

## Heartland MLS Statistics - Kansas Total

Month of March 2019

|                                   | Johnson Co. | Wyandotte Co. | Leav Co.  | Miami Co. | Franklin Co. | Heartland |
|-----------------------------------|-------------|---------------|-----------|-----------|--------------|-----------|
| <b>Current Inventory</b>          | 2,345       | 280           | 285       | 103       | 60           | 7,821     |
| <b>New Listings This Month</b>    | 1,369       | 183           | 149       | 56        | 33           | 4,292     |
| <b>Show for Backup This Month</b> | 137         | 24            | 12        | 5         | 3            | 567       |
| <b>Pending Contracts</b>          |             |               |           |           |              |           |
| Current Month 2019                | 994         | 157           | 119       | 43        | 30           | 3,167     |
| Current Month 2018                | 1,175       | 181           | 136       | 44        | 38           | 3,996     |
| Difference                        | -181        | -24           | -17       | -1        | -8           | -829      |
| % Change                          | -15%        | -13%          | -13%      | -2%       | -21%         | -21%      |
| Year To Date 2019                 | 2,410       | 420           | 285       | 103       | 77           | 8,159     |
| Year To Date 2018                 | 2,706       | 438           | 317       | 109       | 86           | 9,630     |
| Difference                        | -296        | -18           | -32       | -6        | -9           | -1,471    |
| % Change                          | -11%        | -4%           | -10%      | -6%       | -10%         | -15%      |
| <b>Closed Sales</b>               |             |               |           |           |              |           |
| Current Month 2019                | 763         | 127           | 108       | 26        | 29           | 2,712     |
| Current Month 2018                | 830         | 144           | 91        | 35        | 26           | 3,138     |
| Difference                        | -67         | -17           | 17        | -9        | 3            | -426      |
| % Change                          | -8%         | -12%          | 19%       | -26%      | 12%          | -14%      |
| Year To Date 2019                 | 1,863       | 343           | 225       | 89        | 66           | 6,758     |
| Year To Date 2018                 | 1,982       | 346           | 228       | 95        | 59           | 7,596     |
| Difference                        | -119        | -3            | -3        | -6        | 7            | -838      |
| % Change                          | -6%         | -1%           | -1%       | -6%       | 12%          | -11%      |
| <b>Average Sale Price</b>         |             |               |           |           |              |           |
| Current Month 2019                | \$332,932   | \$142,747     | \$217,923 | \$223,687 | \$161,052    | \$242,843 |
| Current Month 2018                | \$327,603   | \$139,499     | \$203,548 | \$200,222 | \$128,542    | \$233,891 |
| Difference                        | 5,329       | 3,248         | 14,376    | 23,464    | 32,509       | 8,951     |
| % Change                          | 2%          | 2%            | 7%        | 12%       | 25%          | 4%        |
| Year To Date 2019                 | \$325,399   | \$137,644     | \$212,324 | \$221,712 | \$140,730    | \$237,317 |
| Year To Date 2018                 | \$324,783   | \$136,060     | \$204,444 | \$196,314 | \$134,564    | \$227,898 |
| Difference                        | 616         | 1,583         | 7,880     | 25,398    | 6,166        | 9,419     |
| % Change                          | 0%          | 1%            | 4%        | 13%       | 5%           | 4%        |

