

Heartland MLS Statistics - Missouri Total
Month of January 2020

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	1,862	773	342	330	421	6,457
New Listings This Month	938	357	131	158	149	3,047
Show for Backup This Month	139	48	15	25	9	372
Pending Contracts						
Current Month 2020	716	312	118	103	94	2,355
Current Month 2019	744	336	142	116	107	2,436
Difference	-28	-24	-24	-13	-13	-81
% Change	-4%	-7%	-17%	-11%	-12%	-3%
Year To Date 2020	716	312	118	103	94	2,355
Year To Date 2019	744	336	142	116	107	2,436
Difference	-28	-24	-24	-13	-13	-81
% Change	-4%	-7%	-17%	-11%	-12%	-3%
Closed Sales						
Current Month 2020	662	299	95	79	113	2,056
Current Month 2019	590	250	116	105	92	1,961
Difference	72	49	-21	-26	21	95
% Change	12%	20%	-18%	-25%	23%	5%
Year To Date 2020	662	299	95	79	113	2,056
Year To Date 2019	590	250	116	105	92	1,961
Difference	72	49	-21	-26	21	95
% Change	12%	20%	-18%	-25%	23%	5%
Average Sale Price						
Current Month 2020	\$193,484	\$220,549	\$275,504	\$225,892	\$189,703	\$244,115
Current Month 2019	\$198,876	\$227,543	\$275,249	\$238,335	\$146,351	\$236,662
Difference	-5,393	-6,994	255	-12,443	43,352	7,453
% Change	-3%	-3%	0%	-5%	30%	3%
Year To Date 2020	\$193,484	\$220,549	\$275,504	\$225,892	\$189,703	\$244,115
Year To Date 2019	\$198,876	\$227,543	\$275,249	\$238,335	\$146,351	\$236,662
Difference	-5,393	-6,994	255	-12,443	43,352	7,453
% Change	-3%	-3%	0%	-5%	30%	3%

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 2020

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	431	290	143	102	16	1,845
New Listings This Month	148	64	31	31	9	482
Show for Backup This Month	7	4	1	2	0	22
Pending Contracts						
Current Month 2020	80	49	29	31	2	356
Current Month 2019	56	39	31	31	2	274
Difference	24	10	-2	0	0	82
% Change	43%	26%	-6%	0%	0%	30%
Year To Date 2020	80	49	29	31	2	356
Year To Date 2019	56	39	31	31	2	274
Difference	24	10	-2	0	0	82
% Change	43%	26%	-6%	0%	0%	30%
Closed Sales						
Current Month 2020	55	34	18	13	4	228
Current Month 2019	51	29	21	20	4	218
Difference	4	5	-3	-7	0	10
% Change	8%	17%	-14%	-35%	0%	5%
Year To Date 2020	55	34	18	13	4	228
Year To Date 2019	51	29	21	20	4	218
Difference	4	5	-3	-7	0	10
% Change	8%	17%	-14%	-35%	0%	5%
Average Sale Price						
Current Month 2020	\$397,684	\$374,073	\$382,401	\$356,952	\$315,050	\$428,916
Current Month 2019	\$394,286	\$349,520	\$395,229	\$330,176	\$298,742	\$396,053
Difference	3,398	24,553	-12,828	26,775	16,308	32,863
% Change	1%	7%	-3%	8%	5%	8%
Year To Date 2020	\$397,684	\$374,073	\$382,401	\$356,952	\$315,050	\$428,916
Year To Date 2019	\$394,286	\$349,520	\$395,229	\$330,176	\$298,742	\$396,053
Difference	3,398	24,553	-12,828	26,775	16,308	32,863
% Change	1%	7%	-3%	8%	5%	8%

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 Resale
Month of January 2020

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	1,431	483	199	228	398	4,561
New Listings This Month	790	293	100	127	132	2,533
Show for Backup This Month	132	44	14	23	9	350
Pending Contracts						
Current Month 2020	636	263	89	72	91	1,995
Current Month 2019	688	297	111	85	104	2,149
Difference	-52	-34	-22	-13	-13	-154
% Change	-8%	-11%	-20%	-15%	-13%	-7%
Year To Date 2020	636	263	89	72	91	1,995
Year To Date 2019	688	297	111	85	104	2,149
Difference	-52	-34	-22	-13	-13	-154
% Change	-8%	-11%	-20%	-15%	-13%	-7%
Closed Sales						
Current Month 2020	607	265	77	66	106	1,822
Current Month 2019	539	221	95	85	86	1,727
Difference	68	44	-18	-19	20	95
% Change	13%	20%	-19%	-22%	23%	6%
Year To Date 2020	607	265	77	66	106	1,822
Year To Date 2019	539	221	95	85	86	1,727
Difference	68	44	-18	-19	20	95
% Change	13%	20%	-19%	-22%	23%	6%
Average Sale Price						
Current Month 2020	\$174,981	\$200,851	\$250,515	\$200,077	\$187,324	\$221,467
Current Month 2019	\$180,387	\$211,537	\$248,727	\$216,726	\$140,655	\$217,891
Difference	-5,406	-10,686	1,788	-16,648	46,669	3,577
% Change	-3%	-5%	1%	-8%	33%	2%
Year To Date 2020	\$174,981	\$200,851	\$250,515	\$200,077	\$187,324	\$221,467
Year To Date 2019	\$180,387	\$211,537	\$248,727	\$216,726	\$140,655	\$217,891
Difference	-5,406	-10,686	1,788	-16,648	46,669	3,577
% Change	-3%	-5%	1%	-8%	33%	2%

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