

Heartland MLS Statistics - Kansas Total

Month of November 2012

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	2,693	669	454	225	237	13,145
New Listings This Month	690	160	61	47	38	2,846
Show for Backup This Month	180	15	5	4	5	460
Pending Contracts						
Current Month 2012	471	97	45	33	21	1,736
Current Month 2011	480	105	47	24	22	1,786
Difference	-9	-8	-2	9	-1	-50
% Change	-2%	-8%	-4%	38%	-5%	-3%
Year To Date 2012	8,478	1,404	757	400	235	27,538
Year To Date 2011	6,828	1,367	657	299	247	23,597
Difference	1,650	37	100	101	-12	3,941
% Change	24%	3%	15%	34%	-5%	17%
Closed Sales						
Current Month 2012	681	124	61	35	25	2,197
Current Month 2011	508	114	57	23	15	1,810
Difference	173	10	4	12	10	387
% Change	34%	9%	7%	52%	67%	21%
Year To Date 2012	8,155	1,374	739	380	228	26,558
Year To Date 2011	6,569	1,334	643	287	236	22,777
Difference	1,586	40	96	93	-8	3,781
% Change	24%	3%	15%	32%	-3%	17%
Average Sale Price						
Current Month 2012	\$248,381	\$68,065	\$163,597	\$206,297	\$93,534	\$172,487
Current Month 2011	\$243,653	\$60,853	\$152,394	\$115,347	\$97,645	\$160,545
Difference	4,728	7,211	11,203	90,949	-4,111	11,942
% Change	2%	12%	7%	79%	-4%	7%
Year To Date 2012	\$246,440	\$74,244	\$150,614	\$157,380	\$108,709	\$167,480
Year To Date 2011	\$241,328	\$68,373	\$152,647	\$140,322	\$98,016	\$156,776
Difference	5,112	5,871	-2,034	17,058	10,694	10,703
% Change	2%	9%	-1%	12%	11%	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 November 2012

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	377	28	42	7	0	1,112
New Listings This Month	84	13	11	1	0	238
Show for Backup This Month	4	0	1	0	0	10
Pending Contracts						
Current Month 2012	80	5	5	0	0	167
Current Month 2011	61	1	6	1	0	152
Difference	19	4	-1	0	0	15
% Change	31%	400%	-17%	0%	0%	10%
Year To Date 2012	1,056	66	74	6	3	2,350
Year To Date 2011	708	54	61	8	2	1,686
Difference	348	12	13	-2	1	664
% Change	49%	22%	21%	-25%	50%	39%
Closed Sales						
Current Month 2012	80	1	5	0	0	174
Current Month 2011	57	2	1	0	0	139
Difference	23	-1	4	0	0	35
% Change	40%	-50%	400%	0%	0%	25%
Year To Date 2012	881	50	72	5	3	2,038
Year To Date 2011	663	62	59	7	2	1,578
Difference	218	-12	13	-2	1	460
% Change	33%	-19%	22%	-29%	50%	29%
Average Sale Price						
Current Month 2012	\$387,009	\$305,000	\$241,280			\$331,035
Current Month 2011	\$378,420	\$175,574	\$338,800			\$322,519
Difference	8,589	129,426	-97,520			8,516
% Change	2%	74%	-29%			3%
Year To Date 2012	\$374,168	\$196,640	\$230,419	\$202,704	\$172,400	\$315,456
Year To Date 2011	\$371,173	\$204,819	\$255,463	\$218,743	\$127,500	\$308,542
Difference	2,995	-8,179	-25,044	-16,039	44,900	6,915
% Change	1%	-4%	-10%	-7%	35%	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

Show for Backup Contracts = Show for Backup status and Contract date within time period specified

Heartland MLS Statistics - Kansas Resale
Month of November 2012

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	2,316	641	412	218	237	12,033
New Listings This Month	606	147	50	46	38	2,608
Show for Backup This Month	176	15	4	4	5	450
Pending Contracts						
Current Month 2012	391	92	40	33	21	1,569
Current Month 2011	419	104	41	23	22	1,634
Difference	-28	-12	-1	10	-1	-65
% Change	-7%	-12%	-2%	43%	-5%	-4%
Year To Date 2012	7,422	1,338	683	394	232	25,188
Year To Date 2011	6,120	1,313	596	291	245	21,911
Difference	1,302	25	87	103	-13	3,277
% Change	21%	2%	15%	35%	-5%	15%
Closed Sales						
Current Month 2012	601	123	56	35	25	2,023
Current Month 2011	451	112	56	23	15	1,671
Difference	150	11	0	12	10	352
% Change	33%	10%	0%	52%	67%	21%
Year To Date 2012	7,274	1,324	667	375	225	24,520
Year To Date 2011	5,906	1,272	584	280	234	21,199
Difference	1,368	52	83	95	-9	3,321
% Change	23%	4%	14%	34%	-4%	16%
Average Sale Price						
Current Month 2012	\$229,928	\$66,139	\$156,661	\$206,297	\$93,534	\$158,850
Current Month 2011	\$226,621	\$58,805	\$149,065	\$115,347	\$97,645	\$147,071
Difference	3,308	7,334	7,596	90,949	-4,111	11,779
% Change	1%	12%	5%	79%	-4%	8%
Year To Date 2012	\$230,970	\$69,621	\$141,999	\$156,776	\$107,860	\$155,180
Year To Date 2011	\$226,752	\$61,722	\$142,260	\$138,361	\$97,764	\$145,479
Difference	4,219	7,899	-261	18,414	10,096	9,701
% Change	2%	13%	0%	13%	10%	7%

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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