

Heartland MLS Statistics - Missouri Total

Month of March 2020

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	1,697	729	351	301	412	6,183
New Listings This Month	1,188	541	225	167	174	4,079
Show for Backup This Month	119	58	20	23	16	388
Pending Contracts						
Current Month 2020	907	465	165	157	114	3,138
Current Month 2019	1,057	492	189	165	143	3,690
Difference	-150	-27	-24	-8	-29	-552
% Change	-14%	-5%	-13%	-5%	-20%	-15%
Year To Date 2020	2,644	1,231	463	414	335	8,862
Year To Date 2019	2,557	1,214	451	413	355	8,762
Difference	87	17	12	1	-20	100
% Change	3%	1%	3%	0%	-6%	1%
Closed Sales						
Current Month 2020	873	383	146	141	123	2,948
Current Month 2019	827	394	145	132	98	2,761
Difference	46	-11	1	9	25	187
% Change	6%	-3%	1%	7%	26%	7%
Year To Date 2020	2,236	985	358	321	327	7,246
Year To Date 2019	2,073	936	365	338	289	6,844
Difference	163	49	-7	-17	38	402
% Change	8%	5%	-2%	-5%	13%	6%
Average Sale Price						
Current Month 2020	\$218,607	\$228,877	\$283,661	\$239,868	\$163,389	\$262,167
Current Month 2019	\$201,551	\$230,695	\$289,304	\$217,637	\$155,711	\$241,566
Difference	17,056	-1,818	-5,644	22,231	7,679	20,602
% Change	8%	-1%	-2%	10%	5%	9%
Year To Date 2020	\$204,237	\$226,080	\$281,065	\$234,657	\$177,638	\$251,006
Year To Date 2019	\$199,326	\$224,115	\$280,270	\$229,079	\$151,228	\$236,186
Difference	4,912	1,965	795	5,578	26,411	14,821
% Change	2%	1%	0%	2%	17%	6%

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 2020

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	373	254	148	88	20	1,686
New Listings This Month	88	63	35	30	8	390
Show for Backup This Month	8	3	1	2	0	18
Pending Contracts						
Current Month 2020	82	77	29	27	2	381
Current Month 2019	67	71	43	31	10	429
Difference	15	6	-14	-4	-8	-48
% Change	22%	8%	-33%	-13%	-80%	-11%
Year To Date 2020	272	216	102	96	8	1,255
Year To Date 2019	174	176	93	88	15	991
Difference	98	40	9	8	-7	264
% Change	56%	23%	10%	9%	-47%	27%
Closed Sales						
Current Month 2020	76	62	29	34	4	377
Current Month 2019	52	47	22	26	2	283
Difference	24	15	7	8	2	94
% Change	46%	32%	32%	31%	100%	33%
Year To Date 2020	191	139	71	69	12	852
Year To Date 2019	154	112	60	78	11	730
Difference	37	27	11	-9	1	122
% Change	24%	24%	18%	-12%	9%	17%
Average Sale Price						
Current Month 2020	\$368,775	\$332,030	\$382,873	\$276,416	\$236,988	\$402,654
Current Month 2019	\$335,797	\$370,325	\$381,862	\$281,705	\$162,387	\$389,194
Difference	32,978	-38,295	1,011	-5,289	74,601	13,460
% Change	10%	-10%	0%	-2%	46%	3%
Year To Date 2020	\$370,096	\$346,953	\$380,499	\$307,784	\$287,229	\$409,675
Year To Date 2019	\$361,905	\$352,386	\$399,666	\$310,010	\$232,695	\$392,731
Difference	8,191	-5,433	-19,167	-2,226	54,535	16,944
% Change	2%	-2%	-5%	-1%	23%	4%

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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 2020

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	1,324	475	203	213	389	4,472
New Listings This Month	1,100	478	190	137	166	3,689
Show for Backup This Month	111	55	19	21	16	370
Pending Contracts						
Current Month 2020	825	388	136	130	111	2,754
Current Month 2019	990	421	146	134	131	3,251
Difference	-165	-33	-10	-4	-20	-497
% Change	-17%	-8%	-7%	-3%	-15%	-15%
Year To Date 2020	2,372	1,015	361	318	323	7,586
Year To Date 2019	2,383	1,038	358	325	336	7,736
Difference	-11	-23	3	-7	-13	-150
% Change	0%	-2%	1%	-2%	-4%	-2%
Closed Sales						
Current Month 2020	797	321	117	107	117	2,562
Current Month 2019	775	347	123	106	95	2,465
Difference	22	-26	-6	1	22	97
% Change	3%	-7%	-5%	1%	23%	4%
Year To Date 2020	2,045	846	287	252	310	6,373
Year To Date 2019	1,919	824	305	260	275	6,076
Difference	126	22	-18	-8	35	297
% Change	7%	3%	-6%	-3%	13%	5%
Average Sale Price						
Current Month 2020	\$204,288	\$208,954	\$259,069	\$228,255	\$162,512	\$241,922
Current Month 2019	\$192,544	\$211,783	\$272,749	\$201,922	\$156,125	\$225,415
Difference	11,744	-2,829	-13,680	26,333	6,387	16,507
% Change	6%	-1%	-5%	13%	4%	7%
Year To Date 2020	\$188,747	\$206,220	\$256,467	\$214,634	\$174,794	\$230,254
Year To Date 2019	\$186,279	\$206,680	\$256,782	\$204,799	\$148,615	\$218,292
Difference	2,468	-459	-316	9,835	26,179	11,962
% Change	1%	0%	0%	5%	18%	5%

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