

## HEARTLAND MLS STATISTICS - KANSAS NEW HOMES

### Month Of October 2008

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Heartland
CURRENT INVENTORY	1,148	190	121	64	3,620
NEW LISTINGS THIS MONTH	138	39	12	4	412
<b>PENDING CONTRACTS</b>					
Current Month - 2008	57	14	10	2	189
Current Month - 2007	117	18	26	2	372
Difference	-60	-4	-16	0	-183
% Change	-51.3%	-22.2%	-61.5%	%	-49.2%
Year To Date - 2008	990	169	170	44	3,105
Year To Date - 2007	1,667	266	227	71	4,967
Difference	-677	-97	-57	-27	-1862
% Change	-40.6%	-36.5%	-25.1%	-38%	-37.5%
<b>CLOSED SALES</b>					
Current Month - 2008	96	16	16	2	253
Current Month - 2007	150	25	18	4	434
Difference	-54	-9	-2	-2	-181
% Change	-36%	-36%	-11.1%	-50%	-41.7%
Year To Date - 2008	1,055	164	178	44	3,144
Year To Date - 2007	1,648	268	208	70	4,996
Difference	-593	-104	-30	-26	-1852
% Change	-36%	-38.8%	-14.4%	-37.1%	-37.1%
<b>AVERAGE SALE PRICE</b>					
Current Month - 2008	\$437,533	\$249,978	\$262,853	\$251,530	\$333,112
Current Month - 2007	\$359,834	\$220,370	\$248,361	\$221,379	\$287,643
Difference	\$77,699	\$29,608	\$14,492	\$30,151	\$45,469
% Change	21.6%	13.4%	5.8%	13.6%	15.8%
Year To Date - 2008	\$385,978	\$208,732	\$240,718	\$205,859	\$298,351
Year To Date - 2007	\$371,376	\$208,648	\$236,806	\$206,140	\$290,345
Difference	\$14,602	\$84	\$3,912	-\$281	\$8,006
% Change	3.9%	%	1.7%	%	2.8%

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

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