

Heartland MLS Statistics - Kansas Total

Month of April 2012

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	3,888	783	590	325	226	16,157
New Listings This Month	1,309	210	145	66	52	4,677
Pending Contracts						
Current Month 2012	644	117	72	36	18	2,312
Current Month 2011	766	141	70	25	19	2,445
Difference	-122	-24	2	11	-1	-133
% Change	-16%	-17%	3%	44%	-5%	-5%
Year To Date 2012	2,860	533	264	127	87	9,516
Year To Date 2011	2,424	526	243	102	86	8,400
Difference	436	7	21	25	1	1,116
% Change	18%	1%	9%	25%	1%	13%
Closed Sales						
Current Month 2012	746	133	71	36	23	2,405
Current Month 2011	654	124	68	31	19	2,206
Difference	92	9	3	5	4	199
% Change	14%	7%	4%	16%	21%	9%
Year To Date 2012	2,294	464	213	105	69	7,986
Year To Date 2011	1,884	449	196	96	71	6,954
Difference	410	15	17	9	-2	1,032
% Change	22%	3%	9%	9%	-3%	15%
Average Sale Price						
Current Month 2012	\$239,070	\$76,527	\$151,140	\$134,059	\$107,204	\$161,304
Current Month 2011	\$226,461	\$62,121	\$149,735	\$149,502	\$108,094	\$148,906
Difference	12,609	14,406	1,405	-15,443	-890	12,398
% Change	6%	23%	1%	-10%	-1%	8%
Year To Date 2012	\$236,772	\$69,366	\$137,864	\$138,617	\$107,762	\$154,109
Year To Date 2011	\$229,527	\$65,225	\$147,133	\$138,438	\$94,497	\$146,616
Difference	7,246	4,140	-9,269	179	13,264	7,493
% Change	3%	6%	-6%	0%	14%	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 April 2012

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	409	31	46	13	3	1,154
New Listings This Month	100	5	13	0	0	288
Pending Contracts						
Current Month 2012	108	7	9	0	0	250
Current Month 2011	79	5	4	2	0	182
Difference	29	2	5	0	0	68
% Change	37%	40%	125%	0%	0%	37%
Year To Date 2012	399	29	30	1	2	895
Year To Date 2011	250	25	30	4	0	589
Difference	149	4	0	-3	0	306
% Change	60%	16%	0%	-75%	0%	52%
Closed Sales						
Current Month 2012	75	3	8	1	1	171
Current Month 2011	63	4	10	2	0	144
Difference	12	-1	-2	-1	0	27
% Change	19%	-25%	-20%	-50%	0%	19%
Year To Date 2012	250	18	22	1	2	567
Year To Date 2011	197	21	21	3	0	469
Difference	53	-3	1	-2	0	98
% Change	27%	-14%	5%	-67%	0%	21%
Average Sale Price						
Current Month 2012	\$381,542	\$190,115	\$214,263	\$207,234	\$150,000	\$314,079
Current Month 2011	\$367,829	\$155,189	\$247,808	\$237,176		\$318,000
Difference	13,713	34,926	-33,546	-29,942		-3,922
% Change	4%	23%	-14%	-13%		-1%
Year To Date 2012	\$388,657	\$187,542	\$227,100	\$207,234	\$166,750	\$318,722
Year To Date 2011	\$368,100	\$190,325	\$236,041	\$221,400		\$308,683
Difference	20,557	-2,783	-8,941	-14,166		10,039
% Change	6%	-1%	-4%	-6%		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 April 2012

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	3,479	752	544	312	223	15,003
New Listings This Month	1,209	205	132	66	52	4,389
Pending Contracts						
Current Month 2012	536	110	63	36	18	2,062
Current Month 2011	687	136	66	23	19	2,263
Difference	-151	-26	-3	13	-1	-201
% Change	-22%	-19%	-5%	57%	-5%	-9%
Year To Date 2012	2,461	504	234	126	85	8,621
Year To Date 2011	2,174	501	213	98	86	7,811
Difference	287	3	21	28	-1	810
% Change	13%	1%	10%	29%	-1%	10%
Closed Sales						
Current Month 2012	671	130	63	35	22	2,234
Current Month 2011	591	120	58	29	19	2,062
Difference	80	10	5	6	3	172
% Change	14%	8%	9%	21%	16%	8%
Year To Date 2012	2,044	446	191	104	67	7,419
Year To Date 2011	1,687	428	175	93	71	6,485
Difference	357	18	16	11	-4	934
% Change	21%	4%	9%	12%	-6%	14%
Average Sale Price						
Current Month 2012	\$223,146	\$73,906	\$143,125	\$131,968	\$105,258	\$149,610
Current Month 2011	\$211,392	\$59,019	\$132,826	\$143,455	\$108,094	\$137,097
Difference	11,754	14,887	10,299	-11,487	-2,835	12,513
% Change	6%	25%	8%	-8%	-3%	9%
Year To Date 2012	\$218,196	\$64,596	\$127,585	\$137,957	\$106,001	\$141,528
Year To Date 2011	\$213,345	\$59,087	\$136,463	\$135,762	\$94,497	\$134,895
Difference	4,851	5,509	-8,878	2,195	11,503	6,633
% Change	2%	9%	-7%	2%	12%	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