

Heartland MLS Statistics - Missouri Total
Month of March 2018

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	2,309	970	583	426	527	8,231
New Listings This Month	1,399	644	298	207	224	4,870
Show for Backup This Month	302	128	41	52	37	908
Pending Contracts						
Current Month 2018	851	461	205	144	125	3,176
Current Month 2017	1,132	624	224	206	143	4,012
Difference	-281	-163	-19	-62	-18	-836
% Change	-25%	-26%	-8%	-30%	-13%	-21%
Year To Date 2018	2,437	1,338	573	424	346	8,733
Year To Date 2017	2,714	1,404	557	475	386	9,573
Difference	-277	-66	16	-51	-40	-840
% Change	-10%	-5%	3%	-11%	-10%	-9%
Closed Sales						
Current Month 2018	889	497	229	148	120	3,101
Current Month 2017	952	453	179	171	135	3,234
Difference	-63	44	50	-23	-15	-133
% Change	-7%	10%	28%	-13%	-11%	-4%
Year To Date 2018	2,214	1,192	517	379	323	7,546
Year To Date 2017	2,159	1,044	436	351	295	7,225
Difference	55	148	81	28	28	321
% Change	3%	14%	19%	8%	9%	4%
Average Sale Price						
Current Month 2018	\$198,433	\$210,225	\$262,179	\$220,170	\$153,310	\$234,132
Current Month 2017	\$181,472	\$189,415	\$241,860	\$195,538	\$132,911	\$216,898
Difference	16,961	20,810	20,319	24,632	20,400	17,234
% Change	9%	11%	8%	13%	15%	8%
Year To Date 2018	\$190,401	\$210,678	\$245,198	\$208,513	\$143,689	\$227,984
Year To Date 2017	\$172,900	\$189,421	\$241,768	\$197,160	\$135,863	\$213,584
Difference	17,502	21,257	3,430	11,353	7,825	14,400
% Change	10%	11%	1%	6%	6%	7%

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 2018

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	425	285	161	155	31	1,911
New Listings This Month	121	73	52	34	8	497
Show for Backup This Month	15	8	4	2	0	45
Pending Contracts						
Current Month 2018	68	72	27	33	5	400
Current Month 2017	87	104	29	42	4	458
Difference	-19	-32	-2	-9	1	-58
% Change	-22%	-31%	-7%	-21%	25%	-13%
Year To Date 2018	182	222	96	91	17	1,154
Year To Date 2017	190	219	90	94	12	1,125
Difference	-8	3	6	-3	5	29
% Change	-4%	1%	7%	-3%	42%	3%
Closed Sales						
Current Month 2018	74	67	48	30	8	396
Current Month 2017	74	64	31	26	1	348
Difference	0	3	17	4	7	48
% Change	0%	5%	55%	15%	700%	14%
Year To Date 2018	157	174	94	75	19	926
Year To Date 2017	144	149	82	59	9	808
Difference	13	25	12	16	10	118
% Change	9%	17%	15%	27%	111%	15%
Average Sale Price						
Current Month 2018	\$360,390	\$314,597	\$381,271	\$300,052	\$216,775	\$371,490
Current Month 2017	\$314,460	\$292,053	\$371,474	\$245,460	\$216,500	\$357,981
Difference	45,931	22,544	9,797	54,592	275	13,510
% Change	15%	8%	3%	22%	0%	4%
Year To Date 2018	\$346,309	\$333,438	\$377,654	\$289,685	\$241,114	\$372,374
Year To Date 2017	\$318,059	\$304,912	\$374,946	\$281,843	\$222,929	\$377,403
Difference	28,250	28,526	2,708	7,842	18,185	-5,029
% Change	9%	9%	1%	3%	8%	-1%

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Heartland MLS Statistics - Missouri Resale

Month of March 2018

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	1,884	685	422	271	496	6,321
New Listings This Month	1,278	571	246	173	216	4,373
Show for Backup This Month	287	120	37	50	37	863
Pending Contracts						
Current Month 2018	783	389	178	111	120	2,775
Current Month 2017	1,045	520	195	164	139	3,554
Difference	-262	-131	-17	-53	-19	-779
% Change	-25%	-25%	-9%	-32%	-14%	-22%
Year To Date 2018	2,255	1,116	477	333	329	7,578
Year To Date 2017	2,524	1,185	467	381	374	8,448
Difference	-269	-69	10	-48	-45	-870
% Change	-11%	-6%	2%	-13%	-12%	-10%
Closed Sales						
Current Month 2018	815	430	181	118	112	2,705
Current Month 2017	878	389	148	145	134	2,886
Difference	-63	41	33	-27	-22	-181
% Change	-7%	11%	22%	-19%	-16%	-6%
Year To Date 2018	2,057	1,018	423	304	304	6,620
Year To Date 2017	2,015	895	354	292	286	6,417
Difference	42	123	69	12	18	203
% Change	2%	14%	19%	4%	6%	3%
Average Sale Price						
Current Month 2018	\$183,728	\$193,962	\$230,596	\$199,861	\$148,777	\$214,024
Current Month 2017	\$170,264	\$172,529	\$214,711	\$186,587	\$132,287	\$199,886
Difference	13,464	21,434	15,885	13,275	16,490	14,137
% Change	8%	12%	7%	7%	12%	7%
Year To Date 2018	\$178,502	\$189,695	\$215,764	\$188,487	\$137,600	\$207,787
Year To Date 2017	\$162,526	\$170,194	\$210,919	\$180,049	\$133,124	\$192,956
Difference	15,976	19,502	4,845	8,438	4,476	14,831
% Change	10%	11%	2%	5%	3%	8%

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Show for Backup Contracts = Show for Backup status and Contract date within time period specified