

Heartland MLS Statistics - Kansas Total

Month of January 2014

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	2,272	593	470	196	169	11,807
New Listings This Month	783	147	116	45	36	3,068
Show for Backup This Month	195	16	7	5	2	542
Pending Contracts						
Current Month 2014	487	99	63	26	23	1,837
Current Month 2013	711	103	66	31	24	2,331
Difference	-224	-4	-3	-5	-1	-494
% Change	-32%	-4%	-5%	-16%	-4%	-21%
Year To Date 2014	487	99	63	26	23	1,837
Year To Date 2013	711	103	66	31	24	2,331
Difference	-224	-4	-3	-5	-1	-494
% Change	-32%	-4%	-5%	-16%	-4%	-21%
Closed Sales						
Current Month 2014	501	98	41	27	16	1,679
Current Month 2013	468	84	34	22	10	1,682
Difference	33	14	7	5	6	-3
% Change	7%	17%	21%	23%	60%	0%
Year To Date 2014	501	98	41	27	16	1,679
Year To Date 2013	468	84	34	22	10	1,682
Difference	33	14	7	5	6	-3
% Change	7%	17%	21%	23%	60%	0%
Average Sale Price						
Current Month 2014	\$250,339	\$86,538	\$151,333	\$126,830	\$74,250	\$175,124
Current Month 2013	\$248,647	\$78,368	\$114,751	\$132,917	\$104,572	\$154,943
Difference	1,692	8,170	36,581	-6,088	-30,322	20,180
% Change	1%	10%	32%	-5%	-29%	13%
Year To Date 2014	\$250,339	\$86,538	\$151,333	\$126,830	\$74,250	\$175,124
Year To Date 2013	\$248,647	\$78,368	\$114,751	\$132,917	\$104,572	\$154,943
Difference	1,692	8,170	36,581	-6,088	-30,322	20,180
% Change	1%	10%	32%	-5%	-29%	13%

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

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

Show for Backup Contracts = Show for Backup status and Contract date within time period specified

Heartland MLS Statistics - Kansas New Homes
Month of January 2014

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	465	48	62	9	1	1,340
New Listings This Month	108	5	19	0	0	284
Show for Backup This Month	6	1	0	0	0	17
Pending Contracts						
Current Month 2014	75	5	11	1	1	195
Current Month 2013	118	5	6	0	0	233
Difference	-43	0	5	0	0	-38
% Change	-36%	0%	83%	0%	0%	-16%
Year To Date 2014	75	5	11	1	1	195
Year To Date 2013	118	5	6	0	0	233
Difference	-43	0	5	0	0	-38
% Change	-36%	0%	83%	0%	0%	-16%
Closed Sales						
Current Month 2014	63	5	5	0	0	154
Current Month 2013	67	4	2	0	0	146
Difference	-4	1	3	0	0	8
% Change	-6%	25%	150%	0%	0%	5%
Year To Date 2014	63	5	5	0	0	154
Year To Date 2013	67	4	2	0	0	146
Difference	-4	1	3	0	0	8
% Change	-6%	25%	150%	0%	0%	5%
Average Sale Price						
Current Month 2014	\$413,966	\$244,007	\$252,983			\$356,248
Current Month 2013	\$443,411	\$271,682	\$287,500			\$362,984
Difference	-29,445	-27,675	-34,517			-6,736
% Change	-7%	-10%	-12%			-2%
Year To Date 2014	\$413,966	\$244,007	\$252,983			\$356,248
Year To Date 2013	\$443,411	\$271,682	\$287,500			\$362,984
Difference	-29,445	-27,675	-34,517			-6,736
% Change	-7%	-10%	-12%			-2%

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Heartland MLS Statistics - Kansas Resale
Month of January 2014

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	1,807	545	408	187	168	10,467
New Listings This Month	675	142	97	45	36	2,784
Show for Backup This Month	189	15	7	5	2	525
Pending Contracts						
Current Month 2014	412	94	52	25	22	1,642
Current Month 2013	593	98	60	31	24	2,098
Difference	-181	-4	-8	-6	-2	-456
% Change	-31%	-4%	-13%	-19%	-8%	-22%
Year To Date 2014	412	94	52	25	22	1,642
Year To Date 2013	593	98	60	31	24	2,098
Difference	-181	-4	-8	-6	-2	-456
% Change	-31%	-4%	-13%	-19%	-8%	-22%
Closed Sales						
Current Month 2014	438	93	36	27	16	1,525
Current Month 2013	401	80	32	22	10	1,536
Difference	37	13	4	5	6	-11
% Change	9%	16%	13%	23%	60%	-1%
Year To Date 2014	438	93	36	27	16	1,525
Year To Date 2013	401	80	32	22	10	1,536
Difference	37	13	4	5	6	-11
% Change	9%	16%	13%	23%	60%	-1%
Average Sale Price						
Current Month 2014	\$226,803	\$78,072	\$137,214	\$126,830	\$74,250	\$156,833
Current Month 2013	\$216,105	\$68,702	\$103,955	\$132,917	\$104,572	\$135,168
Difference	10,698	9,369	33,260	-6,088	-30,322	21,665
% Change	5%	14%	32%	-5%	-29%	16%
Year To Date 2014	\$226,803	\$78,072	\$137,214	\$126,830	\$74,250	\$156,833
Year To Date 2013	\$216,105	\$68,702	\$103,955	\$132,917	\$104,572	\$135,168
Difference	10,698	9,369	33,260	-6,088	-30,322	21,665
% Change	5%	14%	32%	-5%	-29%	16%

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

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

Show for Backup Contracts = Show for Backup status and Contract date within time period specified