

Heartland MLS Statistics - Missouri Total

Month of September 2019

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	2,552	1,088	459	411	522	8,712
New Listings This Month	1,255	545	192	192	183	4,108
Show for Backup This Month	146	54	17	28	15	417
Pending Contracts						
Current Month 2019	920	395	122	99	143	2,802
Current Month 2018	903	449	136	124	150	2,985
Difference	17	-54	-14	-25	-7	-183
% Change	2%	-12%	-10%	-20%	-5%	-6%
Year To Date 2019	9,069	4,391	1,594	1,400	1,315	30,889
Year To Date 2018	9,263	4,691	1,903	1,534	1,351	31,935
Difference	-194	-300	-309	-134	-36	-1,046
% Change	-2%	-6%	-16%	-9%	-3%	-3%
Closed Sales						
Current Month 2019	973	500	161	124	138	3,189
Current Month 2018	946	473	163	154	154	3,150
Difference	27	27	-2	-30	-16	39
% Change	3%	6%	-1%	-19%	-10%	1%
Year To Date 2019	8,645	4,188	1,557	1,359	1,228	29,477
Year To Date 2018	8,866	4,541	1,935	1,486	1,317	30,778
Difference	-221	-353	-378	-127	-89	-1,301
% Change	-2%	-8%	-20%	-9%	-7%	-4%
Average Sale Price						
Current Month 2019	\$207,698	\$232,345	\$282,439	\$225,682	\$183,820	\$249,399
Current Month 2018	\$194,247	\$215,680	\$259,838	\$228,068	\$148,758	\$230,277
Difference	13,451	16,665	22,600	-2,386	35,062	19,122
% Change	7%	8%	9%	-1%	24%	8%
Year To Date 2019	\$208,730	\$231,394	\$296,628	\$234,714	\$164,090	\$253,254
Year To Date 2018	\$197,407	\$215,404	\$257,818	\$224,852	\$156,603	\$239,113
Difference	11,323	15,991	38,810	9,862	7,487	14,141
% Change	6%	7%	15%	4%	5%	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 September 2019

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	414	302	147	133	14	1,946
New Listings This Month	92	47	37	32	6	415
Show for Backup This Month	4	3	0	3	0	16
Pending Contracts						
Current Month 2019	61	34	25	9	7	263
Current Month 2018	48	50	18	18	2	264
Difference	13	-16	7	-9	5	-1
% Change	27%	-32%	39%	-50%	250%	0%
Year To Date 2019	563	510	299	230	58	2,984
Year To Date 2018	576	597	279	256	49	3,160
Difference	-13	-87	20	-26	9	-176
% Change	-2%	-15%	7%	-10%	18%	-6%
Closed Sales						
Current Month 2019	53	49	35	11	6	264
Current Month 2018	40	47	23	18	3	254
Difference	13	2	12	-7	3	10
% Change	33%	4%	52%	-39%	100%	4%
Year To Date 2019	526	491	283	213	53	2,817
Year To Date 2018	517	592	310	243	59	3,124
Difference	9	-101	-27	-30	-6	-307
% Change	2%	-17%	-9%	-12%	-10%	-10%
Average Sale Price						
Current Month 2019	\$363,457	\$360,699	\$396,214	\$255,386	\$278,479	\$413,221
Current Month 2018	\$347,021	\$380,810	\$408,026	\$360,391	\$186,773	\$403,946
Difference	16,436	-20,111	-11,812	-105,005	91,706	9,275
% Change	5%	-5%	-3%	-29%	49%	2%
Year To Date 2019	\$353,223	\$356,642	\$409,985	\$309,082	\$243,183	\$408,511
Year To Date 2018	\$351,547	\$334,296	\$383,293	\$304,458	\$234,778	\$386,915
Difference	1,676	22,346	26,692	4,624	8,405	21,596
% Change	0%	7%	7%	2%	4%	6%

Pending Contracts = Pending or Sold status and Contract date within time period specified

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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 September 2019

	Jackson Co.	Clay/Ray Co.	Platte Co.	Cass Co.	Other Co.	Heartland
Current Inventory	2,138	786	312	278	508	6,766
New Listings This Month	1,163	498	155	160	177	3,693
Show for Backup This Month	142	51	17	25	15	401
Pending Contracts						
Current Month 2019	859	361	97	90	136	2,539
Current Month 2018	855	399	118	106	148	2,721
Difference	4	-38	-21	-16	-12	-182
% Change	0%	-10%	-18%	-15%	-8%	-7%
Year To Date 2019	8,506	3,880	1,295	1,170	1,256	27,903
Year To Date 2018	8,687	4,094	1,623	1,278	1,301	28,772
Difference	-181	-214	-328	-108	-45	-869
% Change	-2%	-5%	-20%	-8%	-3%	-3%
Closed Sales						
Current Month 2019	920	450	126	113	132	2,924
Current Month 2018	906	426	140	136	151	2,896
Difference	14	24	-14	-23	-19	28
% Change	2%	6%	-10%	-17%	-13%	1%
Year To Date 2019	8,119	3,696	1,274	1,146	1,174	26,658
Year To Date 2018	8,349	3,949	1,624	1,243	1,258	27,653
Difference	-230	-253	-350	-97	-84	-995
% Change	-3%	-6%	-22%	-8%	-7%	-4%
Average Sale Price						
Current Month 2019	\$198,725	\$217,641	\$250,834	\$222,791	\$179,517	\$234,502
Current Month 2018	\$187,502	\$197,461	\$235,493	\$210,555	\$148,003	\$215,045
Difference	11,223	20,180	15,341	12,236	31,515	19,457
% Change	6%	10%	7%	6%	21%	9%
Year To Date 2019	\$199,369	\$214,667	\$271,447	\$220,892	\$160,463	\$236,837
Year To Date 2018	\$187,862	\$197,580	\$233,955	\$209,290	\$152,936	\$222,420
Difference	11,507	17,087	37,492	11,603	7,527	14,417
% Change	6%	9%	16%	6%	5%	6%

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