

Heartland MLS Statistics - Missouri Total
Month of February 2020

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	1,800	790	354	318	421	6,461
New Listings This Month	956	453	201	144	136	3,403
Show for Backup This Month	126	56	17	21	20	395
Pending Contracts						
Current Month 2020	824	372	151	114	118	2,764
Current Month 2019	756	386	120	132	105	2,636
Difference	68	-14	31	-18	13	128
% Change	9%	-4%	26%	-14%	12%	5%
Year To Date 2020	1,638	726	285	236	213	5,413
Year To Date 2019	1,500	722	262	248	212	5,072
Difference	138	4	23	-12	1	341
% Change	9%	1%	9%	-5%	0%	7%
Closed Sales						
Current Month 2020	686	299	115	100	90	2,199
Current Month 2019	656	292	104	101	99	2,122
Difference	30	7	11	-1	-9	77
% Change	5%	2%	11%	-1%	-9%	4%
Year To Date 2020	1,355	600	211	179	203	4,278
Year To Date 2019	1,246	542	220	206	191	4,083
Difference	109	58	-9	-27	12	195
% Change	9%	11%	-4%	-13%	6%	5%
Average Sale Price						
Current Month 2020	\$197,318	\$228,836	\$281,322	\$235,185	\$180,204	\$242,320
Current Month 2019	\$196,924	\$212,299	\$273,275	\$234,409	\$151,322	\$228,745
Difference	393	16,537	8,047	776	28,883	13,575
% Change	0%	8%	3%	0%	19%	6%
Year To Date 2020	\$195,359	\$224,681	\$279,403	\$231,084	\$185,492	\$243,416
Year To Date 2019	\$197,849	\$219,331	\$274,316	\$236,410	\$148,928	\$232,547
Difference	-2,490	5,350	5,087	-5,327	36,564	10,869
% Change	-1%	2%	2%	-2%	25%	5%

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 2020

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	390	276	135	94	17	1,729
New Listings This Month	67	75	51	17	1	400
Show for Backup This Month	5	6	0	1	0	14
Pending Contracts						
Current Month 2020	89	73	43	31	4	455
Current Month 2019	51	66	19	26	3	288
Difference	38	7	24	5	1	167
% Change	75%	11%	126%	19%	33%	58%
Year To Date 2020	176	129	74	65	6	836
Year To Date 2019	107	105	50	57	5	562
Difference	69	24	24	8	1	274
% Change	64%	23%	48%	14%	20%	49%
Closed Sales						
Current Month 2020	60	43	24	22	3	242
Current Month 2019	51	36	17	32	5	229
Difference	9	7	7	-10	-2	13
% Change	18%	19%	41%	-31%	-40%	6%
Year To Date 2020	115	77	42	35	7	473
Year To Date 2019	102	65	38	52	9	447
Difference	13	12	4	-17	-2	26
% Change	13%	18%	11%	-33%	-22%	6%
Average Sale Price						
Current Month 2020	\$346,479	\$347,027	\$376,204	\$327,207	\$300,867	\$400,898
Current Month 2019	\$356,143	\$331,274	\$428,188	\$320,404	\$207,980	\$393,940
Difference	-9,664	15,753	-51,984	6,803	92,887	6,958
% Change	-3%	5%	-12%	2%	45%	2%
Year To Date 2020	\$370,969	\$358,969	\$378,860	\$338,255	\$308,971	\$415,512
Year To Date 2019	\$375,214	\$339,415	\$409,974	\$324,163	\$248,319	\$394,971
Difference	-4,246	19,555	-31,114	14,093	60,653	20,542
% Change	-1%	6%	-8%	4%	24%	5%

Pending Contracts = Pending or Sold status and Contract date within time period specified
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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 2020

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	1,410	514	219	224	398	4,697
New Listings This Month	889	378	150	127	135	2,989
Show for Backup This Month	121	50	17	20	20	381
Pending Contracts						
Current Month 2020	735	299	108	83	113	2,299
Current Month 2019	705	320	101	106	101	2,336
Difference	30	-21	7	-23	12	-37
% Change	4%	-7%	7%	-22%	12%	-2%
Year To Date 2020	1,462	597	211	171	205	4,562
Year To Date 2019	1,393	617	212	191	205	4,485
Difference	69	-20	-1	-20	0	77
% Change	5%	-3%	0%	-10%	0%	2%
Closed Sales						
Current Month 2020	626	256	91	78	87	1,951
Current Month 2019	605	256	87	69	94	1,884
Difference	21	0	4	9	-7	67
% Change	3%	0%	5%	13%	-7%	4%
Year To Date 2020	1,240	523	169	144	193	3,793
Year To Date 2019	1,144	477	182	154	180	3,611
Difference	96	46	-13	-10	13	182
% Change	8%	10%	-7%	-6%	7%	5%
Average Sale Price						
Current Month 2020	\$183,021	\$208,984	\$256,298	\$209,230	\$176,044	\$223,150
Current Month 2019	\$183,503	\$195,569	\$243,005	\$194,528	\$148,308	\$209,341
Difference	-482	13,415	13,294	14,702	27,736	13,809
% Change	0%	7%	5%	8%	19%	7%
Year To Date 2020	\$179,072	\$204,910	\$254,685	\$205,035	\$182,239	\$222,442
Year To Date 2019	\$182,035	\$202,967	\$245,992	\$206,780	\$144,652	\$213,430
Difference	-2,962	1,943	8,694	-1,745	37,588	9,012
% Change	-2%	1%	4%	-1%	26%	4%

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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