

Heartland MLS Statistics - Kansas Total

Month of October 2011

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	3,950	913	551	300	191	16,646
New Listings This Month	821	199	107	51	42	3,351
Pending Contracts						
Current Month 2011	415	97	52	27	24	1,625
Current Month 2010	505	81	35	28	11	1,790
Difference	-90	16	17	-1	13	-165
% Change	-18%	20%	49%	-4%	118%	-9%
Year To Date 2011	6,222	1,252	617	281	232	21,719
Year To Date 2010	6,372	1,165	596	279	182	22,373
Difference	-150	87	21	2	50	-654
% Change	-2%	7%	4%	1%	27%	-3%
Closed Sales						
Current Month 2011	532	121	54	21	28	1,962
Current Month 2010	425	79	58	29	12	1,810
Difference	107	42	-4	-8	16	152
% Change	25%	53%	-7%	-28%	133%	8%
Year To Date 2011	6,049	1,217	584	264	219	20,926
Year To Date 2010	6,157	1,162	569	278	188	21,802
Difference	-108	55	15	-14	31	-876
% Change	-2%	5%	3%	-5%	16%	-4%
Average Sale Price						
Current Month 2011	\$246,195	\$63,198	\$154,482	\$118,960	\$100,409	\$156,922
Current Month 2010	\$269,024	\$82,868	\$153,337	\$151,524	\$124,633	\$160,017
Difference	-22,829	-19,670	1,144	-32,564	-24,224	-3,095
% Change	-8%	-24%	1%	-21%	-19%	-2%
Year To Date 2011	\$241,271	\$69,056	\$152,798	\$142,498	\$98,481	\$156,533
Year To Date 2010	\$246,677	\$83,956	\$163,422	\$157,526	\$104,668	\$162,874
Difference	-5,406	-14,900	-10,624	-15,029	-6,187	-6,341
% Change	-2%	-18%	-7%	-10%	-6%	-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 October 2011

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	519	45	55	6	2	1,322
New Listings This Month	87	3	7	1	0	187
Pending Contracts						
Current Month 2011	54	2	1	0	1	122
Current Month 2010	54	2	3	0	0	116
Difference	0	0	-2	0	0	6
% Change	0%	0%	-67%	0%	0%	5%
Year To Date 2011	655	55	58	8	3	1,551
Year To Date 2010	677	67	90	4	3	1,704
Difference	-22	-12	-32	4	0	-153
% Change	-3%	-18%	-36%	100%	0%	-9%
Closed Sales						
Current Month 2011	57	6	6	0	1	131
Current Month 2010	52	2	5	1	0	144
Difference	5	4	1	0	0	-13
% Change	10%	200%	20%	0%	0%	-9%
Year To Date 2011	604	60	58	7	2	1,436
Year To Date 2010	657	72	85	6	4	1,720
Difference	-53	-12	-27	1	-2	-284
% Change	-8%	-17%	-32%	17%	-50%	-17%
Average Sale Price						
Current Month 2011	\$357,621	\$253,703	\$303,914		\$95,000	\$303,961
Current Month 2010	\$410,531	\$236,390	\$216,905	\$90,000		\$308,802
Difference	-52,910	17,313	87,009			-4,841
% Change	-13%	7%	40%			-2%
Year To Date 2011	\$370,982	\$205,794	\$254,026	\$218,743	\$127,500	\$307,433
Year To Date 2010	\$367,736	\$202,119	\$228,685	\$214,189	\$163,900	\$298,770
Difference	3,246	3,674	25,341	4,554	-36,400	8,663
% Change	1%	2%	11%	2%	-22%	3%

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

Heartland MLS Statistics - Kansas Resale

Month of October 2011

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	3,431	868	496	294	189	15,324
New Listings This Month	734	196	100	50	42	3,164
Pending Contracts						
Current Month 2011	361	95	51	27	23	1,503
Current Month 2010	451	79	32	28	11	1,674
Difference	-90	16	19	-1	12	-171
% Change	-20%	20%	59%	-4%	109%	-10%
Year To Date 2011	5,567	1,197	559	273	229	20,168
Year To Date 2010	5,695	1,098	506	275	179	20,669
Difference	-128	99	53	-2	50	-501
% Change	-2%	9%	10%	-1%	28%	-2%
Closed Sales						
Current Month 2011	475	115	48	21	27	1,831
Current Month 2010	373	77	53	28	12	1,666
Difference	102	38	-5	-7	15	165
% Change	27%	49%	-9%	-25%	125%	10%
Year To Date 2011	5,445	1,157	526	257	217	19,490
Year To Date 2010	5,500	1,090	484	272	184	20,082
Difference	-55	67	42	-15	33	-592
% Change	-1%	6%	9%	-6%	18%	-3%
Average Sale Price						
Current Month 2011	\$232,824	\$53,259	\$135,803	\$118,960	\$100,610	\$146,402
Current Month 2010	\$249,296	\$78,881	\$147,341	\$153,721	\$124,633	\$147,157
Difference	-16,472	-25,622	-11,538	-34,761	-24,024	-755
% Change	-7%	-32%	-8%	-23%	-19%	-1%
Year To Date 2011	\$226,883	\$61,965	\$141,636	\$140,421	\$98,213	\$145,415
Year To Date 2010	\$232,216	\$76,151	\$151,960	\$156,277	\$103,380	\$151,235
Difference	-5,334	-14,186	-10,325	-15,855	-5,167	-5,820
% Change	-2%	-19%	-7%	-10%	-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