

Heartland MLS Statistics - Missouri Total
Month of January 2017

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	2,252	1,018	541	484	563	8,116
New Listings This Month	789	381	156	116	130	2,778
Show for Backup This Month	240	80	35	34	26	690
Pending Contracts						
Current Month 2017	523	256	113	78	91	1,853
Current Month 2016	729	325	170	93	86	2,447
Difference	-206	-69	-57	-15	5	-594
% Change	-28%	-21%	-34%	-16%	6%	-24%
Year To Date 2017	523	256	113	78	91	1,853
Year To Date 2016	729	325	170	93	86	2,447
Difference	-206	-69	-57	-15	5	-594
% Change	-28%	-21%	-34%	-16%	6%	-24%
Closed Sales						
Current Month 2017	577	280	122	87	83	1,923
Current Month 2016	575	277	118	88	68	1,908
Difference	2	3	4	-1	15	15
% Change	0%	1%	3%	-1%	22%	1%
Year To Date 2017	577	280	122	87	83	1,923
Year To Date 2016	575	277	118	88	68	1,908
Difference	2	3	4	-1	15	15
% Change	0%	1%	3%	-1%	22%	1%
Average Sale Price						
Current Month 2017	\$167,318	\$180,034	\$245,458	\$182,618	\$133,096	\$212,176
Current Month 2016	\$143,029	\$180,654	\$240,795	\$159,316	\$119,472	\$189,476
Difference	24,289	-620	4,662	23,303	13,625	22,700
% Change	17%	0%	2%	15%	11%	12%
Year To Date 2017	\$167,318	\$180,034	\$245,458	\$182,618	\$133,096	\$212,176
Year To Date 2016	\$143,029	\$180,654	\$240,795	\$159,316	\$119,472	\$189,476
Difference	24,289	-620	4,662	23,303	13,625	22,700
% Change	17%	0%	2%	15%	11%	12%

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 - Missouri New Homes
Month of January 2017

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	339	288	123	161	27	1,783
New Listings This Month	58	72	28	22	1	371
Show for Backup This Month	13	4	2	1	0	39
Pending Contracts						
Current Month 2017	36	37	25	16	4	234
Current Month 2016	46	54	20	7	5	258
Difference	-10	-17	5	9	-1	-24
% Change	-22%	-31%	25%	129%	-20%	-9%
Year To Date 2017	36	37	25	16	4	234
Year To Date 2016	46	54	20	7	5	258
Difference	-10	-17	5	9	-1	-24
% Change	-22%	-31%	25%	129%	-20%	-9%
Closed Sales						
Current Month 2017	36	40	26	13	3	232
Current Month 2016	32	36	27	8	3	190
Difference	4	4	-1	5	0	42
% Change	13%	11%	-4%	63%	0%	22%
Year To Date 2017	36	40	26	13	3	232
Year To Date 2016	32	36	27	8	3	190
Difference	4	4	-1	5	0	42
% Change	13%	11%	-4%	63%	0%	22%
Average Sale Price						
Current Month 2017	\$347,975	\$302,597	\$390,299	\$333,075	\$212,676	\$404,551
Current Month 2016	\$314,198	\$305,915	\$421,741	\$296,490	\$259,567	\$367,691
Difference	33,777	-3,318	-31,442	36,585	-46,891	36,860
% Change	11%	-1%	-7%	12%	-18%	10%
Year To Date 2017	\$347,975	\$302,597	\$390,299	\$333,075	\$212,676	\$404,551
Year To Date 2016	\$314,198	\$305,915	\$421,741	\$296,490	\$259,567	\$367,691
Difference	33,777	-3,318	-31,442	36,585	-46,891	36,860
% Change	11%	-1%	-7%	12%	-18%	10%

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Heartland MLS Statistics - Missouri Resale
Month of January 2017

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	1,913	730	418	323	536	6,333
New Listings This Month	731	309	128	94	129	2,407
Show for Backup This Month	227	76	33	33	26	651
Pending Contracts						
Current Month 2017	487	219	88	62	87	1,619
Current Month 2016	683	271	150	86	81	2,189
Difference	-196	-52	-62	-24	6	-570
% Change	-29%	-19%	-41%	-28%	7%	-26%
Year To Date 2017	487	219	88	62	87	1,619
Year To Date 2016	683	271	150	86	81	2,189
Difference	-196	-52	-62	-24	6	-570
% Change	-29%	-19%	-41%	-28%	7%	-26%
Closed Sales						
Current Month 2017	541	240	96	74	80	1,691
Current Month 2016	543	241	91	80	65	1,718
Difference	-2	-1	5	-6	15	-27
% Change	0%	0%	5%	-8%	23%	-2%
Year To Date 2017	541	240	96	74	80	1,691
Year To Date 2016	543	241	91	80	65	1,718
Difference	-2	-1	5	-6	15	-27
% Change	0%	0%	5%	-8%	23%	-2%
Average Sale Price						
Current Month 2017	\$155,297	\$159,606	\$206,230	\$156,187	\$130,112	\$185,782
Current Month 2016	\$132,942	\$161,943	\$187,108	\$145,598	\$113,006	\$169,766
Difference	22,355	-2,336	19,121	10,589	17,106	16,016
% Change	17%	-1%	10%	7%	15%	9%
Year To Date 2017	\$155,297	\$159,606	\$206,230	\$156,187	\$130,112	\$185,782
Year To Date 2016	\$132,942	\$161,943	\$187,108	\$145,598	\$113,006	\$169,766
Difference	22,355	-2,336	19,121	10,589	17,106	16,016
% Change	17%	-1%	10%	7%	15%	9%

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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