

Heartland MLS Statistics - Kansas Total
Month of August 2018

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	2,623	388	309	174	117	9,798
New Listings This Month	1,296	228	123	69	50	4,645
Show for Backup This Month	171	43	21	6	4	745
Pending Contracts						
Current Month 2018	793	150	80	46	28	2,818
Current Month 2017	974	159	89	57	25	3,383
Difference	-181	-9	-9	-11	3	-565
% Change	-19%	-6%	-10%	-19%	12%	-17%
Year To Date 2018	8,076	1,259	879	398	232	28,186
Year To Date 2017	8,419	1,280	828	390	249	28,413
Difference	-343	-21	51	8	-17	-227
% Change	-4%	-2%	6%	2%	-7%	-1%
Closed Sales						
Current Month 2018	1,123	182	115	46	26	4,026
Current Month 2017	1,117	169	113	56	37	3,795
Difference	6	13	2	-10	-11	231
% Change	1%	8%	2%	-18%	-30%	6%
Year To Date 2018	7,807	1,226	852	382	209	27,503
Year To Date 2017	7,799	1,221	786	347	237	26,641
Difference	8	5	66	35	-28	862
% Change	0%	0%	8%	10%	-12%	3%
Average Sale Price						
Current Month 2018	\$343,015	\$139,645	\$206,908	\$216,261	\$175,046	\$242,318
Current Month 2017	\$312,508	\$138,347	\$207,855	\$190,814	\$174,491	\$227,018
Difference	30,507	1,299	-947	25,447	556	15,300
% Change	10%	1%	0%	13%	0%	7%
Year To Date 2018	\$334,655	\$146,620	\$213,298	\$215,705	\$164,983	\$240,045
Year To Date 2017	\$316,702	\$131,354	\$199,120	\$203,695	\$140,786	\$226,352
Difference	17,952	15,266	14,178	12,011	24,197	13,693
% Change	6%	12%	7%	6%	17%	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 2018

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	768	58	75	22	5	1,994
New Listings This Month	158	24	12	2	1	410
Show for Backup This Month	3	1	2	0	0	25
Pending Contracts						
Current Month 2018	86	13	10	4	1	242
Current Month 2017	112	7	12	1	0	326
Difference	-26	6	-2	3	0	-84
% Change	-23%	86%	-17%	300%	0%	-26%
Year To Date 2018	1,005	74	116	30	7	2,820
Year To Date 2017	1,084	86	108	18	1	2,904
Difference	-79	-12	8	12	6	-84
% Change	-7%	-14%	7%	67%	600%	-3%
Closed Sales						
Current Month 2018	125	6	14	0	0	333
Current Month 2017	104	11	9	0	0	309
Difference	21	-5	5	0	0	24
% Change	20%	-45%	56%	0%	0%	8%
Year To Date 2018	1,024	81	107	25	5	2,854
Year To Date 2017	971	87	91	12	0	2,646
Difference	53	-6	16	13	0	208
% Change	5%	-7%	18%	108%	0%	8%
Average Sale Price						
Current Month 2018	\$515,845	\$234,876	\$285,945			\$408,711
Current Month 2017	\$471,664	\$281,006	\$326,087			\$377,827
Difference	44,181	-46,129	-40,142			30,884
% Change	9%	-16%	-12%			8%
Year To Date 2018	\$480,097	\$286,431	\$301,579	\$266,556	\$210,710	\$384,992
Year To Date 2017	\$477,466	\$270,410	\$281,909	\$273,967		\$378,585
Difference	2,631	16,021	19,670	-7,411		6,407
% Change	1%	6%	7%	-3%		2%

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Heartland MLS Statistics - Kansas Resale

Month of August 2018

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	1,855	330	234	152	112	7,801
New Listings This Month	1,138	204	111	67	49	4,235
Show for Backup This Month	168	42	19	6	4	719
Pending Contracts						
Current Month 2018	707	137	70	42	27	2,575
Current Month 2017	862	152	77	56	25	3,057
Difference	-155	-15	-7	-14	2	-482
% Change	-18%	-10%	-9%	-25%	8%	-16%
Year To Date 2018	7,071	1,185	763	368	225	25,364
Year To Date 2017	7,335	1,194	720	372	248	25,509
Difference	-264	-9	43	-4	-23	-145
% Change	-4%	-1%	6%	-1%	-9%	-1%
Closed Sales						
Current Month 2018	998	176	101	46	26	3,693
Current Month 2017	1,013	158	104	56	37	3,486
Difference	-15	18	-3	-10	-11	207
% Change	-1%	11%	-3%	-18%	-30%	6%
Year To Date 2018	6,783	1,145	745	357	204	24,648
Year To Date 2017	6,828	1,134	695	335	237	23,995
Difference	-45	11	50	22	-33	653
% Change	-1%	1%	7%	7%	-14%	3%
Average Sale Price						
Current Month 2018	\$321,368	\$136,399	\$195,953	\$216,261	\$175,046	\$227,314
Current Month 2017	\$296,168	\$128,415	\$197,624	\$190,814	\$174,491	\$213,650
Difference	25,200	7,984	-1,671	25,447	556	13,664
% Change	9%	6%	-1%	13%	0%	6%
Year To Date 2018	\$312,698	\$136,729	\$200,619	\$212,144	\$163,863	\$223,267
Year To Date 2017	\$293,840	\$120,685	\$188,280	\$201,177	\$140,786	\$209,565
Difference	18,858	16,044	12,339	10,967	23,077	13,701
% Change	6%	13%	7%	5%	16%	7%

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Show for Backup Contracts = Show for Backup status and Contract date within time period specified