

Heartland MLS Statistics - Missouri Total
Month of June 2019

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	2,397	1,072	481	390	546	8,645
New Listings This Month	1,375	633	239	214	206	4,713
Show for Backup This Month	185	88	23	20	34	573
Pending Contracts						
Current Month 2019	946	460	191	159	140	3,360
Current Month 2018	1,193	570	238	192	170	4,023
Difference	-247	-110	-47	-33	-30	-663
% Change	-21%	-19%	-20%	-17%	-18%	-16%
Year To Date 2019	5,865	2,797	1,065	941	831	20,224
Year To Date 2018	6,184	3,175	1,380	1,058	890	21,759
Difference	-319	-378	-315	-117	-59	-1,535
% Change	-5%	-12%	-23%	-11%	-7%	-7%
Closed Sales						
Current Month 2019	1,147	565	201	166	180	4,102
Current Month 2018	1,208	603	273	189	170	4,335
Difference	-61	-38	-72	-23	10	-233
% Change	-5%	-6%	-26%	-12%	6%	-5%
Year To Date 2019	5,368	2,512	921	831	767	18,182
Year To Date 2018	5,566	2,881	1,288	944	822	19,522
Difference	-198	-369	-367	-113	-55	-1,340
% Change	-4%	-13%	-28%	-12%	-7%	-7%
Average Sale Price						
Current Month 2019	\$210,678	\$237,452	\$290,184	\$225,795	\$182,094	\$264,283
Current Month 2018	\$204,282	\$219,664	\$253,082	\$244,435	\$151,768	\$251,643
Difference	6,395	17,788	37,102	-18,639	30,326	12,640
% Change	3%	8%	15%	-8%	20%	5%
Year To Date 2019	\$207,077	\$230,738	\$292,457	\$235,880	\$162,292	\$251,219
Year To Date 2018	\$197,621	\$215,082	\$248,169	\$225,846	\$156,174	\$238,715
Difference	9,457	15,656	44,288	10,035	6,118	12,504
% Change	5%	7%	18%	4%	4%	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 June 2019

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	410	288	162	105	18	1,879
New Listings This Month	83	59	20	16	4	326
Show for Backup This Month	9	7	4	1	0	27
Pending Contracts						
Current Month 2019	50	57	26	20	7	275
Current Month 2018	63	64	35	23	6	328
Difference	-13	-7	-9	-3	1	-53
% Change	-21%	-11%	-26%	-13%	17%	-16%
Year To Date 2019	367	354	203	182	38	2,049
Year To Date 2018	424	460	213	188	38	2,350
Difference	-57	-106	-10	-6	0	-301
% Change	-13%	-23%	-5%	-3%	0%	-13%
Closed Sales						
Current Month 2019	72	63	36	15	7	375
Current Month 2018	78	89	45	28	7	445
Difference	-6	-26	-9	-13	0	-70
% Change	-8%	-29%	-20%	-46%	0%	-16%
Year To Date 2019	362	307	169	155	38	1,875
Year To Date 2018	370	413	210	175	42	2,184
Difference	-8	-106	-41	-20	-4	-309
% Change	-2%	-26%	-20%	-11%	-10%	-14%
Average Sale Price						
Current Month 2019	\$343,075	\$353,285	\$369,291	\$290,623	\$286,726	\$415,133
Current Month 2018	\$362,984	\$315,548	\$361,344	\$341,403	\$182,031	\$396,388
Difference	-19,909	37,738	7,946	-50,780	104,694	18,745
% Change	-5%	12%	2%	-15%	58%	5%
Year To Date 2019	\$350,785	\$352,871	\$400,764	\$308,489	\$239,373	\$400,677
Year To Date 2018	\$346,595	\$330,696	\$373,273	\$294,688	\$236,835	\$380,333
Difference	4,190	22,175	27,491	13,801	2,538	20,344
% Change	1%	7%	7%	5%	1%	5%

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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 June 2019

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	1,987	783	319	285	528	6,765
New Listings This Month	1,292	574	219	198	202	4,387
Show for Backup This Month	176	81	19	19	34	546
Pending Contracts						
Current Month 2019	896	403	165	139	133	3,085
Current Month 2018	1,130	506	203	169	164	3,695
Difference	-234	-103	-38	-30	-31	-610
% Change	-21%	-20%	-19%	-18%	-19%	-17%
Year To Date 2019	5,498	2,443	862	759	792	18,174
Year To Date 2018	5,760	2,715	1,166	870	852	19,408
Difference	-262	-272	-304	-111	-60	-1,234
% Change	-5%	-10%	-26%	-13%	-7%	-6%
Closed Sales						
Current Month 2019	1,075	502	165	151	172	3,726
Current Month 2018	1,130	514	227	161	163	3,889
Difference	-55	-12	-62	-10	9	-163
% Change	-5%	-2%	-27%	-6%	6%	-4%
Year To Date 2019	5,006	2,205	752	676	728	16,306
Year To Date 2018	5,196	2,468	1,077	769	780	17,337
Difference	-190	-263	-325	-93	-52	-1,031
% Change	-4%	-11%	-30%	-12%	-7%	-6%
Average Sale Price						
Current Month 2019	\$201,810	\$222,915	\$272,924	\$219,356	\$177,558	\$249,110
Current Month 2018	\$193,328	\$203,062	\$232,233	\$227,571	\$150,469	\$235,116
Difference	8,482	19,854	40,691	-8,215	27,089	13,994
% Change	4%	10%	18%	-4%	18%	6%
Year To Date 2019	\$196,685	\$213,733	\$268,117	\$219,232	\$158,176	\$234,034
Year To Date 2018	\$187,012	\$195,735	\$223,900	\$210,180	\$151,831	\$220,882
Difference	9,673	17,999	44,217	9,052	6,345	13,152
% Change	5%	9%	20%	4%	4%	6%

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