

## Heartland MLS Statistics - Kansas Total

Month of December 2019

|                                   | Johnson Co. | Wyandotte Co. | Leav Co.  | Miami Co. | Franklin Co. | Heartland |
|-----------------------------------|-------------|---------------|-----------|-----------|--------------|-----------|
| <b>Current Inventory</b>          | 1,656       | 302           | 250       | 101       | 69           | 6,539     |
| <b>New Listings This Month</b>    | 478         | 113           | 60        | 23        | 17           | 1,925     |
| <b>Show for Backup This Month</b> | 77          | 15            | 2         | 3         | 5            | 269       |
| <b>Pending Contracts</b>          |             |               |           |           |              |           |
| Current Month 2019                | 464         | 80            | 48        | 35        | 12           | 1,773     |
| Current Month 2018                | 498         | 105           | 45        | 30        | 21           | 1,902     |
| Difference                        | -34         | -25           | 3         | 5         | -9           | -129      |
| % Change                          | -7%         | -24%          | 7%        | 17%       | -43%         | -7%       |
| Year To Date 2019                 | 11,204      | 1,857         | 1,227     | 513       | 328          | 38,823    |
| Year To Date 2018                 | 11,043      | 1,775         | 1,181     | 547       | 338          | 38,989    |
| Difference                        | 161         | 82            | 46        | -34       | -10          | -166      |
| % Change                          | 1%          | 5%            | 4%        | -6%       | -3%          | 0%        |
| <b>Closed Sales</b>               |             |               |           |           |              |           |
| Current Month 2019                | 804         | 133           | 92        | 47        | 25           | 2,927     |
| Current Month 2018                | 683         | 115           | 53        | 30        | 24           | 2,423     |
| Difference                        | 121         | 18            | 39        | 17        | 1            | 504       |
| % Change                          | 18%         | 16%           | 74%       | 57%       | 4%           | 21%       |
| Year To Date 2019                 | 11,163      | 1,865         | 1,234     | 504       | 333          | 38,747    |
| Year To Date 2018                 | 11,187      | 1,776         | 1,195     | 554       | 336          | 39,496    |
| Difference                        | -24         | 89            | 39        | -50       | -3           | -749      |
| % Change                          | 0%          | 5%            | 3%        | -9%       | -1%          | -2%       |
| <b>Average Sale Price</b>         |             |               |           |           |              |           |
| Current Month 2019                | \$353,871   | \$162,690     | \$224,340 | \$332,830 | \$128,416    | \$254,559 |
| Current Month 2018                | \$346,132   | \$155,741     | \$229,809 | \$289,147 | \$158,126    | \$243,837 |
| Difference                        | 7,739       | 6,949         | -5,469    | 43,683    | -29,710      | 10,722    |
| % Change                          | 2%          | 4%            | -2%       | 15%       | -19%         | 4%        |
| Year To Date 2019                 | \$348,438   | \$155,207     | \$229,244 | \$242,250 | \$159,698    | \$252,403 |
| Year To Date 2018                 | \$333,937   | \$147,189     | \$213,616 | \$224,282 | \$161,723    | \$239,798 |
| Difference                        | 14,501      | 8,018         | 15,628    | 17,968    | -2,024       | 12,604    |
| % Change                          | 4%          | 5%            | 7%        | 8%        | -1%          | 5%        |

