

Heartland MLS Statistics - Kansas Total

Month of October 2017

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	2,283	372	308	135	88	9,082
New Listings This Month	1,049	184	90	65	30	3,788
Show for Backup This Month	242	39	19	10	7	790
Pending Contracts						
Current Month 2017	696	121	68	32	23	2,415
Current Month 2016	887	127	75	30	19	2,882
Difference	-191	-6	-7	2	4	-467
% Change	-22%	-5%	-9%	7%	21%	-16%
Year To Date 2017	9,985	1,543	981	464	297	33,749
Year To Date 2016	10,228	1,545	1,001	458	298	34,287
Difference	-243	-2	-20	6	-1	-538
% Change	-2%	0%	-2%	1%	0%	-2%
Closed Sales						
Current Month 2017	890	144	90	38	29	3,092
Current Month 2016	885	149	93	36	24	3,070
Difference	5	-5	-3	2	5	22
% Change	1%	-3%	-3%	6%	21%	1%
Year To Date 2017	9,606	1,520	953	445	293	32,969
Year To Date 2016	9,715	1,492	954	464	294	32,879
Difference	-109	28	-1	-19	-1	90
% Change	-1%	2%	0%	-4%	0%	0%
Average Sale Price						
Current Month 2017	\$313,401	\$147,941	\$207,708	\$226,138	\$143,312	\$228,971
Current Month 2016	\$298,367	\$129,163	\$191,197	\$213,979	\$119,226	\$215,600
Difference	15,034	18,779	16,511	12,158	24,086	13,371
% Change	5%	15%	9%	6%	20%	6%
Year To Date 2017	\$315,308	\$133,711	\$199,944	\$200,595	\$142,378	\$226,282
Year To Date 2016	\$296,777	\$128,411	\$187,437	\$209,706	\$134,824	\$214,671
Difference	18,531	5,300	12,507	-9,112	7,554	11,611
% Change	6%	4%	7%	-4%	6%	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 2017

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	715	76	62	14	2	1,968
New Listings This Month	160	8	4	0	0	400
Show for Backup This Month	10	0	2	0	0	39
Pending Contracts						
Current Month 2017	114	5	12	2	0	287
Current Month 2016	131	10	9	1	0	278
Difference	-17	-5	3	1	0	9
% Change	-13%	-50%	33%	100%	0%	3%
Year To Date 2017	1,309	100	129	26	2	3,439
Year To Date 2016	1,267	132	131	18	1	3,340
Difference	42	-32	-2	8	1	99
% Change	3%	-24%	-2%	44%	100%	3%
Closed Sales						
Current Month 2017	115	9	18	2	0	310
Current Month 2016	117	10	8	0	0	299
Difference	-2	-1	10	0	0	11
% Change	-2%	-10%	125%	0%	0%	4%
Year To Date 2017	1,184	109	123	17	2	3,249
Year To Date 2016	1,108	97	124	19	1	3,021
Difference	76	12	-1	-2	1	228
% Change	7%	12%	-1%	-11%	100%	8%
Average Sale Price						
Current Month 2017	\$493,502	\$321,960	\$313,359	\$266,125		\$401,992
Current Month 2016	\$444,499	\$249,239	\$280,145			\$374,814
Difference	49,004	72,721	33,214			27,178
% Change	11%	29%	12%			7%
Year To Date 2017	\$479,059	\$277,391	\$291,079	\$271,843	\$184,500	\$380,520
Year To Date 2016	\$469,553	\$255,585	\$279,518	\$254,678	\$115,000	\$373,426
Difference	9,506	21,806	11,562	17,165	69,500	7,094
% Change	2%	9%	4%	7%	60%	2%

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

Heartland MLS Statistics - Kansas Resale

Month of October 2017

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	1,568	296	246	121	86	7,114
New Listings This Month	889	176	86	65	30	3,388
Show for Backup This Month	232	39	17	10	7	751
Pending Contracts						
Current Month 2017	582	116	56	30	23	2,128
Current Month 2016	756	117	66	29	19	2,604
Difference	-174	-1	-10	1	4	-476
% Change	-23%	-1%	-15%	3%	21%	-18%
Year To Date 2017	8,676	1,443	852	438	295	30,310
Year To Date 2016	8,961	1,413	870	440	297	30,947
Difference	-285	30	-18	-2	-2	-637
% Change	-3%	2%	-2%	0%	-1%	-2%
Closed Sales						
Current Month 2017	775	135	72	36	29	2,782
Current Month 2016	768	139	85	36	24	2,771
Difference	7	-4	-13	0	5	11
% Change	1%	-3%	-15%	0%	21%	0%
Year To Date 2017	8,422	1,411	830	428	291	29,720
Year To Date 2016	8,607	1,395	830	445	293	29,858
Difference	-185	16	0	-17	-2	-138
% Change	-2%	1%	0%	-4%	-1%	0%
Average Sale Price						
Current Month 2017	\$286,676	\$136,340	\$181,296	\$223,916	\$143,312	\$209,691
Current Month 2016	\$276,105	\$120,524	\$182,826	\$213,979	\$119,226	\$198,420
Difference	10,571	15,816	-1,530	9,937	24,086	11,271
% Change	4%	13%	-1%	5%	20%	6%
Year To Date 2017	\$292,287	\$122,612	\$186,438	\$197,765	\$142,089	\$209,421
Year To Date 2016	\$274,535	\$119,568	\$173,680	\$207,786	\$134,892	\$198,608
Difference	17,752	3,044	12,758	-10,021	7,197	10,813
% Change	6%	3%	7%	-5%	5%	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