

## Heartland MLS Statistics - Kansas Total

Month of December 2020

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
<b>Current Inventory</b>	842	145	157	70	35	3,631
<b>New Listings This Month</b>	620	141	101	28	23	2,483
<b>Show for Backup This Month</b>	53	13	7	5	2	262
<b>Pending Contracts</b>						
Current Month 2020	652	108	76	21	26	2,328
Current Month 2019	542	84	52	36	15	2,000
Difference	110	24	24	-15	11	328
% Change	20%	29%	46%	-42%	73%	16%
Year To Date 2020	12,425	1,953	1,371	543	379	43,024
Year To Date 2019	11,274	1,862	1,229	512	333	39,186
Difference	1,151	91	142	31	46	3,838
% Change	10%	5%	12%	6%	14%	10%
<b>Closed Sales</b>						
Current Month 2020	1,004	164	117	43	37	3,596
Current Month 2019	813	136	92	47	25	2,979
Difference	191	28	25	-4	12	617
% Change	23%	21%	27%	-9%	48%	21%
Year To Date 2020	11,957	1,896	1,301	556	362	41,694
Year To Date 2019	11,187	1,875	1,236	505	333	39,002
Difference	770	21	65	51	29	2,692
% Change	7%	1%	5%	10%	9%	7%
<b>Average Sale Price</b>						
Current Month 2020	\$397,501	\$190,266	\$247,818	\$500,338	\$210,857	\$288,792
Current Month 2019	\$352,959	\$161,664	\$225,427	\$332,830	\$128,416	\$253,313
Difference	44,542	28,602	22,391	167,508	82,441	35,479
% Change	13%	18%	10%	50%	64%	14%
Year To Date 2020	\$381,935	\$177,004	\$250,904	\$275,876	\$190,571	\$277,939
Year To Date 2019	\$348,293	\$155,172	\$229,175	\$241,954	\$159,698	\$251,691
Difference	33,642	21,832	21,730	33,922	30,873	26,247
% Change	10%	14%	9%	14%	19%	10%

**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 2020**

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
<b>Current Inventory</b>	385	18	87	13	1	1,137
<b>New Listings This Month</b>	116	8	35	0	0	350
<b>Show for Backup This Month</b>	1	1	1	0	0	8
<b>Pending Contracts</b>						
Current Month 2020	140	7	14	1	1	340
Current Month 2019	98	6	11	2	0	247
Difference	42	1	3	-1	0	93
% Change	43%	17%	27%	-50%	0%	38%
Year To Date 2020	1,958	128	243	33	19	5,364
Year To Date 2019	1,370	100	154	31	11	3,821
Difference	588	28	89	2	8	1,543
% Change	43%	28%	58%	6%	73%	40%
<b>Closed Sales</b>						
Current Month 2020	128	10	19	2	3	363
Current Month 2019	126	7	16	1	1	299
Difference	2	3	3	1	2	64
% Change	2%	43%	19%	100%	200%	21%
Year To Date 2020	1,568	110	205	34	18	4,520
Year To Date 2019	1,337	94	155	32	11	3,689
Difference	231	16	50	2	7	831
% Change	17%	17%	32%	6%	64%	23%
<b>Average Sale Price</b>						
Current Month 2020	\$582,244	\$303,552	\$311,394	\$371,088	\$236,375	\$454,851
Current Month 2019	\$532,916	\$282,819	\$360,437	\$289,500	\$167,000	\$433,102
Difference	49,328	20,732	-49,042	81,588	69,375	21,749
% Change	9%	7%	-14%	28%	42%	5%
Year To Date 2020	\$546,920	\$293,706	\$336,655	\$289,954	\$216,189	\$431,918
Year To Date 2019	\$522,005	\$290,671	\$339,204	\$289,456	\$187,082	\$413,588
Difference	24,916	3,035	-2,549	498	29,107	18,330
% Change	5%	1%	-1%	0%	16%	4%

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**Heartland MLS Statistics - Kansas Resale**  
**Month of December 2020**

	Johnson Co.	Wyandotte Co.	Leav Co.	Miami Co.	Franklin Co.	Heartland
<b>Current Inventory</b>	457	127	70	57	34	2,491
<b>New Listings This Month</b>	504	133	66	28	23	2,133
<b>Show for Backup This Month</b>	52	12	6	5	2	254
<b>Pending Contracts</b>						
Current Month 2020	512	101	62	20	25	1,988
Current Month 2019	444	78	41	34	15	1,751
Difference	68	23	21	-14	10	237
% Change	15%	29%	51%	-41%	67%	14%
Year To Date 2020	10,467	1,825	1,128	510	360	37,626
Year To Date 2019	9,904	1,762	1,075	481	322	35,228
Difference	563	63	53	29	38	2,398
% Change	6%	4%	5%	6%	12%	7%
<b>Closed Sales</b>						
Current Month 2020	876	154	98	41	34	3,233
Current Month 2019	687	129	76	46	24	2,666
Difference	189	25	22	-5	10	567
% Change	28%	19%	29%	-11%	42%	21%
Year To Date 2020	10,389	1,786	1,096	522	344	37,134
Year To Date 2019	9,850	1,781	1,081	473	322	35,160
Difference	539	5	15	49	22	1,974
% Change	5%	0%	1%	10%	7%	6%
<b>Average Sale Price</b>						
Current Month 2020	\$370,506	\$182,910	\$235,492	\$506,643	\$208,606	\$270,147
Current Month 2019	\$319,953	\$155,089	\$197,004	\$333,772	\$126,809	\$233,880
Difference	50,553	27,820	38,488	172,871	81,797	36,267
% Change	16%	18%	20%	52%	65%	16%
Year To Date 2020	\$357,034	\$169,816	\$234,865	\$274,959	\$189,230	\$259,377
Year To Date 2019	\$324,714	\$148,020	\$213,398	\$238,741	\$158,763	\$235,328
Difference	32,320	21,796	21,467	36,219	30,468	24,049
% Change	10%	15%	10%	15%	19%	10%

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