

Heartland MLS Statistics - Kansas Total

Month of January 2013

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	2,682	650	435	239	227	12,656
New Listings This Month	908	214	94	54	51	3,527
Show for Backup This Month	207	22	8	7	1	587
Pending Contracts						
Current Month 2013	548	93	62	27	21	1,941
Current Month 2012	619	114	53	21	19	2,085
Difference	-71	-21	9	6	2	-144
% Change	-11%	-18%	17%	29%	11%	-7%
Year To Date 2013	548	93	62	27	21	1,941
Year To Date 2012	619	114	53	21	19	2,085
Difference	-71	-21	9	6	2	-144
% Change	-11%	-18%	17%	29%	11%	-7%
Closed Sales						
Current Month 2013	463	84	35	22	9	1,664
Current Month 2012	418	100	34	20	14	1,513
Difference	45	-16	1	2	-5	151
% Change	11%	-16%	3%	10%	-36%	10%
Year To Date 2013	463	84	35	22	9	1,664
Year To Date 2012	418	100	34	20	14	1,513
Difference	45	-16	1	2	-5	151
% Change	11%	-16%	3%	10%	-36%	10%
Average Sale Price						
Current Month 2013	\$248,897	\$77,023	\$113,547	\$132,917	\$101,191	\$154,814
Current Month 2012	\$234,203	\$58,949	\$117,799	\$167,986	\$59,331	\$146,456
Difference	14,694	18,073	-4,252	-35,068	41,860	8,358
% Change	6%	31%	-4%	-21%	71%	6%
Year To Date 2013	\$248,897	\$77,023	\$113,547	\$132,917	\$101,191	\$154,814
Year To Date 2012	\$234,203	\$58,949	\$117,799	\$167,986	\$59,331	\$146,456
Difference	14,694	18,073	-4,252	-35,068	41,860	8,358
% Change	6%	31%	-4%	-21%	71%	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

Show for Backup Contracts = Show for Backup status and Contract date within time period specified

Heartland MLS Statistics - Kansas New Homes
Month of January 2013

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	378	46	60	7	1	1,113
New Listings This Month	141	28	10	2	1	316
Show for Backup This Month	5	0	0	0	0	20
Pending Contracts						
Current Month 2013	114	6	6	0	0	218
Current Month 2012	81	7	7	0	0	182
Difference	33	-1	-1	0	0	36
% Change	41%	-14%	-14%	0%	0%	20%
Year To Date 2013	114	6	6	0	0	218
Year To Date 2012	81	7	7	0	0	182
Difference	33	-1	-1	0	0	36
% Change	41%	-14%	-14%	0%	0%	20%
Closed Sales						
Current Month 2013	67	4	2	0	0	145
Current Month 2012	41	1	1	0	0	82
Difference	26	3	1	0	0	63
% Change	63%	300%	100%	0%	0%	77%
Year To Date 2013	67	4	2	0	0	145
Year To Date 2012	41	1	1	0	0	82
Difference	26	3	1	0	0	63
% Change	63%	300%	100%	0%	0%	77%
Average Sale Price						
Current Month 2013	\$443,411	\$271,682	\$287,500			\$365,000
Current Month 2012	\$384,354	\$197,000	\$156,400			\$325,922
Difference	59,057	74,682	131,100			39,078
% Change	15%	38%	84%			12%
Year To Date 2013	\$443,411	\$271,682	\$287,500			\$365,000
Year To Date 2012	\$384,354	\$197,000	\$156,400			\$325,922
Difference	59,057	74,682	131,100			39,078
% Change	15%	38%	84%			12%

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

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

Show for Backup Contracts = Show for Backup status and Contract date within time period specified

Heartland MLS Statistics - Kansas Resale

Month of January 2013

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	2,304	604	375	232	226	11,543
New Listings This Month	767	186	84	52	50	3,211
Show for Backup This Month	202	22	8	7	1	567
Pending Contracts						
Current Month 2013	434	87	56	27	21	1,723
Current Month 2012	538	107	46	21	19	1,903
Difference	-104	-20	10	6	2	-180
% Change	-19%	-19%	22%	29%	11%	-9%
Year To Date 2013	434	87	56	27	21	1,723
Year To Date 2012	538	107	46	21	19	1,903
Difference	-104	-20	10	6	2	-180
% Change	-19%	-19%	22%	29%	11%	-9%
Closed Sales						
Current Month 2013	396	80	33	22	9	1,519
Current Month 2012	377	99	33	20	14	1,431
Difference	19	-19	0	2	-5	88
% Change	5%	-19%	0%	10%	-36%	6%
Year To Date 2013	396	80	33	22	9	1,519
Year To Date 2012	377	99	33	20	14	1,431
Difference	19	-19	0	2	-5	88
% Change	5%	-19%	0%	10%	-36%	6%
Average Sale Price						
Current Month 2013	\$215,987	\$67,290	\$103,005	\$132,917	\$101,191	\$134,751
Current Month 2012	\$217,874	\$57,555	\$116,630	\$167,986	\$59,331	\$136,172
Difference	-1,887	9,735	-13,625	-35,068	41,860	-1,422
% Change	-1%	17%	-12%	-21%	71%	-1%
Year To Date 2013	\$215,987	\$67,290	\$103,005	\$132,917	\$101,191	\$134,751
Year To Date 2012	\$217,874	\$57,555	\$116,630	\$167,986	\$59,331	\$136,172
Difference	-1,887	9,735	-13,625	-35,068	41,860	-1,422
% Change	-1%	17%	-12%	-21%	71%	-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

Show for Backup Contracts = Show for Backup status and Contract date within time period specified