

Heartland MLS Statistics - Kansas Total

Month of September 2017

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	2,371	423	324	132	87	9,509
New Listings This Month	1,215	183	127	53	39	4,100
Show for Backup This Month	227	43	14	9	7	783
Pending Contracts						
Current Month 2017	684	98	76	31	18	2,280
Current Month 2016	846	152	105	39	26	3,010
Difference	-162	-54	-29	-8	-8	-730
% Change	-19%	-36%	-28%	-21%	-31%	-24%
Year To Date 2017	9,083	1,383	901	423	267	30,623
Year To Date 2016	9,341	1,418	926	428	279	31,407
Difference	-258	-35	-25	-5	-12	-784
% Change	-3%	-2%	-3%	-1%	-4%	-2%
Closed Sales						
Current Month 2017	925	151	78	60	27	3,265
Current Month 2016	1,000	169	87	45	30	3,471
Difference	-75	-18	-9	15	-3	-206
% Change	-8%	-11%	-10%	33%	-10%	-6%
Year To Date 2017	8,700	1,373	862	408	263	29,835
Year To Date 2016	8,830	1,343	861	428	270	29,809
Difference	-130	30	1	-20	-7	26
% Change	-1%	2%	0%	-5%	-3%	0%
Average Sale Price						
Current Month 2017	\$305,613	\$141,479	\$196,885	\$166,491	\$155,348	\$223,541
Current Month 2016	\$297,291	\$130,526	\$176,190	\$196,108	\$114,975	\$215,809
Difference	8,322	10,953	20,695	-29,616	40,373	7,732
% Change	3%	8%	12%	-15%	35%	4%
Year To Date 2017	\$315,649	\$132,186	\$198,970	\$198,359	\$141,866	\$226,067
Year To Date 2016	\$296,618	\$128,328	\$187,031	\$209,347	\$136,211	\$214,575
Difference	19,032	3,858	11,940	-10,988	5,655	11,492
% Change	6%	3%	6%	-5%	4%	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 New Homes
Month of September 2017

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	680	75	67	13	2	1,905
New Listings This Month	186	10	19	6	2	412
Show for Backup This Month	10	1	0	0	0	26
Pending Contracts						
Current Month 2017	100	6	9	5	1	241
Current Month 2016	107	10	9	0	0	262
Difference	-7	-4	0	0	0	-21
% Change	-7%	-40%	0%	0%	0%	-8%
Year To Date 2017	1,187	96	116	24	2	3,111
Year To Date 2016	1,136	122	122	17	1	3,062
Difference	51	-26	-6	7	1	49
% Change	4%	-21%	-5%	41%	100%	2%
Closed Sales						
Current Month 2017	98	13	14	3	2	293
Current Month 2016	115	8	11	2	0	294
Difference	-17	5	3	1	0	-1
% Change	-15%	63%	27%	50%	0%	0%
Year To Date 2017	1,066	100	105	15	2	2,934
Year To Date 2016	991	87	116	19	1	2,722
Difference	75	13	-11	-4	1	212
% Change	8%	15%	-9%	-21%	100%	8%
Average Sale Price						
Current Month 2017	\$479,166	\$289,321	\$322,042	\$267,160	\$184,500	\$379,733
Current Month 2016	\$477,997	\$249,180	\$290,611	\$310,200		\$385,553
Difference	1,168	40,141	31,430	-43,040		-5,820
% Change	0%	16%	11%	-14%		-2%
Year To Date 2017	\$477,623	\$273,380	\$287,260	\$272,605	\$184,500	\$378,197
Year To Date 2016	\$472,511	\$256,314	\$279,474	\$254,678	\$115,000	\$373,273
Difference	5,113	17,066	7,786	17,927	69,500	4,923
% Change	1%	7%	3%	7%	60%	1%

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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 September 2017

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	1,691	348	257	119	85	7,604
New Listings This Month	1,029	173	108	47	37	3,688
Show for Backup This Month	217	42	14	9	7	757
Pending Contracts						
Current Month 2017	584	92	67	26	17	2,039
Current Month 2016	739	142	96	39	26	2,748
Difference	-155	-50	-29	-13	-9	-709
% Change	-21%	-35%	-30%	-33%	-35%	-26%
Year To Date 2017	7,896	1,287	785	399	265	27,512
Year To Date 2016	8,205	1,296	804	411	278	28,345
Difference	-309	-9	-19	-12	-13	-833
% Change	-4%	-1%	-2%	-3%	-5%	-3%
Closed Sales						
Current Month 2017	827	138	64	57	25	2,972
Current Month 2016	885	161	76	43	30	3,177
Difference	-58	-23	-12	14	-5	-205
% Change	-7%	-14%	-16%	33%	-17%	-6%
Year To Date 2017	7,634	1,273	757	393	261	26,901
Year To Date 2016	7,839	1,256	745	409	269	27,087
Difference	-205	17	12	-16	-8	-186
% Change	-3%	1%	2%	-4%	-3%	-1%
Average Sale Price						
Current Month 2017	\$285,047	\$127,552	\$169,506	\$161,193	\$153,016	\$208,143
Current Month 2016	\$273,810	\$124,630	\$159,629	\$190,801	\$114,975	\$200,101
Difference	11,237	2,922	9,878	-29,608	38,041	8,042
% Change	4%	2%	6%	-16%	33%	4%
Year To Date 2017	\$293,031	\$121,094	\$186,724	\$195,525	\$141,539	\$209,475
Year To Date 2016	\$274,381	\$119,462	\$172,637	\$207,241	\$136,289	\$198,628
Difference	18,650	1,632	14,088	-11,716	5,250	10,847
% Change	7%	1%	8%	-6%	4%	5%

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