

Heartland MLS Statistics - Missouri Total

Month of July 2020

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	1,649	581	329	208	323	5,377
New Listings This Month	1,537	623	242	210	198	4,794
Show for Backup This Month	164	64	20	29	28	483
Pending Contracts						
Current Month 2020	1,110	531	215	177	160	3,813
Current Month 2019	1,072	581	185	204	155	3,783
Difference	38	-50	30	-27	5	30
% Change	4%	-9%	16%	-13%	3%	1%
Year To Date 2020	7,335	3,467	1,411	1,164	1,003	24,927
Year To Date 2019	7,090	3,466	1,285	1,172	1,032	24,628
Difference	245	1	126	-8	-29	299
% Change	3%	0%	10%	-1%	-3%	1%
Closed Sales						
Current Month 2020	1,286	646	267	201	183	4,516
Current Month 2019	1,139	570	242	199	172	4,073
Difference	147	76	25	2	11	443
% Change	13%	13%	10%	1%	6%	11%
Year To Date 2020	6,593	3,078	1,194	1,029	929	22,215
Year To Date 2019	6,549	3,095	1,168	1,035	953	22,432
Difference	44	-17	26	-6	-24	-217
% Change	1%	-1%	2%	-1%	-3%	-1%
Average Sale Price						
Current Month 2020	\$234,407	\$266,323	\$309,502	\$284,689	\$183,768	\$288,978
Current Month 2019	\$211,172	\$233,956	\$317,384	\$236,414	\$157,986	\$259,095
Difference	23,235	32,367	-7,882	48,275	25,782	29,882
% Change	11%	14%	-2%	20%	16%	12%
Year To Date 2020	\$220,580	\$245,232	\$297,482	\$251,782	\$176,995	\$267,492
Year To Date 2019	\$207,898	\$231,182	\$297,535	\$235,845	\$160,854	\$252,064
Difference	12,681	14,049	-53	15,937	16,141	15,429
% Change	6%	6%	0%	7%	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 2020

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	341	164	116	44	22	1,278
New Listings This Month	93	58	47	33	7	468
Show for Backup This Month	1	10	0	3	1	23
Pending Contracts						
Current Month 2020	95	70	56	37	6	517
Current Month 2019	60	65	29	26	4	306
Difference	35	5	27	11	2	211
% Change	58%	8%	93%	42%	50%	69%
Year To Date 2020	683	528	337	228	29	3,175
Year To Date 2019	444	426	242	206	44	2,394
Difference	239	102	95	22	-15	781
% Change	54%	24%	39%	11%	-34%	33%
Closed Sales						
Current Month 2020	94	79	50	33	4	473
Current Month 2019	43	65	38	27	6	331
Difference	51	14	12	6	-2	142
% Change	119%	22%	32%	22%	-33%	43%
Year To Date 2020	551	423	219	199	33	2,529
Year To Date 2019	406	372	207	182	44	2,210
Difference	145	51	12	17	-11	319
% Change	36%	14%	6%	9%	-25%	14%
Average Sale Price						
Current Month 2020	\$390,133	\$396,207	\$422,089	\$402,422	\$297,318	\$431,294
Current Month 2019	\$347,318	\$371,483	\$445,710	\$304,291	\$236,995	\$426,180
Difference	42,816	24,724	-23,622	98,131	60,323	5,114
% Change	12%	7%	-5%	32%	25%	1%
Year To Date 2020	\$370,721	\$365,589	\$407,287	\$337,431	\$272,725	\$416,250
Year To Date 2019	\$350,143	\$356,123	\$409,015	\$307,866	\$239,185	\$404,603
Difference	20,578	9,466	-1,728	29,565	33,540	11,646
% Change	6%	3%	0%	10%	14%	3%

Pending Contracts = Pending or Sold status and Contract date within time period specified

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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 July 2020

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	1,308	417	213	164	300	4,090
New Listings This Month	1,444	565	195	177	191	4,326
Show for Backup This Month	163	54	20	26	27	460
Pending Contracts						
Current Month 2020	1,015	461	159	140	153	3,294
Current Month 2019	1,012	516	156	178	150	3,467
Difference	3	-55	3	-38	3	-173
% Change	0%	-11%	2%	-21%	2%	-5%
Year To Date 2020	6,652	2,939	1,074	936	969	21,721
Year To Date 2019	6,646	3,040	1,043	966	978	22,145
Difference	6	-101	31	-30	-9	-424
% Change	0%	-3%	3%	-3%	-1%	-2%
Closed Sales						
Current Month 2020	1,192	567	217	168	179	4,043
Current Month 2019	1,096	505	204	172	163	3,722
Difference	96	62	13	-4	16	321
% Change	9%	12%	6%	-2%	10%	9%
Year To Date 2020	6,042	2,655	975	830	890	19,653
Year To Date 2019	6,143	2,723	961	853	896	20,122
Difference	-101	-68	14	-23	-6	-469
% Change	-2%	-2%	1%	-3%	-1%	-2%
Average Sale Price						
Current Month 2020	\$222,127	\$248,226	\$283,561	\$261,563	\$181,231	\$272,328
Current Month 2019	\$205,830	\$216,255	\$293,480	\$225,759	\$155,578	\$245,050
Difference	16,296	31,972	-9,920	35,804	25,653	27,277
% Change	8%	15%	-3%	16%	16%	11%
Year To Date 2020	\$206,888	\$226,056	\$272,818	\$231,247	\$173,898	\$248,605
Year To Date 2019	\$198,497	\$214,113	\$273,522	\$220,478	\$157,420	\$236,065
Difference	8,390	11,943	-703	10,768	16,478	12,540
% Change	4%	6%	0%	5%	10%	5%

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