

Local Market Update for July 2018

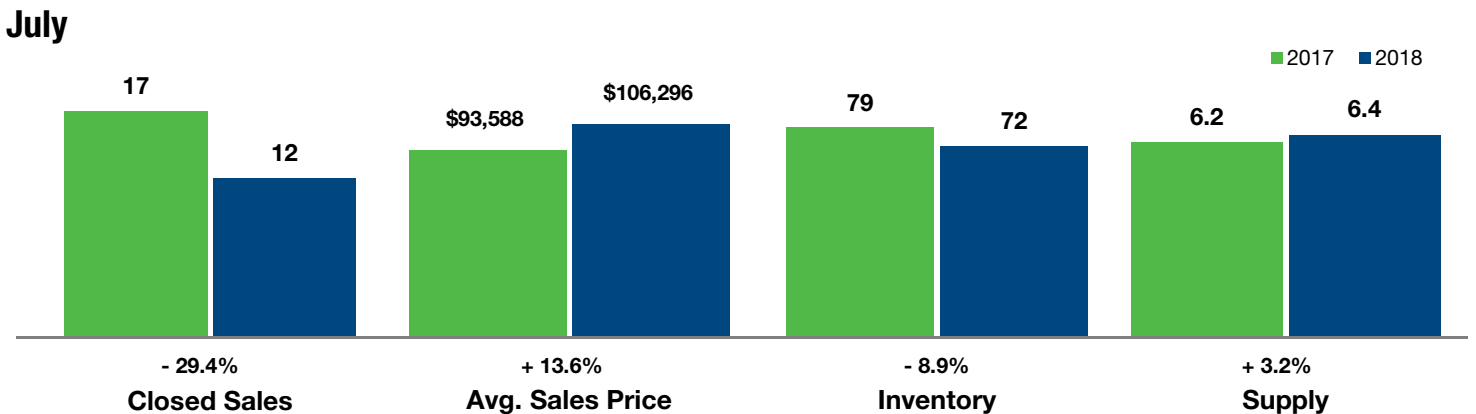
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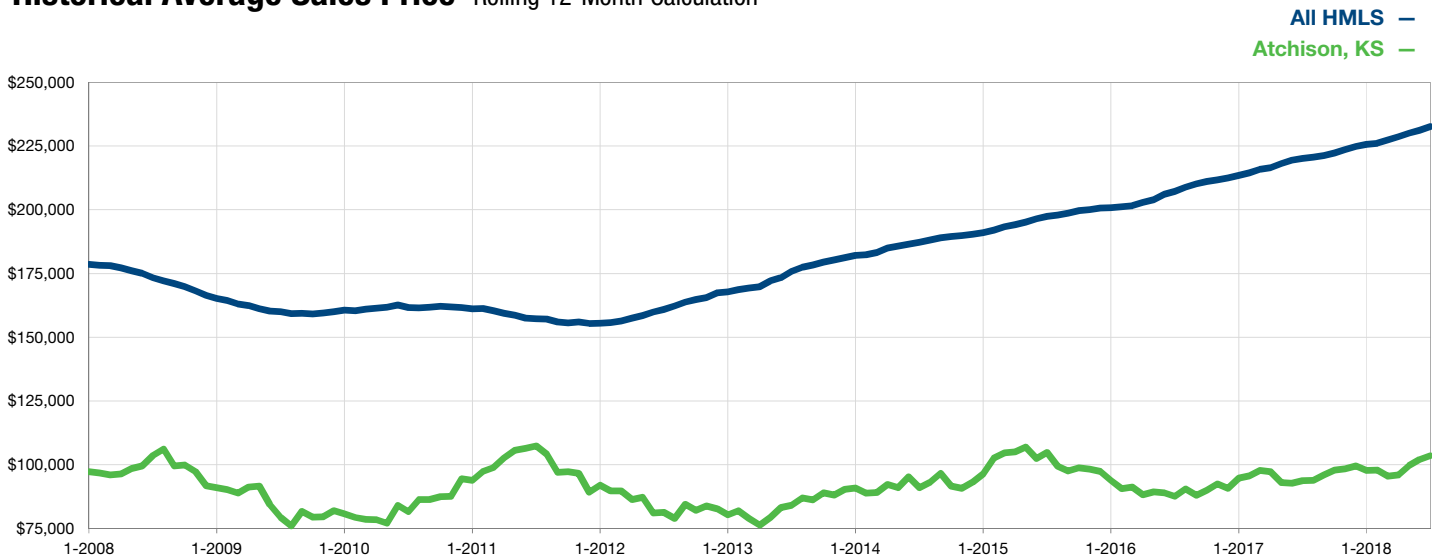
Atchison, KS

Key Metrics	July			Year to Date		
	2017	2018	Percent Change	Thru 7-2017	Thru 7-2018	Percent Change
Closed Sales	17	12	- 29.4%	92	82	- 10.9%
Average Sales Price*	\$93,588	\$106,296	+ 13.6%	\$95,075	\$100,992	+ 6.2%
Median Sales Price*	\$90,000	\$113,700	+ 26.3%	\$88,000	\$93,000	+ 5.7%
Days on Market Until Sale	127	40	- 68.5%	114	86	- 24.6%
Percentage of Original List Price Received*	87.9%	93.9%	+ 6.8%	87.9%	91.7%	+ 4.3%
Pending Sales	16	14	- 12.5%	103	86	- 16.5%
Inventory	79	72	- 8.9%	--	--	--
Supply	6.2	6.4	+ 3.2%	--	--	--

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.



Historical Average Sales Price Rolling 12-Month Calculation



Local Market Update for July 2018

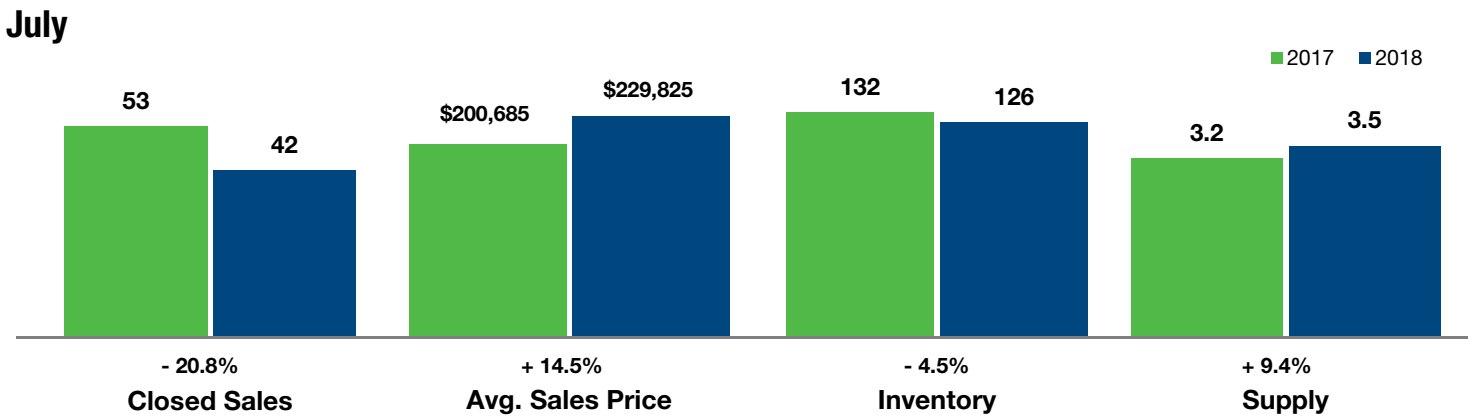
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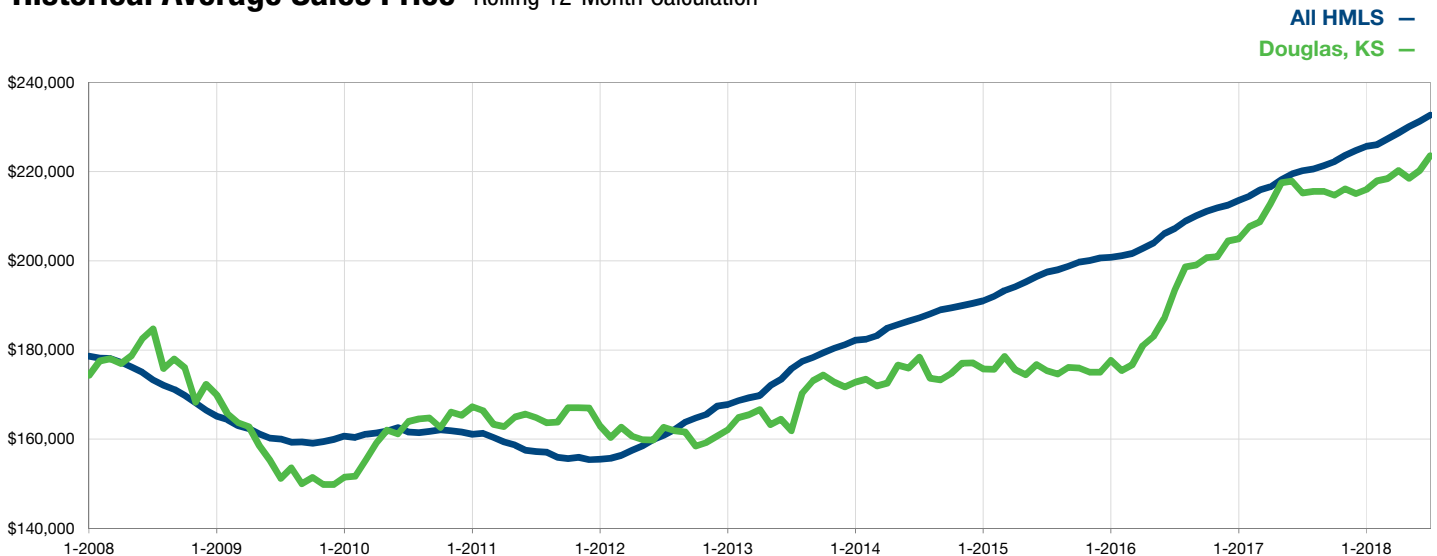
Douglas, KS

Key Metrics	July			Year to Date		
	2017	2018	Percent Change	Thru 7-2017	Thru 7-2018	Percent Change
Closed Sales	53	42	- 20.8%	327	282	- 13.8%
Average Sales Price*	\$200,685	\$229,825	+ 14.5%	\$216,434	\$229,847	+ 6.2%
Median Sales Price*	\$176,000	\$191,250	+ 8.7%	\$180,000	\$203,013	+ 12.8%
Days on Market Until Sale	34	36	+ 5.9%	52	50	- 3.8%
Percentage of Original List Price Received*	96.2%	97.2%	+ 1.0%	96.6%	97.7%	+ 1.1%
Pending Sales	33	42	+ 27.3%	334	315	- 5.7%
Inventory	132	126	- 4.5%	--	--	--
Supply	3.2	3.5	+ 9.4%	--	--	--

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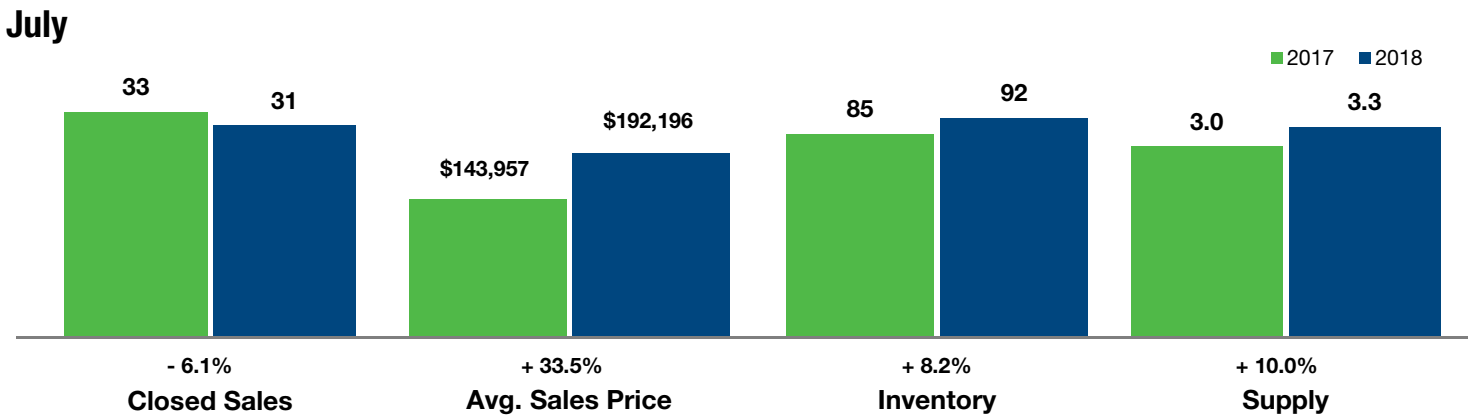
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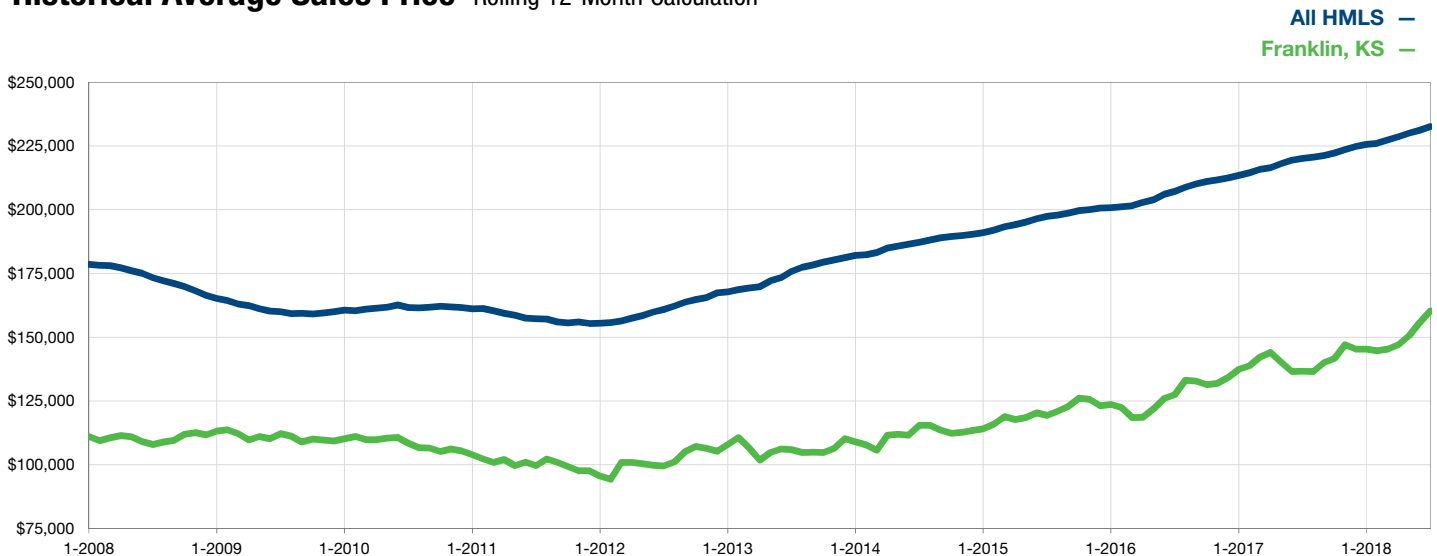
Franklin, KS

