

## Heartland MLS Statistics - Kansas Total

Month of June 2018

|                                   | Johnson Co. | Wyandotte Co. | Leav Co.  | Miami Co. | Franklin Co. | Heartland |
|-----------------------------------|-------------|---------------|-----------|-----------|--------------|-----------|
| <b>Current Inventory</b>          | 2,532       | 367           | 327       | 170       | 93           | 9,614     |
| <b>New Listings This Month</b>    | 1,457       | 199           | 159       | 92        | 44           | 5,157     |
| <b>Show for Backup This Month</b> | 237         | 40            | 22        | 11        | 1            | 878       |
| <b>Pending Contracts</b>          |             |               |           |           |              |           |
| Current Month 2018                | 927         | 141           | 105       | 54        | 25           | 3,219     |
| Current Month 2017                | 1,245       | 173           | 119       | 61        | 31           | 3,900     |
| Difference                        | -318        | -32           | -14       | -7        | -6           | -681      |
| % Change                          | -26%        | -18%          | -12%      | -11%      | -19%         | -17%      |
| Year To Date 2018                 | 6,024       | 911           | 682       | 291       | 173          | 20,817    |
| Year To Date 2017                 | 6,431       | 974           | 649       | 279       | 186          | 21,532    |
| Difference                        | -407        | -63           | 33        | 12        | -13          | -715      |
| % Change                          | -6%         | -6%           | 5%        | 4%        | -7%          | -3%       |
| <b>Closed Sales</b>               |             |               |           |           |              |           |
| Current Month 2018                | 1,344       | 164           | 146       | 62        | 36           | 4,263     |
| Current Month 2017                | 1,370       | 171           | 127       | 49        | 35           | 4,482     |
| Difference                        | -26         | -7            | 19        | 13        | 1            | -219      |
| % Change                          | -2%         | -4%           | 15%       | 27%       | 3%           | -5%       |
| Year To Date 2018                 | 5,490       | 851           | 618       | 260       | 152          | 19,394    |
| Year To Date 2017                 | 5,521       | 865           | 550       | 232       | 167          | 19,100    |
| Difference                        | -31         | -14           | 68        | 28        | -15          | 294       |
| % Change                          | -1%         | -2%           | 12%       | 12%       | -9%          | 2%        |
| <b>Average Sale Price</b>         |             |               |           |           |              |           |
| Current Month 2018                | \$344,836   | \$153,853     | \$217,551 | \$246,780 | \$186,727    | \$251,881 |
| Current Month 2017                | \$336,431   | \$139,949     | \$214,874 | \$202,706 | \$129,316    | \$240,786 |
| Difference                        | 8,405       | 13,903        | 2,678     | 44,073    | 57,412       | 11,095    |
| % Change                          | 2%          | 10%           | 1%        | 22%       | 44%          | 5%        |
| Year To Date 2018                 | \$332,361   | \$145,821     | \$214,727 | \$214,942 | \$157,712    | \$238,643 |
| Year To Date 2017                 | \$319,246   | \$127,904     | \$195,794 | \$200,425 | \$132,692    | \$225,431 |
| Difference                        | 13,115      | 17,917        | 18,933    | 14,517    | 25,020       | 13,212    |
| % Change                          | 4%          | 14%           | 10%       | 7%        | 19%          | 6%        |

