

Heartland MLS Statistics - Missouri Total

Month of August 2017

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	2,660	1,245	649	495	578	9,409
New Listings This Month	1,234	610	279	219	184	4,216
Show for Backup This Month	284	141	36	48	40	885
Pending Contracts						
Current Month 2017	702	363	201	143	119	2,616
Current Month 2016	977	481	224	170	115	3,330
Difference	-275	-118	-23	-27	4	-714
% Change	-28%	-25%	-10%	-16%	3%	-21%
Year To Date 2017	7,650	3,889	1,751	1,365	1,153	27,546
Year To Date 2016	8,058	4,167	1,868	1,218	1,063	28,399
Difference	-408	-278	-117	147	90	-853
% Change	-5%	-7%	-6%	12%	8%	-3%
Closed Sales						
Current Month 2017	1,064	514	221	204	164	3,741
Current Month 2016	1,012	570	257	156	132	3,738
Difference	52	-56	-36	48	32	3
% Change	5%	-10%	-14%	31%	24%	0%
Year To Date 2017	7,494	3,753	1,664	1,306	1,073	26,504
Year To Date 2016	7,565	3,826	1,694	1,099	996	26,337
Difference	-71	-73	-30	207	77	167
% Change	-1%	-2%	-2%	19%	8%	1%
Average Sale Price						
Current Month 2017	\$189,995	\$200,229	\$229,692	\$209,296	\$160,570	\$226,696
Current Month 2016	\$183,727	\$197,025	\$240,451	\$199,655	\$158,067	\$222,147
Difference	6,268	3,204	-10,758	9,640	2,503	4,549
% Change	3%	2%	-4%	5%	2%	2%
Year To Date 2017	\$185,947	\$199,663	\$246,927	\$209,317	\$151,131	\$226,494
Year To Date 2016	\$174,400	\$190,422	\$236,437	\$191,733	\$138,577	\$214,399
Difference	11,548	9,242	10,490	17,584	12,555	12,095
% Change	7%	5%	4%	9%	9%	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 August 2017

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	337	319	144	164	35	1,828
New Listings This Month	50	75	46	27	6	390
Show for Backup This Month	9	13	1	1	5	38
Pending Contracts						
Current Month 2017	40	48	37	22	4	271
Current Month 2016	58	59	37	13	5	302
Difference	-18	-11	0	9	-1	-31
% Change	-31%	-19%	0%	69%	-20%	-10%
Year To Date 2017	460	524	268	221	37	2,816
Year To Date 2016	469	583	305	121	27	2,801
Difference	-9	-59	-37	100	10	15
% Change	-2%	-10%	-12%	83%	37%	1%
Closed Sales						
Current Month 2017	65	57	30	21	8	307
Current Month 2016	56	70	47	10	1	335
Difference	9	-13	-17	11	7	-28
% Change	16%	-19%	-36%	110%	700%	-8%
Year To Date 2017	466	490	265	208	31	2,640
Year To Date 2016	428	510	265	100	22	2,427
Difference	38	-20	0	108	9	213
% Change	9%	-4%	0%	108%	41%	9%
Average Sale Price						
Current Month 2017	\$338,238	\$314,952	\$370,156	\$297,742	\$213,392	\$373,980
Current Month 2016	\$328,222	\$310,475	\$378,981	\$275,621	\$346,400	\$387,677
Difference	10,016	4,476	-8,825	22,121	-133,008	-13,697
% Change	3%	1%	-2%	8%	-38%	-4%
Year To Date 2017	\$331,186	\$308,642	\$383,019	\$300,379	\$218,898	\$377,999
Year To Date 2016	\$325,636	\$301,838	\$364,273	\$325,548	\$217,325	\$371,697
Difference	5,550	6,804	18,747	-25,169	1,573	6,302
% Change	2%	2%	5%	-8%	1%	2%

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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 August 2017

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	2,323	926	505	331	543	7,581
New Listings This Month	1,184	535	233	192	178	3,826
Show for Backup This Month	275	128	35	47	35	847
Pending Contracts						
Current Month 2017	662	315	164	121	115	2,345
Current Month 2016	919	422	187	157	110	3,028
Difference	-257	-107	-23	-36	5	-683
% Change	-28%	-25%	-12%	-23%	5%	-23%
Year To Date 2017	7,190	3,365	1,483	1,144	1,116	24,730
Year To Date 2016	7,589	3,584	1,563	1,097	1,036	25,598
Difference	-399	-219	-80	47	80	-868
% Change	-5%	-6%	-5%	4%	8%	-3%
Closed Sales						
Current Month 2017	999	457	191	183	156	3,434
Current Month 2016	956	500	210	146	131	3,403
Difference	43	-43	-19	37	25	31
% Change	4%	-9%	-9%	25%	19%	1%
Year To Date 2017	7,028	3,263	1,399	1,098	1,042	23,864
Year To Date 2016	7,137	3,316	1,429	999	974	23,910
Difference	-109	-53	-30	99	68	-46
% Change	-2%	-2%	-2%	10%	7%	0%
Average Sale Price						
Current Month 2017	\$180,349	\$185,920	\$207,630	\$199,146	\$157,862	\$213,529
Current Month 2016	\$175,263	\$181,142	\$209,446	\$194,452	\$156,629	\$205,851
Difference	5,086	4,778	-1,816	4,694	1,232	7,677
% Change	3%	3%	-1%	2%	1%	4%
Year To Date 2017	\$176,317	\$183,298	\$221,148	\$192,067	\$149,115	\$209,733
Year To Date 2016	\$165,330	\$173,286	\$212,731	\$178,338	\$136,798	\$198,432
Difference	10,987	10,012	8,417	13,729	12,317	11,301
% Change	7%	6%	4%	8%	9%	6%

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