

## Heartland MLS Statistics - Kansas Total

Month of July 2017

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
<b>Current Inventory</b>	2,370	416	295	150	98	9,516
<b>New Listings This Month</b>	1,220	183	99	60	55	4,383
<b>Show for Backup This Month</b>	246	44	16	8	7	963
<b>Pending Contracts</b>						
Current Month 2017	786	114	75	46	33	2,636
Current Month 2016	1,015	151	100	53	40	3,518
Difference	-229	-37	-25	-7	-7	-882
% Change	-23%	-25%	-25%	-13%	-18%	-25%
Year To Date 2017	7,186	1,088	720	322	218	24,055
Year To Date 2016	7,534	1,109	746	343	230	25,072
Difference	-348	-21	-26	-21	-12	-1,017
% Change	-5%	-2%	-3%	-6%	-5%	-4%
<b>Closed Sales</b>						
Current Month 2017	1,142	183	121	58	33	3,684
Current Month 2016	1,174	154	85	50	27	3,754
Difference	-32	29	36	8	6	-70
% Change	-3%	19%	42%	16%	22%	-2%
Year To Date 2017	6,643	1,047	671	290	199	22,710
Year To Date 2016	6,705	1,008	658	324	195	22,598
Difference	-62	39	13	-34	4	112
% Change	-1%	4%	2%	-10%	2%	0%
<b>Average Sale Price</b>						
Current Month 2017	\$310,834	\$140,575	\$206,455	\$229,273	\$143,957	\$231,580
Current Month 2016	\$304,814	\$133,682	\$210,828	\$212,025	\$143,678	\$223,180
Difference	6,020	6,893	-4,373	17,248	279	8,400
% Change	2%	5%	-2%	8%	0%	4%
Year To Date 2017	\$317,768	\$129,884	\$197,717	\$206,195	\$133,971	\$226,543
Year To Date 2016	\$295,591	\$126,698	\$190,589	\$212,226	\$132,498	\$213,112
Difference	22,177	3,185	7,127	-6,031	1,473	13,431
% Change	8%	3%	4%	-3%	1%	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 2017**

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
<b>Current Inventory</b>	585	82	63	18	2	1,773
<b>New Listings This Month</b>	127	4	7	2	0	402
<b>Show for Backup This Month</b>	5	2	0	0	0	37
<b>Pending Contracts</b>						
Current Month 2017	96	6	9	1	1	241
Current Month 2016	104	9	7	3	0	268
Difference	-8	-3	2	-2	0	-27
% Change	-8%	-33%	29%	-67%	0%	-10%
Year To Date 2017	970	82	93	16	1	2,520
Year To Date 2016	920	104	108	15	1	2,501
Difference	50	-22	-15	1	0	19
% Change	5%	-21%	-14%	7%	0%	1%
<b>Closed Sales</b>						
Current Month 2017	135	14	11	2	0	325
Current Month 2016	127	7	15	2	0	325
Difference	8	7	-4	0	0	0
% Change	6%	100%	-27%	0%	0%	0%
Year To Date 2017	863	76	82	12	0	2,331
Year To Date 2016	755	67	92	13	1	2,092
Difference	108	9	-10	-1	0	239
% Change	14%	13%	-11%	-8%	0%	11%
<b>Average Sale Price</b>						
Current Month 2017	\$472,723	\$265,554	\$306,981	\$255,400		\$386,119
Current Month 2016	\$483,521	\$261,971	\$290,299	\$242,996		\$378,146
Difference	-10,798	3,582	16,681	12,405		7,973
% Change	-2%	1%	6%	5%		2%
Year To Date 2017	\$478,187	\$268,876	\$277,060	\$273,967		\$378,511
Year To Date 2016	\$466,170	\$257,479	\$282,383	\$248,753	\$115,000	\$369,138
Difference	12,017	11,397	-5,323	25,214		9,373
% Change	3%	4%	-2%	10%		3%

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## Heartland MLS Statistics - Kansas Resale

Month of July 2017

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
<b>Current Inventory</b>	1,785	334	232	132	96	7,743
<b>New Listings This Month</b>	1,093	179	92	58	55	3,981
<b>Show for Backup This Month</b>	241	42	16	8	7	926
<b>Pending Contracts</b>						
Current Month 2017	690	108	66	45	32	2,395
Current Month 2016	911	142	93	50	40	3,250
Difference	-221	-34	-27	-5	-8	-855
% Change	-24%	-24%	-29%	-10%	-20%	-26%
Year To Date 2017	6,216	1,006	627	306	217	21,535
Year To Date 2016	6,614	1,005	638	328	229	22,571
Difference	-398	1	-11	-22	-12	-1,036
% Change	-6%	0%	-2%	-7%	-5%	-5%
<b>Closed Sales</b>						
Current Month 2017	1,007	169	110	56	33	3,359
Current Month 2016	1,047	147	70	48	27	3,429
Difference	-40	22	40	8	6	-70
% Change	-4%	15%	57%	17%	22%	-2%
Year To Date 2017	5,780	971	589	278	199	20,379
Year To Date 2016	5,950	941	566	311	194	20,506
Difference	-170	30	23	-33	5	-127
% Change	-3%	3%	4%	-11%	3%	-1%
<b>Average Sale Price</b>						
Current Month 2017	\$289,131	\$130,222	\$196,402	\$228,340	\$143,957	\$216,628
Current Month 2016	\$283,137	\$127,573	\$193,798	\$210,734	\$143,678	\$208,492
Difference	5,994	2,649	2,604	17,606	279	8,135
% Change	2%	2%	1%	8%	0%	4%
Year To Date 2017	\$293,816	\$119,005	\$186,671	\$203,269	\$133,971	\$209,161
Year To Date 2016	\$273,947	\$117,387	\$175,669	\$210,699	\$132,588	\$197,195
Difference	19,870	1,618	11,002	-7,430	1,383	11,966
% Change	7%	1%	6%	-4%	1%	6%

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**Closed Sales = Sold status with Settlement Date within time period Specified**

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