

Heartland MLS Statistics - Kansas Total

Month of February 2018

| | Johnson Co. | Wyandotte Co. | Leav Co. | Miami Co. | Franklin Co. | Heartland |
|-----------------------------------|-------------|---------------|-----------|-----------|--------------|-----------|
| Current Inventory | 1,892 | 299 | 285 | 130 | 73 | 7,665 |
| New Listings This Month | 933 | 136 | 117 | 51 | 24 | 3,344 |
| Show for Backup This Month | 149 | 35 | 19 | 7 | 4 | 650 |
| Pending Contracts | | | | | | |
| Current Month 2018 | 633 | 104 | 72 | 27 | 17 | 2,320 |
| Current Month 2017 | 914 | 140 | 93 | 30 | 32 | 3,115 |
| Difference | -281 | -36 | -21 | -3 | -15 | -795 |
| % Change | -31% | -26% | -23% | -10% | -47% | -26% |
| Year To Date 2018 | 1,369 | 222 | 155 | 57 | 44 | 4,962 |
| Year To Date 2017 | 1,619 | 263 | 165 | 60 | 56 | 5,562 |
| Difference | -250 | -41 | -10 | -3 | -12 | -600 |
| % Change | -15% | -16% | -6% | -5% | -21% | -11% |
| Closed Sales | | | | | | |
| Current Month 2018 | 571 | 112 | 64 | 30 | 17 | 2,210 |
| Current Month 2017 | 532 | 110 | 55 | 29 | 16 | 2,049 |
| Difference | 39 | 2 | 9 | 1 | 1 | 161 |
| % Change | 7% | 2% | 16% | 3% | 6% | 8% |
| Year To Date 2018 | 1,137 | 203 | 137 | 60 | 33 | 4,417 |
| Year To Date 2017 | 1,055 | 198 | 114 | 52 | 32 | 3,991 |
| Difference | 82 | 5 | 23 | 8 | 1 | 426 |
| % Change | 8% | 3% | 20% | 15% | 3% | 11% |
| Average Sale Price | | | | | | |
| Current Month 2018 | \$307,969 | \$132,541 | \$200,834 | \$164,774 | \$114,321 | \$217,092 |
| Current Month 2017 | \$308,995 | \$123,180 | \$174,646 | \$158,579 | \$119,955 | \$210,250 |
| Difference | -1,026 | 9,361 | 26,188 | 6,194 | -5,635 | 6,842 |
| % Change | 0% | 8% | 15% | 4% | -5% | 3% |
| Year To Date 2018 | \$322,885 | \$136,108 | \$205,039 | \$194,034 | \$139,308 | \$223,993 |
| Year To Date 2017 | \$314,800 | \$120,294 | \$172,166 | \$163,868 | \$142,945 | \$210,898 |
| Difference | 8,086 | 15,815 | 32,873 | 30,166 | -3,637 | 13,095 |
| % Change | 3% | 13% | 19% | 18% | -3% | 6% |

