

## Heartland MLS Statistics - Kansas Total

Month of April 2011

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
<b>Current Inventory</b>	4,712	1,004	617	354	233	19,297
<b>New Listings This Month</b>	1,374	223	118	70	66	4,896
<b>Pending Contracts</b>						
Current Month 2011	571	126	77	20	18	2,092
Current Month 2010	1,272	197	98	53	25	4,092
Difference	-701	-71	-21	-33	-7	-2,000
% Change	-55%	-36%	-21%	-62%	-28%	-49%
Year To Date 2011	2,187	508	250	104	86	8,051
Year To Date 2010	3,385	586	302	127	75	11,325
Difference	-1,198	-78	-52	-23	11	-3,274
% Change	-35%	-13%	-17%	-18%	15%	-29%
<b>Closed Sales</b>						
Current Month 2011	644	123	67	29	19	2,176
Current Month 2010	908	168	82	32	18	2,916
Difference	-264	-45	-15	-3	1	-740
% Change	-29%	-27%	-18%	-9%	6%	-25%
Year To Date 2011	1,871	445	194	94	71	6,916
Year To Date 2010	2,301	478	202	88	73	8,195
Difference	-430	-33	-8	6	-2	-1,279
% Change	-19%	-7%	-4%	7%	-3%	-16%
<b>Average Sale Price</b>						
Current Month 2011	\$227,024	\$62,488	\$145,851	\$151,709	\$108,094	\$148,623
Current Month 2010	\$234,842	\$95,798	\$155,337	\$164,114	\$94,918	\$160,688
Difference	-7,818	-33,310	-9,486	-12,406	13,175	-12,065
% Change	-3%	-35%	-6%	-8%	14%	-8%
Year To Date 2011	\$229,914	\$65,320	\$145,531	\$138,884	\$94,497	\$146,532
Year To Date 2010	\$237,904	\$87,712	\$153,313	\$144,902	\$103,271	\$155,591
Difference	-7,989	-22,392	-7,782	-6,018	-8,774	-9,059
% Change	-3%	-26%	-5%	-4%	-8%	-6%

**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 April 2011

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
<b>Current Inventory</b>	526	59	46	7	7	1,521
<b>New Listings This Month</b>	99	6	7	0	1	254
<b>Pending Contracts</b>						
Current Month 2011	77	5	5	2	0	169
Current Month 2010	136	12	17	1	1	346
Difference	-59	-7	-12	1	0	-177
% Change	-43%	-58%	-71%	100%	0%	-51%
Year To Date 2011	246	26	32	4	0	582
Year To Date 2010	358	42	45	2	3	910
Difference	-112	-16	-13	2	0	-328
% Change	-31%	-38%	-29%	100%	0%	-36%
<b>Closed Sales</b>						
Current Month 2011	63	4	10	2	0	142
Current Month 2010	87	16	11	0	1	211
Difference	-24	-12	-1	0	0	-69
% Change	-28%	-75%	-9%	0%	0%	-33%
Year To Date 2011	196	21	21	3	0	465
Year To Date 2010	243	41	30	2	3	619
Difference	-47	-20	-9	1	0	-154
% Change	-19%	-49%	-30%	50%	0%	-25%
<b>Average Sale Price</b>						
Current Month 2011	\$367,829	\$155,189	\$247,808	\$237,176		\$317,909
Current Month 2010	\$370,648	\$192,612	\$226,006		\$147,000	\$285,276
Difference	-2,819	-37,423	21,802			32,634
% Change	-1%	-19%	10%			11%
Year To Date 2011	\$369,947	\$190,325	\$236,041	\$221,400		\$309,048
Year To Date 2010	\$384,113	\$203,846	\$224,064	\$202,593	\$162,000	\$298,141
Difference	-14,166	-13,521	11,977	18,807		10,907
% Change	-4%	-7%	5%	9%		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 Resale

Month of April 2011

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
<b>Current Inventory</b>	4,186	945	571	347	226	17,776
<b>New Listings This Month</b>	1,275	217	111	70	65	4,642
<b>Pending Contracts</b>						
Current Month 2011	494	121	72	18	18	1,923
Current Month 2010	1,136	185	81	52	24	3,746
Difference	-642	-64	-9	-34	-6	-1,823
% Change	-57%	-35%	-11%	-65%	-25%	-49%
Year To Date 2011	1,941	482	218	100	86	7,469
Year To Date 2010	3,027	544	257	125	72	10,414
Difference	-1,086	-62	-39	-25	14	-2,945
% Change	-36%	-11%	-15%	-20%	19%	-28%
<b>Closed Sales</b>						
Current Month 2011	581	119	57	27	19	2,034
Current Month 2010	821	152	71	32	17	2,705
Difference	-240	-33	-14	-5	2	-671
% Change	-29%	-22%	-20%	-16%	12%	-25%
Year To Date 2011	1,675	424	173	91	71	6,451
Year To Date 2010	2,058	437	172	86	70	7,575
Difference	-383	-13	1	5	1	-1,124
% Change	-19%	-3%	1%	6%	1%	-15%
<b>Average Sale Price</b>						
Current Month 2011	\$211,756	\$59,372	\$127,964	\$145,378	\$108,094	\$136,805
Current Month 2010	\$220,451	\$85,608	\$144,388	\$164,114	\$91,855	\$150,970
Difference	-8,695	-26,235	-16,425	-18,737	16,239	-14,165
% Change	-4%	-31%	-11%	-11%	18%	-9%
Year To Date 2011	\$213,528	\$59,129	\$134,544	\$136,163	\$94,497	\$134,818
Year To Date 2010	\$220,640	\$76,816	\$140,972	\$143,560	\$100,754	\$143,039
Difference	-7,112	-17,687	-6,428	-7,397	-6,257	-8,221
% Change	-3%	-23%	-5%	-5%	-6%	-6%

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