Key Metrics	July			Year to Date		
	2017	2018	Percent Change	Thru 7-2017	Thru 7-2018	Percent Change
Closed Sales	33	31	- 6.1%	201	184	- 8.5%
Average Sales Price*	\$143,957	\$192,196	+ 33.5%	\$135,728	\$162,057	+ 19.4%
Median Sales Price*	\$125,000	\$172,250	+ 37.8%	\$120,000	\$146,000	+ 21.7%
Days on Market Until Sale	31	39	+ 25.8%	66	50	- 24.2%
Percentage of Original List Price Received*	96.5%	99.6%	+ 3.2%	93.9%	95.5%	+ 1.7%
Pending Sales	38	30	- 21.1%	224	207	- 7.6%
Inventory	85	92	+ 8.2%	--	--	--
Supply	3.0	3.3	+ 10.0%	--	--	--

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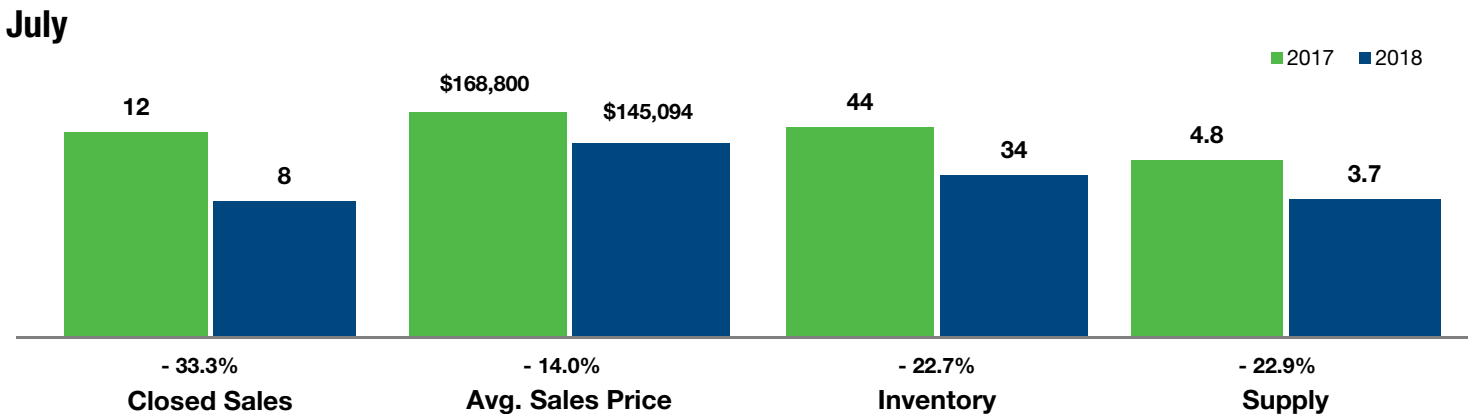
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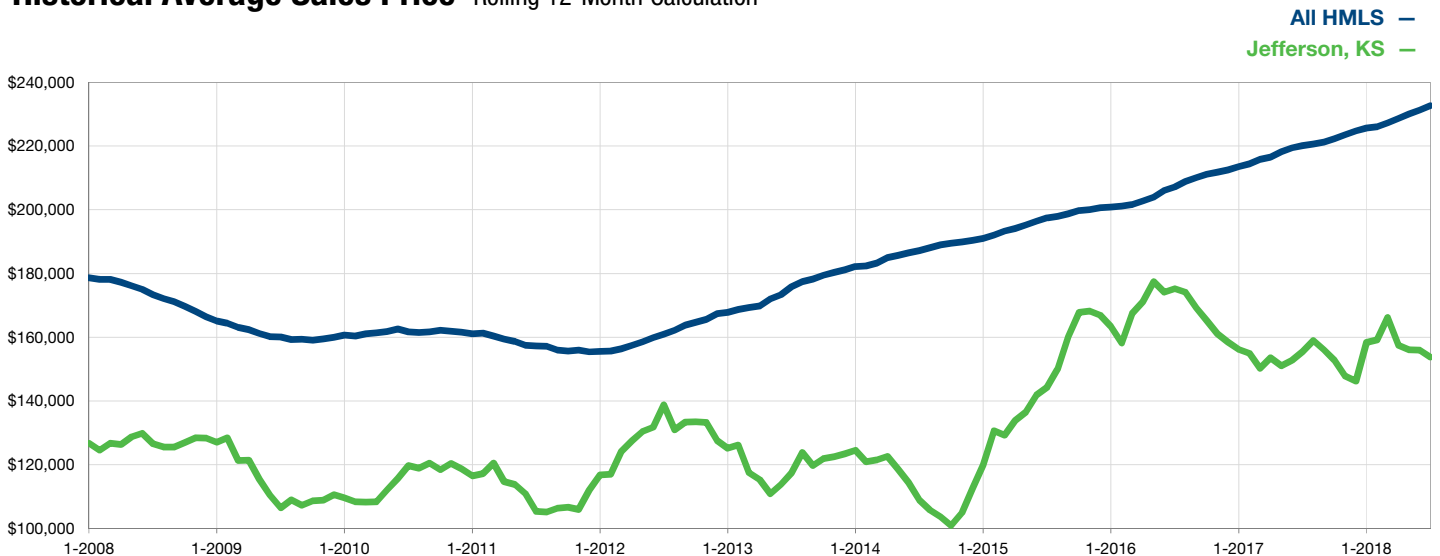
Jefferson, KS

Key Metrics	July			Year to Date		
	2017	2018	Percent Change	Thru 7-2017	Thru 7-2018	Percent Change
Closed Sales	12	8	- 33.3%	59	70	+ 18.6%
Average Sales Price*	\$168,800	\$145,094	- 14.0%	\$159,195	\$169,112	+ 6.2%
Median Sales Price*	\$162,500	\$151,500	- 6.8%	\$127,500	\$141,000	+ 10.6%
Days on Market Until Sale	87	78	- 10.3%	62	76	+ 22.6%
Percentage of Original List Price Received*	93.6%	93.1%	- 0.5%	95.2%	93.9%	- 1.4%
Pending Sales	7	15	+ 114.3%	62	78	+ 25.8%
Inventory	44	34	- 22.7%	--	--	--
Supply	4.8	3.7	- 22.9%	--	--	--

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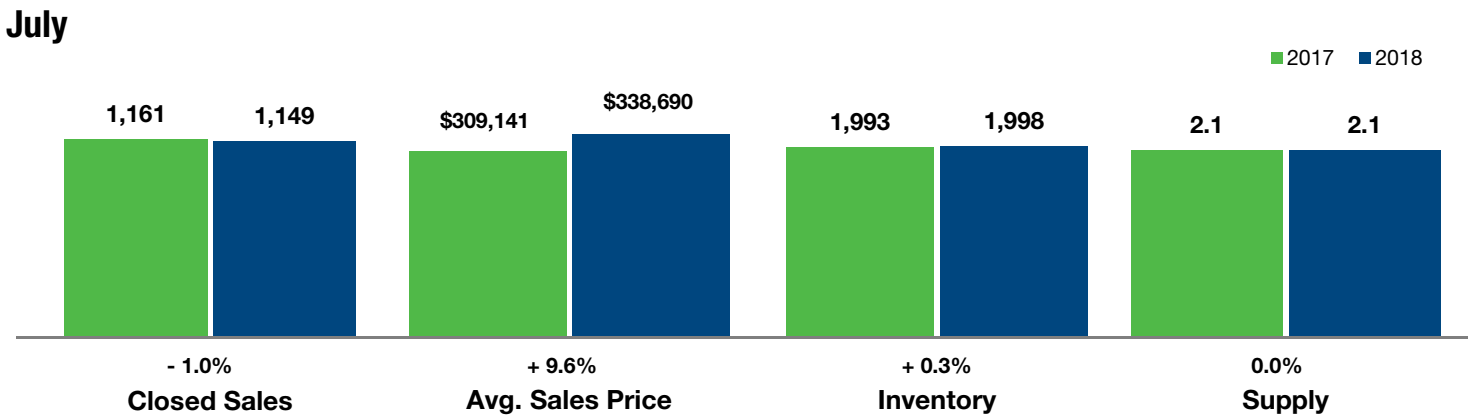
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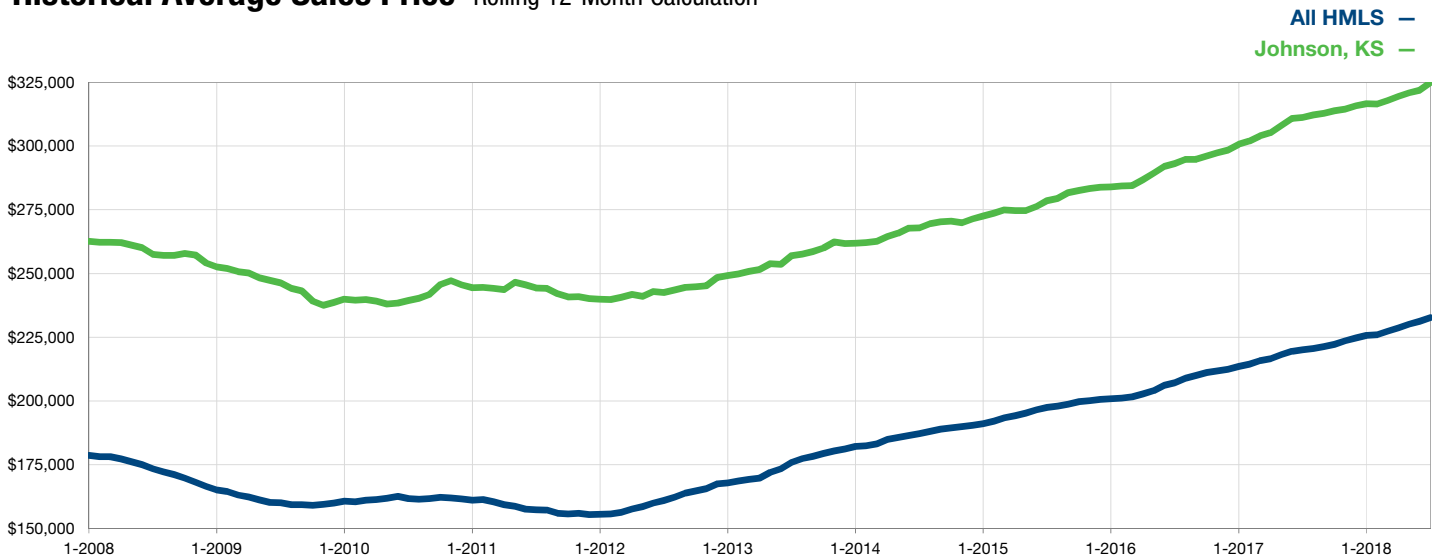
Johnson, KS

