

**Heartland MLS Statistics - Kansas Total**  
**Month of November 2016**

	<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>	1,959	449	263	160	88	8,834
<b>New Listings This Month</b>	739	159	80	39	25	2,858
<b>Show for Backup This Month</b>	178	45	15	10	1	682
<b>Pending Contracts</b>						
Current Month 2016	499	95	59	23	17	1,867
Current Month 2015	630	95	56	39	24	2,288
Difference	-131	0	3	-16	-7	-421
% Change	-21%	0%	5%	-41%	-29%	-18%
Year To Date 2016	10,684	1,636	1,051	480	318	36,075
Year To Date 2015	10,673	1,511	1,012	505	271	34,581
Difference	11	125	39	-25	47	1,494
% Change	0%	8%	4%	-5%	17%	4%
<b>Closed Sales</b>						
Current Month 2016	804	123	75	37	21	2,777
Current Month 2015	648	99	57	24	17	2,163
Difference	156	24	18	13	4	614
% Change	24%	24%	32%	54%	24%	28%
Year To Date 2016	10,472	1,609	1,025	498	314	35,524
Year To Date 2015	10,254	1,476	966	490	260	33,159
Difference	218	133	59	8	54	2,365
% Change	2%	9%	6%	2%	21%	7%
<b>Average Sale Price</b>						
Current Month 2016	\$308,621	\$131,725	\$181,366	\$180,145	\$119,540	\$212,561
Current Month 2015	\$287,254	\$90,673	\$163,606	\$134,238	\$107,182	\$200,969
Difference	21,367	41,052	17,761	45,906	12,358	11,592
% Change	7%	45%	11%	34%	12%	6%
Year To Date 2016	\$297,541	\$128,504	\$186,937	\$206,725	\$133,735	\$214,429
Year To Date 2015	\$283,319	\$107,250	\$180,241	\$188,172	\$123,366	\$202,195
Difference	14,222	21,254	6,696	18,553	10,368	12,234
% Change	5%	20%	4%	10%	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 November 2016**

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
<b>Current Inventory</b>	620	80	47	10	1	1,681
<b>New Listings This Month</b>	103	15	13	1	0	293
<b>Show for Backup This Month</b>	5	2	1	0	0	27
<b>Pending Contracts</b>						
Current Month 2016	72	6	12	1	0	198
Current Month 2015	78	8	7	2	0	208
Difference	-6	-2	5	-1	0	-10
% Change	-8%	-25%	71%	-50%	0%	-5%
Year To Date 2016	1,336	132	138	19	1	3,511
Year To Date 2015	1,262	85	160	14	1	3,208
Difference	74	47	-22	5	0	303
% Change	6%	55%	-14%	36%	0%	9%
<b>Closed Sales</b>						
Current Month 2016	106	9	5	0	0	258
Current Month 2015	64	8	7	1	0	197
Difference	42	1	-2	0	0	61
% Change	66%	13%	-29%	0%	0%	31%
Year To Date 2016	1,206	106	129	19	1	3,266
Year To Date 2015	1,166	83	143	12	1	2,932
Difference	40	23	-14	7	0	334
% Change	3%	28%	-10%	58%	0%	11%
<b>Average Sale Price</b>						
Current Month 2016	\$490,665	\$263,554	\$295,582			\$383,450
Current Month 2015	\$442,654	\$222,817	\$252,181	\$306,015		\$351,123
Difference	48,012	40,738	43,400			32,327
% Change	11%	18%	17%			9%
Year To Date 2016	\$470,009	\$256,261	\$280,140	\$254,678	\$115,000	\$373,558
Year To Date 2015	\$447,228	\$227,956	\$259,622	\$253,797	\$110,000	\$359,170
Difference	22,781	28,306	20,518	881	5,000	14,388
% Change	5%	12%	8%	0%	5%	4%

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**Heartland MLS Statistics - Kansas Resale**  
**Month of November 2016**

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
<b>Current Inventory</b>	1,339	369	216	150	87	7,153
<b>New Listings This Month</b>	636	144	67	38	25	2,565
<b>Show for Backup This Month</b>	173	43	14	10	1	655
<b>Pending Contracts</b>						
Current Month 2016	427	89	47	22	17	1,669
Current Month 2015	552	87	49	37	24	2,080
Difference	-125	2	-2	-15	-7	-411
% Change	-23%	2%	-4%	-41%	-29%	-20%
Year To Date 2016	9,348	1,504	913	461	317	32,564
Year To Date 2015	9,411	1,426	852	491	270	31,370
Difference	-63	78	61	-30	47	1,194
% Change	-1%	5%	7%	-6%	17%	4%
<b>Closed Sales</b>						
Current Month 2016	698	114	70	37	21	2,519
Current Month 2015	584	91	50	23	17	1,966
Difference	114	23	20	14	4	553
% Change	20%	25%	40%	61%	24%	28%
Year To Date 2016	9,266	1,503	896	479	313	32,258
Year To Date 2015	9,088	1,393	823	478	259	30,224
Difference	178	110	73	1	54	2,034
% Change	2%	8%	9%	0%	21%	7%
<b>Average Sale Price</b>						
Current Month 2016	\$280,975	\$121,317	\$173,208	\$180,145	\$119,540	\$195,058
Current Month 2015	\$270,224	\$79,056	\$151,205	\$126,770	\$107,182	\$185,923
Difference	10,752	42,261	22,003	53,375	12,358	9,135
% Change	4%	53%	15%	42%	12%	5%
Year To Date 2016	\$275,093	\$119,494	\$173,518	\$204,823	\$133,794	\$198,318
Year To Date 2015	\$262,289	\$100,058	\$166,448	\$186,525	\$123,418	\$186,973
Difference	12,804	19,436	7,070	18,298	10,376	11,345
% Change	5%	19%	4%	10%	8%	6%

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