

Heartland MLS Statistics - Kansas Total

Month of October 2016

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	2,306	459	306	172	101	9,797
New Listings This Month	1,021	163	96	45	31	3,520
Show for Backup This Month	231	33	22	5	2	790
Pending Contracts						
Current Month 2016	655	106	59	26	15	2,172
Current Month 2015	755	114	82	28	30	2,584
Difference	-100	-8	-23	-2	-15	-412
% Change	-13%	-7%	-28%	-7%	-50%	-16%
Year To Date 2016	9,965	1,517	974	452	296	33,497
Year To Date 2015	10,044	1,416	956	466	247	32,294
Difference	-79	101	18	-14	49	1,203
% Change	-1%	7%	2%	-3%	20%	4%
Closed Sales						
Current Month 2016	874	145	92	35	24	3,024
Current Month 2015	868	142	87	42	24	2,962
Difference	6	3	5	-7	0	62
% Change	1%	2%	6%	-17%	0%	2%
Year To Date 2016	9,658	1,484	948	461	293	32,703
Year To Date 2015	9,606	1,377	909	466	243	30,996
Difference	52	107	39	-5	50	1,707
% Change	1%	8%	4%	-1%	21%	6%
Average Sale Price						
Current Month 2016	\$298,679	\$126,581	\$192,113	\$203,236	\$119,226	\$215,927
Current Month 2015	\$282,278	\$113,018	\$186,247	\$216,654	\$138,915	\$200,969
Difference	16,401	13,563	5,865	-13,419	-19,688	14,958
% Change	6%	12%	3%	-6%	-14%	7%
Year To Date 2016	\$296,633	\$128,250	\$187,305	\$208,859	\$134,752	\$214,656
Year To Date 2015	\$283,054	\$108,442	\$181,284	\$190,950	\$124,499	\$202,281
Difference	13,580	19,809	6,021	17,909	10,253	12,376
% Change	5%	18%	3%	9%	8%	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 October 2016

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	614	73	48	9	1	1,675
New Listings This Month	133	14	15	2	0	365
Show for Backup This Month	7	1	1	0	0	27
Pending Contracts						
Current Month 2016	117	8	9	1	0	246
Current Month 2015	92	2	12	1	0	225
Difference	25	6	-3	0	0	21
% Change	27%	300%	-25%	0%	0%	9%
Year To Date 2016	1,258	125	126	18	1	3,286
Year To Date 2015	1,185	77	153	12	1	3,001
Difference	73	48	-27	6	0	285
% Change	6%	62%	-18%	50%	0%	9%
Closed Sales						
Current Month 2016	116	10	8	0	0	298
Current Month 2015	102	8	15	1	0	280
Difference	14	2	-7	0	0	18
% Change	14%	25%	-47%	0%	0%	6%
Year To Date 2016	1,097	97	124	19	1	3,005
Year To Date 2015	1,102	75	136	11	1	2,735
Difference	-5	22	-12	8	0	270
% Change	0%	29%	-9%	73%	0%	10%
Average Sale Price						
Current Month 2016	\$445,814	\$249,239	\$280,145			\$375,092
Current Month 2015	\$456,594	\$215,343	\$258,775	\$169,240		\$368,101
Difference	-10,780	33,897	21,370			6,992
% Change	-2%	16%	8%			2%
Year To Date 2016	\$468,263	\$255,585	\$279,518	\$254,678	\$115,000	\$372,706
Year To Date 2015	\$447,493	\$228,504	\$260,005	\$249,050	\$110,000	\$359,750
Difference	20,770	27,081	19,513	5,629	5,000	12,956
% Change	5%	12%	8%	2%	5%	4%

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 Resale
Month of October 2016

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	1,692	386	258	163	100	8,122
New Listings This Month	888	149	81	43	31	3,155
Show for Backup This Month	224	32	21	5	2	763
Pending Contracts						
Current Month 2016	538	98	50	25	15	1,926
Current Month 2015	663	112	70	27	30	2,359
Difference	-125	-14	-20	-2	-15	-433
% Change	-19%	-13%	-29%	-7%	-50%	-18%
Year To Date 2016	8,707	1,392	848	434	295	30,211
Year To Date 2015	8,859	1,339	803	454	246	29,290
Difference	-152	53	45	-20	49	921
% Change	-2%	4%	6%	-4%	20%	3%
Closed Sales						
Current Month 2016	758	135	84	35	24	2,726
Current Month 2015	766	134	72	41	24	2,681
Difference	-8	1	12	-6	0	45
% Change	-1%	1%	17%	-15%	0%	2%
Year To Date 2016	8,561	1,387	824	442	292	29,698
Year To Date 2015	8,504	1,302	773	455	242	28,258
Difference	57	85	51	-13	50	1,440
% Change	1%	7%	7%	-3%	21%	5%
Average Sale Price						
Current Month 2016	\$276,162	\$117,495	\$183,729	\$203,236	\$119,226	\$198,527
Current Month 2015	\$259,066	\$106,909	\$171,138	\$217,811	\$138,915	\$183,522
Difference	17,096	10,586	12,591	-14,575	-19,688	15,005
% Change	7%	10%	7%	-7%	-14%	8%
Year To Date 2016	\$274,641	\$119,345	\$173,429	\$206,889	\$134,820	\$198,664
Year To Date 2015	\$261,744	\$101,526	\$167,434	\$189,545	\$124,559	\$187,046
Difference	12,897	17,819	5,994	17,344	10,261	11,618
% Change	5%	18%	4%	9%	8%	6%

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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