

Heartland MLS Statistics - Kansas Total

Month of June 2011

| | Johnson Co. | Wyandotte Co. | Leav Co. | Miami Co. | Franklin Co. | Heartland |
|--------------------------------|-------------|---------------|-----------|-----------|--------------|-----------|
| Current Inventory | 4,662 | 981 | 616 | 369 | 215 | 19,098 |
| New Listings This Month | 1,130 | 272 | 126 | 61 | 39 | 4,336 |
| Pending Contracts | | | | | | |
| Current Month 2011 | 555 | 103 | 71 | 30 | 24 | 2,073 |
| Current Month 2010 | 520 | 94 | 46 | 25 | 27 | 1,795 |
| Difference | 35 | 9 | 25 | 5 | -3 | 278 |
| % Change | 7% | 10% | 54% | 20% | -11% | 15% |
| Year To Date 2011 | 3,713 | 780 | 382 | 162 | 133 | 13,038 |
| Year To Date 2010 | 4,361 | 769 | 392 | 176 | 118 | 14,803 |
| Difference | -648 | 11 | -10 | -14 | 15 | -1,765 |
| % Change | -15% | 1% | -3% | -8% | 13% | -12% |
| Closed Sales | | | | | | |
| Current Month 2011 | 811 | 142 | 76 | 26 | 23 | 2,588 |
| Current Month 2010 | 905 | 137 | 87 | 40 | 21 | 2,878 |
| Difference | -94 | 5 | -11 | -14 | 2 | -290 |
| % Change | -10% | 4% | -13% | -35% | 10% | -10% |
| Year To Date 2011 | 3,398 | 736 | 340 | 146 | 123 | 11,889 |
| Year To Date 2010 | 4,147 | 757 | 363 | 171 | 111 | 14,214 |
| Difference | -749 | -21 | -23 | -25 | 12 | -2,325 |
| % Change | -18% | -3% | -6% | -15% | 11% | -16% |
| Average Sale Price | | | | | | |
| Current Month 2011 | \$254,513 | \$67,604 | \$164,813 | \$154,778 | \$121,776 | \$173,646 |
| Current Month 2010 | \$258,893 | \$87,021 | \$173,127 | \$196,938 | \$110,721 | \$180,586 |
| Difference | -4,380 | -19,417 | -8,314 | -42,159 | 11,055 | -6,940 |
| % Change | -2% | -22% | -5% | -21% | 10% | -4% |
| Year To Date 2011 | \$239,403 | \$67,678 | \$152,926 | \$144,738 | \$100,133 | \$155,395 |
| Year To Date 2010 | \$240,186 | \$87,404 | \$162,202 | \$160,745 | \$107,840 | \$162,971 |
| Difference | -784 | -19,726 | -9,276 | -16,007 | -7,707 | -7,577 |
| % Change | 0% | -23% | -6% | -10% | -7% | -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 June 2011

| | Johnson Co. | Wyandotte Co. | Leav Co. | Miami Co. | Franklin Co. | Heartland |
|--------------------------------|-------------|---------------|-----------|-----------|--------------|-----------|
| Current Inventory | 474 | 57 | 52 | 6 | 7 | 1,339 |
| New Listings This Month | 71 | 6 | 15 | 0 | 0 | 168 |
| Pending Contracts | | | | | | |
| Current Month 2011 | 82 | 10 | 6 | 0 | 0 | 190 |
| Current Month 2010 | 54 | 7 | 9 | 0 | 0 | 128 |
| Difference | 28 | 3 | -3 | 0 | 0 | 62 |
| % Change | 52% | 43% | -33% | 0% | 0% | 48% |
| Year To Date 2011 | 406 | 41 | 45 | 5 | 0 | 967 |
| Year To Date 2010 | 476 | 54 | 61 | 2 | 3 | 1,184 |
| Difference | -70 | -13 | -16 | 3 | 0 | -217 |
| % Change | -15% | -24% | -26% | 150% | 0% | -18% |
| Closed Sales | | | | | | |
| Current Month 2011 | 70 | 6 | 13 | 0 | 0 | 195 |
| Current Month 2010 | 128 | 11 | 15 | 1 | 1 | 314 |
| Difference | -58 | -5 | -2 | 0 | 0 | -119 |
| % Change | -45% | -45% | -13% | 0% | 0% | -38% |
| Year To Date 2011 | 337 | 34 | 40 | 5 | 0 | 815 |
| Year To Date 2010 | 454 | 59 | 53 | 4 | 4 | 1,180 |
| Difference | -117 | -25 | -13 | 1 | 0 | -365 |
| % Change | -26% | -42% | -25% | 25% | 0% | -31% |
| Average Sale Price | | | | | | |
| Current Month 2011 | \$396,572 | \$223,550 | \$244,088 | | | \$302,758 |
| Current Month 2010 | \$343,410 | \$183,859 | \$228,443 | \$205,000 | \$169,600 | \$297,477 |
| Difference | 53,162 | 39,691 | 15,645 | | | 5,281 |
| % Change | 15% | 22% | 7% | | | 2% |
| Year To Date 2011 | \$379,008 | \$202,932 | \$241,959 | \$215,840 | | \$310,136 |
| Year To Date 2010 | \$356,573 | \$200,029 | \$229,890 | \$232,534 | \$163,900 | \$291,769 |
| Difference | 22,435 | 2,903 | 12,069 | -16,694 | | 18,368 |
| % Change | 6% | 1% | 5% | -7% | | 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

