

## Heartland MLS Statistics - Kansas Total

Month of March 2018

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
<b>Current Inventory</b>	2,166	325	294	154	65	8,232
<b>New Listings This Month</b>	1,417	228	169	76	41	4,870
<b>Show for Backup This Month</b>	244	44	27	11	6	908
<b>Pending Contracts</b>						
Current Month 2018	938	152	112	39	31	3,175
Current Month 2017	1,120	191	121	61	35	4,012
Difference	-182	-39	-9	-22	-4	-837
% Change	-16%	-20%	-7%	-36%	-11%	-21%
Year To Date 2018	2,452	405	288	102	79	8,732
Year To Date 2017	2,739	454	286	121	91	9,573
Difference	-287	-49	2	-19	-12	-841
% Change	-10%	-11%	1%	-16%	-13%	-9%
<b>Closed Sales</b>						
Current Month 2018	821	142	91	34	25	3,101
Current Month 2017	921	153	85	40	32	3,234
Difference	-100	-11	6	-6	-7	-133
% Change	-11%	-7%	7%	-15%	-22%	-4%
Year To Date 2018	1,966	344	228	94	58	7,546
Year To Date 2017	1,976	351	199	92	64	7,225
Difference	-10	-7	29	2	-6	321
% Change	-1%	-2%	15%	2%	-9%	4%
<b>Average Sale Price</b>						
Current Month 2018	\$326,463	\$140,629	\$203,548	\$202,589	\$126,684	\$234,132
Current Month 2017	\$307,626	\$129,111	\$197,249	\$182,411	\$124,855	\$216,898
Difference	18,836	11,518	6,299	20,178	1,830	17,234
% Change	6%	9%	3%	11%	1%	8%
Year To Date 2018	\$324,343	\$136,507	\$204,444	\$197,129	\$133,867	\$227,984
Year To Date 2017	\$311,456	\$124,137	\$182,880	\$171,930	\$133,900	\$213,584
Difference	12,886	12,370	21,564	25,198	-33	14,400
% Change	4%	10%	12%	15%	0%	7%

**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 2018**

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
<b>Current Inventory</b>	703	43	66	21	5	1,911
<b>New Listings This Month</b>	156	9	24	13	1	497
<b>Show for Backup This Month</b>	12	1	2	0	0	45
<b>Pending Contracts</b>						
Current Month 2018	152	10	22	5	1	400
Current Month 2017	151	14	19	2	0	458
Difference	1	-4	3	3	0	-58
% Change	1%	-29%	16%	150%	0%	-13%
Year To Date 2018	418	41	53	12	4	1,154
Year To Date 2017	415	32	53	6	0	1,125
Difference	3	9	0	6	0	29
% Change	1%	28%	0%	100%	0%	3%
<b>Closed Sales</b>						
Current Month 2018	130	16	15	4	1	396
Current Month 2017	124	13	10	2	0	348
Difference	6	3	5	2	0	48
% Change	5%	23%	50%	100%	0%	14%
Year To Date 2018	315	35	38	7	2	926
Year To Date 2017	299	30	25	4	0	808
Difference	16	5	13	3	0	118
% Change	5%	17%	52%	75%	0%	15%
<b>Average Sale Price</b>						
Current Month 2018	\$464,168	\$262,744	\$276,339	\$174,247	\$195,000	\$371,490
Current Month 2017	\$458,102	\$276,571	\$291,412	\$233,350		\$357,981
Difference	6,066	-13,827	-15,072	-59,104		13,510
% Change	1%	-5%	-5%	-25%		4%
Year To Date 2018	\$460,817	\$278,089	\$289,932	\$200,973	\$176,250	\$372,374
Year To Date 2017	\$489,485	\$276,319	\$259,232	\$245,925		\$377,403
Difference	-28,667	1,770	30,700	-44,952		-5,029
% Change	-6%	1%	12%	-18%		-1%

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## Heartland MLS Statistics - Kansas Resale

Month of March 2018

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
<b>Current Inventory</b>	1,463	282	228	133	60	6,321
<b>New Listings This Month</b>	1,261	219	145	63	40	4,373
<b>Show for Backup This Month</b>	232	43	25	11	6	863
<b>Pending Contracts</b>						
Current Month 2018	786	142	90	34	30	2,775
Current Month 2017	969	177	102	59	35	3,554
Difference	-183	-35	-12	-25	-5	-779
% Change	-19%	-20%	-12%	-42%	-14%	-22%
Year To Date 2018	2,034	364	235	90	75	7,578
Year To Date 2017	2,324	422	233	115	91	8,448
Difference	-290	-58	2	-25	-16	-870
% Change	-12%	-14%	1%	-22%	-18%	-10%
<b>Closed Sales</b>						
Current Month 2018	691	126	76	30	24	2,705
Current Month 2017	797	140	75	38	32	2,886
Difference	-106	-14	1	-8	-8	-181
% Change	-13%	-10%	1%	-21%	-25%	-6%
Year To Date 2018	1,651	309	190	87	56	6,620
Year To Date 2017	1,677	321	174	88	64	6,417
Difference	-26	-12	16	-1	-8	203
% Change	-2%	-4%	9%	-1%	-13%	3%
<b>Average Sale Price</b>						
Current Month 2018	\$300,556	\$125,122	\$189,181	\$206,368	\$123,838	\$214,024
Current Month 2017	\$284,215	\$115,419	\$184,694	\$179,730	\$124,855	\$199,886
Difference	16,341	9,704	4,487	26,638	-1,017	14,137
% Change	6%	8%	2%	15%	-1%	7%
Year To Date 2018	\$298,304	\$120,470	\$187,346	\$196,819	\$132,353	\$207,787
Year To Date 2017	\$279,715	\$109,915	\$171,909	\$168,567	\$133,900	\$192,956
Difference	18,590	10,555	15,437	28,252	-1,547	14,831
% Change	7%	10%	9%	17%	-1%	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**