

HEARTLAND MLS STATISTICS - KANSAS TOTAL

Month Of November 2007

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Heartland
CURRENT INVENTORY	4,260	1,426	653	352	21,350
NEW LISTINGS THIS MONTH	832	273	122	66	3,855
PENDING CONTRACTS					
Current Month - 2007	464	111	54	22	1,901
Current Month - 2006	636	146	79	26	2,304
Difference	-172	-35	-25	-4	-403
% Change	-27%	-24%	-31.6%	-15.4%	-17.5%
Year To Date - 2007	9,055	1,797	879	408	32,096
Year To Date - 2006	10,032	1,950	1,025	477	34,917
Difference	-977	-153	-146	-69	-2821
% Change	-9.7%	-7.8%	-14.2%	-14.5%	-8.1%
CLOSED SALES					
Current Month - 2007	649	144	67	36	2,345
Current Month - 2006	740	158	79	32	2,647
Difference	-91	-14	-12	4	-302
% Change	-12.3%	-8.9%	-15.2%	12.5%	-11.4%
Year To Date - 2007	9,018	1,778	850	422	31,837
Year To Date - 2006	10,025	1,949	1,019	472	34,993
Difference	-1007	-171	-169	-50	-3156
% Change	-10%	-8.8%	-16.6%	-10.6%	-9%
AVERAGE SALE PRICE					
Current Month - 2007	\$261,205	\$100,683	\$162,957	\$144,289	\$180,234
Current Month - 2006	\$252,664	\$107,533	\$169,518	\$177,842	\$176,563
Difference	\$8,541	-\$6,850	-\$6,561	-\$33,553	\$3,671
% Change	3.4%	-6.4%	-3.9%	-18.9%	2.1%
Year To Date - 2007	\$260,637	\$103,528	\$171,491	\$179,140	\$181,718
Year To Date - 2006	\$258,017	\$108,672	\$172,006	\$192,055	\$184,527
Difference	\$2,620	-\$5,144	-\$515	-\$12,915	-\$2,809
% Change	1%	-4.7%	-3%	-7%	-1.5%

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

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