

## Heartland MLS Statistics - Kansas Total

Month of September 2011

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
<b>Current Inventory</b>	4,229	942	561	316	204	17,574
<b>New Listings This Month</b>	966	202	87	40	31	3,482
<b>Pending Contracts</b>						
Current Month 2011	448	130	46	23	20	1,781
Current Month 2010	441	87	61	25	18	1,772
Difference	7	43	-15	-2	2	9
% Change	2%	49%	-25%	-8%	11%	1%
Year To Date 2011	5,701	1,148	558	254	208	19,850
Year To Date 2010	5,867	1,084	561	251	171	20,585
Difference	-166	64	-3	3	37	-735
% Change	-3%	6%	-1%	1%	22%	-4%
<b>Closed Sales</b>						
Current Month 2011	634	140	60	33	22	2,223
Current Month 2010	512	118	46	22	19	1,943
Difference	122	22	14	11	3	280
% Change	24%	19%	30%	50%	16%	14%
Year To Date 2011	5,508	1,092	530	242	191	18,936
Year To Date 2010	5,732	1,083	511	249	176	19,992
Difference	-224	9	19	-7	15	-1,056
% Change	-4%	1%	4%	-3%	9%	-5%
<b>Average Sale Price</b>						
Current Month 2011	\$233,341	\$72,664	\$150,145	\$122,776	\$82,275	\$150,165
Current Month 2010	\$258,979	\$70,974	\$186,953	\$154,823	\$94,829	\$162,929
Difference	-25,637	1,690	-36,808	-32,046	-12,554	-12,763
% Change	-10%	2%	-20%	-21%	-13%	-8%
Year To Date 2011	\$240,794	\$69,888	\$152,626	\$144,613	\$98,198	\$156,528
Year To Date 2010	\$245,020	\$84,036	\$164,566	\$158,226	\$103,306	\$163,133
Difference	-4,226	-14,148	-11,940	-13,613	-5,108	-6,605
% Change	-2%	-17%	-7%	-9%	-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 September 2011**

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
<b>Current Inventory</b>	516	45	52	5	6	1,333
<b>New Listings This Month</b>	97	3	12	4	0	210
<b>Pending Contracts</b>						
Current Month 2011	60	5	3	2	0	138
Current Month 2010	48	2	11	1	0	128
Difference	12	3	-8	1	0	10
% Change	25%	150%	-73%	100%	0%	8%
Year To Date 2011	601	54	56	8	2	1,426
Year To Date 2010	623	65	87	4	3	1,588
Difference	-22	-11	-31	4	-1	-162
% Change	-4%	-17%	-36%	100%	-33%	-10%
<b>Closed Sales</b>						
Current Month 2011	70	7	5	1	0	166
Current Month 2010	54	6	12	1	0	154
Difference	16	1	-7	0	0	12
% Change	30%	17%	-58%	0%	0%	8%
Year To Date 2011	545	54	52	7	1	1,303
Year To Date 2010	605	70	80	5	4	1,576
Difference	-60	-16	-28	2	-3	-273
% Change	-10%	-23%	-35%	40%	-75%	-17%
<b>Average Sale Price</b>						
Current Month 2011	\$364,650	\$174,114	\$285,096	\$162,000		\$307,582
Current Month 2010	\$379,973	\$217,279	\$244,565	\$265,000		\$311,830
Difference	-15,323	-43,165	40,532	-103,000		-4,248
% Change	-4%	-20%	17%	-39%		-1%
Year To Date 2011	\$372,571	\$200,471	\$248,270	\$218,743	\$160,000	\$307,765
Year To Date 2010	\$364,058	\$201,140	\$229,422	\$239,027	\$163,900	\$297,853
Difference	8,513	-670	18,848	-20,284	-3,900	9,912
% Change	2%	0%	8%	-8%	-2%	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**

## Heartland MLS Statistics - Kansas Resale

Month of September 2011

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
<b>Current Inventory</b>	3,713	897	509	311	198	16,241
<b>New Listings This Month</b>	869	199	75	36	31	3,272
<b>Pending Contracts</b>						
Current Month 2011	388	125	43	21	20	1,643
Current Month 2010	393	85	50	24	18	1,644
Difference	-5	40	-7	-3	2	-1
% Change	-1%	47%	-14%	-13%	11%	0%
Year To Date 2011	5,100	1,094	502	246	206	18,424
Year To Date 2010	5,244	1,019	474	247	168	18,997
Difference	-144	75	28	-1	38	-573
% Change	-3%	7%	6%	0%	23%	-3%
<b>Closed Sales</b>						
Current Month 2011	564	133	55	32	22	2,057
Current Month 2010	458	112	34	21	19	1,789
Difference	106	21	21	11	3	268
% Change	23%	19%	62%	52%	16%	15%
Year To Date 2011	4,963	1,038	478	235	190	17,633
Year To Date 2010	5,127	1,013	431	244	172	18,416
Difference	-164	25	47	-9	18	-783
% Change	-3%	2%	11%	-4%	10%	-4%
<b>Average Sale Price</b>						
Current Month 2011	\$217,044	\$67,324	\$137,877	\$121,551	\$82,275	\$137,462
Current Month 2010	\$244,713	\$63,136	\$166,619	\$149,576	\$94,829	\$150,111
Difference	-27,669	4,188	-28,743	-28,026	-12,554	-12,649
% Change	-11%	7%	-17%	-19%	-13%	-8%
Year To Date 2011	\$226,323	\$63,094	\$142,221	\$142,405	\$97,873	\$145,352
Year To Date 2010	\$230,974	\$75,944	\$152,528	\$156,570	\$101,897	\$151,604
Difference	-4,650	-12,849	-10,307	-14,165	-4,025	-6,252
% Change	-2%	-17%	-7%	-9%	-4%	-4%

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