

## Heartland MLS Statistics - Kansas Total

Month of April 2013

|                                   | Johnson Co. | Wyandotte Co. | Leav Co.  | Miami Co. | Franklin Co. | Heartland |
|-----------------------------------|-------------|---------------|-----------|-----------|--------------|-----------|
| <b>Current Inventory</b>          | 3,089       | 677           | 539       | 269       | 234          | 13,934    |
| <b>New Listings This Month</b>    | 1,407       | 242           | 168       | 62        | 54           | 4,824     |
| <b>Show for Backup This Month</b> | 408         | 36            | 8         | 9         | 4            | 1,028     |
| <b>Pending Contracts</b>          |             |               |           |           |              |           |
| Current Month 2013                | 796         | 133           | 88        | 43        | 36           | 2,687     |
| Current Month 2012                | 923         | 145           | 74        | 43        | 19           | 2,878     |
| Difference                        | -127        | -12           | 14        | 0         | 17           | -191      |
| % Change                          | -14%        | -8%           | 19%       | 0%        | 89%          | -7%       |
| Year To Date 2013                 | 3,174       | 495           | 269       | 131       | 101          | 10,198    |
| Year To Date 2012                 | 3,203       | 565           | 267       | 135       | 89           | 10,208    |
| Difference                        | -29         | -70           | 2         | -4        | 12           | -10       |
| % Change                          | -1%         | -12%          | 1%        | -3%       | 13%          | 0%        |
| <b>Closed Sales</b>               |             |               |           |           |              |           |
| Current Month 2013                | 784         | 140           | 62        | 41        | 31           | 2,636     |
| Current Month 2012                | 752         | 134           | 71        | 37        | 23           | 2,427     |
| Difference                        | 32          | 6             | -9        | 4         | 8            | 209       |
| % Change                          | 4%          | 4%            | -13%      | 11%       | 35%          | 9%        |
| Year To Date 2013                 | 2,530       | 423           | 204       | 112       | 84           | 8,625     |
| Year To Date 2012                 | 2,302       | 466           | 214       | 106       | 69           | 8,019     |
| Difference                        | 228         | -43           | -10       | 6         | 15           | 606       |
| % Change                          | 10%         | -9%           | -5%       | 6%        | 22%          | 8%        |
| <b>Average Sale Price</b>         |             |               |           |           |              |           |
| Current Month 2013                | \$248,443   | \$80,534      | \$175,586 | \$176,610 | \$67,458     | \$169,560 |
| Current Month 2012                | \$238,728   | \$76,180      | \$151,140 | \$135,246 | \$107,204    | \$161,089 |
| Difference                        | 9,714       | 4,354         | 24,445    | 41,363    | -39,745      | 8,471     |
| % Change                          | 4%          | 6%            | 16%       | 31%       | -37%         | 5%        |
| Year To Date 2013                 | \$249,256   | \$75,779      | \$147,351 | \$161,768 | \$95,872     | \$164,497 |
| Year To Date 2012                 | \$236,706   | \$69,218      | \$137,958 | \$138,988 | \$107,762    | \$154,025 |
| Difference                        | 12,550      | 6,560         | 9,393     | 22,779    | -11,889      | 10,471    |
| % Change                          | 5%          | 9%            | 7%        | 16%       | -11%         | 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 April 2013**