Key Metrics	July			Year to Date		
	2017	2018	Percent Change	Thru 7-2017	Thru 7-2018	Percent Change
Closed Sales	1,161	1,149	- 1.0%	6,673	6,649	- 0.4%
Average Sales Price*	\$309,141	\$338,690	+ 9.6%	\$317,481	\$333,170	+ 4.9%
Median Sales Price*	\$269,900	\$290,000	+ 7.4%	\$269,000	\$283,000	+ 5.2%
Days on Market Until Sale	37	35	- 5.4%	43	42	- 2.3%
Percentage of Original List Price Received*	99.2%	99.3%	+ 0.1%	99.0%	99.5%	+ 0.5%
Pending Sales	1,013	1,028	+ 1.5%	7,438	7,334	- 1.4%
Inventory	1,993	1,998	+ 0.3%	--	--	--
Supply	2.1	2.1	0.0%	--	--	--

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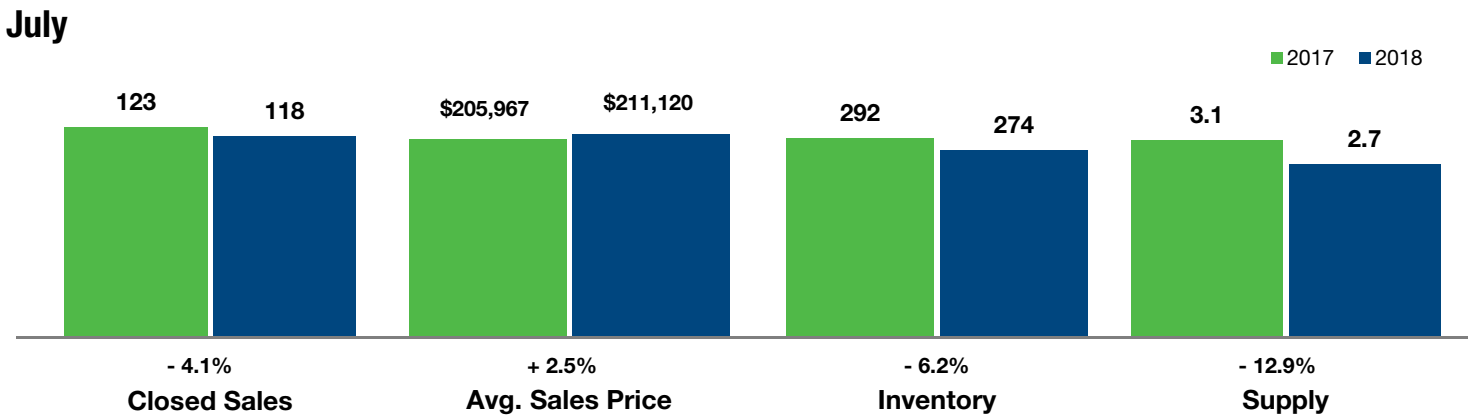
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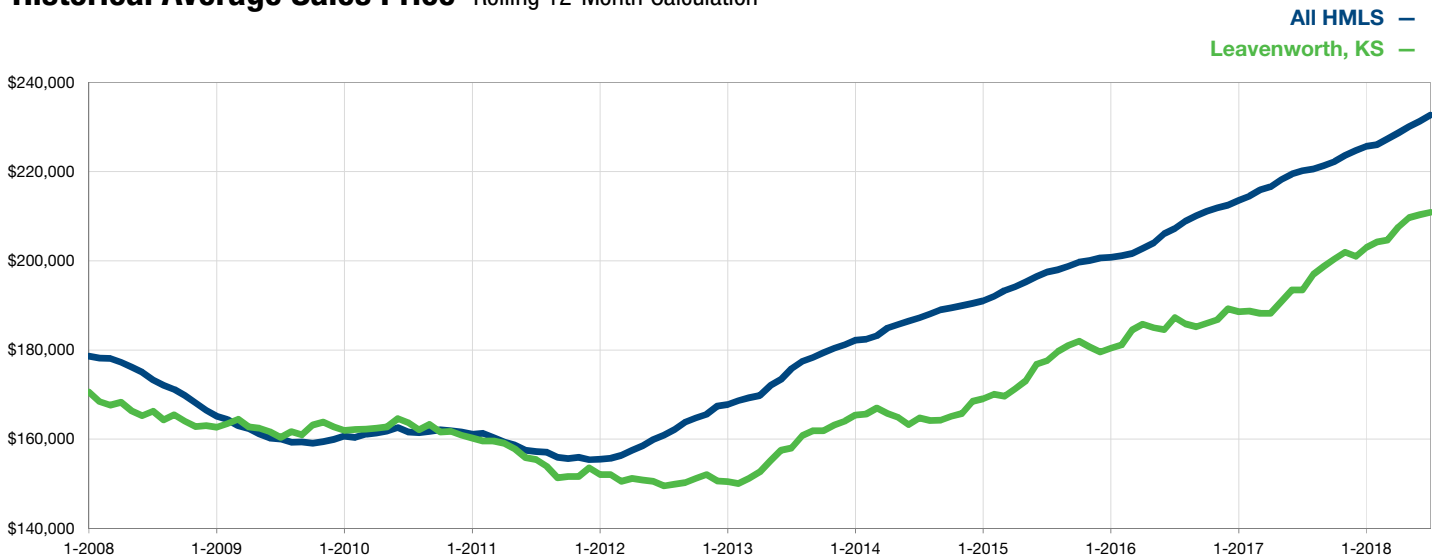
Leavenworth, KS

Key Metrics	July			Year to Date		
	2017	2018	Percent Change	Thru 7-2017	Thru 7-2018	Percent Change
Closed Sales	123	118	- 4.1%	670	739	+ 10.3%
Average Sales Price*	\$205,967	\$211,120	+ 2.5%	\$197,900	\$214,264	+ 8.3%
Median Sales Price*	\$187,200	\$216,000	+ 15.4%	\$190,000	\$203,000	+ 6.8%
Days on Market Until Sale	54	55	+ 1.9%	64	62	- 3.1%
Percentage of Original List Price Received*	97.5%	97.2%	- 0.3%	96.8%	97.4%	+ 0.6%
Pending Sales	91	103	+ 13.2%	737	811	+ 10.0%
Inventory	292	274	- 6.2%	--	--	--
Supply	3.1	2.7	- 12.9%	--	--	--

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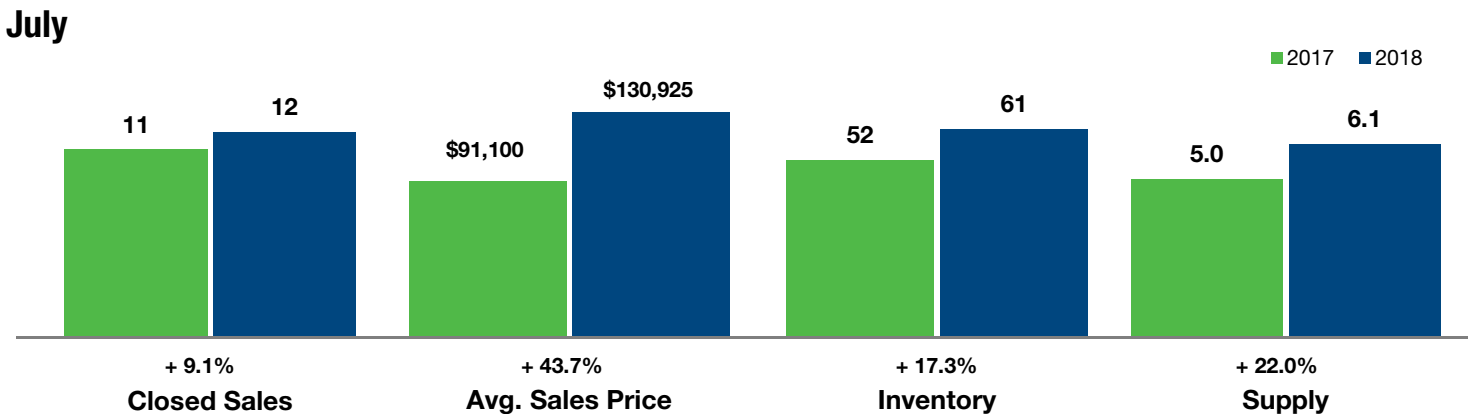
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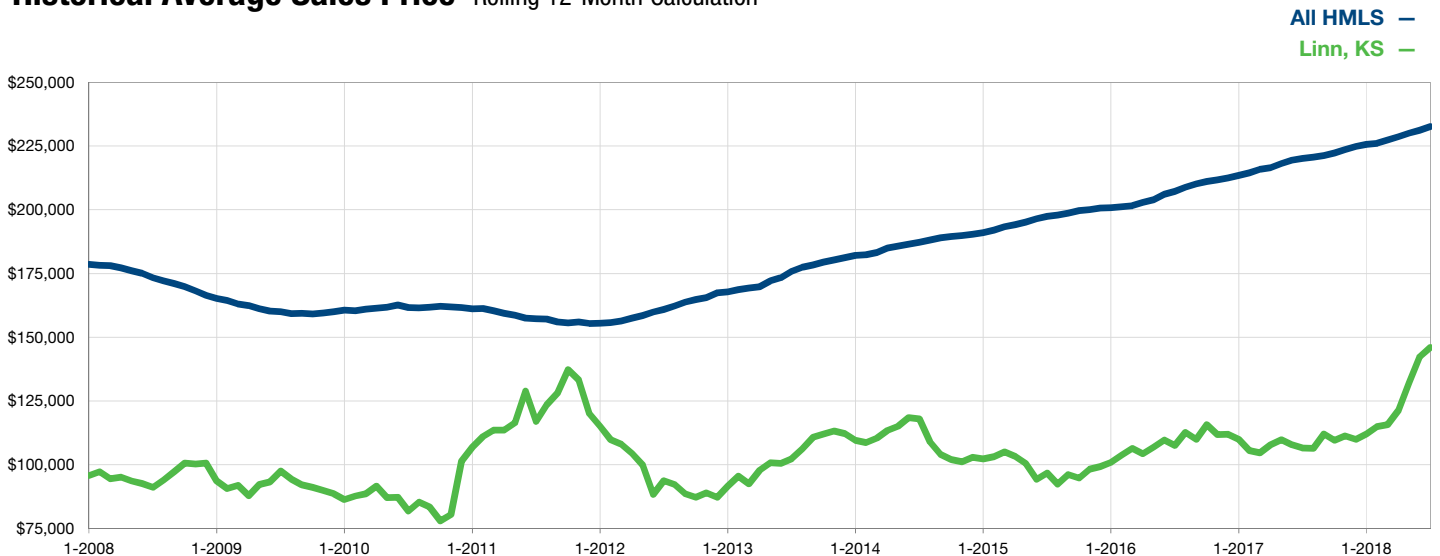
Linn, KS

Key Metrics	July			Year to Date		
	2017	2018	Percent Change	Thru 7-2017	Thru 7-2018	Percent Change
Closed Sales	11	12	+ 9.1%	77	74	- 3.9%
Average Sales Price*	\$91,100	\$130,925	+ 43.7%	\$105,933	\$164,768	+ 55.5%
Median Sales Price*	\$61,000	\$82,450	+ 35.2%	\$84,900	\$123,500	+ 45.5%
Days on Market Until Sale	110	86	- 21.8%	108	98	- 9.3%
Percentage of Original List Price Received*	93.0%	92.4%	- 0.6%	89.9%	91.6%	+ 1.9%
Pending Sales	9	14	+ 55.6%	83	84	+ 1.2%
Inventory	52	61	+ 17.3%	--	--	--
Supply	5.0	6.1	+ 22.0%	--	--	--

