

HEARTLAND MLS STATISTICS - KANSAS NEW HOMES

Month Of November 2008

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Heartland
CURRENT INVENTORY	1,112	189	117	52	3,470
NEW LISTINGS THIS MONTH	75	21	37	9	239
PENDING CONTRACTS					
Current Month - 2008	38	15	8	3	132
Current Month - 2007	98	13	11	4	278
Difference	-60	2	-3	-1	-146
% Change	-61.2%	15.4%	-27.3%	-25%	-52.5%
Year To Date - 2008	1,030	184	177	47	3,230
Year To Date - 2007	1,765	279	238	75	5,243
Difference	-735	-95	-61	-28	-2013
% Change	-41.6%	-34.1%	-25.6%	-37.3%	-38.4%
CLOSED SALES					
Current Month - 2008	60	12	8	1	168
Current Month - 2007	152	24	21	9	443
Difference	-92	-12	-13	-8	-275
% Change	-60.5%	-50%	-61.9%	-88.9%	-62.1%
Year To Date - 2008	1,115	176	186	45	3,313
Year To Date - 2007	1,800	292	229	79	5,439
Difference	-685	-116	-43	-34	-2126
% Change	-38.1%	-39.7%	-18.8%	-43%	-39.1%
AVERAGE SALE PRICE					
Current Month - 2008	\$412,490	\$197,470	\$247,714	\$299,950	\$325,559
Current Month - 2007	\$348,432	\$219,015	\$206,635	\$159,383	\$290,888
Difference	\$64,058	-\$21,545	\$41,079	\$140,567	\$34,671
% Change	18.4%	-9.8%	19.9%	88.2%	11.9%
Year To Date - 2008	\$387,404	\$207,964	\$241,019	\$207,950	\$299,688
Year To Date - 2007	\$369,438	\$209,500	\$234,039	\$200,813	\$290,389
Difference	\$17,966	-\$1,536	\$6,980	\$7,137	\$9,299
% Change	4.9%	-.7%	3%	4%	3.2%

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

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