

HEARTLAND MLS STATISTICS - KANSAS NEW HOMES

Month Of February 2009

| | Johnson Co. | Wyandotte Co. | Leav Co. | Miami Co. | Heartland |
|---------------------------|-------------|---------------|-----------|-----------|-----------|
| CURRENT INVENTORY | 1,034 | 169 | 111 | 51 | 3,162 |
| NEW LISTINGS THIS MONTH | 102 | 9 | 12 | 1 | 284 |
| PENDING CONTRACTS | | | | | |
| Current Month - 2009 | 64 | 10 | 11 | 4 | 226 |
| Current Month - 2008 | 122 | 20 | 15 | 7 | 338 |
| Difference | -58 | -10 | -4 | -3 | -112 |
| % Change | -47.5% | -50% | -26.7% | -42.9% | -33.1% |
| Year To Date - 2009 | 112 | 23 | 16 | 5 | 407 |
| Year To Date - 2008 | 212 | 36 | 26 | 14 | 620 |
| Difference | -100 | -13 | -10 | -9 | -213 |
| % Change | -47.2% | -36.1% | -38.5% | -64.3% | -34.4% |
| CLOSED SALES | | | | | |
| Current Month - 2009 | 53 | 9 | 6 | 1 | 159 |
| Current Month - 2008 | 77 | 14 | 14 | 5 | 255 |
| Difference | -24 | -5 | -8 | -4 | -96 |
| % Change | -31.2% | -35.7% | -57.1% | -80% | -37.6% |
| Year To Date - 2009 | 99 | 14 | 17 | 2 | 304 |
| Year To Date - 2008 | 165 | 27 | 30 | 6 | 484 |
| Difference | -66 | -13 | -13 | -4 | -180 |
| % Change | -40% | -48.1% | -43.3% | -66.7% | -37.2% |
| AVERAGE SALE PRICE | | | | | |
| Current Month - 2009 | \$398,751 | \$244,370 | \$244,512 | \$158,000 | \$303,479 |
| Current Month - 2008 | \$374,410 | \$176,624 | \$272,372 | \$186,862 | \$282,078 |
| Difference | \$24,341 | \$67,746 | -\$27,860 | -\$28,862 | \$21,401 |
| % Change | 6.5% | 38.4% | -10.2% | -15.4% | 7.6% |
| Year To Date - 2009 | \$393,429 | \$239,277 | \$267,169 | \$177,000 | \$304,469 |
| Year To Date - 2008 | \$362,987 | \$196,142 | \$245,665 | \$209,052 | \$284,601 |
| Difference | \$30,442 | \$43,135 | \$21,504 | -\$32,052 | \$19,868 |
| % Change | 8.4% | 22% | 8.8% | -15% | 7% |

Pending Contracts = Pending or Sold status with Contract date within time period specified.

Closed Sales = Sold status with Settlement Date within time period specified