

Heartland MLS Statistics - Missouri Total

Month of August 2020

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	1,536	539	313	211	313	5,013
New Listings This Month	1,456	575	257	185	198	4,497
Show for Backup This Month	165	63	24	33	10	471
Pending Contracts						
Current Month 2020	1,198	546	245	159	180	4,044
Current Month 2019	1,066	554	191	140	152	3,612
Difference	132	-8	54	19	28	432
% Change	12%	-1%	28%	14%	18%	12%
Year To Date 2020	8,663	4,071	1,685	1,348	1,205	29,418
Year To Date 2019	8,154	4,019	1,476	1,312	1,184	28,237
Difference	509	52	209	36	21	1,181
% Change	6%	1%	14%	3%	2%	4%
Closed Sales						
Current Month 2020	1,186	557	210	178	157	4,008
Current Month 2019	1,155	604	231	206	155	4,066
Difference	31	-47	-21	-28	2	-58
% Change	3%	-8%	-9%	-14%	1%	-1%
Year To Date 2020	7,796	3,637	1,406	1,208	1,088	26,264
Year To Date 2019	7,704	3,699	1,399	1,241	1,108	26,498
Difference	92	-62	7	-33	-20	-234
% Change	1%	-2%	1%	-3%	-2%	-1%
Average Sale Price						
Current Month 2020	\$239,820	\$268,456	\$311,155	\$258,603	\$176,082	\$289,643
Current Month 2019	\$213,763	\$230,363	\$300,642	\$234,197	\$161,531	\$258,051
Difference	26,057	38,093	10,513	24,406	14,551	31,591
% Change	12%	17%	3%	10%	9%	12%
Year To Date 2020	\$223,628	\$248,857	\$299,612	\$252,869	\$176,775	\$270,895
Year To Date 2019	\$208,778	\$231,048	\$298,048	\$235,571	\$160,949	\$252,982
Difference	14,850	17,809	1,564	17,298	15,826	17,912
% Change	7%	8%	1%	7%	10%	7%

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 2020

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	313	138	115	54	19	1,214
New Listings This Month	128	67	58	41	4	521
Show for Backup This Month	2	4	1	2	0	15
Pending Contracts						
Current Month 2020	94	74	60	27	9	503
Current Month 2019	63	62	31	15	7	329
Difference	31	12	29	12	2	174
% Change	49%	19%	94%	80%	29%	53%
Year To Date 2020	790	612	398	259	40	3,727
Year To Date 2019	506	487	273	221	51	2,720
Difference	284	125	125	38	-11	1,007
% Change	56%	26%	46%	17%	-22%	37%
Closed Sales						
Current Month 2020	100	68	40	32	3	424
Current Month 2019	68	70	41	21	3	349
Difference	32	-2	-1	11	0	75
% Change	47%	-3%	-2%	52%	0%	21%
Year To Date 2020	651	491	259	231	36	2,953
Year To Date 2019	474	442	248	203	47	2,559
Difference	177	49	11	28	-11	394
% Change	37%	11%	4%	14%	-23%	15%
Average Sale Price						
Current Month 2020	\$387,606	\$382,840	\$436,801	\$350,713	\$278,567	\$450,648
Current Month 2019	\$360,282	\$356,562	\$426,642	\$346,785	\$231,221	\$429,998
Difference	27,324	26,278	10,159	3,928	47,346	20,650
% Change	8%	7%	2%	1%	20%	5%
Year To Date 2020	\$373,315	\$367,978	\$411,845	\$339,732	\$273,212	\$421,225
Year To Date 2019	\$351,598	\$356,192	\$411,929	\$311,892	\$238,677	\$408,067
Difference	21,717	11,786	-84	27,840	34,535	13,158
% Change	6%	3%	0%	9%	14%	3%

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 Resale
Month of August 2020

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	1,223	401	198	157	294	3,793
New Listings This Month	1,328	508	199	144	194	3,976
Show for Backup This Month	163	59	23	31	10	456
Pending Contracts						
Current Month 2020	1,104	472	185	132	171	3,540
Current Month 2019	1,003	491	160	125	144	3,270
Difference	101	-19	25	7	27	270
% Change	10%	-4%	16%	6%	19%	8%
Year To Date 2020	7,873	3,459	1,287	1,089	1,160	25,659
Year To Date 2019	7,648	3,531	1,203	1,091	1,122	25,415
Difference	225	-72	84	-2	38	244
% Change	3%	-2%	7%	0%	3%	1%
Closed Sales						
Current Month 2020	1,086	489	170	146	153	3,582
Current Month 2019	1,087	534	190	185	151	3,704
Difference	-1	-45	-20	-39	2	-122
% Change	0%	-8%	-11%	-21%	1%	-3%
Year To Date 2020	7,145	3,146	1,147	977	1,045	23,276
Year To Date 2019	7,230	3,257	1,151	1,038	1,047	23,826
Difference	-85	-111	-4	-61	-2	-550
% Change	-1%	-3%	0%	-6%	0%	-2%
Average Sale Price						
Current Month 2020	\$226,211	\$252,550	\$281,591	\$238,415	\$174,439	\$270,695
Current Month 2019	\$204,597	\$213,820	\$273,452	\$221,416	\$160,322	\$242,222
Difference	21,614	38,730	8,139	16,998	14,117	28,473
% Change	11%	18%	3%	8%	9%	12%
Year To Date 2020	\$209,990	\$230,266	\$274,269	\$232,332	\$173,891	\$252,059
Year To Date 2019	\$199,414	\$214,065	\$273,510	\$220,645	\$157,838	\$237,022
Difference	10,575	16,201	758	11,686	16,053	15,036
% Change	5%	8%	0%	5%	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