

Heartland MLS Statistics - Kansas Total

Month of August 2012

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	3,475	775	546	286	247	15,368
New Listings This Month	1,010	200	117	57	48	3,907
Show for Backup This Month	254	30	11	10	4	645
Pending Contracts						
Current Month 2012	546	119	61	39	21	2,118
Current Month 2011	634	121	65	35	34	2,298
Difference	-88	-2	-4	4	-13	-180
% Change	-14%	-2%	-6%	11%	-38%	-8%
Year To Date 2012	6,429	1,062	580	290	177	20,768
Year To Date 2011	5,268	1,006	506	227	186	17,960
Difference	1,161	56	74	63	-9	2,808
% Change	22%	6%	15%	28%	-5%	16%
Closed Sales						
Current Month 2012	920	125	95	48	24	2,917
Current Month 2011	743	117	65	31	25	2,478
Difference	177	8	30	17	-1	439
% Change	24%	7%	46%	55%	-4%	18%
Year To Date 2012	6,103	1,012	560	271	158	19,627
Year To Date 2011	4,884	957	472	210	169	16,739
Difference	1,219	55	88	61	-11	2,888
% Change	25%	6%	19%	29%	-7%	17%
Average Sale Price						
Current Month 2012	\$255,595	\$69,408	\$145,125	\$150,388	\$128,177	\$173,643
Current Month 2011	\$246,629	\$81,252	\$138,570	\$159,560	\$110,261	\$160,758
Difference	8,967	-11,844	6,555	-9,171	17,916	12,885
% Change	4%	-15%	5%	-6%	16%	8%
Year To Date 2012	\$246,060	\$73,511	\$147,186	\$150,173	\$107,516	\$166,533
Year To Date 2011	\$241,700	\$69,405	\$152,786	\$147,951	\$100,271	\$157,341
Difference	4,359	4,106	-5,601	2,222	7,245	9,192
% Change	2%	6%	-4%	2%	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

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

Heartland MLS Statistics - Kansas New Homes
Month of August 2012

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	393	30	38	8	2	1,116
New Listings This Month	101	3	8	1	0	245
Show for Backup This Month	8	0	0	0	0	17
Pending Contracts						
Current Month 2012	82	8	7	1	1	169
Current Month 2011	55	3	2	0	1	139
Difference	27	5	5	0	0	30
% Change	49%	167%	250%	0%	0%	22%
Year To Date 2012	805	50	60	4	3	1,788
Year To Date 2011	538	46	50	6	2	1,273
Difference	267	4	10	-2	1	515
% Change	50%	9%	20%	-33%	50%	40%
Closed Sales						
Current Month 2012	100	3	12	2	0	237
Current Month 2011	66	8	3	1	1	157
Difference	34	-5	9	1	0	80
% Change	52%	-63%	300%	100%	0%	51%
Year To Date 2012	644	37	56	4	2	1,485
Year To Date 2011	478	47	47	6	1	1,141
Difference	166	-10	9	-2	1	344
% Change	35%	-21%	19%	-33%	100%	30%
Average Sale Price						
Current Month 2012	\$371,111	\$177,465	\$220,596	\$191,644		\$311,262
Current Month 2011	\$354,794	\$222,366	\$329,594	\$290,000	\$160,000	\$302,700
Difference	16,316	-44,901	-108,998	-98,356		8,562
% Change	5%	-20%	-33%	-34%		3%
Year To Date 2012	\$376,036	\$192,166	\$226,080	\$192,131	\$166,750	\$313,825
Year To Date 2011	\$373,398	\$204,396	\$244,352	\$228,200	\$160,000	\$307,666
Difference	2,639	-12,230	-18,272	-36,070	6,750	6,159
% Change	1%	-6%	-7%	-16%	4%	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 August 2012

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	3,082	745	508	278	245	14,252
New Listings This Month	909	197	109	56	48	3,662
Show for Backup This Month	246	30	11	10	4	628
Pending Contracts						
Current Month 2012	464	111	54	38	20	1,949
Current Month 2011	579	118	63	35	33	2,159
Difference	-115	-7	-9	3	-13	-210
% Change	-20%	-6%	-14%	9%	-39%	-10%
Year To Date 2012	5,624	1,012	520	286	174	18,980
Year To Date 2011	4,730	960	456	221	184	16,687
Difference	894	52	64	65	-10	2,293
% Change	19%	5%	14%	29%	-5%	14%
Closed Sales						
Current Month 2012	820	122	83	46	24	2,680
Current Month 2011	677	109	62	30	24	2,321
Difference	143	13	21	16	0	359
% Change	21%	12%	34%	53%	0%	15%
Year To Date 2012	5,459	975	504	267	156	18,142
Year To Date 2011	4,406	910	425	204	168	15,598
Difference	1,053	65	79	63	-12	2,544
% Change	24%	7%	19%	31%	-7%	16%
Average Sale Price						
Current Month 2012	\$241,508	\$66,751	\$134,213	\$148,595	\$128,177	\$161,473
Current Month 2011	\$236,084	\$70,895	\$129,327	\$155,212	\$108,189	\$151,157
Difference	5,425	-4,145	4,887	-6,617	19,988	10,316
% Change	2%	-6%	4%	-4%	18%	7%
Year To Date 2012	\$230,727	\$69,008	\$138,419	\$149,544	\$106,756	\$154,476
Year To Date 2011	\$227,413	\$62,433	\$142,660	\$145,591	\$99,915	\$146,345
Difference	3,314	6,575	-4,241	3,954	6,841	8,131
% Change	1%	11%	-3%	3%	7%	6%

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