

Heartland MLS Statistics - Kansas Total

Month of July 2013

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	3,155	751	534	272	198	14,632
New Listings This Month	1,261	207	133	58	53	4,481
Show for Backup This Month	312	40	6	12	4	788
Pending Contracts						
Current Month 2013	724	122	81	24	50	2,472
Current Month 2012	822	114	85	44	24	2,642
Difference	-98	8	-4	-20	26	-170
% Change	-12%	7%	-5%	-45%	108%	-6%
Year To Date 2013	6,503	895	528	256	211	19,866
Year To Date 2012	5,884	936	518	252	157	18,562
Difference	619	-41	10	4	54	1,304
% Change	11%	-4%	2%	2%	34%	7%
Closed Sales						
Current Month 2013	1,159	121	96	46	40	3,319
Current Month 2012	943	131	89	36	15	2,827
Difference	216	-10	7	10	25	492
% Change	23%	-8%	8%	28%	167%	17%
Year To Date 2013	6,028	823	459	249	183	18,505
Year To Date 2012	5,190	889	465	223	135	16,741
Difference	838	-66	-6	26	48	1,764
% Change	16%	-7%	-1%	12%	36%	11%
Average Sale Price						
Current Month 2013	\$273,950	\$96,855	\$151,567	\$168,622	\$94,932	\$197,335
Current Month 2012	\$243,605	\$82,160	\$149,281	\$173,559	\$80,717	\$172,120
Difference	30,345	14,695	2,287	-4,937	14,215	25,215
% Change	12%	18%	2%	-3%	18%	15%
Year To Date 2013	\$258,844	\$86,006	\$160,592	\$175,347	\$104,281	\$180,730
Year To Date 2012	\$244,314	\$74,253	\$147,607	\$150,126	\$103,351	\$165,242
Difference	14,530	11,754	12,986	25,220	929	15,488
% Change	6%	16%	9%	17%	1%	9%

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 July 2013

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	329	53	53	6	1	1,043
New Listings This Month	109	1	11	1	0	260
Show for Backup This Month	2	1	0	0	0	8
Pending Contracts						
Current Month 2013	96	6	8	1	1	226
Current Month 2012	99	5	10	2	0	234
Difference	-3	1	-2	-1	0	-8
% Change	-3%	20%	-20%	-50%	0%	-3%
Year To Date 2013	822	42	66	7	2	1,803
Year To Date 2012	718	40	52	3	2	1,615
Difference	104	2	14	4	0	188
% Change	14%	5%	27%	133%	0%	12%
Closed Sales						
Current Month 2013	135	8	10	1	1	274
Current Month 2012	84	5	5	0	0	187
Difference	51	3	5	0	0	87
% Change	61%	60%	100%	0%	0%	47%
Year To Date 2013	681	39	48	7	2	1,509
Year To Date 2012	546	35	44	2	2	1,252
Difference	135	4	4	5	0	257
% Change	25%	11%	9%	250%	0%	21%
Average Sale Price						
Current Month 2013	\$415,448	\$274,900	\$243,410	\$206,900	\$199,400	\$346,722
Current Month 2012	\$373,588	\$217,113	\$243,590			\$316,535
Difference	41,860	57,787	-180			30,187
% Change	11%	27%	0%			10%
Year To Date 2013	\$402,398	\$222,929	\$243,875	\$268,781	\$245,950	\$341,616
Year To Date 2012	\$376,763	\$195,681	\$227,576	\$192,617	\$166,750	\$314,288
Difference	25,634	27,248	16,299	76,164	79,200	27,328
% Change	7%	14%	7%	40%	47%	9%

Pending Contracts = Pending or Sold status and Contract date within time period specified

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

Heartland MLS Statistics - Kansas Resale

Month of July 2013

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	2,826	698	481	266	197	13,589
New Listings This Month	1,152	206	122	57	53	4,221
Show for Backup This Month	310	39	6	12	4	780
Pending Contracts						
Current Month 2013	628	116	73	23	49	2,246
Current Month 2012	723	109	75	42	24	2,408
Difference	-95	7	-2	-19	25	-162
% Change	-13%	6%	-3%	-45%	104%	-7%
Year To Date 2013	5,681	853	462	249	209	18,063
Year To Date 2012	5,166	896	466	249	155	16,947
Difference	515	-43	-4	0	54	1,116
% Change	10%	-5%	-1%	0%	35%	7%
Closed Sales						
Current Month 2013	1,024	113	86	45	39	3,045
Current Month 2012	859	126	84	36	15	2,640
Difference	165	-13	2	9	24	405
% Change	19%	-10%	2%	25%	160%	15%
Year To Date 2013	5,347	784	411	242	181	16,996
Year To Date 2012	4,644	854	421	221	133	15,489
Difference	703	-70	-10	21	48	1,507
% Change	15%	-8%	-2%	10%	36%	10%
Average Sale Price						
Current Month 2013	\$255,296	\$84,250	\$140,888	\$167,772	\$92,253	\$183,893
Current Month 2012	\$230,894	\$76,804	\$143,667	\$173,559	\$80,717	\$161,891
Difference	24,402	7,445	-2,779	-5,788	11,536	22,002
% Change	11%	10%	-2%	-3%	14%	14%
Year To Date 2013	\$240,561	\$79,195	\$150,866	\$172,644	\$102,715	\$166,446
Year To Date 2012	\$228,742	\$69,276	\$139,249	\$149,742	\$102,398	\$153,195
Difference	11,819	9,919	11,617	22,902	317	13,251
% Change	5%	14%	8%	15%	0%	9%

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