

Heartland MLS Statistics - Kansas Total

Month of May 2011

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	4,674	947	596	363	219	19,218
New Listings This Month	1,217	207	128	71	32	4,343
Pending Contracts						
Current Month 2011	607	132	68	22	25	2,223
Current Month 2010	455	89	44	24	16	1,685
Difference	152	43	24	-2	9	538
% Change	33%	48%	55%	-8%	56%	32%
Year To Date 2011	2,990	656	318	129	110	10,641
Year To Date 2010	3,841	675	346	151	91	13,010
Difference	-851	-19	-28	-22	19	-2,369
% Change	-22%	-3%	-8%	-15%	21%	-18%
Closed Sales						
Current Month 2011	703	145	70	26	29	2,342
Current Month 2010	941	142	74	43	17	3,141
Difference	-238	3	-4	-17	12	-799
% Change	-25%	2%	-5%	-40%	71%	-25%
Year To Date 2011	2,582	592	264	120	100	9,281
Year To Date 2010	3,242	620	276	131	90	11,336
Difference	-660	-28	-12	-11	10	-2,055
% Change	-20%	-5%	-4%	-8%	11%	-18%
Average Sale Price						
Current Month 2011	\$247,709	\$74,868	\$160,514	\$155,865	\$96,765	\$161,572
Current Month 2010	\$227,777	\$86,736	\$173,623	\$159,502	\$123,900	\$166,086
Difference	19,932	-11,868	-13,109	-3,638	-27,135	-4,513
% Change	9%	-14%	-8%	-2%	-22%	-3%
Year To Date 2011	\$234,571	\$67,745	\$149,504	\$142,563	\$95,155	\$150,330
Year To Date 2010	\$234,964	\$87,488	\$158,758	\$149,694	\$107,168	\$158,499
Difference	-393	-19,743	-9,254	-7,132	-12,013	-8,168
% Change	0%	-23%	-6%	-5%	-11%	-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 May 2011

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	495	59	46	7	7	1,412
New Listings This Month	79	14	2	0	0	204
Pending Contracts						
Current Month 2011	73	5	7	1	0	174
Current Month 2010	64	5	7	0	0	146
Difference	9	0	0	0	0	28
% Change	14%	0%	0%	0%	0%	19%
Year To Date 2011	323	31	39	5	0	767
Year To Date 2010	422	47	52	2	3	1,056
Difference	-99	-16	-13	3	0	-289
% Change	-23%	-34%	-25%	150%	0%	-27%
Closed Sales						
Current Month 2011	70	7	6	2	0	151
Current Month 2010	83	7	8	1	0	247
Difference	-13	0	-2	1	0	-96
% Change	-16%	0%	-25%	100%	0%	-39%
Year To Date 2011	266	28	27	5	0	618
Year To Date 2010	326	48	38	3	3	866
Difference	-60	-20	-11	2	0	-248
% Change	-18%	-42%	-29%	67%	0%	-29%
Average Sale Price						
Current Month 2011	\$392,145	\$223,079	\$258,060	\$207,500		\$324,853
Current Month 2010	\$296,245	\$203,081	\$254,451	\$319,950		\$268,542
Difference	95,900	19,998	3,609	-112,450		56,311
% Change	32%	10%	1%	-35%		21%
Year To Date 2011	\$374,759	\$198,514	\$240,934	\$215,840		\$312,777
Year To Date 2010	\$361,742	\$203,735	\$230,461	\$241,712	\$162,000	\$289,699
Difference	13,017	-5,221	10,473	-25,872		23,078
% Change	4%	-3%	5%	-11%		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

Heartland MLS Statistics - Kansas Resale

Month of May 2011

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	4,179	888	550	356	212	17,806
New Listings This Month	1,138	193	126	71	32	4,139
Pending Contracts						
Current Month 2011	534	127	61	21	25	2,049
Current Month 2010	391	84	37	24	16	1,539
Difference	143	43	24	-3	9	510
% Change	37%	51%	65%	-13%	56%	33%
Year To Date 2011	2,667	625	279	124	110	9,874
Year To Date 2010	3,419	628	294	149	88	11,953
Difference	-752	-3	-15	-25	22	-2,079
% Change	-22%	0%	-5%	-17%	25%	-17%
Closed Sales						
Current Month 2011	633	138	64	24	29	2,191
Current Month 2010	858	135	66	42	17	2,894
Difference	-225	3	-2	-18	12	-703
% Change	-26%	2%	-3%	-43%	71%	-24%
Year To Date 2011	2,316	564	237	115	100	8,663
Year To Date 2010	2,916	572	238	128	87	10,469
Difference	-600	-8	-1	-13	13	-1,806
% Change	-21%	-1%	0%	-10%	15%	-17%
Average Sale Price						
Current Month 2011	\$231,736	\$67,350	\$151,370	\$151,562	\$96,765	\$150,319
Current Month 2010	\$221,154	\$80,703	\$163,826	\$155,682	\$123,900	\$157,341
Difference	10,583	-13,353	-12,456	-4,120	-27,135	-7,022
% Change	5%	-17%	-8%	-3%	-22%	-4%
Year To Date 2011	\$218,470	\$61,253	\$139,088	\$139,377	\$95,155	\$138,742
Year To Date 2010	\$220,791	\$77,733	\$147,310	\$147,538	\$105,277	\$146,992
Difference	-2,321	-16,480	-8,222	-8,161	-10,122	-8,251
% Change	-1%	-21%	-6%	-6%	-10%	-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