

Heartland MLS Statistics - Kansas Total

Month of November 2013

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	2,467	660	497	210	189	12,777
New Listings This Month	710	156	95	40	28	2,761
Show for Backup This Month	175	25	1	8	5	490
Pending Contracts						
Current Month 2013	431	92	45	24	20	1,523
Current Month 2012	607	102	48	36	19	2,007
Difference	-176	-10	-3	-12	1	-484
% Change	-29%	-10%	-6%	-33%	5%	-24%
Year To Date 2013	9,524	1,375	767	394	301	29,457
Year To Date 2012	8,625	1,404	757	397	234	27,710
Difference	899	-29	10	-3	67	1,747
% Change	10%	-2%	1%	-1%	29%	6%
Closed Sales						
Current Month 2013	676	112	67	27	25	2,134
Current Month 2012	693	124	61	35	25	2,239
Difference	-17	-12	6	-8	0	-105
% Change	-2%	-10%	10%	-23%	0%	-5%
Year To Date 2013	9,457	1,344	741	380	296	29,183
Year To Date 2012	8,182	1,374	739	381	229	26,644
Difference	1,275	-30	2	-1	67	2,539
% Change	16%	-2%	0%	0%	29%	10%
Average Sale Price						
Current Month 2013	\$283,784	\$85,670	\$179,104	\$171,072	\$112,250	\$187,830
Current Month 2012	\$247,947	\$68,065	\$163,597	\$206,297	\$93,534	\$172,202
Difference	35,837	17,605	15,507	-35,225	18,716	15,628
% Change	14%	26%	9%	-17%	20%	9%
Year To Date 2013	\$261,761	\$86,549	\$164,634	\$173,581	\$109,385	\$183,013
Year To Date 2012	\$246,350	\$74,755	\$150,614	\$157,141	\$108,415	\$167,475
Difference	15,411	11,794	14,020	16,440	970	15,539
% Change	6%	16%	9%	10%	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 November 2013

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	442	52	60	9	2	1,291
New Listings This Month	99	3	8	0	0	239
Show for Backup This Month	2	0	0	0	0	8
Pending Contracts						
Current Month 2013	54	4	6	0	0	140
Current Month 2012	79	5	6	0	0	173
Difference	-25	-1	0	0	0	-33
% Change	-32%	-20%	0%	0%	0%	-19%
Year To Date 2013	1,103	70	98	8	2	2,492
Year To Date 2012	1,051	66	75	7	3	2,343
Difference	52	4	23	1	-1	149
% Change	5%	6%	31%	14%	-33%	6%
Closed Sales						
Current Month 2013	110	4	13	1	0	205
Current Month 2012	81	1	5	0	0	176
Difference	29	3	8	0	0	29
% Change	36%	300%	160%	0%	0%	16%
Year To Date 2013	1,076	67	88	10	2	2,390
Year To Date 2012	886	53	72	5	3	2,049
Difference	190	14	16	5	-1	341
% Change	21%	26%	22%	100%	-33%	17%
Average Sale Price						
Current Month 2013	\$402,058	\$278,197	\$254,396	\$310,320		\$354,734
Current Month 2012	\$385,069	\$305,000	\$241,280			\$330,738
Difference	16,989	-26,803	13,116			23,996
% Change	4%	-9%	5%			7%
Year To Date 2013	\$408,618	\$223,573	\$250,582	\$262,523	\$245,950	\$344,627
Year To Date 2012	\$373,769	\$198,772	\$230,419	\$202,704	\$172,400	\$315,355
Difference	34,849	24,800	20,163	59,819	73,550	29,272
% Change	9%	12%	9%	30%	43%	9%

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Heartland MLS Statistics - Kansas Resale

Month of November 2013

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	2,025	608	437	201	187	11,486
New Listings This Month	611	153	87	40	28	2,522
Show for Backup This Month	173	25	1	8	5	482
Pending Contracts						
Current Month 2013	377	88	39	24	20	1,383
Current Month 2012	528	97	42	36	19	1,834
Difference	-151	-9	-3	-12	1	-451
% Change	-29%	-9%	-7%	-33%	5%	-25%
Year To Date 2013	8,421	1,305	669	386	299	26,965
Year To Date 2012	7,574	1,338	682	390	231	25,367
Difference	847	-33	-13	-4	68	1,598
% Change	11%	-2%	-2%	-1%	29%	6%
Closed Sales						
Current Month 2013	566	108	54	26	25	1,929
Current Month 2012	612	123	56	35	25	2,063
Difference	-46	-15	-2	-9	0	-134
% Change	-8%	-12%	-4%	-26%	0%	-6%
Year To Date 2013	8,381	1,277	653	370	294	26,793
Year To Date 2012	7,296	1,321	667	376	226	24,595
Difference	1,085	-44	-14	-6	68	2,198
% Change	15%	-3%	-2%	-2%	30%	9%
Average Sale Price						
Current Month 2013	\$260,797	\$78,539	\$160,978	\$165,716	\$112,250	\$170,093
Current Month 2012	\$229,798	\$66,139	\$156,661	\$206,297	\$93,534	\$158,677
Difference	30,999	12,400	4,317	-40,580	18,716	11,416
% Change	13%	19%	3%	-20%	20%	7%
Year To Date 2013	\$242,907	\$79,360	\$153,051	\$171,177	\$108,456	\$168,597
Year To Date 2012	\$230,877	\$69,780	\$141,999	\$156,535	\$107,565	\$155,155
Difference	12,030	9,581	11,052	14,642	891	13,442
% Change	5%	14%	8%	9%	1%	9%

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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