

Heartland MLS Statistics - Kansas Total

Month of June 2013

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	3,267	758	522	250	228	14,746
New Listings This Month	1,339	230	125	56	60	4,617
Show for Backup This Month	377	43	8	11	3	927
Pending Contracts						
Current Month 2013	725	109	88	44	26	2,347
Current Month 2012	907	130	79	39	18	2,817
Difference	-182	-21	9	5	8	-470
% Change	-20%	-16%	11%	13%	44%	-17%
Year To Date 2013	5,404	754	445	226	160	16,638
Year To Date 2012	5,062	822	433	208	133	15,924
Difference	342	-68	12	18	27	714
% Change	7%	-8%	3%	9%	20%	4%
Closed Sales						
Current Month 2013	1,137	145	72	42	31	3,150
Current Month 2012	996	128	84	42	25	2,934
Difference	141	17	-12	0	6	216
% Change	14%	13%	-14%	0%	24%	7%
Year To Date 2013	4,856	703	361	203	143	15,159
Year To Date 2012	4,247	758	376	187	120	13,914
Difference	609	-55	-15	16	23	1,245
% Change	14%	-7%	-4%	9%	19%	9%
Average Sale Price						
Current Month 2013	\$262,751	\$95,399	\$184,408	\$194,548	\$125,285	\$195,999
Current Month 2012	\$265,438	\$83,641	\$161,476	\$145,125	\$117,280	\$183,671
Difference	-2,688	11,758	22,932	49,423	8,005	12,328
% Change	-1%	14%	14%	34%	7%	7%
Year To Date 2013	\$255,124	\$84,008	\$162,203	\$176,870	\$106,896	\$176,867
Year To Date 2012	\$244,471	\$72,886	\$147,210	\$145,615	\$106,181	\$163,845
Difference	10,653	11,121	14,993	31,255	715	13,022
% Change	4%	15%	10%	21%	1%	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 June 2013

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	319	58	46	7	2	1,002
New Listings This Month	128	7	11	1	1	294
Show for Backup This Month	5	1	0	0	0	13
Pending Contracts						
Current Month 2013	109	4	10	3	0	241
Current Month 2012	112	3	3	0	0	225
Difference	-3	1	7	0	0	16
% Change	-3%	33%	233%	0%	0%	7%
Year To Date 2013	717	34	58	6	1	1,559
Year To Date 2012	619	35	42	1	2	1,382
Difference	98	-1	16	5	-1	177
% Change	16%	-3%	38%	500%	-50%	13%
Closed Sales						
Current Month 2013	100	6	9	1	0	235
Current Month 2012	119	6	10	0	0	258
Difference	-19	0	-1	0	0	-23
% Change	-16%	0%	-10%	0%	0%	-9%
Year To Date 2013	546	31	38	6	1	1,231
Year To Date 2012	462	30	39	2	2	1,065
Difference	84	1	-1	4	-1	166
% Change	18%	3%	-3%	200%	-50%	16%
Average Sale Price						
Current Month 2013	\$395,702	\$168,892	\$282,822	\$300,000		\$335,666
Current Month 2012	\$369,423	\$182,692	\$234,440			\$311,010
Difference	26,278	-13,800	48,382			24,656
% Change	7%	-8%	21%			8%
Year To Date 2013	\$398,649	\$209,517	\$243,998	\$279,094	\$292,500	\$340,362
Year To Date 2012	\$377,341	\$192,109	\$225,523	\$192,617	\$166,750	\$313,893
Difference	21,308	17,408	18,475	86,477	125,750	26,469
% Change	6%	9%	8%	45%	75%	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 Resale

Month of June 2013

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	2,948	700	476	243	226	13,744
New Listings This Month	1,211	223	114	55	59	4,323
Show for Backup This Month	372	42	8	11	3	914
Pending Contracts						
Current Month 2013	616	105	78	41	26	2,106
Current Month 2012	795	127	76	39	18	2,592
Difference	-179	-22	2	2	8	-486
% Change	-23%	-17%	3%	5%	44%	-19%
Year To Date 2013	4,687	720	387	220	159	15,079
Year To Date 2012	4,443	787	391	207	131	14,542
Difference	244	-67	-4	13	28	537
% Change	5%	-9%	-1%	6%	21%	4%
Closed Sales						
Current Month 2013	1,037	139	63	41	31	2,915
Current Month 2012	877	122	74	42	25	2,676
Difference	160	17	-11	-1	6	239
% Change	18%	14%	-15%	-2%	24%	9%
Year To Date 2013	4,310	672	323	197	142	13,928
Year To Date 2012	3,785	728	337	185	118	12,849
Difference	525	-56	-14	12	24	1,079
% Change	14%	-8%	-4%	6%	20%	8%
Average Sale Price						
Current Month 2013	\$249,930	\$92,226	\$170,348	\$191,976	\$125,285	\$184,739
Current Month 2012	\$251,329	\$78,769	\$151,616	\$145,125	\$117,280	\$171,394
Difference	-1,399	13,457	18,733	46,851	8,005	13,346
% Change	-1%	17%	12%	32%	7%	8%
Year To Date 2013	\$236,942	\$78,218	\$152,580	\$173,757	\$105,589	\$162,417
Year To Date 2012	\$228,253	\$67,973	\$138,147	\$145,107	\$105,154	\$151,408
Difference	8,689	10,244	14,433	28,650	434	11,009
% Change	4%	15%	10%	20%	0%	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