

Heartland MLS Statistics - Kansas Total

Month of July 2012

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	3,585	797	547	290	245	15,724
New Listings This Month	1,094	205	114	52	57	4,026
Show for Backup This Month	231	43	10	15	4	671
Pending Contracts						
Current Month 2012	635	91	80	34	20	2,220
Current Month 2011	693	109	67	30	20	2,349
Difference	-58	-18	13	4	0	-129
% Change	-8%	-17%	19%	13%	0%	-5%
Year To Date 2012	5,681	917	511	242	153	18,178
Year To Date 2011	4,634	885	441	192	152	15,666
Difference	1,047	32	70	50	1	2,512
% Change	23%	4%	16%	26%	1%	16%
Closed Sales						
Current Month 2012	942	129	89	36	14	2,802
Current Month 2011	725	98	64	31	21	2,316
Difference	217	31	25	5	-7	486
% Change	30%	32%	39%	16%	-33%	21%
Year To Date 2012	5,184	886	464	223	134	16,689
Year To Date 2011	4,141	840	407	179	144	14,261
Difference	1,043	46	57	44	-10	2,428
% Change	25%	5%	14%	25%	-7%	17%
Average Sale Price						
Current Month 2012	\$243,640	\$81,068	\$149,281	\$173,559	\$83,539	\$172,488
Current Month 2011	\$248,249	\$70,469	\$162,373	\$153,436	\$89,186	\$163,888
Difference	-4,609	10,600	-13,092	20,123	-5,646	8,599
% Change	-2%	15%	-8%	13%	-6%	5%
Year To Date 2012	\$244,353	\$74,135	\$147,584	\$150,126	\$103,815	\$165,385
Year To Date 2011	\$240,816	\$67,755	\$155,057	\$145,940	\$98,536	\$156,748
Difference	3,537	6,379	-7,473	4,186	5,279	8,638
% Change	1%	9%	-5%	3%	5%	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 July 2012

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	397	37	41	9	3	1,123
New Listings This Month	123	11	7	0	0	282
Show for Backup This Month	7	1	0	0	0	19
Pending Contracts						
Current Month 2012	93	6	10	2	0	218
Current Month 2011	79	4	5	1	1	169
Difference	14	2	5	1	0	49
% Change	18%	50%	100%	100%	0%	29%
Year To Date 2012	719	42	53	3	2	1,608
Year To Date 2011	483	43	48	6	1	1,135
Difference	236	-1	5	-3	1	473
% Change	49%	-2%	10%	-50%	100%	42%
Closed Sales						
Current Month 2012	84	4	5	0	0	183
Current Month 2011	73	5	4	0	0	167
Difference	11	-1	1	0	0	16
% Change	15%	-20%	25%	0%	0%	10%
Year To Date 2012	544	34	44	2	2	1,246
Year To Date 2011	412	39	44	5	0	984
Difference	132	-5	0	-3	0	262
% Change	32%	-13%	0%	-60%	0%	27%
Average Sale Price						
Current Month 2012	\$373,588	\$203,618	\$243,590			\$318,913
Current Month 2011	\$361,802	\$185,600	\$204,350			\$297,770
Difference	11,785	18,018	39,240			21,142
% Change	3%	10%	19%			7%
Year To Date 2012	\$376,942	\$193,463	\$227,576	\$192,617	\$166,750	\$314,607
Year To Date 2011	\$376,378	\$200,710	\$238,540	\$215,840		\$308,458
Difference	564	-7,247	-10,964	-23,223		6,149
% Change	0%	-4%	-5%	-11%		2%

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 July 2012

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	3,188	760	506	281	242	14,601
New Listings This Month	971	194	107	52	57	3,744
Show for Backup This Month	224	42	10	15	4	652
Pending Contracts						
Current Month 2012	542	85	70	32	20	2,002
Current Month 2011	614	105	62	29	19	2,180
Difference	-72	-20	8	3	1	-178
% Change	-12%	-19%	13%	10%	5%	-8%
Year To Date 2012	4,962	875	458	239	151	16,570
Year To Date 2011	4,151	842	393	186	151	14,531
Difference	811	33	65	53	0	2,039
% Change	20%	4%	17%	28%	0%	14%
Closed Sales						
Current Month 2012	858	125	84	36	14	2,619
Current Month 2011	652	93	60	31	21	2,149
Difference	206	32	24	5	-7	470
% Change	32%	34%	40%	16%	-33%	22%
Year To Date 2012	4,640	852	420	221	132	15,443
Year To Date 2011	3,729	801	363	174	144	13,277
Difference	911	51	57	47	-12	2,166
% Change	24%	6%	16%	27%	-8%	16%
Average Sale Price						
Current Month 2012	\$230,918	\$77,147	\$143,667	\$173,559	\$83,539	\$162,256
Current Month 2011	\$235,535	\$64,279	\$159,574	\$153,436	\$89,186	\$153,484
Difference	-4,617	12,868	-15,907	20,123	-5,646	8,772
% Change	-2%	20%	-10%	13%	-6%	6%
Year To Date 2012	\$228,808	\$69,373	\$139,204	\$149,742	\$102,862	\$153,345
Year To Date 2011	\$225,839	\$61,282	\$144,938	\$143,932	\$98,536	\$145,504
Difference	2,969	8,091	-5,734	5,810	4,325	7,842
% Change	1%	13%	-4%	4%	4%	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