

Heartland MLS Statistics - Kansas Total

Month of April 2017

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	2,351	406	320	148	74	9,181
New Listings This Month	1,425	202	149	67	27	4,692
Show for Backup This Month	297	55	23	11	6	1,103
Pending Contracts						
Current Month 2017	967	147	110	35	21	3,144
Current Month 2016	1,310	175	126	53	45	4,196
Difference	-343	-28	-16	-18	-24	-1,052
% Change	-26%	-16%	-13%	-34%	-53%	-25%
Year To Date 2017	3,658	596	389	152	107	12,516
Year To Date 2016	4,158	645	447	191	126	13,966
Difference	-500	-49	-58	-39	-19	-1,450
% Change	-12%	-8%	-13%	-20%	-15%	-10%
Closed Sales						
Current Month 2017	909	170	87	36	32	3,196
Current Month 2016	1,003	154	99	50	24	3,440
Difference	-94	16	-12	-14	8	-244
% Change	-9%	10%	-12%	-28%	33%	-7%
Year To Date 2017	2,873	520	286	128	96	10,382
Year To Date 2016	2,938	536	303	166	93	10,468
Difference	-65	-16	-17	-38	3	-86
% Change	-2%	-3%	-6%	-23%	3%	-1%
Average Sale Price						
Current Month 2017	\$307,556	\$123,283	\$186,765	\$217,653	\$142,386	\$220,082
Current Month 2016	\$293,433	\$142,138	\$186,079	\$209,812	\$119,986	\$211,974
Difference	14,123	-18,855	686	7,841	22,400	8,108
% Change	5%	-13%	0%	4%	19%	4%
Year To Date 2017	\$310,418	\$123,778	\$184,061	\$184,790	\$136,728	\$215,661
Year To Date 2016	\$283,710	\$118,702	\$188,617	\$216,830	\$104,401	\$200,506
Difference	26,708	5,076	-4,556	-32,040	32,327	15,155
% Change	9%	4%	-2%	-15%	31%	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 2017

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	654	79	60	13	3	1,750
New Listings This Month	172	15	10	8	0	450
Show for Backup This Month	8	1	1	0	0	43
Pending Contracts						
Current Month 2017	140	16	9	3	0	391
Current Month 2016	150	12	15	3	1	429
Difference	-10	4	-6	0	0	-38
% Change	-7%	33%	-40%	0%	0%	-9%
Year To Date 2017	543	48	58	8	0	1,452
Year To Date 2016	556	55	73	10	1	1,539
Difference	-13	-7	-15	-2	0	-87
% Change	-2%	-13%	-21%	-20%	0%	-6%
Closed Sales						
Current Month 2017	110	11	12	2	0	326
Current Month 2016	122	9	14	3	0	338
Difference	-12	2	-2	-1	0	-12
% Change	-10%	22%	-14%	-33%	0%	-4%
Year To Date 2017	409	41	37	6	0	1,134
Year To Date 2016	356	38	50	7	0	1,023
Difference	53	3	-13	-1	0	111
% Change	15%	8%	-26%	-14%	0%	11%
Average Sale Price						
Current Month 2017	\$455,069	\$250,490	\$277,338	\$316,975		\$360,296
Current Month 2016	\$467,756	\$261,240	\$283,880	\$321,617		\$367,542
Difference	-12,687	-10,750	-6,542	-4,642		-7,246
% Change	-3%	-4%	-2%	-1%		-2%
Year To Date 2017	\$480,473	\$269,389	\$265,104	\$269,608		\$372,573
Year To Date 2016	\$455,420	\$253,261	\$278,449	\$266,515		\$360,936
Difference	25,053	16,128	-13,345	3,093		11,638
% Change	6%	6%	-5%	1%		3%

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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 April 2017

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	1,697	327	260	135	71	7,431
New Listings This Month	1,253	187	139	59	27	4,242
Show for Backup This Month	289	54	22	11	6	1,060
Pending Contracts						
Current Month 2017	827	131	101	32	21	2,753
Current Month 2016	1,160	163	111	50	44	3,767
Difference	-333	-32	-10	-18	-23	-1,014
% Change	-29%	-20%	-9%	-36%	-52%	-27%
Year To Date 2017	3,115	548	331	144	107	11,064
Year To Date 2016	3,602	590	374	181	125	12,427
Difference	-487	-42	-43	-37	-18	-1,363
% Change	-14%	-7%	-11%	-20%	-14%	-11%
Closed Sales						
Current Month 2017	799	159	75	34	32	2,870
Current Month 2016	881	145	85	47	24	3,102
Difference	-82	14	-10	-13	8	-232
% Change	-9%	10%	-12%	-28%	33%	-7%
Year To Date 2017	2,464	479	249	122	96	9,248
Year To Date 2016	2,582	498	253	159	93	9,445
Difference	-118	-19	-4	-37	3	-197
% Change	-5%	-4%	-2%	-23%	3%	-2%
Average Sale Price						
Current Month 2017	\$287,247	\$114,482	\$172,273	\$211,810	\$142,386	\$204,155
Current Month 2016	\$269,293	\$134,745	\$169,970	\$202,676	\$119,986	\$195,023
Difference	17,955	-20,263	2,303	9,135	22,400	9,132
% Change	7%	-15%	1%	5%	19%	5%
Year To Date 2017	\$282,190	\$111,314	\$172,019	\$180,618	\$136,728	\$196,420
Year To Date 2016	\$260,035	\$108,435	\$170,864	\$214,642	\$104,401	\$183,129
Difference	22,156	2,880	1,155	-34,024	32,327	13,290
% Change	9%	3%	1%	-16%	31%	7%

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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