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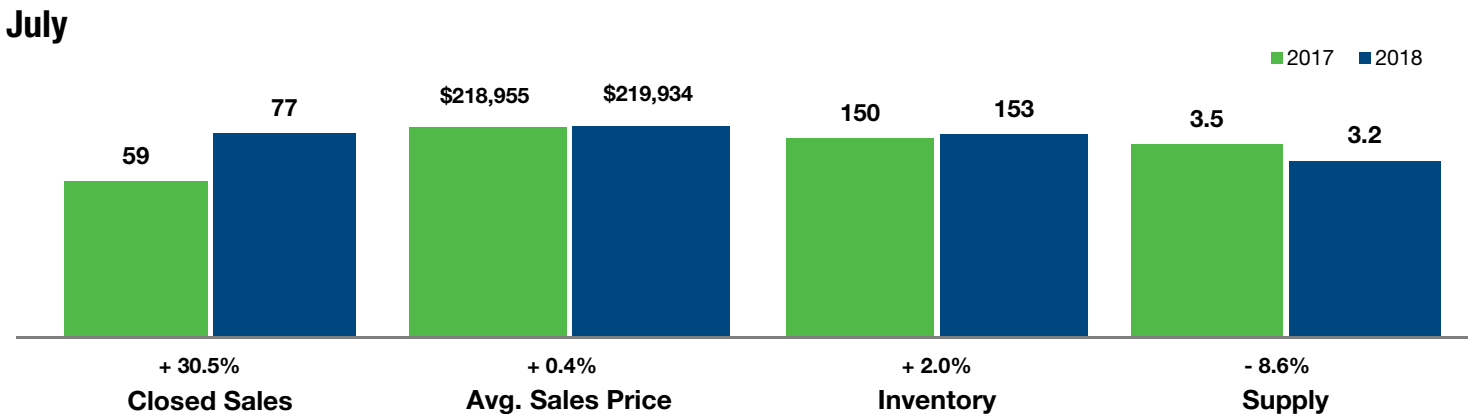
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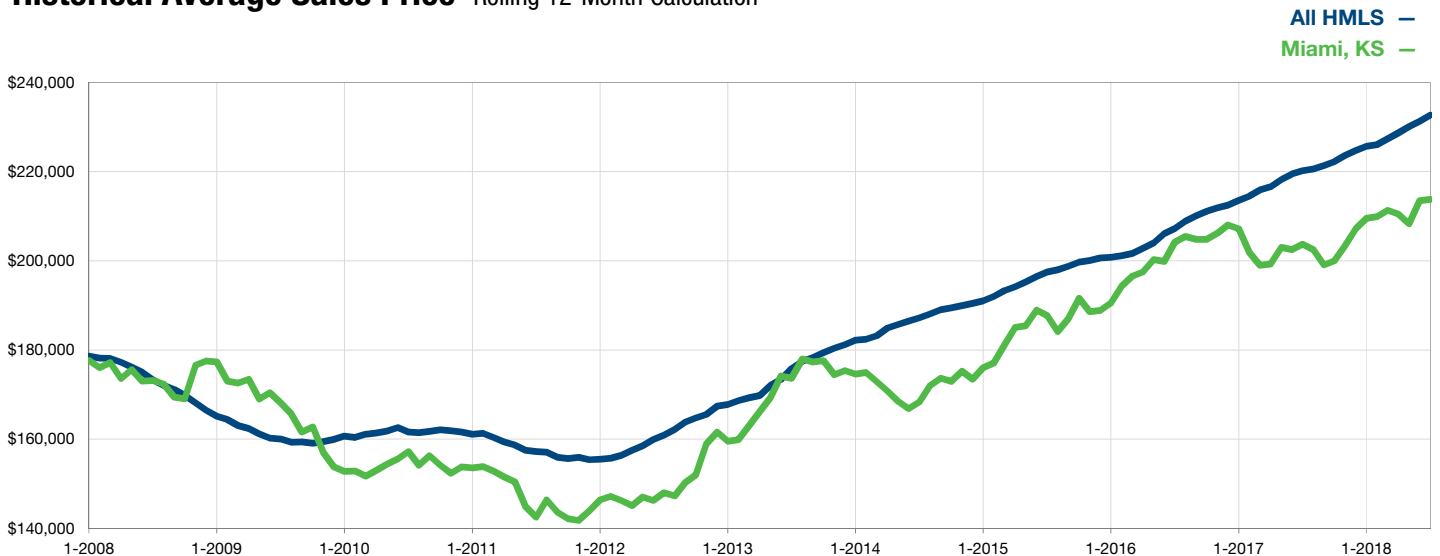
Miami, KS

Key Metrics	July			Year to Date		
	2017	2018	Percent Change	Thru 7-2017	Thru 7-2018	Percent Change
Closed Sales	59	77	+ 30.5%	298	343	+ 15.1%
Average Sales Price*	\$218,955	\$219,934	+ 0.4%	\$205,402	\$216,567	+ 5.4%
Median Sales Price*	\$200,000	\$215,000	+ 7.5%	\$191,000	\$199,450	+ 4.4%
Days on Market Until Sale	62	38	- 38.7%	69	50	- 27.5%
Percentage of Original List Price Received*	95.0%	95.8%	+ 0.8%	95.2%	97.2%	+ 2.1%
Pending Sales	56	56	0.0%	341	370	+ 8.5%
Inventory	150	153	+ 2.0%	--	--	--
Supply	3.5	3.2	- 8.6%	--	--	--

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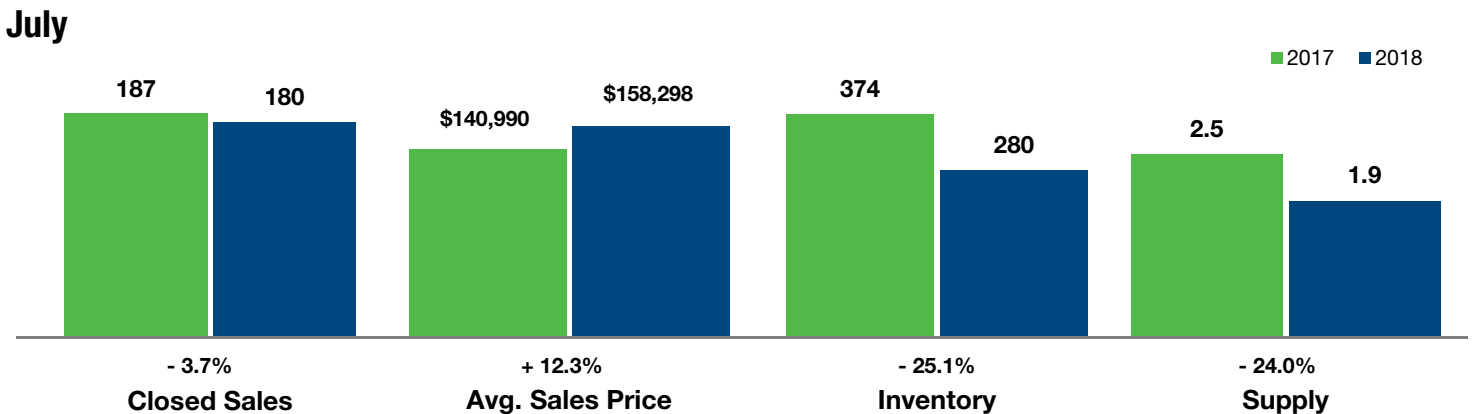
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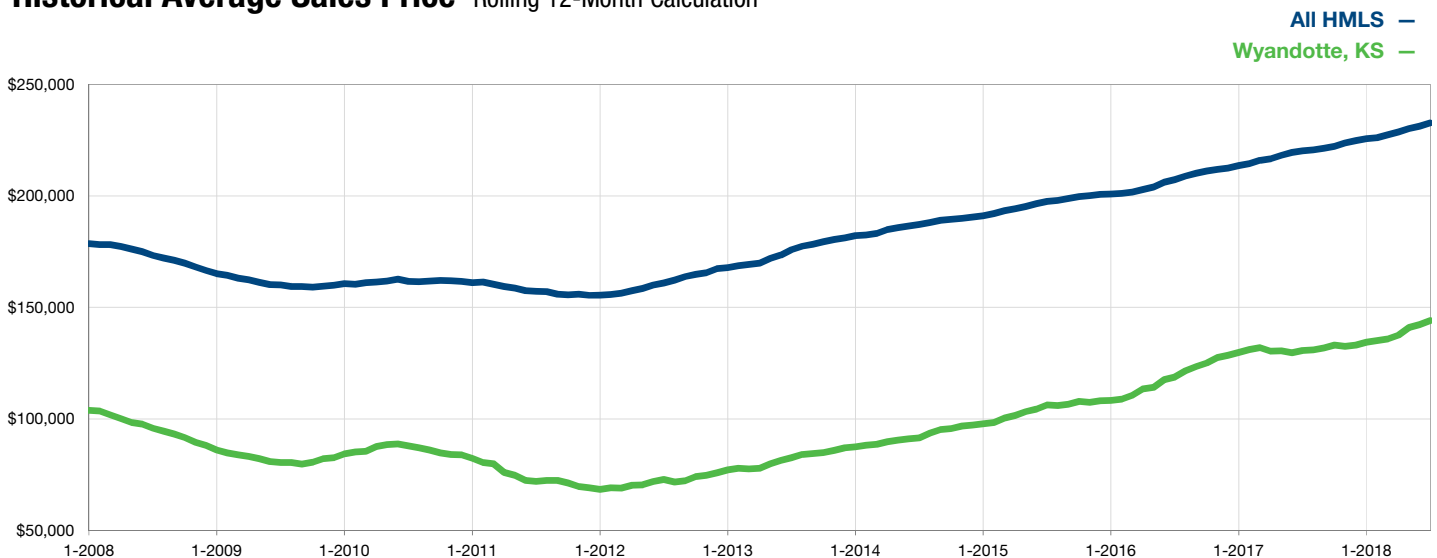
Wyandotte, KS

Key Metrics	July			Year to Date		
	2017	2018	Percent Change	Thru 7-2017	Thru 7-2018	Percent Change
Closed Sales	187	180	- 3.7%	1,058	1,040	- 1.7%
Average Sales Price*	\$140,990	\$158,298	+ 12.3%	\$130,098	\$149,133	+ 14.6%
Median Sales Price*	\$125,000	\$146,000	+ 16.8%	\$116,250	\$132,000	+ 13.5%
Days on Market Until Sale	52	44	- 15.4%	56	47	- 16.1%
Percentage of Original List Price Received*	97.6%	96.6%	- 1.0%	95.9%	97.3%	+ 1.5%
Pending Sales	147	174	+ 18.4%	1,128	1,135	+ 0.6%
Inventory	374	280	- 25.1%	--	--	--
Supply	2.5	1.9	- 24.0%	--	--	--

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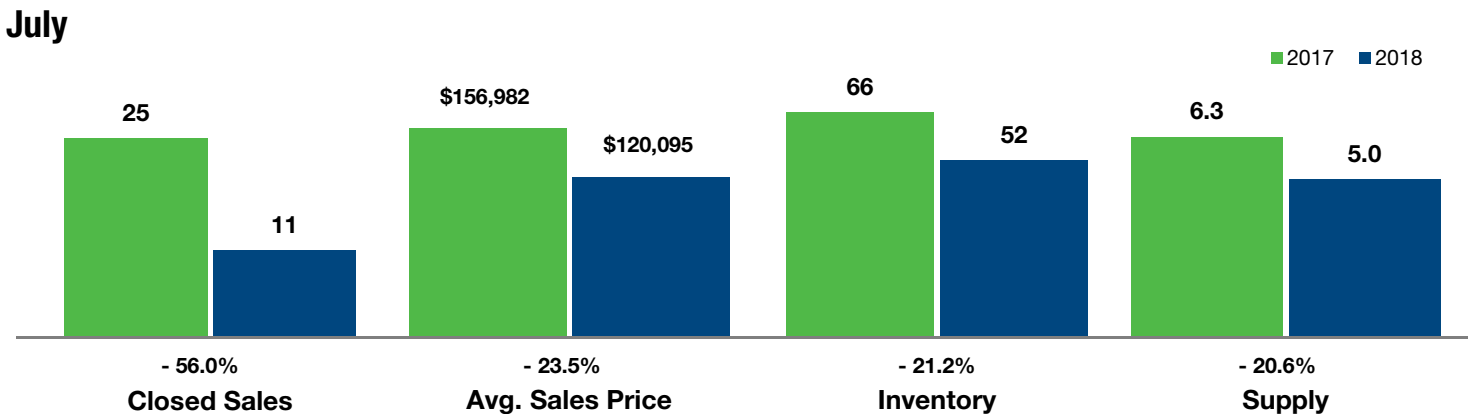
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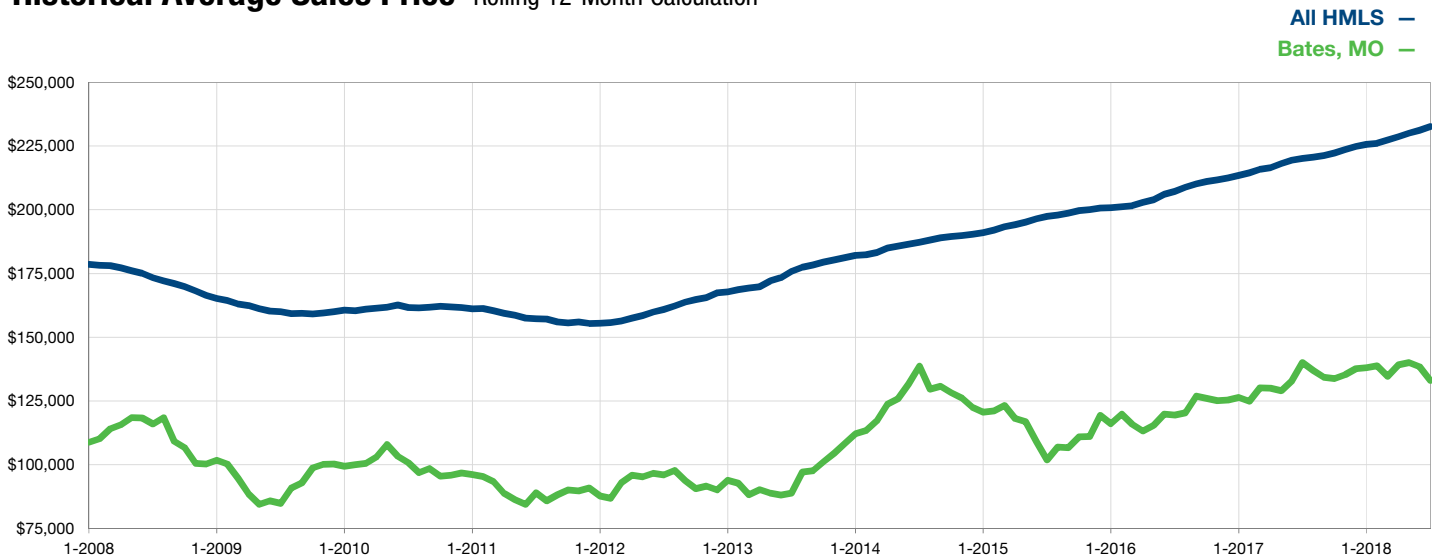
Bates, MO

