

Heartland MLS Statistics - Missouri Total
Month of May 2017

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	2,540	1,126	628	505	649	9,395
New Listings This Month	1,339	649	320	208	212	4,796
Show for Backup This Month	327	118	40	64	50	971
Pending Contracts						
Current Month 2017	828	417	242	126	149	3,097
Current Month 2016	1,111	555	253	169	148	3,921
Difference	-283	-138	-11	-43	1	-824
% Change	-25%	-25%	-4%	-25%	1%	-21%
Year To Date 2017	4,622	2,370	1,064	800	668	16,593
Year To Date 2016	5,073	2,624	1,132	752	674	17,896
Difference	-451	-254	-68	48	-6	-1,303
% Change	-9%	-10%	-6%	6%	-1%	-7%
Closed Sales						
Current Month 2017	1,115	570	296	203	139	4,080
Current Month 2016	1,120	609	268	161	154	3,984
Difference	-5	-39	28	42	-15	96
% Change	0%	-6%	10%	26%	-10%	2%
Year To Date 2017	4,156	2,099	921	712	563	14,501
Year To Date 2016	4,289	2,094	892	631	545	14,459
Difference	-133	5	29	81	18	42
% Change	-3%	0%	3%	13%	3%	0%
Average Sale Price						
Current Month 2017	\$193,587	\$205,496	\$253,559	\$208,113	\$146,244	\$233,737
Current Month 2016	\$185,520	\$188,804	\$248,679	\$198,712	\$139,267	\$218,652
Difference	8,067	16,692	4,880	9,400	6,977	15,084
% Change	4%	9%	2%	5%	5%	7%
Year To Date 2017	\$180,653	\$195,301	\$246,014	\$204,583	\$142,922	\$220,827
Year To Date 2016	\$167,067	\$184,811	\$235,296	\$179,572	\$131,782	\$205,499
Difference	13,586	10,489	10,719	25,011	11,140	15,327
% Change	8%	6%	5%	14%	8%	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 May 2017

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	330	262	142	161	46	1,743
New Listings This Month	57	65	42	26	20	382
Show for Backup This Month	19	11	3	7	0	45
Pending Contracts						
Current Month 2017	50	62	47	19	6	362
Current Month 2016	50	73	41	19	2	360
Difference	0	-11	6	0	4	2
% Change	0%	-15%	15%	0%	200%	1%
Year To Date 2017	302	359	170	157	19	1,881
Year To Date 2016	297	426	194	79	15	1,899
Difference	5	-67	-24	78	4	-18
% Change	2%	-16%	-12%	99%	27%	-1%
Closed Sales						
Current Month 2017	77	79	45	34	3	409
Current Month 2016	57	74	42	19	3	352
Difference	20	5	3	15	0	57
% Change	35%	7%	7%	79%	0%	16%
Year To Date 2017	264	297	163	127	16	1,547
Year To Date 2016	247	291	148	60	14	1,375
Difference	17	6	15	67	2	172
% Change	7%	2%	10%	112%	14%	13%
Average Sale Price						
Current Month 2017	\$334,165	\$309,456	\$385,973	\$333,799	\$220,000	\$377,984
Current Month 2016	\$339,625	\$296,557	\$333,801	\$357,886	\$217,000	\$369,395
Difference	-5,460	12,899	52,172	-24,087	3,000	8,589
% Change	-2%	4%	16%	-7%	1%	2%
Year To Date 2017	\$323,962	\$304,437	\$382,428	\$298,279	\$226,084	\$374,106
Year To Date 2016	\$321,289	\$298,609	\$363,498	\$317,106	\$198,094	\$363,101
Difference	2,674	5,828	18,930	-18,827	27,989	11,005
% Change	1%	2%	5%	-6%	14%	3%

Pending Contracts = Pending or Sold status and Contract date within time period specified

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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 May 2017

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	2,210	864	486	344	603	7,652
New Listings This Month	1,282	584	278	182	192	4,414
Show for Backup This Month	308	107	37	57	50	926
Pending Contracts						
Current Month 2017	778	355	195	107	143	2,735
Current Month 2016	1,061	482	212	150	146	3,561
Difference	-283	-127	-17	-43	-3	-826
% Change	-27%	-26%	-8%	-29%	-2%	-23%
Year To Date 2017	4,320	2,011	894	643	649	14,712
Year To Date 2016	4,776	2,198	938	673	659	15,997
Difference	-456	-187	-44	-30	-10	-1,285
% Change	-10%	-9%	-5%	-4%	-2%	-8%
Closed Sales						
Current Month 2017	1,038	491	251	169	136	3,671
Current Month 2016	1,063	535	226	142	151	3,632
Difference	-25	-44	25	27	-15	39
% Change	-2%	-8%	11%	19%	-10%	1%
Year To Date 2017	3,892	1,802	758	585	547	12,954
Year To Date 2016	4,042	1,803	744	571	531	13,084
Difference	-150	-1	14	14	16	-130
% Change	-4%	0%	2%	2%	3%	-1%
Average Sale Price						
Current Month 2017	\$183,159	\$188,769	\$229,820	\$182,826	\$144,617	\$217,666
Current Month 2016	\$177,256	\$173,900	\$232,860	\$177,414	\$137,722	\$204,043
Difference	5,902	14,869	-3,041	5,412	6,894	13,623
% Change	3%	9%	-1%	3%	5%	7%
Year To Date 2017	\$170,932	\$177,313	\$216,680	\$184,242	\$140,489	\$202,522
Year To Date 2016	\$157,643	\$166,445	\$209,793	\$165,120	\$130,034	\$188,937
Difference	13,290	10,868	6,887	19,122	10,456	13,585
% Change	8%	7%	3%	12%	8%	7%

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