

Heartland MLS Statistics - Missouri Total

Month of August 2018

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	2,828	1,192	622	504	575	9,798
New Listings This Month	1,407	644	269	205	189	4,645
Show for Backup This Month	261	111	36	42	35	745
Pending Contracts						
Current Month 2018	813	420	143	125	116	2,818
Current Month 2017	921	500	235	181	153	3,383
Difference	-108	-80	-92	-56	-37	-565
% Change	-12%	-16%	-39%	-31%	-24%	-17%
Year To Date 2018	8,082	4,129	1,715	1,361	1,167	28,186
Year To Date 2017	7,919	4,051	1,786	1,408	1,180	28,413
Difference	163	78	-71	-47	-13	-227
% Change	2%	2%	-4%	-3%	-1%	-1%
Closed Sales						
Current Month 2018	1,163	627	228	206	179	4,026
Current Month 2017	1,079	523	227	204	165	3,795
Difference	84	104	1	2	14	231
% Change	8%	20%	0%	1%	8%	6%
Year To Date 2018	7,883	4,056	1,768	1,322	1,158	27,503
Year To Date 2017	7,547	3,770	1,671	1,308	1,077	26,641
Difference	336	286	97	14	81	862
% Change	4%	8%	6%	1%	8%	3%
Average Sale Price						
Current Month 2018	\$197,086	\$218,209	\$280,039	\$218,626	\$159,657	\$242,318
Current Month 2017	\$189,908	\$199,611	\$236,618	\$209,296	\$160,718	\$227,018
Difference	7,178	18,598	43,421	9,330	-1,061	15,300
% Change	4%	9%	18%	4%	-1%	7%
Year To Date 2018	\$197,939	\$215,402	\$257,417	\$224,586	\$157,074	\$240,045
Year To Date 2017	\$185,636	\$199,399	\$247,915	\$209,059	\$150,924	\$226,352
Difference	12,303	16,003	9,503	15,527	6,150	13,693
% Change	7%	8%	4%	7%	4%	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 2018

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	419	257	200	155	23	1,994
New Listings This Month	67	68	54	16	4	410
Show for Backup This Month	8	3	4	3	1	25
Pending Contracts						
Current Month 2018	39	44	20	20	3	242
Current Month 2017	53	66	40	23	9	326
Difference	-14	-22	-20	-3	-6	-84
% Change	-26%	-33%	-50%	-13%	-67%	-26%
Year To Date 2018	490	540	249	233	46	2,820
Year To Date 2017	501	548	269	223	42	2,904
Difference	-11	-8	-20	10	4	-84
% Change	-2%	-1%	-7%	4%	10%	-3%
Closed Sales						
Current Month 2018	51	67	36	26	8	333
Current Month 2017	65	57	31	21	8	309
Difference	-14	10	5	5	0	24
% Change	-22%	18%	16%	24%	0%	8%
Year To Date 2018	474	544	285	223	56	2,854
Year To Date 2017	466	490	266	208	31	2,646
Difference	8	54	19	15	25	208
% Change	2%	11%	7%	7%	81%	8%
Average Sale Price						
Current Month 2018	\$375,728	\$332,596	\$401,119	\$324,844	\$234,430	\$408,711
Current Month 2017	\$338,238	\$314,952	\$407,825	\$297,742	\$213,392	\$377,827
Difference	37,491	17,645	-6,706	27,102	21,038	30,884
% Change	11%	6%	-2%	9%	10%	8%
Year To Date 2018	\$350,081	\$330,230	\$380,186	\$300,352	\$237,350	\$384,992
Year To Date 2017	\$331,186	\$308,622	\$387,361	\$300,379	\$218,898	\$378,585
Difference	18,895	21,608	-7,175	-28	18,452	6,407
% Change	6%	7%	-2%	0%	8%	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 2018

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	2,409	934	422	349	550	7,801
New Listings This Month	1,340	576	215	189	185	4,235
Show for Backup This Month	253	108	32	39	33	719
Pending Contracts						
Current Month 2018	774	376	123	105	113	2,575
Current Month 2017	868	434	195	158	144	3,057
Difference	-94	-58	-72	-53	-31	-482
% Change	-11%	-13%	-37%	-34%	-22%	-16%
Year To Date 2018	7,592	3,589	1,465	1,128	1,121	25,364
Year To Date 2017	7,418	3,503	1,517	1,185	1,138	25,509
Difference	174	86	-52	-57	-17	-145
% Change	2%	2%	-3%	-5%	-1%	-1%
Closed Sales						
Current Month 2018	1,112	560	192	180	171	3,693
Current Month 2017	1,014	466	196	183	157	3,486
Difference	98	94	-4	-3	14	207
% Change	10%	20%	-2%	-2%	9%	6%
Year To Date 2018	7,409	3,512	1,482	1,099	1,102	24,648
Year To Date 2017	7,081	3,280	1,405	1,100	1,046	23,995
Difference	328	232	77	-1	56	653
% Change	5%	7%	5%	0%	5%	3%
Average Sale Price						
Current Month 2018	\$188,893	\$204,523	\$257,336	\$203,283	\$156,159	\$227,314
Current Month 2017	\$180,400	\$185,503	\$209,539	\$199,146	\$158,034	\$213,650
Difference	8,493	19,020	47,798	4,137	-1,875	13,664
% Change	5%	10%	23%	2%	-1%	6%
Year To Date 2018	\$188,205	\$197,615	\$233,905	\$209,212	\$152,995	\$223,267
Year To Date 2017	\$176,057	\$183,082	\$221,514	\$191,791	\$148,910	\$209,565
Difference	12,148	14,533	12,391	17,421	4,085	13,701
% Change	7%	8%	6%	9%	3%	7%

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