

Heartland MLS Statistics - Missouri Total

Month of April 2017

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	2,553	1,091	605	493	608	9,181
New Listings This Month	1,315	610	308	227	182	4,692
Show for Backup This Month	395	137	61	67	33	1,103
Pending Contracts						
Current Month 2017	808	461	211	149	116	3,144
Current Month 2016	1,153	628	262	169	158	4,196
Difference	-345	-167	-51	-20	-42	-1,052
% Change	-30%	-27%	-19%	-12%	-27%	-25%
Year To Date 2017	3,459	1,829	755	612	497	12,516
Year To Date 2016	3,961	2,068	878	583	526	13,966
Difference	-502	-239	-123	29	-29	-1,450
% Change	-13%	-12%	-14%	5%	-6%	-10%
Closed Sales						
Current Month 2017	886	485	187	160	128	3,196
Current Month 2016	1,016	526	192	154	142	3,440
Difference	-130	-41	-5	6	-14	-244
% Change	-13%	-8%	-3%	4%	-10%	-7%
Year To Date 2017	3,030	1,523	622	509	422	10,382
Year To Date 2016	3,168	1,484	624	470	390	10,468
Difference	-138	39	-2	39	32	-86
% Change	-4%	3%	0%	8%	8%	-1%
Average Sale Price						
Current Month 2017	\$182,404	\$194,951	\$243,210	\$215,375	\$151,336	\$220,082
Current Month 2016	\$172,337	\$188,015	\$242,405	\$186,169	\$133,858	\$211,974
Difference	10,067	6,936	805	29,206	17,477	8,108
% Change	6%	4%	0%	16%	13%	4%
Year To Date 2017	\$175,775	\$191,374	\$241,602	\$203,175	\$140,882	\$215,661
Year To Date 2016	\$160,552	\$183,168	\$229,547	\$173,015	\$128,793	\$200,506
Difference	15,223	8,206	12,054	30,160	12,089	15,155
% Change	9%	4%	5%	17%	9%	8%

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 April 2017

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	335	253	136	159	36	1,750
New Listings This Month	72	76	43	43	6	450
Show for Backup This Month	17	7	1	8	0	43
Pending Contracts						
Current Month 2017	71	78	33	37	2	391
Current Month 2016	71	99	44	21	3	429
Difference	0	-21	-11	16	-1	-38
% Change	0%	-21%	-25%	76%	-33%	-9%
Year To Date 2017	235	284	118	130	13	1,452
Year To Date 2016	247	353	153	60	13	1,539
Difference	-12	-69	-35	70	0	-87
% Change	-5%	-20%	-23%	117%	0%	-6%
Closed Sales						
Current Month 2017	42	67	36	34	4	326
Current Month 2016	65	77	25	19	2	338
Difference	-23	-10	11	15	2	-12
% Change	-35%	-13%	44%	79%	100%	-4%
Year To Date 2017	186	216	118	93	13	1,134
Year To Date 2016	190	217	106	41	11	1,023
Difference	-4	-1	12	52	2	111
% Change	-2%	0%	11%	127%	18%	11%
Average Sale Price						
Current Month 2017	\$319,577	\$295,114	\$395,040	\$291,280	\$237,744	\$360,296
Current Month 2016	\$313,171	\$298,052	\$367,607	\$310,480	\$210,750	\$367,542
Difference	6,406	-2,938	27,433	-19,199	26,994	-7,246
% Change	2%	-1%	7%	-6%	13%	-2%
Year To Date 2017	\$318,402	\$301,873	\$381,076	\$285,293	\$227,488	\$372,573
Year To Date 2016	\$315,788	\$299,308	\$375,265	\$298,208	\$192,938	\$360,936
Difference	2,614	2,564	5,812	-12,915	34,549	11,638
% Change	1%	1%	2%	-4%	18%	3%

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Heartland MLS Statistics - Missouri Resale

Month of April 2017

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	2,218	838	469	334	572	7,431
New Listings This Month	1,243	534	265	184	176	4,242
Show for Backup This Month	378	130	60	59	33	1,060
Pending Contracts						
Current Month 2017	737	383	178	112	114	2,753
Current Month 2016	1,082	529	218	148	155	3,767
Difference	-345	-146	-40	-36	-41	-1,014
% Change	-32%	-28%	-18%	-24%	-26%	-27%
Year To Date 2017	3,224	1,545	637	482	484	11,064
Year To Date 2016	3,714	1,715	725	523	513	12,427
Difference	-490	-170	-88	-41	-29	-1,363
% Change	-13%	-10%	-12%	-8%	-6%	-11%
Closed Sales						
Current Month 2017	844	418	151	126	124	2,870
Current Month 2016	951	449	167	135	140	3,102
Difference	-107	-31	-16	-9	-16	-232
% Change	-11%	-7%	-10%	-7%	-11%	-7%
Year To Date 2017	2,844	1,307	504	416	409	9,248
Year To Date 2016	2,978	1,267	518	429	379	9,445
Difference	-134	40	-14	-13	30	-197
% Change	-4%	3%	-3%	-3%	8%	-2%
Average Sale Price						
Current Month 2017	\$175,578	\$178,896	\$207,012	\$194,892	\$148,548	\$204,155
Current Month 2016	\$162,712	\$169,145	\$223,662	\$168,674	\$132,760	\$195,023
Difference	12,866	9,751	-16,650	26,219	15,788	9,132
% Change	8%	6%	-7%	16%	12%	5%
Year To Date 2017	\$166,447	\$173,113	\$208,947	\$184,817	\$138,129	\$196,420
Year To Date 2016	\$150,648	\$163,277	\$199,729	\$161,050	\$126,931	\$183,129
Difference	15,800	9,836	9,218	23,767	11,198	13,290
% Change	10%	6%	5%	15%	9%	7%

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