

## Heartland MLS Statistics - Kansas Total

Month of March 2014

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
<b>Current Inventory</b>	2,804	610	528	204	153	13,415
<b>New Listings This Month</b>	1,310	213	142	57	40	4,483
<b>Show for Backup This Month</b>	341	38	8	8	5	943
<b>Pending Contracts</b>						
Current Month 2014	730	136	80	31	37	2,413
Current Month 2013	973	136	62	34	27	2,897
Difference	-243	0	18	-3	10	-484
% Change	-25%	0%	29%	-9%	37%	-17%
Year To Date 2014	2,013	359	217	98	83	6,786
Year To Date 2013	2,419	359	182	92	68	7,583
Difference	-406	0	35	6	15	-797
% Change	-17%	0%	19%	7%	22%	-11%
<b>Closed Sales</b>						
Current Month 2014	622	126	70	37	18	2,270
Current Month 2013	753	124	56	29	24	2,539
Difference	-131	2	14	8	-6	-269
% Change	-17%	2%	25%	28%	-25%	-11%
Year To Date 2014	1,616	322	163	92	52	5,737
Year To Date 2013	1,751	284	141	71	53	5,995
Difference	-135	38	22	21	-1	-258
% Change	-8%	13%	16%	30%	-2%	-4%
<b>Average Sale Price</b>						
Current Month 2014	\$258,958	\$78,024	\$167,131	\$143,490	\$78,642	\$175,375
Current Month 2013	\$252,358	\$73,199	\$143,955	\$166,435	\$112,793	\$166,952
Difference	6,601	4,825	23,176	-22,945	-34,151	8,423
% Change	3%	7%	16%	-14%	-30%	5%
Year To Date 2014	\$253,872	\$82,762	\$155,382	\$145,584	\$83,153	\$172,832
Year To Date 2013	\$249,324	\$73,619	\$135,466	\$153,197	\$112,491	\$162,376
Difference	4,549	9,144	19,917	-7,613	-29,338	10,456
% Change	2%	12%	15%	-5%	-26%	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 March 2014**

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
<b>Current Inventory</b>	447	48	69	8	1	1,363
<b>New Listings This Month</b>	122	7	18	0	0	300
<b>Show for Backup This Month</b>	5	0	0	0	0	30
<b>Pending Contracts</b>						
Current Month 2014	120	10	10	2	0	279
Current Month 2013	115	8	6	2	0	262
Difference	5	2	4	0	0	17
% Change	4%	25%	67%	0%	0%	6%
Year To Date 2014	290	17	31	2	1	677
Year To Date 2013	322	16	22	3	1	696
Difference	-32	1	9	-1	0	-19
% Change	-10%	6%	41%	-33%	0%	-3%
<b>Closed Sales</b>						
Current Month 2014	73	6	6	0	1	198
Current Month 2013	85	3	6	3	1	202
Difference	-12	3	0	0	0	-4
% Change	-14%	100%	0%	0%	0%	-2%
Year To Date 2014	198	14	16	1	1	501
Year To Date 2013	232	10	12	3	1	515
Difference	-34	4	4	-2	0	-14
% Change	-15%	40%	33%	-67%	0%	-3%
<b>Average Sale Price</b>						
Current Month 2014	\$432,279	\$247,878	\$214,450		\$95,000	\$340,736
Current Month 2013	\$410,552	\$172,867	\$207,387	\$278,071	\$292,500	\$337,964
Difference	21,727	75,011	7,063		-197,500	2,772
% Change	5%	43%	3%		-68%	1%
Year To Date 2014	\$422,991	\$232,672	\$221,796	\$375,025	\$95,000	\$345,785
Year To Date 2013	\$413,603	\$230,443	\$225,623	\$278,071	\$292,500	\$345,238
Difference	9,388	2,229	-3,827	96,954	-197,500	547
% Change	2%	1%	-2%	35%	-68%	0%

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## Heartland MLS Statistics - Kansas Resale

Month of March 2014

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
<b>Current Inventory</b>	2,357	562	459	196	152	12,052
<b>New Listings This Month</b>	1,188	206	124	57	40	4,183
<b>Show for Backup This Month</b>	336	38	8	8	5	913
<b>Pending Contracts</b>						
Current Month 2014	610	126	70	29	37	2,134
Current Month 2013	858	128	56	32	27	2,635
Difference	-248	-2	14	-3	10	-501
% Change	-29%	-2%	25%	-9%	37%	-19%
Year To Date 2014	1,723	342	186	96	82	6,109
Year To Date 2013	2,097	343	160	89	67	6,887
Difference	-374	-1	26	7	15	-778
% Change	-18%	0%	16%	8%	22%	-11%
<b>Closed Sales</b>						
Current Month 2014	549	120	64	37	17	2,072
Current Month 2013	668	121	50	26	23	2,337
Difference	-119	-1	14	11	-6	-265
% Change	-18%	-1%	28%	42%	-26%	-11%
Year To Date 2014	1,418	308	147	91	51	5,236
Year To Date 2013	1,519	274	129	68	52	5,480
Difference	-101	34	18	23	-1	-244
% Change	-7%	12%	14%	34%	-2%	-4%
<b>Average Sale Price</b>						
Current Month 2014	\$235,912	\$69,531	\$162,695	\$143,490	\$77,679	\$159,573
Current Month 2013	\$232,228	\$70,728	\$136,343	\$153,554	\$104,979	\$152,170
Difference	3,684	-1,197	26,352	-10,064	-27,300	7,403
% Change	2%	-2%	19%	-7%	-26%	5%
Year To Date 2014	\$230,258	\$75,948	\$148,154	\$143,063	\$82,921	\$156,283
Year To Date 2013	\$224,233	\$67,895	\$127,079	\$147,688	\$109,030	\$145,191
Difference	6,025	8,053	21,075	-4,625	-26,109	11,092
% Change	3%	12%	17%	-3%	-24%	8%

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**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**