

Heartland MLS Statistics - Kansas New Homes
Month of November 2009

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Heartland
Current Inventory	674	106	85	29	2,139
New Listings This Month	73	9	13	2	241
Pending Contracts					
Current Month 2009	46	13	7	1	142
Current Month 2008	34	13	9	3	127
Difference	12	0	-2	-2	15
% Change	35%	0%	-22%	-67%	12%
Year To Date 2009	849	140	118	20	2,490
Year To Date 2008	1,002	173	174	47	3,116
Difference	-153	-33	-56	-27	-626
% Change	-15%	-19%	-32%	-57%	-20%
Closed Sales					
Current Month 2009	95	18	11	3	250
Current Month 2008	61	12	8	1	172
Difference	34	6	3	2	78
% Change	56%	50%	38%	200%	45%
Year To Date 2009	820	125	128	21	2,352
Year To Date 2008	1,121	178	186	45	3,327
Difference	-301	-53	-58	-24	-975
% Change	-27%	-30%	-31%	-53%	-29%
Average Sale Price					
Current Month 2009	\$365,118	\$197,923	\$190,648	\$136,283	\$280,350
Current Month 2008	\$407,792	\$197,471	\$247,714	\$299,950	\$324,155
Difference	-42,674	452	-57,066	-163,667	-43,805
% Change	-10%	0%	-23%	-55%	-14%
Year To Date 2009	\$359,568	\$210,140	\$238,461	\$195,128	\$291,594
Year To Date 2008	\$386,430	\$209,132	\$241,020	\$207,950	\$299,565
Difference	-26,862	1,008	-2,558	-12,822	-7,972
% Change	-7%	0%	-1%	-6%	-3%

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

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