

Heartland MLS Statistics - Kansas Total

Month of September 2016

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	2,475	501	324	179	91	10,294
New Listings This Month	1,040	183	89	57	24	3,858
Show for Backup This Month	252	52	24	8	3	845
Pending Contracts						
Current Month 2016	616	112	81	31	28	2,270
Current Month 2015	866	144	80	42	20	2,823
Difference	-250	-32	1	-11	8	-553
% Change	-29%	-22%	1%	-26%	40%	-20%
Year To Date 2016	9,063	1,363	897	417	280	30,535
Year To Date 2015	9,290	1,302	874	438	217	29,713
Difference	-227	61	23	-21	63	822
% Change	-2%	5%	3%	-5%	29%	3%
Closed Sales						
Current Month 2016	975	167	87	45	28	3,409
Current Month 2015	901	152	104	52	36	3,177
Difference	74	15	-17	-7	-8	232
% Change	8%	10%	-16%	-13%	-22%	7%
Year To Date 2016	8,756	1,336	856	426	268	29,613
Year To Date 2015	8,738	1,235	822	424	219	28,034
Difference	18	101	34	2	49	1,579
% Change	0%	8%	4%	0%	22%	6%
Average Sale Price						
Current Month 2016	\$299,282	\$131,598	\$176,190	\$196,108	\$115,652	\$216,544
Current Month 2015	\$298,117	\$108,990	\$184,196	\$203,131	\$124,863	\$201,331
Difference	1,165	22,608	-8,006	-7,023	-9,211	15,212
% Change	0%	21%	-4%	-3%	-7%	8%
Year To Date 2016	\$296,563	\$128,318	\$186,789	\$209,321	\$136,440	\$214,545
Year To Date 2015	\$283,131	\$107,916	\$180,759	\$188,404	\$122,919	\$202,420
Difference	13,433	20,402	6,030	20,917	13,521	12,125
% Change	5%	19%	3%	11%	11%	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 2016

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	608	75	48	9	1	1,617
New Listings This Month	122	13	11	2	0	343
Show for Backup This Month	8	5	2	0	0	40
Pending Contracts						
Current Month 2016	100	6	6	0	0	225
Current Month 2015	79	7	10	1	0	219
Difference	21	-1	-4	0	0	6
% Change	27%	-14%	-40%	0%	0%	3%
Year To Date 2016	1,136	111	116	17	1	2,998
Year To Date 2015	1,094	75	141	11	1	2,777
Difference	42	36	-25	6	0	221
% Change	4%	48%	-18%	55%	0%	8%
Closed Sales						
Current Month 2016	109	8	11	2	0	287
Current Month 2015	98	8	16	2	0	245
Difference	11	0	-5	0	0	42
% Change	11%	0%	-31%	0%	0%	17%
Year To Date 2016	973	86	116	19	1	2,698
Year To Date 2015	1,000	67	121	10	1	2,455
Difference	-27	19	-5	9	0	243
% Change	-3%	28%	-4%	90%	0%	10%
Average Sale Price						
Current Month 2016	\$486,677	\$249,180	\$290,611	\$310,200		\$387,463
Current Month 2015	\$515,514	\$245,213	\$240,383	\$250,475		\$383,126
Difference	-28,837	3,967	50,229	59,725		4,337
% Change	-6%	2%	21%	24%		1%
Year To Date 2016	\$472,159	\$255,849	\$279,474	\$254,678	\$115,000	\$372,627
Year To Date 2015	\$446,565	\$230,076	\$260,157	\$257,031	\$110,000	\$358,797
Difference	25,594	25,773	19,317	-2,352	5,000	13,830
% Change	6%	11%	7%	-1%	5%	4%

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 2016

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	1,867	426	276	170	90	8,677
New Listings This Month	918	170	78	55	24	3,515
Show for Backup This Month	244	47	22	8	3	805
Pending Contracts						
Current Month 2016	516	106	75	31	28	2,045
Current Month 2015	787	137	70	41	20	2,603
Difference	-271	-31	5	-10	8	-558
% Change	-34%	-23%	7%	-24%	40%	-21%
Year To Date 2016	7,927	1,252	781	400	279	27,537
Year To Date 2015	8,196	1,227	733	427	216	26,933
Difference	-269	25	48	-27	63	604
% Change	-3%	2%	7%	-6%	29%	2%
Closed Sales						
Current Month 2016	866	159	76	43	28	3,122
Current Month 2015	803	144	88	50	36	2,931
Difference	63	15	-12	-7	-8	191
% Change	8%	10%	-14%	-14%	-22%	7%
Year To Date 2016	7,783	1,250	740	407	267	26,915
Year To Date 2015	7,738	1,168	701	414	218	25,577
Difference	45	82	39	-7	49	1,338
% Change	1%	7%	6%	-2%	22%	5%
Average Sale Price						
Current Month 2016	\$275,695	\$125,682	\$159,629	\$190,801	\$115,652	\$200,832
Current Month 2015	\$271,586	\$101,422	\$173,980	\$201,237	\$124,863	\$186,158
Difference	4,110	24,260	-14,352	-10,436	-9,211	14,673
% Change	2%	24%	-8%	-5%	-7%	8%
Year To Date 2016	\$274,611	\$119,544	\$172,260	\$207,203	\$136,520	\$198,698
Year To Date 2015	\$262,010	\$100,908	\$167,054	\$186,746	\$122,978	\$187,416
Difference	12,602	18,636	5,205	20,457	13,542	11,283
% Change	5%	18%	3%	11%	11%	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