

## Heartland MLS Statistics - Kansas Total

Month of February 2012

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
<b>Current Inventory</b>	3,529	824	534	315	202	15,050
<b>New Listings This Month</b>	981	214	124	57	41	3,598
<b>Pending Contracts</b>						
Current Month 2012	509	113	56	26	20	1,984
Current Month 2011	492	126	56	18	16	1,867
Difference	17	-13	0	8	4	117
% Change	3%	-10%	0%	44%	25%	6%
Year To Date 2012	1,108	229	113	44	38	4,017
Year To Date 2011	911	244	98	41	35	3,493
Difference	197	-15	15	3	3	524
% Change	22%	-6%	15%	7%	9%	15%
<b>Closed Sales</b>						
Current Month 2012	461	94	51	20	12	1,749
Current Month 2011	355	103	30	22	17	1,376
Difference	106	-9	21	-2	-5	373
% Change	30%	-9%	70%	-9%	-29%	27%
Year To Date 2012	878	193	85	40	26	3,260
Year To Date 2011	678	201	71	41	31	2,710
Difference	200	-8	14	-1	-5	550
% Change	29%	-4%	20%	-2%	-16%	20%
<b>Average Sale Price</b>						
Current Month 2012	\$230,263	\$60,174	\$144,334	\$149,423	\$66,027	\$146,075
Current Month 2011	\$230,797	\$48,769	\$138,024	\$138,827	\$93,635	\$141,911
Difference	-533	11,405	6,310	10,595	-27,608	4,164
% Change	0%	23%	5%	8%	-29%	3%
Year To Date 2012	\$232,102	\$59,742	\$133,720	\$158,704	\$62,421	\$146,254
Year To Date 2011	\$234,487	\$58,896	\$144,759	\$136,025	\$95,660	\$142,689
Difference	-2,386	846	-11,039	22,679	-33,239	3,565
% Change	-1%	1%	-8%	17%	-35%	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 February 2012**

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
<b>Current Inventory</b>	479	42	50	13	0	1,254
<b>New Listings This Month</b>	100	10	8	0	0	243
<b>Pending Contracts</b>						
Current Month 2012	89	5	5	1	2	199
Current Month 2011	43	3	10	1	0	119
Difference	46	2	-5	0	0	80
% Change	107%	67%	-50%	0%	0%	67%
Year To Date 2012	169	11	12	1	2	377
Year To Date 2011	86	5	17	2	0	223
Difference	83	6	-5	-1	0	154
% Change	97%	120%	-29%	-50%	0%	69%
<b>Closed Sales</b>						
Current Month 2012	51	4	8	0	0	129
Current Month 2011	36	4	2	1	0	90
Difference	15	0	6	0	0	39
% Change	42%	0%	300%	0%	0%	43%
Year To Date 2012	92	5	9	0	0	211
Year To Date 2011	79	12	7	1	0	184
Difference	13	-7	2	0	0	27
% Change	16%	-58%	29%	0%	0%	15%
<b>Average Sale Price</b>						
Current Month 2012	\$433,001	\$138,492	\$242,363			\$321,378
Current Month 2011	\$361,479	\$148,375	\$251,250	\$189,850		\$279,802
Difference	71,522	-9,883	-8,888			41,576
% Change	20%	-7%	-4%			15%
Year To Date 2012	\$411,322	\$150,194	\$232,811			\$323,144
Year To Date 2011	\$382,142	\$193,351	\$243,734	\$189,850		\$304,482
Difference	29,180	-43,158	-10,923			18,661
% Change	8%	-22%	-4%			6%

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

## Heartland MLS Statistics - Kansas Resale

Month of February 2012

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
<b>Current Inventory</b>	3,051	782	484	302	202	13,796
<b>New Listings This Month</b>	881	204	116	57	41	3,355
<b>Pending Contracts</b>						
Current Month 2012	420	108	51	25	18	1,785
Current Month 2011	449	123	46	17	16	1,748
Difference	-29	-15	5	8	2	37
% Change	-6%	-12%	11%	47%	13%	2%
Year To Date 2012	939	218	101	43	36	3,640
Year To Date 2011	825	239	81	39	35	3,270
Difference	114	-21	20	4	1	370
% Change	14%	-9%	25%	10%	3%	11%
<b>Closed Sales</b>						
Current Month 2012	410	90	43	20	12	1,620
Current Month 2011	319	99	28	21	17	1,286
Difference	91	-9	15	-1	-5	334
% Change	29%	-9%	54%	-5%	-29%	26%
Year To Date 2012	786	188	76	40	26	3,049
Year To Date 2011	599	189	64	40	31	2,526
Difference	187	-1	12	0	-5	523
% Change	31%	-1%	19%	0%	-16%	21%
<b>Average Sale Price</b>						
Current Month 2012	\$205,045	\$56,693	\$126,096	\$149,423	\$66,027	\$132,115
Current Month 2011	\$216,049	\$44,744	\$129,937	\$136,398	\$93,635	\$132,261
Difference	-11,004	11,949	-3,840	13,025	-27,608	-145
% Change	-5%	27%	-3%	10%	-29%	0%
Year To Date 2012	\$211,125	\$57,337	\$121,986	\$158,704	\$62,421	\$134,013
Year To Date 2011	\$215,014	\$50,359	\$133,934	\$134,679	\$95,660	\$130,904
Difference	-3,889	6,977	-11,948	24,025	-33,239	3,109
% Change	-2%	14%	-9%	18%	-35%	2%

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