**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 2019**

|                                   | Johnson Co. | Wyandotte Co. | Leav Co.  | Miami Co. | Franklin Co. | Heartland |
|-----------------------------------|-------------|---------------|-----------|-----------|--------------|-----------|
| <b>Current Inventory</b>          | 816         | 49            | 82        | 11        | 4            | 1,992     |
| <b>New Listings This Month</b>    | 145         | 11            | 12        | 4         | 0            | 344       |
| <b>Show for Backup This Month</b> | 7           | 2             | 0         | 1         | 0            | 37        |
| <b>Pending Contracts</b>          |             |               |           |           |              |           |
| Current Month 2019                | 148         | 16            | 17        | 3         | 0            | 363       |
| Current Month 2018                | 164         | 9             | 23        | 3         | 1            | 450       |
| Difference                        | -16         | 7             | -6        | 0         | 0            | -87       |
| % Change                          | -10%        | 78%           | -26%      | 0%        | 0%           | -19%      |
| Year To Date 2019                 | 342         | 29            | 40        | 7         | 0            | 914       |
| Year To Date 2018                 | 434         | 42            | 56        | 10        | 4            | 1,232     |
| Difference                        | -92         | -13           | -16       | -3        | 0            | -318      |
| % Change                          | -21%        | -31%          | -29%      | -30%      | 0%           | -26%      |
| <b>Closed Sales</b>               |             |               |           |           |              |           |
| Current Month 2019                | 108         | 3             | 18        | 0         | 0            | 279       |
| Current Month 2018                | 132         | 16            | 15        | 4         | 1            | 399       |
| Difference                        | -24         | -13           | 3         | 0         | 0            | -120      |
| % Change                          | -18%        | -81%          | 20%       | 0%        | 0%           | -30%      |
| Year To Date 2019                 | 250         | 11            | 34        | 9         | 1            | 726       |
| Year To Date 2018                 | 317         | 35            | 38        | 7         | 2            | 929       |
| Difference                        | -67         | -24           | -4        | 2         | -1           | -203      |
| % Change                          | -21%        | -69%          | -11%      | 29%       | -50%         | -22%      |
| <b>Average Sale Price</b>         |             |               |           |           |              |           |
| Current Month 2019                | \$472,498   | \$321,133     | \$328,283 |           |              | \$390,675 |
| Current Month 2018                | \$465,592   | \$262,744     | \$276,339 | \$174,247 | \$195,000    | \$372,397 |
| Difference                        | 6,906       | 58,389        | 51,944    |           |              | 18,277    |
| % Change                          | 1%          | 22%           | 19%       |           |              | 5%        |
| Year To Date 2019                 | \$484,120   | \$259,165     | \$329,116 | \$253,684 | \$256,500    | \$393,320 |
| Year To Date 2018                 | \$461,431   | \$278,089     | \$289,932 | \$200,973 | \$176,250    | \$372,825 |
| Difference                        | 22,689      | -18,924       | 39,184    | 52,711    | 80,250       | 20,494    |
| % Change                          | 5%          | -7%           | 14%       | 26%       | 46%          | 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 March 2019

|                                   | Johnson Co. | Wyandotte Co. | Leav Co.  | Miami Co. | Franklin Co. | Heartland |
|-----------------------------------|-------------|---------------|-----------|-----------|--------------|-----------|
| <b>Current Inventory</b>          | 1,529       | 231           | 203       | 92        | 56           | 5,828     |
| <b>New Listings This Month</b>    | 1,224       | 172           | 137       | 52        | 33           | 3,948     |
| <b>Show for Backup This Month</b> | 130         | 22            | 12        | 4         | 3            | 530       |
| <b>Pending Contracts</b>          |             |               |           |           |              |           |
| Current Month 2019                | 846         | 141           | 102       | 40        | 30           | 2,803     |
| Current Month 2018                | 1,011       | 172           | 113       | 41        | 37           | 3,546     |
| Difference                        | -165        | -31           | -11       | -1        | -7           | -743      |
| % Change                          | -16%        | -18%          | -10%      | -2%       | -19%         | -21%      |
| Year To Date 2019                 | 2,068       | 391           | 245       | 96        | 77           | 7,244     |
| Year To Date 2018                 | 2,272       | 396           | 261       | 99        | 82           | 8,398     |
| Difference                        | -204        | -5            | -16       | -3        | -5           | -1,154    |
| % Change                          | -9%         | -1%           | -6%       | -3%       | -6%          | -14%      |
| <b>Closed Sales</b>               |             |               |           |           |              |           |
| Current Month 2019                | 655         | 124           | 90        | 26        | 29           | 2,433     |
| Current Month 2018                | 698         | 128           | 76        | 31        | 25           | 2,739     |
| Difference                        | -43         | -4            | 14        | -5        | 4            | -306      |
| % Change                          | -6%         | -3%           | 18%       | -16%      | 16%          | -11%      |
| Year To Date 2019                 | 1,613       | 332           | 191       | 80        | 65           | 6,032     |
| Year To Date 2018                 | 1,665       | 311           | 190       | 88        | 57           | 6,667     |
| Difference                        | -52         | 21            | 1         | -8        | 8            | -635      |
| % Change                          | -3%         | 7%            | 1%        | -9%       | 14%          | -10%      |
| <b>Average Sale Price</b>         |             |               |           |           |              |           |
| Current Month 2019                | \$309,919   | \$138,431     | \$195,851 | \$223,687 | \$161,052    | \$225,890 |
| Current Month 2018                | \$301,508   | \$124,093     | \$189,181 | \$203,574 | \$125,884    | \$213,715 |
| Difference                        | 8,411       | 14,338        | 6,670     | 20,112    | 35,168       | 12,176    |
| % Change                          | 3%          | 12%           | 4%        | 10%       | 28%          | 6%        |
| Year To Date 2019                 | \$300,798   | \$133,617     | \$191,533 | \$218,115 | \$138,948    | \$218,541 |
| Year To Date 2018                 | \$298,767   | \$120,076     | \$187,346 | \$195,944 | \$133,101    | \$207,703 |
| Difference                        | 2,032       | 13,541        | 4,187     | 22,172    | 5,847        | 10,837    |
| % Change                          | 1%          | 11%           | 2%        | 11%       | 4%           | 5%        |

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