

Heartland MLS Statistics - Missouri Total
Month of February 2017

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	2,319	1,050	560	495	583	8,411
New Listings This Month	963	507	203	179	200	3,565
Show for Backup This Month	276	98	26	45	36	765
Pending Contracts						
Current Month 2017	617	370	166	117	108	2,431
Current Month 2016	942	489	195	152	114	3,254
Difference	-325	-119	-29	-35	-6	-823
% Change	-35%	-24%	-15%	-23%	-5%	-25%
Year To Date 2017	1,288	681	299	217	214	4,727
Year To Date 2016	1,671	814	365	245	200	5,701
Difference	-383	-133	-66	-28	14	-974
% Change	-23%	-16%	-18%	-11%	7%	-17%
Closed Sales						
Current Month 2017	606	302	133	93	77	2,010
Current Month 2016	638	254	123	82	73	2,030
Difference	-32	48	10	11	4	-20
% Change	-5%	19%	8%	13%	5%	-1%
Year To Date 2017	1,189	583	255	180	161	3,944
Year To Date 2016	1,213	531	241	170	141	3,938
Difference	-24	52	14	10	20	6
% Change	-2%	10%	6%	6%	14%	0%
Average Sale Price						
Current Month 2017	\$165,042	\$200,071	\$236,140	\$214,019	\$146,075	\$209,895
Current Month 2016	\$149,978	\$179,354	\$217,603	\$166,932	\$119,291	\$191,867
Difference	15,064	20,717	18,537	47,087	26,785	18,028
% Change	10%	12%	9%	28%	22%	9%
Year To Date 2017	\$165,863	\$190,293	\$240,598	\$198,842	\$139,530	\$210,822
Year To Date 2016	\$146,684	\$180,032	\$228,959	\$162,989	\$119,378	\$190,708
Difference	19,179	10,261	11,639	35,853	20,152	20,114
% Change	13%	6%	5%	22%	17%	11%

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 February 2017

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	370	276	130	154	28	1,790
New Listings This Month	71	90	36	24	12	463
Show for Backup This Month	10	1	1	8	1	37
Pending Contracts						
Current Month 2017	37	70	31	30	3	342
Current Month 2016	60	88	36	10	2	369
Difference	-23	-18	-5	20	1	-27
% Change	-38%	-20%	-14%	200%	50%	-7%
Year To Date 2017	79	111	57	47	7	597
Year To Date 2016	106	142	56	17	7	627
Difference	-27	-31	1	30	0	-30
% Change	-25%	-22%	2%	176%	0%	-5%
Closed Sales						
Current Month 2017	33	45	25	20	5	224
Current Month 2016	42	41	17	6	1	212
Difference	-9	4	8	14	4	12
% Change	-21%	10%	47%	233%	400%	6%
Year To Date 2017	70	85	51	33	8	457
Year To Date 2016	74	77	44	14	4	402
Difference	-4	8	7	19	4	55
% Change	-5%	10%	16%	136%	100%	14%
Average Sale Price						
Current Month 2017	\$293,863	\$325,257	\$363,284	\$295,839	\$230,367	\$377,973
Current Month 2016	\$308,926	\$293,109	\$390,658	\$283,774	\$150,000	\$349,594
Difference	-15,062	32,149	-27,374	12,066	80,367	28,378
% Change	-5%	11%	-7%	4%	54%	8%
Year To Date 2017	\$321,864	\$314,594	\$377,056	\$310,508	\$223,733	\$391,308
Year To Date 2016	\$311,206	\$299,096	\$409,732	\$291,040	\$232,175	\$358,148
Difference	10,658	15,498	-32,675	19,468	-8,442	33,160
% Change	3%	5%	-8%	7%	-4%	9%

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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 February 2017

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	1,949	774	430	341	555	6,621
New Listings This Month	892	417	167	155	188	3,102
Show for Backup This Month	266	97	25	37	35	728
Pending Contracts						
Current Month 2017	580	300	135	87	105	2,089
Current Month 2016	882	401	159	142	112	2,885
Difference	-302	-101	-24	-55	-7	-796
% Change	-34%	-25%	-15%	-39%	-6%	-28%
Year To Date 2017	1,209	570	242	170	207	4,130
Year To Date 2016	1,565	672	309	228	193	5,074
Difference	-356	-102	-67	-58	14	-944
% Change	-23%	-15%	-22%	-25%	7%	-19%
Closed Sales						
Current Month 2017	573	257	108	73	72	1,786
Current Month 2016	596	213	106	76	72	1,818
Difference	-23	44	2	-3	0	-32
% Change	-4%	21%	2%	-4%	0%	-2%
Year To Date 2017	1,119	498	204	147	153	3,487
Year To Date 2016	1,139	454	197	156	137	3,536
Difference	-20	44	7	-9	16	-49
% Change	-2%	10%	4%	-6%	12%	-1%
Average Sale Price						
Current Month 2017	\$157,623	\$178,151	\$206,709	\$191,602	\$140,222	\$188,815
Current Month 2016	\$138,777	\$157,457	\$189,849	\$157,707	\$118,864	\$173,474
Difference	18,846	20,694	16,859	33,895	21,358	15,340
% Change	14%	13%	9%	21%	18%	9%
Year To Date 2017	\$156,105	\$169,077	\$206,483	\$173,774	\$135,127	\$187,168
Year To Date 2016	\$135,995	\$159,838	\$188,583	\$151,498	\$116,085	\$171,673
Difference	20,109	9,238	17,900	22,276	19,042	15,495
% Change	15%	6%	9%	15%	16%	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