

## Heartland MLS Statistics - Missouri Total

Month of May 2018

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	2,684	1,111	593	506	604	9,300
<b>New Listings This Month</b>	1,530	739	312	249	237	5,287
<b>Show for Backup This Month</b>	346	112	35	55	39	923
<b>Pending Contracts</b>						
Current Month 2018	844	464	218	138	123	3,159
Current Month 2017	1,096	522	274	186	187	3,954
Difference	-252	-58	-56	-48	-64	-795
% Change	-23%	-11%	-20%	-26%	-34%	-20%
Year To Date 2018	4,660	2,482	1,104	802	679	16,787
Year To Date 2017	4,955	2,504	1,106	870	714	17,631
Difference	-295	-22	-2	-68	-35	-844
% Change	-6%	-1%	0%	-8%	-5%	-5%
<b>Closed Sales</b>						
Current Month 2018	1,137	602	279	195	200	4,171
Current Month 2017	1,133	573	300	204	141	4,144
Difference	4	29	-21	-9	59	27
% Change	0%	5%	-7%	-4%	42%	1%
Year To Date 2018	4,334	2,272	1,011	748	650	15,093
Year To Date 2017	4,201	2,110	924	715	567	14,617
Difference	133	162	87	33	83	476
% Change	3%	8%	9%	5%	15%	3%
<b>Average Sale Price</b>						
Current Month 2018	\$209,112	\$220,858	\$250,656	\$238,396	\$171,617	\$247,151
Current Month 2017	\$193,073	\$205,236	\$252,620	\$207,639	\$146,903	\$233,931
Difference	16,039	15,622	-1,964	30,757	24,714	13,219
% Change	8%	8%	-1%	15%	17%	6%
Year To Date 2018	\$195,664	\$213,960	\$247,184	\$220,656	\$157,066	\$234,871
Year To Date 2017	\$180,244	\$194,999	\$245,659	\$204,226	\$142,822	\$220,717
Difference	15,420	18,961	1,524	16,431	14,245	14,154
% Change	9%	10%	1%	8%	10%	6%

**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 2018

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	422	266	161	182	36	1,921
<b>New Listings This Month</b>	56	73	41	29	13	386
<b>Show for Backup This Month</b>	14	8	3	5	2	41
<b>Pending Contracts</b>						
Current Month 2018	40	57	27	27	5	293
Current Month 2017	62	74	50	25	6	401
Difference	-22	-17	-23	2	-1	-108
% Change	-35%	-23%	-46%	8%	-17%	-27%
Year To Date 2018	321	370	171	156	29	1,922
Year To Date 2017	338	382	175	164	20	1,959
Difference	-17	-12	-4	-8	9	-37
% Change	-5%	-3%	-2%	-5%	45%	-2%
<b>Closed Sales</b>						
Current Month 2018	76	89	34	37	8	448
Current Month 2017	78	79	45	34	3	413
Difference	-2	10	-11	3	5	35
% Change	-3%	13%	-24%	9%	167%	8%
Year To Date 2018	290	323	165	144	35	1,726
Year To Date 2017	267	298	162	127	16	1,553
Difference	23	25	3	17	19	173
% Change	9%	8%	2%	13%	119%	11%
<b>Average Sale Price</b>						
Current Month 2018	\$347,777	\$331,937	\$376,853	\$285,824	\$247,491	\$385,106
Current Month 2017	\$332,785	\$309,456	\$385,973	\$333,799	\$220,000	\$377,884
Difference	14,993	22,480	-9,121	-47,975	27,491	7,222
% Change	5%	7%	-2%	-14%	12%	2%
Year To Date 2018	\$340,430	\$335,088	\$376,526	\$286,023	\$247,796	\$375,845
Year To Date 2017	\$323,844	\$304,085	\$382,181	\$298,279	\$226,084	\$373,998
Difference	16,585	31,003	-5,655	-12,256	21,713	1,847
% Change	5%	10%	-1%	-4%	10%	0%

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## Heartland MLS Statistics - Missouri Resale

Month of May 2018

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	2,262	845	432	324	568	7,379
<b>New Listings This Month</b>	1,474	666	271	220	224	4,901
<b>Show for Backup This Month</b>	332	104	32	50	37	882
<b>Pending Contracts</b>						
Current Month 2018	804	407	191	111	118	2,866
Current Month 2017	1,034	448	224	161	181	3,553
Difference	-230	-41	-33	-50	-63	-687
% Change	-22%	-9%	-15%	-31%	-35%	-19%
Year To Date 2018	4,339	2,112	933	646	650	14,865
Year To Date 2017	4,617	2,122	931	706	694	15,672
Difference	-278	-10	2	-60	-44	-807
% Change	-6%	0%	0%	-8%	-6%	-5%
<b>Closed Sales</b>						
Current Month 2018	1,061	513	245	158	192	3,723
Current Month 2017	1,055	494	255	170	138	3,731
Difference	6	19	-10	-12	54	-8
% Change	1%	4%	-4%	-7%	39%	0%
Year To Date 2018	4,044	1,949	846	604	615	13,367
Year To Date 2017	3,934	1,812	762	588	551	13,064
Difference	110	137	84	16	64	303
% Change	3%	8%	11%	3%	12%	2%
<b>Average Sale Price</b>						
Current Month 2018	\$199,180	\$201,586	\$233,143	\$227,289	\$168,455	\$230,550
Current Month 2017	\$182,744	\$188,569	\$229,087	\$182,407	\$145,314	\$217,997
Difference	16,436	13,017	4,056	44,882	23,141	12,553
% Change	9%	7%	2%	25%	16%	6%
Year To Date 2018	\$185,282	\$193,886	\$221,957	\$205,072	\$151,903	\$216,668
Year To Date 2017	\$170,498	\$177,058	\$216,635	\$183,912	\$140,404	\$202,495
Difference	14,785	16,827	5,322	21,161	11,499	14,172
% Change	9%	10%	2%	12%	8%	7%

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