

Heartland MLS Statistics - Missouri Total
Month of June 2018

| | Jackson Co. | Clay/Ray Co. | Platte Co. | Cass Co. | Other Co. | Heartland |
|-----------------------------------|--------------------|---------------------|-------------------|-----------------|------------------|------------------|
| Current Inventory | 2,766 | 1,159 | 591 | 515 | 617 | 9,614 |
| New Listings This Month | 1,532 | 712 | 305 | 240 | 233 | 5,157 |
| Show for Backup This Month | 318 | 104 | 38 | 54 | 38 | 878 |
| Pending Contracts | | | | | | |
| Current Month 2018 | 914 | 467 | 208 | 140 | 134 | 3,219 |
| Current Month 2017 | 1,052 | 534 | 235 | 182 | 149 | 3,900 |
| Difference | -138 | -67 | -27 | -42 | -15 | -681 |
| % Change | -13% | -13% | -11% | -23% | -10% | -17% |
| Year To Date 2018 | 5,851 | 3,049 | 1,342 | 996 | 849 | 20,817 |
| Year To Date 2017 | 6,007 | 3,039 | 1,341 | 1,052 | 863 | 21,532 |
| Difference | -156 | 10 | 1 | -56 | -14 | -715 |
| % Change | -3% | 0% | 0% | -5% | -2% | -3% |
| Closed Sales | | | | | | |
| Current Month 2018 | 1,186 | 596 | 267 | 188 | 165 | 4,263 |
| Current Month 2017 | 1,286 | 619 | 302 | 221 | 164 | 4,482 |
| Difference | -100 | -23 | -35 | -33 | 1 | -219 |
| % Change | -8% | -4% | -12% | -15% | 1% | -5% |
| Year To Date 2018 | 5,533 | 2,868 | 1,280 | 938 | 815 | 19,394 |
| Year To Date 2017 | 5,487 | 2,729 | 1,226 | 936 | 731 | 19,100 |
| Difference | 46 | 139 | 54 | 2 | 84 | 294 |
| % Change | 1% | 5% | 4% | 0% | 11% | 2% |
| Average Sale Price | | | | | | |
| Current Month 2018 | \$204,729 | \$220,017 | \$251,377 | \$244,695 | \$150,998 | \$251,881 |
| Current Month 2017 | \$195,267 | \$207,977 | \$250,856 | \$223,882 | \$157,215 | \$240,786 |
| Difference | 9,462 | 12,040 | 522 | 20,813 | -6,217 | 11,095 |
| % Change | 5% | 6% | 0% | 9% | -4% | 5% |
| Year To Date 2018 | \$197,661 | \$215,235 | \$247,913 | \$225,435 | \$155,838 | \$238,643 |
| Year To Date 2017 | \$183,765 | \$197,942 | \$246,939 | \$208,867 | \$146,051 | \$225,431 |
| Difference | 13,896 | 17,293 | 973 | 16,568 | 9,787 | 13,212 |
| % Change | 8% | 9% | 0% | 8% | 7% | 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 June 2018

