

## Heartland MLS Statistics - Kansas Total

Month of June 2016

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
<b>Current Inventory</b>	2,757	512	325	173	97	11,027
<b>New Listings This Month</b>	1,480	208	125	64	34	4,842
<b>Show for Backup This Month</b>	349	60	22	15	5	1,106
<b>Pending Contracts</b>						
Current Month 2016	804	118	67	38	26	2,688
Current Month 2015	1,114	163	93	58	19	3,558
Difference	-310	-45	-26	-20	7	-870
% Change	-28%	-28%	-28%	-34%	37%	-24%
Year To Date 2016	6,093	898	628	279	187	20,321
Year To Date 2015	6,487	864	589	306	139	20,304
Difference	-394	34	39	-27	48	17
% Change	-6%	4%	7%	-9%	35%	0%
<b>Closed Sales</b>						
Current Month 2016	1,348	158	154	48	42	4,300
Current Month 2015	1,312	167	120	52	33	4,014
Difference	36	-9	34	-4	9	286
% Change	3%	-5%	28%	-8%	27%	7%
Year To Date 2016	5,466	846	569	273	168	18,692
Year To Date 2015	5,517	770	527	257	137	17,568
Difference	-51	76	42	16	31	1,124
% Change	-1%	10%	8%	6%	23%	6%
<b>Average Sale Price</b>						
Current Month 2016	\$314,875	\$147,575	\$189,765	\$205,246	\$163,342	\$229,822
Current Month 2015	\$293,028	\$112,118	\$198,740	\$215,712	\$135,353	\$212,107
Difference	21,847	35,457	-8,976	-10,467	27,989	17,715
% Change	7%	32%	-5%	-5%	21%	8%
Year To Date 2016	\$293,746	\$125,208	\$187,044	\$212,014	\$130,701	\$211,060
Year To Date 2015	\$277,623	\$106,355	\$179,182	\$189,626	\$123,267	\$200,090
Difference	16,123	18,853	7,862	22,388	7,434	10,970
% Change	6%	18%	4%	12%	6%	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 June 2016**

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
<b>Current Inventory</b>	624	69	28	8	1	1,515
<b>New Listings This Month</b>	137	13	14	2	0	348
<b>Show for Backup This Month</b>	4	6	1	0	0	30
<b>Pending Contracts</b>						
Current Month 2016	116	15	9	1	0	296
Current Month 2015	123	7	16	1	0	291
Difference	-7	8	-7	0	0	5
% Change	-6%	114%	-44%	0%	0%	2%
Year To Date 2016	789	80	97	13	1	2,139
Year To Date 2015	805	52	96	7	1	1,982
Difference	-16	28	1	6	0	157
% Change	-2%	54%	1%	86%	0%	8%
<b>Closed Sales</b>						
Current Month 2016	139	13	15	2	1	389
Current Month 2015	137	8	14	1	0	330
Difference	2	5	1	1	0	59
% Change	1%	63%	7%	100%	0%	18%
Year To Date 2016	621	59	77	11	1	1,757
Year To Date 2015	648	44	77	5	1	1,587
Difference	-27	15	0	6	0	170
% Change	-4%	34%	0%	120%	0%	11%
<b>Average Sale Price</b>						
Current Month 2016	\$488,606	\$253,444	\$274,246	\$236,093	\$115,000	\$383,483
Current Month 2015	\$426,561	\$251,159	\$270,737	\$229,725		\$354,251
Difference	62,045	2,285	3,509	6,368		29,232
% Change	15%	1%	1%	3%		8%
Year To Date 2016	\$463,944	\$257,295	\$280,841	\$249,799	\$115,000	\$367,927
Year To Date 2015	\$441,100	\$232,900	\$255,557	\$250,381	\$110,000	\$356,000
Difference	22,844	24,395	25,284	-582	5,000	11,927
% Change	5%	10%	10%	0%	5%	3%

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**Heartland MLS Statistics - Kansas Resale**  
**Month of June 2016**

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
<b>Current Inventory</b>	2,133	443	297	165	96	9,512
<b>New Listings This Month</b>	1,343	195	111	62	34	4,494
<b>Show for Backup This Month</b>	345	54	21	15	5	1,076
<b>Pending Contracts</b>						
Current Month 2016	688	103	58	37	26	2,392
Current Month 2015	991	156	77	57	19	3,267
Difference	-303	-53	-19	-20	7	-875
% Change	-31%	-34%	-25%	-35%	37%	-27%
Year To Date 2016	5,304	818	531	266	186	18,182
Year To Date 2015	5,682	812	493	299	138	18,321
Difference	-378	6	38	-33	48	-139
% Change	-7%	1%	8%	-11%	35%	-1%
<b>Closed Sales</b>						
Current Month 2016	1,209	145	139	46	41	3,911
Current Month 2015	1,175	159	106	51	33	3,684
Difference	34	-14	33	-5	8	227
% Change	3%	-9%	31%	-10%	24%	6%
Year To Date 2016	4,845	787	492	262	167	16,935
Year To Date 2015	4,869	726	450	252	136	15,980
Difference	-24	61	42	10	31	955
% Change	0%	8%	9%	4%	23%	6%
<b>Average Sale Price</b>						
Current Month 2016	\$294,901	\$138,083	\$180,648	\$203,904	\$164,521	\$214,538
Current Month 2015	\$277,459	\$105,122	\$189,231	\$215,437	\$135,353	\$199,374
Difference	17,443	32,961	-8,584	-11,533	29,168	15,164
% Change	6%	31%	-5%	-5%	22%	8%
Year To Date 2016	\$271,932	\$115,306	\$172,365	\$210,428	\$130,795	\$194,785
Year To Date 2015	\$255,867	\$98,686	\$166,114	\$188,421	\$123,364	\$184,611
Difference	16,065	16,620	6,251	22,007	7,431	10,175
% Change	6%	17%	4%	12%	6%	6%

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