

Heartland MLS Statistics - Kansas Total

Month of May 2014

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	3,108	692	531	265	164	14,651
New Listings This Month	1,461	239	160	82	39	4,973
Show for Backup This Month	383	57	6	9	7	1,030
Pending Contracts						
Current Month 2014	788	119	86	24	27	2,690
Current Month 2013	1,221	136	78	42	32	3,417
Difference	-433	-17	8	-18	-5	-727
% Change	-35%	-13%	10%	-43%	-16%	-21%
Year To Date 2014	4,215	643	412	160	139	13,666
Year To Date 2013	4,784	641	354	183	137	14,613
Difference	-569	2	58	-23	2	-947
% Change	-12%	0%	16%	-13%	1%	-6%
Closed Sales						
Current Month 2014	1,079	165	90	38	28	3,391
Current Month 2013	1,183	132	86	49	28	3,415
Difference	-104	33	4	-11	0	-24
% Change	-9%	25%	5%	-22%	0%	-1%
Year To Date 2014	3,579	602	319	159	116	11,942
Year To Date 2013	3,729	558	290	161	112	12,203
Difference	-150	44	29	-2	4	-261
% Change	-4%	8%	10%	-1%	4%	-2%
Average Sale Price						
Current Month 2014	\$273,366	\$94,575	\$172,355	\$176,646	\$124,941	\$197,838
Current Month 2013	\$261,278	\$96,850	\$179,283	\$196,239	\$119,607	\$190,734
Difference	12,088	-2,276	-6,928	-19,593	5,334	7,104
% Change	5%	-2%	-4%	-10%	4%	4%
Year To Date 2014	\$264,012	\$88,024	\$160,312	\$154,130	\$106,583	\$183,494
Year To Date 2013	\$252,782	\$80,970	\$156,893	\$172,259	\$101,806	\$171,662
Difference	11,230	7,054	3,419	-18,128	4,777	11,832
% Change	4%	9%	2%	-11%	5%	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 May 2014

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	494	50	62	10	1	1,382
New Listings This Month	105	14	15	2	0	277
Show for Backup This Month	5	5	0	0	0	29
Pending Contracts						
Current Month 2014	100	6	15	0	0	244
Current Month 2013	160	2	12	0	0	322
Difference	-60	4	3	0	0	-78
% Change	-38%	200%	25%	0%	0%	-24%
Year To Date 2014	512	36	68	3	1	1,250
Year To Date 2013	613	30	49	3	1	1,368
Difference	-101	6	19	0	0	-118
% Change	-16%	20%	39%	0%	0%	-9%
Closed Sales						
Current Month 2014	110	10	14	1	0	277
Current Month 2013	132	7	8	0	0	283
Difference	-22	3	6	0	0	-6
% Change	-17%	43%	75%	0%	0%	-2%
Year To Date 2014	400	29	37	2	1	1,006
Year To Date 2013	448	25	29	5	1	1,029
Difference	-48	4	8	-3	0	-23
% Change	-11%	16%	28%	-60%	0%	-2%
Average Sale Price						
Current Month 2014	\$429,086	\$220,225	\$266,842	\$244,500		\$363,499
Current Month 2013	\$392,897	\$215,514	\$234,100			\$338,052
Difference	36,189	4,710	32,742			25,447
% Change	9%	2%	14%			8%
Year To Date 2014	\$424,073	\$228,353	\$250,328	\$309,763	\$95,000	\$350,410
Year To Date 2013	\$399,749	\$219,267	\$231,949	\$274,913	\$292,500	\$338,135
Difference	24,324	9,086	18,379	34,850	-197,500	12,275
% Change	6%	4%	8%	13%	-68%	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 Resale

Month of May 2014

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	2,614	642	469	255	163	13,263
New Listings This Month	1,356	225	145	80	39	4,689
Show for Backup This Month	378	52	6	9	7	1,001
Pending Contracts						
Current Month 2014	688	113	71	24	27	2,443
Current Month 2013	1,061	134	66	42	32	3,095
Difference	-373	-21	5	-18	-5	-652
% Change	-35%	-16%	8%	-43%	-16%	-21%
Year To Date 2014	3,703	607	344	157	138	12,412
Year To Date 2013	4,171	611	305	180	136	13,245
Difference	-468	-4	39	-23	2	-833
% Change	-11%	-1%	13%	-13%	1%	-6%
Closed Sales						
Current Month 2014	969	155	76	37	28	3,111
Current Month 2013	1,051	125	78	49	28	3,132
Difference	-82	30	-2	-12	0	-21
% Change	-8%	24%	-3%	-24%	0%	-1%
Year To Date 2014	3,179	573	282	157	115	10,933
Year To Date 2013	3,281	533	261	156	111	11,174
Difference	-102	40	21	1	4	-241
% Change	-3%	8%	8%	1%	4%	-2%
Average Sale Price						
Current Month 2014	\$255,689	\$86,468	\$154,949	\$174,812	\$124,941	\$183,121
Current Month 2013	\$244,747	\$90,205	\$173,661	\$196,239	\$119,607	\$177,423
Difference	10,942	-3,737	-18,712	-21,427	5,334	5,698
% Change	4%	-4%	-11%	-11%	4%	3%
Year To Date 2014	\$243,872	\$80,922	\$148,502	\$152,148	\$106,684	\$168,140
Year To Date 2013	\$232,714	\$74,483	\$148,554	\$168,969	\$100,088	\$156,331
Difference	11,158	6,439	-52	-16,821	6,596	11,809
% Change	5%	9%	0%	-10%	7%	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