

## Heartland MLS Statistics - Kansas Total

Month of November 2015

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
<b>Current Inventory</b>	2,171	523	373	193	118	10,253
<b>New Listings This Month</b>	673	152	71	41	25	2,622
<b>Show for Backup This Month</b>	206	32	13	11	3	673
<b>Pending Contracts</b>						
Current Month 2015	448	73	45	28	22	1,716
Current Month 2014	613	91	53	19	20	2,033
Difference	-165	-18	-8	9	2	-317
% Change	-27%	-20%	-15%	47%	10%	-16%
Year To Date 2015	10,461	1,485	995	495	269	33,897
Year To Date 2014	9,484	1,406	850	395	301	30,496
Difference	977	79	145	100	-32	3,401
% Change	10%	6%	17%	25%	-11%	11%
<b>Closed Sales</b>						
Current Month 2015	642	98	57	22	17	2,137
Current Month 2014	653	105	64	37	20	2,183
Difference	-11	-7	-7	-15	-3	-46
% Change	-2%	-7%	-11%	-41%	-15%	-2%
Year To Date 2015	10,223	1,469	966	486	259	33,039
Year To Date 2014	9,288	1,403	809	399	285	29,777
Difference	935	66	157	87	-26	3,262
% Change	10%	5%	19%	22%	-9%	11%
<b>Average Sale Price</b>						
Current Month 2015	\$287,414	\$90,221	\$163,606	\$138,060	\$107,182	\$200,925
Current Month 2014	\$274,011	\$99,906	\$187,736	\$187,826	\$119,722	\$193,975
Difference	13,403	-9,685	-24,130	-49,766	-12,540	6,950
% Change	5%	-10%	-13%	-26%	-10%	4%
Year To Date 2015	\$283,524	\$107,195	\$180,241	\$189,090	\$123,544	\$202,298
Year To Date 2014	\$270,601	\$96,382	\$166,104	\$170,285	\$110,885	\$191,885
Difference	12,923	10,813	14,138	18,805	12,659	10,413
% Change	5%	11%	9%	11%	11%	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 November 2015**

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
<b>Current Inventory</b>	620	62	51	8	0	1,565
<b>New Listings This Month</b>	103	8	7	3	0	267
<b>Show for Backup This Month</b>	5	2	0	0	0	17
<b>Pending Contracts</b>						
Current Month 2015	74	5	7	2	0	190
Current Month 2014	72	10	9	0	0	181
Difference	2	-5	-2	0	0	9
% Change	3%	-50%	-22%	0%	0%	5%
Year To Date 2015	1,258	80	157	15	1	3,170
Year To Date 2014	1,024	74	131	9	1	2,597
Difference	234	6	26	6	0	573
% Change	23%	8%	20%	67%	0%	22%
<b>Closed Sales</b>						
Current Month 2015	63	8	7	1	0	195
Current Month 2014	90	8	14	2	0	205
Difference	-27	0	-7	-1	0	-10
% Change	-30%	0%	-50%	-50%	0%	-5%
Year To Date 2015	1,160	83	143	12	1	2,918
Year To Date 2014	1,005	70	109	8	1	2,513
Difference	155	13	34	4	0	405
% Change	15%	19%	31%	50%	0%	16%
<b>Average Sale Price</b>						
Current Month 2015	\$444,267	\$222,817	\$252,181	\$306,015		\$351,544
Current Month 2014	\$420,025	\$252,564	\$313,821	\$229,250		\$358,575
Difference	24,242	-29,747	-61,640	76,765		-7,031
% Change	6%	-12%	-20%	33%		-2%
Year To Date 2015	\$447,887	\$227,956	\$259,622	\$253,797	\$110,000	\$359,015
Year To Date 2014	\$429,762	\$225,687	\$269,815	\$272,609	\$95,000	\$356,546
Difference	18,125	2,269	-10,194	-18,813	15,000	2,469
% Change	4%	1%	-4%	-7%	16%	1%

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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 November 2015**

	<b>Johnson Co.</b>	<b>Wyandotte Co.</b>	<b>Leav Co.</b>	<b>Miami Co.</b>	<b>Franklin Co.</b>	<b>Heartland</b>
<b>Current Inventory</b>	1,551	461	322	185	118	8,688
<b>New Listings This Month</b>	570	144	64	38	25	2,355
<b>Show for Backup This Month</b>	201	30	13	11	3	656
<b>Pending Contracts</b>						
Current Month 2015	374	68	38	26	22	1,526
Current Month 2014	541	81	44	19	20	1,852
Difference	-167	-13	-6	7	2	-326
% Change	-31%	-16%	-14%	37%	10%	-18%
Year To Date 2015	9,203	1,405	838	480	268	30,724
Year To Date 2014	8,460	1,332	719	386	300	27,894
Difference	743	73	119	94	-32	2,830
% Change	9%	5%	17%	24%	-11%	10%
<b>Closed Sales</b>						
Current Month 2015	579	90	50	21	17	1,942
Current Month 2014	563	97	50	35	20	1,978
Difference	16	-7	0	-14	-3	-36
% Change	3%	-7%	0%	-40%	-15%	-2%
Year To Date 2015	9,063	1,386	823	474	258	30,118
Year To Date 2014	8,283	1,333	700	391	284	27,259
Difference	780	53	123	83	-26	2,859
% Change	9%	4%	18%	21%	-9%	10%
<b>Average Sale Price</b>						
Current Month 2015	\$270,347	\$78,435	\$151,205	\$130,062	\$107,182	\$185,801
Current Month 2014	\$250,669	\$87,316	\$152,432	\$185,459	\$119,722	\$176,915
Difference	19,677	-8,881	-1,227	-55,397	-12,540	8,886
% Change	8%	-10%	-1%	-30%	-10%	5%
Year To Date 2015	\$262,487	\$99,963	\$166,448	\$187,451	\$123,596	\$187,120
Year To Date 2014	\$251,290	\$89,592	\$149,954	\$168,191	\$110,941	\$176,714
Difference	11,197	10,371	16,494	19,260	12,655	10,407
% Change	4%	12%	11%	11%	11%	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**