Key Metrics	July			Year to Date		
	2017	2018	Percent Change	Thru 7-2017	Thru 7-2018	Percent Change
Closed Sales	25	11	- 56.0%	85	76	- 10.6%
Average Sales Price*	\$156,982	\$120,095	- 23.5%	\$140,030	\$132,730	- 5.2%
Median Sales Price*	\$139,000	\$123,500	- 11.2%	\$134,000	\$123,500	- 7.8%
Days on Market Until Sale	79	145	+ 83.5%	101	134	+ 32.7%
Percentage of Original List Price Received*	94.6%	93.6%	- 1.1%	93.3%	91.5%	- 1.9%
Pending Sales	15	16	+ 6.7%	94	85	- 9.6%
Inventory	66	52	- 21.2%	--	--	--
Supply	6.3	5.0	- 20.6%	--	--	--

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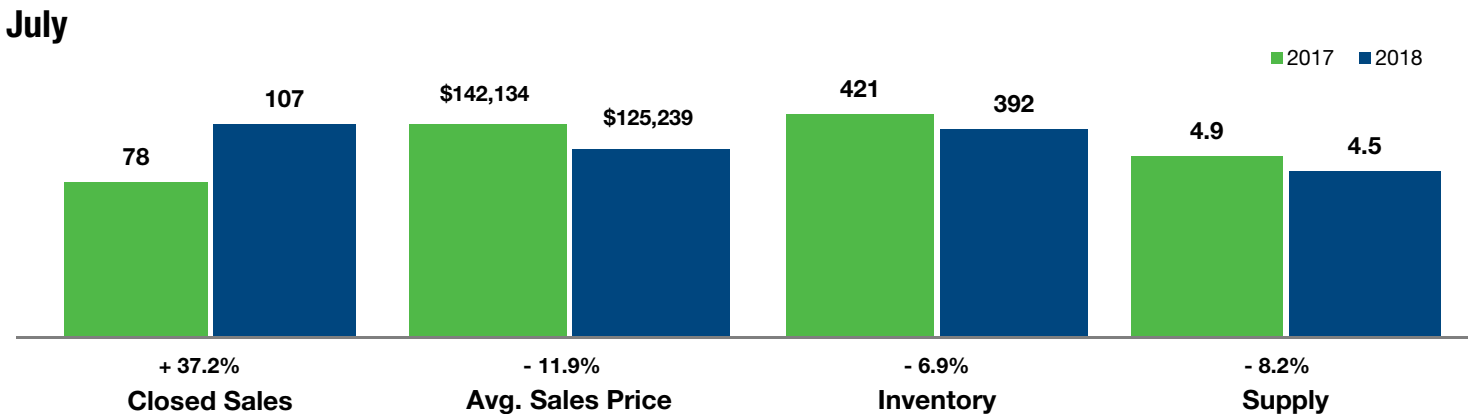
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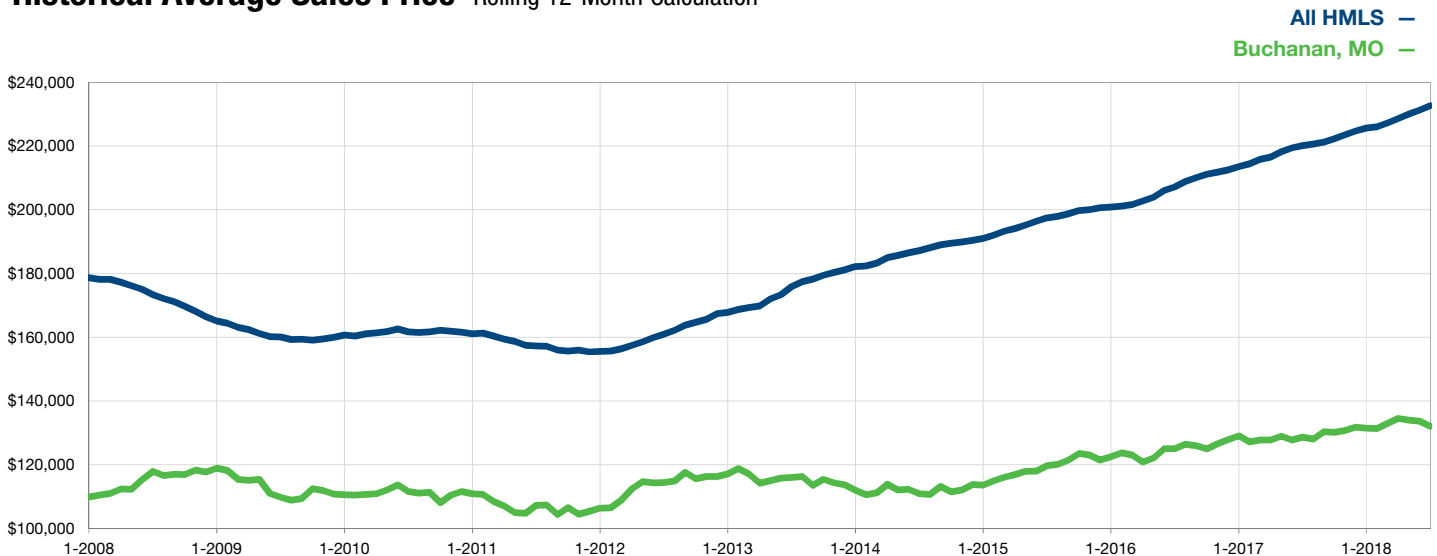
Buchanan, MO

Key Metrics	July			Year to Date		
	2017	2018	Percent Change	Thru 7-2017	Thru 7-2018	Percent Change
Closed Sales	78	107	+ 37.2%	589	632	+ 7.3%
Average Sales Price*	\$142,134	\$125,239	- 11.9%	\$131,111	\$131,543	+ 0.3%
Median Sales Price*	\$102,700	\$119,900	+ 16.7%	\$110,500	\$117,000	+ 5.9%
Days on Market Until Sale	87	44	- 49.4%	91	80	- 12.1%
Percentage of Original List Price Received*	90.9%	94.8%	+ 4.3%	93.1%	93.2%	+ 0.1%
Pending Sales	78	110	+ 41.0%	621	732	+ 17.9%
Inventory	421	392	- 6.9%	--	--	--
Supply	4.9	4.5	- 8.2%	--	--	--

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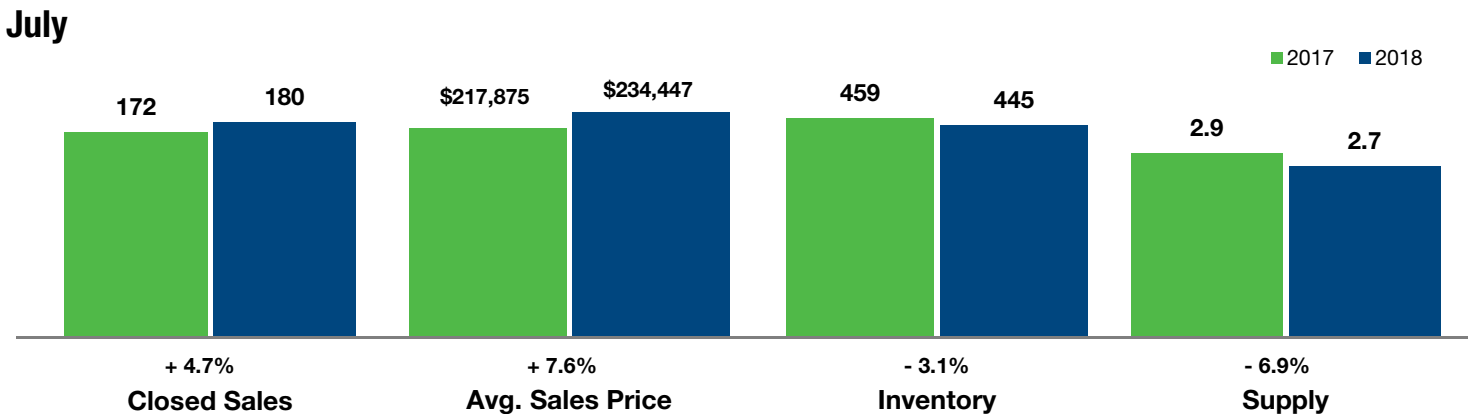
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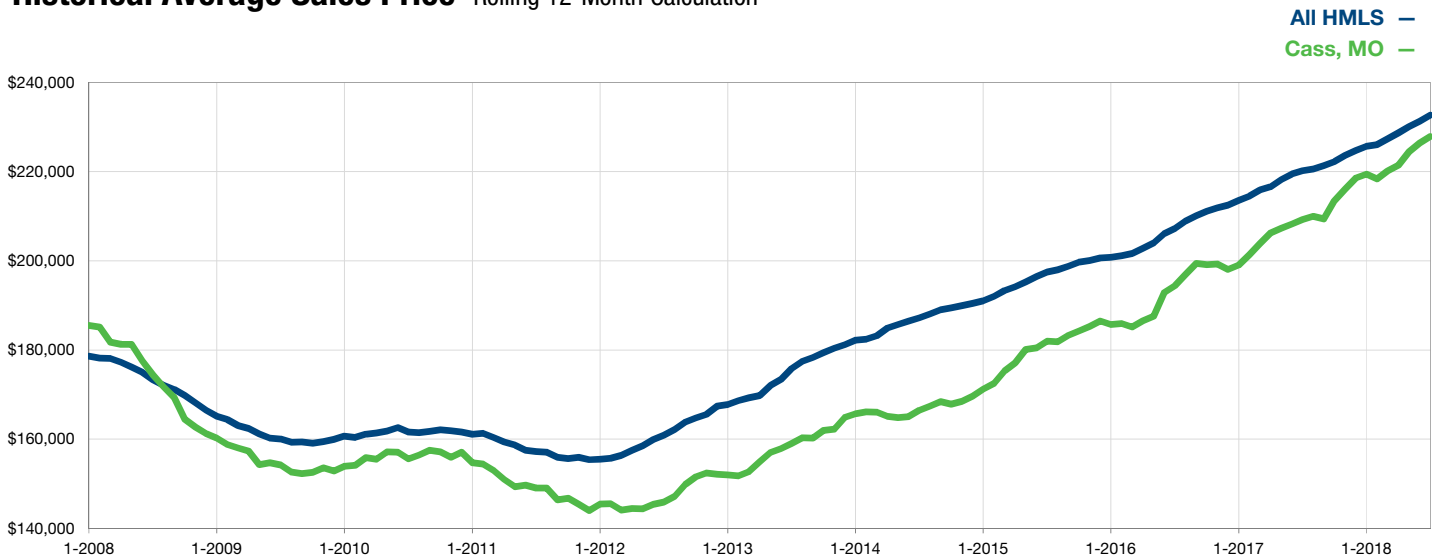
Cass, MO

Key Metrics	July			Year to Date		
	2017	2018	Percent Change	Thru 7-2017	Thru 7-2018	Percent Change
Closed Sales	172	180	+ 4.7%	1,150	1,155	+ 0.4%
Average Sales Price*	\$217,875	\$234,447	+ 7.6%	\$215,678	\$231,534	+ 7.4%
Median Sales Price*	\$189,000	\$203,125	+ 7.5%	\$190,000	\$208,850	+ 9.9%
Days on Market Until Sale	57	53	- 7.0%	74	62	- 16.2%
Percentage of Original List Price Received*	98.5%	97.5%	- 1.0%	97.6%	98.0%	+ 0.4%
Pending Sales	189	192	+ 1.6%	1,282	1,292	+ 0.8%
Inventory	459	445	- 3.1%	--	--	--
Supply	2.9	2.7	- 6.9%	--	--	--

