

Heartland MLS Statistics - Kansas Total

Month of May 2012

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	3,847	816	586	315	226	16,304
New Listings This Month	1,255	220	140	68	42	4,342
Show For Backup This Month	298	33	12	13	2	759
Pending Contracts						
Current Month 2012	705	110	84	29	25	2,406
Current Month 2011	772	143	62	28	24	2,504
Difference	-67	-33	22	1	1	-98
% Change	-9%	-23%	35%	4%	4%	-4%
Year To Date 2012	3,832	674	350	162	112	12,510
Year To Date 2011	3,195	669	305	130	110	10,902
Difference	637	5	45	32	2	1,608
% Change	20%	1%	15%	25%	2%	15%
Closed Sales						
Current Month 2012	942	159	77	39	25	2,933
Current Month 2011	710	147	70	26	29	2,368
Difference	232	12	7	13	-4	565
% Change	33%	8%	10%	50%	-14%	24%
Year To Date 2012	3,239	624	290	144	94	10,930
Year To Date 2011	2,594	596	266	122	100	9,322
Difference	645	28	24	22	-6	1,608
% Change	25%	5%	9%	18%	-6%	17%
Average Sale Price						
Current Month 2012	\$241,159	\$74,672	\$157,561	\$164,154	\$92,966	\$171,041
Current Month 2011	\$248,617	\$74,570	\$160,514	\$155,865	\$96,765	\$161,590
Difference	-7,459	102	-2,954	8,289	-3,799	9,451
% Change	-3%	0%	-2%	5%	-4%	6%
Year To Date 2012	\$237,905	\$70,671	\$143,094	\$145,533	\$103,827	\$158,566
Year To Date 2011	\$234,752	\$67,530	\$150,654	\$142,152	\$95,155	\$150,419
Difference	3,153	3,141	-7,561	3,381	8,672	8,147
% Change	1%	5%	-5%	2%	9%	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

Show for Backup Contracts = Show for Backup status and Contract date within time period specified

Heartland MLS Statistics - Kansas New Homes

Month of May 2012

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	395	35	44	12	3	1,141
New Listings This Month	107	16	3	0	1	238
Show For Backup This Month	4	0	0	0	0	22
Pending Contracts						
Current Month 2012	103	3	9	0	0	219
Current Month 2011	72	5	7	1	0	188
Difference	31	-2	2	0	0	31
% Change	43%	-40%	29%	0%	0%	16%
Year To Date 2012	505	33	39	1	2	1,136
Year To Date 2011	322	30	37	5	0	777
Difference	183	3	2	-4	0	359
% Change	57%	10%	5%	-80%	0%	46%
Closed Sales						
Current Month 2012	88	5	7	0	0	233
Current Month 2011	70	7	6	2	0	152
Difference	18	-2	1	0	0	81
% Change	26%	-29%	17%	0%	0%	53%
Year To Date 2012	338	23	29	1	2	799
Year To Date 2011	267	28	27	5	0	621
Difference	71	-5	2	-4	0	178
% Change	27%	-18%	7%	-80%	0%	29%
Average Sale Price						
Current Month 2012	\$356,608	\$207,680	\$207,829			\$305,703
Current Month 2011	\$392,145	\$223,079	\$258,060	\$207,500		\$323,685
Difference	-35,537	-15,399	-50,231			-17,982
% Change	-9%	-7%	-19%			-6%
Year To Date 2012	\$380,313	\$191,920	\$222,448	\$207,234	\$166,750	\$314,760
Year To Date 2011	\$374,404	\$198,514	\$240,934	\$215,840		\$312,355
Difference	5,909	-6,594	-18,486	-8,606		2,405
% Change	2%	-3%	-8%	-4%		1%

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 May 2012

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	3,452	781	542	303	223	15,163
New Listings This Month	1,148	204	137	68	41	4,104
Show For Backup This Month	294	33	12	13	2	737
Pending Contracts						
Current Month 2012	602	107	75	29	25	2,187
Current Month 2011	700	138	55	27	24	2,316
Difference	-98	-31	20	2	1	-129
% Change	-14%	-22%	36%	7%	4%	-6%
Year To Date 2012	3,327	641	311	161	110	11,374
Year To Date 2011	2,873	639	268	125	110	10,125
Difference	454	2	43	36	0	1,249
% Change	16%	0%	16%	29%	0%	12%
Closed Sales						
Current Month 2012	854	154	70	39	25	2,700
Current Month 2011	640	140	64	24	29	2,216
Difference	214	14	6	15	-4	484
% Change	33%	10%	9%	63%	-14%	22%
Year To Date 2012	2,901	601	261	143	92	10,131
Year To Date 2011	2,327	568	239	117	100	8,701
Difference	574	33	22	26	-8	1,430
% Change	25%	6%	9%	22%	-8%	16%
Average Sale Price						
Current Month 2012	\$229,262	\$70,353	\$152,534	\$164,154	\$92,966	\$159,420
Current Month 2011	\$232,919	\$67,144	\$151,370	\$151,562	\$96,765	\$150,471
Difference	-3,657	3,209	1,165	12,592	-3,799	8,949
% Change	-2%	5%	1%	8%	-4%	6%
Year To Date 2012	\$221,313	\$66,031	\$134,276	\$145,102	\$102,459	\$146,248
Year To Date 2011	\$218,728	\$61,073	\$140,455	\$139,003	\$95,155	\$138,862
Difference	2,585	4,957	-6,179	6,099	7,304	7,386
% Change	1%	8%	-4%	4%	8%	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