

## Heartland MLS Statistics - Kansas Total

Month of September 2019

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
<b>Current Inventory</b>	2,386	349	299	135	78	8,712
<b>New Listings This Month</b>	1,160	194	122	68	37	4,108
<b>Show for Backup This Month</b>	118	18	11	4	2	417
<b>Pending Contracts</b>						
Current Month 2019	766	128	90	43	21	2,802
Current Month 2018	819	134	94	55	39	2,985
Difference	-53	-6	-4	-12	-18	-183
% Change	-6%	-4%	-4%	-22%	-46%	-6%
Year To Date 2019	9,040	1,480	995	397	264	30,889
Year To Date 2018	9,070	1,430	993	458	273	31,935
Difference	-30	50	2	-61	-9	-1,046
% Change	0%	3%	0%	-13%	-3%	-3%
<b>Closed Sales</b>						
Current Month 2019	875	141	105	44	30	3,189
Current Month 2018	832	155	96	54	27	3,150
Difference	43	-14	9	-10	3	39
% Change	5%	-9%	9%	-19%	11%	1%
Year To Date 2019	8,605	1,425	943	377	254	29,477
Year To Date 2018	8,680	1,385	952	436	239	30,778
Difference	-75	40	-9	-59	15	-1,301
% Change	-1%	3%	-1%	-14%	6%	-4%
<b>Average Sale Price</b>						
Current Month 2019	\$343,448	\$154,614	\$236,222	\$221,823	\$158,105	\$249,399
Current Month 2018	\$315,056	\$155,202	\$203,575	\$227,179	\$135,367	\$230,277
Difference	28,392	-589	32,647	-5,356	22,738	19,122
% Change	9%	0%	16%	-2%	17%	8%
Year To Date 2019	\$346,827	\$155,678	\$231,721	\$236,760	\$162,385	\$253,254
Year To Date 2018	\$333,061	\$147,446	\$212,168	\$217,126	\$161,358	\$239,113
Difference	13,766	8,232	19,552	19,634	1,028	14,141
% Change	4%	6%	9%	9%	1%	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 2019**

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
<b>Current Inventory</b>	766	38	97	13	5	1,946
<b>New Listings This Month</b>	165	15	6	11	0	415
<b>Show for Backup This Month</b>	5	0	1	0	0	16
<b>Pending Contracts</b>						
Current Month 2019	107	8	7	4	1	263
Current Month 2018	101	9	13	3	0	264
Difference	6	-1	-6	1	0	-1
% Change	6%	-11%	-46%	33%	0%	0%
Year To Date 2019	1,067	83	119	26	10	2,984
Year To Date 2018	1,117	85	133	33	6	3,160
Difference	-50	-2	-14	-7	4	-176
% Change	-4%	-2%	-11%	-21%	67%	-6%
<b>Closed Sales</b>						
Current Month 2019	87	3	14	2	1	264
Current Month 2018	98	9	9	5	1	254
Difference	-11	-6	5	-3	0	10
% Change	-11%	-67%	56%	-60%	0%	4%
Year To Date 2019	1,002	75	117	29	8	2,817
Year To Date 2018	1,128	91	117	30	6	3,124
Difference	-126	-16	0	-1	2	-307
% Change	-11%	-18%	0%	-3%	33%	-10%
<b>Average Sale Price</b>						
Current Month 2019	\$529,133	\$309,312	\$359,362	\$290,625	\$174,000	\$413,221
Current Month 2018	\$479,055	\$287,206	\$331,823	\$271,352	\$265,000	\$403,946
Difference	50,078	22,107	27,539	19,273	-91,000	9,275
% Change	10%	8%	8%	7%	-34%	2%
Year To Date 2019	\$516,203	\$288,078	\$336,845	\$290,744	\$186,988	\$408,511
Year To Date 2018	\$480,191	\$285,514	\$302,849	\$267,355	\$219,758	\$386,915
Difference	36,012	2,564	33,996	23,389	-32,771	21,596
% Change	7%	1%	11%	9%	-15%	6%

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## Heartland MLS Statistics - Kansas Resale

Month of September 2019

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
<b>Current Inventory</b>	1,620	311	202	122	73	6,766
<b>New Listings This Month</b>	995	179	116	57	37	3,693
<b>Show for Backup This Month</b>	113	18	10	4	2	401
<b>Pending Contracts</b>						
Current Month 2019	659	120	83	39	20	2,539
Current Month 2018	718	125	81	52	39	2,721
Difference	-59	-5	2	-13	-19	-182
% Change	-8%	-4%	2%	-25%	-49%	-7%
Year To Date 2019	7,973	1,397	876	371	254	27,903
Year To Date 2018	7,953	1,345	860	425	267	28,772
Difference	20	52	16	-54	-13	-869
% Change	0%	4%	2%	-13%	-5%	-3%
<b>Closed Sales</b>						
Current Month 2019	788	138	91	42	29	2,924
Current Month 2018	734	146	87	49	26	2,896
Difference	54	-8	4	-7	3	28
% Change	7%	-5%	5%	-14%	12%	1%
Year To Date 2019	7,603	1,350	826	348	246	26,658
Year To Date 2018	7,552	1,294	835	406	233	27,653
Difference	51	56	-9	-58	13	-995
% Change	1%	4%	-1%	-14%	6%	-4%
<b>Average Sale Price</b>						
Current Month 2019	\$322,947	\$151,251	\$217,278	\$218,547	\$157,557	\$234,502
Current Month 2018	\$293,160	\$147,065	\$190,308	\$222,672	\$130,381	\$215,045
Difference	29,787	4,186	26,969	-4,125	27,176	19,457
% Change	10%	3%	14%	-2%	21%	9%
Year To Date 2019	\$324,505	\$148,322	\$216,830	\$232,262	\$161,585	\$236,837
Year To Date 2018	\$311,085	\$137,736	\$199,462	\$213,415	\$159,854	\$222,420
Difference	13,420	10,586	17,368	18,847	1,731	14,417
% Change	4%	8%	9%	9%	1%	6%

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