

Heartland MLS Statistics - Kansas Total

Month of February 2013

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	2,781	650	478	252	244	12,880
New Listings This Month	976	156	108	56	31	3,239
Show for Backup This Month	250	34	8	8	0	649
Pending Contracts						
Current Month 2013	529	105	48	22	18	1,918
Current Month 2012	727	134	58	26	21	2,387
Difference	-198	-29	-10	-4	-3	-469
% Change	-27%	-22%	-17%	-15%	-14%	-20%
Year To Date 2013	1,202	202	115	51	42	4,160
Year To Date 2012	1,346	248	111	47	40	4,472
Difference	-144	-46	4	4	2	-312
% Change	-11%	-19%	4%	9%	5%	-7%
Closed Sales						
Current Month 2013	521	75	51	20	19	1,747
Current Month 2012	465	97	51	20	12	1,765
Difference	56	-22	0	0	7	-18
% Change	12%	-23%	0%	0%	58%	-1%
Year To Date 2013	987	159	86	42	29	3,422
Year To Date 2012	883	197	85	40	26	3,278
Difference	104	-38	1	2	3	144
% Change	12%	-19%	1%	5%	12%	4%
Average Sale Price						
Current Month 2013	\$246,885	\$68,802	\$139,954	\$156,309	\$116,279	\$162,934
Current Month 2012	\$232,614	\$59,616	\$144,334	\$149,423	\$66,027	\$146,848
Difference	14,271	9,185	-4,380	6,886	50,252	16,086
% Change	6%	15%	-3%	5%	76%	11%
Year To Date 2013	\$248,003	\$73,145	\$129,207	\$144,056	\$112,242	\$158,935
Year To Date 2012	\$233,366	\$59,278	\$133,720	\$158,704	\$62,421	\$146,667
Difference	14,637	13,867	-4,513	-14,648	49,821	12,268
% Change	6%	23%	-3%	-9%	80%	8%

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 February 2013

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	346	46	59	7	1	1,090
New Listings This Month	100	6	17	0	1	216
Show for Backup This Month	2	1	3	0	0	14
Pending Contracts						
Current Month 2013	85	2	7	1	1	184
Current Month 2012	95	7	4	0	2	223
Difference	-10	-5	3	0	-1	-39
% Change	-11%	-71%	75%	0%	-50%	-17%
Year To Date 2013	202	8	13	1	1	412
Year To Date 2012	176	14	11	0	2	405
Difference	26	-6	2	0	-1	7
% Change	15%	-43%	18%	0%	-50%	2%
Closed Sales						
Current Month 2013	77	3	4	0	0	163
Current Month 2012	51	4	8	0	0	130
Difference	26	-1	-4	0	0	33
% Change	51%	-25%	-50%	0%	0%	25%
Year To Date 2013	144	7	6	0	0	308
Year To Date 2012	92	5	9	0	0	212
Difference	52	2	-3	0	0	96
% Change	57%	40%	-33%	0%	0%	45%
Average Sale Price						
Current Month 2013	\$396,830	\$233,033	\$222,038			\$338,264
Current Month 2012	\$433,001	\$138,492	\$242,363			\$321,032
Difference	-36,171	94,541	-20,325			17,231
% Change	-8%	68%	-8%			5%
Year To Date 2013	\$418,503	\$255,118	\$243,858			\$350,850
Year To Date 2012	\$411,322	\$150,194	\$232,811			\$322,924
Difference	7,181	104,925	11,047			27,927
% Change	2%	70%	5%			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

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

Heartland MLS Statistics - Kansas Resale

Month of February 2013

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	2,435	604	419	245	243	11,790
New Listings This Month	876	150	91	56	30	3,023
Show for Backup This Month	248	33	5	8	0	635
Pending Contracts						
Current Month 2013	444	103	41	21	17	1,734
Current Month 2012	632	127	54	26	19	2,164
Difference	-188	-24	-13	-5	-2	-430
% Change	-30%	-19%	-24%	-19%	-11%	-20%
Year To Date 2013	1,000	194	102	50	41	3,748
Year To Date 2012	1,170	234	100	47	38	4,067
Difference	-170	-40	2	3	3	-319
% Change	-15%	-17%	2%	6%	8%	-8%
Closed Sales						
Current Month 2013	444	72	47	20	19	1,584
Current Month 2012	414	93	43	20	12	1,635
Difference	30	-21	4	0	7	-51
% Change	7%	-23%	9%	0%	58%	-3%
Year To Date 2013	843	152	80	42	29	3,114
Year To Date 2012	791	192	76	40	26	3,066
Difference	52	-40	4	2	3	48
% Change	7%	-21%	5%	5%	12%	2%
Average Sale Price						
Current Month 2013	\$220,881	\$61,959	\$132,968	\$156,309	\$116,279	\$144,892
Current Month 2012	\$207,928	\$56,224	\$126,096	\$149,423	\$66,027	\$132,998
Difference	12,953	5,735	6,872	6,886	50,252	11,894
% Change	6%	10%	5%	5%	76%	9%
Year To Date 2013	\$218,878	\$64,764	\$120,608	\$144,056	\$112,242	\$139,952
Year To Date 2012	\$212,668	\$56,910	\$121,986	\$158,704	\$62,421	\$134,480
Difference	6,210	7,854	-1,378	-14,648	49,821	5,473
% Change	3%	14%	-1%	-9%	80%	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

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