

Heartland MLS Statistics - Kansas Total

Month of December 2018

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	1,985	346	287	104	87	7,618
New Listings This Month	517	122	65	18	16	1,994
Show for Backup This Month	75	21	5	3	5	272
Pending Contracts						
Current Month 2018	428	92	40	25	18	1,662
Current Month 2017	561	98	68	36	16	2,183
Difference	-133	-6	-28	-11	2	-521
% Change	-24%	-6%	-41%	-31%	13%	-24%
Year To Date 2018	10,973	1,763	1,177	543	339	38,751
Year To Date 2017	11,499	1,796	1,137	531	346	39,262
Difference	-526	-33	40	12	-7	-511
% Change	-5%	-2%	4%	2%	-2%	-1%
Closed Sales						
Current Month 2018	674	115	53	30	24	2,398
Current Month 2017	835	150	84	37	30	2,884
Difference	-161	-35	-31	-7	-6	-486
% Change	-19%	-23%	-37%	-19%	-20%	-17%
Year To Date 2018	11,163	1,770	1,194	554	336	39,418
Year To Date 2017	11,410	1,823	1,133	519	348	39,066
Difference	-247	-53	61	35	-12	352
% Change	-2%	-3%	5%	7%	-3%	1%
Average Sale Price						
Current Month 2018	\$347,206	\$155,741	\$229,809	\$289,147	\$157,918	\$244,527
Current Month 2017	\$321,837	\$133,899	\$198,947	\$268,983	\$124,977	\$229,211
Difference	25,369	21,843	30,862	20,163	32,941	15,317
% Change	8%	16%	16%	7%	26%	7%
Year To Date 2018	\$333,717	\$147,447	\$213,717	\$224,282	\$161,708	\$239,767
Year To Date 2017	\$315,625	\$133,365	\$199,931	\$207,567	\$144,622	\$226,684
Difference	18,092	14,082	13,786	16,715	17,085	13,084
% Change	6%	11%	7%	8%	12%	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 2018

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	846	60	95	13	5	2,164
New Listings This Month	97	5	7	0	0	245
Show for Backup This Month	2	0	0	0	0	7
Pending Contracts						
Current Month 2018	62	1	8	2	1	161
Current Month 2017	102	8	9	2	0	269
Difference	-40	-7	-1	0	0	-108
% Change	-39%	-88%	-11%	0%	0%	-40%
Year To Date 2018	1,351	100	159	38	9	3,747
Year To Date 2017	1,502	111	151	30	2	4,027
Difference	-151	-11	8	8	7	-280
% Change	-10%	-10%	5%	27%	350%	-7%
Closed Sales						
Current Month 2018	97	6	9	1	0	254
Current Month 2017	103	8	16	5	0	317
Difference	-6	-2	-7	-4	0	-63
% Change	-6%	-25%	-44%	-80%	0%	-20%
Year To Date 2018	1,458	113	152	37	7	4,017
Year To Date 2017	1,413	129	157	24	2	3,897
Difference	45	-16	-5	13	5	120
% Change	3%	-12%	-3%	54%	250%	3%
Average Sale Price						
Current Month 2018	\$538,575	\$284,330	\$375,177	\$380,000		\$422,724
Current Month 2017	\$478,545	\$251,524	\$293,053	\$305,557		\$378,043
Difference	60,030	32,806	82,124	74,443		44,681
% Change	13%	13%	28%	24%		12%
Year To Date 2018	\$489,112	\$282,859	\$312,782	\$275,015	\$225,936	\$392,724
Year To Date 2017	\$480,337	\$276,520	\$295,283	\$280,099	\$184,500	\$381,652
Difference	8,775	6,338	17,499	-5,084	41,436	11,073
% Change	2%	2%	6%	-2%	22%	3%

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Heartland MLS Statistics - Kansas Resale
Month of December 2018

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
Current Inventory	1,139	286	192	91	82	5,452
New Listings This Month	420	117	58	18	16	1,749
Show for Backup This Month	73	21	5	3	5	265
Pending Contracts						
Current Month 2018	366	91	32	23	17	1,501
Current Month 2017	459	90	59	34	16	1,914
Difference	-93	1	-27	-11	1	-413
% Change	-20%	1%	-46%	-32%	6%	-22%
Year To Date 2018	9,622	1,663	1,018	505	330	35,000
Year To Date 2017	9,997	1,685	986	501	344	35,235
Difference	-375	-22	32	4	-14	-235
% Change	-4%	-1%	3%	1%	-4%	-1%
Closed Sales						
Current Month 2018	577	109	44	29	24	2,144
Current Month 2017	732	142	68	32	30	2,567
Difference	-155	-33	-24	-3	-6	-423
% Change	-21%	-23%	-35%	-9%	-20%	-16%
Year To Date 2018	9,705	1,657	1,042	517	329	35,397
Year To Date 2017	9,997	1,694	976	495	346	35,169
Difference	-292	-37	66	22	-17	228
% Change	-3%	-2%	7%	4%	-5%	1%
Average Sale Price						
Current Month 2018	\$315,035	\$148,663	\$200,075	\$286,014	\$157,918	\$223,416
Current Month 2017	\$299,787	\$127,272	\$176,804	\$263,269	\$124,977	\$210,831
Difference	15,248	21,391	23,270	22,745	32,941	12,585
% Change	5%	17%	13%	9%	26%	6%
Year To Date 2018	\$310,371	\$138,213	\$199,266	\$220,651	\$160,341	\$222,424
Year To Date 2017	\$292,344	\$122,464	\$184,593	\$204,050	\$144,392	\$209,512
Difference	18,027	15,749	14,673	16,601	15,949	12,912
% Change	6%	13%	8%	8%	11%	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