

Heartland MLS Statistics - Kansas Total

Month of December 2011

| | Johnson Co. | Wyandotte Co. | Leav Co. | Miami Co. | Franklin Co. | Heartland |
|--------------------------------|-------------|---------------|-----------|-----------|--------------|-----------|
| Current Inventory | 3,202 | 788 | 497 | 264 | 181 | 14,227 |
| New Listings This Month | 475 | 164 | 99 | 57 | 35 | 2,333 |
| Pending Contracts | | | | | | |
| Current Month 2011 | 327 | 98 | 46 | 27 | 15 | 1,465 |
| Current Month 2010 | 352 | 75 | 43 | 17 | 10 | 1,438 |
| Difference | -25 | 23 | 3 | 10 | 5 | 27 |
| % Change | -7% | 31% | 7% | 59% | 50% | 2% |
| Year To Date 2011 | 7,161 | 1,478 | 712 | 328 | 264 | 25,208 |
| Year To Date 2010 | 7,188 | 1,325 | 688 | 317 | 207 | 25,438 |
| Difference | -27 | 153 | 24 | 11 | 57 | -230 |
| % Change | 0% | 12% | 3% | 3% | 28% | -1% |
| Closed Sales | | | | | | |
| Current Month 2011 | 530 | 126 | 53 | 28 | 26 | 1,955 |
| Current Month 2010 | 525 | 91 | 49 | 19 | 7 | 1,859 |
| Difference | 5 | 35 | 4 | 9 | 19 | 96 |
| % Change | 1% | 38% | 8% | 47% | 271% | 5% |
| Year To Date 2011 | 7,096 | 1,460 | 694 | 315 | 262 | 24,716 |
| Year To Date 2010 | 7,173 | 1,331 | 665 | 318 | 215 | 25,476 |
| Difference | -77 | 129 | 29 | -3 | 47 | -760 |
| % Change | -1% | 10% | 4% | -1% | 22% | -3% |
| Average Sale Price | | | | | | |
| Current Month 2011 | \$222,140 | \$66,149 | \$170,286 | \$158,227 | \$100,954 | \$149,454 |
| Current Month 2010 | \$233,678 | \$75,184 | \$142,307 | \$127,600 | \$82,757 | \$157,942 |
| Difference | -11,539 | -9,035 | 27,979 | 30,627 | 18,197 | -8,487 |
| % Change | -5% | -12% | 20% | 24% | 22% | -5% |
| Year To Date 2011 | \$239,943 | \$68,181 | \$154,100 | \$141,914 | \$98,308 | \$156,237 |
| Year To Date 2010 | \$245,258 | \$83,527 | \$161,287 | \$153,207 | \$104,933 | \$161,990 |
| Difference | -5,315 | -15,346 | -7,187 | -11,293 | -6,626 | -5,754 |
| % Change | -2% | -18% | -4% | -7% | -6% | -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 2011

