

Heartland MLS Statistics - Kansas Total

Month of November 2018

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	2,108	356	294	128	94	8,246
New Listings This Month	769	167	82	31	27	2,849
Show for Backup This Month	78	13	6	2	2	312
Pending Contracts						
Current Month 2018	564	110	51	24	17	2,016
Current Month 2017	697	130	69	26	27	2,575
Difference	-133	-20	-18	-2	-10	-559
% Change	-19%	-15%	-26%	-8%	-37%	-22%
Year To Date 2018	10,460	1,670	1,129	517	319	36,804
Year To Date 2017	10,935	1,698	1,069	495	330	37,077
Difference	-475	-28	60	22	-11	-273
% Change	-4%	-2%	6%	4%	-3%	-1%
Closed Sales						
Current Month 2018	865	124	97	37	38	2,982
Current Month 2017	935	148	94	36	26	3,071
Difference	-70	-24	3	1	12	-89
% Change	-7%	-16%	3%	3%	46%	-3%
Year To Date 2018	10,466	1,647	1,139	524	310	36,934
Year To Date 2017	10,574	1,673	1,049	482	318	36,181
Difference	-108	-26	90	42	-8	753
% Change	-1%	-2%	9%	9%	-3%	2%
Average Sale Price						
Current Month 2018	\$336,540	\$142,619	\$221,440	\$219,995	\$166,772	\$241,814
Current Month 2017	\$315,927	\$125,405	\$201,183	\$231,004	\$193,865	\$229,829
Difference	20,613	17,215	20,256	-11,009	-27,094	11,985
% Change	7%	14%	10%	-5%	-14%	5%
Year To Date 2018	\$332,903	\$147,060	\$212,969	\$220,568	\$162,025	\$239,512
Year To Date 2017	\$315,133	\$133,318	\$200,010	\$202,852	\$146,476	\$226,479
Difference	17,770	13,742	12,959	17,716	15,549	13,033
% Change	6%	10%	6%	9%	11%	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 2018

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	827	59	82	12	7	2,131
New Listings This Month	153	12	14	1	1	348
Show for Backup This Month	7	0	0	0	0	12
Pending Contracts						
Current Month 2018	75	6	4	1	0	182
Current Month 2017	92	6	10	3	0	267
Difference	-17	0	-6	-2	0	-85
% Change	-18%	0%	-60%	-67%	0%	-32%
Year To Date 2018	1,285	99	148	36	8	3,564
Year To Date 2017	1,398	103	142	28	2	3,757
Difference	-113	-4	6	8	6	-193
% Change	-8%	-4%	4%	29%	300%	-5%
Closed Sales						
Current Month 2018	109	9	16	3	1	319
Current Month 2017	124	11	18	2	0	324
Difference	-15	-2	-2	1	0	-5
% Change	-12%	-18%	-11%	50%	0%	-2%
Year To Date 2018	1,355	107	143	36	7	3,756
Year To Date 2017	1,310	121	141	19	2	3,580
Difference	45	-14	2	17	5	176
% Change	3%	-12%	1%	89%	250%	5%
Average Sale Price						
Current Month 2018	\$511,923	\$303,516	\$345,778	\$319,492	\$263,000	\$404,627
Current Month 2017	\$494,264	\$298,319	\$325,987	\$286,630		\$393,527
Difference	17,660	5,197	19,791	32,862		11,100
% Change	4%	2%	6%	11%		3%
Year To Date 2018	\$485,576	\$282,776	\$308,855	\$272,098	\$225,936	\$390,543
Year To Date 2017	\$480,478	\$278,173	\$295,536	\$273,399	\$184,500	\$381,971
Difference	5,098	4,603	13,319	-1,301	41,436	8,571
% Change	1%	2%	5%	0%	22%	2%

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 November 2018

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	1,281	297	212	116	87	6,113
New Listings This Month	616	155	68	30	26	2,501
Show for Backup This Month	71	13	6	2	2	300
Pending Contracts						
Current Month 2018	489	104	47	23	17	1,834
Current Month 2017	605	124	59	23	27	2,308
Difference	-116	-20	-12	0	-10	-474
% Change	-19%	-16%	-20%	0%	-37%	-21%
Year To Date 2018	9,175	1,571	981	481	311	33,236
Year To Date 2017	9,537	1,595	927	467	328	33,320
Difference	-362	-24	54	14	-17	-84
% Change	-4%	-2%	6%	3%	-5%	0%
Closed Sales						
Current Month 2018	756	115	81	34	37	2,662
Current Month 2017	811	137	76	34	26	2,747
Difference	-55	-22	5	0	11	-85
% Change	-7%	-16%	7%	0%	42%	-3%
Year To Date 2018	9,111	1,540	996	488	303	33,174
Year To Date 2017	9,264	1,552	908	463	316	32,601
Difference	-153	-12	88	25	-13	573
% Change	-2%	-1%	10%	5%	-4%	2%
Average Sale Price						
Current Month 2018	\$311,253	\$130,028	\$196,879	\$211,216	\$164,171	\$222,364
Current Month 2017	\$288,659	\$111,521	\$171,625	\$227,732	\$193,865	\$210,522
Difference	22,594	18,506	25,254	-16,516	-29,695	11,843
% Change	8%	17%	15%	-7%	-15%	6%
Year To Date 2018	\$310,197	\$137,630	\$199,202	\$216,767	\$160,549	\$222,428
Year To Date 2017	\$291,752	\$122,024	\$185,176	\$199,957	\$146,235	\$209,404
Difference	18,446	15,606	14,026	16,809	14,314	13,024
% Change	6%	13%	8%	8%	10%	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