

Heartland MLS Statistics - Kansas Total
Month of July 2016

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	2,651	522	352	187	103	10,907
New Listings This Month	1,247	221	133	50	55	4,381
Show for Backup This Month	331	53	24	17	5	1,121
Pending Contracts						
Current Month 2016	711	111	86	33	33	2,515
Current Month 2015	1,051	154	99	47	26	3,369
Difference	-340	-43	-13	-14	7	-854
% Change	-32%	-28%	-13%	-30%	27%	-25%
Year To Date 2016	7,159	1,047	725	324	223	23,855
Year To Date 2015	7,538	1,018	688	353	165	23,672
Difference	-379	29	37	-29	58	183
% Change	-5%	3%	5%	-8%	35%	1%
Closed Sales						
Current Month 2016	1,154	152	82	50	27	3,688
Current Month 2015	1,243	169	90	69	19	3,927
Difference	-89	-17	-8	-19	8	-239
% Change	-7%	-10%	-9%	-28%	42%	-6%
Year To Date 2016	6,649	1,004	651	323	195	22,441
Year To Date 2015	6,760	939	617	326	156	21,495
Difference	-111	65	34	-3	39	946
% Change	-2%	7%	6%	-1%	25%	4%
Average Sale Price						
Current Month 2016	\$305,161	\$135,019	\$210,067	\$212,025	\$143,678	\$223,726
Current Month 2015	\$294,891	\$121,149	\$177,937	\$171,150	\$114,754	\$211,563
Difference	10,270	13,870	32,129	40,875	28,924	12,163
% Change	3%	11%	18%	24%	25%	6%
Year To Date 2016	\$295,766	\$126,676	\$189,944	\$212,016	\$132,498	\$213,166
Year To Date 2015	\$280,798	\$109,018	\$179,001	\$185,716	\$122,230	\$202,186
Difference	14,968	17,658	10,943	26,300	10,268	10,980
% Change	5%	16%	6%	14%	8%	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 July 2016

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	608	71	36	6	1	1,547
New Listings This Month	137	14	12	1	0	334
Show for Backup This Month	9	2	1	0	0	47
Pending Contracts						
Current Month 2016	95	7	7	3	0	222
Current Month 2015	111	11	19	2	0	305
Difference	-16	-4	-12	1	0	-83
% Change	-14%	-36%	-63%	50%	0%	-27%
Year To Date 2016	904	89	104	16	1	2,403
Year To Date 2015	916	63	115	9	1	2,287
Difference	-12	26	-11	7	0	116
% Change	-1%	41%	-10%	78%	0%	5%
Closed Sales						
Current Month 2016	122	7	15	2	0	319
Current Month 2015	133	7	14	2	0	328
Difference	-11	0	1	0	0	-9
% Change	-8%	0%	7%	0%	0%	-3%
Year To Date 2016	744	66	92	13	1	2,077
Year To Date 2015	781	51	91	7	1	1,915
Difference	-37	15	1	6	0	162
% Change	-5%	29%	1%	86%	0%	8%
Average Sale Price						
Current Month 2016	\$480,252	\$261,971	\$290,299	\$242,996		\$374,208
Current Month 2015	\$441,507	\$232,346	\$298,900	\$300,975		\$365,532
Difference	38,744	29,626	-8,601	-57,980		8,677
% Change	9%	13%	-3%	-19%		2%
Year To Date 2016	\$466,384	\$257,791	\$282,383	\$248,753	\$115,000	\$368,763
Year To Date 2015	\$441,169	\$232,824	\$262,225	\$264,836	\$110,000	\$357,633
Difference	25,215	24,967	20,158	-16,084	5,000	11,130
% Change	6%	11%	8%	-6%	5%	3%

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 2016

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	2,043	451	316	181	102	9,360
New Listings This Month	1,110	207	121	49	55	4,047
Show for Backup This Month	322	51	23	17	5	1,074
Pending Contracts						
Current Month 2016	616	104	79	30	33	2,293
Current Month 2015	940	143	80	45	26	3,064
Difference	-324	-39	-1	-15	7	-771
% Change	-34%	-27%	-1%	-33%	27%	-25%
Year To Date 2016	6,255	958	621	308	222	21,452
Year To Date 2015	6,622	955	573	344	164	21,384
Difference	-367	3	48	-36	58	68
% Change	-6%	0%	8%	-10%	35%	0%
Closed Sales						
Current Month 2016	1,032	145	67	48	27	3,369
Current Month 2015	1,110	162	76	67	19	3,599
Difference	-78	-17	-9	-19	8	-230
% Change	-7%	-10%	-12%	-28%	42%	-6%
Year To Date 2016	5,905	938	559	310	194	20,364
Year To Date 2015	5,979	888	526	319	155	19,579
Difference	-74	50	33	-9	39	785
% Change	-1%	6%	6%	-3%	25%	4%
Average Sale Price						
Current Month 2016	\$284,462	\$128,890	\$192,104	\$210,734	\$143,678	\$209,478
Current Month 2015	\$277,324	\$116,344	\$155,655	\$167,275	\$114,754	\$197,531
Difference	7,139	12,546	36,449	43,460	28,924	11,947
% Change	3%	11%	23%	26%	25%	6%
Year To Date 2016	\$274,269	\$117,450	\$174,730	\$210,475	\$132,588	\$197,296
Year To Date 2015	\$259,850	\$101,907	\$164,603	\$183,980	\$122,309	\$186,986
Difference	14,419	15,543	10,128	26,496	10,279	10,310
% Change	6%	15%	6%	14%	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