

HEARTLAND MLS STATISTICS - KANSAS TOTAL

Month Of October 2008

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Heartland
CURRENT INVENTORY	4,378	1,224	553	382	19,877
NEW LISTINGS THIS MONTH	926	286	96	57	3,936
PENDING CONTRACTS					
Current Month - 2008	377	138	64	26	1,898
Current Month - 2007	661	162	79	35	2,486
Difference	-284	-24	-15	-9	-588
% Change	-43%	-14.8%	-19%	-25.7%	-23.7%
Year To Date - 2008	6,940	1,483	755	294	26,290
Year To Date - 2007	8,552	1,662	815	383	29,874
Difference	-1612	-179	-60	-89	-3584
% Change	-18.8%	-10.8%	-7.4%	-23.2%	-12%
CLOSED SALES					
Current Month - 2008	554	156	73	22	2,196
Current Month - 2007	719	174	70	30	2,604
Difference	-165	-18	3	-8	-408
% Change	-22.9%	-10.3%	4.3%	-26.7%	-15.7%
Year To Date - 2008	6,996	1,444	738	287	25,800
Year To Date - 2007	8,388	1,637	783	386	29,537
Difference	-1392	-193	-45	-99	-3737
% Change	-16.6%	-11.8%	-5.7%	-25.6%	-12.7%
AVERAGE SALE PRICE					
Current Month - 2008	\$266,256	\$84,831	\$144,945	\$154,442	\$159,711
Current Month - 2007	\$254,578	\$102,513	\$159,882	\$161,425	\$178,033
Difference	\$11,678	-\$17,682	-\$14,937	-\$6,983	-\$18,322
% Change	4.6%	-17.2%	-9.3%	-4.3%	-10.3%
Year To Date - 2008	\$255,324	\$89,041	\$164,332	\$172,622	\$168,870
Year To Date - 2007	\$260,506	\$103,939	\$172,221	\$182,390	\$181,925
Difference	-\$5,182	-\$14,898	-\$7,889	-\$9,768	-\$13,055
% Change	-2%	-14.3%	-4.6%	-5%	-7.2%

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

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