

Heartland MLS Statistics - Kansas Total

Month of December 2016

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	1,735	404	246	145	87	7,890
New Listings This Month	467	96	57	20	18	1,928
Show for Backup This Month	117	31	11	6	1	495
Pending Contracts						
Current Month 2016	389	80	40	17	13	1,488
Current Month 2015	508	116	51	35	15	1,917
Difference	-119	-36	-11	-18	-2	-429
% Change	-23%	-31%	-22%	-51%	-13%	-22%
Year To Date 2016	11,256	1,751	1,108	502	331	38,185
Year To Date 2015	11,181	1,628	1,063	540	286	36,498
Difference	75	123	45	-38	45	1,687
% Change	1%	8%	4%	-7%	16%	5%
Closed Sales						
Current Month 2016	829	141	78	32	18	2,855
Current Month 2015	770	118	88	31	29	2,694
Difference	59	23	-10	1	-11	161
% Change	8%	19%	-11%	3%	-38%	6%
Year To Date 2016	11,310	1,751	1,103	531	332	38,408
Year To Date 2015	11,024	1,595	1,054	521	289	35,854
Difference	286	156	49	10	43	2,554
% Change	3%	10%	5%	2%	15%	7%
Average Sale Price						
Current Month 2016	\$301,786	\$125,221	\$214,638	\$223,356	\$145,283	\$213,161
Current Month 2015	\$289,985	\$110,648	\$177,777	\$187,556	\$113,803	\$204,549
Difference	11,801	14,573	36,862	35,801	31,480	8,612
% Change	4%	13%	21%	19%	28%	4%
Year To Date 2016	\$297,941	\$128,216	\$188,896	\$208,449	\$134,361	\$214,374
Year To Date 2015	\$283,785	\$107,487	\$180,035	\$188,136	\$122,407	\$202,369
Difference	14,157	20,729	8,861	20,314	11,954	12,006
% Change	5%	19%	5%	11%	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

Heartland MLS Statistics - Kansas New Homes
Month of December 2016

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	626	75	56	9	1	1,679
New Listings This Month	90	8	7	2	0	228
Show for Backup This Month	2	3	0	0	0	16
Pending Contracts						
Current Month 2016	57	8	3	0	0	166
Current Month 2015	82	6	7	1	0	205
Difference	-25	2	-4	0	0	-39
% Change	-30%	33%	-57%	0%	0%	-19%
Year To Date 2016	1,404	142	142	19	1	3,710
Year To Date 2015	1,344	91	167	15	1	3,412
Difference	60	51	-25	4	0	298
% Change	4%	56%	-15%	27%	0%	9%
Closed Sales						
Current Month 2016	117	15	19	2	0	319
Current Month 2015	110	6	11	1	0	277
Difference	7	9	8	1	0	42
% Change	6%	150%	73%	100%	0%	15%
Year To Date 2016	1,325	121	148	21	1	3,589
Year To Date 2015	1,276	89	154	13	1	3,209
Difference	49	32	-6	8	0	380
% Change	4%	36%	-4%	62%	0%	12%
Average Sale Price						
Current Month 2016	\$481,403	\$237,887	\$283,935	\$338,545		\$372,516
Current Month 2015	\$483,040	\$242,983	\$277,763	\$259,950		\$395,152
Difference	-1,637	-5,095	6,172	78,595		-22,635
% Change	0%	-2%	2%	30%		-6%
Year To Date 2016	\$471,618	\$253,984	\$280,627	\$262,665	\$115,000	\$373,695
Year To Date 2015	\$450,315	\$228,969	\$260,917	\$254,270	\$110,000	\$362,276
Difference	21,303	25,015	19,710	8,395	5,000	11,419
% Change	5%	11%	8%	3%	5%	3%

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Heartland MLS Statistics - Kansas Resale
Month of December 2016

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	1,109	329	190	136	86	6,211
New Listings This Month	377	88	50	18	18	1,700
Show for Backup This Month	115	28	11	6	1	479
Pending Contracts						
Current Month 2016	332	72	37	17	13	1,322
Current Month 2015	426	110	44	34	15	1,712
Difference	-94	-38	-7	-17	-2	-390
% Change	-22%	-35%	-16%	-50%	-13%	-23%
Year To Date 2016	9,852	1,609	966	483	330	34,475
Year To Date 2015	9,837	1,537	896	525	285	33,083
Difference	15	72	70	-42	45	1,392
% Change	0%	5%	8%	-8%	16%	4%
Closed Sales						
Current Month 2016	712	126	59	30	18	2,536
Current Month 2015	660	112	77	30	29	2,417
Difference	52	14	-18	0	-11	119
% Change	8%	13%	-23%	0%	-38%	5%
Year To Date 2016	9,985	1,630	955	510	331	34,819
Year To Date 2015	9,748	1,506	900	508	288	32,642
Difference	237	124	55	2	43	2,177
% Change	2%	8%	6%	0%	15%	7%
Average Sale Price						
Current Month 2016	\$272,271	\$111,809	\$192,323	\$215,677	\$145,283	\$193,116
Current Month 2015	\$257,809	\$103,559	\$163,493	\$185,143	\$113,803	\$182,705
Difference	14,462	8,250	28,830	30,535	31,480	10,411
% Change	6%	8%	18%	16%	28%	6%
Year To Date 2016	\$274,895	\$118,880	\$174,680	\$206,217	\$134,419	\$197,952
Year To Date 2015	\$261,986	\$100,308	\$166,196	\$186,443	\$122,450	\$186,654
Difference	12,909	18,572	8,484	19,774	11,969	11,299
% Change	5%	19%	5%	11%	10%	6%

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