| | Johnson Co. | Wyandotte Co. | Leav Co. | Miami Co. | Franklin Co. | Heartland |
|--------------------------------|-------------|---------------|-----------|-----------|--------------|-----------|
| Current Inventory | 484 | 41 | 50 | 9 | 1 | 1,254 |
| New Listings This Month | 53 | 3 | 18 | 4 | 0 | 163 |
| Pending Contracts | | | | | | |
| Current Month 2011 | 43 | 5 | 6 | 0 | 0 | 114 |
| Current Month 2010 | 39 | 2 | 4 | 1 | 0 | 96 |
| Difference | 4 | 3 | 2 | 0 | 0 | 18 |
| % Change | 10% | 150% | 50% | 0% | 0% | 19% |
| Year To Date 2011 | 760 | 61 | 69 | 10 | 2 | 1,819 |
| Year To Date 2010 | 779 | 77 | 98 | 5 | 3 | 1,925 |
| Difference | -19 | -16 | -29 | 5 | -1 | -106 |
| % Change | -2% | -21% | -30% | 100% | -33% | -6% |
| Closed Sales | | | | | | |
| Current Month 2011 | 55 | 3 | 6 | 0 | 0 | 149 |
| Current Month 2010 | 54 | 5 | 5 | 1 | 0 | 131 |
| Difference | 1 | -2 | 1 | 0 | 0 | 18 |
| % Change | 2% | -40% | 20% | 0% | 0% | 14% |
| Year To Date 2011 | 718 | 65 | 65 | 7 | 2 | 1,727 |
| Year To Date 2010 | 778 | 85 | 99 | 7 | 4 | 1,989 |
| Difference | -60 | -20 | -34 | 0 | -2 | -262 |
| % Change | -8% | -24% | -34% | 0% | -50% | -13% |
| Average Sale Price | | | | | | |
| Current Month 2011 | \$355,902 | \$211,236 | \$255,515 | | | \$299,774 |
| Current Month 2010 | \$382,046 | \$222,940 | \$313,113 | \$135,000 | | \$322,548 |
| Difference | -26,144 | -11,704 | -57,598 | | | -22,774 |
| % Change | -7% | -5% | -18% | | | -7% |
| Year To Date 2011 | \$370,003 | \$205,115 | \$255,468 | \$218,743 | \$127,500 | \$307,785 |
| Year To Date 2010 | \$367,895 | \$204,292 | \$232,751 | \$202,877 | \$163,900 | \$302,075 |
| Difference | 2,108 | 824 | 22,717 | 15,866 | -36,400 | 5,711 |
| % Change | 1% | 0% | 10% | 8% | -22% | 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

Heartland MLS Statistics - Kansas Resale

Month of December 2011

| | Johnson Co. | Wyandotte Co. | Leav Co. | Miami Co. | Franklin Co. | Heartland |
|--------------------------------|-------------|---------------|-----------|-----------|--------------|-----------|
| Current Inventory | 2,718 | 747 | 447 | 255 | 180 | 12,973 |
| New Listings This Month | 422 | 161 | 81 | 53 | 35 | 2,170 |
| Pending Contracts | | | | | | |
| Current Month 2011 | 284 | 93 | 40 | 27 | 15 | 1,351 |
| Current Month 2010 | 313 | 73 | 39 | 16 | 10 | 1,342 |
| Difference | -29 | 20 | 1 | 11 | 5 | 9 |
| % Change | -9% | 27% | 3% | 69% | 50% | 1% |
| Year To Date 2011 | 6,401 | 1,417 | 643 | 318 | 262 | 23,389 |
| Year To Date 2010 | 6,409 | 1,248 | 590 | 312 | 204 | 23,513 |
| Difference | -8 | 169 | 53 | 6 | 58 | -124 |
| % Change | 0% | 14% | 9% | 2% | 28% | -1% |
| Closed Sales | | | | | | |
| Current Month 2011 | 475 | 123 | 47 | 28 | 26 | 1,806 |
| Current Month 2010 | 471 | 86 | 44 | 18 | 7 | 1,728 |
| Difference | 4 | 37 | 3 | 10 | 19 | 78 |
| % Change | 1% | 43% | 7% | 56% | 271% | 5% |
| Year To Date 2011 | 6,378 | 1,395 | 629 | 308 | 260 | 22,989 |
| Year To Date 2010 | 6,395 | 1,246 | 566 | 311 | 211 | 23,487 |
| Difference | -17 | 149 | 63 | -3 | 49 | -498 |
| % Change | 0% | 12% | 11% | -1% | 23% | -2% |
| Average Sale Price | | | | | | |
| Current Month 2011 | \$206,652 | \$62,611 | \$159,406 | \$158,227 | \$100,954 | \$137,052 |
| Current Month 2010 | \$216,668 | \$66,594 | \$122,897 | \$127,189 | \$82,757 | \$145,463 |
| Difference | -10,016 | -3,983 | 36,509 | 31,038 | 18,197 | -8,410 |
| % Change | -5% | -6% | 30% | 24% | 22% | -6% |
| Year To Date 2011 | \$225,302 | \$61,801 | \$143,625 | \$140,167 | \$98,083 | \$144,852 |
| Year To Date 2010 | \$230,339 | \$75,289 | \$148,787 | \$152,089 | \$103,816 | \$150,127 |
| Difference | -5,037 | -13,488 | -5,162 | -11,921 | -5,733 | -5,275 |
| % Change | -2% | -18% | -3% | -8% | -6% | -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