

**Heartland MLS Statistics - Kansas Total**  
**Month of February 2020**

	<b>Johnson Co.</b>	<b>Wyandotte Co.</b>	<b>Leav Co.</b>	<b>Miami Co.</b>	<b>Franklin Co.</b>	<b>Heartland</b>
<b>Current Inventory</b>	1,746	246	229	105	66	6,461
<b>New Listings This Month</b>	1,032	156	117	46	29	3,403
<b>Show for Backup This Month</b>	103	22	14	4	5	395
<b>Pending Contracts</b>						
Current Month 2020	809	135	95	29	26	2,764
Current Month 2019	766	134	84	33	27	2,636
Difference	43	1	11	-4	-1	128
% Change	6%	1%	13%	-12%	-4%	5%
Year To Date 2020	1,558	278	181	56	47	5,413
Year To Date 2019	1,430	262	165	60	49	5,072
Difference	128	16	16	-4	-2	341
% Change	9%	6%	10%	-7%	-4%	7%
<b>Closed Sales</b>						
Current Month 2020	589	115	82	24	20	2,199
Current Month 2019	577	108	66	33	22	2,122
Difference	12	7	16	-9	-2	77
% Change	2%	6%	24%	-27%	-9%	4%
Year To Date 2020	1,146	209	131	55	35	4,278
Year To Date 2019	1,102	218	117	63	37	4,083
Difference	44	-9	14	-8	-2	195
% Change	4%	-4%	12%	-13%	-5%	5%
<b>Average Sale Price</b>						
Current Month 2020	\$339,782	\$149,606	\$224,619	\$201,858	\$161,095	\$242,320
Current Month 2019	\$313,087	\$140,283	\$197,263	\$238,641	\$106,060	\$228,745
Difference	26,695	9,322	27,356	-36,783	55,035	13,575
% Change	9%	7%	14%	-15%	52%	6%
Year To Date 2020	\$348,423	\$148,060	\$220,680	\$210,429	\$160,874	\$243,416
Year To Date 2019	\$320,050	\$134,082	\$207,155	\$220,897	\$124,801	\$232,547
Difference	28,372	13,978	13,525	-10,468	36,073	10,869
% Change	9%	10%	7%	-5%	29%	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 New Homes**  
**Month of February 2020**

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
<b>Current Inventory</b>	660	43	81	17	4	1,729
<b>New Listings This Month</b>	150	9	22	4	0	400
<b>Show for Backup This Month</b>	2	0	0	0	0	14
<b>Pending Contracts</b>						
Current Month 2020	174	13	21	4	0	455
Current Month 2019	102	8	7	3	0	288
Difference	72	5	14	1	0	167
% Change	71%	63%	200%	33%	0%	58%
Year To Date 2020	316	21	34	5	2	836
Year To Date 2019	192	13	22	4	0	562
Difference	124	8	12	1	0	274
% Change	65%	62%	55%	25%	0%	49%
<b>Closed Sales</b>						
Current Month 2020	73	4	10	0	1	242
Current Month 2019	75	3	7	0	0	229
Difference	-2	1	3	0	0	13
% Change	-3%	33%	43%	0%	0%	6%
Year To Date 2020	157	11	20	3	1	473
Year To Date 2019	142	8	16	9	1	447
Difference	15	3	4	-6	0	26
% Change	11%	38%	25%	-67%	0%	6%
<b>Average Sale Price</b>						
Current Month 2020	\$530,133	\$277,773	\$340,065		\$245,000	\$400,898
Current Month 2019	\$497,061	\$244,808	\$347,178			\$393,940
Difference	33,073	32,965	-7,113			6,958
% Change	7%	13%	-2%			2%
Year To Date 2020	\$533,740	\$295,017	\$329,673	\$323,340	\$245,000	\$415,512
Year To Date 2019	\$492,960	\$235,927	\$330,053	\$253,684	\$256,500	\$394,971
Difference	40,780	59,091	-380	69,655	-11,500	20,542
% Change	8%	25%	0%	27%	-4%	5%

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## Heartland MLS Statistics - Kansas Resale

Month of February 2020

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
<b>Current Inventory</b>	1,086	203	148	88	62	4,697
<b>New Listings This Month</b>	882	147	95	42	29	2,989
<b>Show for Backup This Month</b>	101	22	14	4	5	381
<b>Pending Contracts</b>						
Current Month 2020	635	122	74	25	26	2,299
Current Month 2019	664	126	77	30	27	2,336
Difference	-29	-4	-3	-5	-1	-37
% Change	-4%	-3%	-4%	-17%	-4%	-2%
Year To Date 2020	1,242	257	147	51	45	4,562
Year To Date 2019	1,238	249	143	56	49	4,485
Difference	4	8	4	-5	-4	77
% Change	0%	3%	3%	-9%	-8%	2%
<b>Closed Sales</b>						
Current Month 2020	516	111	72	24	19	1,951
Current Month 2019	502	105	59	33	22	1,884
Difference	14	6	13	-9	-3	67
% Change	3%	6%	22%	-27%	-14%	4%
Year To Date 2020	989	198	111	52	34	3,793
Year To Date 2019	960	210	101	54	36	3,611
Difference	29	-12	10	-2	-2	182
% Change	3%	-6%	10%	-4%	-6%	5%
<b>Average Sale Price</b>						
Current Month 2020	\$312,853	\$144,987	\$208,585	\$201,858	\$156,679	\$223,150
Current Month 2019	\$285,601	\$137,297	\$179,477	\$238,641	\$106,060	\$209,341
Difference	27,251	7,690	29,108	-36,783	50,619	13,809
% Change	10%	6%	16%	-15%	48%	7%
Year To Date 2020	\$319,004	\$139,896	\$201,042	\$203,915	\$158,400	\$222,442
Year To Date 2019	\$294,474	\$130,203	\$187,686	\$215,433	\$121,143	\$213,430
Difference	24,530	9,693	13,356	-11,517	37,257	9,012
% Change	8%	7%	7%	-5%	31%	4%

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