

Heartland MLS Statistics - Kansas Total

Month of August 2013

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	3,065	728	551	275	195	14,503
New Listings This Month	1,143	203	128	73	38	4,273
Show for Backup This Month	286	32	11	8	2	733
Pending Contracts						
Current Month 2013	642	102	68	30	22	2,267
Current Month 2012	742	128	64	46	21	2,539
Difference	-100	-26	4	-16	1	-272
% Change	-13%	-20%	6%	-35%	5%	-11%
Year To Date 2013	7,416	1,023	598	294	235	22,722
Year To Date 2012	6,626	1,064	582	298	178	21,098
Difference	790	-41	16	-4	57	1,624
% Change	12%	-4%	3%	-1%	32%	8%
Closed Sales						
Current Month 2013	1,033	143	79	42	35	3,173
Current Month 2012	927	126	95	48	24	2,944
Difference	106	17	-16	-6	11	229
% Change	11%	13%	-17%	-13%	46%	8%
Year To Date 2013	7,075	969	539	291	219	21,713
Year To Date 2012	6,117	1,015	560	271	159	19,685
Difference	958	-46	-21	20	60	2,028
% Change	16%	-5%	-4%	7%	38%	10%
Average Sale Price						
Current Month 2013	\$261,495	\$87,294	\$173,281	\$196,220	\$112,110	\$191,574
Current Month 2012	\$255,073	\$68,952	\$145,125	\$150,388	\$128,177	\$173,334
Difference	6,422	18,342	28,156	45,832	-16,067	18,240
% Change	3%	27%	19%	30%	-13%	11%
Year To Date 2013	\$259,173	\$86,340	\$162,343	\$178,359	\$105,473	\$182,336
Year To Date 2012	\$245,944	\$73,595	\$147,186	\$150,173	\$107,099	\$166,453
Difference	13,229	12,745	15,158	28,187	-1,625	15,883
% Change	5%	17%	10%	19%	-2%	10%

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 August 2013

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	358	51	52	9	1	1,115
New Listings This Month	101	12	11	2	0	294
Show for Backup This Month	6	1	1	0	0	11
Pending Contracts						
Current Month 2013	70	6	8	1	0	186
Current Month 2012	85	8	7	1	1	181
Difference	-15	-2	1	0	0	5
% Change	-18%	-25%	14%	0%	0%	3%
Year To Date 2013	893	48	74	8	2	1,999
Year To Date 2012	803	48	59	4	3	1,795
Difference	90	0	15	4	-1	204
% Change	11%	0%	25%	100%	-33%	11%
Closed Sales						
Current Month 2013	100	7	10	1	0	237
Current Month 2012	101	3	12	2	0	239
Difference	-1	4	-2	-1	0	-2
% Change	-1%	133%	-17%	-50%	0%	-1%
Year To Date 2013	783	46	58	8	2	1,752
Year To Date 2012	647	38	56	4	2	1,491
Difference	136	8	2	4	0	261
% Change	21%	21%	4%	100%	0%	18%
Average Sale Price						
Current Month 2013	\$412,178	\$190,648	\$267,278	\$115,000		\$348,873
Current Month 2012	\$369,020	\$177,465	\$220,596	\$191,644		\$310,404
Difference	43,158	13,183	46,682	-76,644		38,469
% Change	12%	7%	21%	-40%		12%
Year To Date 2013	\$403,526	\$218,017	\$247,910	\$249,558	\$245,950	\$342,472
Year To Date 2012	\$375,555	\$194,243	\$226,080	\$192,131	\$166,750	\$313,665
Difference	27,971	23,774	21,830	57,428	79,200	28,807
% Change	7%	12%	10%	30%	47%	9%

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

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Heartland MLS Statistics - Kansas Resale

Month of August 2013

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	2,709	678	499	266	194	13,395
New Listings This Month	1,042	191	117	71	38	3,979
Show for Backup This Month	280	31	10	8	2	722
Pending Contracts						
Current Month 2013	572	96	60	29	22	2,081
Current Month 2012	657	120	57	45	20	2,358
Difference	-85	-24	3	-16	2	-277
% Change	-13%	-20%	5%	-36%	10%	-12%
Year To Date 2013	6,523	975	524	286	233	20,723
Year To Date 2012	5,823	1,016	523	294	175	19,303
Difference	700	-41	1	-8	58	1,420
% Change	12%	-4%	0%	-3%	33%	7%
Closed Sales						
Current Month 2013	933	136	69	41	35	2,936
Current Month 2012	826	123	83	46	24	2,705
Difference	107	13	-14	-5	11	231
% Change	13%	11%	-17%	-11%	46%	9%
Year To Date 2013	6,292	923	481	283	217	19,961
Year To Date 2012	5,470	977	504	267	157	18,194
Difference	822	-54	-23	16	60	1,767
% Change	15%	-6%	-5%	6%	38%	10%
Average Sale Price						
Current Month 2013	\$245,345	\$81,975	\$159,658	\$198,201	\$112,110	\$178,876
Current Month 2012	\$241,140	\$66,306	\$134,213	\$148,595	\$128,177	\$161,223
Difference	4,205	15,669	25,445	49,607	-16,067	17,653
% Change	2%	24%	19%	33%	-13%	11%
Year To Date 2013	\$241,209	\$79,778	\$152,026	\$176,347	\$104,179	\$168,280
Year To Date 2012	\$230,614	\$68,902	\$138,419	\$149,544	\$106,339	\$154,388
Difference	10,595	10,875	13,606	26,803	-2,160	13,892
% Change	5%	16%	10%	18%	-2%	9%

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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