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 2018

| | Johnson Co. | Wyandotte Co. | Leav Co. | Miami Co. | Franklin Co. | Heartland |
|-----------------------------------|-------------|---------------|-----------|-----------|--------------|-----------|
| Current Inventory | 712 | 48 | 64 | 22 | 5 | 1,983 |
| New Listings This Month | 163 | 13 | 28 | 5 | 4 | 474 |
| Show for Backup This Month | 9 | 5 | 0 | 0 | 0 | 43 |
| Pending Contracts | | | | | | |
| Current Month 2018 | 133 | 15 | 16 | 4 | 2 | 374 |
| Current Month 2017 | 147 | 9 | 28 | 1 | 0 | 392 |
| Difference | -14 | 6 | -12 | 3 | 0 | -18 |
| % Change | -10% | 67% | -43% | 300% | 0% | -5% |
| Year To Date 2018 | 256 | 28 | 30 | 7 | 3 | 707 |
| Year To Date 2017 | 264 | 18 | 34 | 4 | 0 | 667 |
| Difference | -8 | 10 | -4 | 3 | 0 | 40 |
| % Change | -3% | 56% | -12% | 75% | 0% | 6% |
| Closed Sales | | | | | | |
| Current Month 2018 | 95 | 11 | 13 | 2 | 1 | 272 |
| Current Month 2017 | 79 | 9 | 7 | 2 | 0 | 227 |
| Difference | 16 | 2 | 6 | 0 | 0 | 45 |
| % Change | 20% | 22% | 86% | 0% | 0% | 20% |
| Year To Date 2018 | 184 | 19 | 23 | 3 | 1 | 528 |
| Year To Date 2017 | 175 | 17 | 15 | 2 | 0 | 460 |
| Difference | 9 | 2 | 8 | 1 | 0 | 68 |
| % Change | 5% | 12% | 53% | 50% | 0% | 15% |
| Average Sale Price | | | | | | |
| Current Month 2018 | \$423,804 | \$302,155 | \$295,988 | \$201,414 | \$157,500 | \$352,215 |
| Current Month 2017 | \$510,146 | \$272,888 | \$230,865 | \$258,500 | | \$379,748 |
| Difference | -86,342 | 29,267 | 65,123 | -57,086 | | -27,533 |
| % Change | -17% | 11% | 28% | -22% | | -7% |
| Year To Date 2018 | \$459,302 | \$291,011 | \$298,798 | \$236,609 | \$157,500 | \$372,819 |
| Year To Date 2017 | \$511,722 | \$276,126 | \$237,779 | \$258,500 | | \$392,097 |
| Difference | -52,419 | 14,885 | 61,018 | -21,891 | | -19,277 |
| % Change | -10% | 5% | 26% | -8% | | -5% |

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 Resale

Month of February 2018

| | Johnson Co. | Wyandotte Co. | Leav Co. | Miami Co. | Franklin Co. | Heartland |
|-----------------------------------|-------------|---------------|-----------|-----------|--------------|-----------|
| Current Inventory | 1,180 | 251 | 221 | 108 | 68 | 5,682 |
| New Listings This Month | 770 | 123 | 89 | 46 | 20 | 2,870 |
| Show for Backup This Month | 140 | 30 | 19 | 7 | 4 | 607 |
| Pending Contracts | | | | | | |
| Current Month 2018 | 500 | 89 | 56 | 23 | 15 | 1,946 |
| Current Month 2017 | 767 | 131 | 65 | 29 | 32 | 2,723 |
| Difference | -267 | -42 | -9 | -6 | -17 | -777 |
| % Change | -35% | -32% | -14% | -21% | -53% | -29% |
| Year To Date 2018 | 1,113 | 194 | 125 | 50 | 41 | 4,255 |
| Year To Date 2017 | 1,355 | 245 | 131 | 56 | 56 | 4,895 |
| Difference | -242 | -51 | -6 | -6 | -15 | -640 |
| % Change | -18% | -21% | -5% | -11% | -27% | -13% |
| Closed Sales | | | | | | |
| Current Month 2018 | 476 | 101 | 51 | 28 | 16 | 1,938 |
| Current Month 2017 | 453 | 101 | 48 | 27 | 16 | 1,822 |
| Difference | 23 | 0 | 3 | 1 | 0 | 116 |
| % Change | 5% | 0% | 6% | 4% | 0% | 6% |
| Year To Date 2018 | 953 | 184 | 114 | 57 | 32 | 3,889 |
| Year To Date 2017 | 880 | 181 | 99 | 50 | 32 | 3,531 |
| Difference | 73 | 3 | 15 | 7 | 0 | 358 |
| % Change | 8% | 2% | 15% | 14% | 0% | 10% |
| Average Sale Price | | | | | | |
| Current Month 2018 | \$284,851 | \$114,068 | \$176,579 | \$162,157 | \$111,622 | \$198,128 |
| Current Month 2017 | \$273,916 | \$109,839 | \$166,448 | \$151,178 | \$119,955 | \$189,133 |
| Difference | 10,935 | 4,229 | 10,131 | 10,979 | -8,333 | 8,995 |
| % Change | 4% | 4% | 6% | 7% | -7% | 5% |
| Year To Date 2018 | \$296,547 | \$120,113 | \$186,123 | \$191,794 | \$138,739 | \$203,787 |
| Year To Date 2017 | \$275,639 | \$105,657 | \$162,224 | \$160,083 | \$142,945 | \$187,292 |
| Difference | 20,907 | 14,456 | 23,898 | 31,711 | -4,205 | 16,495 |
| % Change | 8% | 14% | 15% | 20% | -3% | 9% |

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