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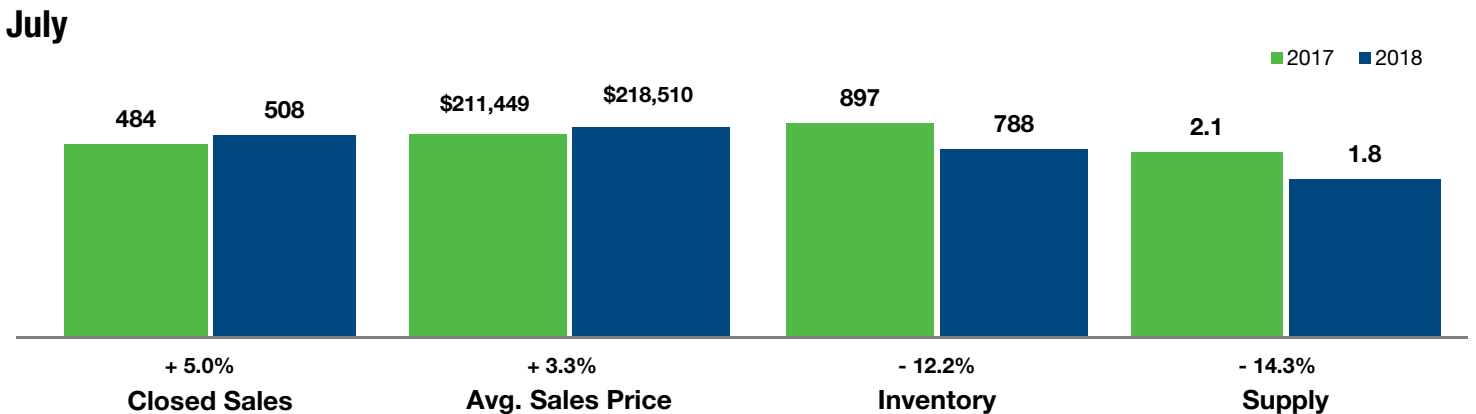
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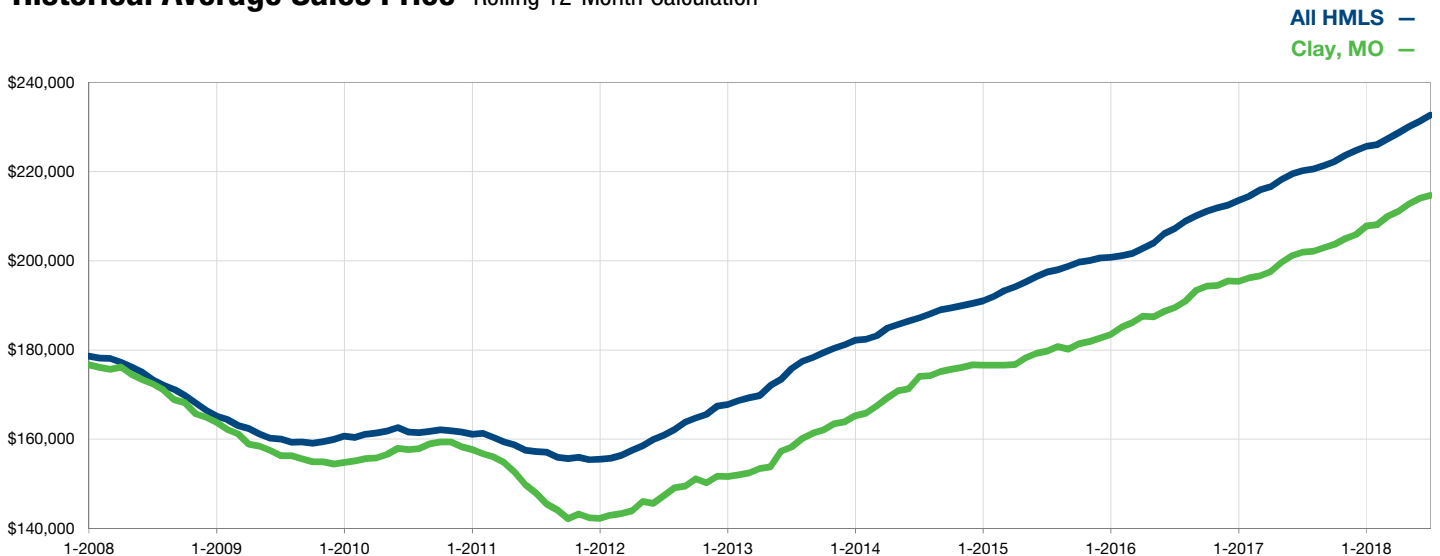
Clay, MO

Key Metrics	July			Year to Date		
	2017	2018	Percent Change	Thru 7-2017	Thru 7-2018	Percent Change
Closed Sales	484	508	+ 5.0%	2,975	3,160	+ 6.2%
Average Sales Price*	\$211,449	\$218,510	+ 3.3%	\$204,839	\$219,609	+ 7.2%
Median Sales Price*	\$189,450	\$195,000	+ 2.9%	\$185,000	\$198,625	+ 7.4%
Days on Market Until Sale	39	36	- 7.7%	50	45	- 10.0%
Percentage of Original List Price Received*	98.6%	99.5%	+ 0.9%	98.1%	98.9%	+ 0.8%
Pending Sales	463	500	+ 8.0%	3,248	3,445	+ 6.1%
Inventory	897	788	- 12.2%	--	--	--
Supply	2.1	1.8	- 14.3%	--	--	--

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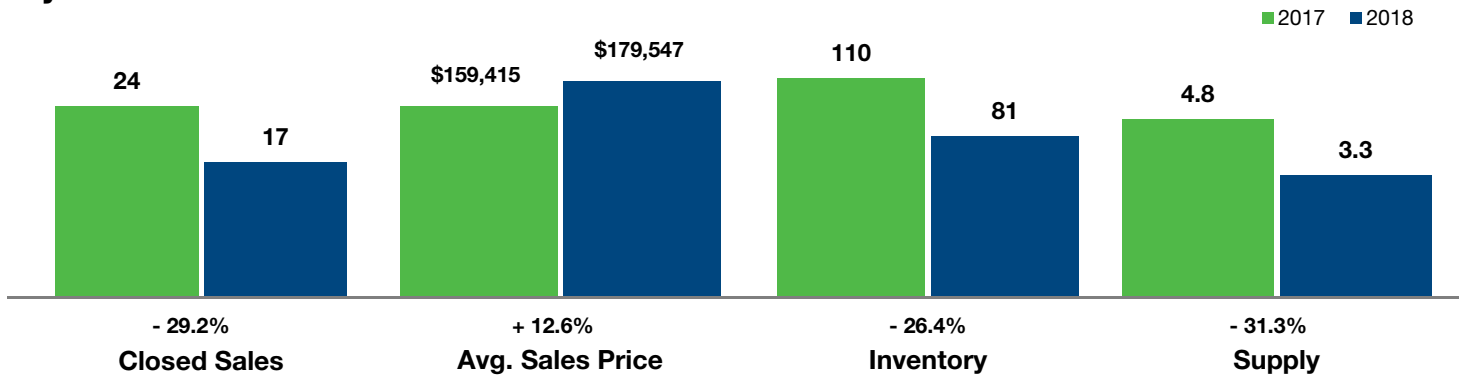


Clinton, MO

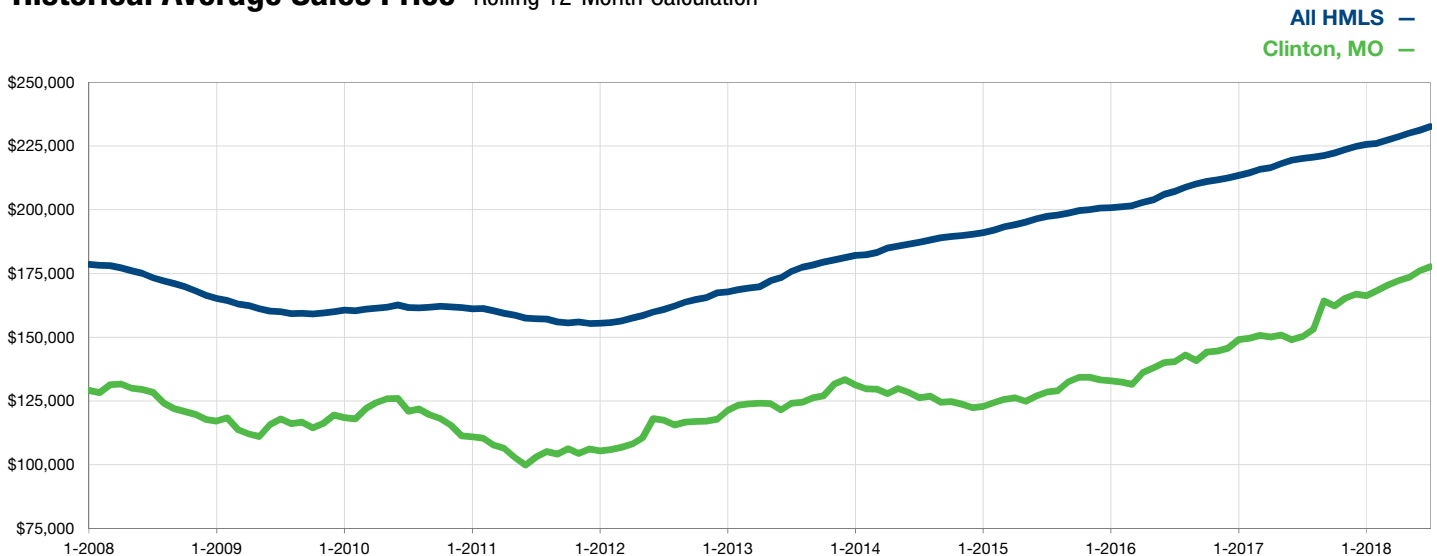
Key Metrics	July			Year to Date		
	2017	2018	Percent Change	Thru 7-2017	Thru 7-2018	Percent Change
Closed Sales	24	17	- 29.2%	149	166	+ 11.4%
Average Sales Price*	\$159,415	\$179,547	+ 12.6%	\$153,427	\$173,613	+ 13.2%
Median Sales Price*	\$146,000	\$150,000	+ 2.7%	\$132,750	\$150,000	+ 13.0%
Days on Market Until Sale	48	60	+ 25.0%	78	65	- 16.7%
Percentage of Original List Price Received*	96.5%	95.3%	- 1.2%	95.0%	95.6%	+ 0.6%
Pending Sales	34	32	- 5.9%	172	191	+ 11.0%
Inventory	110	81	- 26.4%	--	--	--
Supply	4.8	3.3	- 31.3%	--	--	--

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July



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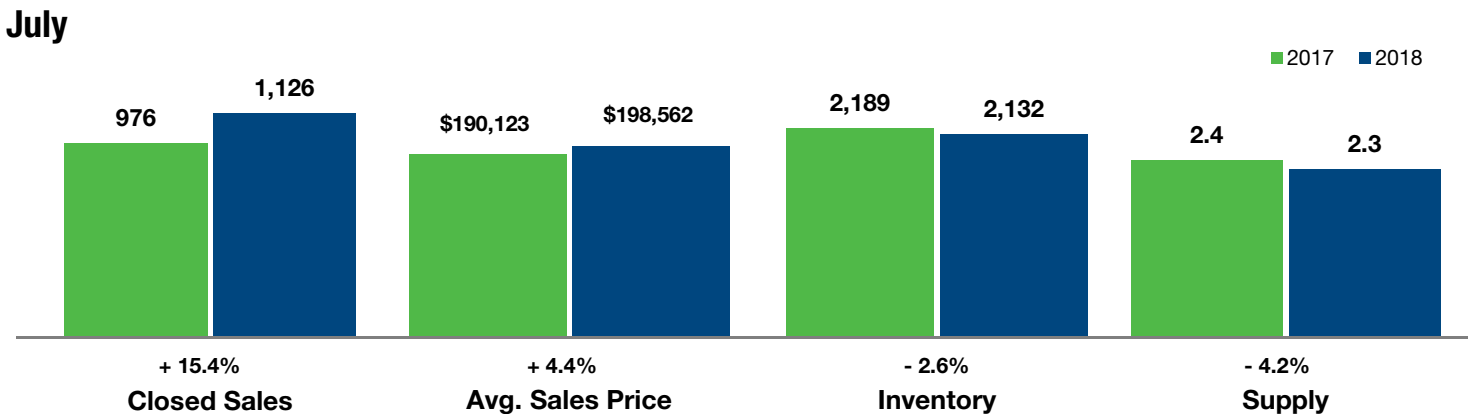
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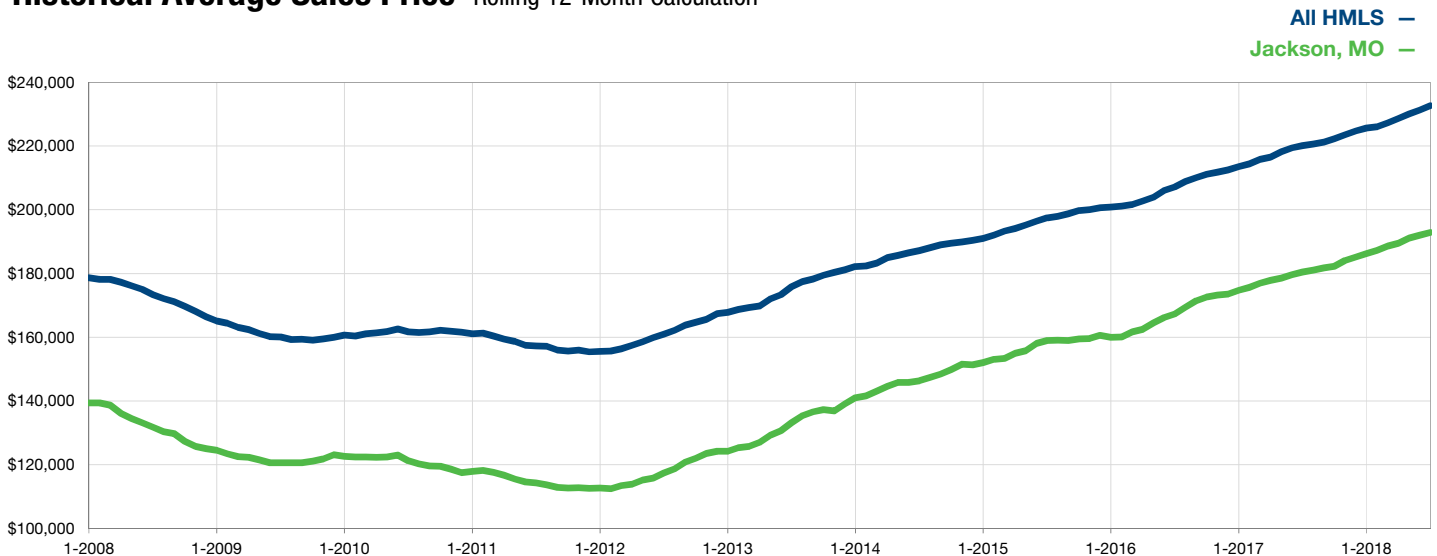
Jackson, MO

Key Metrics	July			Year to Date		
	2017	2018	Percent Change	Thru 7-2017	Thru 7-2018	Percent Change
Closed Sales	976	1,126	+ 15.4%	6,416	6,633	+ 3.4%
Average Sales Price*	\$190,123	\$198,562	+ 4.4%	\$183,880	\$196,987	+ 7.1%
Median Sales Price*	\$161,225	\$170,000	+ 5.4%	\$158,500	\$165,000	+ 4.1%
Days on Market Until Sale	44	39	- 11.4%	55	47	- 14.5%
Percentage of Original List Price Received*	97.2%	97.5%	+ 0.3%	96.6%	97.2%	+ 0.6%
Pending Sales	976	1,192	+ 22.1%	6,936	7,386	+ 6.5%
Inventory	2,189	2,132	- 2.6%	--	--	--
Supply	2.4	2.3	- 4.2%	--	--	--

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.



