

Heartland MLS Statistics - Kansas Total

Month of March 2011

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	4,480	1,011	624	356	230	18,555
New Listings This Month	1,388	275	176	78	42	5,023
Pending Contracts						
Current Month 2011	599	110	76	37	29	2,189
Current Month 2010	932	156	102	29	16	3,112
Difference	-333	-46	-26	8	13	-923
% Change	-36%	-29%	-25%	28%	81%	-30%
Year To Date 2011	1,490	354	174	80	64	5,692
Year To Date 2010	2,113	389	204	74	50	7,231
Difference	-623	-35	-30	6	14	-1,539
% Change	-29%	-9%	-15%	8%	28%	-21%
Closed Sales						
Current Month 2011	549	120	55	24	21	2,018
Current Month 2010	695	128	56	25	26	2,387
Difference	-146	-8	-1	-1	-5	-369
% Change	-21%	-6%	-2%	-4%	-19%	-15%
Year To Date 2011	1,223	320	126	65	52	4,721
Year To Date 2010	1,393	310	120	56	55	5,279
Difference	-170	10	6	9	-3	-558
% Change	-12%	3%	5%	16%	-5%	-11%
Average Sale Price						
Current Month 2011	\$228,254	\$79,978	\$143,965	\$128,271	\$80,479	\$149,984
Current Month 2010	\$234,265	\$83,349	\$146,717	\$140,475	\$89,461	\$158,544
Difference	-6,012	-3,371	-2,753	-12,204	-8,983	-8,560
% Change	-3%	-4%	-2%	-9%	-10%	-5%
Year To Date 2011	\$231,524	\$66,470	\$144,412	\$133,162	\$89,529	\$145,717
Year To Date 2010	\$239,899	\$83,329	\$151,929	\$133,923	\$106,005	\$152,775
Difference	-8,375	-16,859	-7,517	-762	-16,476	-7,058
% Change	-3%	-20%	-5%	-1%	-16%	-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 2011

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	535	55	52	15	6	1,522
New Listings This Month	100	35	11	0	1	283
Pending Contracts						
Current Month 2011	83	15	10	0	0	179
Current Month 2010	86	12	14	0	1	221
Difference	-3	3	-4	0	0	-42
% Change	-3%	25%	-29%	0%	0%	-19%
Year To Date 2011	168	21	27	2	0	406
Year To Date 2010	222	30	28	1	2	564
Difference	-54	-9	-1	1	0	-158
% Change	-24%	-30%	-4%	100%	0%	-28%
Closed Sales						
Current Month 2011	55	5	4	0	0	140
Current Month 2010	77	9	7	0	1	183
Difference	-22	-4	-3	0	0	-43
% Change	-29%	-44%	-43%	0%	0%	-23%
Year To Date 2011	133	17	11	1	0	323
Year To Date 2010	156	25	19	2	2	408
Difference	-23	-8	-8	-1	0	-85
% Change	-15%	-32%	-42%	-50%	0%	-21%
Average Sale Price						
Current Month 2011	\$353,223	\$211,172	\$193,163			\$305,853
Current Month 2010	\$383,877	\$213,927	\$234,457		\$179,000	\$306,682
Difference	-30,654	-2,755	-41,295			-829
% Change	-8%	-1%	-18%			0%
Year To Date 2011	\$370,951	\$198,593	\$225,344	\$189,850		\$305,152
Year To Date 2010	\$391,622	\$211,036	\$222,940	\$202,593	\$169,500	\$304,794
Difference	-20,671	-12,443	2,404	-12,743		358
% Change	-5%	-6%	1%	-6%		0%

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Heartland MLS Statistics - Kansas Resale

Month of March 2011

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	3,945	956	572	341	224	17,033
New Listings This Month	1,288	240	165	78	41	4,740
Pending Contracts						
Current Month 2011	516	95	66	37	29	2,010
Current Month 2010	846	144	88	29	15	2,891
Difference	-330	-49	-22	8	14	-881
% Change	-39%	-34%	-25%	28%	93%	-30%
Year To Date 2011	1,322	333	147	78	64	5,286
Year To Date 2010	1,891	359	176	73	48	6,666
Difference	-569	-26	-29	5	16	-1,380
% Change	-30%	-7%	-16%	7%	33%	-21%
Closed Sales						
Current Month 2011	494	115	51	24	21	1,878
Current Month 2010	618	119	49	25	25	2,204
Difference	-124	-4	2	-1	-4	-326
% Change	-20%	-3%	4%	-4%	-16%	-15%
Year To Date 2011	1,090	303	115	64	52	4,398
Year To Date 2010	1,237	285	101	54	53	4,870
Difference	-147	18	14	10	-1	-472
% Change	-12%	6%	14%	19%	-2%	-10%
Average Sale Price						
Current Month 2011	\$214,340	\$74,273	\$140,106	\$128,271	\$80,479	\$138,365
Current Month 2010	\$215,624	\$73,473	\$134,183	\$140,475	\$85,880	\$146,244
Difference	-1,284	800	5,923	-12,204	-5,401	-7,879
% Change	-1%	1%	4%	-9%	-6%	-5%
Year To Date 2011	\$214,511	\$59,057	\$136,671	\$132,276	\$89,529	\$134,008
Year To Date 2010	\$220,765	\$72,127	\$138,571	\$131,380	\$103,609	\$138,634
Difference	-6,254	-13,070	-1,900	896	-14,080	-4,625
% Change	-3%	-18%	-1%	1%	-14%	-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