

Heartland MLS Statistics - Missouri Total

Month of August 2019

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	2,658	1,087	459	414	546	8,885
New Listings This Month	1,454	651	225	183	209	4,553
Show for Backup This Month	178	69	20	28	19	491
Pending Contracts						
Current Month 2019	906	479	168	108	135	3,134
Current Month 2018	1,043	525	185	166	150	3,502
Difference	-137	-46	-17	-58	-15	-368
% Change	-13%	-9%	-9%	-35%	-10%	-11%
Year To Date 2019	7,998	3,936	1,451	1,274	1,160	27,671
Year To Date 2018	8,360	4,242	1,768	1,410	1,201	28,952
Difference	-362	-306	-317	-136	-41	-1,281
% Change	-4%	-7%	-18%	-10%	-3%	-4%
Closed Sales						
Current Month 2019	1,135	599	229	200	153	3,983
Current Month 2018	1,181	631	229	209	181	4,070
Difference	-46	-32	0	-9	-28	-87
% Change	-4%	-5%	0%	-4%	-15%	-2%
Year To Date 2019	7,657	3,683	1,394	1,232	1,089	26,235
Year To Date 2018	7,920	4,068	1,773	1,332	1,163	27,629
Difference	-263	-385	-379	-100	-74	-1,394
% Change	-3%	-9%	-21%	-8%	-6%	-5%
Average Sale Price						
Current Month 2019	\$214,287	\$230,810	\$302,158	\$234,198	\$162,172	\$259,303
Current Month 2018	\$197,198	\$218,107	\$279,606	\$217,255	\$161,324	\$242,693
Difference	17,089	12,703	22,551	16,943	848	16,609
% Change	9%	6%	8%	8%	1%	7%
Year To Date 2019	\$208,880	\$231,361	\$298,503	\$235,668	\$161,652	\$253,835
Year To Date 2018	\$197,784	\$215,371	\$257,596	\$224,480	\$157,642	\$240,119
Difference	11,096	15,990	40,907	11,187	4,010	13,716
% Change	6%	7%	16%	5%	3%	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 2019

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	397	312	143	122	13	1,919
New Listings This Month	81	77	36	26	5	431
Show for Backup This Month	8	6	1	2	0	20
Pending Contracts						
Current Month 2019	48	52	30	11	7	295
Current Month 2018	49	45	26	24	4	273
Difference	-1	7	4	-13	3	22
% Change	-2%	16%	15%	-54%	75%	8%
Year To Date 2019	490	477	274	220	51	2,697
Year To Date 2018	528	547	261	238	47	2,897
Difference	-38	-70	13	-18	4	-200
% Change	-7%	-13%	5%	-8%	9%	-7%
Closed Sales						
Current Month 2019	69	69	41	20	3	347
Current Month 2018	53	67	36	26	8	337
Difference	16	2	5	-6	-5	10
% Change	30%	3%	14%	-23%	-63%	3%
Year To Date 2019	473	441	248	202	47	2,552
Year To Date 2018	477	545	287	225	56	2,870
Difference	-4	-104	-39	-23	-9	-318
% Change	-1%	-19%	-14%	-10%	-16%	-11%
Average Sale Price						
Current Month 2019	\$359,249	\$359,701	\$426,642	\$349,674	\$231,221	\$430,488
Current Month 2018	\$382,381	\$332,596	\$401,119	\$324,844	\$234,430	\$409,096
Difference	-23,132	27,104	25,522	24,830	-3,209	21,392
% Change	-6%	8%	6%	8%	-1%	5%
Year To Date 2019	\$352,076	\$356,682	\$411,929	\$312,006	\$238,549	\$408,127
Year To Date 2018	\$351,926	\$330,285	\$381,311	\$299,983	\$237,350	\$385,408
Difference	150	26,398	30,617	12,022	1,199	22,718
% Change	0%	8%	8%	4%	1%	6%

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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 2019

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	2,261	775	316	292	533	6,966
New Listings This Month	1,373	574	189	157	204	4,122
Show for Backup This Month	170	63	19	26	19	471
Pending Contracts						
Current Month 2019	858	426	138	97	128	2,838
Current Month 2018	994	480	159	142	145	3,227
Difference	-136	-54	-21	-45	-17	-389
% Change	-14%	-11%	-13%	-32%	-12%	-12%
Year To Date 2019	7,508	3,458	1,177	1,054	1,108	24,972
Year To Date 2018	7,832	3,695	1,506	1,172	1,153	26,052
Difference	-324	-237	-329	-118	-45	-1,080
% Change	-4%	-6%	-22%	-10%	-4%	-4%
Closed Sales						
Current Month 2019	1,066	530	188	180	150	3,636
Current Month 2018	1,128	564	193	183	173	3,733
Difference	-62	-34	-5	-3	-23	-97
% Change	-5%	-6%	-3%	-2%	-13%	-3%
Year To Date 2019	7,184	3,242	1,146	1,030	1,041	23,682
Year To Date 2018	7,443	3,523	1,485	1,107	1,107	24,758
Difference	-259	-281	-339	-77	-66	-1,076
% Change	-3%	-8%	-23%	-7%	-6%	-4%
Average Sale Price						
Current Month 2019	\$204,904	\$214,030	\$275,010	\$221,367	\$160,791	\$242,966
Current Month 2018	\$188,497	\$204,507	\$256,941	\$201,969	\$157,943	\$227,671
Difference	16,407	9,524	18,069	19,398	2,847	15,295
% Change	9%	5%	7%	10%	2%	7%
Year To Date 2019	\$199,451	\$214,314	\$273,957	\$220,697	\$158,115	\$237,209
Year To Date 2018	\$187,905	\$197,595	\$233,783	\$209,134	\$153,609	\$223,281
Difference	11,546	16,720	40,174	11,563	4,505	13,928
% Change	6%	8%	17%	6%	3%	6%

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