

Heartland MLS Statistics - Kansas Total

Month of January 2016

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	1,990	431	343	165	97	9,256
New Listings This Month	783	119	105	43	27	2,865
Show for Backup This Month	184	42	10	11	3	691
Pending Contracts						
Current Month 2016	570	100	68	25	22	1,886
Current Month 2015	751	105	62	29	15	2,477
Difference	-181	-5	6	-4	7	-591
% Change	-24%	-5%	10%	-14%	47%	-24%
Year To Date 2016	570	100	68	25	22	1,886
Year To Date 2015	751	105	62	29	15	2,477
Difference	-181	-5	6	-4	7	-591
% Change	-24%	-5%	10%	-14%	47%	-24%
Closed Sales						
Current Month 2016	513	100	45	42	17	1,882
Current Month 2015	505	92	46	24	22	1,743
Difference	8	8	-1	18	-5	139
% Change	2%	9%	-2%	75%	-23%	8%
Year To Date 2016	513	100	45	42	17	1,882
Year To Date 2015	505	92	46	24	22	1,743
Difference	8	8	-1	18	-5	139
% Change	2%	9%	-2%	75%	-23%	8%
Average Sale Price						
Current Month 2016	\$272,600	\$96,371	\$186,957	\$199,739	\$99,235	\$189,119
Current Month 2015	\$270,878	\$93,911	\$162,335	\$168,473	\$96,793	\$185,910
Difference	1,722	2,460	24,622	31,266	2,442	3,209
% Change	1%	3%	15%	19%	3%	2%
Year To Date 2016	\$272,600	\$96,371	\$186,957	\$199,739	\$99,235	\$189,119
Year To Date 2015	\$270,878	\$93,911	\$162,335	\$168,473	\$96,793	\$185,910
Difference	1,722	2,460	24,622	31,266	2,442	3,209
% Change	1%	3%	15%	19%	3%	2%

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 2016

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	647	59	55	11	0	1,649
New Listings This Month	134	4	18	1	0	356
Show for Backup This Month	8	4	1	1	0	35
Pending Contracts						
Current Month 2016	94	6	14	1	0	232
Current Month 2015	119	4	9	2	1	268
Difference	-25	2	5	-1	0	-36
% Change	-21%	50%	56%	-50%	0%	-13%
Year To Date 2016	94	6	14	1	0	232
Year To Date 2015	119	4	9	2	1	268
Difference	-25	2	5	-1	0	-36
% Change	-21%	50%	56%	-50%	0%	-13%
Closed Sales						
Current Month 2016	61	9	10	0	0	187
Current Month 2015	59	4	5	0	0	146
Difference	2	5	5	0	0	41
% Change	3%	125%	100%	0%	0%	28%
Year To Date 2016	61	9	10	0	0	187
Year To Date 2015	59	4	5	0	0	146
Difference	2	5	5	0	0	41
% Change	3%	125%	100%	0%	0%	28%
Average Sale Price						
Current Month 2016	\$455,276	\$221,624	\$298,212			\$366,839
Current Month 2015	\$479,832	\$238,780	\$260,150			\$371,246
Difference	-24,556	-17,155	38,062			-4,407
% Change	-5%	-7%	15%			-1%
Year To Date 2016	\$455,276	\$221,624	\$298,212			\$366,839
Year To Date 2015	\$479,832	\$238,780	\$260,150			\$371,246
Difference	-24,556	-17,155	38,062			-4,407
% Change	-5%	-7%	15%			-1%

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Heartland MLS Statistics - Kansas Resale
Month of January 2016

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	1,343	372	288	154	97	7,607
New Listings This Month	649	115	87	42	27	2,509
Show for Backup This Month	176	38	9	10	3	656
Pending Contracts						
Current Month 2016	476	94	54	24	22	1,654
Current Month 2015	632	101	53	27	14	2,208
Difference	-156	-7	1	-3	8	-554
% Change	-25%	-7%	2%	-11%	57%	-25%
Year To Date 2016	476	94	54	24	22	1,654
Year To Date 2015	632	101	53	27	14	2,208
Difference	-156	-7	1	-3	8	-554
% Change	-25%	-7%	2%	-11%	57%	-25%
Closed Sales						
Current Month 2016	452	91	35	42	17	1,695
Current Month 2015	446	88	41	24	22	1,597
Difference	6	3	-6	18	-5	98
% Change	1%	3%	-15%	75%	-23%	6%
Year To Date 2016	452	91	35	42	17	1,695
Year To Date 2015	446	88	41	24	22	1,597
Difference	6	3	-6	18	-5	98
% Change	1%	3%	-15%	75%	-23%	6%
Average Sale Price						
Current Month 2016	\$247,946	\$83,984	\$155,170	\$199,739	\$99,235	\$169,512
Current Month 2015	\$243,236	\$87,326	\$150,407	\$168,473	\$96,793	\$168,966
Difference	4,711	-3,342	4,764	31,266	2,442	546
% Change	2%	-4%	3%	19%	3%	0%
Year To Date 2016	\$247,946	\$83,984	\$155,170	\$199,739	\$99,235	\$169,512
Year To Date 2015	\$243,236	\$87,326	\$150,407	\$168,473	\$96,793	\$168,966
Difference	4,711	-3,342	4,764	31,266	2,442	546
% Change	2%	-4%	3%	19%	3%	0%

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