

Heartland MLS Statistics - Missouri Total
Month of September 2017

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	2,775	1,198	660	494	565	9,509
New Listings This Month	1,220	530	251	160	190	4,100
Show for Backup This Month	263	107	26	43	35	783
Pending Contracts						
Current Month 2017	595	355	163	93	90	2,280
Current Month 2016	913	405	202	112	127	3,010
Difference	-318	-50	-39	-19	-37	-730
% Change	-35%	-12%	-19%	-17%	-29%	-24%
Year To Date 2017	8,468	4,386	1,947	1,496	1,277	30,623
Year To Date 2016	8,971	4,571	2,070	1,330	1,190	31,407
Difference	-503	-185	-123	166	87	-784
% Change	-6%	-4%	-6%	12%	7%	-2%
Closed Sales						
Current Month 2017	869	505	228	174	154	3,265
Current Month 2016	1,004	502	232	170	135	3,471
Difference	-135	3	-4	4	19	-206
% Change	-13%	1%	-2%	2%	14%	-6%
Year To Date 2017	8,391	4,268	1,894	1,480	1,228	29,835
Year To Date 2016	8,569	4,328	1,926	1,269	1,131	29,809
Difference	-178	-60	-32	211	97	26
% Change	-2%	-1%	-2%	17%	9%	0%
Average Sale Price						
Current Month 2017	\$187,127	\$204,289	\$237,271	\$204,862	\$173,542	\$223,541
Current Month 2016	\$181,372	\$196,110	\$232,806	\$206,066	\$139,618	\$215,809
Difference	5,754	8,179	4,465	-1,204	33,925	7,732
% Change	3%	4%	2%	-1%	24%	4%
Year To Date 2017	\$185,891	\$200,154	\$245,972	\$208,793	\$153,957	\$226,067
Year To Date 2016	\$175,217	\$191,081	\$236,000	\$193,653	\$138,701	\$214,575
Difference	10,674	9,073	9,972	15,140	15,256	11,492
% Change	6%	5%	4%	8%	11%	5%

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 September 2017

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	372	317	152	159	34	1,905
New Listings This Month	70	48	39	21	5	412
Show for Backup This Month	6	6	0	3	0	26
Pending Contracts						
Current Month 2017	27	41	30	15	5	241
Current Month 2016	48	38	29	10	9	262
Difference	-21	3	1	5	-4	-21
% Change	-44%	8%	3%	50%	-44%	-8%
Year To Date 2017	501	576	299	238	46	3,111
Year To Date 2016	517	621	334	131	36	3,062
Difference	-16	-45	-35	107	10	49
% Change	-3%	-7%	-10%	82%	28%	2%
Closed Sales						
Current Month 2017	46	56	29	23	7	293
Current Month 2016	55	49	34	14	4	294
Difference	-9	7	-5	9	3	-1
% Change	-16%	14%	-15%	64%	75%	0%
Year To Date 2017	512	546	294	231	38	2,934
Year To Date 2016	483	559	299	114	26	2,722
Difference	29	-13	-5	117	12	212
% Change	6%	-2%	-2%	103%	46%	8%
Average Sale Price						
Current Month 2017	\$348,530	\$316,627	\$373,618	\$333,983	\$283,459	\$379,733
Current Month 2016	\$312,707	\$319,331	\$371,814	\$387,370	\$223,141	\$385,553
Difference	35,823	-2,704	1,804	-53,387	60,318	-5,820
% Change	11%	-1%	0%	-14%	27%	-2%
Year To Date 2017	\$332,744	\$309,443	\$382,092	\$303,725	\$230,791	\$378,197
Year To Date 2016	\$324,164	\$303,371	\$365,130	\$333,141	\$218,220	\$373,273
Difference	8,581	6,071	16,962	-29,416	12,571	4,923
% Change	3%	2%	5%	-9%	6%	1%

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 September 2017

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	2,403	881	508	335	531	7,604
New Listings This Month	1,150	482	212	139	185	3,688
Show for Backup This Month	257	101	26	40	35	757
Pending Contracts						
Current Month 2017	568	314	133	78	85	2,039
Current Month 2016	865	367	173	102	118	2,748
Difference	-297	-53	-40	-24	-33	-709
% Change	-34%	-14%	-23%	-24%	-28%	-26%
Year To Date 2017	7,967	3,810	1,648	1,258	1,231	27,512
Year To Date 2016	8,454	3,950	1,736	1,199	1,154	28,345
Difference	-487	-140	-88	59	77	-833
% Change	-6%	-4%	-5%	5%	7%	-3%
Closed Sales						
Current Month 2017	823	449	199	151	147	2,972
Current Month 2016	949	453	198	156	131	3,177
Difference	-126	-4	1	-5	16	-205
% Change	-13%	-1%	1%	-3%	12%	-6%
Year To Date 2017	7,879	3,722	1,600	1,249	1,190	26,901
Year To Date 2016	8,086	3,769	1,627	1,155	1,105	27,087
Difference	-207	-47	-27	94	85	-186
% Change	-3%	-1%	-2%	8%	8%	-1%
Average Sale Price						
Current Month 2017	\$178,105	\$190,278	\$217,401	\$185,194	\$168,308	\$208,143
Current Month 2016	\$173,761	\$182,781	\$208,936	\$189,795	\$137,067	\$200,101
Difference	4,345	7,497	8,465	-4,601	31,241	8,042
% Change	3%	4%	4%	-2%	23%	4%
Year To Date 2017	\$176,348	\$184,122	\$220,960	\$191,236	\$151,504	\$209,475
Year To Date 2016	\$166,320	\$174,427	\$212,269	\$179,885	\$136,830	\$198,628
Difference	10,028	9,695	8,691	11,350	14,674	10,847
% Change	6%	6%	4%	6%	11%	5%

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