

Heartland MLS Statistics - Kansas Total

Month of September 2013

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	2,972	723	543	255	222	14,406
New Listings This Month	973	194	105	62	44	3,692
Show for Backup This Month	231	24	9	7	3	616
Pending Contracts						
Current Month 2013	516	114	52	36	22	1,926
Current Month 2012	649	119	60	32	19	2,195
Difference	-133	-5	-8	4	3	-269
% Change	-20%	-4%	-13%	13%	16%	-12%
Year To Date 2013	8,170	1,158	657	339	257	25,164
Year To Date 2012	7,273	1,183	642	330	197	23,287
Difference	897	-25	15	9	60	1,877
% Change	12%	-2%	2%	3%	30%	8%
Closed Sales						
Current Month 2013	855	128	74	37	30	2,694
Current Month 2012	667	117	62	40	26	2,252
Difference	188	11	12	-3	4	442
% Change	28%	9%	19%	-8%	15%	20%
Year To Date 2013	7,940	1,099	614	328	249	24,436
Year To Date 2012	6,784	1,132	622	311	185	21,937
Difference	1,156	-33	-8	17	64	2,499
% Change	17%	-3%	-1%	5%	35%	11%
Average Sale Price						
Current Month 2013	\$260,414	\$86,053	\$169,204	\$150,454	\$131,563	\$183,559
Current Month 2012	\$245,727	\$79,035	\$154,692	\$158,776	\$123,156	\$170,151
Difference	14,687	7,018	14,512	-8,322	8,408	13,408
% Change	6%	9%	9%	-5%	7%	8%
Year To Date 2013	\$259,297	\$86,169	\$163,038	\$175,211	\$108,617	\$182,483
Year To Date 2012	\$245,923	\$74,157	\$147,934	\$151,279	\$109,355	\$166,832
Difference	13,374	12,012	15,104	23,932	-739	15,651
% Change	5%	16%	10%	16%	-1%	9%

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 September 2013

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	399	57	46	9	2	1,202
New Listings This Month	99	18	9	1	0	255
Show for Backup This Month	3	3	0	0	0	12
Pending Contracts						
Current Month 2013	64	8	9	0	0	164
Current Month 2012	71	7	7	3	0	171
Difference	-7	1	2	0	0	-7
% Change	-10%	14%	29%	0%	0%	-4%
Year To Date 2013	957	57	83	8	2	2,167
Year To Date 2012	873	55	66	7	3	1,965
Difference	84	2	17	1	-1	202
% Change	10%	4%	26%	14%	-33%	10%
Closed Sales						
Current Month 2013	74	6	5	0	0	191
Current Month 2012	82	9	5	0	1	190
Difference	-8	-3	0	0	0	1
% Change	-10%	-33%	0%	0%	0%	1%
Year To Date 2013	859	52	63	8	2	1,947
Year To Date 2012	729	47	61	4	3	1,681
Difference	130	5	2	4	-1	266
% Change	18%	11%	3%	100%	-33%	16%
Average Sale Price						
Current Month 2013	\$419,506	\$201,643	\$262,664			\$334,185
Current Month 2012	\$351,838	\$186,839	\$258,060		\$183,700	\$299,311
Difference	67,669	14,804	4,604			34,874
% Change	19%	8%	2%			12%
Year To Date 2013	\$404,922	\$216,127	\$249,081	\$249,558	\$245,950	\$341,774
Year To Date 2012	\$372,887	\$192,825	\$228,702	\$192,131	\$172,400	\$312,043
Difference	32,035	23,302	20,380	57,428	73,550	29,732
% Change	9%	12%	9%	30%	43%	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 Resale

Month of September 2013

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	2,573	666	497	246	220	13,204
New Listings This Month	874	176	96	61	44	3,437
Show for Backup This Month	228	21	9	7	3	604
Pending Contracts						
Current Month 2013	452	106	43	36	22	1,762
Current Month 2012	578	112	53	29	19	2,024
Difference	-126	-6	-10	7	3	-262
% Change	-22%	-5%	-19%	24%	16%	-13%
Year To Date 2013	7,213	1,101	574	331	255	22,997
Year To Date 2012	6,400	1,128	576	323	194	21,322
Difference	813	-27	-2	8	61	1,675
% Change	13%	-2%	0%	2%	31%	8%
Closed Sales						
Current Month 2013	781	122	69	37	30	2,503
Current Month 2012	585	108	57	40	25	2,062
Difference	196	14	12	-3	5	441
% Change	34%	13%	21%	-8%	20%	21%
Year To Date 2013	7,081	1,047	551	320	247	22,489
Year To Date 2012	6,055	1,085	561	307	182	20,256
Difference	1,026	-38	-10	13	65	2,233
% Change	17%	-4%	-2%	4%	36%	11%
Average Sale Price						
Current Month 2013	\$245,339	\$80,368	\$162,432	\$150,454	\$131,563	\$172,065
Current Month 2012	\$230,853	\$70,051	\$145,624	\$158,776	\$120,734	\$158,249
Difference	14,486	10,317	16,807	-8,322	10,829	13,815
% Change	6%	15%	12%	-5%	9%	9%
Year To Date 2013	\$241,632	\$79,715	\$153,200	\$173,353	\$107,505	\$168,693
Year To Date 2012	\$230,637	\$69,017	\$139,152	\$150,747	\$108,316	\$154,782
Difference	10,995	10,698	14,048	22,606	-811	13,911
% Change	5%	16%	10%	15%	-1%	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