

Heartland MLS Statistics - Kansas Total
Month of September 2020

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	1,378	189	145	75	58	5,005
New Listings This Month	1,258	197	136	61	35	4,461
Show for Backup This Month	102	25	10	6	2	431
Pending Contracts						
Current Month 2020	1,006	167	104	37	24	3,487
Current Month 2019	894	141	99	48	22	3,186
Difference	112	26	5	-11	2	301
% Change	13%	18%	5%	-23%	9%	9%
Year To Date 2020	9,665	1,508	1,069	441	282	33,365
Year To Date 2019	9,173	1,495	1,003	404	264	31,420
Difference	492	13	66	37	18	1,945
% Change	5%	1%	7%	9%	7%	6%
Closed Sales						
Current Month 2020	1,159	162	120	54	29	4,121
Current Month 2019	898	143	108	45	30	3,257
Difference	261	19	12	9	-1	864
% Change	29%	13%	11%	20%	-3%	27%
Year To Date 2020	8,769	1,361	952	429	266	30,443
Year To Date 2019	8,659	1,432	947	378	254	29,756
Difference	110	-71	5	51	12	687
% Change	1%	-5%	1%	13%	5%	2%
Average Sale Price						
Current Month 2020	\$399,520	\$187,543	\$265,720	\$273,136	\$248,029	\$292,740
Current Month 2019	\$342,047	\$155,641	\$233,732	\$218,960	\$158,105	\$248,474
Difference	57,473	31,902	31,988	54,175	89,924	44,265
% Change	17%	20%	14%	25%	57%	18%
Year To Date 2020	\$377,036	\$173,515	\$253,425	\$252,993	\$191,644	\$273,865
Year To Date 2019	\$346,589	\$155,684	\$231,355	\$236,380	\$162,385	\$252,488
Difference	30,447	17,831	22,070	16,613	29,259	21,378
% Change	9%	11%	10%	7%	18%	8%

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 2020

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	467	29	41	14	0	1,169
New Listings This Month	212	5	24	10	1	490
Show for Backup This Month	5	2	0	0	0	16
Pending Contracts						
Current Month 2020	191	8	21	3	3	467
Current Month 2019	116	8	10	3	1	292
Difference	75	0	11	0	2	175
% Change	65%	0%	110%	0%	200%	60%
Year To Date 2020	1,515	100	193	29	16	4,243
Year To Date 2019	1,061	83	120	25	10	3,009
Difference	454	17	73	4	6	1,234
% Change	43%	20%	61%	16%	60%	41%
Closed Sales						
Current Month 2020	141	7	16	3	3	407
Current Month 2019	91	4	14	2	1	271
Difference	50	3	2	1	2	136
% Change	55%	75%	14%	50%	200%	50%
Year To Date 2020	1,168	74	156	28	14	3,368
Year To Date 2019	1,010	76	117	29	8	2,830
Difference	158	-2	39	-1	6	538
% Change	16%	-3%	33%	-3%	75%	19%
Average Sale Price						
Current Month 2020	\$566,049	\$284,879	\$318,556	\$314,833	\$228,300	\$442,884
Current Month 2019	\$525,377	\$329,279	\$359,362	\$290,625	\$174,000	\$413,075
Difference	40,672	-44,400	-40,805	24,208	54,300	29,809
% Change	8%	-13%	-11%	8%	31%	7%
Year To Date 2020	\$533,244	\$299,097	\$341,830	\$277,924	\$214,306	\$423,739
Year To Date 2019	\$515,994	\$289,409	\$336,845	\$290,744	\$186,988	\$408,546
Difference	17,251	9,688	4,984	-12,820	27,318	15,193
% Change	3%	3%	1%	-4%	15%	4%

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Heartland MLS Statistics - Kansas Resale
Month of September 2020

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	911	160	104	61	58	3,832
New Listings This Month	1,046	192	112	51	34	3,971
Show for Backup This Month	97	23	10	6	2	415
Pending Contracts						
Current Month 2020	815	159	83	34	21	3,019
Current Month 2019	778	133	89	45	21	2,886
Difference	37	26	-6	-11	0	133
% Change	5%	20%	-7%	-24%	0%	5%
Year To Date 2020	8,150	1,408	876	412	266	29,089
Year To Date 2019	8,112	1,412	883	379	254	28,301
Difference	38	-4	-7	33	12	788
% Change	0%	0%	-1%	9%	5%	3%
Closed Sales						
Current Month 2020	1,018	155	104	51	26	3,711
Current Month 2019	807	139	94	43	29	2,979
Difference	211	16	10	8	-3	732
% Change	26%	12%	11%	19%	-10%	25%
Year To Date 2020	7,601	1,287	796	401	252	27,037
Year To Date 2019	7,649	1,356	830	349	246	26,806
Difference	-48	-69	-34	52	6	231
% Change	-1%	-5%	-4%	15%	2%	1%
Average Sale Price						
Current Month 2020	\$376,455	\$183,147	\$257,591	\$270,683	\$250,306	\$276,418
Current Month 2019	\$321,374	\$150,644	\$215,021	\$215,627	\$157,557	\$233,776
Difference	55,081	32,503	42,571	55,056	92,749	42,642
% Change	17%	22%	20%	26%	59%	18%
Year To Date 2020	\$353,033	\$166,294	\$236,100	\$251,253	\$190,385	\$255,421
Year To Date 2019	\$324,221	\$148,189	\$216,485	\$231,863	\$161,585	\$236,661
Difference	28,812	18,105	19,615	19,390	28,800	18,759
% Change	9%	12%	9%	8%	18%	8%

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