

Heartland MLS Statistics - Kansas Total

Month of July 2014

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	3,111	735	509	260	159	14,566
New Listings This Month	1,318	251	120	69	48	4,492
Show for Backup This Month	272	51	14	6	4	803
Pending Contracts						
Current Month 2014	716	111	79	46	37	2,334
Current Month 2013	987	151	82	33	50	3,092
Difference	-271	-40	-3	13	-13	-758
% Change	-27%	-26%	-4%	39%	-26%	-25%
Year To Date 2014	6,370	910	585	268	209	20,091
Year To Date 2013	6,825	929	529	266	214	20,768
Difference	-455	-19	56	2	-5	-677
% Change	-7%	-2%	11%	1%	-2%	-3%
Closed Sales						
Current Month 2014	1,123	127	76	51	23	3,326
Current Month 2013	1,171	123	98	46	41	3,405
Difference	-48	4	-22	5	-18	-79
% Change	-4%	3%	-22%	11%	-44%	-2%
Year To Date 2014	5,951	879	493	253	180	18,843
Year To Date 2013	6,058	828	461	249	184	18,853
Difference	-107	51	32	4	-4	-10
% Change	-2%	6%	7%	2%	-2%	0%
Average Sale Price						
Current Month 2014	\$276,227	\$104,975	\$166,851	\$180,125	\$136,856	\$205,109
Current Month 2013	\$273,914	\$96,704	\$152,423	\$168,622	\$94,848	\$196,393
Difference	2,312	8,270	14,428	11,503	42,008	8,716
% Change	1%	9%	9%	7%	44%	4%
Year To Date 2014	\$269,571	\$93,027	\$162,351	\$162,215	\$112,836	\$190,667
Year To Date 2013	\$258,633	\$85,974	\$160,735	\$175,347	\$104,211	\$180,252
Difference	10,939	7,053	1,615	-13,132	8,625	10,415
% Change	4%	8%	1%	-7%	8%	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 July 2014

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	569	51	58	9	1	1,440
New Listings This Month	152	7	11	0	0	322
Show for Backup This Month	6	1	0	0	0	19
Pending Contracts						
Current Month 2014	121	9	12	0	0	244
Current Month 2013	97	7	8	1	1	233
Difference	24	2	4	0	0	11
% Change	25%	29%	50%	0%	0%	5%
Year To Date 2014	745	51	91	5	1	1,804
Year To Date 2013	823	41	67	7	2	1,856
Difference	-78	10	24	-2	-1	-52
% Change	-9%	24%	36%	-29%	-50%	-3%
Closed Sales						
Current Month 2014	95	4	10	2	0	278
Current Month 2013	138	8	10	1	1	288
Difference	-43	-4	0	1	0	-10
% Change	-31%	-50%	0%	100%	0%	-3%
Year To Date 2014	621	46	59	5	1	1,560
Year To Date 2013	686	39	48	7	2	1,560
Difference	-65	7	11	-2	-1	0
% Change	-9%	18%	23%	-29%	-50%	0%
Average Sale Price						
Current Month 2014	\$442,295	\$233,345	\$254,173	\$282,475		\$363,575
Current Month 2013	\$416,130	\$274,900	\$243,410	\$206,900	\$199,400	\$343,263
Difference	26,166	-41,555	10,763	75,575		20,312
% Change	6%	-15%	4%	37%		6%
Year To Date 2014	\$429,883	\$227,955	\$264,926	\$302,095	\$95,000	\$354,956
Year To Date 2013	\$402,454	\$222,929	\$243,875	\$268,781	\$245,950	\$338,661
Difference	27,429	5,026	21,050	33,314	-150,950	16,295
% Change	7%	2%	9%	12%	-61%	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 Resale

Month of July 2014

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	2,542	684	451	251	158	13,123
New Listings This Month	1,166	244	109	69	48	4,170
Show for Backup This Month	266	50	14	6	4	784
Pending Contracts						
Current Month 2014	595	102	67	46	37	2,090
Current Month 2013	890	144	74	32	49	2,859
Difference	-295	-42	-7	14	-12	-769
% Change	-33%	-29%	-9%	44%	-24%	-27%
Year To Date 2014	5,625	859	494	263	208	18,282
Year To Date 2013	6,002	888	462	259	212	18,912
Difference	-377	-29	32	4	-4	-630
% Change	-6%	-3%	7%	2%	-2%	-3%
Closed Sales						
Current Month 2014	1,028	123	66	49	23	3,047
Current Month 2013	1,033	115	88	45	40	3,117
Difference	-5	8	-22	4	-17	-70
% Change	0%	7%	-25%	9%	-43%	-2%
Year To Date 2014	5,330	833	434	248	179	17,278
Year To Date 2013	5,372	789	413	242	182	17,293
Difference	-42	44	21	6	-3	-15
% Change	-1%	6%	5%	2%	-2%	0%
Average Sale Price						
Current Month 2014	\$260,880	\$100,800	\$153,620	\$175,948	\$136,856	\$190,680
Current Month 2013	\$254,916	\$84,308	\$142,084	\$167,772	\$92,234	\$182,823
Difference	5,964	16,492	11,537	8,176	44,622	7,857
% Change	2%	20%	8%	5%	48%	4%
Year To Date 2014	\$250,893	\$85,576	\$148,406	\$159,395	\$112,936	\$175,846
Year To Date 2013	\$240,267	\$79,204	\$151,072	\$172,644	\$102,654	\$165,962
Difference	10,627	6,371	-2,666	-13,249	10,282	9,884
% Change	4%	8%	-2%	-8%	10%	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