

Heartland MLS Statistics - Missouri Total

Month of April 2018

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	2,498	1,024	607	481	572	8,838
New Listings This Month	1,418	668	344	235	246	5,113
Show for Backup This Month	295	132	48	46	51	986
Pending Contracts						
Current Month 2018	861	453	225	136	140	3,211
Current Month 2017	1,145	578	275	209	141	4,103
Difference	-284	-125	-50	-73	-1	-892
% Change	-25%	-22%	-18%	-35%	-1%	-22%
Year To Date 2018	3,529	1,891	834	619	510	12,696
Year To Date 2017	3,859	1,982	832	684	527	13,676
Difference	-330	-91	2	-65	-17	-980
% Change	-9%	-5%	0%	-10%	-3%	-7%
Closed Sales						
Current Month 2018	955	469	208	171	123	3,297
Current Month 2017	908	493	188	160	131	3,247
Difference	47	-24	20	11	-8	50
% Change	5%	-5%	11%	7%	-6%	2%
Year To Date 2018	3,174	1,662	726	551	448	10,864
Year To Date 2017	3,068	1,537	624	511	426	10,473
Difference	106	125	102	40	22	391
% Change	3%	8%	16%	8%	5%	4%
Average Sale Price						
Current Month 2018	\$194,287	\$215,008	\$247,376	\$227,352	\$167,116	\$236,462
Current Month 2017	\$181,681	\$194,912	\$243,576	\$215,375	\$154,098	\$219,731
Difference	12,606	20,096	3,800	11,977	13,018	16,731
% Change	7%	10%	2%	6%	8%	8%
Year To Date 2018	\$191,327	\$211,809	\$245,781	\$214,201	\$150,258	\$230,456
Year To Date 2017	\$175,506	\$191,182	\$242,313	\$202,863	\$141,471	\$215,488
Difference	15,821	20,626	3,468	11,338	8,788	14,968
% Change	9%	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 April 2018

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	425	274	169	180	33	1,974
New Listings This Month	95	75	47	51	7	483
Show for Backup This Month	16	12	7	3	3	57
Pending Contracts						
Current Month 2018	68	73	38	29	5	367
Current Month 2017	86	89	35	45	2	433
Difference	-18	-16	3	-16	3	-66
% Change	-21%	-18%	9%	-36%	150%	-15%
Year To Date 2018	264	303	137	126	22	1,570
Year To Date 2017	276	308	125	139	14	1,558
Difference	-12	-5	12	-13	8	12
% Change	-4%	-2%	10%	-9%	57%	1%
Closed Sales						
Current Month 2018	56	61	37	32	8	351
Current Month 2017	45	70	35	34	4	332
Difference	11	-9	2	-2	4	19
% Change	24%	-13%	6%	-6%	100%	6%
Year To Date 2018	213	234	131	107	27	1,277
Year To Date 2017	189	219	117	93	13	1,140
Difference	24	15	14	14	14	137
% Change	13%	7%	12%	15%	108%	12%
Average Sale Price						
Current Month 2018	\$315,411	\$342,425	\$373,361	\$277,669	\$263,971	\$373,140
Current Month 2017	\$326,862	\$296,263	\$394,256	\$291,280	\$237,744	\$360,875
Difference	-11,452	46,162	-20,895	-13,611	26,227	12,265
% Change	-4%	16%	-5%	-5%	11%	3%
Year To Date 2018	\$338,186	\$336,287	\$376,441	\$286,091	\$247,886	\$372,687
Year To Date 2017	\$320,155	\$302,147	\$380,722	\$285,293	\$227,488	\$372,590
Difference	18,031	34,140	-4,281	798	20,399	97
% Change	6%	11%	-1%	0%	9%	0%

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Heartland MLS Statistics - Missouri Resale

Month of April 2018

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	2,073	750	438	301	539	6,864
New Listings This Month	1,323	593	297	184	239	4,630
Show for Backup This Month	279	120	41	43	48	929
Pending Contracts						
Current Month 2018	793	380	187	107	135	2,844
Current Month 2017	1,059	489	240	164	139	3,670
Difference	-266	-109	-53	-57	-4	-826
% Change	-25%	-22%	-22%	-35%	-3%	-23%
Year To Date 2018	3,265	1,588	697	493	488	11,126
Year To Date 2017	3,583	1,674	707	545	513	12,118
Difference	-318	-86	-10	-52	-25	-992
% Change	-9%	-5%	-1%	-10%	-5%	-8%
Closed Sales						
Current Month 2018	899	408	171	139	115	2,946
Current Month 2017	863	423	153	126	127	2,915
Difference	36	-15	18	13	-12	31
% Change	4%	-4%	12%	10%	-9%	1%
Year To Date 2018	2,961	1,428	595	444	421	9,587
Year To Date 2017	2,879	1,318	507	418	413	9,333
Difference	82	110	88	26	8	254
% Change	3%	8%	17%	6%	2%	3%
Average Sale Price						
Current Month 2018	\$186,742	\$195,958	\$220,116	\$215,768	\$160,378	\$220,178
Current Month 2017	\$174,111	\$178,140	\$209,107	\$194,892	\$151,464	\$203,656
Difference	12,631	17,818	11,010	20,876	8,915	16,522
% Change	7%	10%	5%	11%	6%	8%
Year To Date 2018	\$180,763	\$191,411	\$217,013	\$196,876	\$143,997	\$211,511
Year To Date 2017	\$166,010	\$172,744	\$210,372	\$184,523	\$138,763	\$196,298
Difference	14,753	18,667	6,641	12,352	5,234	15,213
% Change	9%	11%	3%	7%	4%	8%

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