

## Heartland MLS Statistics - Kansas Total

Month of December 2010

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
<b>Current Inventory</b>	3,803	1,031	542	322	187	16,803
<b>New Listings This Month</b>	581	201	76	52	28	2,715
<b>Pending Contracts</b>						
Current Month 2010	285	67	43	14	10	1,300
Current Month 2009	387	97	38	24	17	1,485
Difference	-102	-30	5	-10	-7	-185
% Change	-26%	-31%	13%	-42%	-41%	-12%
Year To Date 2010	7,131	1,334	692	318	210	25,457
Year To Date 2009	8,162	1,602	701	387	264	28,788
Difference	-1,031	-268	-9	-69	-54	-3,331
% Change	-13%	-17%	-1%	-18%	-20%	-12%
<b>Closed Sales</b>						
Current Month 2010	522	90	49	18	7	1,849
Current Month 2009	460	136	60	27	17	1,926
Difference	62	-46	-11	-9	-10	-77
% Change	13%	-34%	-18%	-33%	-59%	-4%
Year To Date 2010	7,165	1,327	665	317	215	25,446
Year To Date 2009	8,027	1,604	724	385	250	28,482
Difference	-862	-277	-59	-68	-35	-3,036
% Change	-11%	-17%	-8%	-18%	-14%	-11%
<b>Average Sale Price</b>						
Current Month 2010	\$234,032	\$75,723	\$142,307	\$129,133	\$82,757	\$158,120
Current Month 2009	\$257,453	\$78,716	\$156,298	\$111,711	\$105,425	\$161,359
Difference	-23,421	-2,993	-13,992	17,422	-22,668	-3,239
% Change	-9%	-4%	-9%	16%	-22%	-2%
Year To Date 2010	\$245,242	\$83,589	\$161,287	\$153,375	\$104,933	\$162,249
Year To Date 2009	\$238,570	\$81,460	\$162,225	\$153,071	\$109,881	\$160,515
Difference	6,673	2,129	-938	304	-4,948	1,734
% Change	3%	3%	-1%	0%	-5%	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 December 2010**

	<b>Johnson Co.</b>	<b>Wyandotte Co.</b>	<b>Leav Co.</b>	<b>Miami Co.</b>	<b>Franklin Co.</b>	<b>Heartland</b>
<b>Current Inventory</b>	533	60	60	16	5	1,557
<b>New Listings This Month</b>	77	5	6	0	0	179
<b>Pending Contracts</b>						
Current Month 2010	35	3	3	1	0	94
Current Month 2009	59	8	10	1	1	140
Difference	-24	-5	-7	0	0	-46
% Change	-41%	-63%	-70%	0%	0%	-33%
Year To Date 2010	780	82	98	6	3	1,937
Year To Date 2009	891	142	128	21	5	2,559
Difference	-111	-60	-30	-15	-2	-622
% Change	-12%	-42%	-23%	-71%	-40%	-24%
<b>Closed Sales</b>						
Current Month 2010	54	5	5	1	0	131
Current Month 2009	68	10	10	0	0	199
Difference	-14	-5	-5	0	0	-68
% Change	-21%	-50%	-50%	0%	0%	-34%
Year To Date 2010	777	85	99	7	4	1,986
Year To Date 2009	894	136	138	21	5	2,564
Difference	-117	-51	-39	-14	-1	-578
% Change	-13%	-38%	-28%	-67%	-20%	-23%
<b>Average Sale Price</b>						
Current Month 2010	\$382,046	\$222,940	\$313,113	\$135,000		\$322,548
Current Month 2009	\$401,000	\$197,591	\$268,567			\$307,105
Difference	-18,954	25,349	44,545			15,443
% Change	-5%	13%	17%			5%
Year To Date 2010	\$367,899	\$204,292	\$232,751	\$202,877	\$163,900	\$301,932
Year To Date 2009	\$362,938	\$209,345	\$241,386	\$195,128	\$151,480	\$292,917
Difference	4,962	-5,054	-8,635	7,749	12,420	9,015
% Change	1%	-2%	-4%	4%	8%	3%

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

## Heartland MLS Statistics - Kansas Resale

### Month of December 2010

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
<b>Current Inventory</b>	3,270	971	482	306	182	15,246
<b>New Listings This Month</b>	504	196	70	52	28	2,536
<b>Pending Contracts</b>						
Current Month 2010	250	64	40	13	10	1,206
Current Month 2009	328	89	28	23	16	1,345
Difference	-78	-25	12	-10	-6	-139
% Change	-24%	-28%	43%	-43%	-38%	-10%
Year To Date 2010	6,351	1,252	594	312	207	23,519
Year To Date 2009	7,271	1,459	573	366	259	26,228
Difference	-920	-207	21	-54	-52	-2,709
% Change	-13%	-14%	4%	-15%	-20%	-10%
<b>Closed Sales</b>						
Current Month 2010	468	85	44	17	7	1,718
Current Month 2009	392	126	50	27	17	1,727
Difference	76	-41	-6	-10	-10	-9
% Change	19%	-33%	-12%	-37%	-59%	-1%
Year To Date 2010	6,388	1,242	566	310	211	23,459
Year To Date 2009	7,133	1,467	586	364	245	25,917
Difference	-745	-225	-20	-54	-34	-2,458
% Change	-10%	-15%	-3%	-15%	-14%	-9%
<b>Average Sale Price</b>						
Current Month 2010	\$216,953	\$67,063	\$122,897	\$128,788	\$82,757	\$145,583
Current Month 2009	\$232,551	\$69,281	\$133,845	\$111,711	\$105,425	\$144,565
Difference	-15,598	-2,218	-10,948	17,077	-22,668	1,017
% Change	-7%	-3%	-8%	15%	-22%	1%
Year To Date 2010	\$230,323	\$75,329	\$148,787	\$152,257	\$103,816	\$150,132
Year To Date 2009	\$222,982	\$69,639	\$143,584	\$150,644	\$109,032	\$147,422
Difference	7,341	5,690	5,204	1,613	-5,217	2,711
% Change	3%	8%	4%	1%	-5%	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**