

Heartland MLS Statistics - Kansas Total

Month of December 2009

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Heartland
Current Inventory	3,250	942	486	308	15,535
New Listings This Month	591	177	60	32	2,615
Pending Contracts					
Current Month 2009	311	94	36	23	1,357
Current Month 2008	330	129	50	20	1,492
Difference	-19	-35	-14	3	-135
% Change	-6%	-27%	-28%	15%	-9%
Year To Date 2009	8,099	1,622	704	387	28,906
Year To Date 2008	7,671	1,713	839	334	29,097
Difference	428	-91	-135	53	-191
% Change	6%	-5%	-16%	16%	-1%
Closed Sales					
Current Month 2009	449	134	58	27	1,875
Current Month 2008	488	155	58	21	1,941
Difference	-39	-21	0	6	-66
% Change	-8%	-14%	0%	29%	-3%
Year To Date 2009	8,003	1,600	722	385	28,386
Year To Date 2008	7,900	1,709	850	328	29,476
Difference	103	-109	-128	57	-1,090
% Change	1%	-6%	-15%	17%	-4%
Average Sale Price					
Current Month 2009	\$259,789	\$78,266	\$152,791	\$111,711	\$161,641
Current Month 2008	\$237,159	\$73,473	\$167,343	\$166,708	\$152,858
Difference	22,629	4,793	-14,552	-54,997	8,783
% Change	10%	7%	-9%	-33%	6%
Year To Date 2009	\$238,575	\$81,309	\$161,960	\$153,071	\$160,500
Year To Date 2008	\$253,965	\$86,889	\$163,036	\$176,836	\$167,055
Difference	-15,390	-5,581	-1,076	-23,765	-6,555
% Change	-6%	-6%	-1%	-13%	-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 December 2009

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Heartland
Current Inventory	664	99	85	27	2,072
New Listings This Month	67	10	6	1	159
Pending Contracts					
Current Month 2009	58	7	10	1	134
Current Month 2008	41	6	11	1	132
Difference	17	1	-1	0	2
% Change	41%	17%	-9%	0%	2%
Year To Date 2009	908	145	128	21	2,620
Year To Date 2008	1,041	179	185	48	3,245
Difference	-133	-34	-57	-27	-625
% Change	-13%	-19%	-31%	-56%	-19%
Closed Sales					
Current Month 2009	67	10	9	0	195
Current Month 2008	61	13	15	4	215
Difference	6	-3	-6	0	-20
% Change	10%	-23%	-40%	0%	-9%
Year To Date 2009	890	135	137	21	2,553
Year To Date 2008	1,182	191	201	49	3,542
Difference	-292	-56	-64	-28	-989
% Change	-25%	-29%	-32%	-57%	-28%
Average Sale Price					
Current Month 2009	\$398,507	\$197,591	\$271,625		\$306,834
Current Month 2008	\$365,923	\$212,747	\$263,476	\$217,806	\$317,574
Difference	32,584	-15,155	8,149		-10,740
% Change	9%	-7%	3%		-3%
Year To Date 2009	\$361,947	\$209,211	\$241,388	\$195,128	\$292,506
Year To Date 2008	\$385,372	\$209,378	\$242,696	\$208,755	\$300,659
Difference	-23,425	-168	-1,307	-13,627	-8,152
% Change	-6%	0%	-1%	-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 Resale
Month of December 2009

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Heartland
Current Inventory	2,586	843	401	281	13,464
New Listings This Month	524	167	54	31	2,456
Pending Contracts					
Current Month 2009	253	87	26	22	1,223
Current Month 2008	289	123	39	19	1,360
Difference	-36	-36	-13	3	-137
% Change	-12%	-29%	-33%	16%	-10%
Year To Date 2009	7,191	1,476	576	366	26,285
Year To Date 2008	6,630	1,534	654	286	25,852
Difference	561	-58	-78	80	433
% Change	8%	-4%	-12%	28%	2%
Closed Sales					
Current Month 2009	382	124	49	27	1,680
Current Month 2008	427	142	43	17	1,726
Difference	-45	-18	6	10	-46
% Change	-11%	-13%	14%	59%	-3%
Year To Date 2009	7,113	1,464	585	364	25,832
Year To Date 2008	6,718	1,518	649	279	25,934
Difference	395	-54	-64	85	-102
% Change	6%	-4%	-10%	30%	0%
Average Sale Price					
Current Month 2009	\$235,458	\$68,643	\$130,964	\$111,711	\$144,789
Current Month 2008	\$218,765	\$60,722	\$133,808	\$154,685	\$132,340
Difference	16,694	7,921	-2,844	-42,974	12,449
% Change	8%	13%	-2%	-28%	9%
Year To Date 2009	\$223,139	\$69,548	\$143,359	\$150,644	\$147,459
Year To Date 2008	\$230,845	\$71,477	\$138,364	\$171,230	\$148,808
Difference	-7,706	-1,929	4,995	-20,585	-1,349
% Change	-3%	-3%	4%	-12%	-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