

Heartland MLS Statistics - Kansas Total

Month of October 2010

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Heartland
Current Inventory	4,429	1,053	581	353	18,819
New Listings This Month	960	210	93	66	3,617
Pending Contracts					
Current Month 2010	399	78	35	26	1,580
Current Month 2009	744	151	52	30	2,575
Difference	-345	-73	-17	-4	-995
% Change	-46%	-48%	-33%	-13%	-39%
Year To Date 2010	6,273	1,178	597	280	22,385
Year To Date 2009	7,383	1,377	622	345	25,685
Difference	-1,110	-199	-25	-65	-3,300
% Change	-15%	-14%	-4%	-19%	-13%
Closed Sales					
Current Month 2010	418	76	57	28	1,766
Current Month 2009	829	137	70	36	2,801
Difference	-411	-61	-13	-8	-1,035
% Change	-50%	-45%	-19%	-22%	-37%
Year To Date 2010	6,141	1,157	568	277	21,725
Year To Date 2009	6,756	1,295	617	326	23,888
Difference	-615	-138	-49	-49	-2,163
% Change	-9%	-11%	-8%	-15%	-9%
Average Sale Price					
Current Month 2010	\$269,791	\$82,245	\$154,975	\$154,728	\$160,478
Current Month 2009	\$220,627	\$98,436	\$167,219	\$169,770	\$157,486
Difference	49,163	-16,191	-12,244	-15,042	2,992
% Change	22%	-16%	-7%	-9%	2%
Year To Date 2010	\$246,753	\$83,951	\$163,604	\$157,872	\$163,273
Year To Date 2009	\$238,378	\$80,643	\$163,698	\$157,075	\$160,440
Difference	8,375	3,309	-94	797	2,833
% Change	4%	4%	0%	1%	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 October 2010

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Heartland
Current Inventory	542	70	58	20	1,604
New Listings This Month	75	0	4	3	168
Pending Contracts					
Current Month 2010	52	3	3	0	115
Current Month 2009	66	18	8	1	214
Difference	-14	-15	-5	0	-99
% Change	-21%	-83%	-63%	0%	-46%
Year To Date 2010	681	72	90	5	1,713
Year To Date 2009	786	123	111	19	2,280
Difference	-105	-51	-21	-14	-567
% Change	-13%	-41%	-19%	-74%	-25%
Closed Sales					
Current Month 2010	52	2	5	1	141
Current Month 2009	81	19	14	1	225
Difference	-29	-17	-9	0	-84
% Change	-36%	-89%	-64%	0%	-37%
Year To Date 2010	657	72	85	6	1,716
Year To Date 2009	730	107	117	18	2,110
Difference	-73	-35	-32	-12	-394
% Change	-10%	-33%	-27%	-67%	-19%
Average Sale Price					
Current Month 2010	\$410,531	\$236,390	\$216,905	\$90,000	\$305,197
Current Month 2009	\$316,390	\$221,317	\$235,608	\$177,500	\$274,147
Difference	94,141	15,073	-18,703	-87,500	31,050
% Change	30%	7%	-8%	-49%	11%
Year To Date 2010	\$367,736	\$202,119	\$228,685	\$214,189	\$298,596
Year To Date 2009	\$359,530	\$212,195	\$242,957	\$204,935	\$293,204
Difference	8,206	-10,076	-14,271	9,254	5,393
% Change	2%	-5%	-6%	5%	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 Resale

Month of October 2010

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Heartland
Current Inventory	3,887	983	523	333	17,215
New Listings This Month	885	210	89	63	3,449
Pending Contracts					
Current Month 2010	347	75	32	26	1,465
Current Month 2009	678	133	44	29	2,361
Difference	-331	-58	-12	-3	-896
% Change	-49%	-44%	-27%	-10%	-38%
Year To Date 2010	5,592	1,106	507	275	20,671
Year To Date 2009	6,597	1,253	511	326	23,404
Difference	-1,005	-147	-4	-51	-2,733
% Change	-15%	-12%	-1%	-16%	-12%
Closed Sales					
Current Month 2010	366	74	52	27	1,625
Current Month 2009	748	118	56	35	2,576
Difference	-382	-44	-4	-8	-951
% Change	-51%	-37%	-7%	-23%	-37%
Year To Date 2010	5,484	1,085	483	271	20,008
Year To Date 2009	6,026	1,187	500	308	21,777
Difference	-542	-102	-17	-37	-1,769
% Change	-9%	-9%	-3%	-12%	-8%
Average Sale Price					
Current Month 2010	\$249,795	\$78,079	\$149,020	\$157,125	\$147,921
Current Month 2009	\$210,258	\$78,650	\$150,122	\$169,549	\$147,296
Difference	39,538	-571	-1,101	-12,424	625
% Change	19%	-1%	-1%	-7%	0%
Year To Date 2010	\$232,259	\$76,110	\$152,151	\$156,625	\$151,325
Year To Date 2009	\$223,701	\$68,825	\$145,151	\$154,278	\$147,582
Difference	8,558	7,284	6,999	2,347	3,743
% Change	4%	11%	5%	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