

## Heartland MLS Statistics - Kansas Total

Month of June 2020

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
<b>Current Inventory</b>	1,600	181	197	88	49	5,385
<b>New Listings This Month</b>	1,377	201	140	80	31	4,579
<b>Show for Backup This Month</b>	147	20	17	7	3	509
<b>Pending Contracts</b>						
Current Month 2020	1,230	170	115	65	33	4,039
Current Month 2019	1,146	212	122	40	31	3,888
Difference	84	-42	-7	25	2	151
% Change	7%	-20%	-6%	63%	6%	4%
Year To Date 2020	5,940	955	668	277	183	20,653
Year To Date 2019	6,195	1,008	661	263	175	20,844
Difference	-255	-53	7	14	8	-191
% Change	-4%	-5%	1%	5%	5%	-1%
<b>Closed Sales</b>						
Current Month 2020	1,175	183	142	48	33	4,096
Current Month 2019	1,311	201	131	60	23	4,158
Difference	-136	-18	11	-12	10	-62
% Change	-10%	-9%	8%	-20%	43%	-1%
Year To Date 2020	5,031	832	559	233	157	17,655
Year To Date 2019	5,369	902	576	246	158	18,359
Difference	-338	-70	-17	-13	-1	-704
% Change	-6%	-8%	-3%	-5%	-1%	-4%
<b>Average Sale Price</b>						
Current Month 2020	\$379,320	\$177,647	\$245,765	\$253,292	\$236,282	\$282,808
Current Month 2019	\$363,932	\$156,964	\$246,092	\$247,343	\$168,339	\$263,368
Difference	15,388	20,683	-327	5,949	67,943	19,440
% Change	4%	13%	0%	2%	40%	7%
Year To Date 2020	\$362,541	\$163,155	\$244,815	\$236,563	\$184,597	\$262,501
Year To Date 2019	\$345,050	\$152,094	\$225,934	\$237,813	\$157,167	\$250,504
Difference	17,491	11,061	18,881	-1,250	27,430	11,997
% Change	5%	7%	8%	-1%	17%	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 2020**

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
<b>Current Inventory</b>	551	36	63	8	2	1,409
<b>New Listings This Month</b>	177	12	24	0	2	487
<b>Show for Backup This Month</b>	7	0	3	0	0	32
<b>Pending Contracts</b>						
Current Month 2020	181	11	20	4	1	483
Current Month 2019	90	8	15	4	2	300
Difference	91	3	5	0	-1	183
% Change	101%	38%	33%	0%	-50%	61%
Year To Date 2020	879	64	113	18	10	2,604
Year To Date 2019	732	58	83	18	6	2,088
Difference	147	6	30	0	4	516
% Change	20%	10%	36%	0%	67%	25%
<b>Closed Sales</b>						
Current Month 2020	155	8	15	1	1	448
Current Month 2019	148	12	14	5	2	375
Difference	7	-4	1	-4	-1	73
% Change	5%	-33%	7%	-80%	-50%	19%
Year To Date 2020	720	45	94	11	9	2,052
Year To Date 2019	678	54	76	21	5	1,879
Difference	42	-9	18	-10	4	173
% Change	6%	-17%	24%	-48%	80%	9%
<b>Average Sale Price</b>						
Current Month 2020	\$537,039	\$317,538	\$367,388	\$317,450	\$177,500	\$430,389
Current Month 2019	\$535,397	\$265,669	\$307,201	\$307,016	\$201,450	\$415,133
Difference	1,642	51,868	60,188	10,434	-23,950	15,256
% Change	0%	20%	20%	3%	-12%	4%
Year To Date 2020	\$519,020	\$296,214	\$338,001	\$310,577	\$211,264	\$412,678
Year To Date 2019	\$503,953	\$276,971	\$325,541	\$286,871	\$183,780	\$400,803
Difference	15,067	19,243	12,460	23,706	27,484	11,876
% Change	3%	7%	4%	8%	15%	3%

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## Heartland MLS Statistics - Kansas Resale

Month of June 2020

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
<b>Current Inventory</b>	1,049	145	134	80	47	3,963
<b>New Listings This Month</b>	1,200	189	116	80	29	4,092
<b>Show for Backup This Month</b>	140	20	14	7	3	477
<b>Pending Contracts</b>						
Current Month 2020	1,049	159	95	61	32	3,553
Current Month 2019	1,056	204	107	36	29	3,570
Difference	-7	-45	-12	25	3	-17
% Change	-1%	-22%	-11%	69%	10%	0%
Year To Date 2020	5,061	891	555	259	173	18,019
Year To Date 2019	5,463	950	578	245	169	18,677
Difference	-402	-59	-23	14	4	-658
% Change	-7%	-6%	-4%	6%	2%	-4%
<b>Closed Sales</b>						
Current Month 2020	1,020	175	127	47	32	3,644
Current Month 2019	1,163	189	117	55	21	3,768
Difference	-143	-14	10	-8	11	-124
% Change	-12%	-7%	9%	-15%	52%	-3%
Year To Date 2020	4,311	787	465	222	148	15,570
Year To Date 2019	4,691	848	500	225	153	16,400
Difference	-380	-61	-35	-3	-5	-830
% Change	-8%	-7%	-7%	-1%	-3%	-5%
<b>Average Sale Price</b>						
Current Month 2020	\$355,353	\$171,252	\$231,400	\$251,927	\$238,119	\$264,806
Current Month 2019	\$342,111	\$150,062	\$238,780	\$241,918	\$165,186	\$248,779
Difference	13,241	21,190	-7,380	10,009	72,933	16,026
% Change	4%	14%	-3%	4%	44%	6%
Year To Date 2020	\$336,407	\$155,547	\$225,977	\$232,895	\$182,975	\$243,020
Year To Date 2019	\$322,083	\$144,141	\$210,794	\$233,234	\$156,297	\$234,026
Difference	14,323	11,405	15,183	-339	26,678	8,994
% Change	4%	8%	7%	0%	17%	4%

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