

Heartland MLS Statistics - Kansas Total

Month of November 2011

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	3,507	862	514	283	188	15,334
New Listings This Month	610	178	85	48	31	2,751
Pending Contracts						
Current Month 2011	374	92	48	22	20	1,577
Current Month 2010	466	85	50	21	15	1,630
Difference	-92	7	-2	1	5	-53
% Change	-20%	8%	-4%	5%	33%	-3%
Year To Date 2011	6,727	1,367	664	301	248	23,538
Year To Date 2010	6,838	1,250	645	300	197	24,001
Difference	-111	117	19	1	51	-463
% Change	-2%	9%	3%	0%	26%	-2%
Closed Sales						
Current Month 2011	506	112	57	22	15	1,795
Current Month 2010	491	78	47	21	20	1,815
Difference	15	34	10	1	-5	-20
% Change	3%	44%	21%	5%	-25%	-1%
Year To Date 2011	6,559	1,330	641	286	236	22,735
Year To Date 2010	6,648	1,240	616	299	208	23,617
Difference	-89	90	25	-13	28	-882
% Change	-1%	7%	4%	-4%	13%	-4%
Average Sale Price						
Current Month 2011	\$244,409	\$60,896	\$152,394	\$114,636	\$97,645	\$160,898
Current Month 2010	\$239,848	\$86,864	\$155,233	\$119,190	\$115,192	\$155,523
Difference	4,561	-25,968	-2,840	-4,555	-17,547	5,375
% Change	2%	-30%	-2%	-4%	-15%	3%
Year To Date 2011	\$241,475	\$68,333	\$152,762	\$140,355	\$98,016	\$156,854
Year To Date 2010	\$246,173	\$84,139	\$162,797	\$154,834	\$105,680	\$162,309
Difference	-4,697	-15,806	-10,035	-14,479	-7,664	-5,455
% Change	-2%	-19%	-6%	-9%	-7%	-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 New Homes
Month of November 2011

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	505	42	51	5	3	1,284
New Listings This Month	71	1	7	1	0	168
Pending Contracts						
Current Month 2011	57	1	6	2	0	139
Current Month 2010	64	8	5	0	0	127
Difference	-7	-7	1	0	0	12
% Change	-11%	-88%	20%	0%	0%	9%
Year To Date 2011	714	56	63	10	2	1,694
Year To Date 2010	741	75	94	4	3	1,829
Difference	-27	-19	-31	6	-1	-135
% Change	-4%	-25%	-33%	150%	-33%	-7%
Closed Sales						
Current Month 2011	57	2	1	0	0	138
Current Month 2010	67	8	9	0	0	138
Difference	-10	-6	-8	0	0	0
% Change	-15%	-75%	-89%	0%	0%	0%
Year To Date 2011	662	62	59	7	2	1,575
Year To Date 2010	724	80	94	6	4	1,858
Difference	-62	-18	-35	1	-2	-283
% Change	-9%	-23%	-37%	17%	-50%	-15%
Average Sale Price						
Current Month 2011	\$378,420	\$175,574	\$338,800			\$323,146
Current Month 2010	\$358,051	\$212,185	\$226,506			\$323,831
Difference	20,369	-36,611	112,294			-685
% Change	6%	-17%	50%			0%
Year To Date 2011	\$371,329	\$204,819	\$255,463	\$218,743	\$127,500	\$308,727
Year To Date 2010	\$366,840	\$203,126	\$228,477	\$214,189	\$163,900	\$300,631
Difference	4,489	1,693	26,987	4,554	-36,400	8,096
% Change	1%	1%	12%	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 November 2011

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	3,002	820	463	278	185	14,050
New Listings This Month	539	177	78	47	31	2,583
Pending Contracts						
Current Month 2011	317	91	42	20	20	1,438
Current Month 2010	402	77	45	21	15	1,503
Difference	-85	14	-3	-1	5	-65
% Change	-21%	18%	-7%	-5%	33%	-4%
Year To Date 2011	6,013	1,311	601	291	246	21,844
Year To Date 2010	6,097	1,175	551	296	194	22,172
Difference	-84	136	50	-5	52	-328
% Change	-1%	12%	9%	-2%	27%	-1%
Closed Sales						
Current Month 2011	449	110	56	22	15	1,657
Current Month 2010	424	70	38	21	20	1,677
Difference	25	40	18	1	-5	-20
% Change	6%	57%	47%	5%	-25%	-1%
Year To Date 2011	5,897	1,268	582	279	234	21,160
Year To Date 2010	5,924	1,160	522	293	204	21,759
Difference	-27	108	60	-14	30	-599
% Change	0%	9%	11%	-5%	15%	-3%
Average Sale Price						
Current Month 2011	\$227,396	\$58,810	\$149,065	\$114,636	\$97,645	\$147,386
Current Month 2010	\$221,169	\$72,541	\$138,353	\$119,190	\$115,192	\$141,673
Difference	6,227	-13,731	10,712	-4,555	-17,547	5,712
% Change	3%	-19%	8%	-4%	-15%	4%
Year To Date 2011	\$226,898	\$61,659	\$142,351	\$138,388	\$97,764	\$145,550
Year To Date 2010	\$231,426	\$75,933	\$150,970	\$153,619	\$104,538	\$150,498
Difference	-4,528	-14,274	-8,619	-15,231	-6,774	-4,948
% Change	-2%	-19%	-6%	-10%	-6%	-3%

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