57	17	18	1,822
Current Month 2011	420	118	42	23	19	1,628
Difference	52	-13	15	-6	-1	194
% Change	12%	-11%	36%	-26%	-5%	12%
Year To Date 2012	472	105	57	17	18	1,822
Year To Date 2011	420	118	42	23	19	1,628
Difference	52	-13	15	-6	-1	194
% Change	12%	-11%	36%	-26%	-5%	12%
<b>Closed Sales</b>						
Current Month 2012	414	99	34	20	14	1,499
Current Month 2011	323	98	41	19	14	1,334
Difference	91	1	-7	1	0	165
% Change	28%	1%	-17%	5%	0%	12%
Year To Date 2012	414	99	34	20	14	1,499
Year To Date 2011	323	98	41	19	14	1,334
Difference	91	1	-7	1	0	165
% Change	28%	1%	-17%	5%	0%	12%
<b>Average Sale Price</b>						
Current Month 2012	\$234,702	\$59,333	\$117,799	\$167,986	\$59,331	\$146,574
Current Month 2011	\$238,544	\$69,540	\$149,688	\$132,779	\$98,120	\$143,493
Difference	-3,842	-10,208	-31,888	35,206	-38,789	3,082
% Change	-2%	-15%	-21%	27%	-40%	2%
Year To Date 2012	\$234,702	\$59,333	\$117,799	\$167,986	\$59,331	\$146,574
Year To Date 2011	\$238,544	\$69,540	\$149,688	\$132,779	\$98,120	\$143,493
Difference	-3,842	-10,208	-31,888	35,206	-38,789	3,082
% Change	-2%	-15%	-21%	27%	-40%	2%

**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 2012**

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
<b>Current Inventory</b>	479	44	48	13	1	1,256
<b>New Listings This Month</b>	116	8	7	2	0	266
<b>Pending Contracts</b>						
Current Month 2012	77	5	7	0	0	172
Current Month 2011	43	2	7	1	0	105
Difference	34	3	0	0	0	67
% Change	79%	150%	0%	0%	0%	64%
Year To Date 2012	77	5	7	0	0	172
Year To Date 2011	43	2	7	1	0	105
Difference	34	3	0	0	0	67
% Change	79%	150%	0%	0%	0%	64%
<b>Closed Sales</b>						
Current Month 2012	41	1	1	0	0	83
Current Month 2011	43	8	5	0	0	94
Difference	-2	-7	-4	0	0	-11
% Change	-5%	-88%	-80%	0%	0%	-12%
Year To Date 2012	41	1	1	0	0	83
Year To Date 2011	43	8	5	0	0	94
Difference	-2	-7	-4	0	0	-11
% Change	-5%	-88%	-80%	0%	0%	-12%
<b>Average Sale Price</b>						
Current Month 2012	\$384,354	\$197,000	\$156,400			\$324,459
Current Month 2011	\$399,440	\$215,840	\$240,727			\$328,112
Difference	-15,086	-18,840	-84,327			-3,653
% Change	-4%	-9%	-35%			-1%
Year To Date 2012	\$384,354	\$197,000	\$156,400			\$324,459
Year To Date 2011	\$399,440	\$215,840	\$240,727			\$328,112
Difference	-15,086	-18,840	-84,327			-3,653
% Change	-4%	-9%	-35%			-1%

**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 2012**

	<b>Johnson Co.</b>	<b>Wyandotte Co.</b>	<b>Leav Co.</b>	<b>Miami Co.</b>	<b>Franklin Co.</b>	<b>Heartland</b>
<b>Current Inventory</b>	2,775	754	455	290	189	13,118
<b>New Listings This Month</b>	733	191	113	77	34	3,138
<b>Pending Contracts</b>						
Current Month 2012	395	100	50	17	18	1,650
Current Month 2011	377	116	35	22	19	1,523
Difference	18	-16	15	-5	-1	127
% Change	5%	-14%	43%	-23%	-5%	8%
Year To Date 2012	395	100	50	17	18	1,650
Year To Date 2011	377	116	35	22	19	1,523
Difference	18	-16	15	-5	-1	127
% Change	5%	-14%	43%	-23%	-5%	8%
<b>Closed Sales</b>						
Current Month 2012	373	98	33	20	14	1,416
Current Month 2011	280	90	36	19	14	1,240
Difference	93	8	-3	1	0	176
% Change	33%	9%	-8%	5%	0%	14%
Year To Date 2012	373	98	33	20	14	1,416
Year To Date 2011	280	90	36	19	14	1,240
Difference	93	8	-3	1	0	176
% Change	33%	9%	-8%	5%	0%	14%
<b>Average Sale Price</b>						
Current Month 2012	\$218,252	\$57,928	\$116,630	\$167,986	\$59,331	\$136,147
Current Month 2011	\$213,835	\$56,536	\$137,043	\$132,779	\$98,120	\$129,497
Difference	4,417	1,392	-20,414	35,206	-38,789	6,650
% Change	2%	2%	-15%	27%	-40%	5%
Year To Date 2012	\$218,252	\$57,928	\$116,630	\$167,986	\$59,331	\$136,147
Year To Date 2011	\$213,835	\$56,536	\$137,043	\$132,779	\$98,120	\$129,497
Difference	4,417	1,392	-20,414	35,206	-38,789	6,650
% Change	2%	2%	-15%	27%	-40%	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**