

Heartland MLS Statistics - Missouri Total

Month of March 2017

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	2,372	1,044	582	504	608	8,757
New Listings This Month	1,307	633	292	235	212	4,851
Show for Backup This Month	324	142	38	55	33	955
Pending Contracts						
Current Month 2017	874	495	188	158	126	3,204
Current Month 2016	1,137	626	251	169	170	4,071
Difference	-263	-131	-63	-11	-44	-867
% Change	-23%	-21%	-25%	-7%	-26%	-21%
Year To Date 2017	2,410	1,259	514	420	367	8,644
Year To Date 2016	2,808	1,440	616	414	370	9,772
Difference	-398	-181	-102	6	-3	-1,128
% Change	-14%	-13%	-17%	1%	-1%	-12%
Closed Sales						
Current Month 2017	933	447	178	167	132	3,184
Current Month 2016	939	427	191	146	107	3,090
Difference	-6	20	-13	21	25	94
% Change	-1%	5%	-7%	14%	23%	3%
Year To Date 2017	2,130	1,033	434	347	293	7,147
Year To Date 2016	2,152	958	432	316	248	7,028
Difference	-22	75	2	31	45	119
% Change	-1%	8%	0%	10%	18%	2%
Average Sale Price						
Current Month 2017	\$181,076	\$189,310	\$241,224	\$196,495	\$131,840	\$216,898
Current Month 2016	\$165,715	\$181,096	\$217,365	\$170,814	\$134,476	\$200,224
Difference	15,362	8,214	23,859	25,680	-2,636	16,673
% Change	9%	5%	11%	15%	-2%	8%
Year To Date 2017	\$172,613	\$189,679	\$240,647	\$197,639	\$136,066	\$213,616
Year To Date 2016	\$154,988	\$180,506	\$223,833	\$166,605	\$125,892	\$194,892
Difference	17,626	9,172	16,814	31,034	10,174	18,724
% Change	11%	5%	8%	19%	8%	10%

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 March 2017

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	355	256	139	167	35	1,794
New Listings This Month	102	79	44	58	9	530
Show for Backup This Month	16	9	2	6	1	47
Pending Contracts						
Current Month 2017	64	92	25	37	3	394
Current Month 2016	70	112	53	22	3	483
Difference	-6	-20	-28	15	0	-89
% Change	-9%	-18%	-53%	68%	0%	-18%
Year To Date 2017	154	204	83	87	10	1,024
Year To Date 2016	176	254	109	39	10	1,110
Difference	-22	-50	-26	48	0	-86
% Change	-13%	-20%	-24%	123%	0%	-8%
Closed Sales						
Current Month 2017	73	64	31	26	1	346
Current Month 2016	51	63	37	8	5	283
Difference	22	1	-6	18	-4	63
% Change	43%	2%	-16%	225%	-80%	22%
Year To Date 2017	143	149	82	59	9	806
Year To Date 2016	125	140	81	22	9	685
Difference	18	9	1	37	0	121
% Change	14%	6%	1%	168%	0%	18%
Average Sale Price						
Current Month 2017	\$303,278	\$292,053	\$371,474	\$245,460	\$216,500	\$355,963
Current Month 2016	\$325,772	\$301,103	\$339,451	\$281,606	\$154,424	\$357,005
Difference	-22,494	-9,050	32,023	-36,146	62,076	-1,042
% Change	-7%	-3%	9%	-13%	40%	0%
Year To Date 2017	\$312,376	\$304,912	\$374,946	\$281,843	\$222,929	\$376,585
Year To Date 2016	\$317,149	\$299,999	\$377,628	\$287,609	\$188,980	\$357,676
Difference	-4,773	4,912	-2,682	-5,767	33,949	18,910
% Change	-2%	2%	-1%	-2%	18%	5%

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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 March 2017

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	2,017	788	443	337	573	6,963
New Listings This Month	1,205	554	248	177	203	4,321
Show for Backup This Month	308	133	36	49	32	908
Pending Contracts						
Current Month 2017	810	403	163	121	123	2,810
Current Month 2016	1,067	514	198	147	167	3,588
Difference	-257	-111	-35	-26	-44	-778
% Change	-24%	-22%	-18%	-18%	-26%	-22%
Year To Date 2017	2,256	1,055	431	333	357	7,620
Year To Date 2016	2,632	1,186	507	375	360	8,662
Difference	-376	-131	-76	-42	-3	-1,042
% Change	-14%	-11%	-15%	-11%	-1%	-12%
Closed Sales						
Current Month 2017	860	383	147	141	131	2,838
Current Month 2016	888	364	154	138	102	2,807
Difference	-28	19	-7	3	29	31
% Change	-3%	5%	-5%	2%	28%	1%
Year To Date 2017	1,987	884	352	288	284	6,341
Year To Date 2016	2,027	818	351	294	239	6,343
Difference	-40	66	1	-6	45	-2
% Change	-2%	8%	0%	-2%	19%	0%
Average Sale Price						
Current Month 2017	\$170,703	\$172,142	\$213,757	\$187,465	\$131,194	\$199,943
Current Month 2016	\$156,522	\$160,326	\$188,033	\$164,392	\$133,498	\$184,418
Difference	14,181	11,816	25,724	23,074	-2,304	15,525
% Change	9%	7%	14%	14%	-2%	8%
Year To Date 2017	\$162,555	\$170,256	\$209,362	\$180,389	\$133,313	\$192,902
Year To Date 2016	\$144,988	\$160,055	\$188,342	\$157,550	\$123,516	\$177,313
Difference	17,567	10,201	21,020	22,839	9,797	15,589
% Change	12%	6%	11%	14%	8%	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