

## Heartland MLS Statistics - Kansas Total

Month of November 2020

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
<b>Current Inventory</b>	1,066	157	164	66	46	4,285
<b>New Listings This Month</b>	766	147	119	41	25	2,979
<b>Show for Backup This Month</b>	95	13	13	9	2	373
<b>Pending Contracts</b>						
Current Month 2020	739	139	84	31	29	2,726
Current Month 2019	722	127	87	38	26	2,640
Difference	17	12	-3	-7	3	86
% Change	2%	9%	-3%	-18%	12%	3%
Year To Date 2020	11,685	1,834	1,281	515	353	40,353
Year To Date 2019	10,732	1,778	1,177	476	318	37,186
Difference	953	56	104	39	35	3,167
% Change	9%	3%	9%	8%	11%	9%
<b>Closed Sales</b>						
Current Month 2020	996	173	107	35	20	3,424
Current Month 2019	776	145	93	37	26	2,883
Difference	220	28	14	-2	-6	541
% Change	28%	19%	15%	-5%	-23%	19%
Year To Date 2020	10,927	1,724	1,183	513	325	37,988
Year To Date 2019	10,374	1,739	1,144	458	308	36,023
Difference	553	-15	39	55	17	1,965
% Change	5%	-1%	3%	12%	6%	5%
<b>Average Sale Price</b>						
Current Month 2020	\$397,818	\$180,655	\$249,586	\$303,076	\$212,430	\$293,976
Current Month 2019	\$362,874	\$159,448	\$207,781	\$205,741	\$163,213	\$251,491
Difference	34,945	21,207	41,806	97,335	49,217	42,485
% Change	10%	13%	20%	47%	30%	17%
Year To Date 2020	\$380,592	\$175,599	\$251,214	\$257,062	\$188,261	\$277,054
Year To Date 2019	\$347,928	\$154,664	\$229,476	\$232,629	\$162,237	\$251,557
Difference	32,665	20,935	21,738	24,433	26,024	25,497
% Change	9%	14%	9%	11%	16%	10%

**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 2020**

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
<b>Current Inventory</b>	426	21	61	16	1	1,176
<b>New Listings This Month</b>	133	7	36	2	1	376
<b>Show for Backup This Month</b>	6	1	1	1	0	18
<b>Pending Contracts</b>						
Current Month 2020	125	12	21	0	1	305
Current Month 2019	108	8	11	3	1	263
Difference	17	4	10	0	0	42
% Change	16%	50%	91%	0%	0%	16%
Year To Date 2020	1,814	120	229	31	18	5,005
Year To Date 2019	1,272	94	143	29	11	3,575
Difference	542	26	86	2	7	1,430
% Change	43%	28%	60%	7%	64%	40%
<b>Closed Sales</b>						
Current Month 2020	127	8	13	1	0	362
Current Month 2019	102	5	9	1	0	262
Difference	25	3	4	0	0	100
% Change	25%	60%	44%	0%	0%	38%
Year To Date 2020	1,436	98	186	32	15	4,146
Year To Date 2019	1,211	87	139	31	10	3,390
Difference	225	11	47	1	5	756
% Change	19%	13%	34%	3%	50%	22%
<b>Average Sale Price</b>						
Current Month 2020	\$603,069	\$270,668	\$333,110	\$352,728		\$465,444
Current Month 2019	\$577,977	\$287,338	\$298,267	\$240,000		\$453,930
Difference	25,092	-16,670	34,843	112,728		11,513
% Change	4%	-6%	12%	47%		3%
Year To Date 2020	\$543,445	\$291,422	\$339,236	\$284,883	\$212,152	\$429,846
Year To Date 2019	\$520,869	\$291,303	\$336,760	\$289,454	\$189,090	\$411,867
Difference	22,575	119	2,475	-4,572	23,062	17,979
% Change	4%	0%	1%	-2%	12%	4%

**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 2020**

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
<b>Current Inventory</b>	640	136	103	50	45	3,106
<b>New Listings This Month</b>	633	140	83	39	24	2,603
<b>Show for Backup This Month</b>	89	12	12	8	2	355
<b>Pending Contracts</b>						
Current Month 2020	614	127	63	31	28	2,421
Current Month 2019	614	119	76	35	25	2,362
Difference	0	8	-13	-4	3	59
% Change	0%	7%	-17%	-11%	12%	2%
Year To Date 2020	9,871	1,714	1,052	484	335	35,314
Year To Date 2019	9,460	1,684	1,034	447	307	33,476
Difference	411	30	18	37	28	1,838
% Change	4%	2%	2%	8%	9%	5%
<b>Closed Sales</b>						
Current Month 2020	869	165	94	34	20	3,061
Current Month 2019	674	140	84	36	26	2,613
Difference	195	25	10	-2	-6	448
% Change	29%	18%	12%	-6%	-23%	17%
Year To Date 2020	9,491	1,626	997	481	310	33,802
Year To Date 2019	9,163	1,652	1,005	427	298	32,494
Difference	328	-26	-8	54	12	1,308
% Change	4%	-2%	-1%	13%	4%	4%
<b>Average Sale Price</b>						
Current Month 2020	\$367,822	\$176,291	\$238,035	\$301,616	\$212,430	\$273,785
Current Month 2019	\$330,321	\$154,880	\$198,086	\$204,789	\$163,213	\$231,591
Difference	37,501	21,411	39,950	96,827	49,217	42,194
% Change	11%	14%	20%	47%	30%	18%
Year To Date 2020	\$355,953	\$168,618	\$234,793	\$255,211	\$187,105	\$258,511
Year To Date 2019	\$325,071	\$147,468	\$214,638	\$228,503	\$161,336	\$235,447
Difference	30,881	21,150	20,155	26,708	25,769	23,064
% Change	9%	14%	9%	12%	16%	10%

**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**