

HEARTLAND MLS STATISTICS - KANSAS NEW HOMES

Month Of September 2008

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Heartland
CURRENT INVENTORY	1,175	187	107	57	3,694
NEW LISTINGS THIS MONTH	111	48	20	1	361
PENDING CONTRACTS					
Current Month - 2008	81	20	14	1	251
Current Month - 2007	101	19	14	3	287
Difference	-20	1	0	-2	-36
% Change	-19.8%	5.3%	%	-66.7%	-12.5%
Year To Date - 2008	939	155	158	41	2,929
Year To Date - 2007	1,550	248	201	69	4,597
Difference	-611	-93	-43	-28	-1668
% Change	-39.4%	-37.5%	-21.4%	-40.6%	-36.3%
CLOSED SALES					
Current Month - 2008	99	15	11	6	298
Current Month - 2007	106	30	14	6	359
Difference	-7	-15	-3	0	-61
% Change	-6.6%	-50%	-21.4%	%	-17%
Year To Date - 2008	959	148	162	42	2,890
Year To Date - 2007	1,498	243	190	66	4,562
Difference	-539	-95	-28	-24	-1672
% Change	-36%	-39.1%	-14.7%	-36.4%	-36.7%
AVERAGE SALE PRICE					
Current Month - 2008	\$387,152	\$202,167	\$254,465	\$171,915	\$291,243
Current Month - 2007	\$372,764	\$208,836	\$228,507	\$187,907	\$285,513
Difference	\$14,388	-\$6,669	\$25,958	-\$15,992	\$5,730
% Change	3.9%	-3.2%	11.4%	-8.5%	2%
Year To Date - 2008	\$380,817	\$204,273	\$238,532	\$203,684	\$295,349
Year To Date - 2007	\$372,532	\$207,442	\$235,711	\$205,216	\$290,602
Difference	\$8,285	-\$3,169	\$2,821	-\$1,532	\$4,747
% Change	2.2%	-1.5%	1.2%	-1%	1.6%

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

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