

## Heartland MLS Statistics - Kansas Total

### Month of November 2010

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Heartland
<b>Current Inventory</b>	4,090	1,061	559	339	17,779
<b>New Listings This Month</b>	690	168	94	53	3,043
<b>Pending Contracts</b>					
Current Month 2010	382	81	51	22	1,473
Current Month 2009	395	128	42	18	1,628
Difference	-13	-47	9	4	-155
% Change	-3%	-37%	21%	22%	-10%
Year To Date 2010	6,751	1,264	647	303	24,051
Year To Date 2009	7,776	1,505	663	363	27,308
Difference	-1,025	-241	-16	-60	-3,257
% Change	-13%	-16%	-2%	-17%	-12%
<b>Closed Sales</b>					
Current Month 2010	486	76	45	21	1,793
Current Month 2009	811	173	47	32	2,668
Difference	-325	-97	-2	-11	-875
% Change	-40%	-56%	-4%	-34%	-33%
Year To Date 2010	6,636	1,236	614	299	23,561
Year To Date 2009	7,567	1,468	664	358	26,556
Difference	-931	-232	-50	-59	-2,995
% Change	-12%	-16%	-8%	-16%	-11%
<b>Average Sale Price</b>					
Current Month 2010	\$239,819	\$88,099	\$155,135	\$119,190	\$155,891
Current Month 2009	\$229,454	\$89,739	\$150,462	\$147,175	\$160,581
Difference	10,365	-1,640	4,673	-27,985	-4,690
% Change	5%	-2%	3%	-19%	-3%
Year To Date 2010	\$246,134	\$84,172	\$162,814	\$154,834	\$162,648
Year To Date 2009	\$237,422	\$81,715	\$162,761	\$156,190	\$160,454
Difference	8,712	2,458	53	-1,356	2,194
% Change	4%	3%	0%	-1%	1%

**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 November 2010**

	<b>Johnson Co.</b>	<b>Wyandotte Co.</b>	<b>Leav Co.</b>	<b>Miami Co.</b>	<b>Heartland</b>
<b>Current Inventory</b>	532	65	57	20	1,543
<b>New Listings This Month</b>	80	4	13	1	185
<b>Pending Contracts</b>					
Current Month 2010	66	7	5	0	131
Current Month 2009	48	11	7	1	141
Difference	18	-4	-2	0	-10
% Change	38%	-36%	-29%	0%	-7%
Year To Date 2010	747	78	95	5	1,848
Year To Date 2009	834	134	118	20	2,421
Difference	-87	-56	-23	-15	-573
% Change	-10%	-42%	-19%	-75%	-24%
<b>Closed Sales</b>					
Current Month 2010	66	8	8	0	136
Current Month 2009	96	19	11	3	255
Difference	-30	-11	-3	0	-119
% Change	-31%	-58%	-27%	0%	-47%
Year To Date 2010	723	80	93	6	1,854
Year To Date 2009	826	126	128	21	2,365
Difference	-103	-46	-35	-15	-511
% Change	-12%	-37%	-27%	-71%	-22%
<b>Average Sale Price</b>					
Current Month 2010	\$357,947	\$212,185	\$226,956		\$324,271
Current Month 2009	\$361,888	\$199,479	\$199,967	\$136,283	\$279,470
Difference	-3,941	12,706	26,990		44,801
% Change	-1%	6%	13%		16%
Year To Date 2010	\$366,843	\$203,126	\$228,537	\$214,189	\$300,518
Year To Date 2009	\$359,804	\$210,278	\$239,262	\$195,128	\$291,723
Difference	7,038	-7,152	-10,726	19,062	8,795
% Change	2%	-3%	-4%	10%	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 November 2010**

	<b>Johnson Co.</b>	<b>Wyandotte Co.</b>	<b>Leav Co.</b>	<b>Miami Co.</b>	<b>Heartland</b>
<b>Current Inventory</b>	3,558	996	502	319	16,236
<b>New Listings This Month</b>	610	164	81	52	2,858
<b>Pending Contracts</b>					
Current Month 2010	316	74	46	22	1,342
Current Month 2009	347	117	35	17	1,487
Difference	-31	-43	11	5	-145
% Change	-9%	-37%	31%	29%	-10%
Year To Date 2010	6,004	1,186	552	298	22,202
Year To Date 2009	6,942	1,370	545	343	24,886
Difference	-938	-184	7	-45	-2,684
% Change	-14%	-13%	1%	-13%	-11%
<b>Closed Sales</b>					
Current Month 2010	420	68	37	21	1,657
Current Month 2009	715	154	36	29	2,413
Difference	-295	-86	1	-8	-756
% Change	-41%	-56%	3%	-28%	-31%
Year To Date 2010	5,913	1,156	521	293	21,706
Year To Date 2009	6,741	1,341	536	337	24,190
Difference	-828	-185	-15	-44	-2,484
% Change	-12%	-14%	-3%	-13%	-10%
<b>Average Sale Price</b>					
Current Month 2010	\$221,257	\$73,501	\$139,606	\$119,190	\$142,071
Current Month 2009	\$211,673	\$76,200	\$135,336	\$148,302	\$148,017
Difference	9,583	-2,699	4,270	-29,111	-5,946
% Change	5%	-4%	3%	-20%	-4%
Year To Date 2010	\$231,375	\$75,940	\$151,083	\$153,619	\$150,557
Year To Date 2009	\$222,426	\$69,672	\$144,492	\$153,764	\$147,625
Difference	8,949	6,268	6,591	-145	2,931
% Change	4%	9%	5%	0%	2%

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