

## Heartland MLS Statistics - Kansas Total

Month of February 2011

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
<b>Current Inventory</b>	4,057	971	582	349	194	17,176
<b>New Listings This Month</b>	854	162	108	48	43	3,140
<b>Pending Contracts</b>						
Current Month 2011	383	128	56	18	21	1,705
Current Month 2010	671	137	62	30	16	2,337
Difference	-288	-9	-6	-12	5	-632
% Change	-43%	-7%	-10%	-40%	31%	-27%
Year To Date 2011	787	243	98	44	40	3,321
Year To Date 2010	1,181	233	102	45	34	4,122
Difference	-394	10	-4	-1	6	-801
% Change	-33%	4%	-4%	-2%	18%	-19%
<b>Closed Sales</b>						
Current Month 2011	353	100	30	22	17	1,366
Current Month 2010	370	111	37	18	15	1,561
Difference	-17	-11	-7	4	2	-195
% Change	-5%	-10%	-19%	22%	13%	-12%
Year To Date 2011	673	198	71	41	31	2,694
Year To Date 2010	698	182	64	31	29	2,892
Difference	-25	16	7	10	2	-198
% Change	-4%	9%	11%	32%	7%	-7%
<b>Average Sale Price</b>						
Current Month 2011	\$230,591	\$48,157	\$138,024	\$138,827	\$93,635	\$142,211
Current Month 2010	\$229,010	\$77,239	\$154,339	\$128,518	\$120,833	\$140,198
Difference	1,582	-29,082	-16,315	10,309	-27,197	2,013
% Change	1%	-38%	-11%	8%	-23%	1%
Year To Date 2011	\$234,312	\$58,741	\$144,759	\$136,025	\$95,660	\$142,800
Year To Date 2010	\$245,509	\$83,316	\$156,490	\$128,640	\$120,838	\$148,014
Difference	-11,197	-24,575	-11,730	7,385	-25,177	-5,214
% Change	-5%	-29%	-7%	6%	-21%	-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 New Homes**  
**Month of February 2011**

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
<b>Current Inventory</b>	533	44	57	18	5	1,509
<b>New Listings This Month</b>	72	3	8	2	0	153
<b>Pending Contracts</b>						
Current Month 2011	42	4	10	0	1	115
Current Month 2010	76	12	10	1	1	202
Difference	-34	-8	0	0	0	-87
% Change	-45%	-67%	0%	0%	0%	-43%
Year To Date 2011	87	6	17	1	1	223
Year To Date 2010	136	18	14	1	1	344
Difference	-49	-12	3	0	0	-121
% Change	-36%	-67%	21%	0%	0%	-35%
<b>Closed Sales</b>						
Current Month 2011	36	4	2	1	0	90
Current Month 2010	39	7	6	0	0	117
Difference	-3	-3	-4	0	0	-27
% Change	-8%	-43%	-67%	0%	0%	-23%
Year To Date 2011	78	12	7	1	0	183
Year To Date 2010	79	16	12	2	1	225
Difference	-1	-4	-5	-1	0	-42
% Change	-1%	-25%	-42%	-50%	0%	-19%
<b>Average Sale Price</b>						
Current Month 2011	\$361,479	\$148,375	\$251,250	\$189,850		\$279,802
Current Month 2010	\$384,845	\$184,567	\$172,575			\$292,898
Difference	-23,365	-36,192	78,675			-13,095
% Change	-6%	-20%	46%			-4%
Year To Date 2011	\$383,452	\$193,351	\$243,734	\$189,850		\$304,617
Year To Date 2010	\$399,172	\$209,410	\$216,221	\$202,593	\$160,000	\$303,259
Difference	-15,720	-16,058	27,513	-12,743		1,358
% Change	-4%	-8%	13%	-6%		0%

**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 February 2011**

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
<b>Current Inventory</b>	3,524	927	525	331	189	15,668
<b>New Listings This Month</b>	782	159	100	46	43	2,987
<b>Pending Contracts</b>						
Current Month 2011	341	124	46	18	20	1,590
Current Month 2010	595	125	52	29	15	2,135
Difference	-254	-1	-6	-11	5	-545
% Change	-43%	-1%	-12%	-38%	33%	-26%
Year To Date 2011	700	237	81	43	39	3,098
Year To Date 2010	1,045	215	88	44	33	3,777
Difference	-345	22	-7	-1	6	-679
% Change	-33%	10%	-8%	-2%	18%	-18%
<b>Closed Sales</b>						
Current Month 2011	317	96	28	21	17	1,276
Current Month 2010	331	104	31	18	15	1,444
Difference	-14	-8	-3	3	2	-168
% Change	-4%	-8%	-10%	17%	13%	-12%
Year To Date 2011	595	186	64	40	31	2,511
Year To Date 2010	619	166	52	29	28	2,666
Difference	-24	20	12	11	3	-155
% Change	-4%	12%	23%	38%	11%	-6%
<b>Average Sale Price</b>						
Current Month 2011	\$215,727	\$43,981	\$129,937	\$136,398	\$93,635	\$132,506
Current Month 2010	\$210,648	\$70,015	\$150,809	\$128,518	\$120,833	\$127,826
Difference	5,079	-26,034	-20,872	7,880	-27,197	4,680
% Change	2%	-37%	-14%	6%	-23%	4%
Year To Date 2011	\$214,761	\$50,056	\$133,934	\$134,679	\$95,660	\$131,007
Year To Date 2010	\$225,898	\$71,162	\$142,706	\$123,540	\$119,439	\$132,342
Difference	-11,137	-21,106	-8,771	11,139	-23,778	-1,335
% Change	-5%	-30%	-6%	9%	-20%	-1%

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