

## Heartland MLS Statistics - Kansas Total

Month of August 2014

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
<b>Current Inventory</b>	3,139	704	471	260	155	14,318
<b>New Listings This Month</b>	1,095	201	97	63	42	3,918
<b>Show for Backup This Month</b>	276	32	14	4	0	811
<b>Pending Contracts</b>						
Current Month 2014	585	117	74	26	21	2,098
Current Month 2013	898	120	71	37	24	2,801
Difference	-313	-3	3	-11	-3	-703
% Change	-35%	-3%	4%	-30%	-13%	-25%
Year To Date 2014	7,207	1,076	666	297	234	22,879
Year To Date 2013	7,723	1,049	599	303	238	23,568
Difference	-516	27	67	-6	-4	-689
% Change	-7%	3%	11%	-2%	-2%	-3%
<b>Closed Sales</b>						
Current Month 2014	975	145	82	39	41	3,066
Current Month 2013	1,051	145	80	42	35	3,257
Difference	-76	0	2	-3	6	-191
% Change	-7%	0%	3%	-7%	17%	-6%
Year To Date 2014	6,940	1,026	579	293	221	21,951
Year To Date 2013	7,109	973	541	291	219	22,110
Difference	-169	53	38	2	2	-159
% Change	-2%	5%	7%	1%	1%	-1%
<b>Average Sale Price</b>						
Current Month 2014	\$277,005	\$109,614	\$161,256	\$237,002	\$112,334	\$200,073
Current Month 2013	\$260,680	\$87,046	\$172,128	\$196,220	\$112,110	\$190,515
Difference	16,325	22,567	-10,871	40,781	224	9,558
% Change	6%	26%	-6%	21%	0%	5%
Year To Date 2014	\$270,488	\$95,317	\$161,860	\$171,656	\$112,743	\$191,914
Year To Date 2013	\$258,935	\$86,134	\$162,420	\$178,359	\$105,473	\$181,764
Difference	11,552	9,183	-560	-6,703	7,269	10,150
% Change	4%	11%	0%	-4%	7%	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 August 2014**

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
<b>Current Inventory</b>	588	55	55	9	1	1,493
<b>New Listings This Month</b>	118	8	6	3	0	296
<b>Show for Backup This Month</b>	3	2	0	0	0	22
<b>Pending Contracts</b>						
Current Month 2014	72	3	10	0	0	182
Current Month 2013	76	7	8	1	0	195
Difference	-4	-4	2	0	0	-13
% Change	-5%	-57%	25%	0%	0%	-7%
Year To Date 2014	819	56	100	5	1	2,007
Year To Date 2013	899	48	75	8	2	2,051
Difference	-80	8	25	-3	-1	-44
% Change	-9%	17%	33%	-38%	-50%	-2%
<b>Closed Sales</b>						
Current Month 2014	101	8	9	0	0	267
Current Month 2013	100	7	10	1	0	241
Difference	1	1	-1	0	0	26
% Change	1%	14%	-10%	0%	0%	11%
Year To Date 2014	722	54	68	5	1	1,829
Year To Date 2013	786	46	58	8	2	1,801
Difference	-64	8	10	-3	-1	28
% Change	-8%	17%	17%	-38%	-50%	2%
<b>Average Sale Price</b>						
Current Month 2014	\$424,976	\$187,553	\$274,735			\$352,309
Current Month 2013	\$412,338	\$190,648	\$267,278	\$115,000		\$347,323
Difference	12,638	-3,095	7,457			4,986
% Change	3%	-2%	3%			1%
Year To Date 2014	\$429,197	\$221,970	\$266,224	\$302,095	\$95,000	\$354,390
Year To Date 2013	\$403,712	\$218,017	\$247,910	\$249,558	\$245,950	\$339,820
Difference	25,485	3,953	18,314	52,537	-150,950	14,570
% Change	6%	2%	7%	21%	-61%	4%

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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 August 2014

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
<b>Current Inventory</b>	2,551	649	416	251	154	12,821
<b>New Listings This Month</b>	977	193	91	60	42	3,622
<b>Show for Backup This Month</b>	273	30	14	4	0	789
<b>Pending Contracts</b>						
Current Month 2014	513	114	64	26	21	1,916
Current Month 2013	822	113	63	36	24	2,606
Difference	-309	1	1	-10	-3	-690
% Change	-38%	1%	2%	-28%	-13%	-26%
Year To Date 2014	6,388	1,020	566	292	233	20,867
Year To Date 2013	6,824	1,001	524	295	236	21,517
Difference	-436	19	42	-3	-3	-650
% Change	-6%	2%	8%	-1%	-1%	-3%
<b>Closed Sales</b>						
Current Month 2014	874	137	73	39	41	2,799
Current Month 2013	951	138	70	41	35	3,016
Difference	-77	-1	3	-2	6	-217
% Change	-8%	-1%	4%	-5%	17%	-7%
Year To Date 2014	6,218	972	511	288	220	20,117
Year To Date 2013	6,323	927	483	283	217	20,309
Difference	-105	45	28	5	3	-192
% Change	-2%	5%	6%	2%	1%	-1%
<b>Average Sale Price</b>						
Current Month 2014	\$259,905	\$105,062	\$147,266	\$237,002	\$112,334	\$185,551
Current Month 2013	\$244,733	\$81,791	\$158,535	\$198,201	\$112,110	\$177,985
Difference	15,173	23,271	-11,269	38,800	224	7,566
% Change	6%	28%	-7%	20%	0%	4%
Year To Date 2014	\$252,059	\$88,281	\$147,972	\$169,392	\$112,823	\$177,153
Year To Date 2013	\$240,938	\$79,590	\$152,154	\$176,347	\$104,179	\$167,747
Difference	11,121	8,691	-4,182	-6,955	8,645	9,406
% Change	5%	11%	-3%	-4%	8%	6%

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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**