

HEARTLAND MLS STATISTICS - KANSAS TOTAL

MONTH OF DECEMBER 2007

| | Johnson Co. | Wyandotte Co. | Leav Co. | Miami Co. | Heartland |
|---------------------------|-------------|---------------|----------|-----------|-----------|
| CURRENT INVENTORY | 4084 | 1343 | 600 | 347 | 20356 |
| NEW LISTINGS THIS MONTH | 538 | 198 | 77 | 37 | 2834 |
| PENDING CONTRACTS | | | | | |
| Current Month - 2007 | 375 | 109 | 49 | 16 | 1578 |
| Current Month - 2006 | 516 | 106 | 50 | 34 | 1940 |
| Difference | -141 | 3 | -1 | -18 | -362 |
| % Change | -27% | 3% | -2% | -53% | -19% |
| Year To Date - 2007 | 9495 | 1916 | 924 | 426 | 33719 |
| Year To Date - 2006 | 10548 | 2056 | 1075 | 511 | 36853 |
| Difference | -1053 | -140 | -151 | -85 | -3134 |
| % Change | -10% | -7% | -14% | -17% | -9% |
| CLOSED SALES | | | | | |
| Current Month - 2007 | 574 | 131 | 58 | 23 | 2014 |
| Current Month - 2006 | 736 | 150 | 71 | 32 | 2510 |
| Difference | -162 | -19 | -13 | -9 | -496 |
| % Change | -22% | -13% | -18% | -28% | -20% |
| Year To Date - 2007 | 9606 | 1911 | 908 | 445 | 33883 |
| Year To Date - 2006 | 10761 | 2099 | 1090 | 504 | 37503 |
| Difference | -1155 | -188 | -182 | -59 | -3620 |
| % Change | -11% | -9% | -17% | -12% | -10% |
| AVERAGE SALE PRICE | | | | | |
| Current Month - 2007 | 281908 | 89339 | 165019 | 154716 | 178644 |
| Current Month - 2006 | 270544 | 103494 | 168541 | 186729 | 185215 |
| Difference | 11364 | -14155 | -3522 | -32013 | -6571 |
| % Change | 4% | -14% | -2% | -17% | -4% |
| Year To Date - 2007 | 261957 | 102742 | 171077 | 177877 | 181625 |
| Year To Date - 2006 | 258875 | 108302 | 171781 | 191717 | 184573 |
| Difference | 3082 | -5560 | -704 | -13840 | -2948 |
| % Change | 1% | -5% | 0% | -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