

Heartland MLS Statistics - Kansas Total

Month of June 2012

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	3,747	817	551	303	244	16,054
New Listings This Month	1,190	224	126	64	33	4,251
Show for Backup This Month	274	41	7	12	4	706
Pending Contracts						
Current Month 2012	682	110	79	29	17	2,349
Current Month 2011	748	108	70	32	22	2,425
Difference	-66	2	9	-3	-5	-76
% Change	-9%	2%	13%	-9%	-23%	-3%
Year To Date 2012	4,787	804	432	199	132	15,423
Year To Date 2011	3,941	776	375	162	132	13,321
Difference	846	28	57	37	0	2,102
% Change	21%	4%	15%	23%	0%	16%
Closed Sales						
Current Month 2012	990	127	83	42	25	2,903
Current Month 2011	822	146	77	26	23	2,623
Difference	168	-19	6	16	2	280
% Change	20%	-13%	8%	62%	9%	11%
Year To Date 2012	4,235	754	374	187	120	13,858
Year To Date 2011	3,416	742	343	148	123	11,945
Difference	819	12	31	39	-3	1,913
% Change	24%	2%	9%	26%	-2%	16%
Average Sale Price						
Current Month 2012	\$265,491	\$83,532	\$161,505	\$145,125	\$117,280	\$184,222
Current Month 2011	\$253,397	\$66,854	\$164,186	\$154,778	\$121,776	\$172,932
Difference	12,094	16,678	-2,680	-9,653	-4,496	11,289
% Change	5%	25%	-2%	-6%	-4%	7%
Year To Date 2012	\$244,422	\$72,981	\$147,150	\$145,615	\$106,181	\$163,976
Year To Date 2011	\$239,239	\$67,397	\$153,692	\$144,370	\$100,133	\$155,363
Difference	5,183	5,584	-6,542	1,245	6,048	8,613
% Change	2%	8%	-4%	1%	6%	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

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

Heartland MLS Statistics - Kansas New Homes
Month of June 2012

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	390	37	43	11	3	1,123
New Listings This Month	107	3	7	0	0	245
Show for Backup This Month	5	0	0	0	0	10
Pending Contracts						
Current Month 2012	110	4	3	0	0	218
Current Month 2011	83	10	6	0	0	192
Difference	27	-6	-3	0	0	26
% Change	33%	-60%	-50%	0%	0%	14%
Year To Date 2012	622	36	43	1	2	1,372
Year To Date 2011	404	39	43	5	0	966
Difference	218	-3	0	-4	0	406
% Change	54%	-8%	0%	-80%	0%	42%
Closed Sales						
Current Month 2012	117	6	10	0	0	254
Current Month 2011	72	6	13	0	0	196
Difference	45	0	-3	0	0	58
% Change	63%	0%	-23%	0%	0%	30%
Year To Date 2012	458	30	39	2	2	1,059
Year To Date 2011	339	34	40	5	0	817
Difference	119	-4	-1	-3	0	242
% Change	35%	-12%	-3%	-60%	0%	30%
Average Sale Price						
Current Month 2012	\$369,737	\$182,692	\$234,440			\$311,266
Current Month 2011	\$398,475	\$223,550	\$244,088			\$305,220
Difference	-28,738	-40,858	-9,648			6,046
% Change	-7%	-18%	-4%			2%
Year To Date 2012	\$377,400	\$192,109	\$225,523	\$192,617	\$166,750	\$313,821
Year To Date 2011	\$379,516	\$202,932	\$241,959	\$215,840		\$310,643
Difference	-2,117	-10,823	-16,436	-23,223		3,178
% Change	-1%	-5%	-7%	-11%		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 June 2012

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	3,357	780	508	292	241	14,931
New Listings This Month	1,083	221	119	64	33	4,006
Show for Backup This Month	269	41	7	12	4	696
Pending Contracts						
Current Month 2012	572	106	76	29	17	2,131
Current Month 2011	665	98	64	32	22	2,233
Difference	-93	8	12	-3	-5	-102
% Change	-14%	8%	19%	-9%	-23%	-5%
Year To Date 2012	4,165	768	389	198	130	14,051
Year To Date 2011	3,537	737	332	157	132	12,355
Difference	628	31	57	41	-2	1,696
% Change	18%	4%	17%	26%	-2%	14%
Closed Sales						
Current Month 2012	873	121	73	42	25	2,649
Current Month 2011	750	140	64	26	23	2,427
Difference	123	-19	9	16	2	222
% Change	16%	-14%	14%	62%	9%	9%
Year To Date 2012	3,777	724	335	185	118	12,799
Year To Date 2011	3,077	708	303	143	123	11,128
Difference	700	16	32	42	-5	1,671
% Change	23%	2%	11%	29%	-4%	15%
Average Sale Price						
Current Month 2012	\$251,520	\$78,615	\$151,514	\$145,125	\$117,280	\$172,040
Current Month 2011	\$239,470	\$60,138	\$147,955	\$154,778	\$121,776	\$162,249
Difference	12,051	18,476	3,559	-9,653	-4,496	9,791
% Change	5%	31%	2%	-6%	-4%	6%
Year To Date 2012	\$228,297	\$68,045	\$138,026	\$145,107	\$105,154	\$151,577
Year To Date 2011	\$223,784	\$60,888	\$142,039	\$141,871	\$100,133	\$143,963
Difference	4,513	7,157	-4,013	3,236	5,021	7,615
% Change	2%	12%	-3%	2%	5%	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