

## Heartland MLS Statistics - Missouri Total

Month of July 2019

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	2,527	1,032	449	394	551	8,613
<b>New Listings This Month</b>	1,463	667	199	227	245	4,804
<b>Show for Backup This Month</b>	165	71	20	36	22	511
<b>Pending Contracts</b>						
Current Month 2019	923	506	166	167	136	3,299
Current Month 2018	1,133	542	203	186	161	3,693
Difference	-210	-36	-37	-19	-25	-394
% Change	-19%	-7%	-18%	-10%	-16%	-11%
Year To Date 2019	6,934	3,391	1,261	1,131	1,002	24,046
Year To Date 2018	7,317	3,717	1,583	1,244	1,051	25,452
Difference	-383	-326	-322	-113	-49	-1,406
% Change	-5%	-9%	-20%	-9%	-5%	-6%
<b>Closed Sales</b>						
Current Month 2019	1,120	561	240	198	168	3,997
Current Month 2018	1,173	556	256	179	160	4,037
Difference	-53	5	-16	19	8	-40
% Change	-5%	1%	-6%	11%	5%	-1%
Year To Date 2019	6,506	3,078	1,163	1,029	936	22,212
Year To Date 2018	6,739	3,437	1,544	1,123	982	23,559
Difference	-233	-359	-381	-94	-46	-1,347
% Change	-3%	-10%	-25%	-8%	-5%	-6%
<b>Average Sale Price</b>						
Current Month 2019	\$210,668	\$235,473	\$317,135	\$237,545	\$158,697	\$260,199
Current Month 2018	\$199,149	\$213,768	\$285,338	\$225,714	\$161,014	\$244,310
Difference	11,518	21,705	31,797	11,831	-2,317	15,889
% Change	6%	10%	11%	5%	-1%	7%
Year To Date 2019	\$207,653	\$231,562	\$297,586	\$236,201	\$161,567	\$252,796
Year To Date 2018	\$197,887	\$214,869	\$254,332	\$225,825	\$156,963	\$239,674
Difference	9,766	16,693	43,254	10,376	4,604	13,122
% Change	5%	8%	17%	5%	3%	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 July 2019**

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	383	287	146	102	15	1,820
<b>New Listings This Month</b>	40	68	31	32	7	324
<b>Show for Backup This Month</b>	2	1	0	2	0	12
<b>Pending Contracts</b>						
Current Month 2019	50	61	27	22	4	276
Current Month 2018	55	42	22	26	5	275
Difference	-5	19	5	-4	-1	1
% Change	-9%	45%	23%	-15%	-20%	0%
Year To Date 2019	427	421	240	206	43	2,361
Year To Date 2018	479	502	235	214	43	2,625
Difference	-52	-81	5	-8	0	-264
% Change	-11%	-16%	2%	-4%	0%	-10%
<b>Closed Sales</b>						
Current Month 2019	41	64	38	27	6	327
Current Month 2018	54	65	41	24	6	349
Difference	-13	-1	-3	3	0	-22
% Change	-24%	-2%	-7%	13%	0%	-6%
Year To Date 2019	403	371	207	182	44	2,202
Year To Date 2018	424	478	251	199	48	2,533
Difference	-21	-107	-44	-17	-4	-331
% Change	-5%	-22%	-18%	-9%	-8%	-13%
<b>Average Sale Price</b>						
Current Month 2019	\$353,132	\$376,265	\$445,710	\$304,291	\$236,995	\$428,193
Current Month 2018	\$358,562	\$325,291	\$405,092	\$311,665	\$244,842	\$394,292
Difference	-5,430	50,975	40,618	-7,373	-7,847	33,900
% Change	-2%	16%	10%	-2%	-3%	9%
Year To Date 2019	\$351,024	\$356,906	\$409,015	\$307,866	\$239,049	\$404,763
Year To Date 2018	\$348,119	\$329,961	\$378,470	\$296,735	\$237,836	\$382,257
Difference	2,905	26,946	30,544	11,131	1,212	22,506
% Change	1%	8%	8%	4%	1%	6%

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## Heartland MLS Statistics - Missouri Resale

Month of July 2019

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
<b>Current Inventory</b>	2,144	745	303	292	536	6,793
<b>New Listings This Month</b>	1,423	599	168	195	238	4,480
<b>Show for Backup This Month</b>	163	70	20	34	22	499
<b>Pending Contracts</b>						
Current Month 2019	873	445	139	145	132	3,023
Current Month 2018	1,078	500	181	160	156	3,418
Difference	-205	-55	-42	-15	-24	-395
% Change	-19%	-11%	-23%	-9%	-15%	-12%
Year To Date 2019	6,507	2,970	1,021	925	958	21,684
Year To Date 2018	6,838	3,215	1,347	1,030	1,008	22,826
Difference	-331	-245	-326	-105	-50	-1,142
% Change	-5%	-8%	-24%	-10%	-5%	-5%
<b>Closed Sales</b>						
Current Month 2019	1,079	497	202	171	162	3,670
Current Month 2018	1,119	491	215	155	154	3,688
Difference	-40	6	-13	16	8	-18
% Change	-4%	1%	-6%	10%	5%	0%
Year To Date 2019	6,103	2,707	956	847	891	20,009
Year To Date 2018	6,315	2,959	1,292	924	934	21,025
Difference	-212	-252	-336	-77	-43	-1,016
% Change	-3%	-9%	-26%	-8%	-5%	-5%
<b>Average Sale Price</b>						
Current Month 2019	\$205,254	\$217,343	\$292,948	\$227,006	\$155,798	\$245,231
Current Month 2018	\$191,457	\$199,004	\$262,501	\$212,406	\$157,748	\$230,117
Difference	13,798	18,339	30,447	14,600	-1,951	15,114
% Change	7%	9%	12%	7%	-1%	7%
Year To Date 2019	\$198,185	\$214,383	\$273,459	\$220,802	\$157,664	\$236,073
Year To Date 2018	\$187,800	\$196,277	\$230,324	\$210,553	\$152,807	\$222,502
Difference	10,385	18,106	43,135	10,248	4,857	13,571
% Change	6%	9%	19%	5%	3%	6%

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