

## Heartland MLS Statistics - Kansas Total

Month of April 2014

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
<b>Current Inventory</b>	3,018	670	542	229	168	14,181
<b>New Listings This Month</b>	1,484	234	169	59	44	5,198
<b>Show for Backup This Month</b>	389	41	16	6	6	954
<b>Pending Contracts</b>						
Current Month 2014	794	113	99	32	28	2,625
Current Month 2013	1,144	146	94	49	37	3,449
Difference	-350	-33	5	-17	-9	-824
% Change	-31%	-23%	5%	-35%	-24%	-24%
Year To Date 2014	3,071	497	316	133	113	10,056
Year To Date 2013	3,563	505	276	141	105	11,032
Difference	-492	-8	40	-8	8	-976
% Change	-14%	-2%	14%	-6%	8%	-9%
<b>Closed Sales</b>						
Current Month 2014	870	115	64	29	36	2,665
Current Month 2013	795	142	63	41	31	2,665
Difference	75	-27	1	-12	5	0
% Change	9%	-19%	2%	-29%	16%	0%
Year To Date 2014	2,491	437	228	121	88	8,424
Year To Date 2013	2,546	426	204	112	84	8,660
Difference	-55	11	24	9	4	-236
% Change	-2%	3%	12%	8%	5%	-3%
<b>Average Sale Price</b>						
Current Month 2014	\$271,296	\$93,360	\$157,569	\$151,740	\$126,148	\$189,896
Current Month 2013	\$247,756	\$80,910	\$174,287	\$176,610	\$67,458	\$169,483
Difference	23,540	12,450	-16,718	-24,870	58,689	20,413
% Change	10%	15%	-10%	-14%	87%	12%
Year To Date 2014	\$259,962	\$85,551	\$155,889	\$147,059	\$100,742	\$178,176
Year To Date 2013	\$248,834	\$76,049	\$147,455	\$161,768	\$95,872	\$164,563
Difference	11,128	9,502	8,434	-14,708	4,870	13,613
% Change	4%	12%	6%	-9%	5%	8%

**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 April 2014**

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
<b>Current Inventory</b>	495	52	64	8	1	1,383
<b>New Listings This Month</b>	172	14	14	1	0	375
<b>Show for Backup This Month</b>	4	3	1	0	0	18
<b>Pending Contracts</b>						
Current Month 2014	112	11	22	2	0	285
Current Month 2013	131	12	15	0	0	321
Difference	-19	-1	7	0	0	-36
% Change	-15%	-8%	47%	0%	0%	-11%
Year To Date 2014	408	28	53	4	1	984
Year To Date 2013	453	28	37	3	1	1,017
Difference	-45	0	16	1	0	-33
% Change	-10%	0%	43%	33%	0%	-3%
<b>Closed Sales</b>						
Current Month 2014	92	5	7	0	0	218
Current Month 2013	84	8	9	2	0	213
Difference	8	-3	-2	0	0	5
% Change	10%	-38%	-22%	0%	0%	2%
Year To Date 2014	290	19	23	1	1	719
Year To Date 2013	316	18	21	5	1	728
Difference	-26	1	2	-4	0	-9
% Change	-8%	6%	10%	-80%	0%	-1%
<b>Average Sale Price</b>						
Current Month 2014	\$420,409	\$232,520	\$282,516			\$348,124
Current Month 2013	\$372,253	\$208,581	\$238,472	\$270,175		\$332,755
Difference	48,156	23,939	44,043			15,370
% Change	13%	11%	18%			5%
Year To Date 2014	\$422,172	\$232,632	\$240,276	\$375,025	\$95,000	\$346,494
Year To Date 2013	\$402,612	\$220,727	\$231,130	\$274,913	\$292,500	\$341,586
Difference	19,560	11,905	9,146	100,112	-197,500	4,908
% Change	5%	5%	4%	36%	-68%	1%

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## Heartland MLS Statistics - Kansas Resale

Month of April 2014

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
<b>Current Inventory</b>	2,523	618	478	221	167	12,798
<b>New Listings This Month</b>	1,312	220	155	58	44	4,823
<b>Show for Backup This Month</b>	385	38	15	6	6	936
<b>Pending Contracts</b>						
Current Month 2014	682	102	77	30	28	2,340
Current Month 2013	1,013	134	79	49	37	3,128
Difference	-331	-32	-2	-19	-9	-788
% Change	-33%	-24%	-3%	-39%	-24%	-25%
Year To Date 2014	2,663	469	263	129	112	9,072
Year To Date 2013	3,110	477	239	138	104	10,015
Difference	-447	-8	24	-9	8	-943
% Change	-14%	-2%	10%	-7%	8%	-9%
<b>Closed Sales</b>						
Current Month 2014	778	110	57	29	36	2,447
Current Month 2013	711	134	54	39	31	2,452
Difference	67	-24	3	-10	5	-5
% Change	9%	-18%	6%	-26%	16%	0%
Year To Date 2014	2,201	418	205	120	87	7,705
Year To Date 2013	2,230	408	183	107	83	7,932
Difference	-29	10	22	13	4	-227
% Change	-1%	2%	12%	12%	5%	-3%
<b>Average Sale Price</b>						
Current Month 2014	\$253,663	\$87,034	\$142,225	\$151,740	\$126,148	\$175,799
Current Month 2013	\$233,048	\$73,288	\$163,590	\$171,811	\$67,458	\$155,300
Difference	20,616	13,746	-21,365	-20,072	58,689	20,499
% Change	9%	19%	-13%	-12%	87%	13%
Year To Date 2014	\$238,590	\$78,866	\$146,421	\$145,160	\$100,808	\$162,469
Year To Date 2013	\$227,043	\$69,666	\$137,853	\$156,480	\$93,503	\$148,316
Difference	11,546	9,199	8,569	-11,321	7,305	14,153
% Change	5%	13%	6%	-7%	8%	10%

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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**