

## Heartland MLS Statistics - Kansas Total

Month of April 2016

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
<b>Current Inventory</b>	2,629	498	354	174	94	10,793
<b>New Listings This Month</b>	1,554	231	164	73	48	5,303
<b>Show for Backup This Month</b>	397	71	26	12	5	1,256
<b>Pending Contracts</b>						
Current Month 2016	931	128	99	42	41	3,116
Current Month 2015	1,329	174	125	54	34	4,062
Difference	-398	-46	-26	-12	7	-946
% Change	-30%	-26%	-21%	-22%	21%	-23%
Year To Date 2016	3,678	580	409	177	121	12,595
Year To Date 2015	4,169	555	394	191	89	13,054
Difference	-491	25	15	-14	32	-459
% Change	-12%	5%	4%	-7%	36%	-4%
<b>Closed Sales</b>						
Current Month 2016	984	149	97	50	23	3,383
Current Month 2015	1,022	126	114	48	23	3,193
Difference	-38	23	-17	2	0	190
% Change	-4%	18%	-15%	4%	0%	6%
Year To Date 2016	2,907	529	301	166	92	10,386
Year To Date 2015	2,936	435	291	139	78	9,730
Difference	-29	94	10	27	14	656
% Change	-1%	22%	3%	19%	18%	7%
<b>Average Sale Price</b>						
Current Month 2016	\$293,843	\$143,908	\$185,071	\$209,812	\$121,724	\$212,490
Current Month 2015	\$269,360	\$107,634	\$176,781	\$193,791	\$109,841	\$197,944
Difference	24,483	36,274	8,290	16,022	11,883	14,546
% Change	9%	34%	5%	8%	11%	7%
Year To Date 2016	\$284,068	\$118,451	\$188,168	\$216,830	\$104,667	\$200,604
Year To Date 2015	\$273,370	\$100,238	\$168,090	\$184,293	\$114,496	\$192,247
Difference	10,698	18,213	20,078	32,537	-9,829	8,357
% Change	4%	18%	12%	18%	-9%	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 April 2016**

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
<b>Current Inventory</b>	645	64	35	9	1	1,583
<b>New Listings This Month</b>	180	18	11	4	1	459
<b>Show for Backup This Month</b>	15	2	1	1	0	57
<b>Pending Contracts</b>						
Current Month 2016	137	13	14	2	1	377
Current Month 2015	151	11	18	1	0	413
Difference	-14	2	-4	1	0	-36
% Change	-9%	18%	-22%	100%	0%	-9%
Year To Date 2016	520	47	68	10	1	1,427
Year To Date 2015	538	36	64	6	1	1,334
Difference	-18	11	4	4	0	93
% Change	-3%	31%	6%	67%	0%	7%
<b>Closed Sales</b>						
Current Month 2016	121	9	13	3	0	332
Current Month 2015	124	10	23	0	0	301
Difference	-3	-1	-10	0	0	31
% Change	-2%	-10%	-43%	0%	0%	10%
Year To Date 2016	353	37	49	7	0	1,014
Year To Date 2015	373	24	46	3	1	898
Difference	-20	13	3	4	0	116
% Change	-5%	54%	7%	133%	0%	13%
<b>Average Sale Price</b>						
Current Month 2016	\$468,750	\$261,240	\$281,494	\$321,617		\$369,595
Current Month 2015	\$429,317	\$223,778	\$243,770			\$346,777
Difference	39,433	37,461	37,724			22,818
% Change	9%	17%	15%			7%
Year To Date 2016	\$456,490	\$253,703	\$277,705	\$266,515		\$361,771
Year To Date 2015	\$458,106	\$213,053	\$246,704	\$266,249	\$110,000	\$363,984
Difference	-1,617	40,650	31,001	266		-2,213
% Change	0%	19%	13%	0%		-1%

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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**

## Heartland MLS Statistics - Kansas Resale

Month of April 2016

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
<b>Current Inventory</b>	1,984	434	319	165	93	9,210
<b>New Listings This Month</b>	1,374	213	153	69	47	4,844
<b>Show for Backup This Month</b>	382	69	25	11	5	1,199
<b>Pending Contracts</b>						
Current Month 2016	794	115	85	40	40	2,739
Current Month 2015	1,178	163	107	53	34	3,649
Difference	-384	-48	-22	-13	6	-910
% Change	-33%	-29%	-21%	-25%	18%	-25%
Year To Date 2016	3,158	533	341	167	120	11,168
Year To Date 2015	3,631	519	330	185	88	11,719
Difference	-473	14	11	-18	32	-551
% Change	-13%	3%	3%	-10%	36%	-5%
<b>Closed Sales</b>						
Current Month 2016	863	140	84	47	23	3,051
Current Month 2015	898	116	91	48	23	2,892
Difference	-35	24	-7	-1	0	159
% Change	-4%	21%	-8%	-2%	0%	5%
Year To Date 2016	2,554	492	252	159	92	9,372
Year To Date 2015	2,563	411	245	136	77	8,831
Difference	-9	81	7	23	15	541
% Change	0%	20%	3%	17%	19%	6%
<b>Average Sale Price</b>						
Current Month 2016	\$269,320	\$136,366	\$170,149	\$202,676	\$121,724	\$195,394
Current Month 2015	\$247,273	\$97,622	\$159,850	\$193,791	\$109,841	\$182,453
Difference	22,047	38,744	10,299	8,885	11,883	12,941
% Change	9%	40%	6%	5%	11%	7%
Year To Date 2016	\$260,237	\$108,280	\$170,758	\$214,642	\$104,667	\$183,166
Year To Date 2015	\$246,485	\$93,651	\$153,330	\$182,485	\$114,554	\$174,791
Difference	13,752	14,629	17,428	32,157	-9,888	8,375
% Change	6%	16%	11%	18%	-9%	5%

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