

Heartland MLS Statistics - Kansas Total

Month of December 2012

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	2,506	608	432	228	212	12,196
New Listings This Month	527	116	73	33	21	2,122
Show for Backup This Month	145	16	4	7	2	402
Pending Contracts						
Current Month 2012	388	84	41	14	10	1,447
Current Month 2011	415	103	49	26	14	1,622
Difference	-27	-19	-8	-12	-4	-175
% Change	-7%	-18%	-16%	-46%	-29%	-11%
Year To Date 2012	9,005	1,490	801	416	249	29,260
Year To Date 2011	7,240	1,470	705	325	261	25,212
Difference	1,765	20	96	91	-12	4,048
% Change	24%	1%	14%	28%	-5%	16%
Closed Sales						
Current Month 2012	689	111	65	37	12	2,178
Current Month 2011	534	126	54	28	27	1,974
Difference	155	-15	11	9	-15	204
% Change	29%	-12%	20%	32%	-56%	10%
Year To Date 2012	8,864	1,488	804	418	241	28,799
Year To Date 2011	7,103	1,460	697	315	263	24,751
Difference	1,761	28	107	103	-22	4,048
% Change	25%	2%	15%	33%	-8%	16%
Average Sale Price						
Current Month 2012	\$270,583	\$80,195	\$153,586	\$187,865	\$54,821	\$177,429
Current Month 2011	\$222,787	\$66,149	\$169,077	\$158,227	\$99,483	\$149,642
Difference	47,796	14,045	-15,491	29,638	-44,662	27,788
% Change	21%	21%	-9%	19%	-45%	19%
Year To Date 2012	\$248,191	\$75,010	\$150,854	\$159,860	\$105,746	\$168,210
Year To Date 2011	\$239,934	\$68,181	\$153,920	\$141,914	\$98,167	\$156,207
Difference	8,257	6,829	-3,066	17,947	7,579	12,002
% Change	3%	10%	-2%	13%	8%	8%

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 December 2012

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	380	32	45	7	0	1,097
New Listings This Month	95	6	6	1	0	204
Show for Backup This Month	7	0	0	0	0	9
Pending Contracts						
Current Month 2012	84	8	6	1	0	185
Current Month 2011	45	4	6	0	0	114
Difference	39	4	0	0	0	71
% Change	87%	100%	0%	0%	0%	62%
Year To Date 2012	1,145	74	80	7	3	2,542
Year To Date 2011	753	58	67	8	2	1,800
Difference	392	16	13	-1	1	742
% Change	52%	28%	19%	-13%	50%	41%
Closed Sales						
Current Month 2012	109	4	8	1	0	219
Current Month 2011	55	3	6	0	0	152
Difference	54	1	2	0	0	67
% Change	98%	33%	33%	0%	0%	44%
Year To Date 2012	995	57	80	6	3	2,268
Year To Date 2011	718	65	65	7	2	1,730
Difference	277	-8	15	-1	1	538
% Change	39%	-12%	23%	-14%	50%	31%
Average Sale Price						
Current Month 2012	\$413,957	\$220,263	\$264,250	\$211,300		\$347,487
Current Month 2011	\$355,902	\$211,236	\$255,515			\$299,373
Difference	58,055	9,027	8,735			48,114
% Change	16%	4%	3%			16%
Year To Date 2012	\$377,984	\$200,281	\$233,802	\$204,137	\$172,400	\$318,376
Year To Date 2011	\$370,003	\$205,115	\$255,468	\$218,743	\$127,500	\$307,736
Difference	7,981	-4,835	-21,666	-14,606	44,900	10,640
% Change	2%	-2%	-8%	-7%	35%	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

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

Heartland MLS Statistics - Kansas Resale

Month of December 2012

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	2,126	576	387	221	212	11,099
New Listings This Month	432	110	67	32	21	1,918
Show for Backup This Month	138	16	4	7	2	393
Pending Contracts						
Current Month 2012	304	76	35	13	10	1,262
Current Month 2011	370	99	43	26	14	1,508
Difference	-66	-23	-8	-13	-4	-246
% Change	-18%	-23%	-19%	-50%	-29%	-16%
Year To Date 2012	7,860	1,416	721	409	246	26,718
Year To Date 2011	6,487	1,412	638	317	259	23,412
Difference	1,373	4	83	92	-13	3,306
% Change	21%	0%	13%	29%	-5%	14%
Closed Sales						
Current Month 2012	580	107	57	36	12	1,959
Current Month 2011	479	123	48	28	27	1,822
Difference	101	-16	9	8	-15	137
% Change	21%	-13%	19%	29%	-56%	8%
Year To Date 2012	7,869	1,431	724	412	238	26,531
Year To Date 2011	6,385	1,395	632	308	261	23,021
Difference	1,484	36	92	104	-23	3,510
% Change	23%	3%	15%	34%	-9%	15%
Average Sale Price						
Current Month 2012	\$243,638	\$74,959	\$138,054	\$187,214	\$54,821	\$158,418
Current Month 2011	\$207,502	\$62,611	\$158,272	\$158,227	\$99,483	\$137,151
Difference	36,136	12,348	-20,218	28,987	-44,662	21,268
% Change	17%	20%	-13%	18%	-45%	16%
Year To Date 2012	\$231,779	\$70,021	\$141,688	\$159,215	\$104,906	\$155,373
Year To Date 2011	\$225,308	\$61,801	\$143,476	\$140,167	\$97,942	\$144,820
Difference	6,472	8,220	-1,788	19,048	6,964	10,553
% Change	3%	13%	-1%	14%	7%	7%

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