

Heartland MLS Statistics - Kansas Total

Month of September 2010

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Heartland
Current Inventory	4,769	1,106	600	396	19,788
New Listings This Month	1,072	240	101	66	4,065
Pending Contracts					
Current Month 2010	353	84	65	23	1,634
Current Month 2009	770	127	50	31	2,685
Difference	-417	-43	15	-8	-1,051
% Change	-54%	-34%	30%	-26%	-39%
Year To Date 2010	5,774	1,101	563	255	20,618
Year To Date 2009	6,639	1,226	570	315	23,116
Difference	-865	-125	-7	-60	-2,498
% Change	-13%	-10%	-1%	-19%	-11%
Closed Sales					
Current Month 2010	499	115	46	23	1,893
Current Month 2009	750	139	70	36	2,615
Difference	-251	-24	-24	-13	-722
% Change	-33%	-17%	-34%	-36%	-28%
Year To Date 2010	5,713	1,079	511	248	19,912
Year To Date 2009	5,927	1,158	547	290	21,087
Difference	-214	-79	-36	-42	-1,175
% Change	-4%	-7%	-7%	-14%	-6%
Average Sale Price					
Current Month 2010	\$259,830	\$69,329	\$186,953	\$152,722	\$164,092
Current Month 2009	\$237,765	\$81,607	\$167,620	\$133,405	\$160,336
Difference	22,065	-12,278	19,333	19,317	3,756
% Change	9%	-15%	12%	14%	2%
Year To Date 2010	\$245,060	\$83,963	\$164,566	\$158,309	\$163,613
Year To Date 2009	\$240,861	\$78,538	\$163,247	\$155,499	\$160,832
Difference	4,200	5,426	1,319	2,810	2,781
% Change	2%	7%	1%	2%	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

Heartland MLS Statistics - Kansas New Homes
Month of September 2010

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Heartland
Current Inventory	555	76	58	19	1,618
New Listings This Month	85	3	11	0	207
Pending Contracts					
Current Month 2010	49	2	11	1	118
Current Month 2009	89	11	5	2	216
Difference	-40	-9	6	-1	-98
% Change	-45%	-82%	120%	-50%	-45%
Year To Date 2010	627	69	86	5	1,590
Year To Date 2009	720	105	103	18	2,068
Difference	-93	-36	-17	-13	-478
% Change	-13%	-34%	-17%	-72%	-23%
Closed Sales					
Current Month 2010	52	5	12	1	151
Current Month 2009	86	10	7	0	205
Difference	-34	-5	5	0	-54
% Change	-40%	-50%	71%	0%	-26%
Year To Date 2010	603	69	80	5	1,570
Year To Date 2009	649	88	103	17	1,885
Difference	-46	-19	-23	-12	-315
% Change	-7%	-22%	-22%	-71%	-17%
Average Sale Price					
Current Month 2010	\$379,637	\$206,211	\$244,565	\$265,000	\$311,072
Current Month 2009	\$336,972	\$175,180	\$274,714		\$284,299
Difference	42,666	31,031	-30,150		26,773
% Change	13%	18%	-11%		9%
Year To Date 2010	\$363,976	\$200,104	\$229,422	\$239,027	\$298,013
Year To Date 2009	\$364,914	\$210,226	\$243,955	\$206,549	\$295,478
Difference	-938	-10,122	-14,534	32,478	2,535
% Change	0%	-5%	-6%	16%	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

Heartland MLS Statistics - Kansas Resale

Month of September 2010

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Heartland
Current Inventory	4,214	1,030	542	377	18,170
New Listings This Month	987	237	90	66	3,858
Pending Contracts					
Current Month 2010	304	82	54	22	1,516
Current Month 2009	681	116	45	29	2,469
Difference	-377	-34	9	-7	-953
% Change	-55%	-29%	20%	-24%	-39%
Year To Date 2010	5,147	1,032	477	250	19,027
Year To Date 2009	5,919	1,120	467	297	21,047
Difference	-772	-88	10	-47	-2,020
% Change	-13%	-8%	2%	-16%	-10%
Closed Sales					
Current Month 2010	447	110	34	22	1,742
Current Month 2009	664	129	63	36	2,410
Difference	-217	-19	-29	-14	-668
% Change	-33%	-15%	-46%	-39%	-28%
Year To Date 2010	5,110	1,010	431	243	18,341
Year To Date 2009	5,278	1,069	444	273	19,201
Difference	-168	-59	-13	-30	-860
% Change	-3%	-6%	-3%	-11%	-4%
Average Sale Price					
Current Month 2010	\$245,893	\$63,107	\$166,619	\$147,618	\$151,351
Current Month 2009	\$224,916	\$74,353	\$155,721	\$133,405	\$149,791
Difference	20,977	-11,246	10,898	14,213	1,560
% Change	9%	-15%	7%	11%	1%
Year To Date 2010	\$231,028	\$76,029	\$152,528	\$156,648	\$151,735
Year To Date 2009	\$225,607	\$67,741	\$144,525	\$152,320	\$147,620
Difference	5,421	8,288	8,004	4,328	4,115
% Change	2%	12%	6%	3%	3%

Pending Contracts = Pending or Sold status and Contract date within time period specified

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