Historical Average Sales Price Rolling 12-Month Calculation



Local Market Update for July 2018

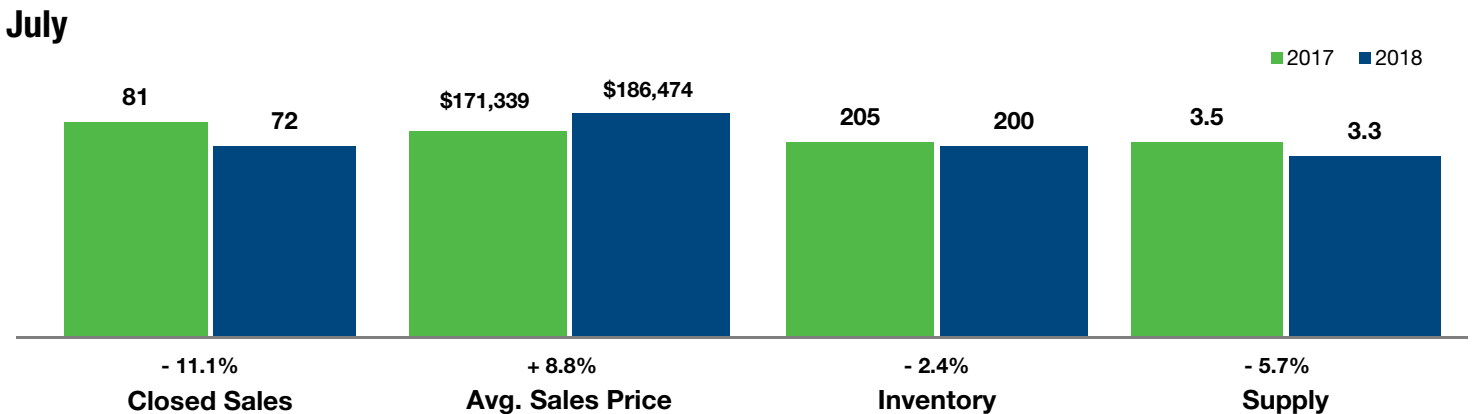
Please Note: Due to the recent merger of St. Joseph MLS data into the Heartland MLS system, some county reports may reflect statistical variances from previous years' data.



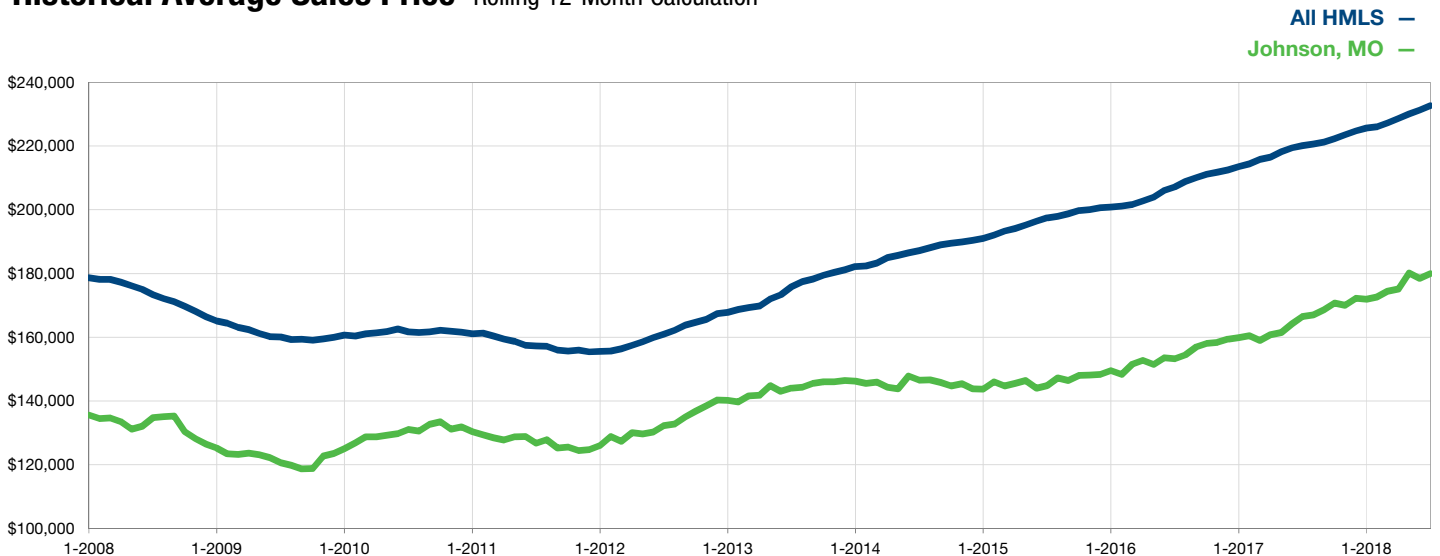
Johnson, MO

Key Metrics	July			Year to Date		
	2017	2018	Percent Change	Thru 7-2017	Thru 7-2018	Percent Change
Closed Sales	81	72	- 11.1%	412	436	+ 5.8%
Average Sales Price*	\$171,339	\$186,474	+ 8.8%	\$165,589	\$179,022	+ 8.1%
Median Sales Price*	\$166,600	\$170,500	+ 2.3%	\$155,000	\$159,950	+ 3.2%
Days on Market Until Sale	67	52	- 22.4%	75	59	- 21.3%
Percentage of Original List Price Received*	96.1%	96.2%	+ 0.1%	95.2%	96.2%	+ 1.1%
Pending Sales	69	73	+ 5.8%	471	466	- 1.1%
Inventory	205	200	- 2.4%	--	--	--
Supply	3.5	3.3	- 5.7%	--	--	--

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Historical Average Sales Price Rolling 12-Month Calculation



Local Market Update for July 2018

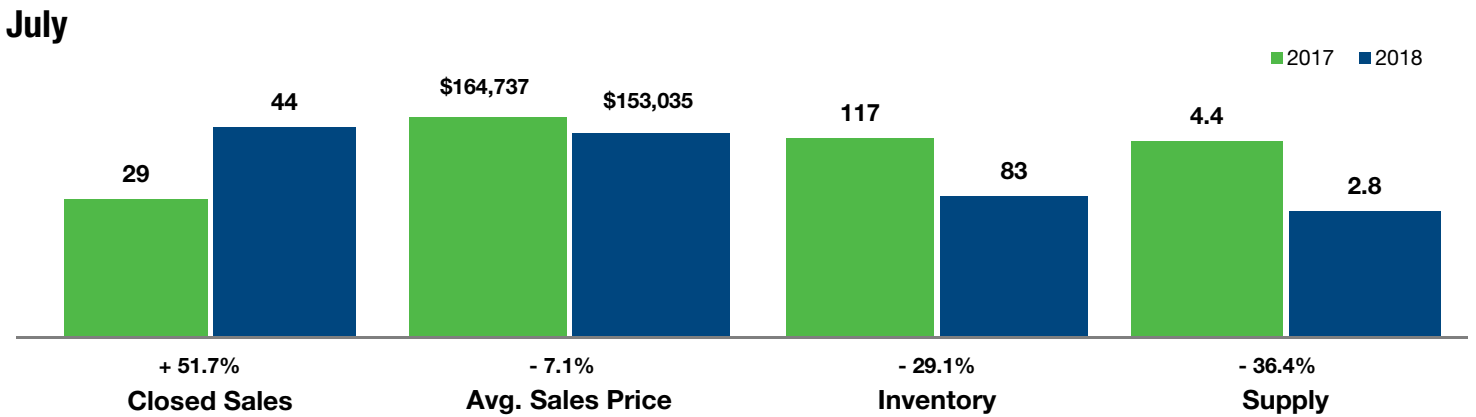
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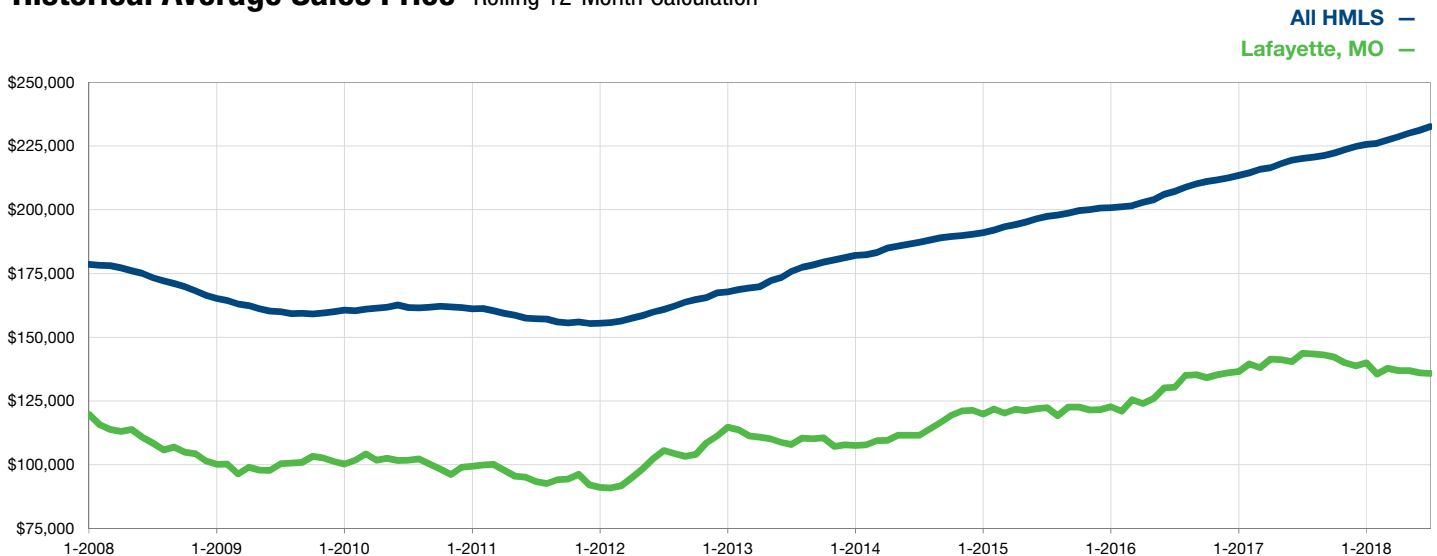
Lafayette, MO

Key Metrics	July			Year to Date		
	2017	2018	Percent Change	Thru 7-2017	Thru 7-2018	Percent Change
Closed Sales	29	44	+ 51.7%	185	207	+ 11.9%
Average Sales Price*	\$164,737	\$153,035	- 7.1%	\$144,732	\$139,325	- 3.7%
Median Sales Price*	\$135,000	\$137,000	+ 1.5%	\$123,000	\$131,750	+ 7.1%
Days on Market Until Sale	63	59	- 6.3%	99	76	- 23.2%
Percentage of Original List Price Received*	94.3%	93.9%	- 0.4%	93.6%	94.1%	+ 0.5%
Pending Sales	25	42	+ 68.0%	196	236	+ 20.4%
Inventory	117	83	- 29.1%	--	--	--
Supply	4.4	2.8	- 36.4%	--	--	--

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Historical Average Sales Price Rolling 12-Month Calculation



