

Heartland MLS Statistics - Missouri Total
Month of June 2020

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	1,503	608	331	221	324	5,385
New Listings This Month	1,335	615	256	214	171	4,579
Show for Backup This Month	179	54	23	34	10	509
Pending Contracts						
Current Month 2020	1,172	569	228	178	157	4,039
Current Month 2019	1,087	544	217	180	178	3,888
Difference	85	25	11	-2	-21	151
% Change	8%	5%	5%	-1%	-12%	4%
Year To Date 2020	6,097	2,866	1,175	957	827	20,653
Year To Date 2019	6,019	2,883	1,100	968	876	20,844
Difference	78	-17	75	-11	-49	-191
% Change	1%	-1%	7%	-1%	-6%	-1%
Closed Sales						
Current Month 2020	1,172	564	242	195	182	4,096
Current Month 2019	1,168	571	204	169	183	4,158
Difference	4	-7	38	26	-1	-62
% Change	0%	-1%	19%	15%	-1%	-1%
Year To Date 2020	5,291	2,425	921	826	746	17,655
Year To Date 2019	5,410	2,525	926	836	781	18,359
Difference	-119	-100	-5	-10	-35	-704
% Change	-2%	-4%	-1%	-1%	-4%	-4%
Average Sale Price						
Current Month 2020	\$242,016	\$272,750	\$306,011	\$260,400	\$185,533	\$282,808
Current Month 2019	\$209,948	\$237,437	\$290,877	\$225,096	\$182,497	\$263,368
Difference	32,068	35,314	15,134	35,304	3,036	19,440
% Change	15%	15%	5%	16%	2%	7%
Year To Date 2020	\$217,181	\$243,568	\$293,313	\$244,027	\$175,333	\$262,501
Year To Date 2019	\$207,209	\$230,556	\$292,347	\$235,710	\$161,486	\$250,504
Difference	9,971	13,012	966	8,317	13,847	11,997
% Change	5%	6%	0%	4%	9%	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 2020

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	349	200	117	49	23	1,409
New Listings This Month	133	63	41	24	6	487
Show for Backup This Month	14	4	0	3	0	32
Pending Contracts						
Current Month 2020	99	78	55	28	3	483
Current Month 2019	57	63	31	21	8	300
Difference	42	15	24	7	-5	183
% Change	74%	24%	77%	33%	-63%	61%
Year To Date 2020	576	440	279	188	23	2,604
Year To Date 2019	384	361	213	180	40	2,088
Difference	192	79	66	8	-17	516
% Change	50%	22%	31%	4%	-43%	25%
Closed Sales						
Current Month 2020	111	79	41	30	6	448
Current Month 2019	72	63	36	15	7	375
Difference	39	16	5	15	-1	73
% Change	54%	25%	14%	100%	-14%	19%
Year To Date 2020	457	342	167	166	29	2,052
Year To Date 2019	363	307	169	155	38	1,879
Difference	94	35	-2	11	-9	173
% Change	26%	11%	-1%	7%	-24%	9%
Average Sale Price						
Current Month 2020	\$370,723	\$381,144	\$434,338	\$332,589	\$281,650	\$430,389
Current Month 2019	\$343,075	\$353,285	\$369,291	\$290,623	\$286,726	\$415,133
Difference	27,648	27,859	65,048	41,966	-5,076	15,256
% Change	8%	8%	18%	14%	-2%	4%
Year To Date 2020	\$366,274	\$358,747	\$401,639	\$324,511	\$269,333	\$412,678
Year To Date 2019	\$350,478	\$352,871	\$400,764	\$308,489	\$239,531	\$400,803
Difference	15,797	5,877	875	16,022	29,802	11,876
% Change	5%	2%	0%	5%	12%	3%

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 2020

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	1,154	408	214	172	300	3,963
New Listings This Month	1,202	552	215	190	165	4,092
Show for Backup This Month	165	50	23	31	10	477
Pending Contracts						
Current Month 2020	1,073	491	173	150	153	3,553
Current Month 2019	1,030	481	186	159	167	3,570
Difference	43	10	-13	-9	-14	-17
% Change	4%	2%	-7%	-6%	-8%	0%
Year To Date 2020	5,521	2,426	896	769	799	18,019
Year To Date 2019	5,635	2,522	887	788	827	18,677
Difference	-114	-96	9	-19	-28	-658
% Change	-2%	-4%	1%	-2%	-3%	-4%
Closed Sales						
Current Month 2020	1,061	485	201	165	176	3,644
Current Month 2019	1,096	508	168	154	173	3,768
Difference	-35	-23	33	11	3	-124
% Change	-3%	-5%	20%	7%	2%	-3%
Year To Date 2020	4,834	2,083	754	660	711	15,570
Year To Date 2019	5,047	2,218	757	681	733	16,400
Difference	-213	-135	-3	-21	-22	-830
% Change	-4%	-6%	0%	-3%	-3%	-5%
Average Sale Price						
Current Month 2020	\$228,550	\$255,095	\$279,835	\$247,274	\$182,257	\$264,806
Current Month 2019	\$201,202	\$223,070	\$274,074	\$218,713	\$177,187	\$248,779
Difference	27,348	32,025	5,761	28,561	5,069	16,026
% Change	14%	14%	2%	13%	3%	6%
Year To Date 2020	\$203,086	\$224,657	\$269,321	\$223,783	\$172,052	\$243,020
Year To Date 2019	\$196,905	\$213,626	\$268,143	\$219,145	\$157,829	\$234,026
Difference	6,181	11,031	1,177	4,639	14,223	8,994
% Change	3%	5%	0%	2%	9%	4%

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