

Heartland MLS Statistics - Missouri Total

Month of May 2019

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	2,320	995	502	405	519	8,455
New Listings This Month	1,467	706	273	225	238	5,117
Show for Backup This Month	162	71	24	44	20	489
Pending Contracts						
Current Month 2019	1,065	510	193	148	149	3,678
Current Month 2018	1,148	568	256	197	159	4,012
Difference	-83	-58	-63	-49	-10	-334
% Change	-7%	-10%	-25%	-25%	-6%	-8%
Year To Date 2019	4,768	2,264	852	741	675	16,413
Year To Date 2018	4,992	2,605	1,142	865	720	17,736
Difference	-224	-341	-290	-124	-45	-1,323
% Change	-4%	-13%	-25%	-14%	-6%	-7%
Closed Sales						
Current Month 2019	1,181	561	203	170	162	4,055
Current Month 2018	1,149	608	283	200	201	4,235
Difference	32	-47	-80	-30	-39	-180
% Change	3%	-8%	-28%	-15%	-19%	-4%
Year To Date 2019	4,204	1,943	717	662	587	14,031
Year To Date 2018	4,358	2,278	1,015	755	652	15,187
Difference	-154	-335	-298	-93	-65	-1,156
% Change	-4%	-15%	-29%	-12%	-10%	-8%
Average Sale Price						
Current Month 2019	\$212,943	\$232,419	\$316,189	\$264,805	\$161,087	\$259,985
Current Month 2018	\$209,284	\$220,130	\$250,028	\$238,443	\$172,785	\$247,083
Difference	3,659	12,289	66,161	26,362	-11,698	12,902
% Change	2%	6%	26%	11%	-7%	5%
Year To Date 2019	\$205,968	\$228,926	\$292,839	\$238,566	\$156,220	\$247,467
Year To Date 2018	\$195,774	\$213,869	\$246,848	\$221,192	\$157,323	\$235,025
Difference	10,194	15,057	45,992	17,374	-1,103	12,443
% Change	5%	7%	19%	8%	-1%	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 May 2019

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	422	287	171	112	16	1,922
New Listings This Month	81	74	40	31	13	388
Show for Backup This Month	8	6	1	3	0	24
Pending Contracts						
Current Month 2019	63	56	39	21	8	345
Current Month 2018	65	70	35	35	7	357
Difference	-2	-14	4	-14	1	-12
% Change	-3%	-20%	11%	-40%	14%	-3%
Year To Date 2019	303	285	177	157	30	1,732
Year To Date 2018	361	396	178	165	32	2,022
Difference	-58	-111	-1	-8	-2	-290
% Change	-16%	-28%	-1%	-5%	-6%	-14%
Closed Sales						
Current Month 2019	66	69	44	36	11	412
Current Month 2018	78	89	34	38	8	455
Difference	-12	-20	10	-2	3	-43
% Change	-15%	-22%	29%	-5%	38%	-9%
Year To Date 2019	290	243	133	140	31	1,498
Year To Date 2018	292	324	165	147	35	1,739
Difference	-2	-81	-32	-7	-4	-241
% Change	-1%	-25%	-19%	-5%	-11%	-14%
Average Sale Price						
Current Month 2019	\$347,105	\$349,759	\$416,914	\$327,527	\$234,977	\$403,009
Current Month 2018	\$351,135	\$330,813	\$376,853	\$286,354	\$247,491	\$385,799
Difference	-4,030	18,946	40,061	41,173	-12,514	17,210
% Change	-1%	6%	11%	14%	-5%	4%
Year To Date 2019	\$352,699	\$353,374	\$409,283	\$310,403	\$228,680	\$397,337
Year To Date 2018	\$342,217	\$334,857	\$376,526	\$285,790	\$247,796	\$376,225
Difference	10,482	18,517	32,756	24,613	-19,116	21,112
% Change	3%	6%	9%	9%	-8%	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 Resale

Month of May 2019

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	1,898	707	331	293	503	6,532
New Listings This Month	1,386	632	233	194	225	4,729
Show for Backup This Month	154	65	23	41	20	465
Pending Contracts						
Current Month 2019	1,002	454	154	127	140	3,332
Current Month 2018	1,083	498	220	162	152	3,654
Difference	-81	-44	-66	-35	-12	-322
% Change	-7%	-9%	-30%	-22%	-8%	-9%
Year To Date 2019	4,465	1,979	675	584	644	14,680
Year To Date 2018	4,631	2,209	963	700	688	15,713
Difference	-166	-230	-288	-116	-44	-1,033
% Change	-4%	-10%	-30%	-17%	-6%	-7%
Closed Sales						
Current Month 2019	1,115	492	159	134	151	3,643
Current Month 2018	1,071	519	249	162	193	3,780
Difference	44	-27	-90	-28	-42	-137
% Change	4%	-5%	-36%	-17%	-22%	-4%
Year To Date 2019	3,914	1,700	584	522	556	12,533
Year To Date 2018	4,066	1,954	850	608	617	13,448
Difference	-152	-254	-266	-86	-61	-915
% Change	-4%	-13%	-31%	-14%	-10%	-7%
Average Sale Price						
Current Month 2019	\$205,002	\$215,963	\$288,316	\$247,955	\$155,704	\$243,810
Current Month 2018	\$198,954	\$201,150	\$232,711	\$227,205	\$169,689	\$230,386
Difference	6,048	14,813	55,605	20,750	-13,984	13,424
% Change	3%	7%	24%	9%	-8%	6%
Year To Date 2019	\$195,097	\$211,137	\$266,321	\$219,299	\$152,180	\$229,554
Year To Date 2018	\$185,257	\$193,807	\$221,675	\$205,574	\$152,191	\$216,766
Difference	9,839	17,330	44,646	13,725	-11	12,789
% Change	5%	9%	20%	7%	0%	6%

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