

Heartland MLS Statistics - Missouri Total
Month of July 2017

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	2,667	1,243	664	539	575	9,516
New Listings This Month	1,248	669	279	241	183	4,383
Show for Backup This Month	350	141	36	73	27	963
Pending Contracts						
Current Month 2017	676	379	177	108	148	2,636
Current Month 2016	1,010	543	243	149	125	3,518
Difference	-334	-164	-66	-41	23	-882
% Change	-33%	-30%	-27%	-28%	18%	-25%
Year To Date 2017	6,617	3,415	1,519	1,146	1,017	24,055
Year To Date 2016	7,081	3,686	1,645	1,048	948	25,072
Difference	-464	-271	-126	98	69	-1,017
% Change	-7%	-7%	-8%	9%	7%	-4%
Closed Sales						
Current Month 2017	961	510	215	166	181	3,684
Current Month 2016	1,083	525	258	145	140	3,754
Difference	-122	-15	-43	21	41	-70
% Change	-11%	-3%	-17%	14%	29%	-2%
Year To Date 2017	6,408	3,233	1,439	1,101	909	22,710
Year To Date 2016	6,553	3,256	1,437	943	864	22,598
Difference	-145	-23	2	158	45	112
% Change	-2%	-1%	0%	17%	5%	0%
Average Sale Price						
Current Month 2017	\$192,703	\$208,265	\$265,235	\$210,102	\$161,151	\$231,580
Current Month 2016	\$181,197	\$199,751	\$230,421	\$202,775	\$138,213	\$223,180
Difference	11,506	8,515	34,814	7,327	22,938	8,400
% Change	6%	4%	15%	4%	17%	4%
Year To Date 2017	\$185,339	\$199,696	\$250,045	\$209,293	\$149,262	\$226,543
Year To Date 2016	\$172,959	\$189,266	\$235,719	\$190,422	\$135,599	\$213,112
Difference	12,380	10,430	14,326	18,871	13,663	13,431
% Change	7%	6%	6%	10%	10%	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 July 2017

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	337	316	137	167	39	1,773
New Listings This Month	75	106	30	39	6	402
Show for Backup This Month	12	12	2	3	0	37
Pending Contracts						
Current Month 2017	36	43	26	14	8	241
Current Month 2016	51	42	33	13	4	268
Difference	-15	1	-7	1	4	-27
% Change	-29%	2%	-21%	8%	100%	-10%
Year To Date 2017	406	471	231	198	33	2,520
Year To Date 2016	410	524	268	108	22	2,501
Difference	-4	-53	-37	90	11	19
% Change	-1%	-10%	-14%	83%	50%	1%
Closed Sales						
Current Month 2017	46	61	29	22	3	325
Current Month 2016	59	62	28	15	5	325
Difference	-13	-1	1	7	-2	0
% Change	-22%	-2%	4%	47%	-40%	0%
Year To Date 2017	398	433	236	187	23	2,331
Year To Date 2016	372	440	218	90	21	2,092
Difference	26	-7	18	97	2	239
% Change	7%	-2%	8%	108%	10%	11%
Average Sale Price						
Current Month 2017	\$334,116	\$305,273	\$408,353	\$301,264	\$198,820	\$386,119
Current Month 2016	\$323,991	\$303,412	\$320,484	\$340,330	\$213,560	\$378,146
Difference	10,125	1,862	87,870	-39,066	-14,740	7,973
% Change	3%	1%	27%	-11%	-7%	2%
Year To Date 2017	\$329,470	\$307,811	\$384,822	\$300,675	\$220,813	\$378,511
Year To Date 2016	\$325,246	\$300,464	\$361,101	\$331,096	\$211,179	\$369,138
Difference	4,223	7,347	23,720	-30,421	9,634	9,373
% Change	1%	2%	7%	-9%	5%	3%

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Heartland MLS Statistics - Missouri Resale

Month of July 2017

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	2,330	927	527	372	536	7,743
New Listings This Month	1,173	563	249	202	177	3,981
Show for Backup This Month	338	129	34	70	27	926
Pending Contracts						
Current Month 2017	640	336	151	94	140	2,395
Current Month 2016	959	501	210	136	121	3,250
Difference	-319	-165	-59	-42	19	-855
% Change	-33%	-33%	-28%	-31%	16%	-26%
Year To Date 2017	6,211	2,944	1,288	948	984	21,535
Year To Date 2016	6,671	3,162	1,377	940	926	22,571
Difference	-460	-218	-89	8	58	-1,036
% Change	-7%	-7%	-6%	1%	6%	-5%
Closed Sales						
Current Month 2017	915	449	186	144	178	3,359
Current Month 2016	1,024	463	230	130	135	3,429
Difference	-109	-14	-44	14	43	-70
% Change	-11%	-3%	-19%	11%	32%	-2%
Year To Date 2017	6,010	2,800	1,203	914	886	20,379
Year To Date 2016	6,181	2,816	1,219	853	843	20,506
Difference	-171	-16	-16	61	43	-127
% Change	-3%	-1%	-1%	7%	5%	-1%
Average Sale Price						
Current Month 2017	\$185,594	\$195,086	\$242,921	\$196,174	\$160,516	\$216,628
Current Month 2016	\$172,970	\$185,869	\$219,457	\$186,903	\$135,423	\$208,492
Difference	12,624	9,217	23,464	9,271	25,094	8,135
% Change	7%	5%	11%	5%	19%	4%
Year To Date 2017	\$175,794	\$182,977	\$223,605	\$190,597	\$147,404	\$209,161
Year To Date 2016	\$163,794	\$171,891	\$213,297	\$175,580	\$133,716	\$197,195
Difference	12,000	11,086	10,308	15,017	13,688	11,966
% Change	7%	6%	5%	9%	10%	6%

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