

# HEARTLAND MLS STATISTICS - KANSAS TOTAL

## Month Of March 2008

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Heartland
CURRENT INVENTORY	4,457	1,327	603	387	21,512
NEW LISTINGS THIS MONTH	1,251	302	154	74	5,235
<b>PENDING CONTRACTS</b>					
Current Month - 2008	674	146	84	42	2,770
Current Month - 2007	1,012	188	81	47	3,546
Difference	-338	-42	3	-5	-776
% Change	-33.4%	-22.3%	3.7%	-10.6%	-21.9%
Year To Date - 2008	1,944	443	223	90	7,711
Year To Date - 2007	2,509	490	210	116	8,946
Difference	-565	-47	13	-26	-1235
% Change	-22.5%	-9.6%	6.2%	-22.4%	-13.8%
<b>CLOSED SALES</b>					
Current Month - 2008	680	130	75	27	2,455
Current Month - 2007	808	183	56	32	2,959
Difference	-128	-53	19	-5	-504
% Change	-15.8%	-29%	33.9%	-15.6%	-17%
Year To Date - 2008	1,619	380	192	63	6,367
Year To Date - 2007	1,887	427	174	101	7,256
Difference	-268	-47	18	-38	-889
% Change	-14.2%	-11%	10.3%	-37.6%	-12.3%
<b>AVERAGE SALE PRICE</b>					
Current Month - 2008	\$250,440	\$90,876	\$143,062	\$158,374	\$168,384
Current Month - 2007	\$251,058	\$110,593	\$143,386	\$152,994	\$174,050
Difference	-\$618	-\$19,717	-\$324	\$5,380	-\$5,666
% Change	-.2%	-17.8%	-.2%	3.5%	-3.3%
Year To Date - 2008	\$254,715	\$89,377	\$152,887	\$170,959	\$165,105
Year To Date - 2007	\$254,731	\$98,838	\$168,541	\$173,550	\$172,667
Difference	-\$16	-\$9,461	-\$15,654	-\$2,591	-\$7,562
% Change	%	-9.6%	-9.3%	-1%	-4.4%

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

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