| | Jackson Co. | Clay/Ray Co. | Platte Co. | Cass Co. | Other Co. | Heartland |
|-----------------------------------|-------------|--------------|------------|-----------|-----------|-----------|
| Current Inventory | 417 | 252 | 156 | 175 | 32 | 1,929 |
| New Listings This Month | 75 | 76 | 42 | 21 | 5 | 388 |
| Show for Backup This Month | 14 | 3 | 2 | 2 | 1 | 29 |
| Pending Contracts | | | | | | |
| Current Month 2018 | 46 | 59 | 31 | 21 | 5 | 292 |
| Current Month 2017 | 64 | 44 | 27 | 19 | 6 | 339 |
| Difference | -18 | 15 | 4 | 2 | -1 | -47 |
| % Change | -28% | 34% | 15% | 11% | -17% | -14% |
| Year To Date 2018 | 385 | 441 | 205 | 184 | 36 | 2,265 |
| Year To Date 2017 | 403 | 426 | 202 | 183 | 26 | 2,298 |
| Difference | -18 | 15 | 3 | 1 | 10 | -33 |
| % Change | -4% | 4% | 1% | 1% | 38% | -1% |
| Closed Sales | | | | | | |
| Current Month 2018 | 74 | 89 | 44 | 28 | 7 | 439 |
| Current Month 2017 | 88 | 74 | 44 | 38 | 4 | 458 |
| Difference | -14 | 15 | 0 | -10 | 3 | -19 |
| % Change | -16% | 20% | 0% | -26% | 75% | -4% |
| Year To Date 2018 | 366 | 412 | 209 | 173 | 42 | 2,170 |
| Year To Date 2017 | 355 | 372 | 206 | 165 | 20 | 2,011 |
| Difference | 11 | 40 | 3 | 8 | 22 | 159 |
| % Change | 3% | 11% | 1% | 5% | 110% | 8% |
| Average Sale Price | | | | | | |
| Current Month 2018 | \$362,626 | \$314,699 | \$356,779 | \$341,403 | \$182,031 | \$395,290 |
| Current Month 2017 | \$346,721 | \$324,777 | \$378,179 | \$308,343 | \$216,225 | \$389,039 |
| Difference | 15,904 | -10,078 | -21,400 | 33,060 | -34,194 | 6,251 |
| % Change | 5% | -3% | -6% | 11% | -16% | 2% |
| Year To Date 2018 | \$345,167 | \$330,684 | \$372,369 | \$294,523 | \$236,835 | \$379,906 |
| Year To Date 2017 | \$329,515 | \$308,201 | \$381,326 | \$300,597 | \$224,112 | \$377,423 |
| Difference | 15,652 | 22,483 | -8,957 | -6,074 | 12,723 | 2,483 |
| % Change | 5% | 7% | -2% | -2% | 6% | 1% |

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 June 2018

| | Jackson Co. | Clay/Ray Co. | Platte Co. | Cass Co. | Other Co. | Heartland |
|-----------------------------------|-------------|--------------|------------|-----------|-----------|-----------|
| Current Inventory | 2,349 | 907 | 435 | 340 | 583 | 7,682 |
| New Listings This Month | 1,457 | 636 | 263 | 219 | 228 | 4,769 |
| Show for Backup This Month | 304 | 101 | 36 | 52 | 37 | 849 |
| Pending Contracts | | | | | | |
| Current Month 2018 | 868 | 408 | 177 | 119 | 129 | 2,927 |
| Current Month 2017 | 988 | 490 | 208 | 163 | 143 | 3,561 |
| Difference | -120 | -82 | -31 | -44 | -14 | -634 |
| % Change | -12% | -17% | -15% | -27% | -10% | -18% |
| Year To Date 2018 | 5,466 | 2,608 | 1,136 | 812 | 813 | 18,551 |
| Year To Date 2017 | 5,604 | 2,613 | 1,139 | 869 | 837 | 19,234 |
| Difference | -138 | -5 | -3 | -57 | -24 | -683 |
| % Change | -2% | 0% | 0% | -7% | -3% | -4% |
| Closed Sales | | | | | | |
| Current Month 2018 | 1,112 | 507 | 222 | 160 | 158 | 3,823 |
| Current Month 2017 | 1,198 | 545 | 258 | 183 | 160 | 4,024 |
| Difference | -86 | -38 | -36 | -23 | -2 | -201 |
| % Change | -7% | -7% | -14% | -13% | -1% | -5% |
| Year To Date 2018 | 5,167 | 2,456 | 1,070 | 765 | 773 | 17,223 |
| Year To Date 2017 | 5,132 | 2,357 | 1,020 | 771 | 711 | 17,089 |
| Difference | 35 | 99 | 50 | -6 | 62 | 134 |
| % Change | 1% | 4% | 5% | -1% | 9% | 1% |
| Average Sale Price | | | | | | |
| Current Month 2018 | \$194,222 | \$203,396 | \$231,106 | \$227,771 | \$149,623 | \$235,449 |
| Current Month 2017 | \$184,142 | \$192,118 | \$229,142 | \$206,344 | \$155,740 | \$223,913 |
| Difference | 10,080 | 11,278 | 1,964 | 21,427 | -6,117 | 11,536 |
| % Change | 5% | 6% | 1% | 10% | -4% | 5% |
| Year To Date 2018 | \$187,213 | \$195,868 | \$223,728 | \$209,811 | \$151,437 | \$220,852 |
| Year To Date 2017 | \$173,683 | \$180,541 | \$219,798 | \$189,236 | \$143,855 | \$207,545 |
| Difference | 13,530 | 15,328 | 3,930 | 20,575 | 7,582 | 13,307 |
| % Change | 8% | 8% | 2% | 11% | 5% | 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