

## Heartland MLS Statistics - Kansas Total

Month of October 2012

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
<b>Current Inventory</b>	3,047	731	490	245	229	14,230
<b>New Listings This Month</b>	919	189	98	50	36	3,501
<b>Show for Backup This Month</b>	215	28	10	4	1	601
<b>Pending Contracts</b>						
Current Month 2012	567	108	61	31	19	2,044
Current Month 2011	527	118	52	26	20	1,860
Difference	40	-10	9	5	-1	184
% Change	8%	-8%	17%	19%	-5%	10%
Year To Date 2012	7,829	1,297	705	366	215	25,443
Year To Date 2011	6,350	1,262	610	275	225	21,816
Difference	1,479	35	95	91	-10	3,627
% Change	23%	3%	16%	33%	-4%	17%
<b>Closed Sales</b>						
Current Month 2012	695	118	56	34	19	2,435
Current Month 2011	533	122	54	21	29	1,974
Difference	162	-4	2	13	-10	461
% Change	30%	-3%	4%	62%	-34%	23%
Year To Date 2012	7,469	1,249	678	345	203	24,341
Year To Date 2011	6,061	1,220	586	264	221	20,967
Difference	1,408	29	92	81	-18	3,374
% Change	23%	2%	16%	31%	-8%	16%
<b>Average Sale Price</b>						
Current Month 2012	\$248,962	\$85,050	\$166,237	\$162,831	\$118,835	\$168,890
Current Month 2011	\$246,144	\$62,854	\$154,482	\$118,960	\$97,754	\$156,569
Difference	2,819	22,196	11,755	43,872	21,081	12,321
% Change	1%	35%	8%	37%	22%	8%
Year To Date 2012	\$246,284	\$74,880	\$149,446	\$152,418	\$110,578	\$167,048
Year To Date 2011	\$241,133	\$69,076	\$152,672	\$142,498	\$98,041	\$156,451
Difference	5,151	5,805	-3,227	9,920	12,537	10,597
% Change	2%	8%	-2%	7%	13%	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 October 2012**

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
<b>Current Inventory</b>	355	33	50	6	0	1,112
<b>New Listings This Month</b>	99	1	5	0	0	232
<b>Show for Backup This Month</b>	2	1	1	0	0	14
<b>Pending Contracts</b>						
Current Month 2012	100	5	2	0	0	194
Current Month 2011	55	2	1	0	0	129
Difference	45	3	1	0	0	65
% Change	82%	150%	100%	0%	0%	50%
Year To Date 2012	975	61	68	6	3	2,166
Year To Date 2011	648	53	55	7	2	1,535
Difference	327	8	13	-1	1	631
% Change	50%	15%	24%	-14%	50%	41%
<b>Closed Sales</b>						
Current Month 2012	73	4	6	1	0	187
Current Month 2011	57	6	6	0	1	131
Difference	16	-2	0	0	0	56
% Change	28%	-33%	0%	0%	0%	43%
Year To Date 2012	800	49	67	5	3	1,863
Year To Date 2011	606	60	58	7	2	1,439
Difference	194	-11	9	-2	1	424
% Change	32%	-18%	16%	-29%	50%	29%
<b>Average Sale Price</b>						
Current Month 2012	\$371,497	\$230,065	\$238,825	\$245,000		\$330,396
Current Month 2011	\$357,621	\$253,703	\$303,914		\$95,000	\$303,961
Difference	13,876	-23,638	-65,089			26,435
% Change	4%	-9%	-21%			9%
Year To Date 2012	\$373,152	\$194,429	\$229,608	\$202,704	\$172,400	\$314,085
Year To Date 2011	\$370,492	\$205,794	\$254,026	\$218,743	\$127,500	\$307,191
Difference	2,660	-11,365	-24,418	-16,039	44,900	6,893
% Change	1%	-6%	-10%	-7%	35%	2%

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## Heartland MLS Statistics - Kansas Resale

Month of October 2012

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
<b>Current Inventory</b>	2,692	698	440	239	229	13,118
<b>New Listings This Month</b>	820	188	93	50	36	3,269
<b>Show for Backup This Month</b>	213	27	9	4	1	587
<b>Pending Contracts</b>						
Current Month 2012	467	103	59	31	19	1,850
Current Month 2011	472	116	51	26	20	1,731
Difference	-5	-13	8	5	-1	119
% Change	-1%	-11%	16%	19%	-5%	7%
Year To Date 2012	6,854	1,236	637	360	212	23,277
Year To Date 2011	5,702	1,209	555	268	223	20,281
Difference	1,152	27	82	92	-11	2,996
% Change	20%	2%	15%	34%	-5%	15%
<b>Closed Sales</b>						
Current Month 2012	622	114	50	33	19	2,248
Current Month 2011	476	116	48	21	28	1,843
Difference	146	-2	2	12	-9	405
% Change	31%	-2%	4%	57%	-32%	22%
Year To Date 2012	6,669	1,200	611	340	200	22,478
Year To Date 2011	5,455	1,160	528	257	219	19,528
Difference	1,214	40	83	83	-19	2,950
% Change	22%	3%	16%	32%	-9%	15%
<b>Average Sale Price</b>						
Current Month 2012	\$234,581	\$79,962	\$157,526	\$160,341	\$118,835	\$155,455
Current Month 2011	\$232,794	\$52,983	\$135,803	\$118,960	\$97,852	\$146,093
Difference	1,787	26,979	21,723	41,382	20,982	9,362
% Change	1%	51%	16%	35%	21%	6%
Year To Date 2012	\$231,066	\$69,999	\$140,655	\$151,678	\$109,651	\$154,862
Year To Date 2011	\$226,762	\$62,004	\$141,539	\$140,421	\$97,772	\$145,343
Difference	4,303	7,995	-883	11,257	11,879	9,519
% Change	2%	13%	-1%	8%	12%	7%

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