

Heartland MLS Statistics - Kansas Total

Month of December 2017

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	1,755	318	259	102	75	7,488
New Listings This Month	494	121	74	30	22	2,270
Show for Backup This Month	94	33	9	6	0	491
Pending Contracts						
Current Month 2017	468	73	63	29	18	1,767
Current Month 2016	481	99	46	22	12	1,886
Difference	-13	-26	17	7	6	-119
% Change	-3%	-26%	37%	32%	50%	-6%
Year To Date 2017	11,393	1,782	1,132	529	347	38,829
Year To Date 2016	11,370	1,776	1,118	511	328	38,611
Difference	23	6	14	18	19	218
% Change	0%	0%	1%	4%	6%	1%
Closed Sales						
Current Month 2017	817	149	83	36	30	2,840
Current Month 2016	846	150	81	33	18	2,928
Difference	-29	-1	2	3	12	-88
% Change	-3%	-1%	2%	9%	67%	-3%
Year To Date 2017	11,374	1,821	1,131	518	349	38,972
Year To Date 2016	11,379	1,765	1,110	535	333	38,626
Difference	-5	56	21	-17	16	346
% Change	0%	3%	2%	-3%	5%	1%
Average Sale Price						
Current Month 2017	\$323,125	\$134,093	\$200,983	\$268,306	\$124,977	\$229,730
Current Month 2016	\$306,330	\$125,051	\$212,505	\$217,740	\$145,283	\$213,386
Difference	16,795	9,041	-11,522	50,566	-20,307	16,344
% Change	5%	7%	-5%	23%	-14%	8%
Year To Date 2017	\$315,707	\$133,320	\$200,110	\$207,401	\$144,718	\$226,713
Year To Date 2016	\$298,240	\$128,356	\$188,856	\$208,287	\$134,426	\$214,384
Difference	17,467	4,964	11,254	-886	10,292	12,330
% Change	6%	4%	6%	0%	8%	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 2017

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	721	72	66	11	3	1,971
New Listings This Month	96	10	17	2	1	302
Show for Backup This Month	3	0	0	0	0	24
Pending Contracts						
Current Month 2017	99	8	10	2	0	245
Current Month 2016	61	8	3	0	0	185
Difference	38	0	7	0	0	60
% Change	62%	0%	233%	0%	0%	32%
Year To Date 2017	1,505	113	151	31	2	3,988
Year To Date 2016	1,400	148	146	19	1	3,748
Difference	105	-35	5	12	1	240
% Change	8%	-24%	3%	63%	100%	6%
Closed Sales						
Current Month 2017	102	8	16	4	0	310
Current Month 2016	123	15	19	2	0	327
Difference	-21	-7	-3	2	0	-17
% Change	-17%	-47%	-16%	100%	0%	-5%
Year To Date 2017	1,408	129	157	23	2	3,884
Year To Date 2016	1,337	121	148	21	1	3,607
Difference	71	8	9	2	1	277
% Change	5%	7%	6%	10%	100%	8%
Average Sale Price						
Current Month 2017	\$477,893	\$251,524	\$293,053	\$308,602		\$379,607
Current Month 2016	\$480,103	\$237,887	\$283,935	\$338,545		\$374,658
Difference	-2,210	13,637	9,118	-29,944		4,948
% Change	0%	6%	3%	-9%		1%
Year To Date 2017	\$480,495	\$276,917	\$295,283	\$279,522	\$184,500	\$381,763
Year To Date 2016	\$472,197	\$253,984	\$280,627	\$262,665	\$115,000	\$374,218
Difference	8,298	22,933	14,655	16,856	69,500	7,544
% Change	2%	9%	5%	6%	60%	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 December 2017

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	1,034	246	193	91	72	5,517
New Listings This Month	398	111	57	28	21	1,968
Show for Backup This Month	91	33	9	6	0	467
Pending Contracts						
Current Month 2017	369	65	53	27	18	1,522
Current Month 2016	420	91	43	22	12	1,701
Difference	-51	-26	10	5	6	-179
% Change	-12%	-29%	23%	23%	50%	-11%
Year To Date 2017	9,888	1,669	981	498	345	34,841
Year To Date 2016	9,970	1,628	972	492	327	34,863
Difference	-82	41	9	6	18	-22
% Change	-1%	3%	1%	1%	6%	0%
Closed Sales						
Current Month 2017	715	141	67	32	30	2,530
Current Month 2016	723	135	62	31	18	2,601
Difference	-8	6	5	1	12	-71
% Change	-1%	4%	8%	3%	67%	-3%
Year To Date 2017	9,966	1,692	974	495	347	35,088
Year To Date 2016	10,042	1,644	962	514	332	35,019
Difference	-76	48	12	-19	15	69
% Change	-1%	3%	1%	-4%	5%	0%
Average Sale Price						
Current Month 2017	\$301,046	\$127,430	\$178,996	\$263,269	\$124,977	\$211,366
Current Month 2016	\$276,766	\$112,514	\$190,615	\$209,946	\$145,283	\$193,111
Difference	24,279	14,916	-11,619	53,323	-20,307	18,255
% Change	9%	13%	-6%	25%	-14%	9%
Year To Date 2017	\$292,426	\$122,372	\$184,769	\$204,050	\$144,489	\$209,550
Year To Date 2016	\$275,080	\$119,110	\$174,737	\$206,065	\$134,484	\$197,920
Difference	17,346	3,262	10,031	-2,015	10,004	11,630
% Change	6%	3%	6%	-1%	7%	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