|                                   | Johnson Co. | Wyandotte Co. | Leav Co.  | Miami Co. | Franklin Co. | Heartland |
|-----------------------------------|-------------|---------------|-----------|-----------|--------------|-----------|
| <b>Current Inventory</b>          | 331         | 54            | 51        | 10        | 1            | 1,059     |
| <b>New Listings This Month</b>    | 146         | 23            | 10        | 0         | 0            | 364       |
| <b>Show for Backup This Month</b> | 3           | 1             | 1         | 0         | 0            | 25        |
| <b>Pending Contracts</b>          |             |               |           |           |              |           |
| Current Month 2013                | 127         | 11            | 14        | 0         | 0            | 291       |
| Current Month 2012                | 112         | 8             | 10        | 0         | 0            | 276       |
| Difference                        | 15          | 3             | 4         | 0         | 0            | 15        |
| % Change                          | 13%         | 38%           | 40%       | 0%        | 0%           | 5%        |
| Year To Date 2013                 | 452         | 28            | 35        | 2         | 1            | 981       |
| Year To Date 2012                 | 403         | 29            | 30        | 1         | 2            | 923       |
| Difference                        | 49          | -1            | 5         | 1         | -1           | 58        |
| % Change                          | 12%         | -3%           | 17%       | 100%      | -50%         | 6%        |
| <b>Closed Sales</b>               |             |               |           |           |              |           |
| Current Month 2013                | 82          | 7             | 9         | 2         | 0            | 208       |
| Current Month 2012                | 77          | 3             | 8         | 2         | 1            | 175       |
| Difference                        | 5           | 4             | 1         | 0         | 0            | 33        |
| % Change                          | 6%          | 133%          | 13%       | 0%        | 0%           | 19%       |
| Year To Date 2013                 | 314         | 17            | 21        | 5         | 1            | 721       |
| Year To Date 2012                 | 252         | 18            | 22        | 2         | 2            | 570       |
| Difference                        | 62          | -1            | -1        | 3         | -1           | 151       |
| % Change                          | 25%         | -6%           | -5%       | 150%      | -50%         | 26%       |
| <b>Average Sale Price</b>         |             |               |           |           |              |           |
| Current Month 2013                | \$372,474   | \$216,307     | \$238,472 | \$270,175 |              | \$334,060 |
| Current Month 2012                | \$379,156   | \$190,115     | \$214,263 | \$192,617 | \$150,000    | \$313,174 |
| Difference                        | -6,682      | 26,192        | 24,210    | 77,558    |              | 20,886    |
| % Change                          | -2%         | 14%           | 11%       | 40%       |              | 7%        |
| Year To Date 2013                 | \$402,863   | \$224,622     | \$231,130 | \$274,913 | \$292,500    | \$342,157 |
| Year To Date 2012                 | \$388,623   | \$187,542     | \$227,100 | \$192,617 | \$166,750    | \$318,511 |
| Difference                        | 14,240      | 37,080        | 4,030     | 82,296    | 125,750      | 23,646    |
| % Change                          | 4%          | 20%           | 2%        | 43%       | 75%          | 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 Resale

Month of April 2013

|                                   | Johnson Co. | Wyandotte Co. | Leav Co.  | Miami Co. | Franklin Co. | Heartland |
|-----------------------------------|-------------|---------------|-----------|-----------|--------------|-----------|
| <b>Current Inventory</b>          | 2,758       | 623           | 488       | 259       | 233          | 12,875    |
| <b>New Listings This Month</b>    | 1,261       | 219           | 158       | 62        | 54           | 4,460     |
| <b>Show for Backup This Month</b> | 405         | 35            | 7         | 9         | 4            | 1,003     |
| <b>Pending Contracts</b>          |             |               |           |           |              |           |
| Current Month 2013                | 669         | 122           | 74        | 43        | 36           | 2,396     |
| Current Month 2012                | 811         | 137           | 64        | 43        | 19           | 2,602     |
| Difference                        | -142        | -15           | 10        | 0         | 17           | -206      |
| % Change                          | -18%        | -11%          | 16%       | 0%        | 89%          | -8%       |
| Year To Date 2013                 | 2,722       | 467           | 234       | 129       | 100          | 9,217     |
| Year To Date 2012                 | 2,800       | 536           | 237       | 134       | 87           | 9,285     |
| Difference                        | -78         | -69           | -3        | -5        | 13           | -68       |
| % Change                          | -3%         | -13%          | -1%       | -4%       | 15%          | -1%       |
| <b>Closed Sales</b>               |             |               |           |           |              |           |
| Current Month 2013                | 702         | 133           | 53        | 39        | 31           | 2,428     |
| Current Month 2012                | 675         | 131           | 63        | 35        | 22           | 2,252     |
| Difference                        | 27          | 2             | -10       | 4         | 9            | 176       |
| % Change                          | 4%          | 2%            | -16%      | 11%       | 41%          | 8%        |
| Year To Date 2013                 | 2,216       | 406           | 183       | 107       | 83           | 7,904     |
| Year To Date 2012                 | 2,050       | 448           | 192       | 104       | 67           | 7,449     |
| Difference                        | 166         | -42           | -9        | 3         | 16           | 455       |
| % Change                          | 8%          | -9%           | -5%       | 3%        | 24%          | 6%        |
| <b>Average Sale Price</b>         |             |               |           |           |              |           |
| Current Month 2013                | \$233,955   | \$73,388      | \$164,907 | \$171,811 | \$67,458     | \$155,468 |
| Current Month 2012                | \$222,709   | \$73,571      | \$143,125 | \$131,968 | \$105,258    | \$149,271 |
| Difference                        | 11,245      | -182          | 21,782    | 39,843    | -37,800      | 6,197     |
| % Change                          | 5%          | 0%            | 15%       | 30%       | -36%         | 4%        |
| Year To Date 2013                 | \$227,491   | \$69,546      | \$137,737 | \$156,480 | \$93,503     | \$148,290 |
| Year To Date 2012                 | \$218,031   | \$64,464      | \$127,743 | \$137,957 | \$106,001    | \$141,439 |
| Difference                        | 9,460       | 5,082         | 9,993     | 18,523    | -12,498      | 6,852     |
| % Change                          | 4%          | 8%            | 8%        | 13%       | -12%         | 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**