

Heartland MLS Statistics - Kansas Total

Month of August 2011

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	4,406	984	603	347	211	18,198
New Listings This Month	1,007	213	99	52	36	3,785
Pending Contracts						
Current Month 2011	480	106	65	30	34	2,003
Current Month 2010	520	119	51	20	19	2,020
Difference	-40	-13	14	10	15	-17
% Change	-8%	-11%	27%	50%	79%	-1%
Year To Date 2011	5,083	1,003	511	225	190	17,764
Year To Date 2010	5,426	999	500	226	153	18,821
Difference	-343	4	11	-1	37	-1,057
% Change	-6%	0%	2%	0%	24%	-6%
Closed Sales						
Current Month 2011	735	113	64	30	23	2,452
Current Month 2010	547	113	54	24	15	1,953
Difference	188	0	10	6	8	499
% Change	34%	0%	19%	25%	53%	26%
Year To Date 2011	4,868	948	469	207	167	16,687
Year To Date 2010	5,220	965	465	227	157	18,051
Difference	-352	-17	4	-20	10	-1,364
% Change	-7%	-2%	1%	-9%	6%	-8%
Average Sale Price						
Current Month 2011	\$246,911	\$80,942	\$140,157	\$157,062	\$100,719	\$160,606
Current Month 2010	\$248,661	\$79,338	\$156,345	\$114,923	\$76,770	\$163,655
Difference	-1,750	1,603	-16,188	42,139	23,949	-3,049
% Change	-1%	2%	-10%	37%	31%	-2%
Year To Date 2011	\$241,856	\$69,511	\$152,395	\$147,827	\$98,837	\$157,372
Year To Date 2010	\$243,651	\$85,633	\$162,352	\$158,555	\$104,332	\$163,528
Difference	-1,795	-16,121	-9,957	-10,729	-5,495	-6,155
% Change	-1%	-19%	-6%	-7%	-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

Heartland MLS Statistics - Kansas New Homes
Month of August 2011

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	503	50	49	4	6	1,338
New Listings This Month	109	4	4	0	1	224
Pending Contracts						
Current Month 2011	53	2	2	0	1	127
Current Month 2010	55	4	7	1	0	145
Difference	-2	-2	-5	0	0	-18
% Change	-4%	-50%	-71%	0%	0%	-12%
Year To Date 2011	537	49	53	6	2	1,275
Year To Date 2010	575	63	76	3	3	1,460
Difference	-38	-14	-23	3	-1	-185
% Change	-7%	-22%	-30%	100%	-33%	-13%
Closed Sales						
Current Month 2011	64	8	3	1	1	153
Current Month 2010	53	3	6	0	0	134
Difference	11	5	-3	0	0	19
% Change	21%	167%	-50%	0%	0%	14%
Year To Date 2011	475	47	47	6	1	1,136
Year To Date 2010	551	64	68	4	4	1,422
Difference	-76	-17	-21	2	-3	-286
% Change	-14%	-27%	-31%	50%	-75%	-20%
Average Sale Price						
Current Month 2011	\$355,130	\$222,366	\$329,594	\$290,000	\$160,000	\$303,611
Current Month 2010	\$354,500	\$190,896	\$224,133			\$311,238
Difference	630	31,469	105,461			-7,627
% Change	0%	16%	47%			-2%
Year To Date 2011	\$373,738	\$204,396	\$244,352	\$228,200	\$160,000	\$307,839
Year To Date 2010	\$362,498	\$199,627	\$226,749	\$232,534	\$163,900	\$296,339
Difference	11,240	4,769	17,603	-4,334	-3,900	11,500
% Change	3%	2%	8%	-2%	-2%	4%

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

Heartland MLS Statistics - Kansas Resale

Month of August 2011

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	3,903	934	554	343	205	16,860
New Listings This Month	898	209	95	52	35	3,561
Pending Contracts						
Current Month 2011	427	104	63	30	33	1,876
Current Month 2010	465	115	44	19	19	1,875
Difference	-38	-11	19	11	14	1
% Change	-8%	-10%	43%	58%	74%	0%
Year To Date 2011	4,546	954	458	219	188	16,489
Year To Date 2010	4,851	936	424	223	150	17,360
Difference	-305	18	34	-4	38	-871
% Change	-6%	2%	8%	-2%	25%	-5%
Closed Sales						
Current Month 2011	671	105	61	29	22	2,299
Current Month 2010	494	110	48	24	15	1,819
Difference	177	-5	13	5	7	480
% Change	36%	-5%	27%	21%	47%	26%
Year To Date 2011	4,393	901	422	201	166	15,551
Year To Date 2010	4,669	901	397	223	153	16,628
Difference	-276	0	25	-22	13	-1,077
% Change	-6%	0%	6%	-10%	8%	-6%
Average Sale Price						
Current Month 2011	\$236,589	\$70,166	\$130,840	\$152,478	\$98,024	\$151,089
Current Month 2010	\$237,306	\$76,296	\$147,871	\$114,923	\$76,770	\$152,783
Difference	-717	-6,129	-17,031	37,555	21,254	-1,694
% Change	0%	-8%	-12%	33%	28%	-1%
Year To Date 2011	\$227,596	\$62,475	\$142,153	\$145,428	\$98,468	\$146,381
Year To Date 2010	\$229,626	\$77,536	\$151,322	\$157,228	\$102,775	\$151,759
Difference	-2,030	-15,060	-9,169	-11,801	-4,307	-5,378
% Change	-1%	-19%	-6%	-8%	-4%	-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