

Heartland MLS Statistics - Missouri Total

Month of April 2019

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	2,221	940	497	392	477	8,069
New Listings This Month	1,495	730	265	253	257	5,319
Show for Backup This Month	222	75	34	21	24	596
Pending Contracts						
Current Month 2019	992	498	184	156	155	3,549
Current Month 2018	1,120	573	264	179	186	4,096
Difference	-128	-75	-80	-23	-31	-547
% Change	-11%	-13%	-30%	-13%	-17%	-13%
Year To Date 2019	3,525	1,698	628	565	511	12,205
Year To Date 2018	3,844	2,037	886	668	562	13,725
Difference	-319	-339	-258	-103	-51	-1,520
% Change	-8%	-17%	-29%	-15%	-9%	-11%
Closed Sales						
Current Month 2019	944	446	149	152	139	3,150
Current Month 2018	982	473	209	173	126	3,356
Difference	-38	-27	-60	-21	13	-206
% Change	-4%	-6%	-29%	-12%	10%	-6%
Year To Date 2019	3,009	1,380	513	491	424	9,937
Year To Date 2018	3,209	1,670	732	555	451	10,952
Difference	-200	-290	-219	-64	-27	-1,015
% Change	-6%	-17%	-30%	-12%	-6%	-9%
Average Sale Price						
Current Month 2019	\$212,362	\$234,669	\$293,096	\$230,896	\$158,822	\$254,296
Current Month 2018	\$193,447	\$214,381	\$247,341	\$229,169	\$167,335	\$235,939
Difference	18,916	20,288	45,756	1,727	-8,513	18,357
% Change	10%	9%	18%	1%	-5%	8%
Year To Date 2019	\$203,538	\$227,427	\$283,473	\$229,580	\$154,080	\$242,512
Year To Date 2018	\$190,937	\$211,589	\$245,618	\$214,976	\$150,432	\$230,362
Difference	12,601	15,838	37,854	14,604	3,649	12,150
% Change	7%	7%	15%	7%	2%	5%

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 2019

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	423	305	189	123	20	2,004
New Listings This Month	108	102	38	57	6	545
Show for Backup This Month	8	4	7	3	1	27
Pending Contracts						
Current Month 2019	63	55	37	37	8	366
Current Month 2018	84	87	42	32	8	434
Difference	-21	-32	-5	5	0	-68
% Change	-25%	-37%	-12%	16%	0%	-16%
Year To Date 2019	229	224	125	127	22	1,333
Year To Date 2018	296	326	143	130	25	1,665
Difference	-67	-102	-18	-3	-3	-332
% Change	-23%	-31%	-13%	-2%	-12%	-20%
Closed Sales						
Current Month 2019	70	62	28	26	9	356
Current Month 2018	58	61	37	32	8	355
Difference	12	1	-9	-6	1	1
% Change	21%	2%	-24%	-19%	13%	0%
Year To Date 2019	224	173	88	104	20	1,083
Year To Date 2018	214	235	131	109	27	1,284
Difference	10	-62	-43	-5	-7	-201
% Change	5%	-26%	-33%	-5%	-26%	-16%
Average Sale Price						
Current Month 2019	\$337,723	\$359,182	\$419,728	\$287,872	\$216,078	\$400,066
Current Month 2018	\$317,437	\$342,425	\$373,361	\$277,669	\$263,971	\$372,852
Difference	20,286	16,757	46,367	10,203	-47,893	27,215
% Change	6%	5%	12%	4%	-18%	7%
Year To Date 2019	\$354,348	\$354,431	\$406,049	\$304,476	\$225,217	\$395,322
Year To Date 2018	\$338,967	\$336,388	\$376,441	\$285,593	\$247,886	\$372,833
Difference	15,381	18,043	29,608	18,883	-22,669	22,489
% Change	5%	5%	8%	7%	-9%	6%

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Heartland MLS Statistics - Missouri Resale

Month of April 2019

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	1,798	634	308	269	457	6,064
New Listings This Month	1,387	628	227	196	251	4,774
Show for Backup This Month	214	71	27	18	23	569
Pending Contracts						
Current Month 2019	929	443	147	119	147	3,183
Current Month 2018	1,036	486	222	147	178	3,662
Difference	-107	-43	-75	-28	-31	-479
% Change	-10%	-9%	-34%	-19%	-17%	-13%
Year To Date 2019	3,296	1,474	503	438	488	10,871
Year To Date 2018	3,548	1,711	743	538	537	12,060
Difference	-252	-237	-240	-100	-49	-1,189
% Change	-7%	-14%	-32%	-19%	-9%	-10%
Closed Sales						
Current Month 2019	874	384	121	126	130	2,794
Current Month 2018	924	412	172	141	118	3,001
Difference	-50	-28	-51	-15	12	-207
% Change	-5%	-7%	-30%	-11%	10%	-7%
Year To Date 2019	2,785	1,207	425	387	404	8,854
Year To Date 2018	2,995	1,435	601	446	424	9,668
Difference	-210	-228	-176	-59	-20	-814
% Change	-7%	-16%	-29%	-13%	-5%	-8%
Average Sale Price						
Current Month 2019	\$202,322	\$214,566	\$263,793	\$219,139	\$154,859	\$235,723
Current Month 2018	\$185,664	\$195,423	\$220,232	\$218,162	\$160,784	\$219,743
Difference	16,658	19,143	43,561	977	-5,925	15,980
% Change	9%	10%	20%	0%	-4%	7%
Year To Date 2019	\$191,408	\$209,223	\$258,092	\$209,453	\$150,559	\$223,820
Year To Date 2018	\$180,359	\$191,151	\$217,103	\$197,717	\$144,226	\$211,441
Difference	11,049	18,072	40,989	11,736	6,333	12,380
% Change	6%	9%	19%	6%	4%	6%

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