**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 2019**

|                                   | Johnson Co. | Wyandotte Co. | Leav Co.  | Miami Co. | Franklin Co. | Heartland |
|-----------------------------------|-------------|---------------|-----------|-----------|--------------|-----------|
| <b>Current Inventory</b>          | 736         | 47            | 103       | 18        | 4            | 1,926     |
| <b>New Listings This Month</b>    | 100         | 7             | 5         | 0         | 1            | 222       |
| <b>Show for Backup This Month</b> | 1           | 2             | 1         | 0         | 0            | 12        |
| <b>Pending Contracts</b>          |             |               |           |           |              |           |
| Current Month 2019                | 95          | 5             | 8         | 2         | 0            | 228       |
| Current Month 2018                | 65          | 1             | 8         | 3         | 1            | 178       |
| Difference                        | 30          | 4             | 0         | -1        | 0            | 50        |
| % Change                          | 46%         | 400%          | 0%        | -33%      | 0%           | 28%       |
| Year To Date 2019                 | 1,378       | 98            | 151       | 32        | 11           | 3,811     |
| Year To Date 2018                 | 1,350       | 100           | 156       | 38        | 8            | 3,766     |
| Difference                        | 28          | -2            | -5        | -6        | 3            | 45        |
| % Change                          | 2%          | -2%           | -3%       | -16%      | 38%          | 1%        |
| <b>Closed Sales</b>               |             |               |           |           |              |           |
| Current Month 2019                | 126         | 7             | 16        | 1         | 1            | 298       |
| Current Month 2018                | 98          | 6             | 9         | 1         | 0            | 255       |
| Difference                        | 28          | 1             | 7         | 0         | 0            | 43        |
| % Change                          | 29%         | 17%           | 78%       | 0%        | 0%           | 17%       |
| Year To Date 2019                 | 1,336       | 94            | 155       | 32        | 11           | 3,687     |
| Year To Date 2018                 | 1,459       | 113           | 152       | 37        | 7            | 4,021     |
| Difference                        | -123        | -19           | 3         | -5        | 4            | -334      |
| % Change                          | -8%         | -17%          | 2%        | -14%      | 57%          | -8%       |
| <b>Average Sale Price</b>         |             |               |           |           |              |           |
| Current Month 2019                | \$532,916   | \$282,819     | \$360,437 | \$289,500 | \$167,000    | \$433,650 |
| Current Month 2018                | \$536,824   | \$284,330     | \$375,177 | \$380,000 |              | \$423,098 |
| Difference                        | -3,908      | -1,511        | -14,741   | -90,500   |              | 10,552    |
| % Change                          | -1%         | -1%           | -4%       | -24%      |              | 2%        |
| Year To Date 2019                 | \$521,759   | \$290,671     | \$339,204 | \$289,456 | \$187,082    | \$413,503 |
| Year To Date 2018                 | \$489,007   | \$282,859     | \$312,782 | \$275,015 | \$225,936    | \$392,898 |
| Difference                        | 32,752      | 7,812         | 26,422    | 14,441    | -38,854      | 20,605    |
| % Change                          | 7%          | 3%            | 8%        | 5%        | -17%         | 5%        |

**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 2019

|                                   | Johnson Co. | Wyandotte Co. | Leav Co.  | Miami Co. | Franklin Co. | Heartland |
|-----------------------------------|-------------|---------------|-----------|-----------|--------------|-----------|
| <b>Current Inventory</b>          | 920         | 255           | 147       | 83        | 65           | 4,613     |
| <b>New Listings This Month</b>    | 378         | 106           | 55        | 23        | 16           | 1,703     |
| <b>Show for Backup This Month</b> | 76          | 13            | 1         | 3         | 5            | 257       |
| <b>Pending Contracts</b>          |             |               |           |           |              |           |
| Current Month 2019                | 369         | 75            | 40        | 33        | 12           | 1,545     |
| Current Month 2018                | 433         | 104           | 37        | 27        | 20           | 1,724     |
| Difference                        | -64         | -29           | 3         | 6         | -8           | -179      |
| % Change                          | -15%        | -28%          | 8%        | 22%       | -40%         | -10%      |
| Year To Date 2019                 | 9,826       | 1,759         | 1,076     | 481       | 317          | 35,010    |
| Year To Date 2018                 | 9,693       | 1,675         | 1,025     | 509       | 330          | 35,219    |
| Difference                        | 133         | 84            | 51        | -28       | -13          | -209      |
| % Change                          | 1%          | 5%            | 5%        | -6%       | -4%          | -1%       |
| <b>Closed Sales</b>               |             |               |           |           |              |           |
| Current Month 2019                | 678         | 126           | 76        | 46        | 24           | 2,629     |
| Current Month 2018                | 585         | 109           | 44        | 29        | 24           | 2,168     |
| Difference                        | 93          | 17            | 32        | 17        | 0            | 461       |
| % Change                          | 16%         | 16%           | 73%       | 59%       | 0%           | 21%       |
| Year To Date 2019                 | 9,827       | 1,771         | 1,079     | 472       | 322          | 35,058    |
| Year To Date 2018                 | 9,728       | 1,663         | 1,043     | 517       | 329          | 35,471    |
| Difference                        | 99          | 108           | 36        | -45       | -7           | -413      |
| % Change                          | 1%          | 6%            | 3%        | -9%       | -2%          | -1%       |
| <b>Average Sale Price</b>         |             |               |           |           |              |           |
| Current Month 2019                | \$320,597   | \$156,016     | \$195,688 | \$333,772 | \$126,809    | \$234,259 |
| Current Month 2018                | \$314,187   | \$148,663     | \$200,075 | \$286,014 | \$158,126    | \$222,752 |
| Difference                        | 6,411       | 7,353         | -4,386    | 47,758    | -31,317      | 11,507    |
| % Change                          | 2%          | 5%            | -2%       | 17%       | -20%         | 5%        |
| Year To Date 2019                 | \$324,875   | \$148,017     | \$213,449 | \$239,049 | \$158,763    | \$235,452 |
| Year To Date 2018                 | \$310,680   | \$137,970     | \$199,164 | \$220,651 | \$160,356    | \$222,457 |
| Difference                        | 14,195      | 10,047        | 14,284    | 18,398    | -1,594       | 12,994    |
| % Change                          | 5%          | 7%            | 7%        | 8%        | -1%          | 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**