

Heartland MLS Statistics - Kansas Total

Month of March 2012

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	3,775	804	589	330	210	15,849
New Listings This Month	1,361	212	145	73	38	4,574
Pending Contracts						
Current Month 2012	694	144	78	33	29	2,399
Current Month 2011	747	141	75	36	32	2,463
Difference	-53	3	3	-3	-3	-64
% Change	-7%	2%	4%	-8%	-9%	-3%
Year To Date 2012	1,991	390	190	79	67	6,774
Year To Date 2011	1,658	385	173	77	67	5,956
Difference	333	5	17	2	0	818
% Change	20%	1%	10%	3%	0%	14%
Closed Sales						
Current Month 2012	661	133	56	28	19	2,287
Current Month 2011	552	124	57	24	21	2,038
Difference	109	9	-1	4	-2	249
% Change	20%	7%	-2%	17%	-10%	12%
Year To Date 2012	1,542	328	141	68	45	5,558
Year To Date 2011	1,230	325	128	65	52	4,748
Difference	312	3	13	3	-7	810
% Change	25%	1%	10%	5%	-13%	17%
Average Sale Price						
Current Month 2012	\$238,803	\$76,993	\$128,049	\$116,804	\$168,258	\$156,945
Current Month 2011	\$227,066	\$78,589	\$146,983	\$128,271	\$80,479	\$149,357
Difference	11,737	-1,596	-18,934	-11,467	87,780	7,588
% Change	5%	-2%	-13%	-9%	109%	5%
Year To Date 2012	\$235,599	\$66,487	\$131,468	\$141,451	\$107,108	\$150,898
Year To Date 2011	\$231,157	\$66,410	\$145,750	\$133,162	\$89,529	\$145,551
Difference	4,442	77	-14,282	8,289	17,579	5,347
% Change	2%	0%	-10%	6%	20%	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 March 2012

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	447	32	48	14	0	1,198
New Listings This Month	100	8	7	1	0	270
Pending Contracts						
Current Month 2012	111	9	9	0	0	230
Current Month 2011	85	15	9	0	0	184
Difference	26	-6	0	0	0	46
% Change	31%	-40%	0%	0%	0%	25%
Year To Date 2012	284	23	21	0	2	625
Year To Date 2011	171	20	26	2	0	407
Difference	113	3	-5	0	0	218
% Change	66%	15%	-19%	0%	0%	54%
Closed Sales						
Current Month 2012	82	10	5	0	1	180
Current Month 2011	55	5	4	0	0	141
Difference	27	5	1	0	0	39
% Change	49%	100%	25%	0%	0%	28%
Year To Date 2012	174	15	14	0	1	392
Year To Date 2011	134	17	11	1	0	325
Difference	40	-2	3	0	0	67
% Change	30%	-12%	27%	0%	0%	21%
Average Sale Price						
Current Month 2012	\$372,098	\$205,445	\$237,360		\$183,500	\$316,036
Current Month 2011	\$348,241	\$211,172	\$193,163			\$304,648
Difference	23,858	-5,727	44,198			11,388
% Change	7%	-3%	23%			4%
Year To Date 2012	\$392,837	\$187,028	\$234,436		\$183,500	\$319,987
Year To Date 2011	\$368,227	\$198,593	\$225,344	\$189,850		\$304,554
Difference	24,610	-11,565	9,092			15,432
% Change	7%	-6%	4%			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 Resale

Month of March 2012

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	3,328	772	541	316	210	14,651
New Listings This Month	1,261	204	138	72	38	4,304
Pending Contracts						
Current Month 2012	583	135	69	33	29	2,169
Current Month 2011	662	126	66	36	32	2,279
Difference	-79	9	3	-3	-3	-110
% Change	-12%	7%	5%	-8%	-9%	-5%
Year To Date 2012	1,707	367	169	79	65	6,149
Year To Date 2011	1,487	365	147	75	67	5,549
Difference	220	2	22	4	-2	600
% Change	15%	1%	15%	5%	-3%	11%
Closed Sales						
Current Month 2012	579	123	51	28	18	2,107
Current Month 2011	497	119	53	24	21	1,897
Difference	82	4	-2	4	-3	210
% Change	16%	3%	-4%	17%	-14%	11%
Year To Date 2012	1,368	313	127	68	44	5,166
Year To Date 2011	1,096	308	117	64	52	4,423
Difference	272	5	10	4	-8	743
% Change	25%	2%	9%	6%	-15%	17%
Average Sale Price						
Current Month 2012	\$219,925	\$66,550	\$117,332	\$116,804	\$167,411	\$143,354
Current Month 2011	\$213,656	\$73,018	\$143,498	\$128,271	\$80,479	\$137,814
Difference	6,269	-6,469	-26,166	-11,467	86,933	5,539
% Change	3%	-9%	-18%	-9%	108%	4%
Year To Date 2012	\$215,599	\$60,710	\$120,117	\$141,451	\$105,372	\$138,067
Year To Date 2011	\$214,398	\$59,114	\$138,267	\$132,276	\$89,529	\$133,868
Difference	1,201	1,596	-18,149	9,175	15,843	4,200
% Change	1%	3%	-13%	7%	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