

Heartland MLS Statistics - Kansas Total

Month of March 2013

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	2,988	656	507	266	239	13,391
New Listings This Month	1,195	197	145	75	52	3,993
Show for Backup This Month	335	34	8	11	5	774
Pending Contracts						
Current Month 2013	712	117	58	24	22	2,369
Current Month 2012	934	172	82	45	30	2,861
Difference	-222	-55	-24	-21	-8	-492
% Change	-24%	-32%	-29%	-47%	-27%	-17%
Year To Date 2013	2,123	333	176	80	64	6,952
Year To Date 2012	2,280	420	193	92	70	7,332
Difference	-157	-87	-17	-12	-6	-380
% Change	-7%	-21%	-9%	-13%	-9%	-5%
Closed Sales						
Current Month 2013	743	122	53	29	24	2,510
Current Month 2012	667	135	58	29	20	2,314
Difference	76	-13	-5	0	4	196
% Change	11%	-10%	-9%	0%	20%	8%
Year To Date 2013	1,737	281	139	71	53	5,958
Year To Date 2012	1,550	332	143	69	46	5,592
Difference	187	-51	-4	2	7	366
% Change	12%	-15%	-3%	3%	15%	7%
Average Sale Price						
Current Month 2013	\$248,998	\$73,148	\$145,400	\$166,435	\$112,793	\$165,885
Current Month 2012	\$238,848	\$76,814	\$128,030	\$116,569	\$167,345	\$157,039
Difference	10,151	-3,667	17,370	49,866	-54,553	8,845
% Change	4%	-5%	14%	43%	-33%	6%
Year To Date 2013	\$248,160	\$73,146	\$135,381	\$153,197	\$112,491	\$161,906
Year To Date 2012	\$235,725	\$66,409	\$131,412	\$140,995	\$108,041	\$150,959
Difference	12,435	6,738	3,969	12,202	4,451	10,947
% Change	5%	10%	3%	9%	4%	7%

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 March 2013

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	347	61	53	10	1	1,083
New Listings This Month	119	5	7	8	0	265
Show for Backup This Month	8	1	0	1	0	24
Pending Contracts						
Current Month 2013	107	7	6	0	0	237
Current Month 2012	115	7	9	1	0	242
Difference	-8	0	-3	0	0	-5
% Change	-7%	0%	-33%	0%	0%	-2%
Year To Date 2013	316	15	21	1	1	667
Year To Date 2012	291	21	20	1	2	647
Difference	25	-6	1	0	-1	20
% Change	9%	-29%	5%	0%	-50%	3%
Closed Sales						
Current Month 2013	84	3	6	3	1	200
Current Month 2012	83	10	5	0	1	183
Difference	1	-7	1	0	0	17
% Change	1%	-70%	20%	0%	0%	9%
Year To Date 2013	231	10	12	3	1	512
Year To Date 2012	175	15	14	0	1	395
Difference	56	-5	-2	0	0	117
% Change	32%	-33%	-14%	0%	0%	30%
Average Sale Price						
Current Month 2013	\$409,293	\$172,867	\$207,387	\$278,071	\$292,500	\$336,181
Current Month 2012	\$372,246	\$205,445	\$237,360		\$183,500	\$318,504
Difference	37,048	-32,578	-29,973		109,000	17,676
% Change	10%	-16%	-13%		59%	6%
Year To Date 2013	\$413,159	\$230,443	\$225,623	\$278,071	\$292,500	\$345,106
Year To Date 2012	\$392,788	\$187,028	\$234,436		\$183,500	\$320,876
Difference	20,370	43,415	-8,813		109,000	24,230
% Change	5%	23%	-4%		59%	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 Resale

Month of March 2013

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	2,641	595	454	256	238	12,308
New Listings This Month	1,076	192	138	67	52	3,728
Show for Backup This Month	327	33	8	10	5	750
Pending Contracts						
Current Month 2013	605	110	52	24	22	2,132
Current Month 2012	819	165	73	44	30	2,619
Difference	-214	-55	-21	-20	-8	-487
% Change	-26%	-33%	-29%	-45%	-27%	-19%
Year To Date 2013	1,807	318	155	79	63	6,285
Year To Date 2012	1,989	399	173	91	68	6,685
Difference	-182	-81	-18	-12	-5	-400
% Change	-9%	-20%	-10%	-13%	-7%	-6%
Closed Sales						
Current Month 2013	659	119	47	26	23	2,310
Current Month 2012	584	125	53	29	19	2,131
Difference	75	-6	-6	-3	4	179
% Change	13%	-5%	-11%	-10%	21%	8%
Year To Date 2013	1,506	271	127	68	52	5,446
Year To Date 2012	1,375	317	129	69	45	5,197
Difference	131	-46	-2	-1	7	249
% Change	10%	-15%	-2%	-1%	16%	5%
Average Sale Price						
Current Month 2013	\$228,566	\$70,634	\$137,487	\$153,554	\$104,979	\$151,140
Current Month 2012	\$219,889	\$66,524	\$117,716	\$116,569	\$166,495	\$143,174
Difference	8,677	4,110	19,771	36,985	-61,516	7,967
% Change	4%	6%	17%	32%	-37%	6%
Year To Date 2013	\$222,852	\$67,342	\$126,855	\$147,688	\$109,030	\$144,683
Year To Date 2012	\$215,735	\$60,701	\$120,232	\$140,995	\$106,364	\$138,045
Difference	7,117	6,641	6,623	6,693	2,666	6,638
% Change	3%	11%	6%	5%	3%	5%

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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