

Heartland MLS Statistics - Kansas Total

Month of September 2012

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	3,317	771	521	255	237	14,948
New Listings This Month	857	206	98	59	28	3,399
Show for Backup This Month	217	26	3	6	5	587
Pending Contracts						
Current Month 2012	474	105	58	29	16	1,834
Current Month 2011	557	138	53	22	19	2,008
Difference	-83	-33	5	7	-3	-174
% Change	-15%	-24%	9%	32%	-16%	-9%
Year To Date 2012	7,074	1,175	641	329	193	22,987
Year To Date 2011	5,824	1,144	558	249	205	19,960
Difference	1,250	31	83	80	-12	3,027
% Change	21%	3%	15%	32%	-6%	15%
Closed Sales						
Current Month 2012	656	117	62	40	26	2,230
Current Month 2011	644	141	60	33	23	2,254
Difference	12	-24	2	7	3	-24
% Change	2%	-17%	3%	21%	13%	-1%
Year To Date 2012	6,764	1,129	622	311	184	21,881
Year To Date 2011	5,528	1,098	532	243	192	18,993
Difference	1,236	31	90	68	-8	2,888
% Change	22%	3%	17%	28%	-4%	15%
Average Sale Price						
Current Month 2012	\$246,523	\$77,454	\$154,692	\$158,776	\$123,156	\$170,172
Current Month 2011	\$232,683	\$72,219	\$150,145	\$122,776	\$82,021	\$149,735
Difference	13,840	5,235	4,547	36,000	41,135	20,437
% Change	6%	7%	3%	29%	50%	14%
Year To Date 2012	\$246,068	\$73,920	\$147,934	\$151,279	\$109,726	\$166,878
Year To Date 2011	\$240,650	\$69,767	\$152,488	\$144,532	\$98,085	\$156,439
Difference	5,418	4,153	-4,555	6,747	11,641	10,440
% Change	2%	6%	-3%	5%	12%	7%

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 September 2012

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	368	31	45	6	2	1,099
New Listings This Month	72	7	10	1	0	202
Show for Backup This Month	2	0	1	0	0	11
Pending Contracts						
Current Month 2012	66	7	5	2	0	152
Current Month 2011	57	5	4	1	0	138
Difference	9	2	1	1	0	14
% Change	16%	40%	25%	100%	0%	10%
Year To Date 2012	873	56	65	6	3	1,954
Year To Date 2011	594	51	54	7	2	1,408
Difference	279	5	11	-1	1	546
% Change	47%	10%	20%	-14%	50%	39%
Closed Sales						
Current Month 2012	82	8	5	0	1	189
Current Month 2011	71	7	5	1	0	167
Difference	11	1	0	0	0	22
% Change	15%	14%	0%	0%	0%	13%
Year To Date 2012	726	45	61	4	3	1,675
Year To Date 2011	549	54	52	7	1	1,308
Difference	177	-9	9	-3	2	367
% Change	32%	-17%	17%	-43%	200%	28%
Average Sale Price						
Current Month 2012	\$351,838	\$187,076	\$258,060		\$183,700	\$299,916
Current Month 2011	\$361,260	\$174,114	\$285,096	\$162,000		\$306,483
Difference	-9,423	12,961	-27,036			-6,567
% Change	-3%	7%	-9%			-2%
Year To Date 2012	\$373,303	\$191,261	\$228,702	\$192,131	\$172,400	\$312,222
Year To Date 2011	\$371,828	\$200,471	\$248,270	\$218,743	\$160,000	\$307,515
Difference	1,475	-9,210	-19,568	-26,613	12,400	4,707
% Change	0%	-5%	-8%	-12%	8%	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 September 2012

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	2,949	740	476	249	235	13,849
New Listings This Month	785	199	88	58	28	3,197
Show for Backup This Month	215	26	2	6	5	576
Pending Contracts						
Current Month 2012	408	98	53	27	16	1,682
Current Month 2011	500	133	49	21	19	1,870
Difference	-92	-35	4	6	-3	-188
% Change	-18%	-26%	8%	29%	-16%	-10%
Year To Date 2012	6,201	1,119	576	323	190	21,033
Year To Date 2011	5,230	1,093	504	242	203	18,552
Difference	971	26	72	81	-13	2,481
% Change	19%	2%	14%	33%	-6%	13%
Closed Sales						
Current Month 2012	574	109	57	40	25	2,041
Current Month 2011	573	134	55	32	23	2,087
Difference	1	-25	2	8	2	-46
% Change	0%	-19%	4%	25%	9%	-2%
Year To Date 2012	6,038	1,084	561	307	181	20,206
Year To Date 2011	4,979	1,044	480	236	191	17,685
Difference	1,059	40	81	71	-10	2,521
% Change	21%	4%	17%	30%	-5%	14%
Average Sale Price						
Current Month 2012	\$231,478	\$69,408	\$145,624	\$158,776	\$120,734	\$158,158
Current Month 2011	\$216,751	\$66,897	\$137,877	\$121,551	\$82,021	\$137,192
Difference	14,727	2,512	7,748	37,226	38,713	20,966
% Change	7%	4%	6%	31%	47%	15%
Year To Date 2012	\$230,769	\$69,048	\$139,152	\$150,747	\$108,687	\$154,830
Year To Date 2011	\$226,186	\$63,006	\$142,112	\$142,331	\$97,760	\$145,265
Difference	4,583	6,042	-2,961	8,416	10,927	9,565
% Change	2%	10%	-2%	6%	11%	7%

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