

Heartland MLS Statistics - Kansas Total

Month of November 2019

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	1,939	337	249	117	70	7,480
New Listings This Month	713	151	72	46	30	2,784
Show for Backup This Month	82	16	15	6	1	360
Pending Contracts						
Current Month 2019	632	113	76	31	24	2,278
Current Month 2018	649	114	60	26	19	2,296
Difference	-17	-1	16	5	5	-18
% Change	-3%	-1%	27%	19%	26%	-1%
Year To Date 2019	10,646	1,771	1,167	471	314	36,701
Year To Date 2018	10,546	1,670	1,136	517	317	37,087
Difference	100	101	31	-46	-3	-386
% Change	1%	6%	3%	-9%	-1%	-1%
Closed Sales						
Current Month 2019	752	138	92	37	26	2,803
Current Month 2018	876	130	97	37	38	3,024
Difference	-124	8	-5	0	-12	-221
% Change	-14%	6%	-5%	0%	-32%	-7%
Year To Date 2019	10,315	1,723	1,141	456	306	35,690
Year To Date 2018	10,504	1,661	1,142	524	312	37,073
Difference	-189	62	-1	-68	-6	-1,383
% Change	-2%	4%	0%	-13%	-2%	-4%
Average Sale Price						
Current Month 2019	\$363,101	\$157,209	\$208,354	\$205,741	\$163,213	\$252,481
Current Month 2018	\$336,975	\$139,422	\$221,440	\$219,995	\$166,772	\$241,564
Difference	26,125	17,787	-13,085	-14,255	-3,558	10,917
% Change	8%	13%	-6%	-6%	-2%	5%
Year To Date 2019	\$348,045	\$154,350	\$229,717	\$233,132	\$162,115	\$252,323
Year To Date 2018	\$333,144	\$146,597	\$212,864	\$220,568	\$161,999	\$239,534
Difference	14,901	7,754	16,853	12,564	115	12,789
% Change	4%	5%	8%	6%	0%	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 2019

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	772	51	89	14	5	1,943
New Listings This Month	140	14	9	5	0	376
Show for Backup This Month	3	0	1	0	0	9
Pending Contracts						
Current Month 2019	97	7	10	3	1	239
Current Month 2018	86	6	6	1	0	203
Difference	11	1	4	2	0	36
% Change	13%	17%	67%	200%	0%	18%
Year To Date 2019	1,275	94	143	30	11	3,569
Year To Date 2018	1,285	99	148	35	7	3,588
Difference	-10	-5	-5	-5	4	-19
% Change	-1%	-5%	-3%	-14%	57%	-1%
Closed Sales						
Current Month 2019	97	4	9	1	0	252
Current Month 2018	110	9	16	3	1	319
Difference	-13	-5	-7	-2	0	-67
% Change	-12%	-56%	-44%	-67%	0%	-21%
Year To Date 2019	1,198	85	139	31	9	3,370
Year To Date 2018	1,361	107	143	36	7	3,766
Difference	-163	-22	-4	-5	2	-396
% Change	-12%	-21%	-3%	-14%	29%	-11%
Average Sale Price						
Current Month 2019	\$571,522	\$278,073	\$298,267	\$240,000		\$450,231
Current Month 2018	\$510,088	\$303,516	\$345,778	\$319,492	\$263,000	\$405,160
Difference	61,435	-25,443	-47,512	-79,492		45,071
% Change	12%	-8%	-14%	-25%		11%
Year To Date 2019	\$520,448	\$289,762	\$336,760	\$289,454	\$186,211	\$411,387
Year To Date 2018	\$485,564	\$282,776	\$308,855	\$272,098	\$225,936	\$390,854
Difference	34,884	6,986	27,905	17,356	-39,725	20,533
% Change	7%	2%	9%	6%	-18%	5%

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Heartland MLS Statistics - Kansas Resale
Month of November 2019

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	1,167	286	160	103	65	5,537
New Listings This Month	573	137	63	41	30	2,408
Show for Backup This Month	79	16	14	6	1	351
Pending Contracts						
Current Month 2019	535	106	66	28	23	2,039
Current Month 2018	563	108	54	25	19	2,093
Difference	-28	-2	12	3	4	-54
% Change	-5%	-2%	22%	12%	21%	-3%
Year To Date 2019	9,371	1,677	1,024	441	303	33,130
Year To Date 2018	9,261	1,571	988	482	310	33,495
Difference	110	106	36	-41	-7	-365
% Change	1%	7%	4%	-9%	-2%	-1%
Closed Sales						
Current Month 2019	655	134	83	36	26	2,551
Current Month 2018	766	121	81	34	37	2,704
Difference	-111	13	2	2	-11	-153
% Change	-14%	11%	2%	6%	-30%	-6%
Year To Date 2019	9,117	1,638	1,002	425	297	32,318
Year To Date 2018	9,143	1,554	999	488	305	33,303
Difference	-26	84	3	-63	-8	-985
% Change	0%	5%	0%	-13%	-3%	-3%
Average Sale Price						
Current Month 2019	\$332,235	\$153,601	\$198,605	\$204,789	\$163,213	\$232,946
Current Month 2018	\$312,116	\$127,216	\$196,879	\$211,216	\$164,171	\$222,324
Difference	20,119	26,385	1,726	-6,427	-958	10,623
% Change	6%	21%	1%	-3%	-1%	5%
Year To Date 2019	\$325,391	\$147,324	\$214,868	\$229,024	\$161,384	\$235,728
Year To Date 2018	\$310,456	\$137,220	\$199,124	\$216,767	\$160,532	\$222,438
Difference	14,935	10,103	15,744	12,257	853	13,289
% Change	5%	7%	8%	6%	1%	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