

**Heartland MLS Statistics - Missouri Total**  
**Month of February 2018**

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	2,149	950	571	404	509	7,664
<b>New Listings This Month</b>	989	451	227	175	133	3,344
<b>Show for Backup This Month</b>	225	92	39	38	30	650
<b>Pending Contracts</b>						
Current Month 2018	642	371	164	111	98	2,320
Current Month 2017	861	460	192	159	129	3,115
Difference	-219	-89	-28	-48	-31	-795
% Change	-25%	-19%	-15%	-30%	-24%	-26%
Year To Date 2018	1,396	791	337	244	194	4,962
Year To Date 2017	1,582	781	333	269	243	5,562
Difference	-186	10	4	-25	-49	-600
% Change	-12%	1%	1%	-9%	-20%	-11%
<b>Closed Sales</b>						
Current Month 2018	654	346	135	128	94	2,210
Current Month 2017	620	309	135	93	76	2,049
Difference	34	37	0	35	18	161
% Change	5%	12%	0%	38%	24%	8%
Year To Date 2018	1,308	693	288	231	202	4,417
Year To Date 2017	1,207	591	257	180	160	3,991
Difference	101	102	31	51	42	426
% Change	8%	17%	12%	28%	26%	11%
<b>Average Sale Price</b>						
Current Month 2018	\$183,435	\$208,271	\$221,505	\$202,159	\$136,698	\$217,092
Current Month 2017	\$165,574	\$198,443	\$238,312	\$213,744	\$143,688	\$210,250
Difference	17,861	9,828	-16,806	-11,585	-6,991	6,842
% Change	11%	5%	-7%	-5%	-5%	3%
Year To Date 2018	\$185,387	\$211,323	\$231,696	\$201,045	\$138,432	\$223,993
Year To Date 2017	\$166,139	\$189,425	\$241,704	\$198,700	\$138,355	\$210,898
Difference	19,248	21,898	-10,008	2,344	77	13,095
% Change	12%	12%	-4%	1%	0%	6%

**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 2018**

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	432	330	155	166	32	1,983
<b>New Listings This Month</b>	86	76	44	47	5	474
<b>Show for Backup This Month</b>	14	7	6	1	1	43
<b>Pending Contracts</b>						
Current Month 2018	62	70	38	25	3	374
Current Month 2017	53	73	34	36	4	392
Difference	9	-3	4	-11	-1	-18
% Change	17%	-4%	12%	-31%	-25%	-5%
Year To Date 2018	102	141	67	54	9	707
Year To Date 2017	103	115	61	52	8	667
Difference	-1	26	6	2	1	40
% Change	-1%	23%	10%	4%	13%	6%
<b>Closed Sales</b>						
Current Month 2018	39	53	21	26	5	272
Current Month 2017	33	45	25	20	5	227
Difference	6	8	-4	6	0	45
% Change	18%	18%	-16%	30%	0%	20%
Year To Date 2018	82	107	46	45	11	528
Year To Date 2017	70	85	51	33	8	460
Difference	12	22	-5	12	3	68
% Change	17%	26%	-10%	36%	38%	15%
<b>Average Sale Price</b>						
Current Month 2018	\$315,157	\$320,962	\$378,974	\$283,481	\$232,729	\$352,215
Current Month 2017	\$293,863	\$325,257	\$363,284	\$295,839	\$230,367	\$379,748
Difference	21,294	-4,295	15,690	-12,358	2,362	-27,533
% Change	7%	-1%	4%	-4%	1%	-7%
Year To Date 2018	\$331,051	\$345,235	\$373,879	\$282,773	\$258,815	\$372,819
Year To Date 2017	\$321,864	\$314,594	\$377,056	\$310,508	\$223,733	\$392,097
Difference	9,187	30,641	-3,177	-27,735	35,083	-19,277
% Change	3%	10%	-1%	-9%	16%	-5%

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**Heartland MLS Statistics - Missouri Resale**  
**Month of February 2018**

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	1,717	620	416	238	477	5,681
<b>New Listings This Month</b>	903	375	183	128	128	2,870
<b>Show for Backup This Month</b>	211	85	33	37	29	607
<b>Pending Contracts</b>						
Current Month 2018	580	301	126	86	95	1,946
Current Month 2017	808	387	158	123	125	2,723
Difference	-228	-86	-32	-37	-30	-777
% Change	-28%	-22%	-20%	-30%	-24%	-29%
Year To Date 2018	1,294	650	270	190	185	4,255
Year To Date 2017	1,479	666	272	217	235	4,895
Difference	-185	-16	-2	-27	-50	-640
% Change	-13%	-2%	-1%	-12%	-21%	-13%
<b>Closed Sales</b>						
Current Month 2018	615	293	114	102	89	1,938
Current Month 2017	587	264	110	73	71	1,822
Difference	28	29	4	29	18	116
% Change	5%	11%	4%	40%	25%	6%
Year To Date 2018	1,226	586	242	186	191	3,889
Year To Date 2017	1,137	506	206	147	152	3,531
Difference	89	80	36	39	39	358
% Change	8%	16%	17%	27%	26%	10%
<b>Average Sale Price</b>						
Current Month 2018	\$175,082	\$187,887	\$192,498	\$181,430	\$131,302	\$198,128
Current Month 2017	\$158,362	\$176,827	\$209,909	\$191,253	\$137,584	\$189,133
Difference	16,720	11,060	-17,411	-9,822	-6,281	8,995
% Change	11%	6%	-8%	-5%	-5%	5%
Year To Date 2018	\$175,644	\$186,872	\$204,670	\$181,271	\$131,499	\$203,787
Year To Date 2017	\$156,551	\$168,399	\$208,194	\$173,601	\$133,861	\$187,292
Difference	19,093	18,473	-3,525	7,671	-2,362	16,495
% Change	12%	11%	-2%	4%	-2%	9%

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