

Heartland MLS Statistics - Kansas New Homes
Month of August 2009

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Heartland
Current Inventory	760	127	68	36	2,394
New Listings This Month	125	21	6	1	297
Pending Contracts					
Current Month 2009	95	15	7	1	248
Current Month 2008	76	9	15	5	269
Difference	19	6	-8	-4	-21
% Change	25%	67%	-53%	-80%	-8%
Year To Date 2009	637	98	98	15	1,909
Year To Date 2008	838	133	141	41	2,587
Difference	-201	-35	-43	-26	-678
% Change	-24%	-26%	-30%	-63%	-26%
Closed Sales					
Current Month 2009	57	12	15	0	190
Current Month 2008	100	11	18	8	331
Difference	-43	1	-3	0	-141
% Change	-43%	9%	-17%	0%	-43%
Year To Date 2009	556	77	96	16	1,665
Year To Date 2008	863	134	151	36	2,598
Difference	-307	-57	-55	-20	-933
% Change	-36%	-43%	-36%	-56%	-36%
Average Sale Price					
Current Month 2009	\$376,586	\$218,610	\$254,877		\$305,462
Current Month 2008	\$370,671	\$213,172	\$225,473	\$247,750	\$296,857
Difference	5,915	5,438	29,404		8,605
% Change	2%	3%	13%		3%
Year To Date 2009	\$368,369	\$212,497	\$241,713	\$209,833	\$296,628
Year To Date 2008	\$379,752	\$205,073	\$237,372	\$208,979	\$295,848
Difference	-11,383	7,425	4,341	854	780
% Change	-3%	4%	2%	0%	0%

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

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