

## Heartland MLS Statistics - Kansas Total

Month of March 2010

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Heartland
<b>Current Inventory</b>	4,127	1,042	581	387	18,392
<b>New Listings This Month</b>	1,687	307	171	105	5,956
<b>Pending Contracts</b>					
Current Month 2010	722	130	96	21	2,610
Current Month 2009	659	123	62	34	2,423
Difference	63	7	34	-13	187
% Change	10%	6%	55%	-38%	8%
Year To Date 2010	1,860	363	195	62	6,680
Year To Date 2009	1,645	385	160	96	6,349
Difference	215	-22	35	-34	331
% Change	13%	-6%	22%	-35%	5%
<b>Closed Sales</b>					
Current Month 2010	683	123	55	25	2,341
Current Month 2009	530	120	59	34	2,126
Difference	153	3	-4	-9	215
% Change	29%	3%	-7%	-26%	10%
Year To Date 2010	1,381	303	119	56	5,228
Year To Date 2009	1,204	350	142	74	5,140
Difference	177	-47	-23	-18	88
% Change	15%	-13%	-16%	-24%	2%
<b>Average Sale Price</b>					
Current Month 2010	\$234,498	\$83,680	\$146,930	\$140,475	\$158,815
Current Month 2009	\$230,786	\$78,148	\$145,171	\$157,626	\$150,685
Difference	3,712	5,532	1,759	-17,151	8,130
% Change	2%	7%	1%	-11%	5%
Year To Date 2010	\$240,064	\$82,983	\$152,072	\$133,923	\$152,836
Year To Date 2009	\$232,983	\$69,416	\$155,516	\$148,365	\$145,817
Difference	7,081	13,567	-3,444	-14,441	7,019
% Change	3%	20%	-2%	-10%	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**

## Heartland MLS Statistics - Kansas New Homes

Month of March 2010

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Heartland
<b>Current Inventory</b>	615	86	82	30	1,837
<b>New Listings This Month</b>	108	9	14	2	256
<b>Pending Contracts</b>					
Current Month 2010	79	12	14	0	193
Current Month 2009	72	7	11	1	214
Difference	7	5	3	0	-21
% Change	10%	71%	27%	0%	-10%
Year To Date 2010	212	29	28	0	529
Year To Date 2009	180	31	27	8	603
Difference	32	-2	1	0	-74
% Change	18%	-6%	4%	0%	-12%
<b>Closed Sales</b>					
Current Month 2010	74	9	7	0	179
Current Month 2009	62	8	7	5	197
Difference	12	1	0	0	-18
% Change	19%	13%	0%	0%	-9%
Year To Date 2010	154	24	19	2	405
Year To Date 2009	164	22	25	7	513
Difference	-10	2	-6	-5	-108
% Change	-6%	9%	-24%	-71%	-21%
<b>Average Sale Price</b>					
Current Month 2010	\$388,156	\$213,927	\$234,457		\$307,334
Current Month 2009	\$311,688	\$227,697	\$209,535	\$169,240	\$286,395
Difference	76,468	-13,770	24,923		20,940
% Change	25%	-6%	12%		7%
Year To Date 2010	\$392,367	\$209,980	\$222,940	\$202,593	\$305,030
Year To Date 2009	\$361,171	\$235,066	\$246,545	\$171,457	\$296,984
Difference	31,196	-25,087	-23,605	31,136	8,047
% Change	9%	-11%	-10%	18%	3%

**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 March 2010

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Heartland
<b>Current Inventory</b>	3,512	956	499	357	16,555
<b>New Listings This Month</b>	1,579	298	157	103	5,700
<b>Pending Contracts</b>					
Current Month 2010	643	118	82	21	2,417
Current Month 2009	587	116	51	33	2,209
Difference	56	2	31	-12	208
% Change	10%	2%	61%	-36%	9%
Year To Date 2010	1,648	334	167	62	6,150
Year To Date 2009	1,465	353	133	88	5,745
Difference	183	-19	34	-26	405
% Change	12%	-5%	26%	-30%	7%
<b>Closed Sales</b>					
Current Month 2010	609	114	48	25	2,162
Current Month 2009	468	112	52	29	1,929
Difference	141	2	-4	-4	233
% Change	30%	2%	-8%	-14%	12%
Year To Date 2010	1,227	279	100	54	4,822
Year To Date 2009	1,040	327	117	67	4,626
Difference	187	-48	-17	-13	196
% Change	18%	-15%	-15%	-19%	4%
<b>Average Sale Price</b>					
Current Month 2010	\$215,827	\$73,397	\$134,166	\$140,475	\$146,519
Current Month 2009	\$220,068	\$67,466	\$136,507	\$155,624	\$136,826
Difference	-4,241	5,931	-2,341	-15,149	9,693
% Change	-2%	9%	-2%	-10%	7%
Year To Date 2010	\$220,948	\$72,058	\$138,607	\$131,380	\$138,633
Year To Date 2009	\$212,768	\$58,387	\$136,065	\$145,952	\$129,078
Difference	8,180	13,671	2,541	-14,572	9,555
% Change	4%	23%	2%	-10%	7%

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