Heartland MLS Statistics - Kansas Resale

Month of June 2011

| | Johnson Co. | Wyandotte Co. | Leav Co. | Miami Co. | Franklin Co. | Heartland |
|--------------------------------|-------------|---------------|-----------|-----------|--------------|-----------|
| Current Inventory | 4,188 | 924 | 564 | 363 | 208 | 17,759 |
| New Listings This Month | 1,059 | 266 | 111 | 61 | 39 | 4,168 |
| Pending Contracts | | | | | | |
| Current Month 2011 | 473 | 93 | 65 | 30 | 24 | 1,883 |
| Current Month 2010 | 466 | 87 | 37 | 25 | 27 | 1,667 |
| Difference | 7 | 6 | 28 | 5 | -3 | 216 |
| % Change | 2% | 7% | 76% | 20% | -11% | 13% |
| Year To Date 2011 | 3,307 | 739 | 337 | 157 | 133 | 12,071 |
| Year To Date 2010 | 3,885 | 715 | 331 | 174 | 115 | 13,618 |
| Difference | -578 | 24 | 6 | -17 | 18 | -1,547 |
| % Change | -15% | 3% | 2% | -10% | 16% | -11% |
| Closed Sales | | | | | | |
| Current Month 2011 | 741 | 136 | 63 | 26 | 23 | 2,393 |
| Current Month 2010 | 777 | 126 | 72 | 39 | 20 | 2,564 |
| Difference | -36 | 10 | -9 | -13 | 3 | -171 |
| % Change | -5% | 8% | -13% | -33% | 15% | -7% |
| Year To Date 2011 | 3,061 | 702 | 300 | 141 | 123 | 11,074 |
| Year To Date 2010 | 3,693 | 698 | 310 | 167 | 107 | 13,033 |
| Difference | -632 | 4 | -10 | -26 | 16 | -1,959 |
| % Change | -17% | 1% | -3% | -16% | 15% | -15% |
| Average Sale Price | | | | | | |
| Current Month 2011 | \$241,093 | \$60,724 | \$148,455 | \$154,778 | \$121,776 | \$163,125 |
| Current Month 2010 | \$244,970 | \$78,566 | \$161,603 | \$196,731 | \$107,778 | \$166,271 |
| Difference | -3,877 | -17,842 | -13,148 | -41,952 | 13,999 | -3,146 |
| % Change | -2% | -23% | -8% | -21% | 13% | -2% |
| Year To Date 2011 | \$224,033 | \$61,127 | \$141,055 | \$142,217 | \$100,133 | \$144,006 |
| Year To Date 2010 | \$225,878 | \$77,884 | \$150,629 | \$159,026 | \$105,744 | \$150,785 |
| Difference | -1,846 | -16,757 | -9,575 | -16,809 | -5,612 | -6,779 |
| % Change | -1% | -22% | -6% | -11% | -5% | -4% |

Pending Contracts = Pending or Sold status and Contract date within time period specified

Closed Sales = Sold status with Settlement Date within time period Specified