

Heartland MLS Statistics - Kansas Total

Month of February 2016

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	2,242	465	345	164	95	9,822
New Listings This Month	967	178	119	58	37	3,635
Show for Backup This Month	283	64	23	9	4	1,003
Pending Contracts						
Current Month 2016	643	116	89	39	24	2,368
Current Month 2015	891	124	91	42	22	2,850
Difference	-248	-8	-2	-3	2	-482
% Change	-28%	-6%	-2%	-7%	9%	-17%
Year To Date 2016	1,341	235	162	71	47	4,692
Year To Date 2015	1,642	229	153	71	37	5,327
Difference	-301	6	9	0	10	-635
% Change	-18%	3%	6%	0%	27%	-12%
Closed Sales						
Current Month 2016	548	116	63	31	22	2,001
Current Month 2015	529	98	52	29	14	1,941
Difference	19	18	11	2	8	60
% Change	4%	18%	21%	7%	57%	3%
Year To Date 2016	1,066	219	108	74	39	3,903
Year To Date 2015	1,034	190	98	53	36	3,684
Difference	32	29	10	21	3	219
% Change	3%	15%	10%	40%	8%	6%
Average Sale Price						
Current Month 2016	\$284,410	\$104,316	\$173,090	\$251,692	\$114,718	\$192,185
Current Month 2015	\$275,086	\$93,776	\$161,048	\$179,543	\$132,231	\$185,241
Difference	9,324	10,539	12,042	72,148	-17,513	6,944
% Change	3%	11%	7%	40%	-13%	4%
Year To Date 2016	\$278,385	\$101,469	\$178,868	\$223,398	\$107,969	\$190,764
Year To Date 2015	\$273,031	\$93,842	\$161,652	\$174,530	\$110,575	\$185,557
Difference	5,354	7,627	17,216	48,868	-2,605	5,207
% Change	2%	8%	11%	28%	-2%	3%

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 February 2016

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	642	71	50	11	0	1,652
New Listings This Month	113	22	12	8	0	351
Show for Backup This Month	18	5	0	0	0	55
Pending Contracts						
Current Month 2016	107	10	16	4	0	296
Current Month 2015	116	6	18	2	0	284
Difference	-9	4	-2	2	0	12
% Change	-8%	67%	-11%	100%	0%	4%
Year To Date 2016	203	17	31	6	0	541
Year To Date 2015	235	10	27	4	1	552
Difference	-32	7	4	2	0	-11
% Change	-14%	70%	15%	50%	0%	-2%
Closed Sales						
Current Month 2016	78	10	12	2	0	209
Current Month 2015	73	6	6	1	0	173
Difference	5	4	6	1	0	36
% Change	7%	67%	100%	100%	0%	21%
Year To Date 2016	139	19	22	2	0	397
Year To Date 2015	132	10	11	1	0	319
Difference	7	9	11	1	0	78
% Change	5%	90%	100%	100%	0%	24%
Average Sale Price						
Current Month 2016	\$436,794	\$233,437	\$256,194	\$220,000		\$347,311
Current Month 2015	\$477,048	\$191,338	\$249,106	\$233,147		\$383,869
Difference	-40,254	42,098	7,089	-13,147		-36,558
% Change	-8%	22%	3%	-6%		-10%
Year To Date 2016	\$444,905	\$227,841	\$275,293	\$220,000		\$357,282
Year To Date 2015	\$478,292	\$210,315	\$254,126	\$233,147		\$378,092
Difference	-33,388	17,526	21,167	-13,147		-20,809
% Change	-7%	8%	8%	-6%		-6%

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Heartland MLS Statistics - Kansas Resale

Month of February 2016

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	1,600	394	295	153	95	8,170
New Listings This Month	854	156	107	50	37	3,284
Show for Backup This Month	265	59	23	9	4	948
Pending Contracts						
Current Month 2016	536	106	73	35	24	2,072
Current Month 2015	775	118	73	40	22	2,566
Difference	-239	-12	0	-5	2	-494
% Change	-31%	-10%	0%	-13%	9%	-19%
Year To Date 2016	1,138	218	131	65	47	4,151
Year To Date 2015	1,407	219	126	67	36	4,774
Difference	-269	-1	5	-2	11	-623
% Change	-19%	0%	4%	-3%	31%	-13%
Closed Sales						
Current Month 2016	470	106	51	29	22	1,792
Current Month 2015	456	92	46	28	14	1,767
Difference	14	14	5	1	8	25
% Change	3%	15%	11%	4%	57%	1%
Year To Date 2016	927	200	86	72	39	3,506
Year To Date 2015	902	180	87	52	36	3,364
Difference	25	20	-1	20	3	142
% Change	3%	11%	-1%	38%	8%	4%
Average Sale Price						
Current Month 2016	\$259,121	\$92,135	\$153,536	\$253,877	\$114,718	\$174,093
Current Month 2015	\$242,755	\$87,414	\$149,562	\$177,629	\$132,231	\$165,828
Difference	16,366	4,721	3,974	76,248	-17,513	8,264
% Change	7%	5%	3%	43%	-13%	5%
Year To Date 2016	\$253,416	\$89,464	\$154,201	\$223,493	\$107,969	\$171,908
Year To Date 2015	\$242,993	\$87,371	\$149,960	\$173,403	\$110,575	\$167,318
Difference	10,424	2,093	4,241	50,090	-2,605	4,590
% Change	4%	2%	3%	29%	-2%	3%

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