

Heartland MLS Statistics - Kansas Total

Month of September 2014

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	3,044	671	489	272	149	13,963
New Listings This Month	1,035	192	115	70	35	3,760
Show for Backup This Month	231	33	5	15	3	700
Pending Contracts						
Current Month 2014	504	94	56	24	23	1,933
Current Month 2013	722	115	61	39	24	2,393
Difference	-218	-21	-5	-15	-1	-460
% Change	-30%	-18%	-8%	-38%	-4%	-19%
Year To Date 2014	7,980	1,184	724	322	257	25,482
Year To Date 2013	8,445	1,164	660	342	262	25,959
Difference	-465	20	64	-20	-5	-477
% Change	-6%	2%	10%	-6%	-2%	-2%
Closed Sales						
Current Month 2014	821	124	81	33	23	2,673
Current Month 2013	867	131	75	37	30	2,758
Difference	-46	-7	6	-4	-7	-85
% Change	-5%	-5%	8%	-11%	-23%	-3%
Year To Date 2014	7,771	1,151	663	326	244	24,657
Year To Date 2013	7,976	1,104	616	328	249	24,868
Difference	-205	47	47	-2	-5	-211
% Change	-3%	4%	8%	-1%	-2%	-1%
Average Sale Price						
Current Month 2014	\$269,870	\$101,921	\$167,947	\$162,000	\$97,957	\$192,335
Current Month 2013	\$260,805	\$84,758	\$167,441	\$150,454	\$131,563	\$182,851
Difference	9,065	17,163	505	11,546	-33,607	9,484
% Change	3%	20%	0%	8%	-26%	5%
Year To Date 2014	\$270,364	\$95,995	\$163,065	\$170,679	\$111,349	\$191,948
Year To Date 2013	\$259,138	\$85,971	\$163,031	\$175,211	\$108,617	\$181,884
Difference	11,225	10,024	33	-4,533	2,732	10,063
% Change	4%	12%	0%	-3%	3%	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 September 2014

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	628	57	61	9	1	1,575
New Listings This Month	122	8	17	2	0	345
Show for Backup This Month	2	1	0	0	0	15
Pending Contracts						
Current Month 2014	65	1	14	1	0	183
Current Month 2013	65	8	9	0	0	169
Difference	0	-7	5	0	0	14
% Change	0%	-88%	56%	0%	0%	8%
Year To Date 2014	888	56	114	6	1	2,200
Year To Date 2013	964	56	84	8	2	2,220
Difference	-76	0	30	-2	-1	-20
% Change	-8%	0%	36%	-25%	-50%	-1%
Closed Sales						
Current Month 2014	86	5	12	0	0	211
Current Month 2013	74	6	5	0	0	196
Difference	12	-1	7	0	0	15
% Change	16%	-17%	140%	0%	0%	8%
Year To Date 2014	809	59	81	5	1	2,042
Year To Date 2013	860	52	63	8	2	1,997
Difference	-51	7	18	-3	-1	45
% Change	-6%	13%	29%	-38%	-50%	2%
Average Sale Price						
Current Month 2014	\$438,589	\$224,600	\$227,581			\$367,157
Current Month 2013	\$419,506	\$201,643	\$262,664			\$331,981
Difference	19,083	22,957	-35,082			35,177
% Change	5%	11%	-13%			11%
Year To Date 2014	\$430,028	\$222,193	\$260,077	\$302,095	\$95,000	\$355,620
Year To Date 2013	\$405,071	\$216,127	\$249,081	\$249,558	\$245,950	\$339,051
Difference	24,957	6,065	10,995	52,537	-150,950	16,569
% Change	6%	3%	4%	21%	-61%	5%

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 2014

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	2,416	614	428	263	148	12,384
New Listings This Month	913	184	98	68	35	3,415
Show for Backup This Month	229	32	5	15	3	685
Pending Contracts						
Current Month 2014	439	93	42	23	23	1,750
Current Month 2013	657	107	52	39	24	2,223
Difference	-218	-14	-10	-16	-1	-473
% Change	-33%	-13%	-19%	-41%	-4%	-21%
Year To Date 2014	7,092	1,128	610	316	256	23,277
Year To Date 2013	7,481	1,108	576	334	260	23,738
Difference	-389	20	34	-18	-4	-461
% Change	-5%	2%	6%	-5%	-2%	-2%
Closed Sales						
Current Month 2014	735	119	69	33	23	2,462
Current Month 2013	793	125	70	37	30	2,562
Difference	-58	-6	-1	-4	-7	-100
% Change	-7%	-5%	-1%	-11%	-23%	-4%
Year To Date 2014	6,962	1,092	582	321	243	22,610
Year To Date 2013	7,116	1,052	553	320	247	22,871
Difference	-154	40	29	1	-4	-261
% Change	-2%	4%	5%	0%	-2%	-1%
Average Sale Price						
Current Month 2014	\$250,128	\$96,767	\$157,575	\$162,000	\$97,957	\$177,352
Current Month 2013	\$245,995	\$79,147	\$160,640	\$150,454	\$131,563	\$171,442
Difference	4,133	17,619	-3,064	11,546	-33,607	5,910
% Change	2%	22%	-2%	8%	-26%	3%
Year To Date 2014	\$251,810	\$89,176	\$149,563	\$168,632	\$111,416	\$177,176
Year To Date 2013	\$241,502	\$79,537	\$153,228	\$173,353	\$107,505	\$168,161
Difference	10,308	9,639	-3,665	-4,721	3,911	9,014
% Change	4%	12%	-2%	-3%	4%	5%

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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