

# HEARTLAND MLS STATISTICS - KANSAS TOTAL

## Month Of October 2007

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Heartland
CURRENT INVENTORY	4,611	1,474	674	379	22,550
NEW LISTINGS THIS MONTH	1,094	329	127	47	4,871
<b>PENDING CONTRACTS</b>					
Current Month - 2007	589	159	75	33	2,403
Current Month - 2006	737	150	78	30	2,739
Difference	-148	9	-3	3	-336
% Change	-20.1%	6%	-3.8%	10%	-12.3%
Year To Date - 2007	8,513	1,673	818	381	30,060
Year To Date - 2006	9,398	1,804	947	451	32,618
Difference	-885	-131	-129	-70	-2558
% Change	-9.4%	-7.3%	-13.6%	-15.5%	-7.8%
<b>CLOSED SALES</b>					
Current Month - 2007	700	173	69	30	2,559
Current Month - 2006	834	148	94	35	2,899
Difference	-134	25	-25	-5	-340
% Change	-16.1%	16.9%	-26.6%	-14.3%	-11.7%
Year To Date - 2007	8,345	1,633	781	386	29,446
Year To Date - 2006	9,285	1,791	940	440	32,346
Difference	-940	-158	-159	-54	-2900
% Change	-10.1%	-8.8%	-16.9%	-12.3%	-9%
<b>AVERAGE SALE PRICE</b>					
Current Month - 2007	\$255,359	\$100,658	\$160,663	\$161,425	\$176,751
Current Month - 2006	\$263,281	\$99,441	\$173,499	\$189,886	\$184,719
Difference	-\$7,922	\$1,217	-\$12,836	-\$28,461	-\$7,968
% Change	-3%	1.2%	-7.4%	-15%	-4.3%
Year To Date - 2007	\$260,552	\$103,758	\$172,216	\$182,390	\$181,732
Year To Date - 2006	\$258,444	\$108,772	\$172,215	\$193,089	\$185,179
Difference	\$2,108	-\$5,014	\$1	-\$10,699	-\$3,447
% Change	.8%	-4.6%	%	-6%	-1.9%

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

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