

**Heartland MLS Statistics - Missouri Total**  
**Month of February 2019**

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	2,105	841	462	359	411	7,244
<b>New Listings This Month</b>	831	370	160	117	130	2,929
<b>Show for Backup This Month</b>	124	60	11	31	10	367
<b>Pending Contracts</b>						
Current Month 2019	655	316	113	98	94	2,284
Current Month 2018	833	460	197	151	118	2,911
Difference	-178	-144	-84	-53	-24	-627
% Change	-21%	-31%	-43%	-35%	-20%	-22%
Year To Date 2019	1,374	646	250	206	197	4,651
Year To Date 2018	1,609	888	374	290	220	5,634
Difference	-235	-242	-124	-84	-23	-983
% Change	-15%	-27%	-33%	-29%	-10%	-17%
<b>Closed Sales</b>						
Current Month 2019	648	290	101	101	96	2,082
Current Month 2018	670	348	135	129	95	2,241
Difference	-22	-58	-34	-28	1	-159
% Change	-3%	-17%	-25%	-22%	1%	-7%
Year To Date 2019	1,235	539	217	207	186	4,021
Year To Date 2018	1,329	695	288	232	204	4,457
Difference	-94	-156	-71	-25	-18	-436
% Change	-7%	-22%	-25%	-11%	-9%	-10%
<b>Average Sale Price</b>						
Current Month 2019	\$196,638	\$212,464	\$273,471	\$234,409	\$152,976	\$229,912
Current Month 2018	\$181,840	\$207,201	\$221,505	\$202,475	\$135,795	\$216,746
Difference	14,798	5,262	51,966	31,934	17,180	13,166
% Change	8%	3%	23%	16%	13%	6%
Year To Date 2019	\$197,845	\$219,314	\$274,422	\$236,230	\$150,414	\$233,662
Year To Date 2018	\$184,575	\$210,779	\$231,696	\$201,225	\$138,060	\$223,668
Difference	13,270	8,535	42,726	35,005	12,353	9,994
% Change	7%	4%	18%	17%	9%	4%

**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 2019**

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	419	280	201	127	27	2,077
<b>New Listings This Month</b>	48	53	21	13	7	263
<b>Show for Backup This Month</b>	3	4	1	1	0	14
<b>Pending Contracts</b>						
Current Month 2019	43	56	22	24	2	265
Current Month 2018	82	79	40	28	5	431
Difference	-39	-23	-18	-4	-3	-166
% Change	-48%	-29%	-45%	-14%	-60%	-39%
Year To Date 2019	94	94	48	55	4	532
Year To Date 2018	126	156	69	60	12	782
Difference	-32	-62	-21	-5	-8	-250
% Change	-25%	-40%	-30%	-8%	-67%	-32%
<b>Closed Sales</b>						
Current Month 2019	50	36	17	32	5	227
Current Month 2018	38	52	21	27	5	272
Difference	12	-16	-4	5	0	-45
% Change	32%	-31%	-19%	19%	0%	-17%
Year To Date 2019	101	65	38	52	9	445
Year To Date 2018	82	106	46	46	11	529
Difference	19	-41	-8	6	-2	-84
% Change	23%	-39%	-17%	13%	-18%	-16%
<b>Average Sale Price</b>						
Current Month 2019	\$353,899	\$331,274	\$428,188	\$320,404	\$207,980	\$393,603
Current Month 2018	\$317,059	\$323,002	\$378,974	\$281,978	\$232,729	\$352,543
Difference	36,840	8,272	49,214	38,426	-24,749	41,061
% Change	12%	3%	13%	14%	-11%	12%
Year To Date 2019	\$374,292	\$339,415	\$409,974	\$324,163	\$248,319	\$394,803
Year To Date 2018	\$334,863	\$346,465	\$373,879	\$281,907	\$258,815	\$373,333
Difference	39,429	-7,050	36,095	42,256	-10,497	21,470
% Change	12%	-2%	10%	15%	-4%	6%

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**Heartland MLS Statistics - Missouri Resale**  
**Month of February 2019**

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	1,686	560	261	232	383	5,165
<b>New Listings This Month</b>	783	317	139	104	123	2,666
<b>Show for Backup This Month</b>	121	56	10	30	10	353
<b>Pending Contracts</b>						
Current Month 2019	612	260	91	74	92	2,019
Current Month 2018	751	381	157	123	113	2,480
Difference	-139	-121	-66	-49	-21	-461
% Change	-19%	-32%	-42%	-40%	-19%	-19%
Year To Date 2019	1,280	552	202	151	193	4,119
Year To Date 2018	1,483	732	305	230	208	4,852
Difference	-203	-180	-103	-79	-15	-733
% Change	-14%	-25%	-34%	-34%	-7%	-15%
<b>Closed Sales</b>						
Current Month 2019	598	254	84	69	91	1,855
Current Month 2018	632	296	114	102	90	1,969
Difference	-34	-42	-30	-33	1	-114
% Change	-5%	-14%	-26%	-32%	1%	-6%
Year To Date 2019	1,134	474	179	155	177	3,576
Year To Date 2018	1,247	589	242	186	193	3,928
Difference	-113	-115	-63	-31	-16	-352
% Change	-9%	-20%	-26%	-17%	-8%	-9%
<b>Average Sale Price</b>						
Current Month 2019	\$183,489	\$195,624	\$242,160	\$194,528	\$149,953	\$209,881
Current Month 2018	\$173,710	\$186,858	\$192,498	\$181,430	\$130,410	\$197,987
Difference	9,779	8,767	49,662	13,097	19,543	11,894
% Change	6%	5%	26%	7%	15%	6%
Year To Date 2019	\$182,130	\$202,845	\$245,645	\$206,730	\$145,436	\$213,609
Year To Date 2018	\$174,692	\$186,360	\$204,670	\$181,271	\$131,178	\$203,512
Difference	7,438	16,485	40,976	25,458	14,258	10,097
% Change	4%	9%	20%	14%	11%	5%

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