

## Heartland MLS Statistics - Missouri Total

Month of March 2019

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	2,197	923	469	333	452	7,821
<b>New Listings This Month</b>	1,250	518	201	166	185	4,292
<b>Show for Backup This Month</b>	209	81	28	35	22	567
<b>Pending Contracts</b>						
Current Month 2019	875	404	163	137	131	3,167
Current Month 2018	1,115	576	249	199	156	3,996
Difference	-240	-172	-86	-62	-25	-829
% Change	-22%	-30%	-35%	-31%	-16%	-21%
Year To Date 2019	2,367	1,111	420	379	333	8,159
Year To Date 2018	2,724	1,464	623	489	376	9,630
Difference	-357	-353	-203	-110	-43	-1,471
% Change	-13%	-24%	-33%	-22%	-11%	-15%
<b>Closed Sales</b>						
Current Month 2019	816	388	143	130	95	2,712
Current Month 2018	898	502	235	149	121	3,138
Difference	-82	-114	-92	-19	-26	-426
% Change	-9%	-23%	-39%	-13%	-21%	-14%
Year To Date 2019	2,055	930	362	337	283	6,758
Year To Date 2018	2,227	1,197	523	382	325	7,596
Difference	-172	-267	-161	-45	-42	-838
% Change	-8%	-22%	-31%	-12%	-13%	-11%
<b>Average Sale Price</b>						
Current Month 2019	\$201,990	\$231,103	\$288,571	\$215,897	\$157,317	\$242,843
Current Month 2018	\$197,607	\$210,080	\$261,148	\$219,505	\$153,688	\$233,891
Difference	4,383	21,023	27,422	-3,608	3,630	8,951
% Change	2%	10%	11%	-2%	2%	4%
Year To Date 2019	\$199,581	\$224,256	\$280,069	\$228,386	\$152,093	\$237,317
Year To Date 2018	\$189,830	\$210,486	\$244,930	\$208,548	\$143,878	\$227,898
Difference	9,751	13,770	35,139	19,838	8,214	9,419
% Change	5%	7%	14%	10%	6%	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 March 2019

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	405	285	199	106	24	1,992
<b>New Listings This Month</b>	62	53	31	18	5	344
<b>Show for Backup This Month</b>	8	13	2	2	2	37
<b>Pending Contracts</b>						
Current Month 2019	49	52	37	32	7	363
Current Month 2018	86	83	33	38	5	450
Difference	-37	-31	4	-6	2	-87
% Change	-43%	-37%	12%	-16%	40%	-19%
Year To Date 2019	153	150	85	88	11	914
Year To Date 2018	212	239	102	98	17	1,232
Difference	-59	-89	-17	-10	-6	-318
% Change	-28%	-37%	-17%	-10%	-35%	-26%
<b>Closed Sales</b>						
Current Month 2019	52	46	22	25	2	279
Current Month 2018	74	68	48	30	8	399
Difference	-22	-22	-26	-5	-6	-120
% Change	-30%	-32%	-54%	-17%	-75%	-30%
Year To Date 2019	154	111	60	77	11	726
Year To Date 2018	156	174	94	77	19	929
Difference	-2	-63	-34	0	-8	-203
% Change	-1%	-36%	-36%	0%	-42%	-22%
<b>Average Sale Price</b>						
Current Month 2019	\$335,797	\$369,247	\$381,862	\$286,570	\$162,387	\$390,675
Current Month 2018	\$360,390	\$315,265	\$381,271	\$300,052	\$216,775	\$372,397
Difference	-24,593	53,983	591	-13,483	-54,389	18,277
% Change	-7%	17%	0%	-4%	-25%	5%
Year To Date 2019	\$361,905	\$351,778	\$399,666	\$311,957	\$232,695	\$393,320
Year To Date 2018	\$346,972	\$334,271	\$377,654	\$288,886	\$241,114	\$372,825
Difference	14,933	17,506	22,012	23,071	-8,420	20,494
% Change	4%	5%	6%	8%	-3%	5%

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## Heartland MLS Statistics - Missouri Resale

Month of March 2019

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	1,792	637	270	227	428	5,828
<b>New Listings This Month</b>	1,188	465	170	148	180	3,948
<b>Show for Backup This Month</b>	201	68	26	33	20	530
<b>Pending Contracts</b>						
Current Month 2019	826	352	126	105	123	2,803
Current Month 2018	1,029	493	216	161	151	3,546
Difference	-203	-141	-90	-56	-28	-743
% Change	-20%	-29%	-42%	-35%	-19%	-21%
Year To Date 2019	2,214	961	335	291	321	7,244
Year To Date 2018	2,512	1,225	521	391	359	8,398
Difference	-298	-264	-186	-100	-38	-1,154
% Change	-12%	-22%	-36%	-26%	-11%	-14%
<b>Closed Sales</b>						
Current Month 2019	764	342	121	105	93	2,433
Current Month 2018	824	434	187	119	113	2,739
Difference	-60	-92	-66	-14	-20	-306
% Change	-7%	-21%	-35%	-12%	-18%	-11%
Year To Date 2019	1,901	819	302	260	272	6,032
Year To Date 2018	2,071	1,023	429	305	306	6,667
Difference	-170	-204	-127	-45	-34	-635
% Change	-8%	-20%	-30%	-15%	-11%	-10%
<b>Average Sale Price</b>						
Current Month 2019	\$192,883	\$212,522	\$271,608	\$199,071	\$157,208	\$225,890
Current Month 2018	\$182,988	\$193,599	\$230,315	\$199,199	\$149,221	\$213,715
Difference	9,895	18,923	41,294	-128	7,987	12,176
% Change	5%	10%	18%	0%	5%	6%
Year To Date 2019	\$186,431	\$206,973	\$256,308	\$203,637	\$148,833	\$218,541
Year To Date 2018	\$177,993	\$189,431	\$215,848	\$188,266	\$137,841	\$207,703
Difference	8,438	17,542	40,460	15,371	10,992	10,837
% Change	5%	9%	19%	8%	8%	5%

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