

Heartland MLS Statistics - Kansas Total

Month of December 2013

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	2,227	590	469	198	175	11,796
New Listings This Month	485	128	63	36	20	2,091
Show for Backup This Month	104	21	6	3	1	355
Pending Contracts						
Current Month 2013	385	83	39	21	16	1,364
Current Month 2012	475	86	38	18	12	1,630
Difference	-90	-3	1	3	4	-266
% Change	-19%	-3%	3%	17%	33%	-16%
Year To Date 2013	10,084	1,477	805	424	320	31,204
Year To Date 2012	9,100	1,490	795	415	246	29,340
Difference	984	-13	10	9	74	1,864
% Change	11%	-1%	1%	2%	30%	6%
Closed Sales						
Current Month 2013	737	115	57	34	26	2,229
Current Month 2012	694	112	62	37	12	2,196
Difference	43	3	-5	-3	14	33
% Change	6%	3%	-8%	-8%	117%	2%
Year To Date 2013	10,223	1,465	798	415	323	31,495
Year To Date 2012	8,876	1,486	801	418	241	28,840
Difference	1,347	-21	-3	-3	82	2,655
% Change	15%	-1%	0%	-1%	34%	9%
Average Sale Price						
Current Month 2013	\$262,014	\$94,853	\$161,544	\$195,890	\$126,883	\$190,179
Current Month 2012	\$269,798	\$79,881	\$148,171	\$187,865	\$54,821	\$177,109
Difference	-7,784	14,973	13,373	8,025	72,062	13,071
% Change	-3%	19%	9%	4%	131%	7%
Year To Date 2013	\$261,695	\$87,085	\$164,413	\$175,352	\$110,839	\$183,435
Year To Date 2012	\$248,183	\$75,142	\$150,425	\$159,860	\$105,746	\$168,208
Difference	13,511	11,944	13,988	15,491	5,093	15,227
% Change	5%	16%	9%	10%	5%	9%

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 December 2013

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	458	44	55	9	2	1,326
New Listings This Month	88	1	14	0	0	217
Show for Backup This Month	1	2	0	0	0	9
Pending Contracts						
Current Month 2013	70	5	5	0	0	158
Current Month 2012	87	6	6	1	0	186
Difference	-17	-1	-1	0	0	-28
% Change	-20%	-17%	-17%	0%	0%	-15%
Year To Date 2013	1,179	77	104	8	2	2,669
Year To Date 2012	1,138	72	81	8	3	2,529
Difference	41	5	23	0	-1	140
% Change	4%	7%	28%	0%	-33%	6%
Closed Sales						
Current Month 2013	96	9	7	0	0	208
Current Month 2012	109	4	8	1	0	220
Difference	-13	5	-1	0	0	-12
% Change	-12%	125%	-13%	0%	0%	-5%
Year To Date 2013	1,175	76	95	10	2	2,602
Year To Date 2012	995	57	80	6	3	2,269
Difference	180	19	15	4	-1	333
% Change	18%	33%	19%	67%	-33%	15%
Average Sale Price						
Current Month 2013	\$413,923	\$239,462	\$270,807			\$357,330
Current Month 2012	\$413,957	\$220,263	\$264,250	\$211,300		\$347,898
Difference	-34	19,200	6,557			9,432
% Change	0%	9%	2%			3%
Year To Date 2013	\$409,507	\$225,454	\$252,072	\$262,523	\$245,950	\$345,863
Year To Date 2012	\$378,172	\$200,281	\$233,802	\$204,137	\$172,400	\$318,510
Difference	31,336	25,174	18,270	58,386	73,550	27,353
% Change	8%	13%	8%	29%	43%	9%

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Heartland MLS Statistics - Kansas Resale

Month of December 2013

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	1,769	546	414	189	173	10,470
New Listings This Month	397	127	49	36	20	1,874
Show for Backup This Month	103	19	6	3	1	346
Pending Contracts						
Current Month 2013	315	78	34	21	16	1,206
Current Month 2012	388	80	32	17	12	1,444
Difference	-73	-2	2	4	4	-238
% Change	-19%	-3%	6%	24%	33%	-16%
Year To Date 2013	8,905	1,400	701	416	318	28,535
Year To Date 2012	7,962	1,418	714	407	243	26,811
Difference	943	-18	-13	9	75	1,724
% Change	12%	-1%	-2%	2%	31%	6%
Closed Sales						
Current Month 2013	641	106	50	34	26	2,021
Current Month 2012	585	108	54	36	12	1,976
Difference	56	-2	-4	-2	14	45
% Change	10%	-2%	-7%	-6%	117%	2%
Year To Date 2013	9,048	1,389	703	405	321	28,893
Year To Date 2012	7,881	1,429	721	412	238	26,571
Difference	1,167	-40	-18	-7	83	2,322
% Change	15%	-3%	-2%	-2%	35%	9%
Average Sale Price						
Current Month 2013	\$239,264	\$82,575	\$146,248	\$195,890	\$126,883	\$172,976
Current Month 2012	\$242,938	\$74,681	\$130,974	\$187,214	\$54,821	\$158,094
Difference	-3,674	7,894	15,274	8,676	72,062	14,882
% Change	-2%	11%	12%	5%	131%	9%
Year To Date 2013	\$242,499	\$79,514	\$152,567	\$173,199	\$109,997	\$168,807
Year To Date 2012	\$231,772	\$70,150	\$141,173	\$159,215	\$104,906	\$155,373
Difference	10,728	9,364	11,394	13,984	5,091	13,434
% Change	5%	13%	8%	9%	5%	9%

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Show for Backup Contracts = Show for Backup status and Contract date within time period specified