Local Market Update for July 2018

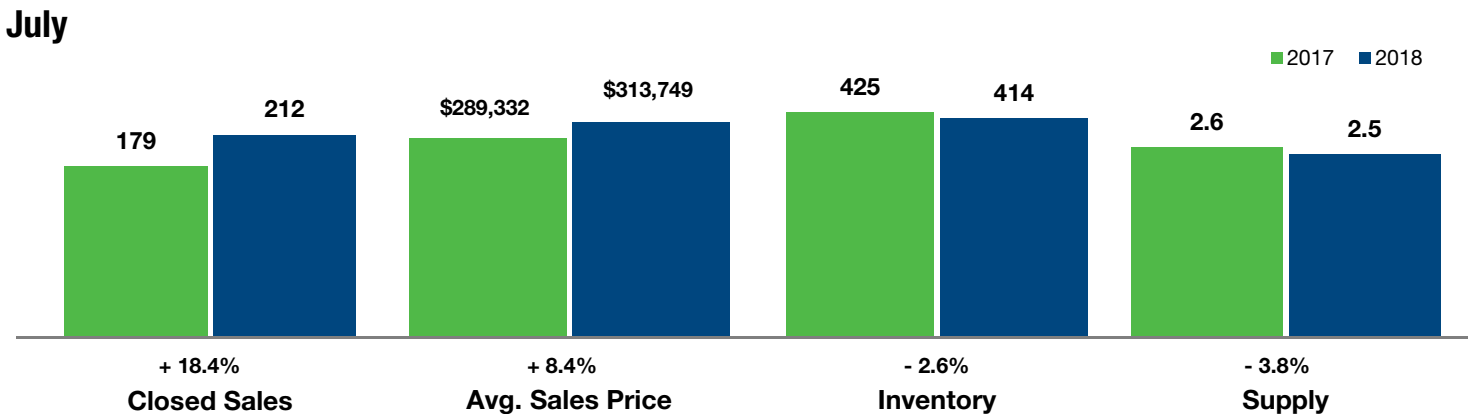
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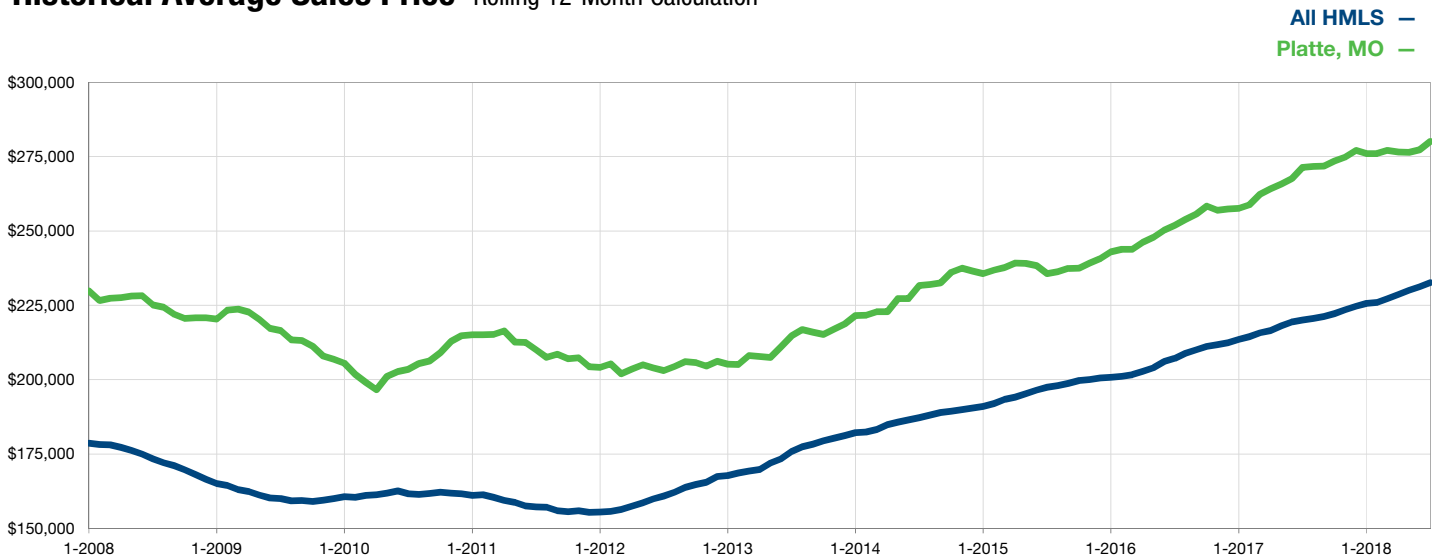
Platte, MO

Key Metrics	July			Year to Date		
	2017	2018	Percent Change	Thru 7-2017	Thru 7-2018	Percent Change
Closed Sales	179	212	+ 18.4%	1,139	1,212	+ 6.4%
Average Sales Price*	\$289,332	\$313,749	+ 8.4%	\$278,715	\$283,564	+ 1.7%
Median Sales Price*	\$252,500	\$279,900	+ 10.9%	\$250,000	\$257,000	+ 2.8%
Days on Market Until Sale	50	32	- 36.0%	59	49	- 16.9%
Percentage of Original List Price Received*	97.7%	98.9%	+ 1.2%	97.9%	98.5%	+ 0.6%
Pending Sales	165	187	+ 13.3%	1,217	1,271	+ 4.4%
Inventory	425	414	- 2.6%	--	--	--
Supply	2.6	2.5	- 3.8%	--	--	--

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Historical Average Sales Price Rolling 12-Month Calculation



Local Market Update for July 2018

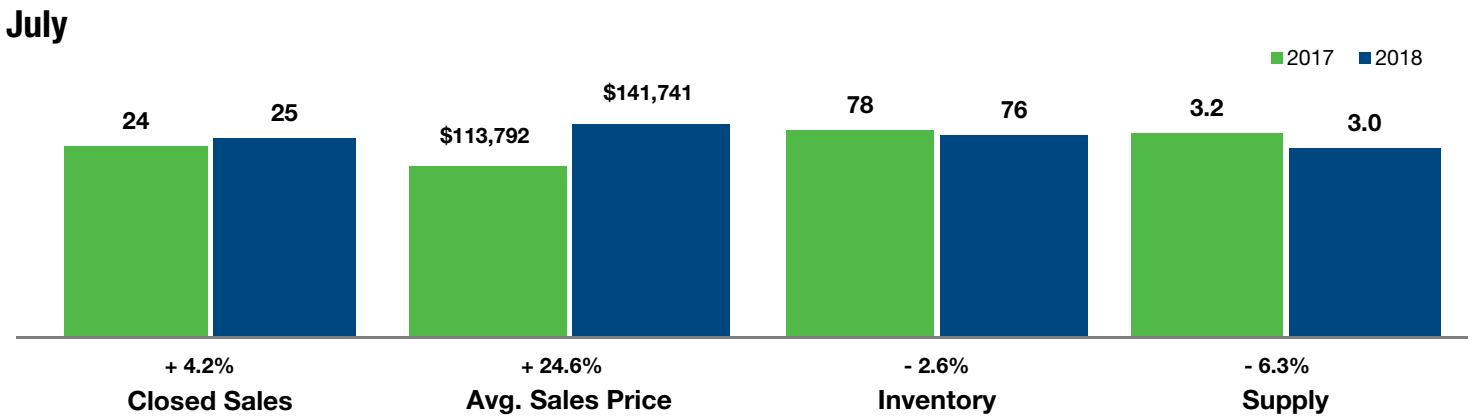
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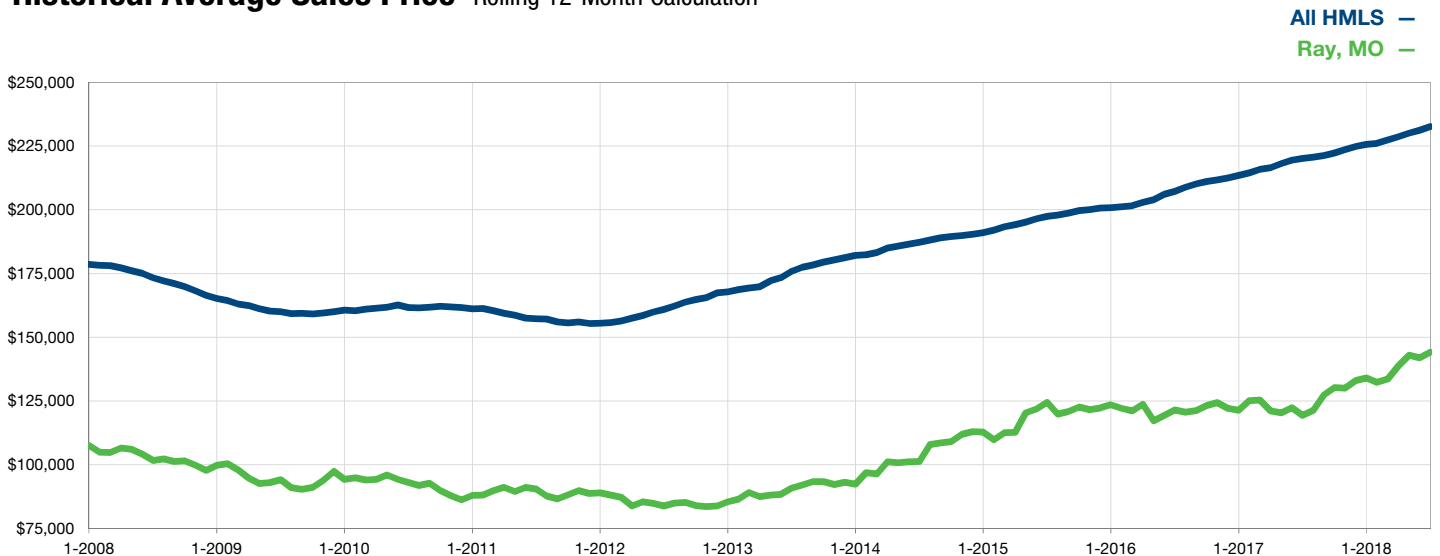
Ray, MO

Key Metrics	July			Year to Date		
	2017	2018	Percent Change	Thru 7-2017	Thru 7-2018	Percent Change
Closed Sales	24	25	+ 4.2%	170	164	- 3.5%
Average Sales Price*	\$113,792	\$141,741	+ 24.6%	\$123,348	\$143,641	+ 16.5%
Median Sales Price*	\$112,500	\$137,000	+ 21.8%	\$105,500	\$133,450	+ 26.5%
Days on Market Until Sale	62	29	- 53.2%	80	44	- 45.0%
Percentage of Original List Price Received*	95.0%	92.6%	- 2.5%	92.7%	95.1%	+ 2.6%
Pending Sales	29	48	+ 65.5%	194	203	+ 4.6%
Inventory	78	76	- 2.6%	--	--	--
Supply	3.2	3.0	- 6.3%	--	--	--

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Historical Average Sales Price Rolling 12-Month Calculation



Local Market Update for July 2018

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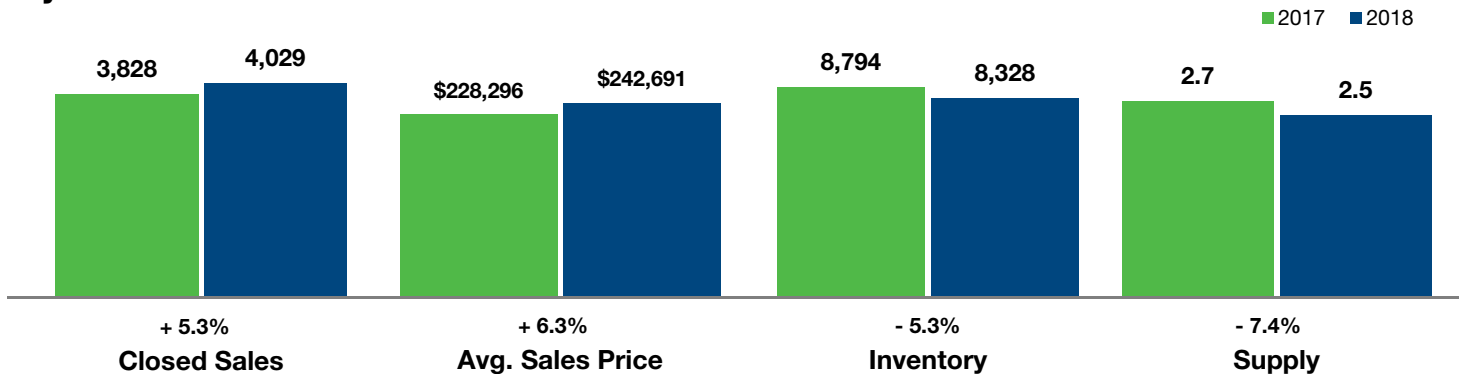


Heartland MLS

Key Metrics	July			Year to Date		
	2017	2018	Percent Change	Thru 7-2017	Thru 7-2018	Percent Change
Closed Sales	3,828	4,029	+ 5.3%	23,363	23,945	+ 2.5%
Average Sales Price*	\$228,296	\$242,691	+ 6.3%	\$224,257	\$237,718	+ 6.0%
Median Sales Price*	\$196,000	\$211,000	+ 7.7%	\$190,000	\$205,500	+ 8.2%
Days on Market Until Sale	47	41	- 12.8%	57	51	- 10.5%
Percentage of Original List Price Received*	97.6%	97.9%	+ 0.3%	97.1%	97.8%	+ 0.7%
Pending Sales	3,568	3,995	+ 12.0%	25,580	26,451	+ 3.4%
Inventory	8,794	8,328	- 5.3%	--	--	--
Supply	2.7	2.5	- 7.4%	--	--	--

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

July



Historical Average Sales Price Rolling 12-Month Calculation

