

Heartland MLS Statistics - Kansas Total

Month of May 2013

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	3,233	730	531	275	227	14,439
New Listings This Month	1,535	251	146	80	35	4,988
Show for Backup This Month	386	29	8	9	4	905
Pending Contracts						
Current Month 2013	876	123	78	37	31	2,688
Current Month 2012	954	130	87	34	26	2,909
Difference	-78	-7	-9	3	5	-221
% Change	-8%	-5%	-10%	9%	19%	-8%
Year To Date 2013	4,378	627	357	176	133	13,627
Year To Date 2012	4,156	695	354	169	115	13,113
Difference	222	-68	3	7	18	514
% Change	5%	-10%	1%	4%	16%	4%
Closed Sales						
Current Month 2013	1,169	133	85	48	28	3,322
Current Month 2012	949	164	78	39	26	2,961
Difference	220	-31	7	9	2	361
% Change	23%	-19%	9%	23%	8%	12%
Year To Date 2013	3,706	557	289	160	112	11,973
Year To Date 2012	3,251	630	292	145	95	10,980
Difference	455	-73	-3	15	17	993
% Change	14%	-12%	-1%	10%	18%	9%
Average Sale Price						
Current Month 2013	\$261,149	\$97,487	\$179,039	\$195,796	\$119,607	\$191,008
Current Month 2012	\$241,302	\$74,915	\$157,233	\$164,154	\$91,313	\$170,795
Difference	19,847	22,571	21,806	31,642	28,294	20,213
% Change	8%	30%	14%	19%	31%	12%
Year To Date 2013	\$252,809	\$81,103	\$156,671	\$171,976	\$101,806	\$171,784
Year To Date 2012	\$238,048	\$70,701	\$143,107	\$145,757	\$103,260	\$158,547
Difference	14,761	10,402	13,564	26,219	-1,454	13,237
% Change	6%	15%	9%	18%	-1%	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

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

Heartland MLS Statistics - Kansas New Homes

Month of May 2013

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	315	58	49	8	1	1,031
New Listings This Month	126	10	11	1	0	292
Show for Backup This Month	5	0	0	0	0	13
Pending Contracts						
Current Month 2013	151	2	12	0	0	298
Current Month 2012	105	3	9	0	0	236
Difference	46	-1	3	0	0	62
% Change	44%	-33%	33%	0%	0%	26%
Year To Date 2013	610	30	48	3	1	1,303
Year To Date 2012	508	32	39	1	2	1,159
Difference	102	-2	9	2	-1	144
% Change	20%	-6%	23%	200%	-50%	12%
Closed Sales						
Current Month 2013	131	7	8	0	0	270
Current Month 2012	91	6	7	0	0	237
Difference	40	1	1	0	0	33
% Change	44%	17%	14%	0%	0%	14%
Year To Date 2013	446	25	29	5	1	995
Year To Date 2012	343	24	29	2	2	807
Difference	103	1	0	3	-1	188
% Change	30%	4%	0%	150%	-50%	23%
Average Sale Price						
Current Month 2013	\$391,736	\$215,514	\$234,100			\$342,351
Current Month 2012	\$356,451	\$215,227	\$207,829			\$305,924
Difference	35,285	288	26,271			36,427
% Change	10%	0%	13%			12%
Year To Date 2013	\$399,310	\$219,267	\$231,949	\$274,913	\$292,500	\$341,549
Year To Date 2012	\$380,087	\$194,463	\$222,448	\$192,617	\$166,750	\$314,815
Difference	19,223	24,804	9,501	82,296	125,750	26,734
% Change	5%	13%	4%	43%	75%	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

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

Heartland MLS Statistics - Kansas Resale

Month of May 2013

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	2,918	672	482	267	226	13,408
New Listings This Month	1,409	241	135	79	35	4,696
Show for Backup This Month	381	29	8	9	4	892
Pending Contracts						
Current Month 2013	725	121	66	37	31	2,390
Current Month 2012	849	127	78	34	26	2,673
Difference	-124	-6	-12	3	5	-283
% Change	-15%	-5%	-15%	9%	19%	-11%
Year To Date 2013	3,768	597	309	173	132	12,324
Year To Date 2012	3,648	663	315	168	113	11,954
Difference	120	-66	-6	5	19	370
% Change	3%	-10%	-2%	3%	17%	3%
Closed Sales						
Current Month 2013	1,038	126	77	48	28	3,052
Current Month 2012	858	158	71	39	26	2,724
Difference	180	-32	6	9	2	328
% Change	21%	-20%	8%	23%	8%	12%
Year To Date 2013	3,260	532	260	155	111	10,978
Year To Date 2012	2,908	606	263	143	93	10,173
Difference	352	-74	-3	12	18	805
% Change	12%	-12%	-1%	8%	19%	8%
Average Sale Price						
Current Month 2013	\$244,669	\$90,930	\$173,318	\$195,796	\$119,607	\$177,619
Current Month 2012	\$229,090	\$69,587	\$152,245	\$164,154	\$91,313	\$159,038
Difference	15,579	21,343	21,074	31,642	28,294	18,581
% Change	7%	31%	14%	19%	31%	12%
Year To Date 2013	\$232,766	\$74,611	\$148,275	\$168,656	\$100,088	\$156,397
Year To Date 2012	\$221,294	\$65,800	\$134,358	\$145,102	\$101,895	\$146,151
Difference	11,472	8,811	13,917	23,554	-1,807	10,246
% Change	5%	13%	10%	16%	-2%	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