

Heartland MLS Statistics - Kansas Total

Month of March 2016

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	2,498	476	380	161	95	10,314
New Listings This Month	1,458	232	172	72	41	4,967
Show for Backup This Month	332	51	19	12	2	1,138
Pending Contracts						
Current Month 2016	881	137	125	46	31	3,067
Current Month 2015	1,198	153	117	66	18	3,667
Difference	-317	-16	8	-20	13	-600
% Change	-26%	-10%	7%	-30%	72%	-16%
Year To Date 2016	2,457	417	301	130	80	8,546
Year To Date 2015	2,840	382	269	137	55	8,993
Difference	-383	35	32	-7	25	-447
% Change	-13%	9%	12%	-5%	45%	-5%
Closed Sales						
Current Month 2016	844	155	94	42	29	3,046
Current Month 2015	880	119	79	38	19	2,853
Difference	-36	36	15	4	10	193
% Change	-4%	30%	19%	11%	53%	7%
Year To Date 2016	1,912	376	202	116	68	6,961
Year To Date 2015	1,914	309	177	91	55	6,537
Difference	-2	67	25	25	13	424
% Change	0%	22%	14%	27%	24%	6%
Average Sale Price						
Current Month 2016	\$279,386	\$118,263	\$203,641	\$213,611	\$79,272	\$199,637
Current Month 2015	\$278,427	\$102,621	\$163,534	\$185,912	\$127,561	\$194,509
Difference	960	15,643	40,107	27,700	-48,289	5,128
% Change	0%	15%	25%	15%	-38%	3%
Year To Date 2016	\$278,722	\$108,106	\$190,396	\$219,855	\$95,731	\$194,680
Year To Date 2015	\$275,512	\$97,223	\$162,492	\$179,283	\$116,443	\$189,464
Difference	3,210	10,883	27,904	40,572	-20,712	5,216
% Change	1%	11%	17%	23%	-18%	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 March 2016

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	678	65	45	8	1	1,661
New Listings This Month	170	18	22	1	0	483
Show for Backup This Month	12	7	3	0	0	59
Pending Contracts						
Current Month 2016	153	14	21	2	0	417
Current Month 2015	152	15	19	1	0	369
Difference	1	-1	2	1	0	48
% Change	1%	-7%	11%	100%	0%	13%
Year To Date 2016	372	33	52	8	0	1,001
Year To Date 2015	387	25	46	5	1	921
Difference	-15	8	6	3	0	80
% Change	-4%	32%	13%	60%	0%	9%
Closed Sales						
Current Month 2016	90	9	14	2	0	275
Current Month 2015	117	4	12	2	1	278
Difference	-27	5	2	0	0	-3
% Change	-23%	125%	17%	0%	0%	-1%
Year To Date 2016	229	28	36	4	0	674
Year To Date 2015	249	14	23	3	1	597
Difference	-20	14	13	1	0	77
% Change	-8%	100%	57%	33%	0%	13%
Average Sale Price						
Current Month 2016	\$451,155	\$300,764	\$277,976	\$230,379		\$351,941
Current Month 2015	\$465,844	\$193,088	\$245,524	\$282,800	\$110,000	\$366,426
Difference	-14,689	107,676	32,453	-52,422		-14,485
% Change	-3%	56%	13%	-19%		-4%
Year To Date 2016	\$447,361	\$251,281	\$276,337	\$225,189		\$355,869
Year To Date 2015	\$472,443	\$205,393	\$249,638	\$266,249	\$110,000	\$372,659
Difference	-25,082	45,888	26,699	-41,060		-16,791
% Change	-5%	22%	11%	-15%		-5%

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Show for Backup Contracts = Show for Backup status and Contract date within time period specified

Heartland MLS Statistics - Kansas Resale

Month of March 2016

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	1,820	411	335	153	94	8,653
New Listings This Month	1,288	214	150	71	41	4,484
Show for Backup This Month	320	44	16	12	2	1,079
Pending Contracts						
Current Month 2016	728	123	104	44	31	2,650
Current Month 2015	1,046	138	98	65	18	3,298
Difference	-318	-15	6	-21	13	-648
% Change	-30%	-11%	6%	-32%	72%	-20%
Year To Date 2016	2,085	384	249	122	80	7,545
Year To Date 2015	2,453	357	223	132	54	8,071
Difference	-368	27	26	-10	26	-526
% Change	-15%	8%	12%	-8%	48%	-7%
Closed Sales						
Current Month 2016	754	146	80	40	29	2,771
Current Month 2015	763	115	67	36	18	2,575
Difference	-9	31	13	4	11	196
% Change	-1%	27%	19%	11%	61%	8%
Year To Date 2016	1,683	348	166	112	68	6,287
Year To Date 2015	1,665	295	154	88	54	5,939
Difference	18	53	12	24	14	348
% Change	1%	18%	8%	27%	26%	6%
Average Sale Price						
Current Month 2016	\$258,883	\$107,013	\$190,632	\$212,773	\$79,272	\$184,522
Current Month 2015	\$249,688	\$99,474	\$148,849	\$180,529	\$128,537	\$175,949
Difference	9,196	7,539	41,782	32,244	-49,265	8,573
% Change	4%	8%	28%	18%	-38%	5%
Year To Date 2016	\$255,776	\$96,586	\$171,758	\$219,664	\$95,731	\$177,400
Year To Date 2015	\$246,061	\$92,089	\$149,477	\$176,318	\$116,562	\$171,060
Difference	9,715	4,497	22,281	43,346	-20,831	6,340
% Change	4%	5%	15%	25%	-18%	4%

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Show for Backup Contracts = Show for Backup status and Contract date within time period specified