

## Heartland MLS Statistics - Kansas Total

Month of October 2014

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
<b>Current Inventory</b>	2,924	654	474	249	147	13,284
<b>New Listings This Month</b>	952	147	117	34	41	3,527
<b>Show for Backup This Month</b>	184	39	7	7	5	636
<b>Pending Contracts</b>						
Current Month 2014	485	95	66	32	19	1,849
Current Month 2013	695	126	61	29	19	2,334
Difference	-210	-31	5	3	0	-485
% Change	-30%	-25%	8%	10%	0%	-21%
Year To Date 2014	8,679	1,297	793	365	279	27,930
Year To Date 2013	9,140	1,290	721	371	281	28,290
Difference	-461	7	72	-6	-2	-360
% Change	-5%	1%	10%	-2%	-1%	-1%
<b>Closed Sales</b>						
Current Month 2014	841	140	81	36	21	2,825
Current Month 2013	835	131	58	26	22	2,609
Difference	6	9	23	10	-1	216
% Change	1%	7%	40%	38%	-5%	8%
Year To Date 2014	8,620	1,292	744	362	265	27,504
Year To Date 2013	8,811	1,235	674	354	271	27,477
Difference	-191	57	70	8	-6	27
% Change	-2%	5%	10%	2%	-2%	0%
<b>Average Sale Price</b>						
Current Month 2014	\$271,136	\$98,501	\$172,480	\$148,686	\$97,077	\$190,498
Current Month 2013	\$266,944	\$91,424	\$164,936	\$154,708	\$114,825	\$183,771
Difference	4,192	7,077	7,544	-6,022	-17,747	6,727
% Change	2%	8%	5%	-4%	-15%	4%
Year To Date 2014	\$270,432	\$96,228	\$164,090	\$168,492	\$110,218	\$191,788
Year To Date 2013	\$259,878	\$86,549	\$163,195	\$173,706	\$109,121	\$182,064
Difference	10,553	9,679	894	-5,214	1,097	9,725
% Change	4%	11%	1%	-3%	1%	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 October 2014**

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
<b>Current Inventory</b>	669	56	68	7	1	1,621
<b>New Listings This Month</b>	103	5	18	0	0	268
<b>Show for Backup This Month</b>	6	3	0	0	0	17
<b>Pending Contracts</b>						
Current Month 2014	55	6	11	2	0	172
Current Month 2013	86	11	9	0	0	189
Difference	-31	-5	2	0	0	-17
% Change	-36%	-45%	22%	0%	0%	-9%
Year To Date 2014	949	62	124	9	1	2,400
Year To Date 2013	1,050	67	93	8	2	2,407
Difference	-101	-5	31	1	-1	-7
% Change	-10%	-7%	33%	13%	-50%	0%
<b>Closed Sales</b>						
Current Month 2014	103	3	14	1	0	258
Current Month 2013	107	11	12	1	0	239
Difference	-4	-8	2	0	0	19
% Change	-4%	-73%	17%	0%	0%	8%
Year To Date 2014	914	62	95	6	1	2,303
Year To Date 2013	967	63	75	9	2	2,236
Difference	-53	-1	20	-3	-1	67
% Change	-5%	-2%	27%	-33%	-50%	3%
<b>Average Sale Price</b>						
Current Month 2014	\$436,774	\$222,732	\$282,157	\$211,900		\$361,381
Current Month 2013	\$444,885	\$238,906	\$254,327	\$318,450		\$357,410
Difference	-8,111	-16,174	27,830	-106,550		3,972
% Change	-2%	-7%	11%	-33%		1%
Year To Date 2014	\$430,759	\$222,219	\$263,330	\$287,063	\$95,000	\$356,291
Year To Date 2013	\$409,476	\$220,104	\$249,921	\$257,213	\$245,950	\$341,013
Difference	21,283	2,114	13,410	29,850	-150,950	15,277
% Change	5%	1%	5%	12%	-61%	4%

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## Heartland MLS Statistics - Kansas Resale

Month of October 2014

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
<b>Current Inventory</b>	2,255	598	406	242	146	11,659
<b>New Listings This Month</b>	849	142	99	34	41	3,259
<b>Show for Backup This Month</b>	178	36	7	7	5	619
<b>Pending Contracts</b>						
Current Month 2014	430	89	55	30	19	1,677
Current Month 2013	609	115	52	29	19	2,144
Difference	-179	-26	3	1	0	-467
% Change	-29%	-23%	6%	3%	0%	-22%
Year To Date 2014	7,730	1,235	669	356	278	25,525
Year To Date 2013	8,090	1,223	628	363	279	25,881
Difference	-360	12	41	-7	-1	-356
% Change	-4%	1%	7%	-2%	0%	-1%
<b>Closed Sales</b>						
Current Month 2014	738	137	67	35	21	2,567
Current Month 2013	728	120	46	25	22	2,369
Difference	10	17	21	10	-1	198
% Change	1%	14%	46%	40%	-5%	8%
Year To Date 2014	7,706	1,230	649	356	264	25,196
Year To Date 2013	7,844	1,172	599	345	269	25,240
Difference	-138	58	50	11	-5	-44
% Change	-2%	5%	8%	3%	-2%	0%
<b>Average Sale Price</b>						
Current Month 2014	\$248,019	\$95,780	\$149,562	\$146,880	\$97,077	\$173,323
Current Month 2013	\$240,791	\$77,904	\$141,616	\$148,158	\$114,825	\$166,278
Difference	7,227	17,876	7,946	-1,278	-17,747	7,045
% Change	3%	23%	6%	-1%	-15%	4%
Year To Date 2014	\$251,415	\$89,877	\$149,563	\$166,493	\$110,276	\$176,761
Year To Date 2013	\$241,436	\$79,370	\$152,336	\$171,527	\$108,103	\$167,985
Difference	9,979	10,507	-2,774	-5,034	2,172	8,776
% Change	4%	13%	-2%	-3%	2%	5%

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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**