

Heartland MLS Statistics - Kansas Total

Month of October 2013

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	2,800	695	518	230	215	13,737
New Listings This Month	980	194	141	45	51	3,750
Show for Backup This Month	222	30	5	9	1	589
Pending Contracts						
Current Month 2013	501	99	56	21	18	1,851
Current Month 2012	747	120	67	31	18	2,423
Difference	-246	-21	-11	-10	0	-572
% Change	-33%	-18%	-16%	-32%	0%	-24%
Year To Date 2013	8,894	1,267	719	363	277	27,477
Year To Date 2012	8,019	1,303	709	361	215	25,707
Difference	875	-36	10	2	62	1,770
% Change	11%	-3%	1%	1%	29%	7%
Closed Sales						
Current Month 2013	818	129	58	25	22	2,545
Current Month 2012	705	118	56	35	19	2,468
Difference	113	11	2	-10	3	77
% Change	16%	9%	4%	-29%	16%	3%
Year To Date 2013	8,766	1,230	673	353	271	27,012
Year To Date 2012	7,489	1,250	678	346	204	24,405
Difference	1,277	-20	-5	7	67	2,607
% Change	17%	-2%	-1%	2%	33%	11%
Average Sale Price						
Current Month 2013	\$268,042	\$92,125	\$164,936	\$154,896	\$114,825	\$184,529
Current Month 2012	\$248,889	\$87,524	\$166,237	\$160,068	\$118,835	\$168,897
Difference	19,153	4,601	-1,301	-5,172	-4,010	15,632
% Change	8%	5%	-1%	-3%	-3%	9%
Year To Date 2013	\$260,097	\$86,695	\$163,014	\$173,773	\$109,121	\$182,616
Year To Date 2012	\$246,202	\$75,419	\$149,446	\$152,168	\$110,238	\$167,041
Difference	13,895	11,276	13,569	21,604	-1,118	15,575
% Change	6%	15%	9%	14%	-1%	9%

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 October 2013

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	430	57	50	9	2	1,232
New Listings This Month	121	9	7	0	1	284
Show for Backup This Month	1	2	0	0	0	10
Pending Contracts						
Current Month 2013	84	10	8	0	0	176
Current Month 2012	99	6	3	0	0	207
Difference	-15	4	5	0	0	-31
% Change	-15%	67%	167%	0%	0%	-15%
Year To Date 2013	1,044	66	92	8	2	2,344
Year To Date 2012	972	61	69	7	3	2,171
Difference	72	5	23	1	-1	173
% Change	7%	8%	33%	14%	-33%	8%
Closed Sales						
Current Month 2013	107	11	12	1	0	236
Current Month 2012	76	5	6	1	0	192
Difference	31	6	6	0	0	44
% Change	41%	120%	100%	0%	0%	23%
Year To Date 2013	966	63	75	9	2	2,184
Year To Date 2012	805	52	67	5	3	1,873
Difference	161	11	8	4	-1	311
% Change	20%	21%	12%	80%	-33%	17%
Average Sale Price						
Current Month 2013	\$444,885	\$238,906	\$254,327	\$318,450		\$359,165
Current Month 2012	\$370,188	\$233,432	\$238,825	\$245,000		\$330,254
Difference	74,696	5,474	15,502	73,450		28,911
% Change	20%	2%	6%	30%		9%
Year To Date 2013	\$409,349	\$220,104	\$249,921	\$257,213	\$245,950	\$343,635
Year To Date 2012	\$372,632	\$196,730	\$229,608	\$202,704	\$172,400	\$313,910
Difference	36,717	23,375	20,312	54,508	73,550	29,725
% Change	10%	12%	9%	27%	43%	9%

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Heartland MLS Statistics - Kansas Resale

Month of October 2013

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	2,370	638	468	221	213	12,505
New Listings This Month	859	185	134	45	50	3,466
Show for Backup This Month	221	28	5	9	1	579
Pending Contracts						
Current Month 2013	417	89	48	21	18	1,675
Current Month 2012	648	114	64	31	18	2,216
Difference	-231	-25	-16	-10	0	-541
% Change	-36%	-22%	-25%	-32%	0%	-24%
Year To Date 2013	7,850	1,201	627	355	275	25,133
Year To Date 2012	7,047	1,242	640	354	212	23,536
Difference	803	-41	-13	1	63	1,597
% Change	11%	-3%	-2%	0%	30%	7%
Closed Sales						
Current Month 2013	711	118	46	24	22	2,309
Current Month 2012	629	113	50	34	19	2,276
Difference	82	5	-4	-10	3	33
% Change	13%	4%	-8%	-29%	16%	1%
Year To Date 2013	7,800	1,167	598	344	269	24,828
Year To Date 2012	6,684	1,198	611	341	201	22,532
Difference	1,116	-31	-13	3	68	2,296
% Change	17%	-3%	-2%	1%	34%	10%
Average Sale Price						
Current Month 2013	\$241,428	\$78,442	\$141,616	\$148,081	\$114,825	\$166,679
Current Month 2012	\$234,233	\$81,068	\$157,526	\$157,570	\$118,835	\$155,285
Difference	7,195	-2,626	-15,910	-9,488	-4,010	11,394
% Change	3%	-3%	-10%	-6%	-3%	7%
Year To Date 2013	\$241,613	\$79,493	\$152,114	\$171,590	\$108,103	\$168,452
Year To Date 2012	\$230,975	\$70,153	\$140,655	\$151,427	\$109,311	\$154,832
Difference	10,638	9,340	11,459	20,162	-1,207	13,619
% Change	5%	13%	8%	13%	-1%	9%

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Show for Backup Contracts = Show for Backup status and Contract date within time period specified