

## Heartland MLS Statistics - Kansas Total

Month of February 2017

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
<b>Current Inventory</b>	1,970	432	283	145	85	8,411
<b>New Listings This Month</b>	1,022	170	116	48	26	3,565
<b>Show for Backup This Month</b>	198	50	16	6	7	765
<b>Pending Contracts</b>						
Current Month 2017	726	102	79	25	23	2,431
Current Month 2016	916	169	108	48	26	3,254
Difference	-190	-67	-29	-23	-3	-823
% Change	-21%	-40%	-27%	-48%	-12%	-25%
Year To Date 2017	1,389	216	147	53	44	4,727
Year To Date 2016	1,642	297	181	84	49	5,701
Difference	-253	-81	-34	-31	-5	-974
% Change	-15%	-27%	-19%	-37%	-10%	-17%
<b>Closed Sales</b>						
Current Month 2017	515	110	55	28	16	2,010
Current Month 2016	555	120	63	31	22	2,030
Difference	-40	-10	-8	-3	-6	-20
% Change	-7%	-8%	-13%	-10%	-27%	-1%
Year To Date 2017	1,037	197	114	51	32	3,944
Year To Date 2016	1,077	223	108	74	39	3,938
Difference	-40	-26	6	-23	-7	6
% Change	-4%	-12%	6%	-31%	-18%	0%
<b>Average Sale Price</b>						
Current Month 2017	\$309,940	\$122,453	\$174,646	\$154,975	\$119,955	\$209,895
Current Month 2016	\$283,437	\$102,599	\$173,090	\$251,692	\$114,718	\$191,867
Difference	26,504	19,855	1,556	-96,717	5,237	18,028
% Change	9%	19%	1%	-38%	5%	9%
Year To Date 2017	\$315,485	\$120,062	\$172,166	\$161,993	\$142,945	\$210,822
Year To Date 2016	\$277,960	\$100,596	\$178,868	\$223,398	\$107,969	\$190,708
Difference	37,525	19,466	-6,702	-61,405	34,976	20,114
% Change	14%	19%	-4%	-27%	32%	11%

**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 2017**

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
<b>Current Inventory</b>	637	92	61	13	3	1,790
<b>New Listings This Month</b>	159	25	30	6	0	463
<b>Show for Backup This Month</b>	11	2	2	0	0	37
<b>Pending Contracts</b>						
Current Month 2017	132	7	26	1	0	342
Current Month 2016	134	15	19	4	0	369
Difference	-2	-8	7	-3	0	-27
% Change	-1%	-53%	37%	-75%	0%	-7%
Year To Date 2017	243	14	31	2	0	597
Year To Date 2016	233	24	34	6	0	627
Difference	10	-10	-3	-4	0	-30
% Change	4%	-42%	-9%	-67%	0%	-5%
<b>Closed Sales</b>						
Current Month 2017	76	9	7	2	0	224
Current Month 2016	79	10	12	2	0	212
Difference	-3	-1	-5	0	0	12
% Change	-4%	-10%	-42%	0%	0%	6%
Year To Date 2017	172	17	15	2	0	457
Year To Date 2016	142	19	22	2	0	402
Difference	30	-2	-7	0	0	55
% Change	21%	-11%	-32%	0%	0%	14%
<b>Average Sale Price</b>						
Current Month 2017	\$510,061	\$272,888	\$230,865	\$258,500		\$377,973
Current Month 2016	\$435,002	\$233,437	\$256,194	\$220,000		\$349,594
Difference	75,060	39,451	-25,329	38,500		28,378
% Change	17%	17%	-10%	18%		8%
Year To Date 2017	\$511,712	\$276,126	\$237,779	\$258,500		\$391,308
Year To Date 2016	\$441,868	\$227,841	\$275,293	\$220,000		\$358,148
Difference	69,843	48,285	-37,514	38,500		33,160
% Change	16%	21%	-14%	18%		9%

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## Heartland MLS Statistics - Kansas Resale

Month of February 2017

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
<b>Current Inventory</b>	1,333	340	222	132	82	6,621
<b>New Listings This Month</b>	863	145	86	42	26	3,102
<b>Show for Backup This Month</b>	187	48	14	6	7	728
<b>Pending Contracts</b>						
Current Month 2017	594	95	53	24	23	2,089
Current Month 2016	782	154	89	44	26	2,885
Difference	-188	-59	-36	-20	-3	-796
% Change	-24%	-38%	-40%	-45%	-12%	-28%
Year To Date 2017	1,146	202	116	51	44	4,130
Year To Date 2016	1,409	273	147	78	49	5,074
Difference	-263	-71	-31	-27	-5	-944
% Change	-19%	-26%	-21%	-35%	-10%	-19%
<b>Closed Sales</b>						
Current Month 2017	439	101	48	26	16	1,786
Current Month 2016	476	110	51	29	22	1,818
Difference	-37	-9	-3	-3	-6	-32
% Change	-8%	-8%	-6%	-10%	-27%	-2%
Year To Date 2017	865	180	99	49	32	3,487
Year To Date 2016	935	204	86	72	39	3,536
Difference	-70	-24	13	-23	-7	-49
% Change	-7%	-12%	15%	-32%	-18%	-1%
<b>Average Sale Price</b>						
Current Month 2017	\$275,295	\$109,048	\$166,448	\$147,012	\$119,955	\$188,815
Current Month 2016	\$258,282	\$90,704	\$153,536	\$253,877	\$114,718	\$173,474
Difference	17,013	18,344	12,912	-106,866	5,237	15,340
% Change	7%	20%	8%	-42%	5%	9%
Year To Date 2017	\$276,466	\$105,323	\$162,224	\$158,054	\$142,945	\$187,168
Year To Date 2016	\$253,067	\$88,745	\$154,201	\$223,493	\$107,969	\$171,673
Difference	23,399	16,578	8,023	-65,439	34,976	15,495
% Change	9%	19%	5%	-29%	32%	9%

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