

Heartland MLS Statistics - Kansas Total

Month of May 2016

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	2,673	484	351	162	99	11,010
New Listings This Month	1,402	179	109	70	39	4,743
Show for Backup This Month	377	49	13	12	5	1,255
Pending Contracts						
Current Month 2016	852	110	103	41	32	2,818
Current Month 2015	1,206	146	102	57	31	3,697
Difference	-354	-36	1	-16	1	-879
% Change	-29%	-25%	1%	-28%	3%	-24%
Year To Date 2016	4,900	727	538	233	156	16,464
Year To Date 2015	5,375	701	496	248	120	16,751
Difference	-475	26	42	-15	36	-287
% Change	-9%	4%	8%	-6%	30%	-2%
Closed Sales						
Current Month 2016	1,179	156	112	58	32	3,924
Current Month 2015	1,269	168	116	66	26	3,824
Difference	-90	-12	-4	-8	6	100
% Change	-7%	-7%	-3%	-12%	23%	3%
Year To Date 2016	4,102	688	414	224	125	14,349
Year To Date 2015	4,205	603	407	205	104	13,554
Difference	-103	85	7	19	21	795
% Change	-2%	14%	2%	9%	20%	6%
Average Sale Price						
Current Month 2016	\$294,934	\$126,462	\$177,492	\$206,678	\$160,877	\$218,838
Current Month 2015	\$271,536	\$116,466	\$186,776	\$180,307	\$134,238	\$207,431
Difference	23,398	9,995	-9,285	26,371	26,638	11,406
% Change	9%	9%	-5%	15%	20%	5%
Year To Date 2016	\$286,899	\$120,072	\$185,586	\$214,201	\$118,859	\$205,530
Year To Date 2015	\$272,817	\$104,760	\$173,416	\$183,010	\$119,432	\$196,531
Difference	14,082	15,312	12,170	31,192	-573	8,999
% Change	5%	15%	7%	17%	0%	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 New Homes

Month of May 2016

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	627	66	38	6	1	1,549
New Listings This Month	120	20	7	0	1	335
Show for Backup This Month	13	4	1	0	0	47
Pending Contracts						
Current Month 2016	118	16	16	1	0	306
Current Month 2015	144	9	16	0	0	359
Difference	-26	7	0	0	0	-53
% Change	-18%	78%	0%	0%	0%	-15%
Year To Date 2016	655	63	85	12	1	1,781
Year To Date 2015	682	45	80	6	1	1,693
Difference	-27	18	5	6	0	88
% Change	-4%	40%	6%	100%	0%	5%
Closed Sales						
Current Month 2016	126	9	11	2	0	346
Current Month 2015	138	12	17	1	0	359
Difference	-12	-3	-6	1	0	-13
% Change	-9%	-25%	-35%	100%	0%	-4%
Year To Date 2016	480	46	61	9	0	1,364
Year To Date 2015	511	36	63	4	1	1,257
Difference	-31	10	-2	5	0	107
% Change	-6%	28%	-3%	125%	0%	9%
Average Sale Price						
Current Month 2016	\$460,505	\$277,623	\$292,438	\$205,000		\$369,693
Current Month 2015	\$409,568	\$260,420	\$267,011	\$223,433		\$337,638
Difference	50,938	17,203	25,428	-18,433		32,055
% Change	12%	7%	10%	-8%		9%
Year To Date 2016	\$457,402	\$258,383	\$280,972	\$252,845		\$363,572
Year To Date 2015	\$444,998	\$228,842	\$252,184	\$255,545	\$110,000	\$356,460
Difference	12,404	29,541	28,788	-2,700		7,112
% Change	3%	13%	11%	-1%		2%

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Heartland MLS Statistics - Kansas Resale

Month of May 2016

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	2,045	418	313	156	98	9,460
New Listings This Month	1,282	159	102	70	38	4,408
Show for Backup This Month	364	45	12	12	5	1,208
Pending Contracts						
Current Month 2016	734	94	87	40	32	2,512
Current Month 2015	1,062	137	86	57	31	3,338
Difference	-328	-43	1	-17	1	-826
% Change	-31%	-31%	1%	-30%	3%	-25%
Year To Date 2016	4,246	664	453	221	155	14,684
Year To Date 2015	4,693	656	416	242	119	15,057
Difference	-447	8	37	-21	36	-373
% Change	-10%	1%	9%	-9%	30%	-2%
Closed Sales						
Current Month 2016	1,053	147	101	56	32	3,578
Current Month 2015	1,131	156	99	65	26	3,465
Difference	-78	-9	2	-9	6	113
% Change	-7%	-6%	2%	-14%	23%	3%
Year To Date 2016	3,622	642	353	215	125	12,985
Year To Date 2015	3,694	567	344	201	103	12,296
Difference	-72	75	9	14	22	689
% Change	-2%	13%	3%	7%	21%	6%
Average Sale Price						
Current Month 2016	\$275,122	\$117,207	\$164,973	\$206,738	\$160,877	\$204,250
Current Month 2015	\$254,694	\$105,393	\$172,999	\$179,644	\$134,238	\$193,941
Difference	20,428	11,814	-8,026	27,095	26,638	10,309
% Change	8%	11%	-5%	15%	20%	5%
Year To Date 2016	\$264,303	\$110,162	\$169,103	\$212,584	\$118,859	\$188,928
Year To Date 2015	\$248,999	\$96,881	\$158,990	\$181,566	\$119,523	\$180,188
Difference	15,304	13,280	10,113	31,018	-664	8,741
% Change	6%	14%	6%	17%	-1%	5%

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