

Heartland MLS Statistics - Kansas Total

Month of July 2011

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	4,538	1,015	599	371	210	18,751
New Listings This Month	1,059	209	140	63	48	3,887
Pending Contracts						
Current Month 2011	517	93	62	26	22	2,023
Current Month 2010	546	111	57	30	16	2,001
Difference	-29	-18	5	-4	6	22
% Change	-5%	-16%	9%	-13%	38%	1%
Year To Date 2011	4,437	881	443	192	155	15,442
Year To Date 2010	4,907	880	449	206	134	16,803
Difference	-470	1	-6	-14	21	-1,361
% Change	-10%	0%	-1%	-7%	16%	-8%
Closed Sales						
Current Month 2011	719	96	64	31	21	2,290
Current Month 2010	526	95	48	32	31	1,884
Difference	193	1	16	-1	-10	406
% Change	37%	1%	33%	-3%	-32%	22%
Year To Date 2011	4,128	834	405	177	144	14,211
Year To Date 2010	4,673	852	411	203	142	16,098
Difference	-545	-18	-6	-26	2	-1,887
% Change	-12%	-2%	-1%	-13%	1%	-12%
Average Sale Price						
Current Month 2011	\$249,018	\$70,791	\$162,373	\$153,436	\$89,186	\$164,426
Current Month 2010	\$265,759	\$79,009	\$170,244	\$179,577	\$105,109	\$167,596
Difference	-16,741	-8,217	-7,871	-26,140	-15,923	-3,169
% Change	-6%	-10%	-5%	-15%	-15%	-2%
Year To Date 2011	\$241,066	\$68,011	\$154,329	\$146,262	\$98,536	\$156,874
Year To Date 2010	\$243,065	\$86,468	\$163,141	\$163,714	\$107,244	\$163,512
Difference	-1,999	-18,456	-8,812	-17,452	-8,708	-6,638
% Change	-1%	-21%	-5%	-11%	-8%	-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

Heartland MLS Statistics - Kansas New Homes

Month of July 2011

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	467	50	50	6	6	1,345
New Listings This Month	89	7	7	2	0	228
Pending Contracts						
Current Month 2011	72	4	4	1	1	157
Current Month 2010	44	5	8	0	0	130
Difference	28	-1	-4	0	0	27
% Change	64%	-20%	-50%	0%	0%	21%
Year To Date 2011	481	46	49	6	1	1,133
Year To Date 2010	520	59	69	2	3	1,315
Difference	-39	-13	-20	4	-2	-182
% Change	-8%	-22%	-29%	200%	-67%	-14%
Closed Sales						
Current Month 2011	72	5	4	0	0	161
Current Month 2010	44	2	9	0	0	108
Difference	28	3	-5	0	0	53
% Change	64%	150%	-56%	0%	0%	49%
Year To Date 2011	410	39	44	5	0	977
Year To Date 2010	498	61	62	4	4	1,288
Difference	-88	-22	-18	1	0	-311
% Change	-18%	-36%	-29%	25%	0%	-24%
Average Sale Price						
Current Month 2011	\$364,513	\$185,600	\$204,350			\$302,877
Current Month 2010	\$433,268	\$200,875	\$209,997			\$327,792
Difference	-68,756	-15,275	-5,647			-24,914
% Change	-16%	-8%	-3%			-8%
Year To Date 2011	\$377,148	\$200,710	\$238,540	\$215,840		\$309,405
Year To Date 2010	\$363,349	\$200,057	\$227,002	\$232,534	\$163,900	\$294,789
Difference	13,799	653	11,538	-16,694		14,616
% Change	4%	0%	5%	-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 Resale

Month of July 2011

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	4,071	965	549	365	204	17,407
New Listings This Month	970	202	133	61	48	3,659
Pending Contracts						
Current Month 2011	445	89	58	25	21	1,866
Current Month 2010	502	106	49	30	16	1,871
Difference	-57	-17	9	-5	5	-5
% Change	-11%	-16%	18%	-17%	31%	0%
Year To Date 2011	3,956	835	394	186	154	14,309
Year To Date 2010	4,387	821	380	204	131	15,487
Difference	-431	14	14	-18	23	-1,178
% Change	-10%	2%	4%	-9%	18%	-8%
Closed Sales						
Current Month 2011	647	91	60	31	21	2,129
Current Month 2010	482	93	39	32	31	1,776
Difference	165	-2	21	-1	-10	353
% Change	34%	-2%	54%	-3%	-32%	20%
Year To Date 2011	3,718	795	361	172	144	13,234
Year To Date 2010	4,175	791	349	199	138	14,809
Difference	-457	4	12	-27	6	-1,575
% Change	-11%	1%	3%	-14%	4%	-11%
Average Sale Price						
Current Month 2011	\$236,166	\$64,483	\$159,574	\$153,436	\$89,186	\$153,956
Current Month 2010	\$250,468	\$76,388	\$161,070	\$179,577	\$105,109	\$157,854
Difference	-14,302	-11,905	-1,496	-26,140	-15,923	-3,898
% Change	-6%	-16%	-1%	-15%	-15%	-2%
Year To Date 2011	\$226,060	\$61,501	\$144,065	\$144,239	\$98,536	\$145,613
Year To Date 2010	\$228,717	\$77,708	\$151,796	\$162,331	\$105,602	\$151,633
Difference	-2,657	-16,206	-7,731	-18,092	-7,065	-6,020
% Change	-1%	-21%	-5%	-11%	-7%	-4%

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