

Heartland MLS Statistics - Missouri Total
Month of January 2018

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	2,022	956	568	406	494	7,275
New Listings This Month	850	442	206	142	121	3,017
Show for Backup This Month	257	91	33	37	33	715
Pending Contracts						
Current Month 2018	549	349	146	104	82	2,115
Current Month 2017	721	321	141	110	114	2,447
Difference	-172	28	5	-6	-32	-332
% Change	-24%	9%	4%	-5%	-28%	-14%
Year To Date 2018	549	349	146	104	82	2,115
Year To Date 2017	721	321	141	110	114	2,447
Difference	-172	28	5	-6	-32	-332
% Change	-24%	9%	4%	-5%	-28%	-14%
Closed Sales						
Current Month 2018	645	343	152	102	107	2,185
Current Month 2017	587	282	122	87	84	1,942
Difference	58	61	30	15	23	243
% Change	10%	22%	25%	17%	27%	13%
Year To Date 2018	645	343	152	102	107	2,185
Year To Date 2017	587	282	122	87	84	1,942
Difference	58	61	30	15	23	243
% Change	10%	22%	25%	17%	27%	13%
Average Sale Price						
Current Month 2018	\$187,921	\$214,556	\$236,515	\$200,342	\$140,736	\$231,089
Current Month 2017	\$166,735	\$179,544	\$245,458	\$182,618	\$133,530	\$211,581
Difference	21,186	35,012	-8,943	17,724	7,206	19,508
% Change	13%	20%	-4%	10%	5%	9%
Year To Date 2018	\$187,921	\$214,556	\$236,515	\$200,342	\$140,736	\$231,089
Year To Date 2017	\$166,735	\$179,544	\$245,458	\$182,618	\$133,530	\$211,581
Difference	21,186	35,012	-8,943	17,724	7,206	19,508
% Change	13%	20%	-4%	10%	5%	9%

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 2018

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	398	351	160	168	35	1,981
New Listings This Month	68	79	47	28	10	416
Show for Backup This Month	14	8	2	3	2	54
Pending Contracts						
Current Month 2018	30	65	26	27	5	291
Current Month 2017	50	42	27	16	4	275
Difference	-20	23	-1	11	1	16
% Change	-40%	55%	-4%	69%	25%	6%
Year To Date 2018	30	65	26	27	5	291
Year To Date 2017	50	42	27	16	4	275
Difference	-20	23	-1	11	1	16
% Change	-40%	55%	-4%	69%	25%	6%
Closed Sales						
Current Month 2018	43	54	24	19	6	255
Current Month 2017	37	40	26	13	3	233
Difference	6	14	-2	6	3	22
% Change	16%	35%	-8%	46%	100%	9%
Year To Date 2018	43	54	24	19	6	255
Year To Date 2017	37	40	26	13	3	233
Difference	6	14	-2	6	3	22
% Change	16%	35%	-8%	46%	100%	9%
Average Sale Price						
Current Month 2018	\$345,466	\$369,058	\$348,542	\$281,805	\$280,554	\$392,827
Current Month 2017	\$346,837	\$302,597	\$390,299	\$333,075	\$212,676	\$404,127
Difference	-1,371	66,461	-41,758	-51,270	67,878	-11,300
% Change	0%	22%	-11%	-15%	32%	-3%
Year To Date 2018	\$345,466	\$369,058	\$348,542	\$281,805	\$280,554	\$392,827
Year To Date 2017	\$346,837	\$302,597	\$390,299	\$333,075	\$212,676	\$404,127
Difference	-1,371	66,461	-41,758	-51,270	67,878	-11,300
% Change	0%	22%	-11%	-15%	32%	-3%

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Show for Backup Contracts = Show for Backup status and Contract date within time period specified

Heartland MLS Statistics - Missouri Resale
Month of January 2018

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	1,624	605	408	238	459	5,295
New Listings This Month	782	363	159	114	111	2,601
Show for Backup This Month	243	83	31	34	31	661
Pending Contracts						
Current Month 2018	519	284	120	77	77	1,823
Current Month 2017	671	279	114	94	110	2,172
Difference	-152	5	6	-17	-33	-349
% Change	-23%	2%	5%	-18%	-30%	-16%
Year To Date 2018	519	284	120	77	77	1,823
Year To Date 2017	671	279	114	94	110	2,172
Difference	-152	5	6	-17	-33	-349
% Change	-23%	2%	5%	-18%	-30%	-16%
Closed Sales						
Current Month 2018	602	289	128	83	101	1,930
Current Month 2017	550	242	96	74	81	1,709
Difference	52	47	32	9	20	221
% Change	9%	19%	33%	12%	25%	13%
Year To Date 2018	602	289	128	83	101	1,930
Year To Date 2017	550	242	96	74	81	1,709
Difference	52	47	32	9	20	221
% Change	9%	19%	33%	12%	25%	13%
Average Sale Price						
Current Month 2018	\$176,668	\$185,687	\$215,510	\$181,694	\$132,430	\$209,719
Current Month 2017	\$154,619	\$159,204	\$206,230	\$156,187	\$130,598	\$185,330
Difference	22,049	26,483	9,280	25,507	1,831	24,389
% Change	14%	17%	4%	16%	1%	13%
Year To Date 2018	\$176,668	\$185,687	\$215,510	\$181,694	\$132,430	\$209,719
Year To Date 2017	\$154,619	\$159,204	\$206,230	\$156,187	\$130,598	\$185,330
Difference	22,049	26,483	9,280	25,507	1,831	24,389
% Change	14%	17%	4%	16%	1%	13%

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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