

Heartland MLS Statistics - Missouri Total
Month of April 2020

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	1,635	721	368	279	363	6,044
New Listings This Month	1,073	472	242	155	137	3,547
Show for Backup This Month	129	44	21	26	10	378
Pending Contracts						
Current Month 2020	878	362	180	119	119	2,819
Current Month 2019	1,173	557	217	184	177	4,088
Difference	-295	-195	-37	-65	-58	-1,269
% Change	-25%	-35%	-17%	-35%	-33%	-31%
Year To Date 2020	3,603	1,641	665	555	470	11,976
Year To Date 2019	3,730	1,771	668	597	532	12,849
Difference	-127	-130	-3	-42	-62	-873
% Change	-3%	-7%	0%	-7%	-12%	-7%
Closed Sales						
Current Month 2020	885	418	162	169	110	3,042
Current Month 2019	963	450	151	155	142	3,216
Difference	-78	-32	11	14	-32	-174
% Change	-8%	-7%	7%	9%	-23%	-5%
Year To Date 2020	3,129	1,406	520	490	438	10,318
Year To Date 2019	3,036	1,386	516	493	431	10,060
Difference	93	20	4	-3	7	258
% Change	3%	1%	1%	-1%	2%	3%
Average Sale Price						
Current Month 2020	\$212,664	\$239,337	\$291,963	\$251,353	\$178,155	\$262,896
Current Month 2019	\$211,746	\$233,804	\$292,712	\$230,385	\$158,625	\$253,075
Difference	917	5,532	-749	20,968	19,531	9,821
% Change	0%	2%	0%	9%	12%	4%
Year To Date 2020	\$206,340	\$229,862	\$284,461	\$240,415	\$177,662	\$254,446
Year To Date 2019	\$203,266	\$227,261	\$283,911	\$229,489	\$153,665	\$241,585
Difference	3,074	2,601	549	10,926	23,998	12,861
% Change	2%	1%	0%	5%	16%	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 2020

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	363	247	157	72	20	1,649
New Listings This Month	79	59	78	22	8	389
Show for Backup This Month	6	2	1	0	0	11
Pending Contracts						
Current Month 2020	65	43	63	26	6	302
Current Month 2019	76	59	49	46	8	417
Difference	-11	-16	14	-20	-2	-115
% Change	-14%	-27%	29%	-43%	-25%	-28%
Year To Date 2020	348	261	168	126	14	1,580
Year To Date 2019	250	235	142	134	23	1,407
Difference	98	26	26	-8	-9	173
% Change	39%	11%	18%	-6%	-39%	12%
Closed Sales						
Current Month 2020	68	62	24	39	6	379
Current Month 2019	70	62	29	26	9	358
Difference	-2	0	-5	13	-3	21
% Change	-3%	0%	-17%	50%	-33%	6%
Year To Date 2020	259	201	95	108	18	1,237
Year To Date 2019	224	174	89	104	20	1,088
Difference	35	27	6	4	-2	149
% Change	16%	16%	7%	4%	-10%	14%
Average Sale Price						
Current Month 2020	\$357,826	\$352,237	\$391,419	\$341,786	\$240,517	\$408,964
Current Month 2019	\$337,723	\$359,182	\$417,600	\$287,872	\$216,078	\$399,557
Difference	20,103	-6,945	-26,182	53,914	24,439	9,407
% Change	6%	-2%	-6%	19%	11%	2%
Year To Date 2020	\$366,874	\$348,583	\$383,258	\$320,062	\$271,658	\$409,432
Year To Date 2019	\$354,348	\$354,807	\$405,510	\$304,476	\$225,217	\$394,977
Difference	12,526	-6,224	-22,252	15,587	46,441	14,455
% Change	4%	-2%	-5%	5%	21%	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 Resale

Month of April 2020

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	1,272	474	211	207	340	4,376
New Listings This Month	994	413	164	133	129	3,158
Show for Backup This Month	123	42	20	26	10	367
Pending Contracts						
Current Month 2020	813	319	117	93	113	2,514
Current Month 2019	1,097	498	168	138	168	3,656
Difference	-284	-179	-51	-45	-55	-1,142
% Change	-26%	-36%	-30%	-33%	-33%	-31%
Year To Date 2020	3,255	1,380	497	429	452	10,372
Year To Date 2019	3,480	1,536	526	463	504	11,392
Difference	-225	-156	-29	-34	-52	-1,020
% Change	-6%	-10%	-6%	-7%	-10%	-9%
Closed Sales						
Current Month 2020	817	356	138	130	104	2,659
Current Month 2019	893	388	122	129	132	2,847
Difference	-76	-32	16	1	-28	-188
% Change	-9%	-8%	13%	1%	-21%	-7%
Year To Date 2020	2,870	1,205	425	382	415	9,056
Year To Date 2019	2,812	1,212	427	389	407	8,923
Difference	58	-7	-2	-7	8	133
% Change	2%	-1%	0%	-2%	2%	1%
Average Sale Price						
Current Month 2020	\$200,582	\$219,674	\$274,667	\$224,223	\$174,558	\$242,300
Current Month 2019	\$201,871	\$213,770	\$263,026	\$218,798	\$155,258	\$235,259
Difference	-1,290	5,905	11,641	5,425	19,300	7,042
% Change	-1%	3%	4%	2%	12%	3%
Year To Date 2020	\$191,853	\$210,058	\$262,376	\$217,897	\$174,630	\$233,670
Year To Date 2019	\$191,231	\$208,949	\$258,566	\$209,442	\$150,769	\$223,706
Difference	622	1,109	3,810	8,456	23,860	9,964
% Change	0%	1%	1%	4%	16%	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