**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 2018**

|                                   | Johnson Co. | Wyandotte Co. | Leav Co.  | Miami Co. | Franklin Co. | Heartland |
|-----------------------------------|-------------|---------------|-----------|-----------|--------------|-----------|
| <b>Current Inventory</b>          | 733         | 47            | 72        | 26        | 6            | 1,929     |
| <b>New Listings This Month</b>    | 139         | 11            | 13        | 2         | 0            | 388       |
| <b>Show for Backup This Month</b> | 6           | 1             | 0         | 0         | 0            | 29        |
| <b>Pending Contracts</b>          |             |               |           |           |              |           |
| Current Month 2018                | 107         | 7             | 12        | 2         | 0            | 292       |
| Current Month 2017                | 155         | 12            | 11        | 1         | 0            | 339       |
| Difference                        | -48         | -5            | 1         | 1         | 0            | -47       |
| % Change                          | -31%        | -42%          | 9%        | 100%      | 0%           | -14%      |
| Year To Date 2018                 | 801         | 60            | 100       | 22        | 5            | 2,265     |
| Year To Date 2017                 | 870         | 70            | 85        | 15        | 0            | 2,298     |
| Difference                        | -69         | -10           | 15        | 7         | 0            | -33       |
| % Change                          | -8%         | -14%          | 18%       | 47%       | 0%           | -1%       |
| <b>Closed Sales</b>               |             |               |           |           |              |           |
| Current Month 2018                | 164         | 10            | 14        | 6         | 0            | 439       |
| Current Month 2017                | 177         | 14            | 16        | 1         | 0            | 458       |
| Difference                        | -13         | -4            | -2        | 5         | 0            | -19       |
| % Change                          | -7%         | -29%          | -13%      | 500%      | 0%           | -4%       |
| Year To Date 2018                 | 773         | 65            | 80        | 23        | 2            | 2,170     |
| Year To Date 2017                 | 731         | 62            | 71        | 10        | 0            | 2,011     |
| Difference                        | 42          | 3             | 9         | 13        | 0            | 159       |
| % Change                          | 6%          | 5%            | 13%       | 130%      | 0%           | 8%        |
| <b>Average Sale Price</b>         |             |               |           |           |              |           |
| Current Month 2018                | \$497,763   | \$286,812     | \$340,740 | \$278,805 |              | \$395,290 |
| Current Month 2017                | \$481,500   | \$266,445     | \$288,474 | \$305,000 |              | \$389,039 |
| Difference                        | 16,262      | 20,368        | 52,265    | -26,195   |              | 6,251     |
| % Change                          | 3%          | 8%            | 18%       | -9%       |              | 2%        |
| Year To Date 2018                 | \$471,972   | \$291,972     | \$306,706 | \$268,523 | \$176,250    | \$379,906 |
| Year To Date 2017                 | \$479,137   | \$269,626     | \$272,425 | \$277,680 |              | \$377,423 |
| Difference                        | -7,165      | 22,346        | 34,282    | -9,157    |              | 2,483     |
| % Change                          | -1%         | 8%            | 13%       | -3%       |              | 1%        |

**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 2018

|                                   | Johnson Co. | Wyandotte Co. | Leav Co.  | Miami Co. | Franklin Co. | Heartland |
|-----------------------------------|-------------|---------------|-----------|-----------|--------------|-----------|
| <b>Current Inventory</b>          | 1,799       | 320           | 255       | 144       | 87           | 7,682     |
| <b>New Listings This Month</b>    | 1,318       | 188           | 146       | 90        | 44           | 4,769     |
| <b>Show for Backup This Month</b> | 231         | 39            | 22        | 11        | 1            | 849       |
| <b>Pending Contracts</b>          |             |               |           |           |              |           |
| Current Month 2018                | 820         | 134           | 93        | 52        | 25           | 2,927     |
| Current Month 2017                | 1,090       | 161           | 108       | 60        | 31           | 3,561     |
| Difference                        | -270        | -27           | -15       | -8        | -6           | -634      |
| % Change                          | -25%        | -17%          | -14%      | -13%      | -19%         | -18%      |
| Year To Date 2018                 | 5,223       | 851           | 582       | 269       | 168          | 18,551    |
| Year To Date 2017                 | 5,561       | 904           | 564       | 264       | 186          | 19,234    |
| Difference                        | -338        | -53           | 18        | 5         | -18          | -683      |
| % Change                          | -6%         | -6%           | 3%        | 2%        | -10%         | -4%       |
| <b>Closed Sales</b>               |             |               |           |           |              |           |
| Current Month 2018                | 1,180       | 154           | 132       | 56        | 36           | 3,823     |
| Current Month 2017                | 1,193       | 157           | 111       | 48        | 35           | 4,024     |
| Difference                        | -13         | -3            | 21        | 8         | 1            | -201      |
| % Change                          | -1%         | -2%           | 19%       | 17%       | 3%           | -5%       |
| Year To Date 2018                 | 4,717       | 786           | 538       | 237       | 150          | 17,223    |
| Year To Date 2017                 | 4,790       | 803           | 479       | 222       | 167          | 17,089    |
| Difference                        | -73         | -17           | 59        | 15        | -17          | 134       |
| % Change                          | -2%         | -2%           | 12%       | 7%        | -10%         | 1%        |
| <b>Average Sale Price</b>         |             |               |           |           |              |           |
| Current Month 2018                | \$323,582   | \$145,219     | \$204,486 | \$243,348 | \$186,727    | \$235,449 |
| Current Month 2017                | \$314,908   | \$128,670     | \$204,264 | \$200,575 | \$129,316    | \$223,913 |
| Difference                        | 8,674       | 16,550        | 221       | 42,773    | 57,412       | 11,536    |
| % Change                          | 3%          | 13%           | 0%        | 21%       | 44%          | 5%        |
| Year To Date 2018                 | \$309,482   | \$133,735     | \$201,050 | \$209,743 | \$157,465    | \$220,852 |
| Year To Date 2017                 | \$294,845   | \$116,962     | \$184,436 | \$196,945 | \$132,692    | \$207,545 |
| Difference                        | 14,637      | 16,774        | 16,615    | 12,798    | 24,773       | 13,307    |
| % Change                          | 5%          | 14%           | 9%        | 6%        | 19%          | 6%        |

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