

## Heartland MLS Statistics - Missouri Total

Month of June 2017

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	2,639	1,214	659	529	625	9,650
<b>New Listings This Month</b>	1,398	688	344	214	211	5,030
<b>Show for Backup This Month</b>	313	139	39	66	32	982
<b>Pending Contracts</b>						
Current Month 2017	782	411	196	114	122	3,009
Current Month 2016	1,000	520	270	147	149	3,666
Difference	-218	-109	-74	-33	-27	-657
% Change	-22%	-21%	-27%	-22%	-18%	-18%
Year To Date 2017	5,683	2,909	1,295	974	831	20,527
Year To Date 2016	6,073	3,144	1,402	899	823	21,560
Difference	-390	-235	-107	75	8	-1,033
% Change	-6%	-7%	-8%	8%	1%	-5%
<b>Closed Sales</b>						
Current Month 2017	1,255	610	298	220	160	4,410
Current Month 2016	1,181	637	287	167	179	4,384
Difference	74	-27	11	53	-19	26
% Change	6%	-4%	4%	32%	-11%	1%
Year To Date 2017	5,421	2,715	1,221	933	726	18,959
Year To Date 2016	5,470	2,731	1,179	798	724	18,843
Difference	-49	-16	42	135	2	116
% Change	-1%	-1%	4%	17%	0%	1%
<b>Average Sale Price</b>						
Current Month 2017	\$195,097	\$209,010	\$252,307	\$224,775	\$157,830	\$241,668
Current Month 2016	\$186,803	\$195,267	\$241,799	\$220,695	\$145,175	\$229,565
Difference	8,294	13,743	10,508	4,080	12,655	12,103
% Change	4%	7%	4%	2%	9%	5%
Year To Date 2017	\$183,926	\$198,302	\$247,401	\$209,244	\$146,328	\$225,655
Year To Date 2016	\$171,328	\$187,250	\$236,879	\$188,178	\$135,093	\$211,099
Difference	12,597	11,052	10,522	21,067	11,235	14,556
% Change	7%	6%	4%	11%	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 June 2017**

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	342	272	132	156	43	1,727
<b>New Listings This Month</b>	73	100	41	14	9	427
<b>Show for Backup This Month</b>	18	3	0	2	1	32
<b>Pending Contracts</b>						
Current Month 2017	44	45	29	17	5	309
Current Month 2016	62	56	41	16	3	337
Difference	-18	-11	-12	1	2	-28
% Change	-29%	-20%	-29%	6%	67%	-8%
Year To Date 2017	358	423	203	181	25	2,248
Year To Date 2016	359	482	235	95	18	2,234
Difference	-1	-59	-32	86	7	14
% Change	0%	-12%	-14%	91%	39%	1%
<b>Closed Sales</b>						
Current Month 2017	87	74	44	38	4	454
Current Month 2016	66	87	42	15	2	392
Difference	21	-13	2	23	2	62
% Change	32%	-15%	5%	153%	100%	16%
Year To Date 2017	352	372	207	165	20	2,003
Year To Date 2016	313	378	190	75	16	1,767
Difference	39	-6	17	90	4	236
% Change	12%	-2%	9%	120%	25%	13%
<b>Average Sale Price</b>						
Current Month 2017	\$344,749	\$324,907	\$378,179	\$308,343	\$216,225	\$388,746
Current Month 2016	\$341,181	\$304,568	\$379,735	\$377,822	\$296,819	\$382,845
Difference	3,568	20,339	-1,557	-69,479	-80,594	5,901
% Change	1%	7%	0%	-18%	-27%	2%
Year To Date 2017	\$328,863	\$308,227	\$381,525	\$300,597	\$224,112	\$377,349
Year To Date 2016	\$325,483	\$299,980	\$367,087	\$329,249	\$210,435	\$367,481
Difference	3,380	8,247	14,438	-28,652	13,677	9,868
% Change	1%	3%	4%	-9%	6%	3%

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**Heartland MLS Statistics - Missouri Resale**  
**Month of June 2017**

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	2,297	942	527	373	582	7,923
<b>New Listings This Month</b>	1,325	588	303	200	202	4,603
<b>Show for Backup This Month</b>	295	136	39	64	31	950
<b>Pending Contracts</b>						
Current Month 2017	738	366	167	97	117	2,700
Current Month 2016	938	464	229	131	146	3,329
Difference	-200	-98	-62	-34	-29	-629
% Change	-21%	-21%	-27%	-26%	-20%	-19%
Year To Date 2017	5,325	2,486	1,092	793	806	18,279
Year To Date 2016	5,714	2,662	1,167	804	805	19,326
Difference	-389	-176	-75	-11	1	-1,047
% Change	-7%	-7%	-6%	-1%	0%	-5%
<b>Closed Sales</b>						
Current Month 2017	1,168	536	254	182	156	3,956
Current Month 2016	1,115	550	245	152	177	3,992
Difference	53	-14	9	30	-21	-36
% Change	5%	-3%	4%	20%	-12%	-1%
Year To Date 2017	5,069	2,343	1,014	768	706	16,956
Year To Date 2016	5,157	2,353	989	723	708	17,076
Difference	-88	-10	25	45	-2	-120
% Change	-2%	0%	3%	6%	0%	-1%
<b>Average Sale Price</b>						
Current Month 2017	\$183,951	\$193,009	\$230,502	\$207,327	\$156,333	\$224,789
Current Month 2016	\$177,665	\$177,977	\$218,153	\$205,189	\$143,462	\$214,514
Difference	6,285	15,031	12,349	2,137	12,871	10,276
% Change	4%	8%	6%	1%	9%	5%
Year To Date 2017	\$173,861	\$180,849	\$220,020	\$189,618	\$144,125	\$207,736
Year To Date 2016	\$161,972	\$169,141	\$211,864	\$173,544	\$133,391	\$194,916
Difference	11,889	11,709	8,156	16,074	10,734	12,819
% Change	7%	7%	4%	9%	8%	7%

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